



New York State Energy Research and Development Authority

Green Jobs – Green New York October 2013 Monthly Update

Period ending October 31, 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

Oilheat Technician Training (PON 1817)

Community Power Network of New York conducted six oilheat technician training sessions. Forty-one oilheat technicians were trained in National Oilheat Research Alliance (NORA) Silver certification, and an additional 25 technicians were trained in NORA Tank Installation procedures.

Technical Training Workshops (PON 2032)

32BJ Thomas Shortman Training Scholarship and Safety Fund was funded under PON 2032 to develop and deliver training for Multifamily Building Analyst (MFBA) Certification. The initiative is designed to develop and deliver a hands-on curriculum for the Building Performance Institute (BPI) Multifamily Building Analyst (MFBA) certification and train 300 New York City building workers. Curriculum development began in July 2012 and pilot classes began on September 17, 2012. The first draft of the curriculum was completed during the first round of classes in the fall of 2012. The curriculum has been revised on an on-going basis and is close to a final version. The remaining changes and formatting of the curriculum will provide documents that can be published by NYSERDA for use at other training sites. Seven classes have been completed with 99 members enrolled. The completion rate for these classes was 61 percent. Sixty members completed the class out of the 99 that enrolled. Of these 60 members, 38 were certified, which is a certification rate of 63 percent.

NYS Registered Apprenticeship and Building Trades Training (PON 2033)

A project with Solar One funded under PON 2033 is nearing completion. Solar One was funded to deliver Green Buildings Operations and Maintenance to a total of 120 participants. They have trained 114 (95 percent) to date and will complete all training deliverables by December 2013. As part of their PON 2033 Agreement, Solar One was also funded to get two staff members approved to proctor BPI's BPI Multi-Family Energy Efficiency Building Operator exam. To date, those staff members have proctored 26 exams.

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

NYSERDA has executed on-the-job training agreements with 40 businesses seeking to hire new employees or advance incumbent workers under GJGNY. As of October 31, 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 \$1.26M in wage and training subsidies has been awarded. The average wage of workers hired under the program is \$16.33 per hour.

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 October 2013, CBOs are responsible for 2,987 completed audits resulting in 787 completed retrofits. Approximately 40 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.

