

## Supporting Energy Efficient New Building Construction in New York State

### Saranac Lake Resort

NY Green Bank (“**NYGB**”) has committed \$5.0 million to finance the construction and operation of an energy efficient, LEED Certified lodging property located in the Village of Saranac Lake (the “**Project**”) and developed by Saranac Lake Resort Owner, LLC (“**Saranac**”). The Project’s energy efficiency measures are expected to reduce greenhouse gas (“**GHG**”) emissions relative to design standards. This is NYGB’s first investment in an energy efficient, new building (“**New Construction**”) asset as part of its ongoing efforts to participate in sustainable infrastructure investments in support of Clean Energy Fund objectives. The Project is expected to create approximately 71 full time jobs in New York State (“**NYS**”), supporting economic development in the North Country.

### Transaction Description

Saranac Waterfront Lodge will be the first LEED Certified hotel in the Adirondack Park, located on the shores of Lake Flower and partially located on a former Superfund site, remediated in 2018 under the guidance of the New York State Department of Environmental Conservation (“**NYSDEC**”). The Project will incorporate energy efficiency measures including efficient HVAC equipment and insulation, advanced lighting, and improved building controls, in addition to stormwater management improvements and electric vehicle charging stations.

NYGB’s \$5.0 million preferred equity investment (the “**Investment**”) diversifies NYGB’s portfolio and presents an opportunity to increase market awareness of energy efficiency in the New Construction space. NYGB’s investment signals to the market that NYGB capital is available to finance New Construction projects pursuing energy efficiency upgrades, increasing primary building efficiency deployment in NYS. The investment also supports economic development and job creation in the downtown Saranac Lake region and demonstrates the viability of financing a sustainable new build in a tertiary market like the North Country. In addition to seasonal and part-time positions, the Project is expected to create approximately 71 full-time jobs upon opening, and 116 jobs from construction.

This Transaction Profile is provided pursuant to the updated “NY Green Bank – Metrics, Reporting & Evaluation Plan, Version 3.0” (the “**Metrics Plan**”) developed in collaboration with the NYS Department of Public Service and filed with the NYS Public Service Commission (the “**Commission**”) on June 20, 2016.<sup>1</sup> This Transaction Profile contains specific information in connection with the Saranac Lake Resort transaction entered into on September 25, 2019, as required by the Metrics Plan.<sup>2</sup>

### Form of NYGB Investment

NYGB Product	Product Sub-Type	Committed Capital
Asset Investment	Preferred Equity Investment	\$5.0 million

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

North Country. The Project is located in the North Country, New York.

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

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

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

	Name	Participant Type
<b>Client</b>	Saranac Lake Resort Owner, LLC	Company
<b>Vendor</b>	BBL Construction	Construction Manager
<b>Vendor</b>	Skyward Hospitality	Hotel Manager

## Summary of Financing Market Objectives & Barriers Addressed

Beneficiary	Market Barrier	Financing Solution
<b>Owners &amp; Developers</b>	When designing new buildings in NYS, owners and developers of New Construction projects are not always able to rely on energy modeling and cost-benefit analysis in order to secure appropriately priced capital, reducing their ability to realize the benefits of energy efficient technology.	NYGB's participation in this transaction signals to the market that capital is available to finance the construction of real estate developments pursuing energy efficiency upgrades. This should result in greater interest from private sector capital providers in committing capital for similar project types, which will ultimately expand liquidity in energy efficiency markets while reducing overall costs for all.
<b>Capital Market Participants</b>	On an individual basis, there is limited capital support for energy efficiency projects; however, capital providers are more likely to participate on an aggregated basis once a pipeline of projects has achieved meaningful scale.	NYGB's willingness to support the Project helps to demonstrate to the broader market that there is lender comfort with an appetite for investments in energy efficient, new building projects.
<b>New Yorkers</b>	While interest and activity in energy efficient New Construction projects are increasing rapidly in NYS, a relatively small number of financial models are being used, preventing New Yorkers from realizing the benefits of completed projects.	By providing financing, NYGB is encouraging primary building efficiency deployment for commercial and institutional projects in NYS. Ultimately, this is expected to provide New Yorkers with more efficient building stock at a lower cost. The investment also supports economic development and job creation in a tertiary market like the North Country.

