



NY Green Bank
A Division of NYSERDA

NY Green Bank

Financing Energy Storage Projects

Webinar | November 19, 2019

New York, NY

Agenda

- I. NY Green Bank Overview
- II. Focus on Energy Storage
- III. Overview of RFP
- IV. Proposal Contents
- V. Eligibility Requirements
- VI. Proposal Evaluation
- VII. Financing Options for Energy Storage Projects
- VIII. Potential Roles in Project Finance Transactions
- IX. Investment Decision Process
- X. Q&A

NY Green Bank Overview

Mission:

To accelerate clean energy deployment in New York by working in collaboration with the private sector to transform financing markets

- **What:** A \$1 Billion State-sponsored investment fund that is a division of NYSERDA
- **Why:** To alleviate financing gaps in New York's clean energy markets and create a cleaner, more resilient and affordable energy system
- **How:** By mobilizing greater private sector activity to increase the availability of capital for clean energy projects

Supporting the expansion of energy storage in New York State is a strategic priority for NY Green Bank

Focus on Energy Storage

NY Green Bank aims to be a first mover to build market scale and standardization to attract private capital to the sector

- In the 2018 State of the State, Governor Cuomo announced that NY Green Bank seeks to invest at least \$200 million in qualified storage-related investments
- To support this commitment, NY Green Bank released a Request for Information during the summer of 2018 to learn from developers and market participants what financing gaps NY Green Bank can address to support energy storage projects
- Market feedback was used to inform NY Green Bank's recently issued Request for Proposals 13: *Financing for Energy Storage Projects*

Overview of RFP

NY Green Bank developed RFP 13: *Financing for Energy Storage Projects*, to invite market participants to propose energy storage projects

- NY Green Bank invites energy storage developers and other market participants targeting NYS energy storage projects, to propose transactions to NY Green Bank that contemplate the financing of the purchase and ownership of energy storage projects
- Through this RFP, NY Green Bank seeks to:
 - Accelerate the deployment of energy storage projects; and
 - Provide a financing framework that may be utilized in the future by equity investors and private sector lenders.

Proposal Contents

Proposal Contents should be as complete as possible, however, NY Green Bank understands that some items listed below may still be under development

Proposal should include the following:

- Summary of Project/Portfolio;
- Transaction Credit, Financial, Technical & Risk/Return Considerations;
- Financial Model & Contractual Arrangements;
- Technical Considerations;
- Prevailing Wages;
- Expected Clean Energy Outcomes & Ongoing Tracking/Reporting Capability; and
- Qualifications & Experience.

Eligibility Requirements

Proposers are welcome to submit more than one Project as part of a portfolio of Projects

Eligible Projects include:

- Standalone energy storage or storage paired with on-site generation, such as solar PV, behind a New York customer's electric meter;
- Standalone energy storage systems that are physically located in NYS and interconnected to New York's bulk transmission system or an Investor Owned Utility's transmission or distribution system;
- Energy storage paired with an eligible generation source, such as solar PV, or installed as a standalone energy storage system connected directly into the transmission or distribution system in NYS; and
- Projects that have received an award under NYSERDA's Market Acceleration Bridge Incentive Program.

Note: Energy storage systems can be chemical, thermal, or mechanical

Proposal Evaluation

Proposals are evaluated with focus on the following key areas:

- Evaluation of Transaction Credit, Financial, Technical & Risk/Return Considerations
- Evaluation of Clean Energy Outcomes & Ongoing Tracking/Reporting Capability
- Other Considerations;
 - Summary and structure of the overall Proposal;
 - Overall fit as it relates to NY Green Bank's mission and key investment criteria; and
 - Attributes of the Proposal including but not limited to cohesiveness, conciseness and clarity of response.

