

**NECA ECAP – Leading With Energy  
Project Finance**

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DLL

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# NECA ECAP

Energy Financing & Guaranteed Performance

NECA ECAP is the clean energy and distributed generation project development platform of the National Electrical Contractors Association.

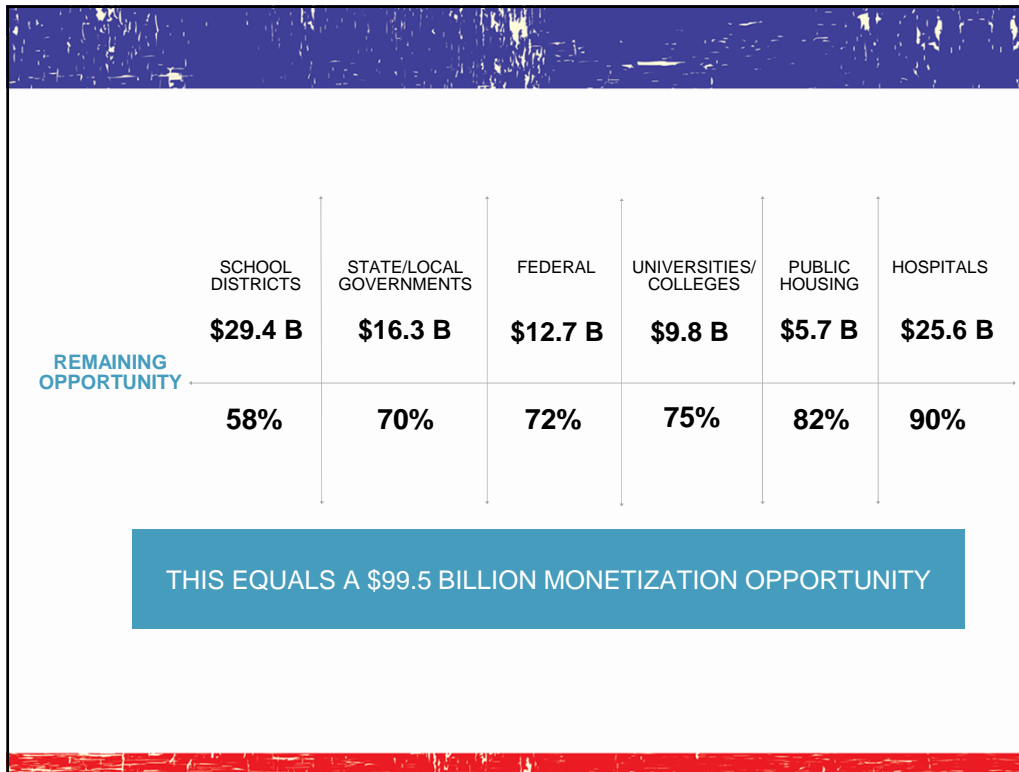
[www.necaecap.com](http://www.necaecap.com)


There are 3,404,800 Unretrofitted Commercial Buildings, under 100,000 sqf. comprising 53 Billion sqf., in the US that can readily be developed and financed with NECA ECAP.




