

NY Forward: Information for Businesses Navigating Reopening

Heather Briccetti, President and CEO, Business Council of New York State

Alicia Barton, President and CEO, NYSERDA

John Rhodes, Chair of the Public Service Commission

John Isberg, Vice President of Customer Solutions, National Grid

Patrick O'Shei, Director of Market Development, NYSERDA

Keith Sperling, Director, Customer Solutions NY, National Grid

Peter Olmsted, Chief of Staff, Office of the President and CEO, NYSERDA

Joe Berman, Senior Advisor, Market Development, NYSERDA

June 10, 2020



NY Forward: Information for Businesses Navigating Reopening

Heather Briccetti
President and CEO
Business Council of New York State



NYSERDA



NY Forward: Information for Businesses Navigating Reopening

Alicia Barton
President and CEO
NYSERDA



NYSERDA



**The
Business
Council**

NY Forward: Information for Businesses Navigating Reopening

John Rhodes
Chairman
Public Service Commission

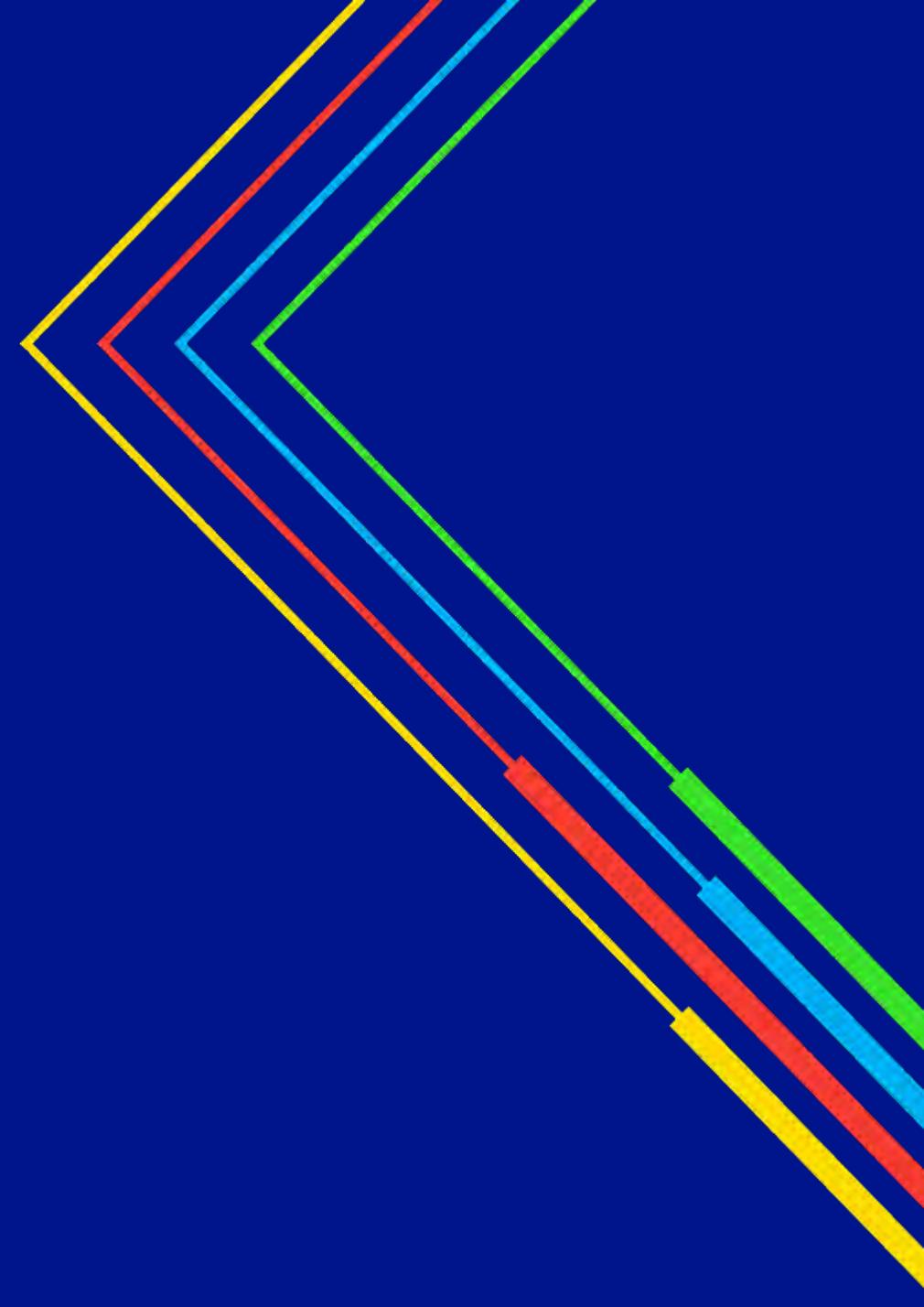


National Grid

John Isberg
VP Customer Sales & Solutions



nationalgrid



Actions National Grid has taken due to COVID 19



Paused collections activity



Donated \$1M+ to local organizations who support those in our communities experiencing hardship related to COVID-19



Added safety protocols for essential work in front line



Paused non-essential work to abide by social distancing guidelines



Waived fees for missed appointments



Changed safety protocols to keep employees and customers safe



Rolled out an economic development grant program for businesses to provide COVID-related support.



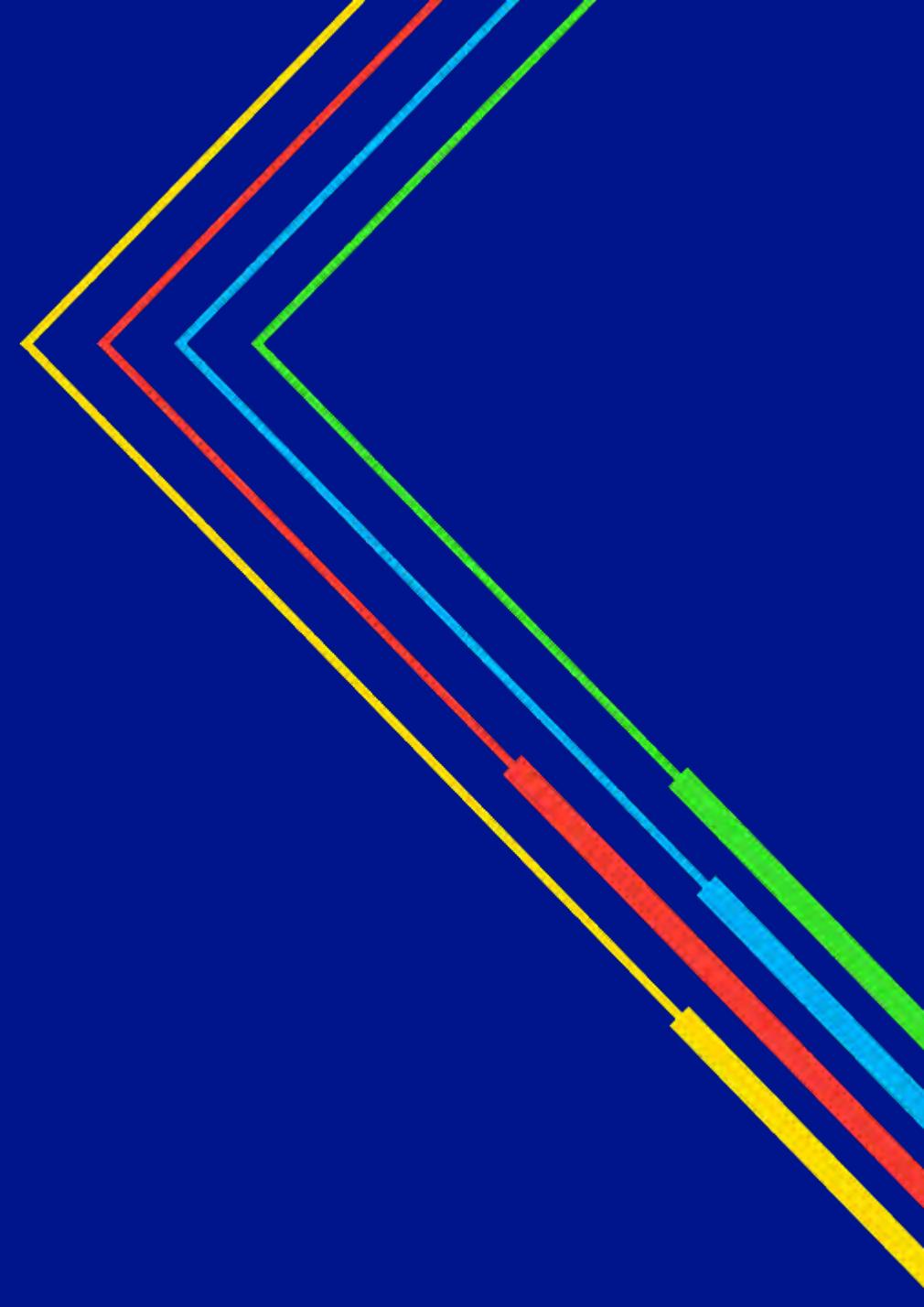
Delayed a price increase that was scheduled for April 1



