



**NYSERDA**

# Multifamily Contractor Network Quarterly Webinar

January 28, 2026



## Today we will cover:

- General Program Updates
  - Contractor Network Name Update
  - Annual Survey
  - \*New\* Umbrella Agreement
  - Civic Roundtable
- AMP Up Overview
  - Resilience Enhancements
- Common Application Training
- East Building Demonstration
- Questions and Next Steps



## Meeting Procedures:

- This session will be recorded.
- All participants will be muted upon entry.
- Please use the "raise hand" option if you would like to be unmuted and ask a question or submit it through the Slido Q&A feature.
- There will be time for questions at the end as well.



# General Updates

# ANNUAL SURVEY

**The annual survey is live and closes January 31!**

## **Topics include:**

- Funding Opportunities
- Market Feedback
- Program Design and Implementation Feedback

## **Link here:**

[https://nyserda.az1.qualtrics.com/jfe/form/SV\\_cYk8ybyYVb3ZmJM](https://nyserda.az1.qualtrics.com/jfe/form/SV_cYk8ybyYVb3ZmJM)

**SAME NETWORK NEW NAME**

~~**Multifamily Residential Energy Pathway (MREP) –  
Contractor Network**~~



**NYSERDA Multifamily Contractor Network**

# **NEW - UMBRELLA AGREEMENT & RESILIENCY CATEGORIES**

**Need – A pool of qualified Multifamily contractors for NYSERDA to submit Mini-Bids and issue Task Work Orders for various Multifamily Team efforts in the following service Categories:**

- Energy and/or Decarbonization Analysis
- Design
- Professional Services
- Climate Resiliency

## **Action Needed:**

- Upon release of categories, apply to the respective new category

## **Timeline:**

- Late Q1/Early Q2

# CIVIC ROUNDTABLE

**Need – A networking platform providing centralized space for informal communication and collaboration between NYSERDA, Energy Assessors, Installers and other partners.**

- Regional Communication Spaces
- Quicker Sharing of Valuable Updates and Insights
- Allowing for Peer to Peer Knowledge Sharing and Communication

## **Action Needed:**

- Upon release of the networking platform, apply for access and attend training

## **Timeline:**

- Late Q1

# **Affordable Multifamily Program Upstate (AMP Up) Overview**

## CEF LMI Multifamily Portfolio (2016-2025)

Location:  
Statewide

Administrator:  
Utilities

Program Name:  
AMEEP

Upstate Closed  
Date: 10/31/2025



## EE/BE LMI Multifamily Portfolio (2026-2030)

Downstate

Location:  
ConEd territory

Administrator: ConEd  
+ National Grid

Program Name:  
AMEEP

Ongoing



Upstate

Location: North of  
ConEd territory

Administrator:  
NYSERDA

Program Name:  
AMP Up

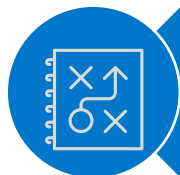
Launch Date:  
Q1 2026

All program information provided on the following slides are all subject to change as the program is still pending final approval

