



**NY Green Bank**  
A Division of NYSERDA

# NY Green Bank

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Metrics, Reporting & Evaluation  
Quarterly Report No. 26  
(Through December 31, 2020)

Case 13-M-0412

02/16/2021

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## Schedule

### Transaction Profiles:

- Agbotic Restructuring – Construction to Term Loan (Agriculture – Sustainable Agriculture)
- CCR/Investec – Term Loan (Community Distributed Generation – Solar)
- Green Jobs - Green New York Companion Loan – Term Loan (Residential – Energy Efficiency)
- Eden, 3rd Upsize– Bridge Loan (Community Distributed Generation – Solar)
- RED Rochester – Term Loan (Commercial and Industrial – Energy Efficiency)
- OYA Solar – Term Loan (Community Distributed Generation – Solar)
- Daroga – Construction to Term Loan (Community Distributed Generation – Fuel Cell)

## 1 Highlights<sup>1</sup>

During the quarter ended December 31, 2020, NY Green Bank (“**NYGB**”) committed \$86.9 million across seven new investments.<sup>2</sup> Since its inception NYGB has committed more than \$1.2 billion to clean energy and sustainable infrastructure projects in New York State (“**NYS**” or the “**State**”).<sup>3</sup> During the quarter NYGB generated \$8.2 million in revenues, bringing its cumulative total since inception to \$108.4 million. NYGB’s investments continue to mobilize capital in NYS; at quarter end its portfolio was expected to support up to \$3.4 billion in project costs for clean energy and sustainable infrastructure projects.

### 1.1 Performance at a Glance as of December 31, 2020<sup>4</sup>



Figure 1 Progress Toward Fiscal Year 2020-2021 Annual Investment Target (\$225.0 million)

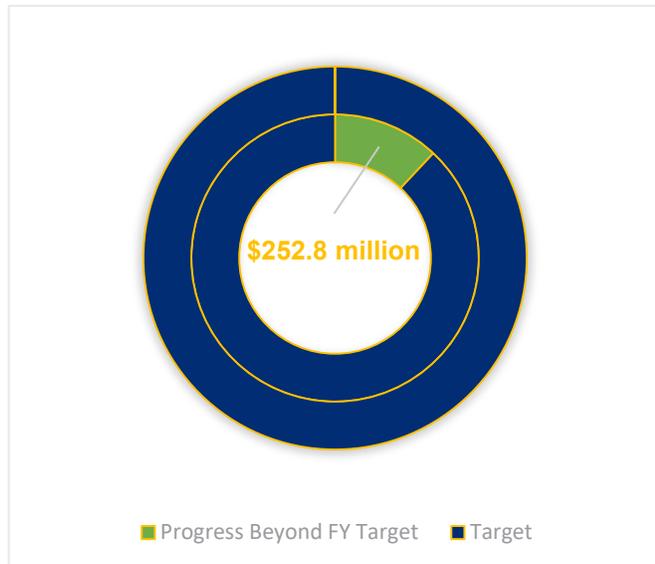
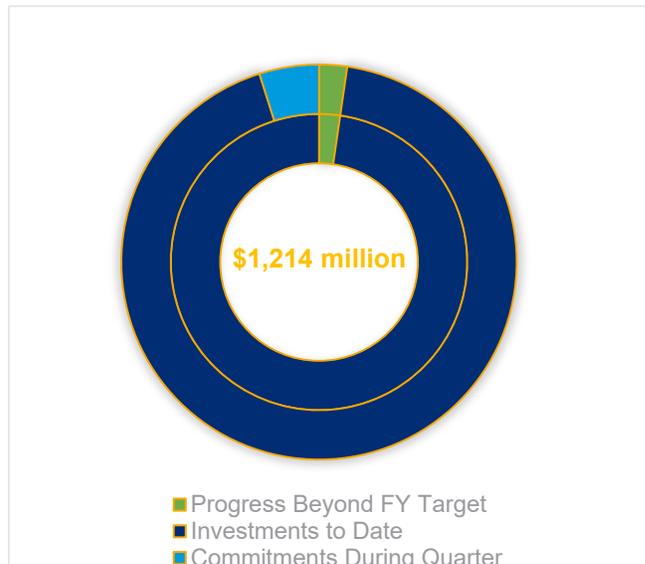


Figure 2 Progress Toward Fiscal Year 2020-2021 Overall Investment Target (\$1,184.9 million)



1 This Quarterly Report (“**Report**”) is filed by NYGB with the NYS Public Service Commission (the “**Commission**” or the “**PSC**”) pursuant to the Metrics, Reporting & Evaluation Plan developed in consultation with the Department of Public Service (“**DPS**”) and filed with the Commission (the “**Metrics Plan**”). Defined terms used in the text of this Report but not separately described have the meanings respectively given to them in the Metrics Plan.

2 The period April 1, 2020 to March 31, 2021 is referred to as the Plan Year of Fiscal Year (“**FY**”) throughout this Report.

3 See: <https://greenbank.ny.gov/-/media/greenbanknew/files/2020-Business-Plan-NYGB.PDF?la=en>

4 NYGB’s investments to date drive estimated gross lifetime greenhouse gas (“**GHG**”) emissions reductions equivalent to removing between 169,494 to 259,911 cars from the road for a period of 23 years.

## 2 Business Update

NYGB's investment activities fall into two broad categories, which include:

- (a) Transactions that have closed, which collectively comprise NYGB's Investment Portfolio, discussed in [Section 2.1](#); and
- (b) Transactions that are in process but not yet closed, which collectively comprise NYGB's Active Pipeline, discussed in [Section 2.2](#).

### 2.1 Investment Portfolio Activity

NYGB's current portfolio was more than \$733.1 million at quarter end, registering for the fourth consecutive quarter the highest end-of-quarter total since the inception of the fund. NYGB continued to provide flexible capital to active project developers, owners, service providers and manufacturers of NYS clean energy and sustainable infrastructure projects. *Table 1* summarizes investment activity made during the quarter ended December 31, 2020. Full Transaction Profiles for the investments described in this [Section 2.1](#) are also included in the [Schedule – Transaction Profiles](#) to this Report. Additionally, NYGB's Transaction Profiles are publicly available at [www.greenbank.ny.gov/Investments/Portfolio](http://www.greenbank.ny.gov/Investments/Portfolio).

*Table 1 New Investments*

New Transactions	Description	NYGB Commitment	Closing Date
<b>Agbotic - Restructuring</b>	In 2019 NYGB committed \$6.0 million to finance the construction and operation of a cluster of energy efficient robotic greenhouses developed by Agbotic, Inc. In October 2020, NYGB amended the transaction and increased its commitment amount by \$1.0 million to fund short-term working capital needs in response to business disruptions caused by COVID-19. The project is located in Sackets Harbor, NY and grows certified organic produce for sale into local markets, while the Project's energy efficiency measures and on-site generation are expected to reduce GHG emissions.	<b>\$1.0 million</b>	10/29/20
<b>CCR/Investec</b>	NYGB entered into agreements with affiliates of Cypress Creek Holdings, LLC (" <b>CCR</b> ") to provide a \$15.0 million participation in a syndicated term loan to refinance a portfolio of 211 operating assets across 12 states. This transaction is expected to support the deployment of up to 26 megawatts (" <b>MW</b> ") of solar in NYS providing residents and businesses with a greater variety of energy choices and, ultimately, lower-cost clean energy opportunities.	<b>\$15.0 million</b>	10/30/20
<b>Green Jobs – Green New York Companion Loan</b>	NYGB committed up to \$5.0 million to purchase individual residential loans through NYSEERDA's Green Jobs – Green New York Program. These loans will finance the installation of energy efficiency and other eligible technologies for residential customers in NYS for projects exceeding current program loan limits. This transaction is expected to provide NYS residents a greater variety of energy choices and, ultimately, lower-cost clean energy.	<b>\$5.0 million</b>	11/16/20
<b>Eden 3<sup>rd</sup> Upsize</b>	In November 2019 NYGB provided a 24-month senior secured \$2.5 million bridge loan facility to Eden Devco Borrower LLC, which is owned by Eden Devco LP, a limited partnership that is managed by Eden Renewables LLC. In	<b>\$1.4 million</b>	12/15/20

	March 2020, NYGB increased the Bridge Loan size to \$4.3 million. In August 2020, NYGB further increased the bridge loan size to \$6.3 million. Loan proceeds will finance project interconnection deposits to National Grid for community distributed generation (“ <b>CDG</b> ”) solar projects.		
<b>RED Rochester</b>	NYGB provided \$25.0 million to participate in a syndicated loan facility to RED Rochester, LLC, a company sponsored by Ironclad Energy Partners LLC, a portfolio company of funds managed by Stonepeak Infrastructure Partners. This transaction is part of a \$100.0 million credit facility that includes financing from National Bank of Canada and East West Bank. The transaction demonstrates NYGB’s commitment to support energy efficiency projects and marks NYGB’s first financing of a district energy system with a pipeline of industrial energy efficiency projects.	<b>\$25.0 million</b>	12/17/20
<b>OYA Solar – Greenbacker Development Opportunities Fund</b>	In December 2020 NYGB committed \$13.0 million to a development facility with Greenbacker Development Opportunities Fund as a co-lender to finance the development of up to 109 MW of CDG solar projects in NYS. This transaction is expected to provide NYS residents and businesses a greater variety of energy choices and, ultimately, lower-cost clean energy.	<b>\$13.0 million</b>	12/22/20
<b>Daroga Power</b>	In December 2020 NYGB provided an up to \$26.5 million senior secured construction-to-term loan facility to DARE Management, LLC, a subsidiary of Daroga Power LLC. Loan proceeds will finance construction for CDG fuel cell projects in New York City. The projects supported by this transaction are expected to provide NYS residents and businesses with lower-cost clean energy.	<b>\$26.5 million</b>	12/23/20
<b>Total</b>		<b>\$86.9 million</b>	

## 2.2 Pipeline Activity

Each proposed NYGB investment is categorized by the stage it has reached in NYGB's internal credit underwriting and transaction execution processes. Figure 3 Cumulative Pipeline Activity summarizes NYGB's overall transaction status and Active Pipeline from inception through December 31, 2020.<sup>5</sup> At quarter end NYGB was managing an Active Pipeline of \$926.0 million.

