



August 6, 2024

## Explore Our New Financing Solutions for Energy Efficiency Projects

We are excited to introduce a unique opportunity to enhance your project's energy efficiency while optimizing financial benefits. Our new financing options are designed to support both not-for-profit and for-profit entities in achieving significant energy savings without the upfront cost. Whether you're looking to upgrade your equipment or invest in renewable energy solutions, we have tailored financing solutions that can make your projects a reality.

For not-for-profit organizations, we offer a comprehensive package where our investors will acquire the necessary equipment, oversee the installation process, and cover all associated project costs, including taxes. This allows you to benefit from utility savings immediately, with the peace of mind provided by a 6-year parts and labor warranty. At the end of the term, the investor will donate the asset to your organization, ensuring you continue to benefit from the improvements.

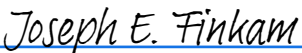
For for-profit entities, we present two scenarios:

1. **Scenario 1:** Our investors manage the entire project lifecycle, from acquiring the equipment to covering all costs. You maintain the equipment and enjoy utility savings, with the option to purchase the asset at a marginal price at the end of the term.
2. **Scenario 2:** Benefit from upfront cash by selling your Federal Tax Credit at a discounted rate to investors.

Both scenarios allow you to leverage federal and state incentives, ensuring an attractive return on investment. Our aim is to provide you with flexible, cost-effective solutions that align with your financial goals and sustainability objectives.

We look forward to discussing how our financing options can help you achieve your energy efficiency goals. Please feel free to contact us for more details or to arrange a consultation.

Warm regards,

  
[Joseph E. Finkam \(Aug 6, 2024 18:04 EDT\)](#)

Joe Finkam, CEO

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### **Not-for-Profit Entities**

#### **1. Investor Role:**

- Acquire equipment, oversee installation, and cover all project costs, including taxes.
- Utilize Federal Tax Credit, accelerated depreciation, and state/local incentives.
- Provide a 6-year parts and labor warranty.

#### **2. Not-for-Profit Role:**

- Perform preventative maintenance for 6 years.
- Receive utility savings from the project.

#### **3. End of Term:**

- Investor donates the asset to the Not-for-Profit after 6 years.

#### **4. Investor Returns:**

- Aims for 11-12% IRR through:
  - Federal Tax Credit
  - Accelerated depreciation
  - Charitable donation
  - Service fees
  - Potentially selling electricity back if photovoltaic solar is installed.

### **For-Profit Entities - Scenario 1**

#### **5. Investor Role:**

- Acquire equipment, oversee installation, and cover all project costs, including taxes.
- Utilize Federal Tax Credit, accelerated depreciation, and state/local incentives.
- Provide a 6-year parts and labor warranty.

#### **6. For-Profit Role:**

- Perform preventative maintenance for 6 years.
- Receive utility savings from the project.

#### **7. End of Term:**

- Investor sells the asset to the For-Profit at a marginal price.

#### **8. Investor Returns:**

- Aims for 11-12% IRR through:
  - Federal Tax Credit
  - Accelerated depreciation
  - Charitable donation
  - Service fees
  - Potentially selling electricity back if photovoltaic solar is installed.

### **For-Profit Entities - Scenario 2**

#### **9. Investor Role:**

- Purchase Federal Tax Credit at a 30% discount rate.

#### **10. For-Profit Role:**

- Receive upfront money for the Federal Tax Credit.