

Welcome to Solar Networking for Building Professionals

June 23, 2022



Today's Schedule

- 9-9:45am** Presentation on Resources for Building Professionals and Solar Installers
- 9:45-11:30am** Networking and Mini-job Fair (Downstairs in Workforce Training Lab)
- 9:45-10:30am** *Optional* Training on Solar and Solar Procurement



SOLARone

SOLAR1.ORG

Stephen Levin

Solar One

Executive Director



Department of
Housing Preservation
& Development

Adolfo Carrión Jr.

NYC HPD

Commissioner



Jen Leone

NYC HPD

Chief Sustainability Officer

Intro: The CMA & Local Laws 92 & 94

On April 2019, as part of the Climate Mobilization act, the New York City Council passed **Local Laws 92 and 94**. These laws require solar or green roofing systems on all new roofs and roof assemblies.

The law stipulated that **for affordable housing, the law would only apply to the extent determined feasible by HPD** until November 2024.

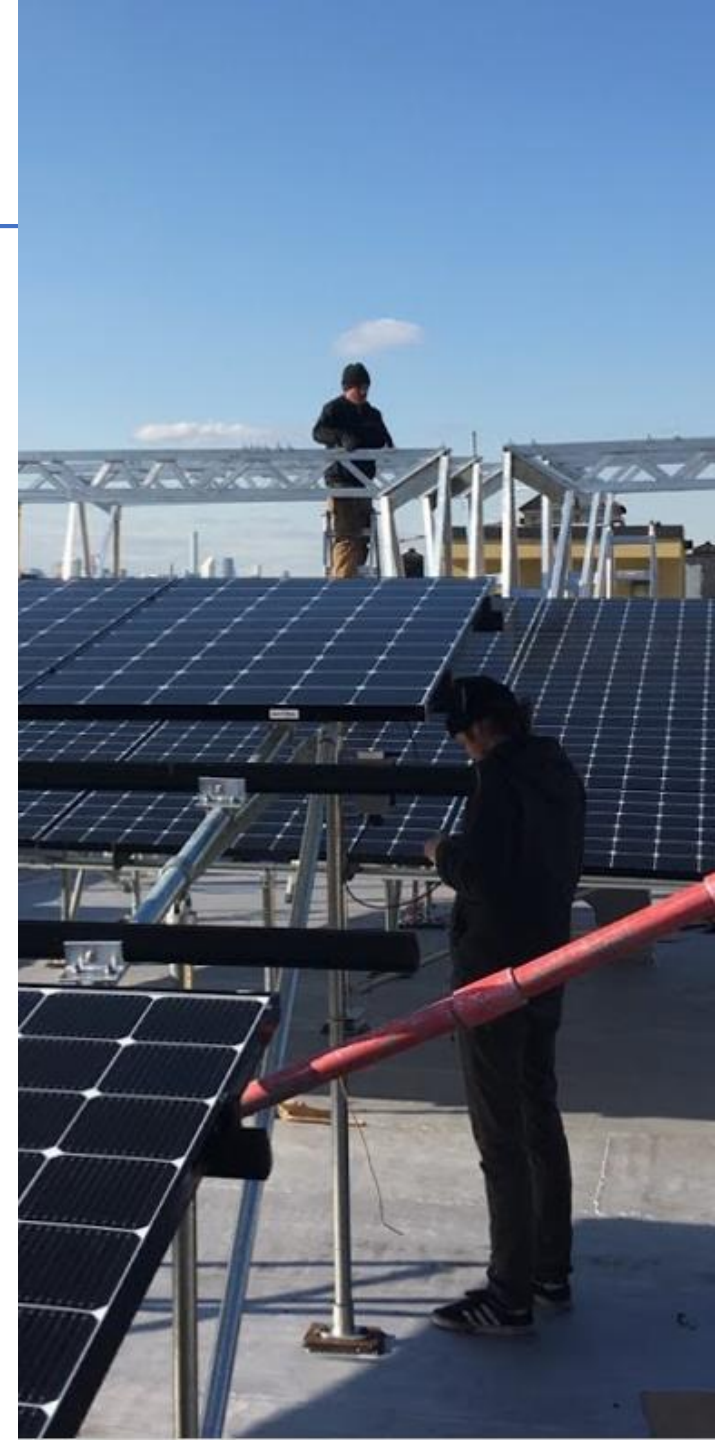


HPD's Solar Where Feasible Program

To address this issue, HPD partnered with NYSERDA and non-profit [Solar One](#) to launch HPD's **Solar Where Feasible Program**.

The Program created **tools and technical support** to determine “feasibility,” optimize solar projects, and build capacity across HPD's portfolio.

The Program requires that all projects do a **Solar Feasibility Analysis** and install solar where there is a **payback of 10 years or less**.



HPD's Solar Where Feasible Program



To date, we have achieved the following:

- **Trained over 1,000** architects, building owners, consultants and HPD staff on solar basics and solar design
- 243 buildings with **8.4 megawatts** of cost-effective solar.
- **\$35 million** in utility bill savings
- Reduced emissions equal to permanently removing **2,700 cars** from the road.

