PON 3414: Predevelopment Program Quarterly Webinar Series

September 2, 2021

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NEW YORK STATE OF OPPORTUNITY. | NYSERDA

Agenda

> **Program Overview**

> **Common Energy x Saratoga Springs Housing Authority**

- Q&A

> **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 Act 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.
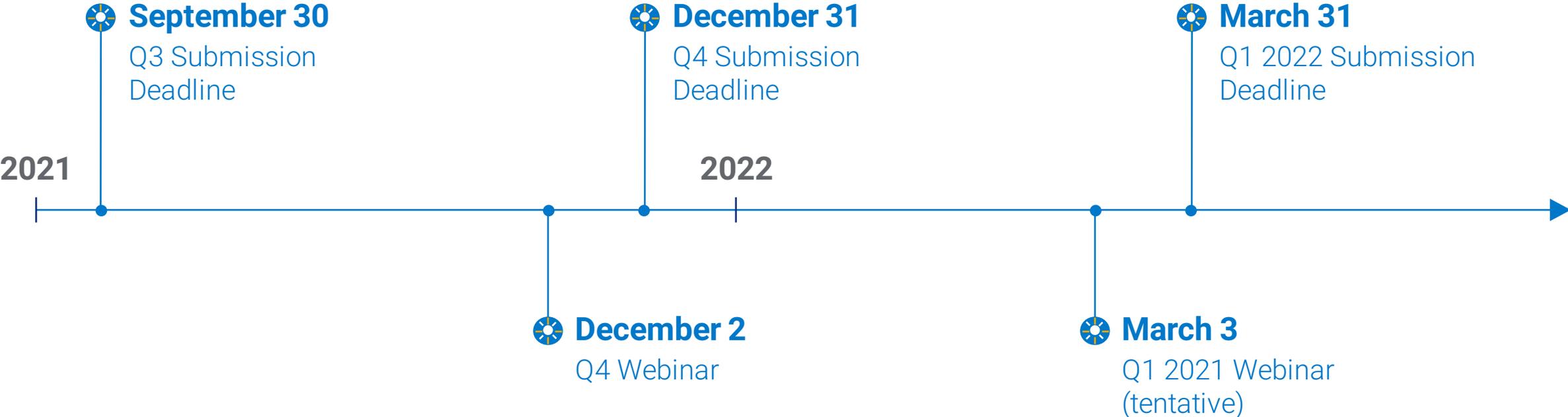
Predevelopment Program Overview

> PON 3414: Affordable Solar and Storage Predevelopment and Technical Assistance (Predevelopment Program): www.nyserda.ny.gov/aspta

> 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 **September 30, 2021**

> Applications <u>may</u> 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

September 30
Q3 Submission
Deadline

December 31
Q4 Submission
Deadline

March 31
Q1 2022 Submission
Deadline

2021

2022

December 2
Q4 Webinar

March 3
Q1 2021 Webinar
(tentative)

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.

Saratoga Springs Housing Authority x Common Energy

Saratoga Springs Affordable Housing Solar Initiative

> In partnership with **Saratoga Springs Housing Authority** and **local affordable housing providers**

> Technical Service Provider: **ICF**

> Selected solution provider: **Common Energy**

Overview

> Objective: Collaborative procurement of solar power for affordable housing providers and residents in Saratoga Springs and surrounding communities.

> Target Commitment: **1.2MW** of solar power capacity for this small/medium sized community

> Project results overview:

- **2.457MW** subscribed to community solar (CDG)
- Of which, **0.577MW** was for the Saratoga Springs Housing Authority
- Participants: **6** properties/**56** buildings
- Including: PHA, LIHTC, Non-Profit, Market
- For both demand and non-demand meters
- Innovative approach for SSHA to participate
- But, complications with existing Energy Savings Performance Contract (ESPC)

Lessons Learned

> Need strong, engaged lead agency (SSHA)

> Local/regional teaming increased impact by **4x**

> Fastest approach to scale was enrolling property meters in CDG

> However, uncertainty from HUD accounting/rules creates hesitancy and risk

> Great fit for any housing providers

> With some challenges for Section 9 housing and with EPCs

> "RAD Conversions" help to unlock the potential for PHAs

> Resident participation is challenging - proposed National Grid plan should help (E-SFA)

Questions?

