

The following provides a status update on activities related to the implementation of Green Jobs - Green New York (GJGNY).

Workforce Development as of June 30 , 2013

PON 1816: Pressure Houses for Field Training and Testing

The construction of the “Kelder House,” located at SUNY Ulster, is complete and will host a Grand Opening for the pressure house in September 2013.

The pressure house at the Green Jobs training Center (GJTC), located in Long Island, is near completion. To date, GJTC has trained 232 individuals in BPI Building Analyst, Envelope Professional, Heating Professional, Multifamily BA, Whole House Air Leakage Controller Installer, OSHA 10, EPA RRP, EPA 608 certification. The GJTC is becoming a destination for practitioners seeking skills enhancement.

PON 1817: Oilheat Technician Training

Community Power Network (CPN) was funded under PON 1817 to offer oilheat technician training across New York State. To date CPN has trained 531 individuals, with 344 trained through the first half of 2013. Through the month of June, CPN delivered the following training in 2013: National Oilheat Research Alliance (NORA) Silver Certification – 71 trained; NORA Gold Certification – 16 trained; NORA Tank Certification – 58 trained; and Combustion Air, Venting, Efficiency and Carbon Monoxide – 110 trained.

PON 2032: Technical Training Workshops

PON 2032 is fully expended and has closed. In total, six proposals were funded (Solar One, New York State Weatherization Director’s Association, Institute for Building Technology and Safety, Building Performance Contractor’s Association, Northeast Parent and Child Society, and SUNY Ulster) to deliver energy efficiency and solar thermal training ranging from entry level building science and solar thermal installation through more advanced skill enhancement training like infrared thermography. Training providers are under contract to train a total of 2,341 individuals of which 318 (13.6% of the total goal) have been trained to date. Trainings under PON 2032 will continue for the next 12 months.

PON 2033: On-the-job-training

The Workforce Team made several changes to PON 2033 in June 2013. Category A, curriculum development funds for NYS Registered Apprenticeships and third party accredited building trades programs, is fully expended and has been closed. As a result, the PON was renamed “On-the-Job Training for Clean Energy.” Under the OJT incentive, \$250,000 in GJGNY funds and \$500,000 in Systems Benefit Charge (SBC) funds were added and the solicitation due date was extended from December 31, 2013 to December 31, 2014. As a result of the addition of SBC funds, eligibility for participation has been expanded to include contractors doing business under EEPS and SBC programs. GJNY and SBC activities under PON 2033 are tracked separately.

Under Category A*, NYSERDA contracted with a total of five training providers (LaGuardia Community College, The Urban League of Rochester, Local 32 BJ, Urban Green Council and Solar One) to develop and deliver energy efficiency training ranging from basic weatherization and construction through more advanced training like Green Professional (GPRO) for union plumbers. Training providers are under contract to train a total of 765 individuals, of which 159 (21% of the total goal) have been trained to date. Trainings under PON 2033 will continue for the next 12 months.

Under Category B, NYSERDA has executed on-the-job training agreements with 39 businesses seeking to hire new employees or advance incumbent workers under GJGNY. As of June 30, 2013, 142 people have been hired from NYSDOL's One-Stop lists, and 10 incumbent workers have been advanced due to training. Approximately \$1.18M in wage and training subsidies have been awarded. The average wage of workers hired under the program is \$16.22 per hour.

*Note: Under the revised PON 2033, Category A no longer appears in the solicitation, and as a result the term "Category B" has also been removed and replaced with the title "On-the-Job Training for Clean Energy."

Outreach and Marketing as of June 30, 2013

Outreach

CBO Status as of June 30, 2013:

- Audits conducted: 2535
- Home Performance Work Approved: 527
- Home Performance Work Complete: 419
- Conversion Rate: 35%, the highest it has been since program inception.

Training documents in support of the new NYSERDA Home Performance with ENERGY STAR (HPWES) Program Portal have been developed and the training is currently scheduled for July. Upon the initial launch of the new Portal in July, CBOs will have access to information about the specific projects they are linked to. CBOs will be able to view all data points currently available to Home Performance contractors. Access to information is a benefit to the Outreach Program, as CBOs can assist in moving along stalled projects, especially when the delay is with the customer (ex. missing paperwork). CSG is developing and delivering the two hour training sessions.

The CBO monthly webinar was held on June 20, 2013. Topics included:

- sales training, presented by Conservation Services Group
- general outreach program updates
- not-for-profit financing updates
- use of non-GJGNY related outreach materials at CBO events
- sole use of online application by customers, when applicable
- availability of a utility rebate spreadsheet statewide
- update on the upcoming portal training.

Outreach program staff has been working with NYSERDA's Small Commercial Audit team to develop financing options for not-for-profit owned one- to four-family homes. A preliminary outline of the process and rules follows:

1. Not-for-profit owned one- to four-family homes will be financed through the GJGNY Small Business/Not for Profit Financing Program.
2. Projects may receive free or reduced cost comprehensive home assessments.
3. Customers must find their own lender who establishes underwriting criteria.
4. Customers can choose between the two financing options, a Participation Loan or On Bill Recovery.

