



**NY Green Bank**  
A Division of NYSERDA



# NY Green Bank

**Quarterly Metrics Report No. 12 (June 30, 2017)**  
**Webinar | August 29, 2017**

*Note: All data included in this quarterly update is current as of June 30, 2017, unless otherwise indicated*

- Performance
  - Performance at a Glance – As of June 30, 2017
- Investment Activity
  - Transaction Status & Active Pipeline
  - Active Pipeline - Technology, Geography & End-Users
  - Q2 2017 Investments
- Objectives, Milestones & Deliverables
  - Overarching Goals, KPIs & Metrics
  - FY 2017 – 18 Objectives
  - Progress Against FY 2017 – 18 Objectives
  - Progress Against FY 2017 – 18 Plan Deliverables
- Quarterly Metrics
- Trends
  - Pipeline of Investment Opportunities
  - Investment Portfolio
  - Estimated Lifetime GHG Reductions
  - Revenues & Expenses (Quarterly)
  - Revenues & Expenses (Cumulative)
- What's Coming Next?
- Stay In Touch with NY Green Bank
- Questions

# Performance

# Performance at a Glance – As of June 30, 2017

Strong first quarter of FY 2017 – 18. NYGB closed **\$63.3 million** of new clean energy investments in New York State (NYS), exceeding its goal of **\$50.0 million** per quarter and putting it on pace to achieve its objective of **\$550.0 million** of cumulative investments by the end of FY 2017 – 18.

## Stimulating New Clean Energy Proposals in the State

Proposals received for **\$2.1 billion** in NYGB investment since inception

## Strong Active Pipeline <sup>(1)</sup>

Active Pipeline of transactions moving towards closing is **\$588.3 million**

## Driving Material Clean Energy Investments Across NYS

Investments support clean energy projects with total project costs between **\$1.2 and \$1.4 billion**, based on Overall Investments to Date of **\$409.4 million**

## Mobilizing Capital

NYGB's investment portfolio as a whole represents expected mobilization ratio on track at or above **3:1**; over 10 years on track to meet or exceed **8:1**

## Revenue Growth Maintaining Self-Sufficiency

**\$17.8 million** in cumulative revenues generated since inception, including **\$4.9 million** in Q2 2017 alone

## Contributing to CEF Objectives, REV & the CES

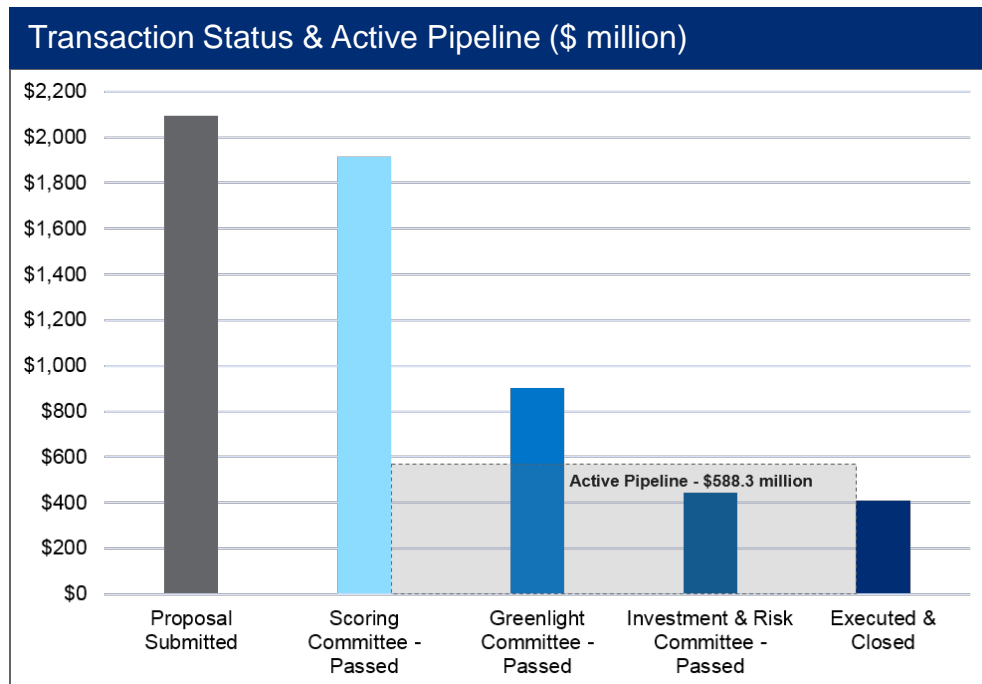
Estimated lifetime GHG reductions between **4.3 and 5.8 million metric tons**, equivalent to removing **51,300 – 65,300 cars** off the road for **20 years**

Q1 Metrics Report was filed August 14, 2017, pursuant to the Metrics, Reporting & Evaluation Plan v3.0 and is available at [www.greenbank.ny.gov/About/Public-Filings](http://www.greenbank.ny.gov/About/Public-Filings)

