

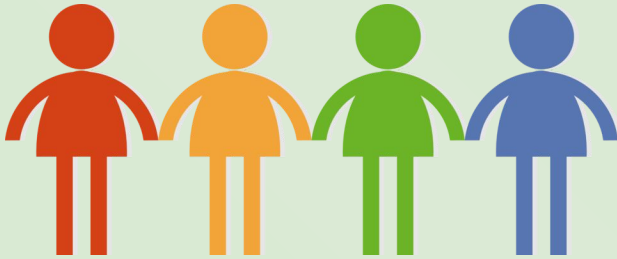


RENEWING AMERICA'S NONPROFITS: FEBRUARY WEBINAR



SUSTAINABLE
WESTCHESTER

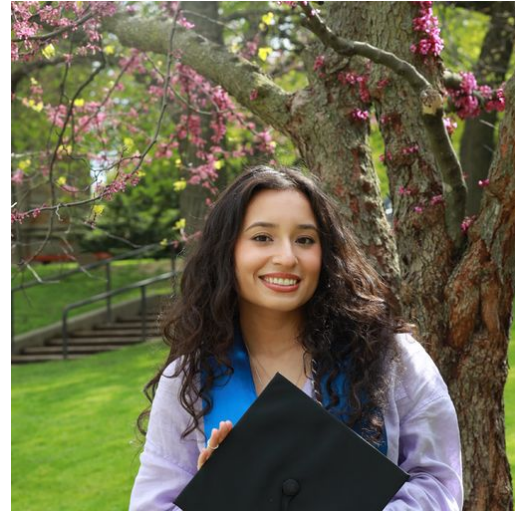
February 6, 2025



Today's Presenters



Mark Crosskey
Deputy Director, Building
Decarbonization



Dara Rivadeneira
Program Coordinator,
Renewing America's Nonprofits

Acknowledgements



This program is supported by the U.S. Department of Energy's State and Community Energy Program (SCEP) under the Renew America's Nonprofits Program and 2022 Funding Opportunity Announcement (FOA) for Energy Improvements at Nonprofits Bipartisan Infrastructure Law (BIL) Award Number DE-SE-0001003.

Agenda

- Executive Orders & IIJA Funding
- Last Webinar Recap & Grant Summary
- GJGNY Energy Study FAQ
- Alternatives to the energy study
- Applicant Timeline Guidance
- Technical Resources for Nonprofits
- Case Studies
- Vendor and MWBE Resources
- Questions?



Executive Orders & IIJA Funding

How will the new administration affect funding?

Sustainable Westchester is currently under contract with the Department of Energy and the Renewing America's Nonprofits funds are already obligated (including our \$200k subrecipient awards). It is Sustainable Westchester's position that the funding granted by congress cannot be reversed by the executive branch.

How will the new administration affect the program?

Sustainable Westchester is deeply committed to the values of environmental justice and a fair and equitable energy transition. Irrespective of federal changes, these aspects will remain an important part of our program and the scoring criteria will not change.

Should I still spend the time to go through the application process?

Energy studies and energy efficiency projects are some of the best investments an organization can make. With the right project, an organization can immediately improve its cash flow and create a healthier building all at once. Starting down this path can provide your organization with important information.



Check Out our Previous Webinar & Weekly Office Hours

WEBINARS

Webinar #1: December 4	Webinar #2: February 6	Weekly Office Hours
WATCH	SIGN UP	JOIN

[Click here for the December Webinar Slides](#)

