Westchester Green Business
Leaders In Sustainability Speaker Series
The Role of Business in Creating a More Sustainable New York

Keynote Speaker
Bradford Tito, Program Manager, Communities and Local Government, NYSERDA

December 9, 2016
The Gateway Center @ Westchester Community College
Agenda

• Welcoming remarks
  – Dr. Marsha Gordon, President & CEO, The Business Council of Westchester
  – Kevin Plunkett, Deputy Westchester County Executive

• Expanding the Westchester Green Business Program
  – Dani Glaser, Program Director, Westchester Green Business

• The Role of Business in Creating a More Sustainable New York
  – Bradford Tito, Program Manager, Communities and Local Government, NYSERDA

• Q&A
Program Partners

BCW

Business Council of Westchester
Build. Connect. Win.

Westchester.gov.com
Robert P. Astorino
Westchester County Executive

“Green Team Program Creator”

greenteamspirit
Inspiring Green Business from Within
Certified Green Businesses

Hendrick Hudson Free Library
REGENERON science to medicine®
Agera ENERGY
C.W. Brown Inc.
MetroPool Mobility Matters™
GBds Gallin Beeler Design Studio
Diamond Properties
Smiles on Hudson
The Arc Westchester NYSARC, Inc.
The Blue Pig
Atlantic Westchester
Montefiore New Rochelle
Reckson
Montefiore Mount Vernon
New York Presbyterian
Crowne Plaza White Plains - Downtown
Purchase College State University of New York
Greenburgh Nature Center
Allied Converters, Inc.
Westchester Green Business Members

1. Acadia Realty Trust
2. Agera Energy*
3. AKRF, Inc.
4. Allied Converters, Inc.*
5. Aris Renewable Energy
6. The Arc of Westchester*
7. Atlantic Westchester*
8. Balancing Life's Issues
9. Birdie’s Auto Spa
10. The Blue Pig Ice Cream*
11. The Bluebook Network
12. The Briarcliff Manor
13. Bright Energy Services
14. Briarcliff Office Park
15. BrightHOME Energy Solutions
16. Candela Systems
17. Carver Center
18. Cerebral Palsy of Westchester
19. County Trip Service
20. Croton Energy Group
21. Crowne Plaza White Plains*
22. C.W. Brown/LeChase*
23. DeCicco & Sons
24. Dennis Noskin Architects
25. Diamond Properties*
26. Dominican Sisters of Hope
27. Eco-Bags Products
28. Encourage Yoga
29. Friends of Hilltop Hanover Farm
30. Gallin Beeler Design Studio Architects*
31. Great Eastern Energy
32. Greater Hudson Bank
33. Green Eileen
34. Green Jay Landscaping
35. Greenburgh Nature Center*
36. Greener by Design
Westchester Green Business Members

37. Healthy Home Energy & Consulting
38. Hendrick Hudson Free Library*
39. Hudson Gateway Association of Realtors
40. JP McHale Pest Management, Inc.
41. Key Bank
42. Manhattanville College
43. Mamaroneck Self Storage
44. MetroPool*
45. Montefiore Hospital - Mount Vernon*
46. Montefiore Hospital - New Rochelle*
47. North Castle Library
48. The New Crystal Restoration Enterprises
49. NewYork-Presbyterian Hospital*
50. Pell Wealth Partners
51. Pernod Ricard, USA
52. Purchase College, SUNY*
53. Reckson, a division of SL Green*
54. Regeneron*
55. Robison
56. Select Telecom
57. Smiles on Hudson*
58. Strauss Paper Company
59. Suburban Carting
60. SunBlue Energy*
61. Teatown Lake Reservation
62. Thalle Industries
63. United States Tennis Association
64. Vantage Etc.
65. Westchester Medical Center
66. White Plains Linen
67. Wiedenbach Brown
68. Willdan/Genesys Engineering
69. Yonkers Tennis Center
70. York International
71. YWCA-White Plains/Central

Westchester
WGB Green Squad

• College interns trained to help businesses toward certification
• 48% members surveyed interested in hiring
• Training program in partnership with Greenburgh Nature Center, funded in part by the Westchester Community Foundation
• Starting in summer 2017
Web Tool Under Development

• Public section
  – About program, members, partners, sponsors, case studies

• Members-only section
  – ‘One-stop’ location for all program tools/resources
  – User-friendly dashboard
  – Create sustainability reports
  – Easily collaborate with other members
  – Member and green business directories
Thank you!

Westchester Green Business Team
Dani Glaser – Program Director
Scott Fernqvist – Program Director
Jana Petrikova – Program Manager
Meg Curtin – Marketing & Membership Manager

westchestergbc@gmail.com
www.westchestergreenbusinesscertified.org
Clean Energy Communities

An Opportunity for Business

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Brad Tito
Program Manager, Communities and Local Government at NYSERDA
What is REV?

