



New York State Energy Research and Development Authority

Green Jobs – Green New York November 2013 Monthly Update

Period ending November 30, 2013

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Program Description

Green Jobs – Green New York provides funding for energy assessments, low-cost financing for energy upgrades, and technical and financial support to develop a clean energy workforce. GJGNY is a statewide effort to strengthen communities through energy efficiency and uses constituency-based organizations to support program outreach in underserved communities. GJGNY enables New Yorkers to make a significant difference in homes, businesses and neighborhoods—making them more comfortable, more sustainable, and more economically sound. GJGNY is administered by NYSEERDA and made available by the Green Jobs – Green New York Act of 2009.

1 Workforce Development

1.1 Program Opportunity Notice Activity

On-the-job Training for Clean Energy (PON 2033)

NYSERDA has executed on-the-job training (OJT) agreements with 41 businesses seeking to hire new employees or advance incumbent workers under GJGNY. As of November 30, 2013, 146 people have been hired from NYSDOL's New York State Career Centers lists, and 12 incumbent workers have been advanced due to training. Approximately \$1.27M in wage and training subsidies has been awarded. The average wage of workers hired under the program is \$16.32 per hour.

PON 2033 is being modified to remove the classroom training portion of the incentive such that, effective December 31, 2013, businesses can apply only for on-the-job training incentive funds to support hiring new workers. By that time, many of the new workforce training contracts will be implemented and discounted training will be available through NYSERDA's statewide network of training providers in addition to online. NYSERDA will continue to review and approve OJT contracts including classroom training until December 31, 2013 even if the training will not be completed until early 2014.

2 Outreach and Marketing

2.1 Outreach Activities

CBOs continue to assist customers to access the Home Performance with ENERGY STAR program (HPwES) offered through Green Jobs- Green NY. Through November 2013, CBOs are responsible for 3,190 completed audits resulting in 731 completed retrofits. Approximately 45 percent of those retrofits were for Assisted HPwES customers.

Figure 2-1. CBO Monthly Percentage of Overall GJGNY Completed Audits.

Figure 2-1 provides monthly percentages of CBO-initiated audit completions by quarter.

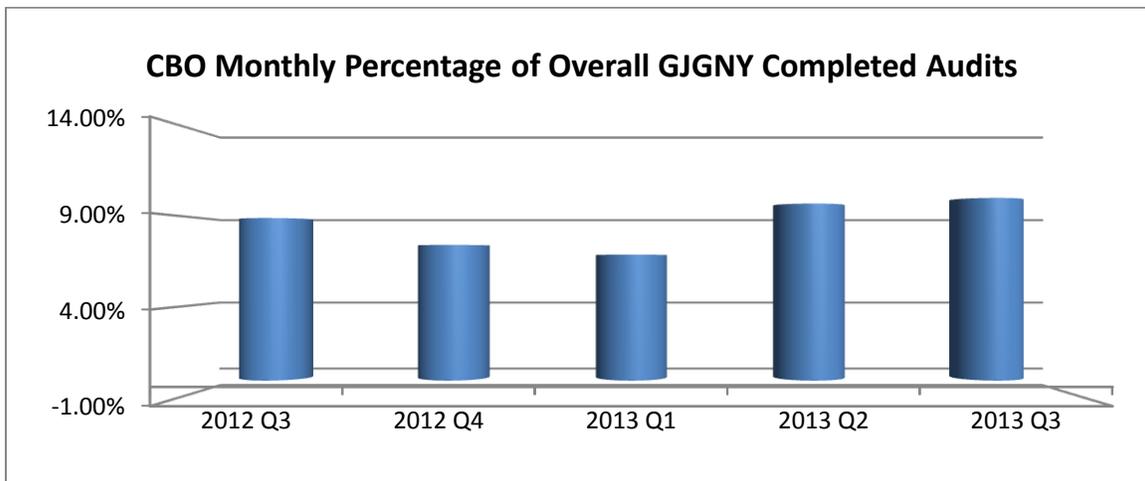
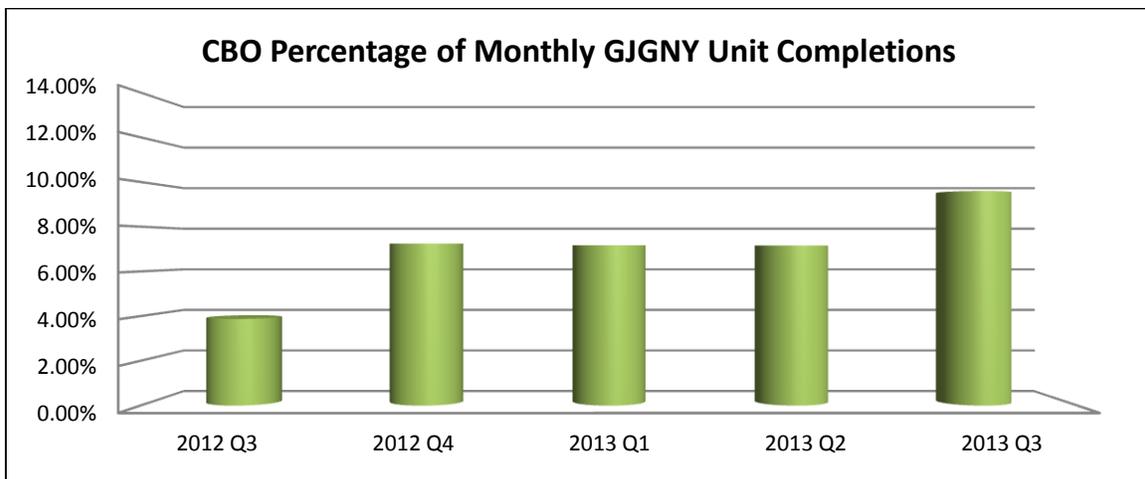


Figure 2-2. CBO Percentage of Monthly GJGNY Unit Completions.

