



NY Green Bank

COVID-19 Impacts Webinar

June 2, 2020



NEW YORK
STATE OF
OPPORTUNITY.

NY Green Bank
A Division of NYSERDA

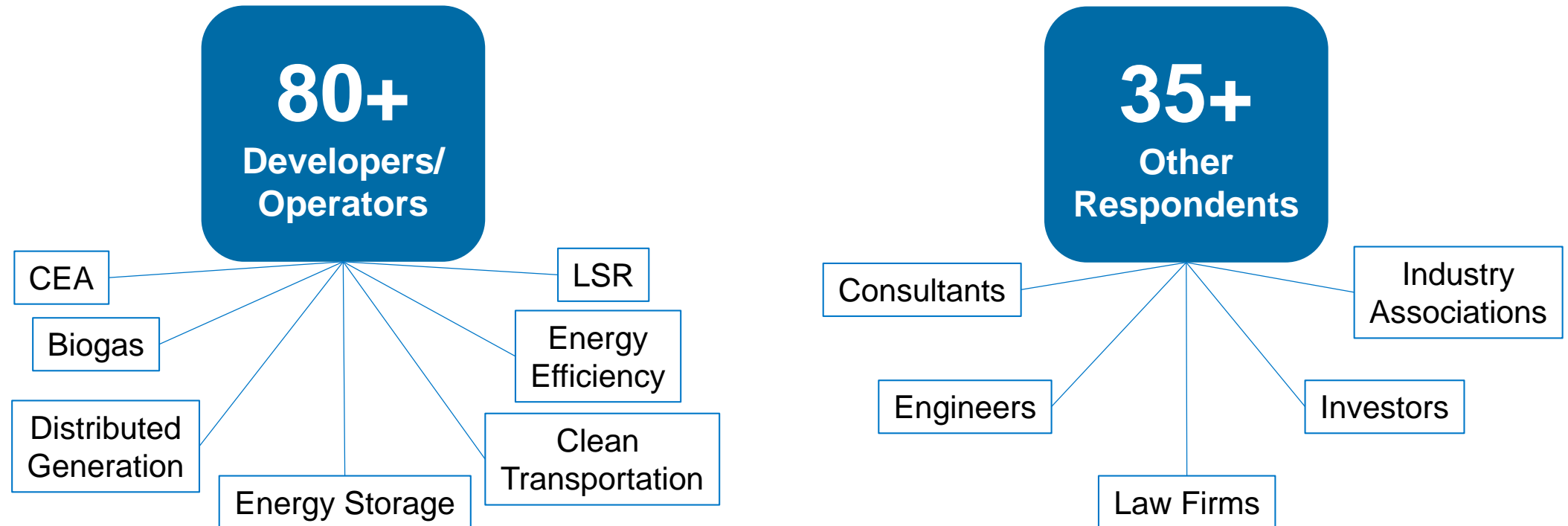
COVID-19 Survey Results



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Survey Respondents

140+ responses from C-suite and other senior executives representing all clean energy and sustainable infrastructure segments



Feedback from Developers & Operators

Survey respondents outlined the following concerns arising from the COVID-19 crisis

