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Automobile Dealers
Association**

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GNYADA's vehicle registration and titling service, DMV-DIRECT, has been dealers go-to source for fast, convenient, & reliable DMV services.

DMV-DIRECT provides many DMV related services, including:

- Permanent Registration Issuance
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- Out-of-State Registration & Title Processing for 42 States
- On-Site Connecticut Plates Issuance
- Dial-In Information Verification
- In-Transit Processing
- Duplicate Registrations
- Registration Renewals
- Title-Only Transactions
- Plate Surrenders
- Dealer Plate Renewals
- Rental Plate Renewals
- Repossessed Vehicles Processing
- MV-82 & Transmittal Forms Supplied
- Boat Registrations – Renewed and Duplicates
- Trailer Plates
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GNYADA
Greater New York
Automobile Dealers
Association

DMV DIRECT
VEHICLE REGISTRATION &
TITLE PROCESSING SERVICE

GNYADA's **DMV DIRECT**

RUSH DUPLICATE TITLE SERVICE

FAST, LOW COST SERVICE
Have a title at your dealership in 3 days, easy as 1, 2, 3!

1. Fax Paperwork to 718.747.1237
2. Receive title on 3rd day
3. Submit payment

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Registration &
Title Processing**

**We can meet your New Jersey Registration &
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DMV DIRECT
VEHICLE REGISTRATION &
TITLE PROCESSING SERVICE

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PLATE ISSUANCE
PROGRAM**



November Education and Training Classes

November 7

GNYADA F & I
Management
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November 8

Next Level
Auto Sales

November 9

Mastering
Inbound Phone &
Internet Sales

November 14

Successful Team
Management

November 15

BDC Sales &
Boot Camp



Visit www.gnyada.com/education to Register



Greater New York
Automobile Dealers
Association



Greater New York
Automobile Dealers
Association

GNYADA Regional Dealer Meetings

October 17th – Queens

October 18th – Westchester

October 19th – Long Island

To register contact
Kelsey at
kelsey@gnyada.com or
718.746.5900.



CATETCH

Catalytic Converter Etching Kits

ORDER FORM

Dealer pricing
Etching Kit Pricing*

Kits come individually packaged

- One Converter Vehicle Kit
- Two Converter Vehicle Kit
- Four Converter Vehicle Kit

*Minimum Order 50 Kits. Dealers can mix the number of labels per kit.
Pricing as of May 1, 2023

QTY	UNIT COSTS
	\$22.50
	\$24.50
	\$28.50
1	\$20.00

Dealership: _____
Contact Name: _____
Shipping Address: _____
City: _____
Credit Card Number: _____

p: 718.746.5900

ORDER YOUR CATALYTIC CONVERTER ETCHING KITS

Every new car dealer must keep catalytic converter etching kits in stock, offer a catalytic converter etching kit to any person purchasing a new vehicle, and charge no more than the dealer cost for the etching kit. Labor cost can be charged, consistent with DMV regulation.

Each Kit Includes

- 1, 2, or 4 Labels (depending on kit size)
- 2 Window Warning Stickers
- Etching Fluid
- Installation Instructions
- Glove Box Contact Card
- Registration Instructions

Etching Kit Pricing*

Kits come individually packaged

- One Converter Kit - \$22.50
- Two Converter Kit - \$24.50
- Four Converter Kit - \$28.50

Minimum Order 50 Kits
Each Kit is to be used on one vehicle
**Pricing as of May 1, 2023*

To place your order contact **Kelsey Hering** at **718.746.5900** or **Kelsey@gnyada.com**.

Dealer pricing

Etching Kit Pricing*

Kits come individually packaged

- One Converter Vehicle Kit \$22.50
- Two Converter Vehicle Kit \$24.50
- Four Converter Vehicle Kit \$28.50

Minimum Order 50 Kits. Dealers can mix the number of labels per kit.

***Pricing as of May 1, 2023**

For more information or to purchase your CATETCH kits, contact the Association at 718.746.5900.