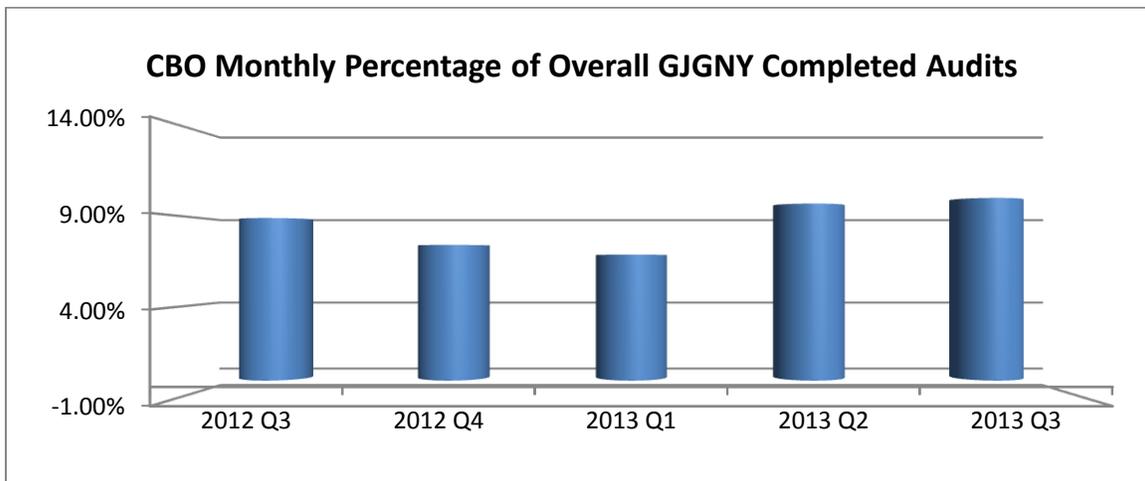
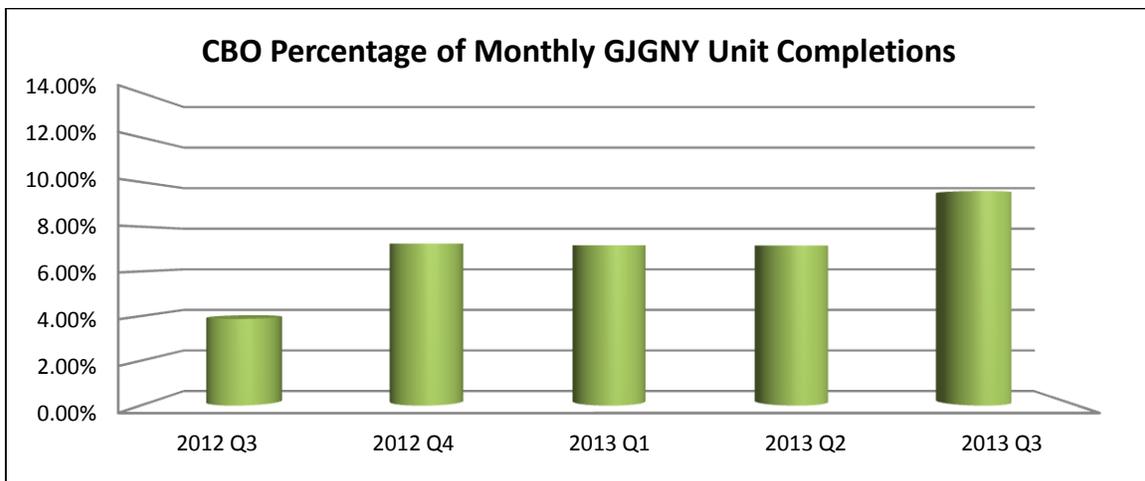


Figure 2-2. CBO Percentage of Monthly GJGNY Unit Completions.

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



NYSEERDA has selected 11 CBOs to receive contracts as a result of RFP 2773: Green Jobs – Green New York Outreach – Round 2. Contracts are under negotiation and will be prioritized based on the expiration date of the previous contract in the region.

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. October 2013 webinar topics included:

- Neighbor Works H.E.A.T. Squad: One-Stop-Shop for Home Energy Efficiency – Melanie Paskevich, H.E.A.T. Squad Coordinator, Neighbor Works of Western Vermont.
- GRID Alternatives – Stan Greschner, Vice President of Government Relations, GRID Alternatives.
- PUSH Buffalo’s Small Commercial Green Building Retrofit Program – Clarke Gocker, Director of Workforce Initiatives, PUSH Buffalo, and Shelia Richards-Perez, GJGNY Outreach Program Manager.
- Miscellaneous updates including CBO program metrics, EmPower NY RGGI funding update, Home Performance Portal updates, and reporting reminders.

3 One- to Four-Family Residential Buildings Program

3.1 Home Performance with ENERGY STAR® Audits

Through October 31 2013, of the 57,500 received audit applications, 54,291 (94 percent) applications have been approved. From those approved applications, 43,281 (80 percent) audits have been completed. The conversion rate from audit to energy retrofit is 32%. 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			
October	158	2,231	
Program to Date	4,685	57,500	
Average # of Applications Received per Month	195	1,620	
Approved Audit Applications			
Free			
October	379	2,766	
Program to Date	4,178	50,213	
Reduced Cost			
October	16	222	
Program to Date	242	4,078	
Total Approved Audit Applications	4,420	54,291	
Average # of Applications Approved Per Month	184	1,529	
Scheduled Audits			
Scheduled Audits as of End of Current Month	292	2,795	
Completed Audits			
Goal: 58,000-Audits Budget: \$14,596,000	Free		
	October	123	1,696
	Program to Date	2,814	40,139
	Reduced Cost		
	October	9	123
	Program to Date	173	3,142
Total Completed Audits	2,987	43,281	
Audit Funds Invoiced to Date		\$10,808,950	

^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 11,817 completed units served through HPwES resulting from a GJGNY audit and/or GJGNY financing, 8,188 (69 percent) units are associated with market rate customers and 3,629 (31 percent) units are associated with assisted customers.

