

## Continued Support of Distributed Energy Resources in New York State

### Convergent Energy + Power

*In April 2021 NY Green Bank (“**NYGB**”) committed \$104.4 MM to a construction-to-term facility to finance the development, ownership and operation of three distributed energy resources (“**DER**”), solar paired with storage projects in New York State (“**NYS**” or the “**State**”). These transactions are expected to provide NYS residents and businesses a greater variety of energy choices and, ultimately, lower-cost clean energy opportunities.*

#### Transaction Description

Convergent Energy + Power (“**Convergent**”) is a major developer, owner, and operator of energy storage and solar with a substantial pipeline of distributed energy resources in NYS. Convergent is wholly owned by **ECP**, a leading investor across the energy transition with over \$22.0 billion in capital commitments.

With its commitment, NYGB expects to support the deployment of 56.5 MW of DER projects in NYS. These transactions will help NYGB continue to demonstrate the viability of distributed generation in the State, draw new investors and financial institutions into the marketplace, and lower the cost of capital in this market sector. By driving solar deployment activity in the State, NYGB’s commitment will help NYS meet its 6.0 GW solar target by 2025. Convergent will deploy 121 MWh of battery storage capacity co-located with each of the three solar projects supported by NYGB’s loan. NYGB’s commitment to supporting solar plus storage DER projects will help the State achieve its 3.0 GW storage deployment target by 2025. This transaction is also a step toward NYGB achieving its goal of committing \$200.0 million to energy storage projects in NYS. Consumers are expected to be the ultimate beneficiaries in the form of broader access to lower-cost clean energy generation, with corresponding resiliency, affordability, choice, and environmental benefits

This Transaction Profile is provided pursuant to the “NY Green Bank – Metrics, Reporting & Evaluation Plan, Version 3.0” (the “**Metrics Plan**”) developed in collaboration with the NYS Department of Public Service and filed with the New York Public Service Commission (the “**Commission**”) on June 20, 2016.<sup>1</sup> This Transaction Profile contains specific information in connection with the Convergent transaction entered into in April 2021, as required by the Metrics Plan.

#### Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset Loan & Investment	Construction-to-term loan	\$104.4 million

#### Location(s) of Underlying Project(s)

Statewide.<sup>2</sup> Projects will be located throughout NYS.

<sup>1</sup> Case 13-M-0412.

<sup>2</sup> Defined as projects located in four or more regions of the State.

## Types of Client & Counterparty Organizations that are Transaction Participants

Name	Participant Type
Sponsor Convergent Energy + Power	Energy Project Developer

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
Solar Project Developers	Construction financing is a relatively inefficient use of sponsor equity, which can limit project deployment efforts and effectively restrict the number of solar projects being deployed in NYS.	This transaction encourages a more efficient use of sponsor equity and supports project development efforts in NYS by providing construction financing to a project developer. NYGB's role helps to create an easier pathway forward for developers and enables greater deployment of distributed generation assets throughout the State.
Capital Markets Participants	As a relatively new form of clean energy project, storage paired with renewable generation lacks financing precedents and has limited performance history in NYS. As such, it can be more difficult for private sector capital providers to assess and price the underlying risk exposures associated with this variant of distributed generation project investments.	Projects supported by this transaction will generate project and customer performance data to draw new investors and financial institutions into the marketplace by demonstrating that competitive risk-return profiles can be achieved by distributed energy resource (including renewable generation paired with storage) enabled business models.
CDG Subscribers	Due to project siting, property ownership and consumer preference issues, on-site solar (including solar paired with storage) project installations may not be viable for many NYS homeowners, renters, and businesses. This limits solar access to those with suitably sited homes or businesses.	These transactions support the deployment of DER solar projects (including solar paired with storage), which provide those who are not otherwise able to install solar energy generation systems on their property (e.g., homeowners whose rooftops cannot support solar systems, renters and those who cannot afford solar stand-alone systems), with increased access to clean, low-cost energy, regardless of where their home or business is located.

## Technologies Involved

Technology	Measures
Renewable Energy	Solar photovoltaic systems and battery energy storage systems.

