

**Greenhouse Gas Reduction Fund**

**Solar for All**

**New York State Solar for All Program Work Plan**

*Project Period: 9/1/2024-8/31/2029*

**Project Title: New York State Solar for All**

**Grant Number: 84088901**

**Organization Name: New York State Energy Research and Development Authority (NYSERDA)**

**Geography: The State of New York**

## Table of Contents

Description.....	3
Linkage to U.S. EPA’s Strategic Goals:.....	3
Outputs and Outcomes.....	3
Definition of Low-Income and Disadvantaged Communities .....	4
Work Plan Activities .....	4
<b>Section 1: NYSERDA Administered Programs:</b> .....	4
1. NYSERDA Residential-Serving Community Solar Financial Assistance.....	4
1.1. Energy Assistance Program (EAP) + Community Solar.....	4
1.2. Inclusive Community Solar.....	7
2. NYSERDA Single-Family Residential Financial Assistance and Financing Solutions .....	9
3. Technical Assistance to Housing Agencies and Providers.....	10
4. Financial Assistance for NYC Affordable Housing .....	11
5. On-The-Job Training.....	14
<b>Section 2: Subrecipients Administered Programs</b> .....	16
1. City of New York (NYC) Subgrant: Public Solar NYC.....	16
2. New York State Homes and Community Renewal (HCR) Subrecipient .....	23
Strategy to Increase Resiliency and Grid Benefits Utilizing Energy Storage .....	28
Project-Deployment Technical Assistance Strategy .....	28
Equitable Access and Meaningful Involvement Plan .....	30
Fiscal Stewardship Plan.....	32
Budget Narrative .....	33
Personnel .....	33
Fringe Benefits .....	35
Travel .....	36
Equipment.....	36
Supplies .....	36
Contractual.....	36
Other .....	40
Additional Items.....	41
Timeline and Milestones.....	41

## Description

The New York State Energy Research & Development Authority (NYSERDA) will utilize the United States Environmental Protection Agency (EPA) Solar for All award to enhance New York State's existing portfolio of highly successful and effective solar deployment, technical assistance, and workforce development programs for the benefit of over 6.8 million residents that live in low-income and disadvantaged communities (LIDACs). Subgrantee agencies "New York State Housing Finance Agency ("HFA"), a public benefit corporation under the umbrella of New York State Homes and Community Renewal ("HCR"), HFA and HCR will collectively be referred to as HCR, and New York City Department of Environmental Protection (DEP), and partner agency New York City Housing Preservation & Development (HPD), will also implement new programs that target specific barriers to solar deployment for this population.

## Linkage to U.S. EPA's Strategic Goals

This award supports the following goals and objectives of the FY 2022-2026 EPA Strategic Plan.

Goal 1: Tackle the Climate Crisis

Objective 1.1: Reduce Emissions that Cause Climate Change

## Outputs and Outcomes

The table below summarizes the budgets, outputs, and outcomes of activities to be supported by New York's EPA Solar for All award:

Program	SFA Budget (\$ million)	% of Total Budget	MW Solar Deployment	Households Served	Lifetime Household Benefits (\$ million)	Annual Avoided CO2 Emissions (Tons)^	Jobs Created*
NYSERDA Resident-Serving Community Solar Incentives	\$107.7	43.1%	242.4	48,473	\$142.6	197,480	2,554
NYSERDA Single-Family Residential Solar Incentives**	\$15.0	6.0%	8.9	1,182	\$16.8	4,250	304
NYSERDA Multifamily Affordable Housing Solar Incentive**	\$18.8	7.5%	3.1	5,000	\$18.2	1,580	77
Technical Assistance to Housing Agencies and Providers, Workforce Development and Administrative	\$34.5	13.8%	N/A	N/A	N/A	N/A	N/A
New York City Mayor's Office of Climate Equity and Justice (MOCEJ) – Public Solar NYC (subgrant)***	\$37.5	15.0%	8.0	3,950	21	4,060	197
New York State Division of Housing and Community Renewal	\$36.3	14.5%	7.6	12,091	\$25.0	3,890	188

(HCR) – Affordable Housing (subgrant)***							
<b>Total</b>	<b>\$249.8</b>	<b>100.0%</b>	<b>270.0</b>	<b>70,696</b>	<b>\$223.3</b>	<b>211,260</b>	<b>3,320</b>
Total Enabling Upgrade Funding	\$15.0	6.0%					
Total Financial Assistance	\$210.7	\$84.4%					
^ Estimated using EPA's AVERT tool.							
* Estimated using NREL Jobs and Economic Development Impact (JEDI) Model for photovoltaics.							
** Includes enabling upgrade funding.							
*** Includes non-project funding (tech assistance/admin/outreach).							

## Definition of Low-Income and Disadvantaged Communities

As described in the Work Plan Activities section below, NYSERDA will use each of the four definitions of low-income and disadvantaged communities (LIDACs) included in the EPA Solar for All Notice of Funding Opportunity:

1. CEIST-Identified Disadvantaged Communities
2. EJSscreen-Identified Disadvantaged Communities
3. Geographically Dispersed Low-Income Households
4. Properties Providing Affordable Housing

Different program activities may utilize one or more of these definitions for purposes of participant eligibility, and for some activities NYSERDA may focus on the subset of LIDAC definitions 1 and 2 (geographically-defined LIDACs) that also correspond with New York's designated Disadvantaged Communities (see [www.nysenda.ny.gov/ny/Disadvantaged-Communities](http://www.nysenda.ny.gov/ny/Disadvantaged-Communities)).

Where EPA-funded activities use participation in another program as the basis to verify income (e.g. WAP, LIHEAP), the program will conform with the 'Low-income' definition in the Solar for All terms and conditions.

## Work Plan Activities

Section 1: NYSERDA Administered Programs:

### 1. NYSERDA Residential-Serving Community Solar Financial Assistance

- **Definition of Residential-Serving Community Solar:** A solar PV power-producing facility or solar energy purchasing program from a power-producing facility, with up to 5 MW nameplate capacity, that delivers at least 50% of the power generated from the system to multiple residential customers within the same utility territory as the facility.
- **Budget:** \$107.7 million

#### 1.1 Energy Assistance Program (EAP) + Community Solar

- **Implementation Activity or Planning Activity:** Implementation
- **Activity Type:** Financial Assistance for Residential-Serving Community Solar
- **Definition(s) of LIDAC Used:**
  - Geographically Dispersed Low-Income Households

**Description:**

NYSERDA will implement Energy Assistance Program (EAP) + Community Solar as a modified version of the successful “Expanded Solar for All” program that is currently providing utility bill credits to approximately 168,000 low-income households in Upstate New York. EAP + Community Solar provides community solar and associated guaranteed bill savings to all customers participating in a utility’s Energy Affordability Program, which is a utility bill discount program for low-income (Low Income Home Energy Assistance Program (LIHEAP)-eligible) households that is administered by each of New York’s utilities. EPA Solar for All funds will be used to fund additional projects with deeper household savings than would otherwise be possible.

Individual community solar projects will enroll in the program through a standard offer process, and enrolled projects will commit to dedicating their entire solar generation, and the associated community solar credits, to the program. The utility administers the program, compensating project owners and then directly distributing the community solar credits to all customers enrolled in the EAP program. The community solar project owners are not responsible for any acquisition or management of participating customers, which significantly reduces program costs and maximizes household energy cost savings to low-income participants over the full 25-year life of the project. As more projects enroll and are constructed over time, the total monthly cost savings delivered to each participating household will continue to grow.

In May 2024, New York’s Public Service Commission authorized the expansion of the program to all of the State’s investor-owned utilities, with the “Statewide Solar for All” program anticipated to provide regular monthly bill credits to approximately 800,000 low-income households. (Note: while the “Solar for All” name has been used to describe this program model in New York since 2017, to avoid confusion in this Work Plan this program model will be referred to as EAP + Community Solar.)

With EPA Solar for All funds:

- NYSERDA will present a standard offer contract to qualified solar developers who have been approved via the existing NY-Sun Participating Contractor Program Opportunity Notice procurement process. These incentives are set based on NYSERDA’s analysis of the additional project funding needed for a project to be constructed and deliver the required benefits. This analysis includes projections of capital expenses, such as interconnection and equipment costs, ongoing operations and maintenance costs, revenue from the generation of electricity, and other factors.
- The incentive will be offered on a “per Watt” basis, paid to the project developer upon project completion and enrollment in the applicable utility’s EAP + Community Solar program.
- Projects will be eligible to secure an incentive contract after reaching project development maturity requirements, and before entering commercial operation.
- To secure the incentive, a project must contractually commit to:
  - Enrollment in the applicable utility’s EAP + Community Solar program upon completion.

- Dedication of all of the project's generated electricity for 25 years to the EAP + Community Solar program.
- For projects receiving EPA Solar for All funding, a minimum of 20% of the monetary value of the generation going to the program's customer savings pool.
- The monetary value contributed to the customer savings pool will be distributed by the utility to participating LIDAC households in the form of monthly electricity bill credits.
- The project developer (or ownership entity) will be responsible for the operations and maintenance of the project over its full lifecycle, with the 25-year Value Stack tariff compensation based on continued electricity generation. At the end of the project lifecycle, the owner will be responsible for repowering, decommissioning, and/or recycling system components as applicable.

#### **References:**

- Statewide Solar for All Public Service Commission Order:  
<https://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={D02B828F-0000-C01A-8E42-33080180CDA9}>

#### **Meaningful Benefits:**

The minimum 20% household savings requirement will be calculated using the existing EAP + Community Solar program rules and method as described above (i.e., a minimum of 20% of the monetary value of all generation from each incentivized project will go to the customer savings pool), which also complies with the federal Low Income Communities Bonus Tax Credit Category 4 methodology. For clarity, this means that 20% of the monetary value of *100%* of all generation from each project will be dedicated to household savings, yielding twice the total household savings compared to the minimum Solar for All requirement (i.e., based on 50% of generation).

The process for the calculation and distribution of benefits from EAP + Community Solar is detailed in the Statewide Solar for All Public Service Commission Order and associated program documents and utility tariffs. It is summarized below, with the term "Customer Share" maintained from the Order and indicating household savings:

- 1) Projects participating in the program will inject their generation into utility service territory's systems;
- 2) The utility will calculate the Value Stack credits associated with a participating project's generation using its existing Value Stack tariff;
- 3) The Value Stack credits will be split into three portions:
  - a) a Customer Share to be used for participating customers' benefit, based on that project's compensation level. For projects receiving Solar for All funds the Customer Share will be no less than 20% of the project's compensation level;
  - b) a Utility Administrative Fee; and

- c) the remainder, which will be paid directly to the project owner.

**Reporting:**

- The “Statewide Solar for All” Public Service Commission Order establishes a process for projects and utilities to report total electric generation, total monetary value contributed to the customer pool, and total number of eligible households participating in the program. NYSERDA will utilize these data sources for grant reporting.

