



NY Green Bank
A Division of NYSERDA

NY Green Bank

Metrics, Reporting & Evaluation

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(Through June 30, 2018)

Case 13-M-0412

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Schedule

- Transaction Profiles:
- Sunrun Inc. (Residential Solar)
 - Motivate International Inc. (Sustainable Transportation)
 - Delaware River Solar (Community Distributed Generation)
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 - BQ Energy (Municipal Solar)
 - Vivint Solar (Residential Solar)

1 Performance at a Glance – As of June 30, 2018

Stimulating New Clean Energy Proposals in the State

NY Green Bank (“**NYGB**”) has received over **\$2.7 billion** in investment proposals since inception.

Strong Active Pipeline

The Active Pipeline of potential investments proceeding to close is **\$542.2 million**.¹

Driving Material Clean Energy Investments Across NYS

NYGB’s investments support clean energy projects with a total project cost of **between \$1.46 and \$1.70 billion**² in aggregate, based on Overall Investments to Date of **\$522.3 million**.

Mobilizing Capital

NYGB’s investment portfolio as a whole represents an expected mobilization ratio of Total Project Costs to NYGB funds in line with the target level of **3:1**,³ which will be realized as planned clean energy projects are successfully implemented by NYGB’s clients and counterparties. Over 10 years, assuming periodic reinvestment in comparable transactions, the expected mobilization ratio remains on track to meet or exceed **8:1**.

Revenue Growth - Maintaining Self-Sufficiency

Continued revenue growth – **\$38.9 million** in revenues has been generated since NYGB’s inception. NYGB continues to maintain self-sufficiency through the generation of annual net income.

Contributing to CEF, REV, CES and Other State Targets

NYGB’s investments to date drive estimated gross lifetime GHG reductions of **between 7.3 and 9.3 million metric tons**², equivalent to removing **between 70,000 and 89,000 cars** from the road for a period of **24 years**.

¹ Note that at any time, the value of the Active Pipeline is separate from the value of the investment portfolio. So, for example, as of June 30, 2018, the \$542.2 million in Active Pipeline does not include the \$522.3 million in closed transactions that comprises NYGB’s Overall Investments to Date.

² 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 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 portfolio-level estimation of impact benefits as it works towards meeting the CEF objectives to support NYS CES, SEP and other clean energy goals. Given such periodic adjustments, the aggregate estimated benefits reported in Quarterly Reports are the most up-to-date estimates (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).

³ Given the range of Total Project Costs that NYGB investments mobilize, the Mobilization Ratio also represents a range; currently of 2.8:1 to 3.3:1.

2 Introduction

This Quarterly Report (“**Report**”) is filed by NYGB with the New York State Public Service Commission (the “**Commission**”) pursuant to the Metrics, Reporting & Evaluation Plan developed in consultation with the New York State Department of Public Service (“**DPS**”) and filed with the Commission⁴ (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.

3 Business Update

3.1 Overview

NYGB’s investment activities fall into two broad categories, respectively relating to:

- (a) Transactions that have closed, which collectively comprise NYGB’s investments; and
- (b) Transactions that are in process but not yet closed, which collectively comprise NYGB’s pipeline.

Each proposed NYGB investment is categorized by the stage it has reached in NYGB’s internal credit underwriting and transaction execution processes.

NYGB closed **six new investments** during the quarter ending June 30, 2018, adding **\$64.9 million** to NYGB’s investment portfolio. These transactions are discussed in Section 3.2.

NYGB’s overall transaction status and Active Pipeline are summarized in Figure 1,⁵ showing that since inception through June 30, 2018:

