



NY Green Bank
A Division of NYSERDA

NY Green Bank

Quarterly Metrics Report No. 20 (June 30, 2019)

Webinar | August 27, 2019

New York, NY

Agenda

Note: All data included in this quarterly update is current as of June 30, 2019, unless otherwise indicated

- **Performance**
 - Performance at a Glance
 - Progress Toward Targets
- **Portfolio Update**
 - Transaction Status & Active Pipeline
 - Year-on-Year Comparison
 - Active Pipeline - Technology, Geography & End-Users
 - Q2 2019 Transactions
 - Estimated Incremental Benefits
- **Objectives, Milestones & Deliverables**
 - Overarching Goals, KPIs & Metrics
 - FY 2019 – 20 Objectives
 - Progress Against FY 2019 – 20 Objectives
 - Progress Against FY 2019 – 20 Plan Deliverables
- **Metrics**
 - Quarterly Metrics
- **Trends**
 - Pipeline of Investment Opportunities
 - Investment Portfolio
 - Estimated Lifetime GHG Reductions
 - Revenues & Expenses (Quarterly)
 - Revenues & Expenses (Cumulative)
- **What's Coming Next?**
- **Stay In Touch with NY Green Bank**
- **Q&A**

A nighttime photograph of Rochester, New York. In the foreground, a waterfall cascades over a stone structure. Behind it, a large, multi-story stone building with many windows is visible. In the background, a city skyline is lit up against a dark blue twilight sky. Several tall buildings are illuminated, including a prominent one with a glowing top section. The overall scene is a blend of natural beauty and urban development.

Performance



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Rochester, NY

Performance at a Glance

Over **\$3.4 billion** in investment proposals received. **Four new transactions** closed in the quarter, producing **\$786.7 million** in Overall Investments to Date

Stimulating New Clean Energy Proposals in the State

Over **\$3.4 billion** in NYGB investment since inception

Strong Active Pipeline ⁽¹⁾

Active Pipeline of potential investments proceeding to close is **\$546.7 million**

Driving Material Clean Energy Investments Across NYS

Investments support clean energy projects with total project costs between **\$1.82 and \$2.14 billion**, in aggregate, based on Overall Investments to Date of **\$786.7 million**

Mobilizing Capital

NYGB's investment portfolio represents continuing progress towards an expected mobilization ratio of Total Project Costs to NYGB funds of **8:1** at up to **26.8%** of target

Revenue Growth Maintaining Self-Sufficiency

\$65.4 million in revenues has been generated since NYGB's inception. NYGB continues to maintain self-sufficiency through the generation of annual net income

Contributing to CEF Objectives, REV & the CES

Estimated lifetime GHG reductions between **9.55 and 16.40 million metric tons**, equivalent to removing **139,707 – 164,476 cars** off the road for **23 years**

Q2 Metrics Report was filed August 14, 2019, pursuant to the Metrics, Reporting & Evaluation Plan v3.0 and is available at www.greenbank.ny.gov/Resources/Public-Filings.

(1) "Active Pipeline" means, at any time and for any period, the sum (expressed in dollars) of the proposed NYGB investment amount in all NYGB active transactions in the Pipeline where, in relation to each transaction: (a) there is agreement in principle between the parties; (b) there is momentum in moving the transaction forward; (c) conditions to investment are expected to be met; and (d) NYGB is dynamically proceeding towards and through "greenlight" recommendation, IRC approval and transaction execution. Unlike other Metrics that are cumulative measures since NYGB Inception, "Active Pipeline" is a point in time measure. As momentum behind individual transactions fluctuates while advancing towards execution due to various factors, including many not under NYGB's control, transactions may move in and out of the Active Pipeline at any given time.

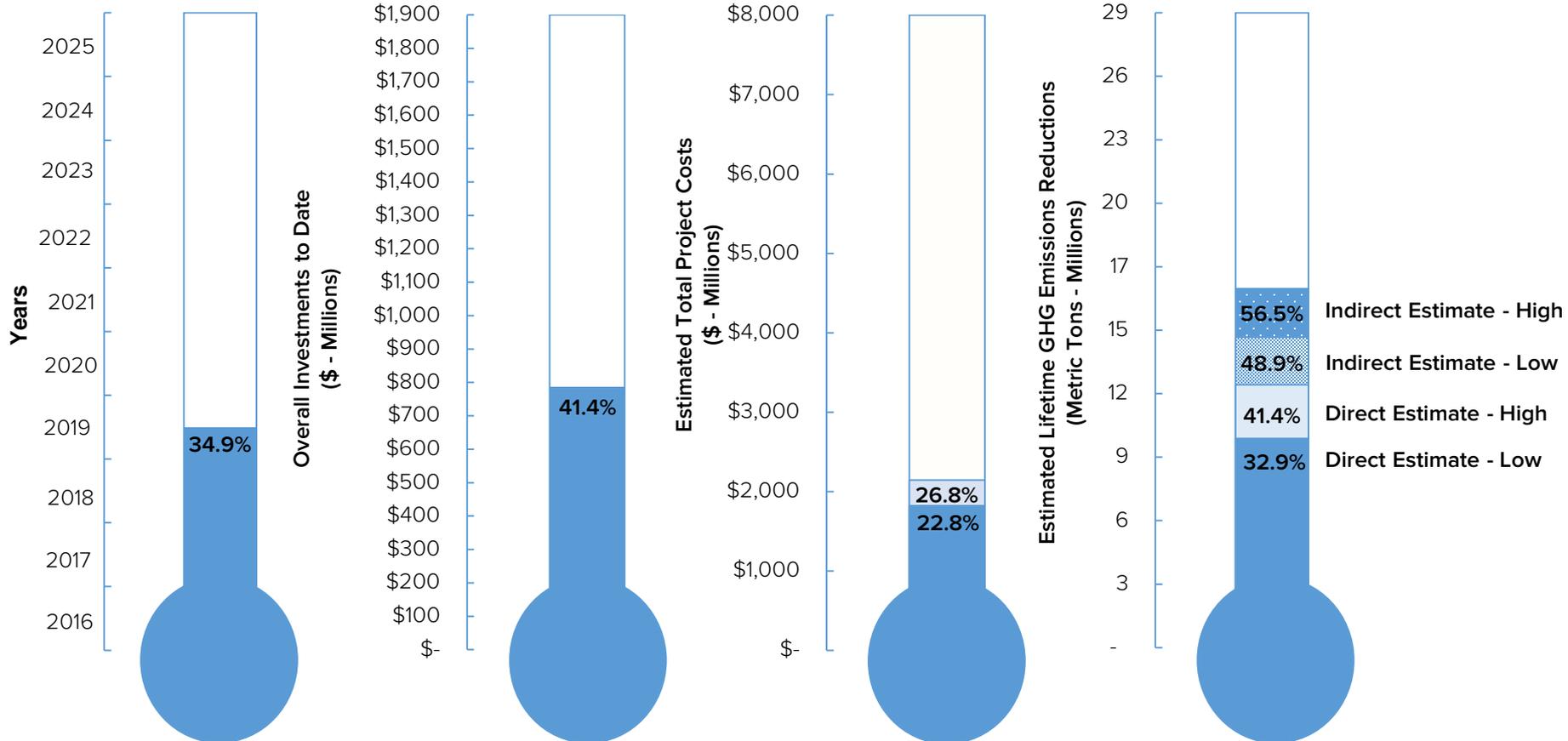
Progress Toward Targets

Term of CEF

Overall Investments

Estimated Total Project Value

Estimated Lifetime GHG Emissions Reductions



A photograph of the Buffalo skyline at dusk, featuring the Buffalo Tower and other buildings reflected in the water. The sky is a deep blue, and the city lights are beginning to glow.