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



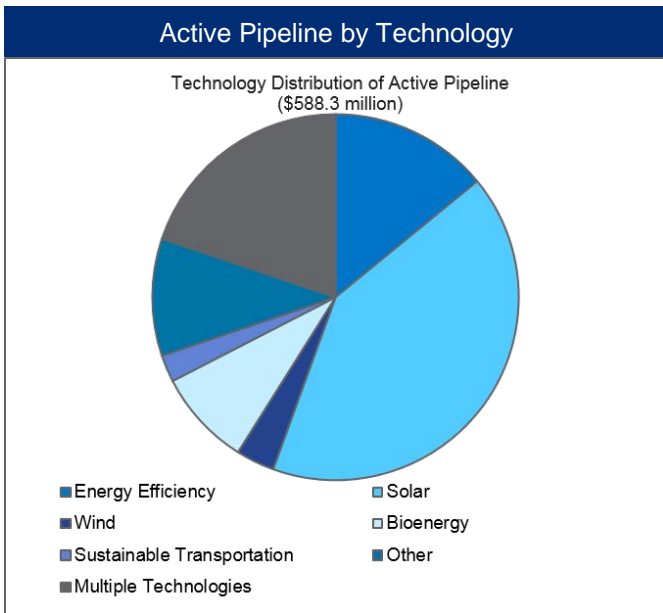
# Investment Activity



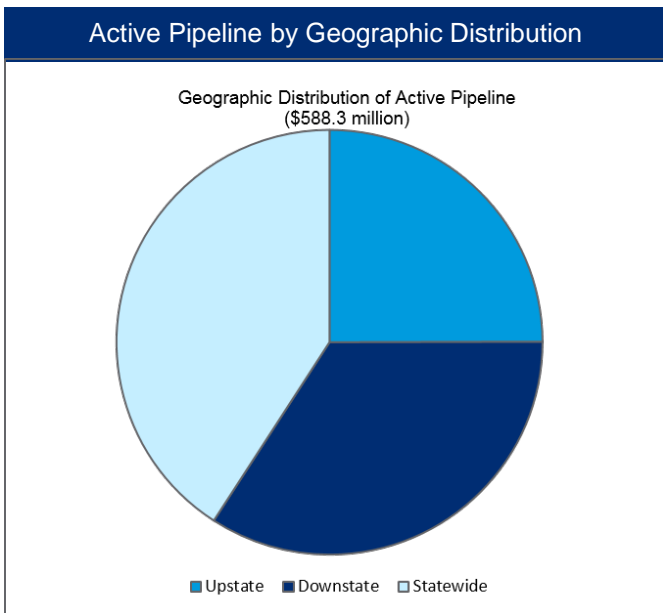
NYGB analysis; DealCloud data

Since inception through June 30, 2017:

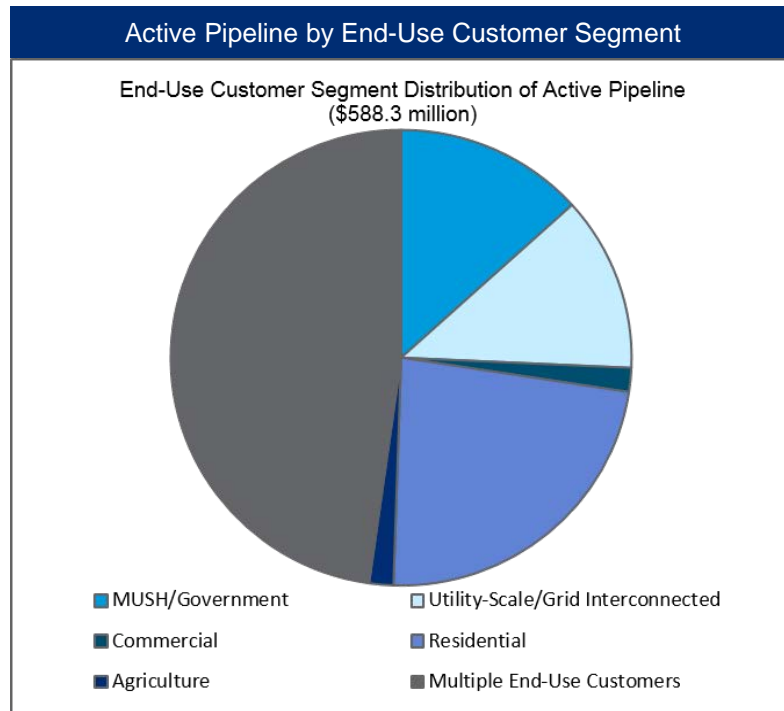
- **\$2.1 billion** of proposals received and evaluated by NYGB's Scoring Committee
- **\$1.9 billion** of proposals passed Scoring Committee evaluation – representing potential investments that meet NYGB's mandate and proposal evaluation criteria
- Active Pipeline currently **\$588.3 million**
- **\$904.5 million** of proposals received Greenlight Committee recommendation for advancement
- **\$445.8 million** of proposals vetted by the Investment & Risk Committee (IRC) and approved by NYSERDA's President & CEO
- **\$409.4 million** of transactions closed - comprising Overall Investments to Date - mobilizing public and private investments to support in the range of **\$1.2 to \$1.4 billion** in Total Project Costs (Cumulative) for new clean energy deployment in the State



NYGB analysis; DealCloud data



NYGB analysis; DealCloud data



NYGB analysis; DealCloud data

In Q2 2017, NYGB closed **two new transactions**, totaling a **\$63.3 million** addition to Overall Investments To Date.<sup>(1)</sup>

## Sunrun Inc.

- Financing expansion of Sunrun's residential solar business in NYS
- Increases renewable energy installed generation capacity by 7.0 MW
- \$15.0 million in post-construction financing provided by NYGB toward a \$202.0 million aggregation-to-term loan facility

## Motivate International Inc.

- Financing addition of 2,000 bikes in low-to-moderate (LMI) neighborhoods to Citi Bike's existing fleet of 10,000 bikes across 600 stations in NYC
- Reduces up to 32,500 metric tons of GHG emissions over a seven-year useful life
- \$43.3 million term loan and \$5.0 million seasonal variable funding note provided by NYGB



