



NYSERDA

NY Residential Existing Homes Programs

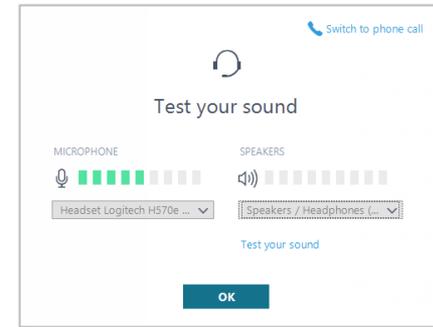
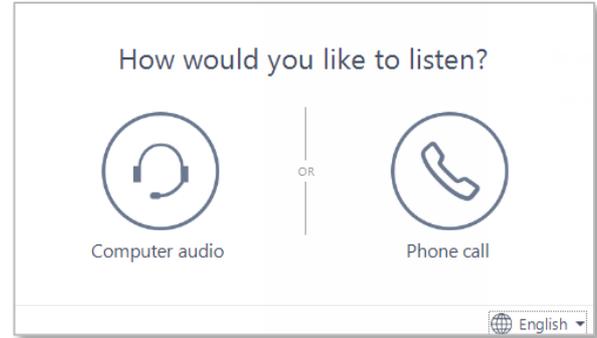
Participation Agreement and Program Updates

January 2019

Audio Connection

To connect to audio:

1. Click the Computer audio icon to use this setting.
 - a. To test your microphone, select the desired device from the drop down and look for the green bars. To test your sound, select the desired speaker, click “Test your sound”. Click Ok.
2. If you prefer to use a telephone, click the Phone call icon and dial in via the telephone number provided.

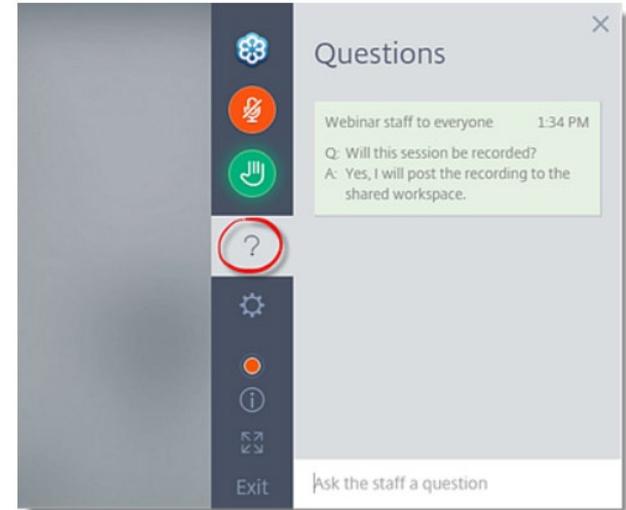


Questions

To ask a question:

1. Click the ? Icon in the toolbar.
2. Enter your question in the text field at the bottom, then press Enter on your keyboard.

When your question is answered, it will appear in the Questions pane. You will also see the Question icon display an indicator that there is an unread message waiting for you.



Agenda

- New Efficiency Order
- Important Program Updates
- Participation Agreement
- Questions & Answers

New Efficiency

case 18-M-0084

New Efficiency

- \$1.6 Billion through 2025 for Energy Efficiency
- Minimum 20% to Low- to Moderate- Income (LMI)
- Consideration for regional characteristics
- Uniform approach to LMI program administration among utilities and NYSERDA

New Efficiency

- Initial proposal due March 31, 2019
- Subsequent implementation plan and public comment period, Fall 2019
- Roll-out, January 1, 2020
- Single Platform
 - Outreach
 - Cohesive Branding
 - Eligibility
 - Uniformity from customer, property owners, and contractor standpoint.

