To: Participating Contractors

From: residential.financing@nyserda.ny.gov

Subject Line: Green Jobs Green New York (GJGNY) Residential Financing Program Changes

NYSERDA appreciates the significant stakeholder feedback received on the GJGNY Residential Financing Program to advance New York’s climate goals. A strong interest has been expressed in increasing the $25,000 maximum GJGNY Loan amount limitation (which is set in legislation). We are pleased to announce a new Residential Financing Program loan product, the Companion Loan. NYSERDA’s loan originator, Slipstream (EFS) will begin accepting applications for the Companion Loan starting November 13, 2020.

The Companion Loan will be available to GJGNY financing customers that have fully utilized the $25,000 GJGNY Loan for their energy efficiency or renewable energy project and need additional loan funding to pay for remaining project costs.

Companion Loans are funded by the New York Green Bank, a division of NYSERDA, and will be an unsecured loan modeled after the Smart Energy Loan (repaid by statement billing/check or automatic payment). The Companion Loan is not eligible for On-Bill Recovery (paid through utility). Separate loan documents and notes will be issued for the GJGNY Loan and the Companion Loan. NYSERDA’s loan originator, Slipstream (EFS), will originate both loans simultaneously.

The following terms and conditions apply to the Companion Loan:

- Customer must fully utilize the $25,000 GJGNY loan before being eligible for Companion Loan
- Interest rate of 6.49% (pay by ACH) or 6.99% (pay by check)
- Loan terms of 5, 10, or 15 years (GJGNY Loan and Companion Loan do not have to have the same term)
- Minimum loan amount $1,500
- Maximum loan amount $25,000
- Cost effectiveness requirements are limited to the savings-to-investment ratio (SIR) calculation. Combined GJGNY and Companion loans that have less than 85% of pre-qualified measures must have a minimum of a .8 SIR. The SIR calculation will include both the GJGNY and Companion Loan. The Companion Loan amount will not be included in the On-Bill Recovery Loan bill neutrality (“1/12th Rule”) or the 15-year simple payback calculations.
- Contractor Advance Payment Program available for customers that qualify for GJGNY 3.49% interest rate
- NYSERDA’s loan servicer, Concord, will service both the GJGNY and Companion Loans
- Customers will have separate account numbers and separate payments (same due dates)

NYSERDA has updated all program proformas, which are used to determine loan/project eligibility, to include the Companion Loan. To apply for a Companion Loan, the contractor must indicate on the proforma the amount of the Companion Loan, the term of the loan, and payment method (to determine
interest rate). With the exception of Assisted Home Performance with ENERGY STAR® program (AHPwES), submittal of the pro formas and required program documentation will remain the same.

For AHPwES, subsidy screening will follow the existing process through the NY HP Portal. However, for a project that includes both a GJGNY Loan and a Companion Loan, contractors are not to include any loan information in the NY HP Portal, rather they will be required to submit a standalone Excel-based pro forma directly to Slipstream at Workscope@EnergyFinanceSolutions.com (include in the Subject line the customer’s last name, loan number, and indicate “Companion Loan”). Contractors should include only one pro forma in each email per NYSERDA’s data governance policy. The submission of the AHPwES Excel-based proforma directly to Slipstream for the Companion Loan is an interim solution due to system limitations and will be rectified with the new loan origination system scheduled for release in 2021.

Ensure that all required information in the proforma is complete and correct. This is important as the information contained in the proforma is used to generate the customer’s loan documents. Incorrect or incomplete information will postpone loan approval.

The proforms will be posted on NYSERDA’s website on November 13, 2020.

This announcement is an addendum to the Contractor Participation Agreement and authorizes Participating Contractors in the Existing Homes Program, Residential Financing Program, NY-Sun Program, RHNY Program, NYS Clean Heat Program and Comfort Home Program to offer customers the Companion Loan.

Questions about these changes may be submitted to residential.financing@nyserda.ny.gov.