



NY Green Bank
A Division of NYSERDA

NY Green Bank

Quarterly Metrics Report No. 17 (September 30, 2018)

Webinar | December 5, 2018

New York, NY

Agenda

Note: All data included in this quarterly update is current as of September 30, 2018, unless otherwise indicated

- **Performance**
 - Performance at a Glance – As of September 30, 2018
 - Progress Toward Targets – As of September 30, 2018
- **Portfolio Update**
 - Transaction Status & Active Pipeline
 - Year-on-Year Comparison
 - Active Pipeline - Technology, Geography & End-Users
 - Q3 2018 Transactions
 - Estimated Incremental Benefits
- **Objectives, Milestones & Deliverables**
 - Overarching Goals, KPIs & Metrics
 - FY 2018 – 19 Objectives
 - Progress Against FY 2018 – 19 Objectives
- **Estimated Progress Against FY 2018 – 19 Plan Deliverables**
- **Metrics**
 - Quarterly Metrics
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 - Investment Portfolio
 - Estimated Lifetime GHG Emission Reductions
 - Revenues & Expenses (Quarterly)
 - Revenues & Expenses (Cumulative)
- **What's Coming Next?**
- **Stay In Touch with NY Green Bank**
- **Questions**

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 illuminated against a dark blue twilight sky. Several skyscrapers are lit up, 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 – As of September 30, 2018

NYGB has further grown its investment portfolio, with **three** new transactions closed in the quarter, culminating in **\$580.1 million** in Overall Investments to Date

Stimulating New Clean Energy Proposals in the State

Proposals received for over **\$2.9 billion** in NYGB investment since inception

Strong Active Pipeline ⁽¹⁾

Active Pipeline of transactions moving towards closing is **\$581.9 million**

Driving Material Clean Energy Investments Across NYS

Investments support clean energy projects with total project costs between **\$1.44 and \$1.68 billion**, based on Overall Investments to Date of **\$580.1 million**

Mobilizing Capital

NYGB's investment portfolio as a whole represents expected mobilization ratio of **2.7:1**. Over 10-year cycle of investing and redeploying capital, estimated to at least meet **8:1**

Revenue Growth Maintaining Self-Sufficiency

\$44.4 million in cumulative revenues generated since inception, including **\$5.5 million** in Q3 2018. Cumulative Revenues in excess of Cumulative Expenses (**\$30.0 million**)

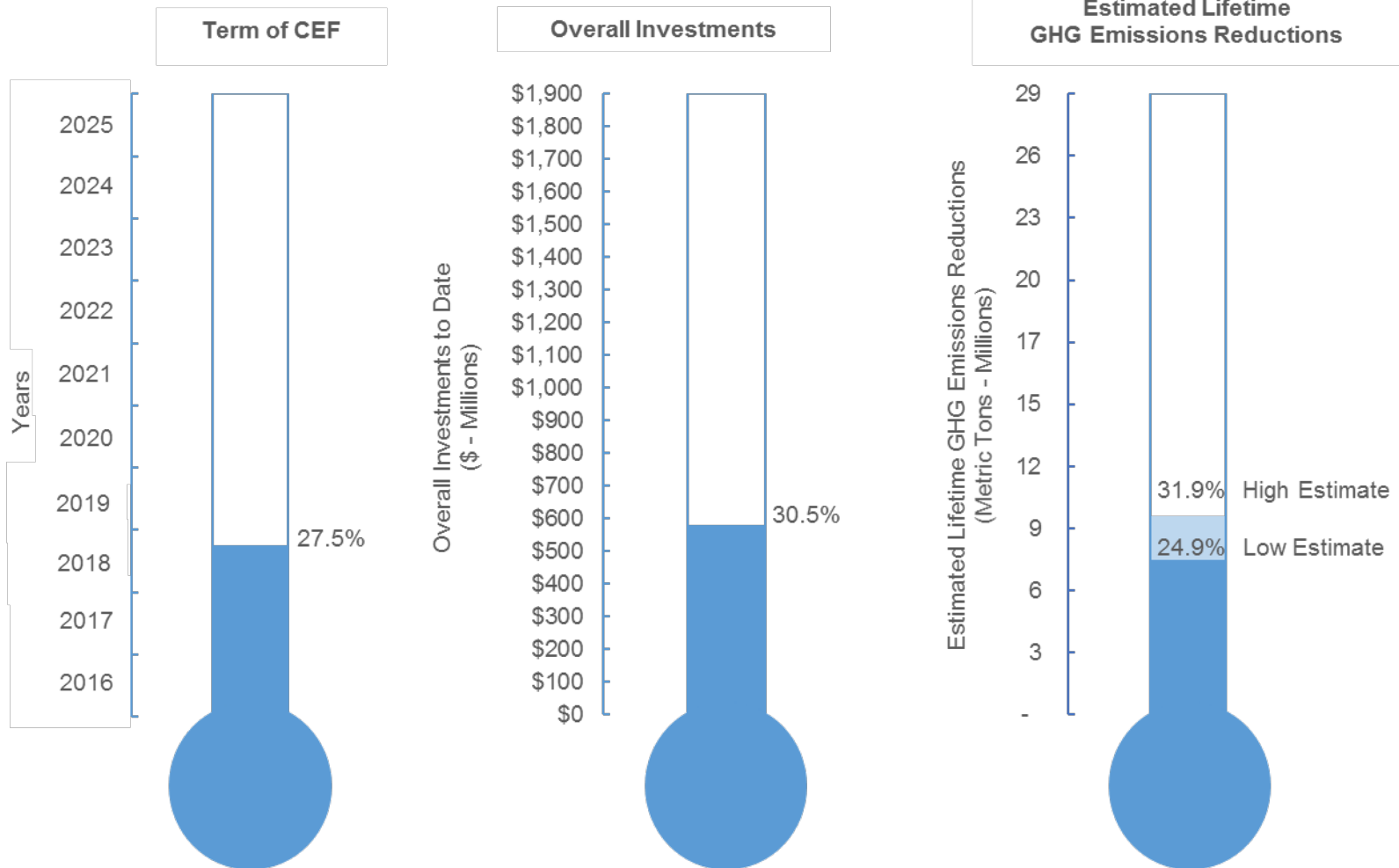
Contributing to CEF Objectives, REV & the CES

Estimated lifetime GHG reductions between **7.2 and 9.2 million metric tons**, equivalent to removing **69,500 – 88,300 cars** off the road for **24 years**

Q3 Metrics Report was filed November 14, 2018, 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 - As of September 30, 2018



A photograph of the Buffalo skyline at dusk, featuring the prominent Buffalo Tower and other buildings reflected in the water of a harbor with wooden piers.