Building Workforce Capacity

That's all good... but we now need to:

- **Integrate solar** into the standard development & construction process
- Build awareness around **solar incentives**
- **Assist contractors in procuring** cost-effective solar
- Build **relationships** between solar companies and other entities
- Give contractors **free technical support** as needed





Dhanraj Singh

Assistant Commissioner

NYC HPD MWBE Officer

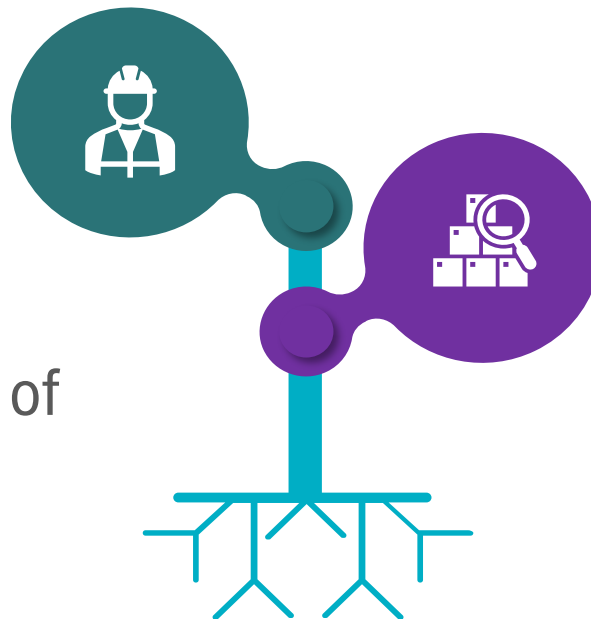
HPD's Commitment to Advancing M/WBEs

The agency has proactively worked to increase the number of M/WBEs that contract directly with HPD and M/WBEs that can prosper from HPD's investments in the affordable housing sector.

Our M/WBE strategic initiatives are under two umbrellas.

DEVELOPMENT

Development Subsidies and Financing-Centric Approach of *Building Opportunity*



PROCUREMENT

Local Law 1 of 2013-Based Approach to Increase M/WBEs through Procurement

Building Opportunity Initiative

Starting in 2013, HPD launched Building Opportunity, which expands opportunities for M/WBEs to participate in HPD's affordable housing development program.

This initiative is underpinned by pillars that were designed to reduce the many barriers that minority- and women-owned development firms face.

- Over time, these initiatives expanded to consider additional types of minority- and women-owned businesses in the affordable housing industry (e.g., contractors, marketing agents).

Pillars of Building Opportunity

Building
Capacity



Increasing
Access to
Capital



Gaining
Experience



Forging
Networks &
Broadening Use
of M/WBEs



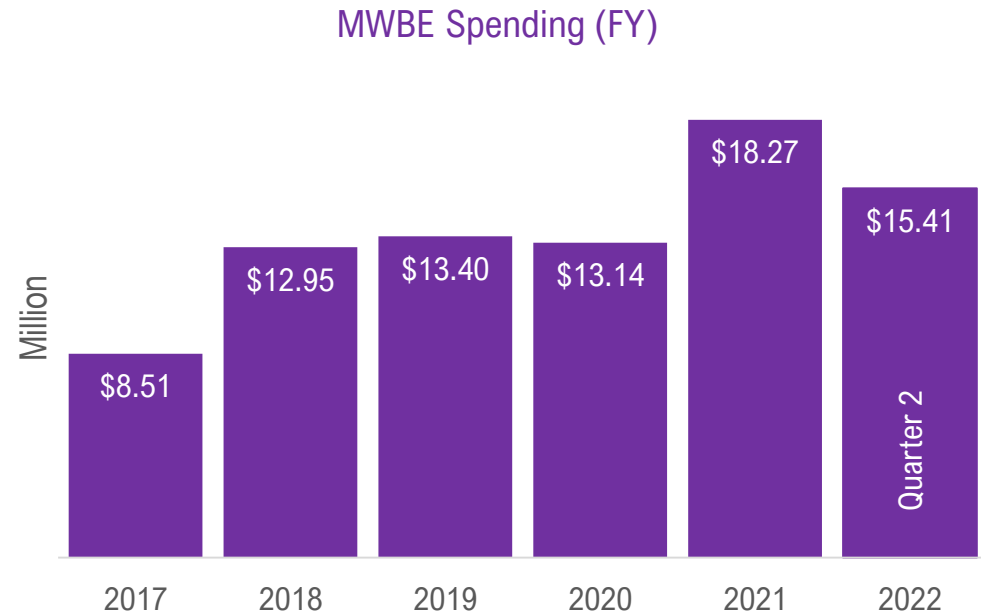
PROCUREMENT – WHAT WE’VE DONE TO ADVANCE M/WBEs

Local Law 1 of 2013 (LL1) established citywide participation goals for M/WBEs for standardized, professional, and construction services contracts, regardless of value, and for goods contracts (valued under \$100,000) that were solicited after July 1, 2013.

M/WBE Noncompetitive Small Purchases Method up to \$500K.

This tool provides agencies with discretion to award contracts to City-certified M/WBE vendors. Since 2017, HPD has made contract awards resulting in \$82 Million to M/WBEs.

Procurement



\$82 Million

These data represented here encompass subcontract awards and other contract awards, in addition to MWBE NSPs.



