

# Financing for Clean Energy Projects in Commercial Buildings with the **Connecticut Green Bank**

November 15, 2019



# Connecticut Green Bank



Connecticut Green Bank, a national leader in the green bank movement and trusted partner across the commercial and industrial sector, is accelerating the adoption of green energy by making it more accessible and affordable to commercial and industrial buildings.

## Our vision:

Lead the green bank movement by accelerating private investment in green energy deployment.

- **Help Connecticut achieve economic prosperity**
- **Create jobs**
- **Promote energy security**
- **Address climate change**

## Our mission:

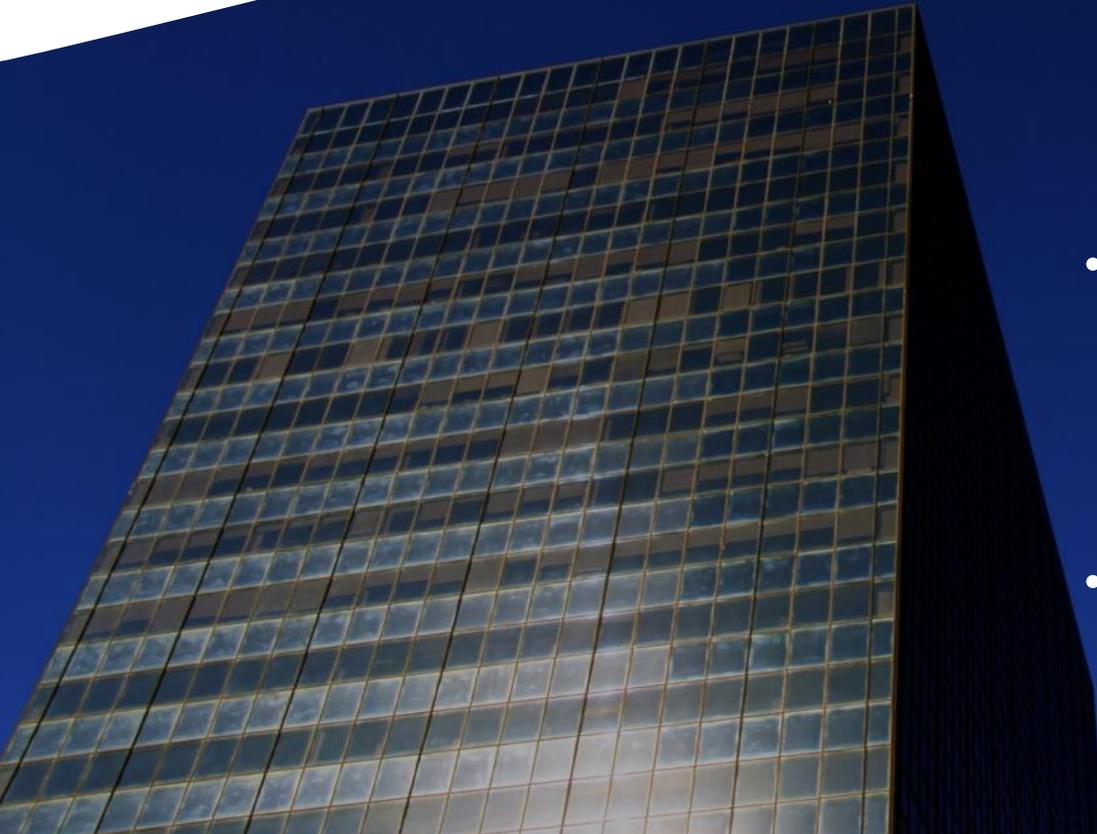
Support Connecticut's energy strategy to achieve cleaner, cheaper and more reliable sources of energy while creating jobs and supporting local economic development.



Together, we **accelerate** the growth of green energy for a cleaner, healthier, stronger Connecticut.

# What are the energy challenges facing building owners today?

- Building owners encounter unpredictable energy costs and are faced by other challenges that are difficult to anticipate or **control**
- Building owners are presented many options, but it can be difficult to be **confident** in those solutions or to know who to trust
- Building owners deal with aging, **uncomfortable**, inefficient buildings





## Introducing C-PACE financing

C-PACE (Commercial Property Assessed Clean Energy) is an innovative financing solution from Connecticut Green Bank that makes green energy upgrades accessible and affordable.