# Objectives, Milestones & Deliverables

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

NYGB Goals	Key Performance Indicators	Metrics
<p><b>Deliver Energy &amp; Environmental Impact Benefits (cont.)</b></p>	<ul style="list-style-type: none"> <li>▪ Contributing to CEF objectives and in turn REV &amp; the CES (by supporting increased deployment of renewable energy, distributed energy &amp; energy efficiency) (cont.)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Estimated energy and environmental benefits (cont.):                             <ul style="list-style-type: none"> <li>▪ Other clean energy generation installed capacity (MW); and</li> <li>▪ GHG emissions reductions (metric tons); and</li> </ul> </li> <li>▪ Installed energy and environmental benefits:                             <ul style="list-style-type: none"> <li>▪ Energy saved by fuel type from energy efficiency projects (MWh/MMBtu) and/or actual clean energy generated (MWh);</li> <li>▪ Primary energy saved from CHP (Btu);</li> <li>▪ Clean energy generation installed capacity (MW), if applicable; and</li> <li>▪ GHG emissions reductions (metric tons).</li> </ul> </li> </ul>

NYGB's Annual Review 2016 – 17 and Annual Business Plan 2017 – 18 defined **three primary objectives**:

## Put Ratepayer Money to Work

Commit \$550.0 million (cumulative) to NYGB investments over the fiscal year ending March 31, 2018, with an average of \$50.0 million in closed transactions per quarter.

## Mobilize Capital

Maintain an average, portfolio-wide Mobilization Ratio of at least 3:1 (the ratio of Total Project Costs (Cumulative) to NYGB Overall Investments to Date), driving towards a ratio of at least 8:1 across all NYGB investments by the end of the CEF term in 2025.

## Maintain Self-Sufficiency

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

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

Build & Maintain Active Pipeline

Revenue & Expense Targets

Optimize Performance & Impact

Further Mobilize Capital to Invest in NYS Clean Energy

Continue Market & Stakeholder Outreach

Cultivate Opportunities Related to New State Programs and Initiatives

Grow Impact Benefits

Baseline Evaluations of the Investment Portfolio

Attract & Retain Required Staff



## Objective

## Progress

### Put ratepayer money to work:

Commit \$550.0 million (cumulative) to NYGB investments by fiscal year end March 31, 2018

NYGB has committed **\$63.3 million** in the first quarter of FY 2017 – 18 (**\$409.4 million** in Overall Investments to Date), putting it at **74.4%** of goal for the current fiscal year.

### Mobilize capital:

Achieve average mobilization ratio of 3:1, and 8:1 across portfolio by end of CEF in 2025

NYGB's current portfolio-wide mobilization ratio meets the required **3:1** on average and is on track to achieve an **8:1 mobilization ratio** by 2025, including through **recycling capital** for investment in new transactions

### Maintain self-sufficiency

Continue to grow revenues and manage expenses to maintain self-sufficiency

**\$17.8 million** in revenues has been generated since NYGB's inception, including **\$4.9 million** in Q2 2017

### Strong Active Pipeline:

Maintain an Active Pipeline of at least \$300.0 million

Active Pipeline of potential investments proceeding to close is **\$588.3 million**

### Reduce GHG Emissions:

Contribute to CEF objectives and in turn REV & the CES

Current Portfolio represents up to: **300.0 MW** of new clean energy installations in NYS, **8.52 million MWh** of clean energy generation, **1.23 million MWh** saved, **10.3 million MMBtus** saved, and estimated lifetime GHG reductions of between **4.3 and 5.8 million metric tons** over the life of underlying projects

# Progress Against FY 2017 – 18 Plan Deliverables

Category	Deliverable	Status in Quarter Ending June 30, 2017
<b>Strong Active Pipeline</b>		
▪ <b>Active Pipeline</b>	▪ Maintain an Active Pipeline of at least \$300.0 million on average throughout the year.	<input checked="" type="checkbox"/> <b>Achieved for this Quarter:</b> Active Pipeline of <b>\$588.3 million.</b>
▪ <b>Streamline Investment Proposal Submission Process and Data Collection</b>	▪ Create an online portal for submission of Investment RFPs to NYGB with straight-through processing and data collection in NYGB's CRM system to make management and reporting tools more efficient and effective.	<input checked="" type="checkbox"/> <b>Achieved for this Quarter:</b> In May 2017 NYGB launched the online portal for submission of Investment RFPs to NYGB.
<b>Portfolio Driving Material Clean Energy Investments Across NYS</b>		
▪ <b>Committed Funds</b>	▪ Commit \$550.0 million (cumulative) to NYGB investments, equating to an average of \$50.0 million in closed transactions per quarter.	<input checked="" type="checkbox"/> <b>Achieved for this Quarter:</b> <b>\$63.3 million</b> of closed transactions in the quarter.
▪ <b>Issue CDG RFP</b>	▪ Publicly Issue RFP.	<input type="checkbox"/> <b>Not Started:</b> NYGB is due to start this activity in Q3 2017.
▪ <b>Issue Interconnection Bridge Loan RFP</b>	▪ Publicly issue RFP.	<input type="checkbox"/> <b>Not Started:</b> NYGB is due to start this activity in Q3 2017.
▪ <b>Perform Initial Evaluation Activities</b>	▪ Engage with independent evaluators to conduct baseline assessments for both financial market transformation and energy and environmental impact of NYGB's Investment Portfolio.	<input checked="" type="checkbox"/> <b>Ongoing &amp; On Track:</b> NYGB is developing the Baseline Evaluation Plan with NYSERDA Performance & Market Standards group and in consultation with DPS. Evaluation of NYGB's Portfolio by independent third-party evaluators is expected to commence in Q4 2017.
<b>Mobilizing Private Capital</b>		
▪ <b>Mobilization Ratio</b>	▪ Achieve an average, portfolio-wide Mobilization Ratio of at least 3:1, driving towards a ratio of 8:1 across all NYGB investments by the end of the CEF term in 2025.	<input checked="" type="checkbox"/> <b>Achieved for this Quarter:</b> Current quarter Mobilization Ratio on track at least <b>3:1</b> on average across NYGB's portfolio.

