

# Green Jobs-Green New York (GJGNY) Advisory Council Meeting

May 14, 2024.



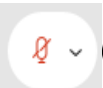
**NYSERDA**

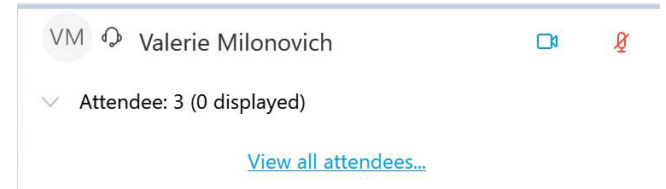
# Meeting Procedures

## Before beginning, a few reminders to ensure a smooth discussion:

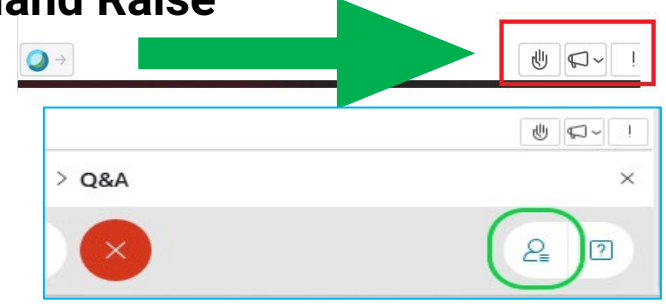
- Attendees are muted during the event.
- Panelists and Advisory Council Members should be muted if not speaking.
  - If using computer for audio, please click the mute button on the computer screen.
  - If using phone for audio, you may control mute/unmute using the phone mute button.
- Video is encouraged for panelists; in particular when speaking.
- For members and panelists, to ask a question or make a comment, please use the hand raise function. You will find the hand icon at the bottom of the participant panel.
- If technical problems arise, please contact Kelly Hammond, Kelly.hammond@nyserda.ny.gov.



You'll see  when your microphone is muted



**Hand Raise**



# Welcome & Roll Call

**Luis Aguirre-Torres,**

Director, Financial Planning & Analysis and Financing Solutions,  
NYSERDA

# Agenda

**1. Welcome & Roll Call**

**2. President's Report**

**3. Program Updates**

- a) Single Family Residential
- b) Multifamily
- c) Small Commercial
- d) GJGNY Financing

**4. DISCUSSION**

**5. Workforce Training**

**6. Community-based Outreach**

**7. Evaluation**

**8. Wrap-up**

# President's Report

**Doreen Harris,**  
President & CEO of NYSERDA,  
Chair of GJGNY Advisory Council

# Single Family Residential Programs

**Courtney Moriarta,**  
Director, Single Family Residential,  
NYSERDA

# Low- and Moderate- Income Program Updates

- In July 2023, the Assisted Home Performance and Empower Programs combined into Empower+, serving both low- and moderate-income households.
  - The combined programs served over 22,000 homes in 2023.
- The NY Home Energy Portal (NYHEP) was launched as an online project management and house modeling tool for both the Empower+ and Residential Assessment programs.
- The Comfort Home program will be integrated into NYHEP in the Summer of 2024.
- NYSERDA has been working to incorporate IRA funding into the Empower+ program including:
  - Submitting an early enablement application to DOE in December 2023 which will integrate funding from Home Energy Appliance Rebate directly into the EmPower+ program.
  - Holding multiple stakeholder engagement sessions for IRA funding.
  - Systems and program planning for a late Q2 funding launch.

# Residential Audit Program

## ▪ **Achievements:**

- Migrated REA to the new NYHEP software tool and created a new customer facing audit report
- Completed 3,043 audits in 2023
- Multiple vendors were able to bring their vision for a virtual audit tool to market

## ▪ **Challenges:**

- Although the program has seen growth, we would still like to increase participation
- Pockets of NY State have limited contractor availability
- Lack of consumer awareness about no-cost Residential Energy Audit Program