Figure 3 Cumulative Pipeline Activity

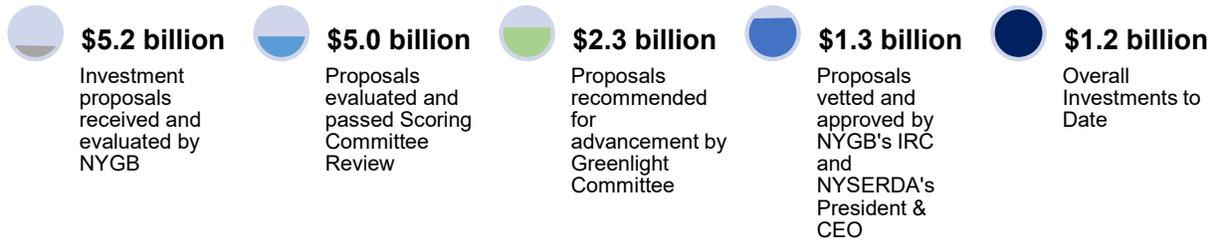


Figure 4 Distribution of Active Pipeline by Investment Stage



Figure 5 End-Use Segment of Active Pipeline

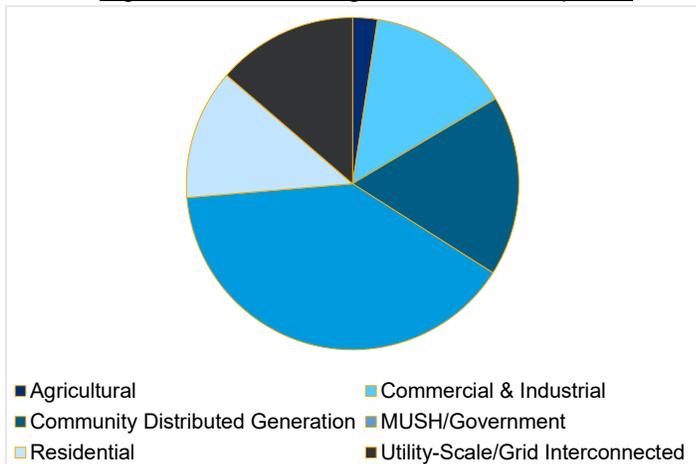


Figure 6 Geographic Distribution of Active Pipeline

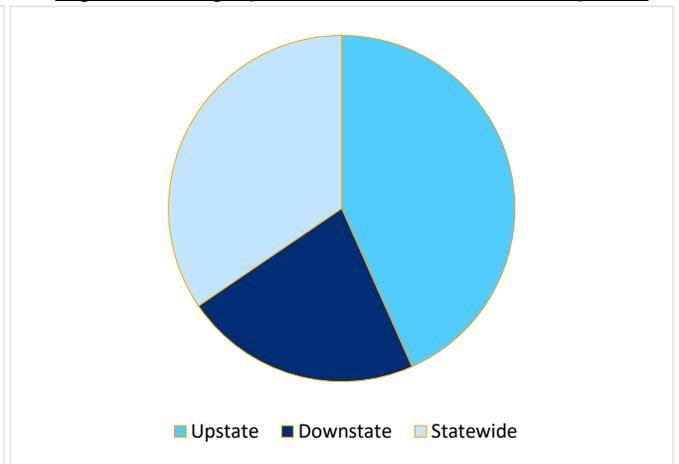
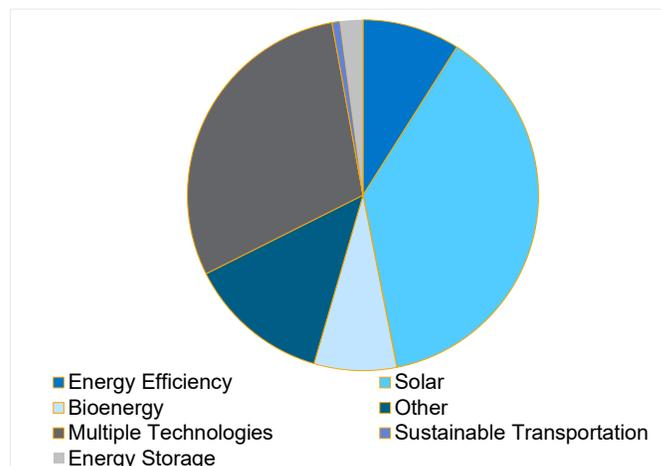


Figure 7 Technology Distribution of Active Pipeline



<sup>5</sup> "IRC" takes the meaning Investment and Risk Committee

## 2.3 Support of the NYS Clean Energy Market Recovery During the COVID-19 Crisis

NYGB took specific actions to help NYS clean energy and sustainable infrastructure businesses recover during the COVID-19 crisis as the State's economy reopened under the NY Forward plan. On March 27, 2020, the U.S. Congress enacted the Coronavirus Aid, Relief, and Economic Security Act (the "**CARES Act**"), which provides economic relief to small businesses and others that have been impacted by the COVID-19 pandemic. Among other things, the CARES Act expands the Section 7(a) loan program administered by the U.S. Small Business Administration ("**SBA**") by establishing the Paycheck Protection Program ("**PPP**"). Under the PPP, the SBA is authorized to guarantee loans from banks and certain non-bank lenders to small businesses and other eligible borrowers.

After the PPP was established, NYGB earmarked \$50.0 million in capital, applied to the SBA, and was approved as a PPP lender to provide PPP loans to small businesses and other eligible borrowers in the State's clean energy industry. These loans have provided, and will continue to provide, critical support throughout the current public health crisis and will help ensure NYS's clean energy industry is able to remain as stable as possible.

## 2.4 Contribution to CEF Triennial Review and Petition<sup>6</sup>

In December 2020 NYSERDA submitted the Petition Regarding Clean Energy Fund Triennial Review seeking authorization from the New York Public Service Commission ("**PSC**") for optimization and continuation of the Clean Energy Fund ("**CEF**") portfolio. In Table 4 of the triennial review and petition NYGB shared its forward strategy for 2020-2025.

While continuing to drive financing market transformation broadly across clean energy and sustainable infrastructure markets, going forward NYGB will take action to deliver on specific investment commitments it has made in key segments, including:

- \$150 million for clean energy improvements in affordable housing properties per Governor Cuomo's July 27, 2020 announcement
- \$100 million in financing to help clean transportation businesses locate or expand in New York as announced by Governor Cuomo in his 2020 State of the State proposal
- \$200 million toward energy storage-related investments as proposed by Governor Cuomo in his 2018 State of the State.

Consistent with the focus on disadvantaged communities in the [Climate Leadership and Community Protection Act ("**Climate Act**")], NYGB will invest at least 35% of its capital after 2019 in projects to benefit disadvantaged communities. NYGB's affordable housing initiative is a first step toward investing approximately \$400 million from 2020 – 2025 in disadvantaged communities. The initiative was informed by NYGB's engagement of independent consultants to help identify financing barriers and opportunities through facilitated conversations with the State's and New York City's housing finance agencies; CDFIs and specialty finance companies specializing in the sector; public, private and non-profit developers and owners of affordable housing; and key advocacy groups such as Energy Efficiency for All New York. By offering flexible capital underwritten to higher expected energy savings than is typical of other finance providers, NYGB will not only deliver direct benefits to affordable housing properties but will also play a role in transforming financing markets, where capital scarcity often precludes the implementation of energy-related measures to reflect the prioritization of its affordable housing and disadvantaged community energy efficiency.

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<sup>6</sup> See <http://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={4E13BDD5-2FB9-4F65-B7E5-C2D25A20F2DD}>

## 2.5 Additional Achievements and Activities

In the quarter ended December 31, 2020, in addition to those matters referenced elsewhere in this report and ongoing “business as usual” activities (e.g., origination, execution and routine outreach), NYGB’s achievements include:

### (a) Continuing Stakeholder Outreach & Communications:

- i. All events in which NYGB representatives participated during this quarter were virtual, due to COVID-19 related restrictions around in-person gatherings.<sup>7</sup> Virtual events included:
  - i. *ANCA Clean Transportation Summit*: On October 5, NYGB gave closing remarks at ANCA’s virtual Clean Transportation Summit. During these remarks NYGB highlighted its financing solutions for vehicles, EV infrastructure, and grid resources.
  - ii. *CALSTART VERGE 2020 Conference*: On October 28, NYGB participated on the panel “How Innovative Financing Can Scale Zero-Emission Trucks and Buses.” The panel discussion focused on one of the keys to accelerating the adoption of commercial zero emission vehicles – the emergence of new financing models, from all-in leases to climate funding. NYGB highlighted the financing tools it has developed to unlock more rapid scaling of zero emission trucks and buses.
  - iii. *KBRA’s ESG Podcast*: On October 12, NYGB participated in KBRA’s ESG Podcast. In the podcast, NYGB discussed topics including its role in the clean energy market, its credit and rating approach to solar - specifically pricing and merchant exposure – and the future of NYGB.
  - iv. *Columbia Business School Women’s Circle*: In November 2020, NYGB presented on offshore wind financing and participated in a panel discussion at the Opportunities in the Northeastern U.S. Offshore Wind Market event, organized by Columbia Business School Women’s Circle.
  - v. *KBRA’s Virtual ESG Conference*: On December 7, NYGB participated in the *KBRA’s Virtual ESG Conference* speaking on the panel, “Climate Change: Private and Public-Sector Solutions.” The panel discussed how private and public-sector capital is being leveraged in the U.S. to address climate change.
- ii. *NYGB Leadership in the U.S. Climate Alliance Finance Working Group*: As co-chair of the U.S. Climate Alliance Finance Working Group, NYGB continued to develop a series of webinars to present various climate financing solutions to the membership. During the quarter ended December 31, 2020, the Working Group hosted webinars on *Financing Clean Transportation*, *The National Climate Bank*, and *Climate Finance for Climate Justice*, three areas of interest identified by the Membership. Webinars were well-attended, with upwards of 60 participants.

### (b) Public Reporting & Metrics:

- i. On November 15, 2020, NYGB filed its Quarterly Report for the period ended September 30, 2020 (available at [www.greenbank.ny.gov/Resources/Public-Filings](http://www.greenbank.ny.gov/Resources/Public-Filings)).
- ii. NYGB will host its regular Quarterly Review Webinar for this Report in March 2021, including discussion of activities from NYGB’s fiscal quarter ended December 31, 2020.

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<sup>7</sup> NYGB did not organize or participate in any in-person events during the previous quarter. Following guidelines set by the Centers for Disease Control and Prevention, NYGB will only organize or participate in remote events under the lowest-risk category for community, work and school events and gatherings. See: <https://www.cdc.gov/coronavirus/2019-ncov/community/large-events/considerations-for-events-gatherings.html#:~:text=Limit%20attendance%20or%20seating%20capacity,at%20least%206%20feet%20apart>.

### 3 Regulatory Framework

#### 3.1 Purpose

As a steward of considerable public capital, NYGB periodically reports its progress and performance to allow all stakeholders, including the PSC, and the general public to assess NYGB's achievement of its overall mission.

#### 3.2 NYGB Mission and Operating Principles

NYGB's mission is to accelerate clean energy deployment in NYS by working in collaboration with the private sector to transform financing markets.

The key elements of NYGB's mission are to collaborate with private participants, implement solutions that overcome market barriers, and transform financial markets, with the goal to attract private sector investment in clean energy by enabling greater scale, new and expanded asset classes, and increased liquidity.

NYGB follows certain important operating principles to increase private sector market participation:

- (a) Focusing on wholesale capital markets (that is, providing structured financial products to developers and specific projects that result in clean energy benefits for all New Yorkers at scale – rather than funding consumers/homeowners directly);
- (b) Structuring financial products to foster replicable sustainable infrastructure investments;
- (c) Pricing financial products consistently with commercial approaches to credit quality and risk, earning a return on investment to preserve and grow NYGB's capital base;
- (d) Collaborating with, rather than competing against, market participants that can engage, or are already engaging, the financial markets, but where that engagement or progress is constrained by a lack of available financing; and
- (e) Recycling its capital into new clean energy projects when income is generated and as investments mature or are realized, maximizing the impact of its capital across multiple deployments.

#### 3.3 Relationship to NYS Clean Energy Policy

NYGB contributes to the primary CEF objectives of GHG emissions reductions, customer bill savings, energy efficiency, clean energy generation and mobilization of private sector capital.<sup>8</sup> In turn, the CEF objectives support the State's clean energy targets, including under the Green New Deal, which mandates a significant increase in the State's Clean Energy Standard ("CES") with a goal of 70% energy generation from renewable sources by 2030 and 100% carbon-free electricity by 2040.<sup>9</sup> The CEF objectives also support the Climate Act,<sup>10</sup> which puts NYS on a road to economy-wide carbon neutrality, through a target of reducing GHG emissions from all anthropogenic sources 85% over 1990 levels by the year 2050, a plan to offset remaining emissions, and an interim mandate of 40% GHG emission

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<sup>8</sup> As set out in the CEF Order (Cases 14-M-0094 etc.) issued and effective on January 21, 2016, page 40.

<sup>9</sup> Announced by Governor Andrew M. Cuomo in the 2019 State of the State,

See [www.governor.ny.gov/sites/governor.ny.gov/files/atoms/files/2019StateoftheStateBook.pdf](http://www.governor.ny.gov/sites/governor.ny.gov/files/atoms/files/2019StateoftheStateBook.pdf).

