PACE FINANCING FOR INDUSTRIALS

A NEW MODEL OF FINANCING CAPITAL PROJECTS
WHAT IS PACE?
A Way Of Paying For Capital Projects With No Money Out Of Pocket
100% LONG TERM FINANCING

PROJECT PAYS FOR ITSELF
POTENTIAL PROJECTS

ENERGY EFFICIENCY

- High efficiency chillers, boilers, and furnaces
- Combustion and burner upgrades
- Heat recovery equipment
- Mechanical system modernization
- Industrial energy system sensors and controls
- High efficiency lighting
- Building enclosure/envelope improvements
POTENTIAL PROJECTS

WATER CONSERVATION

• Wastewater onsite reuse systems
• Water conservation equipment
• Systems to capture, treat and use other on-site sources of water (condensate, rainwater, reverse osmosis reject water, etc.)

ONSITE GENERATION AND RESILIENCY

• Combined Heat and Power
• Energy Storage
• Fuel switching
PACE VALUE PROPOSITION

✓ Long-Term Financing Option
✓ Reduces Operating Expenses
✓ Savings Greater than Cost
TRADITIONAL CAPITAL PROJECT DECISION MAKING

- Limited Capital Budget
- Projects ranked on metrics such as ROI, Payback
- Projects Go/No Go until capital budget exhausted
LONG SIMPLE PAYBACK? NO PROBLEM!

UTILITY SAVINGS

POSITIVE CASH FLOW

REPAYMENT
PACE EXAMPLE: HELLER MACHINE TOOLS (TROY, MI)

- Manufacturer of machine tools and metal-cutting production systems
# PACE EXAMPLE: HELLER MACHINE TOOLS

## Financial Summary

- **Project Cost:** $978,607
- **Term:** 15 years
- **Energy Savings:** $1.6M over 15 years
- **Net Cash Flow:** $368,000

## Measures

- HVAC
- Building Controls
- Compressed air upgrades
- Partial Roof Replacement
- Lighting
- Server Room Cooling
## WHERE IS PACE?

### Live
- City of Dallas
- Travis County
- The Valley
- Williamson County
- Fort Bend County
- El Paso County
- City of Houston and ETJ
- Brazos County

### Hidalgo County

### Next in Line
- Nueces County
- Bexar County
- DFW Counties
- Hays County