Program goals developed based on stakeholder feedback



Streamline the customer journey



Provide flexibility to meet owners where they are at



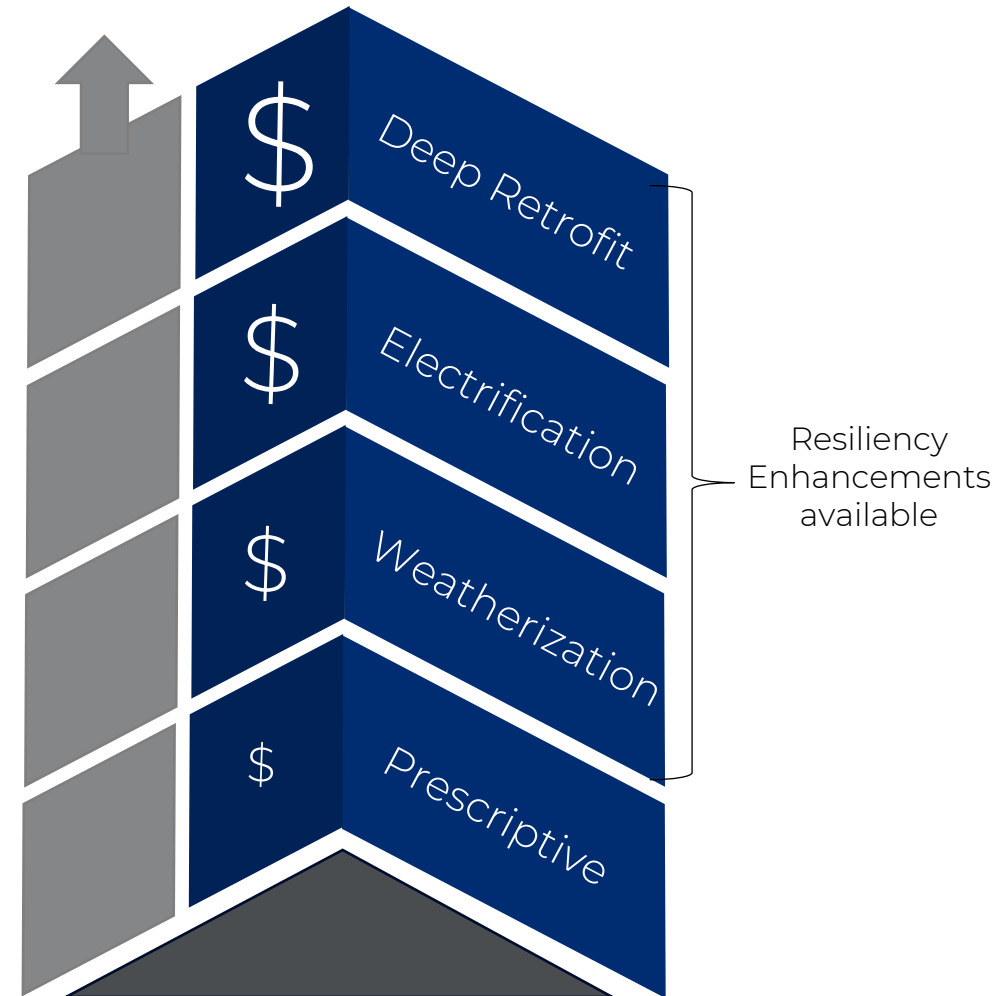
Maintain tenant affordability



Take an efficiency first approach

## Launching in Q1 2026

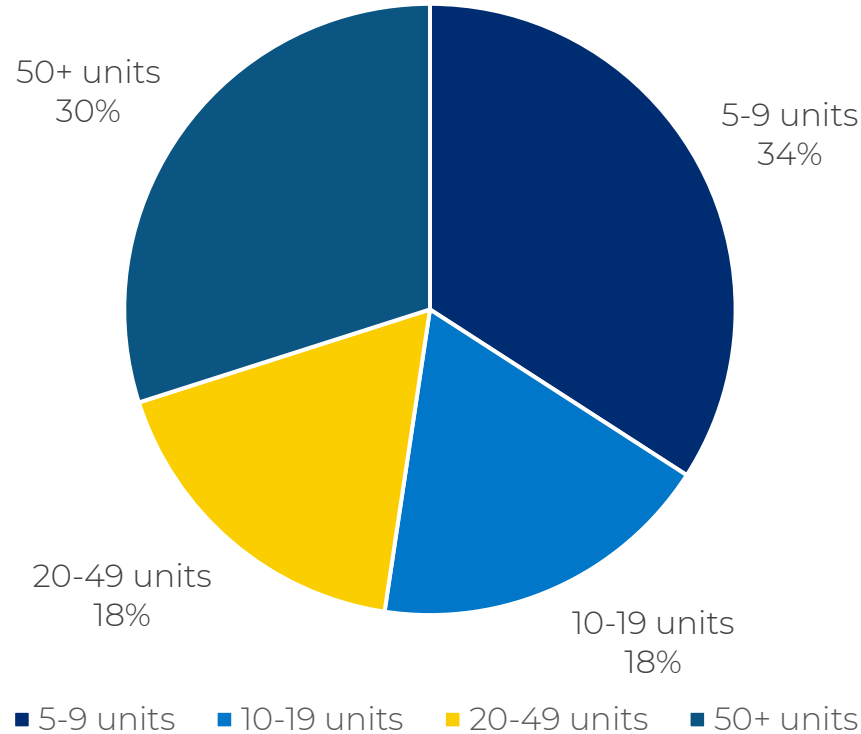
- Offers upstate multifamily buildings incentives for energy efficiency and building electrification upgrades
- Program will feature a streamlined customer journey with embedded technical assistance and will offer a concierge service
  - For the purposes of this program, technical assistance is defined as the building assessment or audit and preparation of the EAST