<sup>10</sup> Governor Cuomo signed Senate Bill S6599 into law on July 18, 2019. See [legislation.nysenate.gov/pdf/bills/2019/a8429](http://legislation.nysenate.gov/pdf/bills/2019/a8429).

reductions by 2030.<sup>11,12</sup>

## 4 Tables

### 4.1 Quarterly Metrics<sup>13</sup>

NYGB monitors its counterparties' clean energy project installations throughout the duration of each investment through the receipt and review of periodic reports and by applying updated impact benefit calculation factors advised by the New York State Department of Public Service ("DPS"). Based on information received, NYGB regularly assesses the actual and expected energy and environmental impact benefits across its portfolio. As new information becomes available informing NYGB of NYS market uptake of clean energy projects, NYGB may correspondingly adjust (up or down) the overall portfolio's high and low estimated Total Project Costs and energy and environmental metrics (identified at closing of each investment and reflected in Transaction Profiles). Consistently monitoring and refining expected outcomes improves the accuracy of NYGB's portfolio-level estimate of impact benefits as it works toward meeting the CEF objectives to support the State's clean energy goals. Given such periodic adjustments, the aggregate estimated benefits reported in Quarterly Reports are the most up-to-date estimates (and no longer reflect the sum of the low and high estimated benefits specified in the Transaction Profiles at the time of each transaction close).

Table 2 presents required metrics for the period April 1, 2020 through December 31, 2020 and the previous quarter ending March 31, 2021.

*Table 2 Quarterly Metrics*

Quarterly Metric	Quarter Ended September 30, 2020	Quarter Ended December 30, 2020
<b>Capital Position</b>		
▪ <b>Authorized Capital (\$)</b>	\$1.0 billion	\$1.0 billion
▪ <b>Authorized Administrative Expenses (\$)</b>	\$17.6 million	\$17.6 million
▪ <b>Authorized Evaluation Expenses (\$)</b>	\$4.0 million	\$4.0 million
<b>Operational Matters</b>		
▪ <b>Cumulative Revenues (\$)</b> <sup>14</sup>	\$100.2 million	\$108.4 million

<sup>11</sup>The Climate Act codified and expanded New York's Green New Deal and other nation-leading clean energy and climate targets for the State, including: (a) quadrupling New York's offshore wind target to 9,000 MW by 2035 (up from 2,400 MW by 2030); (b) doubling distributed solar deployment to 6,000 MW by 2025 (up from 3,000 MW by 2023); (c) deploying 3,000 MW of energy storage by 2030 (up from 1,500 MW by 2025); (d) more than doubling new large-scale land-based wind and solar resources through the CES; (e) maximizing the contributions and potential of New York's existing renewable resources; (f) expanding and enhancing the Solar For All Program to increase access to affordable and clean energy for low-income, environmental justice and other underserved communities; and (g) initiatives to achieve carbon neutral building stock Statewide, including through the energy efficiency target to reduce energy consumption by 185 trillion Btus below forecasted energy use in 2025.

<sup>12</sup>Additionally, the Climate Act required a Climate Action Council be formed and policy roadmap developed to ensure that 35% of clean energy program resources benefit disadvantaged communities and individuals working in conventional energy industries are provided with training and opportunities in the growing clean energy economy.

<sup>13</sup>Regular reporting of energy and environmental benefits are inclusive of all transactions that receive NYGB funding, regardless of whether these transactions also receive support from ratepayer or other programs. In terms of assessing the extent of overlap and common benefits, NYSERDA will modify intake information received on incentive programs to determine whether NYGB capital is involved for incentive program customers. Evaluation sampling of NYGB clients will also seek to identify transactions that involve funding from both within and outside of NYGB, including other ratepayer-funded programs to the extent possible. These two sources of information will allow NYSERDA to estimate a reasonable overlap value for energy and environmental benefits so they are not double-counted when NYGB impacts are included in CEF or other NYS clean energy program results.

<sup>14</sup>Cumulative Revenues include quarterly fair market value adjustments related to NYGB capital held in U.S. Treasury securities, consistent with U.S. generally accepted accounting principles. In addition, Cumulative Revenues are always stated net of impairments.

Quarterly Metric	Quarter Ended September 30, 2020	Quarter Ended December 30, 2020
▪ <b>Cumulative Operating Expenses (\$)</b> <sup>15</sup>	\$53.0 million	\$56.0 million
▪ <b>Direct Operating Expenses (\$)</b>	\$32.8 million	\$34.8 million
▪ <b>Allocated Expenses (\$)</b>	\$20.2 million	\$21.2 million
▪ <b>Credit Facility (if in place)</b>		
▪ <b>Credit Facility Amount (\$)</b>	Not Applicable	Not Applicable
▪ <b>Credit Facility Drawn Amount (\$)</b>	Not Applicable	Not Applicable
▪ <b>Credit Facility Fees &amp; Interest (Cumulative) (\$)</b>	Not Applicable	Not Applicable
<b>Investment Portfolio</b>		
▪ <b>Committed Funds (\$)</b>	\$172.1 million	\$164.9 million
▪ <b>Deployed Funds (\$)</b> <sup>16</sup>	\$522.7 million	\$568.2 million
▪ <b>Current Portfolio (\$)</b> <sup>17</sup>	\$694.8 million	\$733.1 million
▪ <b>Overall Investments to Date (\$)</b>	\$1.1 billion	\$1.2 billion
▪ <b>Total Project Costs (Cumulative) (\$)</b> <sup>18</sup>	In the range of \$2.4 to \$3.0 billion	In the range of \$2.6 to \$3.3 billion
▪ <b>Mobilization Ratio</b>	Tracking at least 2.8:1 on average across portfolio	Tracking at least 3.0:1 on average across portfolio <sup>19</sup>
▪ <b>Portfolio Concentrations (%)</b> <sup>20</sup>	74.6% Renewable Energy 7.7% Energy Efficiency 17.7% Other	70.6% Renewable Energy 13.8% Energy Efficiency 15.6% Other <sup>21</sup>
▪ <b>Number &amp; Type of NYGB Investments</b>	54 – Renewable Energy 11 – Energy Efficiency 11 – Other	56 – Renewable Energy 13 – Energy Efficiency 12 – Other

<sup>15</sup>Cumulative Operating Expenses currently include \$611,018 in evaluation expenses.

<sup>16</sup>Deployed Funds as presented in *Table 2* are net of all capital repaid to the reporting date.

<sup>17</sup>The dollar value of the Current Portfolio is expected to fluctuate from quarter to quarter, including to reflect any increases or decreases in Committed Funds and/or Deployed Funds. Committed Funds increase when new transactions are executed with commitments that have not yet been funded, and/or in connection with existing transactions, where repaid amounts may be available to be redrawn pursuant to the terms of investment agreements. Deployed Funds increase where the total dollars funded into investments exceed amounts repaid in the same period. Decreases in Committed Funds occur, for example, in connection with the release of undrawn funds at the end of an availability period or otherwise consistent with the terms of an investment, while decreases in Deployed Funds occur primarily when NYGB investments are repaid from time to time, allowing those monies to be recycled into new clean energy investments in the State, generating further benefits for ratepayers. Note that due to rounding for the purposes of presentation in this Report, the sum of Committed Funds and Deployed Funds may not be identical to Current Portfolio. In addition, Current Portfolio is always stated net of any portfolio losses.

<sup>18</sup>Further to the definition of “**Total Project Costs (Cumulative)**” in the Metrics Plan (see page 15), Total Project Costs (Cumulative) may include fair market value (“**FMV**”) data for a subset of NYGB’s investments. FMV is an estimated market valuation of fully installed energy projects provided by NYGB’s counterparties and is often required for federal income tax purposes by institutional investors and for certain grant program purposes unconnected with NYGB. As projects progress and the cost of installed equipment and labor are known and reported to NYGB by its counterparties, NYGB seeks to adjust reported values and replace FMV in its aggregated data sets and periodic reporting with reported actual costs.

<sup>19</sup>Given the range of Total Project Costs that NYGB investments mobilize, the Mobilization Ratio also represents a range: currently of 2.6:1 to 3.3:1.

<sup>20</sup>Based on executed transactions and reflecting dollar values invested by NYGB in renewable energy and energy efficiency transactions, each as a proportion of the Commitments to date.

<sup>21</sup>“Other” technology classification includes: CHP, sustainable transportation, fuel cells, energy storage, microgrids and other types of projects that, while falling within “clean energy,” are not readily classified as either renewable energy or energy efficiency.

Quarterly Metric	Quarter Ended September 30, 2020	Quarter Ended December 30, 2020
<ul style="list-style-type: none"> <li>Number &amp; General Type of NYGB Counterparties<sup>22</sup></li> </ul>	68 – 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	74 – 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
<ul style="list-style-type: none"> <li>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 &amp; Deployed Funds<sup>23</sup></li> </ul>	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 369,000 – 451,000 MWh; and 1.48 – 2.14 million MMBtu  Estimated Gross Lifetime Clean Energy Generated: 22.8 – 34.4 million MWh	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 572,000 – 664,000 MWh; and 14.0– 15.4 million MMBtu  Estimated Gross Lifetime Clean Energy Generated: 24.2 – 39.3 million MWh
<ul style="list-style-type: none"> <li>Estimated Gross First Year<sup>24</sup> Energy Saved by Fuel Type from Energy Efficiency Projects (MWh/MMBtu) and/or Estimated Gross First Year Clean Energy Generated (MWh) for Committed Funds &amp; Deployed Funds</li> </ul>	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency) 25,800 – 31,600 MWh; and 86,000 – 122,000 MMBtu  Estimated Gross First-year Clean Energy Generated 1,148,000 – 1,749,000 MWh	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency) 39,400 – 45,900 MWh; and 924,000 – 1,004,000 MMBtu  Estimated Gross First-year Clean Energy Generated 1,203,000 – 1,944,000 MWh
<ul style="list-style-type: none"> <li>Estimated Gross Lifetime Energy Saved from CHP (MWh) for Committed Funds &amp; Deployed Funds</li> </ul>	Estimated Gross Lifetime Energy Saved from CHP: 60,700 – 74,200 MWh	Estimated Gross Lifetime Energy Saved from CHP: 954,000 – 1,020,000 MWh
<ul style="list-style-type: none"> <li>Estimated Gross First Year Energy Saved from CHP (MWh) for Committed Funds &amp; Deployed Funds</li> </ul>	Estimated Gross First Year Energy Saved from CHP: 2,973 – 3,634 MWh	Estimated Gross First Year Energy Saved from CHP: 92,300 – 98,200 MWh

<sup>22</sup>In reporting the number and type of NYGB counterparties, NYGB seeks to reflect counterparties that are discrete (i.e., where NYGB is involved in different transactions with the same counterparty, that party is counted only once for the purposes of this metric); and directly in the transaction with NYGB (i.e., vendors or other counterparties to NYGB’s clients or expected future transaction participants are not counted).

<sup>23</sup>NYGB does not, by filing this Report, make any claim to the environmental attributes associated with megawatt-hours expected to be generated by projects supported by investments in its portfolio. NYGB has relinquished all such rights and disavows any and all rights to any environmental claims or renewable energy.

