

New York State Energy Research and Development Authority

Green Jobs – Green New York May 2014 Monthly Update

Period ending May 31, 2014



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Program Description

Green Jobs – Green New York provides funding for energy assessments, low-cost financing for energy upgrades, and technical and financial support to develop a clean energy workforce. GJGNY is a statewide effort to strengthen communities through energy efficiency and uses constituency-based organizations to support program outreach in underserved communities. GJGNY enables New Yorkers to make a significant difference in homes, businesses and neighborhoods—making them more comfortable, more sustainable, and more economically sound. GJGNY is administered by NYSERDA and made available by the Green Jobs – Green New York Act of 2009.



1 Workforce Development

1.1 Program Opportunity Notice Activity

Clean Energy On-the-Job Training (PON 2033)

NYSERDA has executed on-the-job training agreements with 42 businesses seeking to hire new employees or advance incumbent workers under GJGNY. As of May 31, 2014, 158 people have been hired from NYS Department of Labor's (NYSDOL) New York State Career Centers (formerly NYSDOL One Stop Centers) lists, and 13 incumbent workers have been advanced due to training. Approximately \$1.33M in wage and training subsidies has been awarded. The average wage of workers hired under the program is \$16.39 per hour.

PON 2033 is currently being revised. NYSERDA continues to accept applications and will process them as soon as the revised solicitation is released.

Worker Readiness and Technical Training

Through May 2014, GJGNY training partners across the state have trained over 2,000 New Yorkers for careers in energy efficiency, weatherization, and solar thermal technology. Courses have covered a broad range of subjects from basic energy efficiency to advanced technical training for professionals. Subject matter includes, but is not limited to: operations and building maintenance, oil heat training, solar thermal installation, advanced air sealing, and training for individuals performing energy efficiency outreach to potential customers.

The Urban Green Council, in coordination with the United Association Plumbers Locals across New York State, has trained 95 union members in Green Professional (GPRO) for plumbers.



2 Outreach and Marketing

2.1 Outreach Activities

CBOs continue to assist customers to access the Home Performance with ENERGY STAR program (HPwES) offered through Green Jobs-Green New York. Through May 2014, CBOs are responsible for 3,804 completed assessments resulting in 1016 completed retrofits. Approximately 49 percent of those retrofits were for Assisted HPwES customers.

Figure 2-1. CBO Percentage of GJGNY Completed Audits.

Figure 2-1 provides percentages of GJGNY residential audit completions by quarter that were initiated by CBOs.

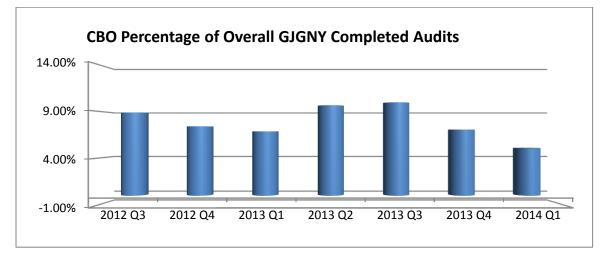


Figure 2-2. CBO Percentage of GJGNY Unit Completions.

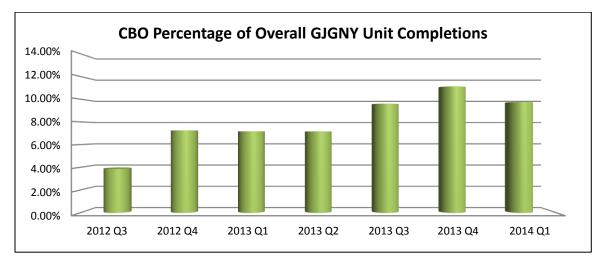


Figure 2-2 provides percentages of project (by number of units) completions by quarter that were initiated by CBOs.



A full day meeting regarding Request for Proposals 2773: GJGNY Outreach – Round 2 was held in Albany on May 30, 2014. All eleven participating CBOs were in attendance, along with NYSERDA staff, Conservation Services Group, and the Center for Working Families. The agenda included discussion of new CBO initiatives, targeting geographic areas for outreach, Home Performance Portal training, project management approaches, contractor relationship building, leveraging alternate funding opportunities for energy retrofits, and a Home Performance with ENERGY STAR roundtable to discuss potential improvements to the program.