- **Must be in the Upstate region of NYS**
  - Upstate is defined as any property *north of* Con Edison service territory
- **Must pay into the System Benefit Charge on either electric or gas utility bill**
- **Project must consist of one or more existing multifamily buildings**
  - Mixed use buildings are allowed, but 50% of the GHSF must be residential or residentially associated.
- **Project must have a total of 5 or more units**
  - Any project with >150 units must receive prior authorization before submitting application
- **Must meet LMI criteria**
  - 25% of the project must be  $\leq 80\%$ AMI or SMI, whichever is higher
- **Must use a NYSERDA Multifamily Contractor (“Primary Service”) or participate in Concierge Service**

## ~254K units

Upstate LMI Buildings by Units



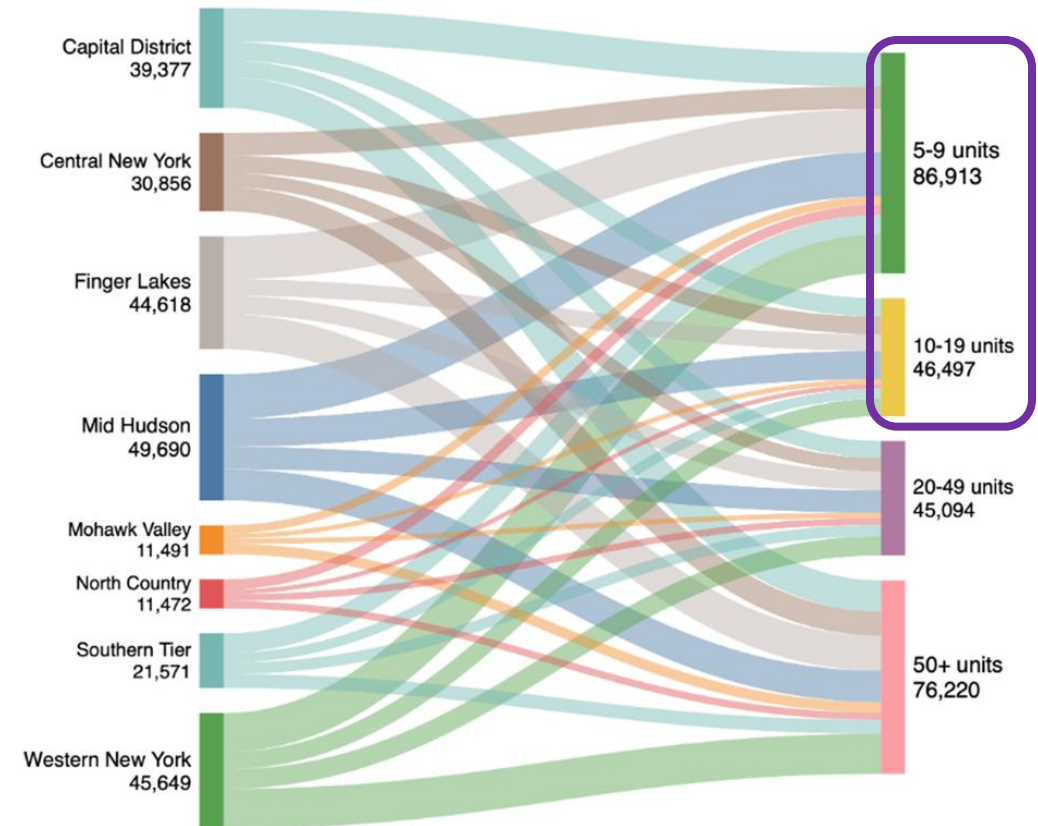
## Small Building Obstacles:

- >50% of upstate LMI multifamily building stock has <20 units
- Small multifamily buildings are often 3-stories, or less
  - They typically need more technical support
  - They offer little economies of scale
  - They can be difficult to reach
- Contractors tend to focus on larger properties

## Low-Rise Pathway:

### Better targeting and support for small multifamily buildings:

- Available for projects with 5-20 units and are 1-3 stories
- Utilize local actors to engage small building owners
  - Clean Energy Hubs
  - CBO's
- Provide Concierge Service for Support Services
- Streamlined alternative to modeling using Clarity Compass Tool
- **85%** Incentive Cost Cap (vs 70%)
- Greater portion of incentives in initial payment milestone

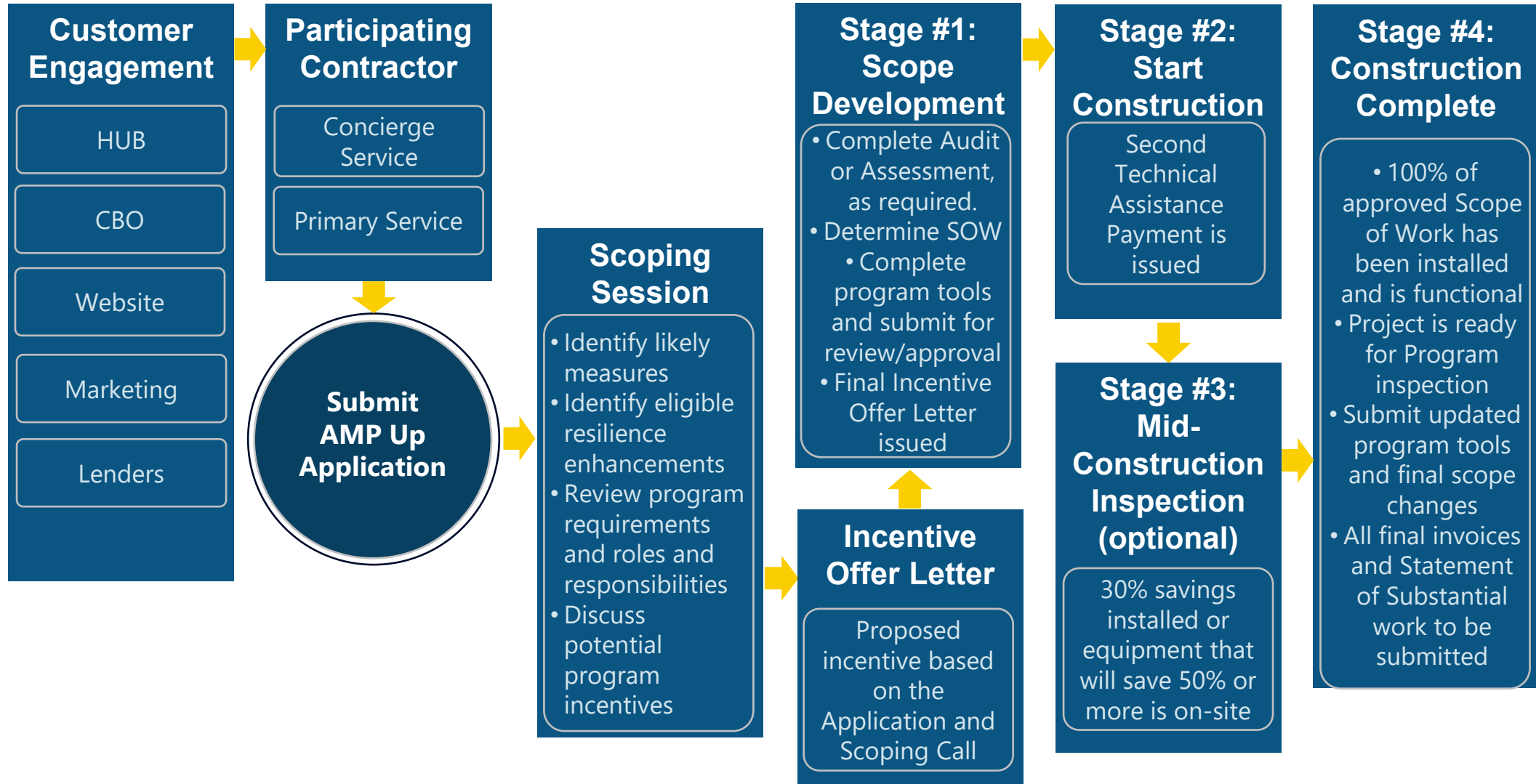


# Participating Contractors

| Scope of Work                               | Concierge Service | Primary Service |
|---------------------------------------------|-------------------|-----------------|
| Program Application                         | Required          | Required        |
| Building Assessment                         | Required          | Required        |
| Project Scoping                             | Required          | Required        |
| Project Deliverables                        | Required          | Required        |
| Project Planning                            | Provided          | Optional        |
| Competitive Bid Process                     | Provided          | Optional        |
| Capital Funding Stack Guidance and Analysis | Provided          | Optional        |
| Communication and Relationship Management   | Provided          | Optional        |
| Construction Oversight                      | Required          | Required        |
| Cost Management                             | Provided          | Optional        |
| Project Close Out                           | Required          | Required        |

*Floodproofing design assistance may be available for eligible Resilience Enhancements*