<sup>24</sup>All “estimated gross first year” metrics refer to the first year of estimated gross benefits (e.g., energy saved, installed capacity, GHGs, etc.) that are expected to occur when each underlying project is fully installed. This means that estimated gross first year benefits across NYGB’s portfolio do not (and are not intended to) correspond to installed benefits in any given year, and instead represent cumulative estimated benefits across NYGB’s portfolio based on transactions executed through the CEF term. Note that underlying projects will usually be installed over one or more years following execution of investment agreements (reflecting project development/implementation and funding deployment cycles). The sum of all estimated gross first year measures will approximate the total annual CEF benefits goals for NYGB investments at the end of the CEF term (i.e., in 2025). As set out in Section 2.2.2 of the Metrics Plan, NYGB reports on installed energy and environmental benefits associated with NYGB’s portfolio

Quarterly Metric	Quarter Ended September 30, 2020	Quarter Ended December 30, 2020
▪ <b>Estimated Gross Lifetime Energy Savings from CHP (MMBtu)<sup>25</sup> for Committed Funds &amp; Deployed Funds</b>	Estimated Gross Lifetime Energy Savings from CHP: -10,166,700 – -30,811,400 MMBtu	Estimated Gross Lifetime Energy Savings from CHP: -16,100,000 - -38,900,000 MMBtu
▪ <b>Estimated Gross First Year Energy Savings from CHP (MMBtu) for Committed Funds &amp; Deployed Funds</b>	Estimated Gross First Year Energy Savings from CHP: -1,025,870 – -3,092,370 MMBtu	Estimated Gross First Year Energy Savings from CHP: -1,620,000 - -3,900,000 MMBtu
▪ <b>Estimated Gross Clean Energy Generation Installed Capacity from CHP (MW), if applicable, for Committed Funds &amp; Deployed Funds</b>	19.4 – 41.4 MW	32.0 – 54.0 MW
▪ <b>Estimated Gross Clean Energy Generation Installed Capacity (MW), if applicable, for Committed Funds &amp; Deployed Funds</b>	722.0 – 1,066.2 MW	771.0 – 1210.0 MW
▪ <b>Estimated Gross Lifetime GHG Emission Reductions (metric tons)<sup>26</sup> for Committed Funds &amp; Deployed Funds</b>	11.6 – 17.2 million metric tons	13.3 – 20.8 million metric tons
<b>Indirect Impact Benefits<sup>27</sup></b>		
▪ <b>Estimated Lifetime Energy Saved (MWh)</b>	-	-
▪ <b>Estimated Lifetime Energy Saved (MMBtu)</b>	-	-
▪ <b>Estimated Lifetime Clean Energy Generation (MWh)</b>	4.1 – 8.5 million MWh	4.1 – 8.5 million MWh
▪ <b>Estimated Installed Capacity CHP (MW)</b>	-	-
▪ <b>Estimated Installed Capacity (MW)</b>	61.2 – 129.7 MW	61.2 – 129.7 MW
▪ <b>Estimated Lifetime GHG Emissions Reductions (Metric Tons)</b>	2.2 – 4.5 million metric tons	2.2 – 4.5 million metric tons
<b>Investment Pipeline</b>		
▪ <b>Active Pipeline (In the Quarter) (\$)</b>	\$789.9 million	\$926.0 million
<b>Investment Process</b>		
▪ <b>Proposals Received – Value (Cumulative) (\$)</b>	\$4.8 billion	\$5.2 billion
▪ <b>Approvals - Scoring Committee (Cumulative) (\$)</b>	\$4.6 billion	\$5.0 billion
▪ <b>Approvals - Greenlight Committee</b>	\$2.2 billion	\$2.3 billion

in the prescribed form annually, with such reporting included in the Quarterly Metrics Report for each quarter ended December 31.

25For CHP systems, energy savings in thermal unit form is computed as the difference between the natural gas displaced by the recovered thermal energy and natural gas consumption by the generator. See [www.nyscrda.ny.gov/-/media/Files/Publications/PPSER/Program-Evaluation/2015ContractorReports/2015-Distributed-Generation-CHP-Impact-Evaluation-Final.pdf](http://www.nyscrda.ny.gov/-/media/Files/Publications/PPSER/Program-Evaluation/2015ContractorReports/2015-Distributed-Generation-CHP-Impact-Evaluation-Final.pdf) for information on CHP Impact evaluation methods in NYS.

26NYSERDA utilizes a 1,103 lbs/MWh conversion factor to estimate GHG emissions reductions for electric generation and energy efficiency savings across all components of the CEF.

27NYGB reports and tracks indirect impact benefits to reflect the contribution to NYS clean energy goals made by NYGB activities and related incremental value for all NYS consumers.

Quarterly Metric	Quarter Ended September 30, 2020	Quarter Ended December 30, 2020
(Cumulative) (\$)		
▪ Approvals - IRC (Cumulative) (\$)	\$1.3 billion	\$1.3 billion

#### 4.2 Direct and Indirect Metrics Benefits

As NYGB has developed and grown since inception, with increasing diversity in the nature and type of transactions in which it participates, its activities have the potential to generate both direct and indirect impact benefits for NYS residents. While the Metrics Plan was designed with an initial focus on direct impact benefits, NYGB differentiates between Direct and Indirect Impact Metrics, tracking both to more comprehensively quantify the estimated impact of each NYGB investment on the NYS clean energy and sustainable infrastructure market. This is consistent with the CEF Order, which specifically recognizes the importance of catalyzing markets and generating indirect benefits as part of CEF initiatives, including over longer time horizons.<sup>28</sup>

The quantification of indirect impact benefits is intended to capture the market transformational effects of NYGB investment activity. Many other CEF initiatives also anticipate accruing indirect benefits related to longer-term effects from follow-on market activity. These indirect impacts are grounded in a theory of change developed for each initiative, and NYSERDA will use market evaluation approaches, consistent with the rest of the CEF, to verify the indirect impacts as they accrue. Estimated indirect benefits are reflected in NYGB progress reporting, in general and towards meeting NYGB CEF goals. The realization and evaluation of NYGB indirect benefits over time will also be reflected in periodic reporting as appropriate. Both direct and indirect metrics contribute to the reductions of GHGs in the State from NYGB activity.

For NYGB, Direct and Indirect Impact Metrics are further defined as follows:

- (a) *Direct Impact Metrics*: Direct Impact Metrics quantify the estimated impact of the counterparty's project development or business-building activity. The types of Direct Impact Metrics that NYGB tracks are those outlined in the Metrics Plan (and publicly reported quarterly), in aggregate on a path to achieving the impact benefit objectives by the end of the CEF in December 2025. Benefits are tracked on an estimated and actual basis (with actuals reported annually for NYGB's Investment Portfolio in each calendar year). NYGB investments typically involve terms that limit or incentivize the use of NYGB investment proceeds to new or incremental project development in NYS.
- (b) *Indirect Impact Metrics*: Indirect Impact Metrics seek to measure the effect of NYGB investment for projects, pipelines, or other counterparty structures that wholly or in part catalyze other developments in the clean energy and sustainable infrastructure market beyond that in which NYGB directly invests (e.g., providing liquidity in the secondary markets and in relation to large-scale renewables with merchant exposure). While NYGB investments might not fund new project development, material indirect benefits are nevertheless expected to accrue to the State over time as a result of this type of NYGB activity. NYGB tracks such estimated benefits (which can be in MWs, MWh, MMBtus, or

28 See CEF Order (Cases 14-M-0094 et al.) pages 68 – 69: "The approved [CEF eligibility criteria] provide NYSERDA with the needed flexibility to choose initiatives that will create the greatest benefits for the least cost and to support innovative new technologies and approaches. We recognize that initiatives oriented towards market development, while they have the potential to create the greatest benefits for ratepayers in the long run, will have more indirect and less easily calculated clean energy benefits as compared to resource acquisition programs. We require NYSERDA to take a broad view of these indirect benefits when considering whether an initiative is eligible for CEF funding and to also take into account other benefits of the initiative, including its contribution to all of the CEF goals and its economic development benefits. Funding market-based projects with an indirect impact on clean energy is wholly consistent with the Commission's historic approach to clean energy programs. For example, the Commission approved workforce development programs, designed to achieve both indirect clean energy benefits and economic development benefits, as part of both [the energy efficiency performance standard] and [the renewable portfolio standard]. Holistic consideration of these benefits will best support the SEP, the goals described in the New York State Energy Law, and the interests of ratepayers".

metric tons of GHG reduced/avoided) on a lifetime basis. The realization of indirect impact benefits is expected over time. To confirm the nature and extent of indirect impact benefits that are in fact realized by the State, periodic market assessments will occur as needed to verify that new development activity has in fact eventuated, validating NYGB’s estimated indirect impact benefits.

### 4.3 Annual Installed Energy & Environmental Benefits

The Metrics Plan requires that NYGB report on installed energy and environmental benefits associated with its investment portfolio, in the form of [Table 2](#) below for each calendar year. These annual installed metrics are to be included in the Quarterly Report for the period ending December 31 of each year.

The purpose of [Table 2](#) is to show the cumulative progress of NYGB’s investments (across the whole portfolio) toward delivering the total estimated energy and environmental benefits set out in the Transaction Profiles as investments close.<sup>29</sup>

*Table 3 Annual Installed Energy & Environmental Benefits (Calendar Year)*

Energy and Environmental Benefit	Prior Year Increment	Prior Year Cumulative	Current Year Increment	Current Year Cumulative
<ul style="list-style-type: none"> <li>Installed energy saved by fuel type from energy efficiency projects (MWH/MMBtu) and/or installed clean energy generated (MWh)</li> </ul>	Energy Saved by Fuel Type (Energy Efficiency): 50 MWh; and -2,026 MMBtu	Energy Saved by Fuel Type (Energy Efficiency): 13,958 MWh; and 9,801 MMBtu	Energy Saved by Fuel Type (Energy Efficiency): 10 MWh; and 2,903 MMBtu	Energy Saved by Fuel Type (Energy Efficiency): 13,968 MWh; and 12,074 MMBtu
	Clean Energy Generated: 81,916 MWh	Clean Energy Generated: 366,669 MWh	Clean Energy Generated: 101,968 MWh	Clean Energy Generated: 468,637 MWh
<ul style="list-style-type: none"> <li>Installed Savings from CHP (MWh)</li> </ul>	0 MWh	0 MWh	0 MWh	0 MWh
<ul style="list-style-type: none"> <li>Installed Energy Savings from CHP (MMBtu)</li> </ul>	0 MMBtu	0 MMBtu	0 MMBtu	0 MMBtu
<ul style="list-style-type: none"> <li>Installed CHP capacity (MW)</li> </ul>	0 MW	0 MW	0 MW	0 MW
<ul style="list-style-type: none"> <li>Installed clean energy generation capacity (MW)</li> </ul>	71 MW	314 MW	92 MW	406 MW
<ul style="list-style-type: none"> <li>Installed GHG emission reductions (metric tons)</li> </ul>	40,984 metric tons	199,507 metric tons	51,137 metric tons	250,644 metric tons

NYGB’s counterparties reported incremental 92.4 MW of clean energy installed capacity in the State during the 2020 calendar year. This brings NYGB’s cumulative progress of installed projects to 406 MW

<sup>29</sup> In addition, as NYGB receives actual data from its clients, these are aggregated and included in the overall quarterly estimates per impact category, as contained in Table 1 of each Quarterly Report.

out of the estimated 832 MW in aggregate over the life of the existing underlying transactions – representing a 29.4 % increase year-over-year.

NYGB's investments have delivered 250,644 metric tons of annual GHG emissions reductions to New Yorkers, a 25.6% increase year-over-year. These GHG emissions reductions will further increase as NYGB's counterparties continue to draw down on capital commitments to fund new clean energy project installations, and NYGB continues to close new transactions in 2021 and beyond. To put this into perspective, on December 31, 2019 NYGB's portfolio of investments was expected to involve the build-out of at least 592 MW of clean energy over deployment periods averaging two to three years. Since then, NYGB's portfolio of investments has grown to at least 771 MW in underlying projects, and in the past year NYGB's counterparties have delivered 92.4 MW in NYS, averaging 7.7 MW of new systems installed per month.

## 5 Progress Against Plan Deliverables

In its Annual Business Plan 2020 – 2021, filed on June 19, 2020, NYGB identified deliverables (the “**Plan Deliverables**”) that collectively mark its progress toward key initiatives in the period April 1, 2020 through March 31, 2021.

NYGB's Quarterly Reports are required to address progress against the Plan Deliverables and provide a brief narrative (as appropriate) of status and an explanation of any material variances relative to expectations.

Table 4 summarizes NYGB's performance against the Plan Deliverables for the quarter ended December 31, 2020.