Ceased new late payment fees until the end of May

National Grid Clean Energy Programs

Keith Sperling
Dir. Customer Solutions NY



Agenda and Overview of National Grid Programs

Program Overview

-  Energy Efficiency
-  Demand Response
-  Electric Vehicles
-  Economic Development
-  Distributed Energy Resources

What Are We Doing?

-  Where Are We Now?
-  Enhancements
-  Collaboration
-  What's Next?

How Did We Do? NG Energy Efficiency Results - 2019

Exceeded Targets and Under Budget

Total Spend

\$76 Million

Savings By Market

50% Residential

50% Commercial

How did we do it? NY Commercial and Industrial Programs

Electric Commercial and Industrial Program

- Customers with annual average kW greater than 110 kW
- Technical assistance and incentives up to 50% of the project cost
- Measures include lighting, controls, Energy Management Systems (EMS), compressed air, industrial processes, cooling, Variable Frequency Drives (VFD), and refrigeration

Gas Commercial and Industrial Program

- Prescriptive rebates available online (rebatesee.com) for furnaces, boilers, water heaters, WiFi thermostats, reset controls, and steam traps
- Custom incentives target unique gas efficiency opportunities not covered by prescriptive measures
 - Incentives up to 50% of project costs (maximum \$100,000)

Mid-Stream Electric Programs

- Initial program includes select lighting and controls

Mid-Stream Gas Programs

- Kitchen equipment now, heating equipment coming soon

NY Commercial and Industrial Programs, Cont.

Financing Programs

- Ascentium 0%
- Metrus (EaaS) Energy as a Service

Project Expediter (PEX) Partners

- 22 trade partners help customers with EE projects and expanding into other markets (e.g., EVs)

Small Business Services Program

- Facilities with annual average kW less than 110 kW
- Incentive CHANGED from up to 60% of project costs to up to 85% and paid to contractor (lighting and site-specific custom projects)

E-Commerce for Small Businesses

- New items in marketplace tailored to SMB market

Learn more about our commercial energy solutions: ngrid.com/biz

NYS Clean Heat State-wide Heat Pump Program

Incentives: Air-source and ground-source heat pumps and heat pump water heaters for UNY electric customers

Site Eligibility:

- Residential
- Multifamily
- Small Commercial
- Large Commercial
- New Construction

The **WARMER, COOLER,**
SMARTER, CLEANER
way to heat and cool.

Two Paths for Incentivizing Projects: Prescriptive or custom

To Participate Contractors Must be a NYS Clean Heat Participating Contractor

- For contractor details visit the state-wide contractor site: saveenergyny.ny.gov/NYScleanheat/

Green Jobs: Green New York financing available through NYSERDA for participating contractors

NY Residential Programs

Online Assessment Tool: Helps customers identify areas for energy reductions

Online Market Place: WiFi enabled thermostats, water saving products, smart home products, electric vehicle advisor, buyer's guide - rebates \$50 to \$100 per measure

Explore the marketplace: marketplace.nationalgridus.com

RAAS (Rebate as a Service): Instant rebates on water heating products at big box retail stores

LED Buy Down: Instant rebates on selected lighting products in big box stores - future: pool pumps and other products

Prescriptive: Hot water boilers, steam boilers, combination furnace-water heater, furnaces, water heaters, boiler reset controls, WiFi thermostats, thermostatic radiator valves, and pipe insulation - incentives \$50 to \$400 per measure

Behavior: Customer receives energy usage scorecards that compare energy usage to neighbors - reports sent to customer during heating and cooling seasons