## ▪ **Changes under Consideration:**

- Explore the viability of virtual audits for all single-family homeowners

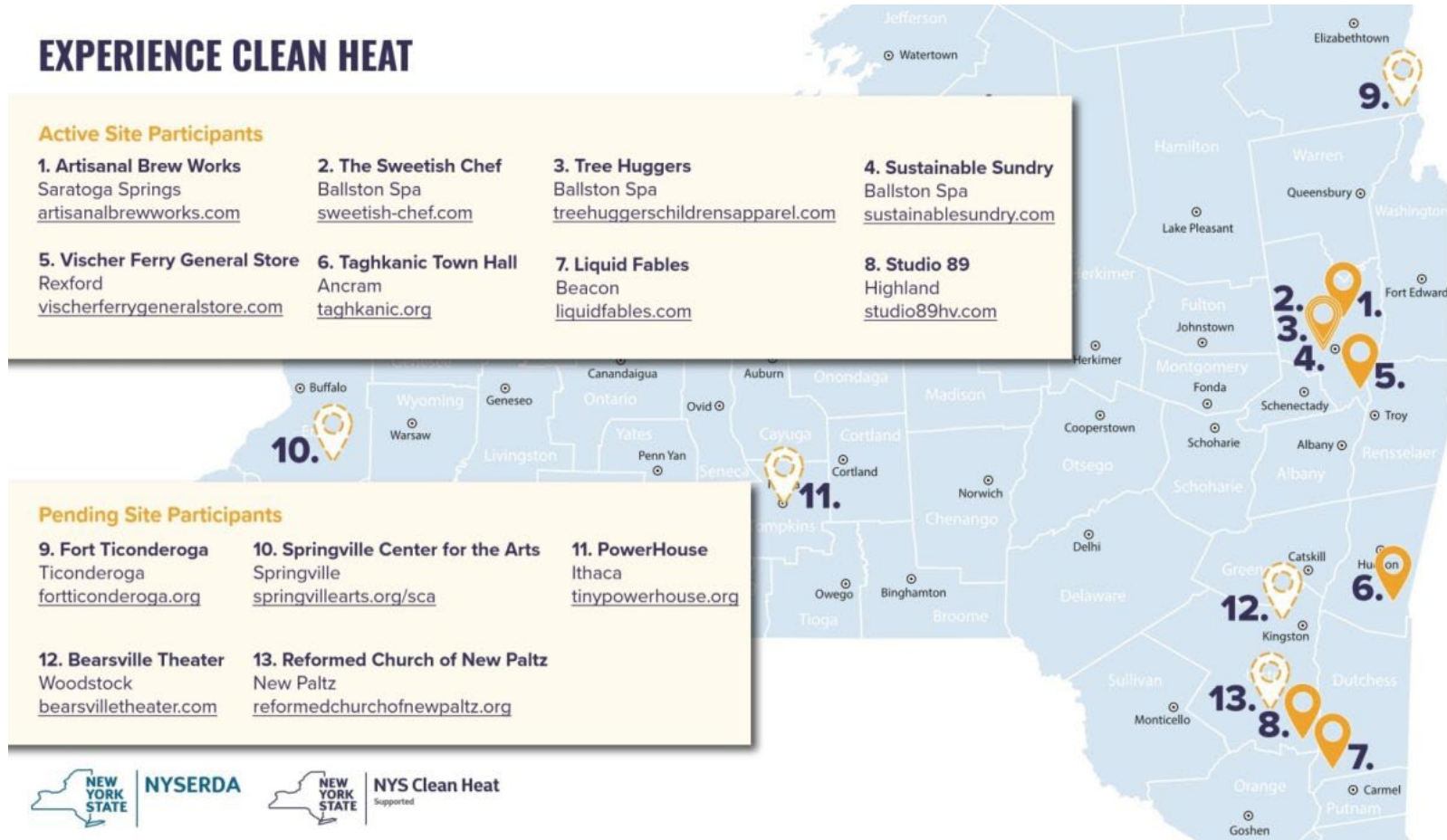


# Comfort Home & Utility Coordination

- **Comfort Home** has recruited **60** top-quality contractors, 9 of which are doing 5 or more market-rate projects per month
  - Through Q4-2023, Comfort Home contractors completed **3445 load reduction projects** and delivered **1634 assessments** to prospective customers.
- **Standards**
  - NYS TRM v9 includes Category 5 Custom Measure for Residential Retrofit Standard Simulation for Measure Packages (Weatherization measures prioritized for heating load reduction)
  - NYS TRM v11 includes Category 6: Customer Measure for Residential Retrofit Standard Simulation for Weatherization and Heat Pump comprehensive package to inform peak demand impacts and right-size heat pumps commensurate with weatherization retrofit
- **Utility Coordination**
  - Streamline customer journey in gas-constrained areas (NGRID: KEDNY; ConEd: Westchester County)
  - Focus on Contractor participation/Workforce Development/Business Mentoring

# Experience Clean Heat - 2023

- Pilot Sites with custom heat pump related signage rolled out across NYS
- Paid social media campaigns launched in December 2023
  - 70,000+ engagements
- Site-Tailored Events and Giveaways planned for 2024
- Strategy for Contractor portion of Experience Clean Heat refined, with a launch goal of Q3 2024



# Multifamily Initiatives

**Will Xia,**

Director, Multifamily Residential,  
NYSERDA

# Multifamily Performance Program

- The Multifamily Performance Program (MPP) **closed to new applications in February 2022**, in conjunction with the statewide Affordable Multifamily Energy Efficiency Program (AMEEP) launched in November 2021. Remaining projects have a final completion date of **12/21/2025**.
- **Achievements to date:** the program has served **31,426 dwelling units** by providing **\$14,383,830 directly for incentives and services**. Overall, the MPP Program has achieved the following savings metrics:
  - ~\$2.8M in annual customer bill reductions.
  - ~118K MMBtu in annual fossil fuel consumption reduction.
  - ~14K MTCO<sub>2</sub>e in annual carbon emissions reduction.
- **MPP Heat Pump Demonstration Study (HPDS):** The HPDS was launched in 2020 under the MPP program to provide additional incentives for MPP projects with heat pumps in their work scopes. To date the MPP HPDS has:
  - 10 enrolled projects, \$2,350,000 committed for incentives and services.

