



NY Green Bank
A Division of NYSERDA

NY Green Bank

Quarterly Metrics Report No. 15 (March 31, 2018)

Webinar | May 31, 2018

New York, NY

Agenda

Note: All data included in this quarterly update is current as of March 31, 2018, unless otherwise indicated

- **Performance**
 - Performance at a Glance – As of March 31, 2018
 - Progress Toward Targets – As of March 31, 2018
- **Portfolio Update**
 - Transaction Status & Active Pipeline
 - Year-on-Year Comparison
 - Active Pipeline - Technology, Geography & End-Users
 - Q1 2018 Transactions
- **Objectives, Milestones & Deliverables**
 - Overarching Goals, KPIs & Metrics
 - FY 2017 – 18 Objectives
 - Progress Against FY 2017 – 18 Objectives
 - Progress Against FY 2017 – 18 Plan Deliverables
- **Metrics**
 - Quarterly Metrics
- **Trends**
 - Pipeline of Investment Opportunities
 - Investment Portfolio
 - Estimated Lifetime GHG Reductions
 - Revenues & Expenses (Quarterly)
 - Revenues & Expenses (Cumulative)
- **What's Coming Next?**
- **Stay In Touch with NY Green Bank**
- **Questions**

A night-time photograph of the Rochester, NY skyline. In the foreground, a large waterfall cascades over a stone structure. Behind the waterfall, a large, multi-story stone building with many windows is visible. In the background, several tall city buildings are lit up, including a prominent red brick building and a tall, modern glass skyscraper. The sky is a deep blue.

Performance



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Rochester, NY

Performance at a Glance – As of March 31, 2018

NYGB continues **strong revenue growth**, underpinning ongoing self-sufficiency, closing out the fiscal year with **\$457.5 million** in Overall Investments to Date.

Stimulating New Clean Energy Proposals in the State

Proposals received for over **\$2.6 billion** in NYGB investment since inception

Strong Active Pipeline ⁽¹⁾

Active Pipeline of transactions moving towards closing is **\$704.2 million**

Driving Material Clean Energy Investments Across NYS

Investments support clean energy projects with total project costs between **\$1.39 and \$1.63 billion**, based on Overall Investments to Date of **\$457.5 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

\$32.6 million in cumulative revenues generated since inception, including **\$5.0 million** in Q1 2018. Cumulative Revenues in excess of Cumulative Expenses (**\$25.1 million**)

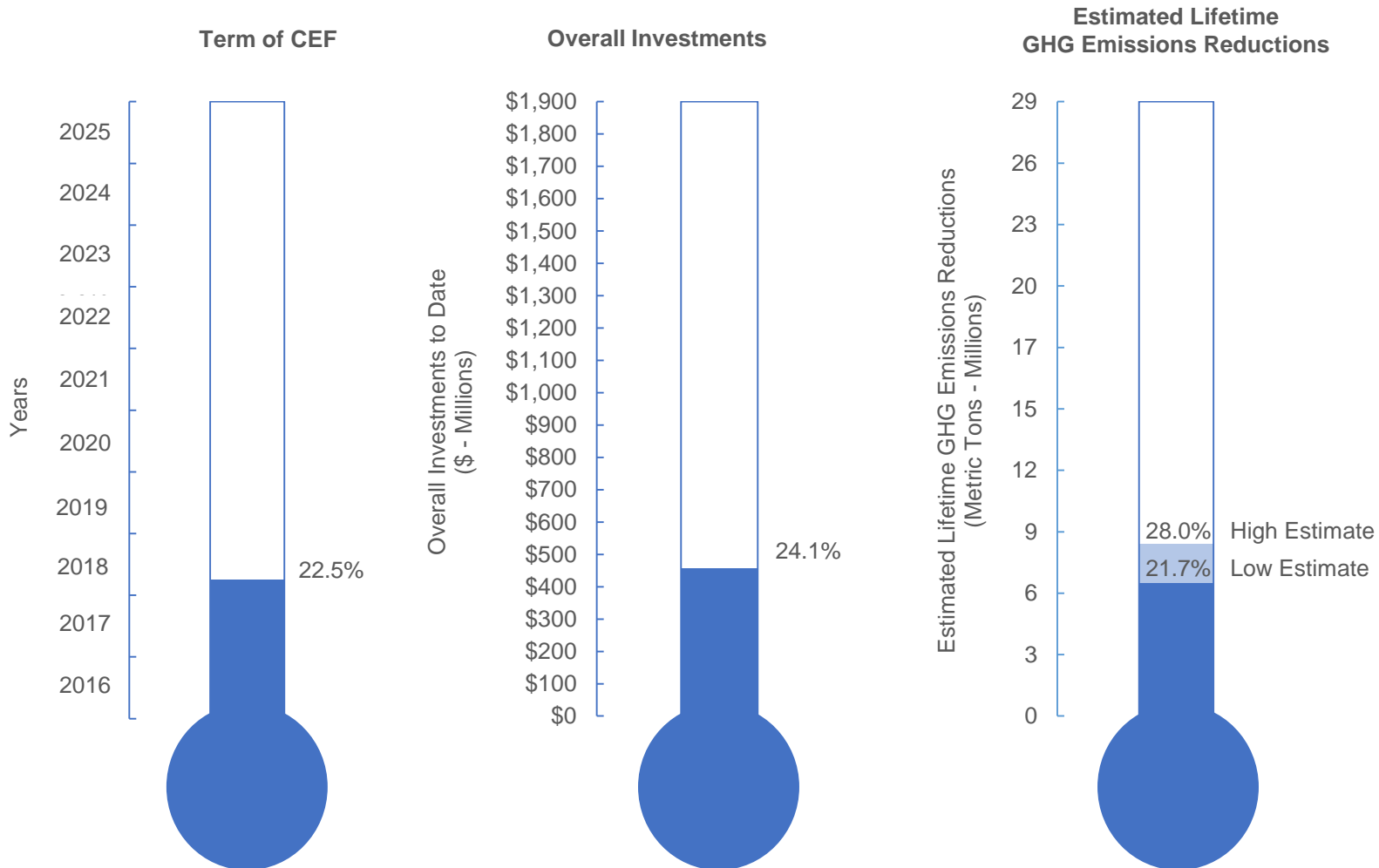
Contributing to CEF Objectives, REV & the CES

Estimated lifetime GHG reductions between **6.3 and 8.1 million metric tons**, equivalent to removing **61,435 – 78,530 cars** off the road for **23 years**

Q1 Metrics Report was filed May 15, 2018, pursuant to the Metrics, Reporting & Evaluation Plan v3.0 and is available at www.greenbank.ny.gov/Resources/Public-Filings.

