

How to Use Energy Performance Contracts to Finance Capital Projects

Presented by:

Rob Sullivent
VP Technical Services
Energia



Alex Agee II
VP Partnerships
Energia



What is an Energy Performance Contract?

An Energy Savings Performance Contract (EPC) is a project that upgrades energy-inefficient equipment – funded wholly or partially with the savings achieved.

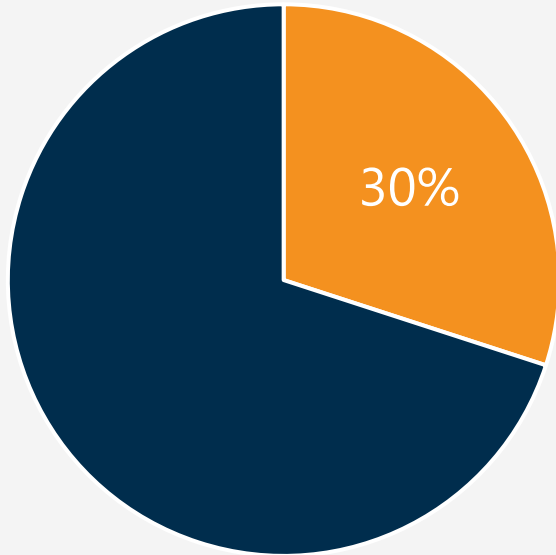
State Legislation enables the process.

State of Energy Today



- Energy costs are up 15-20% nationwide
- Utilities are 22% of school district maintenance and operations costs – about \$12.5B per year.
- The State of Our Schools 2021 report documents a \$85B/year shortfall on public infrastructure funding.
- The American Society of Civil Engineers gives public K-12 infrastructure a D+ on their Infrastructure Report Card.

30% of Energy is Used Inefficiently



The U.S. Environmental Protection Agency reports that our nation's school districts are spending \$8 billion annually on energy, and that 30 percent of this energy is used inefficiently.

EPC Project Financing Options

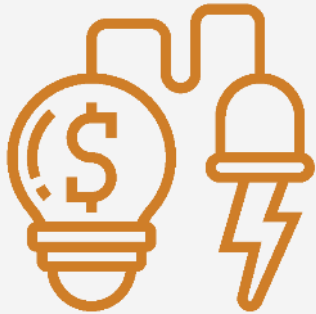
School Facilities
Upgrades

Energy Savings

Utility Cost
Savings



EPC Cash and Budget Financing Sources



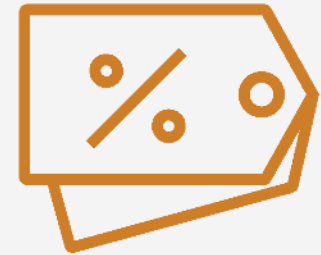
Budget savings
from reduced
energy spending



Budget savings from
reduced
maintenance
spending on old
equipment



State aid
(depending on
the state)



Utility cash
rebates

What Makes EPCs Unique?

Energy Savings Performance Contracts address critical infrastructure upgrades while lowering the costs for energy consumption and building operations all while improving building health with no tax or budget impact.



