

Join the partnership that pays.

Become a Multifamily Performance Partner



Be valuable. Be reputable. Be profitable.

Become a Multifamily Performance Partner.

► Opportunity abounds

The New York State Energy Research and Development Authority's (NYSERDA) multifamily programs have boosted the performance of over 4,600 existing and new multifamily buildings. In all of these projects, a Multifamily Performance Partner has been the driving force.

NYSERDA's Multifamily Performance Partners are approved specialists who serve as experts and guides to property owners and managers. They are facilitators and technicians who drive energy upgrade projects through NYSERDA's Multifamily Performance Program—providing insight and guidance from application to completion.

Now, NYSERDA wants you to take advantage of all the benefits that come with being a Partner.

What it means to be a Partner

Partners come from a wide variety of backgrounds, including engineering firms, builders, developers, HVAC specialists, and more.

No matter their core background, all Partners are:

- Experts in assessing, managing, and implementing energy efficiency techniques for new construction and/or existing buildings.
- Evaluated and approved by NYSERDA, earning a reputable distinction upon their acceptance.
- Experienced navigators of Multifamily Performance Program incentives, guidelines, and requirements that result in successful Multifamily Performance Program projects.

Why be a Partner?

Partnership is a distinction that carries real value in the eyes of prospective clients, putting you in an excellent position to grow your business, achieve higher revenue, and increase profitability.

Working on large-scale projects with a whole-building emphasis gives you the opportunity to form deeper relationships with clients that often lead to repeat business—with many clients often choosing to upgrade

several buildings in their portfolios.

But the benefits don't end there. As a Multifamily Performance Partner, you:

- **Gain a competitive advantage** by offering incentives and financing through the Multifamily Performance Program.
- **Capture leads** through the NYSERDA website, sponsored events, and outreach while taking advantage of significant marketing support.
- **Build your technicians' skills** through NYSERDA training and other training resources.

How the Multifamily Performance Program works

The Multifamily Performance Program is structured to encourage a whole-building approach to energy efficiency. It's not just about the installation of a new boiler or an energy-efficient furnace. It's about ensuring all of the systems in a building are working together, creating peak efficiency and energy savings.

Partners play a central role in a four-step process:

1. **Assessment** – A comprehensive, whole-building evaluation is completed, resulting in an Energy Reduction Plan created by the Multifamily Performance Partner with a goal of at least 15 percent energy savings.
2. **Installation** – Energy upgrades are selected by the property owner or manager and the Partner oversees their successful installation. Typical improvements include envelope upgrades, HVAC improvements, fuel conversions, energy-efficient lighting, high-efficiency appliances, and more.
3. **Completion** – Partner verifies the completion of measures and submits incentive paperwork on behalf of the property owner or manager.
4. **Measurement** – For existing buildings, performance is measured to ensure the overall goal of 15 percent energy savings is met, with bonus incentives paid to the property owner or manager for buildings that display exceptionally high performance.

What to expect as a Partner

Some of the tasks Partners are expected to perform include:

- **Facilitating owner participation**, leading the application process, and preparing and submitting deliverables.
- **Attending a scoping session**, a site meeting that establishes owner interest, identifies measures, determines funding, and sets expectations.
- **Conducting a billing analysis**, collecting energy bills, and evaluating energy usage.
- **Completing a comprehensive energy audit**, meeting the qualifications of ASHRAE Level 2 (for existing buildings), along with a whole building software model.
- **Working with the owner/developer to develop an energy reduction plan** that meets the minimum requirement of 15 percent energy savings and helping the owner choose the most cost-effective solutions.
- **Specifying the details of the energy reduction measures selected** for the completion of the proposed Energy Reduction Plan.
- **Monitoring construction progress and verifying proper installation** of energy improvements.

Most importantly, a Multifamily Performance Partner acts as the driving force and champion of each project—keeping it on schedule, on budget, and on target for successful completion—earning recognition, respect, and revenue in the process.

Eligibility

To become a Multifamily Performance Partner, you must submit an application that shows your company's experience as a leader in energy efficiency upgrade projects.

Specifically, to become a Partner you must:

- Have previously acted in a lead capacity on at least three multifamily projects for which a comprehensive energy efficiency scope of work was developed and fully implemented.
- Have been an established business or organization, successfully serving clients for at least three years.

Partner applications are reviewed and accepted quarterly. Application materials can be found online at nyscrda.ny.gov/Partnership-Pays



► Get started on the path to becoming a Partner.

For more information about how to get started as a NYSERDA Multifamily Performance Partner, connect with NYSERDA's implementation partner:

**Contact TRC Solutions at
EStar@trcsolutions.com
or call (518) 688-3116.**

Take pride in your participation

When you become a Multifamily Performance Partner, you contribute much more to your community beyond energy-efficient buildings. You also:

- Create living conditions that are healthier and safer for New Yorkers.
- Enable New York's building owners to run their businesses or organizations more profitably.
- Help New York State consume less energy and become more energy independent.

Your status as a Multifamily Performance Partner sets you apart as an organization that's taken the time and effort to become more professional, more quality-driven, and more committed to sustainability. Join us today.

Learn more about NYSERDA's Multifamily Performance Program

Visit us online at nyserdera.ny.gov/Partnership-Pays for a more complete overview of our multifamily programs.



► Get started. Contact TRC Solutions at ESStar@trcsolutions.com or call (518) 688-3116

Multifamily Energy Performance Portfolio (MEPP)

NYSERDA offers a portfolio of programs and incentives for owners, facility managers, developers, and condo-co-op boards of multifamily buildings with five or more units in New York State. These programs make it easier to assess, fund, implement, and measure energy efficiency upgrades that improve building performance and save money.

Green Jobs – Green New York (GJGNY)

Green Jobs – Green New York (GJGNY) provides funding for energy assessments, low-cost financing for energy upgrades, and technical and financial support to develop a clean energy workforce. GJGNY is a statewide effort to strengthen communities through energy efficiency and uses constituency-based organizations to support program outreach in underserved communities. GJGNY enables New Yorkers to make a significant difference in homes, businesses, and neighborhoods—making them more comfortable, more sustainable, and more economically sound. GJGNY is administered by NYSERDA and made available by the Green Jobs – Green New York Act of 2009.