Of the 411 HPwES project completions in October, 343 were associated with a GJGNY audit or loan. Thirty-eight percent of the October 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	749	11,665	NA
Completed Projects/Units^c			
Assisted			
October	22 / 30	126 / 142	163 / 181
Program to Date	261 / 311	3,396 / 3,629	6,275 / 6,602
Market Rate			
October	12 / 15	227 / 229	252 / 257
Program to Date	349 / 381	8,078 / 8,188	11,897 / 12,058
Total Completed Projects/Units (Project Goal: 19,000)	610 / 787	11,474 / 11,817	18,172 / 18,660
^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	October	Smart Energy	244	327	\$902,514	83	61	22
		On-Bill Recovery	229	250	\$474,332	41	34	7
	Program to Date	Smart Energy	6,973	4,138	\$25,097,578	2,713	2,023	690
		On-Bill Recovery	4,212	2,272	\$11,046,211	1,029	824	205
Tier 2	October	Smart Energy	20	9	\$37,700	4	2	2
		On-Bill Recovery	18	7	\$8,246	2	0	2
	Program to Date	Smart Energy	482	412	\$2,904,084	305	129	176
		On-Bill Recovery	328	214	\$1,136,850	117	49	68
October	Smart Energy	264	336	\$940,214	87	63	24	
	On-Bill Recovery	247	257	\$482,578	43	34	9	
Total			511	593	\$1,422,792	130	97	33
Program to Date	Smart Energy	6,973	4,550	\$28,001,662	3,018	2,152	866	
	On-Bill Recovery	4,212	2,486	\$12,183,060	1,146	873	273	
Total			11,185	7,036	\$40,184,723	4,164	3,025	1,139

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
2,713	305	Loans Closed*	1,029	117
\$25,097,578	\$2,904,084	Value*	\$11,046,211	\$1,136,850
\$9,251	\$9,522	Average Loan*	\$10,735	\$9,717
12.2 Years	13.4 Years	Average Term*	14.3 Years	14.3 Years
N/A	N/A	2.99%	76.58%	75.21%
81.57%	78.36%	3.49%*	23.52%	24.79%
18.43%	21.64%	3.99%*	N/A	N/A
70.26%		Approval Rate**	68.09%	
21.97%		Denial Rate**	25.72%	
7.77%		Denied Tier 1, didn't pursue Tier 2**	6.19%	

* 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 October, Governor Andrew M. Cuomo signed legislation authorizing net metered technologies as eligible for financing through NYSERDA’s GJGNY loan programs, including On-Bill Recovery and Smart Energy Loans. RES financing and PV staff are working to incorporate PV projects as eligible for financing either as stand-alone projects or in combination with energy efficiency upgrades through the Home Performance with ENERGY STAR Program. Availability of financing for PV is expected in early January 2014.

Of the 4,164 loans closed to date, 27.4 percent are for Assisted HPwES customers, representing 20.8 percent of the total funds; 10.1 percent are Tier 2 customers, representing 10.1 percent of the total funds; 24 percent of the Assisted customers use OBR Loans; 27.7 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.