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

Progress Toward Targets - As of March 31, 2018



Portfolio Update

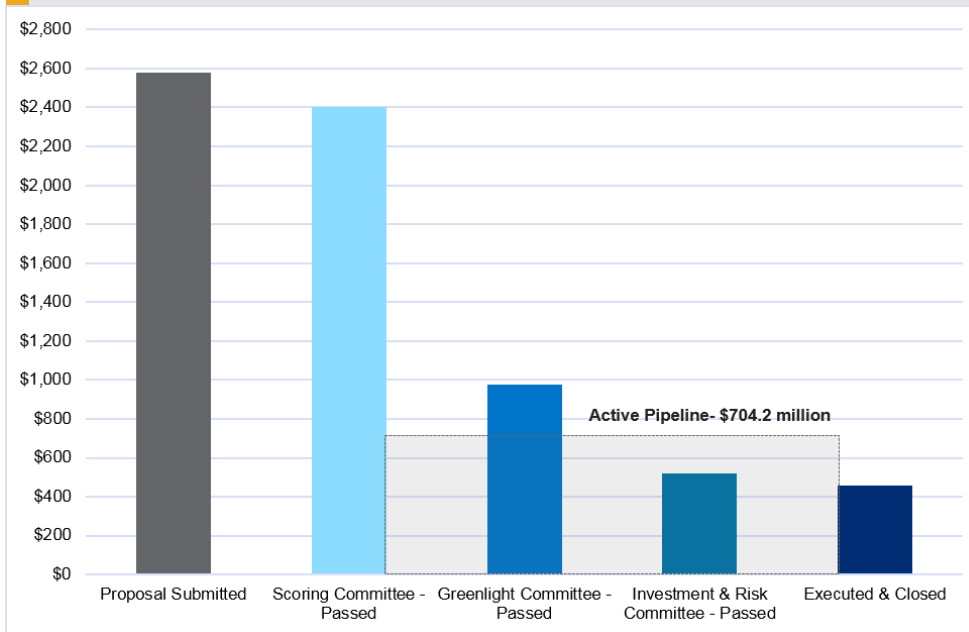


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Buffalo, NY

Transaction Status & Active Pipeline

Transaction Status & Active Pipeline (\$ million)



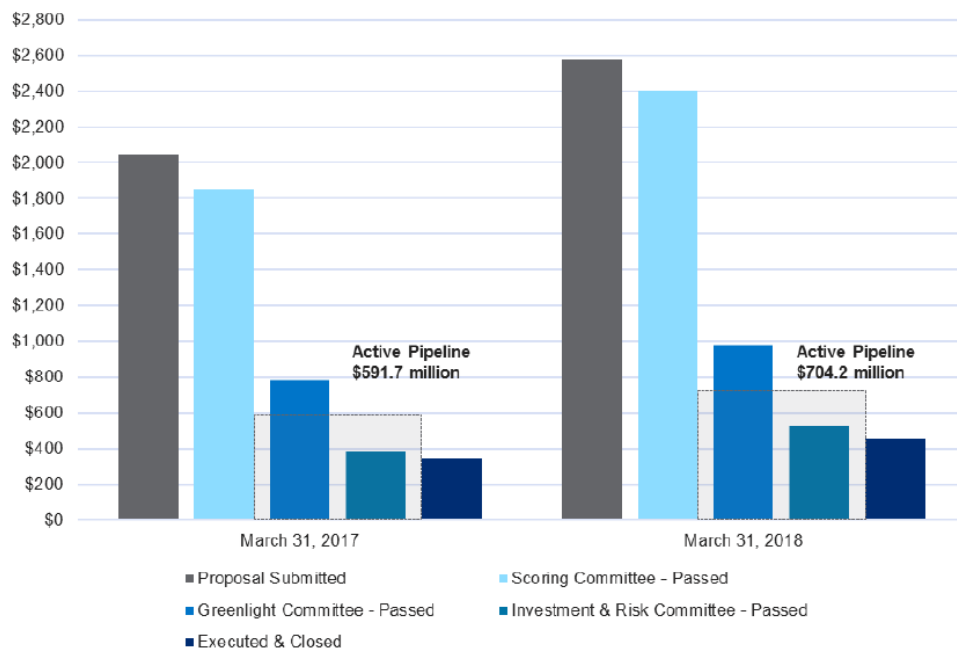
NYGB Analysis; DealCloud Data

Since inception through March 31, 2018:

- Over **\$2.6 billion** of proposals received and evaluated by NYGB's Scoring Committee
- Over **\$2.4 billion** of proposals passed Scoring Committee evaluation – representing potential investments that meet NYGB's mandate and proposal evaluation criteria
- Active Pipeline currently **\$704.2 million**
- **\$974.0 million** of proposals received Greenlight Committee recommendation for advancement
- **\$521.9 million** of proposals vetted by the Investment & Risk Committee (IRC) and approved by NYSERDA's President & CEO
- **\$457.5 million** of transactions closed - comprising Overall Investments to Date - mobilizing public and private investments to support in the range of **\$1.39 to \$1.63 billion** in Total Project Costs (Cumulative) for new clean energy deployment in the State

Year-on-Year Comparison

Transaction Status & Active Pipeline (\$ million)



NYGB Analysis; DealCloud Data

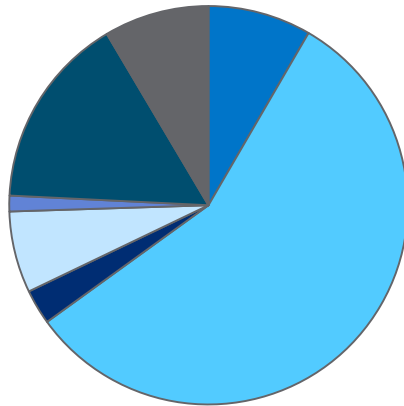
Comparing the last twelve months ending in March 31, 2018:

- Additional **\$533.0 million** of proposals received and evaluated by NYGB's Scoring Committee
- Additional **\$554.0 million** of proposals passed Scoring Committee evaluation
- Additional **\$190.5 million** of proposals received Greenlight Committee recommendation for advancement
- Additional **\$139.4 million** of proposals vetted by the IRC and approved by NYSERDA's President & CEO
- Additional **\$111.4 million** of transactions executed and closed

Active Pipeline – Technology, Geography & End-Users

Active Pipeline by Technology

Technology Distribution of Active Pipeline
(\$704.2 million)

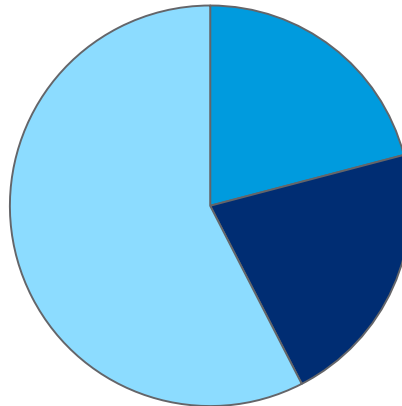


- Energy Efficiency
- Solar
- Wind
- Bioenergy
- Sustainable Transportation
- Other
- Multiple Technologies

NYGB Analysis; DealCloud Data

Active Pipeline by Geographic Distribution

Geographic Distribution of Active Pipeline
(\$704.2 million)

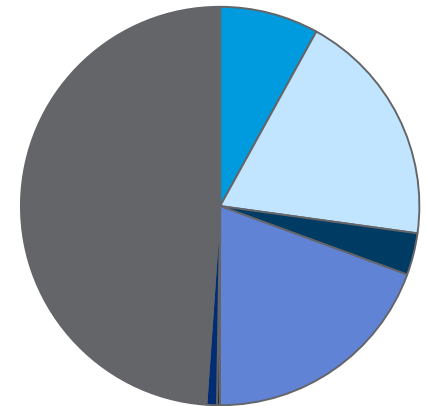


- Upstate
- Downstate
- Statewide

NYGB Analysis; DealCloud Data

Active Pipeline by End-Use Customer Segment

End-Use Segment Distribution of Active Pipeline
(\$704.2 million)



- MUSH/Government
- Utility-Scale/Grid Interconnected
- Commercial and Industrial
- Residential
- Agricultural
- Multiple End-User

NYGB Analysis; DealCloud Data

Q1 2018 Transactions

In Q1 2018, NYGB executed two follow-on transactions, extending the tenor and maturity of capital commitments to existing counterparty Sunrun, helping to drive increased clean energy outcomes in NYS

Sunrun Inc. Construction Loan Facility

- Original investment of \$25.0 million into Sunrun's \$250.0 million Construction Loan Facility (executed in June 2016)
- Extension of tenor and maturity of capital commitment by two years

Sunrun Inc. Post-Construction Aggregation Facility

- Original investment of \$25.0 million into Sunrun's \$340.0 million Post-Construction Aggregation Facilities (executed in May 2016)
- To date, Sunrun has demonstrated its ability to grow a pipeline and deploy Solar PV consistently in NYS, utilizing the aggregation facilities
- Extension of tenor and maturity of capital commitment by two years

Expected incremental benefits from these transactions for NYS over project life:

- 652,000 metric tons of GHG emissions reductions
- 47.0 MW of renewable energy installed capacity
- 1,383,000 MWh of renewable energy



Objectives, Milestones & Deliverables



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Niagara, NY

Overarching Goals, KPIs & Metrics

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

Overarching Goals, KPIs & Metrics (cont.)

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

FY 2017 – 18 Objectives

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

Progress Against FY 2017 – 18 Objectives

Objective

Progress

Put Ratepayer Money to Work:

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

NYGB commitments during fiscal year ended March 31, 2018 totaled **\$457.5 million** in Overall Investments to Date

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

\$32.6 million in revenues has been generated since NYGB's inception, including **\$5.0 million** in Q1 2018

Strong Active Pipeline:

Maintain an Active Pipeline of at least **\$300.0 million**

Active Pipeline of potential investments proceeding to close is **\$704.2 million**

Reduce GHG Emissions:

Contribute to CEF objectives and in turn REV and the CES

Current Portfolio represents up to: **490.7 MW** of new clean energy installations in NYS, **14.1 million MWh** of clean energy generation, **815,000 MWh** saved, **4.37 million MMBtus** saved, and estimated lifetime GHG reductions of between **6.29 and 8.13 million metric tons** over the life of underlying projects

Progress Against FY 2017 – 18 Plan Deliverables

Category	Deliverable	Status in Quarter Ending March 31, 2018
Strong Active Pipeline		
▪ Active Pipeline	▪ Maintain an Active Pipeline of at least \$300.0 million on average throughout the year.	<div>✓</div> <div>✓</div> Achieved for this Quarter: Active Pipeline of \$704.2 million . Achieved for the Plan Year: Average Active Pipeline of \$621.2 million per quarter.
▪ Streamline Investment Proposal Submission Process & Data Collection	▪ 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.	<div>✓</div> Achieved for the Plan Year: In May 2017 NYGB launched the online portal for submission of investment proposals to NYGB pursuant to all current Investment RFPs.
Portfolio Driving Material Clean Energy Investments Across NYS		
▪ Committed Funds	▪ Commit \$550.0 million (cumulative) to NYGB investments, equating to an average of \$50.0 million in closed transactions per quarter.	<div>✗</div> <div>✗</div> Not Achieved for this Quarter: An average of \$27.9 million per quarter in the Plan Year. Not Achieved for the Plan Year: As of March 31, 2018, NYGB has committed \$111.4 million (cumulative) to new clean energy investments.
▪ Issue CDG RFP	▪ Publicly Issue RFP/RFI.	<div>✓</div> Achieved for the Plan Year: Issued RFP 10 "Construction & Aggregation-to-Term Financing for Community Distributed Generation Solar Projects".
▪ Issue Interconnection Bridge Loan RFP	▪ Publicly issue RFP/RFI.	<div>✓</div> Achieved for the Plan Year: Issued Interconnection Bridge Loan RFI which closed on March 30, 2018.
▪ Perform Initial Evaluation Activities	▪ Engage with independent evaluators to conduct baseline assessments for both financial market transformation and energy and environmental impact of NYGB's Investment Portfolio.	<div>✓</div> Achieved for the Plan Year: Evaluation activities have commenced.
Mobilizing Private Capital		
▪ Mobilization Ratio	▪ 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.	<div>✓</div> <div>✓</div> Achieved for this Quarter: Current quarter Mobilization Ratio on track at at least 3:1 on average across NYGB's portfolio. Achieved for the Plan Year: Mobilization Ratio across all quarters of the Plan year consistent with maintaining at least a 3:1 ratio on average across NYGB's portfolio.

