

# Multifamily Residential Energy Pathways Participating Contractor Network

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Contractor Application



NYSERDA

## Meeting Procedures

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- 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.
- Today's presentation will be recorded and posted to the Multifamily page: [www.nyserda.ny.gov/multifamilycontractornetwork](http://www.nyserda.ny.gov/multifamilycontractornetwork)
- Other relevant resources, FAQs, User Guides, etc. will also be posted to the Multifamily page.
- Questions after today's presentations may be emailed to **[mrepnetwork@nyserda.ny.gov](mailto:mrepnetwork@nyserda.ny.gov)**.

# Agenda

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- IRA Home Energy Rebate – Multifamily Programs
- Application Process
- Demo
- Q&A

# What are the Home Energy Rebate Programs?

New York State will receive a total of \$317.7M for the Home Energy Rebates, for a budget period no later than September 30, 2031.



## Section 50121:

Home Energy Performance-Based, Whole House Rebates (Referred to as Home Efficiency Rebates, or HER)

Total: \$159M

Per dwelling unit incentives based on energy savings, calculated through modeled or measured energy savings



## Section 50122:

High-Efficiency Electric Home Rebate Program (Referred to as Home Electrification and Appliance Rebates, or HEAR)

Total: \$158.4M

Prescriptive per dwelling unit incentives based on eligible measure categories

# HEAR Eligible Measures and Rebate Amounts



Measure Type	Rebate Amount Per Housing Unit	80-150% AMI	<80% AMI
Heat Pump Water Heater	\$1,750	Up to 50% of qualified project cost	Up to 100% of qualified project cost
Heat Pump (heating/cooling)	\$8,000		
Induction Cooking Appliance	\$840		
Heat Pump Clothes Dryer	\$840		
Electrical Service Upgrade	\$4,000		
Electrical Wiring Upgrade	\$2,500		
Insulation, Air Sealing, Ventilation	\$1,600		
<b>Maximum per unit</b>	<b>\$14,000</b>		

Multifamily buildings require "not less than 50%" of households to meet the eligible income level to qualify

Additional installer incentive up to \$500 for Disadvantaged Community and single or multiple measures installed

Appliances, systems, equipment, infrastructure, and components must be ENERGY STAR certified if applicable

# HER Rebate Amount 5+ Unit Buildings



Energy Savings (whole building)	Income >80% AMI		Income <80% AMI	
20-34% Modeled	\$2,000/ unit (max \$200,000)	Up to 50% of total project cost	\$4,000/unit	Up to 80% of total project cost
35%+ Modeled	\$4,000/unit (max \$400,000)		\$8,000/unit	

Multifamily buildings require "not less than 50%" of households to meet the eligible income level to qualify

