

Statewide LMI Portfolio Stakeholder Webinar

18-M-0084 Comprehensive Energy Efficiency Initiative
(New Efficiency: New York)

Presented by the New York Utilities and NYSERDA

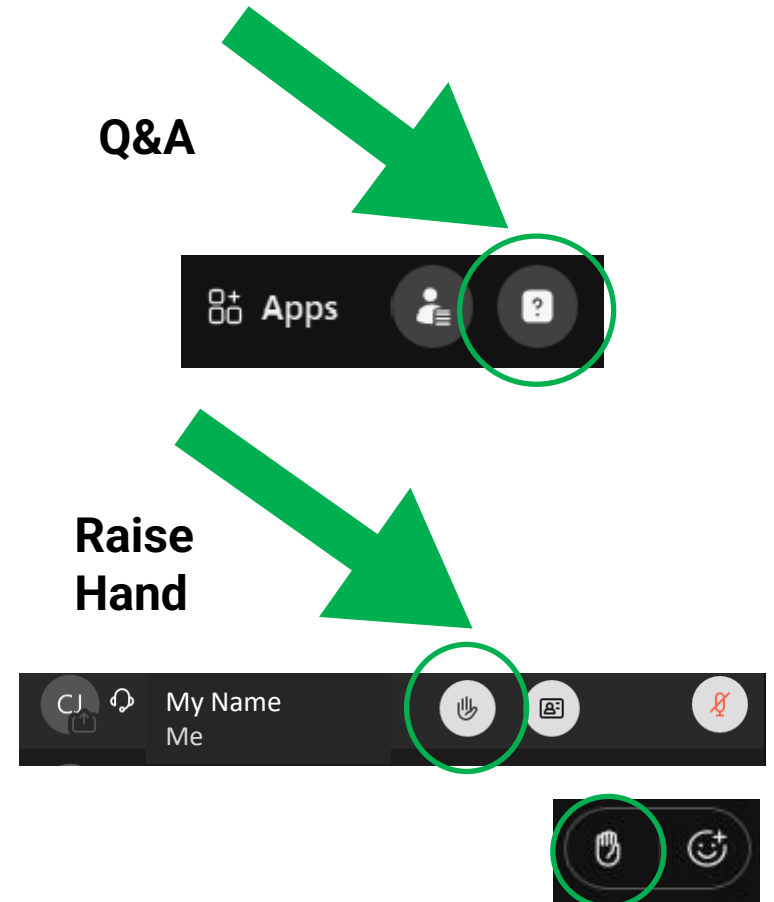
June 22, 2023



Meeting Procedures

Before beginning, a few reminders:

- > **All attendees will be muted**
 - > For questions or comments throughout, please use either the Raise Hand or Q&A functions (the written Q&A function is often preferred). To use Raise Hand:
 1. Select the Raise Hand icon in the bottom toolbar, or hover your mouse over your name in the Attendees list in order to see the Raise Hand icon displayed
 2. Click on the raise hand icon to indicate you have a question.
 3. When the moderator calls on you and indicates you are unmuted, you may ask your question verbally.
 4. When you are finished talking, please select the “Raise Hand” icon again to lower your hand.
 - > When using the Q&A function, please be sure that your question is directed to “All Panelists”, rather than one specific individual.
 - > The Q&A function is private, and the team will share public responses as appropriate.
- > Slides and a summary report of the Webinar, with Q&As, will be posted after the meeting. This meeting will be recorded for internal record-keeping purposes only.
- > Immediately following the Webinar, a brief survey will be issued seeking feedback on the Webinar; this survey will appear in new browser window. Your responses are valuable and appreciated.
- > If technical issues arise, please contact AMEEP@ceadvisors.com



Agenda

- **Welcome and Meeting Procedures**
- **Statewide LMI Portfolio Overview**
 - High-Level Performance Update
- **1-4 Family Homes Programs Update**
 - Update on EmPower+
 - KEDLI HEAT Moderate Income Pilot (*PAUSE FOR Q&A*)
- **Affordable Multifamily Energy Efficiency Program (AMEEP) Update**
 - AMEEP Case Study
 - Con Edison Programs and Community Partnerships (*PAUSE FOR Q&A*)
- **NYSERDA Partnerships with Affordable Housing Agencies**
 - Spotlight on NYS HCR
 - Spotlight on NYC HPD
 - Spotlight on NYCHA Clean Heat for All Challenge (*PAUSE FOR Q&A*)
- **Forward-Looking Updates**
 - New York State FY24 Budget
 - Inflation Reduction Act
- **Questions and Comments**



Statewide LMI Portfolio Overview

2022 Statewide Initiative Review⁺



1-4 Family Homes

- 19,209 participants* served
- \$94 million total expenditures
- 5,115 verified gross annual MWh savings
- 279,012 verified gross annual MMBtu savings



