The New York Climate Exchange
Search for The Exchange’s Founding Chief Executive Officer
Chief Executive Officer, The New York Climate Exchange

The New York Climate Exchange (The Exchange) seeks a visionary leader to serve as its founding Chief Executive Officer (CEO). This is a unique opportunity to build and lead an organization of diverse partners that will affect real change in battling the biggest crisis of our time — climate change.

The CEO has the overall strategic and operational responsibility for launching and directing The Exchange as a new non-profit entity. The Exchange is a highly impactful and visible initiative, selected after an intense competition by the Trust for Governors Island and NYC Mayor’s Office to create a climate solutions center. The Exchange will be a highly visible hub for climate solutions in New York City and beyond.

The ideal candidate has a deep interest and expertise in climate issues and solutions and is able to provide a vision and interact effectively with multiple constituencies and partners. Working in a fast-paced highly visible role, the CEO must be entrepreneurial, with a demonstrated capacity to work with academia, corporations, government, community groups, and the press academia, corporations, funders, and government, both inspiring collaboration and achieving results. In addition to strong leadership skills and subject matter expertise, the CEO will have familiarity and demonstrated success operating in New York City, as well as experience creating a new organization.

The Exchange is committed to identifying a diverse hiring pool for the CEO role.

Additional details available in the attached position description.
THE NEW YORK CLIMATE EXCHANGE

Vision
The New York Climate Exchange will be a first-of-its-kind international center for developing and deploying dynamic solutions to our global climate crisis, while also acting as a hub for all New Yorkers to benefit from the new green economy. In addition, to convening the world’s leaders and climate experts, the center will host job-training and skills-building programs for residents to help them launch successful careers that improve our regional environment, and accelerate the replication of climate solutions.

Mission
To confront urgent climate impacts and issues of environmental injustice through the power of convening and collaboration to break down silos to enable the creation of innovative, scalable, and sustainable climate solutions.

Who We Are
- A new not-for-profit entity
- NYC-based with global reach
- Cross-sectional and non-partisan

How We Activate

Partners
- Academic
- Corporate
- Community

Programming
- Environmental Justice and Inclusion
- Climate Interdependence
- Sustainable Urban Environments

Physical Plan
- Mass timber
- Passive House
- Net zero

The Exchange is a new, not-for-profit, 501(c)(3) climate solutions center that is a global leader in climate research, commercialization, convening, education, and response. In support of this work, The Exchange will be comprised of a network of innovative, cross-sector partners.

The Partners
The Exchange will convene the top minds on climate science, environmental justice and policy to experiment, discover, and lead the way in the global response to climate change. The Exchange is built on a simple idea — collaboration works. It will allow universities, researchers, nonprofits, community leaders, and businesses to work together on solutions from inception to implementation. Each partner was selected for their depth of expertise in a core set of disciplines and their ability to work across systems to transform how we approach science and solutions.
The Exchange, with Stony Brook University as the Anchor institution, has curated the following partner network to build The Exchange as an integrated ecosystem of interdisciplinary icons, visionaries, and disruptors. The Exchange network is comprised of Core, Affiliate, Advisory, and Non-Profit & Community partners who have already dedicated expertise and resources in support of establishing this new entity and plan to continue their support into the future.

- **Core partners** will serve as voting members on the Board of Directors and play an active role in the establishment, governance, and operation of The Exchange. Each Core Partner has committed significant support of the programmatic and financial needs of The Exchange through either fundraising, direct support, or expertise at the leadership level.

- **Affiliate partners** will serve as non-voting members of the Board of Directors and have representation on various committees of the Board. Affiliate partners will collectively support the financial needs of The Exchange through either fundraising, direct support, or expertise.

- **Advisory partners** have helped define specific areas of our approach and they will support The Exchange through participation in various Advisory Councils to the Board.

