



NEW YORK
STATE OF
OPPORTUNITY.

NY-Sun

Affordable Solar Predevelopment and Technical Assistance

Program and Application Overview



December 15, 2016

Agenda

- Background
- Program Overview
- Application
- Project Work Period
- Questions

Objective

To support the implementation of solar projects serving low-to-moderate income (LMI) households through affordable housing and shared solar installations by:

- Providing funding for predevelopment work and non-engineering technical assistance
- Targeting multifamily affordable housing and community organizations to take advantage of existing mechanisms and direct relationships with LMI households

Program Goals

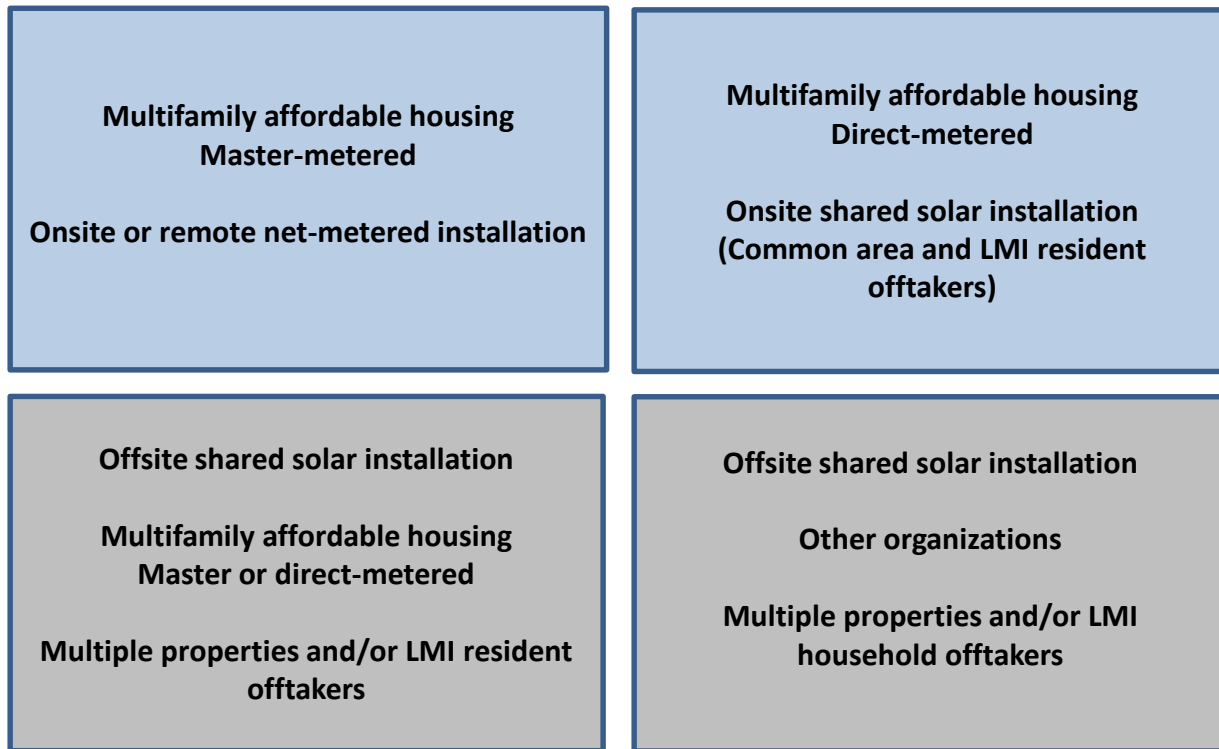
- Solar projects for multifamily affordable housing
- 100% LMI or LMI-inclusive community solar projects
- Deployed models and tools for LMI solar project predevelopment and LMI customer engagement

Proposals sought

- Fully-formed project concepts that include a clearly-identified solar business model, potential customer base with a clear LMI component, and steps to achieve operation
- Proposed predevelopment work highly likely to complete within 1 year, transitioning directly to next steps in project operation
- Submitted by consultants/service providers, community organizations, or affordable housing providers; applications must demonstrate that the proposer or partnership of these entities possesses the necessary expertise and immediate capacity for the project



Possible project configurations



Program Overview

Summary

- Open through August 2018, applications accepted on rolling basis
- Evaluation criteria: team, concept, benefits, market potential, value/economics
- Review committee may request revisions of proposals that do not meet criteria at initial review
- Proposals will include a milestone-based work plan and budget
- Funding based on proposed project needs - up to \$200,000