Work continues on the Energy Champions Referral Program, which will allow individuals to become "Energy Champions" and nonprofits to become "Energy Champion Partner Organizations" when they refer homeowners into the Home Performance with ENERGY STAR[®] (HPwES) Program. Energy Champions as well as Partner Organizations will receive monetary as well as non-monetary benefits from the Home Performance contractor for successfully recruiting homeowners who complete a retrofit. Eleven contractor companies were in attendance at a contractor breakfast on May 8. The NYSERDA Outreach Team is working with the Home Performance Program to develop the Energy Champions Referral Program in full.

The Monthly CBO webinar was held on May 22. Topics included:

- Building Performance Institute (BPI) Contractor Success Stories Nimit Palicha, You Save Green
- New Residential Electric Rates to Further Electric Vehicle Penetration Adam Ruder, NYSERDA
- Low-Income PV Working Group and Community Solar Program Overview Max Joel, NYSERDA
- Home Performance with ENERGY STAR Program Adoption of BPI Standards.
- Update on contractor BPI accreditation

2.2 Marketing Activities

During May 2014, there were 319 visits to the CBO Locator webpage (http://nyserdagreenny.org/cbo-locator), representing 298 unique visitors. There were 64 clicks from the CBO Locator webpage to the Home Performance with ENERGY STAR application webpage and/or various CBO websites, while 125 individuals submitted their information to the CBO Locator tool.



3 One- to Four-Family Residential Buildings Program

Beginning in May 2014, the Home Performance with ENERGY STAR (HPwES) program has been undergoing a 60-day "Early Wins" review and revision process. Bringing together a sizable number of resources from within NYSERDA and working with input from stakeholders, the HPwES program is making significant improvements to the program processes to allow customers to move from interest in the program to a signed contract within five days, a process that currently can take several weeks. The changes include website and marketing material edits, streamlining the GJGNY audit application, improving contractor search functionality, reducing contract approval times, and streamlining financing approval processes.

3.1 Home Performance with ENERGY STAR[®] Audits

Through May 31, 2014, from the 66,979 approved audit applications, 54,193 (81 percent) audits have been completed. The conversion rate from audit to HPwES project is 31.8 percent. The average cycle time between audit completion to project completion is 110 days.

Table 3-1. Home Performance with ENERGY STAR Audits.

Timefram	e	CBO Initiated since 11/1/11 ^a	GJGNY Totals since 11/15/10 ^b		
	Received Audi	t Applications			
May		122	1,707		
Program to D		5,772	70,698		
Average # of Applications Rece	ived per Month	186	1,663		
	Approved Audi	t Applications			
	Fre	e			
May		130	1,573		
Program to D		5,157	61,800		
	Reduce	· · · · · · · · · · · · · · · · · · ·			
May		11	136		
Program to D		303	5,179		
Total Approved Audit Applic		5,460	66,979		
Average # of Applications A	pproved Per Month	176	1,576		
	Schedule	d Audits			
Scheduled Audits as of End	of Current Month	370	3,373		
	Complete	d Audits			
		Free			
	May	121	1,538		
Goal: (77,500-Audits)	Program to Date	3,589	50,201		
Budget: (\$19,396,000)		Reduced Co	ost		
	May	5	131		
	Program to Date	215	3,992		
Total Completed Audits		3,804	54,193		
Audit Funds Invoiced to Date		WWWWW	\$13,875,490		
^a Round 2 CBO production as of 6/1/2012 ^b GJGNY totals since 11/15/10 are inclusiv					

Table 3-1 provides HPwES monthly and cumulative audit figures.



3.2 Home Performance with ENERGY STAR[®] Projects

Of the 14,623 completed projects completed through HPwES resulting from a GJGNY audit and/or GJGNY financing, 10,086 (69 percent) units are associated with market rate customers and 4,537 (31 percent) units are associated with assisted customers.

In May, there were 504 HPwES project completions. Of the 504 HPwES project completions, 461 (91 percent) were associated with a GJGNY audit or loan. Thirty-nine percent of the May GJGNY HPwES project completions were GJGNY Assisted HPwES customers.

Table 3-2. Home Performance with ENERGY STAR Projects.