5. Loans have a maximum ten year term limit.
6. Customers must provide their HPwES contractor with a “Request for Financing” application.
7. HPwES cost effectiveness standards apply.
8. Loan payments are disbursed to the customer.
9. Construction may not begin until after the loan closes.
10. Contractors must submit a “Request for Financing” application. CSG, the Home Performance Implementation contractor, will assist the contractor in providing additional metrics and completing the “Approved Energy Measures Worksheet.”

During the month of June 2013, several upstate CBOs hit an obstacle when L&S Energy Services, the Region 2 auditing firm, could no longer serve small businesses with more than ten employees. This is a direct result of ARRA funding no longer being available. The remaining 3 small commercial auditors will be in the same position at the end of September 2013, when the funding will expire. L&S serves a significant portion of the upstate market. Moving forward, CBOs will refer all small commercial customers that cannot be served by GJGNY to EDGE Contractors, with the intention that they may be served by other NYSERDA Programs.

One year site visits with Civic Association of Harlem (CASH) and Neighborhood Housing Services of Jamaica were held in June 2013. The purpose of the meetings is to review and discuss CBO progress toward goals, answer questions, address CBO concerns, and provide additional training on program processes and systems.

Rural Ulster Preservation Company (RUPCO), the CBO serving the Mid-Hudson region, and Pathstone Corporation, the CBO serving the Finger Lakes region, have decided to postpone their aggregation pilots and focus their efforts on general outreach. RUPCO determined that Continental Manor, the condominium complex chosen for the aggregation pilot, has not proven to be an adequate site. Phase I customers will be serviced, but no further outreach activities will occur. RUPCO was interested in testing the aggregation pilot at another housing development, but with not much time remaining in the contract, this is not a viable option. Pathstone was in the early development stages of an aggregation pilot. Given the time remaining on the outreach contract, Pathstone has decided to abandon the pilot and focus on general outreach instead. RUPCO has shared some of the insights and lessons learned from their aggregation pilot. When dealing with a condominium complex, they provided the following criteria for use in the selection of a suitable site for aggregation:

- high rates of owner occupancy
- commitment and firm support from the management company, including access to vacant units and provision of blue prints
- lower number of unique unit types
- in-unit access to critical envelope areas, including attics and basements, as applicable
- owner control over critical envelope areas.

PUSH and Long Island Progressive Coalition continue to have success with their aggregation pilots. With an increase in volume and some changes in the participating contractor pool, PUSH is working with NYSERDA and CSG, the implementation contractor, to recruit new Home Performance contractors for its Friends and Neighbors Program. As the result of their aggregation pilot, PUSH referred eight workforce recruits to one of their aggregation contractors to interview for two open insulation technician crew positions. Both positions were filled by PUSH recruits. Another aggregation contractor contacted PUSH about potential job candidates. At the request of the Home Performance contractor, PUSH posted two job openings on its website and social media platforms.

Downtown Manhattan Community Development Corporation (DMCDC) delivered both English and Chinese BPI Green Building Operator training on June 20, 21, 27, and 28, 2013. The initial two-week sessions were focused on basic building science and operation, building envelope, lighting, and heat transfer process. The remaining sessions, which will focus on heating systems, will be delivered in July 2013. DMCDC reached out to Chinatown ManPower, a community-based workforce organization, to promote the Building Operator trainings. They recruited twelve students for the English session and ten students for the Chinese session. Photos of the training sessions are provided below.

BPI Green Building Operator Training English Session (June 20 and 27, 2013)



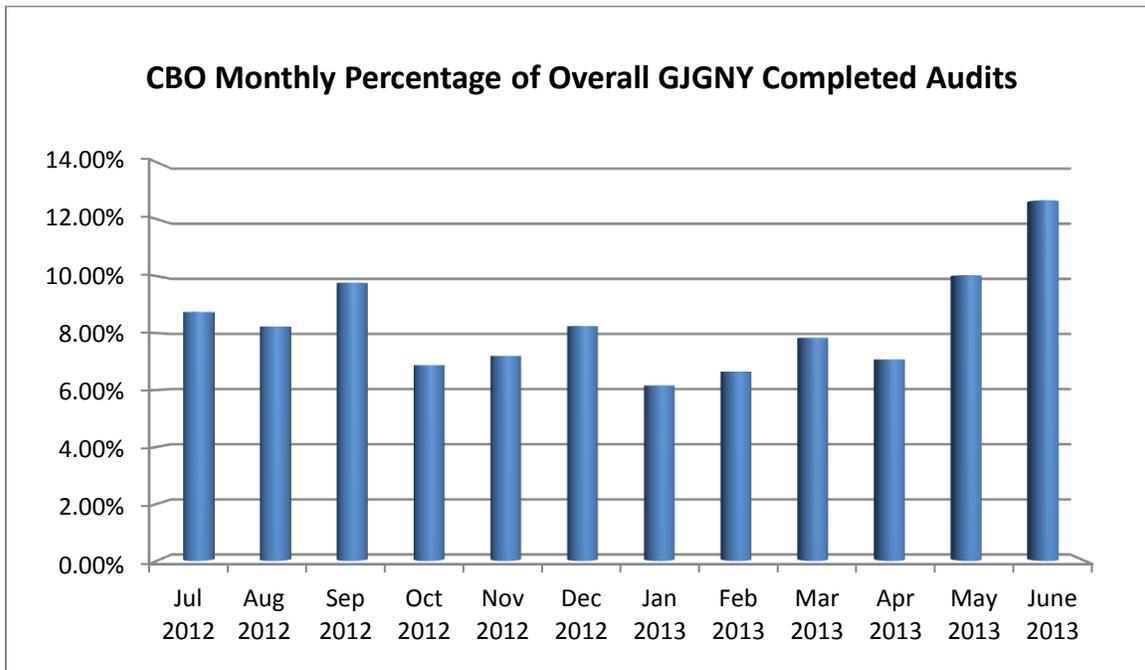
BPI Green Building Operator Training Chinese Session (June 21 and 28, 2013)