# Low Carbon Pathways

- The Low Carbon Pathways (LCP) Program was launched in June 2021 to support multifamily buildings aiming to decarbonize in response to Local Law 97.
- **Achievements to date:** the program has committed **3,284 dwelling units** and **\$7,059,830 directly for incentives and services**. The program projects to achieve the following savings metrics:
  - ~\$738K in annual customer bill reductions
  - ~90K MMBtu in annual fossil fuel consumption reductions
  - ~5K MTCO<sub>2</sub>e in annual carbon emissions reductions
- **Case Study:** International Tailoring Company Building



# Flexible Technical Assistance Multifamily (FlexTech) Program

- **From 2022 to present:**
  - **Incentives Spent:** \$26,037,858
  - **Number of Projects:** 628 applications approved
  - **Savings:** 1,948,230 MMBtu
- **November 2023 program updates:**
  - Now a single offering for all Multifamily technical assistance studies
  - Cost share based on affordability status, not study type:
    - Affordable projects eligible for 75% cost share, market rate 50%
  - Cost sharing available to support the development of LL97 Decarbonization Plans
- **External partner program coordination**
  - Encouraging FlexTech recipients to pursue AMEEP
  - Highlighting cost share available for energy audit portion of the IPNA



# Collaboration with HCR, HPD and NYCHA

- **Partnership with NYS Homes and Community Renewal (HCR)** to develop a model to directly include efficiency and/or electrification grants and supplemental capital (NYSERDA investment \$100M through 2025).
- **Partnership 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 \$39M through 2028).
- **Partnership with NYC Housing Authority** to reduce costs of electrification across the multifamily sector, directly impacting up to 30,000 PWHPs, resulting in electrification & improved comfort of up to ~10,000 NYCHA apartments (NYSERDA investment \$13M).

# Small Commercial Update

**Tim Curry,**

Contractor, Efficiency Planning and Engineering,  
NYSERDA



# Small Commercial Updates

- **Eligible participants**

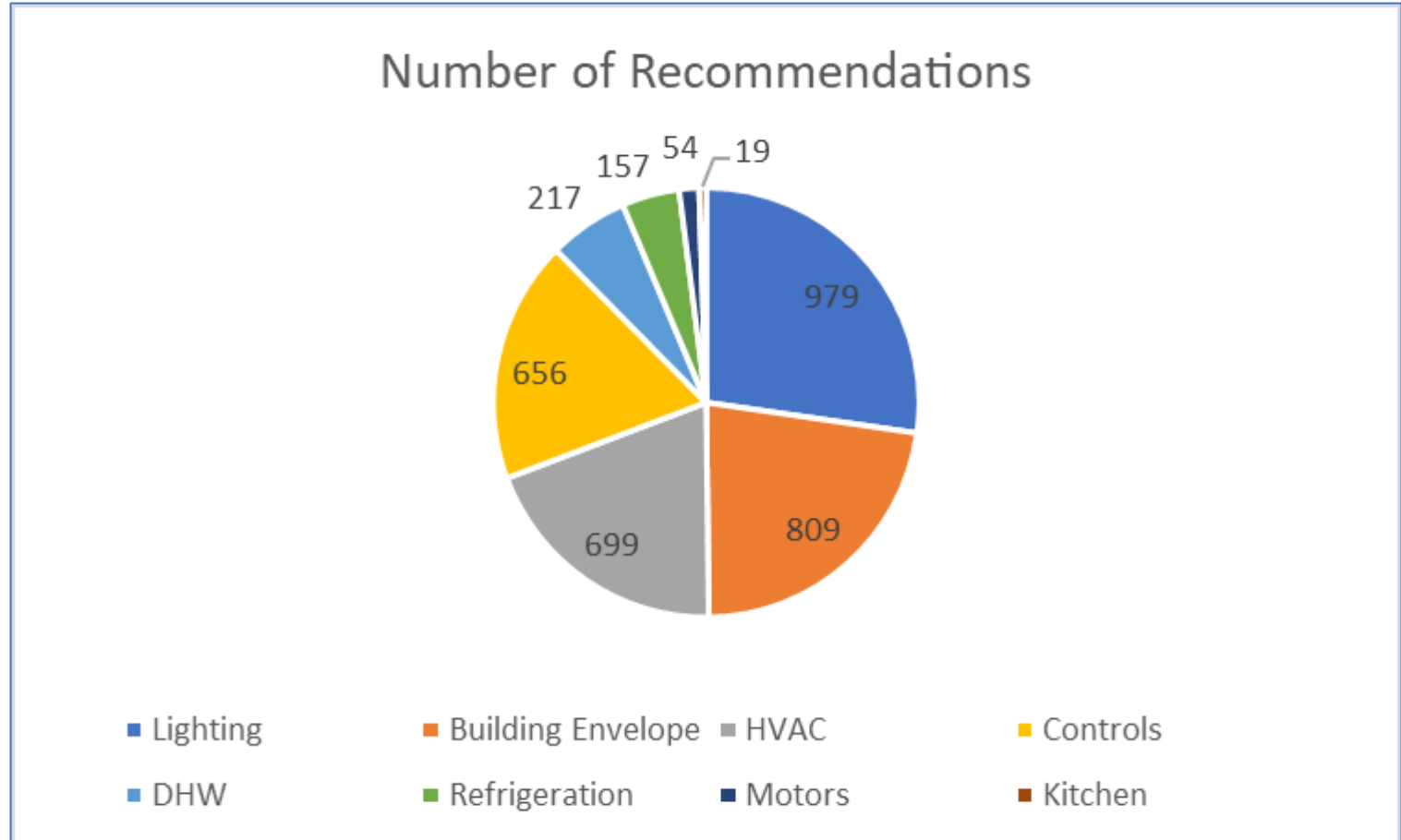
- Small commercial businesses (up to 100 full time employee equivalents).
- Not-for-profit organizations.
- Facilities must be 50,000 sq. ft. or less\*