Timeframe	CBO Initiated since 11/1/11	GJGNY Totals since 11/15/10 ^a	HPwES Totals since 11/15/10 ^b						
	Projects (Contracted							
To Date	120	14,687	NA						
Completed Projects/Units ^c									
	Ass	isted							
May	14 / 16	178 / 180	206 / 208						
Program to Date	413 / 498	4,537 / 4,830	7,796 / 8,191						
	Marke	et Rate							
Мау	11 / 11	283 / 284	298 /299						
Program to Date	482 / 518	10,086 / 10,215	14,214 / 14,395						
Total Completed Projects/Units (Project Goal: 25,000) 895 / 1016 14,623 / 15,045 22,010 / 22,586									
b Total HPwES including GJGNY Projects	(Project Goal: 25,000) 895 / 1016 14,623 / 15,045 22,010 / 22,586 ^a Projects completed resulting from a GJGNY Audit and/or GJGNY Financing. b Total HPwES including GJGNY Projects. c Projects completed and units served resulting from GJGNY.								

Table 3-2 provides HPwES monthly and cumulative project figures.



3.3 One- to Four-Family Residential Buildings Financing

On February 3, 2014 NYSERDA launched GJGNY financing for residential solar PV. Customers of Investor-Owned utilities that pay the Renewable Portfolio Standard charge on their electric bill can finance stand-alone PV projects, or combine solar PV with efficiency upgrades through HPwES. Plans to include PSEG-Long Island PV projects are being finalized.

Through May 2014, 93 PV contractors have completed registration with EFS to provide their customers access to GJGNY financing. Meanwhile, 204 PV* OBR Loan applications have been received, of which 142 have been Pre-Approved, and 193 PV* Smart Energy Loan applications have been received, of which 150 have been Pre-Approved.

Of the 5,399 Residential GJGNY Loans closed to date, 27.9 percent are for Assisted HPwES customers, representing 21.5 percent of the total funds; while 72.1 percent are for Market Rate customers representing 78.5 percent of the total funds; 9.8 percent are Tier 2 customers, representing 9.5 percent of the total funds, while 90.2 percent are Tier 1 customers representing 90.5 percent of the funds. Of the loans closed for Assisted HPwES customers, 79.6 percent are Tier 1 loans, while 20.4 percent are Tier 2.

Since the launch of On-Bill Recovery, 32.6 percent of the Assisted HPwES customers who access financing use OBR Loans, while 38.8 percent of the Market Rate HPwES customers who access financing use OBR Loans; 33.5 percent of Tier 2 customers use OBR Loans while 37.4 percent of Tier 1 customers use OBR Loans.

*Indicates both stand-alone PV projects and combined solar PV with efficiency upgrades through HPwES.



Table 3-3. Green Jobs–Green New York Financing Details.

Table 3-3 provides cumulative details of the Green Jobs–Green New York financing program.

GJGNY Loan Type	Applications Received #	Applications Approved #	Loans Closed #	Loans Closed \$	Loans Awaiting Closing #	Loans Awaiting Closing \$
EE Smart Energy Loan	8,534	5,705	3,794	\$35,123,065	315	\$3,089,005
EE On-Bill Recovery Loan	5,679	3,331	1,604	\$17,275,636	226	\$2,701,155
Total	14,213	9,036	5,398	\$52,398,701	541	\$5,790,160
PV Smart Energy Loan	170	132	0	\$0	14	\$257,918
PV On-Bill Recovery Loan	148	106	1	\$15,820	6	\$111,180
Total	318	238	1	\$15,820	20	\$369,098
EE & PV Smart Energy Loan	23	18	0	\$0	3	\$30,797
EE & PV On-Bill Recovery Loan	56	36	0	\$0	2	\$22,971
Total	79	54	0	\$0	5	\$53,768
Grand Total	14,610	9,328	5,399	\$52,414,521	566	\$6,213,026



Table 3-4. Green Jobs–Green New York Financing Summary.

Smart Energy		Financing Summary	On-Bill Recovery			
Tier 1	Tier 2	Financing Summary	Tier 1	Tier 2		
3,423	371	Loans Closed*	1,449	156		
\$31,661,809	\$3,461,255	Value*	\$15,760,479	\$1,530,977		
\$9,250	\$9,330	Average Loan*	\$10,877	\$9,814		
12.5 Years	13.6 Years	Average Term*	14.5 Years	14.4 Years		
N/A	N/A	2.99%	54.87%	56.41%		
82.27%	79.51%	3.49%*	45.13%	43.59%		
17.73%	20.49%	3.99%*	N/A	N/A		
72.0	7%	Approval Rate**	67.91%			
20.46%		Denial Rate**	25.22%			
7.47%		Denied Tier 1, didn't pursue Tier 2**	6.86%			
* Refers to loans originated and closed by EFS. The number and value of OBR Loans varies from Concord's report due to timing issues and the treatment of successor loans.						