Affordable Multifamily

- 81,080 participants served
- \$34 million total expenditures
- 14,097 direct gross annual MWh savings
- 456,439 direct gross annual MMBtu savings



Affordable New Construction

- 4,536 participants served
- \$18 million total expenditures
- 8,192 direct gross annual MWh savings
- 81,453 direct gross annual MMBtu savings

⁺Data from 2022 LMI Annual Report, filed April 3, 2023

*Participants are defined as dwelling units served in statewide programs. Dwelling units that receive both electric and gas measures are counted in both the electric and gas categories in CED scorecards; participant counts were reflected identically in the 2022 Annual Report.



1-4 Family Homes Programs Update

1-4 Family Homes Overview

Objectives

- Improve overall energy affordability for LMI households
- Increase the number of LMI households receiving energy efficiency services
- Address beneficial electrification needs as part of energy efficiency work scopes

Features

- Statewide program funded through the CEF and utility incremental funds
- Includes comprehensive energy efficiency upgrades (insulation, air sealing, electric load reduction, health and safety improvements, comprehensive energy audit, and in-home energy education)
- Direct install at time of assessment to serve as a feeder into more comprehensive work

1-4 Family Homes

Progress and Takeaways: EmPower

- **Collaboration of customer data sharing**
 - Consistent referral file structure and prioritization of customers referred
 - Access to referral dashboards, reports, and application portal
 - Increasing ratio of email applications to traditional mail
- **Utilities testing outreach strategies to increase utility customer participation**
 - Statewide ABC Messaging Campaign
 - National Grid text messaging campaign
 - Electronic and Postcard invites and follow up to referred customers
 - Lessons learned/enhancements for future iterations of outreach activities
- **Utility specific participant profile analysis**
 - Utilities and NYSERDA comparing data for trends, common themes and potential opportunities in each utility territory

1-4 Family Homes

Upcoming Workstreams: EmPower

- **Continue Contractor engagement and Participant/Non-Participant Surveys**
 - To continue to identify best practices, pain points, and engagement opportunities with customers
- **NYSERDA rolling out new project management system**
 - Brings enhancements requested by contractors and other NYSERDA stakeholders
 - Removes administrative barriers with added flexibility needed to ramp up program participation
- **NYSERDA to launch EmPower+**
 - Culmination of stakeholder engagement activities
 - Aligned rules and strategy for serving low- and moderate-income customers
 - Utilities will update websites, cross-promotional program materials etc.
 - NYSERDA will update EmPower+ Application landing page

Progress and Takeaways: KEDLI HEAT (National Grid)

- The KEDLI Home Energy Affordability TeamSM (HEAT) moderate-income incentive pilot saw 74 total participants in 2022

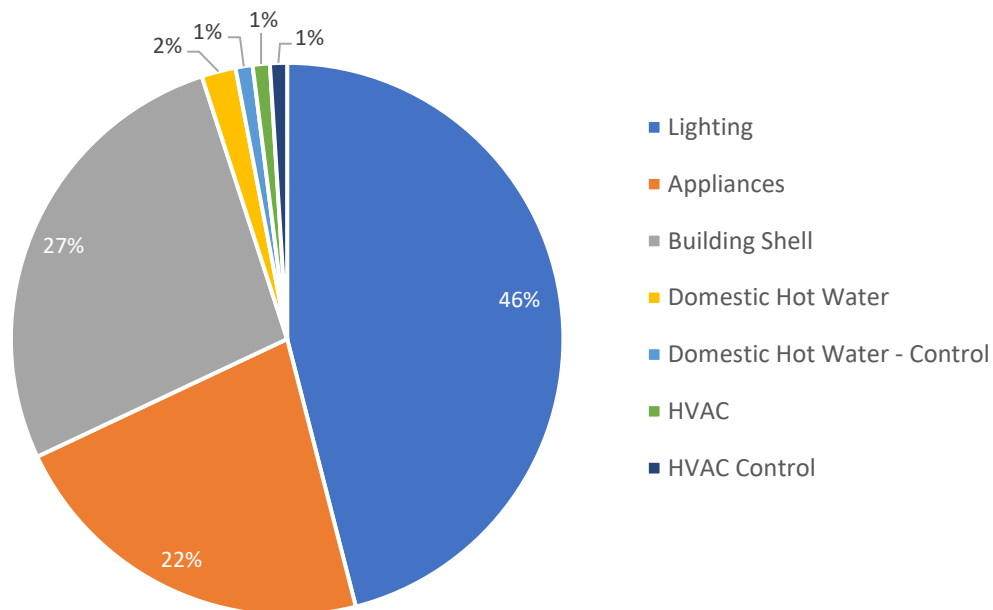
Moderate-Income Tier	Income Range	Participant Count
Tier 1 (Moderate)	<61-70% AMI	56
Tier 2 (Moderate)	<71-80% AMI	7
Tier 3 (Moderate)	<81-99% AMI	11