The above links are found on our website: <https://bit.ly/RANSW>

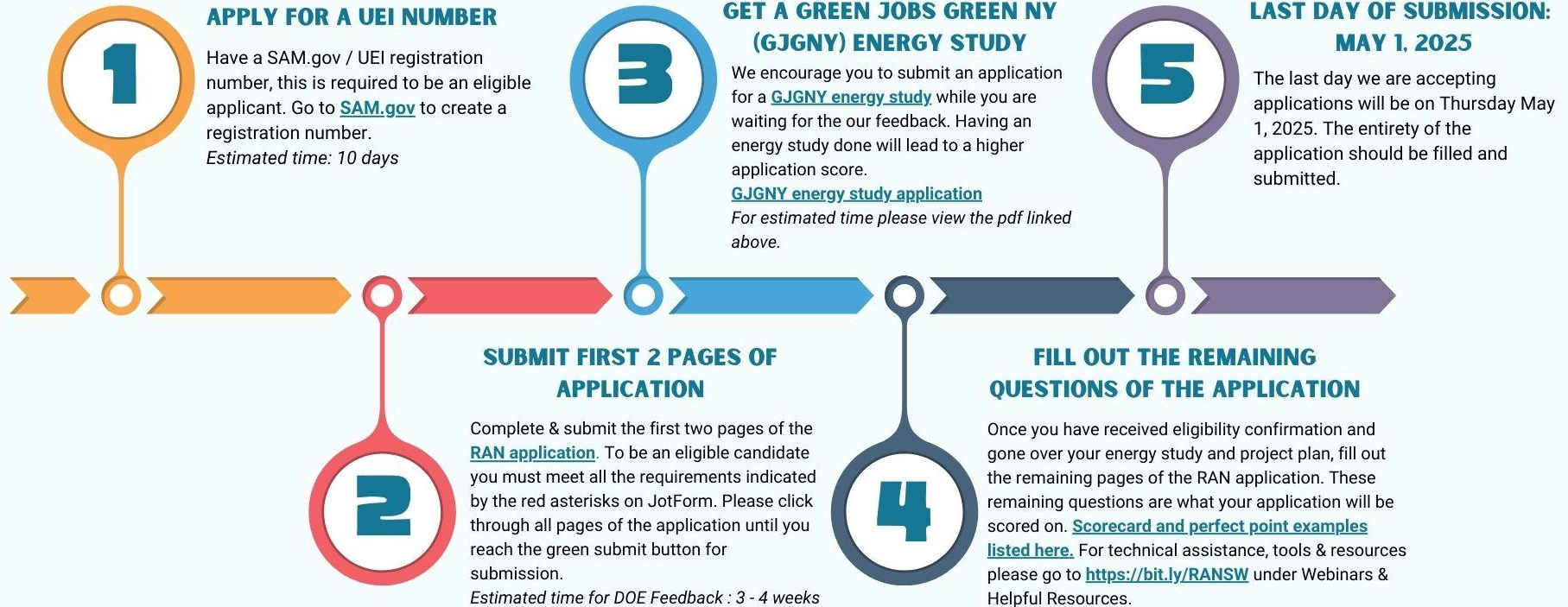
Brief RAN Grant Overview & Eligibility

- 25-32 nonprofit building owners will be awarded grants of up to \$200,000 with a 20% cost share requirement
- 3 year grant:
 - 1st year: Application & selection process. Portfolio of building owners submitted to DOE for Go/No-Go to move on to the implementation phase
 - Years 2 & 3: Project implementation

Requirements for Eligibility:

- Nonprofit must own the building in NY state - must be able to provide proof of ownership
- Provide 501(c)(3) nonprofit determination letter granted by the IRS
- Have a SAM.gov and UEI registration number
- Not be debarred from accepting and using federal funds

RENEW AMERICA'S NONPROFITS APPLICANT TIMELINE GUIDANCE



[Applicant Timeline Guidance](#)

For additional assistance or questions about the RAN application please email building-decarbonization@sustainablewestchester.org

Quantitative Factors and Use of Available Resources - Energy Studies

Best Practice: Energy Study → Energy Efficiency Measures → Building Electrification

Preferred method: the Green Jobs Green New York Energy Study

Quantitative Factors and Use of Available Resources (Energy Savings, EUI Reductions, GHG emission reductions - as benchmarked by an energy audit)	Completed energy study	5
	Energy Use Intensity (EUI) reduction	10
	Total energy use reduction (non-normalized value)	5
	Total GHG emissions reduction	5
Max Total for this Main Category = 25		

From [RAN Scorecard](#)

GJGNY Energy Studies - Key Points

- An energy study is NOT required in order to submit an application for the Renewing America's Nonprofits grant, but it is a scoring item (applications with a completed study attached will be scored higher). Full points will also be awarded for other options discussed on the next slide.
- GJGNY Energy Studies are a NYSERDA (NY State) program. We are working closely with the program auditor but if you submit the energy study application directly to them without informing us we cannot pay for the cost share upfront, though we can provide reimbursement for eligible applicants.
- The cost share portion (\$100, \$250, or \$500) can be paid by your organization or by Sustainable Westchester (after confirming your organization's eligibility).