*Table 4 Annual Deliverables Table*

Category	Deliverable	Status in Quarter Ended December 31, 2020
<b>Support Post-COVID-19 Crisis Economic Recovery</b>		
<b>Market Engagement</b>	<ul style="list-style-type: none"> <li>Develop and implement survey to understand COVID-19 impact and post-PAUSE stakeholder financing needs. Convene market participants via Webinar to communicate NYGB’s specific approaches to provide liquidity to clean energy financing markets.</li> </ul>	<p>☑ <b>Achieved for the Plan Year:</b> On April 14, 2020, NYGB issued the <i>COVID-19 Impact Survey</i> and over 140+ clean energy market participants responded. The respondents identified financing gaps and near-term financing challenges faced by the clean energy industry. NYGB presented financing solutions to the market during the <i>COVID-19 Impacts Webinar</i> on June 2, 2020.</p>
<b>Liquidity Solutions</b>	<ul style="list-style-type: none"> <li>Develop and implement financing structures to provide liquidity to clean energy market participants during and following the NY Forward reopening of the State’s economy.</li> </ul>	<p>☑ <b>Ongoing and On-track:</b> In the <i>COVID-19 Impacts Webinar</i>, NYGB outlined various financing solutions to address financing needs emerging as a result of COVID-19. In addition, on July 15, 2020, NYGB issued <i>PON-1: Paycheck Protection Program Loans</i> (“PON-1”). Under PON-1 eligible applicants could apply to NYGB for a Paycheck Protection Program loan to cover payroll costs and certain other expenses. In order to satisfy NYGB’s mandate, PPP loans were required to have the potential to enable borrowers to reduce GHG emissions in NYS. In the third quarter, NYGB executed three transactions under PON-1.</p>
<b>Strong and Growing Portfolio Driving Material Clean Energy Investments Across NYS</b>		
<b>Committed Funds</b>	<ul style="list-style-type: none"> <li>Deliver at least \$225.0 million of incremental commitments in the 2020 – 21 Plan Year (at an average rate of \$56.25 million in closed transactions per quarter).<sup>30</sup></li> </ul>	<p>☑ <b>Ongoing and On-track:</b> NYGB committed \$86.9 million to during the third quarter of the Plan Year.</p>
<b>Active Pipeline</b>	<ul style="list-style-type: none"> <li>Maintain an Active Pipeline of at least \$450.0 million per quarter on average throughout the 2020 – 21 Plan Year.</li> </ul>	<p>☑ <b>Achieved for the Quarter:</b> NYGB’s pipeline of \$926.0 million meets the quarterly target.</p>

<sup>30</sup> The extent to which COVID-19 may impact NYGB’s accomplishments, including meeting its capital deployment target, is uncertain.

Category	Deliverable	Status in Quarter Ended December 31, 2020
<b>Clean Energy for Disadvantaged Communities</b>	<ul style="list-style-type: none"> <li>Design and launch an initiative to deploy capital at scale into low-and-moderate income (“LMI”) and other disadvantaged communities including as appropriate, modified goals, metrics and investment criteria.</li> </ul>	<p><input checked="" type="checkbox"/> <b>Achieved last Quarter:</b> Consistent with the focus on disadvantaged communities in the Climate Act, NYGB will invest at least 35% of its capital after 2019 in projects to benefit disadvantaged communities. NYGB’s affordable housing initiative is a first step toward investing approximately \$400 million from 2020 – 2025 in disadvantaged communities.</p>
<b>Large-Scale Renewables</b>	<ul style="list-style-type: none"> <li>Assist NYSERDA in evaluating offshore wind port infrastructure projects to help achieve the State’s \$200.0 million goal of supporting port infrastructure investment.</li> </ul>	<p><input checked="" type="checkbox"/> <b>Achieved for the Plan Year:</b> On July 21, 2020 NYSERDA, with the support of NYGB, Empire State Development and the New York State Department of Transportation, issued, a combined solicitation for investing in the state’s port infrastructure, ORECRFP20-1.</p>
	<ul style="list-style-type: none"> <li>Coordinate outreach to awardees of the NYSERDA approved land-based renewable projects to communicate NYGB’s financing approach.</li> </ul>	<p><input checked="" type="checkbox"/> <b>Achieved last Quarter:</b> NYGB conducted outreach to the awardees of the NYSERDA approved land-based renewable projects and outlined its financing approach.</p>
<b>Energy Storage</b>	<ul style="list-style-type: none"> <li>Convene tax equity providers and other lenders interested in providing capital to projects that include energy storage to explain NYGB’s financing approach and demonstrate how tax equity providers could access projects.</li> </ul>	<p><input checked="" type="checkbox"/> <b>Ongoing and On-track:</b> In collaboration with the NYSERDA Energy Storage Program, NYGB will be holding a webinar in March 2021 highlighting energy storage investment opportunities for tax equity providers.</p>
<b>Energy Efficiency</b>	<ul style="list-style-type: none"> <li>Contribute to NYSERDA’s Advanced Efficiency Solutions Program’s initiatives as applicable to describe NYGB’s approach to financing energy efficiency projects in commercial buildings.</li> </ul>	<p><input checked="" type="checkbox"/> <b>Not Yet Started</b></p>
<b>Clean Transportation</b>	<ul style="list-style-type: none"> <li>Participate in a webinar with EV100 to raise awareness of NYGB’s clean transportation financing approach and outline the financing structures NYGB has developed to address the challenges associated with</li> </ul>	<p><input checked="" type="checkbox"/> <b>Achieved for the Plan Year:</b> On August 18, 2020, NYGB presented in the EV100 Webinar: <i>Funding Your Company EV Fleet Conversion and Deploying Charging</i>. NYGB presented its capital solutions for financing company fleet conversions of fossil fuel to</p>

Category	Deliverable	Status in Quarter Ended December 31, 2020
	EV and EV infrastructure financing.	electric vehicles and for deploying charging infrastructure.
<b>Technology &amp; Business Innovation</b>	<ul style="list-style-type: none"> <li>Host a webinar in conjunction with NYSERDA's Technology to Business Innovation Program to articulate how NYGB can help finance emerging business models at the commercial deployment stage.</li> </ul>	<input checked="" type="checkbox"/> <b>Ongoing and On-track:</b> In collaboration with the NYSERDA Technology to Business Innovation Program, NYGB will be holding this webinar during the Plan Year.
<b>Mobilizing Capital in Support of CEF and Climate Act Goals</b>		
<b>Mobilization Ratio</b>	<ul style="list-style-type: none"> <li>Continue progress toward mobilizing capital into clean energy and sustainable infrastructure projects in the State through NYGB activity by the end of the CEF in 2025. Reassess original CEF \$8.0 billion capital mobilization target as part of CEF triennial review.</li> </ul>	<input checked="" type="checkbox"/> <b>Ongoing and On-track:</b> At quarter end, NYGB investments were expected to mobilize \$3.4 billion of project costs in NYS.
<b>Debt Facility</b>	<ul style="list-style-type: none"> <li>Put in place a debt financing (e.g., bank facility, bond issuance or other structure) if prudent decision-making supports, taking into consideration the pace of capital commitment and the time expected to complete the debt financing, to ensure the ability to continue funding clean energy assets at the point that investments are expected to exceed NYGB's current capitalization.</li> </ul>	<input checked="" type="checkbox"/> <b>Ongoing and On-track:</b> NYGB has reengaged its strategic advisor related to addressing NYGB's liquidity needs and is actively exploring options for advancing a future debt financing.
<b>LMI Initiative</b>	<ul style="list-style-type: none"> <li>Develop mobilization and impact goals related to dedicated commitment to transactions supporting LMI and disadvantaged communities to meet the goals of the Climate Act.</li> </ul>	<input checked="" type="checkbox"/> <b>Ongoing and On-track:</b> NYGB concluded its engagement with a consultant and continues to develop mobilization and impact goals.
<b>Strengthening Operations</b>		

Category	Deliverable	Status in Quarter Ended December 31, 2020
<b>Legal Services for LMI Transactions</b>	<ul style="list-style-type: none"> <li>Identify approved law firms with practice groups dedicated to LMI-focused transactions.</li> </ul>	<input checked="" type="checkbox"/> <b>Achieved for the Plan Year:</b> NYGB identified law firms from its pool of prequalified law firm that are willing to cap their fees for transactions that support disadvantaged communities.
<b>Valuation Services</b>	<ul style="list-style-type: none"> <li>Evaluate and select slate of approved valuation services providers pursuant to RFP 14.</li> </ul>	<input checked="" type="checkbox"/> <b>Achieved for the Plan Year:</b> NYGB selected a slate of valuation services providers during the Plan Year.
<b>Investment Proposal Submission Process</b>	<ul style="list-style-type: none"> <li>Review and revise RFP 1 to clarify NYGB's investment criteria and streamline the proposal submission process.</li> </ul>	<input checked="" type="checkbox"/> <b>Ongoing and On-track:</b> NYGB has proposed quantitative and qualitative changes to its investment RFPs to streamline the proposal process for all counterparties and to capture projects' potential to benefit LMI/disadvantaged communities.

*Schedule – Transaction Profiles*

As required by the Metrics Plan, Transaction Profiles for each of the transactions closed during the quarter to which this Report relates are attached.

## Supporting Deployment of Controlled Environment Agricultural Assets in New York State

### Agbotic, Inc.

*On June 20, 2019 NY Green Bank (“NYGB”) committed \$6.0 million to finance the construction and operation of a cluster of energy efficient robotic greenhouses (collectively, the “Project”) developed by Agbotic, Inc. (“Agbotic”). On October 29, 2020 NYGB amended the transaction and increased its commitment amount by \$1.0 million to fund short-term working capital needs. The Project is located in Sackets Harbor, NY and grows certified organic produce for sale into local markets, while the Project’s energy efficiency measures and on-site generation are expected to reduce greenhouse gas (“GHG”) emissions. NYGB’s investment in the Agbotic transaction is its first in a controlled environment agricultural (“CEA”) asset as part of its ongoing efforts to create and expand new asset classes of sustainable infrastructure investments. The transaction creates an important precedent in the CEA sector and signals to the market that project financings are available to experienced CEA producers with high-quality assets.*

### Transaction Description

Agbotic is a New York State (“NYS” or the “State”)-based CEA agritech company that builds regenerative “SmartFarms” with robotic greenhouse automation to produce organic food with an ecologically restorative model for farming. Agbotic produces a mix of specialty root crop, herb, leafy green, and industrial hemp products to distribute directly to retailers, food service companies, restaurants and consumers within a one-day delivery radius of its greenhouses. The company focuses on growing organic plants for healthy nutrition and in manner that improves the environment.

NYGB’s construction-to-term loan facility (the “Facility”) enabled Agbotic to complete the construction of a cluster of six robotic greenhouses and related infrastructure located in Sackets Harbor, NY. The greenhouses grow certified organic products to be sold to businesses and retailers/grocers. The greenhouses are equipped with various energy efficiency measures, including LED lights and heat sinks, and benefit from efficient on-site power generation.

To date, most CEA financings have been done at the corporate level and have been in the form of venture capital or other equity investments. Hence, there are limited comparable transactions for NYGB’s investment in Agbotic as an asset-based project financing. As CEA is a rapidly-growing sector in the United States, the Facility provides transaction history for an asset in an emerging clean infrastructure sector with appealing economics and meaningful environmental benefits. As this transaction is NYGB’s first in the CEA sector, its participation establishes a replicable financing precedent for an emerging business model.

This Transaction Profile is provided pursuant to the updated 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 Agbotic transaction relating to the construction-to-term loan entered into on June 20, 2019 and the increased commitment entered into on October 29, 2020, as required by the Metrics Plan.<sup>2</sup>

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

<sup>2</sup> See Section 4.0, page 8 and Schedule 3.

## Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset Loan & Investment	Construction-to-Term Loan	\$7.0 million

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

North Country. The greenhouses are located in the North Country, New York.

