

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



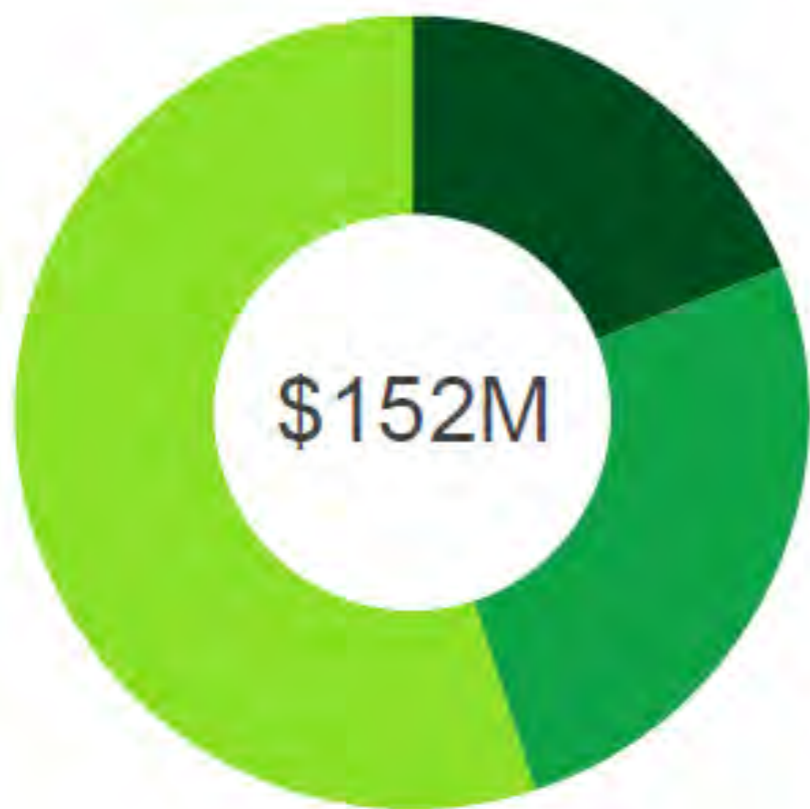
NYCEEC
BUILDING FINANCIAL SOLUTIONS

NYCEEC portfolio



Property types

(% of total project cost)



\$152M

19%

Multifamily
affordable

50%

Energy
efficiency

26%

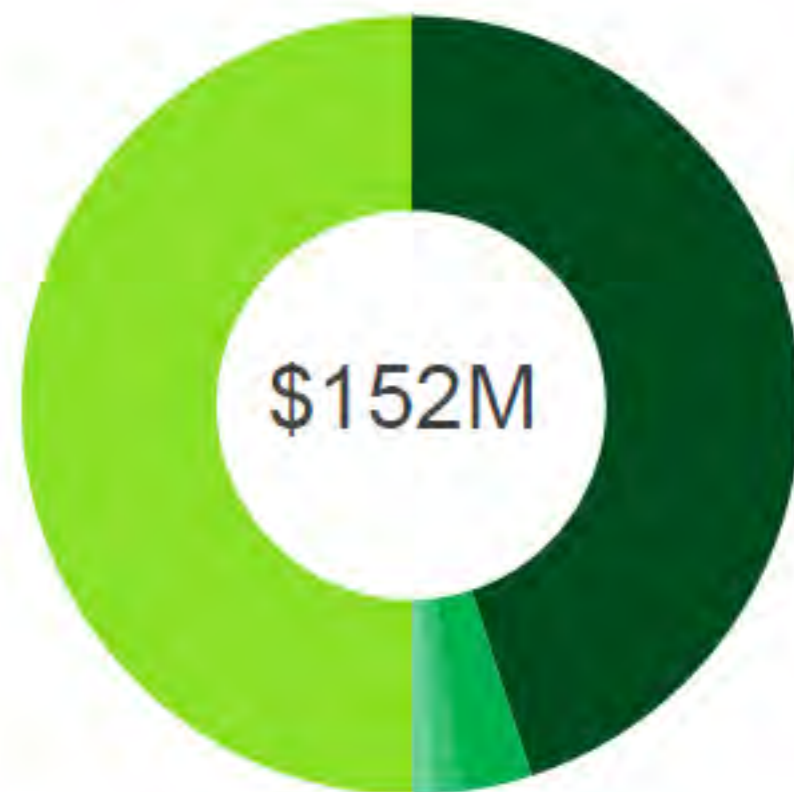
Multifamily
market-rate

1% Demand Response

1% Renewables

Technology

(% of total project cost)



\$152M

45%

CHP

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**



Christina McPike
Director of Energy & Sustainability



Jonathan Rose
Companies



Lauren Zullo
Director of Sustainability & Enviro Impact



Guy-Thomas Barbier
Country Manager North America



Patrick O'Donnell
Director of Engineering

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**

Image Credits:

- Doggy stakeholder: https://www.123rf.com/photo_49652932_dog-holding-raw-meat-in-its-mouth-isolated-on-white.html
- Red button: <https://imgflip.com/i/25eki5>