- **Non-Profit and Community Partners** will serve on our Community Advisory Councils, and the Board may select specific organizations to serve as voting members on a rotating basis.
**Board Composition**
The Exchange will be governed by a Board of Directors comprised of representatives appointed by leading academic, corporate, and community organizations advancing climate research and action (as more particularly defined in the Bylaws, the “Appointing Authorities”), which Appointing Authorities will commit to provide programmatic and other support to The Exchange. The Bylaws provide for annual evaluation of the Appointing Authorities’ performance with respect to their commitments. Core partners are voting members of the Board while Affiliate partners are not.

**Our Partnership with the Trust for Governors Island and New York City**
New York City and/or the Trust will participate in an advisory role to The Exchange by sending representatives from particular agencies to sit on various Advisory Councils. The Councils will be composed of individuals with a breadth of knowledge, expertise, and diverse points of view necessary to provide advice and counsel to The Exchange Board and CEO.

**Programming**
The Exchange will deliver programs that advance climate education, research, commercialization, workforce development, and public programming for Governors Island, New York City, New York State, and cities around the world. Programs will unlock the potential of academic, corporate, and non-profit partners; students and faculty from partner institutions; NYC workers; K-12 students and teachers; and visitors, all to mobilize The Exchange’s extensive network around climate action. From the outset, The Exchange will prioritize activities that maximize impact and potential to scale.

Initial cross-disciplinary themes for research, education, and other programmatic elements of the project include:

<table>
<thead>
<tr>
<th>COMMUNITY PARTNERS</th>
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<tbody>
<tr>
<td>ENVIRONMENTAL JUSTICE GROUPS</td>
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<tr>
<td>LABOR UNIONS</td>
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<tr>
<td>K-12 SCHOOLS</td>
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</tbody>
</table>
• **Sustainable and Resilient Cities:** Developing and demonstrating sustainable, affordable solutions for mitigation and adaptation in coastal urban environments, starting on Governors Island.

• **Environmental Justice and Inclusion:** Seeking to deepen understanding of local and global inequities and taking swift action to both redress past unfair environmental practices and their disproportionate impacts on communities of color and other disadvantaged groups and to use investment in climate solutions to build a more equitable and sustainable city and planet.

• **Energy, Water, and Food Systems:** Connecting academic disciplines, economic sectors, and disparate communities to confront the climate challenge as a unified front, emphasizing the critical relationship between water, food, and energy systems.

### Key Population Metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research Expenditures</td>
<td>$14M</td>
</tr>
<tr>
<td># of K-12 Students Engaged Annually</td>
<td>4,500</td>
</tr>
<tr>
<td># NYC DOE K-12 Teachers Participating in Professional Development Annually</td>
<td>2,500</td>
</tr>
<tr>
<td>Seed Funding Reserved for Research, Incubation, and Commercialization Sponsorship</td>
<td>$3M</td>
</tr>
<tr>
<td>Annual # Individuals Engaged in Certification-Granting Workforce Development Workshops at the Premises</td>
<td>6,000</td>
</tr>
<tr>
<td>Annual # Undergraduate Internship Placements</td>
<td>100</td>
</tr>
<tr>
<td>Annual # Individuals Engaged in Public Engagement and Convening Activities at the Premises</td>
<td>7,000</td>
</tr>
<tr>
<td>Total Faculty and Research Staff</td>
<td>145</td>
</tr>
<tr>
<td>Total Undergraduate Students</td>
<td>420</td>
</tr>
<tr>
<td>Total Graduate and Post-Doctoral Students</td>
<td>180</td>
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### Physical Plan

The physical expression of The Exchange will buttress these programs, serving as a living laboratory that itself is a subject of study. The Exchange’s physical presence and far-reaching programs will work in concert to accelerate climate research on coastal urban environments; display findings; pilot new building technologies; train workforce throughout the construction process; and host programs that bring innovative insight from academia, industry, government, and communities to life. The Exchange will demonstrate the sustainable, resilient, and circular infrastructure of the future.