Figure 2-2 provides monthly percentages of CBO-initiated unit completions by quarter.



NYSEERDA notified CBOs regarding the Home Performance with ENERGY STAR® Owner-Occupied Low-Rise Complex Program and application form. NYSEERDA is providing enhanced incentives for electric and gas projects located in EEPS territories for complexes built prior to 1993, based on the expectation that these projects will provide improved savings.

CBO monthly webinars continue as scheduled, covering a variety of topics essential for outreach and marketing success such as program updates, sales training, financing clarification, and web-based portal training. November 2013 webinar topics included:

- Fostering Better Contractor Alliances – Euphemia Martin, Regional Director, Public Policy and Education Fund- Southern Tier; Jonny Norton, Owner, Foam It Insulation; Conrad Metcalfe, Executive Director, Building Performance Contractors Association.
- Winter Season Effects on Homes Resources – Marco Fortunato, Senior Technical Support Analyst, Conservation Services Group-Central Services.
- CBO End-of-Contract Requirements
- Miscellaneous updates including program updates, a two-phase loan option for fuel conversions, Home Performance Portal updates, photovoltaic financing, and setting SharePoint alerts.

3 One- to Four-Family Residential Buildings Program

3.1 Home Performance with ENERGY STAR® Audits

Through November 30 2013, of the 59,205 received audit applications, 55,440 (94 percent) applications have been approved. From those approved applications, 44,555 (80 percent) audits have been completed. The conversion rate from audit to energy retrofit is 31.5%. The average cycle time between audit completion to project completion is 110 days.

Table 3-1. Home Performance with ENERGY STAR Audits.

Table 3-1 provides HPwES monthly and cumulative audit figures.

Timeframe	CBO Initiated since 11/1/11 ^a	GJGNY Totals since 11/15/10 ^b	
Received Audit Applications			
November	93	1,705	
Program to Date	4,805	59,205	
Average # of Applications Received per Month	192	1,622	
Approved Audit Applications			
Free			
November	81	1,175	
Program to Date	4,264	51,287	
Reduced Cost			
November	4	82	
Program to Date	246	4,153	
Total Approved Audit Applications	4,510	55,440	
Average # of Applications Approved Per Month	180	1,519	
Scheduled Audits			
Scheduled Audits as of End of Current Month	284	2,699	
Completed Audits			
Goal: (58,000-Audits) Budget: (\$14,596,000)	Free		
	November	105	1,185
	Program to Date	2,932	41,319
	Reduced Cost		
	November	3	93
Program to Date	177	3,236	
Total Completed Audits	3,109	44,555	
Audit Funds Invoiced to Date		\$11,420,280	

^a Round 2 CBO production as of 6/1/2012.

^b GJGNY totals since 11/15/10 are inclusive of CBO initiated activities.

3.2 Home Performance with ENERGY STAR® Projects

Of the 12,170 completed units served through HPwES resulting from a GJGNY audit and/or GJGNY financing, 8,437 (69 percent) units are associated with market rate customers and 3,737 (31 percent) units are associated with assisted customers.

Of the 441 HPwES project completions in November, 357 were associated with a GJGNY audit or loan. Thirty-three percent of the November GJGNY HPwES project completions were GJGNY Assisted HPwES customers.

Table 3-2. Home Performance with ENERGY STAR Projects.

Table 3-2 provides HPwES monthly and cumulative project figures.

Timeframe	CBO Initiated since 11/1/11	GJGNY Totals since 11/15/10 ^a	HPwES Totals since 11/15/10 ^b
Projects Contracted			
To Date	801	12,111	NA
Completed Projects/Units^c			
Assisted			
November	15 / 17	104 / 108	144 / 153
Program to Date	277 / 329	3,498 / 3,737	6,419 / 6,755
Market Rate			
November	21 / 21	247 / 250	297 / 300
Program to Date	370 / 402	8,324 / 8,437	12,189 / 12,353
Total Completed Projects/Units (Project Goal: 19,000)	647 / 731	11,822 / 12,170	18,608 / 19,108

^a Projects completed resulting from a GJGNY Audit and/or GJGNY Financing.
^b Total HPwES including GJGNY Projects.
^c Projects completed and units served resulting from GJGNY.

3.3 One- to Four-Family Residential Buildings Financing

Table 3-3. Green Jobs–Green New York Financing Details.

Table 3-3 provides monthly and cumulative details of the Green Jobs–Green New York financing program.

1- to 4- Family Homes		Loan Product	Applications Received	Applications Approved	Loans Closed			
					Value	Total	Market Rate	Assisted
Tier 1	November	Smart Energy	271	315	\$457,815	42	33	9
		On-Bill Recovery	224	250	\$441,549	35	28	7
	Program to Date	Smart Energy	7,244	4,321	\$25,792,419	2,782	2,077	705
		On-Bill Recovery	4,436	2,405	\$11,644,050	1,080	863	217
Tier 2	November	Smart Energy	11	6	\$0	0	0	0
		On-Bill Recovery	13	4	\$30,535	2	1	1
	Program to Date	Smart Energy	493	421	\$2,933,279	307	129	178
		On-Bill Recovery	341	222	\$1,192,385	120	51	69
November	Smart Energy	282	321	\$457,815	42	33	9	
	On-Bill Recovery	237	254	\$472,083	37	29	8	
Total			519	575	\$929,898	79	62	17
Program to Date	Smart Energy	7,244	4,742	\$28,725,698	3,089	2,206	883	
	On-Bill Recovery	4,436	2,627	\$12,836,435	1,200	914	286	
Total			11,680	7,369	\$41,562,133	4,289	3,120	1,169

Table 3-4. Green Jobs–Green New York Financing Summary.

Table 3-4 provides a cumulative summary of Smart Energy Loan and On-Bill Recovery Loan activity.