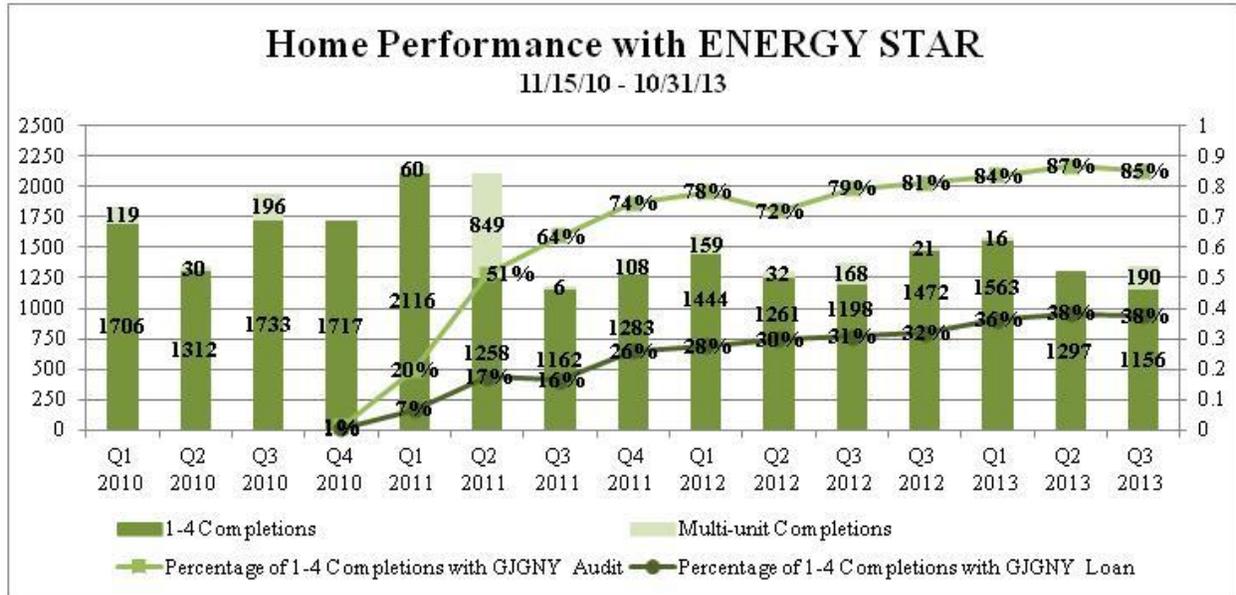


Figure 3-2. Home Performance with ENERGY STAR Completions, Monthly.

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

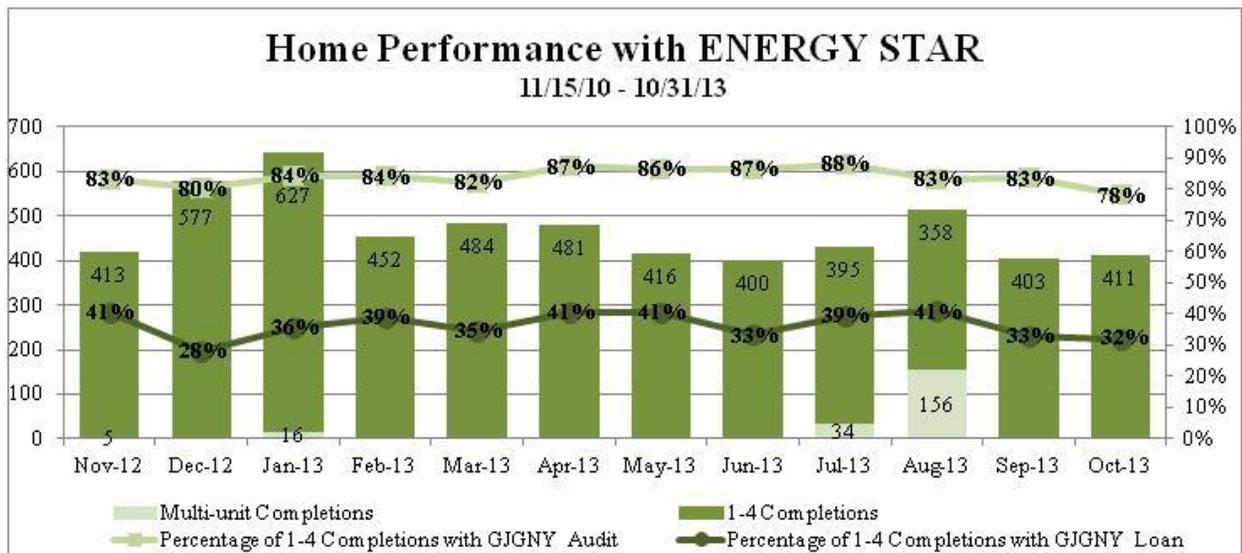


Figure 3-3. Green Jobs–Green New York Financing Applications Received, Quarterly.