**Missing Key
Milestones**

**Supply Chain
Issues**

Revenue Pressures

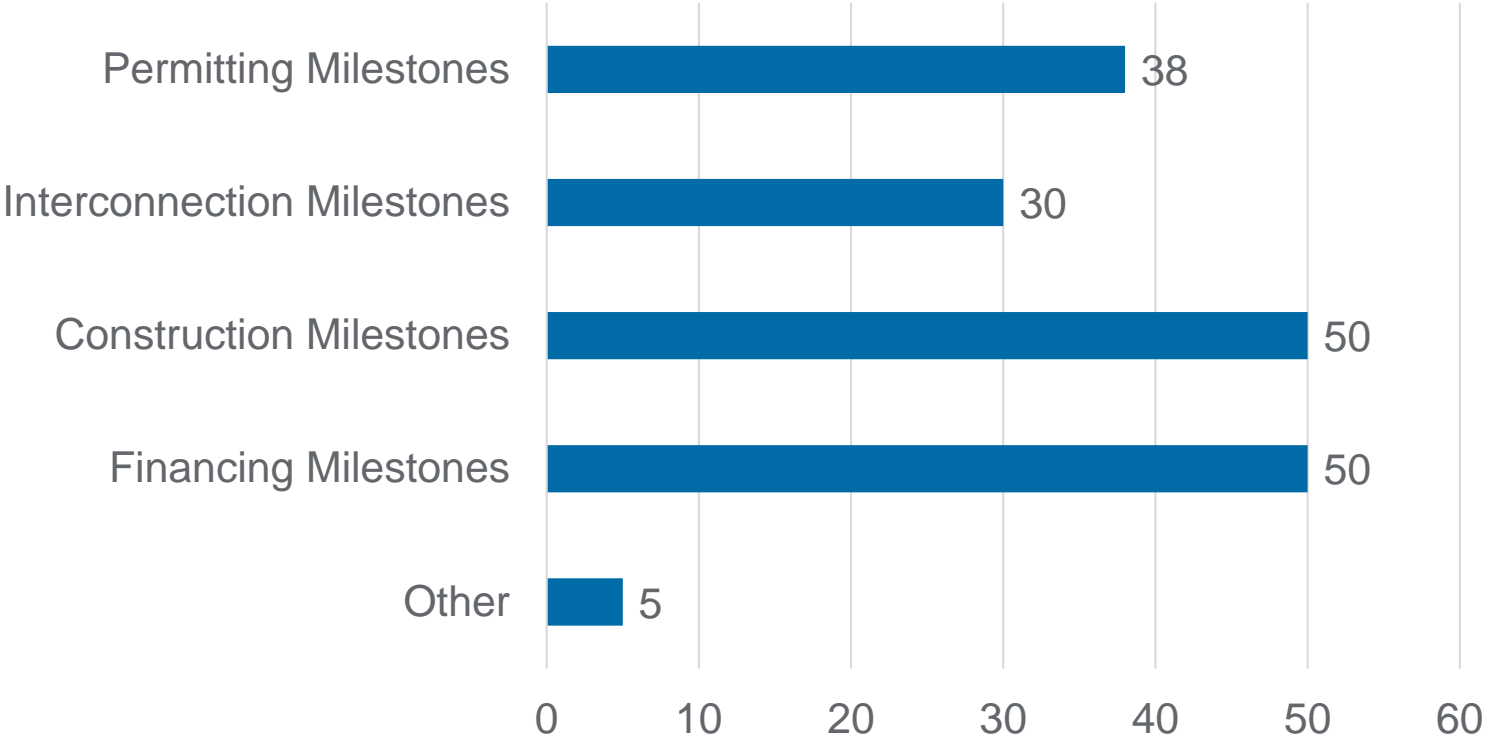
**Changes in Credit
Terms**

**Availability of
Project Capital**

**Availability of
Corporate Capital**

Developer/Operator Feedback

Concern about missing key milestones as a result of COVID-19



Developer/Operator Feedback

Supply Chain issues as a result of COVID-19

Delays in Equipment Sourced from Affected Areas

32

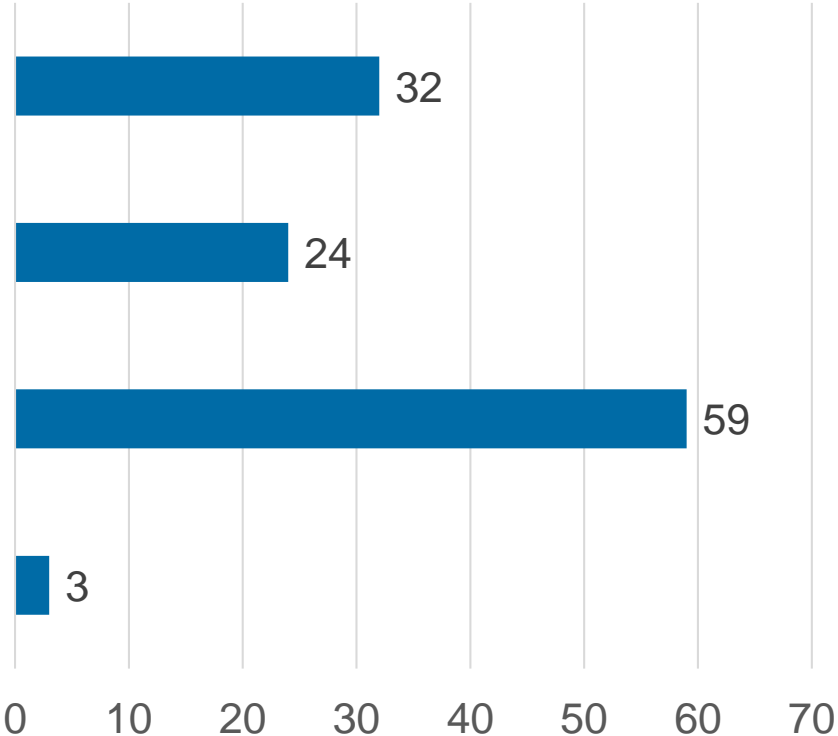
Delays in Other Materials Sourced from Affected Areas