- **Customer Study Cost Contribution**

FTE Working in an Eligible Space/Facility	Cost-Share per Facility	
	Small Commercial	Not-For-Profit
10 FTE or less	\$100	\$100
Over 10 FTE and 50 FTE or less	\$250	\$250
Over 50 FTE and 100 FTE or less	\$500	\$500
Over 100 FTE	n/a	\$500

# Small Commercial Updates - Measures

<u>Measure Category</u>	<u>Number of Recommendations</u>
Lighting	979
Building Envelope	809
HVAC	69
Controls	656
DHW	217
Refrigeration	157
Motors	54
Kitchen	19



# GJGNY Residential Fund

**Heather Clark,**

Program Manager, FP&A and Financing Solutions,  
NYSERDA

# GJGNY Residential Loan Fund

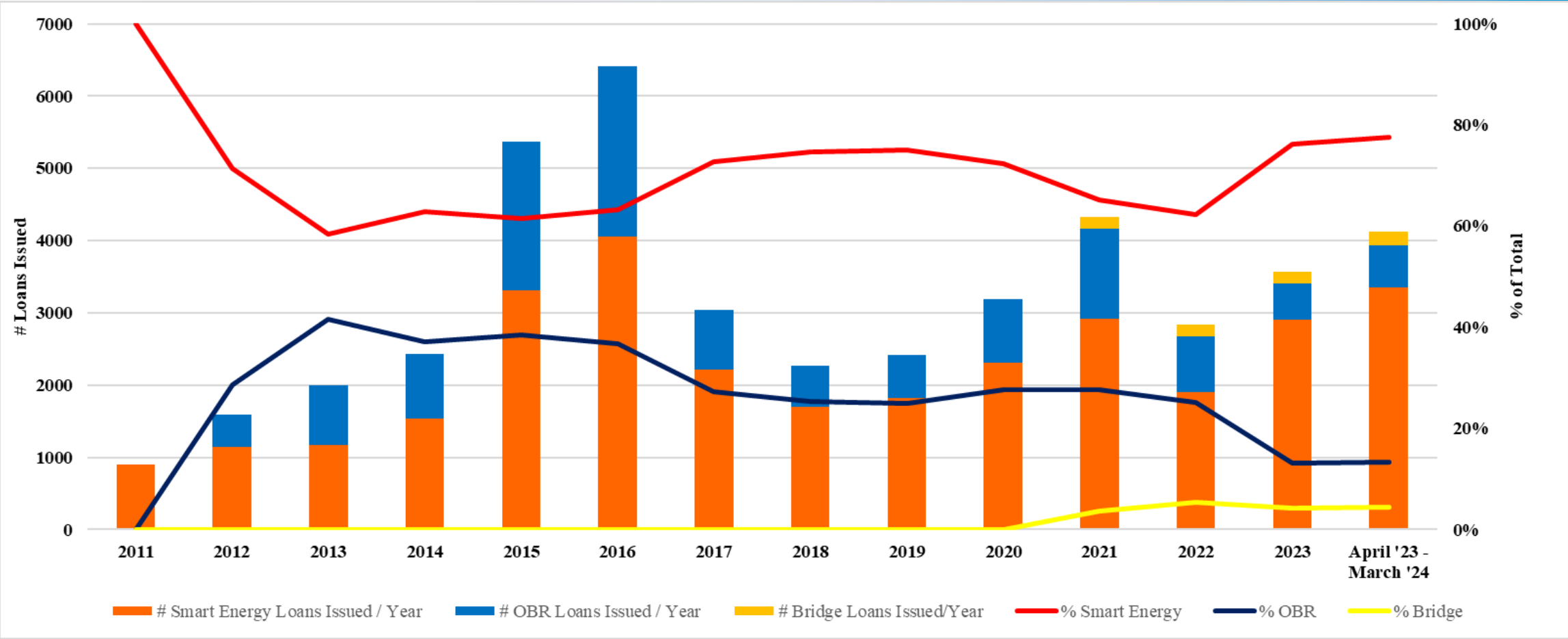
- Pursuant to Title 9-A of New York State Public Authorities Law Section 1890, the GJGNY Program directs NYSERDA to establish a revolving loan fund to finance the cost of approved qualified energy efficiency services for residential, multifamily, and nonresidential structures.
  - All loans must have energy audit/assessment.
  - Legislation requires cost effectiveness criteria:
    - **Prequalified measures at least 85% of total amount; or**
    - **Savings-investment ratio of 80%; Loans; \$13,000+ must meet 15-year simple payback.**
  - Loans available to customers if contractor is approved through NYSERDA or utilities.
- Unsecured loans; 3.99% baseline interest rate; min \$1,500, max \$25,000; OBR and ACH 0.5% discount.
- Terms 5-15 years, not exceeding the expected useful life of measures. No prepayment penalty.