Portfolio Update

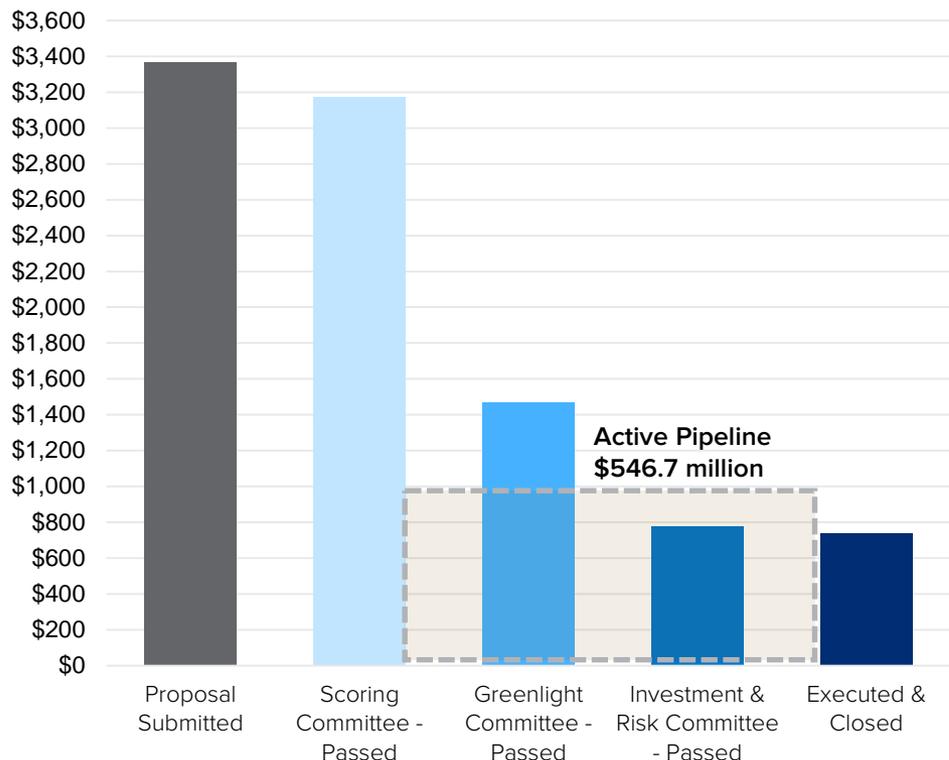


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Buffalo, NY

Transaction Status & Active Pipeline

Transaction Status & Active Pipeline (\$ million)



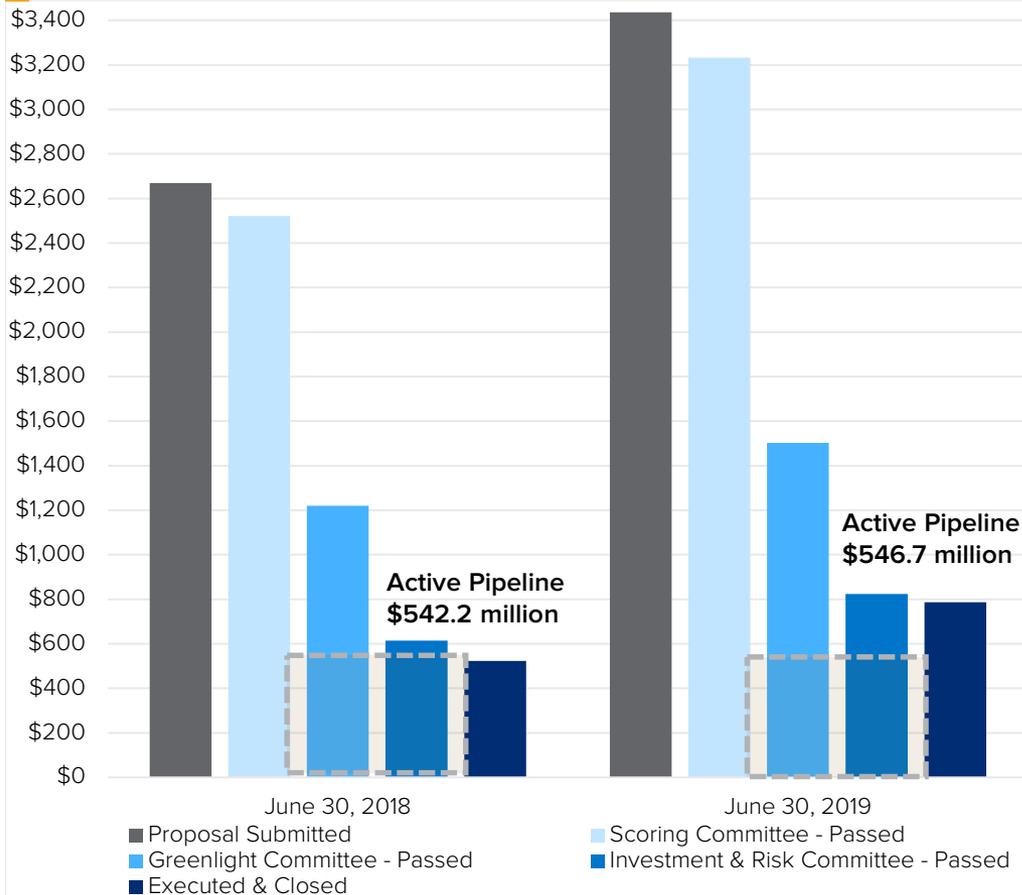
NYGB Analysis; DealCloud Data

Since inception through June 30, 2019:

- Over **\$3.4 billion** of proposals received and evaluated by NYGB's Scoring Committee
- Over **\$3.2 billion** of proposals passed Scoring Committee evaluation – representing potential investments that meet NYGB's mandate and proposal evaluation criteria
- Active Pipeline currently **\$546.7 million**
- \$1.5 billion** of proposals received Greenlight Committee recommendation for advancement
- \$823.3 million** of proposals vetted by the Investment & Risk Committee (IRC) and approved by NYSERDA's President & CEO
- \$786.7 million** of transactions closed - comprising Overall Investments to Date - mobilizing public and private investments to support in the range of **\$1.82 to \$2.14 billion** in Total Project Costs (Cumulative) for new clean energy deployment in the State

Year-on-Year Comparison

Transaction Status & Active Pipeline (\$ million)

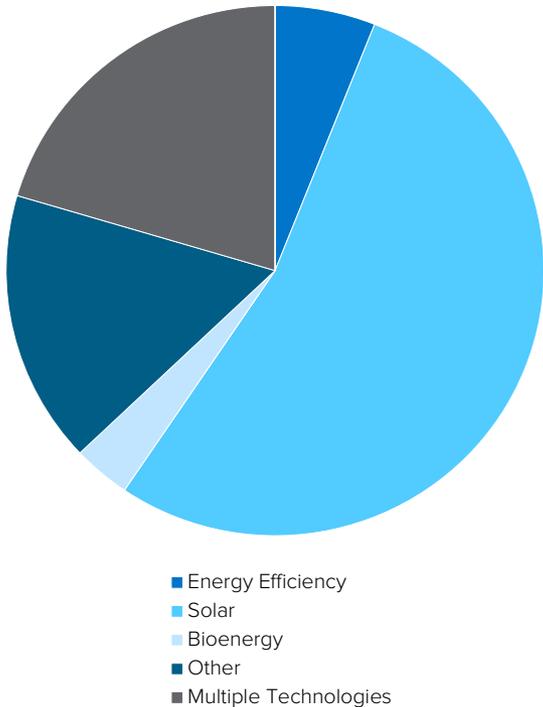


Comparing the last twelve months ending on June 30, 2019 with the prior year period:

- Additional **\$873.7 million** of proposals received and evaluated by NYGB's Scoring Committee
- Additional **\$633.4 million** of proposals passed Scoring Committee evaluation
- Additional **\$229.9 million** of proposals received Greenlight Committee recommendation for advancement
- Additional **\$208.8 million** of proposals vetted by the IRC and approved by NYSERDA's President & CEO
- Additional **\$264.4 million** of transactions executed and closed

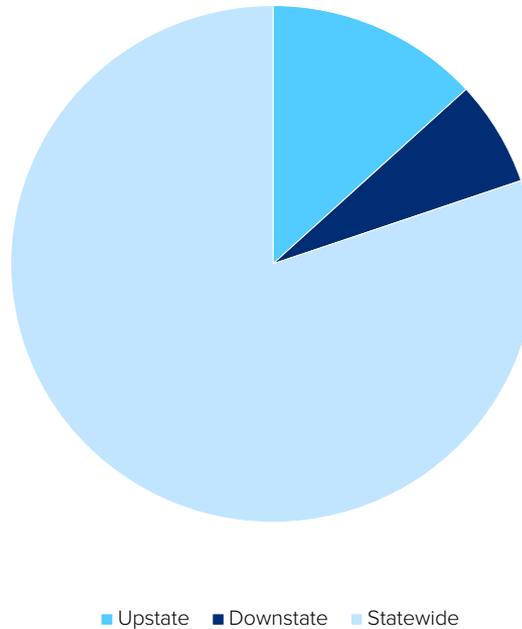
Active Pipeline – Technology, Geography & End-Users