Anika Wistar-Jones

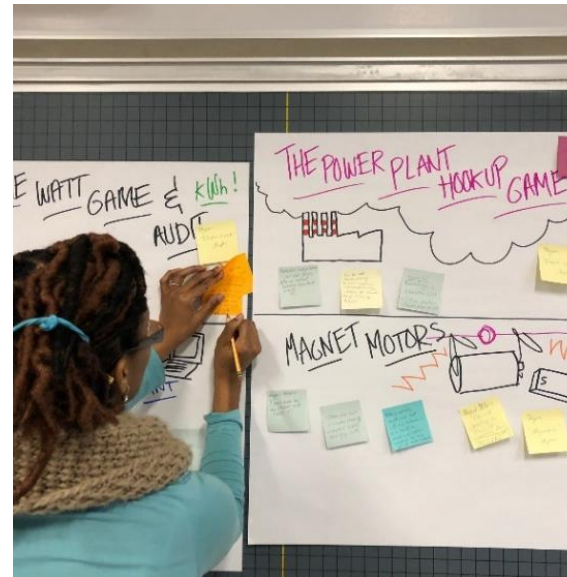
Solar One

Director of Affordable Solar

Solar One: Who We Are



Solar One is an NYC environmental education non-profit established in 2004 with the belief that all New Yorkers can help overcome our environmental challenges.



HERE COMES SOLAR

A PROJECT OF SOLAR ONE

- ▶ Here Comes Solar is an initiative of nonprofit Solar One, with a mission to make solar accessible to historically high-barrier sectors, particularly affordable housing.
- ▶ We offer free technical assistance at every step to make solar simple and affordable.