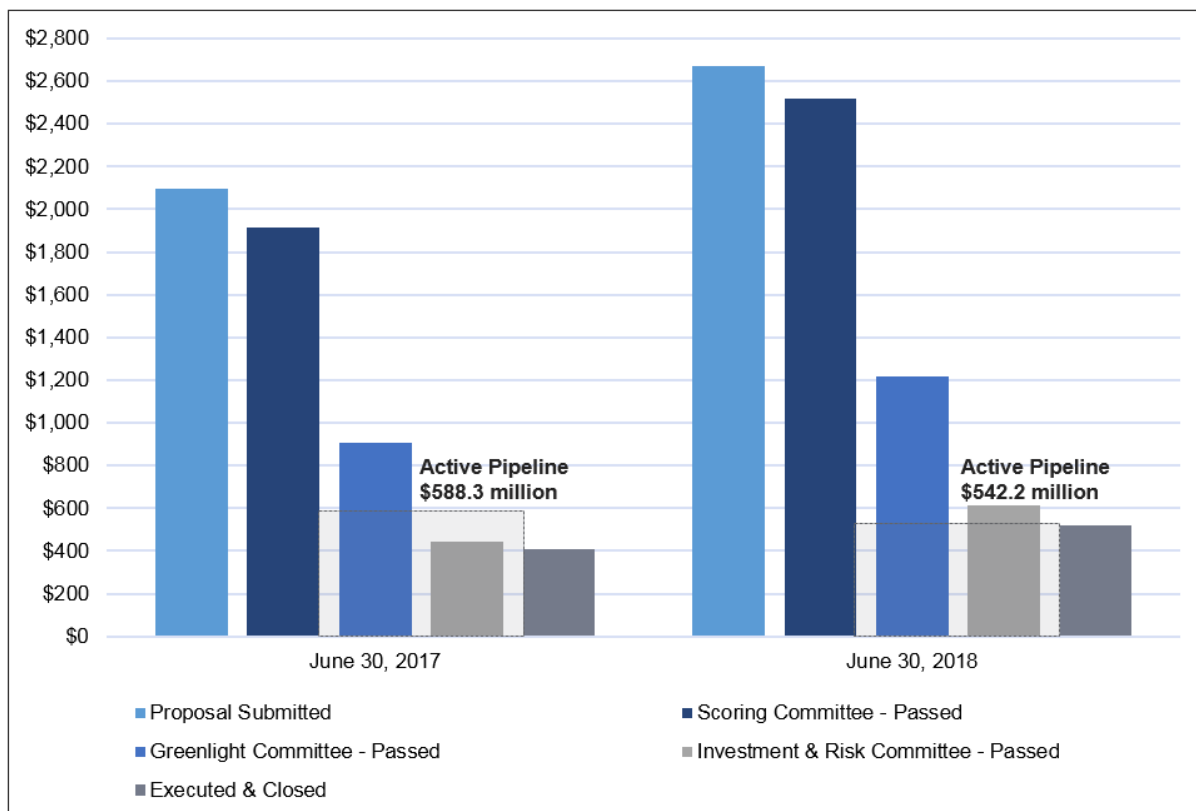
- (a) Over **\$2.7 billion** of proposals have been received and evaluated by NYGB’s Scoring Committee;
- (b) **\$2.5 billion** of proposals have passed Scoring Committee evaluation – representing potential investments that meet NYGB’s mandate and proposal evaluation criteria;
- (c) **\$1.2 billion** of proposals have received Greenlight Committee recommendation for advancement;
- (d) **\$614.6 million** of proposals have been vetted by the Investment & Risk Committee (“**IRC**”) and approved by NYSERDA’s President & CEO; and
- (e) **\$522.3 million** of transactions have been closed - comprising NYGB’s Overall Investments to Date - mobilizing public and private investments to support in the range of **\$1.46 to \$1.70 billion** in Total Project Costs for new clean energy deployment in the State.

Also, as shown in Figure 1, NYGB currently has an Active Pipeline of **\$542.2 million**.

⁴ Case 13-M-0412, “NY Green Bank – Metrics, Reporting & Evaluation Plan”, Version 3.0, dated June 20, 2016.

⁵ Note that all these amounts change over time as proposals and transactions evolve.

Figure 1. Transaction Status & Active Pipeline (\$ Millions): Year-on-Year Review



3.2 Investment Portfolio

3.2.1 Highlights

In the quarter ended June 30, 2018, NYGB closed six transactions, respectively sponsored by Sunrun Inc., Motivate International Inc, Delaware River Solar, NRG Renew, BQ Energy, and Vivint Solar. Each transaction, combined into NYGB’s portfolio, contributes to the primary CEF outcomes of GHG emissions reductions, customer bill savings, energy efficiency, clean energy generation and mobilization of private sector capital.⁶ In turn, the CEF objectives support the NYS Clean Energy Standard (“CES”) goal of 50.0% energy generation from renewable sources, and the energy efficiency target to reduce energy consumption by 185 trillion BTUs below forecasted energy use in 2025⁷, which together further the State Energy Plan (“SEP”) goal of 40.0% reduction in GHG emissions from 1990 levels by 2030.

3.2.2 New Investments

Sunrun Inc. – Increasing Opportunities for NY Residents to Go Solar, Expanding Market Liquidity (Updated)

- Reduces GHG emissions by up to 1,256,000 metric tons over the 25-year life of the underlying assets
- Generates at least 2,148,000 MWh of renewable energy over the life of the underlying projects
- Increases renewable energy installed generation capacity by at least 73.0 MW

⁶ As set out in the CEF Order (Cases 14-M-0094 et al.) issued and effective on January 21, 2016, page 40.

⁷ Announced by Governor Andrew M. Cuomo on Earth Day 2018. See www.nyserda.ny.gov/About/Newsroom/2018-Announcements/2018-04-20-Governor-Cuomo-Announces-New-Energy-Efficiency-Target-to-Cut-Greenhouse-Gas-Emissions.