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.

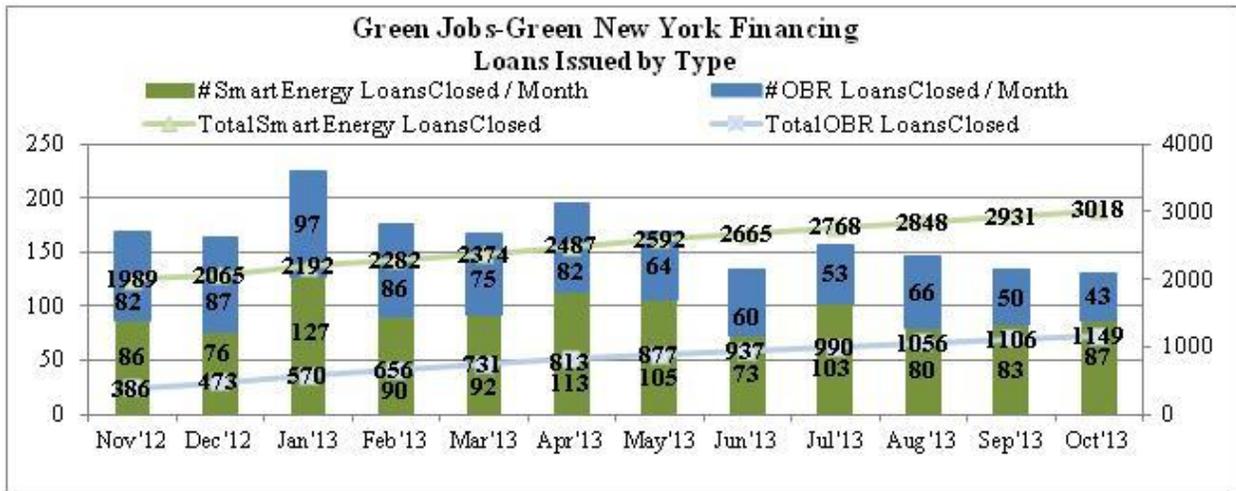


Figure 3-7. Green Jobs–Green New York Financing Loans Issued by Tier, Quarterly.

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

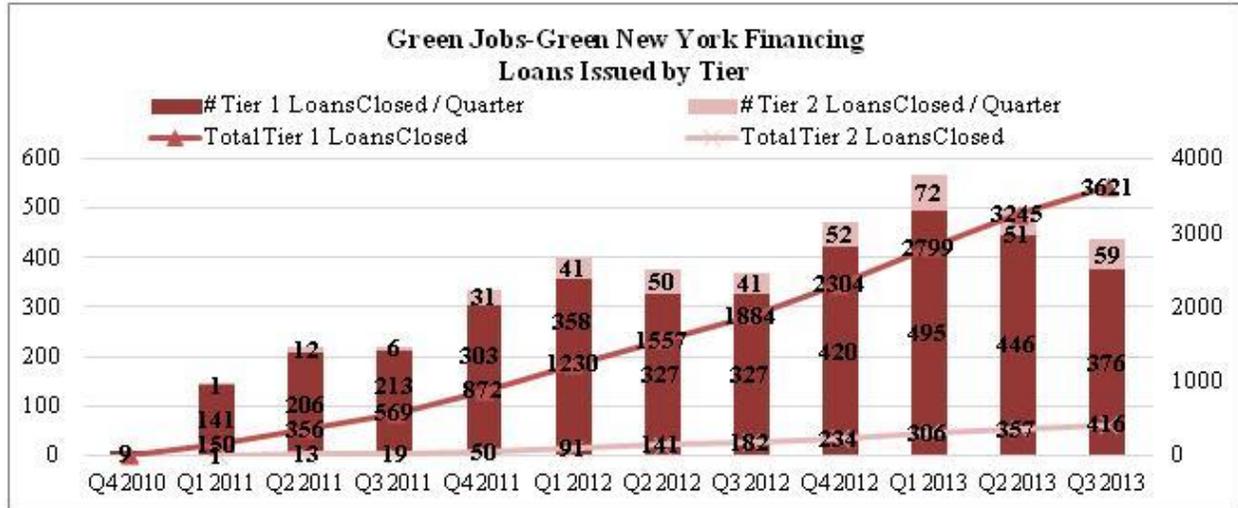


Figure 3-8. Green Jobs–Green New York Financing Loans Issued by Tier, Monthly.