Site Assessment



Knowledge building



Financing and incentive consultation



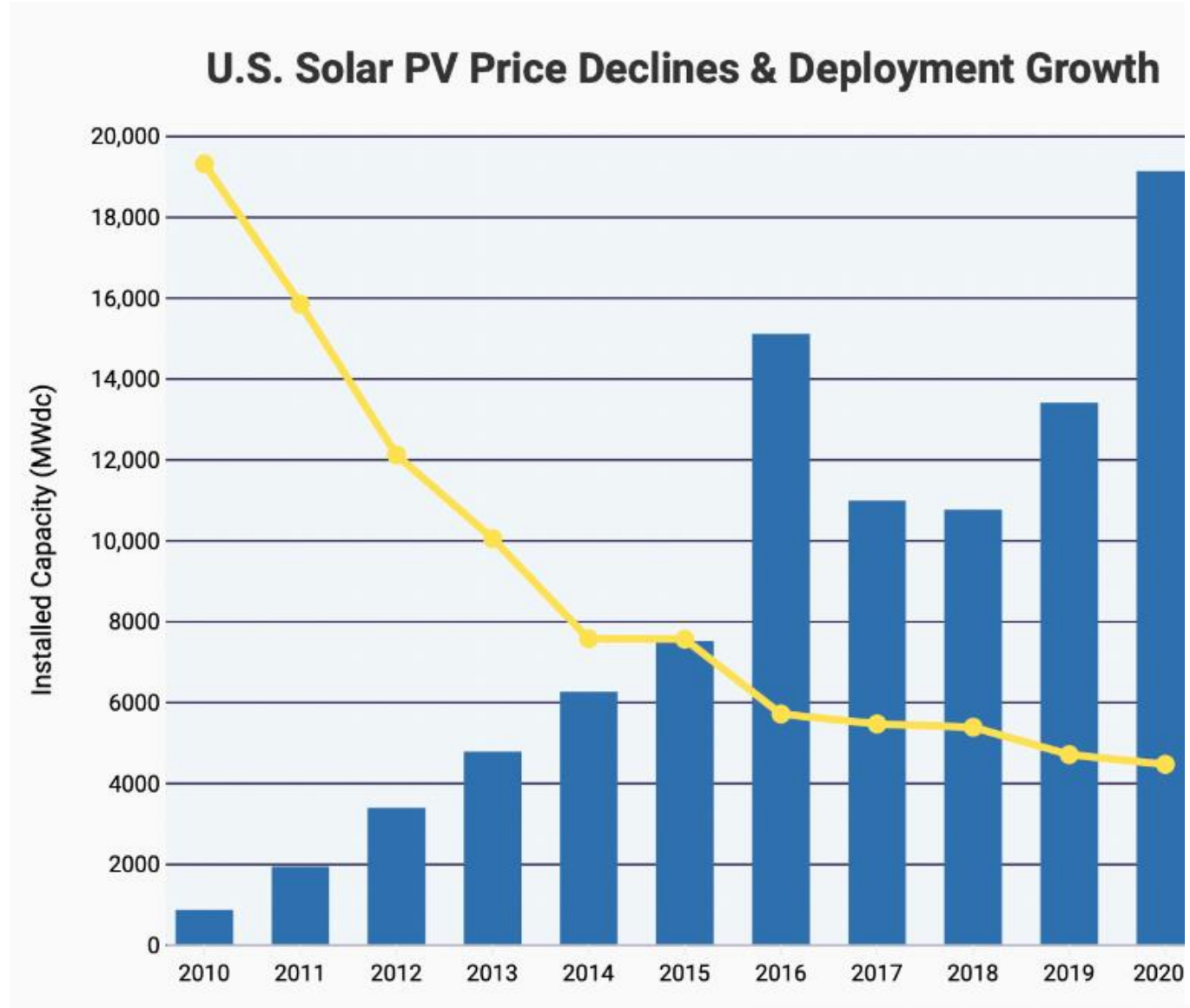
Solar installer selection assistance



Consumer advocacy during installation

The Status of Solar in New York City

- ▶ Solar costs have declined dramatically in recent decades



Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight 2020 Q4

The Status of Solar in New York City

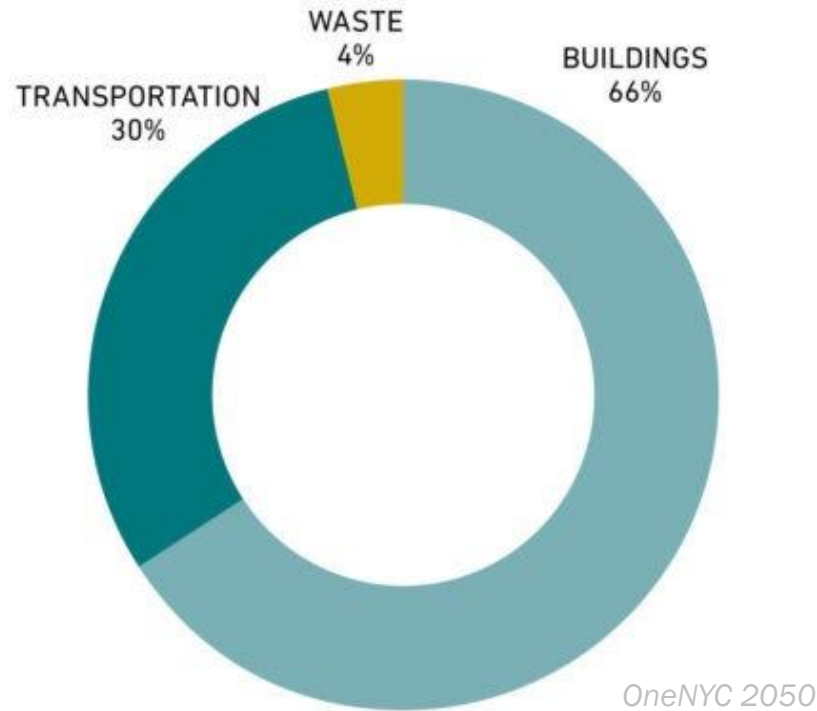
- ▶ Solar costs have declined dramatically in recent decades
- ▶ But New Yorkers Still face barriers:
 - ▶ Construction red tape
 - ▶ Complexity for multifamily buildings
 - ▶ Dense urban environment