Active Pipeline by Technology



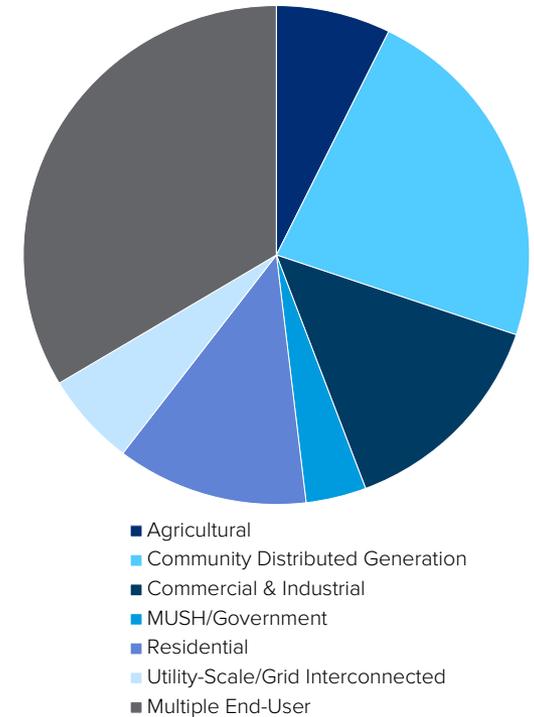
NYGB Analysis; DealCloud Data

Active Pipeline by Geographic Distribution



NYGB Analysis; DealCloud Data

Active Pipeline by End-Use Customer Segment



NYGB Analysis; DealCloud Data

Q2 2019 Transactions

NYGB executed four transactions, including its first Controlled Environmental Agriculture investment – adding **\$49.1 million** to the overall investment portfolio

Agbotic

- **\$6.0 million** construction-to-term loan to enable the construction of a cluster of six energy efficient greenhouses
- Greenhouses will grow and sell certified organic produce to businesses and retailers/grocers
- Reduces electricity use by at least **65,223 MWh** from the underlying energy efficiency measures installed

Distributed Sun

- **\$1.0 million** bridge loan to finance interconnection advance deposits to NYSEG and RG&E for community solar projects
- Financing expected to support up to **45.0 MW** of solar assets that would reduce up to **26,500 metric tons** of GHG emissions annually in NYS

Ecosave

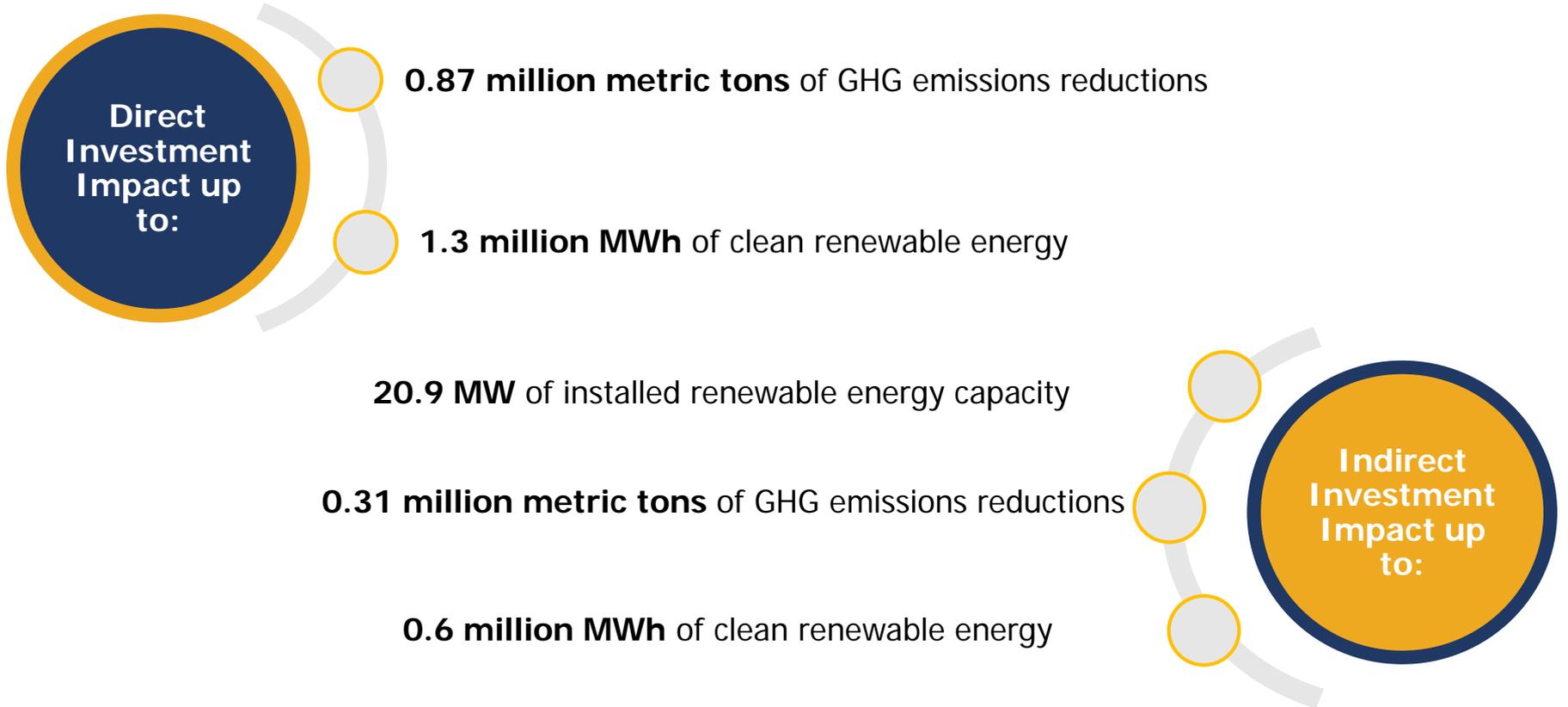
- **\$15.0 million** term loan to support at least five new building energy efficiency or distributed resources projects
- The replicable transaction structure enables Ecosave's portfolio to scale
- Projects are expected to reduce electricity use by at least **468,110 MWh** over the average life of the underlying projects

Spruce

- **\$27.1 million** to support the medium-term financing of **23,500 residential solar systems** alongside five other commercial banks
- Participation in the transaction demonstrates a high-quality portfolio of residential solar assets can successfully go through a turnaround under a well-executed reorganization and recapitalization plan

Estimated Incremental Benefits

Material incremental benefits from these new transactions for NYS and all ratepayers based on project estimates and lives



A composite image showing the Niagara Falls in the foreground and the Buffalo, NY skyline at night in the background. The city lights are reflected in the water.

Objectives, Milestones & Deliverables



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Niagara, NY

Overarching Goals, KPIs & Metrics

NYGB Goals	Key Performance Indicators	Metrics
Attract Capital to Clean Energy Capital Markets in NYS	<ul style="list-style-type: none"> Mobilizing capital 	<ul style="list-style-type: none"> Mobilization Ratio of Total Project Costs (Cumulative) to NYGB investment
	<ul style="list-style-type: none"> Portfolio driving material clean energy investments across NYS 	<ul style="list-style-type: none"> Total Project Costs (Cumulative) enabled by NYGB (\$)
	<ul style="list-style-type: none"> Growing portfolio 	<ul style="list-style-type: none"> Overall Investments to Date (\$)
	<ul style="list-style-type: none"> Strong Active Pipeline 	<ul style="list-style-type: none"> Active Pipeline (\$)
	<ul style="list-style-type: none"> Stimulating new clean energy proposals in NYS 	<ul style="list-style-type: none"> Investment proposals received (cumulative) (\$)
Be Self-Sufficient	<ul style="list-style-type: none"> Revenue growth paving the way to self-sufficiency 	<ul style="list-style-type: none"> Revenues (cumulative) (\$) Expenses (cumulative) (\$)
Deliver Energy & Environmental Impact Benefits	<ul style="list-style-type: none"> Contributing to CEF objectives and in turn REV and the CES (by supporting increased deployment of renewable energy, distributed energy & energy efficiency) 	<ul style="list-style-type: none"> Estimated energy and environmental benefits: <ul style="list-style-type: none"> Lifetime energy saved by fuel type from energy efficiency projects (MWh/MMBtu) and/or Lifetime clean energy generated (MWh); First-Year energy saved by fuel type from energy efficiency projects (MWh/MMBtu) and/or estimated First-Year clean energy generated (MWh); Lifetime and First-Year energy saved from CHP (MWh); Lifetime and First-Year energy savings from CHP (MMBtu); Clean energy generation installed capacity (MW) from CHP; Other clean energy generation installed capacity (MW); and GHG emissions reductions (metric tons); and Installed energy and environmental benefits: <ul style="list-style-type: none"> Energy saved by fuel type from energy efficiency projects (MWh/MMBtu) and/or actual clean energy generated (MWh); Primary energy saved from CHP (Btu); Clean energy generation installed capacity (MW), if applicable; and GHG emissions reductions (metric tons).

