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SIMPLE LL97 COMPLIANCE

**100% FUNDING FOR
YOUR BUILDING
ENERGY PROJECT**



What is most prevalent complaint we hear about energy projects?



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1. Don't know where to begin.
2. I'm too busy.
3. Budget too tight.
4. Management will never approve this.
5. Existing equipment is efficient.



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Why is funding so important?

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Buildings cost so much to operate:

- ➔ Older buildings.
- ➔ Emergency repairs.
- ➔ Continuing building maintenance.
- ➔ Inflation.
- ➔ Never-ending city regulation.



Why is funding so important?

Buildings cost so much to operate:

- ➔ Rising energy costs.
- ➔ Staff salaries rising.
- ➔ Rising staff benefit costs.
- ➔ Prime rate high-lack mortgage alternatives.
- ➔ Lack financing options.



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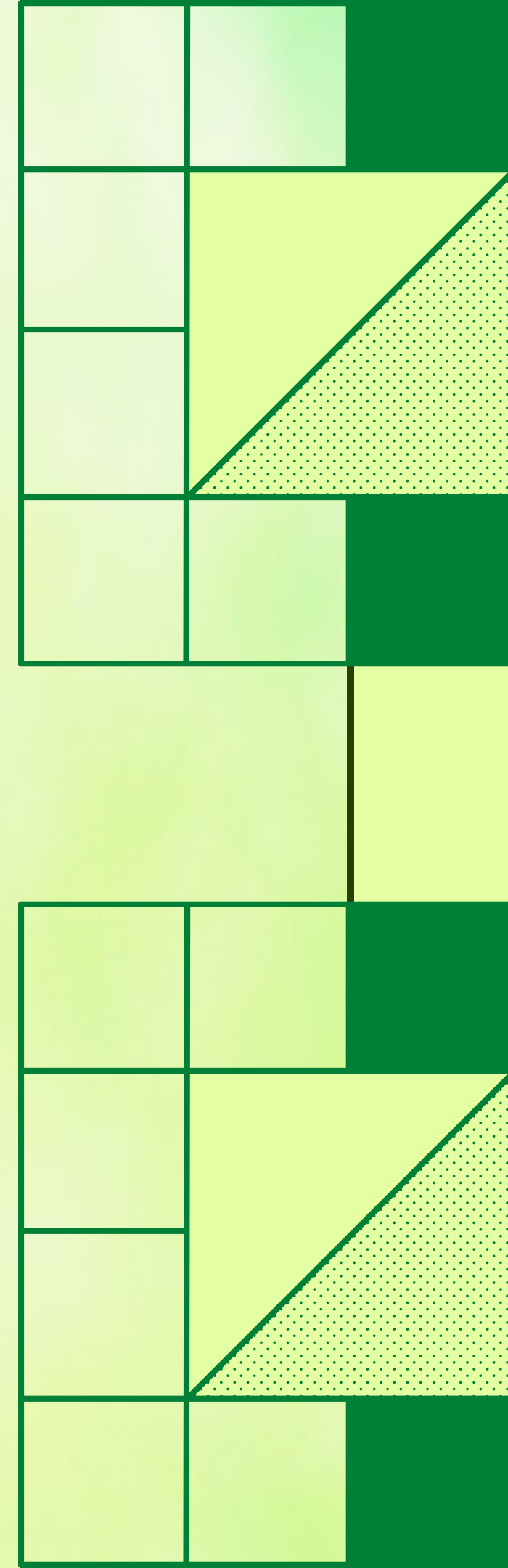


Pretty bleak picture, right?

We live in a very V.U.C.A. World.



- Volatile
- Uncertain
- Chaotic
- Ambiguous





Pretty bleak picture, right?