# Customer Journey



# Eligible Measures

| Measure Category | Measure                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Prescriptive     | <ul style="list-style-type: none"> <li>Advanced Thermostat</li> <li>Boiler/Furnace Tune-Up</li> <li>Exterior Lighting</li> <li>H&amp;C, Steam Pipe Insulation</li> <li>Interior Lighting</li> <li>Low-Flow Faucet Aerators</li> <li>Low-Flow Showerheads</li> <li>Refrigerator (w/freezer)</li> <li>Room AC Cover and Gap Sealing</li> <li>Steam Trap – Low Pressure</li> <li>Thermostatic Shower Restriction Valves</li> <li>TRV or radiator valves</li> </ul> |
| Weatherization   | <ul style="list-style-type: none"> <li>Air Sealing</li> <li>Duct Sealing and Insulation</li> <li>Insulation (Attic Access)</li> <li>Insulation (Basement)</li> <li>Insulation (Roof)</li> <li>Insulation (Wall)</li> <li>Window Replacement</li> </ul>                                                                                                                                                                                                          |

| Measure Category        | Measure                                                                                                                                                                                                                                                 |
|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Electrification         | <ul style="list-style-type: none"> <li>DHW Heat Pumps</li> <li>H&amp;C Heat Pumps</li> </ul>                                                                                                                                                            |
| Deep Retrofit           | <ul style="list-style-type: none"> <li>Advanced Ventilation with Heat Recovery</li> <li>Envelope Over-cladding</li> </ul>                                                                                                                               |
| Resilience Enhancements | <ul style="list-style-type: none"> <li>H&amp;C Heat Pump Floodproofing</li> <li>DHW Heat Pump Floodproofing</li> <li>Electrical Panel Elevation</li> <li>Electrification for Heat Vulnerable Population</li> <li>Hurricane Resistant Windows</li> </ul> |