Alternatives to the GJGNY Energy Study

- BETTER Report - [Link](#)
 - Pros: Cost (Free), timeline (a report can be generated in a few hours with only utility bills)
 - Cons: Accuracy (no knowledgeable auditor on site, only specific building types supported, requires staff time with available capacity to complete)
- NYSERDA Flextech Study - [Link](#)
 - Pros: Thorough and site-specific evaluation of your building(s) and energy efficiency and clean energy measures
 - Cons: Cost (\$\$\$), Timeline (similar to a GJGNY energy study)
- Third Party Energy Audit
- Online Calculators
- Vendor Estimates

What is the key piece of information we are trying to get from these? **Expected energy savings** in kWh, therms, gallons of oil, etc.

Generating a BETTER Report

Generating a BETTER Report -
what is needed?

- 12 Months of utility bills
- Building square footage

<https://better.lbl.gov/>

Note: Report analytics are currently only supported for schools, multifamily, office, and library buildings. Choose one of these building types to run the report

The screenshot shows a web browser window with the URL `better.lbl.gov/buildings/99084/utility_bills/create/`. The page title is "Sustainable Westchester". The BETTER logo is in the top left, and navigation links for "About", "REST API", "FAQ", "News", and "Countries" are in the top center. The "Unit System" is set to "IP". A "Buildings" sidebar is visible on the left. The main content area is titled "Add a New Utility Bill" and contains the following form fields:

- Fuel Type***: A dropdown menu with a downward arrow.
- Bill Start Date***: A text input field with a note below it: "Enter the start date in the format yyyy-mm-dd".
- Bill End Date***: A text input field with a note below it: "Enter the end date in the format yyyy-mm-dd".
- Energy Consumption***: A text input field with a note below it: "The consumption value for this utility bill (stored in the units specified in the 'unit' field)."
- Energy Consumption Unit***: A dropdown menu with "kWh (thousand Watt-hours)" selected and a downward arrow. A note below it reads: "To facilitate data entry, both SI and IP units for the selected fuel type are shown (regardless of SI/IP selection at top of screen)."
- Energy Cost (USD)**: A text input field with a note below it: "BETTER will use default fuel price if no cost is entered. (Currency is set at the building level.)"

At the bottom right of the form are "Save" and "Cancel" buttons. A note at the bottom of the form states: "All fields marked with * are required".

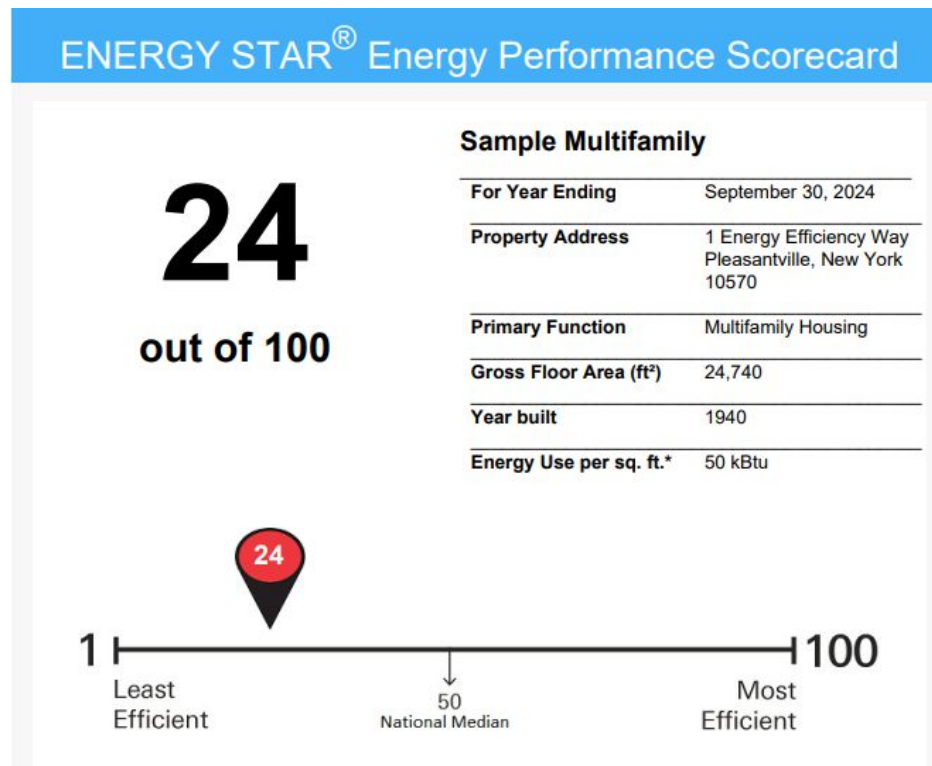
ADDITIONAL TOOLS AND RESOURCES

Benchmarking with EnergyStar Portfolio Manager

EnergyStar Portfolio Manager ([Link](#))

- For nonprofits with more than one building, can help to identify the worst performers
- Can be used to track energy history
- Information needed to receive a benchmarking score
 - 12+ months of utility bills
 - Basic information about the building (year built, sq ft.)