Program Updates

Income Guidelines

- NYSERDA has updated the Income Guidelines for 2019. They are located in [Section 3.4](#) of the Contractor Resource Manual. Updates to be posted on NYSERDA's Website on February 1, 2019. Next Scheduled Update: December 2019.
- Income Guidelines determine the following:
 1. EmPower New York Eligibility (less than or equal to 60% of the State Median Income)
 2. Assisted Home Performance Eligibility (less than or equal to 80% of the Area Median Income or State Median Income, whichever is higher)
 3. Interest Rates for NYSERDA loan products

Income Range	Smart Energy Loan (Pay by Check)	Smart Energy Loan (Pay by Auto Payment)	On-Bill recovery (Pay on Utility Bill)
Less than or equal to 120% AMI/SMI	3.99%	3.49%	3.49%
Greater than 120% AMI/SMI	7.49%	6.99%	6.99%

Updated Fuel Pricing, EmPCalc and Proforma Tool

- Updated [fuel pricing rates](#) are now available, which contractors are required to reference for projects submitted after February 1, 2019.
- The new fuel pricing rates have been updated in the following Program Tools and are available for downloading from the contractor support site:
 1. [EmPCalc Tool](#)
 2. [Proforma Financial Work Sheet](#)
- For any questions regarding these changes, please contact your account manager

Contractor Requirements (Section 2.01b)

- Expanded options for certification requirements
 - BPI Crew Leader, Energy Auditor, Quality Control Inspector, Retrofit Installer Technician will be accepted to meet Shell/Envelope certification requirements in lieu of BPI Envelope Professional.
 - In lieu of BPI's Air Conditioning/Heat Pump and Heating Professional certifications, NATE and NORA certifications for the corresponding HVAC equipment will be accepted.
- Contractors must be in good standing as a BPI GoldStar Contractor

Upcoming – HPXML EmPCalc

- Beginning early February 2019, NYSERDA and CLEAResult will be piloting an HPXML enabled version of EmPCalc with a handful of contractors.
- After 4 to 6 weeks of testing, we are expecting to roll out the initial version to the full contractor network.
- Over time, subsequent updates will be released that integrates a greater number of measures, not built into the existing EmPCalc.
- Will have the capability to override EmPower pricing and be used for Market Rate and AHP projects through the NY HP Portal

Upcoming – Air Source Heat Pump incentives

- **Market Rate Projects:**
 - Our goal is by March 1, 2019 (if not sooner), to have guidance documents for contractors to access the \$500 contractor incentive through NYSERDA's HeatSmart program and the market rate incentives through HPwES.
- **Moderate- and Low-income Projects**
 - Program staff are still working through program and eligibility requirements. Guidance for contractors expected Q2 2019

Participation Agreements

Participation Agreement

- Current Participation Agreements (PAs) for HPwES, Assisted HPwES and EmPower all expire on February 28, 2019.
- All contractors must reapply under the 2019-2020 PA
- For returning contractors submission package must include the following:
 1. Completed PA Signature Form
 2. Copy of current insurance certificate w/ **NYSERDA and the State of New York** as additional insured.
 3. DBA Certificate (if required)
 4. Employee roster detailing certified and non-certified personnel working on Program Projects

Participation Agreement

- In addition, new contractors and returning contractors not meeting minimum production requirements under the previous PA must also include the following documentation:
 1. Details of company and staff experience in energy efficiency
 2. Documentation for a minimum of six months of experience for each specialty certification the Contractor is looking to install through the Program (for example six months of AC/Heat Pump installs)
 3. A minimum of 3 completed Customer references detailing relevant energy efficiency projects

Participation Agreement

- All submission packages will undergo a thorough review by Program staff
- Prior participation in NYSERDA Programs does not guarantee approval for the 2019-2020 Program years.
- The Low-Income Addendum for EmPower Participation has been incorporated into the main PA, so there is no separate EmPower application.
- Completed PA Signature Forms may be printed, signed, scanned and emailed to hpwes@nyserda.ny.gov or submitted through the U.S. Mail

Long Island Low-Income Addendum

- The NYS Office of Temporary and Disability Assistance (OTDA) has allocated approximately \$1 million of Low-Income Home Energy Assistance Funds to serve approximately 250 homes in Nassau and Suffolk County.
- NYSERDA is seeking active EmPower Contractors who meet the qualifying criteria outlined in the [Long Island Addendum](#) to complete this work through the EmPower Program. NYSERDA anticipates the referrals to be provided through July 2019, with all projects completed before September 2019.
- Contractors looking to support this effort must be approved under the 2019-2020 PA and submit the completed Addendum to hpwes@nyserda.ny.gov no later than February 15, 2019.

Contractor Resource Manual

- Contractors should review the materials within the Contractor Resource Manual prior to applying to the Program.
- The Contractor Resource Manual has been updated to reflect previously announced policies and procedural updates.
- The most up-to-date version of the Manual will always be found on the Contractor Support Site: www.hpwescontractorsupport.com

Questions & Answers