Portfolio Update



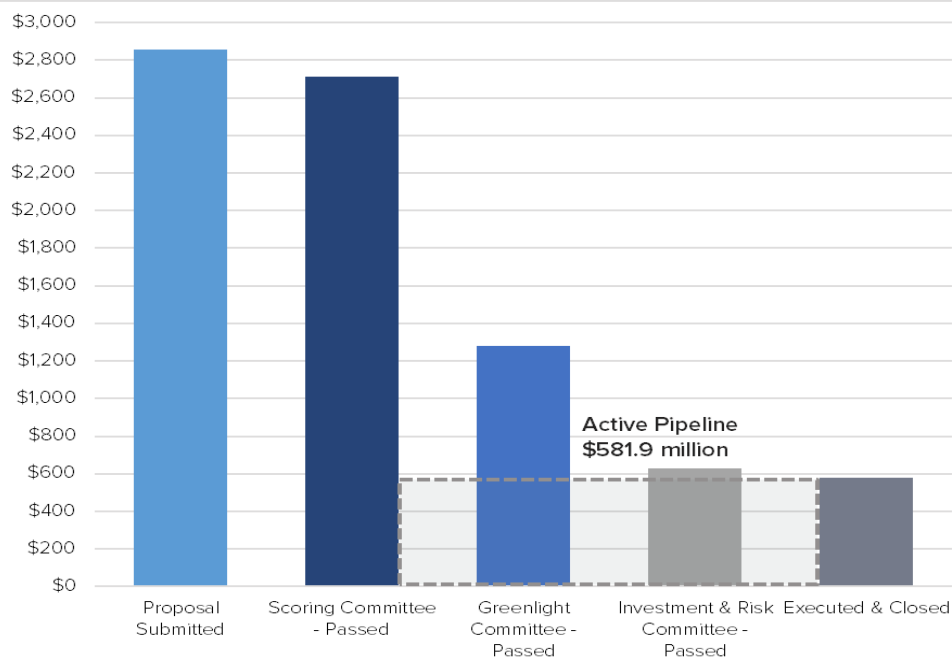
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Buffalo, NY

Transaction Status & Active Pipeline

Transaction Status & Active Pipeline (\$ million)



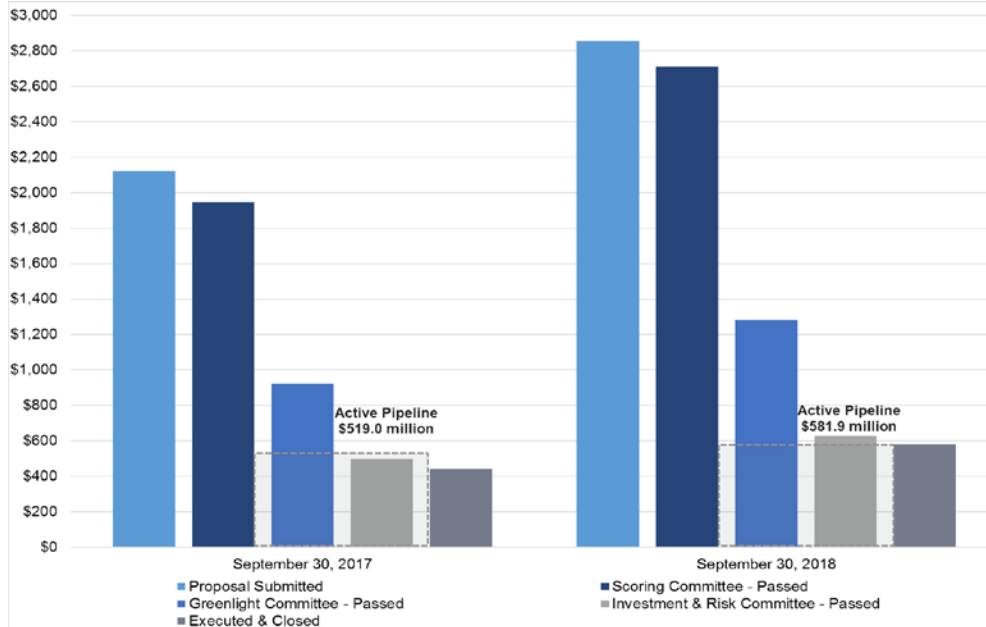
NYGB Analysis; DealCloud Data

Since inception through September 30, 2018:

- Over **\$2.9 billion** of proposals received and evaluated by NYGB's Scoring Committee
- Over **\$2.7 billion** of proposals passed Scoring Committee evaluation – representing potential investments that meet NYGB's mandate and proposal evaluation criteria
- Active Pipeline currently **\$581.9 million**
- \$1.3 billion** of proposals received Greenlight Committee recommendation for advancement
- \$629.0 million** of proposals vetted by the Investment & Risk Committee (IRC) and approved by NYSERDA's President & CEO
- \$580.1 million** of transactions closed - comprising Overall Investments to Date - mobilizing public and private investments to support in the range of **\$1.44 to \$1.68 billion** in Total Project Costs (Cumulative) for new clean energy deployment in the State

Year-on-Year Comparison

Transaction Status & Active Pipeline (\$ million)



NYGB Analysis; DealCloud Data

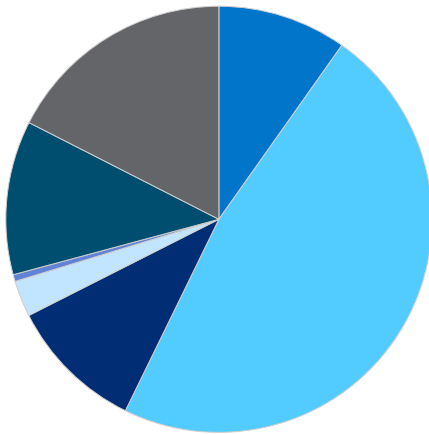
Comparing the last twelve months ending in September 30, 2018:

- Additional **\$732.4 million** of proposals received and evaluated by NYGB's Scoring Committee
- Additional **\$764.0 million** of proposals passed Scoring Committee evaluation
- Additional **\$357.3 million** of proposals received Greenlight Committee recommendation for advancement
- Additional **\$131.7 million** of proposals vetted by the IRC and approved by NYSERDA's President & CEO
- Additional **\$139.2 million** of transactions executed and closed

Active Pipeline – Technology, Geography & End-Users

Active Pipeline by Technology

Technology Distribution of Active Pipeline
(\$581.9 million)

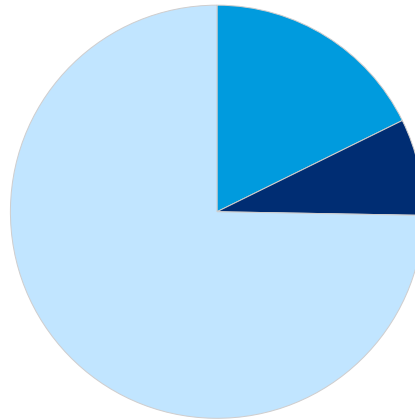


- Energy Efficiency
- Solar
- Wind
- Bioenergy
- Sustainable Transportation
- Other
- Multiple Technologies