[Basic youtube tutorial \(1 hr\)](#)



ClimateMaster Geo Economics Calculator ([Link](#))

ClimateMaster Geothermal HVAC Economics - using Special Depreciation Allowance

Updated 3-22-23 based on current data
This is an estimating tool only. [Click Here](#) for Disclaimer, Terms & Conditions



Project Name:

Conditioned Area (sq ft): Vertical Market: State:
 sq ft per ton: *Tip: 400 sq ft per ton is a typical rule of thumb for commercial buildings. Variables that effect this include glass area and type, insulation values, lighting and plug load, etc.*
 Calculated HVAC Tons: Brief Description: Business Type:

Geothermal Costs

vs.

Conventional Costs

Geothermal HVAC Cost: per sq ft
 per ton
 Total Geothermal HVAC Cost

Conventional HVAC Cost: per sq ft
 per ton
 Total Conventional HVAC Cost

Describe your Geothermal System:

Describe your Conventional HVAC System:

Additional Cost: \$ 1,150,000

Utility Rebate*: \$ (25,000)

Net Additional Cost: \$ 1,125,000 per ton estimate of utility geo rebate

Tip: Varies based on region and incentives. Consult your local energy program specialist for insight.

Other Installation Costs**: portion of electrical, plumbing and GC fees related to HVAC system (for either system)

Tip: Rely on your experience / cost quotes to estimate this number

Income Tax Rate: Corporate / Federal: State: *Based on business type and state table in Input Data Tab*

Energy Credit: Domestic Content Credit: Energy Community Credit:

Tip: Choose applicable credit rate % under IRA Guidelines

Energy Inflation: *Tip: This number typically follows economic inflation trends. Generally between 2% to 8%*

Savings per sq ft: in energy and maintenance *Tip: Lean on the experience of your trusted HVAC professional to estimate this savings vs. alternative systems*

Annual Cost Savings: calculated Project Completion Year: Project Completion Quarter:

YEAR	GEO DEPREC ALLOWANCE		GEO DEPREC DEDUCTION		GEO TAX SAVINGS***		GEO CASH FLOW				CONV CASH FLOW		GEO NET CASH FLOW	
	Special	5 Yr MACRS	Special	5 Yr MACRS	Tax Credits	Depreciation	Addtl Cost	Tax Savings	O&M Savings	Total	Depr Ded	Tax Savings	Annual	Cumulative
2025	0%	0.00%	\$ -	\$ -	\$ 1,175,000	\$ -	\$ (1,125,000)	\$ 1,175,000	\$ 9,375	\$ 59,375	\$ -	\$ -	\$ 59,375	\$ 59,375
2026		0.00%				\$ -		\$ -	\$ 39,375	\$ 39,375	\$ -	\$ -	\$ 39,375	\$ 98,750
2027		0.00%				\$ -		\$ -	\$ 39,375	\$ 39,375	\$ -	\$ -	\$ 39,375	\$ 138,125

CASE STUDY HIGHLIGHTS

Case Study #1: Geneva Methodist Church

Geothermal installation at a church in Geneva, Illinois

Project at a glance:

- The church was built in 1874
- 12 500' boreholes installed in a small lot
- Energy costs reduced from \$16,600 to \$7,200/yr
- Made use of the IRA direct pay incentive

[Link](#) for more information



Case Study #2: Geneva Historical Society

Air source heat pump installation in Geneva, New York

Project at a glance:

- Upgraded an old fossil fuel steam system to cold climate ASHPs
- Historic building - focus was on enhanced humidity and temperature control for archival spaces

[Link](#) for more information



Case Study #3: Harlem Apartments Roof Insulation

Multifamily apartment building in NYC

Project at a glance:

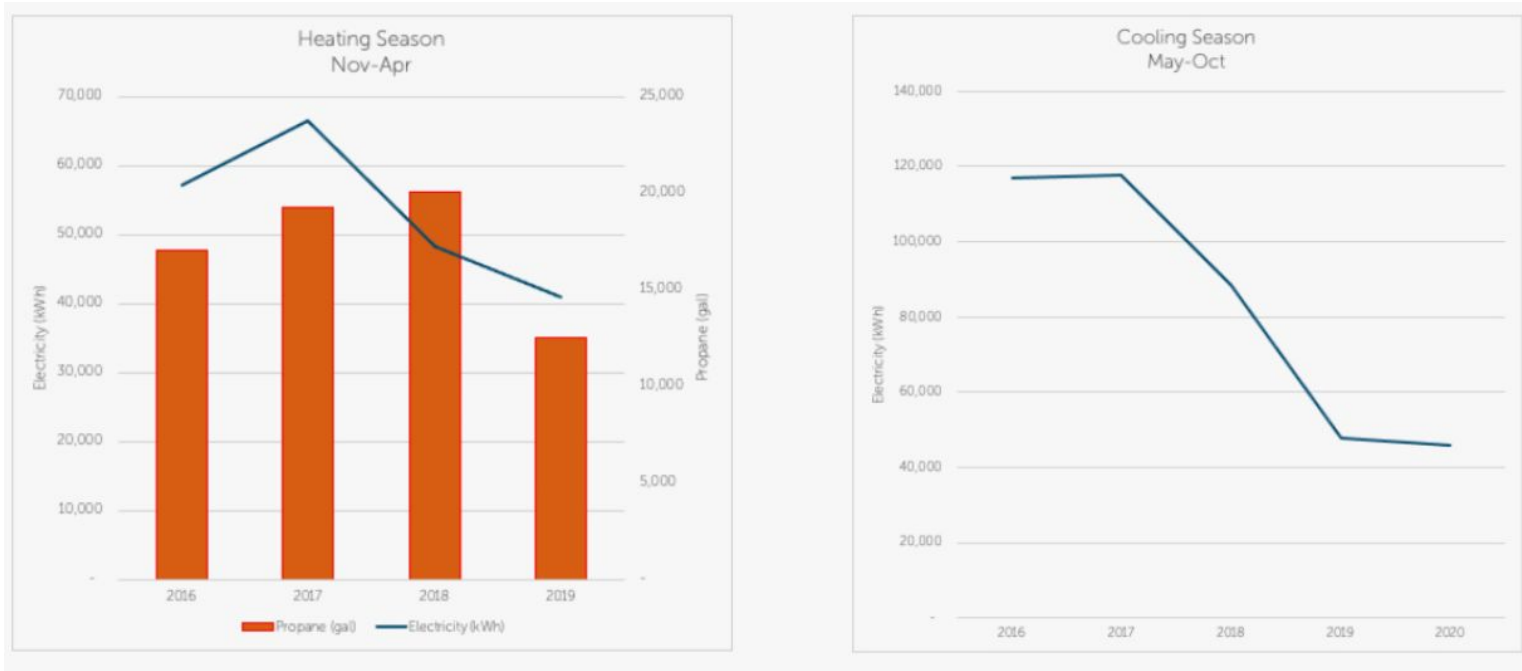
- \$553,826 total project cost, only \$83,074 after incentives! Estimated \$52k/yr energy savings
- Building predates 1940s
- Upgraded pipe and attic insulation
- Increased comfort for tenants

[Link](#) for more information



Case Study #4: Landmark College BAS

Landmark College added a Building Automation System in 2019, saving >\$22k/yr in energy costs ([Link](#))



Community Engagement and Local Hiring Commitments

Community Engagement and Local Hiring Commitments	Local Community Benefit: Reduction in air pollution from proposed upgrades	5
	Community Engagement: Plan to make stakeholders aware of the project and its benefits	5
	Local Hiring: Benefits for local employment	10
	Labor Union Preference: Prevailing wage and apprenticeship requirements	5
Max Total for this Main Category = 25		

Local & Community Benefits are subjectively scored and based on your plan and project.

Local Hiring / Labor Union preference:
We are currently making labor unions, nonprofits, and training programs that exist all across NY State aware of this grant opportunity.

New York State Department of Labor's Local Workforce Development Boards:
<https://dol.ny.gov/lwdb>

Climate Jobs NY (CJNY) is a growing coalition of labor unions representing 2.6 million working people with committed support towards clean energy. <https://www.climatejobsny.org/>

Community Needs & DEIA Goals

Community Needs and DEIA Goals	Presence and Scope of EJ Issues in the community / NP or Project serving populations especially vulnerable to climate related extreme weather conditions	10
	Application includes a plan to utilize M/WBE vendors	5
	Application includes a plan to benefit under-represented workers	5
Max Total for this Main Category = 20		

[Indicators Considered to Represent Environmental Burdens & Climate Change Risks](#) on pg 58-76

Identify how the project will benefit underrepresented workers in the clean energy sector

- Partnering with a local training program for workers in disadvantaged communities

How to find preferred or M/WBE vendors on the next slide

How to Find a Preferred Vendor

*Screenshot from
NYSERDA's find a
contractor tool*

You can verify if a contractor is M/WBE certified by using the [NYS M/WBE Directory](#).