## Metrics & Evaluation Plan

### Planned Energy & Environmental Metrics

NYGB's minimum investment criteria require that NYGB-supported transactions have the potential for energy savings and/or clean energy generation that will contribute to greenhouse gas ("GHG") reductions in support of the State's energy policies.<sup>3</sup> In addition, the Metrics Plan requires that the following energy and environmental measures,

<sup>3</sup> Case 13-M-0412, "Order Establishing New York Green Bank and Providing Initial Capitalization" issued and effective December 19, 2013 of the Commission, Ordering Clause 6 at pages 24 – 25.

applicable to these transactions, be reported:<sup>4</sup>

- Estimated gross lifetime and first-year clean energy generated (MWh);
- Estimated gross clean energy generation installed capacity (MW); and
- Estimated gross lifetime and first-year GHG emission reductions (metric tons).

The estimated gross lifetime and first-year energy and environmental impacts of the Facility are as follows:

Energy/Environmental Impact	Lifetime Low Estimate	Lifetime High Estimate	Annualized Low Estimate	Annualized High Estimate
Estimated clean energy generated (MWh)	1,556,560	1,729,511	62,262	69,180
Estimated clean energy generation installed capacity (MW) <sup>5</sup>	56.50	56.50	N/A	
Estimated GHG emission reductions (metric tons)	778,633	865,148	31,145	34,606

## Planned Market Characterization Baseline & Market Transformation Potential

The Metrics Plan requires that market evaluation occur when a critical mass of NYGB financing and investment arrangements are in place. Market evaluation activities commenced in 2018 on sectors that NYGB has supported since inception, consistent with the requirement for such assessments approximately three to five years following initial NYGB capital deployments.<sup>6</sup> NYSERDA collected baseline data for the solar sector in 2019 and will update the data to include indicators specific to this transaction. NYSERDA will use baseline data collected for indicators as a comparison point against which to assess market progress in later studies. Progress indicators are defined below for the short, medium and long terms.

NYGB expects that program and/or future market evaluation will demonstrate progress across short-term indicators; including:

- Size (i.e., capacity, duration and expected dollar value) and location of projects financed by the Facility;
- Aggregate expected energy generation for projects financed by the Facility; and
- The number of projects that finalize construction financing arrangements.

NYGB expects that program tracking and/or future market evaluation will demonstrate progress across medium- and long-term indicators; including:

- Increased market volume of DER projects;
- Increased general understanding of renewable energy benefits by financial community;
- Increased awareness and use of DER subscriber performance data by financing entities;
- Increased awareness and use of project/technology performance data by financing entities;
- Demonstration of competitive risk-return profiles for DER investment;
- Decreased project costs;
- Increased volume of secondary market financing of distributed solar assets; and
- Presence and number of new lending participants.

## Proposed Method of Outcome/Impact Evaluation (by NYSERDA) & Timeframe

NYSERDA will evaluate the direct and indirect impacts that the Facility will have on the clean energy finance markets and the energy/environmental benefits delivered by these loans.

**Market evaluation** will assess the short, medium and long-term indicators identified above. Methods will include analysis of program data along with interviews and surveys of market participants (e.g., project subscribers, financial community) to track information including but not limited to: participation rates, project scale information, interest in

<sup>4</sup> See Metrics Plan, Section 2.0, pages 2 - 6.

<sup>5</sup> Installed clean energy generation capacity at full deployment of funds is the same for annual and lifetime duration.

<sup>6</sup> See Metrics Plan, Section 3.3 at page 7.

solar financing (generally and with regard to DER specifically), and influence of NYGB's participation on financial markets. As noted, NYSERDA collected baseline data on key indicators in its first phase evaluation during 2018 – 19. Later follow-up studies will assess progress against baseline levels for other market segments as those evolve. The specific timing of these efforts may be revised based on experience or other factors as NYGB's investment portfolio further develops and evolves.

**Impact evaluation** will assess which of the projects funded under the construction to term loan after the projects are commissioned, and placed in service.

In accordance with the Metrics Plan, NYGB will track Convergent projects that receive incentives or funding from other entities (e.g., utility, other NYSERDA program) to minimize any double-counting activity on a consolidated basis. As set out in the Metrics Plan, evaluation sampling approaches will also be used as a mechanism to estimate overlap and minimize double counting. NYSERDA and NYGB will attempt to coordinate market and impact evaluation activities for projects that receive support from multiple sources in order to maximize the efficiency of data collection and avoid participant survey fatigue.