



- **SINGLE SOURCE INTEGRATED APPROACH**

Our team of financial, engineering and project management professionals have developed a structured approach that mitigates design and implementation risk and ensures improved performance and reduced energy consumption while generating sustainable financial savings.

- **NON-DEBT FINANCING**

Program provides up to 100% of financing in a flexible, non-debt solution that gives building owners the opportunity to significantly improve building performance without affecting the balance sheet.

- **FREEDOM OF CHOICE**

Allows for the use of a number of pre-selected engineers as well as flexibility on choice of equipment from reputable suppliers.
Building owners receive the best technology at the most competitive prices

- **INSURED PROCESS MANAGEMENT**

Reduces the financial risk of retrofit projects through its insured energy savings warranty program. For the duration of the project, its partners will measure and verify the performance of the retrofit project using the most recognized independent protocol (IPMVP). Quarterly reports will be provided to the building owner demonstrating the energy and cost savings.

HOW IT WORKS

Only four steps to shrinking your utility bill, eliminating wasted energy, and reducing your carbon footprint. Program provides a seamless, single-source solution as our team designs, finances, installs, manages and monitors your building retrofit.

STEP ONE: AUDIT

Partners work with you to identify and develop a customized approach that meets your financing and technical needs. Through a structured screening process, you select an engineer and identify the project's technical and financial viability. Once an audit is conducted, the data is used to create a finance-able project.

STEP TWO: FINANCE

A financial model is created based on the information received from the audit. The program works with the building owner to create the most viable shared savings arrangement. A Letter of Intent is drawn up describing the financial terms and conditions of implementing the energy efficiency retrofit best suited to the building's needs. The Energy Savings Performance Agreement (ESPA™) is a unique non-debt financing solution that covers retrofit costs while decreasing your operating expenses.

Repayment is equal to, or less than, the energy savings. The project must be repaid in full within 10 years based on the energy savings. Once the terms and conditions of the ESPA™ are completed – over a period of seven to 10 years on average – the building owner retains 100% of the energy savings.

STEP THREE: INSTALLATION

Following acceptance of the contract, the engineer procures and manages the entire installation process. Installation times vary depending on the size of the project, with most multi-measure projects taking three to five months.

STEP FOUR: MEASUREMENT AND VERIFICATION

For the duration of the contract, partners measure and verify the performance of the retrofit project using the most recognized independent protocol (IPMVP). Quarterly reports are provided to the building owner demonstrating the energy and cost savings.

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