How to Find a Preferred Vendor Doc

- This document provides search databases to find clean energy or M/WBE vendors

The vendor does not have to be a certified M/WBE to win points on this category, as long as there is sufficient proof.

Commercial & Industrial

- [Building Operations and Maintenance Training Providers](#) - provide training to for building and operations staff to properly operate and maintain building systems.
- [Clean Energy Community Coordinators](#) - provide free technical assistance and consulting services to local governments participating in the Clean Energy Communities program. Clean Energy Community Coordinators help local leaders identify and prioritize the most effective goals based on specific community needs and offer support and guidance for accessing resources and grant funding opportunities.
- [Commercial and Industrial Solar Contractors](#) - provide solar installation services for commercial and industrial sites as part of the NY-Sun program. Commercial & Industrial Solar Contractors will inspect your location to determine the best system size, technology, and siting option while submitting all project paperwork on your behalf.
- [Energy Efficiency Program Lenders](#) - NYSERDA works with lenders across New York State to offer small businesses, not-for-profits and multifamily building owners access to low-interest financing for energy efficiency improvements through Green Jobs – Green New York.
- [Energy Storage Contractors](#) - provide onsite energy storage solutions, including options that can be paired with solar or other onsite generation. Energy Storage Contractors will inspect your location to determine the best system size, technology, and siting option while submitting all project paperwork on your behalf.
- [FlexTech Consultant](#) - provide New York State commercial, industrial, institutional, government, and not-for-profit sectors with objective and customized information to help customers make informed energy decisions. FlexTech Consultants conduct general feasibility studies and offer a diverse range of clean energy and energy efficiency services.
- [New Construction Program Primary Energy Consultants](#) - help project owners realize significant energy savings and reduce greenhouse gas emissions in the design and delivery of new construction and gut rehabilitation projects. Primary Energy Consultants must be engaged in order to be eligible for project support from any of NYSERDA's New Construction Programs.
- [NYS Clean Heat Contractors](#) ^{CP} - install cold-climate air source heat pumps, ground source heat pumps, and/or heat pump water heaters for residents, businesses, and multifamily properties. NYS Clean Heat Contractors will inspect your home or business to determine the best system size and technology while helping you access rebates available through your utility.
- [Real Time Energy Management \(RTEM\) Vendors](#) - help commercial customers analyze energy usage data and provide actionable insights on how to make commercial office spaces and multifamily buildings operate more efficiently. Find a RTEM vendor that can provide advice and support throughout the project — from installation to continued monitoring and optimization.
- [Real Time Energy Management \(RTEM\)](#) - helps commercial landlords and their tenants analyze energy usage data and provide actionable insights on how to make commercial office spaces operate more efficiently. As part of the RTEM + Tenant Program, RTEM + Tenant Qualified Vendors offer advice and support throughout the project — from installation to continued monitoring and optimization.
- [The Multifamily Building Solutions Network \(Existing Buildings\)](#) consists of recognized, quality contractors that provide energy efficiency services to existing multifamily buildings. The Multifamily Building Solutions Network offers energy solutions ranging from individual upgrades to fully customized plans.

Funding Strategies

DOE webinars:

- [Funding Strategies for Nonprofits: Making the Case for Energy Investments](#)
- [Funding Strategies for Nonprofits and Schools: Incentives and Rebates and How to Find Them](#)

Energy Efficiency & Renewable Energy Funding Programs

<https://www.energy.gov/eere/funding/eere-funding-opportunities>

Keep an eye on the Helpful Resources Section of our Website!

L4GG Clean Energy Tax Navigator

Lawyers for Good Government's Clean Energy Tax Navigator ([Link](#))

- Designed to guide nonprofits through the direct pay tax incentives for clean energy projects
- Although RAN is for energy efficiency projects, geothermal projects can make use of both
- Limited individual pro bono attorney assistance available for some projects

Which option best describes your project?



