

Multifamily Building Solutions Network

December Webinar



NYSERDA

Meeting Procedures

- All participants are muted upon entry.
- Questions and comments may be submitted in writing through the Q&A feature at any time during the event.
- Chat is disabled.
- Slides will be emailed to participants after the webinar.
- Questions after today's presentations may be emailed to **mfbuildingsolutions@nyserda.ny.gov**.

Agenda

- Onsite Energy Manager Opportunity
- New Contractor Network Updates
- Multifamily Residential Programs – Overview of Current & Future Programs

Multifamily Technical Assistance Offerings

~~OsEM~~ Now Live!

FlexTech



NYSERDA

OsEM (Onsite Energy Manager) Multifamily Offering- PON 3701 – Now Live!

NYSERDA's On-site Energy Manager (OsEM) program offers a cost-share for customers to hire a dedicated full-time or part time on-site energy manager.

- > Energy managers are responsible for creating efficient processes that decrease cost and waste—helping achieve leaner operations.
- > Assist in lowering operational costs, reducing maintenance time, and creating comfortable, safe areas
- > Projects may include operations and maintenance improvements, energy efficiency upgrades, water saving improvements, and more.
- > Contracted OsEM may be selected from the current list of NYSERDA FTC/MFBSN or an ISP. Support may be sought for a new permanent hire or hybrid or supporting permanent staff with a Consultant.

Offering will be available statewide:

- > LMI customers at 100% cost share
- > Market Rate customers at 75% cost share

OsEM Multifamily- Cost Share

Facility Consumption (aggregated)	OsEM Cost-Share Cap* (initial 12+ month term)	OsEM Bonus #1 (12 months after initial term)	OsEM Bonus #2 (24 months after initial term)	Maximum Possible
Greater than \$1M annual energy spend	Not to exceed \$200,000	\$7,000	\$7,000	\$214,000
Less than \$1M annual energy spend	Not to exceed \$100,000	\$5,000	\$5,000	\$110,000

Program Deliverables

- > *Quarterly Reports*: Contains a description of all energy efficiency initiatives identified or installed during the quarter, along with energy savings and costs
- > *Energy Management Plan*: Includes description of the facility, energy use history, goals for engagement, and plan going forward

Technical Assistance: FlexTech Program - Summary

- > **Funding Amount:** 75% cost share for affordable & 50% cost share for market rate
- > **Funding Availability:** through 2025 on first-come, first-served basis
- > **Providers:** Use a FlexTech Consultant, MFBSN, OR Independent Service Provider
- > **Eligibility:** Open to Multifamily, Commercial, and Industrial projects
- > **Technical Assistance:** Can be used as an energy audit for a decarbonization plan for LL97
- > **Learn More:**
 - Visit [FlexTech funding opportunity page](#)
 - Questions and submit completed application to FlexTech@nyserda.ny.gov

Primary Services

- Thermal Energy Network Study
- Targeted / Comprehensive Energy Study
- Targeted / Comprehensive RCx Study
- Climate Action Plan / Sustainability Plan
- Climate Heating & Cooling Study
- Energy Master Planning
- Energy Advisor Services
- Energy Storage

Supporting Services

- Investigation of renewable energy technologies
- Greenhouse gas emissions inventory
- Installation of permanent meters or sub-meters

Multifamily Residential Energy Pathways Network

Application Process



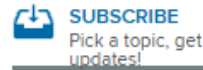
NYSERDA

Now Live!

RFQL 5906

Open to:


- Energy Assessors
- Installers
 - Clean Heat Installers
 - Contractors - General Contractors, Electricians, Plumbers, Insulators



[Find a Program](#)

[Find A Contractor](#)

[About](#)



[← BACK TO BECOME A NYSERDA QUALIFIED CONTRACTOR](#)

Multifamily Residential Energy Pathways Participating Contractor Network

The Multifamily Residential Energy Pathways Participating Contractor Network (Contractor Network) is a roster of highly qualified firms and organizations who work directly with developers, building owners, and their representatives to plan and implement energy efficiency and carbon reduction projects in multifamily buildings. The Contractor Network replaces NYSERDA's Multifamily Building Solutions Network and includes expanded service categories (see below) to ensure the full scope of multifamily property needs are being addressed with any energy retrofit project.

Joining the Contractor Network offers contractors the opportunity to support NYSERDA's multifamily programs, including forthcoming Home Energy Rebate program funds through the Inflation Reduction Act (IRA).

