

ENERGY EFFICIENCY

HOW TO GO GREEN (WITHOUT GOING IN THE RED)



THE NEED

50% of commercial buildings in America were built **before 1980**

THE PROBLEM

77% of companies cite **financial constraints** as an obstacle to sustainability

THE OPTIONS

Can you meet your energy efficiency and facility improvement needs with internal capital?

NO

YES

Self-fund

- Pay with capital budget or take out debt
- On balance sheet
- Customer retains savings but assumes performance risk
- Often results in smaller-sized projects with short payback period and limited savings

Are you interested in a pay-for-performance (efficiency as a service) solution?

NO

YES

ESA

- 100% financing for 5-20 year terms
- Off balance sheet
- Integrated retrofits and multi-site portfolio rollouts
- Service charge based on realized savings
- Funds projects with long payback period
- ESA providers assume performance risk and cover ongoing project monitoring & maintenance services

Do you have balance sheet constraints?

NO

YES

PACE

- 100% financing for up to 20 years
- On balance sheet
- Secured by priority lien on real property, requires mortgage holder consent
- Repayment tied to property tax bill

Is your facility located in a PACE jurisdiction?

NO

YES

Lease

- Up to 100% financing for 5-15 years
- On balance sheet
- Customer owns project performance risk due to fixed lease payments

THE PAYOFF

20-40% Annual energy savings