Table 3-4 provides a cumulative summary of Smart Energy Loan and On-Bill Recovery Loan activity.

** Does not include applications pending review or withdrawn.

Figure 3-1. Home Performance with ENERGY STAR Completions, Quarterly.

Figure 3-1 illustrates trends in HPwES project completions associated with GJGNY audits and loans, by quarter.

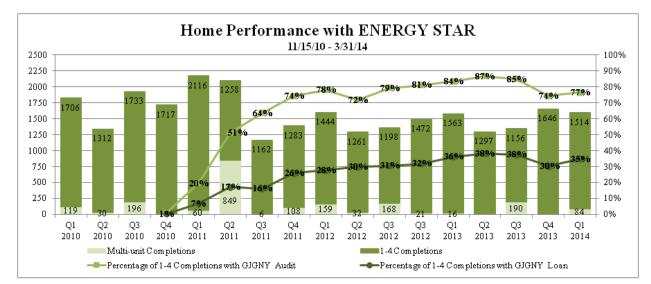




Figure 3-2. Green Jobs–Green New York Financing Applications Received, Quarterly.

Figure 3-2 illustrates the rate of applications received for GJGNY Smart Energy Loans and GJGNY On-Bill Recovery Loans, by quarter.

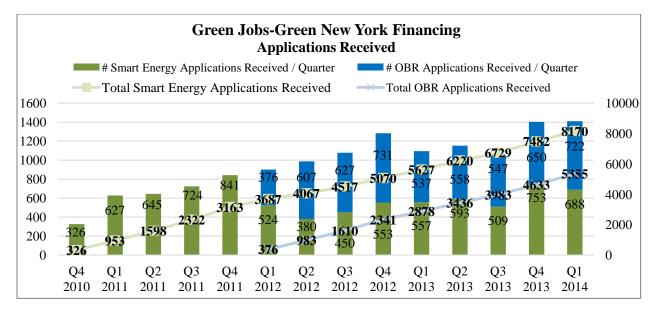


Figure 3-3. Green Jobs–Green New York Financing Loans Issued by Type, Quarterly.

Figure 3-3 illustrates the rate of loans issued for GJGNY Smart Energy Loans and GJGNY On-Bill Recovery Loans, by quarter.

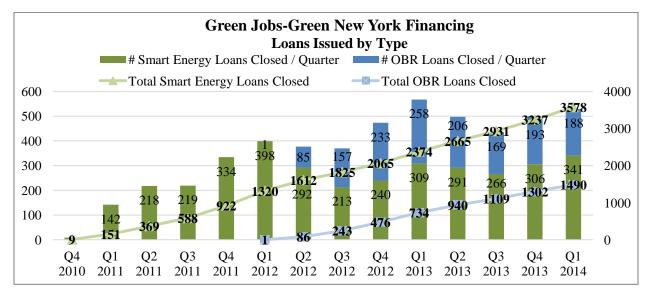




Figure 3-4. Green Jobs–Green New York Financing Loans Issued by Tier, Quarterly.

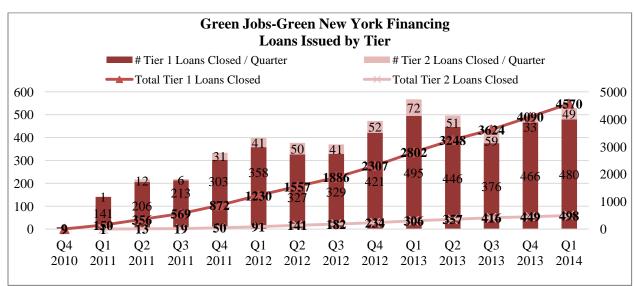


Figure 3-4 illustrates trends in GJGNY loans issued, distinguished between Tier 1 and Tier 2 loans, by quarter.

Figure 3-5. Green Jobs–Green New York Financing Loans Denied by Type, Quarterly.

