



Energy Efficiency
Programs brought
to you by:



PPL Electric Utilities

Business Energy Efficiency Program

Navigating Financing Options
for Energy Efficiency

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ppllectric.com/businessrebates

Meet Your Presenters



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PPL's Business Energy Efficiency Program

Business Energy Efficiency Program



PPL's Business Energy Efficiency Program provides:



Technical Assistance



Program Navigation



Efficiency Rebates

Think Outside the Bulb



Rebates are available for:



- Lighting
- HVAC
- Food service equipment
- Refrigeration
- Controls / occupancy sensors
- Office equipment
- VFDs on pumps and motors
- Combined heat and power systems
- Agriculture
- **Custom projects**
Have an energy need that's not listed here? You may still qualify for rebates. Let us know and we'll assess your facility for eligibility and upgrades.

Agenda



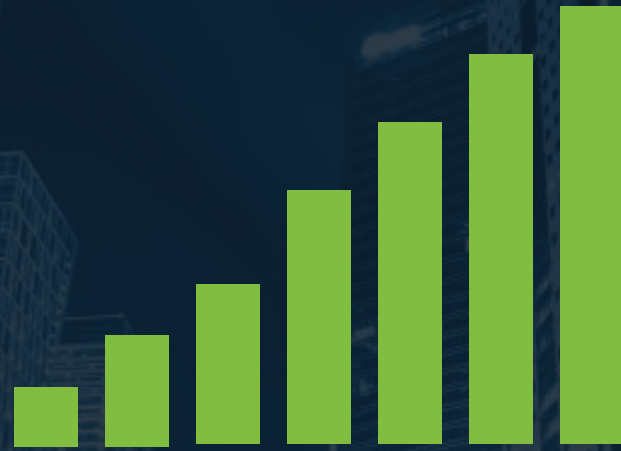
State of the Energy Efficiency financing market