Walden Environmental Engineering

Preparing for Fast-Approaching Climate-Related Regulations in New York



Presented to GNYADA
October 5, 2023
11:00 AM

Joseph M. Heaney III, P.E.

Founder, President

Mr. Heaney has over 32 years of experience as a Professional Engineer and is highly skilled at managing the compliance needs of private and public clients. He works within the complex regulatory framework on federal, State, City, County and local levels to assist clients and municipalities in complying with applicable regulations in the most efficient manner possible. He has extensive experience in managing NYCRR Part 360 Permit negotiations and Consent Order Terms and Conditions. As a Certified Safety Professional and an expert in OSHA

health and safety issues, planning and implementation, Mr. Heaney has over 32 years of experience in the complex regulatory framework, which governs operations of automobile dealers. He has taught numerous safety courses for supervisors and craft labor. In addition, he has served as the site safety officer for large-scale HAZWOPER applicable projects and is also Walden's Corporate Health and Safety Officer. Walden has been a GNYADA Allied Member since 2001 and regularly presents EHS concepts to members in an annual EHS training.



EDUCATION

M.S. Environmental Engineering
Manhattan College

B.S. Civil Engineering
Lafayette College

LICENSES/ CERTIFICATIONS

Professional Engineer in New York, New Jersey, Connecticut & Pennsylvania

OSHA 40-hour HAZWOPER
Certified Safety Professional

Today's Agenda

- What is New York State's Climate Leadership and Community Protection Act (also referred to as CLCPA or Climate Law or Climate Act)?
- What impacts is the CLCPA expected to have on dealerships?
- How can you prepare for regulatory changes?
- Q&A on this rather broad topic
- **Specific to dealers in New York City:** What is Local Law 97 (LL97), and what must you do to comply (avoid costly fines)?

CLCPA: Overview

- Signed into New York State (NYS) law on 7/18/2019
- Scoping Plan approved 12/19/2022
 - This plan provides guidance on how NYS can meet the goals outlined in the CLCPA
- By 2030: greenhouse gas (GHG) emissions will be decreased 40% (as compared to 1990 levels)
- By 2050: GHG emissions will be decreased 85% (as compared to 1990 levels)



CLCPA: Other Planned Milestones

- By 2030: 70% of electricity will be renewable
- By 2035: internal combustion engine (ICE) new car sales will be banned; only electric vehicles (EVs) going forward
- By 2040: NYS will achieve 100% zero-emission electricity
- By 2050: NYS will achieve net zero emissions – gained by onsets of essential carbon use vs. carbon capture and reforestation



Climate Leadership and Community Protection Act (what the media is saying)

- Among the most aggressive greenhouse gas reduction goals of any major economy:

- 40% by 2030, 85% by 2050
- 70% renewable energy by 2030
- 100% zero-carbon electricity by 2040

- Puts New York on path to carbon neutrality
- Codifies clean energy targets
- First statutory Climate Action Council
 - CLCPA authorized its formation and set a goal for this group to develop a directional Scoping Plan by December 2022



McKinley & Plumer, *New York Times*, June 18, 2019



Department of
Environmental
Conservation

CLCPA: Scoping Plan

- Release of the Scoping Plan on December 19, 2022 established direction to regulatory agencies for rule development



6,000 MW of solar
2025

9,000 MW of offshore wind
2035

85% reduction in GHG emissions
2050

2030

40% reduction in GHG emissions

70% renewable energy

3,000 MW of energy storage

2040

100% zero-emission electricity

Source: New York State Climate Action Council Scoping Plan (2022)

CLCPA: Goals

The law's lofty goals are focused on the following six primary economic areas:

- Transportation
- Buildings
- Electricity
- Industry
- Agriculture & Forestry
- Waste



CLCPA: Goals (cont.)