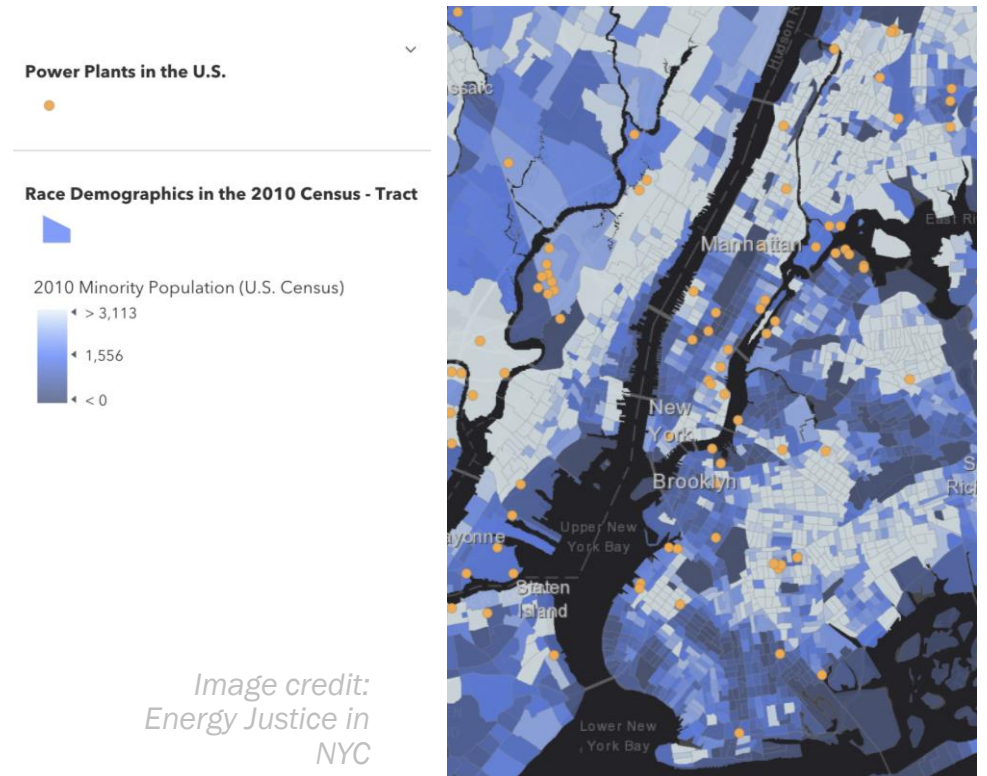
Image Source: Felix Stahlberg

Going Solar for Equity and Environment

Buildings account for 70% of NYC's greenhouse gas emission



Peak Power plants are concentrated in low-income communities of color



Going Solar for Equity and Environment

Solar reduces demand on NYC's old, constrained grid

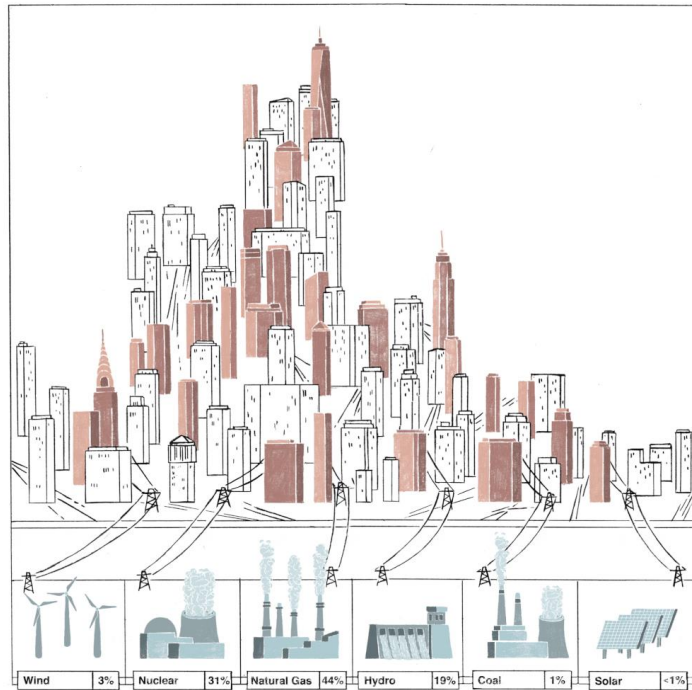


Image credit: Thoka Maer, nytimes.com

Solar Jobs in NY are growing rapidly as NYC decarbonizes

CLEAN ENERGY EMPLOYMENT BY TECHNOLOGY (number of jobs, December 2019)






-  **127k** **Energy Efficiency - 2.8% job increase**
Energy efficiency technologies are commercially available throughout the State. Includes lighting, ENERGY STAR® appliances (including HVAC), insulation, advanced building materials, renewable heating and cooling, and other efficient technologies.
-  **24k** **Renewable Electric Power Generation - 6.7% growth**
Includes solar, wind, geothermal, low-impact hydropower, and other renewable generation technologies.
-  **8.6k** **Clean and Alternative Transportation - Held steady**
Includes electric, hybrid, plug-in hybrid, and fuel cell/hydrogen vehicles, natural gas and other alternative fuel buses, and transportation storage.
-  **2.6k** **Renewable Fuels - Held steady**
Includes biofuels such as wood pellets and ethanol.
-  **2.2k** **Grid Modernization and Energy Storage - 6.5% increase**
Includes smart grid, microgrid, demand response management, and energy storage.

Image credit: NYSERDA 2020 NY Clean Energy Report

Solar Resources for HPD Projects

Resources are available through HPD's Solar Where Feasible webpage and Solar One's HPD Solar Resources Page including:

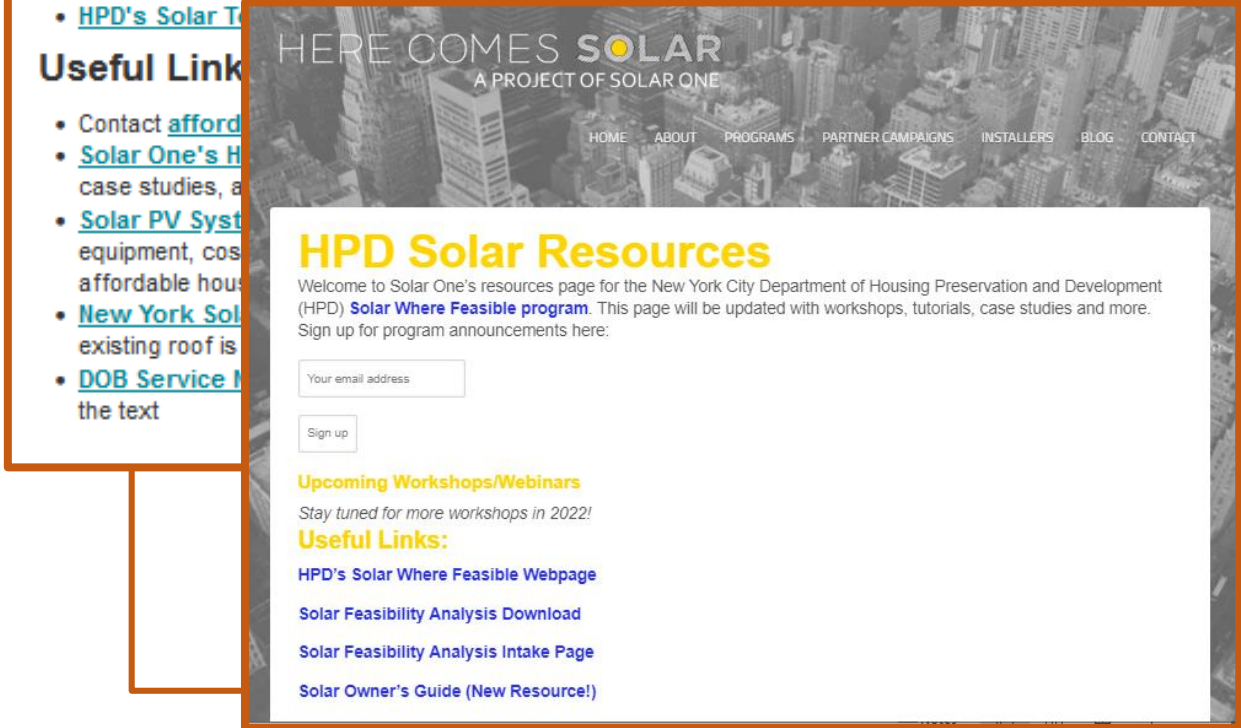
Trainings like *Solar 101*, and *Solar for Designers*

