

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

Dave Ingram
DLL

Ramsay Stevens
ECAP

**This session is eligible for
1.5 Continuing Education Hours.**

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- Attend 90% of this presentation
- Fill out the online evaluation for this session:
www.necanet.org/NNSurvey2017

NECA ECAP

Energy Financing & Guaranteed Performance

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

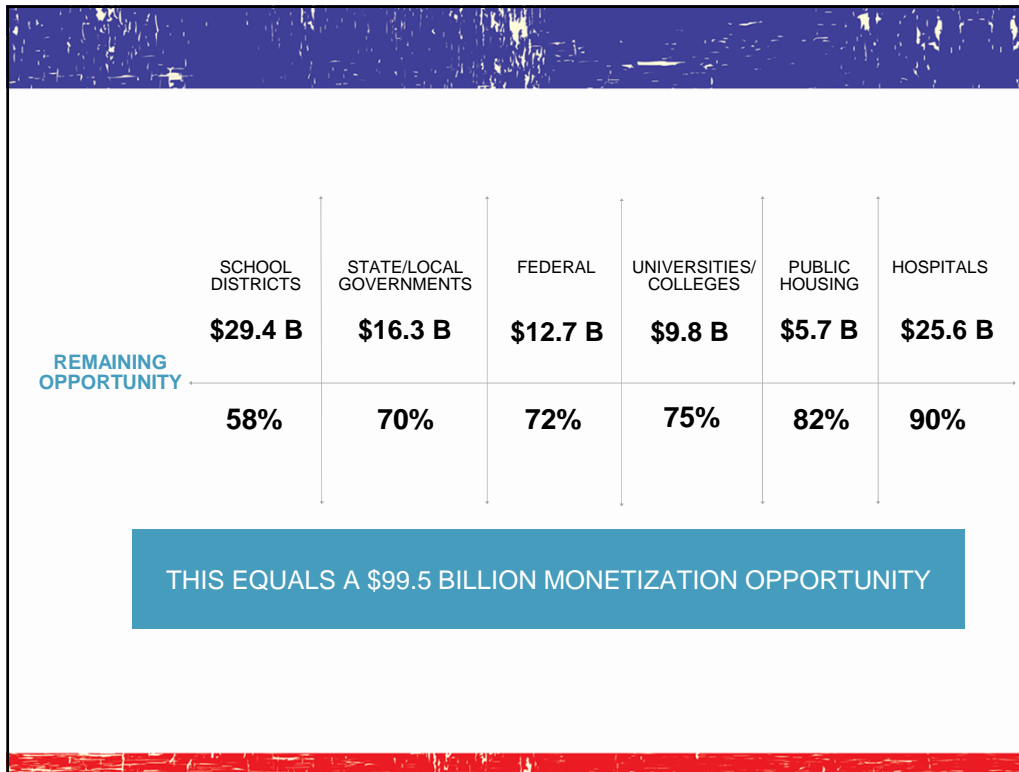
www.necaecap.com


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

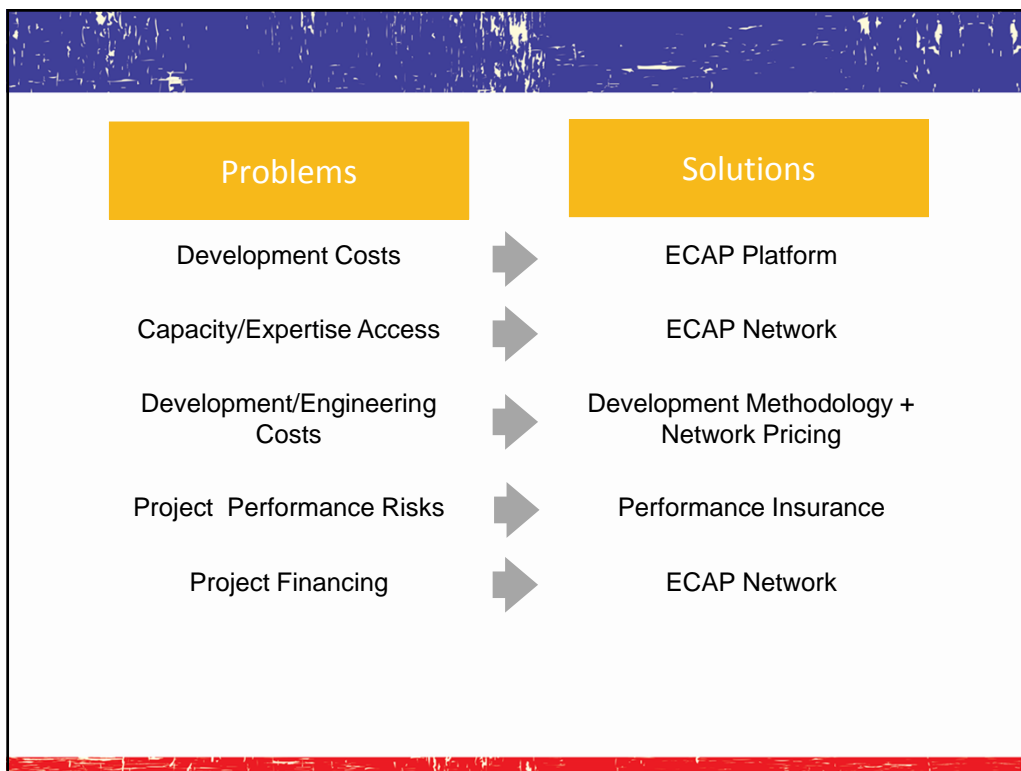
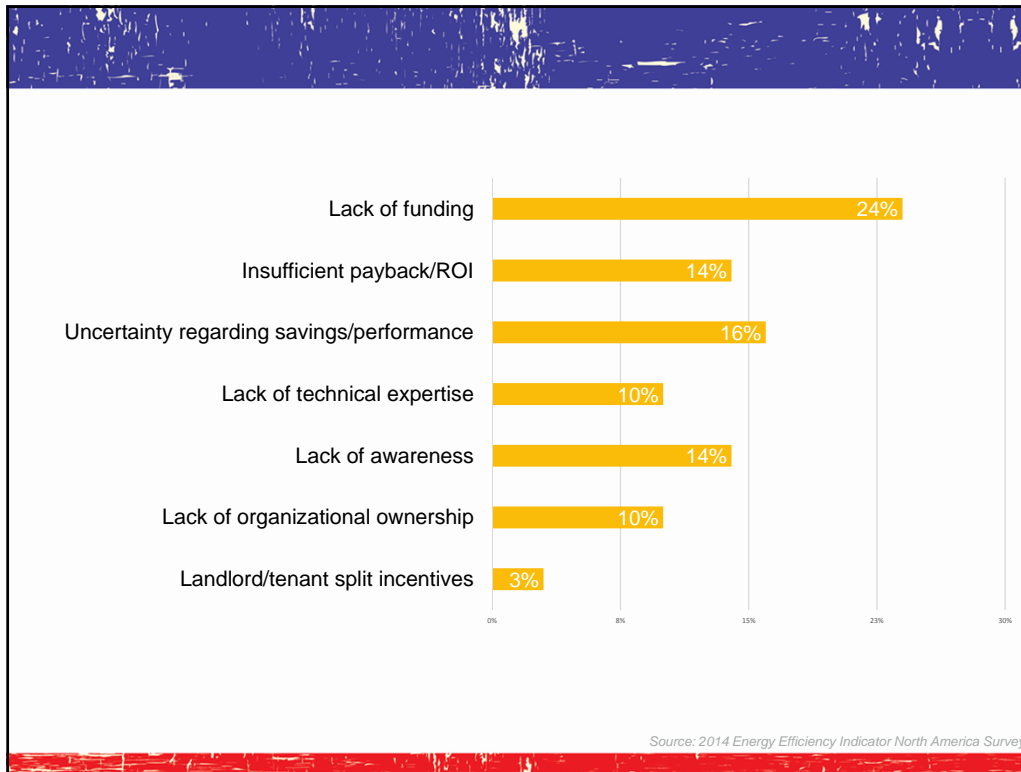