Smart Energy		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
2,782	307	Loans Closed*	1,080	120
\$25,792,419	\$2,933,279	Value*	\$11,644,050	\$1,192,385
\$9,271	\$9,555	Average Loan*	\$10,782	\$9,937
12.2 Years	13.4 Years	Average Term*	14.5 Years	14.3 Years
N/A	N/A	2.99%	73.15%	73.33%
81.52%	78.50%	3.49%*	26.85%	26.67%
18.48%	21.50%	3.99%*	N/A	N/A
70.39%		Approval Rate**	68.25%	
21.85%		Denial Rate**	25.69%	
7.76%		Denied Tier 1, didn't pursue Tier 2**	6.05%	

* Refers to loans originated and closed by EFS. The number and value of OBR Loans varies from Concord's report due to treatment of successor loans.
 ** Does not include applications pending review or withdrawn.

In November, NYSERDA implemented a phased loan approach in response to fuel conversion projects where contractors have signed a contract with a customer but cannot complete all measures until the utility company completes the necessary gas infrastructure improvements needed to install the HVAC measures. This new approach allows a full work scope and financing to be approved up-front with the work proceeding as two separate phases. Both the first and second loans will be closed and paid to the contractor upon completion and acceptance by the customer of each related phase.

Of the 4,289 GJGNY loans closed to date, 27.3 percent are for Assisted HPwES customers, representing 20.8 percent of the total funds; 10 percent are Tier 2 customers, representing 9.9 percent of the total funds; 24.5 percent of the Assisted HPwES customers use OBR Loans; 28 percent of Tier 2 customers use OBR Loans.

Figure 3-1. Home Performance with ENERGY STAR Completions, Quarterly.

Figure 3-1 illustrates trends in HPwES project completions associated with GJGNY audits and loans, by quarter.

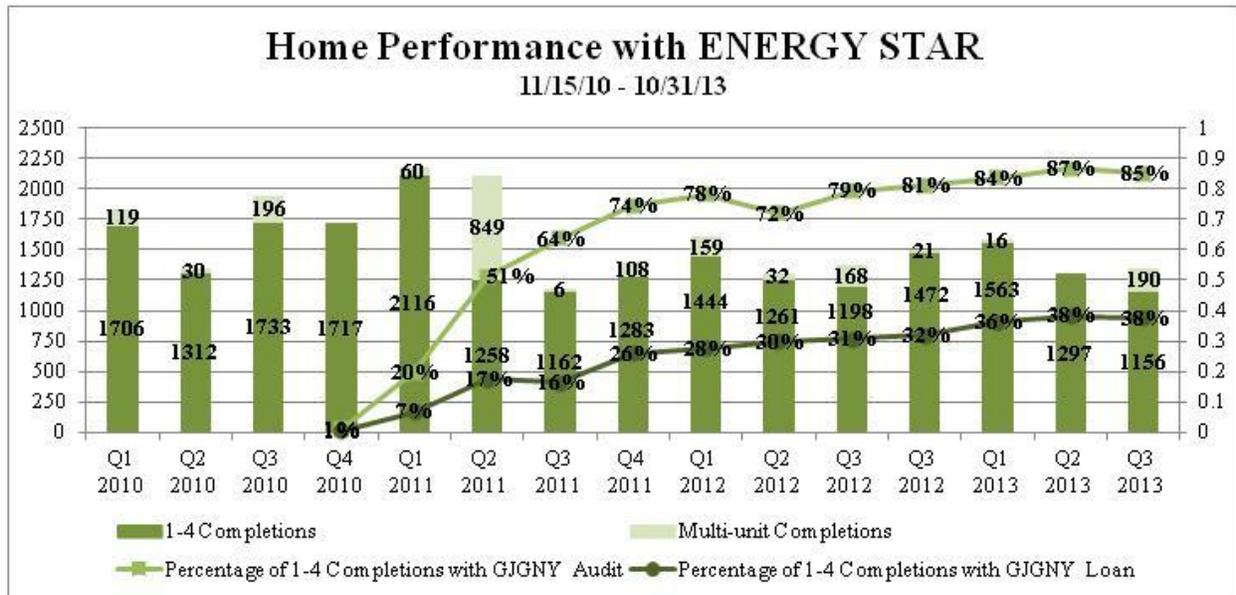


Figure 3-2. Home Performance with ENERGY STAR Completions, Monthly.

Figure 3-2 illustrates trends in HPwES project completions associated with GJGNY audits and loans, over the last 12 months.