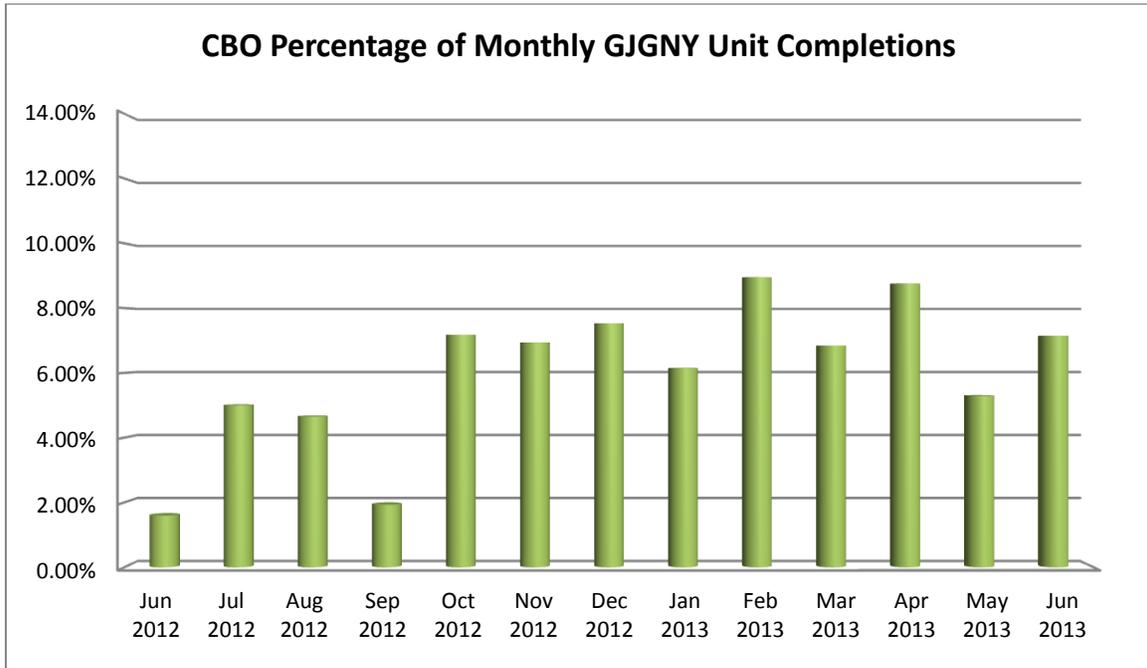
Marketing

Staff met with Brand Cool in June 2013 to discuss the marketing activities for the remainder of 2013 and potential marketing strategies for 2014. NYSERDA is currently conducting an assessment of the existing marketing materials to understand how they were used.

One-to-Four Family Homes - Audits Home Performance with ENERGY STAR® as of June 30, 2013				
		Timeframe	CBO Initiated since 11/1/11 ²	GJGNY Totals Since 11/15/10 ¹
Received Audit Applications		Month	197	1,490
		Program to Date	3,709	51,000
	Average # of Applications Received per Month		185	1,619
Approved Audit Applications	Free Audit			
		Month	232	1,566
		Program to Date	3,284	44,265
	Reduced Cost			
		Month	12	117
		Program to Date	182	3,610
	Total Approved Audit Applications		3,466	47,875
Average # of Applications Approved Per Month		173	1,520	
Scheduled Audits	Scheduled Audits as of End of Current Month		86	2,500
Completed Audits:	Completed Audits			
	Free			
		Month	142	1,176
		Program to Date	2,187	35,239
	Reduced Cost			
		Month	9	80
		Program to Date	125	2,795
	Total Completed Audits		2,312	38,034
	Audit Funds Invoiced to Date			\$9,677,840
¹ GJGNY totals since 11/15/10 are inclusive of CBO initiated activities				
² Round 2 CBO production as of 6/1/2012				



One-to-Four Family Homes - Projects Home Performance with ENERGY STAR® as of June 30, 2013				
	Timeframe	CBO Initiated since 11/1/11	GJGNY Totals Since 11/15/10 ¹	HPwES Totals Since 11/15/10 ²
Projects Contracted	To Date	527	10,161	NA
Completed Projects/Units³				
Assisted				
	Month	11/12	105 / 114	123 / 137
	Program to Date	162/176	2,918 / 3,108	5,516 / 5,795
Market Rate				
	Month	15/15	250 / 250	277 / 280
	Program to Date	257/265	7,159 / 7,263	10,895 / 11,044
Total Completed Projects/Units (Project Goal: 15,000)			10,077 / 10,371	16,411 / 16,839
¹ Projects completed resulting from a GJGNY Audit and/or GJGNY Financing ² Total HPwES including GJGNY Projects ³ Projects completed and units served resulting from GJGNY				



In June, 1,490 free/reduced-cost comprehensive home assessment applications were received. The conversion rate from audit to energy retrofit remains strong at 33%. The average cycle time between audit completion to project completion is 110 days.