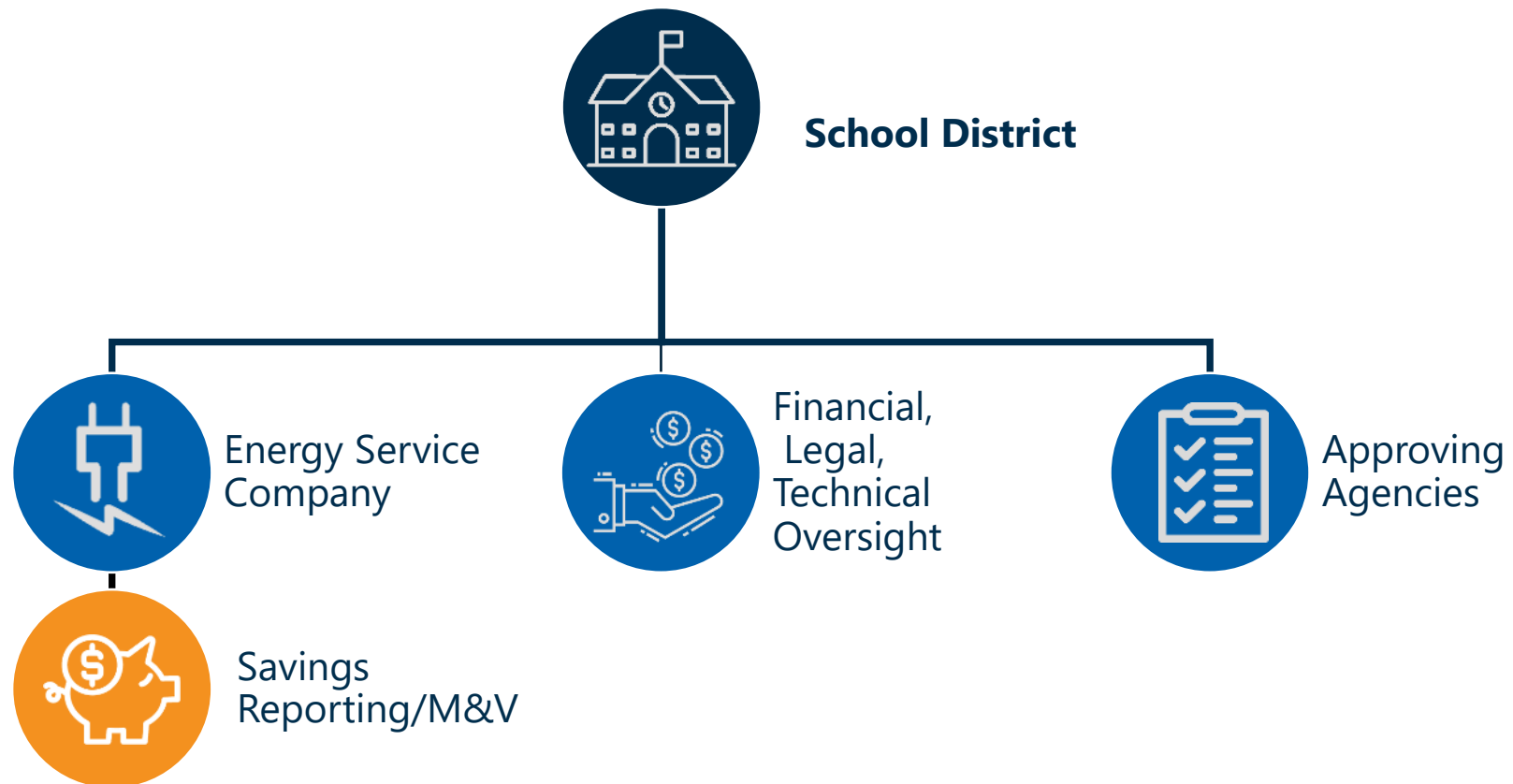
No voter approval,
no required out-of-
pocket costs, and
no
burden on
taxpayers



