

# DEAL SPOTLIGHT MILLENIUM HILTON

## SUCCESS BY THE NUMBERS

**34%**

PROJECTED ENERGY  
SAVINGS

**9%**

PROJECTED GHG  
SAVINGS

**657**

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

*8.5 years*

### 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](http://nyceec.com).**