Post-Construction Aggregation Facilities

On May 13, 2016, NYGB closed a \$25.0 million commitment to participate in a transaction consisting of two credit facilities – a loan aggregation revolving facility and a term loan (together the “**NYGB Loan Products**”), which are expected to accelerate the deployment of over 5,000 solar projects at homes across NYS. The transaction was part of a broader \$340.0 million financing (the “**Post-Construction Aggregation Facilities**”) arranged by Investec Bank PLC that provides Sunrun with a larger financing to expand its business in NYS and elsewhere. The \$340.0 million Post-Construction Aggregation Facilities (which include the NYGB Loan Products) represent one of the largest aggregation financings for a residential solar developer at the time of closing. On March 27, 2018, NYGB and the lender group consented to extend the deployment period and the maturity of the Post-Construction Aggregation Facilities by over two years based on Sunrun’s demonstrated ability to continually deploy solar PV projects in NYS and nationally. On April 20, 2018, NYGB and the lender group consented to expand the Post-Construction Aggregation Facilities up to \$595.0 million to further support Sunrun’s continued growth. NYGB’s share of this increase is \$10.0 million, bringing NYGB’s overall commitment to the Post-Construction Aggregation Facilities to \$35.0 million.

In total, NYGB has three ongoing transactions with Sunrun, a national solar provider that markets and develops residential solar energy systems. The three complementary transactions (one construction financing and two post-construction financings) aggregate bundled pools of residential solar systems that will ultimately be refinanced through one or more longer-term take-out financings. Given that the bank market for such credit facilities remains limited, NYGB’s participation enables larger aggregation facilities than would otherwise be available, resulting in longer-term takeout refinancings at a scale greater than what might otherwise be achieved. Through increased scale, the aggregation-to-term transactions are expected (post-aggregation) to draw new investors and financial institutions into the marketplace, decreasing the cost of capital for solar developers and installers, and in turn, the cost of solar power equipment sold or leased to homeowners.

Motivate International Inc. – Expanding Urban Bike Sharing Program in New York City (Updated)

- *Reduces GHG emissions by up to 32,500 metric tons over the 7-year life of the underlying assets*

In May 2017, NYGB provided a \$43.3 million term loan and a \$5.0 million seasonal variable funding note (collectively with the term loan, the “**Credit Facilities**”) to NYC Bike Share, LLC (“**NYCBS**”). NYCBS is the exclusive operator of the NYC bike share system (“**Citi Bike**”) which is comprised of 12,000 bikes and 750 stations and is the largest bike share system in North America. Proceeds from the original Credit Facilities supported the addition of 2,000 bikes primarily in low-to-moderate income neighborhoods in Harlem, Queens, and Brooklyn and enabled NYCBS to address the seasonal nature of its business when there is lower ridership in winter months. In May 2018, due to favorable transaction performance within this new asset class, NYGB increased the term loan facility by \$6.0 million.

Delaware River Solar – Supporting the Deployment of New York’s Community Solar Projects

- *Reduces GHG emissions by up to 1,083,900 metric tons over the 25-year life of the underlying assets*
- *Generates at least 1,648,300 MWh of renewable energy over the life of the underlying projects*
- *Increases renewable energy installed generation capacity by at least 56.0 MW*

Delaware River Solar (“**DRS**”) is a solar development company based out of Callicoon, NYS, that finances, builds, and operates community distributed generation (“**Community DG**”) projects. DRS engaged NYGB to provide financing support for the development of the DRS Community DG portfolio in NYS.

Under the Commission’s Standardized Interconnection Requirements and Application Process, developers seeking interconnections for their projects are required to make a deposit of 25.0% of the interconnection upgrade estimates followed by full payment 120 business days later. In April 2018, NYGB and DRS closed a bridge loan for up to \$7.0 million to finance up to 90.0% of those interconnection payments to NYS utilities, which will be used to progress up to 70.0 MW of Community DG solar projects.

NRG Renew – Supporting the Deployment of New York’s Community Solar Projects

- *Reduces GHG emissions by up to 232,000 metric tons over the 25-year life of the underlying assets*
- *Generates at least 156,000 MWh of renewable energy over the life of the underlying projects*
- *Increases renewable energy installed generation capacity by at least 5.3 MW*

NRG Renew (“**Renew**”), a leading integrated power company in the United States, is developing a national portfolio of Community DG solar projects with 19.0% of the portfolio located in NYS. Renew engaged an investment bank to structure, arrange, and syndicate a term loan to finance the projects when they are placed in service, and NYGB is committing \$18.0 million as part of that term facility.

This transaction is among the first large-scale financings for a portfolio of Community DG solar assets and is estimated to support the deployment of up to 15.0 MW of Community DG solar assets in NYS. The transaction will help to demonstrate viability of the Community DG model, drawing new investors and financial institutions into the marketplace and ultimately lowering the cost of capital. This, in turn, is expected to benefit consumers in the form of broader access to lower-cost clean energy generation.

BQ Energy Homeridae – Driving Standardization in the New York Solar Market

- *Reduces GHG emissions by up to 72,900 metric tons over the 25-year life of the underlying assets*
- *Generates at least 102,400 MWh of renewable energy over the life of the underlying projects*
- *Increases renewable energy installed generation capacity by at least 4.1 MW*

BQ Energy (“**BQ**”) is a Wappingers Falls, New York-based renewable energy project developer specializing in landfill and brownfield site redevelopment. NYGB’s \$4.9 million construction loan enables BQ to complete the 4.1 MW ground-mounted solar farm (the “**Project**”) to be constructed on a remediated former ExxonMobil refinery site in Olean, NY. CIR Electric Construction Corporation will construct the Project under a standardized balance of plant contract utilizing top-tier panels, inverters, and racking systems. The Project will generate revenue by selling clean power (or, more specifically, selling the value of clean power evidenced by net metering credits) to the City of Olean, NY.

