



# ***Third-Party Energy Efficiency Finance:***

**Which Financing Vehicle Gets You On the Road to Efficiency?**

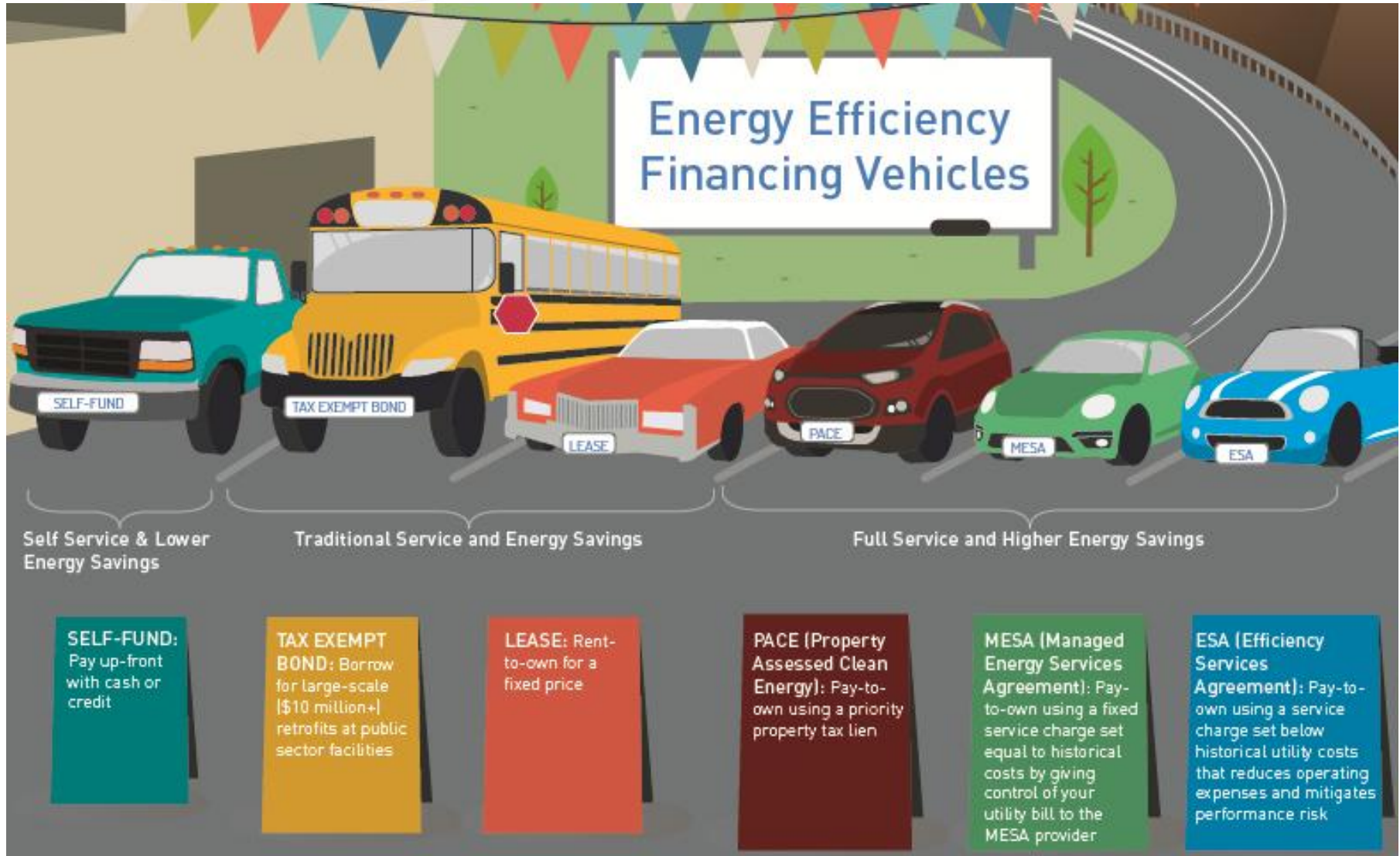
***ACEEE EE Finance Forum, Chicago 2013***