# Quarterly Metrics

Quarterly Metrics are set out below, without footnotes. For complete Metrics and narrative, please see the full Report filed on August 14, 2017 available at [www.greenbank.ny.gov/About/Public-Filings](http://www.greenbank.ny.gov/About/Public-Filings)

Quarterly Metric	Prior Quarter	Current Quarter
<b>Capital Position</b>		
▪ Authorized Capital (\$)	\$1.0 billion	\$1.0 billion
▪ Authorized Administrative Expenses (\$)	\$17.5 million	\$17.5 million
▪ Authorized Evaluation Expenses (\$)	\$4.0 million	\$4.0 million
<b>Operational Matters</b>		
▪ Cumulative Revenues (\$)	\$12.9 million	\$17.8 million
▪ Cumulative Operating Expenses (\$)	\$16.7 million	\$19.0 million
▪ Direct Operating Expenses (\$)	\$9.5 million	\$10.8 million
▪ Allocated Expenses (\$)	\$7.2 million	\$8.1 million
▪ Credit Facility (if in place)		
▪ Credit Facility Amount (\$)	Not Applicable	Not Applicable
▪ Credit Facility Drawn Amount (\$)	Not Applicable	Not Applicable
▪ Credit Facility Fees & Interest (Cumulative) (\$)	Not Applicable	Not Applicable
<b>Investment Portfolio</b>		
▪ Committed Funds (Cumulative) (\$)	\$85.8 million	\$76.7 million
▪ Deployed Funds (Cumulative) (\$)	\$258.5 million	\$320.0 million
▪ Current Portfolio (\$)	\$344.3 million	\$396.6 million
▪ Overall Investments to Date (\$)	\$346.1 million	\$409.4 million
▪ Total Project Costs (Cumulative) (\$)	In the range of \$1.0 - \$1.43 billion	In the range of \$1.2 - \$1.4 billion
▪ Mobilization Ratio	Tracking at least 3:1 on average across portfolio	Tracking at least 3:1 on average across portfolio
▪ Portfolio Concentrations (%)	75.0% Renewable Energy	66.8% Renewable Energy
	15.0% Energy Efficiency	12.3% Energy Efficiency
	11.0% Other	20.9% Other





Quarterly Metric	Prior Quarter	Current Quarter
<b>Investment Portfolio (cont.)</b>		
▪ <b>Number &amp; Type of NYGB Investments</b>	16 – Renewable Energy	17 – Renewable Energy
	6 – Energy Efficiency	6 – Energy Efficiency
	2 – Other	3 – Other
▪ <b>Number &amp; General Type of NYGB Counterparties</b>	45 – Local Development Corporation; Global Corporate & Investment Banks; Commercial/Regional Banks; Specialty Finance Company; Energy Project Developers; Municipal, University, Schools & Hospitals; Energy Technology Provider & Vendors; Government Authority	46 – 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
▪ <b>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</b>	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 1.12 – 1.23 million MWh; and 9.43 – 10.3 million MMBtu	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 1.12 – 1.23 million MWh; and 9.43 – 10.3 million MMBtu
	Estimated Gross Lifetime Clean Energy Generated: 5.89 – 9.71 million MWh	Estimated Gross Lifetime Clean Energy Generated: 5.96 – 8.52 million MWh
▪ <b>Estimated Gross First Year Energy Saved by Fuel Type from Energy Efficiency Projects (MWh/MMBtu) and/or Estimated Gross First Year Clean Energy Generated (MWh) for Committed Funds &amp; Deployed Funds</b>	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency): 89,400 – 97,500 MWh; and 801,000 – 873,000 MMBtu	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency): 89,400 – 97,500 MWh; and 801,000 – 873,000 MMBtu
	Estimated Gross First Year Clean Energy Generated: 256,000 – 413,000 MWh	Estimated Gross First Year Clean Energy Generated: 258,000 – 366,000 MWh
▪ <b>Estimated Gross Lifetime Energy Saved from CHP (MWh) for Committed Funds &amp; Deployed Funds</b>	Estimated Gross Lifetime Energy Saved from CHP: 7,070 – 8,640 MWh	Estimated Gross Lifetime Energy Saved from CHP: 7,070 – 8,640 MWh
▪ <b>Estimated Gross First Year Energy Saved from CHP (MWh) for Committed Funds &amp; Deployed Funds</b>	Estimated Gross First Year Energy Saved from CHP: 293 - 358 MWh	Estimated Gross First Year Energy Saved from CHP: 293 – 358 MWh