Of the 400 Home Performance with ENERGY STAR® project completions in June, 310 were associated with a GJGNY audit or loan. Thirty-four percent of the June GJGNY HPwES project completions were GJGNY Assisted HPwES customers.

Green Jobs - Green New York Residential Financing as of June 30, 2013								
1- to 4- Family Homes		Loan Product	Applications Received	Applications Approved	Loans Closed			
					Value	Total	Market Rate	Assisted
Tier 1	June	Smart Energy	163	227	\$586,191	64	18	46
		On-Bill Recovery	193	205	\$583,301	51	40	11
	Program to Date	Smart Energy	6,220	3,622	\$21,913,928	2,397	1,783	614
		On-Bill Recovery	3,436	1,866	\$8,966,945	842	679	163
Tier 2	June	Smart Energy	10	16	\$80,119	8	3	5
		On-Bill Recovery	21	14	\$5,649	3	0	3
	Program to Date	Smart Energy	424	363	\$2,568,654	267	114	153
		On-Bill Recovery	279	194	\$832,524	87	36	51
June		Smart Energy	173	243	\$666,310	72	21	51
		On-Bill Recovery	214	219	\$588,950	54	40	14
Total			387	462	\$1,255,260	126	61	65
Program to Date		Smart Energy	6,220	3,985	\$24,482,582	2,664	1,897	767
		On-Bill Recovery	3,436	2,060	\$9,799,469	929	715	214
Total			9,656	6,045	\$34,282,051	3,593	2,612	981

Smart Energy		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
2,397	267	Loans Closed*	842	87
\$21,913,928	\$2,568,654	Value*	\$8,966,945	\$832,524
\$9,142	\$9,620	Average Loan*	\$10,650	\$9,569
12.0 Years	13.3 Years	Average Term*	14.5 Years	14.3 Years
N/A	N/A	2.99%	88.72%	94.25%
81.39%	77.90%	3.49%*	11.28%	5.75%
18.61%	22.10%	3.99%*	N/A	N/A
69.21%		Approval Rate**	68.97%	
22.84%		Denial Rate**	26.01%	
7.95%		Denied Tier 1, didn't pursue Tier 2**	5.02%	

* Refers to closed loans only
** Does not include applications pending review or withdrawn.

In 2010, NYSERDA received \$40 million in ARRA BetterBuildings funding that leveraged \$112 million in GJGNY (RGGI) funding. NYSERDA allocated \$900,000 from the BetterBuildings award to the utilities participating in On-Bill Recovery; funds were made available to offset the costs associated with billing system upgrades necessary to accommodate OBR Loans.

Below is a summary of NYSERDA's reimbursements to OBR-participating utilities pursuant to the Billing Services Agreements.

	<u>Funding Available</u>	<u>Costs Submitted</u>	<u>Paid</u>	<u>Funding Balance</u>
<u>Central Hudson</u>	\$24,091	\$104,116	\$24,091	\$0
<u>ConEd</u>	\$268,026	\$261,397	\$261,397	\$6,629
<u>LIPA</u>	\$89,802	\$955,518	\$89,802	\$0
<u>National Grid</u>	\$400,000	\$396,172	\$396,172	\$3,828
<u>NYSEG</u>	\$70,557	\$68,380	\$68,380	\$2,177
<u>O&R</u>	\$18,040	\$11,250	\$11,250	\$6,790
<u>RG&E</u>	\$29,484	\$29,770	\$29,484	\$0
	<u>\$900,000</u>	<u>\$1,826,603</u>	<u>\$880,576</u>	<u>\$19,424</u>