- The KEDLI Food Bank Voucher "Clean and Tune" initiative was also launched in late 2023 as a lead generator for the KEDLI HEATSM program
- What's next for the Moderate-Income Pilot?
 - Maintain incentive structure through 2023
 - Direct text message campaign to customers in areas identified potentially as moderate-income planned for early Summer 2023

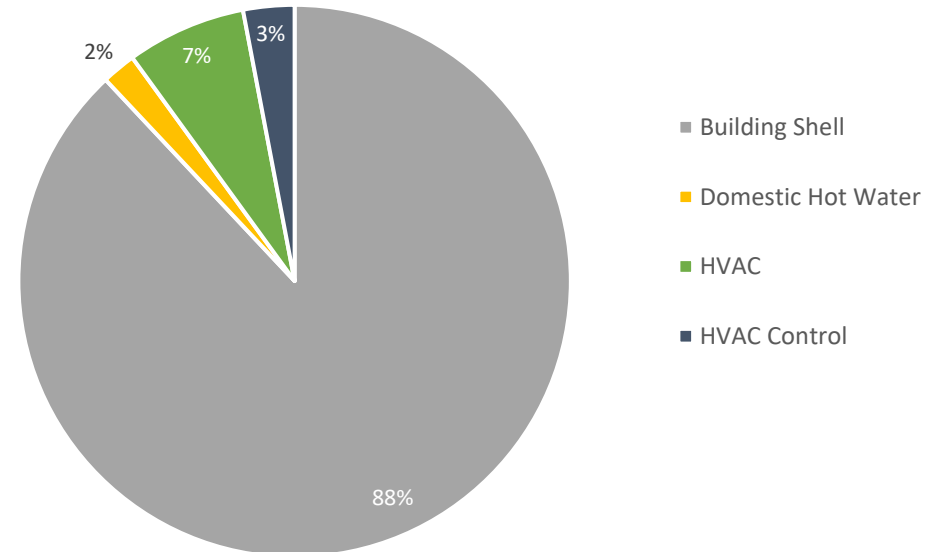
1-4 Family Homes

2022 Statewide Measure Mix Snapshot⁺

1-4 Family Homes MWh Measure Mix



1-4 Family Homes MMBtu Measure Mix



⁺Data from 2022 LMI Annual Report, filed April 3, 2023

1-4 Family Homes

EmPower+ Timeline

2020

2021

2022

2023

2024

- Stakeholder Engagement on Program Redesign
- Systems Planning
- Program redesign

- Combined Application for EmPower and Assist. Home Perf. (AHP)
- Added geo-eligibility determination in application

- Administration of NE:NY funding through EmPower
- Aligned AHP and EmPower program rules, measure eligibility and process
- TRM Compliant modeling in program tools

- Transition to new program mgmt system.
- Launch single, unified LMI program called EmPower+
- Plan for the administration of additional Federal Funding, such as IRA
- Soliciting new Implementation Contractors

- EmPower+ continues to deliver EE services to LMI customers by braiding funding sources, leveraging all available funding sources

Questions and Comments





Affordable Multifamily Energy Efficiency Program (AMEEP) Update

Affordable Multifamily Energy Efficiency Program

AMEEP Overview

Objectives

- Deliver and scale the statewide affordable multifamily program
- 40% of incremental LMI energy efficiency utility funds directed to affordable multifamily

Features

- Flexibility to pursue prescriptive or custom measures, direct install, and/or comprehensive projects
- Robust incentive to encourage comprehensive projects
- Technical assistance through coordination with NYSERDA's FlexTech program
- Streamlined and consistent customer journey