The Project is the fourth of several similar developments in BQ’s pipeline that NYGB anticipates financing as part of a larger portfolio. BQ expects the majority of projects in the portfolio to be located on landfill and brownfield sites in Western NY, Central NY, Hudson Valley, and Long Island with the power generated providing clean power to municipalities, universities, schools, and hospitals, and utilities.

Vivint Solar Inc. Expanding the New York State Residential Solar Market (Updated)

- *Reduces GHG emissions by at least 893,300 metric tons over the 25-year life of the underlying assets, with an incremental 93,300 metric tons attributed to the most recent transaction (closed on June 29, 2018)*
- *Generates at least 1,698,000 MWh of renewable energy over the life of the underlying projects, with an incremental 178,000 MWh attributed to the most recent transaction*
- *Increases renewable energy installed generation capacity by at least 58.0 MW, with an incremental 6.0 MW attributed to the most recent transaction*

On June 29, 2018, NYGB committed \$19.0 million to participate in Vivint Solar’s \$150.0 million corporate revolving credit facility (the “**Construction Loan Facility**” or “**CLF**”) alongside seven other lenders. The CLF will be used by Vivint Solar to fund customer acquisition and construction of systems. Once installed, these systems will be refinanced through other debt facilities (described below) and tax equity commitments arranged by Vivint Solar. NYGB’s participation in the CLF broadens the availability of construction financing for residential distributed energy projects across NYS.

This \$19.0 million transaction is the third transaction NYGB has entered into with Vivint Solar. The first two being a \$20.0 million post-construction aggregation facility and a \$37.5 million term loan to refinance operating PV systems in NYS. Vivint Solar sought NYGB’s participation in the CLF, aggregation facility, and term loan

facility in order to further develop its project pipeline and finance operating assets in its national portfolio. With both construction and longer-term financing in place, Vivint Solar is positioned to meet the demand from homeowners and expand its ability to finance the installation of solar projects throughout NYS.

These complementary transactions will result in the aggregation of bundled pools of residential solar systems that will ultimately be refinanced through one or more longer-term take-out financings. One type of take-out financing is a securitization, or the sale of underlying cash flows resulting from residential leases or power purchase agreements to third-party investors. Solar developers can raise large amounts of capital through a securitization, allowing for further development of the emerging residential solar asset class. On June 11, 2018, Vivint Solar completed its first securitization, raising \$466.0 million through the sale of the cash flows of a portfolio of residential solar systems. The greater size of this securitization (when compared to the size of Vivint Solar's debt facilities) will likely augment investor interest in solar assets, resulting in more attractive debt pricing. This, in turn, could benefit New Yorkers by allowing Vivint Solar to provide customers lower priced contracts to purchase power.

Further details on all NYGB's investments are contained in the Transaction Profiles publicly available on NYGB's website at www.greenbank.ny.gov/Investments/Portfolio, and the Transaction Profiles for the investments described above are also included in the Schedule to this Report.

3.3 Active Pipeline

Demand for NYGB investment is evidenced by the total value of proposals that have been submitted to NYGB in response to its open solicitations for investment proposals (the "**Investment RFPs**").⁸ Through June 30, 2018, proposals requesting over \$2.7 billion of NYGB capital have been received. NYGB's Active Pipeline at June 30, 2018 is \$542.2 million. Figures 2, 3 and 4 below show the distribution of proposed investments in NYGB's Active Pipeline by technology, end-use customer segment and geography.

⁸ Clean Energy Financing Arrangements – Request for Proposals (RFP) No. 1, Construction & Back-Leveraged Financing for Ground-Mounted Solar Generation Systems Targeting Corporate & Industrial End-Users - RFP No. 7, Efficiency & Renewables Financing Arrangements: Building & Property Owners – RFP No. 8, and Construction and Aggregation-to-Term Financing for CDG Solar Projects – RFP No. 10, all available at www.greenbank.ny.gov/Work-with-Us/Open-Solicitations.