# GJGNY Residential Loan Fund

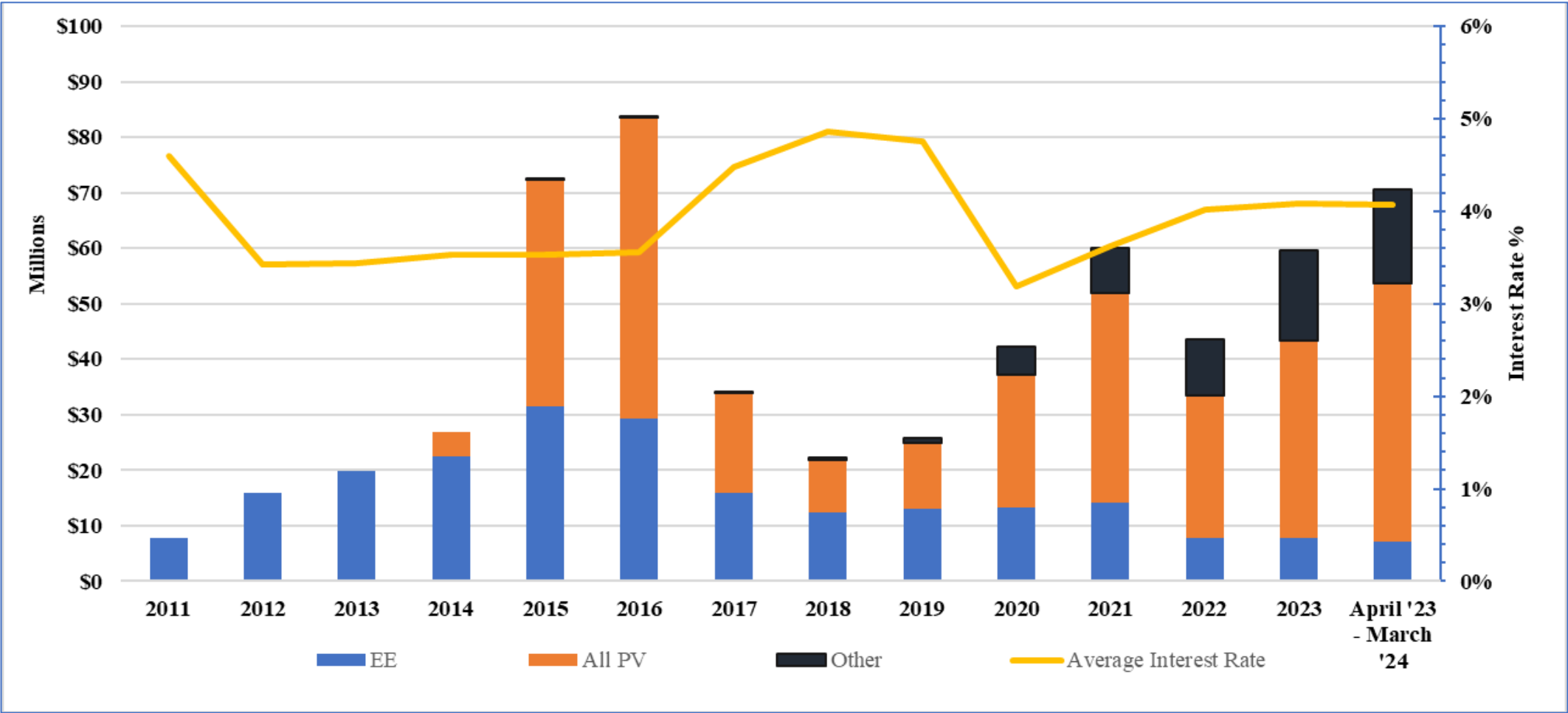
Residential Loan Fund (as of 6/2023)*	Budget	Expended	Committed	Balance
One-to-Four-Family Residential	\$200,745,179	\$167,570,227	\$2,752,958	\$30,421,994
Multifamily	\$557,738	\$148,439	\$0	\$1,226,974
Small Commercial and Not-for-Profit	\$1,977,386	\$1,145,461	\$14,250	
<b>Revolving Loan Fund Total</b>	<b>\$203,280,303</b>	<b>\$168,864,127</b>	<b>\$2,767,208</b>	<b>\$31,648,968</b>

\*Source: GJGNY Annual Report, September 2023.