Metrics



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Brooklyn, NY

Quarterly Metrics

Quarterly Metrics are set out below, without footnotes. For complete Metrics and narrative, please see the full Report filed on May 15, 2018 available at www.greenbank.ny.gov/Resources/Public-Filings

Quarterly Metric	Prior Quarter	Current Quarter
Capital Position		
▪ Authorized Capital (\$)	\$1.0 billion	\$1.0 billion
▪ Authorized Administrative Expenses (\$)	\$17.6 million	\$17.6 million
▪ Authorized Evaluation Expenses (\$)	\$4.0 million	\$4.0 million
Operational Matters		
▪ Cumulative Revenues (\$)	\$27.6 million	\$32.6 million
▪ Cumulative Operating Expenses (\$)	\$22.7 million	\$25.1 million
▪ Direct Operating Expenses (\$)	\$13.3 million	\$15.0 million
▪ Allocated Expenses (\$)	\$9.4 million	\$10.1 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
Investment Portfolio		
▪ Committed Funds (\$)	\$90.0 million	\$78.2 million
▪ Deployed Funds (\$)	\$290.1 million	\$296.2 million
▪ Current Portfolio (\$)	\$380.1 million	\$374.3 million
▪ Overall Investments to Date (\$)	\$457.5 million	\$457.5 million
▪ Total Project Costs (Cumulative) (\$)	In the range of \$1.27 - \$1.50 billion	In the range of \$1.39 - \$1.63 billion
▪ Mobilization Ratio	Tracking at least 3:1 on average across portfolio	Tracking at least 3:1 on average across portfolio
▪ Portfolio Concentrations (%)	65.9% Renewable Energy	65.9% Renewable Energy
	11.0% Energy Efficiency	11.0% Energy Efficiency
	23.0% Other	23.0% Other

Quarterly Metrics (cont.)

Quarterly Metric	Prior Quarter	Current Quarter
Investment Portfolio (cont.)		
▪ Number & Type of NYGB Investments	20 – Renewable Energy	20 – Renewable Energy
	6 – Energy Efficiency	6 – Energy Efficiency
	4 – Other	4 – Other
▪ Number & General Type of NYGB Counterparties	49 – 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	49 – 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
▪ Estimated Gross Lifetime Energy Saved by Fuel Type from Energy Efficiency Projects (MWh/MMBtu) and/or Estimated Gross Lifetime Clean Energy Generated (MWh) for Committed Funds & Deployed Funds	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 737,000 – 815,000 MWh; and 3.97 – 4.37 million MMBtu	Estimated Gross Lifetime Energy Saved by Fuel Type (Energy Efficiency): 737,000 – 815,000 MWh; and 3.97 – 4.37 million MMBtu
	Estimated Gross Lifetime Clean Energy Generated: 9.35 – 12.9 million MWh	Estimated Gross Lifetime Clean Energy Generated: 10.7 – 14.1 million MWh
▪ Estimated Gross First Year Energy Saved by Fuel Type from Energy Efficiency Projects (MWh/MMBtu) and/or Estimated Gross First Year Clean Energy Generated (MWh) for Committed Funds & Deployed Funds	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency): 50,500 – 56,100 MWh; and 252,000 – 276,000 MMBtu	Estimated Gross First Year Energy Saved by Fuel Type (Energy Efficiency): 50,500 – 56,100 MWh; and 252,000 – 276,000 MMBtu
	Estimated Gross First Year Clean Energy Generated: 396,000 – 541,000 MWh	Estimated Gross First Year Clean Energy Generated: 452,000 – 591,000 MWh
▪ Estimated Gross Lifetime Energy Saved from CHP (MWh) for Committed Funds & Deployed Funds	Estimated Gross Lifetime Energy Saved from CHP: 7,070 – 8,640 MWh	Estimated Gross Lifetime Energy Saved from CHP: 7,070 – 8,640 MWh

Quarterly Metrics (cont.)

Quarterly Metric	Prior Quarter	Current Quarter
Investment Portfolio (cont.)		
▪ Estimated Gross First Year Energy Saved from CHP (MWh) for Committed Funds & Deployed Funds	Estimated Gross First Year Energy Saved from CHP: 293 – 358 MWh	Estimated Gross First Year Energy Saved from CHP: 293 – 358 MWh
▪ Estimated Gross Lifetime Energy Savings from CHP (MMBtu) for Committed Funds & Deployed Funds	Estimated Gross Lifetime Energy Savings from CHP: -(41,000 – 50,100) MMBtu	Estimated Gross Lifetime Energy Savings from CHP: -(41,000 – 50,100) MMBtu
▪ Estimated Gross First Year Energy Savings from CHP (MMBtu) for Committed Funds & Deployed Funds	Estimated Gross First Year Energy Savings from CHP: -(1,700 – 2,070) MMBtu	Estimated Gross First Year Energy Savings from CHP: -(1,700 – 2,070) MMBtu
▪ Estimated Gross Clean Energy Generation Installed Capacity from CHP (MW), if applicable, for Committed Funds & Deployed Funds	1.6 MW	1.6 MW
▪ Estimated Gross Clean Energy Generation Installed Capacity (MW), if applicable, for Committed Funds & Deployed Funds	332.0 – 448.0 MW	378.7 – 490.7 MW
▪ Estimated Gross Lifetime GHG Emission Reductions (metric tons) for Committed Funds & Deployed Funds	5.56 – 7.48 million metric tons	6.29 – 8.13 million metric tons
Investment Pipeline		
▪ Active Pipeline (In the Quarter) (\$)	\$673.2 million	\$704.2 million
Investment Process		
▪ Proposals Received – Value (Cumulative) (\$)	\$2.3 billion	\$2.6 billion
▪ Approvals - Scoring Committee (Cumulative) (\$)	\$2.1 billion	\$2.4 billion
▪ Approvals - Greenlight Committee (Cumulative) (\$)	\$936.0 million	\$974.0 million
▪ Approvals - IRC (Cumulative) (\$)	\$511.8 billion	\$521.9 million