- Positive cash flow after comprehensive upgrades
- Access to 100% funding for up to 25 years
- Obligation is transferable or can be shared with tenants
- Increase bottom line and focus on core business
- **Take control of their energy costs**
- **Act with confidence**
- **Make their buildings more comfortable**



# How C-PACE works

All types of properties can use it



100% financing



To design a custom solution



With a simple payment structure



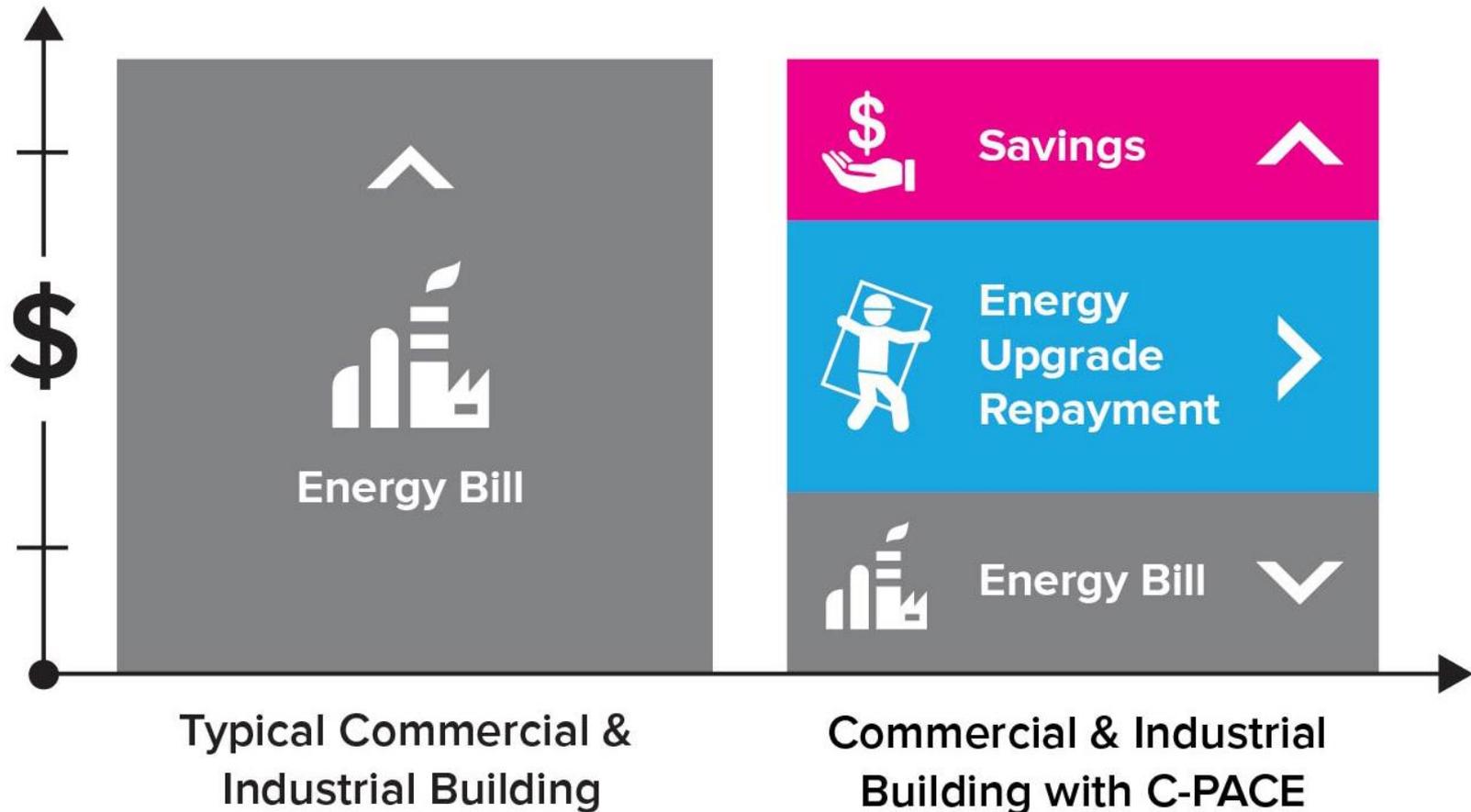
With all kinds of energy upgrades.