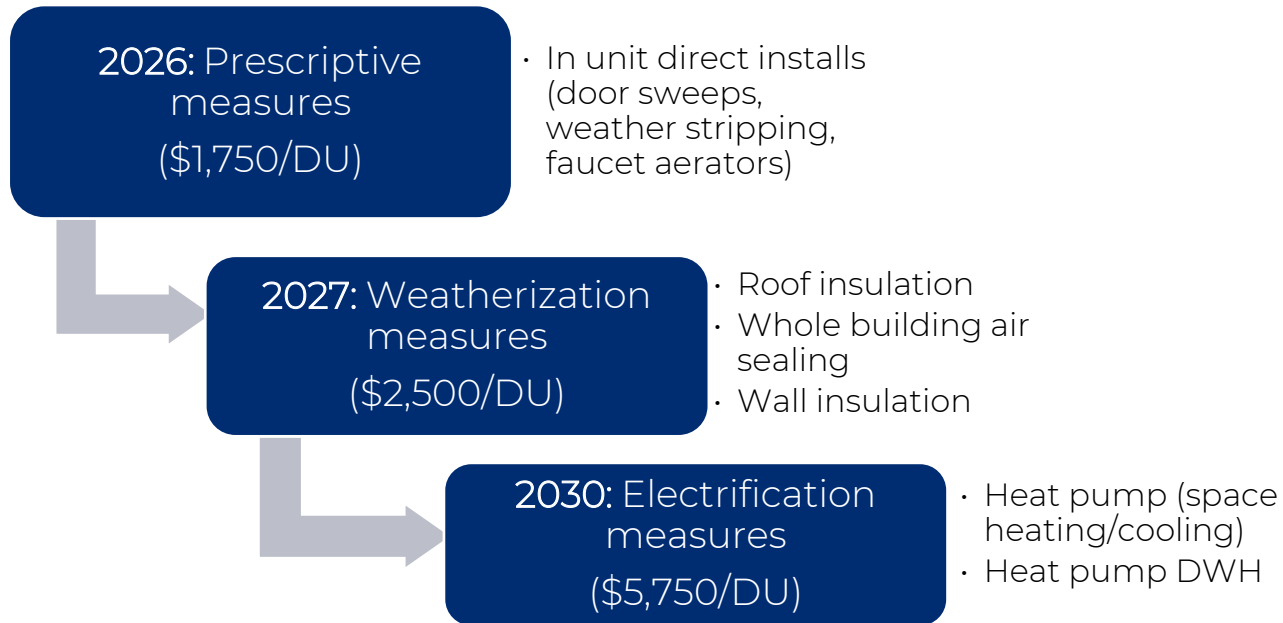
REMINDER: subject to change as the program is still pending final approval

# Incentive Schedule

| Incentive Category                                                                                                                                                    |                                  | Incentive per Unit | Stage 1 (Scope Development) <sup>1</sup>  | Stage 2 (Construction start) | Stage 3 - Optional (Partial Construction) | Stage 4 (Construction Complete)           |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|--------------------|-------------------------------------------|------------------------------|-------------------------------------------|-------------------------------------------|
| End-Use Incentives <sup>2</sup>                                                                                                                                       | Prescriptive                     | Up to \$1,750      | 50% (5-20 units)<br>or<br>25% (21+ units) | n/a                          | 25% (5-20 units)<br>or<br>40% (21+ units) | 25% (5-20 units)<br>or<br>35% (21+ units) |
|                                                                                                                                                                       | Weatherization                   | Up to \$2,500      |                                           |                              |                                           |                                           |
|                                                                                                                                                                       | Electrification                  | Up to \$5,750      |                                           |                              |                                           |                                           |
|                                                                                                                                                                       | Deep Retrofit                    | Up to \$6,750      |                                           |                              |                                           |                                           |
|                                                                                                                                                                       | Prescriptive: Refrigerator Bonus | Up to \$600        |                                           |                              | 100%                                      |                                           |
| Technical Assistance                                                                                                                                                  |                                  | Up to 100%         | 75%                                       | 25%                          |                                           |                                           |
| <p>1. Total incentive issued at Stage 1 cannot exceed the total SOW cost.</p> <p>2. See the Resilience Enhancement Addendum for Incentives and Payment schedules.</p> |                                  |                    |                                           |                              |                                           |                                           |

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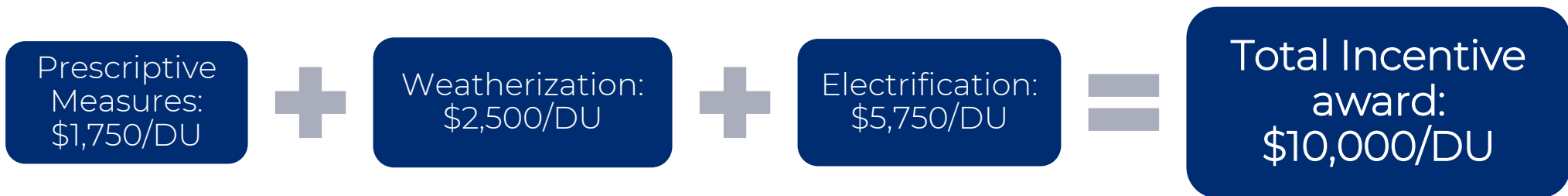
# Phased Scopes and Measure Stacking