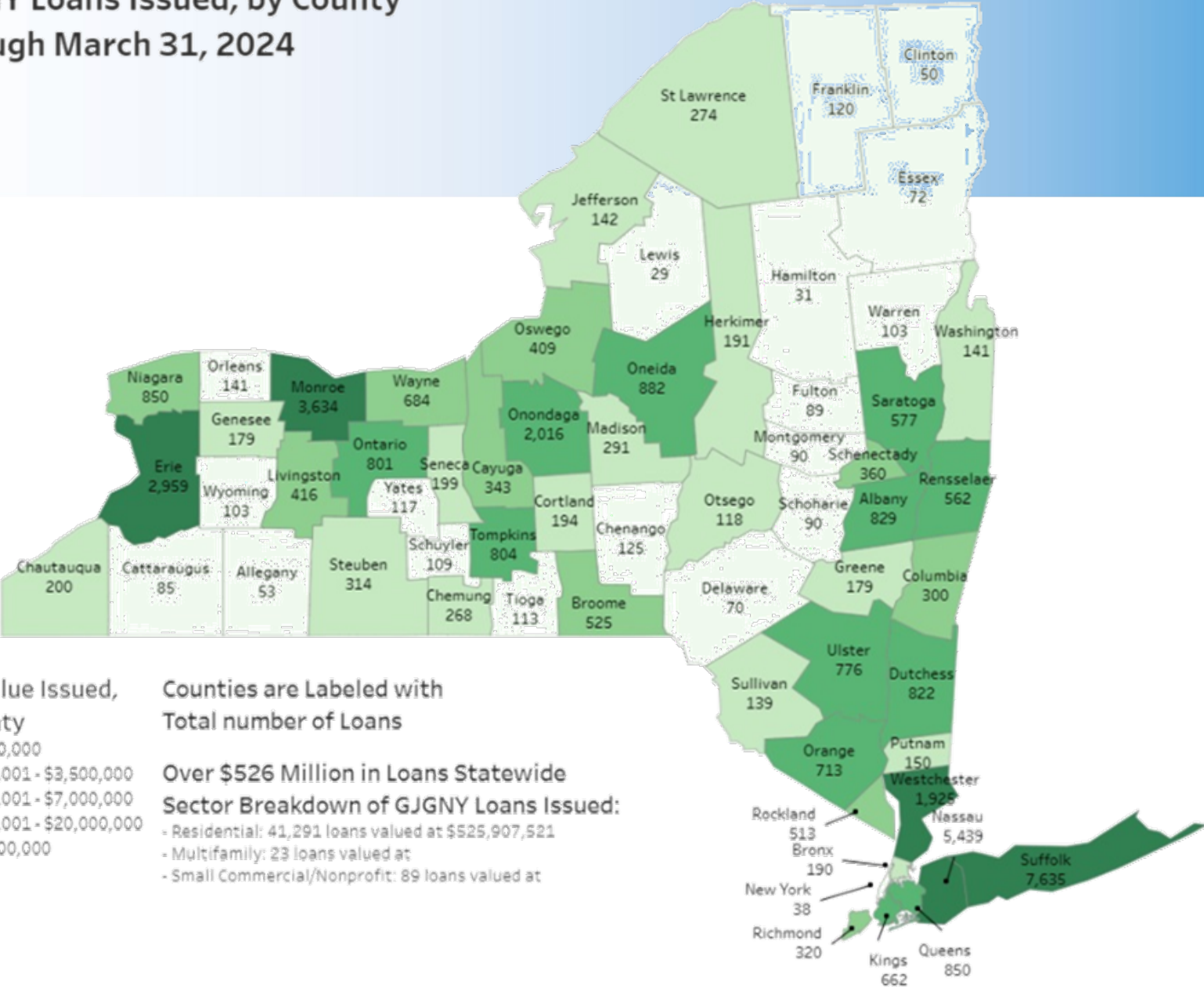
# GJGNY Residential Loans Issued by Type



# GJGNY Dollar Value of Loans Issued by Year



# GJGNY Loans Issued, by County Through March 31, 2024



**Loan Value Issued, by County**

- <\$1,500,000
- \$1,500,001 - \$3,500,000
- \$3,500,001 - \$7,000,000
- \$7,000,001 - \$20,000,000
- >\$20,000,000

**Counties are Labeled with Total number of Loans**

**Over \$526 Million in Loans Statewide**  
**Sector Breakdown of GJGNY Loans Issued:**  
 - Residential: 41,291 loans valued at \$525,907,521  
 - Multifamily: 23 loans valued at  
 - Small Commercial/Nonprofit: 89 loans valued at



# Potential Loan Fund Changes

- **Opportunities for improvement:**

- On-Bill Recovery (OBR) Loans transferability
- Removing requirement of 15-year payback
- Increase maximum loan amount

# Proposed GJGNY Loan Fund Changes

- Eligibility for lower interest rates
- Recalibrating interest rates

Current		Proposed	
<=120% AMI	3.49% - 3.99%	DAC/<=80% AMI	4.0% - 4.5%
>120% AMI	6.99% - 7.49%	>80% AMI	8.0% - 8.5%

# Discussion

# Workforce Development Updates

**Adele Ferranti,**

Director, Workforce Development and Training,  
NYSERDA

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

# Workforce Training Program Updates

- **Building O+M Worker Training (PON 3715/5357):** Over 80 projects with property management companies and building owners funded, providing \$18.3 million to train and upskill 7,100+ building operators.
- **Offshore Wind Training (PON 4595):** 4 projects selected for funding to train 330 new workers, including at least 50% from disadvantaged communities/priority populations. \$2.8 million in funding awarded to date.
- **Clean Energy and HVAC Career Pathways Training (PON 3981/4463) :** \$16.8 million awarded to train 16,300+ New Yorkers across 58 projects, both new and/or existing workers. At least 50% of trainees from new worker training are from DAC/priority populations.
- **Apprenticeship and Pre-apprenticeship Clean Energy Training (PON 5437):** New solicitation to create and/or expand the capacity of existing Direct Entry Pre-apprenticeship and Registered Apprenticeship programs as a pathway to high-quality, family-supporting jobs, \$15 million in funding allocated to the program.