Benefits of participating in the Contractor Network include:

- **Access NYSERDA and IRA incentives:** Deliver incentives to eligible customers through the [Low-Carbon Pathway Program](#) and IRA Home Energy Rebate multifamily programs, helping close the deal on potential projects.
- **Grow your customer base and generate leads:** Get listed on NYSERDA's contractor page, where participating contractors will be highly visible to a steady stream of clients/projects and have the ability to capture leads through NYSERDA.
- **Enhance your reach and reputation:** Leverage marketing collateral, case studies, and web-based resources that demonstrate the benefits of working with NYSERDA's Contractor Network.
- **Build your skills and network:** Join Network Quarterly Webinars and any technical conferences, webinars or trainings regarding new technologies and methodologies in the field organized by the NYSERDA Multifamily team.
- **Tap into technical assistance:** Utilize the Energy Use Snapshot, NYSERDA's baselining services, for any eligible project.

[> Service Categories and Minimum Requirements](#)

[> IRA Home Energy Rebates – Multifamily Program Overview](#)

[> Application Portal and Application Resources](#)

Contractor Application

- Applicants will have 2 options – Full Application or Shortened Application
 - > **Full Application** – Similar to the MF Building Solutions Network
 - > **Shortened Application** – Does not require case studies, customer references, technical expertise documentation.
 - > **Eligibility** - Providers in good standing that joined one of the eligible networks in past 3 years or had a project complete construction in MPP, AMEEP, WAP or LCP since then are eligible. Will be asked for documentation to confirm they meet this status.
- **Eligible networks**
 - MF Building Solutions Network
 - Comfort Home Contractor
 - EmPower+ Contractor
 - FlexTech Consultant
 - NYS Clean Heat Participating Contractor
 - AMEEP Participating Contractor
 - WAP Subgrantees
 - HPD Pre-Qualified Vendor
 - NYC Accelerator Service Provider
 - NYCHA PACT Developers and General Contractors

Scoring Matrix

Full Application

Scoring Details for the Standard Application	
Available Points	Evaluation Criteria
0	Profile and Minimum Requirements <ul style="list-style-type: none">• Certifications, Accreditations and Licenses• Insurance• W-9 Form• Signed Participation Agreement
30	Case Studies
15	Business Qualifications <ul style="list-style-type: none">• MWBE, SDVOB Certifications• Work Experience• Business Stability
15	Customer References <ul style="list-style-type: none">• Three separate relevant customer references provided
20	Management Plan <ul style="list-style-type: none">• Customer Service Plan• Quality Control Plan• Geographic Coverage• Staffing Plan
30	Category Specific Technical Documents <ul style="list-style-type: none">• Technical Assistance - Energy Audit - Must be ASHRAE Level II or III• Installers – Sample Bid Package
110 Total Points Available	

Scoring Matrix

Shortened Application

Scoring Details for the Shortened Application	
Available Points	Evaluation Criteria
0	Profile and Minimum Requirements <ul style="list-style-type: none">• Certifications, Accreditations and Licenses• Insurance• W-9 Form• Proof of Existing Network Membership• Signed Participation Agreement
0	Business Qualifications <ul style="list-style-type: none">• M/WBE, SDVOB Certifications• Industry Experience
20	Management Plan <ul style="list-style-type: none">• Customer Service Plan• Quality Control Plan• Geographic Coverage• Staffing Plan
20 Total Points Available	

Benefits of Being in Network

- **Access NYSERDA & IRA Incentives:** Eligible to submit applications for programs under Multifamily Residential Energy Pathways including IRA Home Energy Rebates
- **Build Skills & Network:** Quarterly webinars with program updates and presentations on emerging technologies, market insights
- **Grow Customer Base:** Inclusion on Find a Contractor page for visibility and to generate leads
- **Enhance Reach & Reputation:** Access marketing collateral, case studies and web-based resources
- **Tap into Technical Assistance:** Utilize Energy Use Snapshot, NYSERDA's baselining services, for eligible projects (detailed in program materials)
- **Offer Feedback on Program Design:** Share feedback with NYSERDA program team to inform future program design

Expectations of Joining Network

- Comply with Participation Agreement, Solicitation and subsequent program rules including:
 - Attend contractor orientation
 - Comply with status designations: full, provisional, probation, suspension, termination
 - Attend quarterly network webinars
 - Complete annual survey to:
 - Ensure contractor information is current
 - Provide feedback on program
 - Share market insights, trends
 - Ensure minimum requirements for participating in Network are maintained (certifications, licenses, insurance, etc.)

MREP Program Development – Multifamily IRA Focus

MREP IRA funded programs will launch in Q1 2025.