Impacts of NYC Energy Local Laws

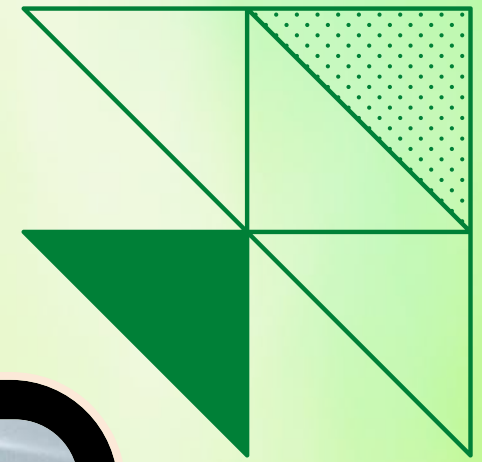
✦ How many millions does electrification cost?

Millions just for mechanical equipment, there's more.....

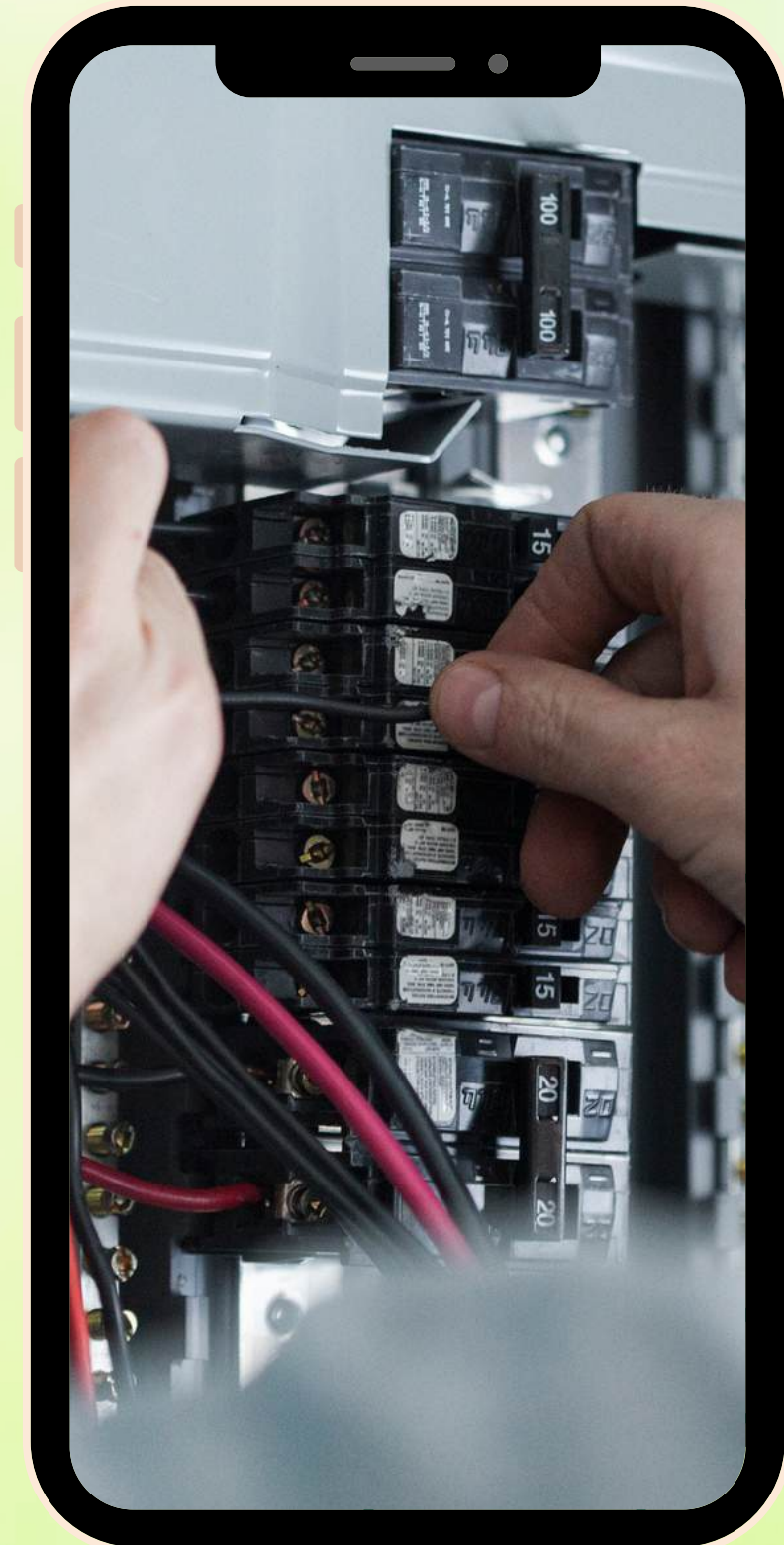




Impacts of NYC Energy Local Laws



- Electric upgrades.
- Wall core drills for coolant lines.
- Evaluate structural integrity of roof.
- How run electric lines to rooftop condensers.