NYGB Analysis; DealCloud Data

Active Pipeline by Geographic Distribution

Geographic Distribution of Active Pipeline
(\$581.9 million)

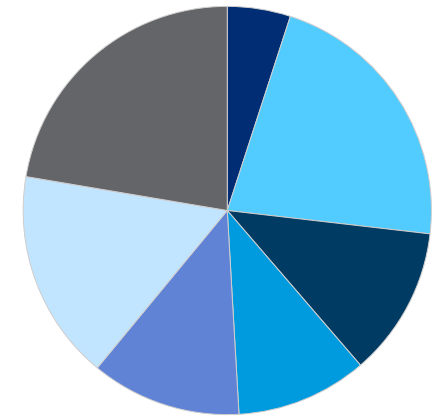


- Upstate
- Downstate
- Statewide

NYGB Analysis; DealCloud Data

Active Pipeline by End-Use Customer Segment

End-Use Segment Distribution of Active Pipeline
(\$581.9 million)



- Agricultural
- Community Distributed Generation
- Commercial & Industrial
- MUSH/Government
- Residential
- Utility-Scale/Grid Interconnected
- Multiple End-User

NYGB Analysis; DealCloud Data

Q3 2018 Transactions

In Q3 2018, NYGB executed three transactions, adding over \$57.8 million to the overall investment portfolio, totaling \$580.1 million in commitments made

NYCEEC/EcoSave Construction-to-Term Loan

- Financing to support the installation of energy efficiency improvements at a senior care facility in New York
- Reduces electricity use and achieves energy savings from fuel
- Reduces GHG emissions by up to **10,580 metric tons**
- **\$2.0 million** construction-to-term loan

BlueRock CDG Term Loan

- Financing to help drive standardization of community solar financings in NYS, supporting BlueRock Energy Solar Inc. in developing its current pipeline of **20.0 MWdc** community solar projects in NYS
- Reduces GHG emissions by up to **11,000 metric tons**
- **\$775,000** term loan

Delaware River Solar (“DRS”) Bridge & Term Loan

- Financing to further support the development of the **70.0 MWdc** DRS community solar portfolio in NYS
- Reduces GHG emissions by up to **1,083,900 metric tons**
- **\$55.0 million** term loan to finance up to **26** community solar projects in NYS

Estimated Incremental Benefits

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

**Investment
Impact up
to:**

1.1 million metric tons of GHG emissions reductions

71.0 MW of renewable energy installed capacity

2.1 million MWh of clean renewable energy

15,300 MWh of energy savings (electricity)

47,710 MMBtu of energy savings (fuel)

A composite image showing the Niagara Falls in the foreground and the illuminated city skyline of Niagara, NY in the background at dusk. The sky is a mix of purple, blue, and orange. 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 2018 – 19 Objectives

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

Put Ratepayer Money to Work

Commit **\$685.0 million** (cumulative) to NYGB investments over the fiscal year ending March 31, 2019, with an average of **\$56.25 million** in closed transactions per quarter.

Mobilize Capital

Maintain an average, portfolio-wide Mobilization Ratio of at least **3:1** (the ratio of Total Project Costs (Cumulative) to NYGB Overall Investments to Date), driving 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 Active Pipeline

Remain Self-Sufficient

Focus on: CDG Solar Projects, Energy Efficiency Markets, Energy Storage and Solar-Plus-Storage

Focus on LMI Communities

Work With Other Existing NYS Energy Programs & Initiatives

Mobilize Further Capital to Invest in NYS Sustainable Infrastructure

Perform Baseline Financial Market Transformation and Impact Evaluations

Maintain Transparency

Constantly Improve Operations & Follow Best Practices

Attract & Retain Required Staff

Progress Against FY 2018 – 19 Objectives

Objective	Objective	Progress
Put Ratepayer Money to Work	Commit \$685.0 million (cumulative) to NYGB investments by fiscal year end March 31, 2019	NYGB commitments of \$122.7 million in the first half of FY 2018-2019. \$580.1 million in Overall Investments to Date, representing 54.5% of annual target of \$225.0 million
Mobilize Capital	Achieve average mobilization ratio of 3:1 , and 8:1 across portfolio by end of CEF in 2025	NYGB's current portfolio-wide mobilization ratio is 2.7:1 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	\$44.4 million in revenues have been generated since NYGB's inception, including \$5.5 million in Q1 2018
Strong Active Pipeline	Maintain an Active Pipeline of at least \$450.0 million	Active Pipeline of potential investments proceeding to close is \$581.9 million
Reduce GHG Emissions	Contribute to CEF objectives and in turn REV and the CES	Current Portfolio represents up to: 561.8 MW of new clean energy installations in NYS, 16.2 million MWh of clean energy generation, 830,000 MWh saved, 4.42 million MMBtus saved, and estimated lifetime GHG reductions of between 7.21 and 9.25 million metric tons over the life of underlying projects



Progress Against FY 2018 – 19 Plan Deliverables

Category	Deliverable	Status in Quarter Ending September 30, 2018
Strong Active Pipeline		
<ul style="list-style-type: none"> Active Pipeline 	<ul style="list-style-type: none"> Maintain an Active Pipeline of at least \$450.0 million on average throughout the year. 	<ul style="list-style-type: none"> ✓ Achieved for this Quarter: Active Pipeline of \$581.9 million
<ul style="list-style-type: none"> Targeted Solicitation: Energy Storage 	<ul style="list-style-type: none"> Publicly issue RFI/RFP. <i>[RFI 4: "Financing Arrangements for Energy Storage Projects in New York State". Issued June 2018; closes December 31, 2018]</i> 	<ul style="list-style-type: none"> ✓ Achieved for the Plan Year: NYGB issued RFI 4 in June 2018 targeting energy storage developers and other market participants, in conjunction with the release of the NYS Energy Storage Roadmap.
	<ul style="list-style-type: none"> Convene energy storage market participants to identify specific market needs and advance product development. 	<ul style="list-style-type: none"> ✓ Achieved for the Plan Year: NYGB participated in all three of the NYSDPS/NYSERDA Technical Conferences on the Energy Storage Roadmap, presenting on NYGB financing opportunities within the storage sector.
<ul style="list-style-type: none"> Targeted Solicitation: Solar-Plus-Storage 	<ul style="list-style-type: none"> Publicly issue RFI/RFP. <i>[RFP 10: "Financing for CDG Solar Projects including Projects Paired with Energy Storage" issued October 2018. Open.]</i> 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: Due to be issued in October 2018.
	<ul style="list-style-type: none"> Convene solar-plus-storage market participants to identify specific market needs and advance product development. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: Due to be convened in November 2018. <i>[Power of Synergy: PV + Energy Storage Conference, November 13, 2018].</i>
<ul style="list-style-type: none"> Targeted Solicitation: Pay-for-Performance 	<ul style="list-style-type: none"> Publicly issue RFI/RFP. 	<ul style="list-style-type: none"> Not Started: NYGB is continuing to work closely with NYSERDA colleagues to determine and coordinate optimal market engagement strategy as relates to Pay-for-Performance.
	<ul style="list-style-type: none"> Convene energy efficiency market participants to identify specific market needs and advance product development. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: Due to be convened in November and December 2018. <i>[Pay for Performance Stakeholder Meeting, November 16, 2018].</i>

Progress Against FY 2018 – 19 Plan Deliverables (cont.)