THIS EQUALS A \$74.2 BILLION MONETIZATION OPPORTUNITY

Source: Buildify Analysis drawn from ACEEE, LBL, and EIA

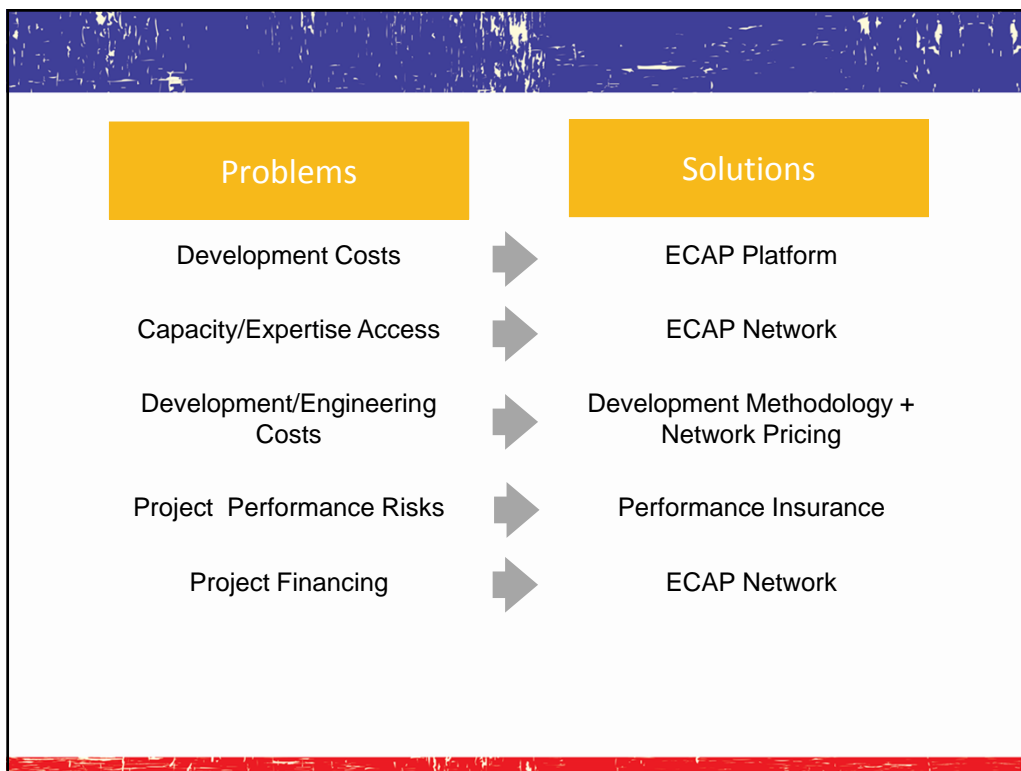
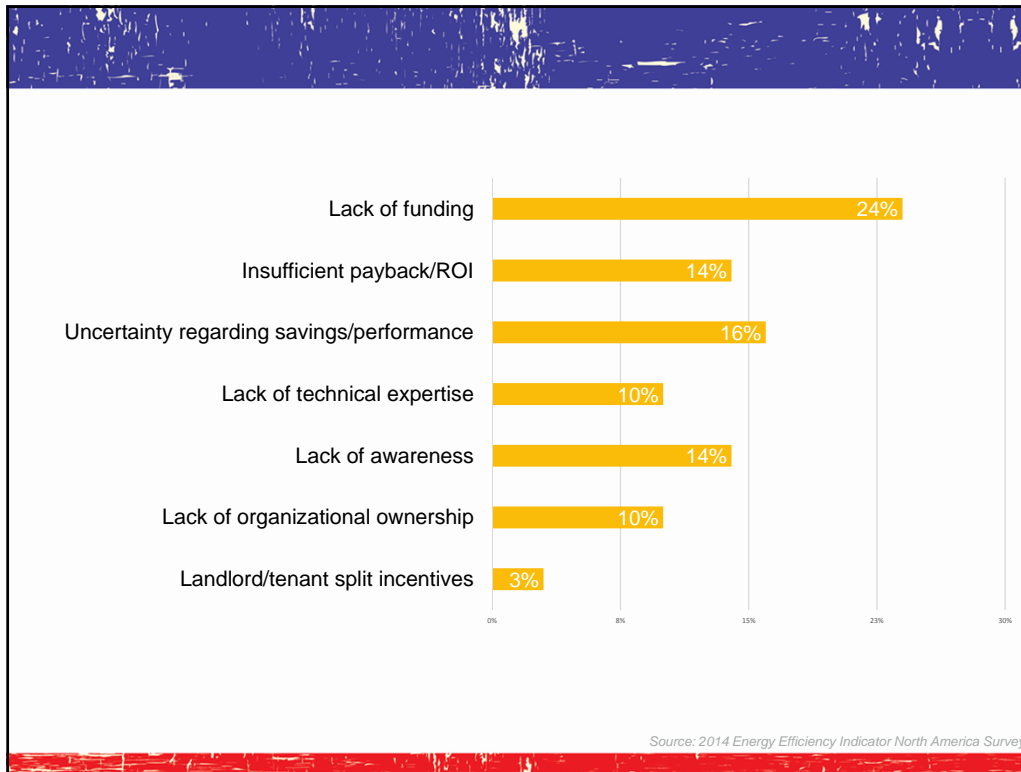