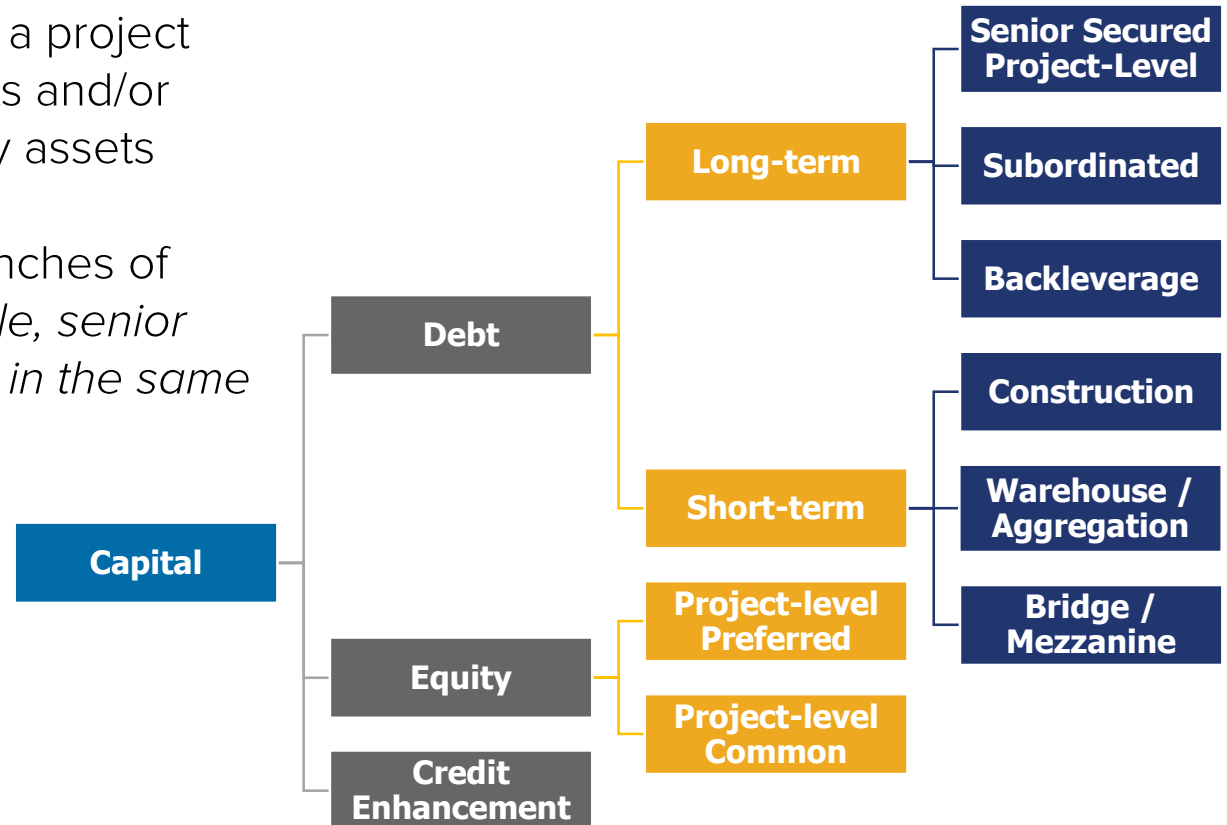
Financing Options for Energy Storage Projects

NY Green Bank offers many financing options for energy storage projects, including:

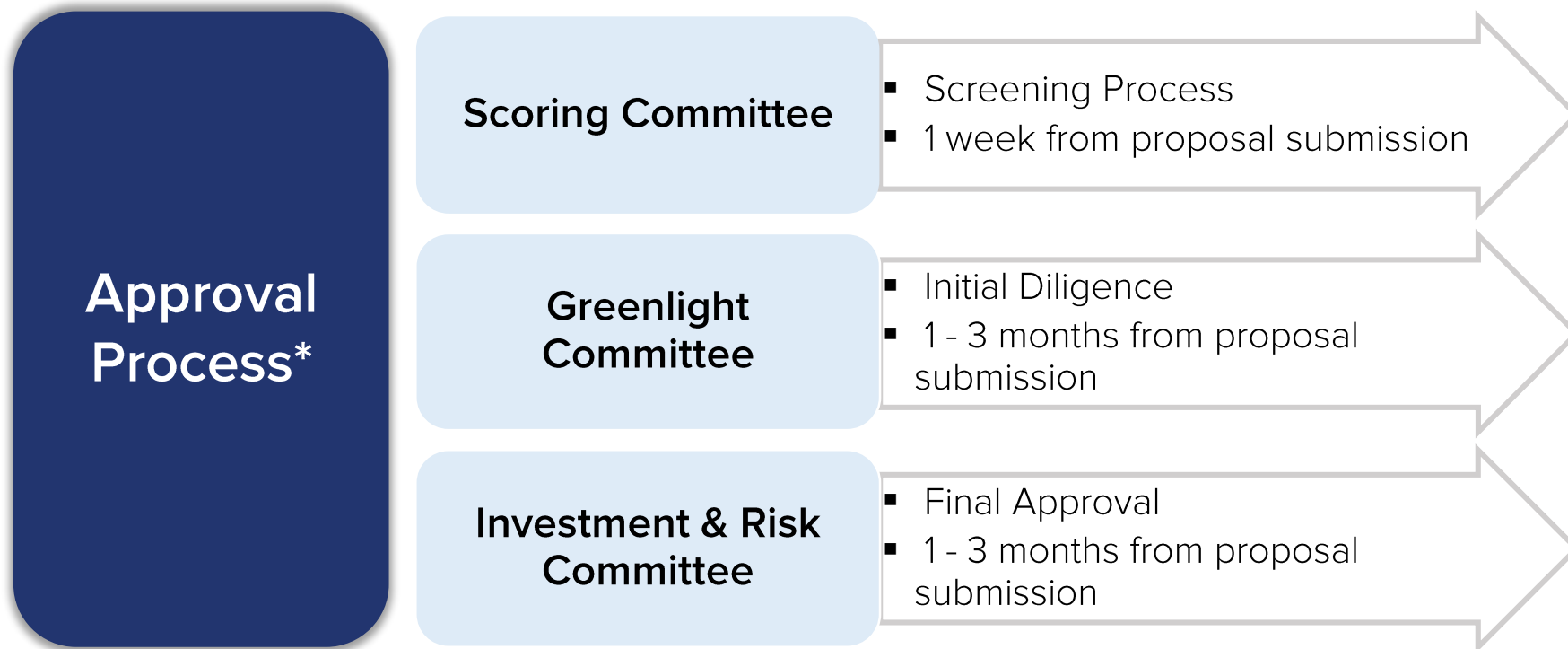
- Interconnection financing
- Construction financing
- Term debt, including:
 - Senior project-level debt
 - Backleverage
 - Subordinated / mezzanine
- Revolving warehouse and aggregation facilities
- Credit enhancements
- Project-level equity / preferred equity

Potential Roles in Project Finance Transactions

- NY Green Bank can invest at any level of the capital structure of a project
- Directly invests in projects and/or portfolios of clean energy assets rather than companies
- Can invest in multiple tranches of same project (*For example, senior secured and term loan B in the same deal*)



Investment Decision Process



*Please note: estimated timing varies on counterparty readiness and project development (including availability of diligence materials)

