



NYSERDA

Preparing LMI-focused Funding Proposals

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Why LMI Clean Energy Projects?

- Reduce energy burden
- Models and tools to create more equitable access
- Opportunities for community planning, benefits, or ownership

Sources of LMI clean energy project funding

- NYSERDA incentives and contract funding opportunities
- State or local government grants or financing programs
- Federal grants, technical assistance and financing programs
- Foundation grants or investments
- Third-party financing
- Traditional debt financing
- Tax equity investment

NYSERDA LMI Funding Opportunities

- **REVitalize:** LMI or EJ community planning and development of clean energy projects (\$65,000 per project)
- **Affordable Solar Predevelopment and Technical Assistance:** Community solar for LMI households or multifamily affordable housing solar (awards up to \$200,000 per project)
- **Clean Heating and Cooling Community Campaigns:** LMI pilot project (one award up to \$300,000)

Fundable LMI Projects

- Clear project focus and target outcomes
- Appropriate team capacity and experience
- Address challenges and barriers
- Feasible
- Replicable
- Cost effective
- Thorough and detailed project plan
- Aligned with program objectives

Specifying the Project and Goals

Examples:

- Create a reduced-cost and credit-enhanced financing program, in partnership with a foundation and a local financial institution, resulting in air-sourced heat pump installations with 40 LMI households.
- Develop and conduct solar outreach workshops and direct technical assistance including site assessments and analysis of solar financing options to board members of high solar potential cooperative affordable housing buildings in NYC, resulting in solar installations by a purchasing group of at least 25 cooperative affordable housing buildings.

Feasibility Factors

- Local jurisdiction policies
- Interconnection costs
- Tariff changes
- Technology costs
- Financing requirements

Describing the Need and Benefits

- Cooperative affordable housing buildings
- Operating costs impact property and owner-resident economics
- Board members have little to no experience to seek solar financing and installation
- Solar education and technical assistance is provided to board members of high solar potential properties through trusted organization membership
- Properties commit to bid and install as a group, reducing cost of installations
- Collectively, building and resident owners realize calculated total energy cost savings over the life of the installations

Detailing the Work Plan or Scope

“Complete project financing”

- Develop final financial model (project proforma)
- Complete project business plan and capital plan
- Develop draft term sheets for lenders and tax equity investors
- Draft underwriting criteria for LMI subscribers
- Submit financial proposals to tax equity investor and lender
- Execute approved term sheets and agreements with tax equity investor and lender

Creating the Proposal Budget

SECTION 6 — BUDGET

Provide a detailed line-item budget for the proposed predevelopment and technical assistance project in the table below. The budget should be inclusive of NYSERDA and non-NYSERDA sources, including those that are not yet secured.

Please note, this budget is requested for the purpose of evaluating the proposed project's feasibility. In most cases, the Total Project Cost in the table below will be different from the Total Proposed NYSERDA Funding in the Work Plan due to the inclusion of other funding sources. The payment schedule for approved projects will be based on the milestone budget included in the Work Plan (Part 5).

Project Budget Template			
Proposer:			
Name of Proposed Project:			
Total NYSERDA Funding Requested:			
Total Project Cost:			
<i>Note: Total Cost column should reflect the proposed project budget including NYSERDA and non-NYSERDA funding.</i>			Total Cost
COST ELEMENT			
Personnel (specify names/titles)	Hours	Rate/hr (inclusive of benefits/overhead)	
<i>Add additional rows as needed</i>			
Subcontractors/Consultants			
<i>Add additional rows as needed</i>			
Equipment and Materials			



Common Proposal Weaknesses

- Generic, vague or incomplete responses
- Excessive, unnecessary responses or materials
- Unclear or insufficient outcomes and benefits targets
- Minimal details provided on scope or work plan
- Heavy focus outside the program objectives
- Budget total or specific line items highly unjustifiable
- Typos, inaccuracies, confusing format

Resources

Solar In Your Community Challenge, Department of Energy

<https://www.solarinyourcommunity.org/>

Just Energy Action Toolkit, NAACP

<http://www.naacp.org/climate-justice-resources/just-energy/>

Questions and Discussion