FY 2019 – 20 Objectives

NYGB's Annual Review 2018 – 19 and Annual Business Plan 2019 – 20 defined **four primary objectives**:

Maintain an Active Pipeline

Maintain an Active Pipeline of at least **\$450.0 million** per quarter on average

Put Ratepayer Money to Work

Commit **\$962.6 million** (cumulative) to NYGB investments over the fiscal year ending March 31, 2020, with an average of **\$56.25 million** in closed transactions per quarter

Mobilize Capital

Drive towards a ratio of at least **8:1** across all NYGB investments by the end of the CEF term in 2025

Maintain Self-Sufficiency

Continue to grow revenues and manage expenses to maintain self-sufficiency and generate net income

These primary objectives are being accomplished by discrete activities & deliverables:

Build, Maintain & Actively Manage Pipeline

Remain Self-Sufficient, including by Strengthening Operations

Focus on Clean Energy for LMI Communities; LSR; CDG Solar Projects; Energy Efficiency Markets

Focus on Clean Transportation; Energy Storage; Bio Energy; Energy Resiliency

Work With Other Existing NYS Energy Programs & Initiatives

Mobilize Third-Party Capital to Invest in NYS Sustainable Infrastructure

Continue to Assess Financial Market Transformation & NYGB Impact

Ongoing Impact – Metrics, Data Collection & Reporting

Maintain Transparency

Staff Recruitment, Development, Diversity & Inclusion

Progress Against FY 2019 – 20 Objectives

Objective	Objective	Progress
Put Ratepayer Money to Work	Commit \$962.6 million (cumulative) to NYGB investments by fiscal year end March 31, 2020	NYGB committed \$49.1 million in the first quarter of FY 2018 - 19, representing 21.8% of the annual goal of \$225.0 Million . \$786.7 million in Overall Investments to Date – on track to meet annual goal
Mobilize Capital	Drive toward a Mobilization Ratio of at least 8:1 by end of CEF in 2025	NYGB's current portfolio-wide mobilization ratio is 2.6:1 on average and the estimated 8:1 mobilization ratio by 2025 remains achievable, including through recycling capital for investment in new transactions
Maintain Self-Sufficiency	Continue to grow revenues and manage expenses to maintain self-sufficiency	\$65.4 million in revenues have been generated since NYGB's inception, including \$6.8 million in Q2 2019
Strong Active Pipeline	Maintain an Active Pipeline of at least \$450.0 million	Active Pipeline of potential investments proceeding to close is \$546.7 million
Reduce GHG Emissions	Contribute to CEF objectives and in turn REV and the CES	Current Portfolio represents up to: 641.3 MW of new clean energy installations in NYS, 22.0 million MWh of clean energy generation, 450,000 MWh saved, 2.05 million MMBtus saved, and estimated lifetime GHG reductions of between 9.55 and 16.40 million metric tons over the life of underlying projects

Progress Against FY 2019 – 20 Plan Deliverables

Category	Deliverable	Status in Quarter Ending June 30, 2019
Strong Active Pipeline		
▪ Active Pipeline	▪ Maintain an Active Pipeline of at least \$450.0 million per quarter on average throughout the 2019 – 20 Plan Year.	✓ Achieved this Quarter: Active Pipeline of \$546.7 million.
▪ Clean Energy for LMI	▪ Publicly issue Credit Enhancement/Loss Reserve for CDG Tax Equity RFI/RFP.	✓ Ongoing & On Track: Due to be issued by year-end.
	▪ Convene LMI stakeholders to present NYGB's CDG financing approach on LMI-friendly terms, such as to not require FICO scores or long-term contracts.	✓ Achieved this Quarter: On July 11, 2019, NYGB hosted the webinar “Financing Community Distributed Generation for Low-to-Moderate Income Communities.” The webinar highlighted the ways NYGB continues to facilitate increased opportunities for LMI customers to participate in, and benefit directly from, NYS’s growing distributed energy market.
	▪ Convene LMI stakeholders to present NYGB approaches to financing projects in LMI communities, and to communicate current developments and progress made during the 2019 – 20 Plan Year.	✓ Ongoing & On Track: Further convenings and communications to continue as products develop.
▪ Energy Storage	▪ Participate in NYSERDA webinar to inform market participants of how NYGB financings can leverage NYSERDA planned bulk and retail storage incentives.	✓ Achieved this Quarter: On May 2 and 3, 2019 NYGB presented on its financing approach to energy storage in NYSERDA’s Retail & Bulk Energy Storage Webinars.
	▪ Publicly issue new standalone Energy Storage RFP following announcement of planned NYSERDA storage incentives.	✓ Ongoing & On Track: Due to be issued by year-end.
	▪ Convene energy storage market participants to present NYGB standalone Energy Storage RFP.	✓ Ongoing & On Track: Due to be convened by year-end.

Progress Against FY 2019 – 20 Plan Deliverables (cont.)

Category	Deliverable	Status in Quarter Ending June 30, 2019
Strong Active Pipeline		
<ul style="list-style-type: none"> ▪ Energy Efficiency 	<ul style="list-style-type: none"> ▪ Provide guidance to market participants on key items to improve the probability of securing project financing from NYGB (to be included in NYSERDA pay-for-performance RFP for small commercial applications). 	<ul style="list-style-type: none"> ✓ Achieved this Quarter: NYGB provided feedback on the NYSERDA and Consolidated Edison pay-for-performance RFP, in connection with the financial capacity of proposers.
	<ul style="list-style-type: none"> ▪ Participate in NYSERDA residential stakeholder pay-for-performance convening and others with commercial market players around tenant improvement financing models. 	<ul style="list-style-type: none"> ▪ Not Started: The date for this convening is yet to be determined and will be coordinated with NYSERDA programs and initiatives.
<ul style="list-style-type: none"> ▪ Large-Scale Renewables 	<ul style="list-style-type: none"> ▪ Contribute to NYSERDA land-based LSR RFP and NYS port infrastructure RFI to communicate potential NYGB financing roles and structures to likely respondents and related parties. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: NYGB contributed to NYSERDA's Land-Based RFP.
	<ul style="list-style-type: none"> ▪ Participate in May 2019 webinar for NYSERDA's LSR RFP to provide information to potential respondents on NYGB financing options, so that these may be reflected in, and priced into, RFP responses. 	<ul style="list-style-type: none"> ✓ Achieved this Quarter: On May 2, 2019, NYGB participated in the Renewable Energy Standard Program RFP19-1 Webinar. In the webinar, NYGB highlighted its financing approach for LSR projects.
	<ul style="list-style-type: none"> ▪ Participate in NYSERDA convening of LSR market participants to communicate NYGB financing opportunities to NYSERDA RFP respondents. 	<ul style="list-style-type: none"> ✓ Achieved this Quarter: As noted above, on May 2, 2019, NYGB participated in the Renewable Energy Standard Program RFP19-1 Webinar. In the webinar, NYGB highlighted its financing approach to LSR projects. Additionally, on May 15, 2019 NYGB hosted a Financing Large-Scale Renewables webinar to further detail how NYGB can be helpful in providing financing to the LSR market.

Progress Against FY 2019 – 20 Plan Deliverables (cont.)

Category	Deliverable	Status in Quarter Ending June 30, 2019
Strong Active Pipeline		
<ul style="list-style-type: none"> ▪ Community Distributed Generation 	<ul style="list-style-type: none"> ▪ Publicly issue Credit Enhancement/Loss Reserve for CDG Tax Equity RFI/RFP, as noted above under “Clean Energy for LMI.” 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: Due to be issued by year-end.
	<ul style="list-style-type: none"> ▪ Convene LMI stakeholders to present NYGB's CDG financing approach that may not require FICO scores or long-term contracts, as noted above under “Clean Energy for LMI.” 	<ul style="list-style-type: none"> ✓ Achieved this Quarter: As noted above, on July 11, 2019, NYGB hosted the webinar “Financing Community Distributed Generation for Low-to-Moderate Income Communities.” The webinar highlighted the ways in which NYGB continues to facilitate increased opportunities for LMI customers to participate in, and benefit directly from, NYS’s growing distributed energy market.
<ul style="list-style-type: none"> ▪ Clean Transportation 	<ul style="list-style-type: none"> ▪ Convene market participants and clean transportation innovators to identify specific market needs or gaps and advance NYGB financing product development and offerings. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: NYGB continues to work with NYSERDA and other market participants on clean transportation initiatives.
<ul style="list-style-type: none"> ▪ Bio Energy 	<ul style="list-style-type: none"> ▪ Convene market participants to identify specific market needs and advance product development and potential offerings. 	<ul style="list-style-type: none"> ▪ Not Started: The date for this convening is yet to be determined.

Progress Against FY 2019 – 20 Plan Deliverables (cont.)