- Need for new electric feeder subpanels.
- Removal of fan coils-PTACs.
- Sensitive occupants that will be impacted.

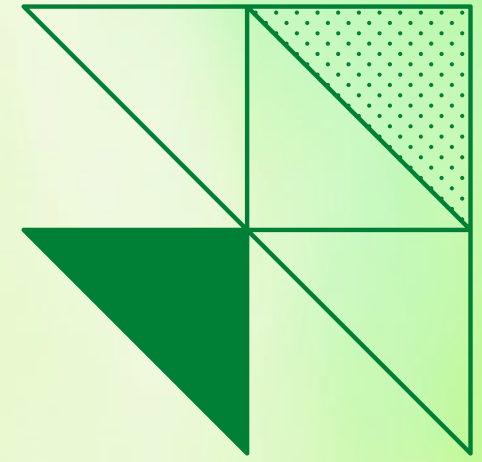




You get the idea



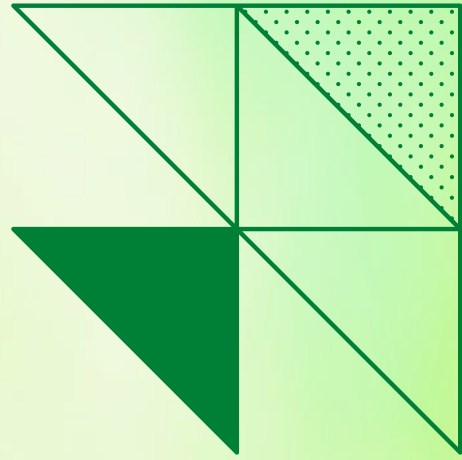
Impacts of NYC Energy Local Laws



- ✔ Existing building mortgage rates are high; where can you find available financing?
- ✔ Need in the market for funding to pay for all these energy retrofits.