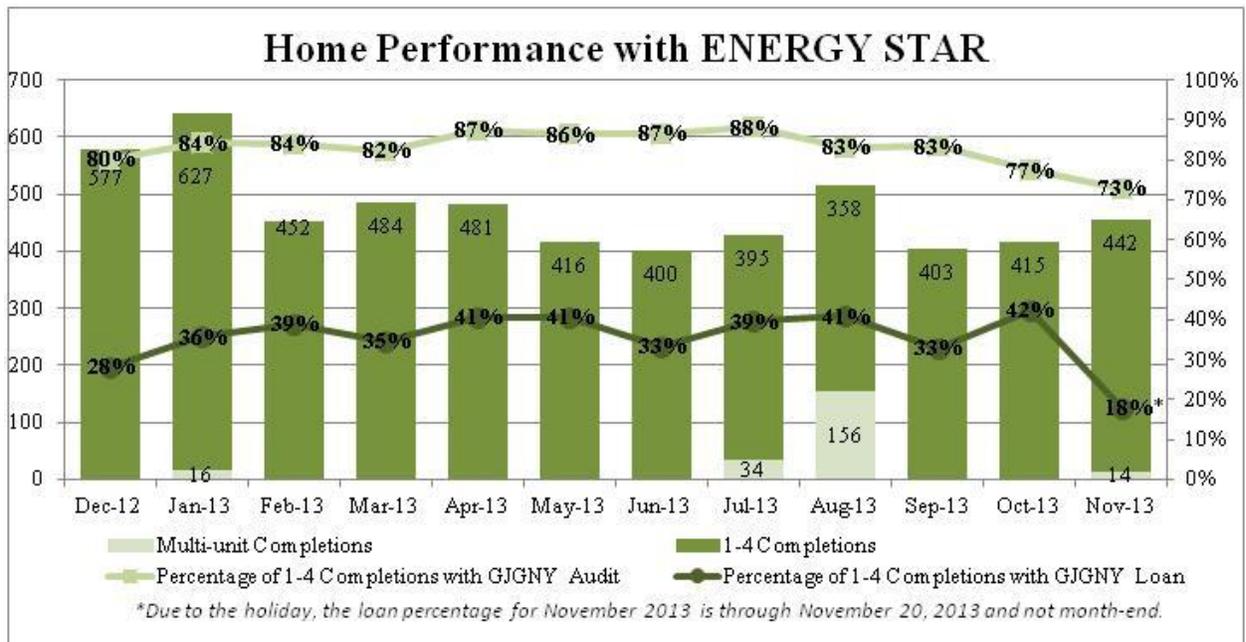


Figure 3-3. Green Jobs–Green New York Financing Applications Received, Quarterly.

Figure 3-3 illustrates the rate of applications received for GJGNY Smart Energy Loans and GJGNY On-Bill Recovery Loans, by quarter.



Figure 3-4. Green Jobs–Green New York Financing Applications Received, Monthly.

Figure 3-4 illustrates the rate of applications received for GJGNY Smart Energy Loans and GJGNY On-Bill Recovery Loans, over the last 12 months.

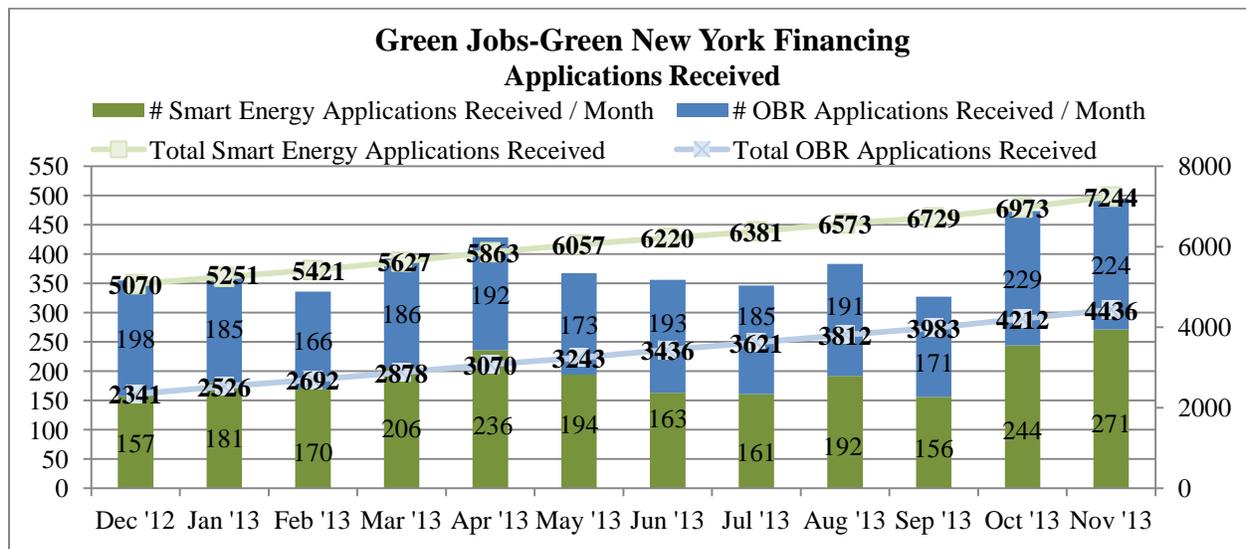


Figure 3-5. Green Jobs–Green New York Financing Loans Issued by Type, Quarterly.

Figure 3-5 illustrates the rate of loans issued for GJGNY Smart Energy Loans and GJGNY On-Bill Recovery Loans, by quarter.

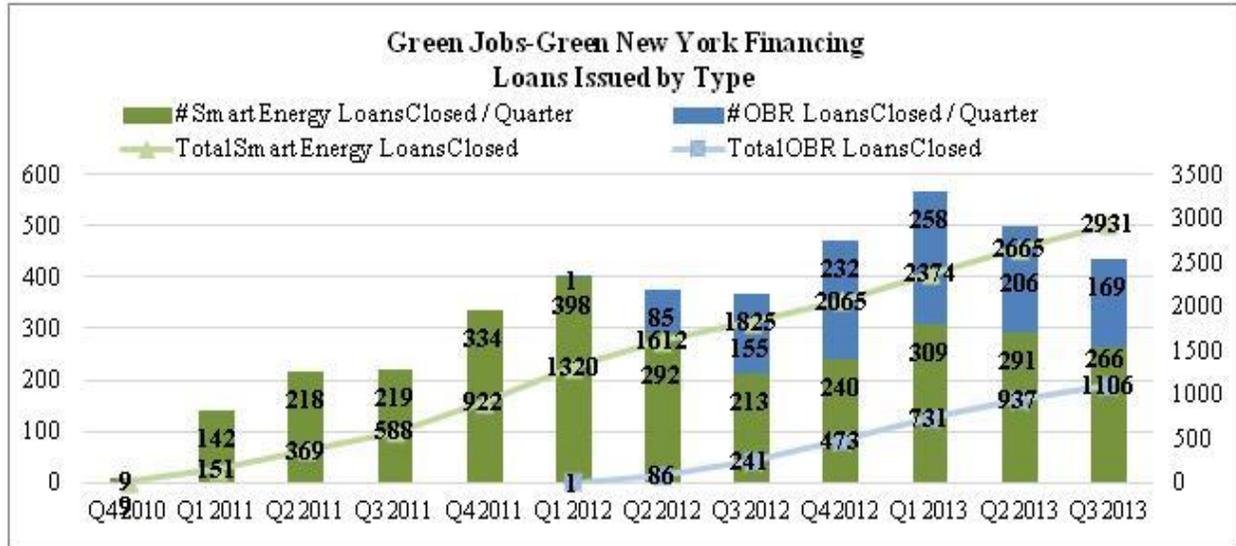


Figure 3-6. Green Jobs–Green New York Financing Loans Issued by Type, Monthly.

