

**NYC** Mayor's Office of Climate &  
Environmental Justice



OFFICE OF THE NEW YORK CITY  
**COMPTROLLER**

# Public Solar New York City (PSNYC)

RFI Info Session

February 2025



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# Introduction



# Note on Federal Funding

Public Solar New York City (PSNYC) is currently funded through Solar for All (SFA), a program administered by the US Environmental Protection Agency as part of the Federal Inflation Reduction Act. In October 2023, the City, in collaboration with NYSERDA, supported the New York State application for SFA. As a result, PSNYC was awarded \$37.5 million in SFA funding.

The City is closely monitoring the federal government funding situation. Unless significant changes are made to SFA funding by the new administration, the City is committed to moving forward with PSNYC program implementation through the processes described in this presentation.

# Note on Labor and Wage Standards

According to the latest guidance from the US Environmental Protection Agency as of December 2024, financial assistance administered through PSNYC may qualify for an exemption from Davis-Bacon and Related Acts (DBRA) requirements.

The City is evaluating these updated DBRA requirements. However, the City remains committed to promoting high labor wage standards for contractors engaged in this program.

# Key Dates and Information

All information shared during these sessions will be made public and documented in a frequently asked questions page on MOCEJ's website. Your feedback will inform PSNYC program design and forthcoming PSNYC RFP. Please note – participation in this RFI will not lead to an award of a contract, and is not a prerequisite or barrier to participating in any future RFPs.

Respondents can respond to any or all of the questions in the RFI.

## Important Dates

- **RFI Release:** January 21, 2025
- **RFI Info Session 1:** February 11, 2025 – Tuesday, 3pm – 4pm EST
- **RFI Info Session 2:** March 11, 2025 – Tuesday, 3pm – 4pm EST
- **RFI Responses Due:** March 21, 2025
- **Program Launch Date:** Q4 2025

Please submit any further questions regarding this RFI via email to [nyclimate@cityhall.nyc.gov](mailto:nyclimate@cityhall.nyc.gov)

# PSNYC Background



# The Need for Public Solar New York City (PSNYC)

New York State has developed an ecosystem of installers, financiers, and operators of solar on residential rooftops. However, New York City has not benefitted proportionately from these efforts.

## NYSERDA Green Jobs – Green New York (GJGNY) Statistics\*

NYC accounts for only

**4%**

of all NYSERDA's GJGNY loans

Only

**1 in 7**

GJGNY projects that used the Affordable Solar Residential Adder statewide were based in NYC

NYC's average GJGNY solar loan FICO is

**761**

which is 40 points higher than the average credit score statewide

- Low-income homeowners in disadvantaged communities have disproportionately experienced negative impacts of climate change and are being left behind in the clean energy transition.
- 1-4 family residential buildings have the highest potential to benefit from installing solar PV on rooftops.



# The Need for Public Solar New York City (PSNYC)

Low-income residents in NYC face persistent and unique barriers to solar adoption.

## NYC Solar Adoption Challenges for Low-Income Residents

Limited access to upfront capital

Risk of predatory lending products

Credit worthiness

Status as property renters

Limited financing for critical building enabling upgrades

# Goals of Public Solar New York City (PSNYC)

PSNYC aims to reduce barriers to solar adoption for low-income homeowners and renters in New York City and is guided by the following overarching goals.

## PSNYC Goals

- Increase access to solar for NYC residents not adequately served by the current market;
- Serve as a centralized one-stop shop for holistic services for 1-4 family solar installations;
- Effectively deliver the program using federal SFA funds, while setting the program up for long-term financial stability beyond the grant period;
- Deliver 20% household savings to participants, in line with Solar for All funding requirements; and
- Generate good-quality green jobs in the residential solar deployment space in NYC.

# Public Solar New York City (PSNYC) Components

PSNYC aims to accelerate the deployment of solar for low-income New York City residents, increasing access to solar for both owners and renters who are missed by the current or expected market.