Better Buildings Financing Navigator demo

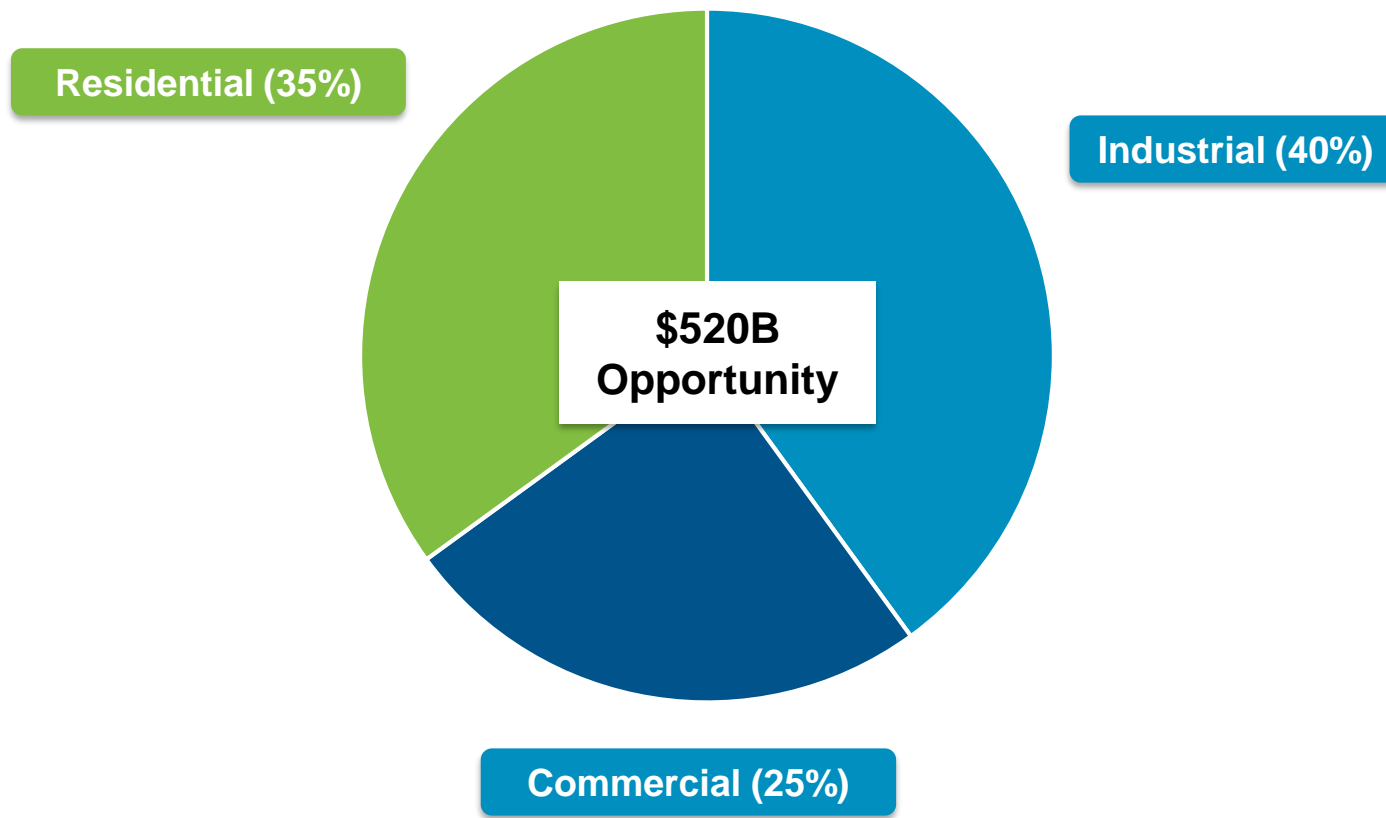


Q&A

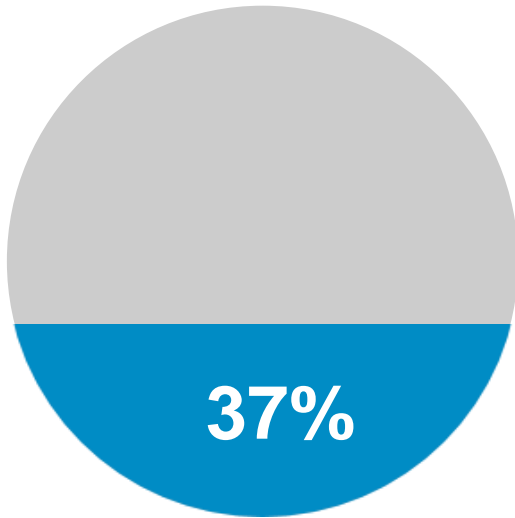


State of the third-party efficiency financing market

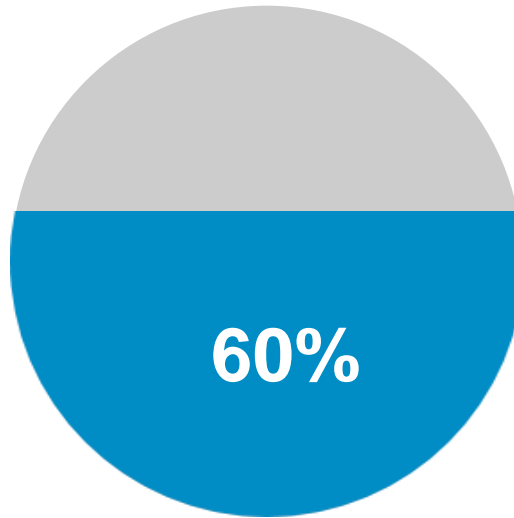
Opportunity by sector



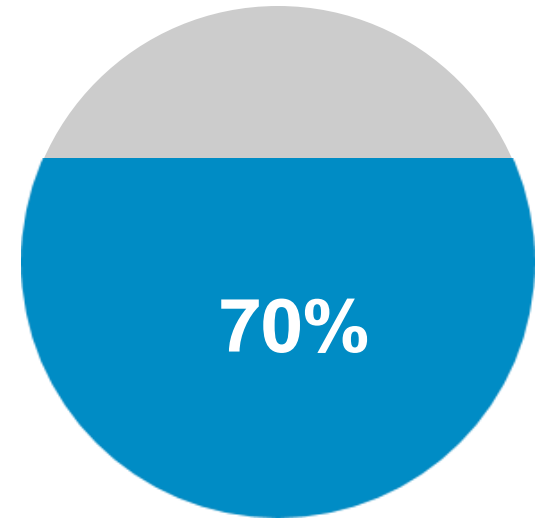
Easily accessible financing by project size