Figure 3-6 illustrates the rate of loans issued for GJGNY Smart Energy Loans and GJGNY On-Bill Recovery Loans, over the last 12 months.

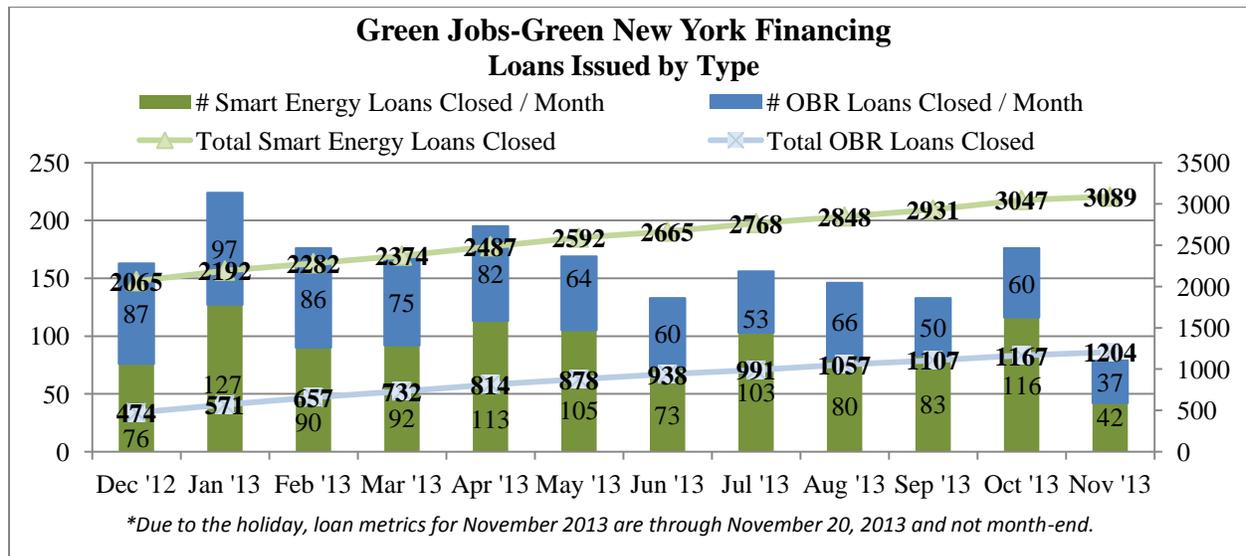


Figure 3-7. Green Jobs–Green New York Financing Loans Issued by Tier, Quarterly.

Figure 3-7 illustrates trends in GJGNY loans issued, distinguished between Tier 1 and Tier 2 loans, by quarter.

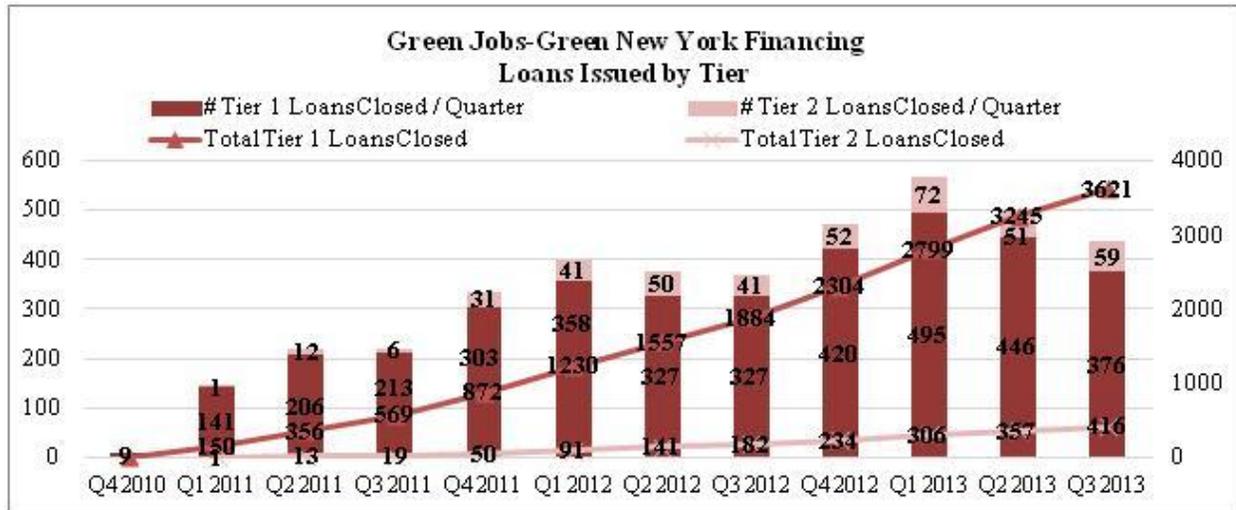


Figure 3-8. Green Jobs–Green New York Financing Loans Issued by Tier, Monthly.

Figure 3-8 illustrates trends in GJGNY loans issued, distinguished between Tier 1 and Tier 2 loans, over the last 12 months.