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- Sign up for our mailing list for periodic updates on our website [here](#)
- All additional information is available on the website, including all RFI and RFP opportunities: www.greenbank.ny.gov
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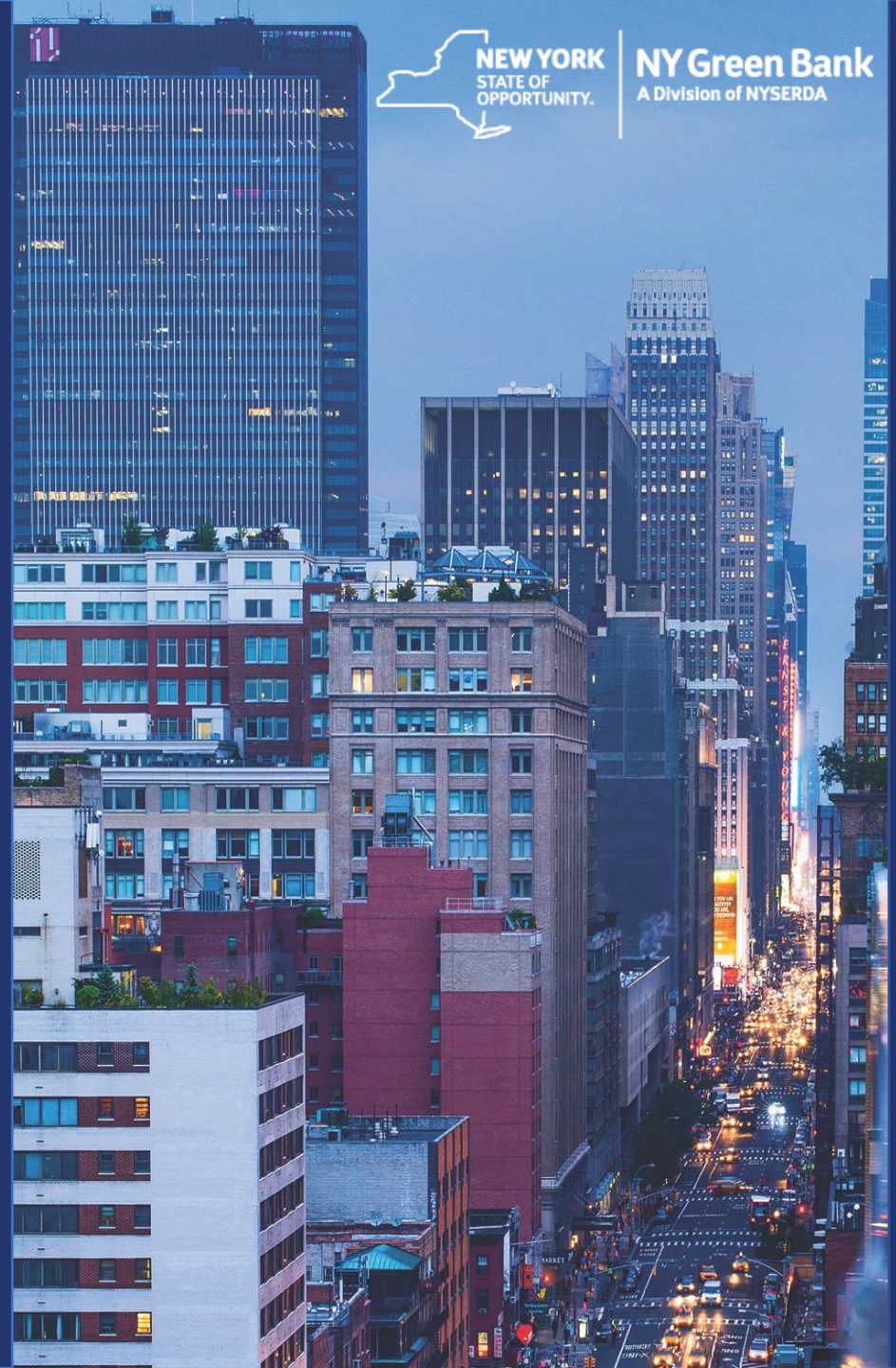
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NYSERDA Energy Storage Support

- Follow the links to learn more about how NYSERDA is supporting energy storage in NYS
 - [Developers and Contractors](#)
 - [Bulk Storage Incentive](#)
 - [Retail Storage Incentive](#)
 - [Utility Procurement](#)
 - [Technical Assistance](#)

Q&A



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