Category	Deliverable	Status in Quarter Ending June 30, 2019
Portfolio Driving Material Clean Energy Investments Across NYS		
<ul style="list-style-type: none"> Committed Funds 	<ul style="list-style-type: none"> Commit \$962.6 million (cumulative) to NYGB investments by March 31, 2020, including at least \$225.0 million of incremental commitments in the 2019 – 20 Plan Year (at an average rate of \$56.25 million in closed transactions per quarter). 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Not Achieved this Quarter: \$49.1 million in closed transactions in the quarter.
Mobilizing Capital		
<ul style="list-style-type: none"> Mobilization Ratio 	<ul style="list-style-type: none"> Continue progress toward a ratio of 8:1 across all NYGB investments, manifesting in \$8.0 billion of clean energy and sustainable infrastructure projects mobilized in the State by NYGB activity by the end of the CEF in 2025. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: NYGB investments are expected to mobilize up to \$2.14 billion in estimated project costs.
	<ul style="list-style-type: none"> Collaborate with NYSERDA and other relevant stakeholders to continue to explore the viability of a public private partnership to effectuate NYGB's third party capital raise and national expansion, which will deliver the same or greater benefits to all New Yorkers using less ratepayer capital, as directed by Governor Cuomo in the 2019 State of the State/Executive Budget package. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: NYGB/NYSERDA continue to work with relevant parties.
Maintaining Self-Sufficiency by Strengthening Operations		
<ul style="list-style-type: none"> Legal & Technical Services 	<ul style="list-style-type: none"> Issue new RFP for technical service providers to NYGB and select slate of approved providers by September 2019. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: Issued Technical RFP in June 2019.
	<ul style="list-style-type: none"> Issue new RFP for legal service providers to NYGB and select slate of approved providers by December 2019. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: RFP to be issued in the third quarter of 2019.

Metrics



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Brooklyn, NY

Quarterly Metrics

Quarterly Metrics are detailed below, without footnotes. For complete Metrics and narrative, please see the full Report filed on June 30, 2019 available at www.greenbank.ny.gov/Resources/Public-Filings

Quarterly Metric	Prior Quarter	Current Quarter
Capital Position		
▪ Authorized Capital (\$)	\$1.0 billion	\$1.0 billion
▪ Authorized Administrative Expenses (\$)	\$17.6 million	\$17.6 million
▪ Authorized Evaluation Expenses (\$)	\$4.0 million	\$4.0 million
Operational Matters		
• Cumulative Revenues (\$)	\$58.6 million	\$65.4 million
• Cumulative Operating Expenses (\$)*	\$35.8 million	\$38.6 million
• Direct Operating Expenses (\$)	\$21.9 million	\$23.7 million
• Allocated Expenses (\$)	\$14.0 million	\$14.9 million
• Credit Facility (if in place)		
• Credit Facility Amount (\$)	Not Applicable	Not Applicable
• Credit Facility Drawn Amount (\$)	Not Applicable	Not Applicable
• Credit Facility Fees & Interest (Cumulative) (\$)	Not Applicable	Not Applicable
Investment Portfolio		
▪ Committed Funds (\$) **	\$171.7 million	\$154.8 million
▪ Deployed Funds (\$)	\$299.7 million	\$349.7 million
▪ Current Portfolio (\$)	\$471.3 million	\$504.6 million
▪ Overall Investments to Date (\$)	\$737.6 million	\$786.7 million
▪ Total Project Costs (Cumulative) (\$)	In the range of \$1.74 to \$1.96 billion	In the range of \$1.82 to \$2.14 billion
▪ Mobilization Ratio	Tracking at least 2.6:1 on average across portfolio	Tracking at least 2.6:1 on average across portfolio

* Note that Cumulative Operating Expenses may not exactly equal the sum of Direct Operating and Allocated Expenses due to rounding.

** Also note that Committed Funds plus Deployed Funds may not exactly equal Current Portfolio due to rounding.

Quarterly Metrics (cont.)

Quarterly Metric	Prior Quarter	Current Quarter
Investment Portfolio (cont.)		
▪ Portfolio Concentrations (%)	77.8% Renewable Energy	76.5% Renewable Energy
	5.9% Energy Efficiency	7.4% Energy Efficiency
	16.3% Other	16.1% Other
▪ Number & Type of NYGB Investments	35 – Renewable Energy	37 – Renewable Energy
	7 – Energy Efficiency	8 – Energy Efficiency
	5 – Other	6 – Other
▪ Number & General Type of NYGB Counterparties	56 – Local Development Corporation; Global, Corporate and/or Investment Bank; Regional Bank; Specialty Finance Company; Energy Project Developer; Municipal, University, Schools & Hospitals; Energy Technology Provider & Vendors; Government Authority; Insurance Company; Transportation	58 – Local Development Corporation; Global, Corporate and/or Investment Bank; Regional Bank; Specialty Finance Company; Energy Project Developer; Municipal, University, Schools & Hospitals; Energy Technology Provider & Vendors; Government Authority; Insurance Company; Transportation
Direct Impact Benefits		
▪ Estimated Gross Lifetime Energy Saved by Fuel Type from Energy Efficiency Projects (MWh/MMBtu) and/or Estimated Gross Lifetime Clean Energy Generated (MWh) for Committed Funds & Deployed Funds	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 199,000 – 238,000 MWh; and 0.95 – 1.13 million MMBtu	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 369,900 – 450,000 MWh; and 1.43 – 2.05 million MMBtu
	Estimated Gross Lifetime Clean Energy Generated: 16.9 – 20.7 million MWh	Estimated Gross Lifetime Clean Energy Generated: 17.5 – 22.0 million MWh
▪ Estimated Gross First Year Energy Saved by Fuel Type from Energy Efficiency Projects (MWh/MMBtu) and/or Estimated Gross First Year Clean Energy Generated (MWh) for Committed Funds & Deployed Funds	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency) 14,700 – 17,600 MWh; and 50,000 – 59,000 MMBtu	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency) 25,800 – 31,600 MWh; and 83,000 – 115,000 MMBtu
	Estimated Gross First Year Clean Energy Generated: 1,149,000 – 1,329,000 MWh	Estimated Gross First Year Clean Energy Generated: 1,176,000 – 1,382,000 MWh

Quarterly Metrics (cont.)

Quarterly Metric	Prior Quarter	Current Quarter
Direct Impact Benefits (cont.)		
<ul style="list-style-type: none"> Estimated Gross Lifetime Energy Saved from CHP (MWh) for Committed Funds & Deployed Funds 	Estimated Gross Lifetime Energy Saved from CHP: 7,070 – 8,640 MWh	Estimated Gross Lifetime Energy Saved from CHP: 60,700 - 74,200 MWh
<ul style="list-style-type: none"> Estimated Gross First Year Energy Saved from CHP (MWh) for Committed Funds & Deployed Funds 	Estimated Gross First Year Energy Saved from CHP: 293 – 358 MWh	Estimated Gross First Year Energy Saved from CHP: 2,973 – 3,634 MWh
<ul style="list-style-type: none"> Estimated Gross Lifetime Energy Savings from CHP (MMBtu) for Committed Funds & Deployed Funds 	Estimated Gross Lifetime Energy Savings from CHP: -(41,000 – 50,100) MMBtu	Estimated Gross Lifetime Energy Savings from CHP: 190,900 – 233,300 MMBtu
<ul style="list-style-type: none"> Estimated Gross First Year Energy Savings from CHP (MMBtu) for Committed Funds & Deployed Funds 	Estimated Gross First Year Energy Savings from CHP: -(1,700 – 2,070) MMBtu	Estimated Gross First Year Energy Savings from CHP: 9,890 – 12,100 MMBtu
<ul style="list-style-type: none"> Estimated Gross Clean Energy Generation Installed Capacity from CHP (MW), if applicable, for Committed Funds & Deployed Funds 	1.6 MW	1.9 MW
<ul style="list-style-type: none"> Estimated Gross Clean Energy Generation Installed Capacity (MW), if applicable, for Committed Funds & Deployed Funds 	478.0 – 596.3 MW	500.5 – 641.3 MW
<ul style="list-style-type: none"> Estimated Gross Lifetime GHG Emission Reductions (metric tons) for Committed Funds & Deployed Funds 	9.07 – 11.14 million metric tons	9.55 – 12.01 million metric tons

Quarterly Metrics (cont.)