EV Vehicle / Fleet

State-owned and operated eligible commercial clean vehicles



EV Charging / Infrastructure

Electric vehicle charging infrastructure in non-urban and low income areas



Solar / Wind / Geothermal

Clean energy project deployment

Questions?

building-decarbonization@sustainablewestchester.org

Q: Since this is a federal grant, is prevailing wage required for all contractors?

A: Yes, we discussed this topic more in-depth in our previous webinar

Q: If a nonprofit doesn't own its building BUT has a longstanding/longterm lease on the historic building we operate, can the nonprofit still apply? If not, can we partner with our landlord that owns the building if it's a government entity?

A: *Unfortunately no, the DOE is strict on the nonprofit owning their building to receive this grant. Potentially you could only be leasing the land, but you would still need to own the building on the land.*

Q: How long was Geneva Methodist offline/unoccupable if at all?

A: Unknown, but typically with a geothermal installation it does not take a long time. There might be a need for temporary space heating if it's done in the winter, but most of the work is done outside.

Q: We're actively involved in an IRA solar project. Can we also apply to RAN for additional help, or should we reserve that for our adjacent building?

A: *Yes, you can apply for multiple buildings as long as it is owned by the 501(c)(3) nonprofit. We encourage solar energy, but the **RAN grant can't fund the solar portion of the project.** The project you submit can include solar, but you cannot use the \$200,000 RAN grant to fund that portion of the project.*

Q: Are direct pay tax credits vulnerable?

A: Accurate current information may be better when researched, as we know the current climate can change in any moment. What we know from the time of this video recording is the direct pay incentives are much safer than other types of IRA funding that has not been obligated. For instance if there is a funding opportunity notice that is open now, we would consider that to be much riskier than the already established direct pay incentives. As that is funding that has already been contracted and awarded.

Q: We have done a number of envelope improvements already. Will that count against us since further savings might be smaller?

A: Unfortunately, it could be. We can't fund previously done work with RAN. The grant so far does not seem to have much competition, so we still encourage you to apply. There are still ways to make your project high impact without including envelope improvements. For example if your building has envelope improvements done already, it could be time to switch to a heat pump. Heat pumps can be an impactful project especially if the building has a fossil fuel based HVAC system.

Q: What types of buildings are eligible?

A: Any owned by a *501(c)(3) organization*.

Q: I've requested an energy study recently. How long should I expect to wait before I hear back?

A: This depends if you have reached out to NYSERDA or us first. If you requested it through Sustainable Westchester, we should get back to you within the week. Please follow up with us if we haven't replied yet, it is possible we may have missed it.

Q: Can DOE just no go all submissions?

A: Theoretically it's possible. We can't say anything is guaranteed given the current climate we are in. We are moving forward with the assumption that the funding will be available and we believe it still is. We are contracted for the full 3 year amount.

Q: Do project budget numbers need to be substantiated by contractor estimates?

A: No, we are not requesting that you have contractor estimates for your application. You could include this number because this would bolster your application. We mainly need to know what upgrades you have planned and the estimated energy savings from the proposed project.

Q: Will we be required to go through a public bidding process to select contractors?

A: You will be required to use a simplified bidding process per federal requirements. More details on this will be released during phase 2 of the RAN grant.

Q: Is this round only \$200k, that is then divided up between the winning applications?

A: No, we only have one round of funding and one selection process. It's up to \$200k per awardee (subrecipient). There will be 25-32 subrecipients, each receiving up to \$200,000.

Q: We are bigger than 50,000 sq feet. We are working locally with the Climate Accelerator, who referred us to experts at PACE and to energy auditors at Syracuse University to perform our energy audit. Just want to make sure there is room for a building as big as ours.

A: Yes, there is room for a building as big as yours. The eligibility of a building is only confined by who owns them, which must be a 501(c)(3) organization.

Q: Could an awarded project be completed this year and then the nonprofit be reimbursed?

A: No, we can't reimburse for past work.
If a project has already commenced, we could still fund the later stages of the project.

Q: If my church doesn't have its own 501(c)(3) but the overall organization that we are affiliated with does, is that ok? We are certainly tax exempt and can prove that.

A: The DOE has mentioned to us before that this would be an acceptable exemption to the 501(c)(3) requirement. If your church is owned by a parent organization that is a 501(c)(3), that is probably eligible. We can't verify with the DOE at the moment, but once it is reestablished we should be able to verify individual scenarios such as that.

Q: If/can the administration eliminates the DEI portion, will those scorecard points be allocated elsewhere?

A: No, we aren't planning to make any changes to our scorecard. It is possible that the federal requirements for DEI initiatives might go away, but that will not change the scorecard.

