



# ***PON 3414: Predevelopment Program Quarterly Webinar Series***

March 4, 2021

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**NYSERDA**

# Agenda

- > **Program Overview**
- > **Co-ops Go Solar**
- > **Q&A for Co-ops Go Solar**
- > **Program Updates**
- > **Supported Activities**
- > **How to Apply**
- > **Q&A**
- > **Future Webinars**

# Program Overview

# What Is NY-Sun?

- > NY-Sun is a NYSERDA initiative that administers programs to drive growth in the solar industry and to ensure a coordinated, well-supported solar energy expansion plan and a transition to a sustainable, self-sufficient solar industry.
- > In May 2020, NY-Sun was expanded to support the Climate Leadership and Community Protection Act (CLCPA) requirement that New York reach **6 Gigawatts** of installed distributed solar PV by the end of 2025.
- > NY-Sun is committing a minimum **\$200 million** for solar benefitting low-to-moderate income (LMI) households, affordable housing, environmental justice communities, and disadvantaged communities. This includes the Predevelopment Program as well as additional incentive funds for solar installations serving these groups.

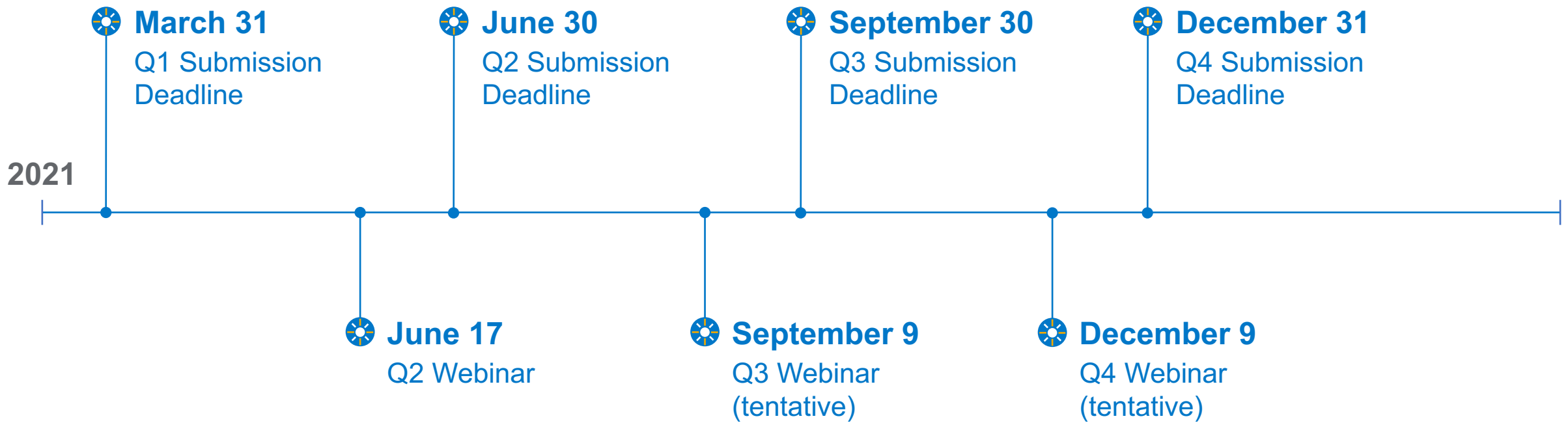
# Predevelopment Program Overview

- > PON 3414: Affordable Solar and Storage Predevelopment and Technical Assistance (Predevelopment Program): [www.nyserda.ny.gov/aspta](http://www.nyserda.ny.gov/aspta)
- > Applications accepted from **June 30, 2020 – December 31, 2024**
- > Provides grants up to **\$200,000** for the implementation and operation of solar and/or energy storage installations benefitting **affordable housing** and/or **community-led** solar installations that will offer benefits to LMI households
- > Grant applicants may include multifamily affordable housing providers, community organizations or agencies, and technical service providers (such as in energy, legal, or finance) working in partnership with any of these entities
- > Eligible projects may be located anywhere in New York, including the PSEG-Long Island service territory

# Review Process

- > Applications will be reviewed on a quarterly basis: next deadline is **March 31, 2021**
- > Applications may be reviewed prior to the quarterly deadlines, in the order they are received
- > Additional information may be requested from the applicant
- > Following the quarterly submissions, a review committee will score all complete and eligible applications
- > Notification of awards are expected to take place 4-6 weeks after each quarterly deadline
- > Approved applications begin contracting phase, which includes finalization of project Statement of Work and budget
- > Contracting may take an additional 4-6 weeks depending upon project complexity

# Timeline



# Key Program Terms

- > **Regulated affordable housing** – defined by participation of a property in one of the following programs:
  - US Department of Housing and Urban Development (HUD) regulated affordable housing
  - New York State Homes and Community Renewal (HCR) regulated affordable housing
  - Low Income Housing Tax Credit financing
  - New York City Department of Housing Preservation and Development (HPD) regulated affordable housing (or other local housing agency)
  - SONYMA Mortgage Insurance financing
  - Weatherization Assistance Program
  - Housing Finance Agency's (HFA) 80/20 Program
  - New York City Housing Development Corporation's (HDC) 80/20 or Mixed Income Programs
  - Office of Temporary and Disability Assistance (OTDA) Temporary and Supportive Housing Programs
  - US Department of Agriculture (USDA) Rural Assistance Program



# Key Program Terms (continued)

- > **Technical service provider** – examples include solar/energy storage developers, legal firms, financial firms, green energy education organizations, etc.
- > **“in partnership with”** – refers to the requirement that technical service providers must collaborate with multifamily affordable housing providers and/or community organizations or agencies (documented via team agreements, sub-contracts, letters of intent, etc.).
- > **Multifamily home** – accommodates greater than *four* families.
- > **Single-family home** – accommodates between *one* and *four* families.
- > **Community-led projects** – projects that incorporate a community/cooperative ownership model and/or grant applications led by community-based organizations.