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Program Updates

Program Updates

Program Area	Update
Supported Activities	No update as of June 2020
Other Program Details	Inclusive Community Solar Adder (ICSA)
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

Inclusive Community Solar Adder

Goal: Increase access to community solar for low-to-moderate income (LMI) households, help people save money on their electric bills; reduce operating costs for affordable housing and nonprofits serving disadvantaged communities (DACs).

> The Inclusive Community Solar Adder (ICSA) was approved in the May 2020 NY-Sun Order as part of $135 million Solar Energy Equity Framework, and launched on July 20, 2021.

> ICSA works within the existing CDG rules and NY-Sun program structure. All NY-Sun Participating Contractors can receive the Adder for eligible projects.

> Available to projects serving low-to-moderate income subscribers, affordable housing, and other facilities serving disadvantaged communities.

> Estimated Impact: 25,000–50,000 LMI households, affordable housing providers, and facilities serving DACs will receive bill savings from ~500 MW of community solar.

Key Program Rules and Requirements

This slide is for reference only, see the [NY-Sun Program Manual](#) for complete program rules

> CDG projects with approved NY-Sun applications are eligible, new projects must first submit NY-Sun applications and then apply for the ICSA

> ICSA incentive award is based on project type and planned capacity allocated to eligible subscribers

> ICSA payment is based on actual, documented capacity allocated to eligible subscribers

> At least 20% of project capacity must be allocated to eligible residential subscribers

> The program provides multiple options for documenting that LMI residential subscribers are considered eligible

> Eligible nonresidential subscribers include qualified affordable housing and nonprofits serving DACs

> All eligible subscribers must be "new" and used for the ICSA on only one project

ICSA x The Predevelopment Program

> Compelling Predevelopment Program applications will provide the greatest possible benefits to LMI households

- The Inclusive Community Solar Adder (ICSA) is available for CDG solar projects serving low- to moderate income (LMI) subscribers, affordable housing, and other facilities serving disadvantaged communities (DACs).
- For more information about the ICSA, visit NY-Sun's ICSA page

> Predevelopment applications that include ICSA projects are subject to additional criteria:

- Minimum percentage allocation of 60% of solar credits to a mix of either eligible residential or affordable housing/nonresidential subscribers
- Guaranteed savings of at least 15%
- Documented partnership with a community-based organization

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

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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 approximately one month in advance

Sign up to receive emails from NY-Sun
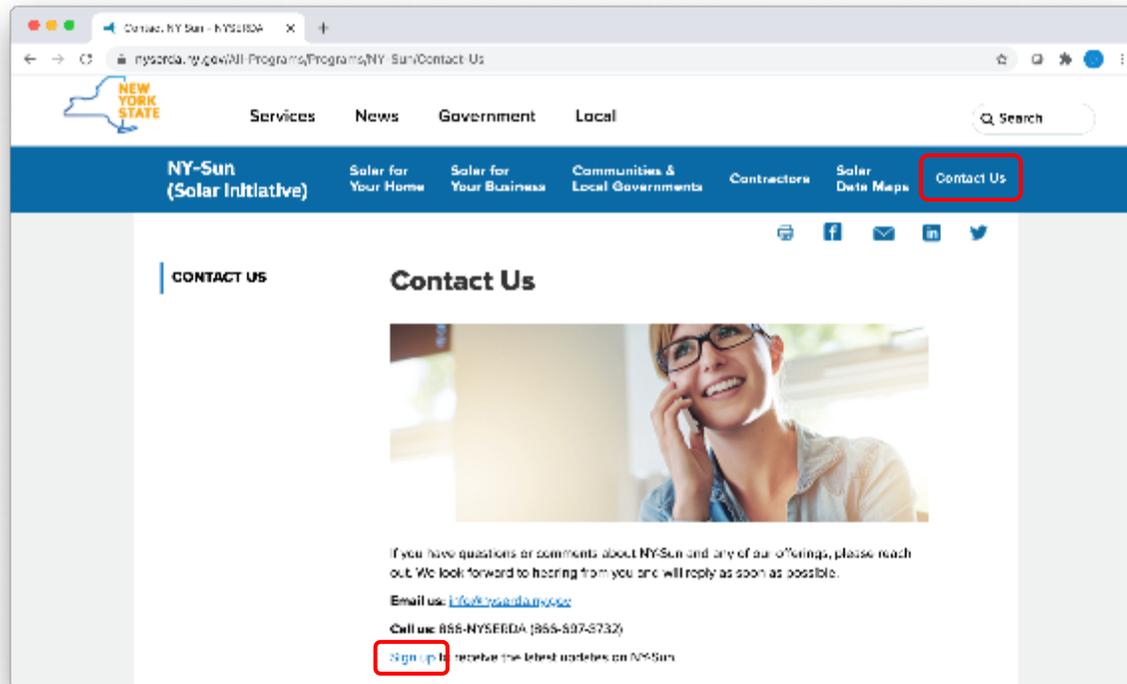
> Go to nyserda.ny.gov/ny-sun