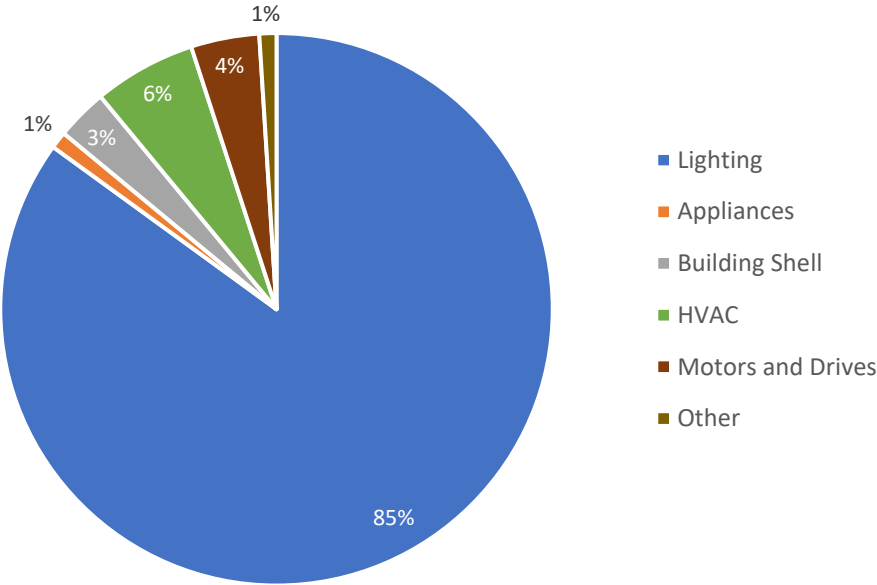
2022 Highlights

- Program Administrators spent approximately \$34 million on existing affordable multifamily initiatives
 - Approximately \$4M spent on electric projects and \$21M spent on gas projects
- Program has been especially active in downstate New York, where approximately 80% of multifamily building stock is located
- The total number of dwelling units served through AMEEP are 81,080
- There are over 100 active comprehensive projects in the program pipeline

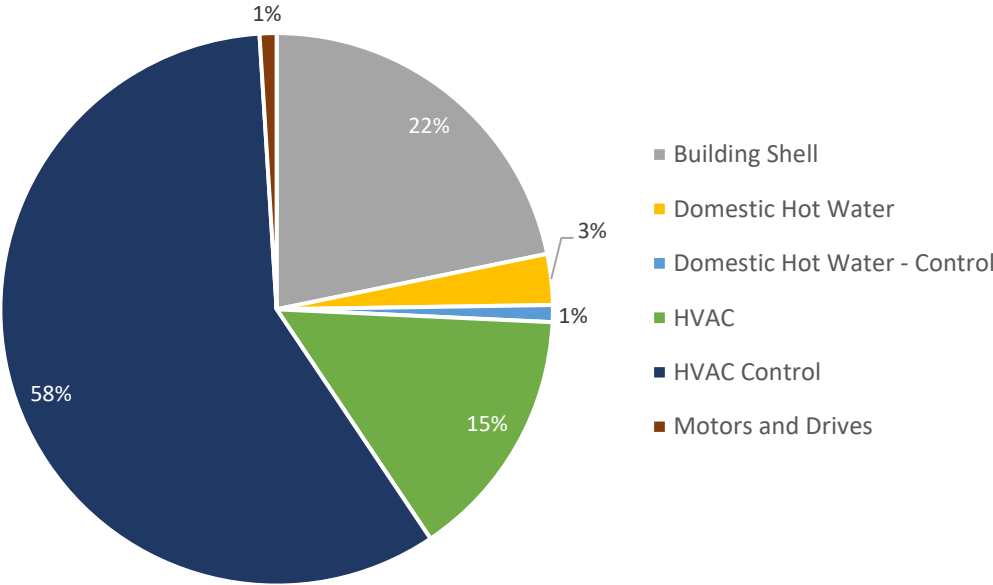
Affordable Multifamily Energy Efficiency Program

2022 Statewide Measure Mix Snapshot⁺

Existing Affordable Multifamily MWh Measure Mix



Existing Affordable Multifamily MMBtu Measure Mix



+Data from 2022 LMI Annual Report, filed April 3, 2023

Affordable Multifamily Energy Efficiency Program

AMEEP Comprehensive Project Case Study - Upstate

Upstate Case Study: 65 Lydun Drive, Albion

of Dwelling Units: 24

Property Management Company: Pathstone Management Corporation

Energy Service Provider: Sustainable Comfort

Scope:

- Attic Insulation
- Furnace/boiler replacement
- DHW In-kind replacement
- Air sealing-low rise
- DHW Pipe insulation
- Low flow plumbing fixtures
- Refrigerator Replacement
- Common area lighting
- In-unit Lighting

Estimated Incentive: \$28,800 (~10% of project cost)

Estimated Savings: 380 MMBtu-e

Installed: May 2023



Affordable Multifamily Energy Efficiency Program AMEEP Comprehensive Project Case Study - Downstate

Case Study: 1415-1417 Wythe Place, Bronx

of Dwelling Units: 59

Property Management Company: C+C Apartment Management

Energy Service Provider: Bright Power

Scope:

- Boiler replacement
- Roof insulation
- Window replacement
- Air sealing
- Pipe insulation
- Common area lighting
- In-unit lighting
- In-unit aerators and showerheads

Estimated Incentive: \$118,000 (~30% of project cost)