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

	Name	Participant Type
<b>Client</b>	Agbotic Project #1, LLC	Borrower
<b>Counterparty</b>	Agbotic, Inc.	Sponsor, a CEA Agritech Company

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
<b>Controlled Environment Agriculture Sector</b>	The majority of existing financings to support CEA businesses planning to scale are done at the corporate level, where companies receive venture capital and private equity investments. Early-stage companies in the CEA sector have limited access to efficient debt financing solutions in order to scale up their businesses.	NYGB's investment establishes a precedent of asset-based project finance in the CEA sector. NYGB's participation provides transaction history for an asset in an emerging clean infrastructure sector with appealing economics and limited market comparables.
<b>Capital Market Participants</b>	There is limited debt capital support for small to mid-sized CEA companies; however, capital providers are more likely to participate on an aggregated basis when the projects that companies plan achieve meaningful scale.	NYGB's willingness to support CEA projects demonstrates to the broader financial market that there is lender comfort with CEA revenue models. Knowledge of market liquidity and ability to periodically validate asset value via the market is expected to provide further motivation for participation by interested investors going forward.
<b>New Yorkers</b>	While interest and activity in local organic produce are increasing rapidly in NYS, a relatively small number of financial models are being used by CEA businesses	By bridging financing gaps in the marketplace, NYGB is encouraging the development of more clean and efficient CEA assets in the State. Ultimately this is expected to provide New Yorkers with greater choices and access to local organic produce, grown efficiently and at lower cost.

## Technologies Involved

Technology	Measures
<b>Energy Efficiency</b>	On-site cogeneration plant, LED lighting, heat sinks

## 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") emission reductions in support of the State's energy policies. In addition, the Metrics Plan requires that the following energy and environmental measures, applicable to these transactions, be reported:

- 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 lifetime and first-year energy and environmental impacts of the Project, facilitated by NYGB's financial participation in this transaction, are as follows:

Energy/Environmental Impact	Lifetime Low Estimate	Lifetime High Estimate	Annualized Low Estimate	Annualized High Estimate
Electricity savings (MWh)	65,223	79,717	3,261	3,986
Fuel savings (MMBtu) <sup>3</sup>	231,876	593,206	11,594	29,660
Estimated GHG emission reductions (metric tons) <sup>4</sup>	44,601	70,504	2,230	3,525

### 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 put 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. NYSERDA collected baseline data for the NYGB portfolio 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 the 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:

- Favorable financial performance data throughout Facility term; and
- Favorable technology performance data.

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

- Increased volume of CEA projects, involving lengthening financing and investment durations (i.e., 10+ years) over time;
- Increased average and aggregate dollar value of projects;
- Competitive risk/return profiles;

<sup>3</sup> "Natural gas usage at the site is increased by the CHP facility. Energy Savings in thermal unit form are computed as the difference between the natural gas displaced by the recovered thermal energy and natural gas consumption by the generator [refer to [www.nyserdera.ny.gov/-/media/Files/Publications/PPSER/Program-Evaluation/2015ContractorReports/2015-Distributed-Generation-CHP-Impact-Evaluation-Final.pdf](http://www.nyserdera.ny.gov/-/media/Files/Publications/PPSER/Program-Evaluation/2015ContractorReports/2015-Distributed-Generation-CHP-Impact-Evaluation-Final.pdf) for information on CHP Impact evaluation methods in NYS].

<sup>4</sup> As of January 1, 2016, the New York State Energy Research and Development Authority ("NYSERDA") utilizes a 1,103 lbs/MWh conversion factor to estimate GHG emissions reductions for electric generation and energy efficiency savings across all components of the Clean Energy Fund ("CEF"). NYSERDA has previously utilized a 625 lbs/MWh conversion factor and 1,160 lbs/MWh. Factors have changed – and can be expected to continue to change – to reflect the improving efficiency/"greening" of the NYS grid (i.e., the New York Independent System Operator).

- Increased awareness and use of evolving asset class financial performance data by financing entities;
- Increased scale of CEA investments; and
- Increased interest by financial partners new to CEA projects.

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

NYSERDA will evaluate the impact this transaction has had on the clean energy finance markets and the energy and environmental benefits delivered by this transaction.

**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 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** is expected to draw upon and include data collected to support project-specific measurement and verification activities (e.g., such as those associated with NYSERDA's CHP incentive program ("PON 2701")). Impact evaluation activities will likely include use of hourly interval data retrieved from PON 2701 Interval Data System with on-site validation activities. Annualized first-year energy savings will be based on electric usage readings (kWh) at the customer meter. Total electricity savings comprise prime mover generation as well as secondary electric impacts attributable to use of an absorption chiller to satisfy cooling load that otherwise would have been satisfied with an electric chiller. Agbotic will provide quarterly performance reports to NYGB for the duration of the Facility. On-site verification of measure installations and performance will be conducted by NYSERDA. All specific transaction and Project data will be anonymized and/or aggregated prior to being reported or published.

In accordance with the Metrics Plan, NYGB will track Agbotic 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.

## Supporting the Construction of New York's Solar Projects

### Cypress Creek Renewables / Investec

*On October 30, 2020 NY Green Bank (“NYGB”) entered into agreements with affiliates of Cypress Creek Holdings, LLC (“CCH”) to provide a \$15.0 million participation in a syndicated term loan to refinance a portfolio of 211 operating assets across 12 states. This transaction is expected to support the deployment of up to 26 megawatts (“MW”) of solar photovoltaic (“PV”) in New York State (“NYS”), providing residents and businesses with a greater variety of energy choices and, ultimately, lower-cost clean energy opportunities.*

### Transaction Description

Cypress Creek Holdings, LLC (“CCH,” “Cypress Creek,” or the “Sponsor”) is a private equity owned renewable energy company, and a leading solar generation and solar company that, through its subsidiaries, develops, finances, owns and operates utility-scale and distributed facilities across the country. CCH is one of the most experienced developers, owners, and operators of solar assets in the U.S. with 9.8 GW developed and 3.2 GW operated. CCH’s management team has raised over \$6.0 billion in tax equity, permanent debt, and construction debt financing for over 2.0 GW of solar assets.

#### Syndicated Term Loan Facility

Investec, Inc. as sole bookrunner and lead arranger is syndicating a portion of non-recourse, senior secured facilities for CCH, including (1) \$173.0 million term loan, (2) \$22.0 million letter of credit facility, and (3) \$5.0 million working capital facility. These three credit facilities will recapitalize CCH’s ownership interest in a portfolio of 211 operating solar assets totaling 1.6 GW spread across 12 states (the “Portfolio”). NYGB has a \$15.0 million participation in the \$173.0 million term loan.

#### Overall Context

NYGB has committed a combined \$60.0 million to Cypress Creek through two loan facilities. These complementary transactions are collectively expected to: (i) provide residential subscribers access to reliable, clean, low-cost energy; and (ii) reduce up to 138,000-174,000 metric tons of greenhouse gas (“GHG”) emissions annually or up to 3.4-4.4 million metric tons of GHG emissions over the lifetime of the projects. Additional information on the other NYGB loan with Cypress Creek can be found in the Transaction Profile dated December 2018. These transactions will help to demonstrate the viability of solar PV in the State, draw new investors and financial institutions into the marketplace and ultimately help reduce the cost of capital. Consumers are expected to be 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 updated 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 CCH transaction relating to the loan

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

facility entered into in October 2020, as required by the Metrics Plan.<sup>2</sup>

## Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset Loan & Investment	Term Loan	\$15.0 million

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

Statewide.<sup>3</sup> Cypress Creek is incentivized by this loan to develop projects throughout NYS.

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

	Name	Participant Type
<b>Counterparties</b>	Cypress Creek Financial Holdings, LLC	Energy Project Developer
	Cypress Creek Renewables Development, LLC	Energy Project Developer
<b>Financier(s)</b>	Tax equity provider(s)	Major U.S. Financial Institution(s)

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
<b>Solar Project Developers</b>	Financing beyond construction can be an inefficient use of sponsor equity and may limit project deployment efforts and effectively restrict the amount of large scale and distributed generation solar being deployed in NYS, ultimately slowing the rate of deployment.	This transaction encourages more efficient use of sponsor equity and supports project development efforts in NYS by recapitalizing operating assets of a project developer. NYGB's role demonstrates the availability of capital to develop large-scale distributed solar PV assets throughout NYS.

## Technologies Involved

Technology	Measures
Renewable Energy	Solar PV systems

## Metrics & Evaluation Plan

### Planned Energy & Environmental Metrics

NYGB's minimum investment criteria specifically require that "transactions will have the potential for energy savings and/or clean energy generation that will contribute to greenhouse gas ("GHG") reductions in support of New York's energy policies".<sup>4</sup> In addition, the Metrics Plan requires NYGB to report on the following energy and environmental measures, as applicable to this transaction:<sup>5</sup>

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

<sup>2</sup> See Section 4.0, page 8 and Schedule 3.

<sup>3</sup> Defined as projects located in four or more regions of the State.

<sup>4</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.

<sup>5</sup> See Metrics Plan, Section 2.0, pages 2 - 6.

The estimated lifetime and annual energy and environmental impacts of the Investment, facilitated by NYGB's financial participation in this transaction, are as follows:

Energy/Environmental Impact	Lifetime Low Estimate	Lifetime High Estimate	First-Year Low Estimate	First-Year High Estimate
Estimated clean energy generated (MWh)	386,326	772,651.63	15,453	30,906
Estimated clean energy generation installed capacity (MW) <sup>6</sup>	13	26	N/A	
Estimated GHG emission reductions (metric tons)	193,286	386,571	7,731	15,463

## Planned Market Characterization Baseline & Market Transformation Potential

The Metrics Plan requires that market evaluation will occur when a critical mass of NYGB financing and investment arrangements are put 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>7</sup> Baseline data was collected for the NYGB portfolio in 2019 and will be updated going forward to include indicators specific to this transaction. Baseline data on indicators will be used as a comparison point against which to assess market progress in the later studies. Progress indicators are defined below for the short, medium and long terms.

Output indicators will identify early activity levels and will be regularly tracked for the duration of the transaction. These include, but are not limited to:

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

Outcome indicators will be expected to show progress through program tracking or market evaluation over time. These include, but are not limited to:

- Increased market volume of Community Distributed Generation ("CDG") and Large-Scale Renewables ("LSR") projects;
- Increased general understanding of renewable energy benefits by financial community;
- Increased awareness and use of CDG 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 CDG & LSR investments;
- Decreased project costs;
- Increased volume of secondary market financing of CDG and LSR assets; and
- Presence and number of new lending participants.

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

NYSERDA will evaluate the impact this transaction has had on clean energy finance markets and the energy/environmental benefits delivered by this transaction.

**Market evaluation** will address 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 solar financing (generally and with regard to CDG or LSR), and influence of NYGB's participation on financial markets. As noted, NYSERDA collected baseline data on key indicators in its

<sup>6</sup> Built clean energy generation capacity at full deployment of funds is the same for first-year and lifetime duration.

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

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 NYGB’s investment raised construction financing and were completed, commissioned, and placed in service.

In accordance with the Metrics Plan, NYGB will track CCH 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.

## Continued Support of Residential Clean Energy in New York State

### Green Jobs – Green New York Program

*On November 16, 2020 NY Green Bank (“NYGB”) committed up to \$5.0 million to purchase individual residential loans through NYSERDA’s Green Jobs – Green New York Program (“GJGNY Program”). These loans will finance the installation of energy efficiency and other eligible technologies for residential customers in New York State (“NYS” or the “State”) for projects exceeding current program loan limits. This transaction is expected to provide NYS residents a greater variety of energy choices and, ultimately, lower-cost clean energy.*

### Transaction Description

NYSERDA’s GJGNY Program has provided over \$327.0 million in solar, energy efficiency and other energy-related loans to New Yorkers. NYGB will finance new residential loans (“**Companion Loans**”) for clean energy investments as part of the GJGNY Program.