Under \$250k



\$250k - \$1.5M

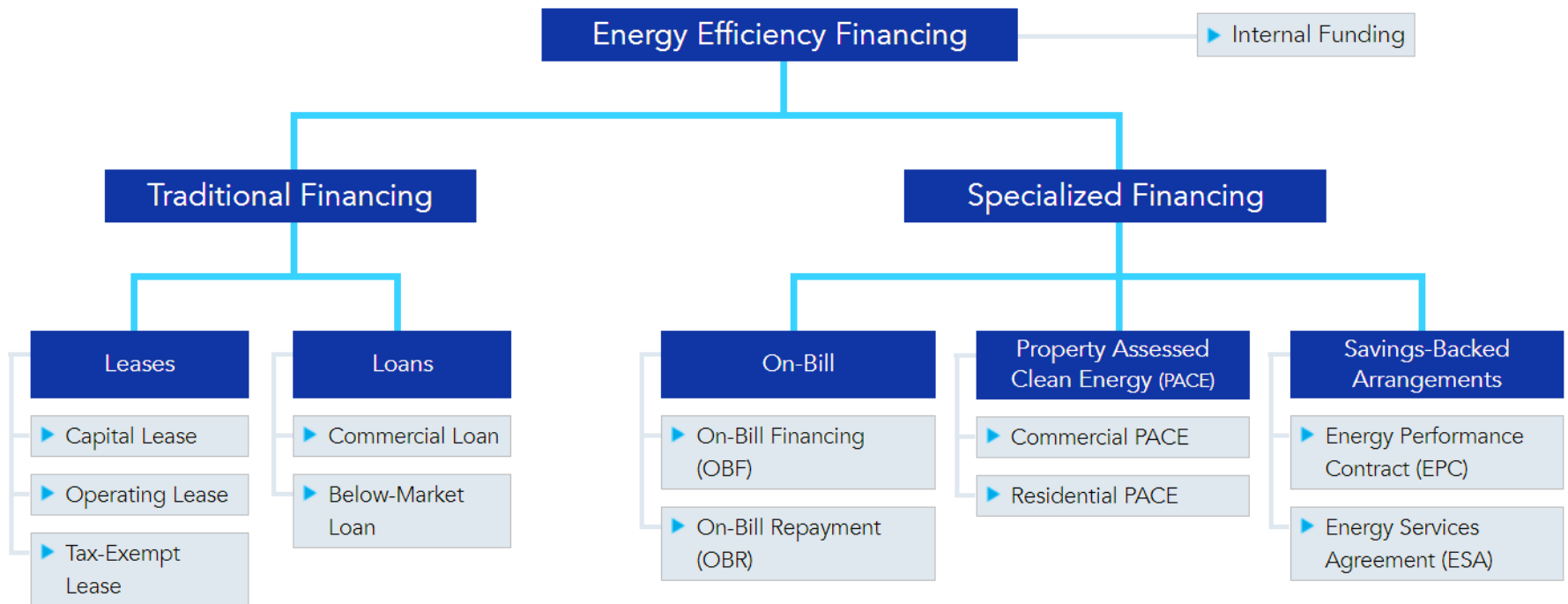


Over \$1.5M

Financing options available in the market



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Estimated market size by financing option