Multifamily Direct Install Programs: No-cost audit and no-cost installation of "in-unit" LED lighting, Watersense shower head, kitchen/bathroom faucet aerators, pipe insulation, and WiFi thermostats - 50-70% cost share on common area measures



NY Demand Response Programs

Helping to reduce electric or gas usage during peak periods

Electric: UNY

- Commercial System Relief Program (CSRP) for customers with an interval meter
Presently ~ 300 customers in program
- Bring Your Own Thermostat (BYOT) – SMB and Residential
- Behavioural

Gas: DNY & UNY - load shift and load shed

- DNY 3-Year Pilot was Load Shift (some of which became Load Shed)
- UNY Capital Region Load Shift PILOT (C&I only)
- DNY C&I Load Shed program for supply capacity constraints
- Residential & SMB BYOT and Behavioural are Load Shift

Explore our Connected Solutions: ngrid.com/demandresponse



Electric Vehicle Program UNY – Diversity in Location and Market Segments

- Incentives for Make Ready Work
- "Value Stacking" Combine with NYSERDA Incentives for Charging Station
- 185 Projects / 1400 Plugs In-Flight

Plugs by Segment:

- | | |
|---------------------|--------------------|
| • Hotel – 20 | • Industrial – 72 |
| • Medical – 89 | • Mixed Use – 59 |
| • Multifamily – 268 | • Non-Profit – 8 |
| • Office – 110 | • Public – 13 |
| • Recreation – 27 | • Retail – 46 |
| • School – 8 | • University – 118 |

Healthcare - Adirondack Health, Catholic Health, Oswego Hospital

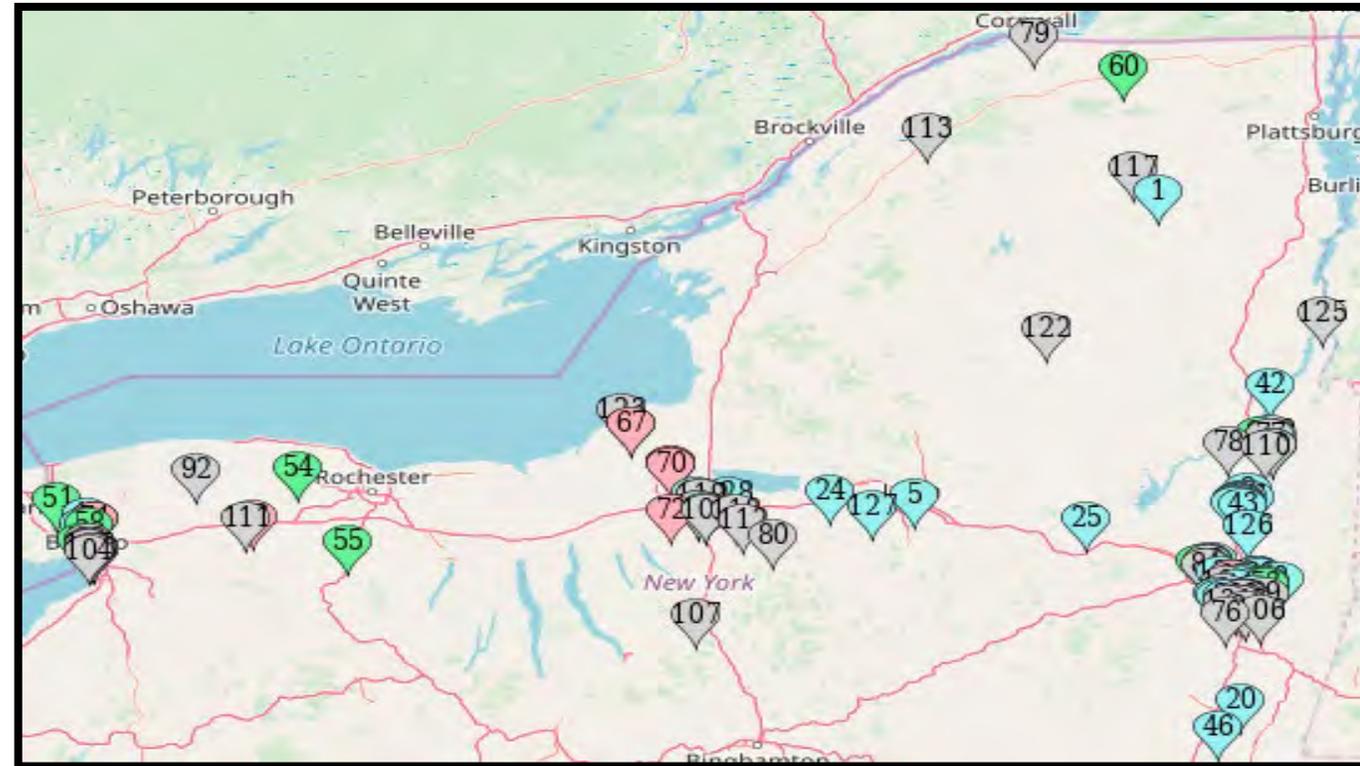
Industrial - Lockheed Martin, Global Foundries,