NYGB will participate in a program to provide loans directly to customers that are already eligible to receive residential loans for clean energy projects. The existing GJGNY Program allows residential customers to borrow up to \$25,000. However, there are emerging clean energy technologies such as solar PV and ground source heat pumps whose upfront cost exceeds the \$25,000 limit. The Companion Loans will bridge a financing gap for residential customers who want to finance energy projects that have total project costs of more than \$25,000.

The Companion Loans will finance the incremental cost of energy systems over \$25,000 (up to a total of \$50,000 per loan in the aggregate). In total, NYGB will lend up to \$5.0 million. The Companion Loans will be subject to the GJGNY Program’s underwriting standards.

This Transaction Profile is provided pursuant to the updated 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 GJGNY Program transaction entered into in November 2020, as required by the Metrics Plan.<sup>2</sup>

### Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset Loan & Investment	Loan Fund	\$5.0 million

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

Statewide.<sup>3</sup> Projects can be located anywhere in New York State.

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

<sup>2</sup> See Section 4.0, page 8 and Schedule 3.

<sup>3</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
Program	Green Jobs – Green New York Program	Residential Loan Program

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
NYS Residential Customers	New York State residents have limited financing options for energy efficiency and renewable energy improvements because of conventional underwriting standards.	The Companion Loans provide lower interest rates to lower-income New Yorkers and to those who do not qualify for traditional financing. Through the Companion Loans, NYGB supports an underwritten clean energy loan program with a competitive rate and tenor vs. comparable offerings in the unsecured lending market.
	The existing GJGNY Program had a \$25,000 cap, which excluded more capital-intensive projects.	The Companion Loans will bridge a financing gap for residential customers who want to finance energy projects that have total project costs of more than \$25,000.
	Residential borrowers do not traditionally have access to NYGB financing solutions because it has not been cost-efficient for NYGB to manage direct consumer lending without support from dedicated origination and servicing platforms	By issuing Companion Loans through the GJGNY Program, NYGB is leveraging an existing program within NYS to direct its capital to residential customers.

## Technologies Involved

Technology	Measures
Renewable Energy	Energy efficiency, solar photovoltaic systems, air-source heat pumps, ground-source heat pump and biomass.

## 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") emission reductions in support of the State's energy policies.<sup>4</sup> In addition, the Metrics Plan requires that the following energy and environmental measures, applicable to these transactions, be reported:<sup>5</sup>

- Estimated gross lifetime and annual clean energy generated (MWh);
- Estimated gross clean energy generation installed capacity (MW);
- Estimated gross electricity savings (MWh);
- Estimated gross natural gas savings (MMBtu); and
- Estimated gross lifetime and annual GHG emission reductions (metric tons).

The estimated gross lifetime and annual energy and environmental impacts of the Facility are as follows:

<sup>4</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.

<sup>5</sup> See Metrics Plan, Section 2.0, pages 2 - 6.

Energy/Environmental Impact	Lifetime Low Estimate	Lifetime High Estimate	Annualized Low Estimate	Annualized High Estimate
Estimated clean energy generated (MWh)	107,825	113,216	4,313	4,528
Estimated clean energy generation installed capacity (MW) <sup>6</sup>	4.6	4.6	N/A	
Electricity savings (MWh)	31,710	33,296	2,114	2,219
Natural Gas savings (MMBtu)	804,307	844,522	53,620	56,301
Estimated GHG emission reductions (metric tons)	437,495	1,594,133	17,499	23,765

## 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 put 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>7</sup> NYSERDA collected baseline data for the NYGB portfolio 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 the 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., generation capacity, energy savings and expected dollar value) and location of projects financed by the Companion Loans; and
- Aggregate expected energy generation/savings for projects financed by the Companion Loans.

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

- Increased market volume of residential energy efficiency, solar and related projects;
- Increased general understanding of renewable energy benefits by financial community;
- Increased awareness and use of project/technology performance data by financing entities;
- Demonstration of competitive risk-return profiles for residential clean energy investment;
- Decreased project costs; 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 Companion Loans will have on the clean energy finance markets and the energy/environmental benefits they will deliver.

**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 to track information including but not limited to: participation rates, project scale information, 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 the projects funded under the Facility. In accordance with the Metrics Plan, NYGB will track GJGNY Program projects that receive incentives or funding from other entities (e.g., utility, other NYSERDA

<sup>6</sup> Installed clean energy generation capacity at full deployment of funds is the same for annual and lifetime duration.

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

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.

## Bridge Loan to Support the Deployment of Community Solar Projects

### Eden Renewables, LLC

*On November 8, 2019, NY Green Bank (“NYGB”) provided a 24-month senior secured \$2.5 million bridge loan facility (the “Bridge Loan”) to Eden Devco Borrower LLC (“Borrower”), which is owned by Eden Devco LP (“Sponsor”), a limited partnership that is managed by Eden Renewables LLC (“Eden”). On March 31, 2020, NYGB increased the Bridge Loan size to \$4.3 million. On August 28, 2020 NYGB further increased the Bridge Loan size to \$6.3 million. On December 15, 2020, NYGB closed on a third upside to the facility, increasing the Bridge Loan size to \$7.7 million. Bridge Loan proceeds will finance project interconnection deposits to National Grid for community distributed generation (“CDG”) solar projects. This transaction is expected to provide New York State (“NYS”) residents and businesses with a greater variety of energy choices and, ultimately, lower-cost clean energy.*

### Transaction Description

Eden is developing a portfolio of CDG solar projects in NYS. NYGB loan proceeds finance interconnection deposits to National Grid for such projects, due under the New York State Public Service Commission (the “Commission”) Standardized Interconnection Requirements and Application Process.<sup>1</sup>

This transaction is expected to support up to 100 MW of solar assets in the State, and is expected to: (i) provide commercial and residential project subscribers access to reliable, clean, low-cost energy; and (ii) reduce up to 373,019 metric tons of greenhouse gas (“GHG”) emissions annually in NYS. As there has been an increasingly strong demand for CDG solar throughout NYS, capital providers are recognizing, and will continue to recognize, the value in providing financing to enable the deployment of these projects. NYGB expects the Bridge Loan product to serve a template for private capital providers.

This Transaction Profile is provided pursuant to the updated 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>2</sup> This Transaction Profile contains specific information in connection with the Eden transaction relating to the senior secured loan entered into in November 2019, the increase of that Bridge Loan entered into in August 2020 and the latest upside to that facility entered into in December 2020, as required by the metrics plan.<sup>3</sup>

### Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset Loan & Investment	Bridge Loan	\$7.7 million

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

Statewide.<sup>4</sup> Projects will be located throughout NYS.

<sup>1</sup> Under the revised NYS Standardized Interconnection Requirements, within 90 business days of receiving the Coordinated Electric System Interconnection Review (“CESIR”) results, interconnection applicants must pay the applicable utility 25.0% of the interconnection upgrade estimates. Interconnection applicants will then pay the remaining balance of the interconnection upgrade estimates within 120 business days from the date that the initial deposit was made.

<sup>2</sup> Case 13-M-0412.

<sup>3</sup> See Section 4.0, page 8 and Schedule 3.

<sup>4</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
<b>Client</b>	Eden Renewables LLC	Energy Project Developer
<b>Counterparties (current)</b>	National Grid	Electric Utility

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
<b>Solar Project Developers</b>	Interconnection and construction financing are inefficient uses of sponsor equity and limit project deployment efforts, which restricts the amount of distributed generation development in NYS.	These transactions encourage a more efficient use of sponsor equity and support project development efforts in NYS by providing interconnection and construction financing to a project developer. NYGB's role helps to create an easier pathway forward for developers and enable greater deployment of distributed generation assets throughout the State.
<b>Capital Market Participants</b>	As a relatively new form of clean energy project, CDG 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 distributed generation project investments.	Projects supported by these transactions 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 generation enabled business models.
<b>CDG Subscribers</b>	Due to project siting, property ownership and consumer preference issues, on-site solar 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 CDG solar projects, 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 standalone systems), with increased access to clean, low-cost energy, regardless of where their home or business is located.

## Technologies Involved

Technology	Measures
<b>Renewable Energy</b>	Solar photovoltaic systems

## Metrics & Evaluation Plan

### Planned Energy & Environmental Metrics

NYGB's minimum investment criteria specifically require that "transactions will have the potential for energy savings and/or clean energy generation that will contribute to GHG emission reductions in support of New York's energy policies".<sup>5</sup> In addition, the Metrics Plan requires that the following energy and environmental measures applicable to this transaction be reported:<sup>6</sup>

<sup>5</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.

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

- Estimated gross lifetime and first-year electricity savings (MWh);
- Estimated gross lifetime and first-year fuel savings (MMBtu); 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 Bridge Loan are as follows:

Energy/Environmental Impact	Lifetime Low Estimate	Lifetime High Estimate	Annualized Low Estimate	Annualized High Estimate
Estimated clean energy generated (MWh)	745,700	1,739,967	29,828	69,599
Estimated clean energy generation installed capacity (MW) <sup>7</sup>	25.3	59.1	Not Applicable	
Estimated GHG emission reductions (metric tons)	373,019	870,378	14,921	24,815

## 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>8</sup> NYSERDA collected baseline data for the NYGB portfolio 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., generation capacity and expected dollar value) and location of projects financed by the Bridge Loan;
- Aggregate expected energy generation for projects financed by the Bridge Loan; 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 CDG projects;
- Increased general understanding of renewable energy benefits by financial community;
- Increased awareness and use of CDG 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 CDG 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 impact this transaction has had on the clean energy finance markets and the energy/environmental benefits it delivers.

**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>7</sup> Installed clean energy generation capacity at full deployment of funds is the same for first-year and lifetime duration.

<sup>8</sup> See Metrics Plan, Section 3.3 at page 7.

solar financing (generally and with regard to CDG 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 Bridge Loan raised construction financing and were completed, commissioned, and placed in service.

In accordance with the Metrics Plan, NYGB will track Eden 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.

TRANSACTION PROFILE

December 2020

**Support of Energy Efficiency in New York State**

**RED-Rochester, LLC**

*In December 2020, NY Green Bank (“NYGB”) provided \$25 MM to participate in a syndicated loan facility to RED-Rochester, LLC (“RED” or the “Borrower”), a company sponsored by Ironclad Energy Partners LLC (“Ironclad”), a portfolio company of funds managed by Stonepeak Infrastructure Partners (“Stonepeak”). This transaction is part of a \$100 MM credit facility participated in by National Bank of Canada (“NBC”) and East West Bank (“EWB”); it demonstrates NYGB’s commitment to supporting energy efficiency projects and will mark NYGB’s first financing of a district energy system with a pipeline of industrial energy efficiency projects.*

**Transaction Description**

In December 2020, NYGB committed \$25 MM as part of a broader \$100 MM credit facility extended to RED. The Borrower owns and operates a lightly regulated district energy system that provides more than a dozen utility services to over 100 customers within Eastman Business Park in Rochester, NY (the “Park” or “EBP”). The Park is a 1,200-acre multi-tenant industrial park initially established by Eastman Kodak in the late 1800s and continuously operated since. The project is sponsored by Ironclad, a portfolio company of funds managed by New York-based infrastructure asset manager Stonepeak.

With its commitment to the Term Loan, NYGB supports continued investment in energy efficiency (“EE”) improvements in the Park by RED. This investment will provide liquidity to RED to invest in NYS projects that have the potential to reduce greenhouse gas (“GHG”) emissions. In conjunction with the receipt of this capital, RED has committed to investing \$25 MM in a large pipeline of EE improvement projects in the Park. RED will report progress to NYGB on certain EE and emissions reduction activities in the State. Through this transaction NYGB continues demonstrate the viability of industrial EE improvements in the State, draw new investors and financial institutions into the marketplace, and lower the cost of capital in this market sector. Increased EE deployment will continue to drive activity in the State, which will help NYS meet its clean energy targets by 2025.

This Transaction Profile is provided pursuant to the updated 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 December 2020 RED transaction as required by the Metrics Plan.