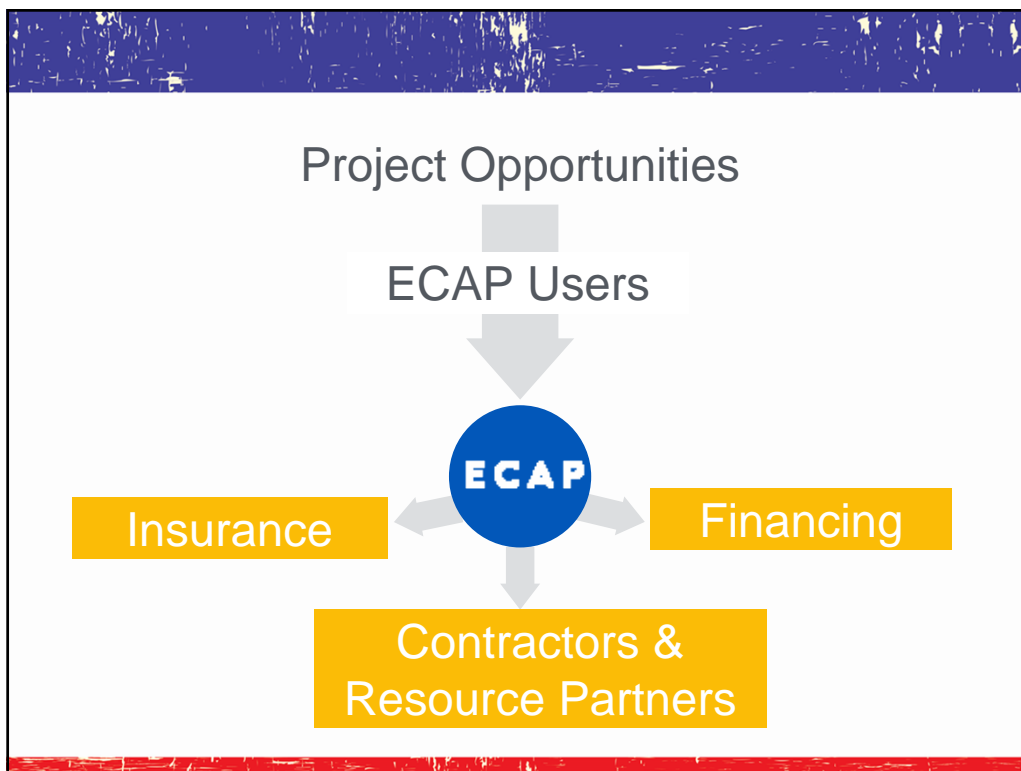
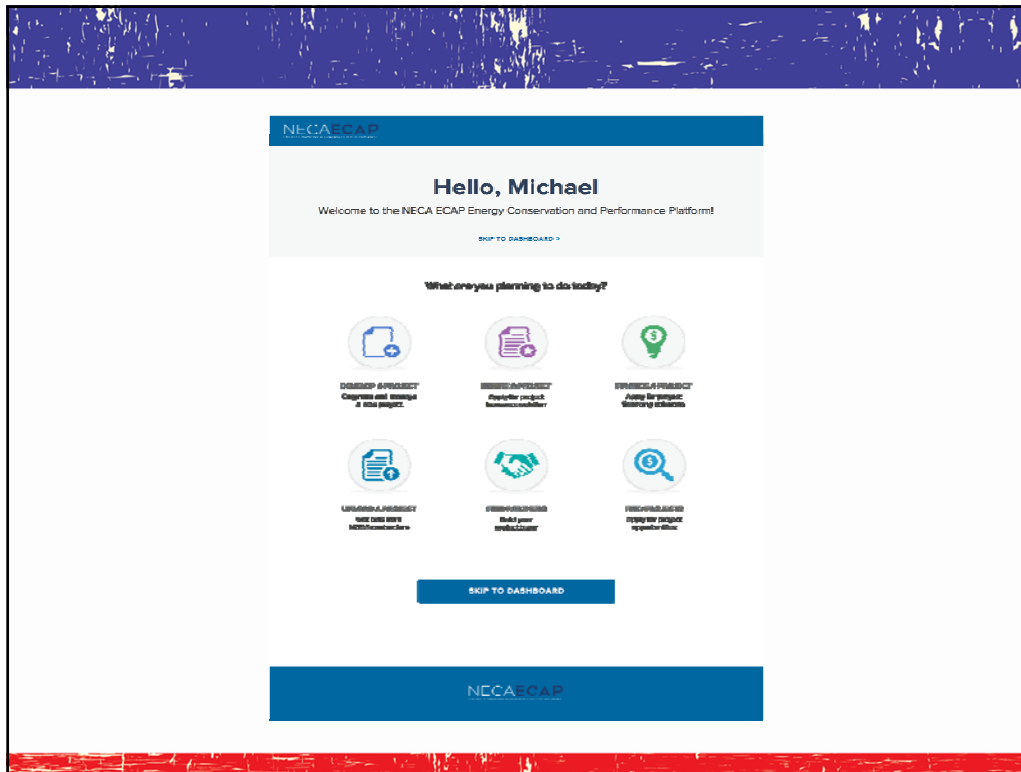