Mixed Use - Mowhawk Harbor, 5 Picotte Buildings

M/F - Burns Management, Rock PMC Apartments

Education - Cazenovia, RPI, Union, Hamilton

National Grid



Green Energy Consumer Alliance – Working with site hosts and auto dealerships
EV events, Rides & drives, Drive Green website

Current projects will reach 140K contacts – projected to reach 200K

Increased Vehicles in Operation every quarter of the program

National Grid Economic Development Grant Programs

**Leveraged \$500M of private & public capital
create or retain over 3,500 jobs annually**

Infrastructure Assistance

- Capital Investment Incentive
- Three Phase Power Incentive
- Power Quality Improvement Program

Site and Building Development

- Main Street Revitalization
- Brownfield Redevelopment
- Industrial Building Redevelopment

Productivity / Efficiency

- Manufacturing Productivity Program

Expanded for manufacturers pivoting to Covid products

- Agribusiness Productivity
- Energy Efficiency in the Empire Zones

National Grid



National Grid Distributed Energy Resources in NYS

Applications

- National Grid has received over 27,000 applications to connect DG through the end of 2019

Connected

- National Grid has connected over 579 MW of DG through the end of 2019

Impact

- The connected DG represents roughly 8% of the electric peak load within National Grid service territory

Future

- Plans to enhance long-term planning / forecasting to account for DG activity

Where Are We Now

Past

Exceeded Targets within Budget

- Built processes to handle increasing volumes
- Implemented new go-to-market strategies

Present

COVID has Disrupted Many Stakeholders:

- Changing processes to continue where safe
- Staying in contact with our stakeholders
- Building Collaboration with NYSERDA & other Utilities

Future

NENY Brings Increased Targets↑↑ and Increased Budgets↑: EV Program Expansion

- Expand new go-to-market strategies
- Expand collaborative strategies with NYSERDA and other utilities
- Continue transition to strategic customer planning

Present - National Grid COVID Enhancements

Program Modifications: Process

- Expedite payments to vendors / contractors for all completed work
- Alternative means for verification of the projects progress or for payments
- Accepting electronic signatures
- Extension of program deadlines
- Interim milestones for partial payments
- Stakeholder / contractor / vendor outreach

Program Modifications: Financial

- Enhanced SMB Program to cover up to 85%
- Enhanced financing program – 0%
- Enhanced Resi Heat & Hot Water incentives
- Enhanced Mid Stream Gas Cooking Equip
- Enhanced e-commerce WIFI incentives
- Eco Dev – MPP Program - manufacturers pivoting to COVID related products
- Teams working on additional enhancements for impacted markets

Collaboration - National Grid / NYSERDA / Other Utilities

- **Partnered Together on the Energy Solutions Summit**
- **Coordinates on Many Initiatives Including:**
 - NYS Heat Pump Program implementation
 - Ag Fair and Agricultural Programs
 - Co-branded materials around value stacking for (RTEM), EV & solar
- **Participates in and Promotes NYSERDA's**
 - On-site energy manager
 - Business Council Webinar series
 - SEM (Strategic Energy Manager) for waste water treatment plants
- **Collaborating use Flex Tech Studies for NG EE Projects**
- **Coordinating with ConED for multiple Programs**
 - M/F Direct Install, Residential Direct install, Mid-Stream Gas Products
- **Coordinate with Con Ed & PSEG-LI on Beneficial Electrification**
- **Coordinate with National Fuel on Engineering Services for Gas & Electric EE**