**Education and Outreach:**

NYSERDA will partner with the utility administrators of the EAP program for education and outreach to eligible customers. These activities will not be funded by the EPA Solar for All grant.

1.1. Inclusive Community Solar

- **Implementation Activity or Planning Activity:** Implementation
- **Activity Type:** Financial Assistance for Residential-Serving Community Solar
- **Definition(s) of LIDAC Used:**
  - CEJST-Identified Disadvantaged Communities
  - EIScreen-Identified Disadvantaged Communities
  - Geographically Dispersed Low-Income Households
  - Properties Providing Affordable Housing

**Description:**

- The Inclusive Community Solar program will be implemented as a modified version of NYSERDA’s existing Inclusive Community Solar Adder using the existing NY-Sun program implementation infrastructure.
- NYSERDA will present a standard offer incentive contract to qualified solar developers who have been approved via the existing NY-Sun Participating Contractor Program Opportunity Notice procurement process. These incentives are set based on NYSERDA’s analysis of the additional project funding needed for a project to be constructed and deliver the required benefits. This analysis includes projections of capital expenses, such as interconnection and equipment costs, ongoing operations and maintenance costs, revenue from the generation of electricity, and other factors.
- The incentive will be offered on a “per Watt” basis, paid to the project developer in three annual payments beginning with project completion.
- Projects will be eligible to secure an incentive contract after reaching project development maturity requirements, and before entering commercial operation.
- The incentive payment amount will be adjusted based on the project’s actual performance in serving LIDAC households with the minimum 20% household energy savings for a minimum of 50% of dedicated project capacity.
- Higher incentive rates will be offered to projects that meet the Community Benefits requirements, with the existing Inclusive Community Solar Adder Community Benefits criteria to be adjusted over time based on community stakeholder input.

- The project developer (or ownership entity) will be responsible for the operations and maintenance of the project over its full lifecycle, with the 25-year Value Stack tariff compensation based on continued electricity generation. At the end of the project lifecycle, the owner will be responsible for repowering, decommissioning, and/or recycling system components as applicable.

#### **References:**

Inclusive Community Solar Adder program website: <https://www.nyserda.ny.gov/icsa>

Summary of Community Solar crediting process under NY regulations: <https://www.nyserda.ny.gov/All-Programs/NY-Sun/Contractors/Resources-for-Contractors/Community-Solar>

#### **Meaningful Benefits:**

- Minimum 20% household savings for LIDAC households who enroll in community solar subscriptions with projects receiving incentive funds.
- NYSEDA will use the existing Inclusive Community Solar Adder methodology to calculate % household energy savings, which requires each community solar subscription to contractually guarantee a minimum 20% discount on the monetary value of the community solar credits placed on the household's utility bill per the process defined in New York's community distributed generation regulations, with total credit allocation sized to the household's annual net electricity costs.
  - For households billed through New York's net crediting mechanism, the household savings rate is the same as the net credit rate, which will be required to be set at no less than 20% for households served by projects receiving incentive funds.

For households that receive a separate bill from the community solar provider, the household savings rate is calculated by starting with the value of the community solar bill credits distributed to the household, subtracting all payments made by the household, and then dividing that difference by the value of the bill credits distributed to the household. This rate must be no less than 20% for households served by projects receiving incentive funds.

#### **Reporting:**

- Using the existing NY-Sun implementation infrastructure and Inclusive Community Solar Adder reporting process, each project receiving incentive funds will, upon completion and for two subsequent years, submit household-level reporting, verified by documentation provided by the utility (Utility Host Statements), documenting performance of the program requirements and savings delivered to LIDAC households.

#### **Education and Outreach:**

NYSEDA will apply the existing Inclusive Community Solar Adder marketing and education requirements, which may be modified in response to program experience and stakeholder feedback, to projects receiving funding. These include requirements for clear, accessible, and culturally appropriate materials.

## 2. NYSERDA Single-Family Residential Financial Assistance and Financing Solutions

- **Implementation Activity or Planning Activity:** Planning
- **Activity Type:** Financial Assistance for Rooftop Residential Solar
- **Budget:** \$15,000,000 (Planning Period)
- **Definition(s) of LIDAC Used:**
  - CEJST-Identified Disadvantaged Communities
  - EIScreen-Identified Disadvantaged Communities
  - Geographically Dispersed Low-Income Households
  - Properties Providing Affordable Housing

### **Description:**

During the planning period, NYSERDA will continue to explore and assess new financial assistance program options and financial solutions that can both address market gaps in serving LIDACs and be effectively administered within the Solar for All grant structure. These solutions may include:

#### Rooftop Residential Solar Incentive

- This program will provide incentives in the form of grant funding for LIDAC homeowners to install rooftop solar and, where necessary, implement enabling upgrades. The program will include a pre-qualification process for solar installers to ensure that participating installers will deliver 20% household energy savings and have effective marketing and customer acquisition strategies.
- This program will be coordinated with the NYSERDA-funded battery storage programs described in the “Strategy to Increase Resiliency and Grid Benefits Utilizing Energy Storage” section.

#### Revolving Loan Fund

- This program will provide affordable direct lending products targeting 1-4 family residential properties in LIDACs to create a revolving fund, mirroring aspects of New York’s existing Green Jobs Green NY residential energy loan program in which loans are repaid out of household energy savings. Transaction sizes will be estimated during the planning period.

#### Loan Loss Reserve Fund (LLR)

- This program will provide credit enhancements to residential rooftop solar and residential-serving community solar investments, as well as community lending institutions (Community Development Financial Institutions, Credit Unions, regional and local banks and other specialized lenders) with solar financing products that serve LIDACs.
- Solar for All funding will be used as a reserve to provide partial portfolio loss coverage to lenders in case of a customer defaults on a loan, lease, or energy services agreement (ESA) for a specified period, as provided in the applicable loan, lease or ESA transaction documentation.
- As portfolio loans mature or are prepaid, the principal balance of the loan portfolio decreases which in turn frees up a portion of the LLR. This capital in the reserve could then be recycled, either into the same transaction which would effectively allow the lender to increase the size of its original loan portfolio, or to be utilized to support new loan portfolios from different lenders.

### Tax Credit Transferability and Direct Pay Bridge Loan Fund

- This program will offer below-market interest rate bridge loans to eligible project developers and property owners, providing the necessary funding at the start of construction and until receipt of the purchase price under the tax credit transfer or direct pay agreement. It may include technical assistance for the transfer or direct pay of tax credits, and the development of credit transfer agreements.

#### **References:**

Green Jobs Green NY program website: <https://www.nyserda.ny.gov/All-Programs/Green-Jobs-Green-New-York>

#### **Meaningful Benefits:**

- Minimum 20% household savings for LIDAC households who install solar projects that utilize potential financial assistance and/or financing solutions.

#### **Reporting:**

- NYSEDA will develop specific metrics and procedures to collect and report required project-level data for any financial assistance programs/products developed.

#### **Education and Outreach:**

- NYSEDA will engage solar installers, potential financing partners and other stakeholders to identify program options, market gaps and assess potential financing solutions.

### 3. Technical Assistance to Housing Agencies and Providers

- **Implementation Activity or Planning Activity:** Implementation Activity
- **Activity Type:** Technical Assistance
- **Budget:** \$6,375,750 (Subset of Technical Assistance, Workforce Development, and Administration budget in Outputs Table above)
- **Definition(s) of LIDAC Used:**
  - Properties Providing Affordable Housing

#### **Description:**

NYSEDA will competitively procure technical assistance to support the EPA-funded Solar for All activities to be undertaken by HCR and HPD, as described in the “Financial Assistance for NYC Affordable Housing” and “New York Homes and Community Renewal (HCE) Subgrant” Work Plan Activities detailed below. HCR and HPD will deploy EPA-funded financial assistance directly to their portfolios and pipelines of regulated affordable housing, adding solar to existing funding programs that construct and preserve affordable housing in New York.

In support of the deployment of these activities, NYSEDA will procure technical assistance provider(s) to work directly with HCR and HPD. The technical assistance provider(s) will provide services to HCR and HPD including:

- Direct Agency Technical Assistance – Assist with program design during the planning period, train agency staff, produce program materials, tools and public facing documents.
- Pipeline Building – Assist with identifying potential projects, conducting outreach, screening applications and making final project selections.
- Project Support – Providing selected projects with ongoing support through the design and installation of solar systems, including assistance with EPC selection and equipment selection.
- Reporting and Compliance – Assist with tracking key impact metrics and ensuring compliance with EPA terms and conditions.

#### **Meaningful Benefits:**

- The technical assistance provider(s) will support the delivery of the meaningful benefits outlined in “Financial Assistance for NYC Affordable Housing” and “New York Homes and Community Renewal (HCE) Subgrant” Work Plan Activities.

#### **Education and Outreach:**

- HPD and HCR will work with the technical assistance provider(s) to conduct trainings for internal staff and external partners to build awareness of the program opportunity and identify potential projects.

#### **4. Financial Assistance for NYC Affordable Housing**

- **Implementation Activity or Planning Activity:** Planning Activity
- **Activity Type:** Financial Assistance for Affordable Housing
- **Budget:** \$18,771,750 (Anticipated over five years)
- **Definition(s) of LIDAC Used:**
  - Properties Providing Affordable Housing

#### **Description:**

HPD and NYSERDA will partner to deploy Solar for All programs directly to HPD’s portfolios of regulated affordable housing, adding solar to existing funding programs that construct and preserve affordable housing across New York City. NYSERDA and HPD will deploy funds as incentive (grant) contracts to qualified solar installers through NYSERDA’s existing NY-Sun program infrastructure.

NYSERDA and HPD will implement specific contract requirements and payment milestones to better serve the affordable housing market. Enabling upgrades for eligible measures, such as roof repairs and electrical panel upgrades needed to implement solar, will not exceed 20% of financial assistance.

NYSERDA and HPD will utilize the planning period to fully develop the “HPD Strategies” below and will conduct the following activities:

- Procure Technical Assistance provider(s) with NYSERDA (see related Activity 1.4 above).
- Conduct stakeholder engagement with housing agency staff and market participants.
- Develop and complete design of Solar for All financial assistance to affordable housing.
- Streamline the solar consent process for HPD asset managed properties.
- Begin screening portfolios of affordable housing for solar suitability and owner interest.

### **HPD Strategies (to be assessed and refined during the planning period):**

Standalone/ Mid-Cycle Solar Projects: NYSERDA and HPD will deploy financial assistance, as well as the technical assistance described in Activity 1.3, to qualified HPD buildings that are not otherwise implementing capital upgrades, including hard-to-serve multifamily low-income cooperatives and non-profit rental buildings. Financial assistance will be sized to maximize the benefits to building residents where the cost of borrowing reduces the benefit, and to address the challenge of securing loans for affordable housing.

1-4 Family Projects: HPD's HomeFix Program serves low income 1-4 family homes, primarily located in Disadvantaged Communities. These projects will be screened for solar suitability, and if deemed eligible for Solar For All, will be designed to be "solar ready" such that they can install solar through Solar For All.