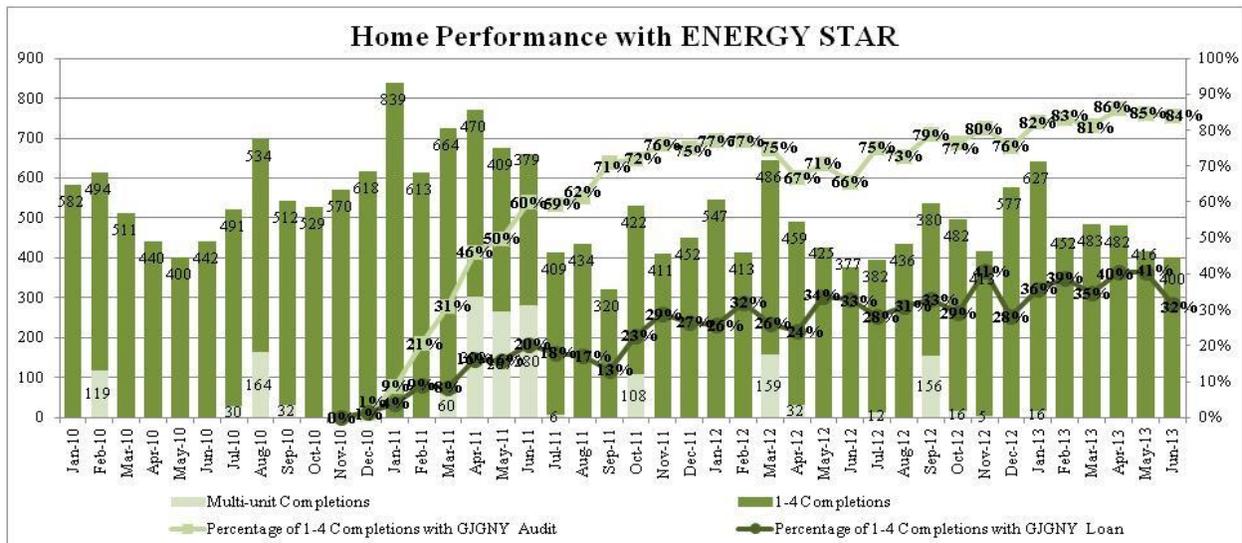
Loan Performance Data Initiative

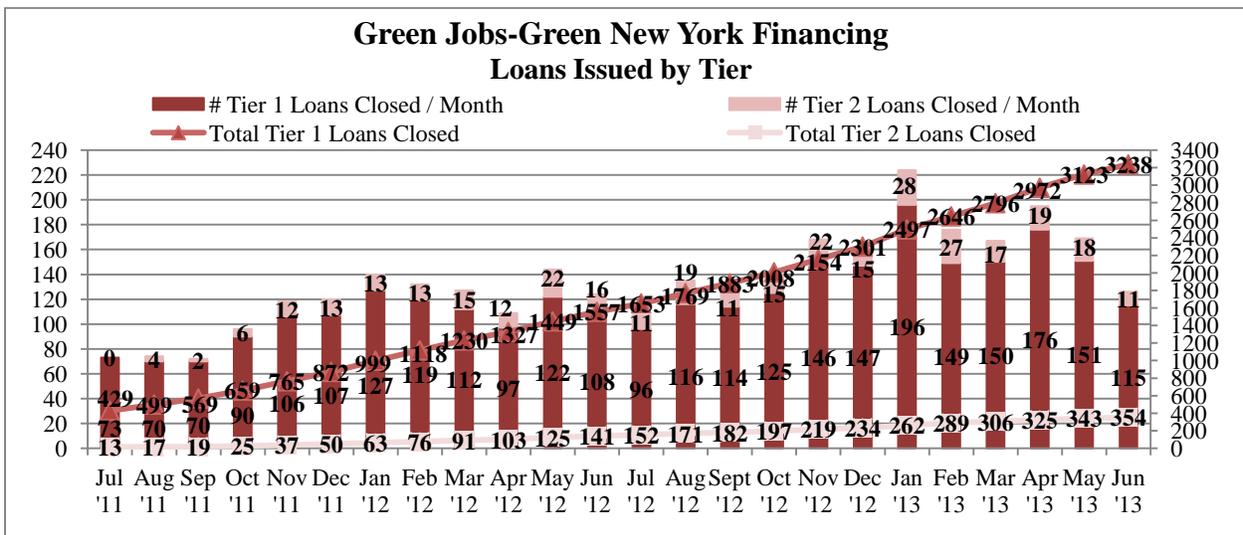
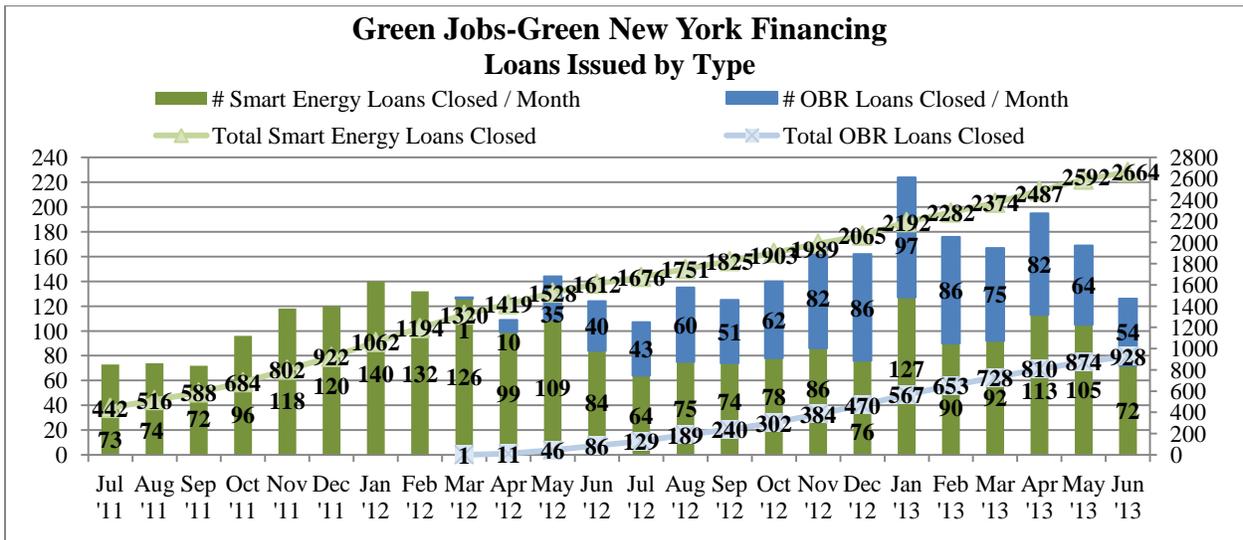
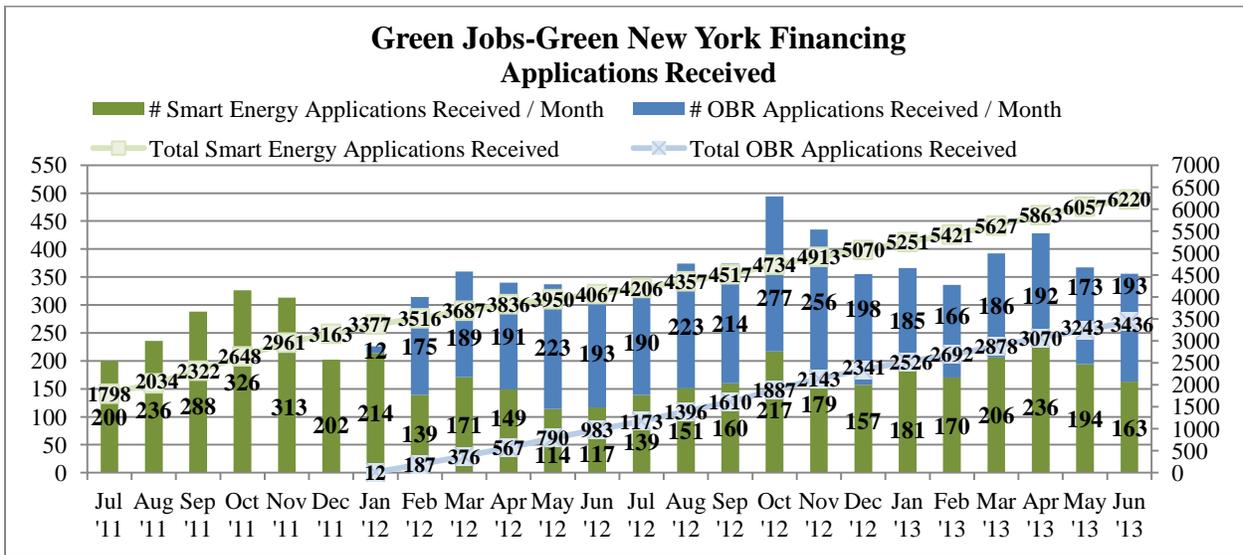
Clean Energy Finance Center (CEFC) formed a partnership with Environmental Defense Fund (EDF) to create a national database containing loan performance and energy usage data from multiple state programs. Four states have been targeted including Pennsylvania, Connecticut, Oregon and New York. The Connecticut Clean Energy Finance and Investment Authority (CEFIA) is a partner in this data initiative and in June NYSERDA became a partner and committed to providing loan performance and energy usage data.