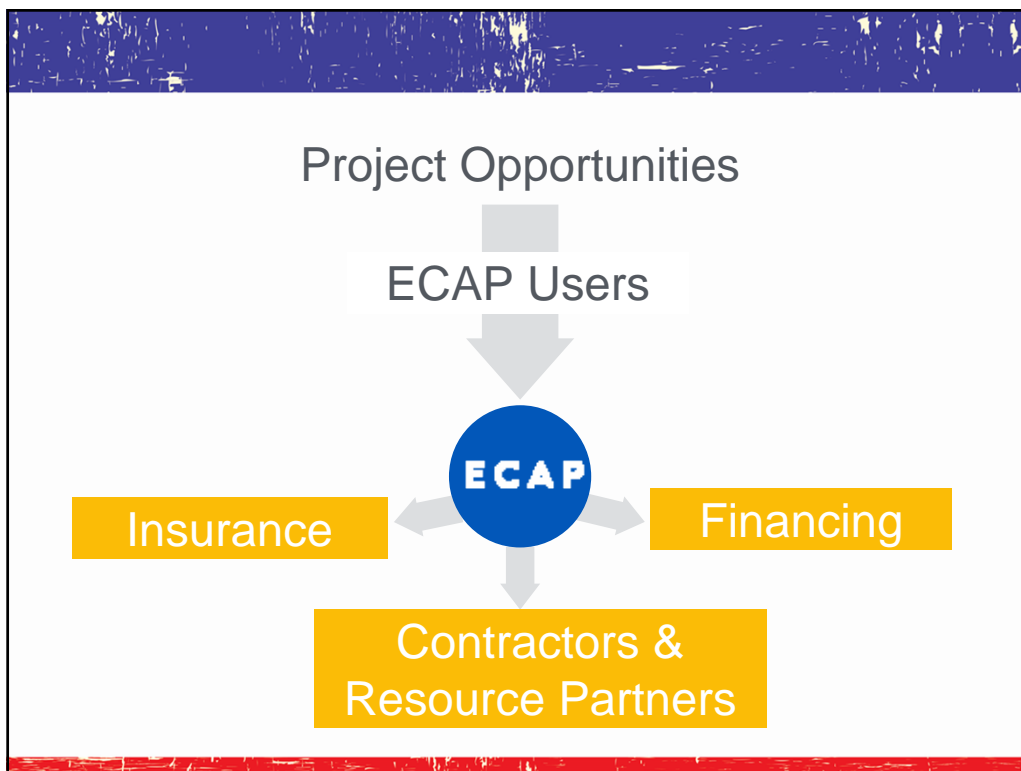
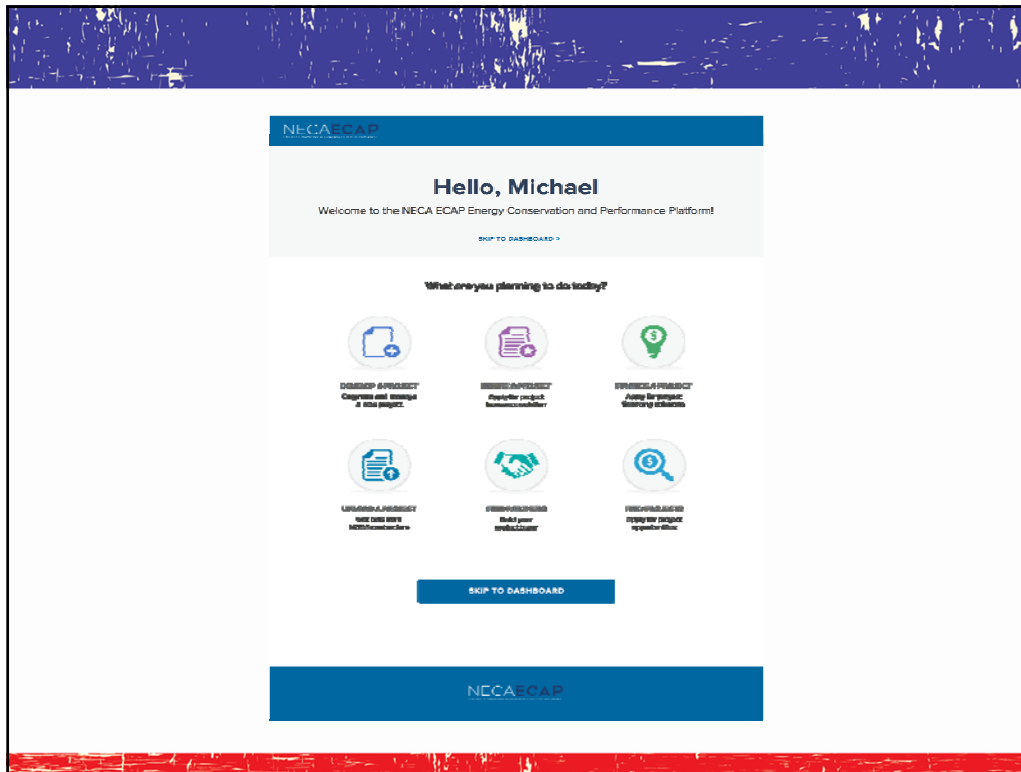