Quarterly Metric	Prior Quarter	Current Quarter
Indirect Impact Benefits		
▪ Estimated Lifetime Energy Saved (MWh)	-	-
▪ Estimated Lifetime Energy Saved (MMBtu)	-	-
▪ Estimated Lifetime Clean Energy Generation (MWh)	3.9 – 7.8 million MWh	4.1 – 8.4 million MWh
▪ Estimated Installed Capacity CHP (MW)	-	-
▪ Estimated Installed Capacity (MW)	51.2 – 104.3 MW	61.2 – 125.2 MW
▪ Estimated Lifetime GHG Emissions Reductions (Metric Tons)	2.04 – 4.08 million metric tons	2.18 – 4.39 million metric tons
Investment Pipeline		
▪ Active Pipeline (In the Quarter) (\$)	\$702.7 million	\$546.7 million
Investment Process		
▪ Proposals Received – Value (Cumulative) (\$)	\$3.4 billion	\$3.4 billion
▪ Approvals - Scoring Committee (Cumulative) (\$)	\$3.2 billion	\$3.2 billion
▪ Approvals - Greenlight Committee (Cumulative) (\$)	\$1.5 billion	\$1.5 billion
▪ Approvals - IRC (Cumulative) (\$)	\$775.0 million	\$823.3 million

Trends



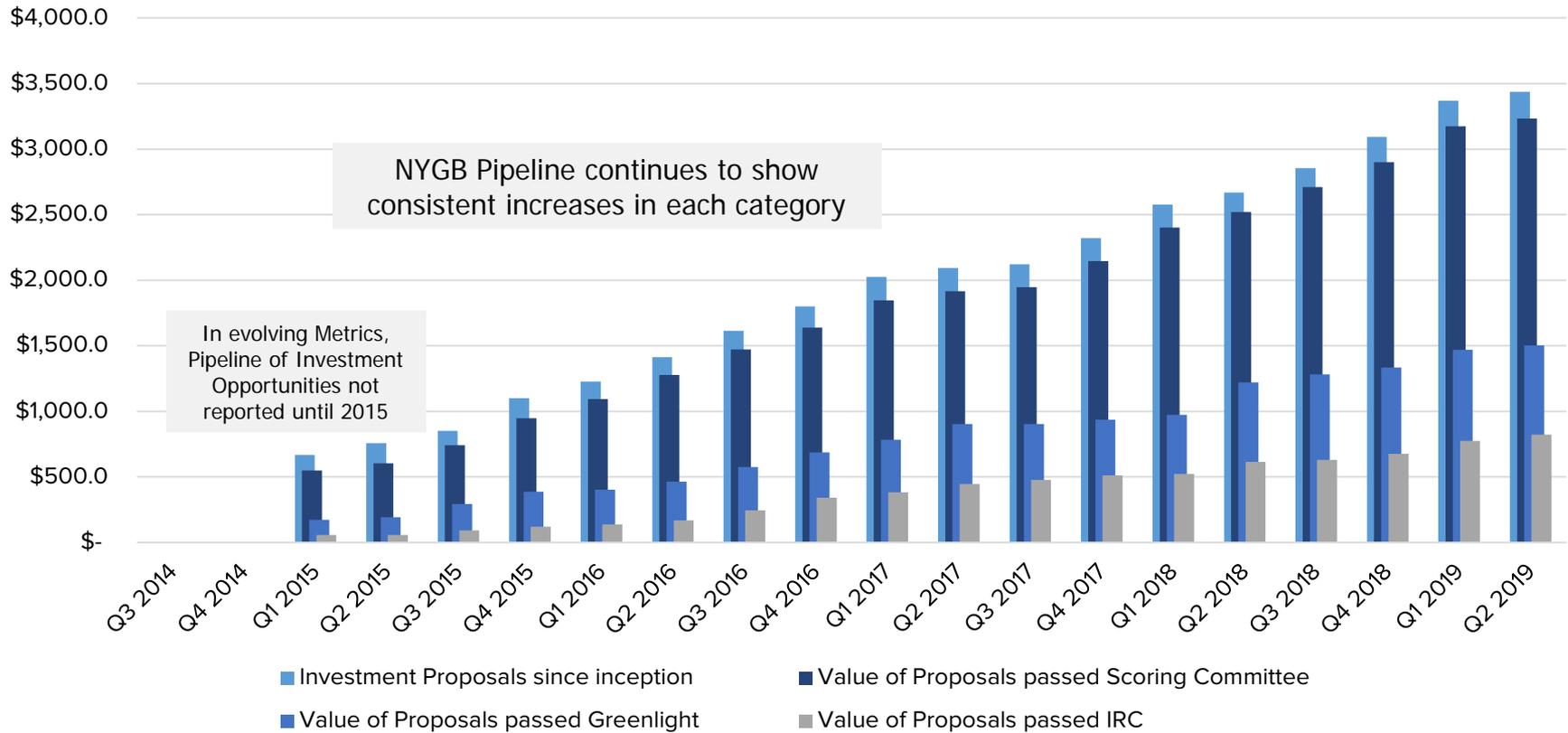
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Syracuse, NY

Pipeline of Investment Opportunities

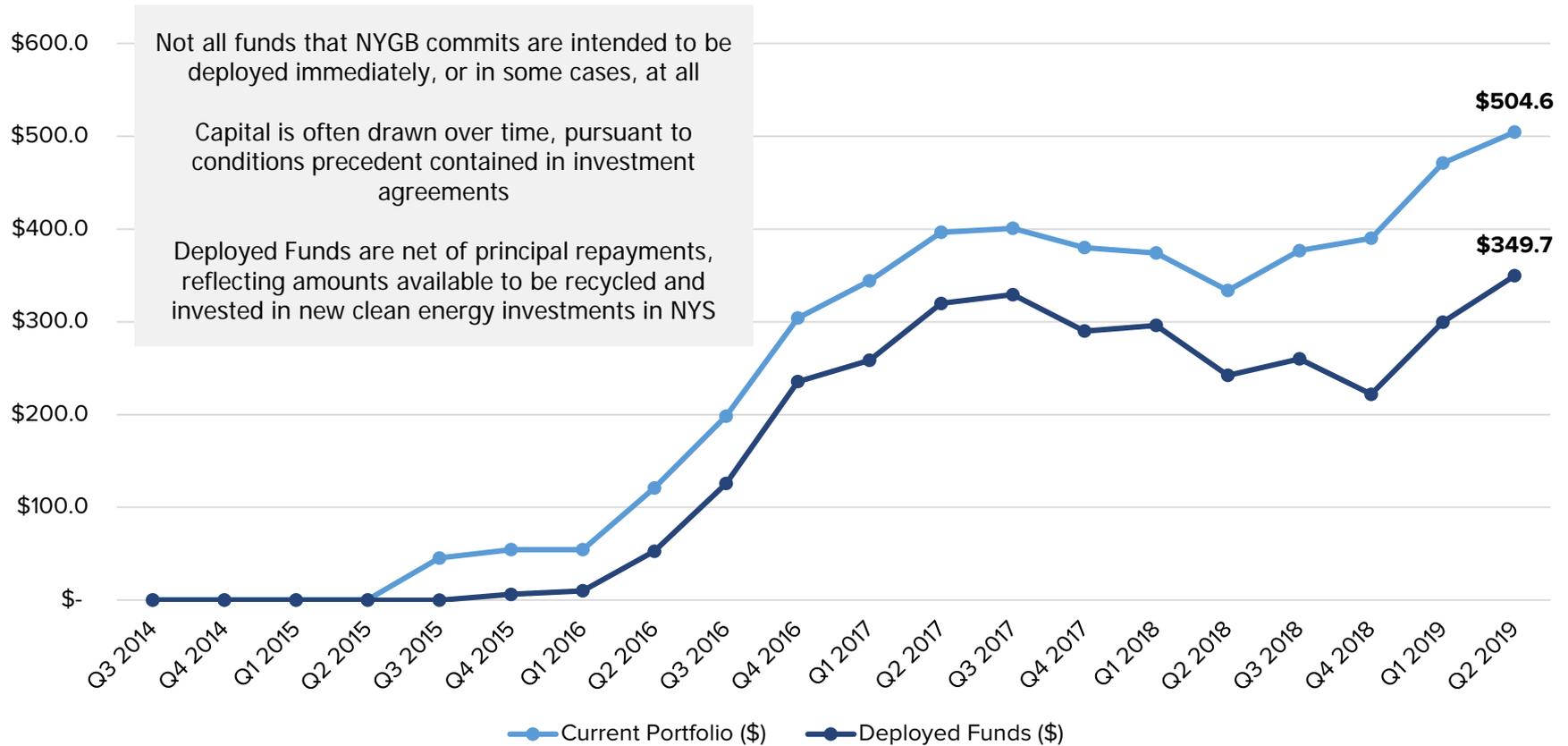
NYGB Pipeline of Proposals & Approvals (\$ million)