**Form of NYGB Investment**

NYGB Product	Product Sub-Type	Committed Capital
Asset Loan & Investment	Term Loan	\$25.0 million

**Location(s) of Underlying Project(s)**

Upstate. The Park is located in Rochester, NY.

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

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

	Name	Participant Type
<b>Sponsor</b>	Ironclad Energy Partners LLC	Indirect owner of RED
<b>Sole Book Runner and Co-Coordinating Lead Arranger</b>	National Bank of Canada	International Commercial & Investment Bank
<b>Co-Coordinating Lead Arranger and Depository Agent</b>	East West Bank	International National Commercial & Investment Bank

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
Long Term Asset Owners	Energy efficiency improvements are sometimes an inefficient use of sponsor equity, limiting project deployment efforts and effectively restricting the amount of energy efficiency improvements deployed in NYS.	NYGB financing provides additional liquidity to incentivize sponsor equity investment in accretive and environmentally friendly energy efficiency projects. NYGB's role helps to enable greater deployment of energy efficiency improvements throughout the State.
Capital Markets Participants	It can be difficult to assess and price the value of underlying energy efficiency project investments.	Projects supported by this transaction will generate project and performance data and will draw new investors and financial institutions into the marketplace by demonstrating the value of EE projects.

## Technologies Involved

Technology	Measures
Energy Efficiency	Various

## Metrics & Evaluation Plan

### Planned Energy & Environmental Metrics

NYGB's minimum investment criteria specifically require that transactions have the potential for energy savings and/or clean energy generation that will contribute to GHG emission reductions in support of New York's energy policies.<sup>2</sup> In addition, the Metrics Plan requires that the following energy and environmental measures, applicable to this transaction, be reported:<sup>3</sup>

- Estimated gross lifetime and annual electricity savings (MWh);
- Estimated gross lifetime and annual fuel savings (MMBtu);
- Estimated installed generation capacity (MW); and
- Estimated gross lifetime and annual GHG emission reductions (metric tons).

The estimated gross lifetime and annual energy and environmental impacts of the Term Loan are as follows:

Energy/Environmental Impact	Lifetime Low Estimate	Lifetime High Estimate	Annual Low Estimate	Annual High Estimate

<sup>2</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.

<sup>3</sup> See Metrics Plan, Section 2.0, pages 2 - 6.

Estimated electricity savings (MWh)	171,294.90	180,310.43	11,419.66	12,020.70
Estimated fuel savings (MMBtu)	11,759,359.33	12,378,272.98	783,957.29	825,218.20
Estimated energy generation installed capacity (MW)	0.52	0.54	N/A	
Estimated GHG emission reductions (metric tons)	943,197.18	992,839.13	62,879.81	66,189.28

### 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 in 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>4</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 tracking and/or future market evaluation will demonstrate progress across short-term indicators; including:

- Size (i.e., expected dollar value) and type of improvements spurred by the Term Loan;
- Aggregate expected energy savings for improvements spurred by the Term Loan; and
- The number of improvements completed.

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

- Increase in market volume of industrial energy efficiency improvements;
- Increase in general understanding of energy efficiency benefits by financial community;
- Increased awareness and use of energy efficiency investment performance data by financing entities;
- Demonstration of competitive risk-return profiles for industrial energy efficiency;
- Decreased operating costs of improved industrial sites; and
- Increased number of new lending participants.

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

NYSERDA will evaluate the impacts this transaction has had on the clean energy finance markets and the energy/environmental benefits it delivers.

**Market evaluation** will address the short, medium and long-term indicators identified above. Methods will include analysis of program data along with interviews and surveys of market participants (industrial service providers, financial community) to track information including but not limited to: participation rates, project scale information, and influence of NYGB's participation on financial markets. As noted, baseline data was collected on key indicators in the first phase evaluation during 2018 – 2019. Subsequent studies will assess progress against baseline levels for other market segments. The specific timing of these efforts will be determined (and may be revised) on an ongoing basis as NYGB's investment portfolio continues to grow and evolve.

**Impact evaluation** will assess the projects funded under the Term Loan, once completed, commissioned, and operational. In accordance with the Metrics Plan, NYGB will track RED projects that receive an incentive 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.

<sup>4</sup> See Metrics Plan, Section 3.3, page 7.

## Continued Support of Distributed Generation in New York State

### OYA Solar

*In December 2020, NY Green Bank (“NYGB”) committed \$13 MM to a development facility with Greenbacker Development Opportunities Fund (“GDEV”) as a Co-Lender to finance the development of up to 109 MW of community distributed generation (“CDG”) solar projects in New York State (“NYS” or the “State”). This transaction is expected to provide NYS residents and businesses a greater variety of energy choices and, ultimately, lower-cost clean energy.*

### Transaction Description

OYA Solar (“OYA”) is a privately held, Toronto-based solar developer. OYA was founded in 2009 and operates in NYS through subsidiaries OYA Solar NY, L.P. (the “Sponsor”) and OYA Solar CDG LLC (the “Borrower”). OYA provides an in-house development and execution platform to manage the complete project lifecycle from origination to project commissioning.

With its commitment, NYGB expects to support the deployment of up to 109 MW of CDG projects in NYS. Through this transaction NYGB continues 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. Increased solar deployment will continue to drive activity in the State, which will help NYS meet its 6.0 GW solar target by 2025. 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 updated 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 OYA transaction entered into in December 2020, as required by the Metrics Plan.

### Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset Loan & Investment	Development Loan	\$13.0 million

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

Statewide.<sup>2</sup> Projects are located New York State Electric & Gas, Orange & Rockland and National Grid utility territories.

<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
<b>Sponsor</b>	OYA Solar NY, LP	Holding Company
<b>Borrower</b>	Oya Solar CDG LLC	Energy Project Developer

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
Solar Project Developers	Interconnection and construction financing are inefficient uses of sponsor equity and limit project deployment efforts, effectively restricting the amount of distributed generation development in NYS.	This transaction encourages a more efficient use of sponsor equity and supports project development efforts in NYS by providing development capital to a project developer. NYGB's role helps to create an easier pathway forward for developers and enable greater deployment of distributed generation assets throughout the State.
Capital Markets Participants	As a relatively new form of clean energy project, CDG 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 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 generation enabled business models.
CDG Subscribers	Due to project siting, property ownership and consumer preference issues, on-site solar 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 CDG solar projects, 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 standalone 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

## 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") emission 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, applicable to these transactions, be reported:<sup>4</sup>

- Estimated gross lifetime and annual clean energy generated (MWh);

<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.

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

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

The estimated gross lifetime and annual 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)	874,594	3,186,822	34,983	127,472
Estimated clean energy generation installed capacity (MW) <sup>5</sup>	31.2	109.9	N/A	
Estimated GHG emission reductions (metric tons)	437,495	1,594,133	17,499	23,765

## 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 put 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 the 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., generation capacity 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 CDG projects;
- Increased general understanding of renewable energy benefits by financial community;
- Increased awareness and use of CDG 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 CDG 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 solar financing (generally and with regard to CDG 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

<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.

further develops and evolves.

**Impact evaluation** will assess the projects funded under the Facility. In accordance with the Metrics Plan, NYGB will track OYA 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.

## Construction-to-Term Loan to Support the Deployment of NYS Fuel Cell Projects

### Daroga Power

On December 23, 2020, NY Green Bank (“**NYGB**”) provided an up to \$26.5 million senior secured construction-to-term loan facility (the “**Facility**”) to DARE Management, LLC (“**Borrower**”), a subsidiary of Daroga Power LLC (“**Daroga**”). Loan proceeds will finance construction for community distributed generation (“**Community DG**” or “**CDG**”) fuel cell projects in New York City. The projects supported by this transaction are expected to provide New York State (“**NYS**”) residents and businesses with lower-cost clean energy.

### Transaction Description

Daroga is developing a portfolio of CDG fuel cell projects in NYS and requested that NYGB provide an up to \$26.5 million construction-to-term loan facility to finance their construction costs.

This transaction supports up to 12.0 MW of fuel cells located in New York City, which are expected to: (i) provide commercial and residential project subscribers access to reliable low-cost energy; and (ii) reduce up to 16,000 metric tons of greenhouse gas (“**GHG**”) emissions annually in NYS. As there has been an increasingly strong demand for CDG throughout NYS, capital providers are recognizing, and will continue to recognize, the value in providing financing to enable the deployment of these projects. NYGB expects the Facility to serve as a template for private capital to replicate in future financings.

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 Daroga transaction relating to the construction-to-term loan facility entered into in December 2020, as required by the Metrics Plan.<sup>2</sup>

### Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset & Investment	Construction-to-Term	\$26.5 million

### Locations of Underlying Projects

New York City. The projects will be located in Staten Island, NY.

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

	Name	Participant Type
<b>Client</b>	Daroga Power	Energy Project Developer

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

<sup>2</sup> See Section 4.0, page 8 and Schedule 3.

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
<b>Distributed Energy Project Developers</b>	Project sponsors are often expected to pay for construction expenses with equity funds as they finalize term financing arrangements. This results in a relatively inefficient use of sponsor equity, which limits project deployment efforts and effectively restricts the amount of CDG being deployed in NYS, slowing the rate of deployment.	This transaction encourages a more efficient use of sponsor equity and supports project development efforts in NYS by providing construction and term financing to a project developer. NYGB's role helps to create an easier pathway forward for developers and enable greater deployment of community and other distributed generation assets throughout the State.
<b>Capital Market Participants</b>	As a relatively new form of clean energy offtake, CDG 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 CDG project investments.	Projects supported as a result of 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 CDG-enabled business models.
<b>Community DG Subscribers</b>	Due to project siting, property ownership and consumer preference issues, on-site clean energy installations may not be viable for a number of NYS homeowners, renters, and businesses. This limits the number of clean energy projects getting done to those with suitably sited homes or businesses.	This transaction supports the deployment of CDG fuel cell projects, which provide those who are not otherwise able to install clean energy generation systems on their property (e.g., businesses whose rooftops cannot support solar systems, renters and those who cannot afford stand-alone onsite generation systems), with voluntary access to clean, low-cost energy, regardless of where their home or business is located.

## Technologies Involved

Technology	Measures
Fuel Cells	Solid Oxide Fuel Cell Servers

## 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. In addition, the Metrics Plan requires that the following energy and environmental measures, applicable to these transactions, be reported:

- Estimated gross lifetime and first-year energy generated from Fuel Cell (MWh);
- Estimated gross energy generation installed capacity (MW);
- Estimated gross lifetime and first-year fuel consumption (MMBtu); 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 energy generated (MWh)	893,520	946,080	89,352	94,608
Estimated fuel consumption (MMBtu) <sup>3</sup>	5,960,010	8,041,283	596,001	804,128
Estimated energy generation installed capacity (MW) <sup>4</sup>	12.0	12.0	N/A	
Estimated GHG emission reductions (metric tons) <sup>5</sup>	19,921	156,766	1,992	15,677

## 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 put 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. NYSERDA collected baseline data for the NYGB portfolio 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 the 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., generation capacity 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 CDG projects;
- Increased general understanding of renewable energy benefits by financial community;
- Increased awareness and use of CDG 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 CDG 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 impact this transaction has had on the clean energy finance markets and the energy/environmental benefits that it delivers.

**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 solar financing (generally and with regard to CDG 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

<sup>3</sup> Estimated fuel consumption will be included in the estimated energy savings (MMBtu) from CHP categories in NYGB consolidated reporting.

<sup>4</sup> Estimated Energy generation installed capacity will be included in the estimated energy generation installed capacity from CHP category in NYGB consolidated reporting.

<sup>5</sup> As of January 1, 2016, the New York State Energy Research and Development Authority ("NYSERDA") utilizes a 1,103 lbs./MWh conversion factor to estimate GHG emissions reductions for electric generation and energy efficiency savings across all components of the Clean Energy Fund. NYSERDA previously utilized a 625 lbs./MWh conversion factor.

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 Facility raised construction financing and were completed, commissioned, and placed in service.

In accordance with the Metrics Plan, NYGB will track Daroga 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.