> 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

> 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

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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

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]

NEW YORK STATE ENERGY
RESEARCH AND
DEVELOPMENT AUTHORITY

Signature _____

Signature: _____
NYSERDA Authorized Signatory

Name

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

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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

Other NYSERDA Programs & Resources

For Multifamily Buildings

Flexible Technical Assistance (FlexTech) Program

> **Cost-share technical assistance services:**
- 50% cost share of energy audit and other studies
- Can be combined with MPP incentives
- Use it for standalone studies or as part of your MPP project
- Use a FlexTech Consultant or Independent Service Provider

> **For more information, visit** nyserda.ny.gov/flextech

On-site Energy Manager (OsEM) Program

> **Hire On-site Energy Manager & NYSERDA will subsidize the salary**

- Provides up to 75% cost share for having an on-site energy manager
- Minimum requirements: 20 hours per week, 1 year engagement
- Can manage multiple buildings

> **For more information, visit** nyserda.ny.gov/osem

Multifamily Performance Program (MPP)

> **Technical support and incentives to improve your building through energy efficiency upgrades**

- Comprehensive energy efficiency program
- Project must yield at least 15% energy savings relative to the building's energy use
- Utilizes vetted Providers in Multifamily Building Solutions Network
- Program is technology agnostic
- Additional incentives for MPP projects with heat pump measures

> **For more information, visit** nyserda.ny.gov/mpp

RetrofitNY

> **Spearheading the creation of standardized, scalable solutions and processes that will improve the aesthetic and comfort of New York's buildings while improving their energy performance**

- Building Owners & Developers: make your operating costs more manageable with the RetrofitNY approach
- Solutions Providers & Manufacturers: transform how buildings are renovated and explore development of key technologies needed for RetrofitNY

> **For more information, visit** nyserda.ny.gov/retrofitny

Real Time Energy Management (RTEM) Program

> **Cost-share for installation and ongoing support for real time data monitoring and analytics**

- Gain real time visibility into your current and historical energy performance
- Improve the reliability and uptime of systems with automated predictive capabilities
- Covers: hardware, installation, and ongoing support
- Must partner with an approved RTEM vendor
- Service contract for up to 5 years after installation

> **For more information, visit** nyserda.ny.gov/rtem

Building Operations and Maintenance Workforce Development Training Program

> **Improve the skills of existing building operators and maintenance workers**

  - Provides funding to develop training and tools for building operators and maintenance workers
  - For buildings with annual energy expenditures of $1M or more
  - 50% cost share of project costs, with cap of $400K

> **For more information, visit** nyserda.ny.gov/All-Programs/Programs/Clean-Energy-Workforce-Development/Building-Operations-and-Maintenance-Program

How to Access Each Multifamily Program

> Flexible Technical Assistance (FlexTech) Program: nyserda.ny.gov/flextech

> On-site Energy Manager (OsEM): nyserda.ny.gov/osem

> Mutlifamily Performance Program (MPP): nyserda.ny.gov/MPP

> RetrofitNY: nyserda.ny.gov/retofitny

> Real Time Energy Management (RTEM) Program: nyserda.ny.gov/rtem

> Building Operations and Maintenance Workforce Development Training Program: nyserda.ny.gov/All-Programs/Programs/Clean-Energy-Workforce-Development/Building-Operations-and-Maintenance-Program

> NY-Sun: nyserda.ny.gov/solar