Links to the HPD Solar Feasibility Analysis and the Intake Portal

HPD's Technical Requirements

Solar PV System Owner's Guide

Email affordable@solar1.org for **free technical assistance**





NYSERDA

Christopher Rogers

NYSERDA, NY-SUN

Project Manager



careers
businesses
neighborhoods

Ophelia Gabrino

*NYC Department of Small Business
Services (SBS)*

*Executive Director, Capacity Building and
Corporate Partnerships*

HPD/SOLAR ONE NETWORKING EVENT

June 23, 2022

NYC M/WBE Services

Certification Programs

Minority and Women-owned Business Enterprise (M/WBE) Program

- A for-profit business that has a real and substantial connection to the NYC market
- At least 51% of the business is owned, operated and controlled by a U.S. Citizen(s) or U.S. permanent resident(s) who are women and/or members of designated minority groups including:
 - ❖ Black
 - ❖ Hispanic
 - ❖ Asian-Pacific
 - ❖ Asian-Indian
 - ❖ Native American
- Must have sold products or services for at least one year

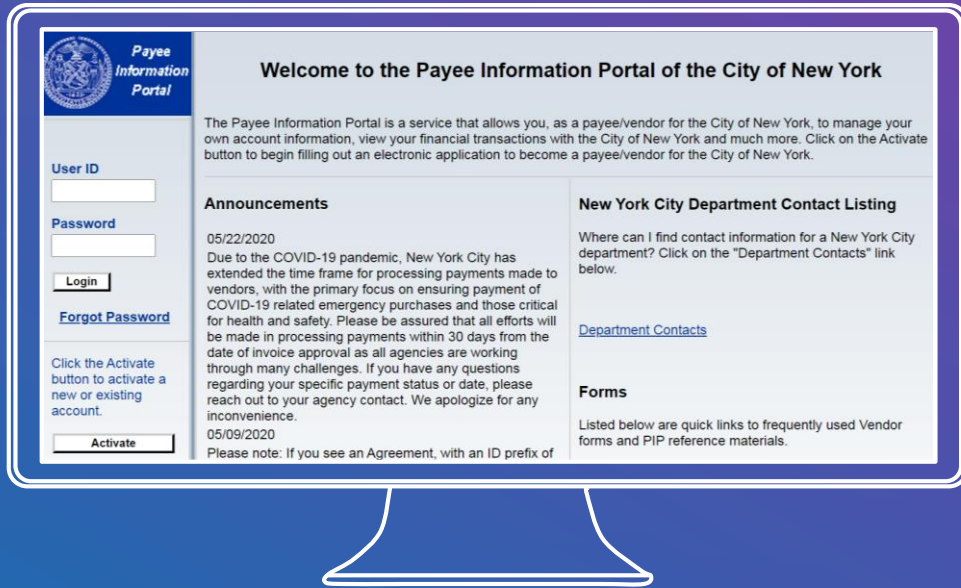
Locally Based Enterprise (LBE) Program

- A for-profit business performing construction or construction related services
- Race and gender neutral
- Conducting business in economically-deprived areas of the City **or** employing economically disadvantaged persons
- Must have sold products or services for at least one year
- Received gross receipts averaging \$2 million or less on an annual basis

Emerging Business Enterprise (EBE) Program

- A for-profit business that has a real and substantial connection to the NYC market, and is owned, controlled and operated by a U.S. citizen or permanent resident who is socially **and** economically disadvantaged
- Race and gender neutral
- Must have sold products or services for at least one year
- Net worth of each business owner must be less than \$1 million

NYC VENDOR REGISTRATION SYSTEMS



Payee Information Portal (PIP)