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.

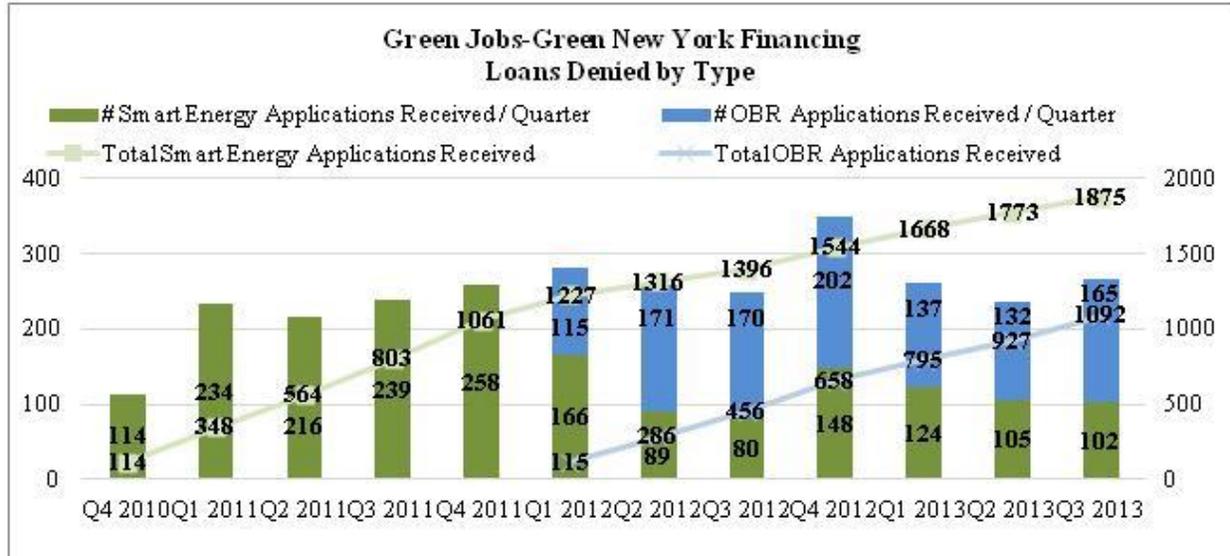


Figure 3-10. Green Jobs–Green New York Financing Loans Denied by Type, Monthly.