Impacts of NYC Energy Local Laws

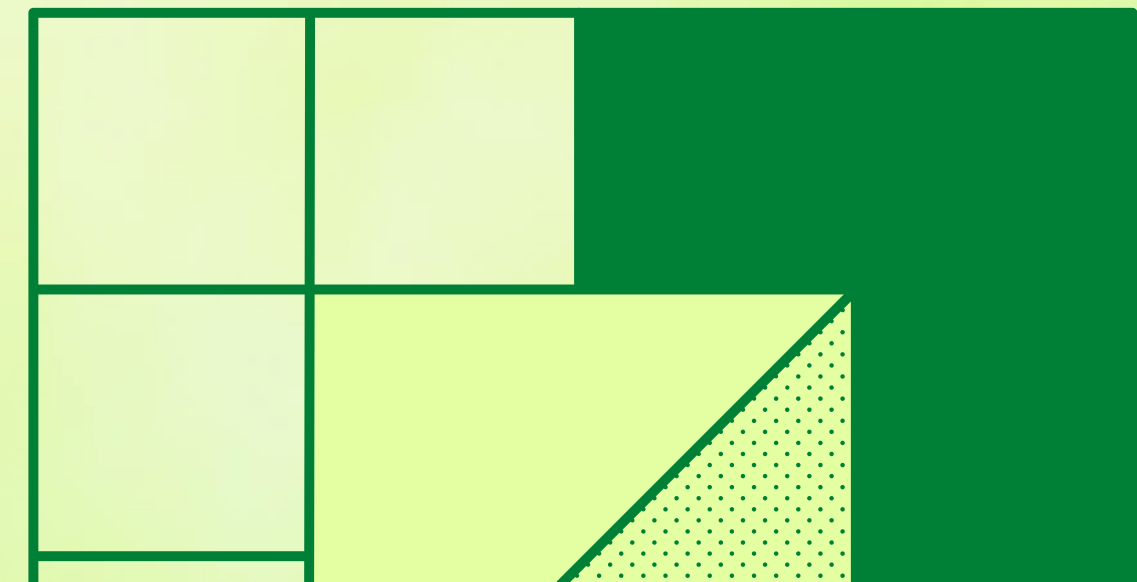


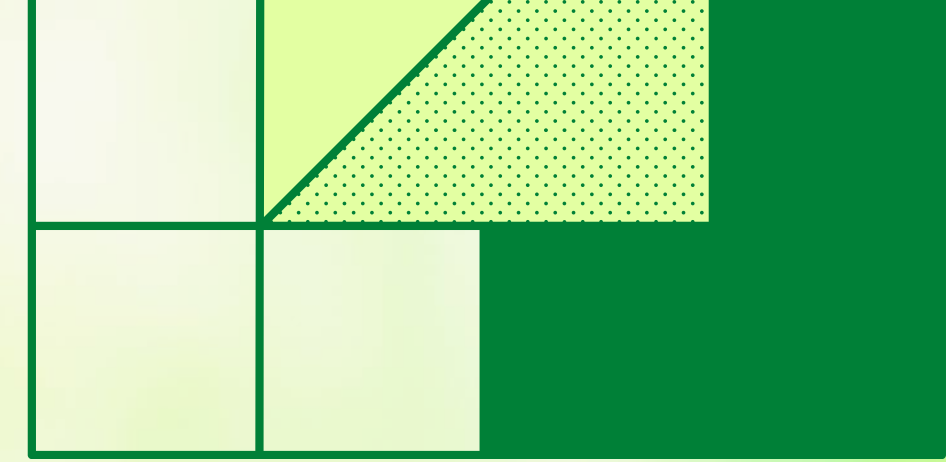
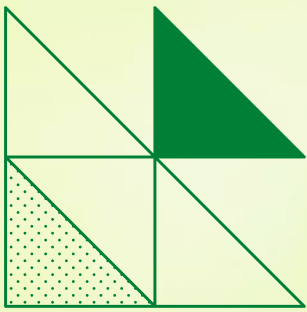
“12 Funding Sources for Your Energy Project.”

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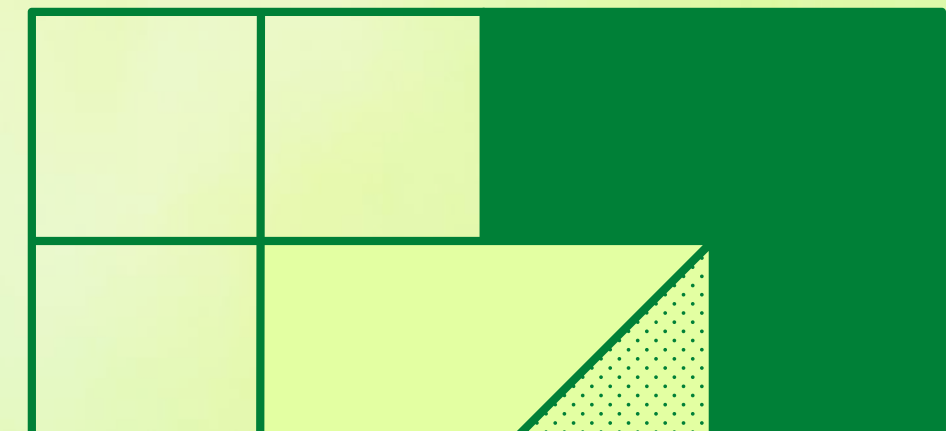
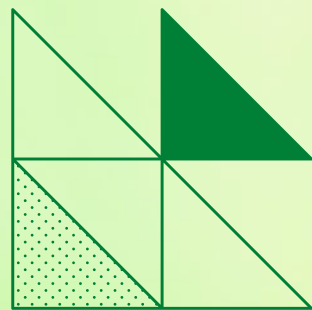
ENERGY FINANCING 101