Trends

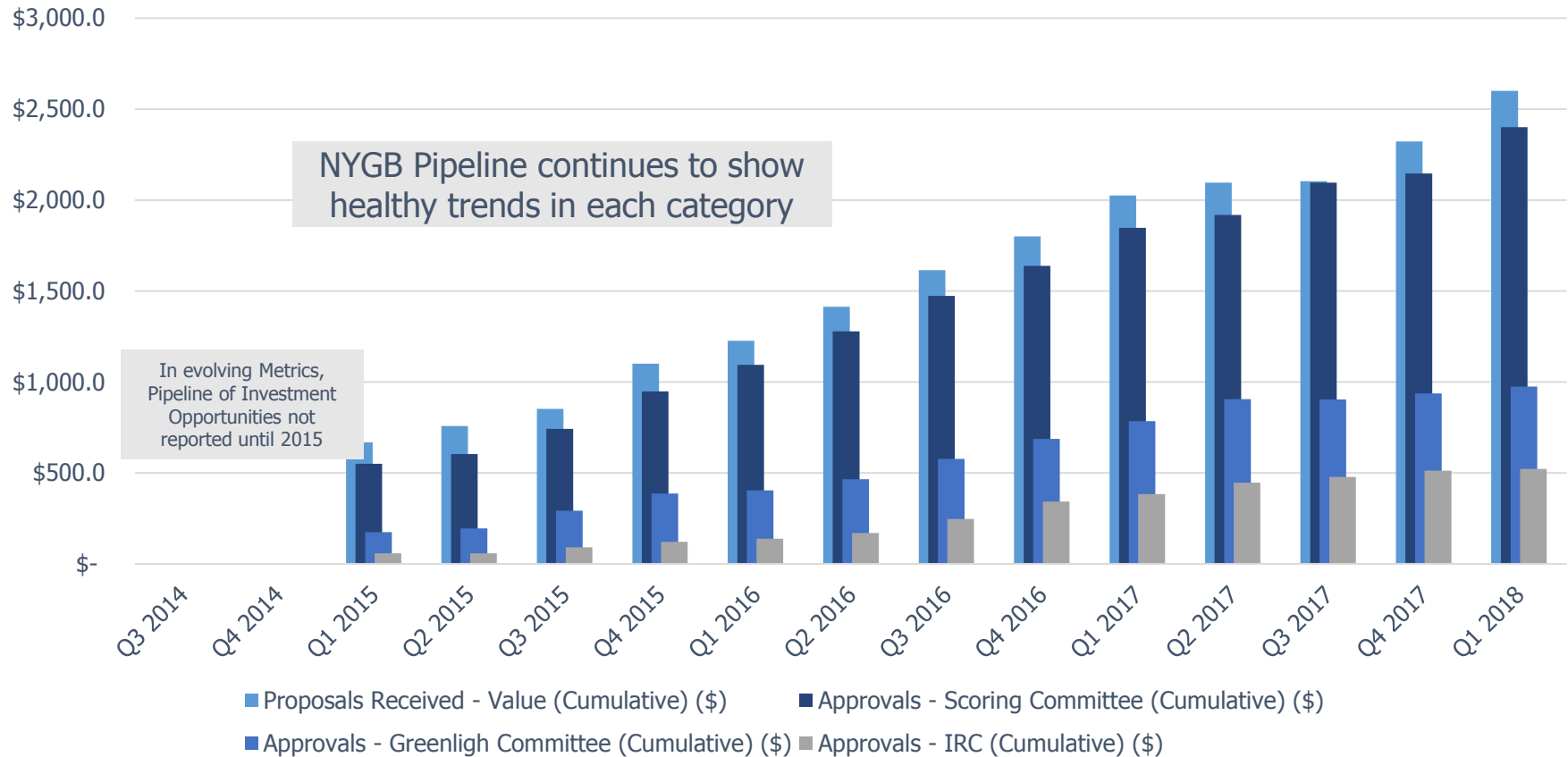


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Syracuse, NY

Pipeline of Investment Opportunities

NYGB Pipeline of Proposals & Approvals (\$ million)