# Quarterly Metrics (cont.)

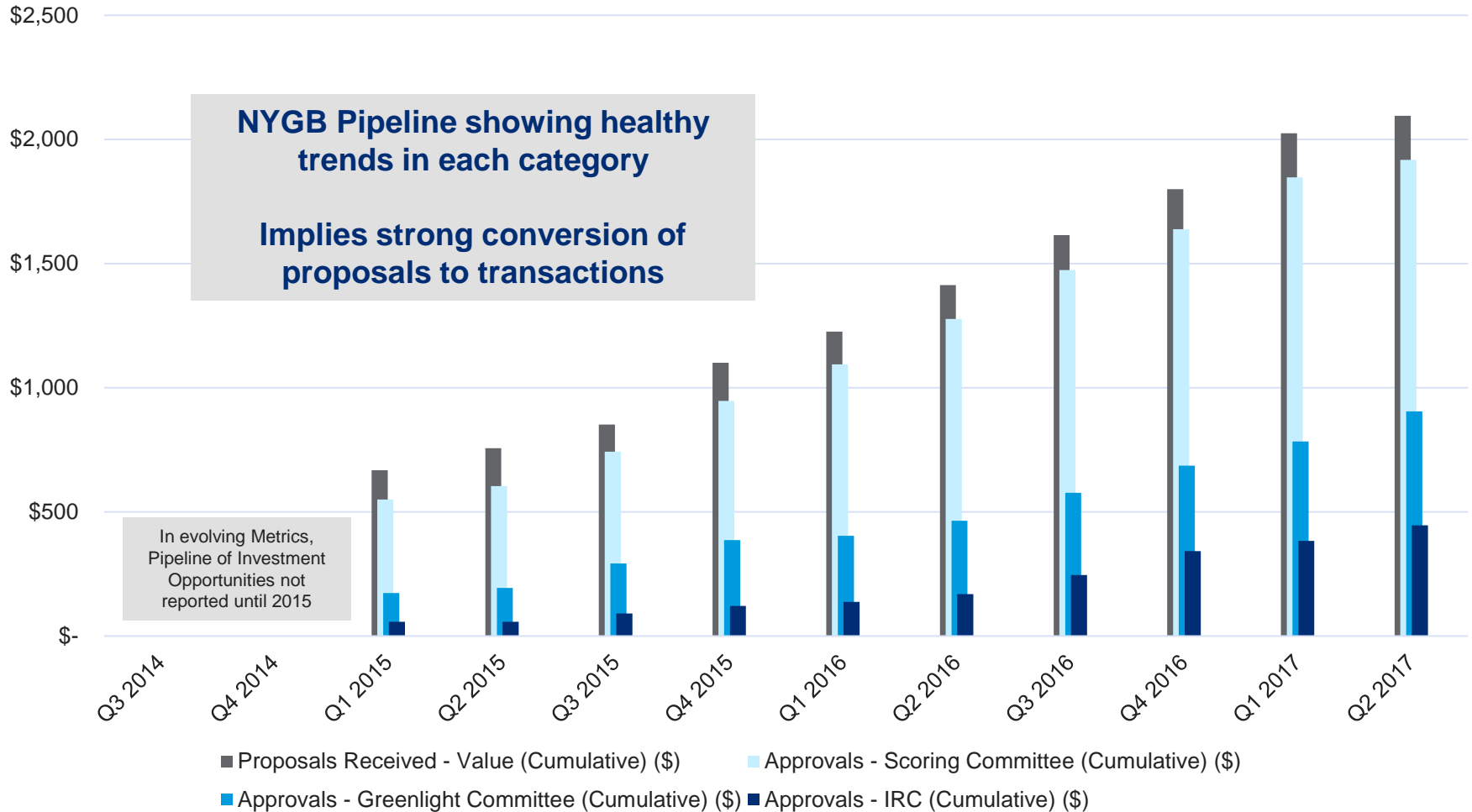
Quarterly Metric	Prior Quarter	Current Quarter
<b>Investment Portfolio (cont.)</b>		
▪ <b>Estimated Gross Lifetime Energy Savings from CHP (MMBtu) for Committed Funds &amp; Deployed Funds</b>	Estimated Gross Lifetime Energy Savings from CHP: -(41,000 – 50,100) MMBtu	Estimated Gross Lifetime Energy Savings from CHP: -(41,000 – 50,100) 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: -(1,700 – 2,070) MMBtu	Estimated Gross First Year Energy Savings from CHP: -(1,700 – 2,070) MMBtu
▪ <b>Estimated Gross Clean Energy Generation Installed Capacity from CHP (MW), if applicable, for Committed Funds &amp; Deployed Funds</b>	1.6 MW	1.6 MW
▪ <b>Estimated Gross Clean Energy Generation Installed Capacity (MW), if applicable, for Committed Funds &amp; Deployed Funds</b>	217.0 – 341.0 MW	220.0 – 300.0 MW
▪ <b>Estimated Gross Lifetime GHG Emission Reductions (metric tons) for Committed Funds &amp; Deployed Funds</b>	4.26 – 6.37 million metric tons	4.32 – 5.77 million metric tons <sup>1</sup>
<b>Investment Pipeline</b>		
▪ <b>Active Pipeline (In the Quarter) (\$)</b>	\$591.7 million	\$588.3 million
<b>Investment Process</b>		
▪ <b>Proposals Received – Value (Cumulative) (\$)</b>	\$2.0 billion	\$2.1 billion
▪ <b>Approvals - Scoring Committee (Cumulative) (\$)</b>	\$1.8 billion	\$1.9 billion
▪ <b>Approvals - Greenlight Committee (Cumulative) (\$)</b>	\$783.6 million	\$904.5 million
▪ <b>Approvals - IRC (Cumulative) (\$)</b>	\$382.5 million	\$445.8 million

(1) NYGB monitors its counterparties' clean energy project installations throughout the duration of each investment through the receipt and review of periodic reports. Based on information received, NYGB continually manages the actual and expected energy and environmental benefits across its overall 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, working with the relevant clients and counterparties and reflected in Transaction Profiles). This constant monitoring and refinement of expected outcomes improves the accuracy of NYGB's overall portfolio level estimations of impact benefits as it works towards meeting the CEF objectives to support the NYS CES and SEP goals. Given such periodic adjustments, the aggregate estimated benefits reported in Quarterly Reports will be the most up-to-date and accurate estimate, and so no longer will reflect the sum of the low and high estimated benefits specified in the Transaction Profiles at the time of each transaction close.