Multifamily Development Pipelines: HPD and NYSERDA will deploy Solar for All financial assistance to affordable housing projects moving through the agency's existing federally-funded development pipelines that meet Solar for All program requirements.

### **References:**

- Development Pipelines: HPD and NYSERDA will deliver support in a similar fashion to the REDi: EB program: <http://www.nyc.gov/site/hpd/services-and-information/redi.page>
- HPD's Solar Where Feasible model: <https://www.nyc.gov/site/hpd/services-and-information/solar-where-feasible.page>
- NYSERDA's NY-Sun Solar Program: <https://www.nyserdera.ny.gov/All-Programs/NY-Sun>
- Low-Income Communities Bonus Credit Program: <https://www.energy.gov/justice/low-income-communities-bonus-credit-program>

### **Meaningful Benefits:**

#### Minimum 20% Household Savings

Through Solar for All, NYSERDA and HPD will serve a wide variety of regulated affordable housing types and ownership structures, which require a targeted approach to delivering household savings. HPD will deploy strategies based on housing type (single versus multifamily), ownership structure (co-op versus rental), and metering structure (tenant versus master metered). HPD will deploy approaches that maximize benefits, ensure housing affordability and resident savings.

HPD and NYSERDA will fully develop the meaningful benefits plan during the planning phase, but anticipate the following strategies to be deployed during program implementation:

- For all projects, HPD will require that building owners sign benefits agreements. HPD will reserve the right to audit owners to ensure that the benefits agreement is being carried out.
- Direct benefits to residents: For 1-4 buildings that have individual metering of electricity for each units, the solar project may be directly metered to onsite loads using net metering, and a minimum 20% household savings provided through direct ownership, power purchase agreement, or other arrangement.

- Indirect benefits to residents: For multifamily master metered buildings and multifamily tenant metered buildings, the solar project may be connected to the common area or owner's unit, with the owner received the direct financial benefits. Owners will be required to deliver no less than 50% of the net benefits to residents and indirect and "non-financial benefits" to resident, as calculated using the methodology for Category 3 of the Low-Income Communities Bonus Credit Program and associated IRS and HUD guidance.
- Indirect benefits to owner-occupants: For low-income cooperatives (i.e., owned by the low-income residents), solar projects may be net-metered to the building's common areas, with no less than 20% savings on the common electric load achieving the minimum household savings requirement. As an owner-occupied building, reducing the common area electrical costs provides community ownership benefits as well as a direct financial benefit to low-income residents in reduced maintenance charges from the common electricity costs.
- Community solar: For some housing types, New York's community solar mechanism may be used to distribute benefits from rooftop installations to individually-metered residents. Projects will be required, if a sufficiently large rooftop system can be installed, to dedicate at least half of their generation to community solar subscriptions that provide at least 20% household savings to residents under this arrangement (see Activity 1.2 for a detailed description of community solar subscription savings calculations). If a sufficiently large rooftop system cannot be installed (for example, due to the space constraints on tall multifamily buildings in New York City), subscriptions may be sized smaller than the households' current electric load, while still maintaining a 20% discount rate on the community solar credits provided.

#### **Reporting:**

- HPD, with the support of its Technical Assistance Provider, will track impact metrics and report them to NYSERDA to support the larger Solar for All reporting requirements and deadlines.

#### **Education and Outreach:**

- NYSERDA and HPD will work with its technical assistance provider(s) to conduct broad reaching trainings to educate its internal staff and external partners on Solar for All programming to assist in identifying and deploying qualified projects.
- NYSERDA and HPD will work with its technical assistance provider(s) to conduct external trainings for its networks to advertise opportunities to the buildings in HPD's portfolio and pipeline.
- NYSERDA and HPD will work with its technical provider(s) to identify potential projects, conducting outreach and maintaining a pipeline for each program area.

## 5. On-The-Job Training

- **Implementation Activity or Planning Activity:** Implementation
- **Activity Type:** Technical Assistance (Workforce Development)
- **Budget:** \$5,000,000 (Subset of Technical Assistance, Workforce Development, and Administration budget in Outputs Table above)
- **Definition(s) of LIDAC Used:**
  - CEJST-Identified Disadvantaged Communities
  - EJScreen-Identified Disadvantaged Communities
  - Geographically Dispersed Low-Income Households

### Description:

- NYSERDA will use \$5 million of the EPA Solar for All grant over five years to add funding to an existing on-the-job training (OJT) program, providing wage subsidies to solar developers and design and installation companies to hire workers from low-income and disadvantaged communities and to support training and certification costs for these new hires.
  - This funding will reduce the risk for businesses when hiring and taking the time to support new workers in gaining skills they need to succeed in new solar jobs.
  - Businesses receiving funds through the OJT program must remain in good standing regarding all New York State labor law and federal law for the protection of workers, which include paying the prevailing rate of wage and supplements (fringe benefits) to all workers under a public work contract.
  - In line with the Good Job Principles, the NYSERDA OJT program includes a NYS Department of Labor due diligence review of all participating employers to ensure that those employers do not have compliance issues with NYSDOL's Public Works, Labor Standards and/or Safety and Health Divisions, Workers' Compensation Insurance and Disability Insurance coverage, and Active Trade Adjustment Assistance (TAA) petitions. Additionally, the program incentivizes businesses to recruit and hire individuals from disadvantaged communities and priority populations through increased funding and direct program requirements. Funding provided to employers through the OJT program supports training and skills advancement of new employees. The payment structure is designed to encourage employee retention resulting from employers providing favorable working conditions and compensation that promotes economic security. Additionally, New York State law ensures workers a free and fair choice to join a union.
- For eligible workers hired through the program, NYSERDA will pay a percentage of that new hire's hourly wage for the eligible OJT period as a reimbursement to the business. Solar businesses are only subsidized if they hire workers from LIDACs.
  - With the Solar for All grant funding, NYSERDA will increase the wage subsidy to 75% for all eligible solar developers and design and installation companies that hire workers from the targeted populations that have historically had barriers to employment.
  - With an estimated average hourly wage of \$32 per hour, NYSERDA's average subsidy will be approximately \$23,000 per worker for OJT over a 6-month training period.
- Additionally, NYSERDA use EPA Solar for All funding to reduce the cost of training contractor employees participating in the OJT program through subsidized training, testing, and

certifications costs. NYSERDA will provide employers with an additional incentive (anticipated to be approximately \$1,000) payment per new hire who completes their OJT training period and who earns an eligible industry recognized solar certification, such as North American Board of Certified Energy Practitioners (NABCEP) certification.

**References:**

NYSERDA's existing On-The-Job Training for Energy Efficiency and Clean Technology Program:  
<https://www.nyserdera.ny.gov/All-Programs/On-the-Job-Training-Program>

**Outputs and Outcomes/Meaningful Benefits:**

- Approximately 200 new workers will be supported in prevailing wage positions for a total of \$4.7 million in wage subsidies.

**Reporting:**

- Using NYSERDA's existing OJT program reporting processes, NYSERDA will track the status and terms of employment for each worker receiving wage subsidies for the duration of their On-the-Job Training Period. NYSERDA will also track and report on industry-recognized certifications the new workers earn during their training period.

**Education and Outreach:**

- NYSERDA will work closely with the New York State Department of Labor (NYSDOL) to deliver the OJT program, including education and outreach to workers and businesses:
  - Without using EPA Solar for All funds, NYSDOL will assist participating businesses with developing OJT training plans as well as assessing necessary skills and identifying available workers that match those skills.
  - Without using EPA Solar for All funds, NYSDOL also administers One Stop Career Centers and an online Virtual Career Center to connect job seekers with jobs in the solar industry.

## Section 2: Subrecipients Administered Programs

### 1. City of New York (NYC) Subgrant: Public Solar NYC

- **Implementation Activity or Planning Activity:** Implementation
- **Activity Type:**
- **Budget: \$37,5000,000**
- **Definition(s) of LIDAC Used:**
  - CEJST-Identified Disadvantaged Communities
  - EIScreen-Identified Disadvantaged Communities
  - Geographically Dispersed Low-Income Households
  - Properties Providing Affordable Housing

Where EPA-funded activities use participation in another program as the basis to verify income (e.g. WAP, LIHEAP), the program will conform with the 'Low-income' definition in the Solar for All terms and conditions. If a household is not enrolled in public benefits programs but still qualifies, the City of New York will require additional documentation to verify income. Enabling upgrades for eligible measures, such as roof repairs and electrical panel upgrades needed to implement solar, will not exceed 20% of financial assistance.

#### Description:

This workplan activity focuses on the City of New York subaward for the **Public Solar New York City (PSNYC)** initiative, which will provide significant solar benefits in New York City. PSNYC is designed to have three major components:

- (1) A residential rooftop program to lease solar panels to owners of one-to-four-unit residential homes;
- (2) A residential-serving community solar program for projects sited on multifamily and/or commercial buildings;
- (3) A grant program for solar-enabling building upgrades.

These three program components are crafted to accelerate the deployment and access to solar for low-income households and residents of disadvantaged communities. Each component is accompanied by a coordinated outreach strategy. The purpose and core relationships of each program are summarized below (Figure 1).

**Figure 1: Overview of the Three PSNYC Program Components**

Programs	1. Public Leasing Program for Homeowners of 1-4 Unit Residential Buildings	2. Community Solar Sited on Multifamily and/or Commercial Buildings	3. Program for Solar-Enabling Upgrades
Description	PSNYC subsidizes solar installation and offers affordable <b>leases</b> of solar equipment to qualified 1-4 family homeowners.	PSNYC creates or supplements and administrates operation of a residential-serving <b>community solar</b> program using rooftops on identified buildings.	PSNYC provides <b>grants</b> up to \$20,000 to qualified residential buildings participating in PSNYC programs for solar-enabling upgrades, namely roof repairs, so the building is

			ready for solar installation. The Solar-Enabling Upgrades is an add-on to the other programs, primarily for Program 1. Public Leasing Program for 1-4 Unit Residential Buildings.
<b>Benefit to Participant</b>	Able to install solar without upfront costs and benefits from 20% household net savings post-installation with a below-market rate lease payment.	Eligible residents receive credit towards their electricity bill, reducing the participant's electricity costs by 20%.  Building owners will receive roof lease fees.	Able to perform retrofits to the building to prepare for solar installation. The Solar-Enabling Upgrades is an add-on to the other programs, primarily for Program 1.
<b>Financial Flow</b>	<i>PSNYC to homeowner:</i> <ul style="list-style-type: none"> <li>Subsidizes all upfront solar installation</li> <li>Provides affordable lease</li> </ul> <i>Homeowner to PSNYC:</i> <ul style="list-style-type: none"> <li>Pays monthly lease, resulting in 20% net savings on utilities</li> </ul>	<i>PSNYC to participant:</i> <ul style="list-style-type: none"> <li>Creates or supplements and manages a community solar program</li> </ul> <i>Participant to PSNYC:</i> <ul style="list-style-type: none"> <li>Pays community solar subscription fee</li> </ul>	<i>PSNYC to participant:</i> <ul style="list-style-type: none"> <li>Provides grant &amp; construction management of solar-enabling upgrades</li> </ul> <i>Participant to PSNYC:</i> <ul style="list-style-type: none"> <li>None</li> </ul>
<b>Purpose of Financial Product</b>	Implementation	Implementation	Implementation
<b>Expected award type (Note: To be confirmed during planning period)</b>	Equipment lease	Subaward to PSNYC for direct ownership of the installation  Building owner: lease of roof with attendant documents  Off-taker: standard community solar contract	Participant support cost
<b>Nature of Financial Product</b>	The financial product will be a low-cost loan with a fixed payment. Leases will not be forgivable but will have a buy-out option with a declining price after the tax credit compliance period. Leases do not have interest outside of default interest / late fees. Consumer protection guidance will be in place for the development of this product.	N/A – transaction is a direct ownership of the installation	Grant – exact legal form TBD
<b>Transaction Counterparty</b>	Homeowner	N/A – transaction is a direct ownership of the installation	Homeowner or building owner