Requires a
different set of
experts to protect
you

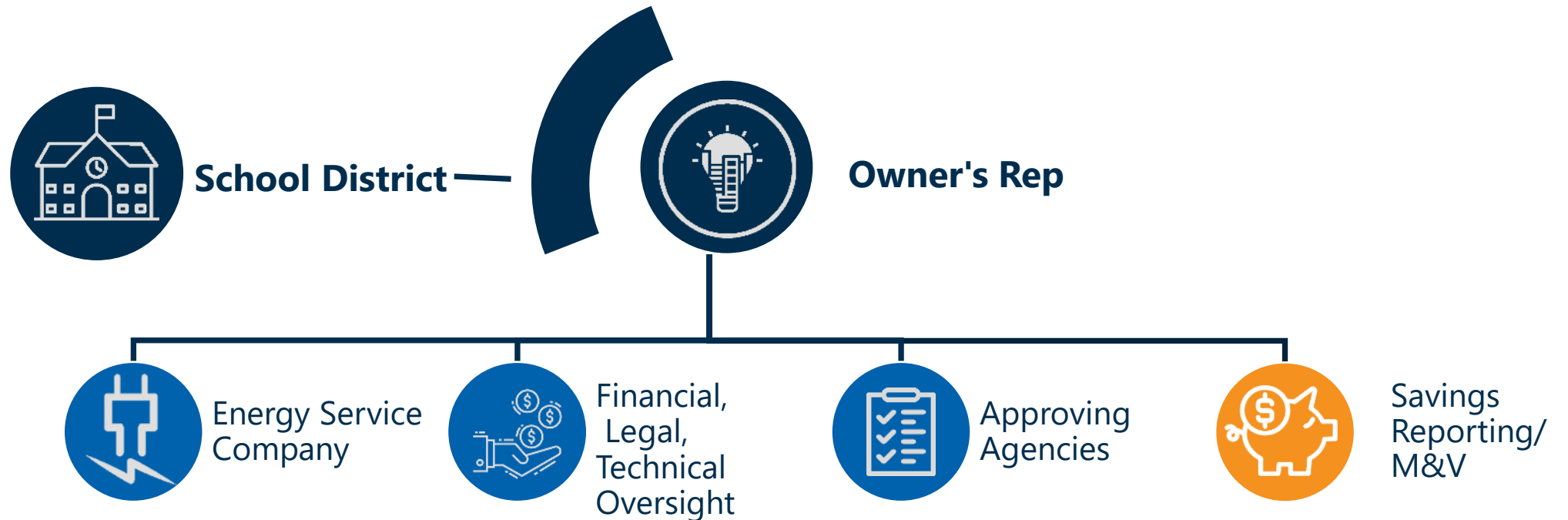
EPC Stakeholder Structure

Model 1: School District Directly Manages ESCO



EPC Stakeholder Structure

Model 2: Owner's Rep Directly Manages ESCO



Who We Are



Energia leads the country in driving successful school district energy-savings projects.

As an Energy Savings Engineering Firm for school districts, Energia turns school district energy liabilities into educational assets.

- Transforming school district energy costs into facility improvements since 1998
- Advisor, advocate, and financial engineer
- Proven Process for Energy Savings Success
- 130+ successful projects
- \$1 Billion+ in energy savings



Energia's Three Unique Qualities



Maximum Energy Savings Guaranteed

Energia ensures you get the MOST value out of your Energy Performance Contract.

One-Stop-Shop

Energia provides a turnkey, end-to-end service to ensure project success.

Unparalleled Experience

Energia is deeply experienced with over 130 energy performance contract projects completed over the past 20 years.





Success Story: Pittsburgh Public Schools

PROJECT STATISTICS

- **PROJECT SIZE:** \$15.7 Million
- **PROJECTED ENERGY SAVINGS (ANNUAL):** \$40,000
- **M/W BE PARTICIPATION:** 31.4%
- **COMPLETION DATE:** Fall 2022
- **ENERGY SERVICE COMPANY:** The Efficiency Network (TEN)





Success Story: City and Public Schools of Waterbury

PROJECT STATISTICS

- **PROJECT SIZE:** \$26 Million
- **PROJECTED ENERGY SAVINGS (ANNUAL):** \$1.58 Million
- **REDUCTION IN ENERGY COSTS:** 39%
- **COMPLETION DATE:** Winter 2019
- **ENERGY SERVICE COMPANY:** Noresco

Contact:

Alexander Agee II

aagee@energiasaves.com

317-730-6711

www.energiasaves.com

For a **complimentary Energia Financial Assessment** and initial evaluation!