# PON 4772

Key Highlights	PON 4772 Climate Justice Fellowship
<b>Eligible Applicants</b>	<ul style="list-style-type: none"><li>• <u>Employers</u>: NYS CBOs, universities, municipalities, tribal nations, climate tech investors/start-ups, venture development organizations, clean energy businesses or firms dedicated to advancing climate justice and clean energy priorities in Disadvantaged Communities (DACs)</li><li>• <u>Fellows</u>: New hires who are NYS residents and are from a Priority Population</li></ul>
<b>Fellowship Criteria</b>	<ul style="list-style-type: none"><li>• <u>Duration</u>: 12 months, full-time (35-40 hours/week)</li><li>• <u>Scope of Work</u>: Environmental and climate justice to advance an equitable clean energy transition for all communities, especially those disproportionately burdened by environmental health hazards</li><li>• <u>Support Services</u>: Professional development and mentoring + comprehensive benefits</li></ul>
<b>Funding</b>	<b>\$2.1 million awarded to date</b>
<b>Max. Amount</b>	<b>\$40K per Fellow</b> (incl. \$37K salary and \$3K in supportive services)
<b>Deadline</b>	<b>Open enrollment through December 27, 2024</b>

Photo: Lagos Techie @ [Unsplash](#)



# PON 3982



The On-the-Job Training Program has supported individuals that are:

- Residents of disadvantaged communities and/or environmental justice areas
- Low-income individuals
- Veterans
- Individuals with disabilities
- Formerly incarcerated
- Unemployed fossil fuel workers
- Single Parents
- Homeless
- Participants in a clean energy work preparedness program

Key Highlights	PON 3982 On-the-Job (OJT) Training Program
<b>Eligible Employers</b>	Businesses that provide service in the following areas: <ul style="list-style-type: none"><li>• High efficiency HVAC and water heating</li><li>• Insulation and air sealing</li><li>• High efficiency lighting and controls</li><li>• Smart grid</li><li>• Energy Storage</li><li>• Building operations and maintenance</li><li>• Solar electric PV and solar thermal</li><li>• Offshore and land-based wind</li><li>• Electric vehicle charging stations</li><li>• Electric vehicles (manufacturing only)</li></ul>
<b>Wage Reimbursement</b>	<ul style="list-style-type: none"><li>• 50%-75% wage reimbursement for up to \$24/hour for 4-6 months of a new hire's training period.<ul style="list-style-type: none"><li>○ 75% for MBE/WBE/SDVOB businesses &amp; heat pump hires</li><li>○ 50% for all other hires</li><li>○ 6 months for hires from a priority population/disadvantaged community</li><li>○ 4 months for all other hires</li></ul></li></ul>
<b>Process</b>	<ul style="list-style-type: none"><li>• Business Application via NYSERDA Portal</li><li>• NYSDOL review and training plan development</li><li>• New Hire applications submitted to NYSERDA for approval</li><li>• Invoices submitted for reimbursement after 4 weeks</li></ul>

## OJT Facts & Figures\*

- 200 businesses engaged
- 1,800 individuals hired, 34% from DACs/PPs
- Over \$14.5 million funding awarded to date

\*As of April 19, 2024



# PON 4000

Key Highlights	PON 4000 Clean Energy Internship Program
<p><b>Eligible Employers</b></p>	<ul style="list-style-type: none"> <li>• NYS businesses, non-profits, and municipalities that provide services in the following clean energy areas:</li> <li>• Energy efficiency, renewable energy, alternative transportation, energy storage, grid modernization, and renewable fuels</li> </ul>
<p><b>Wage Reimbursement</b></p>	<ul style="list-style-type: none"> <li>• Reimbursement is available on a sliding scale for hourly wages of up to \$17.00 for up to 480 hours per internship.</li> <li>• <b>90%</b> of intern wages covered for employers with 2-100 employees.</li> <li>• <b>75%</b> of intern wages covered for employers with 101+ employees.</li> <li>• Minimum requirement of 2+ employees waived for MWBEs, WBEs and SDVOBs.</li> </ul>
<p><b>Process</b></p>	<ul style="list-style-type: none"> <li>• Both employers and interns must apply via NYSERDA's website (one time per employer).</li> <li>• Employers submit plans for approval, including a job description and signed offer letter to reserve funding.</li> <li>• Interns apply to the program to verify their eligibility to participate.</li> </ul>

## PON 4000 Facts & Figures\*

- 320+ employers engaged
- 2,090 individuals hired
- Internships for current students, recent graduates and individuals from Priority Populations/Disadvantaged Communities
- Over \$13 million in funding awarded to date

\*As of April 19, 2024



# Community-based Outreach

**Anzala Alozie,**

Director, Energy and Climate Equity,  
NYSERDA

# Community-based Outreach

- **Launch of Energy Equity Collaborative:**

- Founding Steering Committee consists of 13 Community Based Organizations engaged with NYSERDA to provide meaningful input and serve as advisory body on program initiatives and policies.
- Engagement staff representative of the targeted communities (previously excluded, Black, Latino, Indigenous, People of Color). Fluent bilingual/culturally appropriate staff, where needed.
- Topical Collaborative working groups are in the process of broadening additional community-based organization members.
- Collaborative members compensated for their time and expertise.