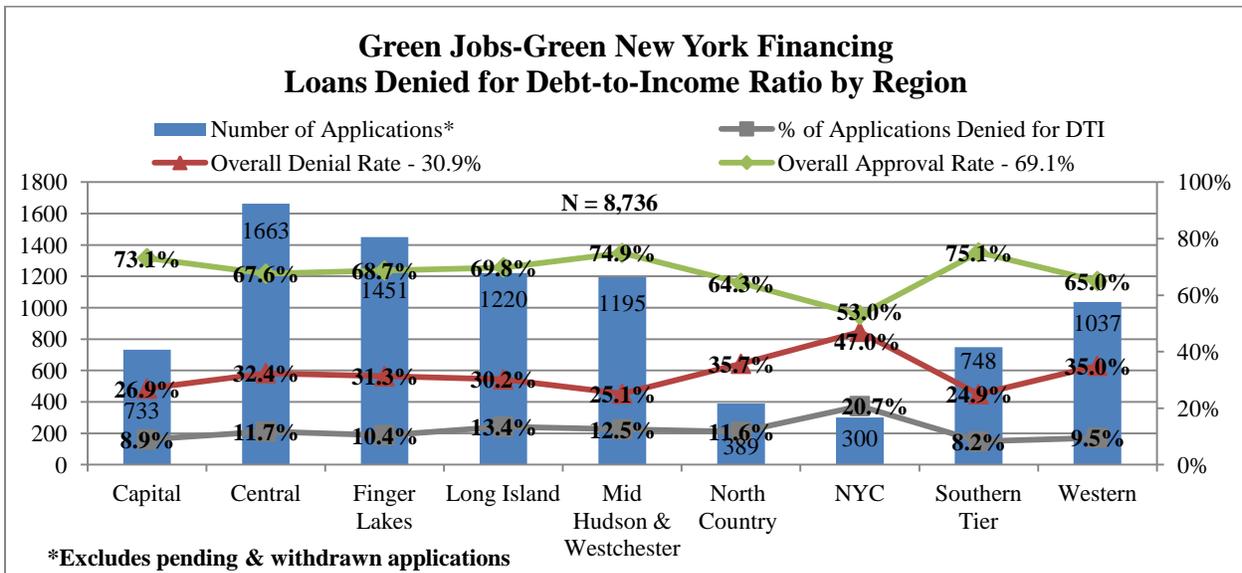
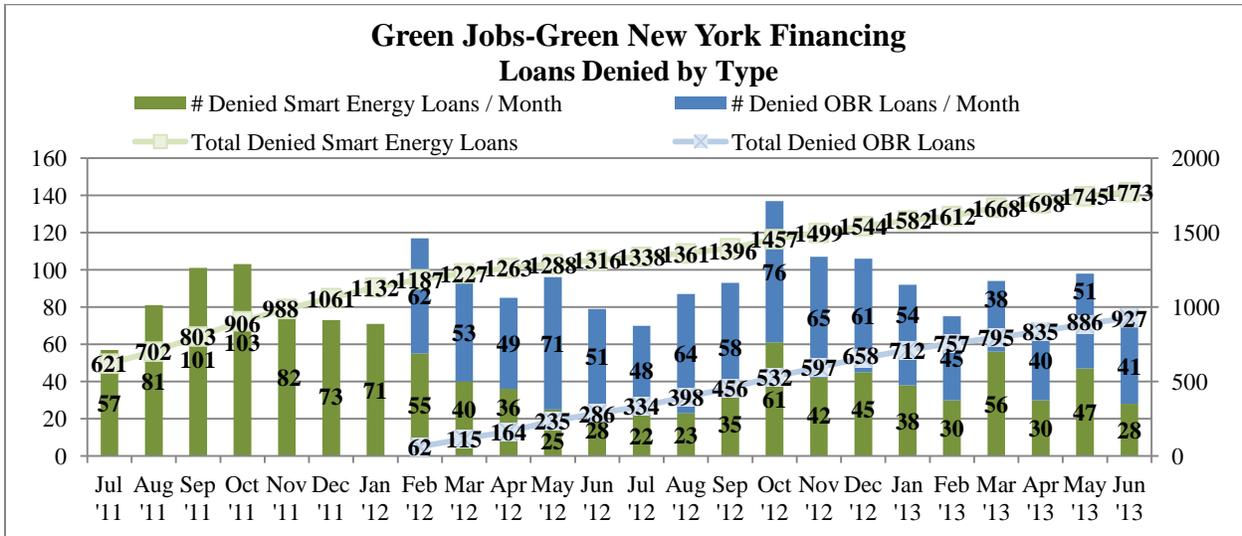
As a partner, NYSERDA will participate in addressing privacy issues and assist CEFC in determining how to collect loan performance data from energy efficiency retrofit programs in a meaningful way. The types of data collected will consist of loan information, project attributes, loan performance and project performance. By aggregating loan performance data from different state programs into one database the intent is to draw correlations between different types of data such as the relationship between loan performance and particular project attributes and/or performance.