Q: We are purchasing a building that current has no HVAC and has been empty for years. Can the energy audit provide any useful info?

A: Technically no, as the energy audit will ask for 12 months of utility bills to review. In a situation like this, we would need to be able to evaluate the energy savings for your proposed project in a different way. For example, you could say that without the grant money the building would use a fossil fuel based system, but if you got the grant you would use an air/ground source heat pump. If you could demonstrate the potential energy savings through this scenario, you could make the project eligible. Please feel free to email us to further assist you on complex scenarios like this.

Q: Can you combine incentives with this grant?

Are your funds stackable with other utility and/or NYSERDA incentive programs?

A: Yes, we encourage grant and incentive stacking. In fact proposed projects that use direct pay tax incentives as well as the NYSERDA clean heat incentives are considered more competitive.

Q: Are applicants selected on a rolling basis?

A: No, we only have 1 round of funding and winners will be announced on the same day. The application closes on May 1, 2025.

Q: Is there a match required?

A: Yes, there is a 20% cost share. This doesn't have to be from the nonprofit, it simply has to **not come from a federal source.**

Q: Can RTEM be funded?

A: Anything with demonstrated energy savings would be an acceptable project.

Q: Is there a limit on how many applications an owner can submit?

A: No, you are welcome to submit as many as you would like. If you have multiple buildings and need help narrowing it down, schedule a call with us to help. Energy Star Portfolio Manager is a great tool for this, choosing your worst performing buildings can potentially create a quality application.

Q: What if we put up our 20%, get funded, then lose the DoE RAN Grant?

A: The grant disbursement schedule is explained more in depth in our first webinar. Most of the funding is upfront, so if the funding is lost we would know before the project starts.

Q: Can one application (for one building) include multiple energy saving initiatives?

A: Yes, absolutely!

Q: Can one application (for one building) include multiple energy saving initiatives?

A: Yes, absolutely!

Q: Does a 20% cost share mean we have to provide \$40K, and the grant would pay \$160K, for a total of \$200K?

A: We can provide funds of up to \$200K, so instead let's use a different example.

If a project is \$240K total, the grant would provide \$200K and the nonprofit would be responsible for the other \$40K.

If the project cost was \$100K, the grant would provide \$80K and the nonprofit would have to provide \$20K.

Q: We have two buildings, built in different times, but connected.
Are they two buildings?

A: For an energy audit, if the building is less than 50,000 sq. ft. you can still do a GJGNY energy study. In general, if they share mechanical systems they might be considered one building. If they have separate mechanical systems than its probably more than one building. The address is also a good indicator, if they have a single address it's usually a single building.

Q: Is there a minimum energy savings?

A: No, none to submit an application. The more expected savings (%) for a project, the higher the score.

Q: Can the match be in-kind, such as value of the energy study, or our administrative time to implement the program?

A: There are certain types of in-kind cost share that is allowed, but is quite restrictive. In general, it is not beneficial for this program. Please contact us if you would like to discuss more details.

Q: Does it behoove us to have more than the 20% match?

A: Only in the sense that the more ambitious the project, the higher scored it will be. **EX:** building envelope improvements with geothermal would be an ambitious project that would cost more than \$200K.

Q: If our need is closer to \$125K is that going to be scored lower than a larger need?

A: No, the amount of money needed isn't scored, the impact of the project will. For example: If the \$125K is only for minimal insulation repairs & result in the nonprofit only receiving ~5% energy savings, the application would have a lower score. If the nonprofit is requesting \$125K for a project that will result in 60% energy savings, that would be a much more competitive application.

Q: How do we know what type of system is most appropriate for our building?

A: First thing we recommend is to get an energy study (GJGNY) or running a BETTER report, you will get recommendations from either tool/service. You could also reach out to your NYSERDA Clean Energy Hub or to us directly for recommendations.

Q: Can you speak about what % saving we should target to score well? 20%, 30%?

A: It depends on the other applications as they will be scored against each other. In general, 30% is a good amount of energy savings.

Q: Once awarded will fund be dispersed to org at year 2 or to the vendor performing the work?

A: All funds will be given to the nonprofit itself, not the vendor. If you would like to see the schedule of disbursement more in detail, please take a look at the December Webinar slides or December webinar recording.

More Q&As can be found here on our
FAQ: [**https://bit.ly/RANFAQ**](https://bit.ly/RANFAQ)

Any additional questions can be sent to
building-decarbonization
@sustainablewestchester.org