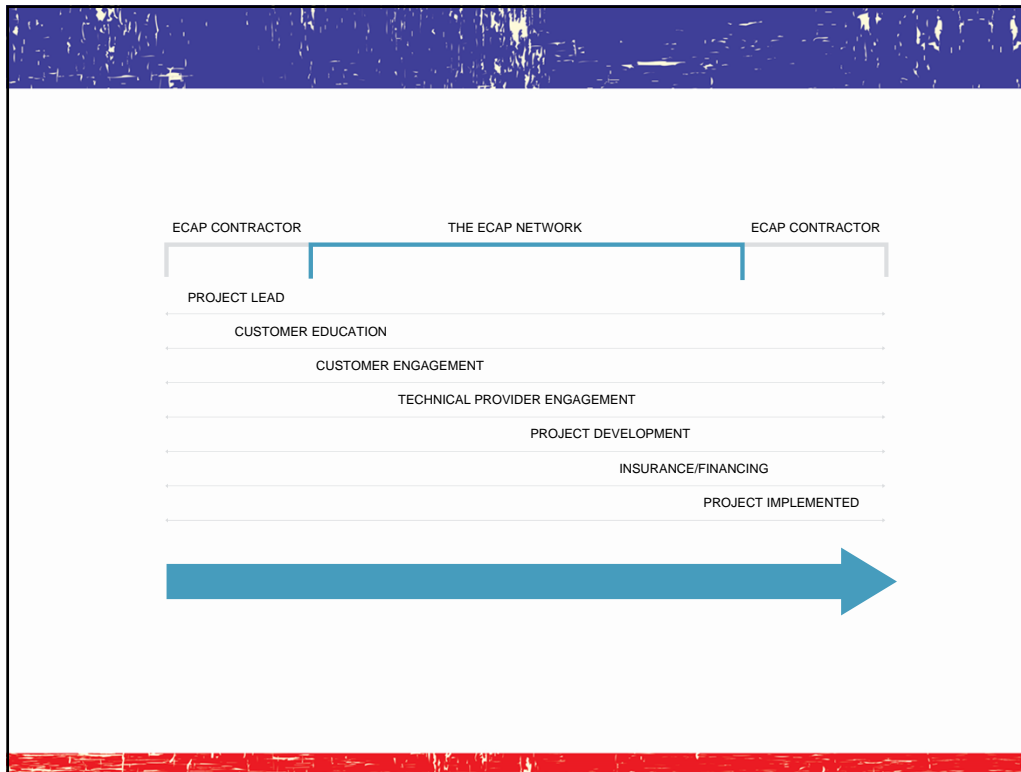
- Decreasing competitiveness with peers
- Depressed asset values from deferred maintenance
- At-risk for environmental policy changes
- Uncompetitive rents and lease rates
- Discounted investment return to peers

