



# Case Studies

## 259 Rm. 13 Story Luxury Condo – Brooklyn, NY

Phase 1: VFDs for Condenser Water, Heating and Building loop pumps- Installed New High Efficiency Condensing Boiler  
- Installed a Web based BMS for buildings heating and cooling system.

### Project Financials – No Capex!

<b>Project Value -</b>	<b>Owner Paid -</b>
<b>\$442,875:</b>	<b>\$0</b>
<b>Utility Incentive:</b>	<b>\$81,875</b>
<b>Internal Rate of Return:</b>	<b><math>\infty</math> - <i>Infinite!</i></b>
<b>Annual Energy Savings:</b>	<b>\$73,732</b>
<b>LL97 Penalty Avoidance:</b>	<b>\$63,530</b>
<b>10 Yr. Positive Cashflow:</b>	<b>\$466,669</b>





## 388,318 Sq. Ft. Office Building – PA

**Phase 1:** Retro-commissioned and modernized old BMS with a web-based analytic overlay. Complete State of the Art LED Lighting Upgrade for Parking Garage, Common areas and stair towers.

- **Project Financials – No Capex!**
- **Project Value - \$209,835:    Owner Paid - \$0**
- **Utility Incentive:            \$33,975**
- **Internal Rate of Return:    ∞ - Infinite!**
- **Annual Energy Savings:    \$62,404**
- **10 Yr. Positive Cashflow:    \$434,344**

# Resorts World Casino New York City

OZONE PARK (QUEENS), NY

**Phase 1:** Complete State of the Art LED Lighting Upgrade for Common Areas, Parking Garage, and Back of House - Upgrade Delta enteliweb with new software, web-based open protocol BMS - Installed two 4,000,000 BTU high efficiency gas fired AERCO Benchmark boilers in boiler room and displace steam from hot water heating heat exchangers.

## Project Financials

Project Value:	Owner Paid -
\$1,481,000	\$930,049
Utility Incentive:	\$550,951
Internal Rate of Return:	27%
Annual Energy Savings:	\$259,100
10 Yr. Positive Cashflow:	\$1,660,951





## Hilton Penns Landing – Philadelphia, PA

**Phase 1:** Complete State of the Art LED Lighting Upgrade for Guest Rooms, Common Areas and Back of House

**Phase 2:** VFDs for 19 AHUs - Demand Based, High Efficiency Domestic Water Booster pumps - Installed New High Efficiency Condensing Boiler - Retro-commissioned and modernized old BMS with a web-based analytic overlay.

### Project Financials – No Capex!

Project Value - \$545,170:	Owner Paid - \$0
Utility Incentive:	\$56,500
Internal Rate of Return:	$\infty$ - <i>Infinite!</i>
Annual Energy Savings:	\$111,549
10 Yr. Positive Cashflow:	\$2,095,717