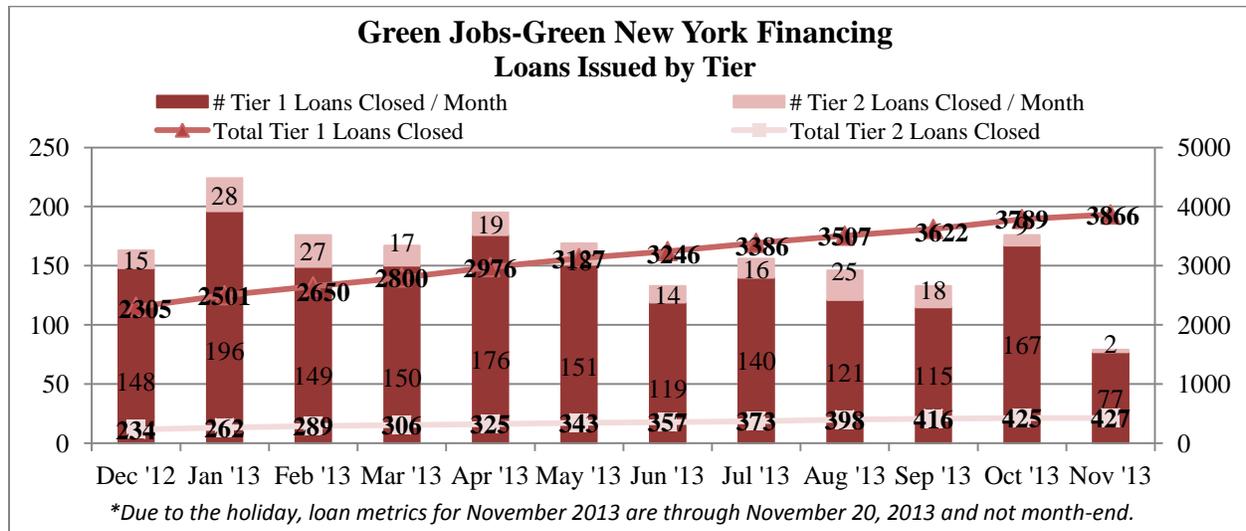


Figure 3-9. Green Jobs–Green New York Financing Loans Denied by Type, Quarterly.

Figure 3-9 illustrates trends in GJGNY loan denials, distinguished between Smart Energy Loans and On-Bill Recovery Loans, by quarterly.

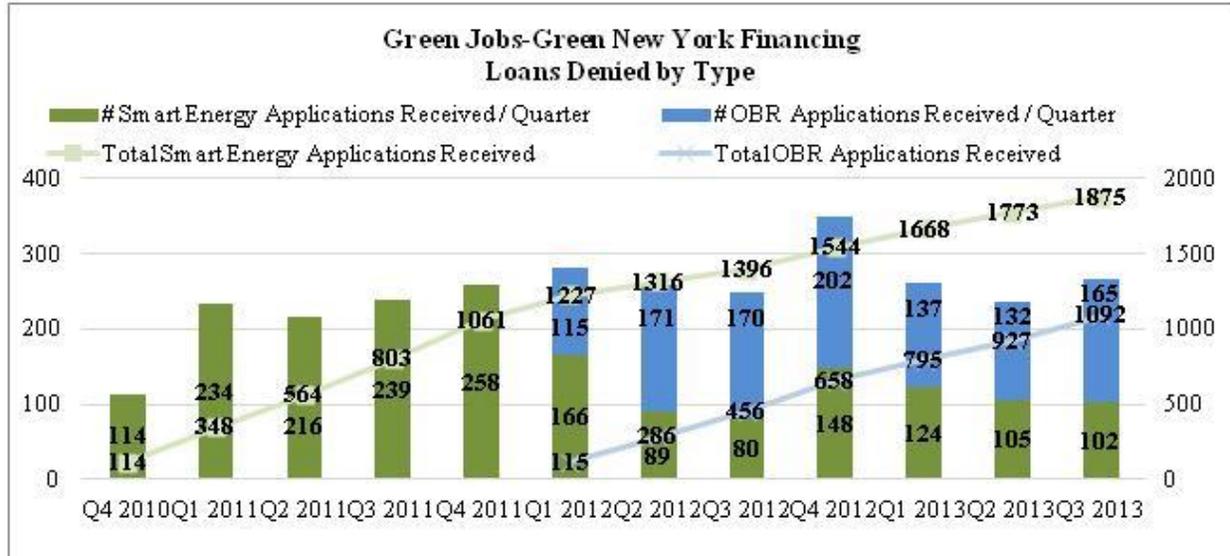


Figure 3-10. Green Jobs–Green New York Financing Loans Denied by Type, Monthly.

Figure 3-10 illustrates trends in GJGNY loan denials, distinguished between Smart Energy Loans and On-Bill Recovery Loans, over the last 12 months.