Category	Deliverable	Status in Quarter Ending September 30, 2018
Strong Active Pipeline		
<ul style="list-style-type: none"> Targeted Solicitation: Tenant Improvement Financing 	<ul style="list-style-type: none"> Publicly issue RFI/RFP. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: NYGB is working closely with NYSERDA colleagues to determine and coordinate optimal market engagement strategy as relates to Tenant Improvement Financing.
	<ul style="list-style-type: none"> Convene large property owners and related stakeholders to identify specific market needs and advance product development. 	<ul style="list-style-type: none"> <input type="checkbox"/> Not Started: The date for this convening is yet to be determined and requires coordination with NYSERDA programs and initiatives.
<ul style="list-style-type: none"> Targeted Solicitation: Clean Energy for Low-to-Moderate Income (“LMI”) End-Users 	<ul style="list-style-type: none"> Publicly issue RFI/RFP. <p><i>[RFI 5: “Low and Moderate Income Participation in Community Distributed Generation Projects in New York State”. Issued November 2018, closing date December 31, 2018]</i></p>	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: Due to be issued in October 2018.
	<ul style="list-style-type: none"> Convene LMI stakeholders to identify specific market needs and advance product development. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: Due to be convened in November 2018. <i>[Completed series of five meetings with NYSERDA].</i>
Portfolio Driving Material Clean Energy Investments Across NYS		
<ul style="list-style-type: none"> Committed Funds 	<ul style="list-style-type: none"> Achieve an average of \$56.25 million in closed transactions per quarter. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Achieved for this Quarter: \$57.8 million of closed transactions in the quarter. <i>Average \$61.35 million (FYTD).</i>
	<ul style="list-style-type: none"> Commit \$685.0 million (cumulative) to NYGB investments as of March 31, 2019. 	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Ongoing & On Track: \$580.1 million Overall Investments to Date.

Progress Against FY 2018 – 19 Plan Deliverables (cont.)

Category	Deliverable	Status in Quarter Ending September 30, 2018
Portfolio Driving Material Clean Energy Investments Across NYS		
<ul style="list-style-type: none"> Evaluation 	<ul style="list-style-type: none"> Select independent consultant(s) and finalize scope(s) of work. 	<ul style="list-style-type: none"> ✓ Achieved for Plan Year: Independent consultant selected in July 2018.
	<ul style="list-style-type: none"> Work with NYSERDA and the independent consultant(s) to advance the baseline study of financial market transformation in accordance with the evaluation Work Plan. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: Financial Market Evaluation project commenced in July 2018, and market baselining activities are underway.
	<ul style="list-style-type: none"> Work with NYSERDA and the independent consultant(s) to advance the impact evaluation. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: NYGB solar PV assets were included in the NY-Sun Solar PV Evaluation study conducted in early 2018. NYSERDA is expected to publish the final evaluation report by the end of 2018.
Mobilizing Private Capital		
<ul style="list-style-type: none"> Mobilization Ratio 	<ul style="list-style-type: none"> Achieve an average, portfolio-wide Mobilization Ratio of at least 3:1, driving towards a ratio of 8:1 across all NYGB investments by the end of the CEF term in 2025. 	<ul style="list-style-type: none"> ✗ Not achieved for this Quarter: Portfolio Mobilization Ratio decreased to an average 2.7:1 in Q3 2018.
	<ul style="list-style-type: none"> Evaluate strategies to provide for third-party capital investment at the portfolio level while continuing to deliver more per ratepayer dollar for the benefit of all New Yorkers. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: NYGB continues to work with its advisors and other relevant stakeholders to evaluate third-party capital opportunities as announced by Governor Cuomo in Fall 2017.

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 November 14, 2018 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 (\$)	\$38.9 million	\$44.4 million
• Cumulative Operating Expenses (\$)	\$27.4 million	\$30.0 million
• Direct Operating Expenses (\$)	\$16.3 million	\$18.0 million
• Allocated Expenses (\$)	\$11.1 million	\$12.0 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 (\$)	\$91.6 million	\$116.9 million
▪ Deployed Funds (\$)	\$242.3 million	\$260.1 million
▪ Current Portfolio (\$)	\$333.9 million	\$376.9 million
▪ Overall Investments to Date (\$)	\$522.3 million	\$580.1 million
▪ Total Project Costs (Cumulative) (\$)	In the range of \$1.46 - \$1.70 billion	In the range of \$1.44 - \$1.68 billion
▪ Mobilization Ratio	Tracking at least 3:1 on average across portfolio	Tracking 2.7:1 on average across portfolio

Quarterly Metrics (cont.)

Quarterly Metric	Prior Quarter	Current Quarter
Investment Portfolio (cont.)		
▪ Portfolio Concentrations (%)	69.0% Renewable Energy	71.8% Renewable Energy
	9.7% Energy Efficiency	9.6% Energy Efficiency
	21.3% Other	18.6% Other
▪ Number & Type of NYGB Investments	27 – Renewable Energy	29 – Renewable Energy
	6 – Energy Efficiency	7 – Energy Efficiency
	5 – Other	5 – Other
▪ Number & General Type of NYGB Counterparties	53 – 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	55 – 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
▪ 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): 737,000 – 815,000 MWh; and 3.97 – 4.37 million MMBtu	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 749,000 – 830,000 MWh; and 4.01 – 4.42 million MMBtu
	Estimated Gross Lifetime Clean Energy Generated: 12.6 – 16.4 million MWh	Estimated Gross Lifetime Clean Energy Generated: 12.5 – 16.2 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): 50,500 – 56,100 MWh; and 252,000 – 276,000 MMBtu	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency): 51,300 – 57,100 MWh; and 254,000 – 279,000 MMBtu
	Estimated Gross First Year Clean Energy Generated: 526,000 – 682,000 MWh	Estimated Gross First Year Clean Energy Generated: 521,000 – 675,000 MWh
▪ 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: 7,070 – 8,640 MWh

Quarterly Metrics (cont.)