The Exchange will be an extraordinary waterfront campus where innovative buildings and dynamic landscapes welcome visitors, inspire researchers, and ensure the collaborative exchange of climate solutions within a global showcase of sustainable design and engineering. Ultimately, The Exchange will operate and occupy approximately 400,000 square feet of space, with construction costs estimated at $700,000,000. With construction set to begin in 2.5 years, we anticipate Phase I of the campus to be completed by 2028.
Timeline
The Exchange is excited to begin our work right away, prior to our new facilities opening in 2028. The timeline below highlights several key milestones that will be achieved over the course of the next five years:

- **May 2023:** The Exchange networks, starts launching off-site programs, and commences detail physical plan design.
- **Fall/Winter 2023:** The Exchange ramps up hiring and programmatic activity.
- **2.5 years post-announcement:** The Exchange signs a ground lease with the Trust for Governors Island; construction begins.
- **2028 and beyond:** The Exchange stabilizes operations on and off Governors Island, expediting critical climate solutions to market.
- **2024-2025:** Phase 0 programs launch to support partner and community-based activities, enlivening The Exchange.
- **Summer 2028:** Phase 1 construction of The Exchange is completed; The Exchange opens on Governors Island.
The New York Climate Exchange
Chief Executive Officer
Position Description

The Chief Executive Officer (CEO) has the overall strategic and operational responsibility for launching and directing The New York Climate Exchange (The Exchange) as a new non-profit entity. The Exchange is a highly impactful and visible initiative, selected by the Trust for Governors Island and NYC Mayor’s Office to create a climate solutions center. The Exchange will be a global convener and hub for climate solutions in New York City and beyond.

The ideal candidate has a deep interest and expertise in climate issues and solutions and is able to provide a vision and interact effectively with multiple constituencies and partners. Working in a fast-paced highly visible role, the CEO must be entrepreneurial, with a demonstrated capacity to work with academia, corporations, government, community groups, and the press academia, corporations, funders and government, both inspiring collaboration and achieving results. The CEO will ensure that The Exchange is at the center of the global climate conversation through convenings, an ambitious thought leadership program, and public engagement. In addition to strong leadership skills and subject matter expertise, the CEO will have familiarity and demonstrated success operating in New York City, as well as experience creating a new organization.

Responsibilities include hiring and managing staff, supporting the creation of the 501(c)(3) organization and establishment of The Exchange Board, overseeing the development of the physical plan and vision for the Exchange, facilitating program establishment and growth, and driving day-to-day operations including finance, HR, marketing, communications, and IT. The CEO’s role will be both internal and public facing, ensuring the success of all educational, research, and workforce development programs. Particularly until staff is hired, the CEO must be both tactical and strategic.

The position reports to The Exchange Board, with primary interaction with the Chair of the Board.

The salary range for this role is $275,000 - $375,000 for compensation commensurate with experience.

Leadership and Management:
Ensure The Exchange leaders and organizational structures support transparent, strategic, and impactful decision making.

- Provide significant vision, insights and knowledge around climate issues and solutions.
- Facilitate and maintain existing relationships between disparate stakeholders from academia, corporations, government, community groups, and media. Strategically seek new relationships to expand The Exchange’s network where appropriate.
- Develop, maintain, and support a strong Board of Directors and governance mechanisms that include partners of The Exchange.
- Hire, lead, coach, develop, and retain The Exchange’s high-performance senior management team.
- Foster an inclusive work environment where employees feel valued and respected, and set diversity goals and objectives for The Exchange.
• Support effective systems to track progress, and regularly evaluate activities, so as to measure successes that can be effectively communicated to the board, funders, and other constituents.

**Planning, Strategy, & New Business:**
Create an agile environment that encourages entrepreneurial thinking and seeks creative programming.

• Develop a vision and plan for the Exchange that advances the field of climate and equity solutions, with a focus on the scaling and replication of climate solutions.

• Work closely with program leaders to develop and execute programs that further the mission of The Exchange.