- Get vendor number
- Set up how you'll get paid



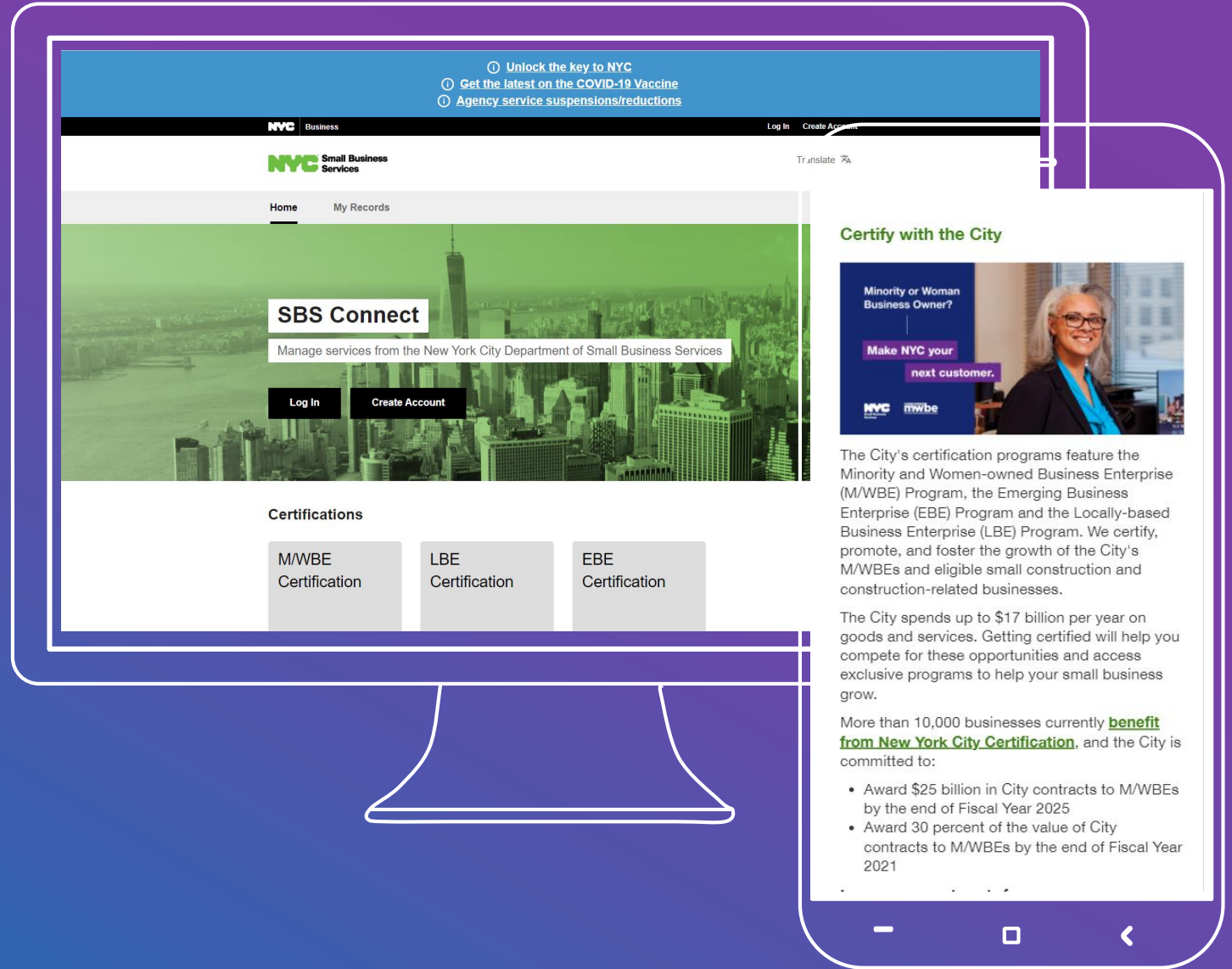
PASSPort

- Select NIGP codes
- Complete required paperwork

SBS Connect

- Supports paperless process
- Apply for Certification Programs
- Maintain Certification/Annual Affirmation
- Update Information

Visit us at:
nyc.gov/getcertified
sbsconnect.nyc.gov



NYC Certified Firms Online Directory

- Open to Public
- Company Profiles
- Search Functions
- Program graduates
- Resources related to City contracting

Visit us at:
www.nyc.gov/buycertified

The screenshot shows the homepage of the NYC Small Business Services Online Directory. At the top, there are three navigation links: "Unlock the key to NYC", "Get the latest on the COVID-19 Vaccine", and "Agency service suspensions/reductions". Below this is the NYC Small Business Services logo and a "Translate" button. The main navigation menu includes "Online Directory", "Resources", and "About". The header image features a cityscape at night with a bridge. The main heading is "Online Directory of NYC Certified Businesses". Below this, a paragraph explains that the directory is a searchable list of M/WBE, LBE, and EBE businesses certified by the City of New York. A "Learn about certification" button is provided. A search section titled "Search the database" includes a "Keyword" label, a search input field with the placeholder "Enter keyword(s) here", and a note: "Search for keyword matches in business name, DBA or business description." Below the search field, there is a "NIGP Codes" label.

NYC Certified Firms Online Directory

Company Profile View

Visit us at:
www.nyc.gov/buycertified

The screenshot shows a web page titled "Vendor Profile" for F.I. Electrical Corp. The page includes navigation links for "Online Directory", "Resources", and "About". It features a "Back to results" link and a "Print Profile" link. The company information is as follows:

- Company Name:** F.I. Electrical Corp.
- Doing Business As (DBA):** N/A
- Address:** 34 Malcom X Blvd Brooklyn, NY 11221
- Website:** <https://www.fielectricalcorp.com>
- Contact:** Deidre Johnson
- Email:** dj@fielectricalcorp.com
- Phone:** 718-986-8454

Company Description:
We pride ourselves on high level service and reliability and carry out all types of electrical work including : electrical installation, electrical repairs and maintenance, electrical upgrades, rewires, testing, and inspecting, fire alarms, emergency lighting, CCTV, 3 phase power supplies, and PV (photovoltaic) solar panels. We provide KA verity of electrical services to domestic, commercial and industrial clients throughout New York City and surrounding areas.

Date of Establishment: 09/27/2006
Regions Served: New York City
Owner Ethnicity: Black

Contract History:

Client	Date of Work	Percent Self Performed	Contract Value
Taylor Made Contractor	01/05/2017	50%	\$257,300.00
Contract Description Running conduit for local sound system and theatrical lighting.			
TDX	09/22/2016	100%	\$184,300.00
Contract Description Running conduit for local sound system and theatrical lighting.			
Clearitout Contracting	03/03/2016	50%	\$123,500.00
Contract Description Running conduit for local sound system and theatrical lighting.			