Quarterly Metric	Prior Quarter	Current Quarter
Investment Portfolio (cont.)		
▪ 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: 293 – 358 MWh
▪ 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: -(41,000 – 50,100) MMBtu
▪ 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: -(1,700 – 2,070) MMBtu
▪ Estimated Gross Clean Energy Generation Installed Capacity from CHP (MW), if applicable, for Committed Funds & Deployed Funds	1.6 MW	1.6 MW
▪ Estimated Gross Clean Energy Generation Installed Capacity (MW), if applicable, for Committed Funds & Deployed Funds	442.7 – 567.0 MW	438.5 – 561.8 MW
▪ Estimated Gross Lifetime GHG Emission Reductions (metric tons) for Committed Funds & Deployed Funds	7.27 – 9.33 million metric tons	7.21 – 9.25 million metric tons
Investment Pipeline		
▪ Active Pipeline (In the Quarter) (\$)	\$542.2 million	\$581.9 million
Investment Process		
▪ Proposals Received – Value (Cumulative) (\$)	\$2.7 billion	\$2.9 billion
▪ Approvals - Scoring Committee (Cumulative) (\$)	\$2.5 billion	\$2.7 billion
▪ Approvals - Greenlight Committee (Cumulative) (\$)	\$1.2 billion	\$1.3 billion
▪ Approvals - IRC (Cumulative) (\$)	\$614.6 million	\$629.0 million

Trends



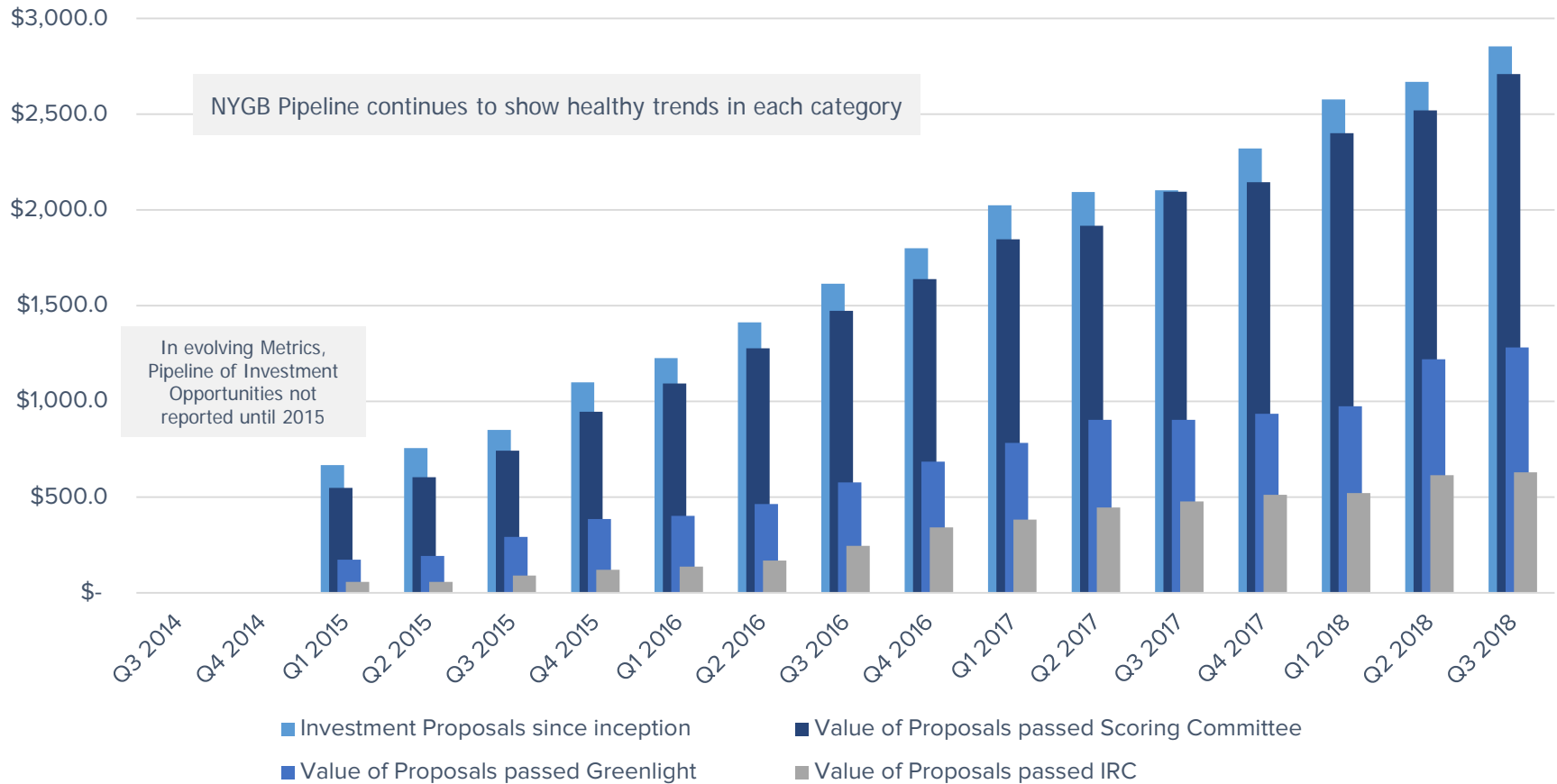
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Syracuse, NY

Pipeline of Investment Opportunities

NYGB Pipeline of Proposals & Approvals (\$ million)