		Roof lease: private building owner  Off-taker: Retail electric customers (primarily residential, some common / master meter for residential host buildings)	
<b>Program Beneficiary</b>	Homeowner	Tenants	Homeowner
<b>Estimated Size per Project/ Transaction</b>	\$27,900	\$95,000	\$20,000

Key Components of the Program:

1. **Leveraging Existing Initiatives:** The program builds on the success of initiatives like the NY-Sun program and incorporates the PSNYC initiative's strategies. This includes a focus on public leasing for 1–4-unit residential homes, community solar for multifamily and/or commercial buildings, and grants for solar-enabling upgrades. These components are designed to address the unique challenges faced by NYC residents, particularly in dense urban environments.
2. **Comprehensive Financial Support:** Financial assistance mechanisms will include grants, loans, and innovative financing models. These models are tailored to overcome barriers specific to LIDAC households in NYC, such as creditworthiness and the need for building upgrades. The financial strategy also reflects the reduced funding PSNYC received compared to initial requests, with a focus on ensuring long-term sustainability through revenue generation from solar leasing.
3. **Alignment with Statewide Goals:** The program aligns with New York State's broader climate and clean energy objectives, ensuring that at least 35% of the benefits from clean energy investments are directed to disadvantaged communities. The Climate Leadership and Community Protection Act (CLCPA) and the EPA's Greenhouse Gas Reduction Fund (GGRF) mandate these allocations. The PSNYC program is designed to maximize these benefits within the constraints of the awarded funds.
4. **Program Income:** PSNYC will generate income through a mix of lease revenue for 1-4 family solar leases, subscription revenue for community solar, and direct pay from Investment Tax Credits. Revenue will be revolved back into the fund to pay for installations and operating expenses. Expenses include installation costs (including enabling upgrades for qualifying households) and operating expenses including administrative costs, marketing, panel maintenance, and roof lease payments to building owners participating in the community solar program. In the first 5 years, PSNYC is projected to generate \$28M in revenue while spending \$55M on installations and \$10.5M on operating expenses for a net cash outflow of \$37.5M over 5 years which will be funded by SFA funding. After the first 5 years, the program is expected to generate \$3.5M in lease revenue per year while spending \$1.2M per year on operations, meaning PSNYC will have enough ongoing revenue to support maintenance for the duration of the useful life of the installed panels installed in the first 5 years funded by the SFA funds.
5. **Long-Term Asset Operation:** PSNYC will competitively procure an asset management provider that will be responsible for monitoring and maintaining the assets through their useful lives. The

asset management provider will also be responsible for managing lease payments. Once the useful life of a solar panel has been reached (estimated 15-20 years), the asset management provider can assist the customer with the following options: (i) replacing the solar panel and renewing a contract with the solar provider, (ii) purchasing and replacing the solar panels, transitioning to a solar ownership model, or (iii) removing the solar panels. This is the standard model for the leased solar industry.

#### Meaningful Benefits:

Public Solar NYC will enhance NYSEDA's ability to provide a minimum of 20% energy bill savings specifically in NYC for **3,000 LIDAC households**.

#### Household Savings

- **Guaranteed Energy Savings:** Participating LIDAC households will receive a minimum of 20% savings on their energy bills, with savings monitored and enforced through the program's financial structures.
- **Calculation of 20% household benefits:** The cost of solar will be set based on the current energy cost of each individual household and the amount of solar power generated. The solar lease or subscription payment plus the cost of non-solar energy used, minus the tax benefits will be set at 20% less than the current energy cost of the household, on average. This will be achieved by changing the cost of the solar lease or subscription as needed. Final structure and type of product to be defined during the planning period.
- **Calculation of Household savings throughout the 5-year program:** Household savings during the program would be calculated by first calculating the current electricity payments for the household to understand the baseline energy costs. Next, the solar energy generated would be deducted from the household's total energy to get the total solar and non-solar energy used. The cost of the solar lease payment or community solar subscription would be added to the cost of any electricity usage not replaced by solar to get the total cost of energy. Subtracting the new total cost of energy from the baseline results in direct energy savings. Finally, the value of the City tax benefit and State tax credits would be added to the direct energy savings to get total savings. Total savings would be divided by the baseline to get the percentage savings each year. Ensuring 20% household savings is delivered net of program costs: The household will not be paying for any of the upfront program costs and therefore savings will be based solely on current household energy spending compared to energy costs with PSNYC.
- **Strategy for Ensuring Households without individual meters receive benefits:** This strategy will be defined during the planning period.

#### Equitable Access to Solar

- **Overcoming Barriers to Solar Adoption:** The PSNYC program is designed to address the significant barriers that LIDAC households in New York City face when adopting solar energy. These barriers include the need for roof repairs and electrical system upgrades that are often necessary before solar panels can be installed. The program provides financial support in the form of grants up to \$20,000 for these essential solar-enabling upgrades, helping to prepare buildings for solar installations.

- **Community Solar and Financial Support:** The program will install community solar on smaller rental buildings, facilitating public or non-profit ownership, and providing LIDAC residents with solar credits at a 20% discount. Building owners will receive roof lease fees.
- **Target Population:** The main target customer for this solar adoption component is low-income 1-4 family homeowners. This is the main audience that PSNYC must reach, inform, and coordinate with to complete solar installations.

#### Community Ownership

- **Facilitating Direct Ownership:** The program will backstop term and bridge loans by providing sliding scale incentives for LIDAC households, offering credit enhancements, and delivering grants for make-ready improvements such as roof repairs, electrical upgrades, and quality assurance.
- **Enabling Community Solar Roof Leases:** Installing community solar on various building typologies in NYC, facilitating public or non-profit ownership that catalyzes elective pay or tax credit for LIDAC tenant subscribers; meanwhile, paying a roof lease fee to building owners and selling credits to LIDAC tenants at a 20% discount from the credit rate.
  - Community solar programs represent a key opportunity to extend the benefits of solar power to renters or others who pay electricity bills but may not be able to direct solar installations to their own rooftops. To this point, community solar deployment in NYC has been limited due to several obstacles including energy density to available space ratios, economics of implementation, and coordination across many partners.
  - PSNYC aims to overcome these by focusing on under-utilized areas in the city and partnering with existing successful programs, exploring community solar on City owned land, and including community partners in the PSNYC operating team.
  - Additional detail regarding end-of-life for the panel and strategies to limit risk to the communities will be addressed during the planning period.

#### Workforce Development and Entrepreneurship

- **Equitable Workforce Development:** The PSNYC initiative emphasizes the creation of job opportunities within the solar industry, specifically for residents of disadvantaged communities. This focus aligns with broader citywide goals to develop a green economy that is inclusive and accessible to all New Yorkers.
- **Integration with Existing Programs:** PSNYC plans to build upon existing workforce development initiatives in the city. For example, the program will collaborate with entities like the NYC Mayor's Office of Workforce Development and other local workforce training organizations that are already engaged in solar and green economy projects. This collaboration ensures that the PSNYC program benefits from established training and employment pathways.
- **On-the-Job Training and Workforce Initiatives:** The PSNYC program includes provisions for on-the-job training and other workforce initiatives that will be critical in preparing workers from disadvantaged communities for roles in the solar industry. This training is designed to provide participants with hands-on experience and the technical skills necessary to succeed in this growing sector.

## Reporting:

As a sub-awardee, the City of New York will work with NYSERDA to ensure compliance with federal regulations for reporting in accordance with 2 CFR 200.329 and 2 CFR 200.337 and EPA specific grants reporting guidelines. To guarantee proper fiscal management, City of New York will ensure that each report includes its own expenditures and that of any other subrecipients, contractors, and program beneficiaries. Per the terms and conditions of the grant, City of New York will engage in the following performance reporting: (1) performance reports and (2) transaction-level and project-level data.

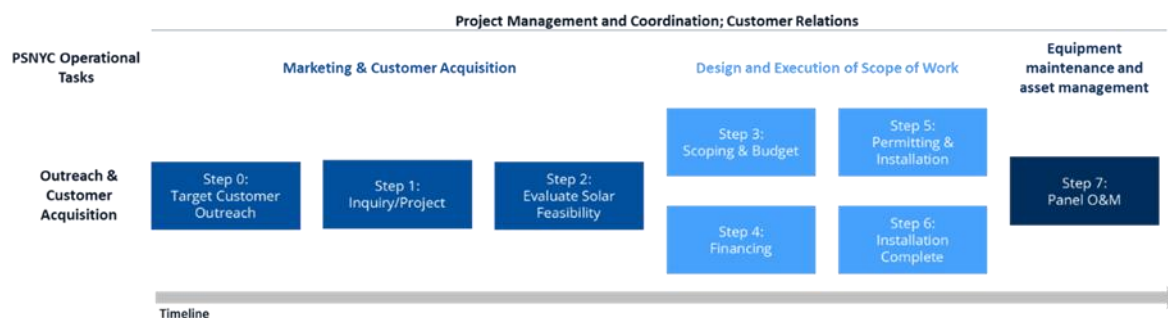
## Outreach and Education:

Effective and efficient outreach and customer acquisition is key to understanding the targeted customer profiles and the influencers or decision makers in each step. These include requirements for clear, accessible, and culturally appropriate educational materials. Specifically, PSNYC will utilize the marketing campaign as a mechanism for providing much needed educational services to the surrounding community.

In pursuit of this goal, PSNYC will seek to increase interest in PSNYC and acquire potential customers for the 1-4 Public Leasing program and Community Solar programs. In addition, the implementation entity will be responsible for providing support to interested participants on navigating the program, educating them on the benefits and overall process of participating in PSNYC, and acting as the intermediary between the interested participant and other PSNYC staff. PSNYC will provide technical assistance to potential PSNYC customers by assessing their need for additional financial assistance beyond the 1-4 Public Leasing program, conducting an initial assessment of the homeowner's building history, and assessing the building's roof conditions to determine eligibility for the program.