What's Next – How Do We Go To Market in the Future

- **Increase Levels of:**
 - Mid-stream engagement
 - Up-stream engagement
 - E-commerce offerings for all markets
- **Expanding PEX Program - DNY and UNY**
- **Increase Strategic Planning Opportunities with Customers**
 - Strategic Energy Management Plans / UESC where applicable
- **Community Solutions**
- **Enhanced EE in Strategic Locations (NWA and NPA)**
- **Collaborative Efforts** ↑

NYSERDA Programs and Resources

Patrick O'Shei
Director of Market Development
NYSERDA



NYSERDA



**The
Business
Council**

NYSERDA offerings for large C&I Sector

- Building the capacity to develop Clean Energy projects
- Applying technology and tools to understand Energy use and opportunity
- Funding meaningful demonstrations of decarbonizing:
Existing buildings and Industrial Processes
Redevelopment & New Construction



On-Site Energy Manager Program

- Provides **75% cost share** for a dedicated On-site Energy Manager (OsEM)
- Open to commercial, industrial, or multifamily facility, campus or portfolio
- New OsEM can be a permanent hire, contracted staff, or a hybrid
- Site cannot already have a dedicated OsEM
- Minimum: 20 hours/week for 12 months
- Open enrollment through Dec. 2022

nyserdera.ny.gov/osem



Strategic Energy Management Program

Marketplace feedback: Self Serve SEM

- Self-guided and self-paced
- Provides targeted technical support and guidance
- Currently designed to be contactless

Offering includes:

- Custom energy management assessment specific to your facility
- Virtual Treasure Hunt to identify energy saving opportunities
- Access to library of resources, tools, and webinars to assist you
- Guides to help you create an Energy Policy and Energy Goals, and put a plan in place to achieve them

Program is available to all sectors and sizes

- Can be used by those new to SEM or companies needing to refresh or train new staff

Options to receive recognition from the US EPA,
US DOE, and NYSERDA

nyserdera.ny.gov/sem



FlexTech Program

Provides credible, objective, site-specific targeted technical assistance

- Cost-shared analysis to help customers make informed clean energy investment decisions
- Available to eligible Commercial, Industrial, and Multifamily customers
- Energy efficiency, retro-commissioning, clean heating & cooling studies
- FlexTech Consultant or your own 3rd party energy services provider
- Applications accepted through December 2025

Proposed COVID-response FlexTech (forthcoming)

- Reimbursement of balance of study costs upon implementation of a recommended measure
- Implementation must happen within 2 years, first-come, first-served based on funding availability
- Launch and duration of the offer TBA

nyserderda.ny.gov/flextech



Real Time Energy Management (EMIS)

- Supports real time energy data for a facility's central plant and manufacturing processes.
- RTEM solutions can pinpoint operational inefficiencies, identify energy conservation measures, and help justify capital improvements
- Projects can include adding an energy metric to existing SCADA, Data Historian, or Process Information platforms
- Projects can also be expanded to manage air compressors, specialty water and wastewater treatment, and installation of meters and circuit monitors for the manufacturing portion of the facility
- 30% cost share for overall RTEM project costs
- Can choose to work with qualified RTEM vendor or pursue a self-direct project
- \$8 million remaining in funds for commercial and multifamily buildings
- \$3 million remaining for industrial facilities

nyserdera.ny.gov/rtem



Commercial & Industrial Carbon Challenge

Competitive grant awards to fund decarbonization of existing buildings and industrial processes

Awards range from \$500,000 to \$5 million

\$15 million available per year

- 2 Rounds Remaining – 2020 & 2021
- Increased incentives for beneficial electrification, low-carbon fuel conversion, and/or carbon capture

Large C&I Entities

- Minimum annual average demand >3 MW
- SBC collection on >1.5 MW



NYSERDA



Net Zero Energy for Economic Development Program

- Provides **70-75% cost share**
- **Category A:** Open to commercial, light-industrial, or mixed-use facilities
 - Awards up to **\$1 million**
- **Category B:** Open to campus, communities, or large-scale private development
 - Awards up to **\$5 million**
 - 2 SUNY Campuses awarded in 2019
- Net Zero Energy or Carbon Neutral Performance
- \$15 million available 2020 & 2021
- Competitively selected