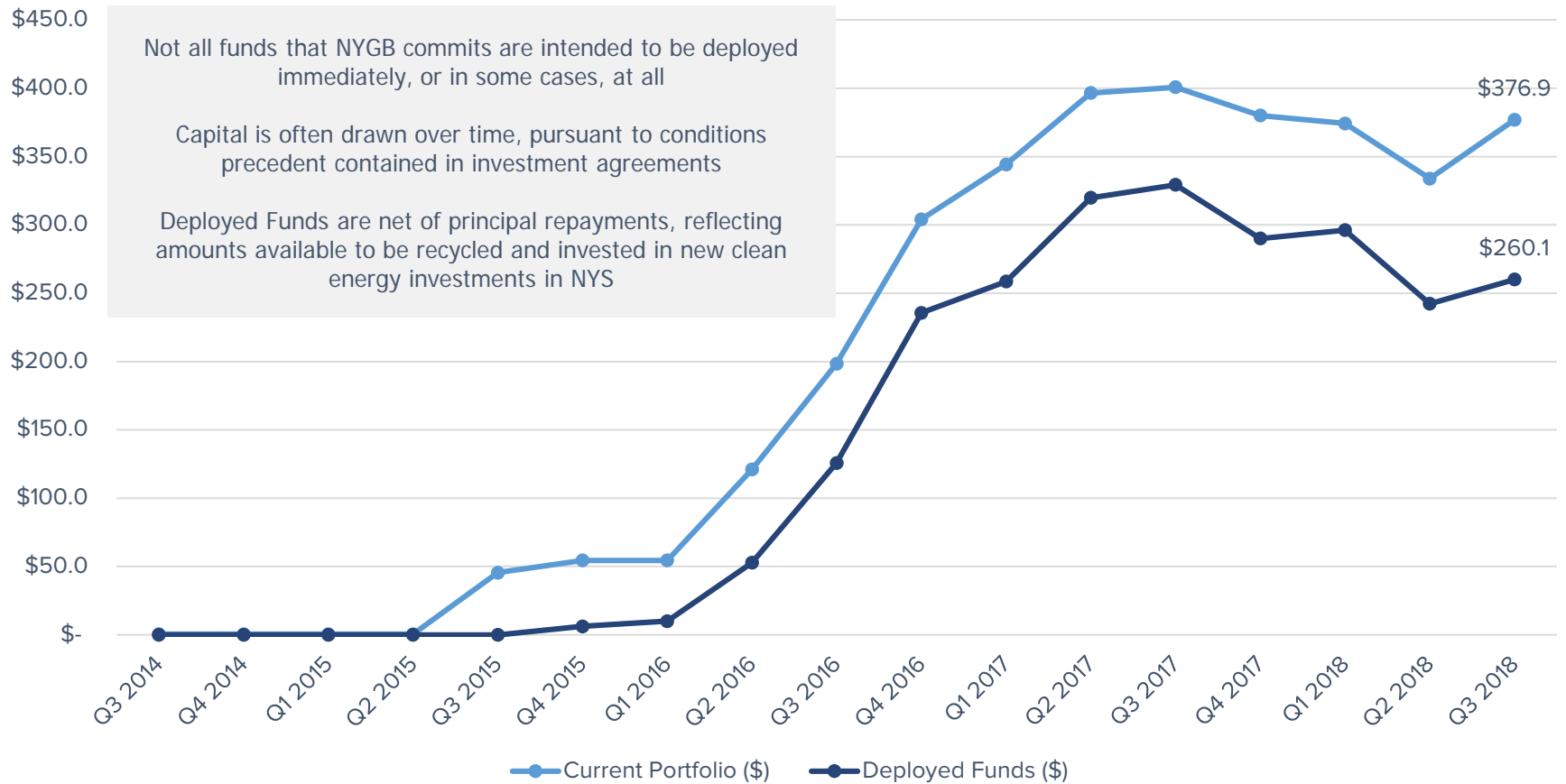
NYGB Analysis; DealCloud Data



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Investment Portfolio

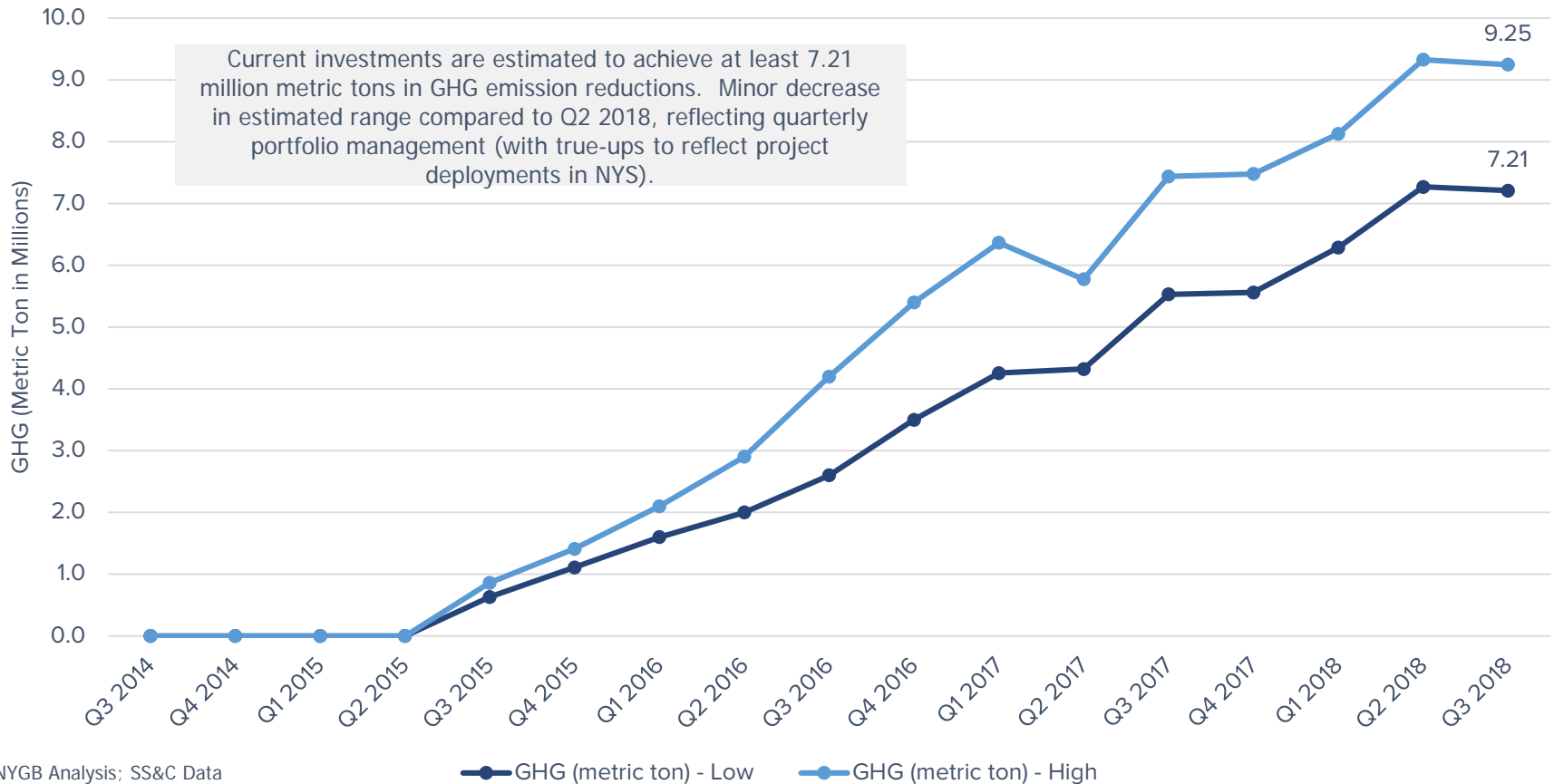
NYGB Current Portfolio vs. Deployed Funds (\$ million)