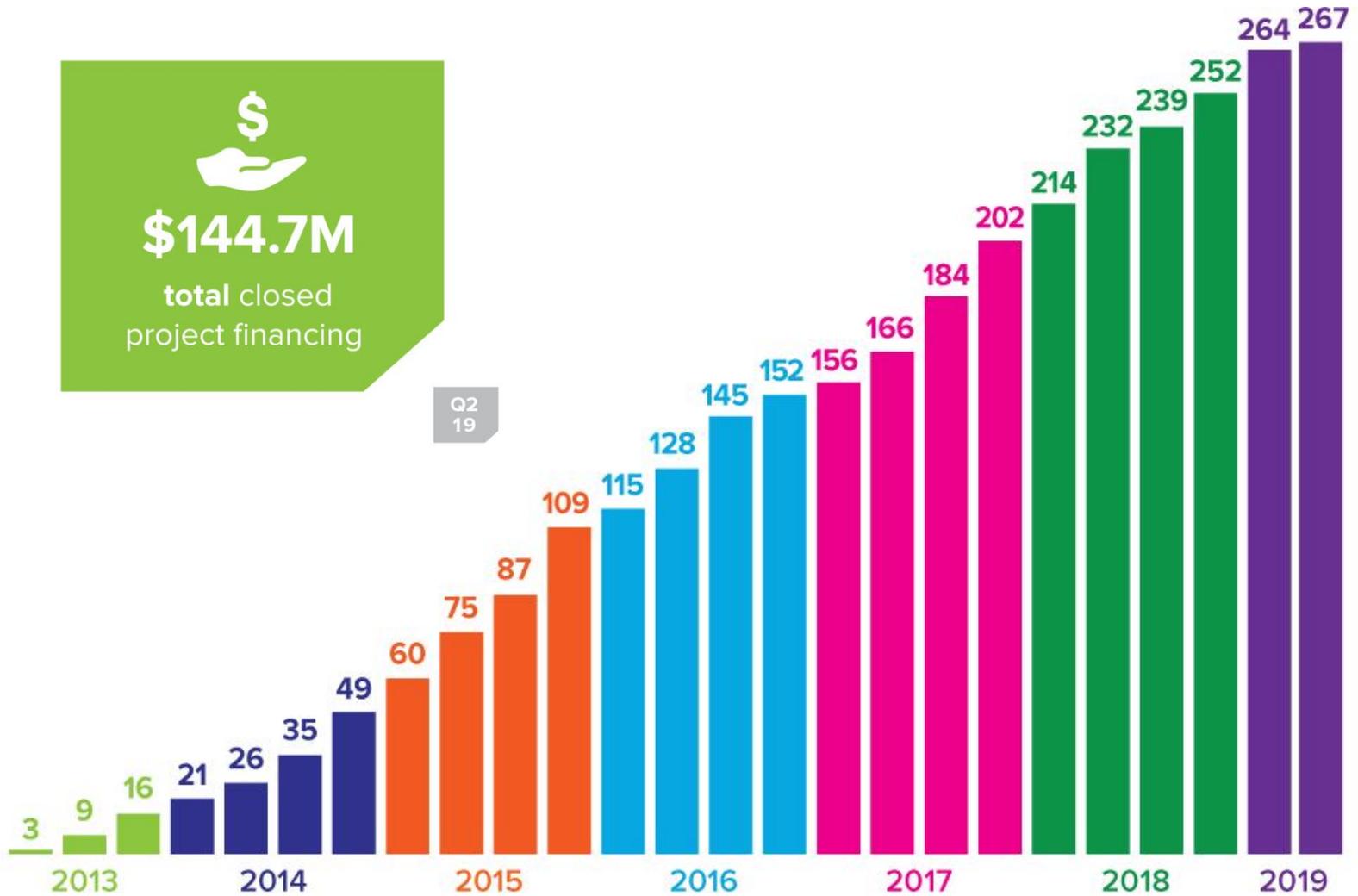
Saves energy and money



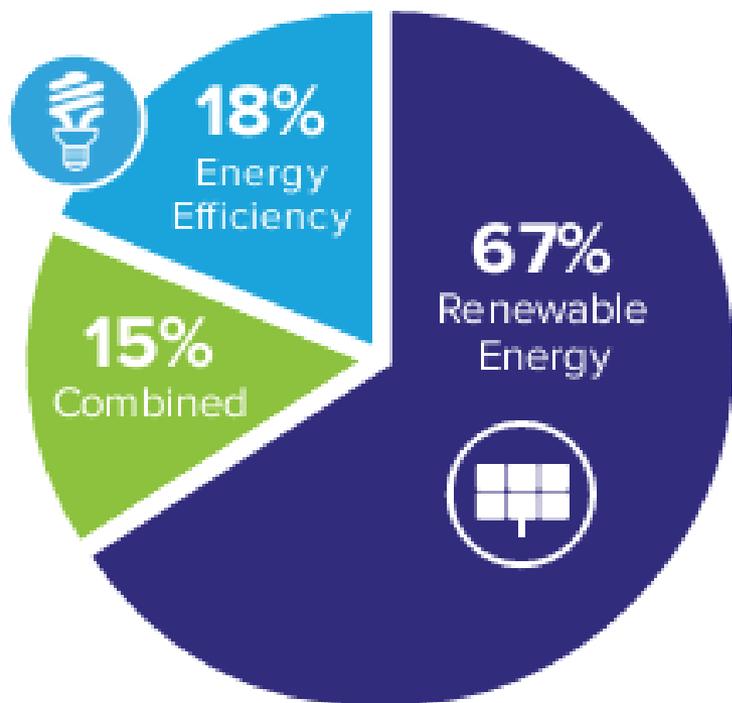
# C-PACE increases your bottom line



# C-PACE