Primary NAICS Code:

Primary NAICS Code	Industry
220000	Electric, Electronic and Other

Our **NYC Business Solutions Centers** can connect you to the resources you need to **start, operate, or grow** your business.

Call **311** to connect to Centers

www.nyc.gov/nycbusiness



BUSINESS COURSES

Develop your business plan and get guidance on the right strategy for your business.



LEGAL ASSISTANCE

Access our network of pro bono attorneys who can answer all of your legal questions.



FINANCING ASSISTANCE

Secure the financing you need.



INCENTIVES

Save money and maintain a competitive edge with government incentives.



NAVIGATING GOVERNMENT

Cut through the red tape. We'll connect you with the right government agencies.



RECRUITMENT

Hire talented staff to open a new location or expand your existing business.



TRAINING

Give your employees the skills they need to take your business to the next level.



SELLING TO GOVERNMENT

Learn what it takes to become a government contractor.



M/WBE CERTIFICATION

Get certified to compete on government contracts and access exclusive programs designed to help small businesses grow.

M/WBE, LBE, and EBE Services

01



Capacity Building

We help businesses grow sustainably. Whether a business needs to set up an accounting infrastructure or strengthen operational practices, our workshops are designed to ensure businesses have the systems in place to grow sustainably and become resilient.

02



Mentorship

We help businesses build their network. Our mentors, experienced M/WBEs themselves, share the benefits of their experience navigating and succeeding in government procurement.

03



Capital Access

We help businesses borrow affordably. Whether businesses are looking for working capital or bonding, we can help them access the financing they need to mobilize and perform on government-funded projects.

04



Technical Assistance

We help businesses put their best foot forward. Our expert staff can help businesses identify contracting opportunities and craft the most compelling response to a bid or solicitation.

M/WBE, LBE, and EBE Services

01

Capacity Building

Bond Readiness

Bonding Services

FastTrac® GrowthVenture™

02

Mentorship

M/WBE Mentors

WE NYC

BE NYC

03

Capital Access

Financing Assistance Services

Contract Financing Loan Fund

04

Technical Assistance

Workshops and 1-on-1 Counseling

City, State & Federal Govts

Workshop Topics:

Selling to NYC

Marketing to City Agencies

Responding to Bids & RFPs

Prevailing Wage & Certified Payroll

Contract Management

Vendor Performance Evaluations

And more...

All SBS Workshops & Events for Above Programs

Construction-Focused Programs



Bond Readiness & Bonding Services

- 12-session intensive cohort education & financial preparation
- QuickBooks™ for Construction Clinics
- Bonding capacity-building webinars
- 1-on-1 bonding technical assistance
- More info and sign up for 1-on-1 session [here](#)
- Search “Bonding Services” for Webinars & QB Clinics [here](#)



Construction Site Safety Training Grant Program

- Application-based
- 15 employees or less
- One-time Reimbursement grant to offset costs of required OSHA training
- Training provided by Authorized DOB- or OSHA-approved Training Provider
- Apply [here](#)



Industrial & Commercial Abatement Program (ICAP)

- Required M/WBE solicitation for projects enrolled in this Program over \$2.5 million
- New construction and commercial renovations in specific areas of the City
- Approximately 300-400 open projects at any given time
- Find ICAP Project opportunities [here](#)
- Go to project sites and speak with CMs/GCs

Contact Us

Ophelia Gabrino

Executive Director, M/WBE Capacity Building
NYC Dept of Small Business Services
ogabrino@sbs.nyc.gov

NYC SBS Certification

mwbe@sbs.nyc.gov
212.513.6311

NYC SBS Procurement Technical Assistance Center (PTAC)

ptac@sbs.nyc.gov
212.513.6444

Visit Us:



SBS Webinars, Courses & Events

<https://nycsmallbizcourses.Eventbrite.com>

COVID 19 Resources

www.nyc.gov/covid19biz
888-SBS-4NYC (888-727-4692)



Danielle Da Costa

NYC EDC

Senior Program Manager

New York City Economic Development Corporation

NYC / EDGC

Danielle Da Costa, SPM, Opportunity M/W/DBE

NYC Economic Development Corporation

ConstructNYC

Capacity Building Program for M/WBE trade contractors

- Training & Prequalification
- One on One Technical Assistance
- Direct connection to EDC Project opportunities

HireNYC

Workforce Program on City assets

- Connects local New Yorkers to job opportunities in collaboration with SBS
- Engages community organizations & recipients of subsidized funds
- Targets connecting low income New Yorkers to jobs

Resources

Current Offerings

- Contract Financing Loan Fund
- Vendor's List
- Interested Subcontractors List

Upcoming

opportunitymwbe@edc.nyc

- OSW and Waterfront Program
- Decarbonizing Assets

What's Next:

- ▶ Network with Attendees, Solar Installers and City Agencies (downstairs)
- ▶ Meet Job Seekers graduating from Workforce Training Program (look for Green Sticker)
- ▶ Attend Optional Training on “Solar 101: Incorporating Solar Into Multifamily Buildings” (upstairs)



Thank You To All Attendees, Sponsors and Collaborators



careers
businesses
neighborhoods



NYSERDA

