



NYSERDA

NY-Sun – Program Changes

**Applicable to Residential/Small Commercial
<200kW Program**

June 9, 2016

NY-Sun Major Program Changes Coming this Summer

- Transition from Powerclerk to Salesforce
 - More efficient for applicant and NYSERDA
 - Will be used authority wide
 - Trainings and details coming soon
- Change from Contractor/Installer model to Contractor/Builder model
- Required Construction Photos

NY-Sun Contractor/ Installer Relationship – Current

NY-Sun Contractor/Installer Relationship - Current

STRUCTURE:

- Currently, each 4-digit Installer ID# identifies a relationship between an Installer AND Contractor
- An individual Installer can be approved under multiple Contractors
- A Contractor can be approved with multiple Installers
- Quality Assurance scores are attached to installer ID

CONTRACTOR ROLE:

- Receives Incentive Payments
- Responsible for quality of project
- Agrees to terms of Participation Agreement together with Installer

INSTALLER ROLE:

- Installer is a qualified individual who must hold 1 of the 3 required credentials (NABCEP, IBEW, UL)
- Responsible for installation of project
- Responsible for quality of project
- Agrees to terms of Participation Agreement together with Contractor

Power Inc.
Contractor
Mary Powers
Installer

ABC Solar
Contractor
Karen
Thomas
Installer

Sun Is
Shining
Contractor
Mary Powers
Installer

ABC Solar
Contractor
Tom Smith
Installer

NY-Sun Contractor/ Builder Relationship – NEW

NY-Sun Contractor/Builder Relationship - NEW

STRUCTURE:

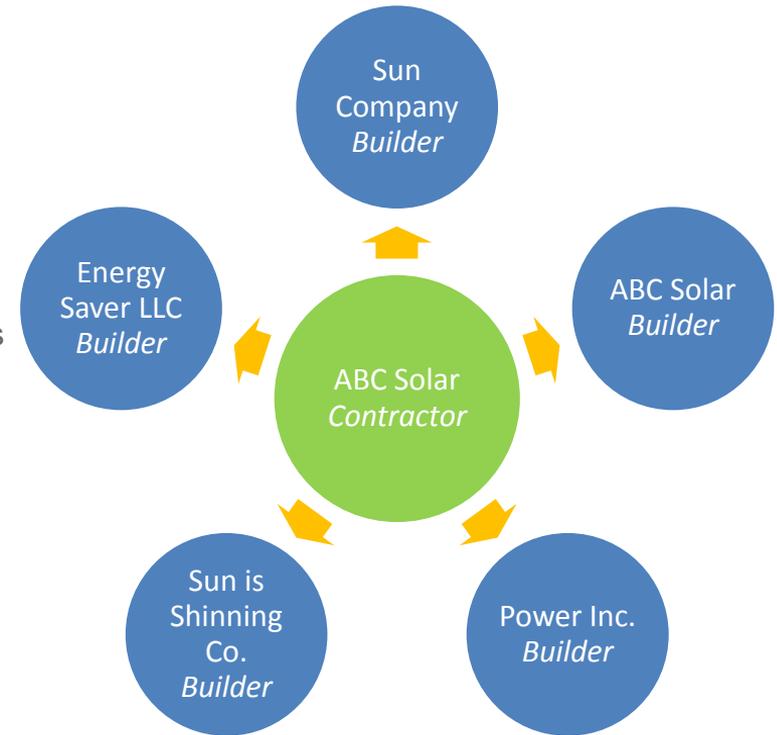
- A company can be approved as:
 - Contractor only
 - Builder only
 - Contractor/Builder
- Contractor and Builder must partner in Salesforce and approve the relationship between each other prior to project application submittal
- Participation statuses are Provisional, Full, Probation, Suspension, Termination and apply to a company, no matter if they are approved as Contractor, Builder or both
- Each Project must identify Contractor and Builder (can be the same company)

CONTRACTOR ROLE:

- Responsible for quality of builder
- Receives Incentive Payments
- Agrees to terms of Participation Agreement

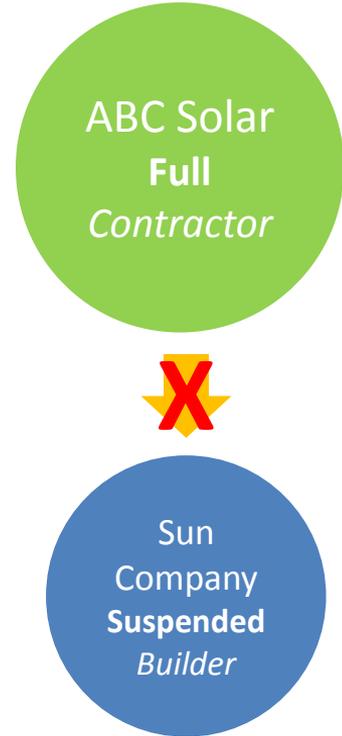
BUILDER ROLE:

- Responsible for installation of project
- Responsible for maintaining a credentialed person on-staff
- Agrees to terms of Builder / Contractor Relationship Agreement



How Disciplinary Action Affects The Relationship

- A company's participation status can be changed to probation, suspension or termination, based on issues outlined in Program Manual
- A Contractor is not able to submit project applications using a Builder on disciplinary action (probation, suspension)
- Likewise, a Builder is not able to submit project applications for or install for a Contractor on disciplinary action (probation, suspension)



Participation Status

- A company may have limitations in the Program, based on participation status such as:
 - *Provisional* – limited number of project application submittals at a time, must submit construction photos for first completed projects
 - *Probation/Suspended* – may or may not be allowed to submit project applications; required to submit construction photos for completed projects until terms of disciplinary action are met



Transition Plan to Contractor/Builder Model

NEXT STEPS:

- NYSERDA is in the process of rolling up Installers into Contractors and/or Builders
- Existing Builders without credentials, who have participated in the NY Sun program for at least 24 months, demonstrated a level of quality by maintaining a satisfactory QA inspection score on multiple projects may at NYSERDA's discretion be granted "Full" status



Required Construction Photos

Required Construction Photos

- Effective immediately, all Contractors will be required to take construction photos for each project
- NY-Sun transitioning away from field inspections towards photo inspections
- NYSERDA may request construction photos at any time
- A photo documentation sample will be available on the [Resources & Forms](#) page of the NY-Sun website. We will provide a template and method for photo submission.
- Contractors with persistent QA issues will be sampled at a higher rate
- Photo inspection scores will be combined with field inspection scores to determine an average QA score
- We encourage all Contractors to perform in-house quality control of their projects