- Projects allowed to enter AMP Up multiple times
- New scopes of work may be considered for a building for additional incentives
- A building cannot receive additional incentives for a scope of work previously completed

REMINDER: subject to change as the program is still pending final approval

## Comprehensive scope with layered incentive tiers



Prescriptive Measures: \$1,750/DU + Weatherization: \$2,500/DU + Electrification: \$5,750/DU = Total Incentive award: \$10,000/DU

## Goals:

- Reduce climate risk to low-income New Yorkers by offering right-time, tailored resiliency resources while EE/BE upgrades are underway
- Learn about the costs, technical practicality, and in-the-field considerations for implementing resilience measures

## Eligibility for Resilience Enhancements is based on:

1. Eligible base program measures
2. Climate hazard exposure (flood, heat, wind) as defined by NYSERDA
3. NYSERDA review and approval

## Additional Documentation Requirements:

- Resilience Enhancements Addendum - Signed by building owner
  - For Extreme Heat Enhancement: Heat Vulnerable Attestation – Signed by building owner
  - For Floodproofing enhancements – completed by PE/RA\*
    - Equipment Floodproofing Designs\*
    - Electrical Floodproofing Schematic\*

\*Floodproofing design assistance may be available

# Resilience Enhancements Incentive Payment Schedule

| Incentive Category                               | Maximum Resilience Enhancement Incentive Cap                                                          | Stage 1 (Scope Development)               | Stage 3 – Optional (Partial Construction) | Stage 4 (Construction Complete)           |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|
| Resilience Enhancement: Equipment Floodproofing  | 100% of the cost of floodproofing**                                                                   |                                           |                                           |                                           |
| Resilience Enhancement: Electrical Floodproofing | 85% of floodproofing cost for 5-20 units; 70% of floodproofing cost for 21+ units**                   | 50% (5-20 units)<br>or<br>25% (21+ units) | 25% (5-20 units)<br>or<br>40% (21+ units) | 25% (5-20 units)<br>or<br>35% (21+ units) |
| Resilience Enhancement: Extreme Heat             | Additional 15% of cooling electrification cost for 5-20 units; additional 30% of cost for 21+ units** |                                           |                                           |                                           |
| Resilience Enhancement: Extreme Wind             | 50% of cost premium for hurricane-resistant windows**                                                 | 0%                                        | 0%                                        | 100%                                      |

Percentages in payment milestones relate to the overall implementation incentive that will be paid out to the project at respective periods

\*\*Subject to NYSEDA review and approval and as detailed in the Final Incentive Offer Letter.

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# Common Application

# COMMON APPLICATION INTRODUCTION

## What is it?

- A single application through Salesforce that will be used broadly for multifamily implementation programs where applicable starting with only AMP-Up.

## How Do I Access This Application?

- Contractors will be provisioned a Salesforce profile where they can access the application

## Next Steps

- Additional trainings will be provided for the deliverables and invoicing functionality in future sessions