Successes- Closed Projects



# C-PACE Project Sizes & Types



**\$30K**  
Smallest



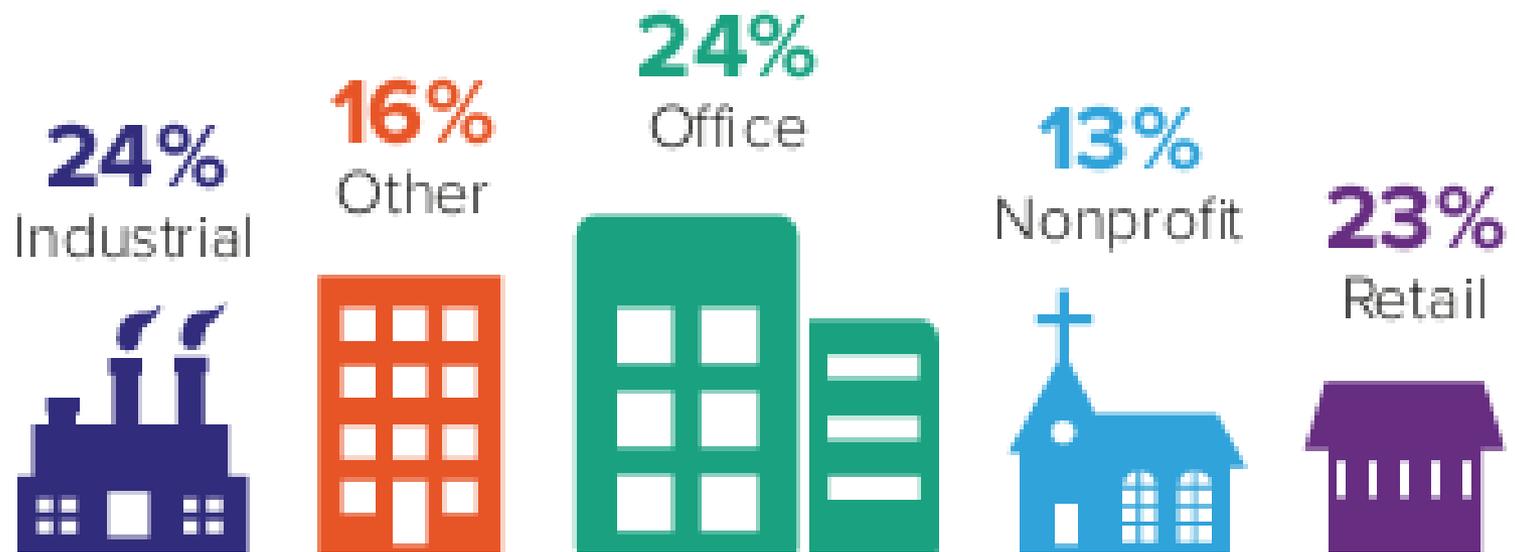
**\$540K**  
Average  
Amount  
Financed