Energy Storage and EV

Retail Storage

- **Current incentive is \$300/kWh in NYC, \$250/kWh in Long Island and \$175/kWh in Con Ed Westchester.** Rest of State incentive blocks are fully committed
- Standalone storage or paired with on-site generation, up to 5 MW, 15 MWH of storage and up to 6 hours duration

www.nyserda.ny.gov/retailstorage

Storage Studies

- 75% of study cost up to \$100,000 through FlexTech

Electric Vehicles

- Drive Clean Rebate: up to \$2K per EV
- Charge Ready NY: \$4K per charging station for Level 2 stations
- Truck Voucher Program & VW settlement funds: \$127.7 million for replacing diesel trucks and buses



Key New York State EV Activities

- Drive Clean Rebate: up to \$2K per EV
- Charge Ready NY: \$4K per charging station for Level 2 stations
- EVolve NY: \$250M for statewide fast-charger network
- Truck Voucher Program & VW settlement funds: \$127.7 million for replacing diesel trucks and buses
- Utility EV investments: expected to be over \$500M over next 6 years
- Consumer outreach and education efforts with stakeholders, other states, automakers
- R&D, demonstration projects



NY Forward: Information for Businesses Navigating Reopening

Peter Olmsted
Chief of Staff
Office of the President and CEO
NYSERDA



NYSERDA



**The
Business
Council**

Where We Are Today

Non-essential work was paused statewide for roughly 2 months, including almost all clean energy work and activity

Now, we are moving through the first stages a phased regional reopening:

- On April 26, 2020, Governor Cuomo announced a phased approach to reopen industries and businesses in New York in phases based upon a data-driven, regional analysis
- On May 11, 2020, Governor Cuomo announced that the first phase of reopening would begin on May 15, 2020 in several regions of New York, based upon available regional metrics and indicators

As of the end of June 8, all ten regions have opened under Phase One, and seven have moved to Phase Two.

Responsibility of businesses to track developments early and often:

<https://forward.ny.gov/>



Where the Clean Energy Workforce Fits In

Phase One of regional reopening allowed for non-essential clean energy work to resume, mostly fall within the Construction category and sub-categories

Construction

- Building Equipment Contractors
- Building Finishing Contractors
- Foundation, Structure, and Building Exterior Contractors
- Highway, Street and Bridge Construction
- Land Subdivision
- Nonresidential Building Construction
- Residential Building Construction
- Utility System Construction

Phase Two includes office environments, which includes many professional services that support clean energy industries



NYSERDA



NYSDOH – Construction Guidance

Issued on: May 13, 2020

<https://www.governor.ny.gov/sites/governor.ny.gov/files/atoms/files/ConstructionMasterGuidance.pdf>

Purpose: To provide owners/operators of construction projects and their employees and contractors with precautions to help protect against the spread of COVID-19 as indoor and outdoor construction sites reopen

The DOH guidelines are:

- Minimum requirements only (any employer is free to provide additional precautions or increased restrictions)
- Based on the best-known public health practices at the time of Phase I of the State’s reopening, and the documentation upon which these guidelines are based can and does change frequently

Construction-involved entities/sites:

- Must adhere to all local, state and federal requirements relative to construction activities
- Are also accountable for staying current with any updates

to these requirements, as well as incorporating same into any construction activities and/or Site Safety Plan



Construction-Related Clean Energy Work

All Construction-related clean energy work or activity commencing as part of Phase One must adhere to New York State Department of Health (NYSDOH) Construction Guidance

- Official Guidance title: “New York State Department of Health (NYSDOH) – Interim Guidance for Construction Activities During the COVID-19 Public Health Emergency”
- Development of Business Safety Plans by each participating contractor are mandatory
- All contractors (one owner or agent of each firm) must complete an online affirmation form attesting to the fact they have read and understand the obligation to operate in accordance with the NYSDOH guidance
- Energy agencies will expect this affirmation and full adherence to the guidance as a condition for program participation

These requirements will be reflected in NYSERDA program policies and manual updates or other contractor notifications, with program contractual enforcement



Employer Plans

Completed safety plans must be conspicuously posted on site. The State has made available a business reopening safety plan template to guide business owners and operators in developing plans to protect against the spread of COVID-19.