# Co-ops Go Solar

# Campaign Overview

CO-OPS GO  
SOLAR

uhab

HERE COMES  
SOLAR



UHAB **empowers** low-to moderate-income residents to take control of their housing and enhance **communities** by creating strong **tenant** associations and lasting **affordable co-ops**.



# What is an HDFC Housing Cooperative?

UHAB works with co-ops that are incorporated as **Housing Development Fund Corporations**



Housing Development Fund Corporations (HDFCs) are New York State designated corporations that provide affordable housing to low-income families.

Legal entity that owns the property, i.e.

‘Hamilton Heights Community Housing Development Fund Corporation’

# What is a limited-equity housing co-op?

The resale price of shares is limited, keeping the housing **affordable** for the next generation.

In addition to keeping the purchase price lower than market, limited-equity housing co-ops typically have **income guidelines** to ensure the co-op is serving its intended population.

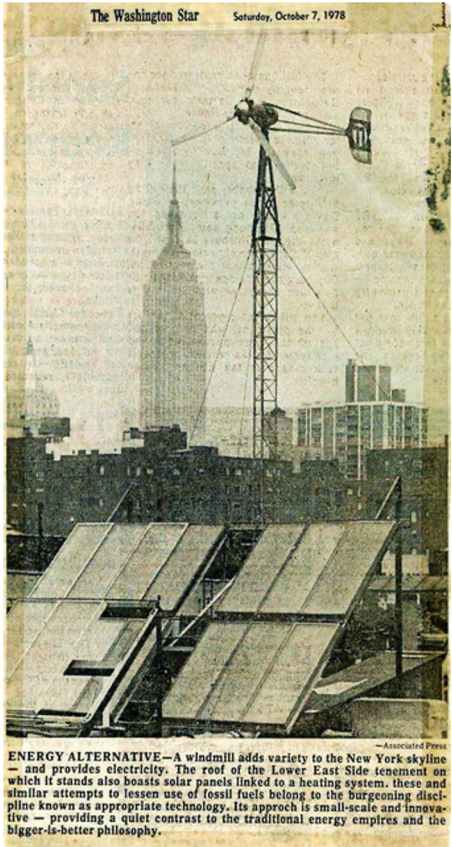
**Who owns this legal entity?**

The resident **shareholders**  
A.K.A. members or cooperators



# Innovation in the HDFC Community

Windmill and Solar Heating systems on Heartstone HDFC at 519 East 11



(Photos by Travis Price)

# Co-ops Go Solar

1<sup>st</sup> solar campaign to focus exclusively on HDFCs

## Goals

- Heighten awareness of renewable energy in the HDFC community AND make it accessible
- Increase energy efficiency in HDFCs
- Sustain affordable HDFCs into the future!