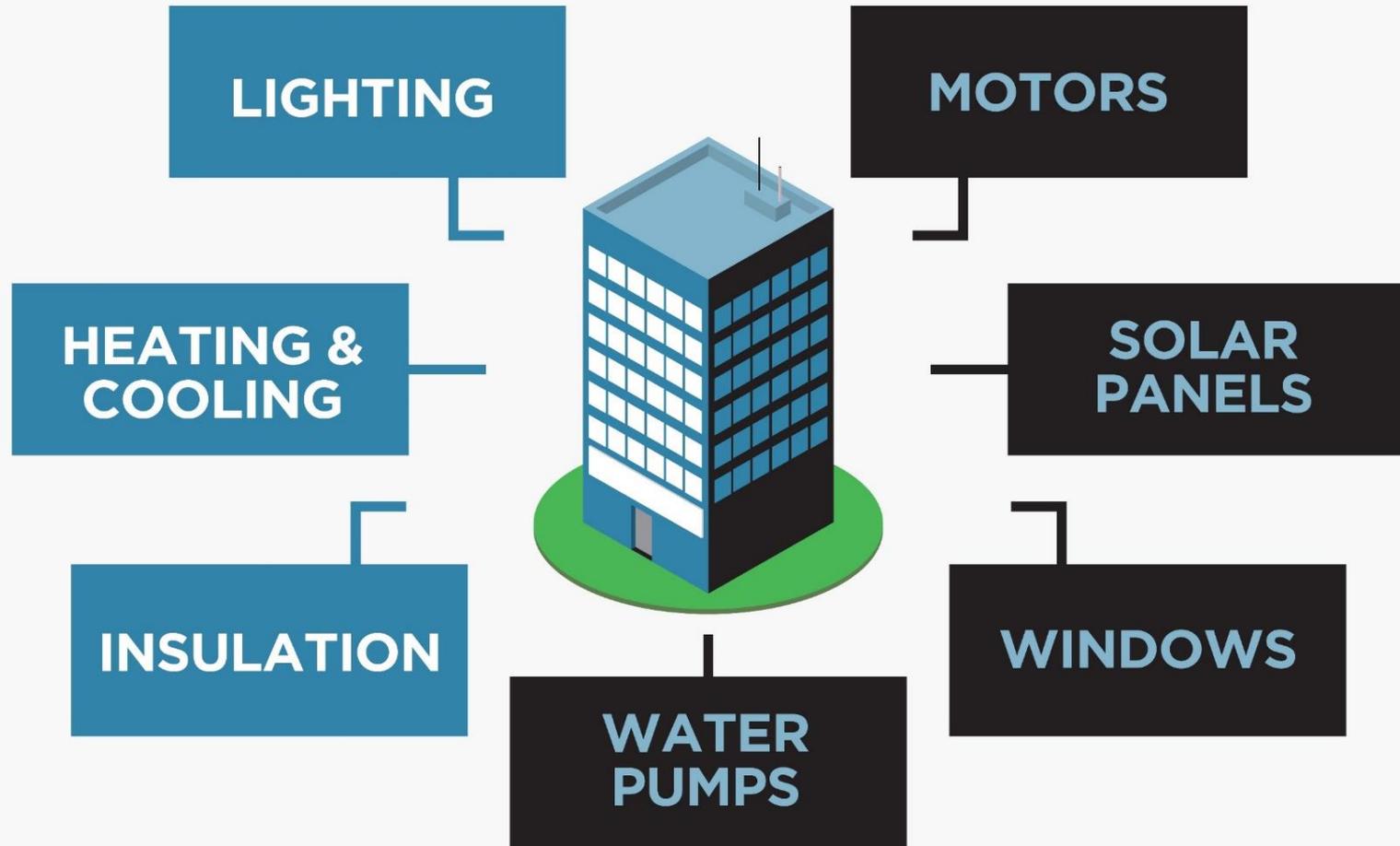
**\$8.3M**  
Largest



# C-PACE Property Types



# Types of Upgrades



# What is a Power Purchase Agreement (“PPA”)?



**Contract between Seller (generates electricity) and Buyer (purchases electricity)**

**Green Bank is Seller: Oversees development, construction, & asset management**

**Customer is Buyer: Purchases electricity from solar installed on property**

# What are the Benefits of a PPA?



No upfront costs

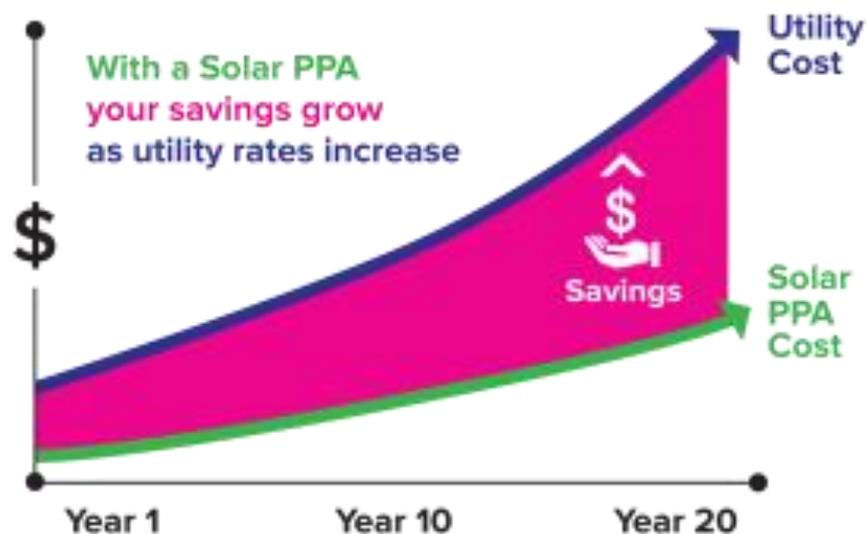
Lock in low electricity rate

Positive cash flow

No operations & maintenance costs

Preserve capital & credit lines

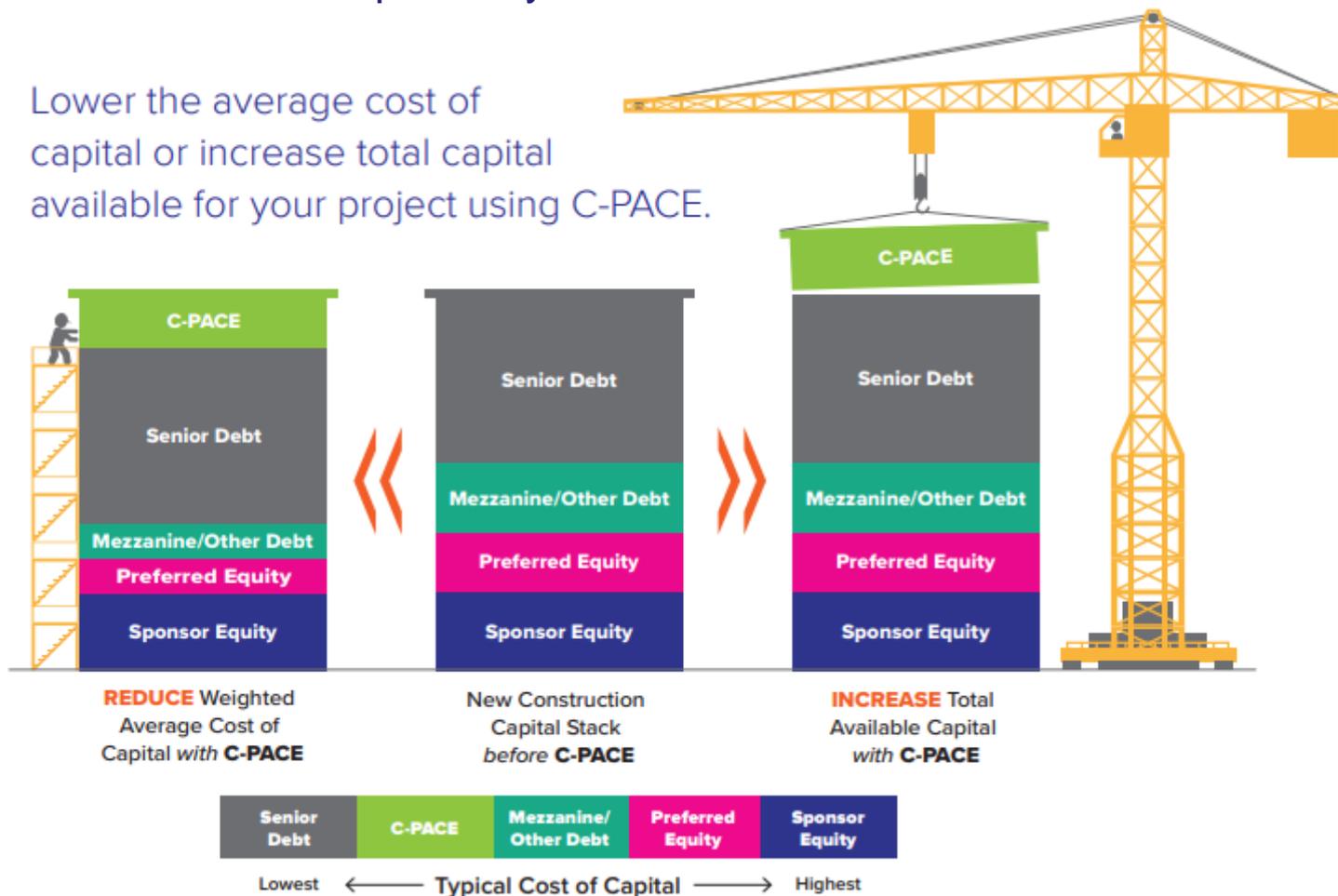