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

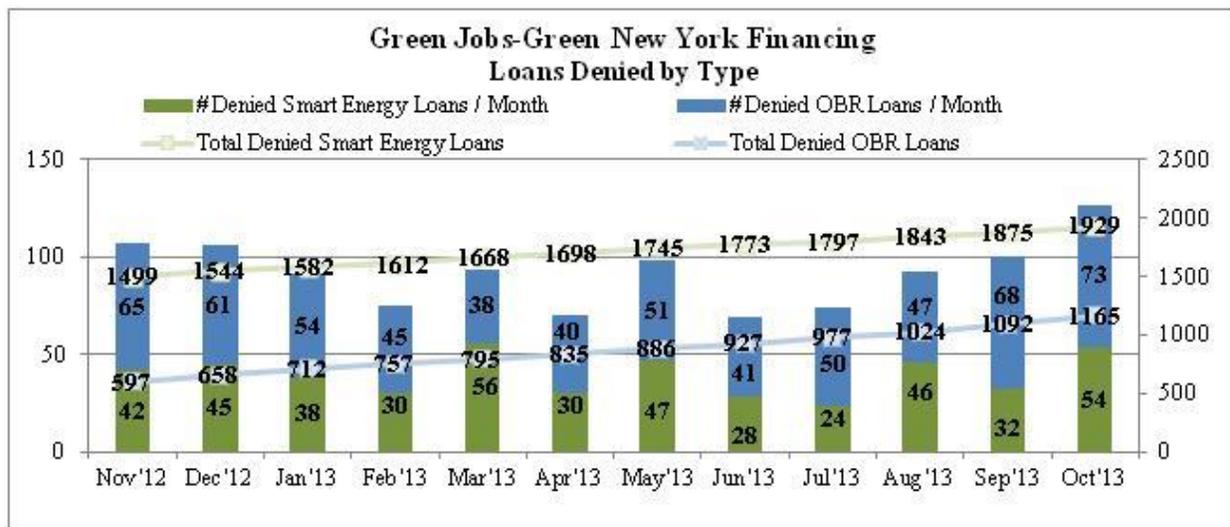


Figure 3-11. Green Jobs–Green New York Financing Loans Denied for Debt-to-Income Ratio, by Region.

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

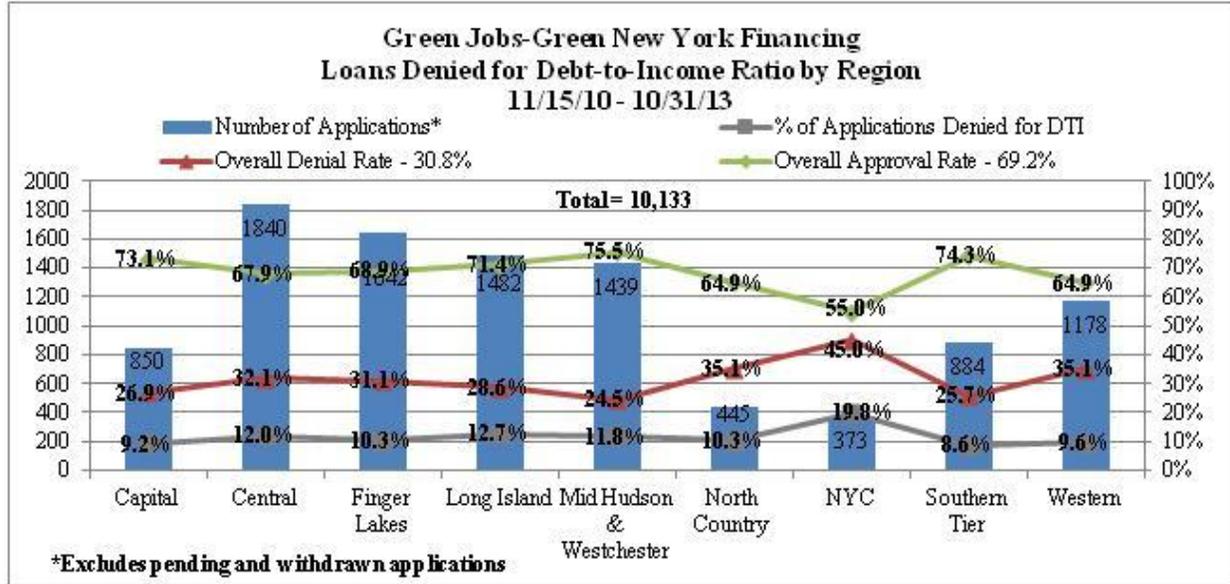


Table 3-5. Green Jobs–Green New York Financing Loans Transferred from OBR to Smart Energy.

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 October 2013, 29 loans were transferred from OBR to Smart Energy. Over the life of the program, 13.8% of pre-approved OBR loans were transferred to Smart Energy loans.

Smart Energy Loan Status	# of Loans
PreApproved	30
Loan Approved	49
Loan Sold	295
Loan Withdrawn	24
Loan Denied	4
No Loan - Subsidy Only	13
Total # Loans Transferred	415

4 Multifamily Performance Program

4.1 Multifamily Performance Audits

Through October 31, 2013, the Multifamily Performance Program has received 311 audit applications associated with GJGNY. Of the received audit applications, 290 (93 percent) have been approved. From those approved applications, 218 (75 percent) audits have been completed.