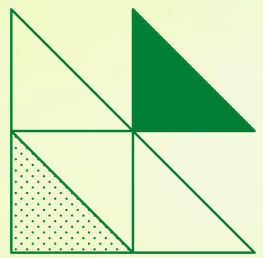
1. 179D provides tax savings for commercial property improvements
2. PACE is an assessment lien that pays for property improvements
3. RECs are renewable certificates to offset fossil fuel power
4. Carbon offsets balance out carbon removals between two parties





Property Assessed Clean Energy (PACE) Funding

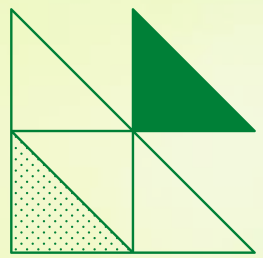




Property Assessed Clean Energy (PACE) Funding Features

- ▶ All property types.
- ▶ All energy improvements, even ones with longer returns.
- ▶ Funds each aspect of project-investigation, studies, preliminary design, bidding, construction, commissioning and punch list.
- ▶ Long term-30 years.





Property Assessed Clean Energy (PACE) Funding Features

- ▶ Fixed rates.
- ▶ Streamlined mortgage lender consent.
- ▶ Stays with property-tax lien.
- ▶ Cash flow positive.



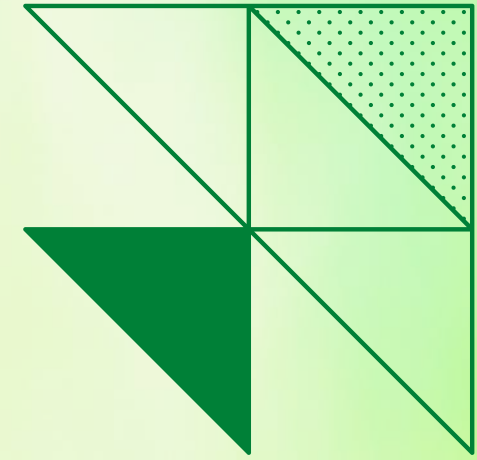
Property Assessed Clean Energy (PACE) Funding

Steps:

1. Evaluate lenders to determine best fit.
2. Submit documentation.
3. Stay in contact with the lender until approval.



Property Assessed Clean Energy (PACE) Funding



Geatain Engineering has been working with **national PACE lenders** and have compiled list of most responsive and experienced lenders.

Property Assessed Clean Energy (PACE) Funding

- PACE legislation is being tweaked to enhance benefits to borrowers.
- Revisions may be passed in next few months.