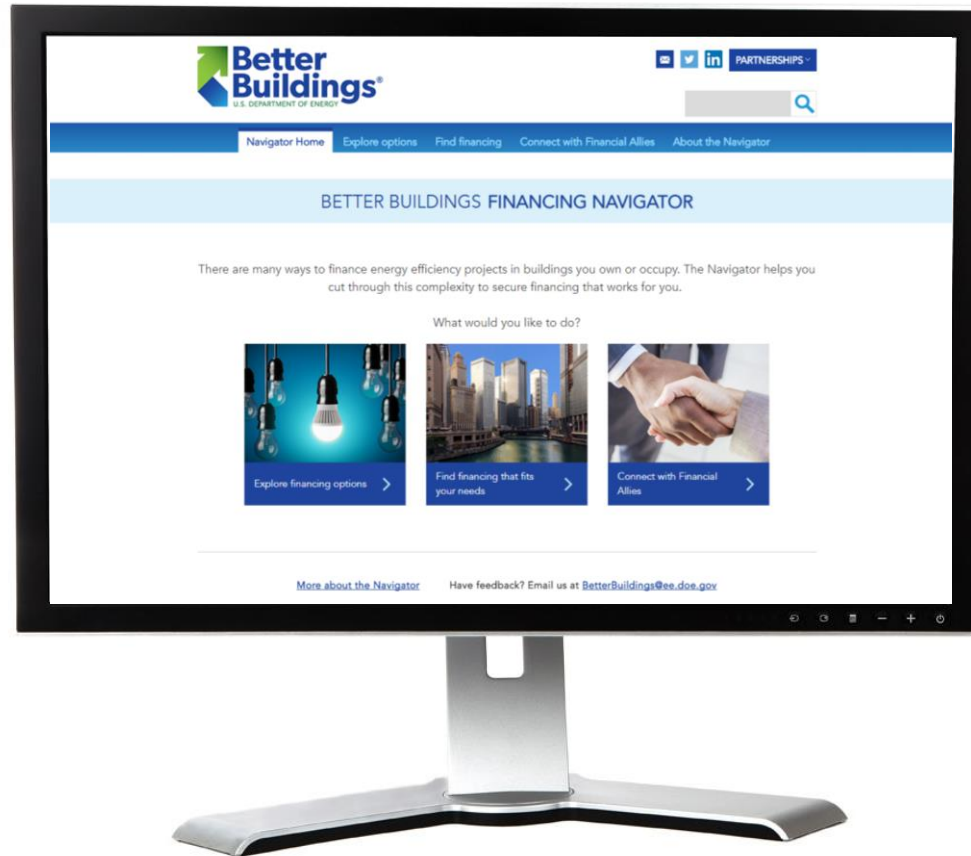
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Type	U.S. Market	Since?	Notes
ESPCs/EPCs	~\$22 Billion	1980s	<ul style="list-style-type: none"> • ESPCs have supported investments of \$45B but only half have used third-party financing • Typically used for large scale federal & MUSH projects, but also available for C&I
Residential PACE	\$3.8 Billion	2009	<ul style="list-style-type: none"> • Only currently in California and Florida • Vast majority of activity has been in California
OBF/OBR	\$1.83 Billion	1970s	<ul style="list-style-type: none"> • \$0.8B is in commercial sector, the rest in residential
Commercial PACE	\$0.34 Billion	2009	<ul style="list-style-type: none"> • 19 States + DC have PACE programs • 33 + DC have enabling legislation
ESAs/Service Contracts	> \$0.1 Billion	2000s	<ul style="list-style-type: none"> • High growth but high uncertainty due to poor data • Possibly the only true off-balance sheet option • Financial Allies have completed \$100M+ • Navigant expects \$1.6B global LaaS industry by 2025
Loans & Leases	Very large	~2000 BCE	<ul style="list-style-type: none"> • High uncertainty due to poor data • Are the underlying instruments behind other financing types which creates further uncertainty • Financial Allies have completed around \$1.9B • Operating leases coming on balance sheet in 2019



BETTER BUILDINGS FINANCING NAVIGATOR





Live Demo

<https://betterbuildingsolutioncenter.energy.gov/financing-navigator>

Coming in early 2018...

Financing Navigator 2.0 will have expanded and improved features. Planned improvements include:

- 1 Renewable energy financing options**, including power purchase agreements and solar leases
- 2 Improved search and filter features for financing providers**, making it easier than ever to connect with the 40+ Financial Allies about your project
- 3 Tailored information for certain sectors**, directing you to tools and resources relevant to your industry
- 4 Modernized interface and design**, making it easier to quickly find the information you're looking for
- 5 and more!**

Key resources

- Navigator
<https://betterbuildingsolutioncenter.energy.gov/financing-navigator>
- DOE Better Buildings Solutions Center
<https://betterbuildingsolutioncenter.energy.gov/>
- “Current Practices in Efficiency Financing” by LBNL
<https://emp.lbl.gov/publications/current-practices-efficiency>
- ACEEE financing resources
<http://aceee.org/topics/energy-efficiency-financing>
- BOMA Energy Performance Contracting Model
<http://www.boma.org/sustainability/info-resources/Pages/boma-energy.aspx>
- “Show Me the Money” by EDF
https://www.edf.org/sites/default/files/11860_EnergyEfficiencyFinancingBarriersandOpportunities_July%202011.pdf



CONTACT INFORMATION



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THANK YOU!

Energy Smart Is Business Smart



Ask us about rebates on energy efficient:

- 
Lighting
- 
HVAC
- 
Food service equipment
- 
Building controls
- 
VFDs on pumps and motors

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