Transportation

- Shift away from ICE vehicles
- Adoption of zero-emission vehicles (ZEVs)
 - Incentivize ZEV purchases and install charging stations
 - 2035: all school buses will be ZEVs
- Diversify mobility alternatives
- Transit-oriented land use policies (think zoning change)
- Shift fuel production
 - Green hydrogen
 - Renewable jet fuel

Buildings

- Implement modifications and design changes to improve energy efficiency
- Increase energy efficiency through building upgrades
- Install geothermal heat pumps (75% more energy efficient)
 - 2030: install heat pumps in 1-2 million homes; 10-20% of commercial space
 - 2050: 85% electrification of homes and commercial space
- Projected 100,000+ jobs created

CLCPA: Goals (cont.)

Electricity

- Shift from fossil fuel to renewable sources
 - Wind
 - Solar
 - Geothermal
- Enhance the current grid while developing new technologies
- \$600 million will be invested in disadvantaged communities
- Stress the use of storage systems to buffer demand
- Projected 85,000+ jobs created

Industry

- Focus on preventing economic leakage
 - Economic incentives (grants, loans, tax credits)
 - Financial and technical assistance
 - Incentivize production and purchase of low-carbon products
 - Support workforce development
- Incentives are KEY
- Projected 16% increase in clean energy jobs

CLCPA: Goals (cont.)

Agriculture & Forestry

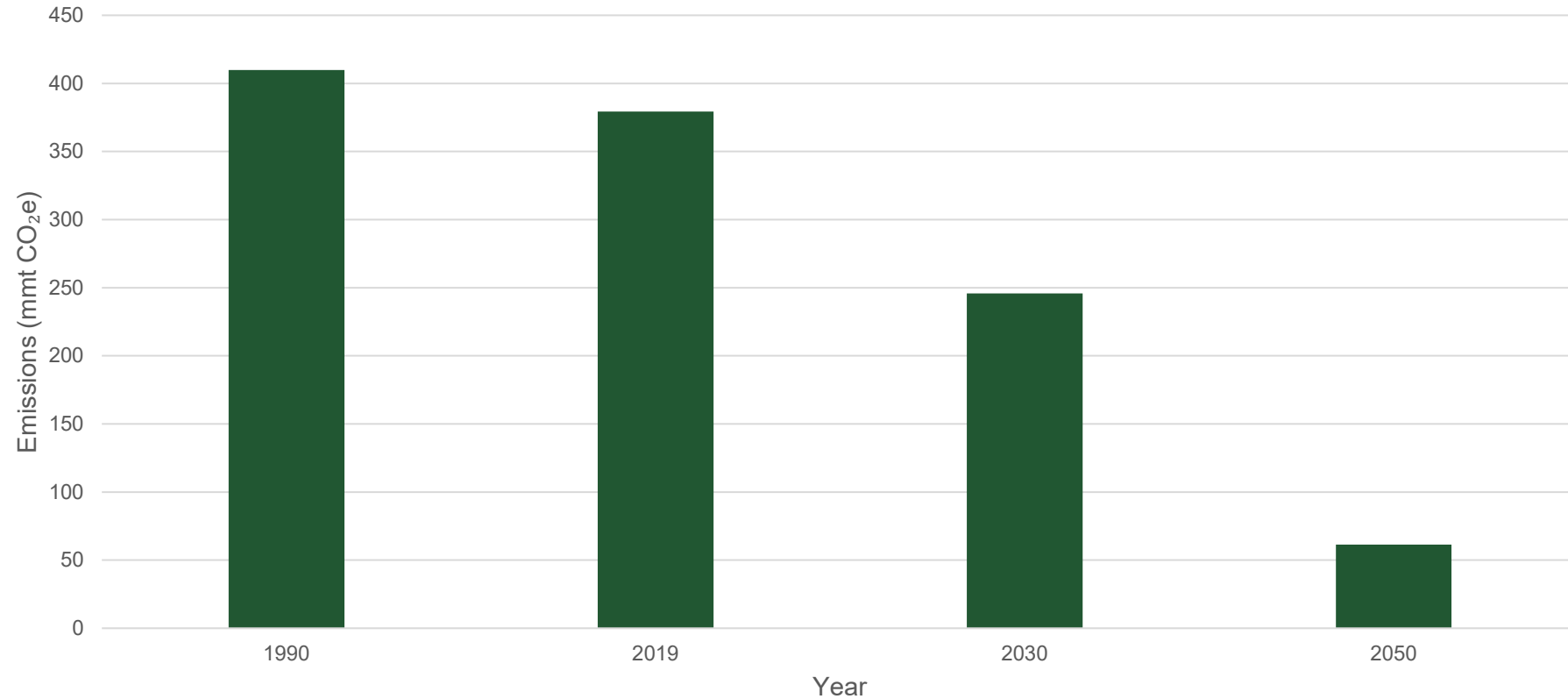
- Increase carbon sequestration
 - Increase market access
 - Financial and technical assistance for low-carbon products
 - Research bio-based products
- Develop forestry training programs
- Expand markets for sustainably harvested wood products