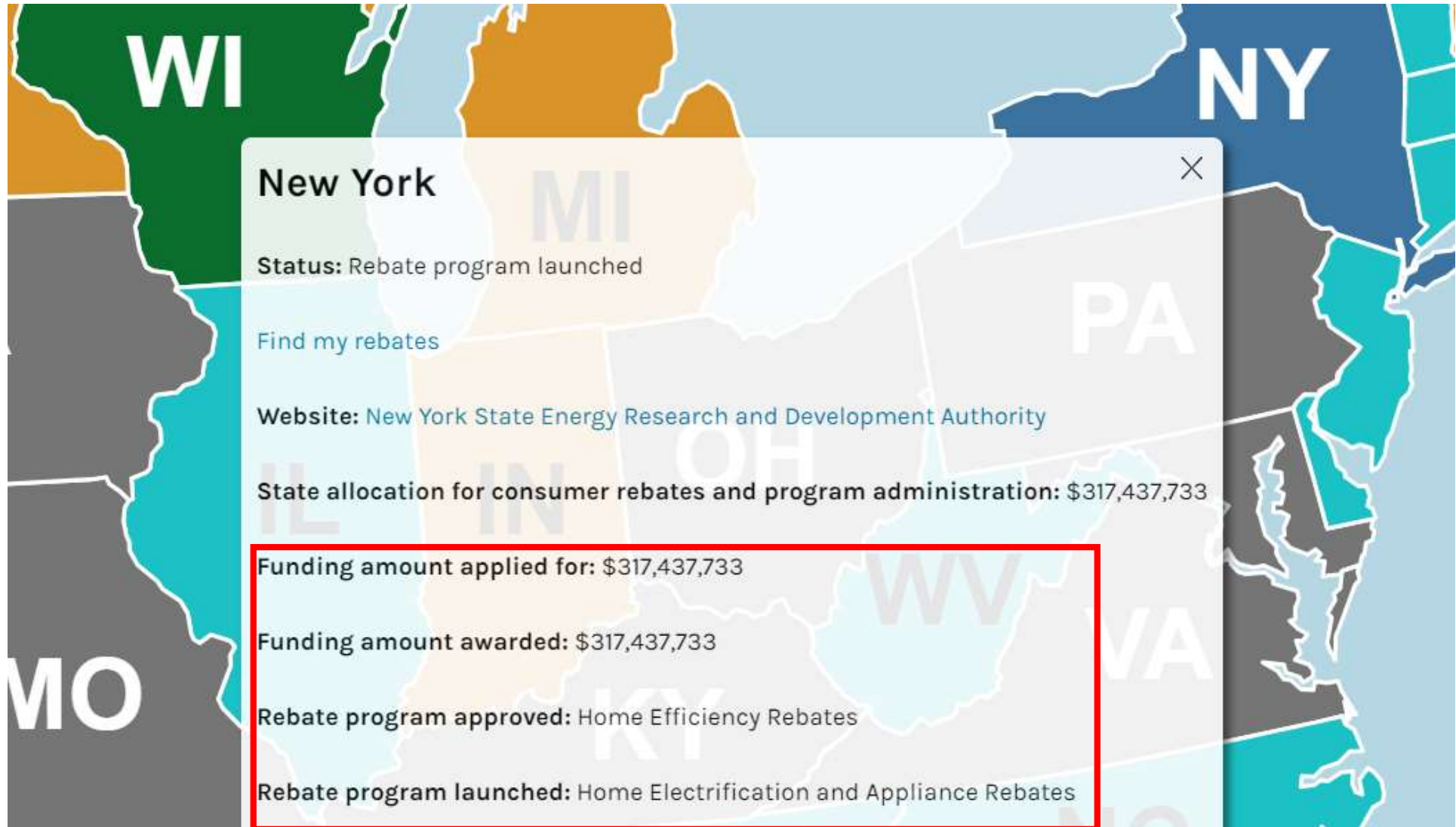
Additional installer incentive up to \$200 for installations in Disadvantaged Community

# HEAR & HER Considerations for Multifamily Programs

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

- **Funds available statewide** regardless of SBC status, provided they meet the income threshold
- **Stackability** - IRA Home Energy Rebates may be braided with state & utility funds
- **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

# Where are We Right Now



DOE Home Energy Rebate Tracker -  
<https://www.energy.gov/save/rebates>



# Multifamily residential (5 units+) programs

- > Expected to be in market early 2025
- > 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

Future  
Multifamily  
Programs

IRA Home Energy Rebates

# MREP Participating Contractor Network

> New Contractor Network will be composed of various service categories

Service Categories	Service Subcategories
Technical Assistance	Energy Assessor
Installer	ASHP Installer
	GSHP Installer
	Direct Exchange GSHP Installer
	Electricians
	Plumbers
	General Contractors
	Insulators - Shell/Envelope
	Insulators - Window/Insulated Panel/Storm Window