Managed by a third-party solar system owner



# C-PACE for New Construction Pilot

10-20% percent of eligible project costs can be financed through C-PACE New Construction for up to 25 years.

Lower the average cost of capital or increase total capital available for your project using C-PACE.



## FORSTONE CAPITAL

**ENERGY UPGRADES:**

VFD, HVAC, Controls, Cooling towers,  
Energy Management System, Windows,  
Building Envelope

**PROJECTED ENERGY SAVINGS:**

\$6,156,163 over the life  
of the upgrades

**pacesetters** >>

**Brandon Hall, Principal**

**Brett Wilderman, Principal**



## FORSTONE CAPITAL

**LOCATION:**

855 Main Street  
Bridgeport, CT

**BUILDING SIZE:**

112,000 square feet

**YEAR BUILT:** 1966

**TOTAL PROJECT COST:**

\$2,624,718

**INCENTIVE:**

\$469,317

**C-PACE FINANCING:** \$2,155,401

**ENERGY UPGRADE:** VFD, HVAC,  
Controls, Cooling towers, Energy  
Management System, Windows,  
Building Envelope

**TERM:** 20 years

**ANNUAL C-PACE ASSESSMENT:**

\$175,321

**ANNUAL ENERGY COST SAVINGS:\***

\$263,114

**LIFETIME ENERGY COST SAVINGS:**

\$6,156,163

**ANNUAL ENERGY SAVINGS:**

6,863 MMBtu

\*over the financing term



*“Energy efficiency is always something we strive for, but due to the size and scope of this particular project, it would not have been possible without C-PACE.”*