# CO-OPS GO SOLAR



**23 affordable co-ops**  
signed up for solar



**9,500 tons of CO2**  
avoided over the panels' lifetime



**522 kW-DC**  
produced over panels' lifetime



**First Bronx co-ops**  
to power their buildings with solar



**\$4,566,071 in savings**  
over the panels' lifetime

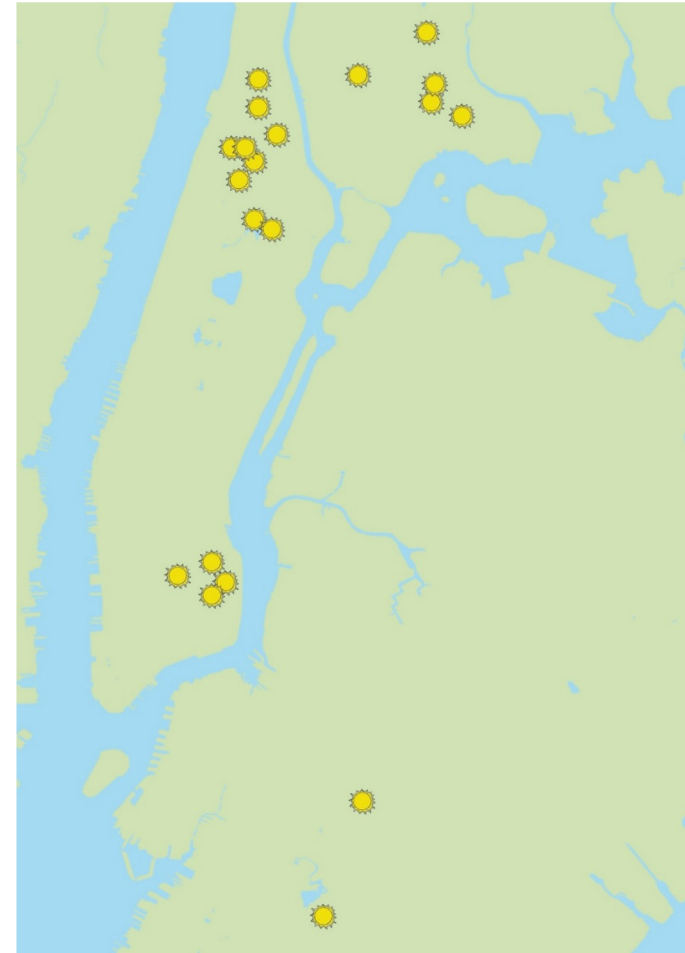


**643 households**  
benefitting from solar



HERE COMES  
**SOLAR**

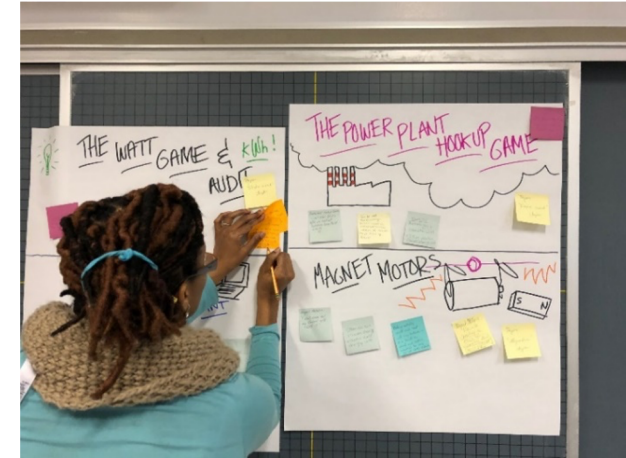
**Our impact so far...**



# Solar One: Who We Are



Solar One is an NYC environmental education non-profit established in 2004 with the belief that all New Yorkers can help overcome our environmental challenges.

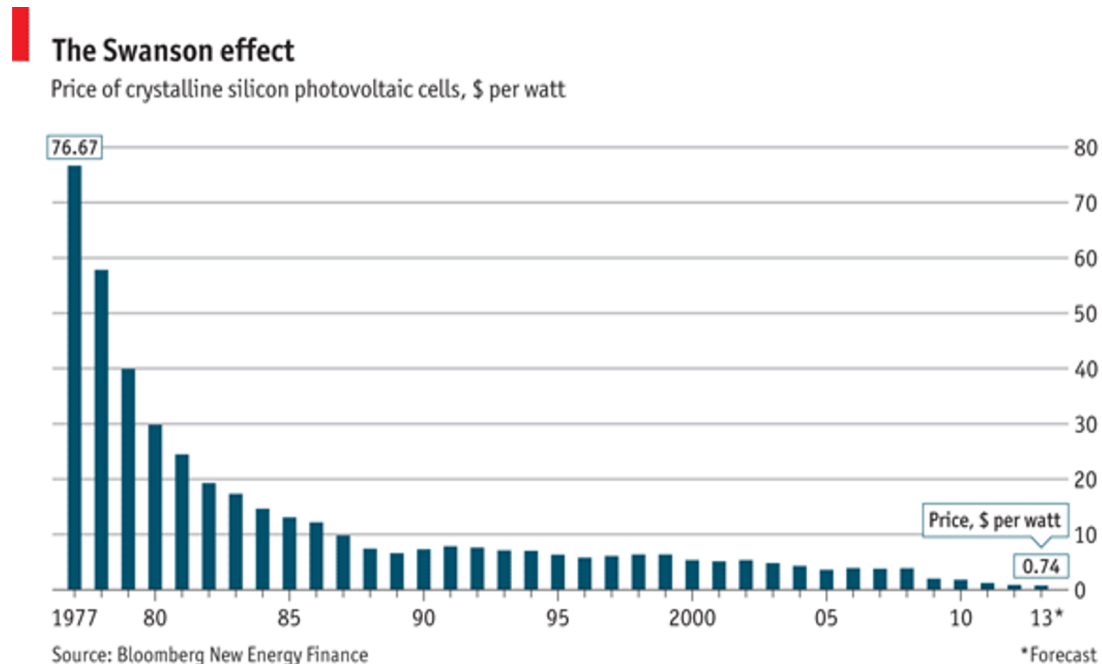


# The Status of Solar in NYC

Solar costs have declined dramatically in recent decades.

**...but New Yorkers still face barriers**

- Construction red tape
- System complexity for multi-family buildings
- Dense urban environment
- Additional complexity of affordable housing