Figure 3-5 illustrates trends in GJGNY loan denials, distinguished between Smart Energy Loans and On-Bill Recovery Loans, by quarter.

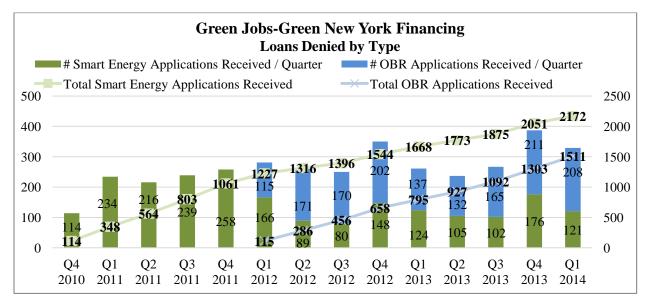




Figure 3-6. Green Jobs–Green New York Financing Loans Denied for Debt-to-Income Ratio, by Region.

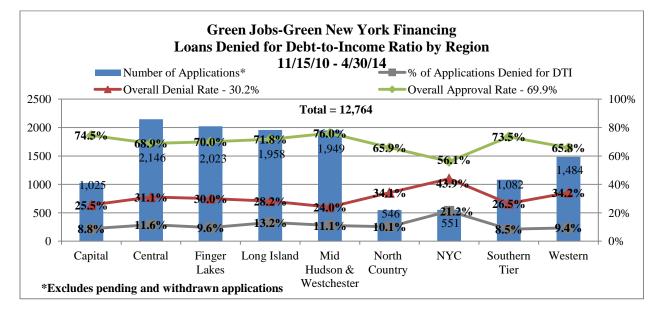


Table 3-6 illustrates regional differentiation for received GJGNY loan applications and loan denial rates.

Figure 3-7. Green Jobs–Green New York Financing Loans Denied for Debt-to-Income Ratio, comparative by quarter.

Figure 3-7 illustrates comparative quarterly changes in the regions with the highest loan denials for debtto-income ratio.

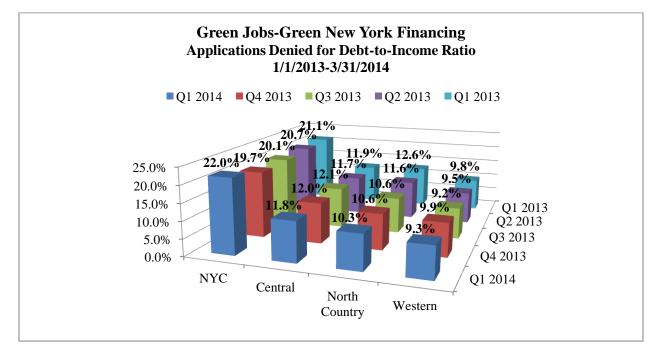




Table 3-5. Green Jobs–Green New York Financing Loans Transferred from OBR to Smart Energy.

NYSERDA allows applicants whose projects are unable to meet the cost-effectiveness requirements of the On-Bill Recovery loan product transfer to the Smart Energy loan product. Table 3-5 illustrates the transfer activity between the On-Bill Recovery and Smart Energy loan products. In May 2014, 27 loans were transferred from OBR to Smart Energy. Over the life of the program, 14.3 percent of pre-approved OBR loans were transferred to Smart Energy loans.

Smart Energy Loan Status	Cumulative Number of Loans
Pre-Approved	47
Loan Approved	54
Loan Sold	432
Loan Withdrawn	35
Loan Denied	7
No Loan - Subsidy Only	22
Total # Loans Transferred	597



4 Multifamily Performance Program

4.1 Multifamily Performance Audits

Through May 31, 2014, the Multifamily Performance Program has received 337 audit applications associated with GJGNY. Of the received audit applications, 337 (100 percent) have been approved. From those approved applications, 288 (85 percent) audits have been completed.

Table 4-1. Multifamily Performance Audits.

Table 4-1 provides Multifamily Performance monthly and cumulative audit figures.