Figure 2. Active Pipeline by Technology

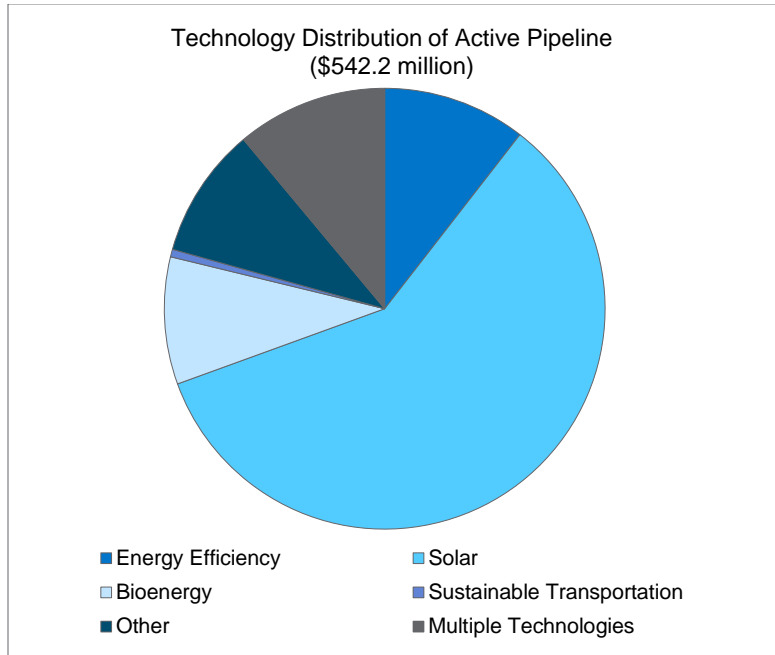


Figure 3. Active Pipeline by End-Use Customer Segment

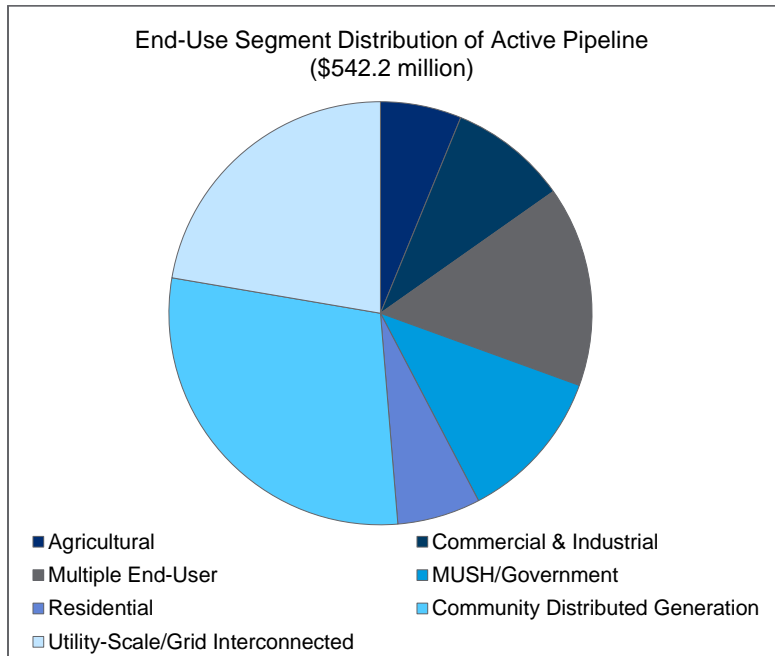
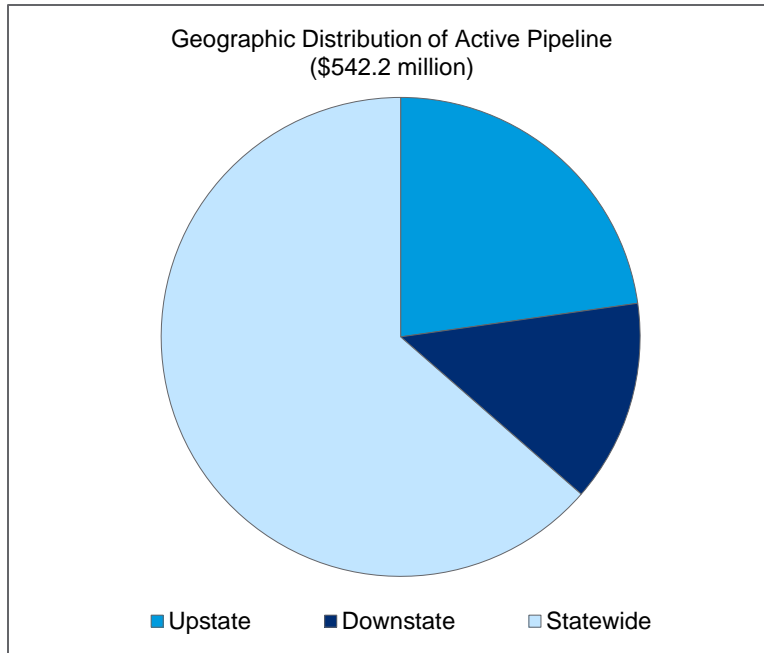