24

Disruption in Contractors/Labor Needed for Project Implementation

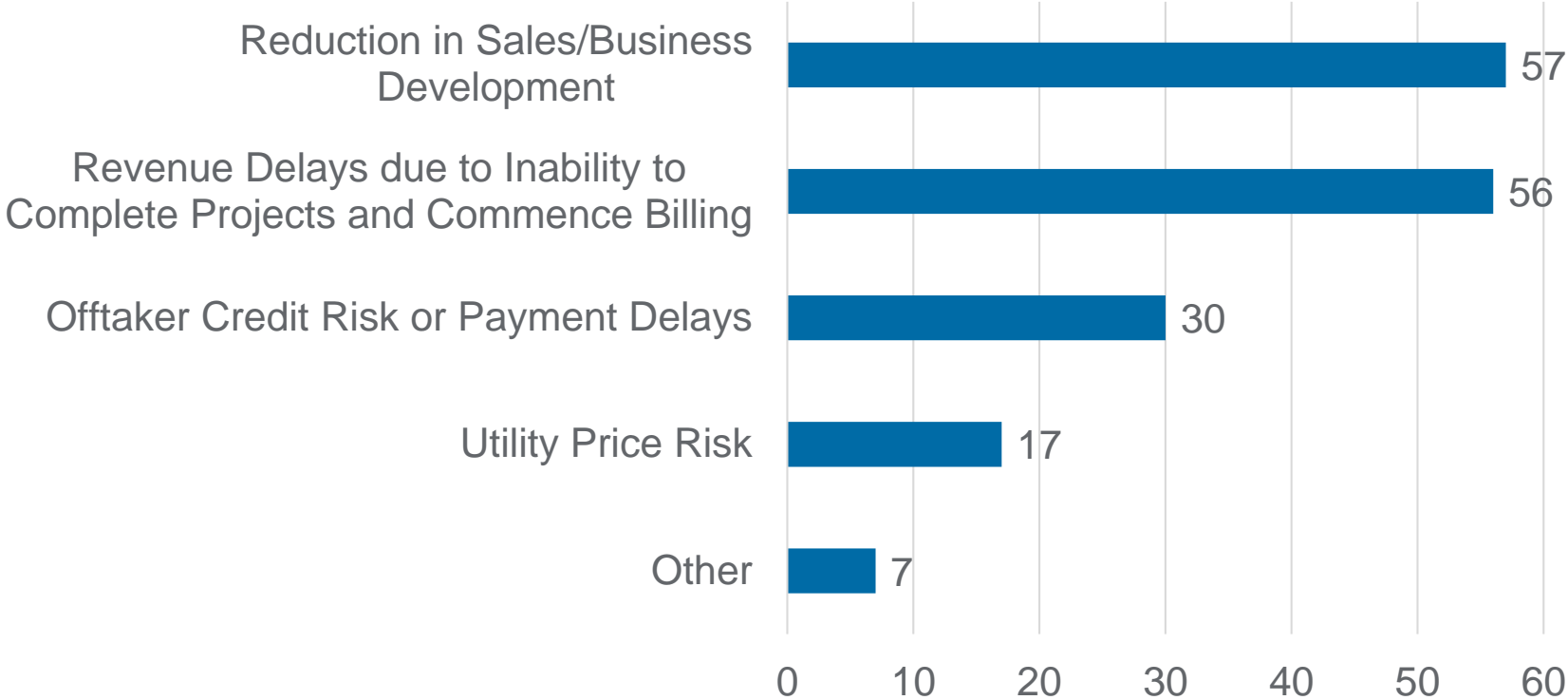
59

Other 3



Developer/Operator Feedback

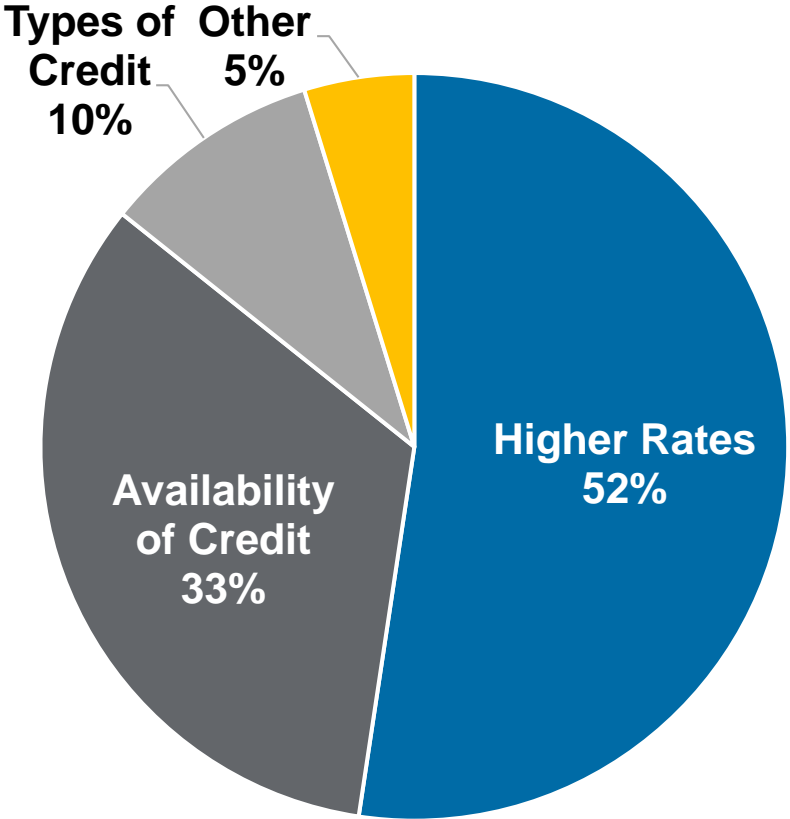
Revenue Pressures as a result of COVID-19