The data will be combined with data from other energy efficiency lending programs and provided to the Data Science for Social Good Summer Fellowship Program (DSSG) at the University of Chicago. The summer fellows will structure and analyze the combined energy efficiency project and loan data and produce a report in August/September containing analytical findings.

CEFC may conduct their own analysis or provide the data to the U.S. Department of Energy (DOE) or Lawrence Berkeley National Laboratory (LBNL) for analyses. If the database and analytics are made available to financial institutions and energy efficiency lending programs it could begin addressing challenges in rating processes for consumer energy efficiency financing.







Green Jobs-Green New York Financing
Loans Transferred from OBR to Smart Energy
June 30, 2013

Smart Energy Loan Status	# of Loans
PreApproved	21
Loan Approved	52
Loan Sold	218
Loan Withdrawn	15
Loan Denied	4
No Loan - Subsidy Only	11
Total # Loans Transferred	321

14 loans transferred in June

13.5% of PreApproved OBR Loans
were transferred to Smart Energy

Multifamily Audit Status as of June 30, 2013				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	129	110	239	500
Audit Funds Encumbered	\$1,624,010	\$737,298	\$2,361,308	
Audit Funds Invoiced	\$948,760	\$499,868	\$1,448,628	\$3,000,000
Audits Completed	92	95	187	400
Number of Projects withdrawing from MPP after audit*	15	24	39	
Number of Projects in Pipeline**	98	73	171	
Projects Contracted (to have measures installed)	60	56	116	
Households (HH) associated with Projects Contracted	10,531	13,074	23,605	
kWh Savings of installed measures†	9,521,628	997,116	10,518,744	
MMBtu Savings of installed measures†	106,693	75,597	182,289	
Dollar savings of installed measures†	\$3,584,658	\$1,127,680	\$4,712,338	
<p><i>*MPP Projects must achieve a minimum of 15% in energy savings. Projects may choose to proceed outside MPP. Some may chose smaller work scopes which will not achieve program standard and thus not be eligible for MPP and some may elect to access utility incentives. If energy efficiency projects are completed, building owners that have an authorized audit would still be eligible to apply for GJGNY financing.</i></p> <p><i>**Projects that receive GJGNY-supported audits and/or financing may also receive incentives through the System Benefits Charge (SBC), Energy Efficiency Portfolio Standard (EEPS), Regional Green House Gas Initiative (RGGI), and/or utility programs, such that the projects' energy savings may not all be attributable solely to GJGNY.</i></p> <p><i>*** The Operating Plan expresses anticipate energy and dollar savings on an average per project basis.</i></p>				

