



PON 3414: Predevelopment Program Re-Launch Webinar

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NYSERDA

Agenda

- > Program overview
- > Summary of changes
- > How the program works
- > Re-launch schedule
- > Q&A

What Is NY-Sun?

- > NY-Sun is a NYSERDA initiative that administers programs to drive growth in the solar industry and to ensure a coordinated, well-supported solar energy expansion plan and a transition to a sustainable, self-sufficient solar industry.
- > In May 2020, NY-Sun was expanded to support the Climate Leadership and Community Protection Act (CLCPA) requirement that New York reach 6 Gigawatts of installed distributed solar PV by the end of 2025.
- > NY-Sun is committing a minimum \$200 million for solar benefitting low-to-moderate income (LMI) households, affordable housing, environmental justice communities, and disadvantaged communities. This includes the Predevelopment Program as well as additional incentive funds for solar installations serving these groups.

Predevelopment Program Overview

- > PON 3414: Affordable Solar and Storage Predevelopment and Technical Assistance (Predevelopment Program): www.nyserda.ny.gov/aspta
- > Applications accepted from **June 30, 2020 – December 31, 2024**
- > Provides grants up to **\$200,000** for the implementation and operation of solar and/or energy storage installations benefitting affordable housing or community solar installations that will offer benefits to LMI households
- > Grant applicants may include multifamily affordable housing providers, community organizations or agencies, and technical service providers (such as in energy, legal, or finance) working in partnership with any of these entities
- > Eligible projects may be located anywhere in New York, including the PSEG-Long Island service territory

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Summary of Changes

- > **Early Stage Support**
- > **Energy Storage**
- > **Affordable Housing**
- > **Environmental Justice Communities**
- > **Program Streamlining**

Early Stage Support

- > Early stage project planning and site identification is now an approved activity
- > Identification and engagement of key stakeholders
- > Partnership mapping and the vetting/selection of technical assistance providers
- > Site identification and determination of community needs
- > Technical assistance to communities including subscriber organization, community energy education workshops, grassroots marketing, community engagement programming, and coordination among community organizations
- > Following approval of Predevelopment Program application, up to \$5,000 to be available upon full execution of an agreement

Energy Storage

- > Energy storage projects supporting affordable housing and/or community centers that support LMI households
- > Ideal projects would be combined solar + storage, but storage-only projects will be eligible
- > Site feasibility will be critical for NYC projects

Affordable Housing

- > Program definition of regulated affordable housing includes single-family affordable housing portfolios
- > Reflects needs of upstate affordable housing providers
- > Eligible project leads could include owners, providers, or managers of buildings within community land trusts, buildings that have been disposed through land banks with an affordability restriction, or portfolios of 1-4-family affordable housing

Environmental Justice Communities

- > Projects supporting environmental justice (EJ) communities
- > Community ownership, other indirect and direct benefits to residents of EJ communities

Streamlining

- > Predevelopment Program application process includes several smaller changes to streamline review and approval
- > New recommendations for funding requests and work plan design
- > Clarity on approved/unapproved activities
- > Project lengths of up to eighteen (18) months
- > Quarterly submission deadlines and training webinars



How the Program Works

- > **Supported Activities**
- > **How to apply**

Supported Activities Part 1

- > Organizing a project business model and securing financing
- > Early stage project planning, project team organization, and site identification
- > Development of cooperative or community ownership models
- > Procuring services from solar and/or storage developers
- > Preliminary site assessments
- > LMI customer outreach and enrollment;
- > Development of project models that allocate benefits to residents of affordable housing and/or an environmental justice (EJ) community

Supported Activities Part 2

- > Aggregated purchasing of solar and/or storage for LMI households
- > Models for the promotion of cooperatives and other community ownership structures to provide LMI community ownership opportunities of solar and/or storage projects
- > Financial analysis of solar and/or storage project viability including business analysis, savings estimate, and intended use for the project
- > Securing of project financing or credit enhancement for project
- > Resiliency enhancements activities for LMI households, EJ communities, or disadvantaged communities by solar and/or storage projects, which includes, but are not limited to, predevelopment and technical assistance activities related to back-up systems for critical power loads in affordable housing and/or other community facilities serving LMI households