## Revenue Generating Solar

### PROPERTY SUMMARY

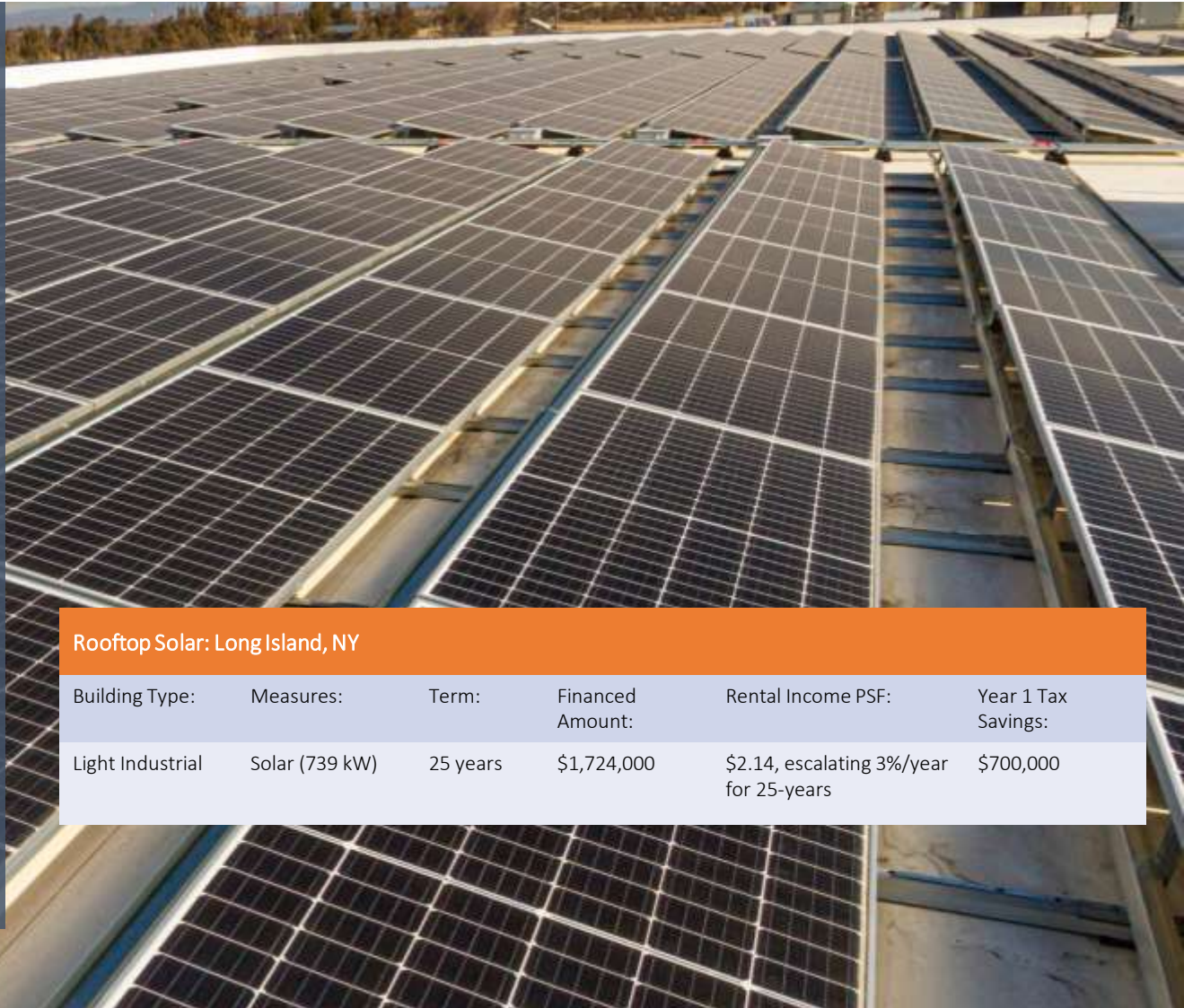
An owner-occupied light industrial building located about an hour outside of New York City turned their roof into an income generator.

### OPPORTUNITY

The owners utilized \$1.724M in C-PACE financing for the installation of a 739 kW community solar project. Community solar will allow them to turn their previously empty roof into a **revenue generating asset**, resulting in an average **NOI of \$72,000 per year**. The solar array will also provide **significant tax savings** as well as **rental income of \$2.14 PSF with 3% escalation for 25 years**. The owners are expected to realize **\$5.4M of net income** over the life of the solar array, all with **\$0 out of pocket**.

### Rooftop Solar: Long Island, NY

Building Type:	Measures:	Term:	Financed Amount:	Rental Income PSF:	Year 1 Tax Savings:
Light Industrial	Solar (739 kW)	25 years	\$1,724,000	\$2.14, escalating 3%/year for 25-years	\$700,000