Figure 4. Active Pipeline by Geographic Distribution



3.4 Strategic, Operational & Risk Matters

In the quarter ended June 30, 2018, 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) **Annual Business Plan:** NYGB completed its Business Plan for the 2018 – 2019 plan year (the “**Plan**”). The Plan, filed with the Commission on June 29, 2018, details NYGB’s achievements in the prior plan year, while outlining goals and deliverables (tying directly to NYGB’s mission and investment criteria), together with corresponding key performance indicators, all for the current plan year. Plan deliverables also tie specifically to the Metrics Plan and are addressed in [Section 5](#) of this Report.
- (b) **NYGB Expansion Efforts:** As described in NYGB’s previous Quarterly Report, filed May 15, 2018, Governor Cuomo announced in Fall 2017 that NYGB would seek at least an additional \$1.0 billion from the private sector and expand its investment activities nationally. NYGB continues to work with its advisors to evaluate alternative opportunities around potential geographic expansion. Throughout this process, NYGB focus remains on developing innovative capital solutions to deploy more sustainable infrastructure in and for the benefit of NYS and delivering on Governor Cuomo’s ambitious climate goals.
- (c) **New Investment Solicitation Launched:** To complement NYGB’s ongoing investment solicitations, in June 2018, NYGB launched a new Request for Information: Financing Arrangements for Energy Storage Projects in New York State (“**RFI 4**”). RFI 4 targets energy storage market participants to increase dialogue regarding specific ways in which NYGB can be helpful in financing energy storage projects in NYS by addressing existing market barriers and financing gaps that could impede project development. The focus of these conversations is to: (i) inform NYGB of current or future business models, objectives, and resulting investment opportunities; and (ii) discuss ways in which NYGB may support such objectives, resulting in new products and investments in furtherance of Governor Cuomo’s 1,500 MW energy storage target for NYS by 2025.
- (d) **Continuing Stakeholder Outreach & Communications:** Highlights of specific outreach initiatives in the period to which this Report relates include:

- i. Participation in 20 events including a “Community Solar in New York State” webinar hosted by the Green Bank Network, where representatives from NYGB and NY Sun presented on the opportunities emerging in the NYS community solar market; the Baker McKenzie Annual Global Renewable Energy Conference where NYGB President, Alfred Griffin discussed the increased activity in New York State’s energy storage market and the financing mechanisms needed to support this opportunity; the C40 Financing Sustainable Cities Forum 2018 where NYGB Chief Operating Officer, Caroline Angoorly, participated on the “Investing Long-Term, Acting Now” panel and discussed NYGB’s unique business model; and the REFF Wall Street Summit where Alfred Griffin and other industry experts addressed the financing challenges and opportunities in energy storage market on the “Grid Modernization: Opportunities for Growth and Investment” panel.
 - ii. Upon the issuance of RFI 4, NYGB distributed an email to stakeholders from the development community, financing community, and contractors/service providers who expect to deploy energy storage with the intention of stimulating and supporting new market activity. The purpose of RFI 4 is to increase dialogue with energy storage market participants. To further such dialogue, NYGB will give a presentation as part of each of the DPS/NYSERDA Technical Conferences on the Energy Storage Roadmap taking place on three separate dates: July 31, 2018 in New York City, August 7, 2018 in Farmingdale, and August 21, 2018 in Albany. During each presentation, a member of NYGB’s Investment & Portfolio Management team will speak to the specific ways in which NYGB can be helpful in financing energy storage projects in NYS by addressing existing market barriers and financing gaps that could impede project development. As a result of all outreach efforts, NYGB is continuously advancing its investment strategy in developing standardized and creditworthy financing approaches for energy storage projects or portfolios of projects. NYGB anticipates continued activity in the energy storage market and stands ready to offer creative financing solutions to support that growth.
 - iii. NYGB was highlighted in the University of Virginia Darden’s Batten Institute for Entrepreneurship and Innovation Policy Playbook, which was developed during the 2018 Jefferson Innovation Summit at the Carnegie institution for Science in Washington, DC, held in February 2018. The summit was attended by corporate leaders, entrepreneurs, nonprofit leaders, government officials, academics and policy experts for an in-depth dialogue and workshop, all of which informed the [2018 Summit Policy Playbook](#). This playbook presents six innovative ideas to more rapidly scale solutions to address climate change – including the establishment of a “National Cleantech Bank” – and NYGB’s efforts to raise third-party capital for national expansion.
- (e) Public Reporting & Metrics: Filed the Quarterly Report for the period ending March 31, 2018 (on May 15, 2018), and the Annual Financial Metrics Report No. 4 for the fiscal year April 1, 2017 – March 31, 2018, including the annual audited financial statements (on June 29, 2018), as required by the Metrics Plan, both of which are available at www.greenbank.ny.gov/Resources/Public-Filings. NYGB will host its regular Quarterly Review Webinar in September 2018 to discuss NYGB’s latest developments and activities from its most recent fiscal quarter, including newly closed transactions.
- (f) Advisory Committee: An Advisory Committee meeting was held on June 11, 2018. Information regarding NYGB’s Advisory Committee – including its membership and charter – is accessible on NYGB’s website at www.greenbank.ny.gov/About/Advisory-Committee. Advisory Committee meetings occur at least semi-annually.