Waste

- Reduce waste and GHG emissions (esp. from landfills)
 - Extend product/material lifetime
 - Provide funding and support
 - Shift consumer habits
 - Increase outreach/education
 - Economywide cap-and-invest program
- Identify emissions and reduce leaks (think methane from abandoned wells)
- Invest in new technology and methods
- Incentivize strategic use of biogas

GHG Emissions Reduction Requirements

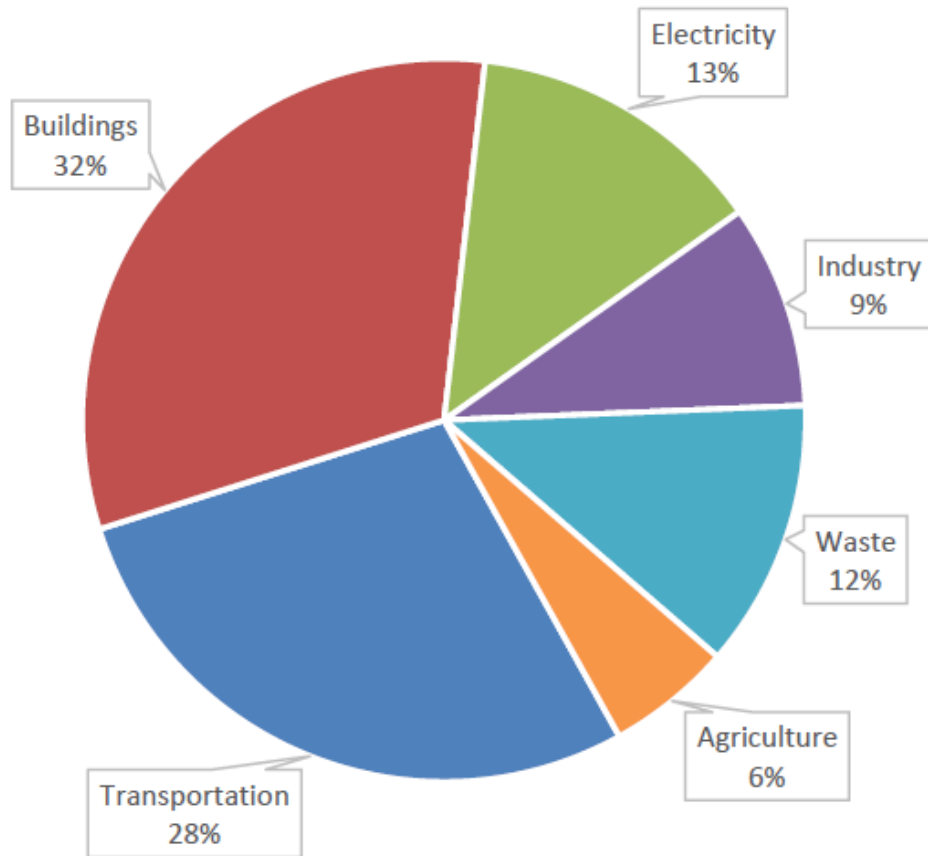
New York State Gross GHG Emissions (mmt CO₂e)



Sources: New York State Climate Action Council Scoping Plan (2022); 6 NYCRR § 496.4.