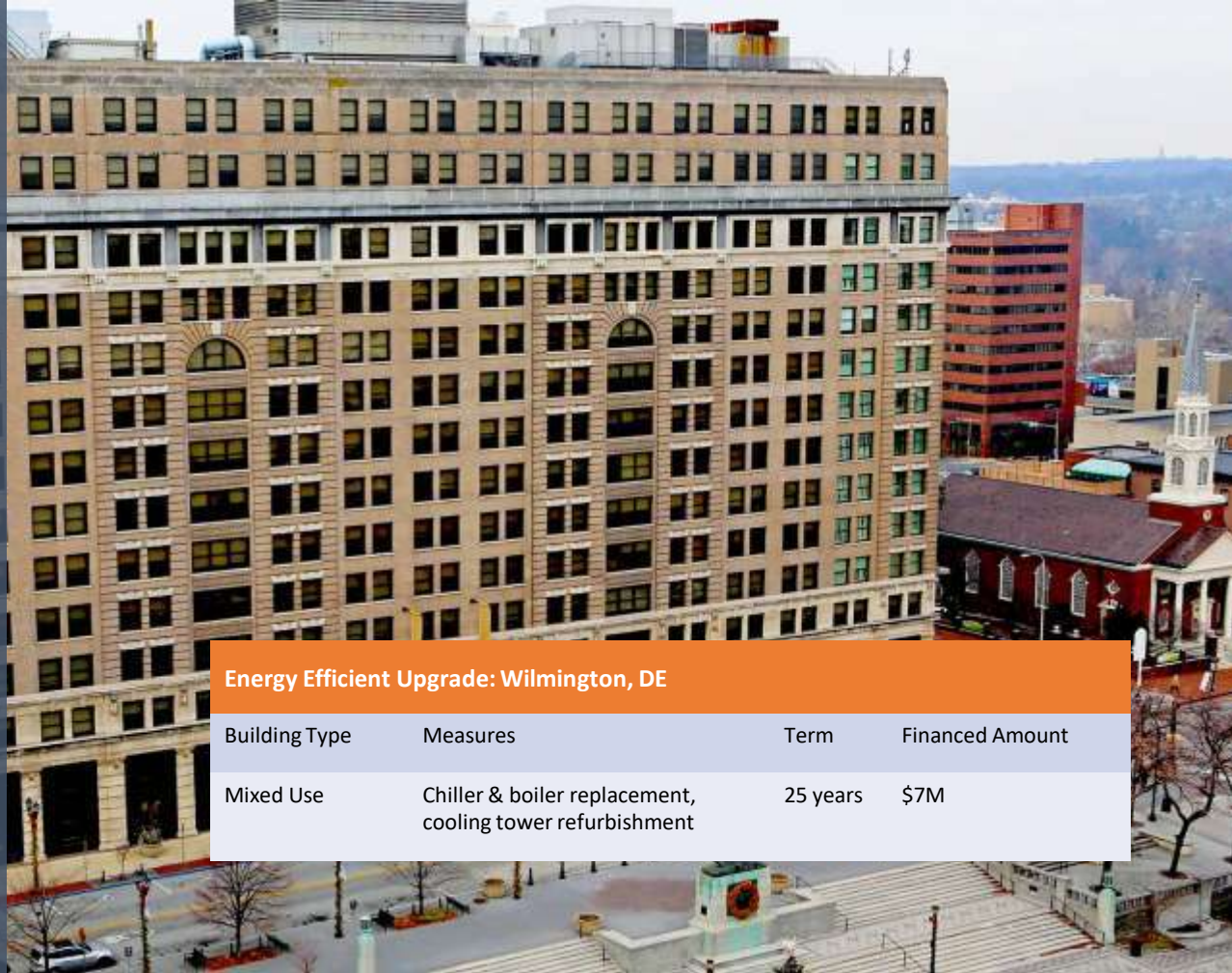
## Complex Historic Rehab

### PROPERTY SUMMARY

Owned by The Buccini/Pollin Group, the DuPont Building is a hallmark of downtown Wilmington, DE. Originally constructed in 1908, it was the longtime home to the DuPont Company headquarters. At approximately 1,000,000 square feet and taking up an entire city block, the building has been undergoing significant renovations which will modernize and overhaul the building to convert it into a mixed-use facility consisting of a hotel, luxury apartments, a theatre, retail space, and office space.

### OPPORTUNITY

C-PACE financing has come into the project which is already underway and filled a gap in a complex capital stack, working with a CMBS mortgage, condo parcels, and historic tax credits. C-PACE will be used to cover multiple energy efficiency measures including chiller plant replacement, boiler replacement, and cooling tower refurbishment. These upgrades will save the property owner an estimated \$14,217,721 over the lifespan of the equipment.