Even though PSNYC should be seen as a citywide initiative, targeted outreach strategies to smaller geographies (e.g., neighborhoods) have proven to be more effective and can support a more effective launch of PSNYC. Information from each target customer profile is used to inform the subsequent customer journey maps (as shown in Figure 2 ) for the 1-4 Public Leasing and Community Solar programs.

**FIGURE 2: CUSTOMER JOURNEY MAP IN RELATION TO PSNYC OPERATIONAL TASKS**



Because outreach will be a continuous and significant effort throughout PSNYC operations, it is listed as “Step 0: Target Customer Outreach” and includes details on methods and messaging to accomplish the most effective outreach (indicated by the number of completed installations in a given timeframe).

City of New York initiates targeted outreach efforts to engage low income 1-4 family homeowners, coordinating efforts with local energy outreach entities. Initial efforts will be clustered in specific geographic areas, piloting PSNYC efforts on smaller scales first before expanding program offerings citywide, as the program was intended. The implementation team vendors for PSNYC will include partners that will assist in achieving outreach and education goals.

PSNYC has already conducted interviews with small residential homeowners with solar to inform the existing outreach and education plan. At a high level, PSNYC will continue to engage low-income communities where relevant to inform outreach methods. The details will be finalized during the planning period.

The City team will build upon several existing and prior community engagement strategies. These include:

1. Climate Strong Communities which is a City run program that involves community members in resilience and climate mitigation strategies in high priority areas;
2. Technical working groups from long term planning for reports such as PowerUp NYC and PlaNYC: Getting Sustainability Done;
3. Existing community partnerships through work with the NYC Accelerator, the Environmental Justice Advisory Board, community partners for PowerUp NYC, and others.

### **Outreach methods**

The following outreach methods will be used connect with LIDAC customers:

- Online presence
  - Host an official website with PSNYC description and benefits, and a contact form. This contact form should connect directly with the PSNYC for follow up, initiating the customer journey.
  - Social media pages and targeted ads; possibly in collaboration with the Mayor’s Office and other solar organization accounts.
- Connections with existing energy outreach entities and community based trusted institutions
  - Train organizations to understand and speak about PSNYC to residents.
  - Joining outreach events hosted by local homeowner support organizations: tabling, educational workshops, webinars, etc.

## 2. New York State Homes and Community Renewal (HCR) Subrecipient

- **Implementation Activity or Planning Activity:** Planning Activity & Implementation Activities
- **Activity Type:** Financial Assistance for Affordable Housing
- **Budget:** \$36,302,500
- **Definition(s) of LIDAC Used:**
  - CEJST-Identified Disadvantaged Communities
  - EJScreen-Identified Disadvantaged Communities
  - Geographically Dispersed Low-Income Households
  - Properties Providing Affordable Housing

### Description:

Through subgrants from NYSERDA, HCR will deploy Solar for All programs directly to its pipelines of regulated and subsidized affordable housing, adding solar funding sources and technical support to existing State funding programs that construct and preserve affordable housing across New York. HCR will deploy unique strategies for each housing type to maximize energy savings and solar benefits for the residents and owners.

The HCR subgrant will be structured in the same way as the existing New York Clean Energy Initiative, through which HCR has successfully administered State clean energy funding for affordable housing as a NYSERDA subgrantee since 2020. NYSERDA and HCR will use the same program mechanics to deploy Solar for All funds, which consist of the following:

- NYSERDA and HCR agree on program terms and conditions;
- On a regular basis, HCR forecasts their pipeline of projects and funding needs based on program requirements;
- HCR requests payment of the projected funding needs from NYSERDA in advance of loan closings;
- HCR deploys funds to selected projects (as Participant Support Costs), per agreed upon terms, at time of closing.

During the planning period, to fully realize the concepts below, HCR will conduct the following activities:

- Hire staff dedicated to administering solar programs
- Procure technical assistance providers
- Conduct stakeholder engagement
- Develop and complete product design
- Draft and finalize term sheets and program guidelines
- Develop internal processes and procedures
- Develop program materials
- Conduct trainings
- Begin portfolio screenings and outreach in advance of program launch

### HCR Concepts:

(Implementation Activity) Multifamily Development Pipelines: HCR will deploy solar funds to projects moving through the agency's existing multifamily development pipelines that meet Solar for All program requirements. HCR will deliver solar subsidy for rooftop residential solar projects to affordable housing

development projects alongside other state subsidy and Federal Housing Tax Credit programs to fill the funding gap for solar solutions and key enabling upgrades. HCR will size the solar subsidy on a \$/watt basis to fill the gap left by existing incentive programs, such as the Solar Investment Tax Credit (ITC). HCR will publish a solar term sheet outlining key Solar for All terms and conditions to offer developers a predictable source of funding for solar. Solar for All funds will be delivered at the same time as other Housing Agency funds, for utilization as a source of funding during construction.

- LIDAC Eligibility: All selected development projects will meet the EPA’s definition of “properties providing affordable housing.”
- Enabling Upgrades: HCR does not anticipate a significant portion of enabling upgrades funding to be spent on this pipeline. Generally, roof conditions and other enabling upgrades will be addressed in the development scope of work. However, if a project requires additional funding for enabling upgrades in order to make solar feasible, HCR will spend enabling upgrades funds.

(Planning Activity) Asset Managed Pipelines: HCR will deploy funds for rooftop residential solar projects to regulated multifamily affordable housing owners that are overseen by HCR’s Office of Asset Management or that comply with Department of Energy’s Weatherization Assistance Program. In qualifying housing projects, more than 50% of the units are rented to households at or below 60% AMI and/or the development is located in LIDAC. Eligible projects in this concept will not be pursuing a recapitalization with HCR at the time of Solar funding. HCR will provide Solar for All grants or subsidy to fund solar and enabling upgrades, sizing awards on a \$/watt basis to fill the gap left after a project also accounts for other available solar incentives. HCR anticipates selecting projects based on one of two criteria 1) particularly hard to develop sites with very limited cash flow and poor roof condition, and 2) those undergoing complementary mid-cycle renovation work where solar can be particularly additive.

- LIDAC Eligibility: Projects will either already be in HCR’s asset managed pipeline and have a regulatory agreement and rents that meet the definition of “properties providing affordable housing” or will be participating in a proxy program, such as the Weatherization Assistance (WAP), which follows DOE WPN 22-5.
- Enabling Upgrades: HCR will evaluate the need for enabling upgrades on a project-by-project basis. HCR will prioritize enabling upgrades funding to projects that are well suited for solar, but infeasible due to eligible enabling upgrades opportunities. HCR will not exceed 20% of its financial assistance budget on enabling upgrades.

(Planning Activity) Single Family Home Ownership Programs:

HCR fund rooftop residential solar by leveraging existing pipelines from programs that serve single family homeowners to implement solar ownership programs for LMI homeowners in NY. HCR will explore multiple approaches, weighing the pros and cons of each, including a package of grant/loan, grants, or power purchase agreements. If HCR determines the best approach to include a package of grants/loan, HCR anticipates program income to be generated, the exact amount and timing to be determined during the planning period. During the planning period HCR will also explore competitively procuring an implementation partner to deploy program funds on behalf of HCR. The sizing of the loan and grant will consider the homeowner’s ability to monetize the solar ITC, when applicable, and offer

flexible repayment approaches. Grant funds to complete critical enabling upgrades will be provided alongside direct solar funding. Homeowners will realize at least 50% net savings after debt is repaid.

- LIDAC Eligibility: HCR will first utilize its own program eligibility as a proxy for Solar for All eligibility. If homeowners are ineligible by using HCR's program eligibility as a proxy, HCR will attempt to qualify homeowners using CEJST or EJSscreen methods, and lastly using geographically disbursed LMI household methods.
- Enabling Upgrades: HCR will evaluate the need for enabling upgrades on a project-by-project basis. HCR will prioritize enabling upgrades funding to projects that are well suited for solar, but infeasible due to eligible enabling upgrades. HCR will not exceed 20% of its financial assistance budget on enabling upgrades

### **References:**

HCR will structure its Solar for All programming similarly to its Clean Energy Initiative program and anticipates creating term sheets for the various approaches above.

### **Meaningful Benefits:**

#### Household Savings:

HCR oversees a wide variety of regulated affordable housing types and ownership structures, each of which requires a unique approach to delivering household savings. HCR will deploy strategies based on housing type (single versus multifamily), and metering structure (direct metered to tenant versus master metered). HCR will deploy approaches that align with industry best practices published by HUD as well as the IRS's ITC Category 3 bonus program.

In order to verify that the expected savings is being generated, HCR will require participants to sign a benefits agreement prior to receiving Solar for All funding. This agreement will include:

- Amount and flow of savings to participants;
- Requirements for ongoing monitoring and reporting;
- Provision that HCR reserves the right to audit savings if necessary.

HCR will deploy these strategies as they apply to the multifamily development pipeline during the implementation period and will further refine strategies for the pipelines in the planning period. HCR broadly anticipates implementing the following strategies:

Single Family Projects: For single-family rentals and single-family ownership solar, solar installations will be directly metered to power onsite loads using net metering. HCR will allow for the implementation of direct ownership of solar and power purchase agreements that provide at least 20% reduction in electricity bills for the end-user.

2-4 Unit Projects: For 2-4 unit buildings that have individually-metered electricity for each unit, HCR will allow for three options:

- Option 1: Multiple Interconnections

Allow the building owner to split the solar power between multiple electrical meters, directly connecting the power to each of the building's units. The owner of the building can provide a discount on the solar power to each tenant, resulting in a net 20% savings.

- Option 2: One Array to Multiple Connections

Allow the building owner to utilize technologies that split solar electricity between multiple meters without the need for multiple utility interconnections.

- Option 3: Indirect Benefits

Allow the owner to net-meter and supply power to the common area or owner's unit. Then allow the owners to provide indirect and "non-financial benefits" to residents. Reference guidance established by the IRS Guidance for its Solar ITC Category 3 Bonus program, which allows owners to keep 50% of the savings and requires the remaining 50% to be distributed to tenants equitably through a list of approved methods.

Multifamily Master Metered Projects: For multifamily properties that are master-metered for 100% of their power, require solar systems to be net-metered to offset as much of the property's electrical load as possible. Allow owners to provide indirect and "non-financial benefits" to residents. Reference guidance provided by HUD outlining the approved methods for providing non-financial benefits to residents. See link above.

Multifamily Tenant Metered Projects: For multifamily properties that have individual metering of electricity for each unit (direct tenant meter), allow solar projects that are net-meter and supply solar power to common areas. Then allow the owners to provide indirect and "non-financial benefits" to residents. Reference guidance established by the IRS Guidance for its Solar ITC Category 3 Bonus program, which allows owners to keep 50% of the savings and requires the remaining 50% to be distributed to tenants equitably through a list of approved methods.