2019 NYS GHG Emissions by Scoping Plan Sector (Where Are GHGs Produced?)

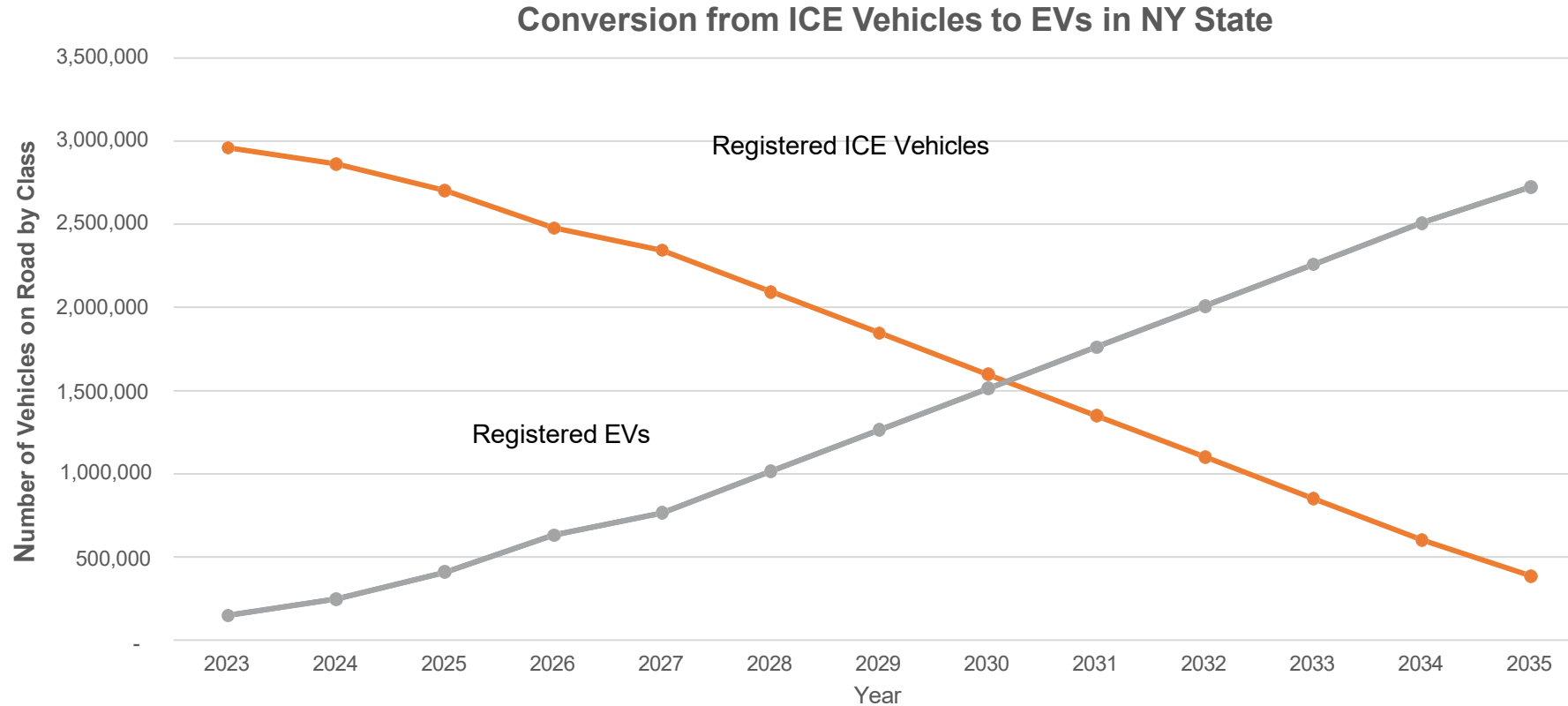
Figure 2. 2019 New York State GHG Emissions by Scoping Plan Sector



Sector	Emissions
Buildings	32%
Electricity	13%
Industry	9%
Waste	12%
Agriculture	6%
Transportation	28%

Source: New York State Climate Action Council Scoping Plan (2022)

Conversion from ICE Vehicles to EVs in New York State (Something to Consider)