April 2024:
Partial-
scope
HEAR
application
awarded

**August
2024:**
HER funds
awarded;
Tranche 2
of HEAR
funds
awarded

**September
2024:**
Launch
MREP
Contractor
webpage

**Oct – Feb '24-
25:**
Development
of MREP
Program
Materials

June 2024:
Single
Family
HEAR
funds
released
through
EmPower+

8/23/24:
MF
Building
Solutions
Network
Application
Closed

10/28/24:
Contractor
Application
Training;
November
Network
launch

**March
2025:**
Launch of
MREP
Programs

Transition of MFBSN Network

- > MFBSN network will close end of **February 2025**
 - > Participants eligible for the shortened application **must** submit for this date
- > To continue to access multifamily funding (IRA), contractors must apply to the new MREP network.
 - > Please apply soon to ensure acceptance to the program before IRA launch in March 2025
 - > The Provider Portal materials will transition to a new “Documents and Resources” page for the new network and we will have a new “Find a Contractor” page
- > MFBSN members who have completed a project in the last three years are eligible for shortened application, joined the network in the last three years AND are in good standing.

Multifamily Residential Programs – Overview of Current & Future Programs



NYSERDA

Implementation: Low Carbon Pathways – Summary Cont.

- > The Low Carbon Pathways (LCP) Program was launched in June 2021 to support multifamily buildings aiming to decarbonize in response to Local Law 97.
- > **Program Timeline:** Through 2025 or until funds fully committed
- > **Achievements to date:** the program has committed **6,500 dwelling units** and **\$17.5 Million** directly for incentives and services.
- > **Case Study:** International Tailoring Company Building



Low Carbon Pathways Case Study: International Tailoring Company Building

- > **Ownership Structure:** Co-op
- > **Details:** 1 Building; 13 stories; 173-unit; 156,000 sqft; mostly one bedroom and studio apartments.
- > **Typology:** Prewar High-Rise Built in 1921 as a clothing manufacturing facility.
- > **Type:** Co-Op Building Decarbonization
- > **Scope:** Replace existing fossil fuel Centralized heating and domestic hot water system with a thermal energy heat pump loop a in a tall existing multifamily building with co-op governance structure that
- > **Incentive:** Received \$250,850 incentive from NYSERDA
- > **Expected Results:** Work is projected to bring the building into compliance with LL97 through 2050. Is projected to reduce fossil fuel consumption by about 80%.
- > **Study Links**
 - > [Web Case Study](#)
 - > [Video Case Study](#)



Implementation:

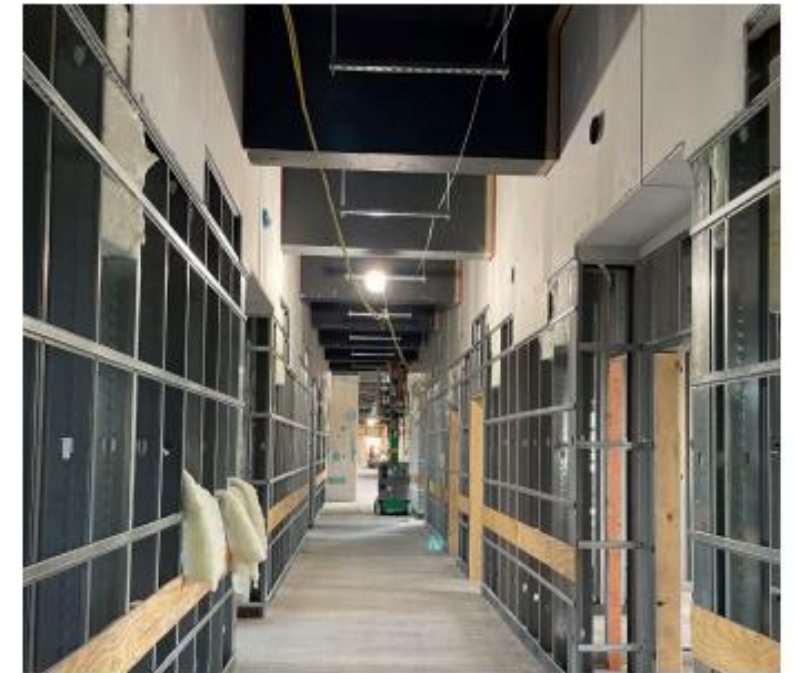
Clean Energy Initiative (CEI) – HCR partnership