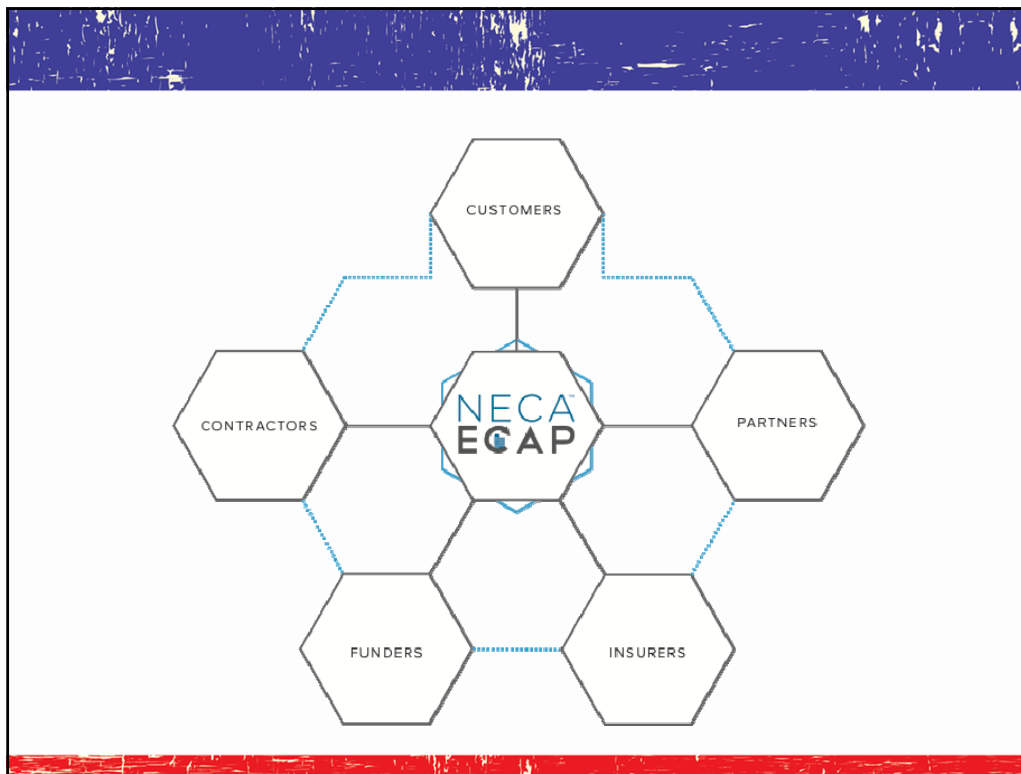





- Insured increase in NOI
- Increased Asset Value
- Improved environmental quality
- Expanded balance-sheet capacity
- Expanded access to property investors









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>

A comparison table of three financing models. Each model is presented in a white box with a blue header. The first model is Conventional Financing, represented by the dLL logo and described as a fixed loan or lease. The second is PACE Financing, represented by the Greenworks Lending logo and described as payment through the property's tax-bill. The third is Performance-Based Financing, represented by the Joule Assets logo and described as payment based on project performance. The table is set against a white background with a blue header and a red footer.



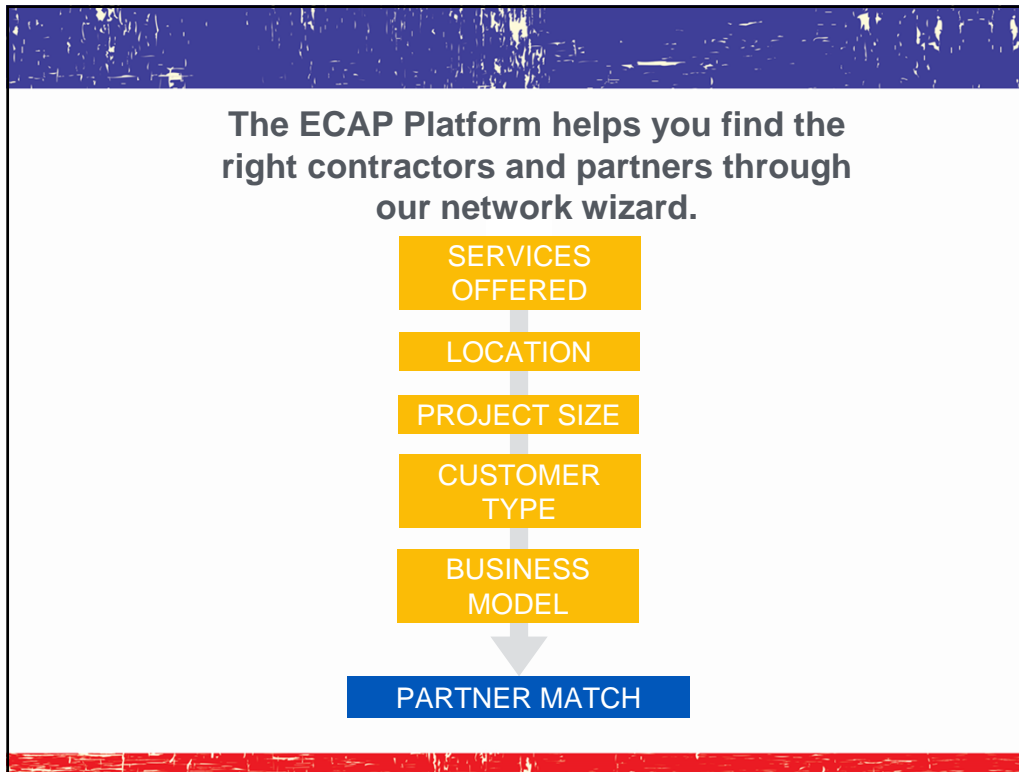
**NECA
ECAP** → Insured Project Performance → 

- + 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 form titled 'Find Project Partners'. Under the heading 'Financing Partners:', there are three radio button options. The first option, 'Conventional (Loan/Lease)', is selected and highlighted with a blue background. The other two options, 'Property Assessed Clean Energy' and 'Performance-Based (Service Agreement)', are not selected. 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 Link	MORE ▾
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NECAECAP

