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The New York State Energy Research and Development Authority (NYSERDA) has published ProForma worksheet tools to standardize savings calculations for determining loan eligibility to fund energy efficiency projects. The ProForma includes average electric and fuel rates for use when calculating participant bill savings. ProForma (v.1.0 2019) used a 2016 rate for natural gas as these were the only rates available at time of revision. ProForma (v2.0 2019) now incorporates a 3-year (2015-2017) average rate for natural gas from EIA Natural Gas Navigator.

- **How are the rates calculated?** The Clean Energy Advisory Council (CEAC) Metrics Tracking and Performance Assessment (MTPA) Working Group was tasked with developing common definitions and methods for tracking and reporting various performance metrics. Participant bill savings is defined as the estimated retail value of the avoided energy use or of the total clean generation produced by a renewable energy system. Annual and lifetime participant bill savings will be estimated by multiplying the energy savings/clean generation by the volumetric portion of the customer's energy bill. Volumetric charges include supply (commodity), transmission and distribution, and other charges applied based on the supply volume. Fixed charges included in the customer's bill are not included for savings calculations as fixed charges are applied equally to each comparative use case and are therefore not a factor in the affordability determination.
- **When will the rates be updated?** NYSERDA anticipates reviewing utility and delivered fuel rates on an annual basis and will incorporate revisions into the ProForma worksheets as necessary.
- **Why can't contractors use what's calculated from a customer's bill? How does it differ?** Only the volumetric components of the customer's bill should be used when calculating participant bill savings. Fixed charges on the customer's bill should not be used as these do not impact affordability of the investment decision. NYSERDA uses 3-year average (2015-2017) rates for electric, natural gas, and delivered fuels (heating oil, propane, kerosene) in ProForma (v2.0 2019) to help smooth any annual price variance.
- **How does the ProForma worksheet manage fuel and utility escalation?** Whereas the 2018 version of the ProForma tool applied a fuel and utility escalation rate of 0.8%, ProForma (v2.0 2019) applies an annual escalation rate of 1.24% based on real natural gas price forecast from the Mid-Atlantic residential forecasts with start year 2019.

The following documents have been updated on the Contractor Support website: [EmPCalc v.5.21.4](#), [HPwES ProForma Financial Worksheet](#) and [NY HPwES Energy Pricing](#).

NYSERDA, a public benefit corporation, offers objective information and analysis, innovative programs, technical expertise, and funding to help New Yorkers increase energy efficiency, save money, use renewable energy, and reduce reliance on fossil fuels. NYSERDA professionals work to protect the environment and create clean-energy jobs. NYSERDA has been developing partnerships to advance innovative energy solutions in New York State since 1975. To learn more about NYSERDA's programs and funding opportunities, visit nyserderda.ny.gov or follow us on [Twitter](#), [Facebook](#), [YouTube](#), or [Instagram](#)



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