Multifamily Co-Ops: For multifamily buildings owned by a co-op formed by the residents of the building that are individually metered, allow for two options:

- Option 1: Allow solar projects that are net-metered to supply solar power to common areas. As an owner-occupied building, providing a minimum of 20% savings on the common area electrical load provides community ownership benefits as well as a reduction in annual maintenance costs equivalent to the solar savings to the co-op shareholders.
- Option 2: Allow the development of community solar on top of HCR properties. Allow the building owner to install solar, connect to the utility via virtual net metering, allocate 50% of the system to the building common area, and then subscribe the remaining 50% to the tenants, either by:

- Sizing subscriptions to provide at least 20% savings to resident bills and distribute on first-come-first-served basis until fully subscribed; or
- Considering the size limitations of each system, projects may not be able to provide 20% to all the residents of a building. As such, distribute as much power as possible equally among tenants.

#### Equitable Access to Solar:

The New York State Homes and Community Renewal (HCR) agency's mission is to build, preserve, and protect affordable housing, increase homeownership, and invest in communities. All of HCR's Solar for All programming will be focused on increasing solar access to LMI communities. HCR's goal is to ensure that low- and moderate-income New Yorkers have access to financing to buy homes, and to improve housing conditions, accessibility, and energy efficiency. HCR also works to support small businesses and create sustainable communities.

#### Resiliency:

During the planning period HCR will explore extending funding for battery storage alongside solar funding.

#### Workforce Development:

HCR will follow Davis Bacon Act requirements and support prevailing wage for construction activities related to solar installation and enabling upgrades to support solar.

#### **Reporting:**

HCR, with the support of its Technical Assistance Provider, will track impact metrics and report them to NYSERDA to support the larger Solar for All reporting requirements and deadlines.

#### **Education and Outreach:**

- HCR will conduct broad reaching trainings to educate its internal staff on Solar for All programming to assist in identifying qualified projects
- HCR will also conduct external trainings for its networks to advertise its solar program opportunities to the public
- Selected TA providers will also assist in identifying potential projects, conducting outreach and maintaining a pipeline for each program area
- Selected TA providers will assist with development of public facing program awareness materials, including training materials, FAQs, and fact sheets

## Strategy to Increase Resiliency and Grid Benefits Utilizing Energy Storage

On-site energy storage, when paired with distributed solar, can maximize the value of solar generation and provide resilient, clean power during periods of grid outages. This is especially beneficial for communities residing in regions of the state most vulnerable to extreme weather and grid reliability events, including New York City, Long Island, and Western New York. Currently, NYSERDA offers an incentive of \$400/kWh to support residential storage paired with solar PV for qualifying low-and-moderate income households on Long Island.

In June 2024, the New York Public Service Commission authorized \$775 million in NYSERDA program funding to support the deployment of 200 MW of Residential energy storage and 1,500 MW of distributed non-residential (“Retail”) storage statewide, implemented via standard offer, fixed-rate, dollar per kilowatt-hour (\$/kWh) of installed capacity incentive programs. As proposed by NYSERDA in its Implementation Plans for these programs, the Residential program will allocate 40% of total program capacity, or 80 MW, toward the Residential Inclusive Storage Incentive, at an initial rate of \$450/kWh, to support the deployment of storage for eligible low-to-moderate income and disadvantaged community households statewide. Similarly, the Retail program will initially allocate 60 MW of program capacity, toward the Retail Inclusive Storage Incentive, at an initial rate of \$350/kWh, to support storage sited at eligible critical facilities located in disadvantaged community census tracts, such as affordable housing units, food banks, medical facilities, and community cooling centers. In both cases, most, if not all, storage systems supported through these programs are expected to be paired with solar PV.

These programs, expected to launch in 2025, will meaningfully increase resiliency and grid benefits by creating capacity that can deliver power to New York households and/or critical facilities during a grid outage. While their initial focus would be to deliver solar integration and resiliency benefits to vulnerable households, NYSERDA anticipates that forthcoming utility tariff structures, pay-for-performance programs, and Virtual Power Plant (VPP) models will enable the aggregation of residential storage towards providing critically important grid services during times of peak demand, both at the distribution and transmission level. For clarity, battery storage projects funded through these programs will not be directly funded by the Solar for All program.

## Project-Deployment Technical Assistance Strategy

In addition to the activities directly funded by the EPA Solar for All program, NYSERDA will continue to address key barriers to the implementation of solar and energy storage projects for low-income households and disadvantaged communities. At the center of New York’s Solar Energy Equity Framework (SEEF) is the Affordable Solar and Storage Predevelopment and Technical Assistance Program (Predevelopment Program), which provides technical assistance funding for the early-stage development of solar and/or storage projects that will benefit low-income households, affordable housing and disadvantaged communities. The early-stage initiatives have helped build a pipeline of solar installations eligible for direct project-level grants through the NY-Sun incentive program and NYSERDA expects this dynamic to continue through the EPA Solar for All program period.

A key part of the Predevelopment Program involves ongoing outreach to potential applicants through presentations to affordable housing groups, a quarterly webinar series, and regular communication with a range of community-based organizations and technical service providers. In particular, the

Predevelopment Program webinars are an opportunity to share updates to the program design, to share best practices from grantees, and to provide a platform for feedback from potential applicants.

With the support of Predevelopment Program grants, several organizations have successfully built a large portfolio of solar developments. Predevelopment Program grants will continue to provide support to community-led solar and storage projects through 2030.

#### Technical Assistance for Overcoming Interconnection Challenges

The following technical resources exist in New York for addressing challenges and barriers relating to distributed solar and storage interconnection:

- NYSERDA, DPS, and each of New York’s investor-owned utilities maintain on staff a dedicated Interconnection Ombudsperson, who is tasked with providing guidance on aspects of New York’s standardized interconnection process and coordinating with solar developers on individual interconnection applications.
- New York’s long-running Interconnection Policy Working Group (IPWG) and Interconnection Technical Working Group (ITWG) also serve as a forum for stakeholders to raise concerns and address challenges related to distributed energy resource (DER) interconnection.
- New York’s investor-owned utilities have developed and maintain interactive Hosting Capacity maps as a developer resource to help identify lowest-cost interconnection locations for distributed generation.

Additionally, in 2020, New York passed the Accelerated Renewable Energy Growth and Community Benefit Act (AREGCBA), which initiated a regulatory proceeding to identify investments in distribution and local and bulk transmission necessary to meet the State’s requirements under the Climate Act. As an outcome of that proceeding, the New York Public Service Commission approved the state’s first Coordinated Grid Planning Process (CGPP), a comprehensive, multi-year process to determine necessary investments in distribution and transmission infrastructure toward realizing New York’s Climate Act mandates. From the perspective of distributed solar and storage, this development is particularly noteworthy, given the risk of faster-than-anticipated distribution hosting capacity saturation that could result in a significant uptick in interconnection costs and slow deployment. NYSERDA is a member of the Energy Policy Planning Advisory Council (EPPAC) stakeholder group set up to inform the CGPP, and NYSERDA’s DER program includes a full-time Distribution Grid Policy Advisor staff member to inform NYSERDA’s involvement in this process. This role ensures that NYSERDA’s involvement in the CGPP is cognizant of distribution-level hosting capacity expansion needs and facilitating cost-effective interconnection and continued deployment of community solar and associated storage serving disadvantaged communities, especially those located in rural areas where interconnection upgrade costs can be prohibitively expensive.

#### Technical Assistance for Siting and Permitting

NYSERDA offers resources and direct technical assistance to help local governments manage distributed solar, energy storage and other clean energy development in their communities. These resources include clean energy guidebooks with tools and step-by-step instructions to assist local governments with preparing their communities for clean energy, one on one technical assistance to help implement the policies and practices, and workshops for local governments to receive training on a variety of clean

energy topics. The available guidance materials include, but are not limited to: technology overviews, permitting processes, local zoning laws, navigating the State Environmental Quality Review (SEQR), navigating the Office of Renewable Energy Siting's state level permitting process for large scale renewables, and fire safety/fire code considerations. This team works to build relationships with local governments and act as a resource for information to empower local officials to make the right choices for their communities. NYSERDA is supportive of local permitting agencies using technical tools such as SolarApp, but does not plan for direct deployment of these tools through Solar for All.

## Equitable Access and Meaningful Involvement Plan

### Breadth and Diversity Maximization

NYSERDA commits to maximizing the breadth and diversity of communities served by the program. New York State has a wide diversity of community types, from the nation's largest city to small rural hamlets, and including eight federally recognized tribal nations. New York's solar regulations, the existing SEEF administered by NYSERDA, and the new and expanded program activities to be implemented under this grant are designed to serve all types of communities, along with the very different housing and ownership structures found across the state. New York has implemented residential rooftop solar and residential-serving community solar programs and policies that make solar accessible to all residents, regardless of whether they rent or own their homes, are able to pay any upfront costs, live in rural or urban communities, or need technical assistance at the community level to support solar and storage deployment.

### Participatory Governance Plan

NYSERDA is working to address the challenges historically marginalized communities have faced in accessing programs and using their lived experience to inform solutions that support an inclusive clean energy transition. NYSERDA is integrating equity into internal operations through our Diversity Equity and Inclusion Strategic Plan which is focused on building a diverse, equitable and inclusive culture within the organization. With the creation of an Energy & Climate Equity team, NYSERDA is working to conduct more equitable, meaningful, and diverse community engagement. This will ensure historically marginalized communities are at the front and center of the decisions that impact their everyday lives.

A component of this is the development of Regional Clean Energy Hubs, designed to help New Yorkers access and navigate information they need to connect to the clean economy. Hubs provide a team of trusted, knowledgeable, community-based organizations in and from 12 regions of the State. They have experience with clean energy, energy efficiency, workforce and economic development, education, health, and housing. Hubs help and provide information to individuals, small businesses, and affordable housing owners about the benefits of the clean energy economy, ways to reduce energy use and costs, and how to make more informed energy decisions.

The Co-design of Community-Led Solar is a forthcoming initiative for community-anchored organizations to participate in a co-design process to develop an incentive program that supports community-led solar while limiting risks to communities from ownership. The intent of the co-design effort is to determine the most self-sustaining program design to support historically underserved communities in owning community solar projects and the development of community-led, rather than developer-led, solar. This may include the use of community benefits agreements. NYSERDA will take the findings from the co-

design process and integrate them into the State’s residential-supporting community solar programs (described in detail in the Financial Assistance Strategy section) to support community-owned and community-developed solar projects for low-income households and disadvantaged communities. The Community-Led Solar Co-Design process will take place during the planning period.

### Stakeholder Engagement

The Energy Equity Collaborative was established with a Founding Steering Committee in 2023. The Collaborative provides a coordinated forum for NYSERDA and community-based organizations and stakeholders that are representative of, or principally serve, disadvantaged communities to work together to address energy equity and climate justice issues and develop equitable programs. With NYSERDA’s support, the Collaborative will host public meetings and create working groups for sector-specific issues. The Collaborative will host a network of organizations that help ensure the experiences and needs of under-resourced and historically marginalized communities are front and center in decision-making and program planning. The Collaborative includes participation from other New York State agencies, including members of the interagency Low-Income Energy Task Force, with which NYSERDA will coordinate on issues and opportunities raised.