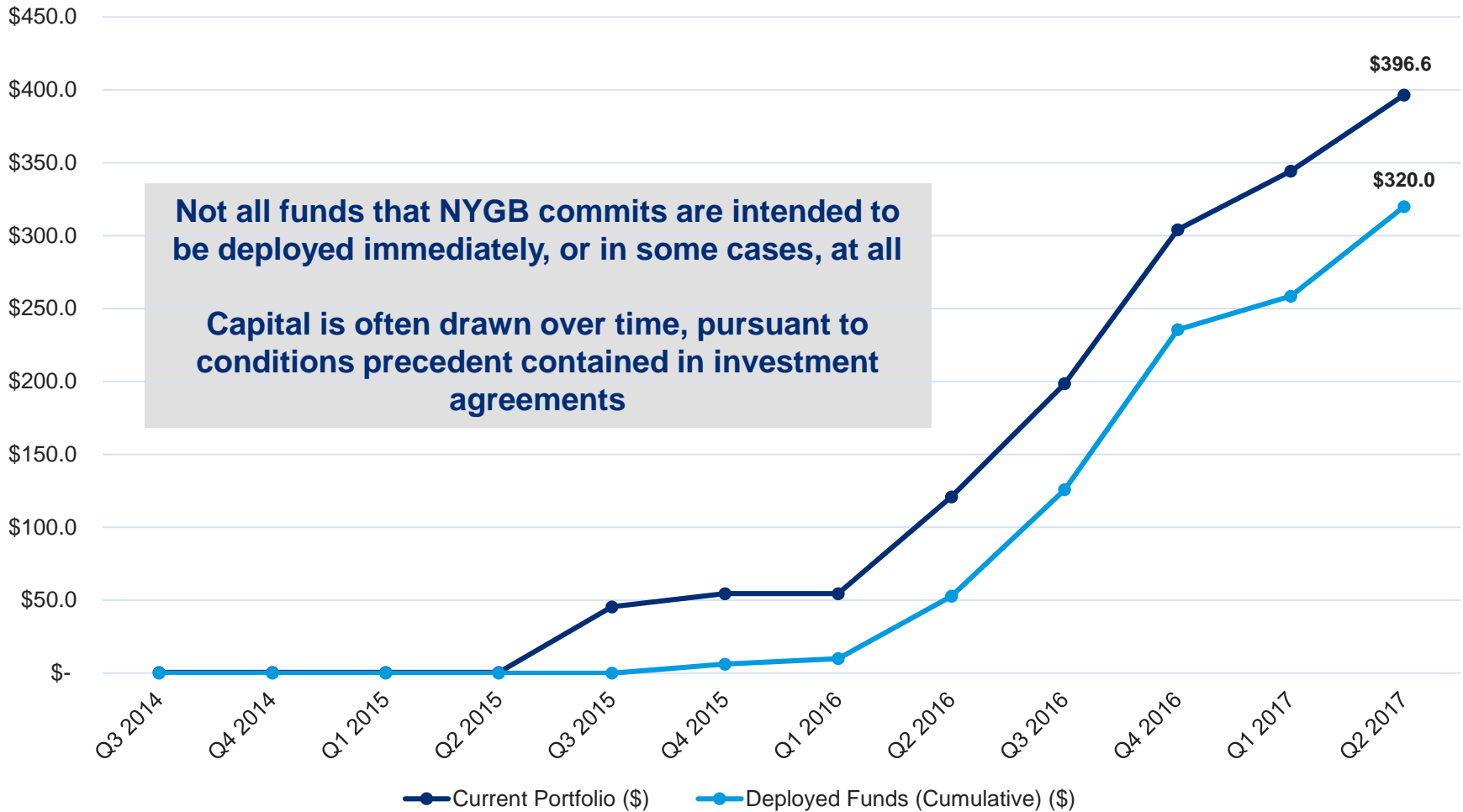
# Trends

## NYGB Pipeline of Proposals and Approvals (\$ million)



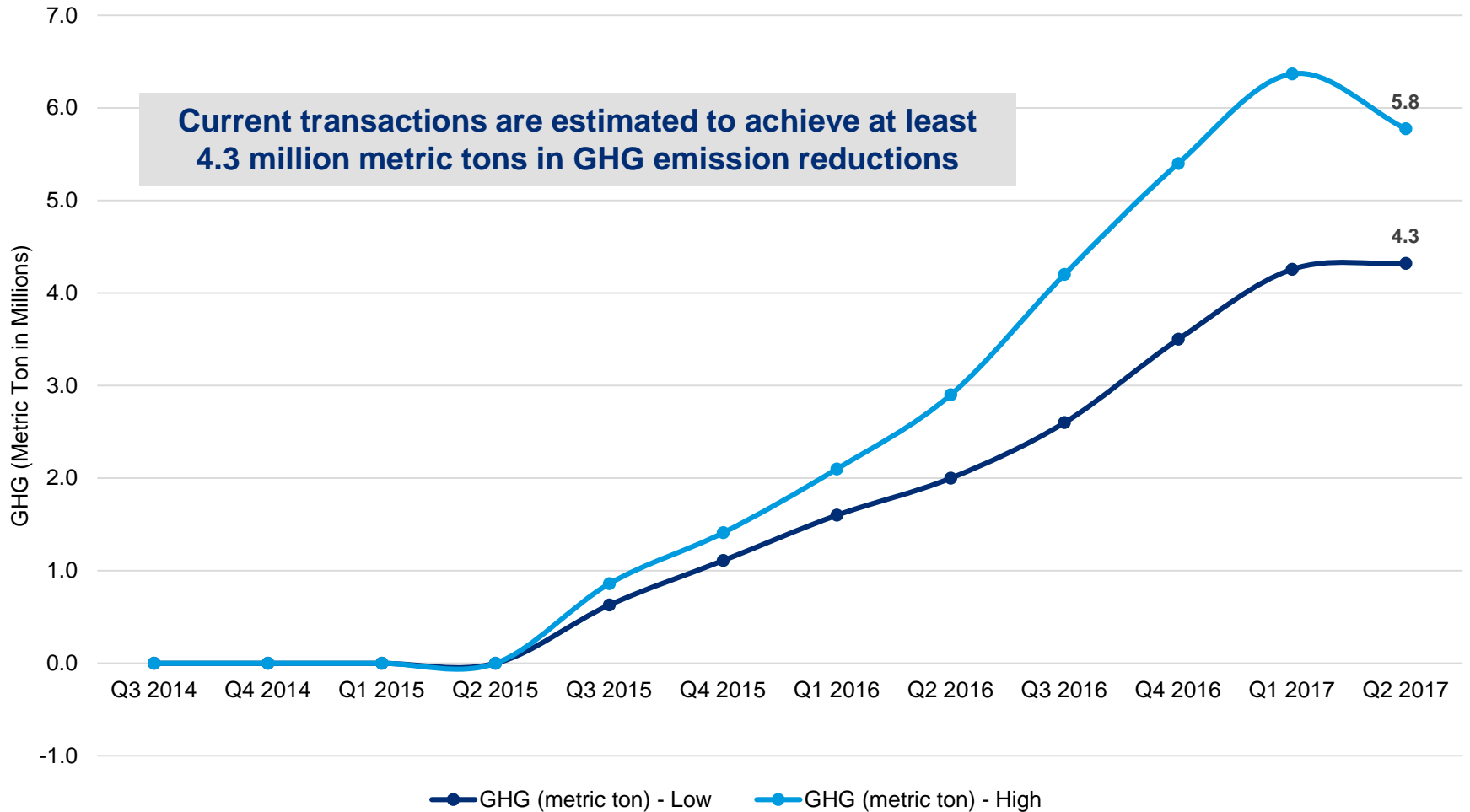
NYGB analysis; DealCloud data

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



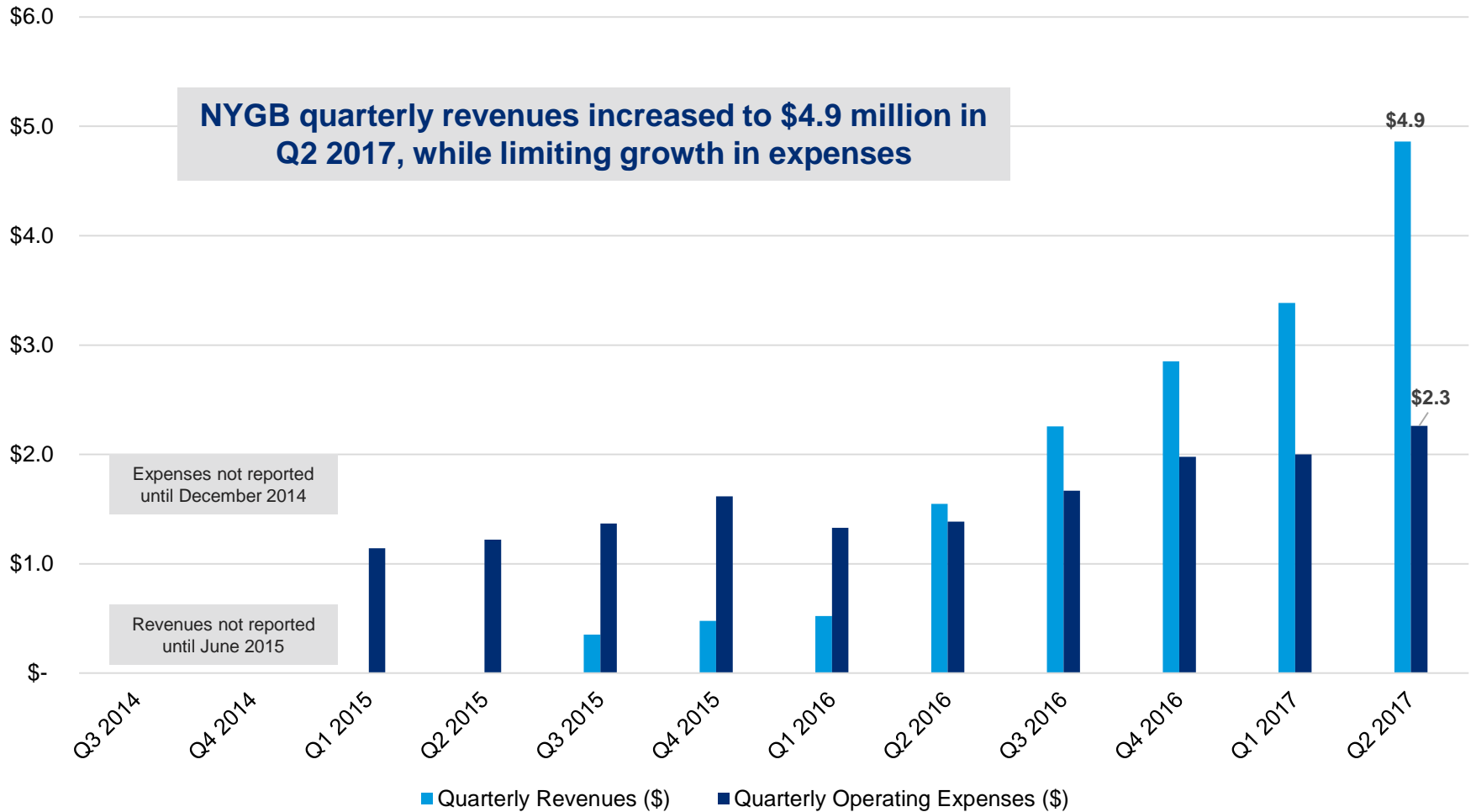
NYGB analysis; SS&C data

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



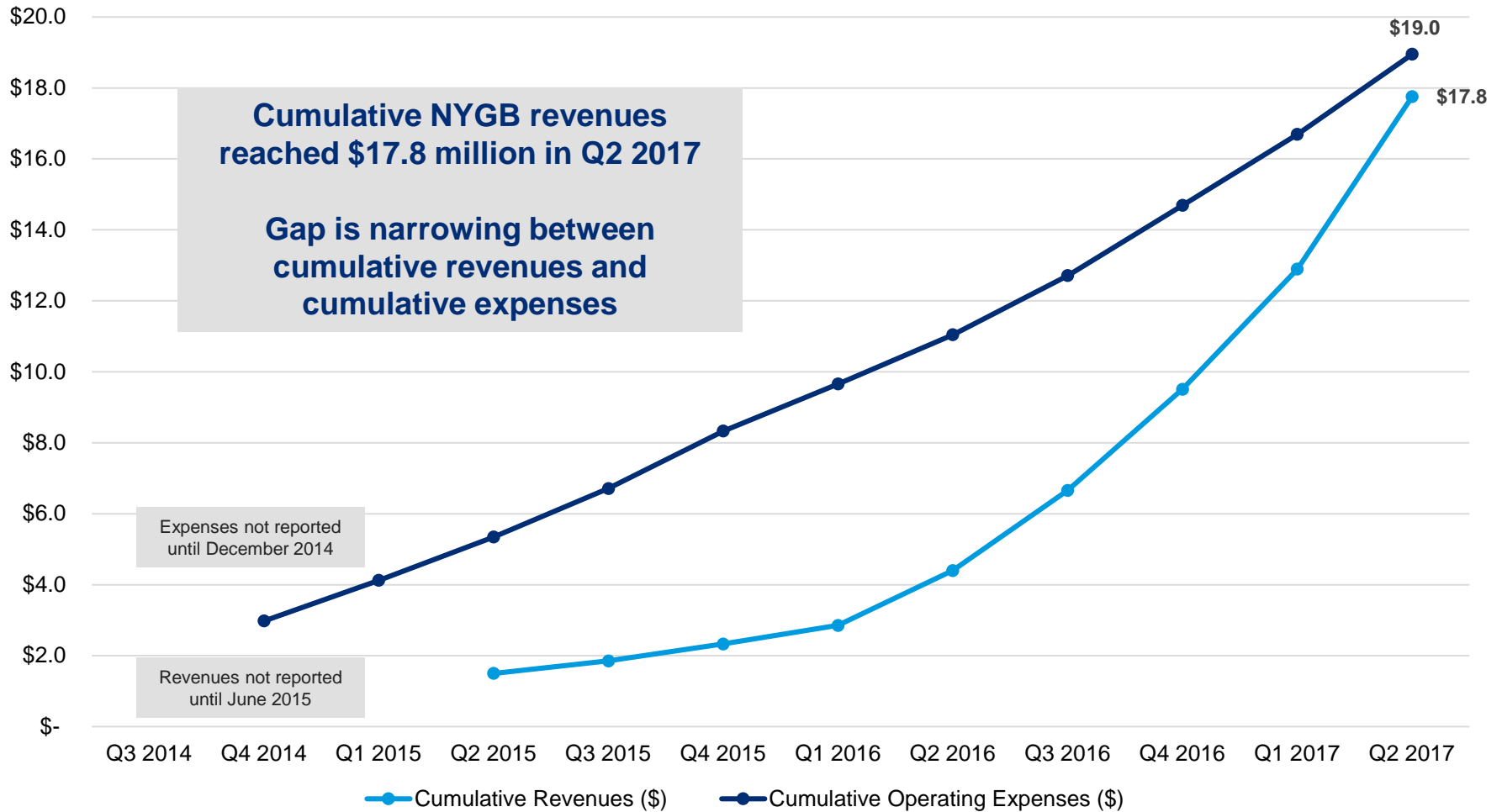
NYGB analysis; DealCloud data

## Quarterly Revenues vs. Expenses (\$ million)



NYGB analysis; SS&C data

Cumulative Revenues vs. Cumulative Expenses (\$ million)



NYGB analysis; SS&C data



# What's Coming Next?

- **Green Bank Summit**
  - NY Green Bank will co-host the next annual international Green Bank Summit held in New York City during Climate Week between **September 18 – 22, 2017**.
  - Further information and registration available at [www.greenbanknetwork.org/2017-green-bank-congress/](http://www.greenbanknetwork.org/2017-green-bank-congress/)
- **CEF Annual Report**