## Technologies Involved

Technology	Measures
<b>Energy Efficiency</b>	HVAC, Advanced Lighting, Improved Building Controls, higher-rated insulation

## Metrics & Evaluation Plan

### Planned Energy & Environmental Metrics

NYGB's minimum investment criteria specifically require that "transactions will have the potential for energy savings and/or clean energy generation that will contribute to greenhouse gas reductions in support of New York's energy policies".<sup>3</sup> In addition, the Metrics Plan requires that the following energy and environmental measures, applicable to this transaction, be reported on:<sup>4</sup>

<sup>3</sup> Case 13-M-0412, "Order Establishing New York Green Bank and Providing Initial Capitalization" issued and effective December 19, 2013 of the Commission, Ordering Clause 6 at pages 24 - 25.

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

- Estimated gross lifetime and first-year electricity savings (MWh);
- Estimated gross lifetime and first-year fuel savings (MMBtu); and
- Estimated gross lifetime and first-year GHG emission reductions (metric tons).

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

Energy/Environmental Impact	Lifetime Low Estimate	Lifetime High Estimate	Annualized Low Estimate	Annualized High Estimate
Electricity savings (MWh)	660.73	777.33	44.05	51.82
Fuel savings (MMBtu)	4,891.26	5,754.42	326.08	384.63
Estimated GHG emission reductions (metrics tons) <sup>5</sup>	632.53	744.15	42.17	49.61

## Planned Market Characterization Baseline & Market Transformation Potential

The Metrics Plan requires that market evaluation occurs when a critical mass of NYGB financing and investment arrangements are put in place, approximately three to five years following initial NYGB capital deployments. Market evaluation activities commenced in 2018 to collect baseline data on key market indicators for the sectors that have been supported by NYGB since its inception, and the dataset will be updated to include indicators specific to this transaction. Baseline data will be used as a comparison point against which to assess market progress in the later studies. Progress indicators are defined below for the short, mid and long-terms.

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

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

Mid and long-term indicators are expected to show progress through program tracking or market evaluation over time. These include, but are not limited to:

- Increased volume of projects in the New Construction sector, involving lengthening financing and investment durations (i.e., 10+ years);
- Average and aggregate dollar value of projects in development and completed increases;
- Demonstration of competitive risk/return profiles;
- Increased awareness and use of evolving financial performance data by financing entities;
- Financial entities emerge showing interest in NYGB's transaction position;
- Scale of investment in New Construction projects increases;
- Increased number of New Construction projects reliant upon integrated design and construction practices;
- Relationships with financial partners established; and
- Reduction in difference between realized and predicted energy savings (improvement in energy modeling).

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

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

**Market evaluation** will address the short, mid and long-term indicators identified above. Methods will include analysis

<sup>5</sup> As of January 1, 2016, the New York State Energy Research and Development Authority ("NYSERDA") utilizes a 1,103 lbs/MWh conversion factor to estimate GHG emissions reductions for electric generation and energy efficiency savings across all components of the Clean Energy Fund ("CEF"). NYSERDA has previously utilized a 625 lbs/MWh conversion factor and 1,160 lbs/MWh. Factors have changed – and can be expected to continue to change – to reflect the improving efficiency/"greening" of the NYS grid (i.e., the New York Independent System Operator).

of program data along with interviews and surveys of market participants (project subscribers, financial community) to track information including but not limited to: participation rates, project scale information, interest in New Construction financing, and influence of NYGB's participation on financial markets. As noted, baseline data was collected on key indicators in the first phase evaluation during 2018 – 2019. Subsequent studies will assess progress against baseline levels for other market segments like New Construction. The specific timing of these efforts will be determined (and may be revised) on an ongoing basis as NYGB's investment portfolio continues to grow and evolve.

**Impact evaluation** is expected to draw upon and include data collected to support project-specific measurement and verification activities (e.g., those associated with PON 3609). Impact evaluation activities will likely rely upon energy consumption data collected through environmental reports. Project savings will be assessed by comparing actual energy consumption data against forecasted consumption, as set forth in the energy model completed for LEED certification.

As with all NYGB investments, projects that receive an incentives or funding from other entities (e.g., utility, other NYSERDA program) will be tracked, in accordance with the Metrics Plan, in order to minimize any double-counting activity on a consolidated basis. As set forth in the Metrics Plan, evaluation sampling approaches will be used as a mechanism to estimate overlap and minimize double counting. Attempts will also be made to coordinate market and impact evaluation activities for the Project to maximize the efficiency of data collection and avoid survey fatigue.