4 Quarterly Metrics

Required metrics for the period April 1, through June 30, 2018 are set out in [Table 1](#).⁹

Table 1. Quarterly Metrics

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 (\$) ¹⁰	\$32.6 million	\$38.9 million
▪ Cumulative Operating Expenses (\$) ¹¹	\$25.1 million	\$27.4 million
▪ Direct Operating Expenses (\$)	\$15.0 million	\$16.3 million
▪ Allocated Expenses (\$)	\$10.1 million	\$11.1 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 (\$)	\$78.2 million	\$91.6 million
▪ Deployed Funds (\$) ¹²	\$296.2 million	\$242.3 million
▪ Current Portfolio (\$) ¹³	\$374.3 million	\$333.9 million
▪ Overall Investments to Date (\$)	\$457.5 million	\$522.3 million
▪ Total Project Costs (Cumulative) (\$) ¹⁴	In the range of \$1.39 - \$1.63 billion	In the range of \$1.46 - \$1.70 billion
▪ Mobilization Ratio	Tracking at least 3:1 on average across portfolio	Tracking at least 3:1 on average across portfolio ¹⁵

⁹ 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 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 portfolio-level estimation of impact benefits as it works towards meeting the CEF objectives to support NYS CES, SEP and other clean energy goals. Given such periodic adjustments, the aggregate estimated benefits reported in Quarterly Reports are the most up-to-date estimates (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).

¹⁰ Cumulative Revenues reflect quarterly fair market value adjustments related to NYGB capital held in U.S. Treasury securities, consistent with GAAP. In addition, Cumulative Revenues are always stated net of impairments.

¹¹ Currently includes \$76,993 in Evaluation Expenses.

¹² Deployed Funds as presented in [Table 1](#) is net of all capital repaid to the reporting date.

¹³ The dollar value of the Current Portfolio is expected to fluctuate from quarter to quarter, including to reflect any decreases in Committed Funds and/or Deployed Funds. Decreases in Committed Funds could 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.

¹⁴ 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 will seek to adjust reported values and replace FMV in its aggregated data sets and periodic reporting with reported actual costs.

¹⁵ Given the range of Total Project Costs that NYGB investments mobilize, the Mobilization Ratio also represents a range; currently of 2.8:1 to 3.3:1.

Quarterly Metric	Prior Quarter	Current Quarter
▪ Portfolio Concentrations (%) ¹⁶	65.9% Renewable Energy	69.0% Renewable Energy
	11.0% Energy Efficiency	9.7% Energy Efficiency
	23.0% Other	21.3% Other ¹⁷
▪ Number & Type of NYGB Investments	22 – Renewable Energy ¹⁸	27 – Renewable Energy
	6 – Energy Efficiency	6 – Energy Efficiency
	4 – Other	5 – Other
▪ Number & General Type of NYGB Counterparties ¹⁹	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; Transportation	53 – Local Development Corporation; Global, Corporate and/or Investment Bank; Regional Bank; Specialty Finance Company; Energy Project Developer; Municipal, University, Schools & Hospitals; Energy Technology Provider & Vendors; Government Authority; Insurance Company; Transportation
▪ 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: 10.7 – 14.1 million MWh	Estimated Gross Lifetime Clean Energy Generated: 12.6 – 16.4 million MWh
▪ Estimated Gross First Year²⁰ 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: 452,000 – 591,000 MWh	Estimated Gross First Year Clean Energy Generated: 526,000 – 682,000 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

¹⁶ Based on executed transactions and reflecting dollar values invested by NYGB in renewable energy and energy efficiency transactions, each as a proportion of the Current Portfolio.

¹⁷ “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.

¹⁸ Adjusted to reflect extension of the durations of two existing transactions in NYGB’s portfolio that occurred in the first quarter of 2018.

¹⁹ 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).

²⁰ 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 in the prescribed form annually, with such reporting included in the Quarterly Metrics Report for each quarter ending December 31.

Quarterly Metric	Prior Quarter	Current Quarter
▪ 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) ²¹ 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	378.7 – 490.7 MW	442.7 – 567.0 MW
▪ Estimated Gross Lifetime GHG Emission Reductions (metric tons) for Committed Funds & Deployed Funds	6.29 – 8.13 million metric tons	7.27 – 9.33 million metric tons
Investment Pipeline		
▪ Active Pipeline (In the Quarter) (\$)	\$704.2 million	\$542.2 million
Investment Process		
▪ Proposals Received – Value (Cumulative) (\$)	\$2.6 billion	\$2.7 billion
▪ Approvals - Scoring Committee (Cumulative) (\$)	\$2.4 billion	\$2.5 billion
▪ Approvals - Greenlight Committee (Cumulative) (\$)	\$974.0 million	\$1.2 billion
▪ Approvals - IRC (Cumulative) (\$)	\$521.9 million	\$614.6 million

5 Progress Against Plan Deliverables

In its annual Business Plan, filed on June 29, 2018, NYGB identified specific deliverables (the “**Plan Deliverables**”) that collectively mark its progress in implementing key initiatives in the period April 1, 2018 through March 31, 2019 (the “**Plan Year**”).

Progress against the Plan Deliverables is required to be addressed in NYGB’s Quarterly Reports, together with a brief narrative (as appropriate) of status and an explanation of any material variances relative to expectations.

NYGB’s performance against the Plan Deliverables for the quarter ending June 30, 2018 is summarized in [Table 2](#).

²¹ For 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.nyserda.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.