Definitions

- **Multifamily affordable housing:** regulated by participation in publicly-funded programs
- **LMI household:** 80% AMI or below, participation in income-eligible programs serving 80% AMI or below

Eligible Applicants

- Owners, providers, or managers of regulated multifamily affordable or public housing
- Local government agencies
- Community organizations including: Community Development Corporations, Community Development Financial Institutions, other organizations providing services to LMI households or demonstrating an LMI constituency
- Service providers, consultants, or solar developers providing non-engineering project leadership and technical assistance

Eligible Activity

Applications may propose activities across a range of complexity and budget, examples:

- Outreach to enroll LMI customers
- Procuring solar services for multifamily affordable housing
- Securing and structuring project financing
- Developing legal structure(s) for ownership of solar assets
- Developing community solar products for LMI customers
- Developing methods to allocate benefits of solar generation to tenants of multifamily affordable housing
- Other non-engineering technical assistance or services

Ineligible Activity

- System design and engineering
- Permitting, interconnection studies and upgrades, inspections
- Installation labor
- Installation hardware
- Other activities which represent the existing standard business operations for the development of a solar project
- Projects leading to construction of a solar installation still eligible to apply for NY-Sun incentives

Evaluation Criteria

- Project Team and Support: experience and qualifications of team and partners
- Proposed Project : feasibility of project and soundness of the work strategy
- Project Benefits: significance of direct or indirect economic benefits to LMI households
- Market Potential: appropriateness for current stage of market and replicability
- Project Value and Economics: cost relative to benefits to LMI households, financial viability of completed project, additional funding resources
- Other factors: available funding, risks, diversity of proposals, number of distinct awards



Application

Application Sections

- Project Contact
- Project Team and Qualifications
- Project Concept
- Benefits
- Work Plan
- Budget

Application: Project Team

- Identify project manager and applicant
- Identify other project team members
- Describe the experience and qualifications of the team members

Application: Concept

- Series of questions to outline the information, planning, other funding sources and work to-date behind the proposal
- Respond to all questions, provide level of detail appropriate for the size, complexity and cost of the proposed project

Application: Benefits

- **Direct benefit**
 - energy cost savings per LMI household, number of LMI households
- **Indirect benefit**
 - Operational cost savings to housing provider
 - Other improvements or benefits for residents
- **Additional benefits**
 - Energy efficiency, community and economic development, employment
- **Data**
 - How will you verify these benefits after the project is in operation?

Milestones

All proposed Work Plans must include at least four (4) milestone points:

- Mobilization
- Midpoint
- Substantial Completion
- Final Reporting

Milestone Funding

- 30% at Mobilization
- 40% at Midpoint
- 20% at Substantial Completion
- 10% at Final reporting

This funding schedule may be adjusted with the addition of milestones:

- Mobilization payment up to 30% of funding
- Final reporting required at 10% funding

Application: Work Plan

Detail for each Milestone:

- Time to reach
- Planned activities
- Responsible party or team member(s) for each activity
- Outcomes
- Proposed NYSERDA funds (use milestone funding guidance)

Complete Application: Budget

- Predevelopment budget detail by expense
- Includes proposed NYSERDA funding and other funding sources
- May be negotiated with NYSERDA if proposal approved

Application Submission and Review

- Application submission: email only to affordablesolar@nyserda.ny.gov
- Reviewed by NYSERDA staff for basic eligibility
- Reviewed by committee on all evaluation criteria
- NYSERDA or review committee may request more information
- Application decision or request for more information within 30 business days
- Proposers may request feedback, and proposals may be resubmitted



Project Work Period

Contracts

- Contract lengths proposed by the applicant, with a maximum contract period of one (1) year
- Payment schedules based on the completion of milestones in the Final Work Plan approved by NYSERDA
- Standard Agreement requires:
 - Execution and management of activities in the Final Work Plan
 - Reporting, sharing and collaboration



Path to Project Success

- Milestones as checkpoints for project successes and challenges
- Regular and frequent communication between NYSERDA and project team manager
- Additional support, resources and tools provided by NYSERDA
- Collaboration, discussion and knowledge-sharing among project teams

Predevelopment Completion

- Final reporting to NYSERDA
- Project moves on to construction or operation
- Knowledge-sharing with stakeholders and market

Questions

Contact

Send additional questions to:

affordablesolar@nyserda.ny.gov

Affordable Solar Predevelopment and Technical Assistance webpage:

www.nyserda.ny.gov/ASPTA