NYSERDA has established a Disadvantaged Community Stakeholder Services Pool via a Request for Qualifications (RFQ) for qualified CBOs that represent New York State’s disadvantaged communities. The pool of CBOs includes grassroots advocacy organizations, faith-based groups, environmental and climate justice organizations, as well as individual nonprofits, coalitions, and for-profit firms based in and with a substantial connection to those residing in New York State’s disadvantaged communities. Organizations qualified under this RFQ are available to work with NYSERDA staff through a variety of paid services. CBOs will assist NYSERDA address barriers to participation and inform how disadvantaged communities can receive a greater share of the benefits from clean energy investments and programs. This includes providing advice and input on programs and policies, facilitating community outreach and engagement, and participating in working groups organized by NYSERDA around various issues and program areas. These could include, but are not limited to, solar energy, workforce development, affordable housing decarbonization, clean transportation, and large-scale renewable deployment. Assistance may also be requested to design new programs or improve Authority-wide initiatives.

### Consumer Outreach and Protection

The Solar for All programs will involve a range of customer education, acquisition, and management tools and partners. NYSERDA provides funding (separate from EPA funds) to a wide range of community-based organizations for activities including outreach and education in their communities. In many cases, customer acquisition and management are handled by private solar companies, subject to the strict oversight described below.

New York has established robust consumer protection, especially during the customer acquisition process, as foundational to an equitable solar market. The Uniform Business Practices for Distributed Energy Resources (UBP-DERs) sets mandatory requirements for consumer marketing and acquisition practices, including standard customer disclosure forms for both rooftop residential and residential-serving community solar. The New York State DPS, with support from NYSERDA, enforces these rules and manages a customer complaint resolution process.

NYSERDA extends further protections and accessibility requirements through the SEEF programs. Residential-serving community solar providers participating in the Inclusive Community Solar program must submit a marketing plan describing how they will acquire customers, including non-English speakers, and contractors are screened for their ability and commitment to acquire and manage customers in a fair and appropriate way. NYSERDA has extended these requirements to the Affordable Solar incentive program for low-income rooftop residential customers.)

## Fiscal Stewardship Plan

NYSERDA has established certain general procedures for federal financial awards that are applicable when NYSERDA is the Prime Applicant, Co-Applicant, or providing any Letters of Support.

NYSERDA project management staff, Finance Department staff, and Counsel's Office will carefully review the EPA grant to ensure that NYSERDA will be able to comply with all the requirements of the award, including any conditions that affect the project itself. Any resultant contracts or subawards NYSERDA then makes based upon the Federal Funding will flow down the terms of the funding to any resultant contracts. NYSERDA maintains full compliance with requirements of 2CFR §200.303 and 2 CFR §200.332(b) and (d) via internal controls enforced through the finance and legal counsel staff.

NYSERDA's accounting system meets government standards for recording and collecting costs in accordance with 2 CFR 200.302(b)(1). NYSERDA is committed to ensuring reduction in waste, fraud and abuse, including compliance with New York State Private Sector Whistleblower Labor Law, which prohibits an employer from taking retaliatory personnel action against employees because the employee made a complaint of employer violations. The NYSERDA Conflict of Interest Policy, available at <https://www.nyserda.ny.gov/-/media/Project/Nyserda/Files/About/Board-Governance/NYSERDA-Code-of-Conduct.pdf>, is intended to supplement, but not replace, any applicable state and federal laws governing conflicts of interest applicable to Authority employees.

New York already has in place a comprehensive set of consumer protection requirements and enforcement processes for residential rooftop and residential-serving community solar, as well as processes for verifying eligibility, including income-eligibility, of program participants. This process includes referrals, as necessary, to other State and federal agencies to ensure that consumer protection and consumer financial laws, such as laws prohibiting unfair, deceptive, and abusive practices, are applied.

NYSERDA's contracting and procurement policies and agreements meet the requirements of 2 CFR 200.332(a) is available at Appendix D of EPA's Subaward Policy (GPI-16-01).

NYSERDA's Standards and Quality Assurance (SQA) department conducts onsite inspections of a representative sample of projects to ensure compliance, and installers demonstrating consistently high build quality receive the NY-Sun Quality Solar Installer designation.

## Budget Narrative

### Personnel

Personnel Category	Year 1	Year 2	Year 3	Year 4	Year 5	Total
.75 FTE 1 Vice President @ \$201,711/yr	\$30,257	\$31,164	\$32,099	\$33,062	\$34,054	\$160,636
2.5 FTE 1 Director @ \$201,711/yr	\$100,856	\$103,881	\$106,998	\$110,208	\$113,514	\$535,457
2.5 FTE 1 Assistant Director @ \$185,851/yr	\$92,926	\$95,713	\$98,585	\$101,542	\$104,588	\$493,354
.2 FTE 1 Program Manager @ \$161,674/yr	\$6,467	\$6,661	\$6,861	\$7,067	\$7,279	\$34,335
12.7 FTE 7 Sr Project Managers @ \$137,319/yr	\$348,790	\$359,254	\$370,032	\$381,133	\$392,567	\$1,851,776
9.4 FTE 7 Project Managers @ \$123,761/yr	\$289,601	\$298,289	\$307,237	\$316,455	\$325,948	\$1,537,530
3.5 FTE 2 Assistant Project Managers @ \$86,730/yr	\$60,710	\$62,531	\$64,407	\$66,341	\$68,331	\$322,320
TOTAL PERSONNEL	\$929,607	\$957,493	\$986,219	\$1,015,808	\$1,046,281	\$4,935,408

<i>Title</i>	<i>Role in Solar for All Program</i>
Vice President	Leads Distributed Energy Resources portfolio, provides executive management of Solar for All.
Director	Leads NY-Sun program and provides overall management of Solar for All.
Assistant Director	Supports overall management and implementation of Solar for All.
Program Manager	Oversees Solar for All evaluation, reporting and program compliance activities.
Senior Project Manager	Supervises implementation of Solar for All program activities, including direct engagement with contractors and projects, approval of documentation and reporting, and support of evaluation and program development activities.
Project Manager	Responsible for day-to-day implementation of Solar for All program activities, including direct engagement with contractors and projects, review of documentation and reporting, and support of evaluation and program development activities.
Assistant Project Manager	Support day-to-day implementation of Solar for All program activities,

## Fringe Benefits

<b>Fringe Benefits</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>Total</b>
<i>Vice Presidents @68.85% of salary</i>	\$20,832	\$21,456	\$22,100	\$22,763	\$23,446	\$110,598
<i>Directors @ 68.85% of salary</i>	\$69,439	\$71,522	\$73,668	\$75,878	\$78,154	\$368,662
<i>Assistant Directors @ 68.85% of salary</i>	\$63,980	\$65,898	\$67,876	\$69,912	\$72,009	\$339,674
<i>Program Managers @ 68.85% of salary</i>	\$4,453	\$4,586	\$4,724	\$4,866	\$5,012	\$23,640
<i>Sr Project Managers @ 68.85% of salary</i>	\$240,142	\$247,346	\$254,767	\$262,410	\$270,282	\$1,274,948
<i>Project Managers @ 68.85% of salary</i>	\$199,390	\$205,372	\$211,533	\$217,879	\$224,415	\$1,058,589
<i>Assistant Project Managers @ 68.85% of salary</i>	\$41,799	\$43,053	\$44,344	\$45,676	\$47,046	\$221,917
<b>TOTAL FRINGE BENEFITS</b>	<b>\$640,034</b>	<b>\$659,234</b>	<b>\$679,012</b>	<b>\$699,384</b>	<b>\$720,364</b>	<b>\$3,398,028</b>

List of Fringe Benefit categories:

<b>Account</b>	<b>Description</b>
<b>4100</b>	Social Security
<b>4101</b>	Medicare Tax
<b>4103</b>	MCTM Tax
<b>4105</b>	Health Insurance
<b>4106</b>	Health Insurance - PEP
<b>4107</b>	Health Insurance Buyout
<b>4110</b>	Dental Plan
<b>4125</b>	Vision Care Plan
<b>4130</b>	Dependent Care Plan
<b>4135</b>	LT Disability Plan
<b>4140</b>	Workers Compensation
<b>4145</b>	Unemployment
<b>4150</b>	Pension
<b>4155</b>	VDC Employer Contribution
<b>4160</b>	GASB 75 OPEB expense (prev 45)
<b>4165</b>	Tuition Reimbursement
<b>4175</b>	ST Disability Plan
<b>4190</b>	Other Employee Benefits
<b>4195</b>	Compensated Absences Adjustmt

## Travel

Travel Budget estimates based on established USGSA per diem rates. Actual travel costs will also adhere to USGSA rates and policies, and will not exceed budgeted amount. Anticipated travel costs include mileage costs, tolls, hotels, meals, and airfare. An estimated 5-10 trips will be taken annually for Solar for All program-related conferences, site visits, meetings, and/or outreach events.

Travel	Year 1	Year 2	Year 3	Year 4	Year 5	Total
<i>Travel within mainly New York State, but also in the United States in support of the program</i>	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$10,000
<b>TOTAL TRAVEL</b>	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$10,000</b>

## Equipment

NYSERDA will not purchase equipment with EPA funds.

## Supplies

NYSERDA will not purchase supplies with EPA funds.

## Contractual

Evaluation (\$2,000,000)

NYSERDA has a dedicated evaluation team, which includes internal NYSERDA staff and external, independent evaluation contractors, who are selected through a competitive procurement process. Evaluation activities include development of program theories and logics, market characterization and assessment, and impact and process evaluations.

Market characterization studies document empirical evidence of market transformation and identify any barriers that impede market transformation from occurring as expected. In parallel, NYSERDA conducts impact assessments to verify that energy production is meeting expectations and to serve as a benchmark to support the ongoing performance measurement of new and emerging solar and energy storage deployment strategies. NYSERDA also conducts process evaluations to assess and improve program efficiency and effectiveness, gathering input from participants, non-participants and other stakeholders.

NYSERDA competitively selects evaluation providers across multiple technology and program areas (i.e., an evaluation contractor may provide services for activities receiving EPA funding and for activities only receiving funding from other NYSERDA-administered sources). NYSERDA will carefully track evaluation contract costs associated with Solar for All activities. NYSERDA's accounting system meets government standards for recording and collecting costs in accordance with 2 CFR 200.302(b)(1), and is capable of segregating costs to allocate the costs properly across a number of funding sources.

### NYSERDA Standards and Quality Assurance Inspection Program (\$1,650,000)

The Quality Assurance/Quality Control (QA/QC) process for the NY-Sun program provides guidance and oversight for projects that receive NY-Sun incentives (including from SEEF programs) to ensure that projects meet applicable code requirements and high safety and performance standards. The overall goal is to ensure that partners can consistently provide customers with properly installed, safe, reliable solar projects that produce the projected amount of energy over their expected life cycle.

