

DEAL SPOTLIGHT MILLENNIUM HILTON

SUCCESS BY THE NUMBERS

34%

PROJECTED ENERGY
SAVINGS

32%

PROJECTED GHG
SAVINGS

4,394

VEHICLES REMOVED OFF
THE ROAD



BUILDING TYPE

Commercial

BUILDING SIZE

383,166 square feet
569 rooms

YEAR BUILT

1961

PROJECT TYPE

Cogeneration

TOTAL PROJECT

COST \$3.8 million

FINANCIAL PRODUCT

Power purchase
agreement

NYCEEC ROLE

\$2.4 million loan

TERM

8 years
(plus construction)

CLOSING DATE

Dec 2012

THE CLIENT CHALLENGE

The Millennium Hilton is a large business-oriented hotel in Lower Manhattan. The hotel wanted to use a power purchase agreement, non-debt solution, to finance a new cogeneration system in order to save money and improve building systems.

Greenwood Energy, the project developer, sought flexible financing to fund its power purchase agreement for this project with the Millennium Hilton. Greenwood Energy sought financing that could match the project's construction schedule and bridge the NYSERDA incentive payments.

THE SOLUTION

NYCEEC's expertise was the key to structuring a financing strategy that made sense for the hotel. NYCEEC provided a \$2.4 million senior loan to fund the power purchase agreement, taking into account cashflow variations and timing of NYSERDA incentives.

With the power purchase agreement, the Millennium Hilton installed the cogeneration system and related measures without incurring additional debt.

To facilitate other energy savings improvements, NYCEEC also sponsored the hotel's energy audit ahead of its compliance deadline for Local Law 87: Energy Audits and Benchmarking.

UPDATES: 500kW cogeneration units, 156 ton absorption chiller, domestic hot water and space heating heat exchangers, associated pumps and cooling tower.

THE RESULTS

NYCEEC's team helped the hotel get the project off the ground and start saving money.

- » Begin construction at no initial cost
- » Use a non-debt solution to install cogeneration and upgrade building systems
- » Achieve significant cost savings
- » Improve building performance and resiliency

**"NYCEEC IS GREAT TO WORK WITH -- THEY'RE COMMERCIAL,
FLEXIBLE AND EXTREMELY RESPONSIVE."**

————— DOUGLAS JOHNSEN | CHIEF FINANCIAL OFFICER, GREENWOOD ENERGY (PROJECT DEVELOPER)

Do you need financing to upgrade your building and save money? Contact us or get started at nyceec.com.