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

● GHG (metric ton) - Low

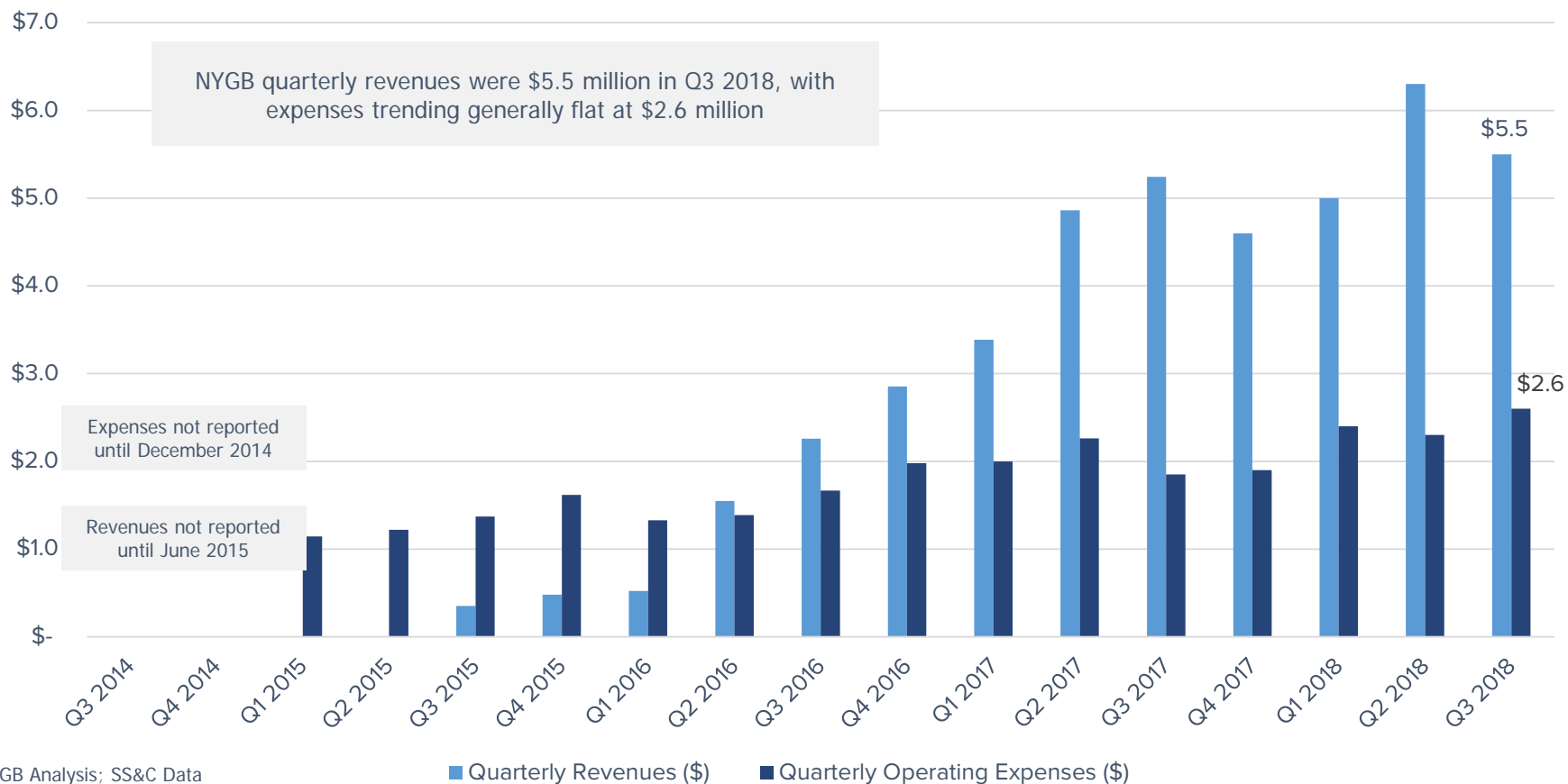
● GHG (metric ton) - High



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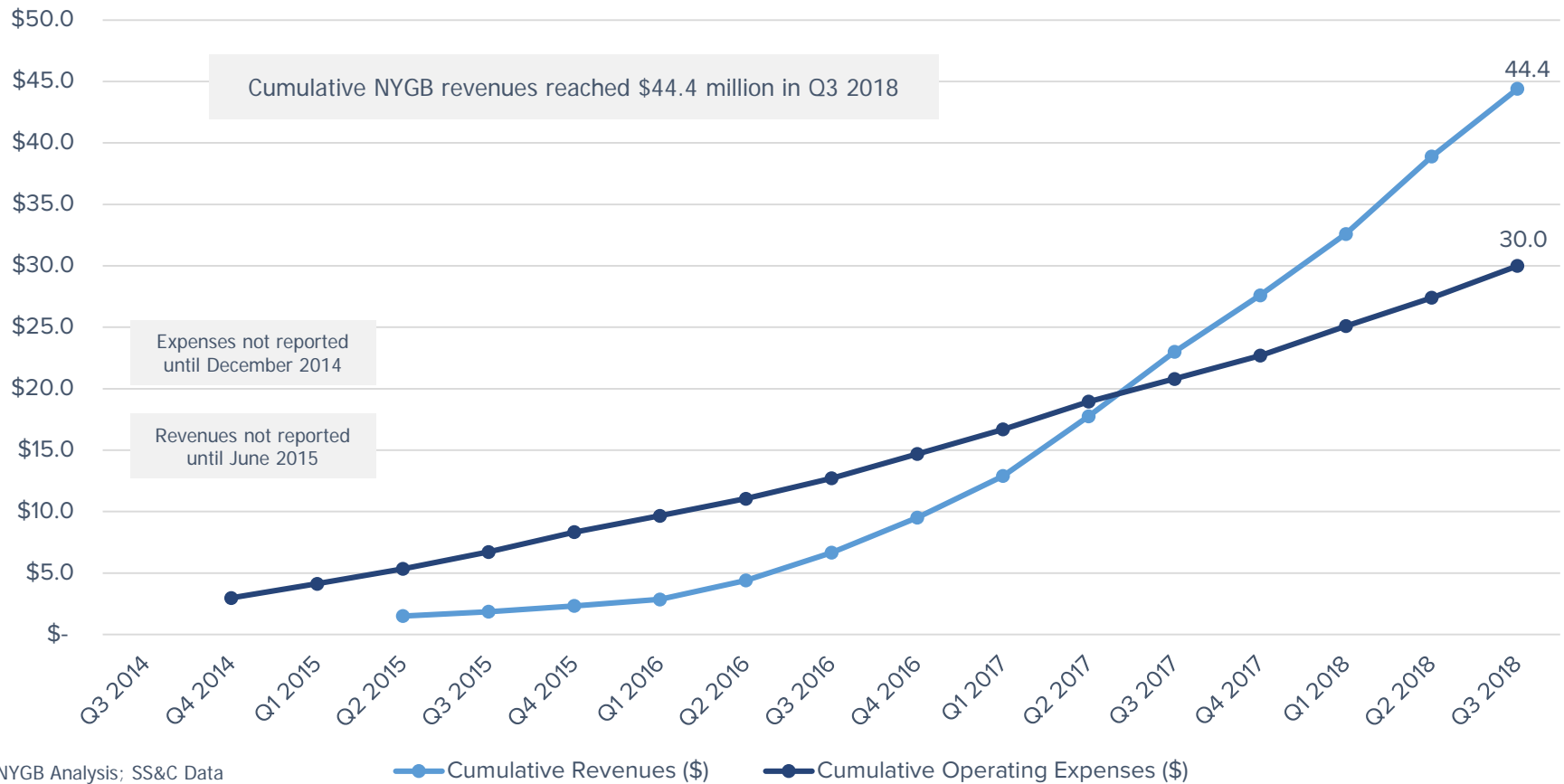
Revenues & Expenses (Quarterly)