The MPP program continues to move forward with audits. The Multifamily Performance Program has processed 239 audit applications. Interest in financing continues. GJGNY Financing has received nine loan packages. Two loans closed in June 2013. Additionally, three projects requested pre-approval forms based upon their Energy Reduction Plans.

GJGNY Multifamily Building Owner Financing		
Participation Agreement Approved	Total Loan Amount	NYSERDA Share of Total Loan
2249 - 2255 Delaware	\$ 141,599.00	\$ 48,250.00
340 East 51st Street	\$ 264,548.50	\$ 127,541.00
Alberta Square	\$ 175,141.00	\$ 87,570.50
Bryant Place Apartments	\$ 200,000.00	\$ 78,607.00
Carnegie House	\$ 1,000,000.00	\$ 500,000.00
UA Roosevelt	\$ 4,435,900.00	\$ 500,000.00
Vincent Apartments	\$ 765,800.00	\$ 382,900.00
Wexford Terrace	\$ 500,000.00	\$ 250,000.00
Whispering Woods	\$ 75,000.00	\$ 37,500.00
Totals	\$ 7,557,988.50	\$ 2,012,368.50

Small Business/Not-for-Profit as of June 20, 2013			
Audits (program to date)			
	Total	GJGNY	ARRA ¹
Completed Applications	2,787	1,915	872
Completed Audits	2,427	1,661	766
Financing (program to date)			
Participating Lenders	6		
Loan Status		NYSERDA Share of Total Loan Value	Total Loan Value ³
Applications Approved ²	17		\$ 620,590
Participation Loans	17	\$ 306,280	\$ 620,590
On-Bill Recovery	10	\$ 344,824	\$ 394,824
Loans Closed			
Participation Loans	4	\$ 89,849	\$ 207,578
On-Bill Recovery			
¹ The GJGNY Act of 2009 restricts the provision of GJGNY-funded energy assessments to small business and not-for-profit organizations with 10 employees or less. ARRA funds are used for eligible small business and not-for-profit organizations that have more than ten employees. ² Customer applications are assessed for both Participation Loan and On-Bill Recovery Loan eligibility prior to approval. ³ The total loan value represents the total value of the loan issued by the lender to the borrower. The total loan value may include financing for non-energy efficiency projects. NYSERDA's share of the total loan value represents 50% of the total energy efficiency project cost or \$50,000, whichever is less.			

The Small Commercial Energy Efficiency Program is working to better understand and continue to expand project implementation resulting from energy assessments. This includes improving the communication of energy assessment results to small business and not-for-profit customers, providing additional follow-up services to support implementation, assisting in the development of an independent evaluation of the Program, and increasing outreach to lenders in order to raise lender awareness and increase lender participation in Small Commercial Energy Efficiency Financing made available by GJGNY. In addition, the Small Commercial Energy Efficiency Program is currently seeking firms to provide energy assessments with expanded and strengthened implementation assistance services for small business and not-for-profit customers for the next phase of the Program through Request for Proposals (RFP) 2621.

Evaluation as of June 30, 2013

Three major evaluation projects are currently underway: a jobs impacts assessment and market/process evaluations of both the Small Business/Not-for-Profit and CBO initiatives. The status of each project is described below.

The job impacts assessment is using a two-phased approach. Phase 1 involves primary data collection via telephone surveys of various GJGNY market actors. The Phase 1 data collection is complete, and data analysis has begun. The data collected in Phase 1 was provided to the contractor conducting the Phase 2 component of the evaluation, a macroeconomic assessment of indirect jobs. NYSERDA will work toward having preliminary results of the job impact assessment in late 2013, pending analysis progress in the near term.

The Small Business/Not for Profit evaluation is also a phased approach. Phase 1 is underway. Primary data collection via interviews of participating lenders is complete, and analysis has begun. Telephone surveys of participants commenced in early June 2013 and are expected to continue through July 2013. Secondary research to characterize the small commercial and not-for-profit programs offered in New York and other jurisdictions continues. The scope of Phase 2 is under development and is planned to include research with non-participating small commercial and not-for-profit organizations, lenders, and loan originators.

The CBO initiative evaluation is using case studies and in-depth interviews of the CBOs to explore various program objectives and to understand the success and barriers experienced by CBOs. The interviews commenced in late April 2013 and were completed in June 2013. NYSERDA is working toward having preliminary results in late July 2013. In addition to the case studies and in-depth interviews, the CBO-related activities will be evaluated as a part of the HPwES process evaluation planned for later in 2013. Data collection through the HPwES evaluation will allow CBOs additional time to generate retrofit projects and will limit the survey burden on HPwES participants and contractors.