## Three Program Components of PSNYC

### 1. Public Leasing Program for 1-4 Family Homes

NYC special purpose entity (SPE) subsidizes solar installation and offers **affordable solar panel leases** (low or zero-interest) to qualified 1-4 family homeowners.

#### PSNYC to homeowner:

- Subsidize all upfront solar installation
- Provide affordable long term panel lease

#### Homeowner to PSNYC:

- Pay lease

### 2. Community Solar for Multifamily and/or Commercial Buildings

NYC SPE creates a **community solar program** using rooftops in identified buildings (public or private) offering an affordable subscription fee to LMI participants.

#### PSNYC to community solar participant:

- Create and manage a community solar program

#### Participant to PSNYC:

- Pay subscription fee

### 3. Program for Solar Enabling Upgrades

NYC SPE provides **grants** to qualified buildings for solar-enabling upgrades – i.e., roof repairs and electrical work – so the building is ready for solar installation.

#### PSNYC to participant:

- Provide grant and construction management of solar-enabling upgrade

#### Participant to PSNYC:

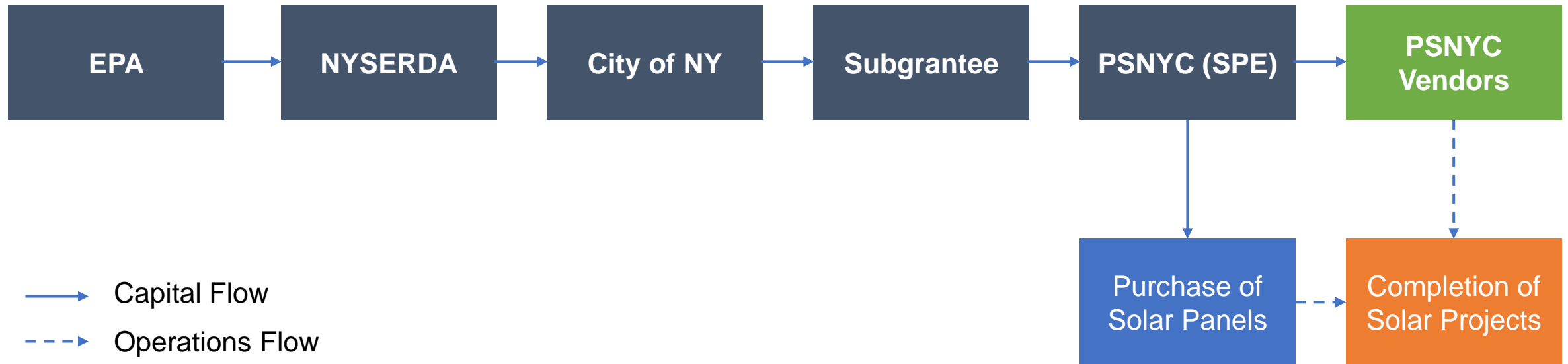
- None

# PSNYC Program Structure



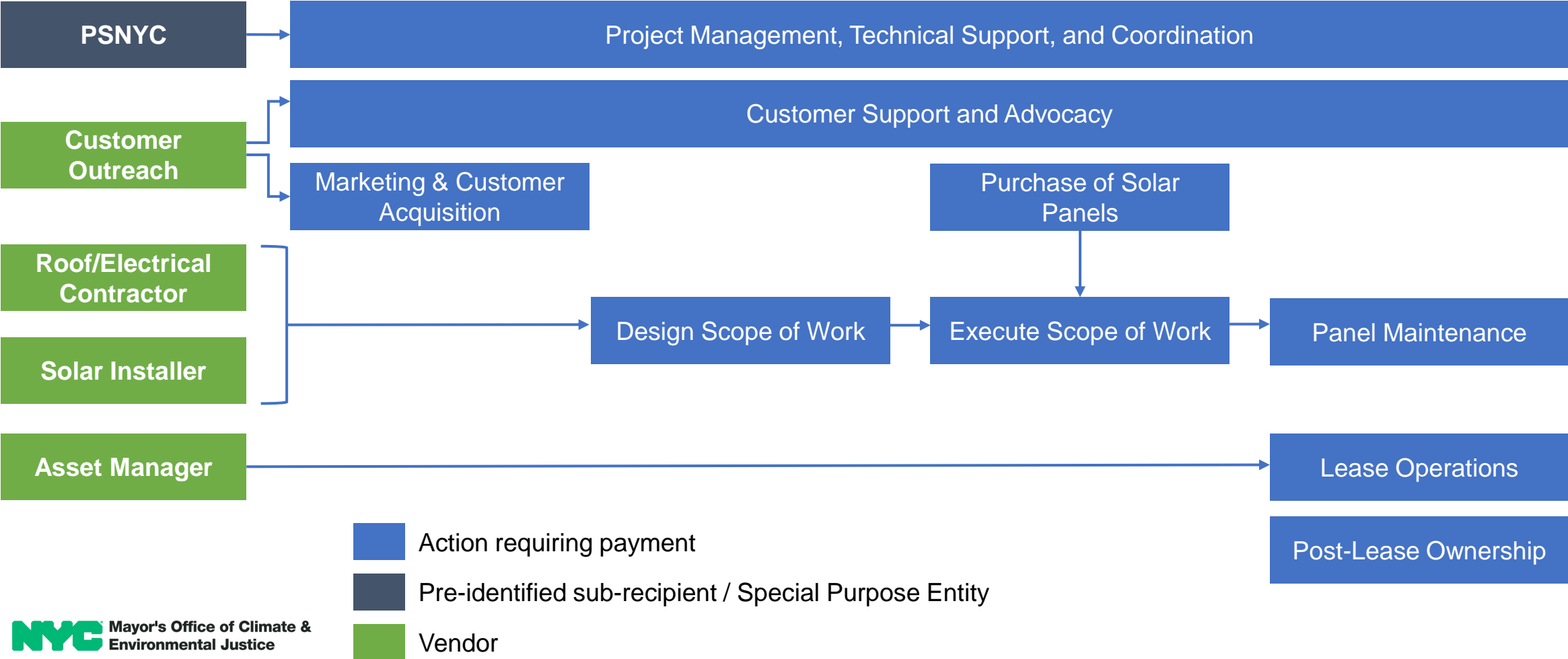
# Funding Flow from Federal Government to PSNYC

Solar for All funds will flow from EPA, through NYSERDA, to the City via a subgrantee agreement. The City will engage a sub-subgrantee to create a SPE to design, launch, and operate PSNYC. Lastly, the SPE will use federal dollars to purchase panels, complete solar enabling upgrades, and procure vendors to successfully complete solar projects.



# Completion of Solar Projects

The SPE's ability to complete solar projects requires it to execute various contracts with vendors, all of which are overseen by full-time employee managers, who are employed under PSNYC by the SPE.



