Green Jobs Green NY

Update on Small Business / Not-for-Profit Activities

GJGNY Advisory Council Meeting
December 6, 2011

nyserda
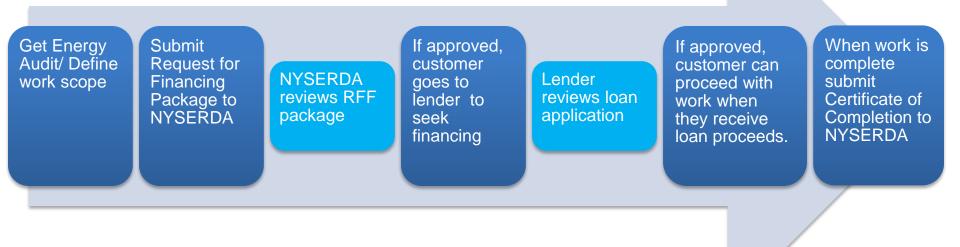Energy. Innovation. Solutions.

Sharing GJGNY SB/NFP

Presentations / Information Sharing:

- Lenders
- Energy $mart Community Coordinators
- CBOs
- FlexTech Auditors
- Investor owned and municipal utilities, LIPA, NYPA, DPS
- Kingston Innovation Forum

Audit to GJGNY Loan Process

Audit to Loan Process

Get Energy Audit/ Define work scope	Submit Request for Financing Package to NYSERDA	NYSERDA reviews RFF package	If approved, customer goes to lender to seek financing	Lender reviews loan application	If approved, customer can proceed with work when they receive loan proceeds.	When work is complete submit Certificate of Completion to NYSERDA

nyserda
Energy. Innovation. Solutions.

Audits

Audit update

- FlexTech Audits completed to date: 743

- Also acceptable: Audits from other NYSERDA programs and all Utilities

- Reminder: GJGNY is fuel agnostic

Eligible Lending Institutions

What lending institutions are eligible for the program?

- Community Development Financial Institutions
- Credit unions insured by the National Credit Union Association
- Commercial banks
- Trust companies
- Savings banks
- Savings and loan associations
- Mortgage Lenders

nyserda
Energy. Innovation. Solutions.

Lender Activity

Small Business/ Not-for-profit and Multifamily Lenders signed up to date:

Lender name	Location	Serves small business sector?	Serves not-for-profit sector?	Serves multifamily Sector?
Barrett Capital Corporation	NYC	Yes	Yes	Yes
Community Loan Fund of the Capital Region, Inc.	Albany	Yes	Yes	Yes
The Upstate National Bank	Rochester	Yes	Yes	Yes
Home HeadQuarters Inc.	Syracuse	-	Yes	-
Chautauqua Opportunities for Development, Inc.	Dunkirk	Yes	Yes	-
HVB Leasing Corporation (Wholly Owned Subsidiary of Hudson Valley Bank)	Yonkers	-	Yes	Yes
CheckSpring Bank	New York	-	-	Yes

This list will be updated and posted to NYSERDA's website.

Program Updates

Recent updates:

- PON 2293 modified to reflect Power NY Act

- Website will be finalized this week:
  nyserda.ny.gov/gjgny-small-business-nonprofit-financing

- Initiating expeditor pilots 1st quarter 2012

nyserda
Energy. Innovation. Solutions.

SB/NFP Expeditor Pilots

- Expeditor role:

  - Assist small businesses/not-for-profits:

    1. Decide which audit recommendations to implement.
    2. Identify any available NYSERDA or utility incentives.
    3. Review quotes from contractors.
    4. Assist in completing the Request for Financing Package
       - » Request for financing form with Approved Measures Worksheet, contractor quotes, and supporting documentation

Example: Approved Measures Worksheet

The New York State Energy Research and Development Authority

Green Jobs—Green NY

Energy Efficiency Financing Program
Approved Energy Efficiency Measures Worksheet

nyserda
Energy. Innovation. Solutions.

PRINT FORM ▶

Applicant Name: John Doe	Contact: Jane Doe	Name of Business or Enterprise: John Doe Enterprise	
Property Address: 1 Main St	City: City	State: NY	Zip Code: 00000

Qualified Energy Audit Number or Identifier: _____

Energy Conservation Measure Description	Measure Type	Project Cost	Annual Cost Savings	Utility Incentives	NYSERDA Incentives	On NYSERDA Pre-Qualified List	Eligible Loan Amount	Simple Payback
Upgrade T-12 Fixtures w/ New T-8 Lamps and Ballasts	Lighting	$1,801	$222	$0	$630	Yes	$1,171	5.3
Install High Efficiency HVAC System	HVAC	$11,500	$5,796	$400	$0	No	$11,100	1.9
Install Programmable thermostat	Controls	$925	$761	$0	$0	No	$925	1.2
Insulate Walls	Building Envelope	$1,400	$261	$0	$0	No	$1,400	5.4
Install Occupancy Sensors	Controls	$390	$80	$0	$120	Yes	$270	3.4
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
				$0	$0		$0	
Project Totals		$16,016	$7,120	$400	$750		$15,266	2.1

Please note: The total project cost, annual cost savings, utility and NYSERDA incentives will be automatically calculated based on your inputs. The eligible loan amount and simple payback for each measure and the project as a whole will also calculate automatically. Your total project must have a simple payback of 15 years or less to be eligible for financing.

GJGNY-SB-aeem-form-1-v1
10/11

Small Business/ Not-for-Profit Contacts

Marilyn Dare
gjgnysbnfp@nyserda.org
1.866.693.3732 ext. 3348

Kathryn Fantauzzi
gjgnysbnfp@nyserda.org
1.866.693.3732 ext. 3456

- Visit nyserda.ny.gov/gjgny-small-business-nonprofit-financing for more information

nyserda
Energy. Innovation. Solutions.