NYGB Analysis; DealCloud Data

Investment Portfolio

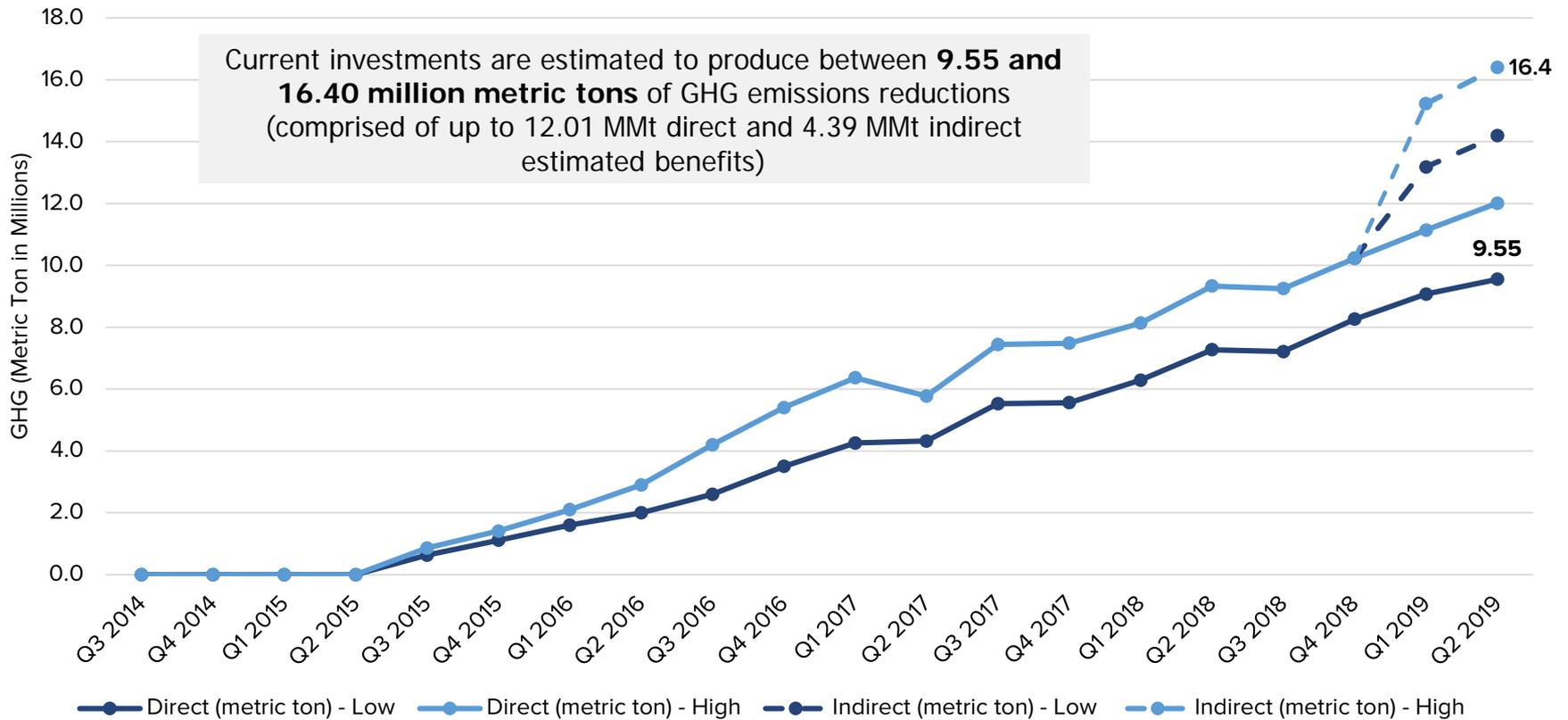
NYGB Current Portfolio vs. Deployed Funds (\$ million)



NYGB Analysis; SS&C Data

Estimated Lifetime GHG Emission Reductions

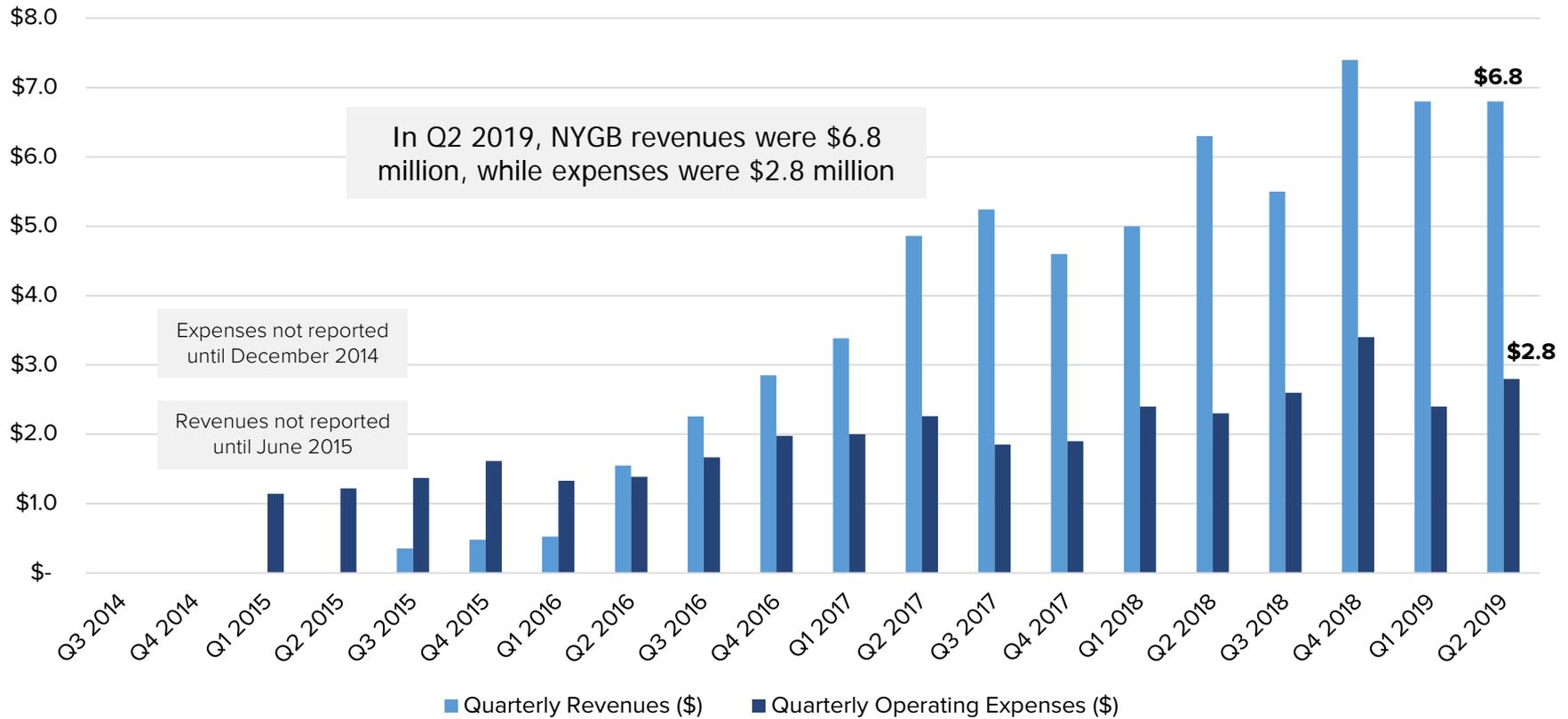
Estimated Gross Lifetime GHG Emission Reductions for Committed Funds & Deployed Funds (Metric Tons in millions)



