If you have a project, that saves energy in a building, we can finance it!
NYCEEC portfolio

Property types (% of total project cost)

- 55% Commercial & industrial
  - $152M
- 19% Multifamily affordable
- 26% Multifamily market-rate

Technology (% of total project cost)

- 45% CHP
  - $152M
- 50% Energy efficiency
- 1% Demand Response
- 1% Renewables
- 3% Fuel Conversion
Steakholders?
Key points 1 of 2:

- Define stakeholders and their needs
- Tell a great story!
- Get valuable information
- Ask “how” and “what” questions
- Speak the same language
Key Points 2 of 2:

• Define stakeholders and their needs
• Tell a great story!
• Gather valuable information
• Asking “how” and “what” questions
• Speak the same language

• The “pitch” is part of a larger relationship process
• Get out of your comfort zone
• Don’t leave without tee-ing up the next steps
• Understanding ≠ agreement
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