Assumptions

- Total registered vehicles remain constant in NYS between 2023 and 2035 – 3,112,000
- EVs make up 4.8% of registered vehicles in NY in 2023
- Sales of EVs increase linearly from 2023 to 2035
- Average age of vehicle on the road in NY is 5 years

Summary of Strategies in the Final Scoping Plan (Released 12/30/2022)

Strategies fundamental to achieving the emission limits

- > Energy efficiency measures that achieve the Climate Act energy efficiency goal (Building Studies – Audits)
- > Transition from fossil fuels to electrification in buildings (Geothermal Heat Pumps – Solar Deployment)
- > Zero emissions electricity (Switch to EVs by 2035; Charging Network Development; Phaseout of ICE Service as Count Decreases – Change in Services Offered)
- > Transportation electrification (Medium and Heavy Trucks to EVs – Conversion Date Not Set; 2021 Goal = By 2045)
- > Enhancement of transit, smart growth, and reduced vehicle miles traveled (Transit-Oriented Buildings – Think Residential Developments Around Rail Stations)
- > Transition to low-GWP refrigerants and enhanced refrigerant management (HVAC Modifications; Changes in Refrigerants)
- > Maximized carbon sequestration in New York’s lands and forests (Done on Parklands and Open Spaces)
- > Elimination of fugitive methane emissions across the waste, agriculture, and energy sectors (Effects on Oil and Gas Industry)
- > Diverse portfolio of solutions in industry, including efficiency, electrification, and limited and strategic use of low-carbon fuels and carbon capture technologies for certain industrial applications.



Potential Funding Sources to Jump-Start Dealership Compliance

NYSDEC Funding Options (Current)

- Community EV chargers (50% match) – studies and deployments
- Solar deployments (50% State match)
- Purchase low GHG impacting refrigerants (50% grant) (replacement)

PSEG Funding Options (Current)

- Retrofit rebates for HVAC equipment installation

Con Edison Funding Options (Current)

- Variety of rebates and incentives for businesses to make energy efficiency upgrades
(<https://www.coned.com/en/save-money/rebates-incentives-tax-credits>)

Federal Programs and Grants Not Included in This Presentation (Current)



Potential Funding Sources to Jump-Start Dealership Compliance (cont.)

NYSERDA Funding Options (Current)

- FlexTech Consultants offering energy audits (50% matching funds)
- On-site Energy Manager (up to 75% cost match; up to \$100,000)
- Partnering with local universities (energy interns)
- Energy Code Enforcement Grants (50% matching funds)
- Clean Fleet Grants (50% matching funds) – work with customers to aid in co-funding options

EV Charger Installation Programs

- Charge Ready NY 2.0 (NYSERDA)
 - Up to \$4,500 per charging port installed at a workplace or multi-unit dwelling
 - <https://www.nyserda.ny.gov/All-Programs/ChargeNY/Charge-Electric/Charging-Station-Programs/Charge-Ready-NY>
- EV Make-Ready Program (Joint Utilities of New York)
 - Up to 100% funding to cover EV charging station installation for businesses
 - <https://jointutilitiesofny.org/ev/make-ready>
- NYS Tax Credit (Department of Taxation and Finance)
 - Tax credit for installation of EV chargers – \$5,000 or 50% the cost of the charger (whichever is less)
 - https://www.tax.ny.gov/pit/credits/alt_fuels_elec_vehicles.htm

What Should Dealers Be Doing Now? (Strategy for Compliance)

- Appoint a single point of contact to develop a strategy (begin to educate in-house)
- Conduct a Level I energy audit of existing facilities (benchmark) to identify a plan to move forward
- Develop a comprehensive master plan for compliance with CLCPA (internally or externally prepared)
- Seek external funding sources for studies and implementation (grants and partnerships – funding sources will dry up so act now)
- Partnerships with green energy companies including:
 - Solar deployment (think lease): parking lots; building roof systems
 - Partner with EV charging companies for revenue sharing options – public facing
 - Explore ESCO options to convert buildings to heat pump systems
- Continue to monitor NYS rulemaking for upcoming compliance deadlines

Questions?