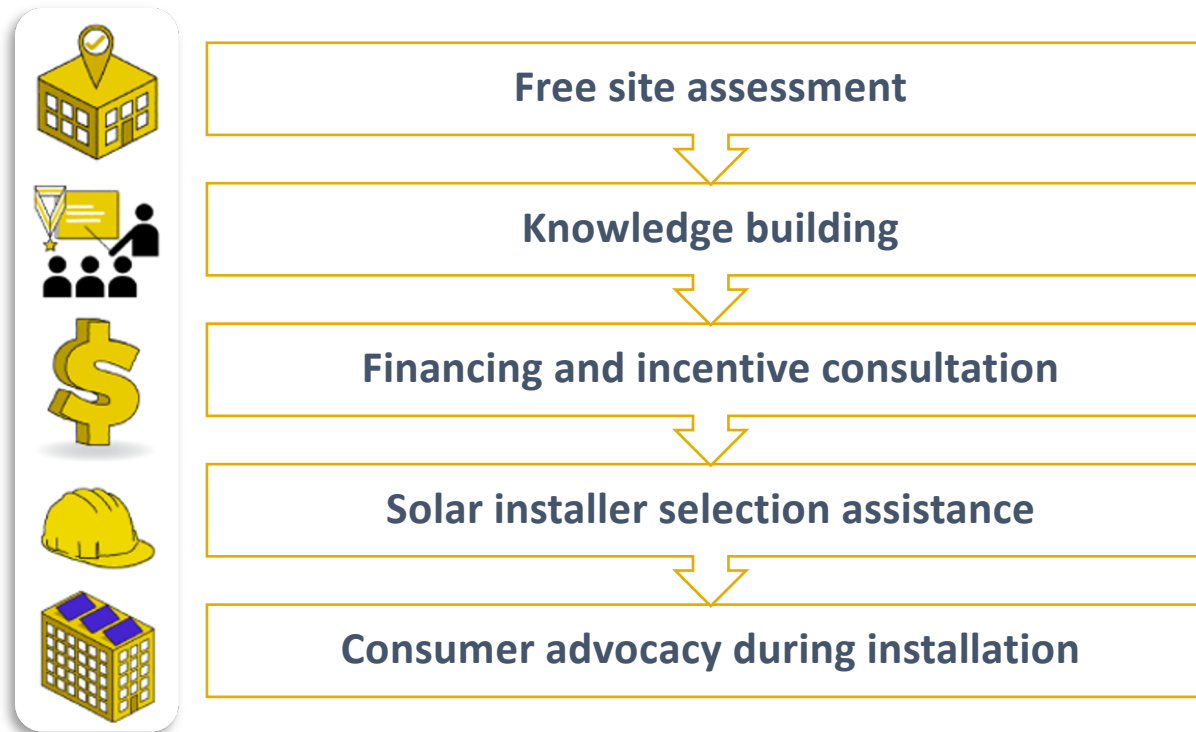


# The Importance of Solar for NYC

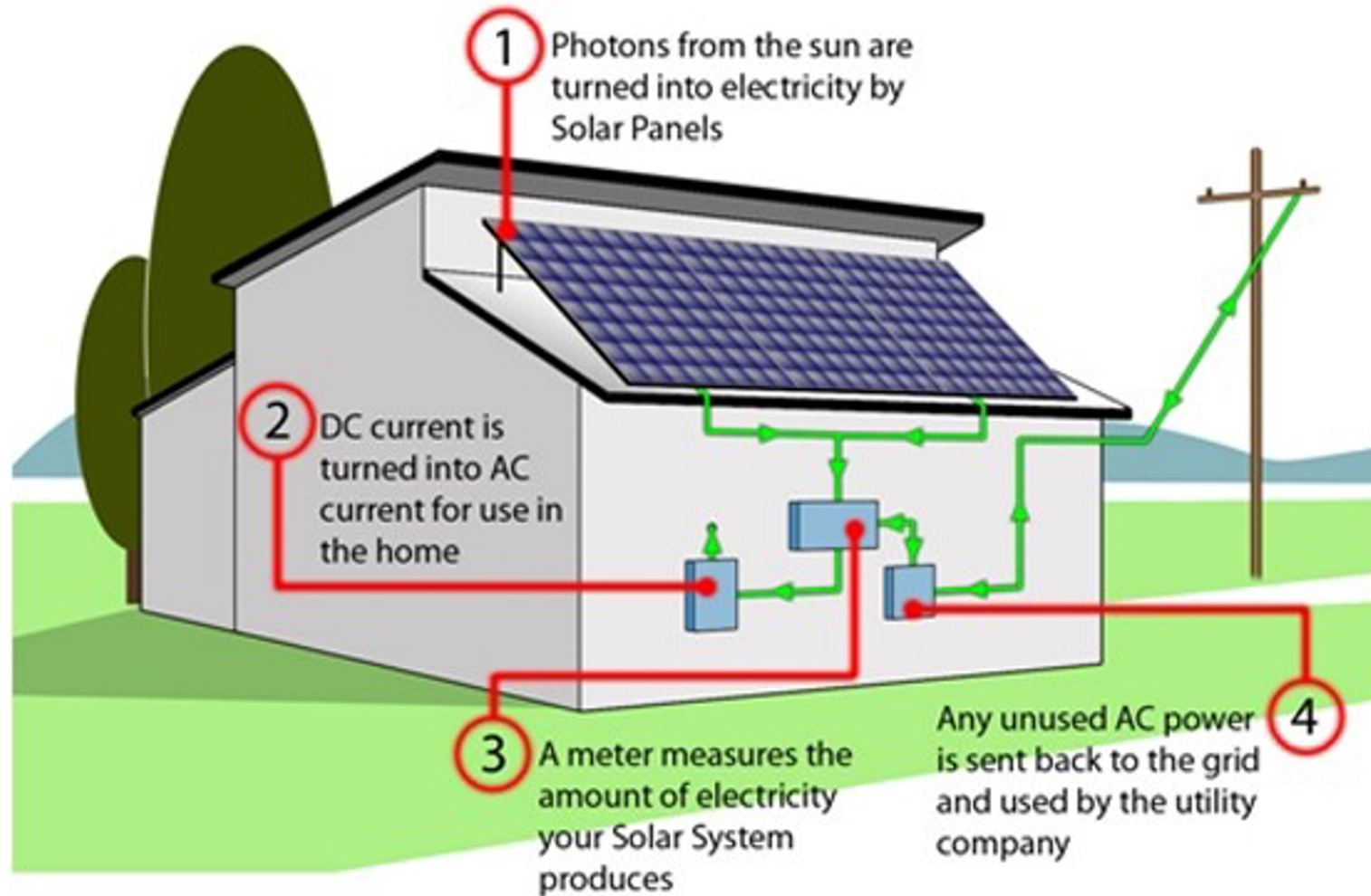
- Solar is key to any climate solution - buildings account for ~70% of NYC emissions
- NYC's Climate Mobilization Act put a price on carbon and requires solar on new construction projects
- Solar benefits NYC's old, constrained grid, and reduces the need for dirty "peaker-plants" in low-income communities
- Solar savings reduce energy burden for low-income New Yorkers
- More solar = more green jobs in the city