Energy Financing & Gauranteed Performance

OVERVIEW

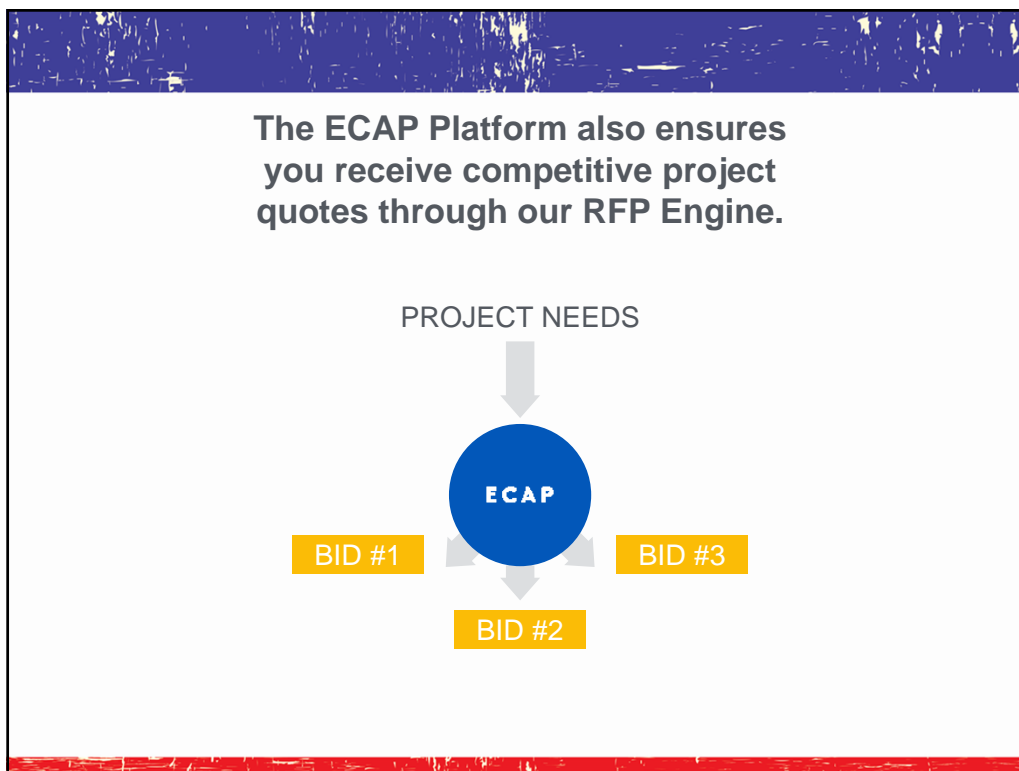
NECA ECAP gives you the tools to expand your resource partner network, find project opportunities, develop new opportunities, insure your projects, and finance your projects. ECAP does this through our dynamic marketing tools, adaptable workflows, contract templates, and network.

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

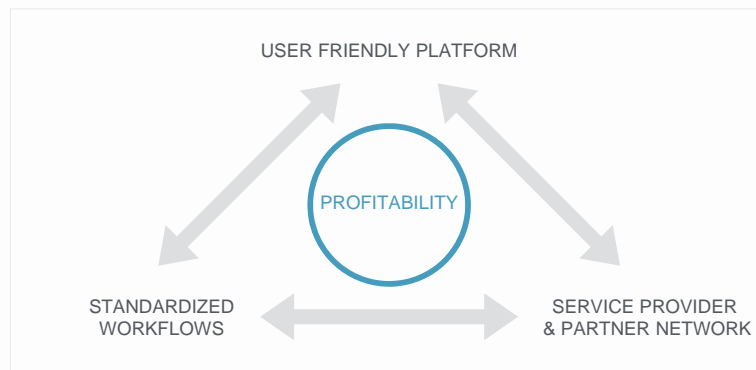
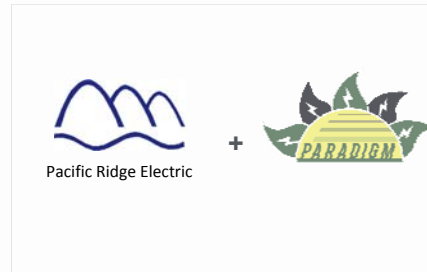
CLIENT: HARTFORD CENTRAL SCHOOL DISTRICT

- + **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

Don't forget to fill out the online evaluation at
www.necanet.org/NNSurvey2017