# OVERVIEW OF EE FINANCING VEHICLES

*Bob Hinkle – Metrus Energy*

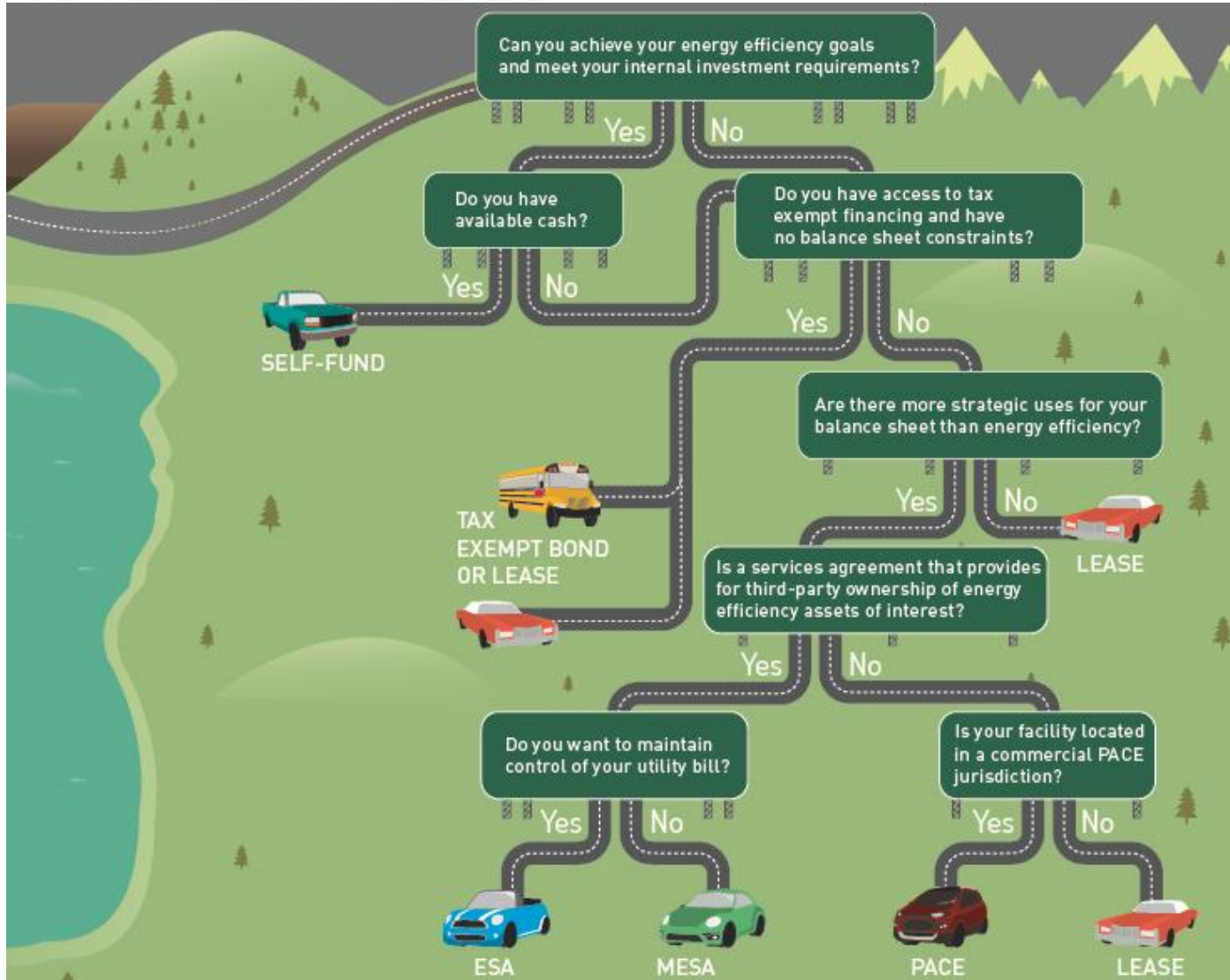


# Vehicles, Savings, and Services





# Financing Influences Project Scope



Is the chosen financing a capital investment or an operating cost?

**Balance sheet = CAPEX**  
**Income statement = OPEX**

- **CAPEX:** What is the total cost, the on-going savings, and the simple payback (SPB)?