• Ensure the establishment of policies that support research activities including protocols for intellectual property and commercialization, allow for program expansion into relevant areas, and enable The Exchange to be known globally as a leader and convener around climate solutions in key sectors.

**External Relations:**
Actively engage and energize The Exchange volunteers, board members, event committees, partnering organizations, and funders.

• Use external presence and relationships to garner new opportunities.

• Develop and maintain deep connections with governmental and community-based organizations.

• Oversee a team focused on expanding local revenue generating and fundraising activities to support existing program operations and regional expansion while simultaneously retiring building debt.

• Build partnerships in new markets, establishing relationships with the funders, and political and community leaders at each expansion site.

• Gather input from diverse communities to support an equitable and collaborative approach to climate solutions.

**Marketing and Communications:**
Build an awareness of The Exchange through comprehensive marketing and communications strategies.

• Ensure the development and implementation of robust and ongoing branding, marketing, and communications strategies for The Exchange including media and public relations, social media, advocacy, and internal and external outreach activities.

• Be an externally facing local and national leader that publishes and communicates program results as a model for regional and national replication.

**Operations and Facilities:**
Create and maintain a responsive and agile organization that effectively utilizes its resources in support of The Exchange mission.

• Oversee the daily operations of The Exchange, including those supported by Exchange staff as well as outsourced activities.

• Ensure the creation of organizational strategy and policies.

• Support the development of the design and build of The Exchange’s campus.

• Develop a staff to manage all finance, budget, operating, procurement, legal, and regulatory aspects of The Exchange.
Qualifications
The CEO will be thoroughly committed to The Exchange’s mission. All candidates must have proven leadership, coaching, and relationship management experience. Preferred candidates will have demonstrated experience launching new organizations and/or leading substantial and high-complex projects. Specific requirements include:

- Proven ability to lead a mission-oriented organization with international impact
- Understanding and background of climate and equity issues with ability to establish a vision
- Commitment to racial, social and environmental justice
- Innovative strategic thinker with a proven track record in developing and successfully implementing and scaling high impact initiatives
- Proven collaborator with the ability to engage stakeholders across civil society, private sector, government, academia and philanthropy
- Track record of effectively leading and regionally and/or nationally scaling a performance- and outcomes-based organization and staff to the next stage of growth
- At least 10 years of senior management experience with direct experience in government or private sector
- Advanced degree preferred
- Excellent financial and operational skills
- Commitment to quality programs and data-informed program evaluation
- Excellence in organizational management with the ability to coach staff, manage, and develop high-performance teams, and set and achieve strategic objectives
- Success working with a Board of Directors/Trustees
- Robust public relations and communications experience with the ability to engage a wide range of stakeholders and cultures
- Strong written and verbal communication skills; a persuasive and passionate communicator with excellent interpersonal and multidisciplinary project skills
- Action-oriented, entrepreneurial, adaptable, and innovative approach to business planning
- Ability to work effectively in collaboration with diverse groups of people
- Passion, idealism, integrity, positive attitude, mission-driven, and self-directed

The New York Climate Exchange (The Exchange) is a new not-for-profit climate solutions center carefully designed to build community, foster collaboration, advance climate knowledge, and empower marginalized communities through cross-disciplinary networking, impactful programming, and cutting-edge facilities. While The Exchange will have a physical presence on Governors Island, its spirit and influence will extend beyond the Island into New York City and, eventually, across the country and world. Our diverse coalition of partners—committed and prepared to collectively disrupt the status quo—incorporates local and global perspectives on climate change from academia, industry, environmental justice, public health, and
government. As the first of its kind, The Exchange will unlock integrated and scalable approaches to sustainability, ultimately serving as a global model for scalable and sustainable positive change.

The New York Climate Exchange provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

Applications, nominations, and inquiries should be submitted to theexchange@stonybrook.edu. Applications should include a cover letter, CV, and three references. Preference will be given to applications received by June 30, 2023.