Estimated Savings: 690 MMBtu-e

Expected Installation End Date: June 2023



Affordable Multifamily Energy Efficiency Program

Streamlining Eligibility

Eligibility Screener

- Con Edison developed and launched an online eligibility screener tool in 2022 to help affordable MF buildings confirm affordability status
- Buildings could download and submit a pre-approval letter in lieu of eligibility documentation to complete electric non-comprehensive projects
- As of July 2023, the letter will be accepted for all gas and electric AMEEP non-comprehensive projects

Community Fast Track Initiative

- Con Edison conducted a geotargeting pilot in 2021 (pre-AMEEP) in Bronx Community District 4 where any MF building in that area automatically qualified for participation in AMEEP
- In July 2023, Con Ed will launch a similar pilot effort in Bronx Community Districts 4 and 5 (both are DACs) where MF buildings in those areas will automatically qualify for AMEEP non-comprehensive projects through December 2023

Local Law 97 Pilot

- Con Ed co-developed in 2021 (pre-AMEEP) with NYC HPD and NYC Accelerator to help HPD-financed buildings meet Local Law 97 Prescriptive Pathway requirements
- Incentives are offered on a per dwelling unit and per measure basis
- Next step is to expand pilot beyond HPD-subsidized housing

Affordable Multifamily Energy Efficiency Program

Future Plans for AMEEP

Operations

- Increase comprehensive project participation and complete current pipeline projects
 - Identify opportunities for more inclusive tier structures
 - Identify opportunities to reevaluate and adjust point structure
 - Improve project application process times

Outreach

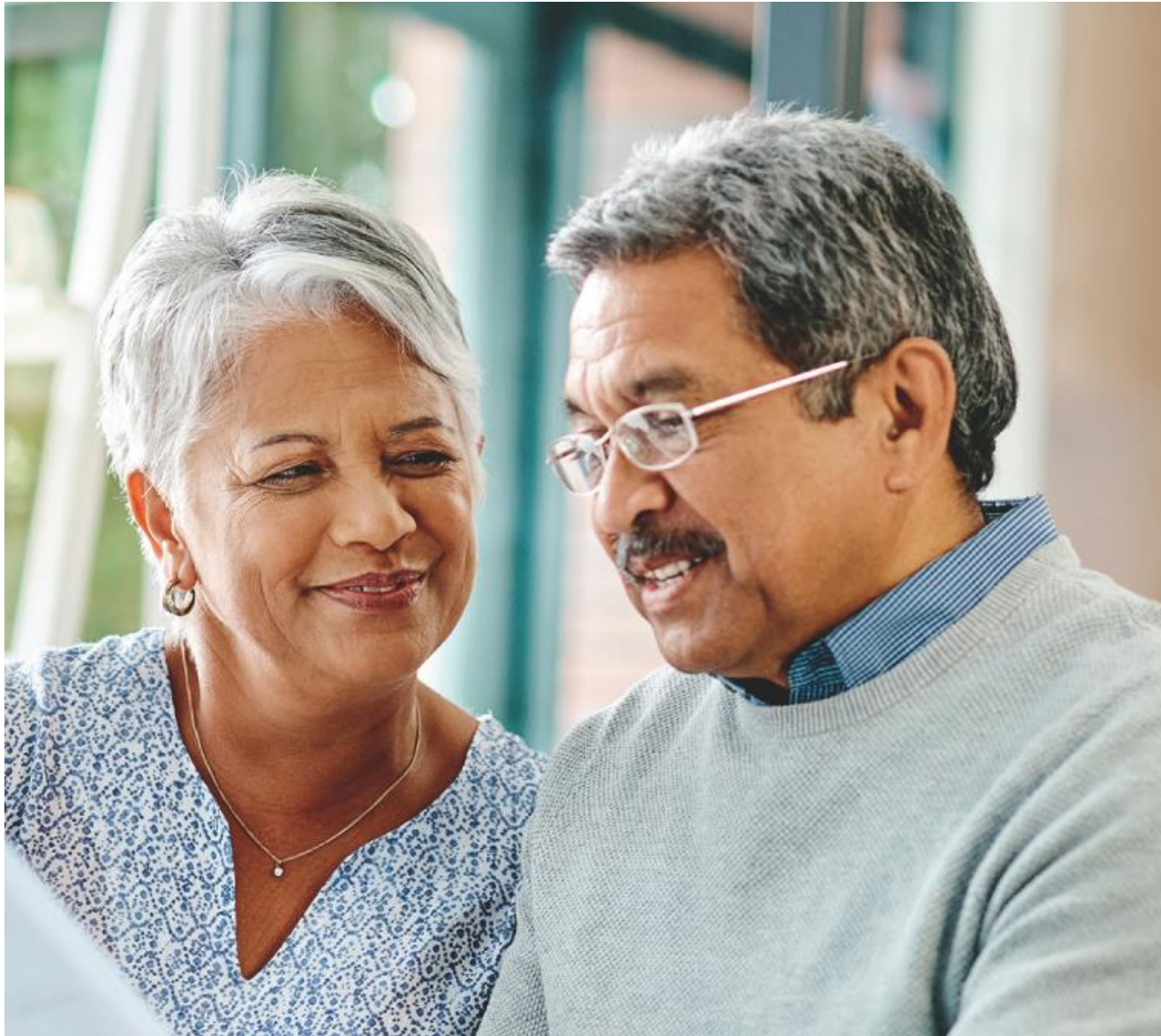
- Foster and leverage strategic partnerships
- Expand the Participating Contractor (PC) Network and continue to facilitate quarterly PC and Industry Partner Webinars
- Identify and improve opportunities for receiving and implementing feedback from stakeholders