How to Apply

- > Interested applicants should visit the program page (www.nyserda.ny.gov/aspta) for a brief overview of the program including basic eligibility requirements
- > The [funding opportunity page](#) contains all necessary materials to submit and application (i.e., program solicitation, draft standard agreement, and project application documents)
- > Once you have completed all required materials, applications must be submitted via the [online application portal](#)

How to Apply

- > Review the program solicitation summary
- > Solicitation contains all program rules and requirements
- > Please refer to the solicitation for a list of approved/unapproved activities



Affordable Solar and Storage Predevelopment and Technical Assistance
Program Opportunity Notice (PON) 3414
\$ 10,650,000 Available

Applications accepted through December 31, 2024 by 3:00 PM Eastern Time*

Program Summary: Affordable Solar and Storage Predevelopment and Technical Assistance will provide up to a total of \$10,650,000 to address barriers to solar and energy storage installations benefitting low-to-moderate income (LMI) households not served by traditional onsite residential solar and providers of regulated affordable housing to LMI households. Individual awards will be based on the scope of the proposed project up to \$200,000. Funding to proposals through this solicitation will offset costs for predevelopment and technical assistance work needed to implement solar and/or storage installations that benefit LMI households.

Application Submission: Visit www.nyserda.ny.gov/funding to review and download the program application attachments. Completed applications and supporting documentation should be submitted via the [application portal](#).

Contact Information: For all questions, please contact program staff at affordablesolar@nyserda.ny.gov.

How to Apply

- > Project applications are comprised of the project detail, work plan, and budget
- > The documents are fillable PDFs that contain all important details about your proposal including project team and projects goals
- > Any additional materials (e.g., letters of support) may be included alongside the application as attachments

PREDEVELOPMENT PROJECT DETAIL FORM

Affordable Solar and Storage Predevelopment Technical Assistance



List the key individuals and organizations on the project team, including any sub-contractors or partners with significant involvement.

Provide the following details for each team member (or organization):

- Summary of relevant background and experience, including any experience implementing a solar and/or storage projects. (If submitting resumes, attach in the "Additional Support Documentation" section)
- Role(s) on this project.
- Geographic location, total number of employees, and business or product portfolio information.
- List any NYSDERDA contracts awarded in the last five years.

PROJECT SUMMARY

In 500 words or less, summarize the proposed project, addressing the following:

- Target market and customers/participants, including any current challenges in accessing solar and/or storage services.

How to Apply

- > The draft Work Plan contains the framework that will describe project milestones
- > Draft Statements of Works that are submitted are not final, but should reflect all planned activities
- > Applicants are strongly encouraged to follow structure of listing the responsible party for each milestone activity as well as for numbering outcomes
- > Projects may invoice upon full completion of each milestone

Milestone 0 – Contract Execution	
Time to Complete <i>Indicate, in months, time required to complete this milestone.</i>	[Insert] number months from contract execution when milestone will be completed
Key Activities <i>Describe the proposed activities to be funded by NYSERDA during this milestone. For each activity listed, indicate who will be responsible for or performing the work.</i>	[Insert] responsible party • [Insert activities]
Outcome and Documentation <i>Results at this milestone should include a detailed project management plan, confirmed project team and other resources, and launch meetings or events.</i>	1. [Insert Outcome #1] 2. [Insert Outcome #2] 3. [Insert Outcome #3] All outcomes and documentation that will result from the completion of each milestone should be numbered
Proposed NYSERDA funding to reach Milestone 0	

Milestone 1 – Mobile Milestone	
Time to Complete <i>Indicate, in months, time required to complete this milestone.</i>	[Insert] number months from contract execution when milestone will be completed
Key Activities <i>Describe the proposed activities to be funded by NYSERDA during this milestone. For each activity listed, indicate who will be responsible for or performing the work.</i>	[Insert] responsible party • [Insert activities]
Outcome and Documentation <i>Results at this milestone should include a detailed project management plan, confirmed project team and other resources, and launch meetings or events.</i>	1. [Insert Outcome #1] 2. [Insert Outcome #2] 3. [Insert Outcome #3] All outcomes and documentation that will result from the completion of each milestone should be numbered
Proposed NYSERDA funding to reach Milestone 1	