As part of this ongoing process, for projects receiving EPA Solar for All funds, NYSERDA will select a representative sample of completed projects for either onsite field inspections or as-built photo evaluation based upon the solar installer's demonstrated quality performance and production volume. Competitively selected third-party technical experts, under contract with NYSERDA, will perform field inspections, photo review services and provide any technical assistance, if needed. NYSERDA competitively selects QA inspection providers across multiple technology and program areas (i.e., a QA provider may conduct inspections for projects receiving EPA funding and for projects only receiving funding from other NYSERDA-administered sources). NYSERDA will carefully track QA/QC inspection contract costs associated with EPA-funded projects. NYSERDA's accounting system meets government standards for recording and collecting costs in accordance with 2 CFR 200.302(b)(1), and is capable of segregating costs to allocate the costs properly across a number of funding sources.

Solar installers will receive detailed reports designed to provide clear direction on any deficiencies found as well as any corrective action that must be taken. Performance reports are shared with the solar installers to facilitate continuous improvement. Customers are also able to request a Quality Assurance field inspection at no cost.

### Program Implementation Support (\$750,000)

NYSERDA is engaging, through competitive procurement, a consultant(s) to provide technical assistance, program implementation, and project management support to NYSERDA and state and local affordable housing agencies, including but not limited to HCR and HPD (Housing Agencies), for the purpose of advancing clean energy and sustainability initiatives, inclusive of Solar for All, and build institutional capacity to assess and incorporate clean energy and sustainability into programming, processes, regulatory functions and funding plans of those organizations. Consultant(s) may be competitively selected for services across a technology or market sector, including services that are not directly funded by Solar for All (i.e., a consultant may be selected for expertise on affordable housing program design and provide services related to activities funded by other NYSERDA-administered programs as well as Solar for All). The competitively selected consultant(s) will carefully track time and activity dedicated to Solar for All. NYSERDA's accounting system meets government standards for recording and collecting costs in accordance with 2 CFR 200.302(b)(1), and is capable of segregating costs to allocate the costs properly across a number of funding sources.

### Shared Administrative Services (\$1,750,000)

NYSERDA competitively selects "shared" administrative services providers with the expertise and experience to bring consistency of operations to NYSERDA's programs and processes. The shared administrative services provider(s) will undertake high-volume, low-complexity tasks such as application intake and review for compliance with rules and procedures, including eligibility of participants, service providers, projects, and measures; completeness of applications; and the compliance with the overall

requirements requested with written program rules; payment processing; and routine data collection and analysis.

NYSERDA competitively selects shared administrative services providers across multiple technology and program areas (i.e., an administrative services provider may review applications for projects receiving EPA funding and for projects only receiving funding from other NYSERDA-administered sources). NYSERDA will carefully track administrative services contract costs associated with EPA-funded projects. NYSERDA's accounting system meets government standards for recording and collecting costs in accordance with 2 CFR 200.302(b)(1), and is capable of segregating costs to allocate the costs properly across a number of funding sources.

#### Technical Assistance to Housing Agencies and Providers (\$7,375,750)

As described in Work Plan Activity 1.3, NYSERDA will competitively procure technical assistance to support the EPA-funded Solar for All activities to be undertaken by HCR and HPD, as described in the "Financial Assistance for NYC Affordable Housing" and "New York Homes and Community Renewal (HCE) Subgrant" Work Plan Activities detailed below. HCR and HPD will deploy EPA-funded financial assistance directly to their portfolios and pipelines of regulated affordable housing, adding solar to existing funding programs that construct and preserve affordable housing in New York.

In support of the deployment of these activities, NYSERDA will procure technical assistance provider(s) to work directly with HCR and HPD. The technical assistance provider(s) will provide four buckets of services to HCR and HPD including:

- Direct Agency TA – Assist with program design during the planning period, train agency staff, produce program materials, tools and public facing documents;
- Pipeline Building – Assist with identifying potential projects, conducting outreach, screening applications and making final project selections;
- Project Support – Providing selected projects with ongoing support through the design and installation of solar systems, including assistance with EPC selection and equipment selection;
- Reporting and Compliance – Assist with tracking key impact metrics and ensuring compliance with EPA terms and conditions.

#### Compliance Tool(s)/Platform(s) (\$150,000)

NYSERDA will competitively select a tool(s)/platform(s) to facilitate compliance with the DBRA requirements of the Solar for All terms and conditions, including cloud-based tool(s) to collect, verify, and manage compliance data as well as certified payroll report data from awardees, contractors, and subcontractors.

#### Financial Assistance: Residential-Serving Community Solar Incentive (\$107,718,281)

As detailed in Workplan Activity 1.1-1.2, NYSERDA will implement two residential-serving community solar incentive programs:

- NYSERDA will implement Energy Assistance Program (EAP) + Community Solar as a modified version of the successful "Expanded Solar for All" program that is currently providing utility bill credits to approximately 168,000 low-income households in Upstate New York. EAP + Community Solar provides community solar and associated guaranteed bill savings to all customers participating in a utility's Energy Affordability Program, which is a utility bill discount

program for low-income (Low Income Home Energy Assistance Program (LIHEAP)-eligible) households that is administered by each of New York's utilities. EPA Solar for All funds will be used to fund additional projects with deeper household savings than would otherwise be possible.

- NYSERDA will implement Inclusive Community Solar as a modified version of NYSERDA's existing Inclusive Community Solar Adder using the existing NY-Sun program implementation infrastructure.
- NYSERDA will present a standard offer incentive contract to qualified solar developers who have been approved via the existing NY-Sun Participating Contractor Program Opportunity Notice procurement process.

#### Financial Assistance: Single-Family Residential Financial Assistance and Financing Solutions (\$15,000,000)

As detailed in Workplan Activity 1.2, during the planning period, NYSERDA will continue to explore and assess new financial assistance program options and financial solutions that can both address market gaps in serving LIDACs and be effectively administered within the Solar for All grant structure. NYSERDA will present a standard offer incentive contract to qualified solar developers who have been approved via the existing NY-Sun Participating Contractor Program Opportunity Notice procurement process, and/or use another competitive selection (Request for Proposals/Qualifications) process.

#### Financial Assistance: Financial Assistance for NYC Affordable Housing (\$18,771,750)

As detailed in Workplan Activity 1.4, NYSERDA and New York City Housing Preservation and Development (HPD) will partner to deploy Solar for All programs directly to HPD's portfolios of regulated affordable housing, adding solar to existing funding programs that construct and preserve affordable housing across New York City. NYSERDA and HPD will deploy funds as incentive (grant) contracts to qualified solar installers through NYSERDA's existing NY-Sun incentive program infrastructure.

NYSERDA and HPD will implement specific contract requirements and payment milestones to better serve the affordable housing market. NYSERDA will present a standard offer incentive contract to qualified solar developers who have been approved via the existing NY-Sun Participating Contractor Program Opportunity Notice procurement process.

Enabling upgrades for eligible measures, such as roof repairs and electrical panel upgrades needed to implement solar, will not exceed 20% of financial assistance.

#### Financial Assistance: Workforce Development On-the-Job Training and Certifications (\$5,000,000)

As detailed in Work Plan Activity 1.5, NYSERDA will use \$5 million of the EPA Solar for All grant over five years to add funding to an existing on-the-job training (OJT) program, providing wage subsidies to solar developers and design and installation companies to hire workers from low-income and disadvantaged communities and to support training and certification costs for these new hires

## Other

Other	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Subgrant - City of New York (Public Solar NYC)	\$4,996,000	\$7,494,000	\$7,494,000	\$8,430,750	\$9,055,250	\$37,470,000
Subgrant - HCR	\$3,630,250	\$5,445,375	\$7,260,500	\$9,075,625	\$10,890,750	\$36,302,500
Subtotal Subgrants	\$8,626,250	\$12,939,375	\$14,754,500	\$17,506,375	\$19,946,000	\$73,772,500
DOE in-kind assistance	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$400,000
TOTAL OTHER	\$8,706,250	\$13,019,375	\$14,834,500	\$17,586,375	\$20,026,000	\$74,172,500

*Subgrant: City of New York (Public Solar NYC) (\$37,470,000)*

As detailed in Workplan Activity 2.1, the City of New York will implement the Public Solar New York City (PSNYC) initiative, which will provide significant solar benefits in New York City. PSNYC is designed to have three major components: A residential rooftop program to lease solar panels to owners of one-to-four-unit residential homes; a residential-serving community solar program for projects sited on multifamily and/or commercial buildings; and, a grant program for solar-enabling building upgrades.

These three program components are crafted to accelerate the deployment and access to solar for low-income households and residents of disadvantaged communities. Each component is accompanied by a coordinated outreach strategy.

- Entity Type: Governmental
- Duration of Subaward: Year 1 – Year 5

*Subgrant: New York State Homes and Community Renewal (\$36,302,500)*

As detailed in Workplan Activity 2.2, New York State Homes and Community Renewal (HCR) will deploy Solar for All programs directly to its pipelines of regulated and subsidized affordable housing, adding solar funding sources and technical support to existing State funding programs that construct and preserve affordable housing across New York. HCR will deploy unique strategies for each housing type to maximize energy savings and solar benefits for the residents and owners.

- Entity Type: Governmental
- Duration of Subaward: Year 1 – Year 5

## Additional Items

**Indirect Charges:** The base of the Labor Overhead and G&A Expense is Total Direct Labor Dollars, exclusive of Market Engagement Activities. The base for NY Shared Services Cost Recovery Fee is Total Direct and Indirect Expenses, excluding Capital Projects.

Indirect Costs	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Labor Overhead 41.65% of Total Direct Labor dollars	\$387,181	\$398,796	\$410,760	\$423,084	\$435,776	\$2,055,597
G&A Expense 51.97% of G&A Expense	\$483,117	\$497,609	\$512,538	\$527,915	\$543,752	\$2,564,931
NY Shared Services Cost Recovery Fee 1.01% of Total Direct & Indirect Expenses, excluding Capital Projects	\$281,075	\$480,433	\$654,584	\$605,634	\$476,027	\$2,497,754
TOTAL INDIRECT	\$1,151,373	\$1,376,838	\$1,577,882	\$1,556,634	\$1,455,555	\$7,118,282

### Conferences and Workshops

NYSERDA will not conduct any conferences or workshops using EPA funds.

### Meals and Refreshments

NYSERDA will not purchase meals and/or refreshments using EPA funds.

### Program Income

NYSERDA and/or its subgrantees may generate program income from lease payments and/or loan repayment as described in the Work Plan, with all program income intended to be “recycled” into additional financial assistance. Program income details will be defined during the program planning period.

### Geospatial Information

NYSERDA will collect information identifying the geographic location of projects receiving Solar for All funding.

## Timeline and Milestones

(see attachment)