Design

- Align program as needed with upcoming policy developments, including serving and benefiting identified disadvantaged communities effectively
 - NE:NY Interim Review Order

Questions and Comments





NYSERDA Partnerships with Affordable Housing Agencies

Partnerships with Affordable Housing Agencies

Affordable Housing Partnerships - Overview

- NYSERDA is partnered with New York State Homes and Community Renewal (HCR), New York City Department of Housing Preservation and Development (HPD), and the New York City Housing Authority (NYCHA) to decarbonize affordable housing portfolios.
- Through these innovative partnerships, NYSERDA resources will position affordable housing agencies to decarbonize their portfolios more quickly & cost-effectively and contribute to New York's Final Scoping Plan requirement to achieve "one to two million efficient homes electrified with heat pumps by 2030".

Partnerships with Affordable Housing Agencies

Spotlight on NYS Homes & Community Renewal (HCR)

Objectives

- Make clean energy technical assistance and incentives more accessible to affordable housing developers, as a component of housing financing applications
- Support HCR's leadership in establishing decarbonization scopes as business-as-usual
- Test new models for weatherizing and electrifying affordable housing stock within established financing process.

Progress to Date

- Decarbonization incentives and performance criteria are embedded into HCR financing RFPs and term sheets
- Incentives fund heat pump domestic hot water (DHW) heaters, heat pumps for space heating & cooling, and high-performance envelope improvements, along with NYSERDA-funded technical & design support.
- HCR published updated sustainability guidelines signaling all-electric, high-performance as a requirement in future years and ahead of code requirements.
- NYSERDA and HCR have committed funds to 25 projects.

Upcoming Priorities

- Identify and develop collaborations across 1-4 family homes programs.
- Align on federal funding opportunities.
- Resolve ancillary policy factors (e.g., utility allowances) associated with electrification/decarbonization retrofits.

Partnerships with Affordable Housing Agencies

Spotlight on NYC Department of Housing Preservation and Development (HPD)

Objectives

- Make clean energy technical assistance and grants more accessible to affordable housing developers by integrating access to both in established HPD application processes.
- Support HPD's leadership in building decarbonization, and making it business as usual.
- Test new models for weatherizing and electrifying affordable stock within established financing process.

Progress

- Decarbonization incentives and performance criteria are available to HPD preservation projects via program requirements published on HPD's website.
- Incentives fund heat pump domestic hot water (DHW) heaters and heat pumps for space heating & cooling, along with complementary energy performance improvements and soft cost support.
- NYSERDA-funded technical assistance providers are available to assist project teams with design and implementing decarbonization scopes.
- NYSERDA and HPD have committed funds to 9 projects.
- Launched program focused on incentivizing passive house new construction ("Future Housing Initiative")

Upcoming Priorities

- Support HPD with capacity buildings, incentives and technical assistance support through 2025.

Partnerships with Affordable Housing Agencies

Spotlight on NYCHA Clean Heat for All Challenge

Objectives

- Challenge manufacturers to develop a stand-alone, window-mounted, cold-climate certified Packaged Window Heat Pump (PWHP) for New York Housing Authority (NYCHA) housing
- PWHP solution will create an option for more cost-effective and less invasive electrification of multifamily housing in the Northeast US and nationwide.

Features

- Winning RFP respondents will be awarded with purchase orders for 10,000 – 20,000 PWHPs
- Basic PWHP criteria
 - Can be installed by property management/non-specialized staff
 - Plugs into standard 115V 15A wall socket
 - Does not require wall drilling or plumbing for installation
 - Installation does not degrade envelope performance
 - Provides heating down to 0F outdoor temperature
- NYSERDA providing \$12.5MM and NYCHA providing up to \$57MM for initial purchasing of PWHPs.
- NYPA announced awardees in August 2022 (Midea and Gradient)
- Selected M&V contractor to assess PWHP performance over 2023/24 heating season

Upcoming Priorities

- NYCHA and NYPA to begin installation of PWHPs in Q2 2023
- NYSERDA, NYCHA, and NYPA to collaborate on M&V implementation.