NYGB Analysis; SS&C Data

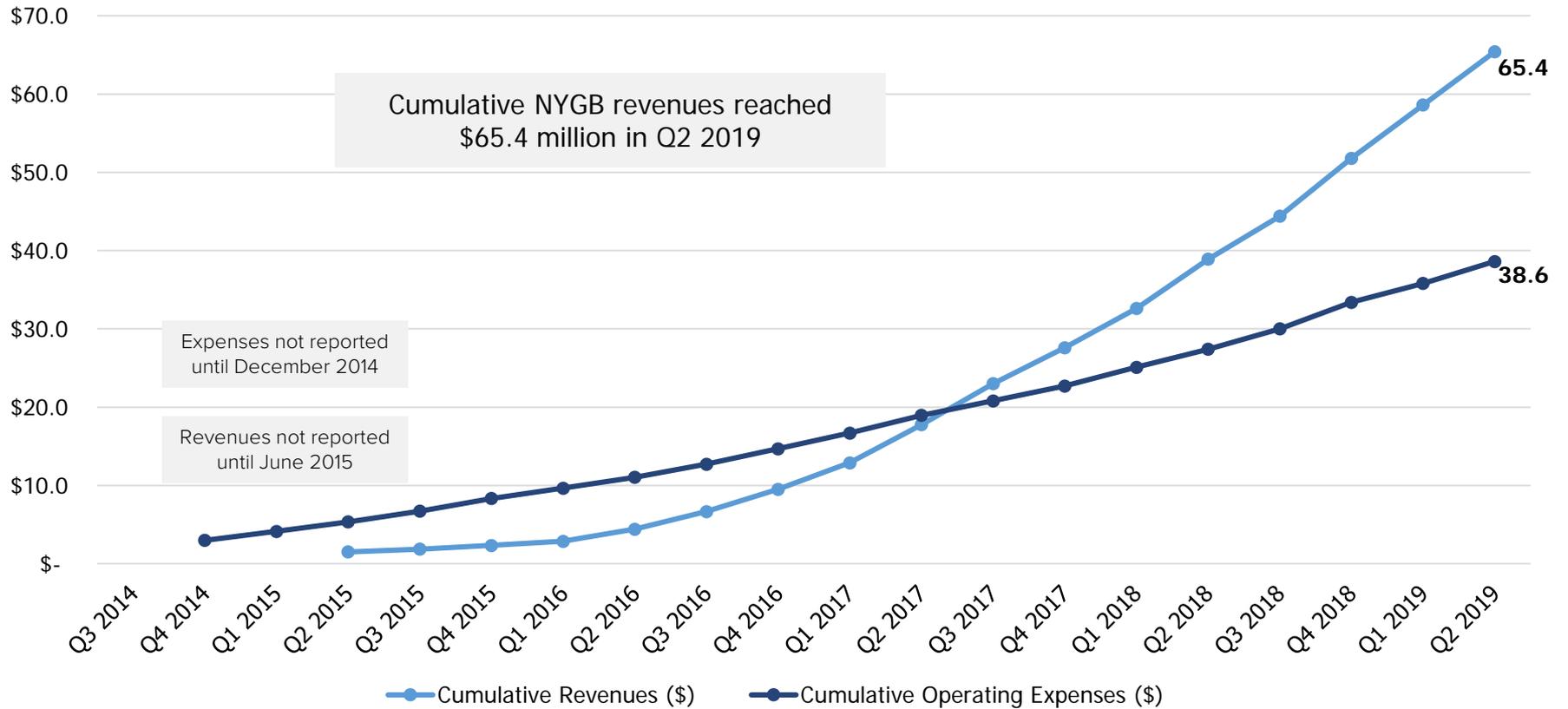
Revenues & Expenses (Quarterly)

Quarterly Revenues vs. Expenses (\$ million)



Revenues & Expenses (Cumulative)

Cumulative Revenues vs. Expenses (\$ million)



NYGB Analysis; SS&C Data

What's Coming Next?



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Albany, NY

Climate Leadership & Community Protection Act

- Signed into law July 18, 2019¹
- Codified Governor Andrew M. Cuomo's Clean Energy Commitment into Law
- Charts the path to a Carbon Neutral Economy by 2050
- Requires 100.0% Clean, Carbon-Free Electricity by 2040 and 70.0% Renewable Electricity by 2030
- Requires State agencies to invest 35.0% of clean energy and energy efficiency resources to benefit disadvantaged communities
- Deployment Requirements:
 - **9,000 MWs** of offshore wind by 2035
 - **6,000 MWs** of solar by 2025
 - **3,000 MWs** of energy storage by 2030
 - Reduce Statewide energy consumption by **185 trillion BTUs** below forecasted energy use in 2025

(1) See legislation.nysenate.gov/pdf/bills/2019/a8429.

The New York Times

New York to Approve One of the World's Most Ambitious Climate Plans

The state would pledge to eliminate net greenhouse gas emissions by 2050, with all its electricity coming from carbon-free sources.



New York will be required to get 70 percent of its electricity from renewable sources by 2030, and shift entirely to carbon-free power a decade later. Benjamin Norman for The New York Times



By [Jesse McKinley](#) and [Brad Plumer](#)

June 18, 2019



What's Coming Next

- **Representing NYS at Climate Week**
 - Green Bank Network members will be convening to discuss recent developments and specifically address approaches to supporting the low-carbon transport sector (September 24)
 - NYGB will participate in the Executive Fireside Chat at the Danish Cleantech Hub, addressing how countries can attract private capital for green investments (September 24)
 - NYGB will attend the “LED City and Utility Roundtable” hosted by The Climate Group (September 26)



What's Coming Next (cont.)

- **Key Service Provider Procurements**

- RFP 11 – Technical Services: Issued June 28, 2019, responses due August 8, 2019. Currently evaluating qualifications of potential technical advisors
- RFP 12 – Legal Counsel: To be issued shortly. Proposals sought from law firms interested in serving as outside legal counsel in connection with NYGB operations and investment activity
- For both RFPs, contracts expected to be in place by year-end

- **Next Quarterly Report**

- For the quarter ending September 30, 2019, the next Metrics, Reporting & Evaluation Quarterly Report will be filed with the PSC on November 14, 2019



Stay In Touch with NY Green Bank



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- All additional information is available on the website: www.greenbank.ny.gov
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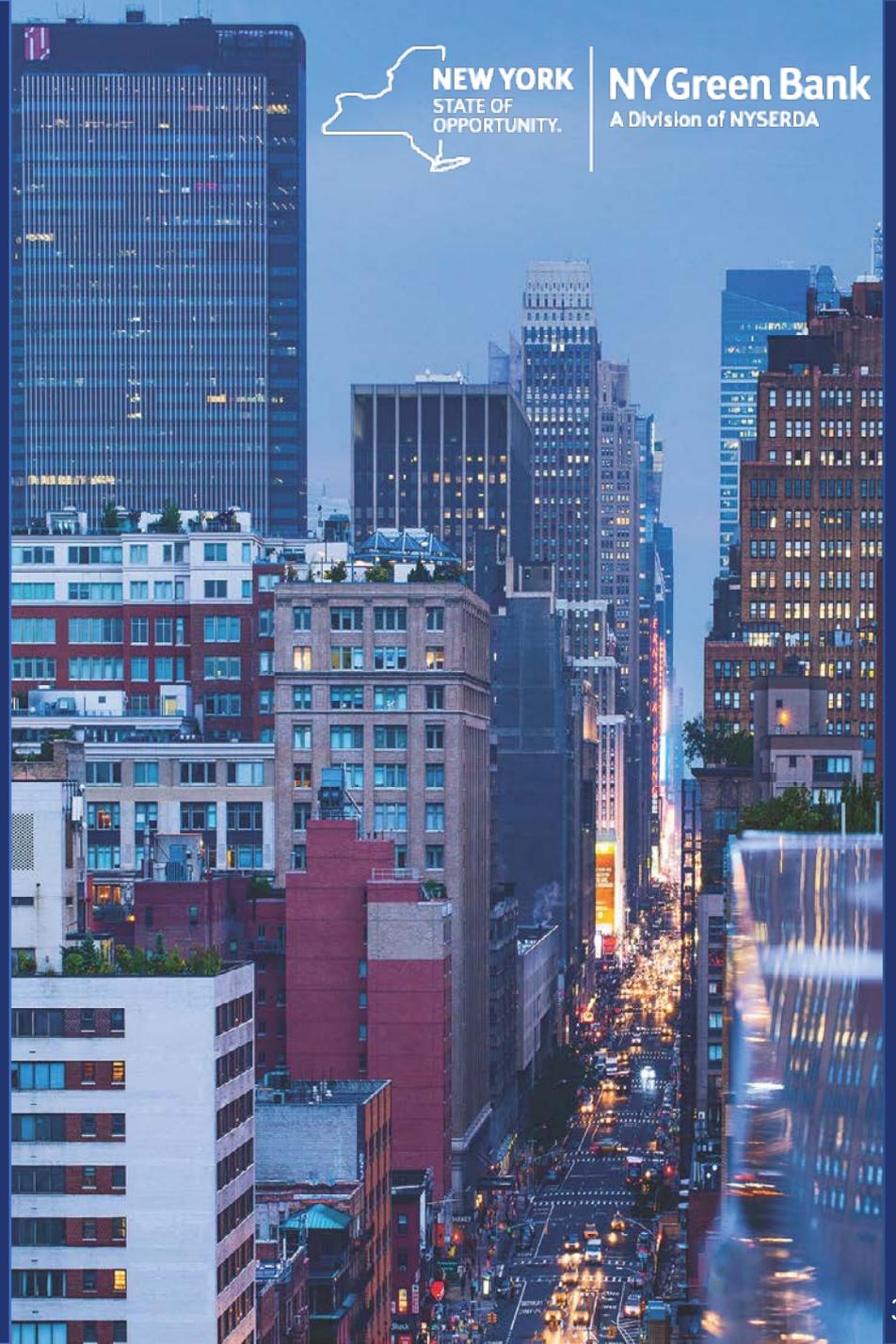


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Q&A



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