Table 2. Status of Plan Deliverables (2018 – 2019)

Category	Deliverable	Status in Quarter Ending June 30, 2018
Strong Active Pipeline		
▪ Active Pipeline	▪ Maintain an Active Pipeline of at least \$450.0 million per quarter on average throughout the Plan Year.	✓ Achieved for this Quarter: Active Pipeline of \$542.2 million .
▪ Targeted Solicitation: Energy Storage	▪ Publicly issue RFI/RFP.	✓ Achieved for this Quarter: NYGB issued RFI 4 in June 2018 targeting energy storage developers and other market participants, in conjunction with the release of the NYS Energy Storage Roadmap.
	▪ Convene energy storage market participants to identify specific market needs and advance product development.	✓ Ongoing & On Track: NYGB to participate in all three of the NYSDPS/NYSERDA Technical Conferences on the Energy Storage Roadmap, presenting on NYGB financing opportunities within the storage sector.
▪ Targeted Solicitation: Solar-Plus-Storage	▪ Publicly issue RFI/RFP.	✓ Ongoing & On Track: NYGB is working closely with NYSERDA colleagues to determine and coordinate optimal market engagement strategy as relates to Solar-Plus-Storage.
	▪ Convene solar-plus-storage market participants to identify specific market needs and advance product development.	▪ Not Started: The date for this convening is yet to be determined and requires coordination with NYSERDA programs and initiatives.
▪ Targeted Solicitation: Pay-for-Performance	▪ Publicly issue RFI/RFP.	✓ Ongoing & On Track: NYGB is working closely with NYSERDA colleagues to determine and coordinate optimal market engagement strategy as relates to Pay-for-Performance.
	▪ Convene energy efficiency market participants to identify specific market needs and advance product development.	▪ Not Started: The date for this convening is yet to be determined and requires coordination with NYSERDA programs and initiatives.
▪ Targeted Solicitation: Tenant Improvement Financing	▪ Publicly issue RFI/RFP.	✓ Ongoing & On Track: NYGB is working closely with NYSERDA colleagues to determine and coordinate optimal market engagement strategy as relates to Tenant Improvement Financing.
	▪ Convene large property owners and related stakeholders to identify specific market needs and advance product development.	▪ Not Started: The date for this convening is yet to be determined and requires coordination with NYSERDA programs and initiatives.
▪ Targeted Solicitation: Clean Energy for Low-to-Moderate Income (“LMI”) End-Users	▪ Publicly issue RFI/RFP.	✓ Ongoing & On Track: NYGB is working closely with NYSERDA colleagues to determine and coordinate optimal market engagement strategy as relates to financing opportunities for LMI customers.
	▪ Convene LMI stakeholders to identify specific market needs and advance	▪ Not Started: The date for this convening is yet to be determined and

Category	Deliverable	Status in Quarter Ending June 30, 2018
	product development.	requires coordination with NYSERDA programs and initiatives.
Portfolio Driving Material Clean Energy Investments Across NYS		
<ul style="list-style-type: none"> ▪ Committed Funds 	<ul style="list-style-type: none"> ▪ Achieve an average of \$56.25 million in closed transactions per quarter. 	<ul style="list-style-type: none"> ✓ Achieved for this Quarter: \$64.9 million of closed transactions in the quarter.
	<ul style="list-style-type: none"> ▪ Commit \$685.0 million (cumulative) to NYGB investments as of March 31, 2019. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: \$522.3 million Overall Investments to Date.
<ul style="list-style-type: none"> ▪ Evaluation 	<ul style="list-style-type: none"> ▪ Select independent consultant(s) and finalize scope(s) of work. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: Selection expected to be finalized in July 2018.
	<ul style="list-style-type: none"> ▪ Work with NYSERDA and the independent consultant(s) to advance the baseline study of financial market transformation in accordance with the evaluation Work Plan. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: Project Kick-Off planned for July 2018.
	<ul style="list-style-type: none"> ▪ Work with NYSERDA and the independent consultant(s) to advance the impact evaluation. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: NYGB solar PV assets were included in the NY-Sun Solar PV Evaluation study conducted in early 2018. NYSERDA is expected to publish the final evaluation report by the end of 2018.
Mobilizing Private Capital		
<ul style="list-style-type: none"> ▪ Mobilization Ratio 	<ul style="list-style-type: none"> ▪ Achieve an average, portfolio-wide Mobilization Ratio of at least 3:1, driving towards a ratio of 8:1 across all NYGB investments by the end of the CEF term in 2025. 	<ul style="list-style-type: none"> ✓ Achieved for this Quarter: Current quarter Mobilization Ratio on track at least 3:1 on average across NYGB's portfolio.²²
	<ul style="list-style-type: none"> ▪ Evaluate strategies to provide for third-party capital investment at the portfolio level while continuing to deliver more per ratepayer dollar for the benefit of all New Yorkers. 	<ul style="list-style-type: none"> ✓ Ongoing & On Track: NYGB continues to work with its advisors and other relevant stakeholders to evaluate third-party capital opportunities as announced by Governor Cuomo in Fall 2017.

²² Given the range of Total Project Costs that NYGB investments mobilize, the Mobilization Ratio also represents a range; currently of 2.8:1 to 3.3:1.

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.