- > NYSERDA partnered with NYS Homes and Community Renewal (HCR) to develop a model to **directly include efficiency and/or electrification grants and supplemental capital within HCR's financing processes.**
- > This funding is available to properties applying for and receiving either HTFC/DHCR 9% Low Income Housing Tax Credit (LIHTC) RFP, HFA 4% LIHTC Tax-exempt Bond Financing, or HCR Subsidy Financing.
- > **NYSERDA investment:** \$100M through 2025.
- > **Achievements to date:**
 - HCR in partnership with NYSERDA has awarded \$51.3M to date to carbon neutral ready new construction and adaptive reuse projects and electrification/decarbonization retrofit projects.
 - Includes support for integrated design to reduce project costs and enable scaling.
 - 10 technical assistance providers contracted to build capacity within HCR and assist project teams implementing CEI scopes.

CEI case study

> Tailor Square – Rochester

- Pioneering example of adaptive reuse – urban renewal project that converted a factory to affordable multifamily housing



> \$2.8M in CEI funds

- Building transitioned from central gas and electric systems to utilizing a ground source heat pump system for space and water heating

Upgrades Enabled by CEI		
Building Detail	Original Plans	CEI-enabled Scope
Heating, Cooling, & Domestic Hot Water	Natural Gas Central Boiler	Ground Source Heat Pump*
Building Envelope	Foam insulation only to be added under windows; roof insulation of R-30	Foam insulation on entire exterior wall; roof insulation improved to R-49
Windows	U-value of 0.35	U-value of 0.30
Ventilation	No ERV planned	ERV added to each unit
Renewables	None Planned	Solar to offset on-site energy costs

*Selected scope item as geothermal frees up roof space to take advantage of solar for additional renewable energy.

CEI case study



> Ithaca Housing Authority

- Transformed a 118-unit complex into an all-electric building

> \$1.5M in CEI funds

- Combination of new construction (Northside) and moderate rehab (Southview Gardens and Overlook Terrace)

Northside Building Scope of Work and Building Specifications		
Building Detail	Original Plans	CEI-enabled Scope
Heating and Cooling	Gas furnaces per apartment & split system AC	Ducted <i>electric</i> air-source heat pumps per apartment
Domestic Hot Water	Standard <i>gas</i> hot water system	<i>Electric</i> heat pump hot water heaters
Envelope	R-5 exterior insulation, R-21 foam interior insulation	Addition of double hung highly insulated windows and doors with advanced air sealing
Operating Costs	\$96,144/year	\$93,662/year

Southview and Overlook Buildings Scope of Work and Building Specifications		
Building Detail	Original Plans	CEI-enabled Scope
Heating and Cooling	Ducted <i>gas</i> furnace	Ducted <i>electric</i> air-source heat pumps per apartment*
Domestic Hot Water	<i>Gas</i> instant water heaters	<i>Electric</i> heat pump hot water heaters**
Operating Costs	\$59,542/year	\$58,211/year

*The operation of heat pumps is very different from previous systems tenants and operations staff have encountered. Efficient operation will depend highly on set points, which is why training and educational materials are critical.

**Heat pump hot water heaters generate cold air during operation which must be considered in design.

Resilient, Equitable Decarbonization Initiative (REDi) – HPD partnership

- **NYSERDA partnered** with NYC Housing Preservation & Development (HPD) to also directly include efficiency and/or electrification grants and supplemental capital within HPD's financing processes.
- **NYSERDA investment:** \$39 million through 2028.
 - Pre-defined scopes and funding for partial & full electrification in common multifamily building types.
 - Technical assistance for affordable housing developers and housing agency staff.
- **Achievements to date:**
 - Launched \$24M electrification retrofit program in Q1 2022.
 - \$12M committed to projects to date, resulting in electrification scopes in ~1,000 units.
 - In Q1 2024, NYSERDA executed a direct funding MOU with HPD, allowing NYSERDA to provide HPD directly with incentive funds and providing an additional \$15M .
 - Due to NYSERDA-funded technical assistance, HPD has issued updated design guidelines for new construction and preservation projects, including electrification & decarbonization scope requirements.

Future Multifamily Programs

Owners Representative Services: Overview

Qualified contractors will support owners through the implementation of decarbonization plans and act as a trusted, independent resource and support the interests and goals of the building owner.

Scope of services includes:

- > Project planning
- > Competitive bid process
- > Capital stack guidance and analysis
- > Communication and relationship management
- > Construction oversight and cost management
- > Project close out
- > Other

Owners Representative Services: Funding Breakdown

Contract and funding will be distributed to selected service providers.