Questions and Comments





Forward- Looking Updates

Forward-Looking Updates

New York State FY24 Budget

- Builds on the significant progress made under Governor Hochul’s leadership to advance the nation-leading climate and clean energy goals directed in the State Climate Act
- Supports the comprehensive efforts to advance building decarbonization with zero-emission new construction, delivers critically needed funding to promote energy affordability and retrofit homes for low-income families, enhances the State’s ability to build new renewable energy infrastructure projects, phases out select “peaker” plants, and establishes a foundation for an affordable Cap-and-Invest Program to accelerate climate action and create jobs for New Yorkers
- Highlights include:
 - **Zero Emission Buildings** – prohibits fossil fuel combustion equipment and building systems in new buildings not more than seven stories by 2026, except for new commercial or industrial buildings greater than 100,000 sq. ft. in conditioned floor area, and in all new buildings by 2029.
 - **Cap and Invest** – Establishes the foundation for an affordable Cap-and-Invest Program, by establishing the Consumer Climate Action Account that will provide rebates to New Yorkers to reduce the cost of our climate action as well as the Climate Investment Account needed to invest the proceeds in programs that drive emissions reductions as identified in the Scoping Plan.
 - **Provide relief to New Yorkers experiencing high electric bills as well as lowering energy burdens through electrifications and retrofits**
 - \$200 Million EmPower Plus administered by **NYSERDA**
 - \$200 Million Energy Affordability program administered by **DPS**
- Information regarding the enacted budget can be found on the Division of the Budget website

Forward-Looking Updates

IRA Residential Rebate Programs Overview

Sec. 50121, Home Energy Performance-Based, Whole House Rebates “HOMES”

- \$159 Million to NYS (incentives + admin)
- Open to all incomes
- Performance based
- Targets whole house energy savings (MMBtu)
- Two possible paths:
 - Modeled energy savings
 - Measured energy savings

Sec. 50122, High-Efficiency Electric Home Rebates “HEEHRA”

- \$158 Million to NYS (incentives + admin)
- Targets <150% AMI customers
- Prescriptive based
- Targets energy efficiency and electrification
- Limited list of eligible measures

Forward-Looking Updates

Sec. 50121: Home Energy Performance-Based Whole House Rebates (HOMES) Incentive Amounts

Energy Savings (whole house)	Income >80% AMI		Income <80% AMI	
20-34% Modeled	\$2,000/home (max \$200,000 for MF)	Up to 50% of total project cost	\$4,000/home	Up to 80% of total project cost
35%+ Modeled	\$4,000/home (max \$400,000 for MF)		\$8,000/home	
----- OR -----				
15%+ Measured	Per kWh rate equivalent to \$2,000 for a 20% reduction of energy use for average home in the state	Up to 50% of total project cost	Per kWh rate equivalent to \$4,000 for a 20% reduction of energy use for average home in the state	Up to 80% of total project cost
MF buildings require “not less than 50%” of occupants to meet the eligible income level to qualify				

Forward-Looking Updates

Sec. 50122: High-Efficiency Electric Home Rebate Program (HEEHRA) Rebate Amounts

Measure Type	Rebate Amount	80-150% AMI	<80% AMI
Heat Pump Water Heater	\$1,750	Up to 50% of total project cost	Up to 100% of total project cost
Heat Pump	\$8,000		
Electric Cooking Appliance	\$840		
Heat Pump Clothes Dryer	\$840		
Electrical Service Upgrade	\$4,000		
Electrical Wiring Upgrade	\$2,500		
Insulation, Air Sealing, Ventilation	\$1,600		
Maximum per home	\$14,000		

MF buildings require “not less than 50%” of occupants to meet the eligible income level to qualify

Additional installer incentive up to \$500 “commensurate with the scale of the upgrades installed”

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

Forward-Looking Updates Inflation Reduction Act Resources

NYSERDA website includes Federal IRA Tax Credits and NYS Incentives/Tax Credit information for:

- Clean Energy Technologies
- Heating, Cooling, and Water Heating
- Other Energy Efficiency Upgrades

- *Stay tuned for upcoming information on stakeholder engagement and input opportunities*

The screenshot shows the NYSERDA website header with navigation links for Business & Industry, Communities & Governments, Partners & Investors, Researchers & Policymakers, and Residents & Homeowners. Below the header is a 'SUBSCRIBE' button and a search bar. The main content area is titled 'Inflation Reduction Act' and features a sub-header: 'Combine IRA Tax Credits with State Incentives and Financing to Upgrade Your Home and Ditch Fossil Fuels'. The text explains that the IRA is a 2022 federal law and highlights its goals. It also mentions that benefits can be combined with NYS incentives and rebates. A 'Did you know?' sidebar lists two facts: that heat pumps are typically cheaper than oil/propane/electric heat, and that NYS is investing in charging stations. At the bottom, there is a table with three columns: 'Eligible Clean Energy Technology', 'Federal IRA Tax Credit 2023-2032', and 'New York State Incentives and Tax Credits'. The table body is currently empty.