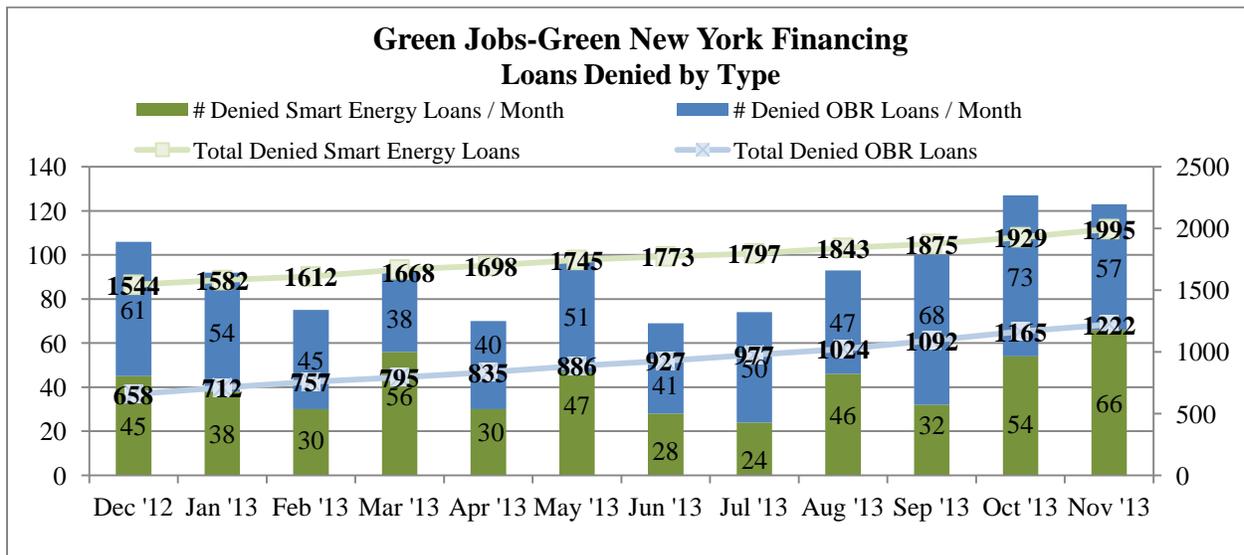


Figure 3-11. Green Jobs–Green New York Financing Loans Denied for Debt-to-Income Ratio, by Region.

Table 3-11 illustrates regional differentiation for received GJGNY loan applications and loan denial rates.

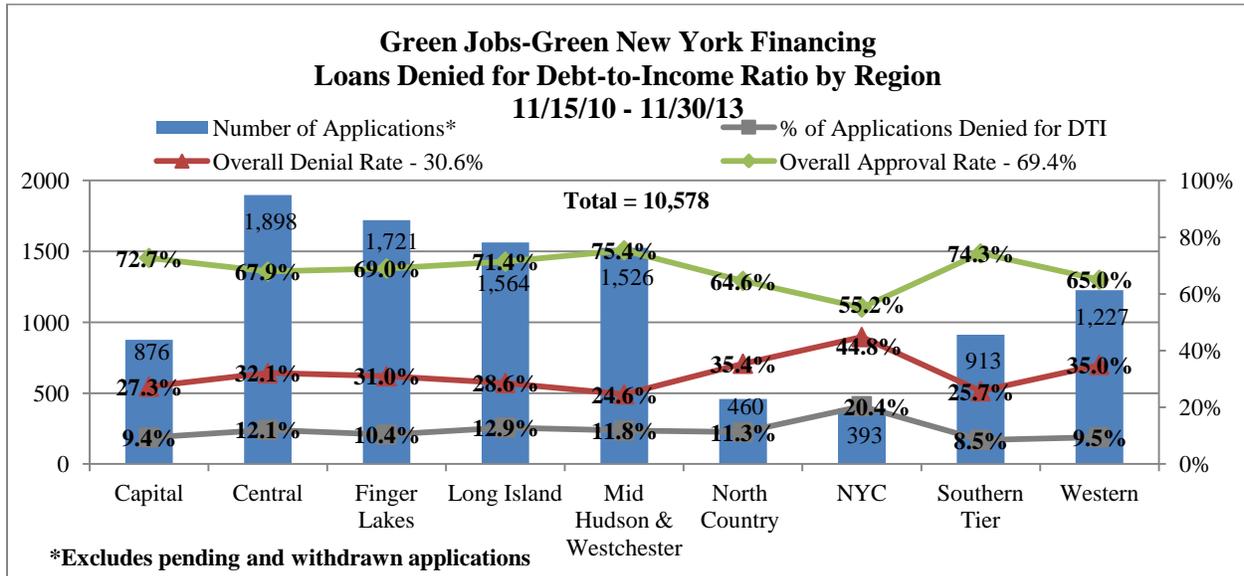


Table 3-5. Green Jobs–Green New York Financing Loans Transferred from OBR to Smart Energy.

NYSERDA allows applicants who are unable to meet the cost-effectiveness requirements of the On-Bill Recovery loan product transfer to the Smart Energy loan product. Table 3-5 illustrates the transfer activity between the On-Bill Recovery and Smart Energy loan products. In November 2013, 31 loans were transferred from OBR to Smart Energy. Over the life of the program, 14.1% of pre-approved OBR loans were transferred to Smart Energy loans.

Smart Energy Loan Status	# of Loans
PreApproved	38
Loan Approved	53
Loan Sold	312
Loan Withdrawn	24
Loan Denied	4
No Loan - Subsidy Only	15
Total # Loans Transferred	446

4 Multifamily Performance Program

4.1 Multifamily Performance Audits

Through November 30, 2013, the Multifamily Performance Program has received 328 audit applications associated with GJGNY. Of the received audit applications, 306 (93 percent) have been approved. From those approved applications, 224 (73 percent) audits have been completed.

Table 4-1. Multifamily Performance Audits.

Table 4-1 provides Multifamily Performance monthly and cumulative audit figures.

Metric	November			Program Cumulative			
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total	Budget/ Goal
Received Audit Applications	15	2	17	186	142	328	
Approved Audit Applications	6	10	16	166	140	306	500
Audit Funds Encumbered (\$)	30,210	99,068	129,278	2,046,080	1,061,760	3,107,840	
Audit Funds Invoiced (\$)	11,940	0	11,940	1,059,890	518,670	1,578,560	3,000,000
Completed Audits	1	5	6	116	108	224	400
Number of Projects withdrawing from MPP after audit*	0	0	0	17	25	42	

*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.

4.2 Multifamily Performance Projects

Through November 30, 2013, the Multifamily Performance Program has completed 16,054 projects with installed measures. Of those projects with installed measures, 6,174 (38 percent) are associated with market rate housing and 9,880 (62 percent) are associated with affordable housing.

Table 4-2. Multifamily Performance Projects.

Table 4-2 provides Multifamily Performance monthly and cumulative project figures.