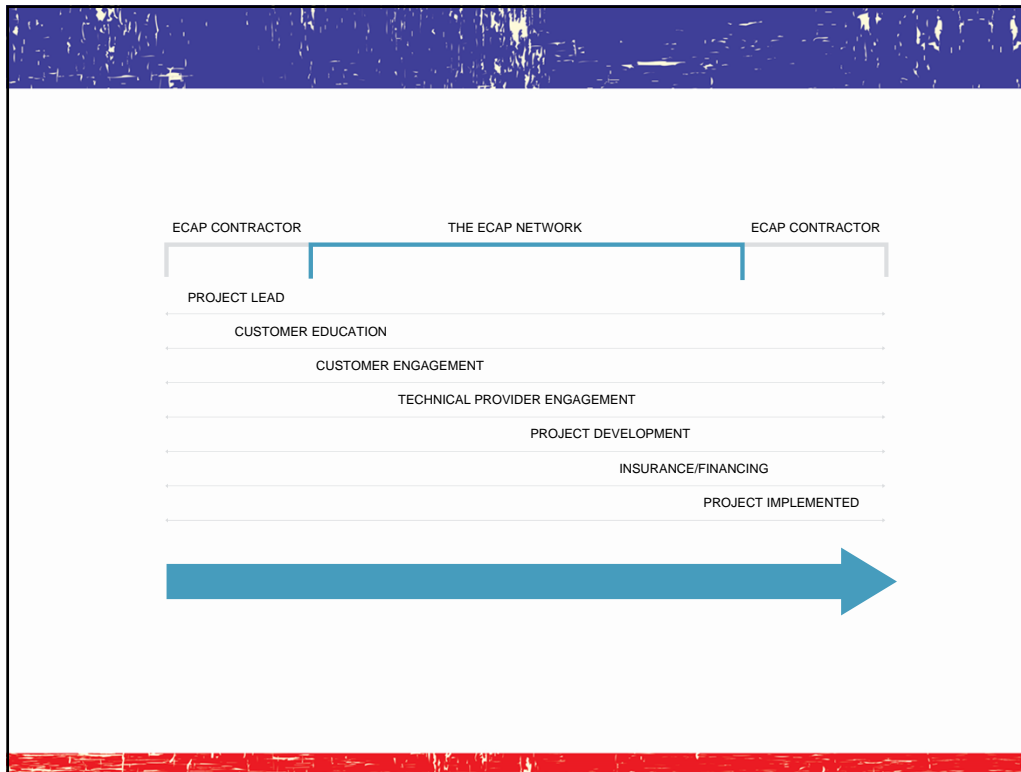
- Decreasing competitiveness with peers
- Depressed asset values from deferred maintenance
- At-risk for environmental policy changes
- Uncompetitive rents and lease rates
- Discounted investment return to peers