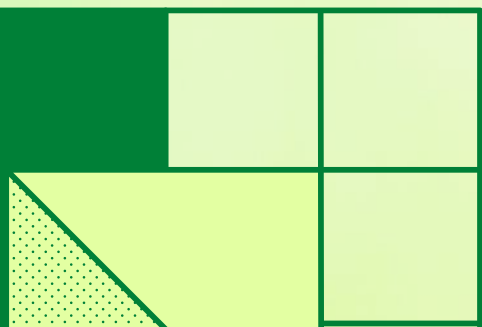


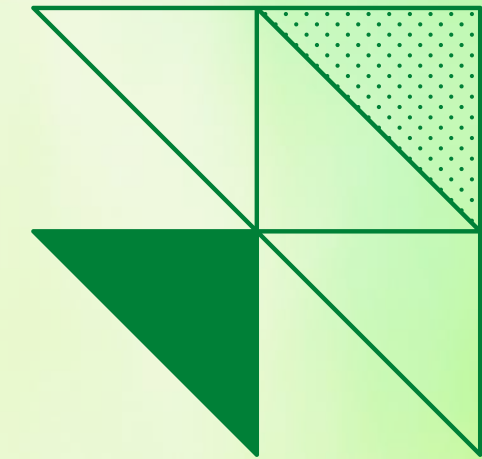
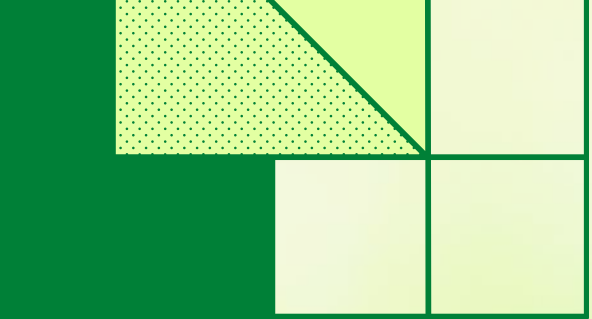
Property Assessed Clean Energy (PACE) Funding



Besides PACE, a few other sources of funding for your energy retrofits:

1. **NYSERDA** provides funding to transition to a clean energy economy.
2. **Utility** incentives offset costs for equipment replacements.
3. **Equipment leases** provide financing that offsets large capital expenses.



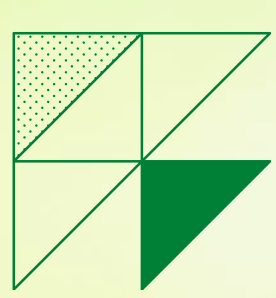


Gift for all webinar attendees:

List of responsive and experienced PACE lenders.



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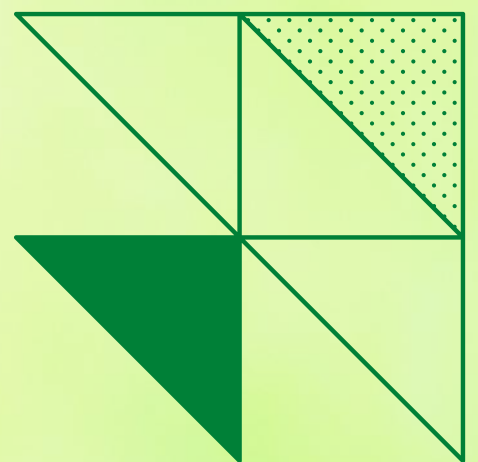


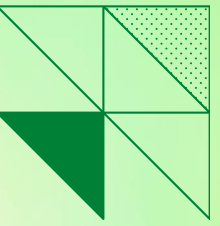
New Geatain INFOSITE:

Learn to use Infosite to:

- Lower your monthly ConEd bill.
- Find funding sources.
- Educate yourself to save money.
- Learn from 80+ case studies.
- Understand simple savings strategies.

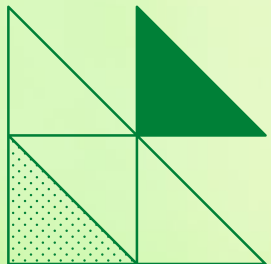
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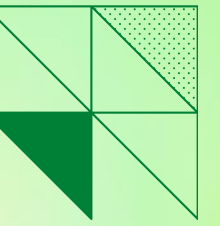
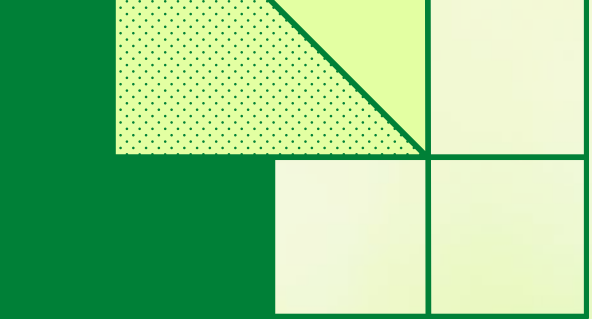