Selected Developer/Operator Comments

**Changes in
Credit Terms
as a result of
COVID-19**

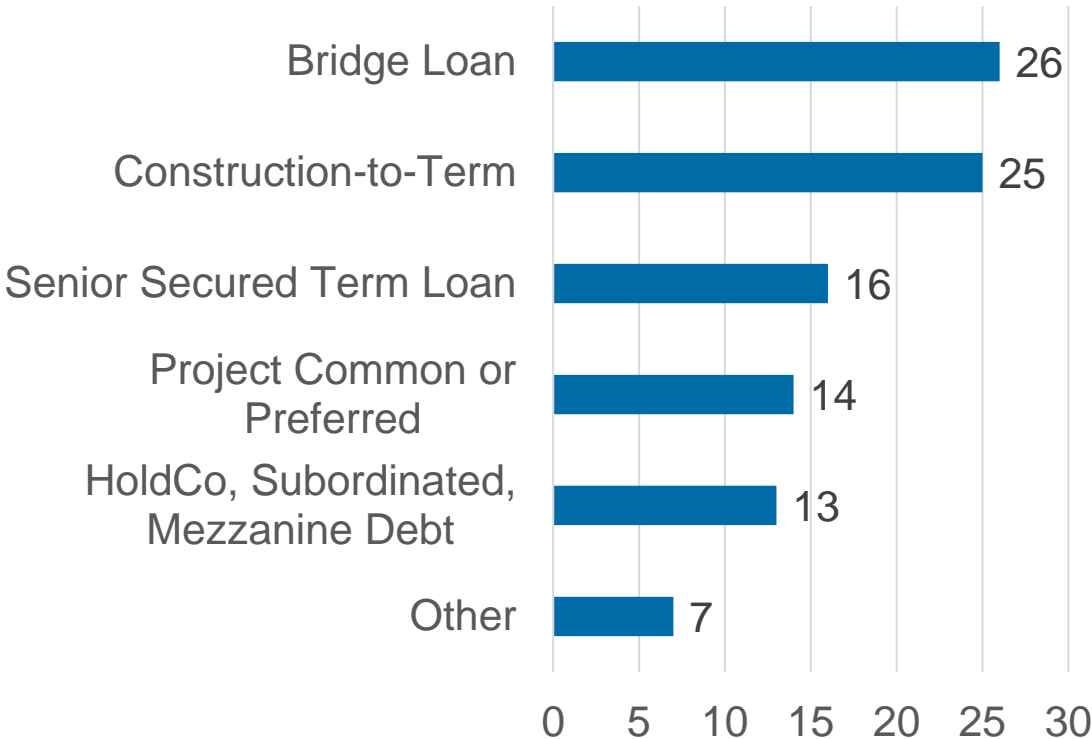
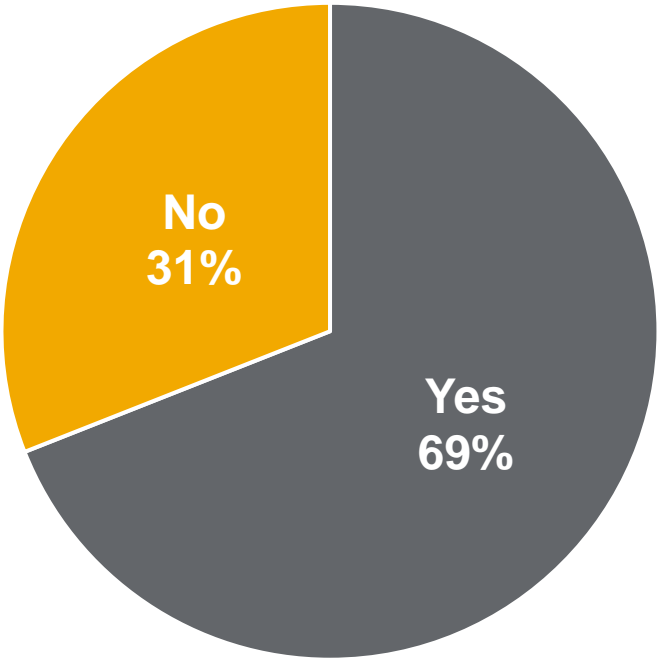
38% of respondents have already seen changes in credit terms