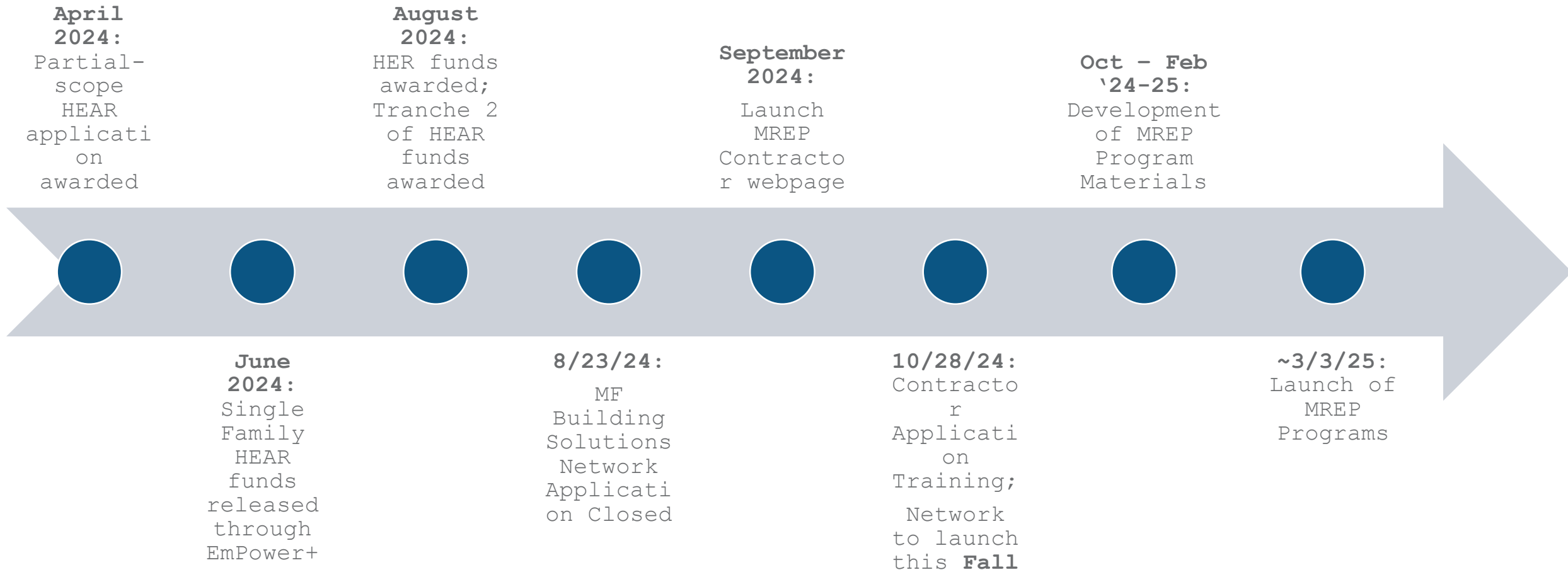
# Contractor Application

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- > 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

# MREP Program Development – Multifamily IRA Focus

New MREP Participating Contractor Network to launch this Fall. MREP IRA funded programs will launch in Q1 2025.



# Application Process



**NYSERDA**

# New Website

nyserda.ny.gov/multifamilycontractornetwork



An official website of New York State. [Here's how you know.](#)

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## 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.

# Application Process

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- Applications will be completed through Salesforce
- Applications will generally be reviewed in 6-8 weeks (depending on volume)
- Launch Date – Will be announced
- Program Materials/Resources: Resources to be posted on Contractor page including link to solicitation page
  - RFQL Solicitation
  - Participation Agreement
  - Management Plan Reference
  - Scorecard
  - User Guide

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



# Scoring Matrix

## Shortened Application

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

# Benefits of Being in Network

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- > **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

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- > 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.)



## NYSERDA

### CONTRACTOR APPLICATION

## Select Program

Complete the following screens to submit an application. See the ⓘ icon for more information.

Program Family

Multifamily



Please select a program. If only one program option is shown below, click Continue.

Multifamily Residential Energy Pathways

CONTINUE

## Next Steps

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- Application User Guide will be released along with solicitation
- Refer to webpage for updates on network [nyserda.ny.gov/multifamilycontractornetwork](https://nyserda.ny.gov/multifamilycontractornetwork).
- Follow-up email will notify the market when the solicitation and application are live

## Q&A

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**Email:** [mrepnetwork@nyserda.ny.gov](mailto:mrepnetwork@nyserda.ny.gov)

**Website:** [nyserda.ny.gov/multifamilycontractornetwork](https://nyserda.ny.gov/multifamilycontractornetwork)