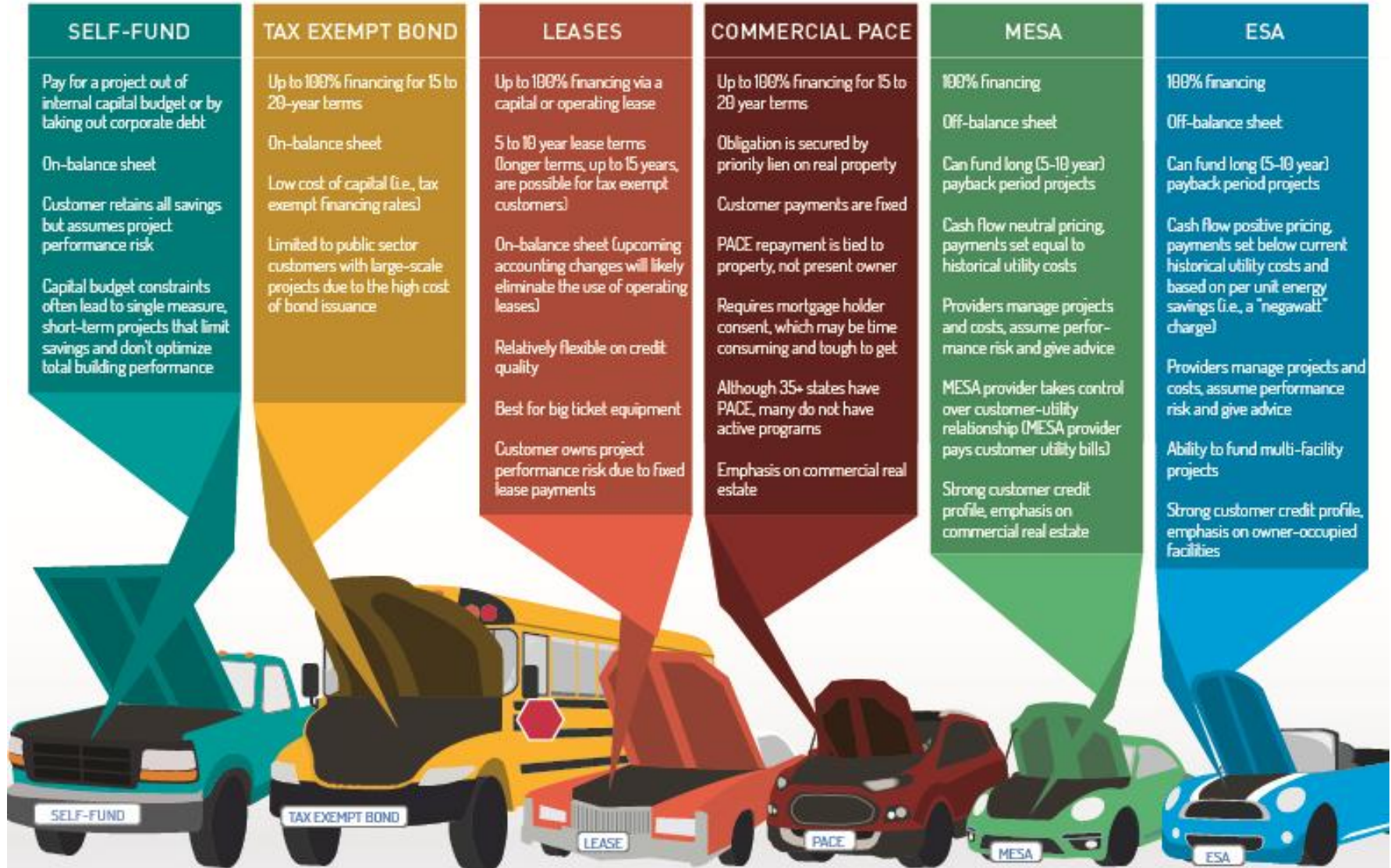
**RESULT** = project composed of energy efficiency measures (EEM) with SPB <3 years

- **OPEX:** Which EEM's optimize building performance and save you money on an operating basis?

**RESULT** = project composed of integrated EEMs with SPB <7 years and *immediately lowered operating costs*



# What is Under the Hood?





# EE Finance Infographic

**SAVED IS EARNED**

**Bob Hinkle**

President & CEO

415-284-5000 x 101

[bob.hinkle@metrusenergy.com](mailto:bob.hinkle@metrusenergy.com)

[CLICK HERE TO DOWNLOAD THE FULL  
INFOGRAPHIC](#)

# EE PROJECT DEVELOPMENT AND FINANCE

*Bob Anderson – Green Campus Partners*

# **EFFICIENCY SERVICES AGREEMENTS**

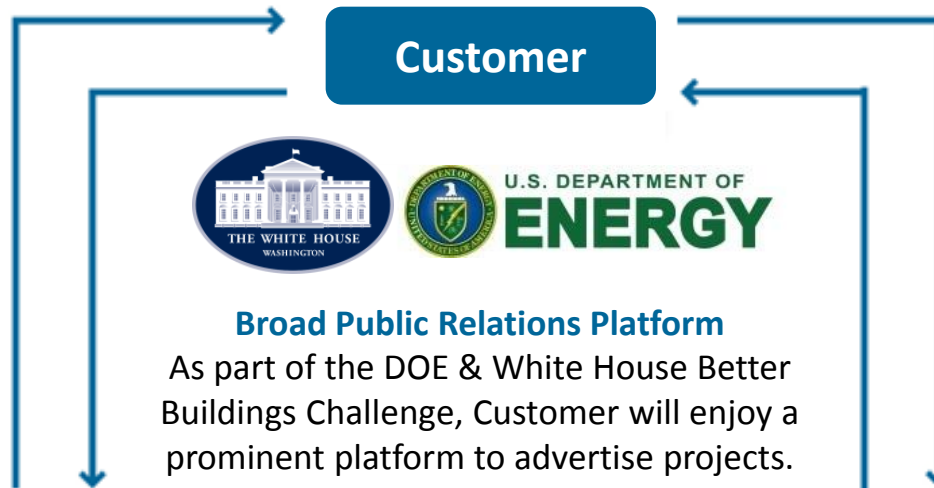
*Erik Birkerts – Clean Energy Trust (Metrus Energy Advisor)*





# ESAs: Delivering an Integrated Solution

**Project Installation**  
ESCO designs and installs the EE project and provides long-term maintenance.



**Efficiency Services Agreement**  
Metrus covers 100% of project cost. Customer repayment based on avoided energy use and reduced operating expense.

**Efficiency Services Performance Contract (ESPC) Agreement**  
Metrus and ESCO/Contractor enter into a turnkey project installation and maintenance contract, backed by a performance guarantee.

# COMMERCIAL PACE

*Katrina Managan – Johnson Controls*

# COMMERCIAL PACE ACTIVITY

21 active programs, 26 states with enabling legislation