Quarterly Revenues vs. Expenses (\$ million)



Revenues & Expenses (Cumulative)

Cumulative Revenues vs. Cumulative Expenses (\$ million)



NYGB Analysis; SS&C Data

● Cumulative Revenues (\$)

● Cumulative Operating Expenses (\$)

What's Coming Next?



NY Green Bank
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Albany, NY

What's Coming Next

- **Continuing to work in close coordination with market participants and NYSERDA in connection with high-priority initiatives:**
 - Energy Storage (1,500 MW in NYS by 2025)
 - Energy Efficiency (185 trillion BTUs below forecasted energy use by 2025)
 - Solar-Plus-Storage
 - LMI Community access to clean energy benefits
- **Next Quarterly Report**
 - For the quarter ending December 31, 2018 will be filed with the PSC on **February 14, 2019**

A night-time photograph of the Rochester, NY skyline. In the foreground, a waterfall cascades over a stone structure. The background features several illuminated skyscrapers and buildings against a dark blue twilight sky. The text 'Stay In Touch with NY Green Bank' is overlaid in white on a semi-transparent dark blue rectangular area.

Stay In Touch with NY Green Bank



NY Green Bank
A Division of NYSERDA

Rochester, NY

Stay In Touch with NY Green Bank

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- Sign up for our mailing list for periodic updates on our website [here](#)
- All additional information is available on the website: www.greenbank.ny.gov
- Follow us on social media:

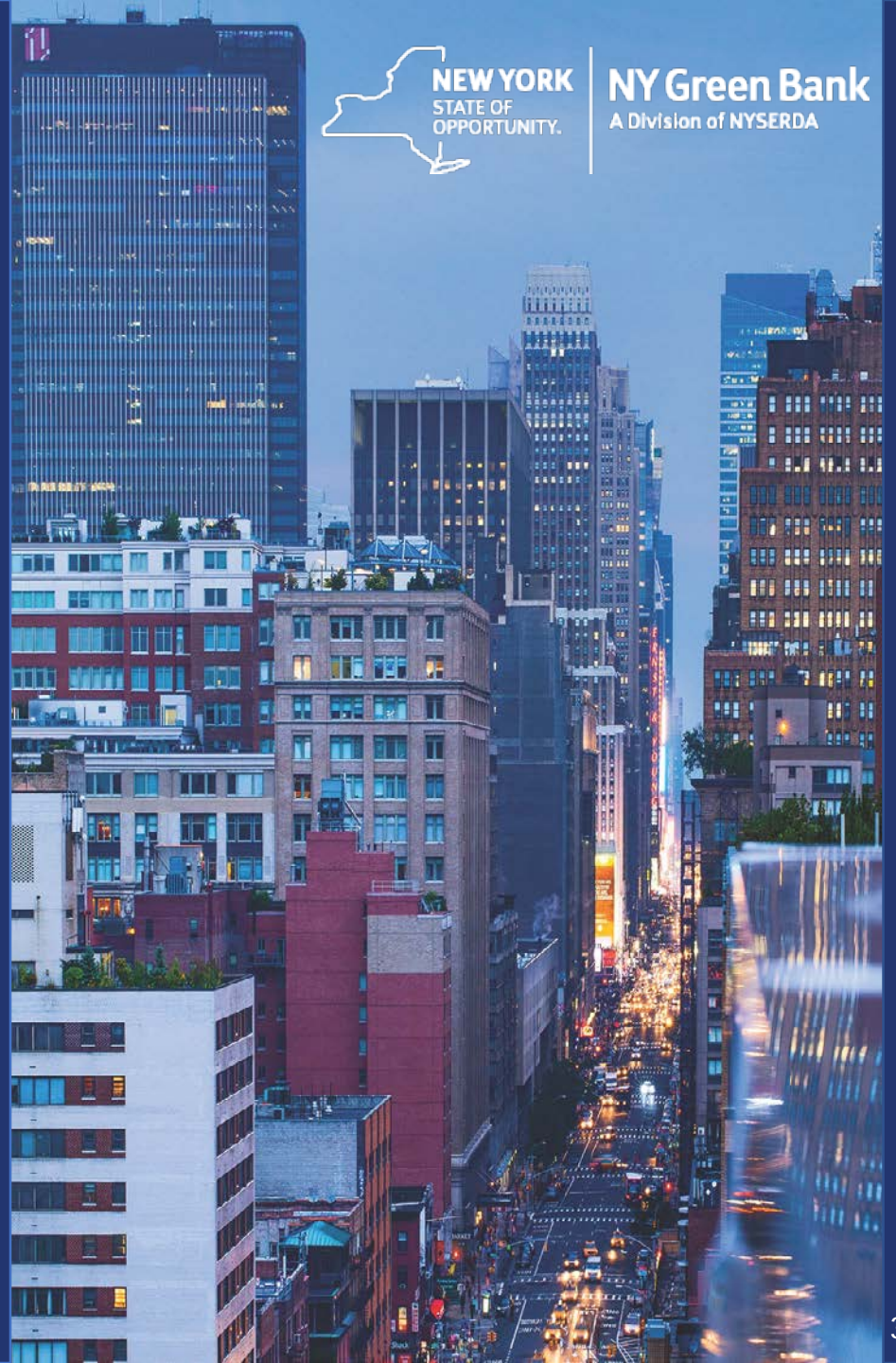


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Q&A



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