Metric		Мау			Cumulative				
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total	Budget/ Goal		
Received Audit Applications**	3	-3	0	195	142	337			
Approved Audit Applications**	3	-3	0	195	142	337	500		
Audit Funds Encumbered (\$)	55,000	5,000	60,000	2,351,370	1,148,947	3,500,31 8			
Audit Funds Invoiced (\$)	81,315	21,180	102,495	1259,450	587,030	1,846,48 0	3,000,000		
Completed Audits	9	6	15	160	128	288	400		
Number of Projects withdrawing from MPP after audit*	-1	2	1	17	28	45			

*MPP Projects must achieve a minimum of 15% in energy savings. Projects may choose to proceed outside MPP. Some may chose smaller work scopes which will not achieve program standard and thus not be eligible for MPP and some may elect to access utility incentives. If energy efficiency projects are completed, building owners that have an authorized audit would still be eligible to apply for GJGNY financing. **Changes in Received and Approved Audit Application totals in May are due to incorrectly reported projects.



4.2 Multifamily Performance Projects

Through May 31, 2014, the Multifamily Performance Program has completed 19,381 projects with installed measures. Of those projects with installed measures, 7,861 (41 percent) are associated with market rate housing and 11,520 (59 percent) are associated with affordable housing.

Table 4-2. Multifamily Performance Projects.

Table 4-2 provides Multifamily Performance monthly and cumulative project figures.

Metric		Мау		Cumulative			
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total	
Projects in Pipeline* **	3	-3	0	195	142	337	
Projects Contracted to have Measures Installed**	14	-2	12	186	112	286	
Households Associated with Projects Contracted**	7,552	-418	7,134	36,569	25,829	62,398	
Projects with Installed Measures (units)	112	516	628	11,520	7,861	19,381	
kWh Savings of Installed Measures	-375,613	1,083,025	707,412	13,833,689	2,510,975	16,344,664	
MMBtu Savings of Installed Measures	30,286	4,005	34,291	199,775	124,851	324,626	
Dollar Savings of Installed Measures†	\$1,146,221	\$1,186,171	\$2,332,392	\$6,073,677	\$2,970,865	\$9,044,542	

*Projects that receive GJGNY-supported audits and/or financing may also receive incentives through the System Benefits Charge (SBC), Energy Efficiency Portfolio Standard (EEPS), Regional Green House Gas Initiative (RGGI), and/or utility programs, such that the projects' energy savings may not all be attributable solely to GJGNY.

**Changes in Received and Approved Audit Application totals in May are due to incorrectly reported projects.



4.3 Multifamily Performance Financing

As of May 31, 2014, the Multifamily Performance Program has closed 14 loans with a total value of \$9,243,689. NYSERDA's share of that total loan value is \$2,800,608.

Table 4-3. Multifamily Performance Financing.

Table 4-3 provides Multifamily Performance monthly and cumulative financing figures.

Loan Status		Мау	-	Cumulative				
	Number	NYSERDA Share of Total Loan Value	Total Loan Value	Number	NYSERDA Share of Total Loan Value	Total Loan Value		
Participation Agreements Approved	0	\$0.00	\$0.00	14	\$2,800,608	\$9,243,688		
Loans Closed	0	\$0.00	\$0.00	14	\$2,800,608	\$9,243,688		
*Approved partici	*Approved participation agreement values are inclusive of loans that have moved forward to closure.							



5 Small Commercial Energy Efficiency Program

5.1 Small Commercial Energy Efficiency Audits

Through May 31, 2014, the Small Commercial Energy Efficiency Program has received 3,252 audit applications. Of those received applications, 2,910 (89 percent) have resulted in completed audits.

The Small Commercial Energy Efficiency Program continues to improve processes and services that enable Program participants to increase project installations resulting from energy assessments. This includes improving the communication of energy assessment results to small business and not-for-profit customers, providing additional follow-up services to support implementation, assisting in the development of an independent evaluation of the Program, and increasing outreach to lenders in order to raise lender awareness and increase lender participation in Small Commercial Energy Efficiency Financing made available by GJGNY. In addition, eligible small business and not-for-profit customers participating in NYSERDA's NY-Sun Solar PV Incentive Program can now access lowinterest GJGNY financing to install solar PV systems of up to 200 kW.

5.1 Small Commercial Energy Efficiency Audits

Metric		Мау			Program Cumulative		
	GJGNY ARRA* Total		GJGNY	ARRA*	Program Total		
Received Audit Applications	42	0	42	2,3185	934	3,252	
Completed Audits	30	0	30	2,061	849	2,910	
*The GJGNY Act of 2009 restricts the provision of GJGNY-funded energy assessments to small business and not-for-profit organizations with 10 employees or less. ARRA funds were used for eligible small business and not-for-profit organizations that have more than ten employees. ARRA funding expired on September 30, 2013.							