Metric	November			Cumulative		
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total
Projects in Pipeline*	6	10	16	166	140	306
Projects Contracted to have Measures Installed	6	10	16	147	110	257
Households Associated with Projects Contracted	414	2,170	2,584	25,617	25,041	50,658
Projects with Installed Measures (units)	478	0	478	9,880	6,174	16,054
kWh Savings of Installed Measures*	0	91	91	13,362,833	1,294,240	14,657,073
MMBtu Savings of Installed Measures*	0	8,455	8,455	141,136	116,778	257,914
Dollar Savings of Installed Measures (\$)*	\$0	98,889	8,889	4,501,391	1,730,305	6,231,697
*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.						

4.3 Multifamily Performance Financing

As of November 30, 2013, the Multifamily Performance Program has closed 10 loans with a total value of \$7,557,989. NYSERDA’s share of that total loan value is \$2,012,369. There is continued interest in financing by building owners at the Energy Reduction Stage of their projects.

Table 4-3. Multifamily Performance Financing.

Table 4-3 provides Multifamily Performance monthly and cumulative financing figures.

Loan Status	November			Program Cumulative		
	Number	NYSERDA Share of Total Loan Value	Total Loan Value	Number	NYSERDA Share of Total Loan Value	Total Loan Value
Participation Agreements Approved*	0	0	0	10	\$2,454,869	\$8,442,989
Loans Closed	0	0	0	9	\$2,012,369	\$7,557,989

*Approved participation agreement values are inclusive of loans that have moved forward to closure.

5 Small Commercial Energy Efficiency Program

5.1 Small Commercial Energy Efficiency Audits

The Small Commercial Energy Efficiency Program continues to improve processes and services that enable Program participants to increase project installations 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 selecting firms to provide GJGNY energy assessments, beginning in 2014, with expanded and streamlined implementation assistance services for small business and not-for-profit customers.

Through November 30, 2013, the Small Commercial Energy Efficiency Program has received 3,054 audit applications. Of those received applications, 2,752 (90 percent) have resulted in completed audits.

Table 5-1. Small Commercial Energy Efficiency Audits.

Table 5-1 provides Small Commercial Energy Efficiency monthly and cumulative audit figures.

Metric	November			Program Cumulative		
	GJGNY	ARRA*	Monthly Total	GJGNY	ARRA*	Program Total
Received Audit Applications	34		34	2,120	934	3,054
Completed Audits	54		54	1,903	849	2,752

*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 were used for eligible small business and not-for-profit organizations that have more than ten employees. ARRA funding expired on September 30, 2013.

5.2 Small Commercial Energy Efficiency Projects

As of November 30, 2013, the Small Commercial Energy Efficiency Program estimates 550 project completions.

Table 5-2. Small Commercial Energy Efficiency Projects.

Table 5-2 provides Small Commercial Energy Efficiency monthly and cumulative project figures.

Metric	November	Program Cumulative
Estimated Projects Completed*	11	550

*NYSERDA conservatively estimates that twenty percent of energy efficiency improvements recommended on energy assessments are implemented by small business and not-for-profit customers.

5.3 Small Commercial Energy Efficiency Financing

As of November 30, 2013, the Small Commercial Energy Efficiency Program has closed 8 loans with a total value of \$342,668. NYSERDA's share of that total loan value is \$164,054.

Table 5-3. Small Commercial Energy Efficiency Financing.

Table 5-3 provides Small Commercial Energy Efficiency monthly and cumulative financing figures.

Loan Status	November			Program Cumulative		
	Number	NYSERDA Share of Total Loan Value	Total Loan Value**	Number	NYSERDA Share of Total Loan Value	Total Loan Value**
Applications Approved*						
Participation Loans	0	\$0	\$0	26	\$486,204	\$983,411
On-Bill Recovery	0	\$0	\$0	16	\$512,169	\$512,169
Loans Closed						
Participation Loans	0	\$0	\$0	7	\$150,734	\$329,348
On-Bill Recovery	0	\$0	\$0	1	\$13,320	\$13,320
Total	0	\$0	\$0	8	\$164,054	\$342,668
The Small Commercial Energy Efficiency Financing Program has 6 participating lenders.						
* Customer applications are assessed for both Participation Loan and On-Bill Recovery Loan eligibility prior to approval. Approved application values are inclusive of loans that have moved forward to closure.						
**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.						

6 Evaluation

6.1 Evaluation Activities Currently Underway

Three major evaluation projects are currently underway: a jobs impacts assessment, a market/process evaluation of the CBO initiative, and a market/process evaluation of the Small Commercial initiative. The status of each project is described below.

The GJGNY jobs assessment was conducted using a phased approach. Phase 1 involved primary data collection via telephone surveys of various GJGNY market actors and the Phase 2 component of the evaluation included a macroeconomic assessment of indirect jobs. The data collection and analysis of Phases 1 and 2 are complete. The preliminary results of the jobs assessment were presented to the Advisory Council and feedback received is being incorporated into the final report. The evaluation contractors will work toward a final report in December 2013.

The Small Commercial market/process evaluation was conducted using a phased approach. Preliminary results of the auditor interviews are anticipated in December 2013. Secondary research to characterize the small commercial and not-for-profit programs offered in New York and other jurisdictions continues under Phase 1. NYSERDA will work toward having comprehensive results of the Phase 1 evaluation available late 2013. 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 market/process evaluation of the CBO initiative includes case studies and in-depth interviews of the CBOs. This evaluation is designed to explore the various program objectives and assess the successes and barriers experienced by CBOs during the early stages of program implementation. The data collection and analysis efforts are complete. The preliminary results of this evaluation will be presented to program staff in early December 2013. NYSERDA will work toward having the results of this evaluation available in late-December 2013. Additional evaluation of CBO-related activities will be included as a part of the Home Performance with ENERGY STAR (HPwES) process evaluation planned for 2014. 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.