Milestone 2 – Midpoint Milestone	
Time to Complete <i>Indicate, in months, time required to complete this milestone.</i>	[Insert] number months from contract execution when milestone will be completed
Key Activities <i>Describe the proposed activities to be funded by NYSERDA during this milestone. For each activity listed, indicate who will</i>	[Insert] responsible party • [Insert activities]

How to Apply

- > **Contract Execution Milestone** – Execute NYSERDA agreement with Final Work Plan
- > **Mobilization** – Establish a detailed project management plan and operating procedures for the project
- > **Midpoint Milestone(s)** – Make significant progress towards or reach partial completion of project outcomes
- > **Substantial Completion Milestone** – All major project outcomes have been or are close to completion
- > **Project Deployment** – At the close of the agreement, the project team should be ready to initiate next steps, such as the deployment of the business model and/or construction of the solar electric and/or storage system

How to Apply

- > The Draft Standard Agreement is included so that interested applicant may review all NYSERDA standard terms and conditions in advance of submitting an application
- > These conditions are set at the State level and are not subject to change or negotiation

**New York State Energy Research and Development Authority
("NYSERDA")**

AGREEMENT

1. Agreement Number:
2. Contractor:
3. Project Director:
4. Effective Date:
5. Total Amount of Award:
6. Project Period:
7. Commitment Terms and Conditions

This Agreement consists of this form plus the following documents:

- Exhibit A, Statement of Work;
- Exhibit B, General Contract Provisions, Terms and Conditions;
- Exhibit C, Standard Terms and Conditions;
- Exhibit D, Prompt Payment Policy Statement;

8. ACCEPTANCE. THIS AGREEMENT SHALL NOT BECOME EFFECTIVE UNLESS EXECUTED BELOW BY NYSERDA.

[CONTRACTOR]

Signature _____

Name

**NEW YORK STATE ENERGY
RESEARCH AND
DEVELOPMENT AUTHORITY**

Signature: _____
NYSERDA Authorized Signatory

How to Apply

- > After review the solicitation summary and filling out the required attachments, the [online application portal](#) will allow you to submit the application
- > The solicitation summary and required attachments are available via the [funding opportunity page](#)
- > Additional links to the key application documents are also available via the portal



Affordable Solar and Storage Predevelopment and Technical Assistance

Proposal Documentation Application

Please use this form to electronically submit the documentation for your Affordable Solar and Predevelopment and Technical Assistance application.

Please note: Partially completed information cannot be saved, be sure to have all details with you before beginning the form. Upon submission, you will receive a confirmation and a tracking number on your screen to print or save. Refer to this tracking number to check on the status of your request.

The following files are required to complete your submission. Attach them in the "Uploads" section:

- [Predevelopment Project Detail](#)
- [Proposed Work Plan](#)
- [Project Budget](#)

Letters of support and other documentation may be uploaded via the "Additional Support Documentation" option.

How to Apply

- > In addition to the Project Detail, Work Plan, and Budget, you may upload multiple attachments via the Additional Support Documentation option
- > After submitting an application, you will receive an automated email with your application number
- > This automated message will also include links to all submitted attachments

Uploads

Predevelopment Project Plan *

[Click Here to Upload](#)

Predevelopment Work Plan *

[Click Here to Upload](#)

Predevelopment Budget *

[Click Here to Upload](#)

Additional Support Documentation

[Click Here to Upload](#)

Review Process

> Review Process

Review Process

- > Applications will be reviewed on a quarterly basis: first deadline is September 30, 2020
- > Applications may be reviewed prior to the quarterly deadlines, in the order they are received
- > Additional information may be requested from the applicant
- > Following the quarterly submissions, a review committee will score all complete and eligible applications
- > Notification of awards are expected to take place 4-6 weeks after each quarterly deadline
- > Approved applications begin contracting phase, which includes finalization of project Statement of Work and budget
- > Contracting may take an additional 4-6 weeks depending upon project complexity

Q&A

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