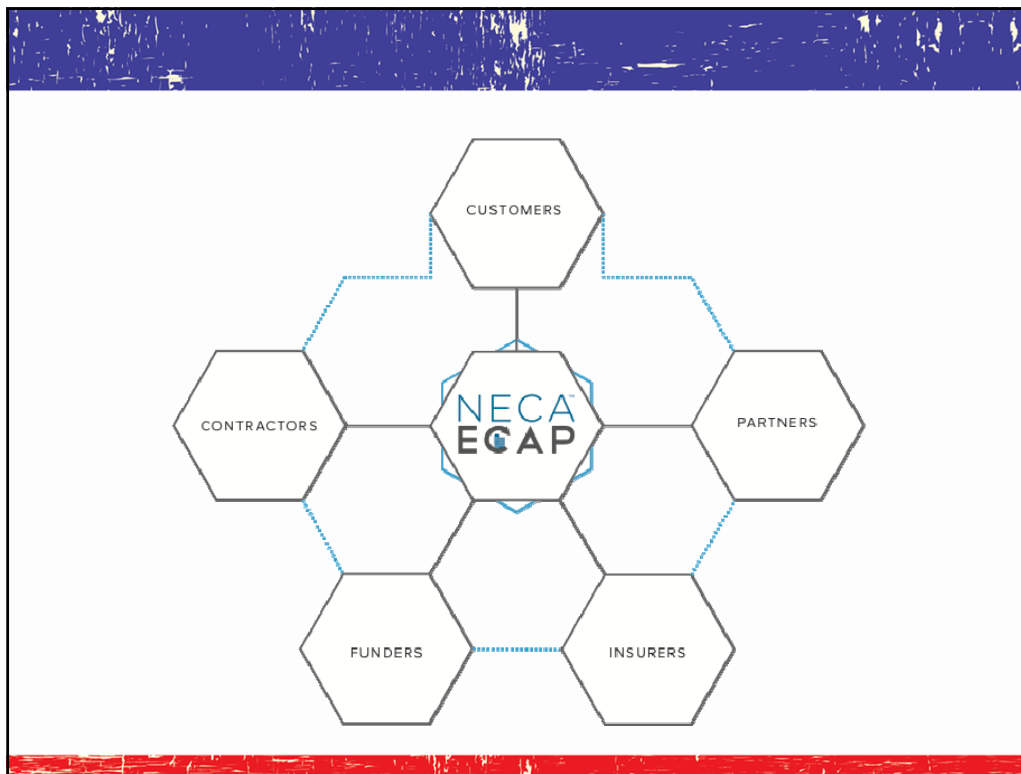





- Insured increase in NOI
- Increased Asset Value
- Improved environmental quality
- Expanded balance-sheet capacity
- Expanded access to property investors









CONVENTIONAL FINANCING	PACE FINANCING	PERFORMANCE-BASED FINANCING
 <p>Project paid for through a fixed loan or lease.</p>	 <p>Project paid for through the property's tax-bill.</p>	 <p>Project paid for directly from the project's performance.</p>



**NECA  
ECAP** → Insured Project Performance → 

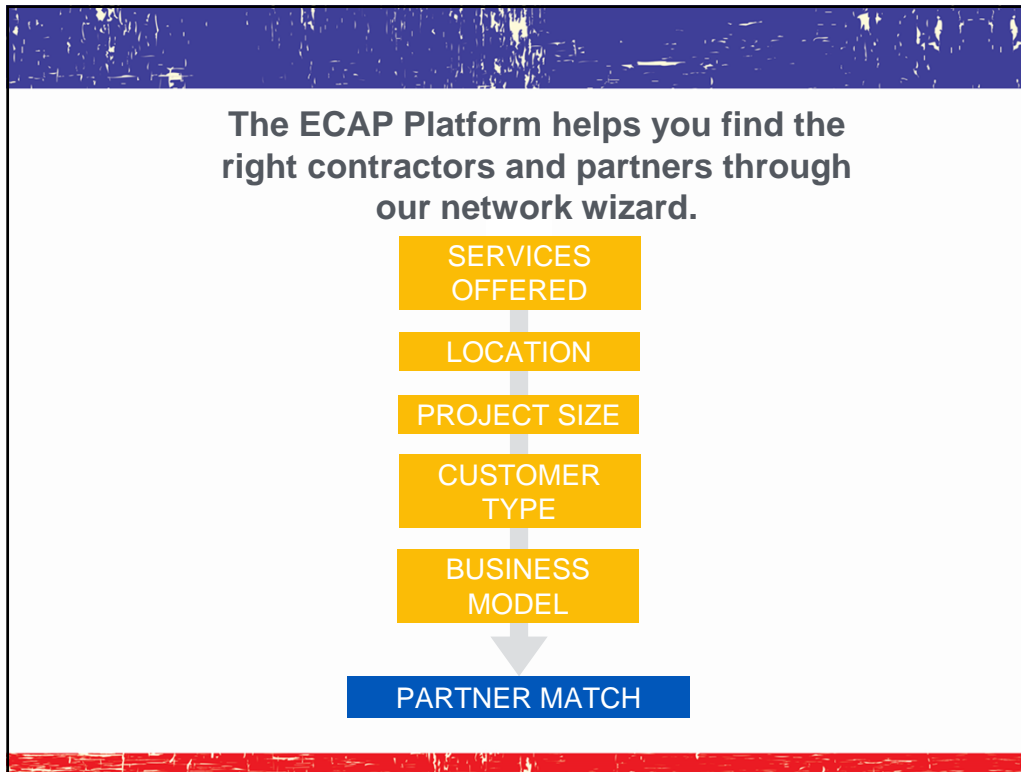
- + Removes Financial Risk of Project Underperformance
- + Third-Party Validation of Projects Reduces Underwriting Expenses
- + Ease of Marketing Financial Value to Stake-Holders
- + Financing Structure: Lease