Developer/Operator Feedback

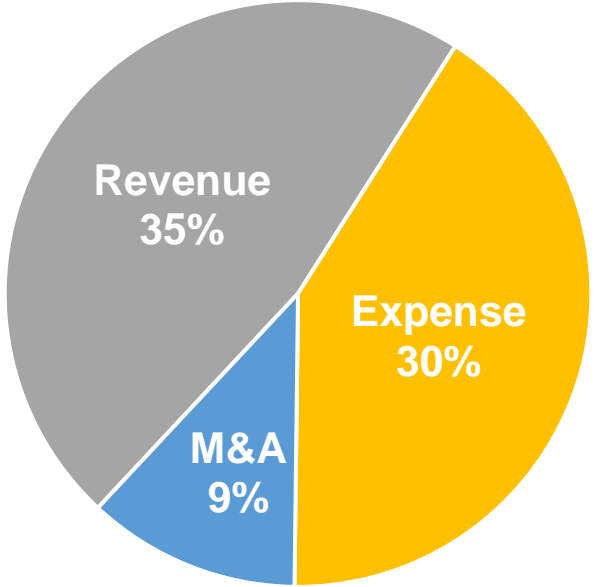
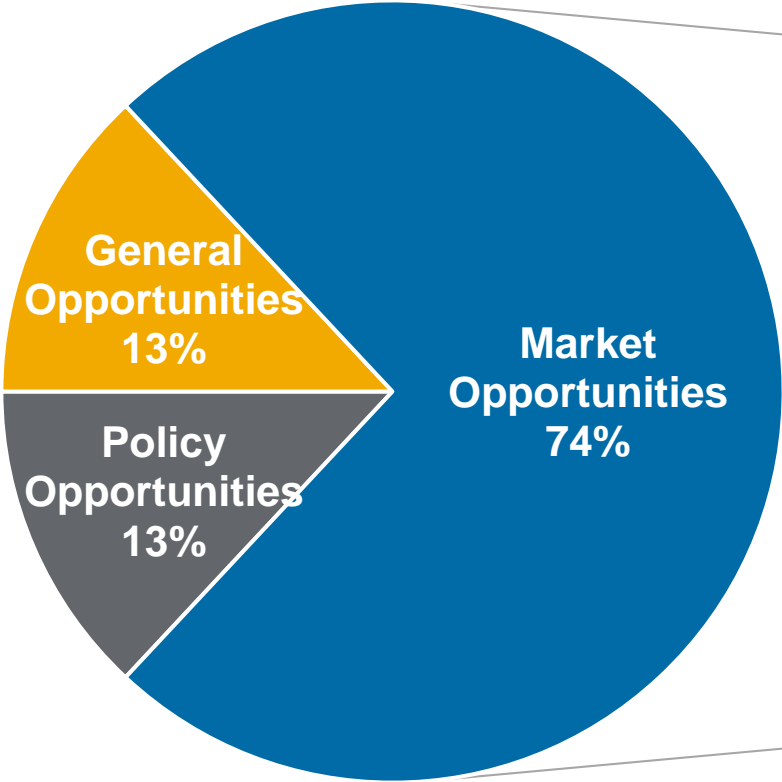
New Financing Needs as a result of COVID-19