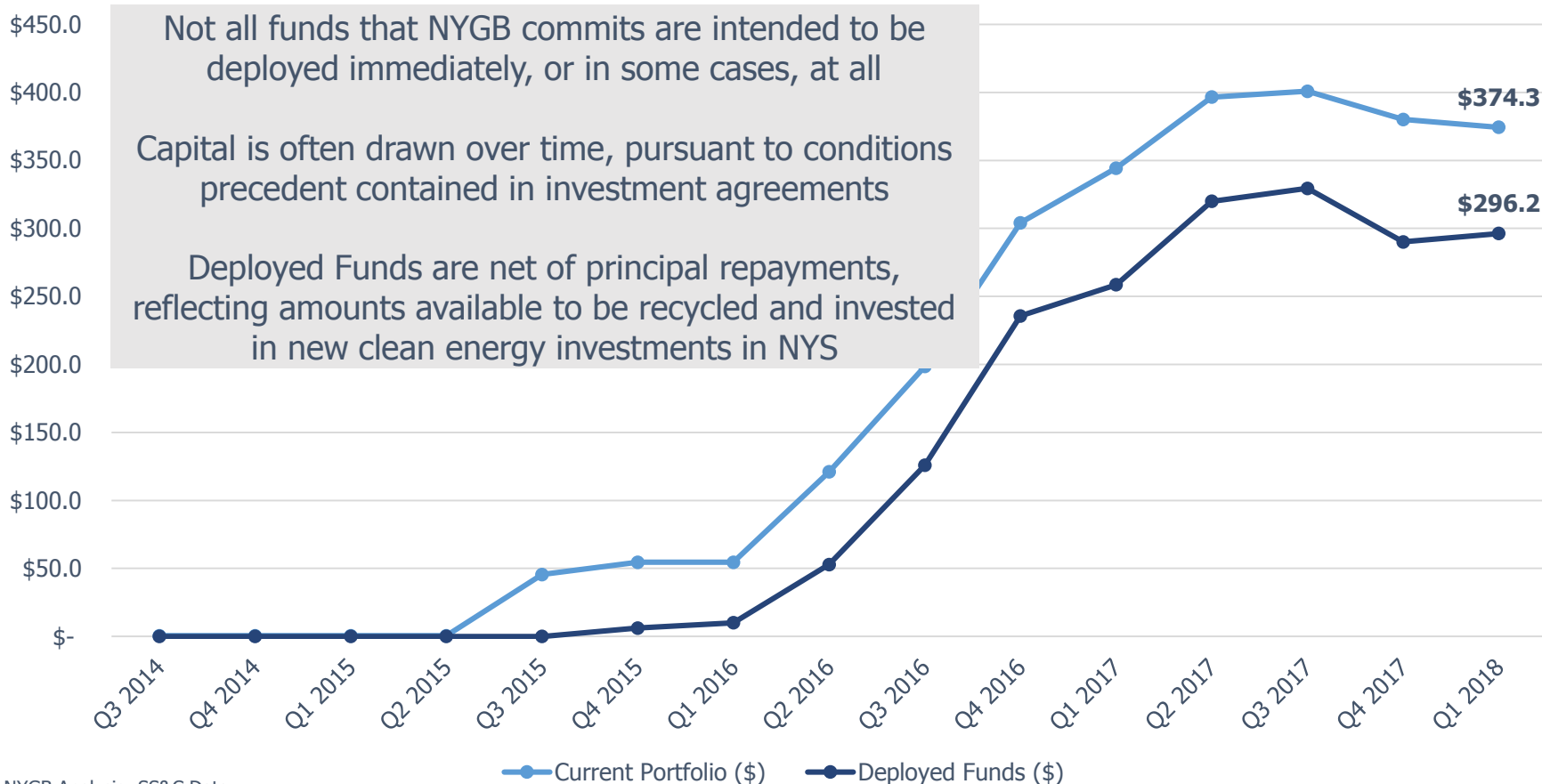
NYGB Analysis; DealCloud Data



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Investment Portfolio

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



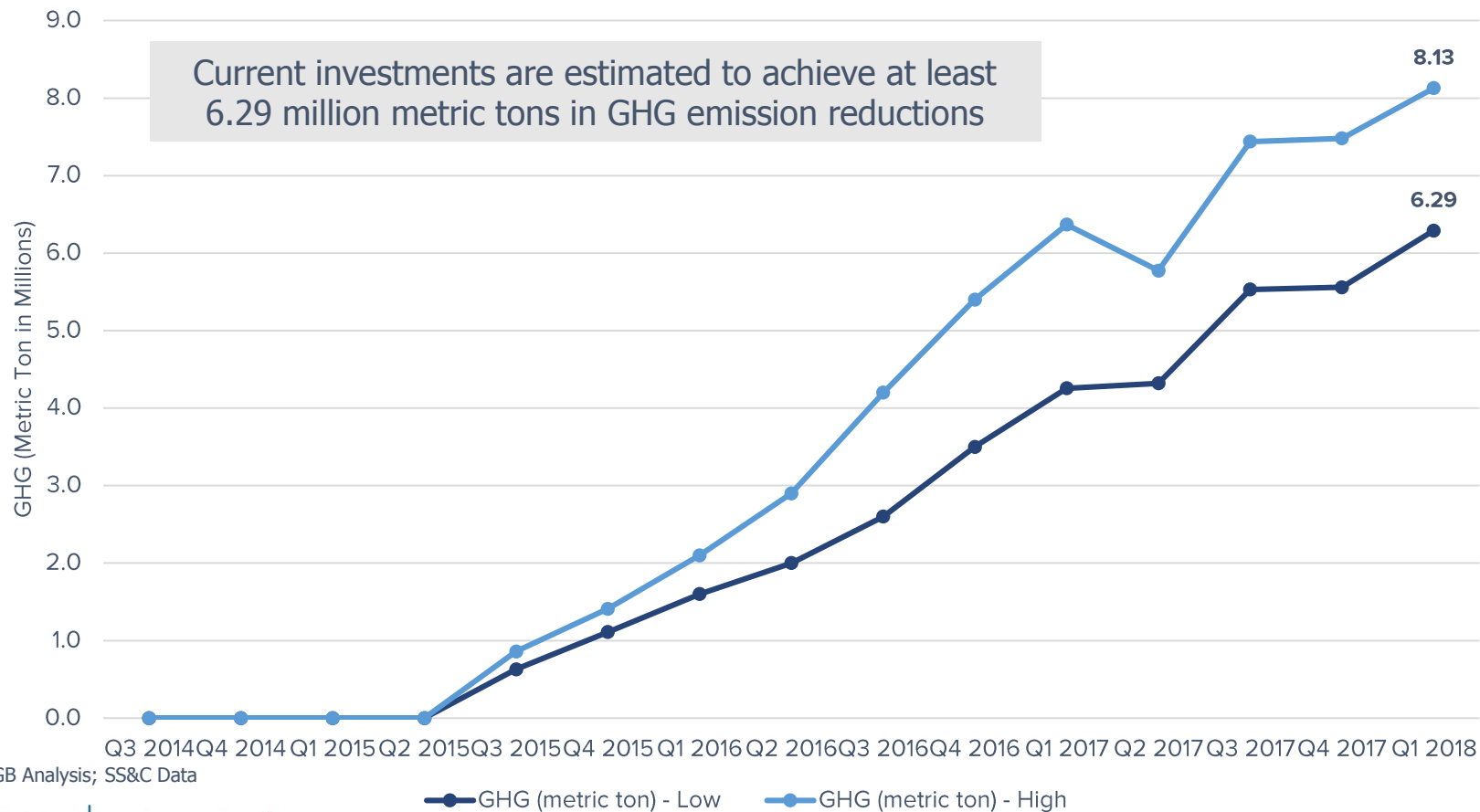
NYGB Analysis; SS&C Data



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Estimated Lifetime GHG Emission Reductions