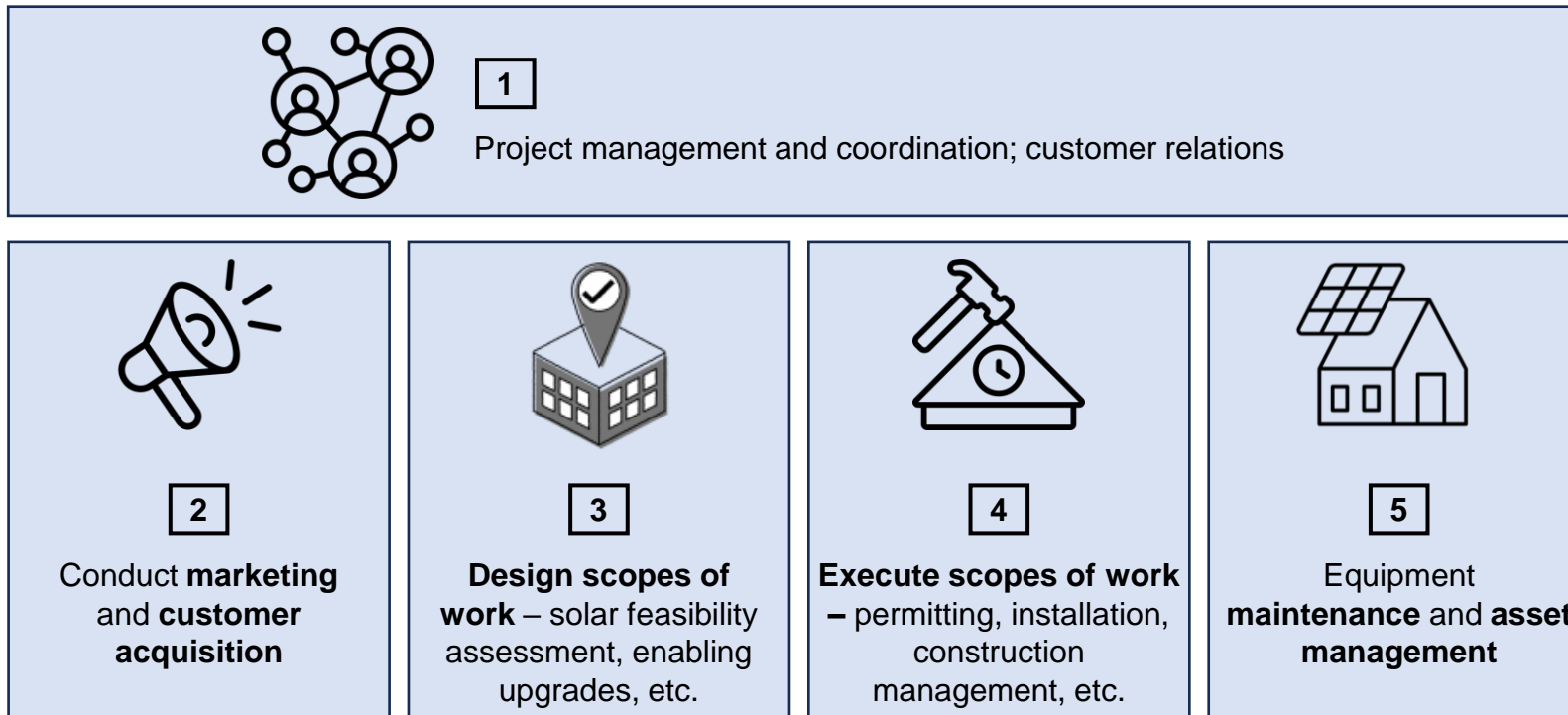
# RFI Process



# PSNYC Roles

Given that no single entity is capable of conducting all of the work required for PSNYC, the program needs to procure strong partners depending on market interest.

## PSNYC Tasks





# RFI Structure

Respondents can provide responses to any or all of the RFI sections, organized by PSNYC tasks. Given the range of PSNYC tasks, the RFI is designed in a way to allow for many vendor types to provide valuable input into program design.

## PSNYC Tasks

### 1. Marketing and Customer Acquisition

Questions focusing on best practices on outreach and customer acquisition including customer journeys to ensure a smooth process from inquiry to installation.

### 2. Designing Scopes of Work

Questions focusing on 1-4 family solar design, solar make-ready home repairs, and contracting.

### 3. Execution of Scopes of Work

Questions geared towards solar installers about the solar installation process, their comfort and preferences related to City bulk purchase and ownership of panels, and labor and wage standards.

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## PSNYC Tasks

### 4. Equipment Maintenance and Asset Management

Questions focusing on solar installation maintenance and lease management.

### 5. Project Management, Coordination, and Customer Relations

Questions focusing on how implementation partners may provide coordination support across PSNYC operational tasks and if they provide education of solar and technical assistance to PSNYC customers.

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# Questions

# Thank You

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