Over two-thirds of respondents will have new financing needs



Developer/Operator Feedback

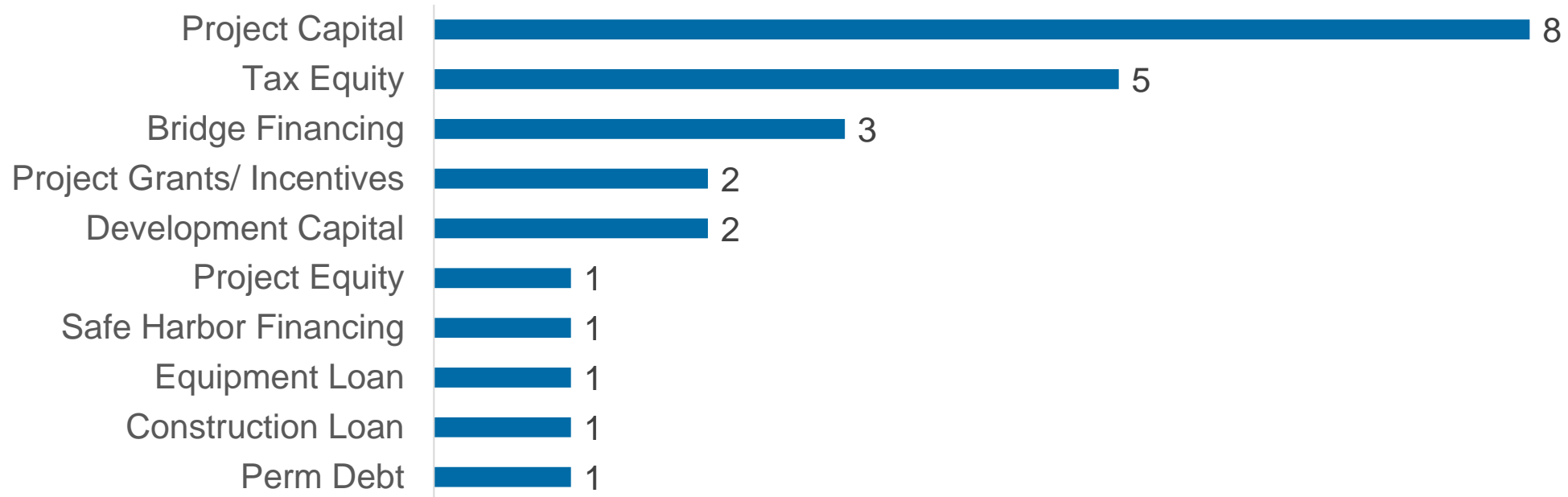
30 respondents see opportunity arising from COVID-19