# Here Comes Solar

Here Comes Solar is an initiative of nonprofit Solar One, with a mission to make solar accessible to historically high-barrier sectors, particularly affordable housing. We offer free technical assistance at every step to make solar simple and affordable, including:



# Introduction to Solar



# Types of Solar Installation



Ballasted Array:

- Low profile
- No roof penetrations
- Cheaper and easier



Planar Array:

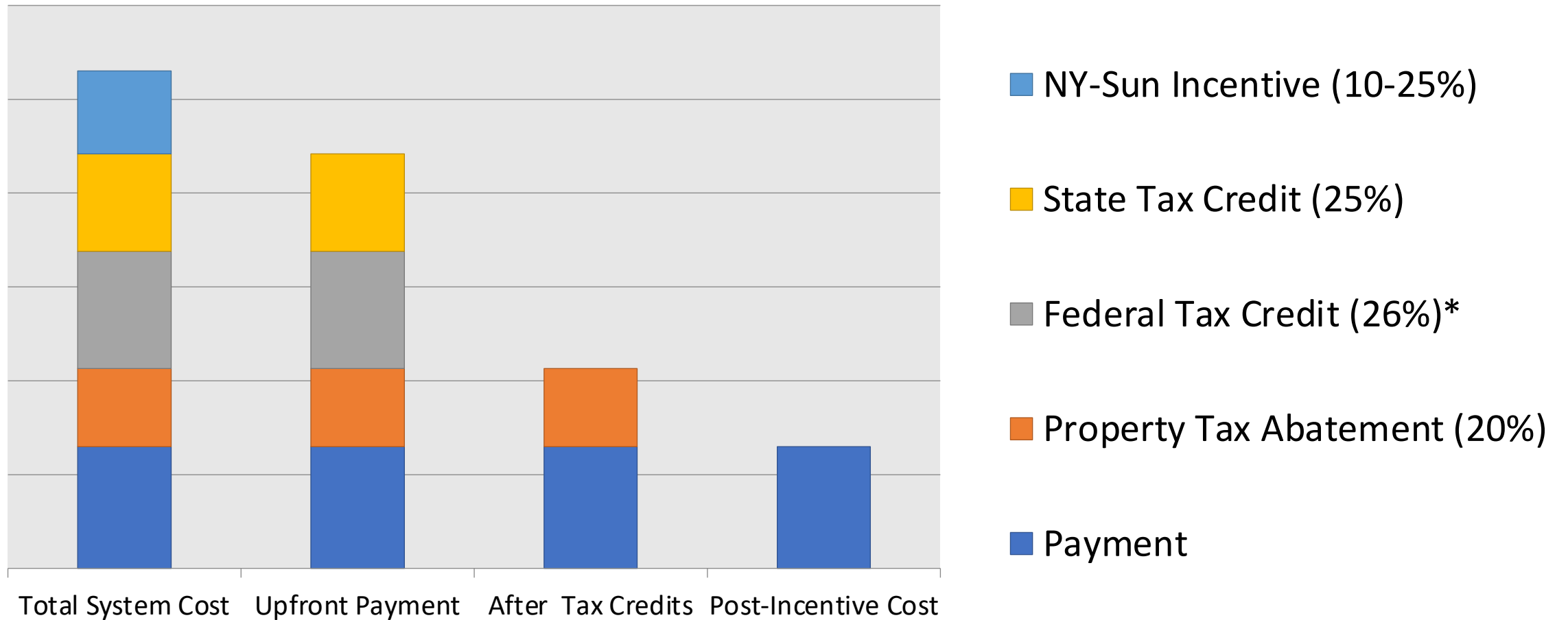
- Mechanically Integrated
- More solar production
- Best for space-constrained roofs



Canopy Array:

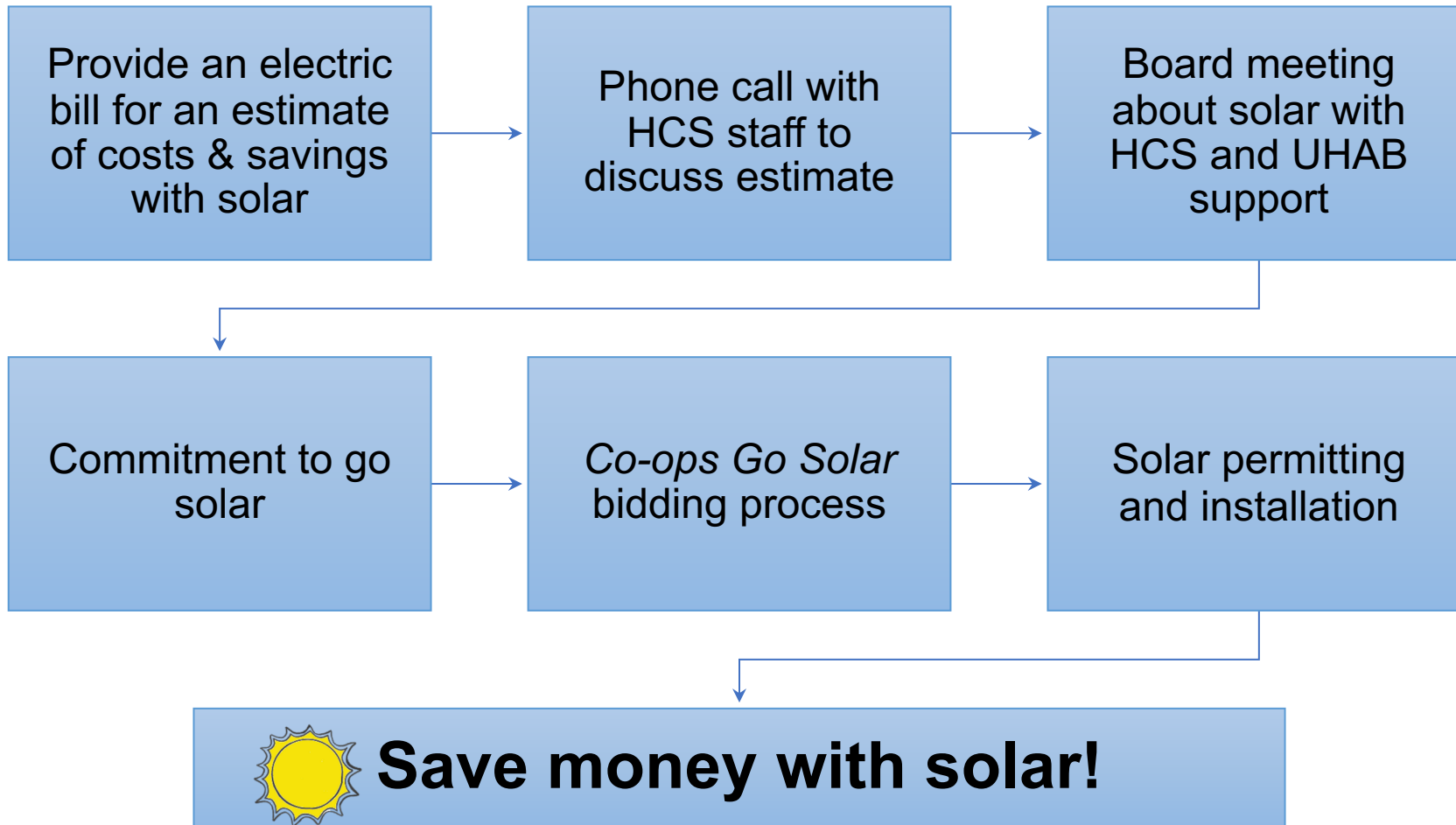
- Raised 9' high
- Can cover entire roof area with room below
- Most expensive option

# Incentives: Co-ops and Condos





# Co-ops Go Solar Timeline



# Questions?

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José Tulio Gálvez Contreras

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Hunts  
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←

BRONX  
CHARTER  
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THE POINT

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ARTS

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ART

© Andrea S. [unreadable]



# Program Updates

# Program Updates

Program Area	Update
Supported Activities	No update as of June 2020
Other Program Details	No update as of June 2020
Review Process	No update as of June 2020
How to Apply/Application Process	No update as of June 2020
Timeline	No update as of June 2020

# Supported Activities

# Supported Activities (Part 1)

- > Organizing a project business model and securing financing
- > Early stage project planning, project team organization, and site identification
- > Development of cooperative or community ownership models
- > Procuring services from solar and/or storage developers
- > Preliminary site assessments
- > LMI customer outreach and enrollment;
- > Development of project models that allocate benefits to residents of affordable housing and/or an environmental justice (EJ) community

# Supported Activities (Part 2)

- > Aggregated purchasing of solar and/or storage for LMI households
- > Models for the promotion of cooperatives and other community ownership structures to provide LMI community ownership opportunities of solar and/or storage projects
- > Financial analysis of solar and/or storage project viability including business analysis, savings estimate, and intended use for the project
- > Securing of project financing or credit enhancement for project
- > Resiliency enhancements activities for LMI households, EJ communities, or disadvantaged communities by solar and/or storage projects, which includes, but are not limited to, predevelopment and technical assistance activities related to back-up systems for critical power loads in affordable housing and/or other community facilities serving LMI households





# How to Apply

# How to Apply

- > Interested applicants should visit the [program page](#) for a brief overview of the program including basic eligibility requirements
- > The [funding opportunity page](#) contains all necessary materials to submit an application (i.e., program solicitation, draft standard agreement, and program application)
- > Project applications are comprised of the project detail, work plan, and budget
- > Once you have completed all required materials, applications must be submitted via the [online application portal](#)

# Q&A

Christopher Rogers

212-971-5342 x3020

[Christopher.Rogers@nyserderda.ny.gov](mailto:Christopher.Rogers@nyserderda.ny.gov)