GEATAIN ENGINEERING NYC ACCELERATOR CERTIFIED

Geatain Engineering has been NYC Accelerator certified vendor since it was know as the "Retrofit Accelerator"





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- We know what you are going through, we have helped hundreds of similar properties.
- Clients have **trusted us for so long** that we are **one of the three oldest** energy engineering firms in New York City.
- Only a handful of properties have been electrified, we have guided two of them.



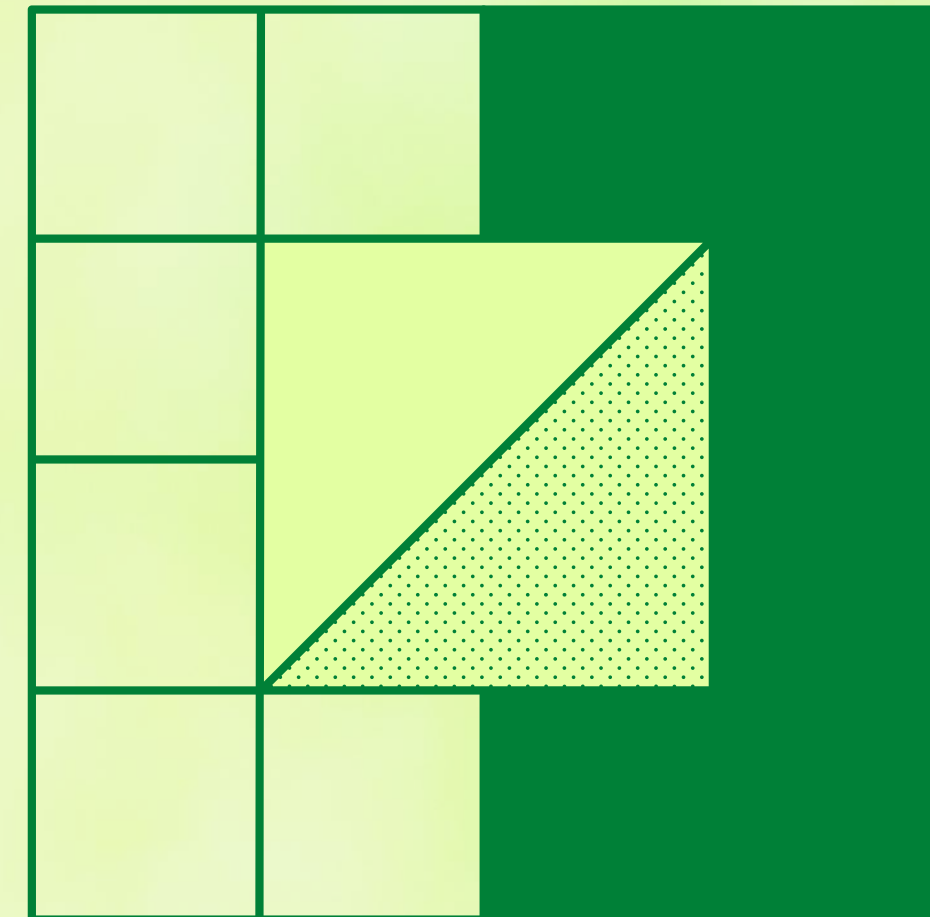
NYC BUILDING ENERGY-PRESENTATION SCHEDULE

Future:

- September 10, 2 pm - “Proven 14% Heating Savings.”
- October 8, 2 pm - “Due in 3 Months.”
- November 12, 2 pm - “LL97 Pitfalls to Avoid.”

Past (recordings available):

- 7 Insights into LL97 Changes
- 12 Funding Sources for your Energy Projects
- LL97 101
- 12 Ways to Easily Save 6-8%
- How to Electrify an Existing Building



Q & A





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