# Common Application Training

# East Multi Buildings Demo



# AMP Up / EAST Overview

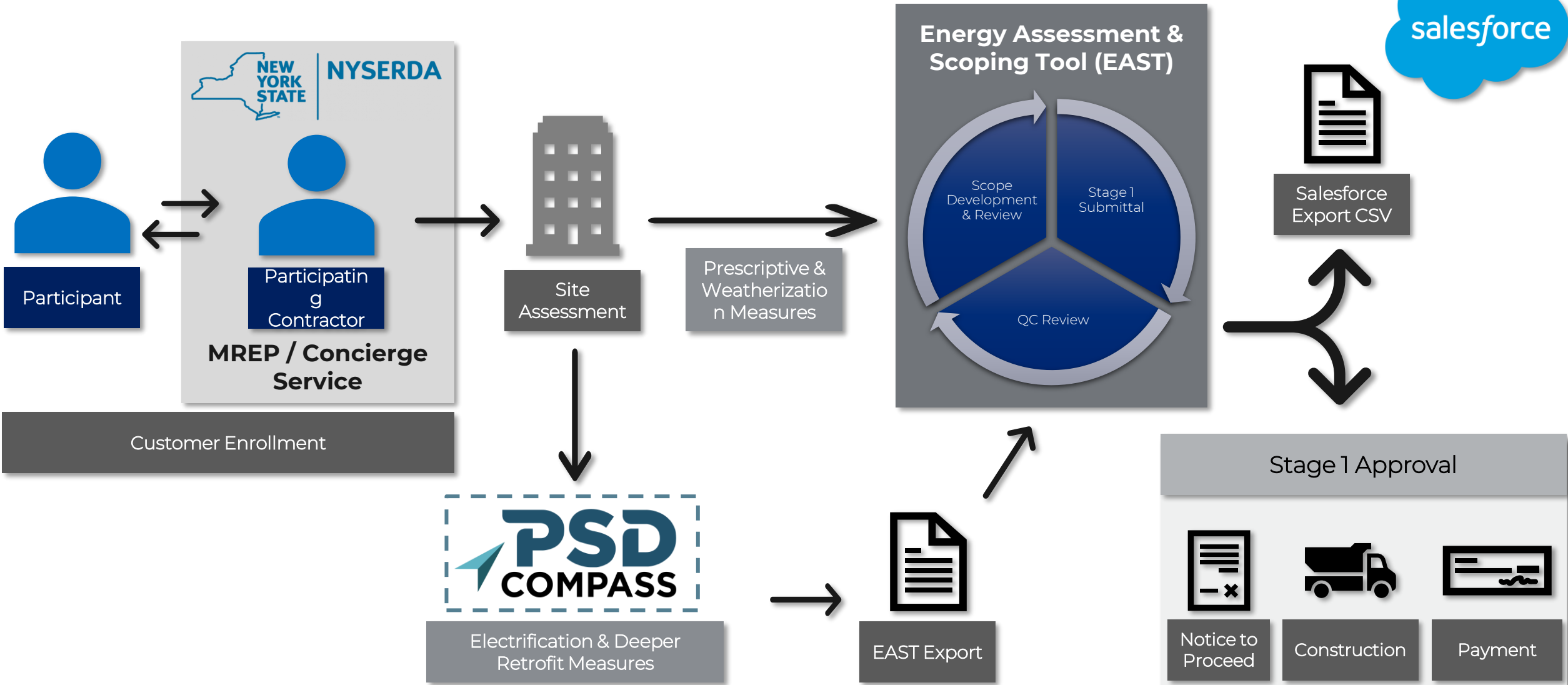
## EAST Overview



- Multi-tabbed, Macro-enabled Excel workbook designed for AMP Up project scoping, review, and reporting
- Required submittal for all program pathways / work scopes
  - One EAST per project
  - One EAST may cover multiple buildings
  - One EAST may cover multiple assessments
- Central hub of AMP Up project workflow
- Collects key information for project / measure eligibility assessment, MPS compliance, and QA/QC
- Calculates gross-verified site energy savings in accordance with NYS TRM for Prescriptive & Weatherization scope
- Aggregates modeling results (Compass / Other Simulation Software) for Electrification & Deeper Retrofit scope
- Successor to SAV-IT and its predecessors used in other NYSERDA MF programs

# AMP Up / EAST Overview

## Project / EAST Workflow



# **EAST Multi Buildings Demo**

# Wrap-Up & Next Steps

## ■ Draft EAST Distribution

- Email to attendees and others by request
- Provided by COB today (1/28/2026)

## ■ Stakeholder Feedback

- Request for comments by COB Friday (2/6/2026)
- Feedback to be addressed for program launch
- Send comments to [jackie.albanese@nyserda.ny.gov](mailto:jackie.albanese@nyserda.ny.gov)

## ■ Program Launch

- ETA: Early March
- Final EAST will be available on program website for launch
- Detailed user guide will be made available via the program website as well



# Questions?

[mrepnetwork@nyserda.ny.gov](mailto:mrepnetwork@nyserda.ny.gov)