Walden Environmental Engineering

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New York City

Local Law 97



Greenhouse Gas Emissions Reductions
Effective November 15, 2019

Local Law 97

What is it and how will it affect me?

A law that was passed in 2019 that regulates Greenhouse Gas (GHG) emissions from buildings larger than 25,000 square feet. The emissions allowable differ based on how each building is classified.



When does it go into effect?

The annual submission years of gas/oil and electric usage are 2024 & 2030.

In 2024: the carbon limits come into effect.

In 2025: buildings will need to submit a report showing their carbon emissions in 2024. Buildings will also need to submit their data for LL97 compliance every year from this point forward.

In 2029: the permissible caps will get lower. Allowable emissions differ based on how each building is classified.

In 2034: the permissible caps will get lower again.

In 2039: the permissible caps will decrease even further.

What do I need to do?

Covered buildings will be required to file a report with the NYC DOB by May 2025 that lists their annual greenhouse gas emissions (first calendar year 2024) and then every year after.

“The City estimates that about 20-25% of buildings will exceed their emissions limits in 2024, if they take no action to improve their building’s performance. In 2030, if owners take no action to make improvements, approximately 75-80% of buildings will not comply with their emission limits. In addition to the civil penalties set forth in Local Law 97, the Buildings Department may also issue violations for non-compliance with the law.”

<https://www.nyc.gov/site/sustainablebuildings/requirements/>



What do I need to do? (cont.)

Use the City's benchmarking tool to determine what your energy usage is and assess what changes you must make to your facility.

This Assessment starts with an Energy Audit conducted by an Energy Professional. Audit results will supply retrofit recommendations – if implemented, these will improve energy efficiency and potentially mitigate the possibility of fines.

NYSERDA, ConEd, National Grid, and other organizations have funding available to help organizations that must perform energy audits and subsequent modifications to their buildings to meet the restrictions of the law.

Based on current conditions, about 20 percent of properties in the City are over the caps set for 2024. Additionally, 76 percent of properties are currently over the caps set for 2030.

How much are the fines?

\$268 per ton of carbon

For example. Warren Weaver Hall (in the NYU system) will be subject to compliance fines in 2024. If the building is not retrofitted to be in compliance, they will be fined \$20,148,950.57 **each year** from 2024–2029.

From 2030–2035 they will be fined \$20,346,804.61.*

This is for a building that is 178,324 square feet.

Of the 27,700 buildings currently subject to LL97, 11,570 will be subject to compliance in 2024.

Walden did a cursory review of the building list organized by SIC and found **15 NY City auto dealerships on the list.**

**From data compiled by NYU for a benchmarking analysis*

How much are the fines? (cont.)

The requirement to report yearly carbon emissions starts in 2025 (again, for calendar year 2024).

The fine for failure to report is *\$0.50 per building square foot, per month of non-reporting.*

This is \$12,500/month for a 25,000 square foot building – serious money.



How much are the fines? (cont.)

Borough	LL97 Penalties 2024-2029 (USD)*	LL97 Penalties 2030-2035 (USD)*
Bronx	\$65,051.61	\$73,137.59
Brooklyn	\$10,773.02	\$26,651.00
Manhattan	\$7,542.53	\$101,587.71
Queens	\$34,820.59	\$54,564.05
Staten Island	\$65,946.62	\$128,828.08

Note: Table displays average penalties for all facilities for which data is currently available.

*If no energy efficiency steps are taken.

Is anyone exempt?

Yes, some organizations are exempt.

- Places of worship (churches, synagogues, etc.)
- Hospitals and healthcare facilities (not for profit)
- Electric or steam generating facilities
- Rent-regulated housing
- NYCHA owned housing
- Federal housing
- Housing Development Fund Corporation (HDFC) properties
- Multi-family buildings three stories or lower, with no central HVAC or hot water system
- City-owned buildings

Does it seem right that city-owned buildings are exempt? Note that auto dealerships are not exempt.