  - The CEF Annual report will contain information related to the “cumulative progress” for impact benefits realized as a result of NYGB’s portfolio of investments. This report will be filed with the PSC on **November 1, 2017** by NYSERDA
- **Next Quarterly Report**
  - For the quarter ending September 30, 2017. Will be filed with the PSC on **November 14, 2017**

# Stay In Touch with NY Green Bank

All information available on the website: [www.greenbank.ny.gov](http://www.greenbank.ny.gov)

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**Transaction Profiles**

As NY Green Bank signs and closes documents will be made available (both on this page and in Transaction Profiles provide key data in connect Bank investments demonstrating a particular tra well as estimated energy and environmental ben approaches. Part I of each Transaction Profile p posted on NY Green Bank's website within a few investment agreements. Part II of each Transact and will be added on to each new Transaction P Quarterly Reports will include full Transaction P Transaction Profiles for each of NY Green Bank

- [Sunrun](#) (PDF)
- [Vivint Solar](#) (PDF)

**Public Filings**

**Organizational Documents**

- August 6, 2016 - [Capital Comple](#)
- June 27, 2016 - [NY Green Bank 2](#)
- January 21, 2016 - [Public Service Including Full \\$1 Billion Capitaliza](#)
- July 16, 2015 - [Public Service Cor Modification for NY Green Bank](#)
- June 25, 2015 - [Clean Energy Fur](#)

**In The News**

2017

- 4-27-2017: [NY Green Bank](#)
- *New York S change, an are expecte efficiency p*

**Publications & Events**

- 05-18-2017: [NY Green Bank Spring 2017 Newsletter](#)
- 03-07-2017: [NY Green Bank Webinar: Quarterly Report Review Q4 2016](#) (PDF)
- 11-29-2016: [NY Green Bank Webinar: Quarterly Report Review Q3 2016](#) (PDF)
- 11-16-2016: [NY Green Bank Fall 2016 Newsletter](#)
- 03-01-2016: [NY Green Bank Spring 2016 Newsletter](#)



Advancing New York's clean energy investment opportunities

- Contact us at any time
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For questions about NY Green Bank, fill out the form below.

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# Questions