– BRANDON HALL

## CALVARY TEMPLE CHRISTIAN CENTER

**ENERGY UPGRADES:**

New high efficiency gas boiler  
and fuel conversion

**PROJECTED ENERGY SAVINGS:**

\$267,220 over the life  
of the upgrades

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Jenice Thompson, Co-Pastor

John Thompson, Bishop



## CALVARY TEMPLE CHRISTIAN CENTER

<b>LOCATION:</b> 319 Barnum Avenue Bridgeport, CT	<b>C-PACE FINANCING:</b> \$52,653
<b>BUILDING SIZE:</b> 11,668 Square Feet	<b>ENERGY UPGRADE:</b> New high efficiency gas boiler and fuel conversion
<b>YEAR BUILT:</b> 1870	<b>TERM:</b> 10 years
<b>TOTAL PROJECT COST:</b> \$53,087	<b>ANNUAL INTEREST RATE:</b> 5.0%
<b>INCENTIVE:</b> \$3,459	<b>ANNUAL C-PACE ASSESSMENT:</b> \$6,610
	<b>ANNUAL ENERGY COST SAVINGS:*</b> \$13,678
	<b>LIFETIME ENERGY COST SAVINGS:</b> \$267,220
	<b>ANNUAL ENERGY SAVINGS:</b> 231 MMBtu

\*over the financing term



*“When we told them we have C-PACE on board, you should have heard the congregation. They were singing praises because they knew that something was going to be done.”*

– JENICE THOMPSON

## SHAGBARK LUMBER

**ENERGY UPGRADES:**

160 kW roof mounted solar  
photovoltaic system

**PROJECTED ENERGY SAVINGS:**

\$1,215,212 over the life  
of the upgrades

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Joanna Hunt, Owner

Julia Leonardo, Comptroller



## SHAGBARK LUMBER

**LOCATION:**

21 Mt. Parnassus Dr.  
East Haddam, CT

**BUILDING SIZE:**

35,950 Square Feet

**YEAR BUILT:** 1996

**TOTAL PROJECT COST:**

\$499,882

**INCENTIVE:**

ZREC (Zero-emissions  
Renewable Energy  
Credit)

**C-PACE FINANCING:** \$499,882

**ENERGY UPGRADE:** 160 kW roof  
mounted solar photovoltaic system

**TERM:** 10 years

**ANNUAL INTEREST RATE:** 5.0%

**ANNUAL C-PACE ASSESSMENT:**

\$62,756

**ANNUAL ENERGY COST SAVINGS:\***

\$68,621

**LIFETIME ENERGY COST SAVINGS:**

\$1,215,212

**ANNUAL ENERGY SAVINGS:**

498 MMBtu

\*over the financing term



*"In business, win-win opportunities don't  
come very often. [C-PACE] was a no-brainer."*

– JOANNA HUNT



Questions?

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860-257-2176

## CREST MECHANICAL

**ENERGY UPGRADES:**

55 kW roof mounted solar  
photovoltaic system

**PROJECTED ENERGY SAVINGS:**

\$417,938 over the life of  
the upgrades

pacesetter >>

Paul Breglio, President



## CREST MECHANICAL

**LOCATION:**

41 Walnut Street  
Hartford, CT

**BUILDING SIZE:**

34,500 Square Feet

**YEAR BUILT:** 1925

**TOTAL PROJECT COST:**

\$145,000

**INCENTIVE:**

None

**C-PACE FINANCING:** \$145,000

**ENERGY UPGRADE:** 55 kW roof  
mounted solar photovoltaic system

**TERM:** 20 years

**ANNUAL INTEREST RATE:** 5.5%

**ANNUAL C-PACE ASSESSMENT:**

\$11,904

**ANNUAL ENERGY COST SAVINGS:\***

\$20,897

**LIFETIME ENERGY COST SAVINGS:**

\$417,938

**ANNUAL ENERGY SAVINGS:**

203 MMBtu

\*over the financing term



*“The C-PACE program allowed me to access low-cost and long-term financing to further support our desire to deploy solar energy and stabilize our energy costs over the longterm.”*

– PAUL BREGGIO