- > Total: \$4 Million
- > Cap per project: \$35,000
- > Estimated buildings served: 114(+/-)

Cost Share Structure

- > 100% investment covered up to \$20,000
 - > Remaining \$15,000 to be determined based on the Scope of Work
 - > 75% cost share for affordable housing
 - > 50% cost share for market rate buildings

Deliverables

- > Scope of Work
- > Energy Efficiency Pathways Plan
 - > Implementation of the project based on the approach and scope of work.

Inflation Reduction Act Home Energy Rebates: Multifamily residential (5 units+)

- > HEAR/HER funds for multifamily buildings will be provided through standalone programs that leverage tools and resources from previous programs and covered under an overarching Multifamily offering, Multifamily Residential Energy Pathways (MREP)
- > MREP will be comprised of separate multifamily programs but with unified elements, where applicable: Common Application, Incentive Award Letter, Terms & Conditions

Multifamily Residential Energy Pathways

HEAR

HER

Existing/Future
Multifamily
Programs

IRA Home Energy Rebates

Inflation Reduction Act Home Energy Rebates: HEAR & HER Considerations for Multifamily Programs

To be eligible for HEAR/HER MF incentives, NYSERDA anticipates that the following criteria should be met:

- **Available statewide** regardless of SBC status, provided they meet the income threshold
- **Service Providers/Installers** Must be a part of the MREP Participating Contractor Network
- **Scope considerations** – the heat pump should cover at least 50% of the building’s heating load. A project’s scope of work is expected to be holistic of the full residential space of the building.
- **Customers** – customers for multifamily programs will be building owners or property management companies
- **Mixed Use Buildings** – both HEAR and HER require the upgrades service the residential portion of a mixed-use building and have rules against commercial spaces being served
- Ensure work supported does not create an “**unacceptable risk of raising utility bills**” when electrifying heating, per DOE requirements

Inflation Reduction Act Home Energy Rebates: Engagement Opportunities

Type	Audience	Description
NYSERDA Website	All	Access to latest information available about IRA: www.nyserda.ny.gov/All-Programs/Inflation-Reduction-Act/Inflation-Reduction-Act-homeowners Includes summary of public comments
Questions and Input	All	Public may submit questions and comments at any time to residential.ira@nyserda.ny.gov
Voice of customers (VOCs)	Key stakeholders and clean energy providers	Individual 1:1 meetings with a small group used to gather candid feedback on proposed model to roll out HEAR/HER incentives. Typically invitation only.
Residential Market Advisory Group	All industry partners and interested parties; target to 1-4 family residential stakeholders	Scheduled quarterly meetings and open to all. These meetings provide opportunities for NYSERDA to offer informational updates and to engage in structured discussion using topic-specific breakout sessions and large group forums. Keep updated at: www.nyserda.ny.gov/Residential-Market-Advisory-Group

NYSERDA Resources:

Multifamily Building Programs



Multifamily properties rely on energy to provide residents with a safe, comfortable place to call home.

There are multiple paths to optimizing your building's performance, no matter your budget. Integrating energy-saving solutions into your multifamily property can lead to long-term savings and year-round comfort for residents.

By making energy-efficient upgrades and managing energy at your properties, you can:

- Lower operating and maintenance costs and extend the lifespan of your equipment
- Increase resident satisfaction by improving the aesthetics and comfort of spaces
- Mitigate risk and resident complaints by avoiding unexpected building maintenance issues
- Improve the value and marketability of your properties

[Join our Email List](#)

Opportunities for Multifamily Building Owners

NYSERDA has incentives and technical assistance available to support owners and managers of multifamily buildings, depending on your property's needs or where you're at in your energy management journey. Explore the accordions below for available programs, how they work, and available incentives or download [NYSERDA's Multifamily Program Menu \(PDF\)](#).

Visit the [New Construction Housing program](#) page for more information on multifamily new construction, programs and opportunities.

> [Understand Your Building & Plan Improvements by Identifying Upgrades](#)

- Join our email list for updates
- Visit this page to review our **Multifamily Program Menu**



- Visit [Inflation Reduction Act](#) site for more information

Low Carbon Multifamily Retrofit Playbooks

These playbooks summarize retrofit strategies that maximize occupant comfort and energy savings through a transition from fuel to electricity-based heating, cooling and hot water systems.



- Visit Building Energy Exchange for [Low Carbon Multifamily Retrofit Playbooks](#)

Multifamily Residential Resources

Program Webpage



Program Menu



Email List



Annual Survey for Providers

Coming January 2025



NYSERDA

Q&A