Selected Developer/Operator Feedback

39 respondents anticipate post-PAUSE financing needs

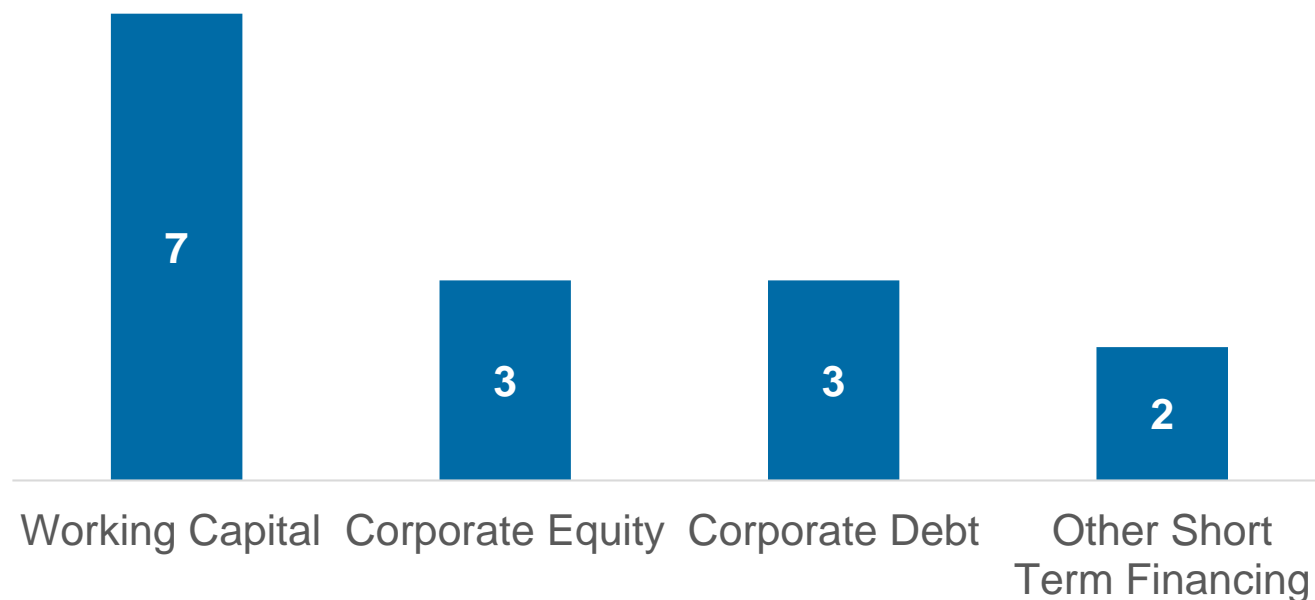
Project Capital Needs



Selected Developer/Operator Feedback

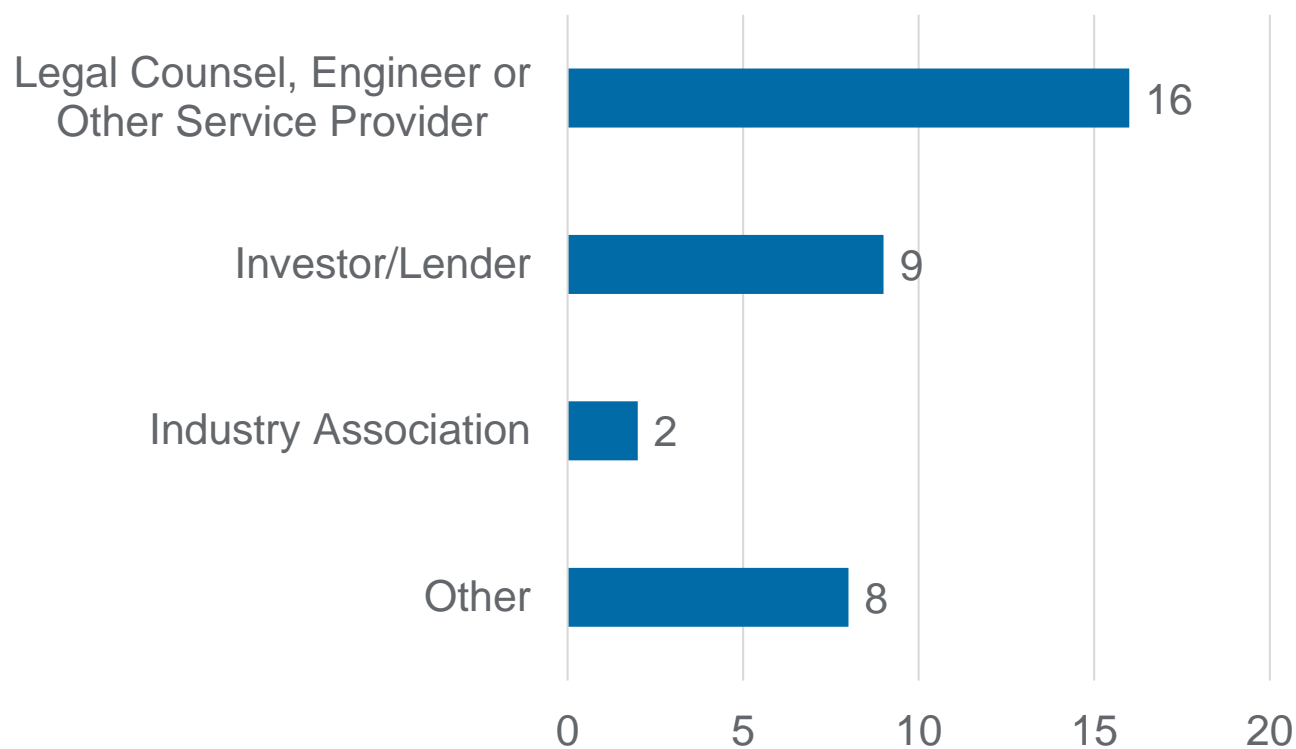
39 respondents anticipate post-PAUSE financing needs