**NECA  
ECAP** ↔ PROJECT OPPORTUNITIES ↔ 

- + Help Develop and Execute Projects
- + Originate and Provide Project Opportunities
- + Create Economies of Scale
- + Identify Discounts and Innovations





Find Project Partners

Financing Partners:

- Conventional (Loan/Lease)
- Property Assessed Clean Energy
- Performance-Based (Service Agreement)

Previous Question Show Results

The screenshot shows a web interface for finding project partners. It features a section titled 'Find Project Partners' with a sub-section 'Financing Partners'. There are three radio button options: 'Conventional (Loan/Lease)' which is selected, 'Property Assessed Clean Energy', and 'Performance-Based (Service Agreement)'. At the bottom of the form, there are two buttons: 'Previous Question' on the left and 'Show Results' on the right.

Profile

Sample ECAP Partner Inc.	LOCATION Lake Worth FL	WEBSITE <a href="#">Link</a>	MORE ▾
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## NECAECAP

Energy Financing & Gauranteed Performance

**OVERVIEW**

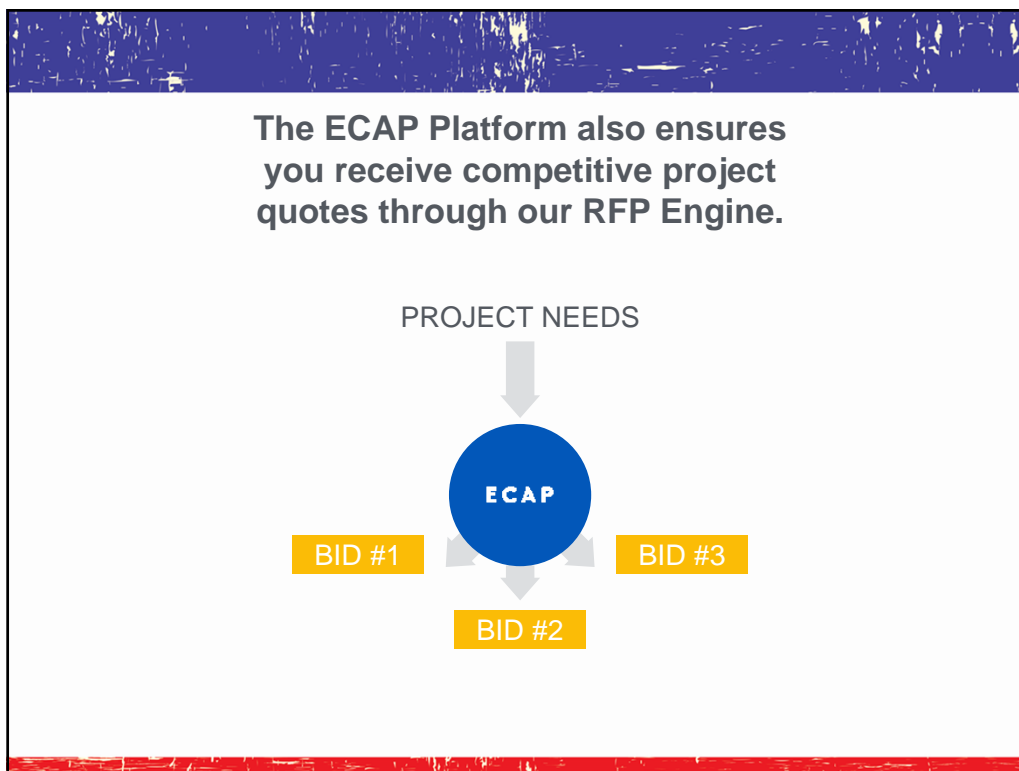
NECA ECAP gives you the tools to expand your resource partner network, find project opportunities, develop new opportunities, insure your projects, and finance your projects. ECAP does this through our dynamic marketing tools, adaptable workflows, contract templates, and network.