Eligible Clean Energy Technology	Federal IRA Tax Credit 2023-2032	New York State Incentives and Tax Credits
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Questions and Comments



Presenters

- Ben Davis, Concentric Energy Advisors – bdavis@ceadvisors.com
- Annalyssa Sikorski, National Grid – annalyssa.sikorski@nationalgrid.com
- Caroline Reuss, NYSERDA – Caroline.Reuss@nyserda.ny.gov
- Dave Friello, NYSERDA – david.friello@nyserda.ny.gov
- Michael Del Negro – michael_del@rge.com
- Wasyl Darmograi, National Grid – Wasyl.darmograi@nationalgrid.com
- Samuel Pastrick- Con Ed – pastricks@coned.com
- Emily Dean, NYSERDA – emily.dean@nyserda.ny.gov

Thank you

CONTACT INFORMATION: LMIFORUM@NYSERDA.NY.GOV

Appendix

Helpful Links for Statewide LMI Portfolio

New York State Climate Leadership and Community Protection Act (Climate Act) - <https://climate.ny.gov/Our-Climature-Act>

Low- to Moderate-Income Stakeholder Resources New Efficiency: New York - [LMI Stakeholder Resources - New Efficiency: New York](#)

- Please email LMIforum@nyserda.ny.gov with any questions.

1-4 Family Homes

- **EmPower New York** - <https://www.nyserda.ny.gov/All-Programs/empower-new-york>
- **KEDLI HEAT Program** - <https://www.nationalgridus.com/Long-Island-NY-Home/Energy-Saving-Programs/Income-Eligible-Program>
- Please contact us by telephone at 1-844-375-HEAT (4328) or by e-mail at NGridLIHEAT@clearesult.com

Existing Affordable Multifamily

- **New York State Affordable Multifamily Energy Efficiency Program** - <https://www.nyserda.ny.gov/All-Programs/Low-to-moderate-Income-Programs/LMI-Stakeholder-Resources-New-Efficiency-New-York/NYS-Affordable-Multifamily-Energy-Efficiency-Program>
- *To submit an interest form:* <https://nyserda.seamlessdocs.com/f/NYSAffordableMultifamilyBuildingEnergyEfficiencyProgram>
- **Direct link to Program Manual:** <https://www.nyserda.ny.gov/-/media/Project/Nyserda/Files/Programs/LMI/NYS-Affordable-Multifamily-Energy-Efficiency-Program-Manual.pdf>
- PC&IP Webinar Series Information - Requests to be included on the distribution list for the PC&IP webinar series can be sent to AMEEP@ceadvisors.com

Forward-Looking Updates

- Governor Hochul Announces Highlights of Historic FY 2024 State Budget: <https://gcc02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.budget.ny.gov%2F&data=05%7C01%7CCaroline.Reuss%40nyserda.ny.gov%7C9870c0e704e344e2afe408db4be85005%7Cf46cb8ea79004d108ceb80e8c1c81ee7%7C0%7C0%7C638187233404047127%7CUnknown%7CTWFpbGZsb3d8eyJWlloiMC4wLjAwMDAiLCJQIjoiV2luMzliLCJBTiI6Ikl1haWwiLCJXVCi6Mn0%3D%7C3000%7C%7C%7C&sdata=tKm82lsDD5e9F7E8kzobQnFYsOb5LB96oZpoh7JIMfU%3D&reserved=0>
- NYSEDA Inflation Reduction Webpage: <http://www.nyserda.ny.gov/All-Programs/Inflation-Reduction-Act>

FlexTech

- <https://www.nyserda.ny.gov/All-Programs/FlexTech-Program>
- <https://www.nyserda.ny.gov/Contractors/Find-a-Contractor/FlexTech-Consultants>
- <https://www.nyserda.ny.gov/contractors/find-a-contractor/multifamily-building-solutions-network>

NY Energy Advisor - <https://energyadvisor.ny.gov/>

- **NY Energy Advisor Tool Kit** - *download free collateral materials* - <https://www.nyserda.ny.gov/All-Programs/Low-to-moderate-Income-Programs/LMI-Stakeholder-Resources-New-Efficiency-New-York> (scroll down page to find tool kit materials)