- Under Governor Cuomo, the State is restructuring its energy regulatory environment and clean energy programs through a strategy called Reforming the Energy Vision, or REV.

- REV is Governor Cuomo's strategy to build a clean resilient and affordable energy system for all New Yorkers.

- The Clean Energy Fund, or CEF, is a 10-year, $5 billion funding commitment to support the development of clean energy markets and innovation.
Clean Energy Communities Program

Provides **rewards and recognition** to city, town, village, and county governments that demonstrate clean energy leadership

**STEP 1:** Earn the **Clean Energy Communities** designation by completing **4 out of 10 high-impact actions.** At least two actions must be completed after August 1, 2016

**STEP 2:** Access **grant funding**, up to $250K with no local cost share, to support additional clean energy projects

**Dedicated and knowledgeable local coordinators** are available to assist communities as they implement high-impact actions i.e. free on-demand technical support, decision support, step-by-step guidance, case studies, model ordinances, RFPs, etc.
10 High-Impact Actions

1. Benchmarking
2. Clean Energy Upgrades
3. LED Street Lights
4. Clean Fleets
5. Solarize
6. Unified Solar Permit
7. Energy Code Enforcement Training
8. Climate Smart Communities Certification
9. Community Choice Aggregation
10. Energize NY Finance
Community Choice Aggregation

- Community Choice Aggregation (CCA) is a municipal energy procurement model that replaces the utility as the default supplier of electricity for virtually all homes and small businesses within a jurisdiction.

- The utility remains responsible for energy delivery and billing.

- By pooling demand, communities build the clout necessary to negotiate lower rates with private suppliers, and are able to choose cleaner energy.
Westchester Power CCA

• Initiated by the non-profit Sustainable Westchester in 2016, the Westchester Power CCA supplies approximately 110,000 electrical customers in 20 participating municipalities in Westchester County.

• 14 municipalities opted to provide 100% renewable energy to eligible customers within their jurisdictions.

Results:

• 500 million kWh of 100% renewable power.

• Approximately $5 million in cost savings over three years.

• Cut the carbon footprint by 300,000 tons.
Solarize

• Solarize is a short term, local effort that brings together groups of potential solar customers through widespread outreach and education.

• After a thorough pre-qualification process, a designated solar installer(s) is named for the campaign.

• Residents and businesses who sign up for solar installations by a specific deadline are able to take advantage of group rates below market prices.
Solarize Westchester

Results:

- 405 solar installations over two rounds.

Benefits:

- Save money with bulk purchasing
- Create good local jobs in the solar industry
- Be visible and active in the community
Solar Permitting, Financing & Customer Acquisition Costs

- **Permitting & Inspection**: $0.60
- **Financing Costs**: $0.40
- **Customer Acquisition**: $0.40
- **Installation Labor**: $0.40
- **Other Paperwork**: $0.20

**US Solar Cost**

$0.00

- $0.20
- $0.40
- $0.40
- $0.60
- $0.80
- $1.00
- $1.20
- $1.40
- $1.60

$0.00

- $0.50
- $1.00
- $1.50
- $2.00
- $2.50
- $3.00
- $3.50
- $4.00
Energize NY Finance

- Energize NY Finance, also known as Property Assessed Clean Energy (PACE) Financing, is a program adopted by an eligible local government that allows property owners to pay back the cost of clean energy upgrades to commercial or non-profit property through a special charge on their property tax bill.

- Energize NY Finance enables eligible buildings to secure funds to tackle significant energy upgrades and renewable energy projects.

- This financing structure is available through the Energy Improvement Corporation (EIC). EIC is a local development corporation and a New York State nonprofit established specifically to assist municipalities and property owners achieve long-term energy savings and/or generate renewable power for use on site.
Solar Rooftop at Terra Tile & Marble

Total Project Cost: $388K
- NYSERDA Incentive: $82K
- Federal Tax Credit: $117K
Total Financed: $204K
Term: 10 years
Interest Rate: 4.927%
Net Annual Savings: $26,031
Terra Tile & Marble in Briarcliff Manor

“With the long-term savings from our solar installation, we’re planning to hire another employee.”

- David Gasch, Owner
Solar Installations in Westchester County

(YTD)
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Other NYSERDA Offerings

Real Time Energy Management (RTEM)
Building data collection systems (sensors, meters, equipment feeds), data analytics, and building data information services. Select an RTEM Vendor from NYSERDA’s website.

Flexible Technical Assistance Program (Flextech)
Objective, site-specific targeted clean energy technical analysis and strategic energy management assistance.

Commercial Implementation Assistance
Financial assistance for targeted energy efficiency projects.

Commercial Tenant
Cost-share energy modeling and development of energy efficiency packages.
Thank You!

Brad Tito
Program Manager, Communities and Local Government
New York State Energy Research and Development Authority (NYSERDA)
Phone: (212) 971-5342  x3545
Email: bradford.tito@nyserda.ny.gov

www.nyserda.ny.gov/CEC