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



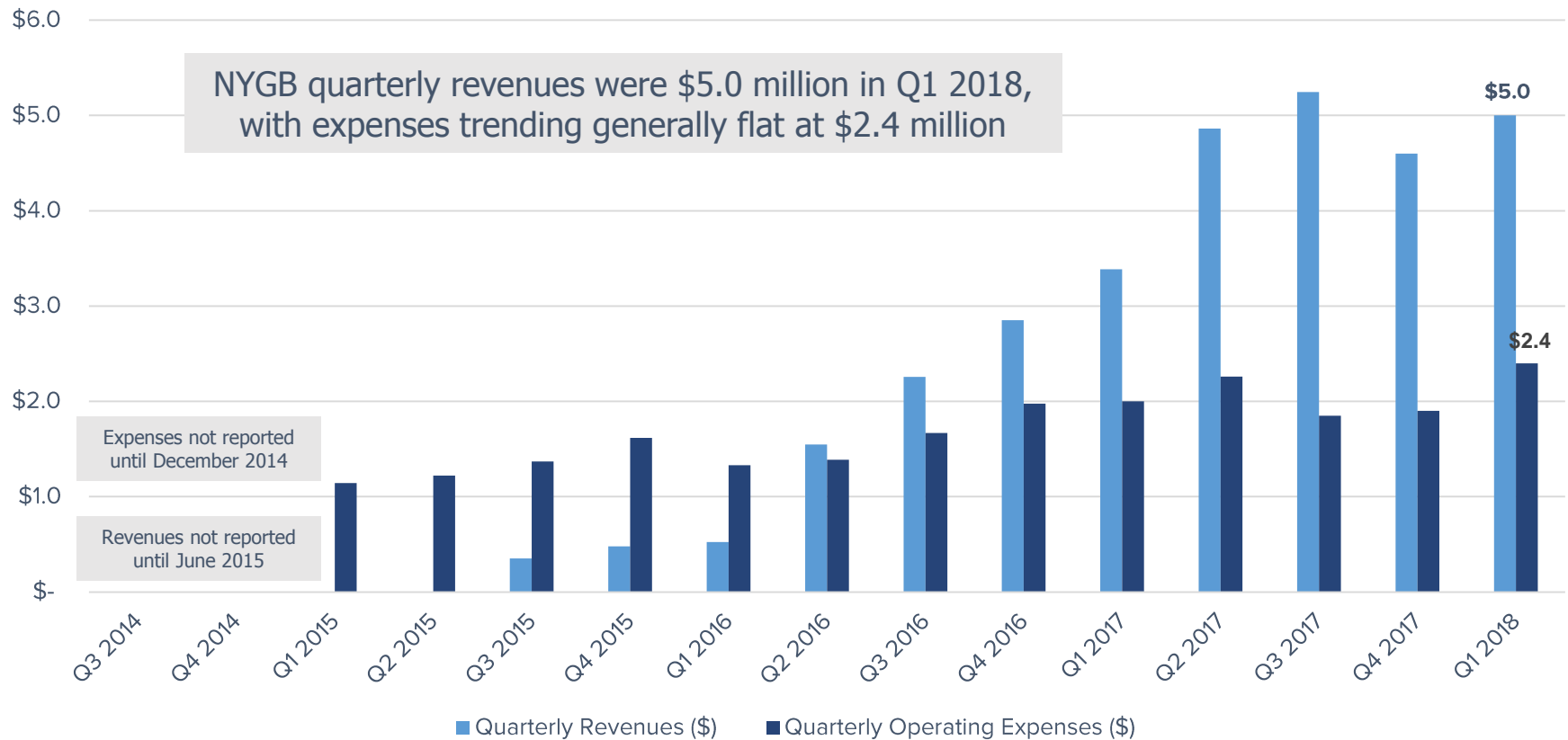
NYGB Analysis; SS&C Data



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Revenues & Expenses (Quarterly)

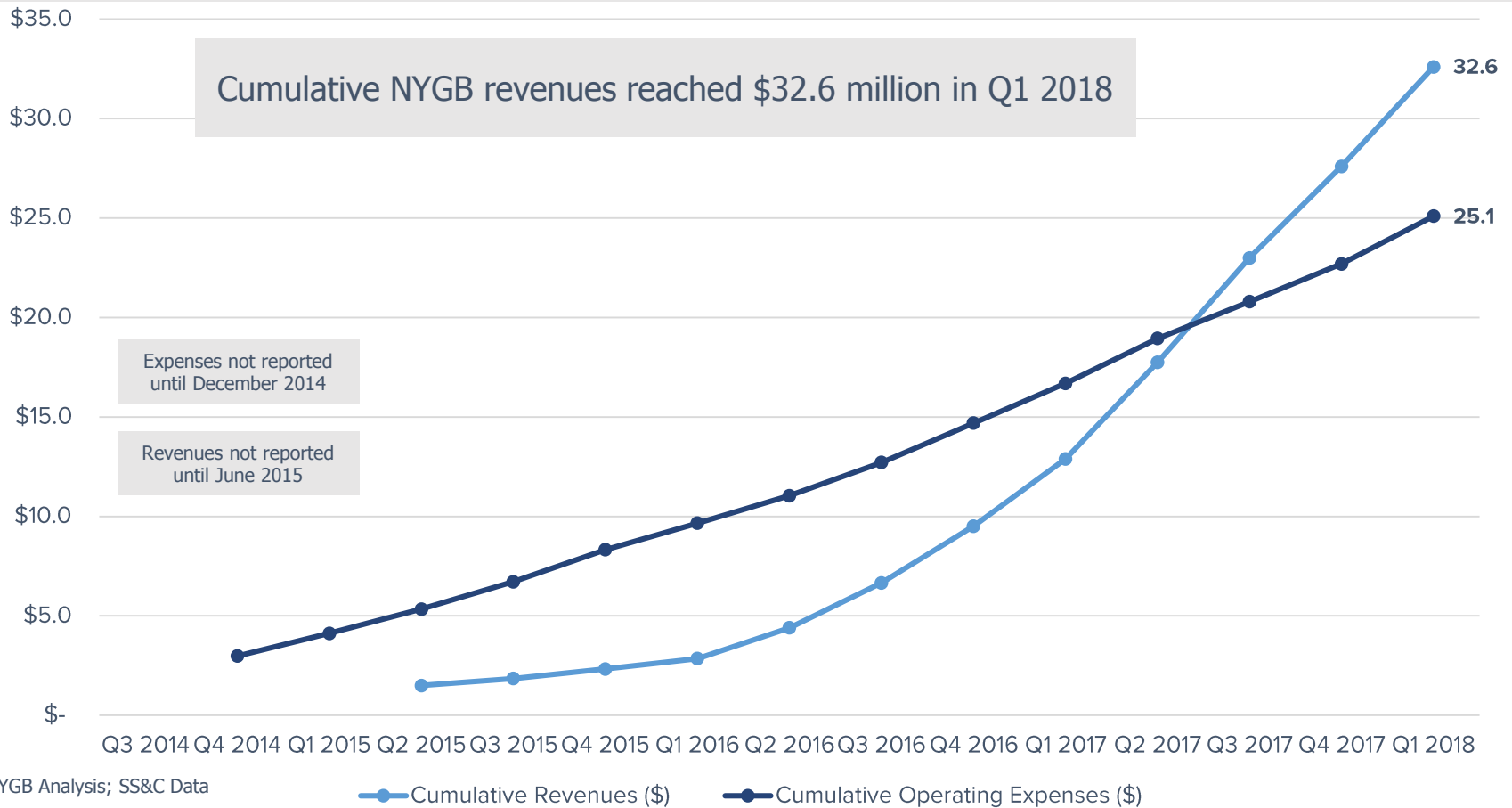
Quarterly Revenues vs. Expenses (\$ million)