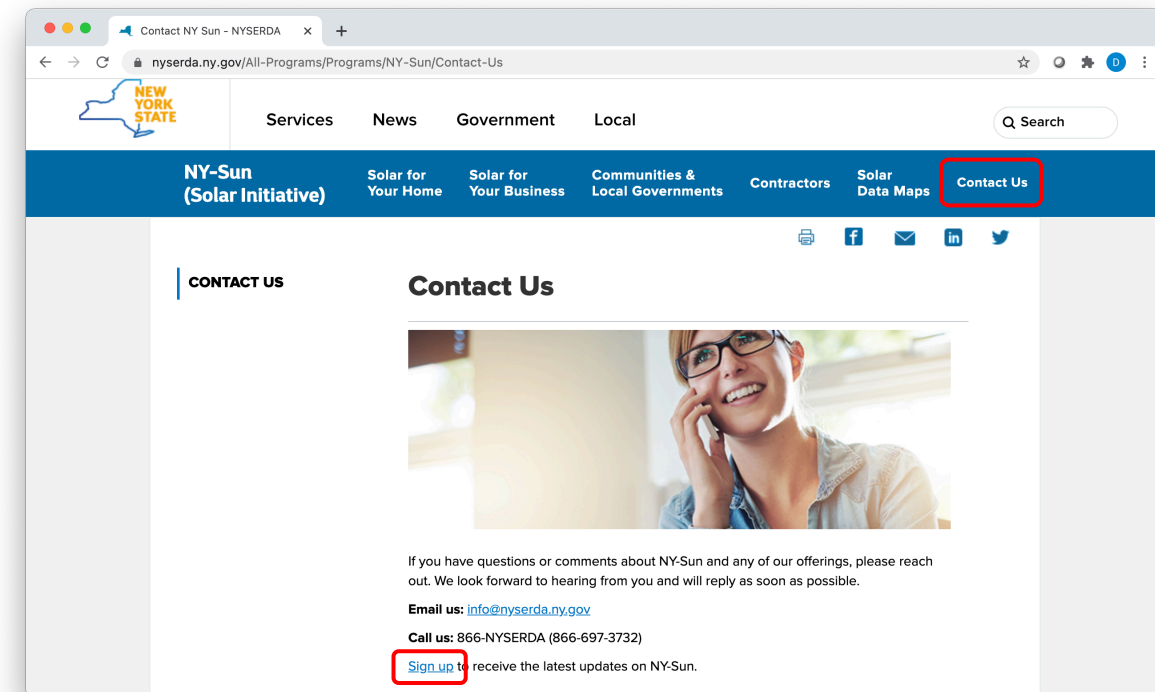


# Future Webinars

- > As part of this quarterly series, a webinar will be held approximately one month before each rolling submission deadline.
- > Future webinars may highlight past Predevelopment projects and include guest speakers.
- > Announcements will be sent via email one month in advance.

# Sign up to receive emails from NY-Sun

- > Go to [nyserdera.ny.gov/ny-sun](https://nyserdera.ny.gov/ny-sun)
- > Click **“Contact Us”** in the navigation menu
- > Scroll down the page and click **“Sign up to receive the latest updates on NY-Sun.”**
- > Enter your information and be sure to select **“Affordable Solar (Low-to Moderate-Income)”** under “Email Lists”



## **Affordable Solar (Low-to Moderate-Income):**

Information and updates on programs serving the low-income population to include Affordable Solar and Affordable Solar Predevelopment and Technical Assistance.

# Appendix

# How to Apply

- > Review the program solicitation summary
- > Solicitation contains all program rules and requirements
- > Please refer to the solicitation for a list of approved/unapproved activities



**Affordable Solar and Storage Predevelopment and Technical Assistance**  
Program Opportunity Notice (PON) 3414  
**\$ 10,650,000 Available**

Applications accepted through December 31, 2024 by 3:00 PM Eastern Time\*

**Program Summary:** Affordable Solar and Storage Predevelopment and Technical Assistance will provide up to a total of \$10,650,000 to address barriers to solar and energy storage installations benefitting low-to-moderate income (LMI) households not served by traditional onsite residential solar and providers of regulated affordable housing to LMI households. Individual awards will be based on the scope of the proposed project up to \$200,000. Funding to proposals through this solicitation will offset costs for predevelopment and technical assistance work needed to implement solar and/or storage installations that benefit LMI households.

**Application Submission:** Visit [www.nyserda.ny.gov/funding](http://www.nyserda.ny.gov/funding) to review and download the program application attachments. Completed applications and supporting documentation should be submitted via the [application portal](#).

**Contact Information:** For all questions, please contact program staff at [affordablesolar@nyserda.ny.gov](mailto:affordablesolar@nyserda.ny.gov).



# How to Apply

- > Project applications are comprised of the project detail, work plan, and budget
- > The documents are fillable PDFs that contain all important details about your proposal including project team and projects goals
- > Any additional materials (e.g., letters of support) may be included alongside the application as attachments

## PREDEVELOPMENT PROJECT DETAIL FORM

### Affordable Solar and Storage Predevelopment Technical Assistance



List the key individuals and organizations on the project team, including any sub-contractors or partners with significant involvement.

#### Provide the following details for each team member (or organization):

- Summary of relevant background and experience, including any experience implementing a solar and/or storage projects. (If submitting resumes, attach in the "Additional Support Documentation" section)
- Role(s) on this project.
- Geographic location, total number of employees, and business or product portfolio information.
- List any NYSERDA contracts awarded in the last five years.

#### PROJECT SUMMARY

In 500 words or less, summarize the proposed project, addressing the following:

- Target market and customers/participants, including any current challenges in accessing solar and/or storage services.