Plans must include:

- Owner and HR Representative contact information
- Identification of social distancing and safety measures taken
- Managing engagement with customers and site visitors
- PPE quantities, cleaning, storage, and disposal measures
- Cleaning log, site-visit log responsibilities; hygiene station details
- Daily health and screening, contact tracing practices
- And other documentation of vitally important safety measures

The image shows a document titled "NY FORWARD BUSINESS RE-OPENING SAFETY PLAN TEMPLATE" from the New York State Department of Health. The document provides instructions for businesses on how to develop a written safety plan to prevent the spread of COVID-19. It includes sections for business information (Name, Industry, Address, Contact Information, Owner/Manager, HR Representative) and a section titled "I. PEOPLE" with sub-section "A. Physical Distancing" which lists specific requirements for personnel spacing and occupancy in confined spaces.

NEW YORK STATE Department of Health

NY FORWARD BUSINESS RE-OPENING SAFETY PLAN TEMPLATE

Each re-opening business must develop a written Safety Plan outlining how its workplace will prevent the spread of COVID-19. A business may fill out this template to fulfill the requirement, or may develop its own Safety Plan. **This plan does not need to be submitted to a state agency for approval** but must be retained on the premises of the business and must made available to the New York State Department of Health (DOH) or local health or safety authorities in the event of an inspection.

Business owners should refer to the State's industry-specific guidance for more information on how to safely operate. For a list of regions and sectors that are authorized to re-open, as well as detailed guidance for each sector, please visit: <https://nyshealth.ny.gov/>

COVID-19 Reopening Safety Plan

Name of Business:

Industry:

Address:

Contact Information:

Owner/Manager of Business:

Human Resources Representative and Contact Information, if applicable:

I. PEOPLE

A. Physical Distancing. To ensure employees comply with physical distancing requirements, you agree that you will do the following:

- Ensure 6 ft. distance between personnel, unless safety or core function of the work activity requires a shorter distance. Any time personnel are less than 6 ft. apart from one another, personnel must wear acceptable face coverings.
- Tightly confined spaces will be occupied by only one individual at a time, unless all occupants are wearing face coverings. If occupied by more than one person, will keep occupancy under 50% of maximum capacity.

STAY HOME. STOP THE SPREAD. SAVE LIVES.

Compliance and Enforcement

Treating contractor follow-through on adherence and attestation seriously

Contractors are required to follow all applicable State & local guidance with respect to NY-Forward as a condition to undertaking NYSERDA and other clean energy program work

Non-compliance will result in disciplinary action

- In the case of NYSERDA, may include stop work directives or ineligibility to participate in programs

We call your attention to the online complaint submission form included on the NY-Forward website, which will result in investigation and, if credible, enforcement.

- Individuals can file complaints regarding the operation of businesses or gatherings 24 hours a day, 7 days a week through an online form (<https://mylicense.custhelp.com/app/ask>) or by calling 1-833-789-0470.
- Note: Specific complaints from employees against their employers should be directed to the Department of Labor through their online form: (<https://labor.ny.gov/workerprotection/laborstandards/coronavirus-complaints.shtm>)

Link to complaint information:

<https://forward.ny.gov/industries-reopening-phase>



Key Resource Pages

For additional resources and guidance, please visit the following:

NYSERDA COVID-19 Response Website: nyserdera.ny.gov/ny/COVID-19-Response

- To stay updated on the latest COVID-19 news and announcements, [sign up](#) to join the NYSERDA mailing list

New York State Department of Health COVID-19 Website: coronavirus.health.ny.gov/

The Business Council of New York Managing Coronavirus resource pages:
<https://www.bcnys.org/managing-coronavirus>

- Includes list of PPE suppliers and downloadable signage templates as well as other business assistance resources



NY Forward: Information for Businesses Navigating Reopening

Joe Berman
Senior Advisor
Market Development
NYSERDA



NYSERDA



**The
Business
Council**

Questions?



Contact Us

Business Council of New York State
Joe Foskett
Director of Government Affairs
Email: Joseph.Foskett@bcnys.org

NYSERDA
Joe Berman
Senior Advisor, Market Development
Phone: (518) 862-1090, ext. 3443
Email: Joe.Berman@nyserda.ny.gov

NYS Public Service Commission
Jim Denn
Director of Public Affairs
Email: James.denn@dps.ny.gov

National Grid
Keith Sperling
Dir. of Customer Solutions - NY
Cell: (516) 729-8336
Email: Keith.Sperling@nationalgrid.com