**BUSINESS MODEL**

NECA ECAP reduces your project development risks, by seamlessly connecting you with the project solutions you need at every stage of the project development process.

**ADDITIONAL INFO**

<p><b>MINIMUM PROJECT SIZE</b> No Minimum</p>	<p><b>BONDING CAPACITY</b> N/A</p>	<p><b>ENERGY PERFORMANCE INSURANCE CAPACITY</b> N/A</p>	<p><b>INVESTOR CONFIDENCE PROJECT CERTIFIED</b> Yes</p>
<p><b>ACTIVE GEOGRAPHY</b> National</p>	<p><b>NECA MEMBER NUMBER</b> 5478-2341</p>	<p><b>NECA CHAPTER</b> National</p>	<p><b>CUSTOMER TYPE</b> Multiple</p>
<p><b>SPECIALIZATIONS</b> Auditing &amp; Project Proposal Generation, Contracting, Sales &amp; Development</p>			



Energy Retrofit #1

SUMMARY RESPONSES

**Project Bid Information**  
*Project Bid Information*

Please provide a brief project summary and the services you need:


We are looking for innovative products and services to help with our Energy Retrofit.

Opportunity Overview

Drag & Drop a File or Click to Upload

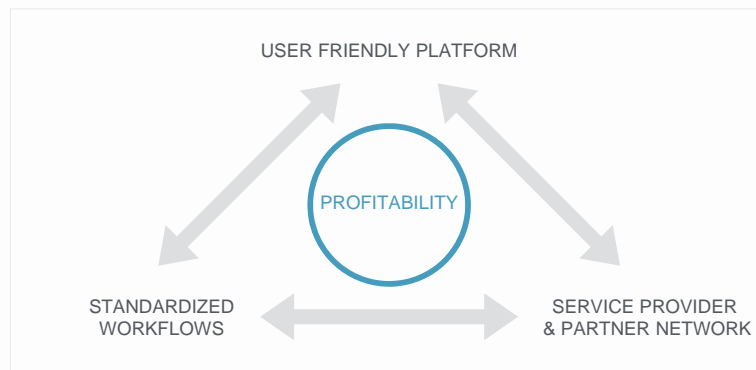
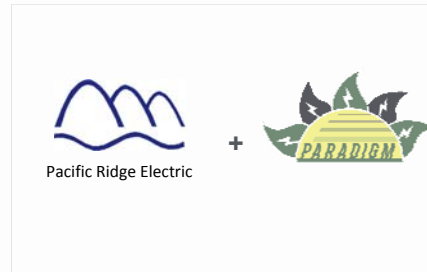
CLIENT: HARTFORD CENTRAL SCHOOL DISTRICT

- + **Property Type: Public School**
- + **Project Size: \$157,625**
- + **Equipment Installed: Lighting and Controls**
- + **Financing Structure: Lease**
- + **Procurement Process: Sole-Sourced**



CLIENT: IBEW LOCAL 332, SAN JOSE, CA

- + **Property Type: Union Hall**
- + **Project Size: \$3,000,000**
- + **Equipment Installed: Lighting and Solar**
- + **Financing Structure: Lease**
- + **Procurement Process: Sole-Sourced**



**Turnkey Project Development**

**Competitive Pricing and Network Effects**

**Flexible Financing Solutions**

**Questions**

Up Next: Interactive Break in the Cibolo Canyon Ballroom

- TravelFit
- Workout Challenge
- Tips & Tricks for Taming Your Inbox
- 5 Ways to Keep Hackers Away From Your Personal Info

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[www.necanet.org/NNSurvey2017](http://www.necanet.org/NNSurvey2017)