# How to Apply

- > The draft Work Plan contains the framework that will describe project milestones
- > Draft Statements of Works that are submitted are not final, but should reflect all planned activities
- > Applicants are strongly encouraged to follow structure of listing the responsible party for each milestone activity as well as for numbering outcomes
- > Projects may invoice upon full completion of each milestone

Milestone 0 – Contract Execution	
<b>Time to Complete</b> <i>Indicate, in months, time required to complete this milestone.</i>	[Insert] number months from contract execution when milestone will be completed
<b>Key Activities</b> <i>Describe the proposed activities to be funded by NYSERDA during this milestone. For each activity listed, indicate who will be responsible for or performing the work.</i>	[Insert] responsible party • [Insert activities]
<b>Outcome and Documentation</b> <i>Results at this milestone should include a detailed project management plan, confirmed project team and other resources, and launch meetings or events.</i>	1. [Insert Outcome #1] 2. [Insert Outcome #2] 3. [Insert Outcome #3] All outcomes and documentation that will result from the completion of each milestone should be numbered
<b>Proposed NYSERDA funding to reach Milestone 0</b>	
Milestone 1 – Mobile Milestone	
<b>Time to Complete</b> <i>Indicate, in months, time required to complete this milestone.</i>	[Insert] number months from contract execution when milestone will be completed
<b>Key Activities</b> <i>Describe the proposed activities to be funded by NYSERDA during this milestone. For each activity listed, indicate who will be responsible for or performing the work.</i>	[Insert] responsible party • [Insert activities]
<b>Outcome and Documentation</b> <i>Results at this milestone should include a detailed project management plan, confirmed project team and other resources, and launch meetings or events.</i>	1. [Insert Outcome #1] 2. [Insert Outcome #2] 3. [Insert Outcome #3] All outcomes and documentation that will result from the completion of each milestone should be numbered
<b>Proposed NYSERDA funding to reach Milestone 1</b>	
Milestone 2 – Midpoint Milestone	
<b>Time to Complete</b> <i>Indicate, in months, time required to complete this milestone.</i>	[Insert] number months from contract execution when milestone will be completed
<b>Key Activities</b> <i>Describe the proposed activities to be funded by NYSERDA during this milestone. For each activity listed, indicate who will</i>	[Insert] responsible party • [Insert activities]

# How to Apply

- > **Contract Execution Milestone** – Execute NYSERDA agreement with Final Work Plan
- > **Mobilization** – Establish a detailed project management plan and operating procedures for the project
- > **Midpoint Milestone(s)** – Make significant progress towards or reach partial completion of project outcomes
- > **Substantial Completion Milestone** – All major project outcomes have been or are close to completion
- > **Project Deployment** – At the close of the agreement, the project team should be ready to initiate next steps, such as the deployment of the business model and/or construction of the solar electric and/or storage system

# How to Apply

- > The Draft Standard Agreement is included so that interested applicant may review all NYSERDA standard terms and conditions in advance of submitting an application
- > These conditions are set at the State level and are not subject to change or negotiation

New York State Energy Research and Development Authority  
("NYSERDA")

AGREEMENT

1. Agreement Number:
2. Contractor:
3. Project Director:
4. Effective Date:
5. Total Amount of Award:
6. Project Period:
7. Commitment Terms and Conditions

This Agreement consists of this form plus the following documents:

- Exhibit A, Statement of Work:
- Exhibit B, General Contract Provisions, Terms and Conditions:
- Exhibit C, Standard Terms and Conditions:
- Exhibit D, Prompt Payment Policy Statement:

8. ACCEPTANCE. THIS AGREEMENT SHALL NOT BECOME EFFECTIVE UNLESS EXECUTED BELOW BY NYSERDA.

[CONTRACTOR]

Signature \_\_\_\_\_

Name

NEW YORK STATE ENERGY  
RESEARCH AND  
DEVELOPMENT AUTHORITY

Signature: \_\_\_\_\_  
NYSERDA Authorized Signatory

# How to Apply

- > After reviewing the solicitation summary and filling out the required attachments, the [online application portal](#) will allow you to submit the application
- > The solicitation summary and required attachments are available via the [funding opportunity page](#)
- > Additional links to the key application documents are also available via the portal



## Affordable Solar and Storage Predevelopment and Technical Assistance

### Proposal Documentation Application

Please use this form to electronically submit the documentation for your Affordable Solar and Predevelopment and Technical Assistance application.

**Please note: Partially completed information cannot be saved, be sure to have all details with you before beginning the form. Upon submission, you will receive a confirmation and a tracking number on your screen to print or save. Refer to this tracking number to check on the status of your request.**

The following files are required to complete your submission. Attach them in the "Uploads" section:

- [Predevelopment Project Detail](#)
- [Proposed Work Plan](#)
- [Project Budget](#)

Letters of support and other documentation may be uploaded via the "Additional Support Documentation" option.

# How to Apply

- > In addition to the Project Detail, Work Plan, and Budget, you may upload multiple attachments via the Additional Support Documentation option
- > After submitting an application, you will receive an automated email with your application number
- > This automated message will also include links to all submitted attachments

## Uploads

Predevelopment Project Plan \*

[Click Here to Upload](#)

Predevelopment Work Plan \*

[Click Here to Upload](#)

Predevelopment Budget \*

[Click Here to Upload](#)

Additional Support Documentation

[Click Here to Upload](#)