NYGB Analysis; SS&C Data

Revenues & Expenses (Cumulative)

Cumulative Revenues vs. Cumulative Expenses (\$ million)



What's Coming Next?



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Albany, NY

What's Coming Next

- **Annual Business Planning Process**
 - Well underway – will culminate in the filing of NYGB's Annual Business Plan for FY 2018-2019 with the PSC on **June 19, 2018**
- **Annual Financial Metrics Report**
 - To be filed with the PSC on **June 29, 2018**
- **Annual Audited Financial Statements**
 - Currently being prepared and finalized. Will be incorporated in the Annual Financial Metrics Report and separately published on NYGB's website
- **Next Quarterly Report**
 - For the quarter ending June 30, 2018 will be filed with the PSC on **August 15, 2018**

A night-time photograph of the Rochester, NY skyline. In the foreground, a large waterfall cascades over a rocky ledge. Behind the waterfall, a large, multi-story stone building with many windows is visible. In the background, several tall skyscrapers are illuminated, including a prominent one with a glowing top. The sky is a deep blue.

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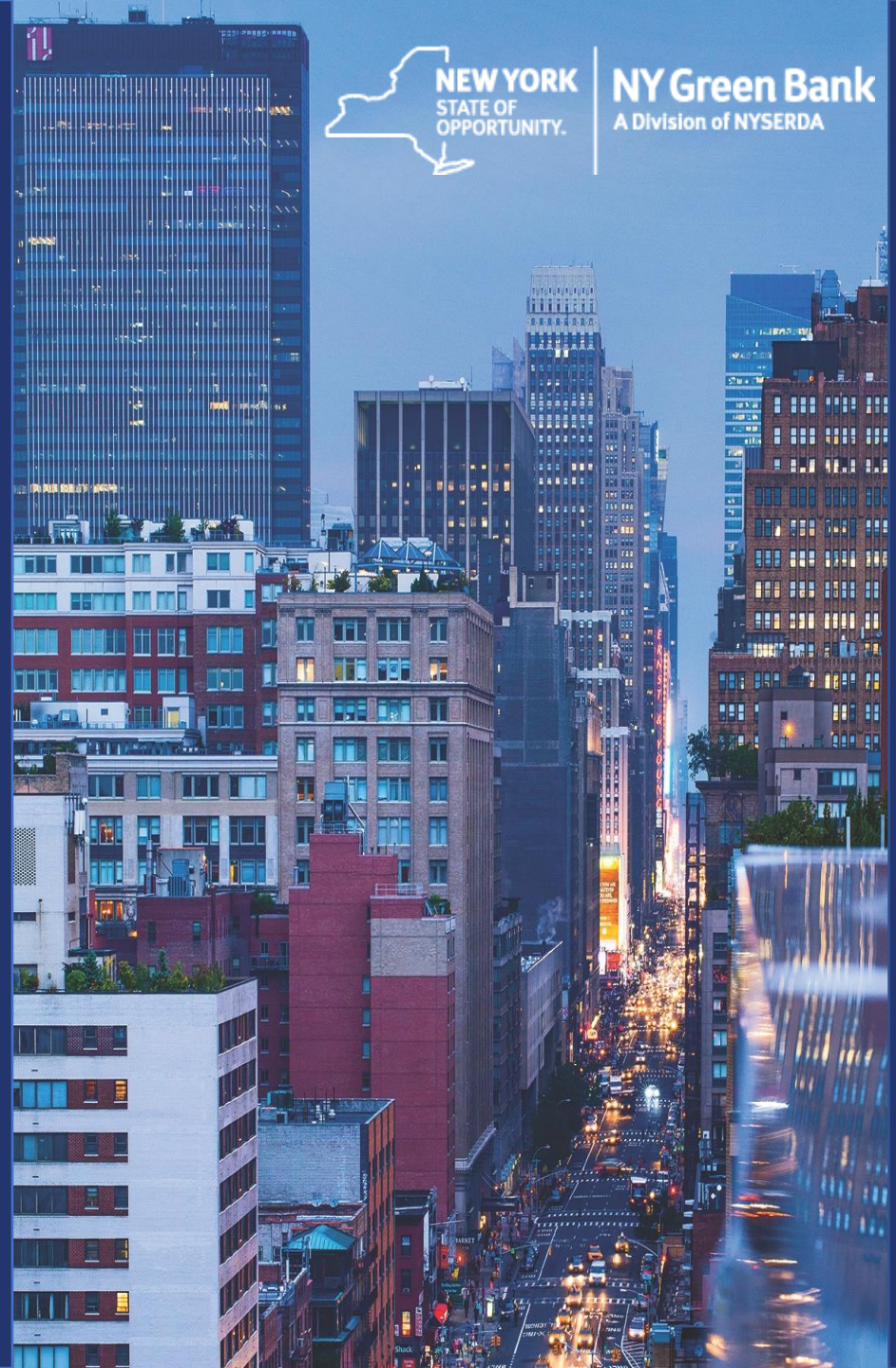


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Q&A



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