Table 5-1 provides Small Commercial Energy Efficiency monthly and cumulative audit figures.

5.2 Small Commercial Energy Efficiency Projects

As of May 31, 2014, the Small Commercial Energy Efficiency Program estimates 576 project completions.

Table 5-2. Small Commercial Energy Efficiency Projects.

Table 5-2 provides Small Commercial Energy Efficiency monthly and cumulative project figures.

Metric May		Program Cumulative					
Estimated Projects Completed*	6	576					
*NYSERDA conservatively estimates that twenty percent of energy efficiency improvements recommended on energy assessments are implemented by small business and not-for-profit customers. Estimated projects completed are inclusive of those that used ARRA funds referenced in Table 5-1 above.							



5.3 Small Commercial Energy Efficiency Financing

As of May 31, 2014, the Small Commercial Energy Efficiency Program has closed 11 loans with a total value of \$577,225. NYSERDA's share of that total loan value is \$300,883.

Table 5-3. Small Commercial Energy Efficiency Financing.

Table 5-3 provides Small Commercial Energy Efficiency monthly and cumulative financing figures.

Loan Status	Мау			Program Cumulative				
	Number	NYSERDA Share of Total Loan Value	Total Loan Value**	Number	NYSERDA Share of Total Loan Value	Total Loan Value**		
Applications Approved*								
Participation Loans	2	\$17,659	\$35,318	29	\$552,865	\$1,116,734		
On-Bill Recovery	1	\$23,603	\$23,603	17	\$535,772	\$535,772		
Loans Closed								
Participation Loans	0	\$0	\$0	9	\$237,563	\$513,905		
On-Bill Recovery	0	\$0	\$0	2	\$63,320	\$63,320		
Total	0	\$0	\$0	11	\$300,883	\$577,225		
The Small Commercial Energy Efficiency Financing Program has 11 participating lenders.								
* Customer applications are assessed for both Participation Loan and On-Bill Recovery Loan eligibility prior to approval.								

* Customer applications are assessed for both Participation Loan and On-Bill Recovery Loan eligibility prior to approval. Approved application values are inclusive of loans that have moved forward to closure.

**The total loan value represents the total value of the loan issued by the lender to the borrower. The total loan value may include financing for non-energy efficiency projects. NYSERDA's share of the total loan value represents 50 percent of the total energy efficiency project cost or \$50,000, whichever is less.



6 Evaluation

6.1 Evaluation Activities Currently Underway

One evaluation is nearing completion. The status of this project is described below.

• The process evaluation/market characterization and assessment (PE/MCA) evaluation of the Multifamily Performance Program is nearing completion. This evaluation effort was leveraged to collect data to inform GJGNY and includes interviews with participating owners, managers, and developers regarding knowledge of GJGNY financing options and decision making. The results of this evaluation were presented to program staffs in April and feedback received is being incorporated into the final report. The report is in the final stages of review and will be available in June.

Other evaluations are in early stages of planning or implementation. These studies are described below.

- The Home Performance with ENERGY STAR (HPwES) PE/MCA work plan, which includes the assessment of HPwES and CBO-related activities, is final. In addition, planning and coordination with the impact evaluation team is currently underway. Coordinating and combining these evaluation and will limit the survey burden on HPwES participants and contractors. Data collection efforts are targeted to commence in June 2014.
- As part of the upcoming impact evaluation of the HPwES program, NYSERDA will include an assessment of the GJGNY audit-only participant impacts resulting from homeowners who received a GJGNY audit and did not pursue further program support through incentive programs. The HPwES impact evaluation work plan is in the final stages of review and approval. The impact evaluation of this program aligns and will be coordinated with the process/market and impact evaluation described above. Coordination of evaluation efforts will limit the survey burden on HPwES contractors and GJGNY audit-only participants. Planning is currently underway and evaluation efforts are targeted to commence in June 2014.
- NYSERDA is planning an impact evaluation of the Small Commercial Energy Efficiency Program that will focus on quantifying the measure adoption rate over time, the degree of program influence on the participant decision making and the proportion of installed measures for which customers accessed other NYSERDA funding. The work plan for the evaluation effort is in the review process and evaluation activities are planned to commence in early June 2014.