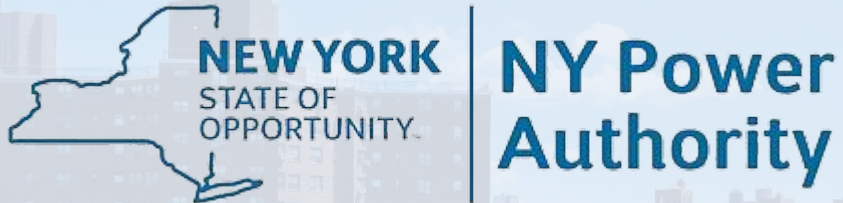


# SPEAKER



**Keith Hayes**  
SVP of Clean Energy Solutions  
NYPA



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**Advanced Energy Group**  
**#AEGNewYork**

# NYPA Mission

“Lead the transition to a carbon-free, economically vibrant New York through customer partnerships, innovative energy solutions, and the responsible supply of affordable, clean, and reliable electricity.”

# Energy Efficiency Services & Results



**\$3.6 BILLION**  
Invested



*No up-front costs for customers*

Over **2,600**  
projects implemented



*Over 35 private sector implementation contractors*

More than **\$290 MILLION** in annual savings



*Year over year customer savings help to defer costly energy infrastructure investments*

Providing nearly **870 THOUSAND** tons in GHG Reduction



*The equivalent of removing over 200,000 cars off the road annually*

## Design & Planning

- Energy Master Planning
- Building Audits
- Feasibility Analysis
- Engineering & Design
- Design Review
- Building Energy Modeling
- Risk Management Assessment
- Retro-Commissioning
- Permitting and Code Compliance
- Utility Interconnection
- Turnkey Project Delivery

## Construction

- Project Financing
- Equipment Procurement
- Bidding for Material & Labor
- Construction Management
- Site Visits and Observations
- Estimating & Scheduling
- Emergency Support
- Risk Management & Cost Review
- Claims Management
- Site Safety Auditing
- Environmental Services
- Special Inspections
- 3<sup>rd</sup> Party Commissioning
- As-Built O&M Submission Review
- O&M Personnel Training
- Permit Closeout

# Program Benefits



## End-to-end management

End-to-end project management including capex and opex planning and installation for all clean energy projects and upgrades.



## A simpler path to procurement

NYPA offers a vast network of pre-vetted service contractors through a simple process overseen by skilled engineers and project managers.



## Structured to meet your financial needs

We identify incentives and offer low-interest project financing. Projects can be accomplished with no up-front cost, and through on-bill payments.

**30+**  
YEARS

## Transparency and NY State expertise

NYPA has 30+ years of expertise managing clean energy projects for government entities and businesses. We offer fully transparent, objective solutions that meet state mandates.

### Additionally,

- Alleviate customer resources with various NYPA in-house services
- Competitive Finance Options

- Agreement Flexibility
- Commissioning and System Integration service for improved project turn-over
- Over 60 experienced professionals on-call for project support.



# 830 Amsterdam

NYPA's design-build project delivery method was an integral aspect of finding the right team, cost & schedule to pioneer this first endeavor into a heat pump project

- **First** fully electrified NYCHA building for heating & hot water
- Centralized heat pump system using VRF technology
- Project is currently 40% complete and scheduled to be commissioned in 2023.



# Strategic Supply Management

**Mission:** Efficiently procure goods and services at the best value, through a network of qualified suppliers while driving economic development in New York State

**Purpose:**

- ✓ *Extract value*
- ✓ *Promote innovation*
- ✓ *Improve quality*
- ✓ *Drive performance*



- Manage over 4,000 suppliers annually
- Procurement opportunities - [www.nypa.gov/procurement](http://www.nypa.gov/procurement)
- Leverage digital procurement platform – SAP Ariba

# Clean Heat for All Challenge

- Innovation challenge to create a packaged window-mounted heat pump unit with cold-climate performance in partnership with NYCHA, NYSERDA & NYPA
- Initial outreach & planning modeled after successful Energy Star refrigerator program in the 1990's
- NYPA's procurement expertise & industry outreach enabled a widely successful RFP with two contracts awarded in August 2022