Table 4-1. Multifamily Performance Audits.

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

Metric	October			Program Cumulative			
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total	Budget/ Goal
Received Audit Applications	8	8	16	171	140	311	
Approved Audit Applications	8	10	18	160	130	290	500
Audit Funds Encumbered (\$)	115,360	94,380	209,740	2,015,870	962,693	2,978,563	
Audit Funds Invoiced (\$)	34,465	6,143	40,608	1,047,950	518,670	1,566,620	3,000,000
Completed Audits	9	4	13	115	103	218	400
Number of Projects withdrawing from MPP after audit*	0	1	1	17	25	42	
<p>*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.</p>							

4.2 Multifamily Performance Projects

Through October 31, 2013, the Multifamily Performance Program has completed 15,576 projects with installed measures. Of those projects with installed measures, 6,174 (40 percent) are associated with market rate housing and 9,402 (60 percent) are associated with affordable housing.

Table 4-2. Multifamily Performance Projects.

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

Metric	October			Program Cumulative		
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total
Projects in Pipeline	8	10	18	160	130	290
Projects Contracted to have Measures Installed	7	9	16	141	100	241
Households Associated with Projects Contracted	1,145	717	1,862	25,203	22,871	48,074
Projects with Installed Measures (units)	199	213	412	9,402	6,174	15,576
kWh Savings of Installed Measures*	481,615	65,455	547,070	13,362,833	1,294,149	14,656,982
MMBtu Savings of Installed Measures*	3,740	286	4,027	141,136	108,323	249,459
Dollar Savings of Installed Measures (\$)*	140,058	15,041	155,099	4,501,391	1,631,417	6,132,808
*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

GJGNY Multifamily Financing is growing. As of October 31, 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	October			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.

Table 5-1. Small Commercial Energy Efficiency Audits.

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

Metric	October			Program Cumulative		
	GJGNY	ARRA*	Monthly Total	GJGNY	ARRA*	Program Total
Received Audit Applications	58		58	2,081	934	3,015
Completed Audits	52		52	1,849	849	2,698
*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. ARRA funding expired on September 30, 2013.						

5.2 Small Commercial Energy Efficiency Projects

As of October 31, 2013, the Small Commercial Energy Efficiency Program estimates 540 project completions.

Table 5-2. Small Commercial Energy Efficiency Projects.

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

Metric	October	Program Cumulative
Estimated Projects Completed*	10	540
*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 October 31, 2013, the Small Commercial Energy Efficiency Program has closed 7 loans with a total value of \$242,668. NYSERDA’s share of that total loan value is \$114,054.

Table 5-3. Small Commercial Energy Efficiency Financing.

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

Loan Status	October			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	4	\$91,489	\$182,977	24	\$449,375	\$909,754
On-Bill Recovery	3	\$114,131	\$114,131	16	\$512,169	\$512,169
Loans Closed						
Participation Loans	0	\$0	\$0	6	\$100,734	\$229,348
On-Bill Recovery	0	\$0	\$0	1	\$13,320	\$13,320
Total	0	\$0	\$0	7	\$114,054	\$242,668
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.

NYSERDA presented the preliminary results of Phases 1 and 2 of the job impact assessment to the GJGNY Advisory Council on September 12, 2013. Feedback received during the presentation will be considered when finalizing the Phase 1 and 2 reports. The evaluation contractors will work toward a final report in November 2013.

The Small Commercial evaluation is a phased approach. The primary data collection in Phase 1 includes telephone surveys and interviews of participating lenders, auditors, and small business and not-for-profit organizations. Preliminary results of the participant surveys were presented to the Advisory Council at on September 12, 2013. The auditor interviews are nearly complete. Data analysis will commence early November with preliminary results 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. 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 evaluation of the CBO initiative includes case studies and in-depth interviews of the CBOs. This evaluation will explore various program objectives and assess the successes and barriers experienced by CBOs. Data collection is complete and analysis has begun. NYSERDA will work toward having the results available in late-November 2013. CBO-related activities will also be evaluated as a part of the Home Performance with ENERGY STAR (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.