# Regional Clean Energy Hubs

- Regional Clean Energy Hubs were the result of an extensive co-design process in 2019
  - Included 30 organizations from around NYS
- Regional Clean Energy Hubs Initiative (Hubs) launched in December of 2022
- \$61 million allocated over 4 years to establish Hubs in each economic development region.
- Delivered through CBOs and non-profit organizations with demonstrated reach in disadvantaged communities; 12 hubs in total (3 in NYC)
  - Hubs are a team of trusted, knowledgeable, community-based organizations in and from the region they serve.
  - Hubs have experience with clean energy, energy efficiency, workforce and economic development, education, health, and housing.
- Funded through Clean Energy Fund and Regional Greenhouse Gas Initiative

# Regional Clean Energy Hub: Progress

- **Foundational Program Development:** Executing Subcontractor Agreements, Developing Hubs Operational Processes, Hiring and Training Staff.
- **Project Coordination:** Provide program and loan application assistance, work with partner organizations to refer customers and coordinate NYSERDA -funded projects with other local, state, or federal programs and resources.
- **Outreach and Awareness:** Conduct outreach focused on disadvantaged communities, to provide access to available programs and resources, with the goal of increasing participation within programs and access resources.

# Regional Clean Energy Hub: Moving Forward

- **Energy Literacy Workshops:** Conduct energy literacy and energy education opportunities as part of events, campaigns, or as stand-alone events.
- **Community Campaigns:** Conduct targeted community campaigns that move toward a more robust, technology agnostic model that will promote a range of clean energy technologies and solutions.
- **Growing the network:** Foster and form relationships with, external entities and partners currently operating in disadvantaged communities to increase access to and accelerate participation in clean energy programs and solutions.

# Evaluation

**Victoria Engel-Fowles**

Program Manager, Market Characterization and Evaluation,  
NYSERDA

# Evaluations Underway: Single Family Residential

- **Residential Audit & Rating MAR Assessment**

- Measure Adoption Rate (MAR) quantifies the percentage of measures recommended that are installed in homes.
- Evaluate reported energy impacts - kWh and MMBtu.
- Attitudinal survey of participants.
- Program years evaluated: 2019-2023; Results anticipated by Q2 2024.

- **EmPower + and Comfort Home Impact Assessments**

- Evaluate reported energy impacts.
- Surveys of participants and contractors.
  - **Program years evaluated:**
    - EmPower+ (including AHP): Q2 2022- Q1 2023; Results anticipated by Q2 2025.
    - Comfort Home: 2020 - Q1 2023; Results anticipated by Q2 2025.

# Evaluations Underway: Multifamily Residential

## ■ Multifamily Performance Program Impact Evaluation

- Review of savings in DAC areas.
- Program years evaluated.
  - **Phase 1: Q2 2018 – 2022.**
  - **Phase 2: 2023 -2025.**
- Phase 1 Results anticipated by Q2 2025.

## ■ FlexTech Impact Evaluation

- Evaluate MAR and verify reported energy impacts.
- Program years evaluated: 2017 – 2023.
- Results anticipated by Q2 2025.



# Evaluations Underway: Workforce Development

- **PON 3715 Building Owner & Manager (BOM) Worker Training**
  - Direct and indirect impact evaluation for the BOM initiative.
    - **Real-time impact evaluation for program year 2023.**
    - **Retrospective impact evaluation for program years 2021-2022.**
  - Results anticipated by Q3 2024.

# Evaluations Underway: DAC and LMI

- **Regional Clean Energy Hubs - Market Baseline**

- Assess customer awareness of clean energy opportunities and barriers to participation, monitor the success of Hubs in developing relationships with local organizations, and characterize what clean energy actions are being undertaken in DACs.
- Results anticipated Q3 2024.

- **Low-Income Bill and Usage Analysis**

- Characterization of the low-income market sector energy burden.
- Analysis of how clean energy, energy affordability, and energy efficiency interventions change energy consumption and energy burden.
- Results anticipated by Q2 2025.

# **Discussion and Final Remarks**

# Wrap-Up

- **GJGNY Reporting Updates**

- 2023 GJGNY Annual Report, activity July 1, 2022 through June 30, 2023, is available on NYSERDA's website: <https://www.nyserda.ny.gov/About/Publications/Program-Planning-Status-Reports/GJGNY-Advisory-Council-Reports>

- **For any GJGNY-related questions, comments, or feedback, please reach out to:**

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**Thank you!**