Corporate Capital Needs



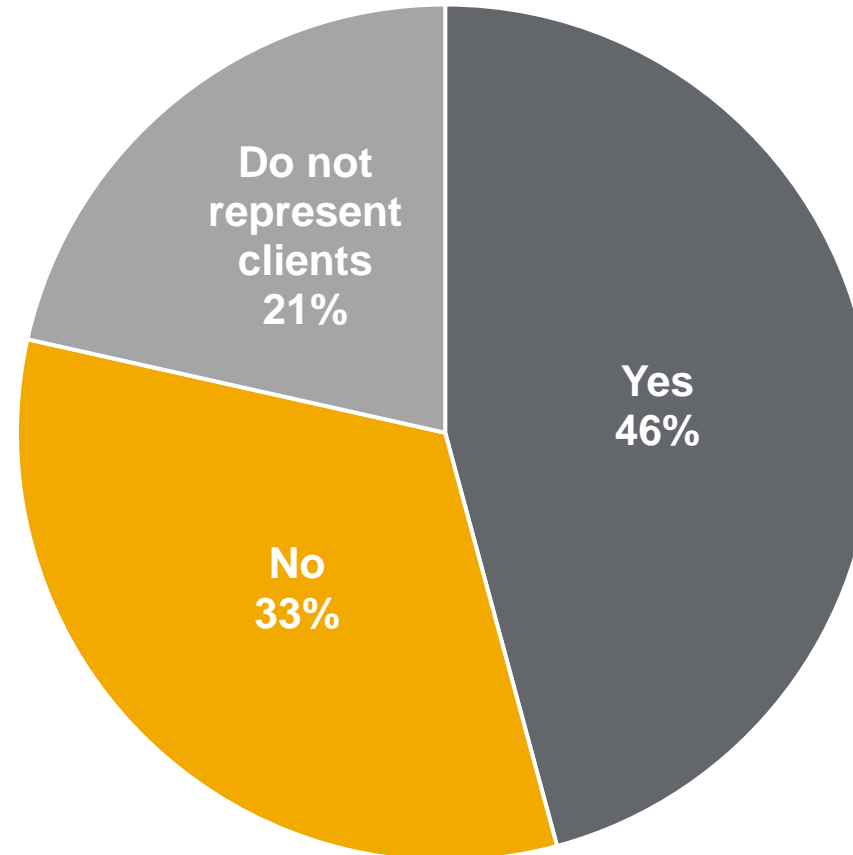
Summary of Other Respondents

35 respondents were not developers/operators, yet represent clients in the clean energy market



Other Respondent Feedback

Clients expressed new financing needs or barriers as a result of the COVID-19 crisis



Other Respondent Feedback: Financing Needs & Barriers

> **Financing Barriers:**

- Lack of available tax equity
- Low liquidity - private investors are pulling back or slowing deals
- Higher pricing on deals
- Uncertain terms and high credit barriers
- Lenders requiring more certainty of execution due to the lack of syndication market
- Uncertainty around construction timelines make lenders apprehensive

> **Top Financing Needs:**

- Lines of credit
- Bridge financing
- Working capital

A photograph of a farm scene. In the foreground, several black and white cows are grazing in a green field. In the middle ground, there is a large, multi-story farm building with a grey facade and several windows. To the right, a tall, cylindrical metal silo with a domed top stands prominently. The sky is blue with scattered white clouds. A semi-transparent blue banner is overlaid across the middle of the image, containing the title text.

NY Green Bank's Activities during COVID-19



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NY Green Bank Open for Business

Since NYS “PAUSE” on March 16, NY Green Bank has provided liquidity to market participants and will continue to do so in a relationship driven manner

- 4 transactions closed NYS “PAUSE”



\$13.9 M
Spruce



\$4.3 M
Eden Renewables



\$25.0 M
Inclusive Prosperity
Capital



\$10.0 M
Sunrun

- 10 fundings for previously closed transactions
- New transaction discussions continue at a strong pace

NY Green Bank Financing Solutions

39 respondents anticipate post-PAUSE financing needs

| Financing Need | NY Green Bank Solutions |
|--|--|
| Tax Equity/Project Equity | <ul style="list-style-type: none"> Better understand current concerns of their tax-equity partners and ways NYGB can potentially help address |
| Corporate Debt | <ul style="list-style-type: none"> Continue to provide corporate liquidity via asset-backed debt finance approaches |
| Development Capital, Project Debt and Long-Term Financing | <ul style="list-style-type: none"> Continue to offer Long Term Debt, Construction Financing, Project Development Capital |
| Short-Term Financing | <ul style="list-style-type: none"> Continue to offer interconnection financing, construction financing, aggregation financing and safe harbor financing, where applicable |
| Capital for Unrated Counterparties | <ul style="list-style-type: none"> Continue to utilize internal shadow ratings to establish rating and related pricing for unrated counterparties |
| Capital for Small-to-Mid Size Transactions | <ul style="list-style-type: none"> Continue to support small to mid size transactions (\$1 – 50 million) where there is the ability to replicate and scale |

Financing Approach to Address COVID-19

NY Green Bank is a relationship driven partner in working with borrowers to overcome COVID-19-related issues

- Deferral on interest and/or debt service payments for borrowers in good standing that represent hardship related to COVID-19 and represent they will use best efforts to use added liquidity for payroll purposes
 - Deferred amounts to be added to debt principal and debt tenor
- Provide liquidity via interconnect deposit financing to credible LSR and CDG participants with sufficient “skin in the game” via corporate guarantees and / or pledge of assets as collateral
- Flexible and creative in restructuring debt as needed for COVID-19 and PAUSE-related financial issues
- Flexible in terms of permitting existing borrowers to secure federal or state stimulus funding
- Structuring construction milestones to be contingent upon the date upon which PAUSE is ended and construction can begin
- Discussions welcome as to other creative and prudent ways to provide liquidity and flexibility related to PAUSE and post-PAUSE support

A close-up photograph of a person's hand, wearing a light-colored sweater, plugging a yellow charging cable into the charging port of a white electric vehicle. The background is blurred, showing other people and what appears to be a public charging station. A semi-transparent blue banner is overlaid across the middle of the image, containing white text.

**Contact us at info@greenbank.ny.gov
to discuss potential investment ideas**

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