### Energy Efficient Upgrade: Wilmington, DE

Building Type	Measures	Term	Financed Amount
Mixed Use	Chiller & boiler replacement, cooling tower refurbishment	25 years	\$7M

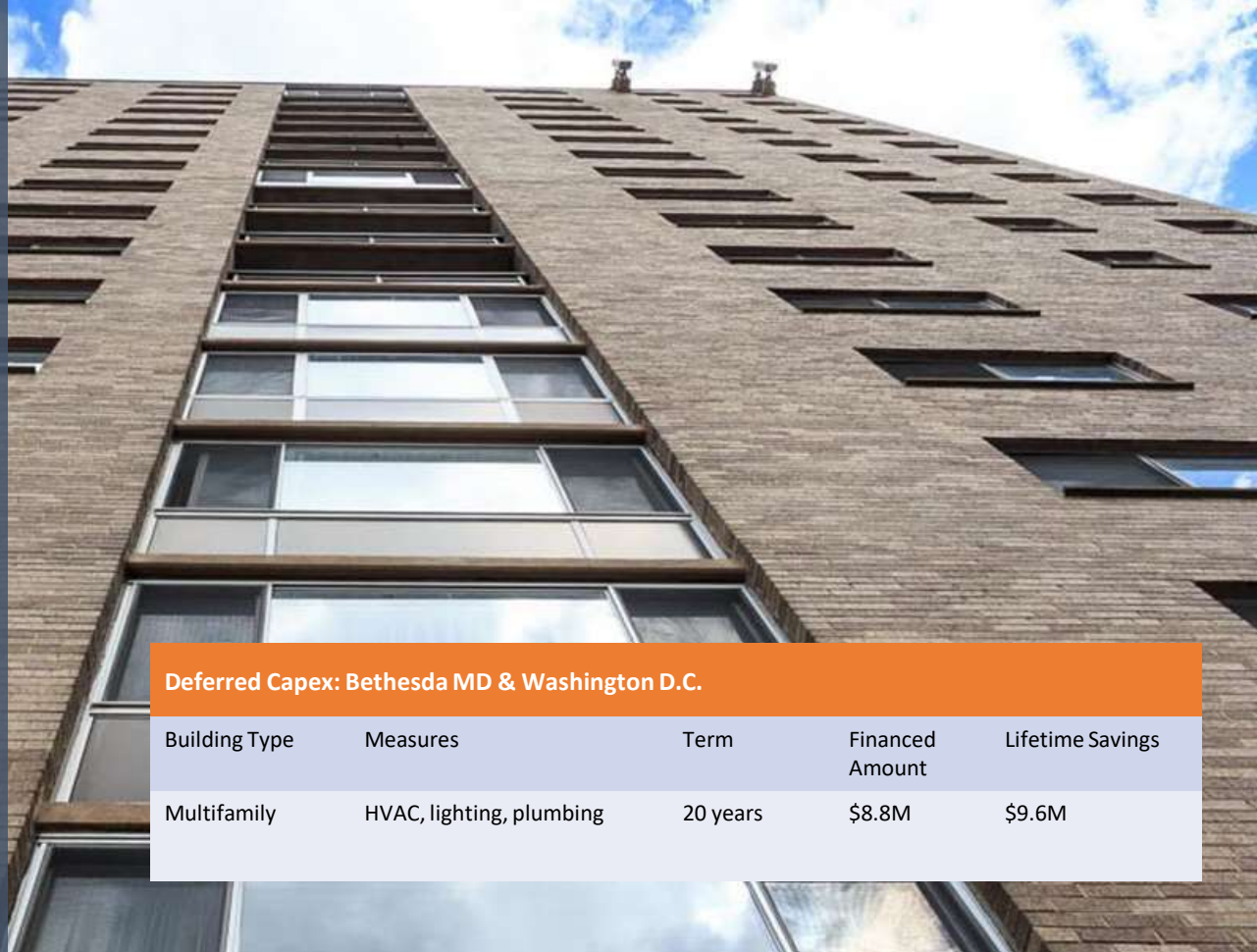
## Multi-family Portfolio

### PROPERTY SUMMARY

Twelve multifamily buildings averaging 60 years in age in Washington, DC and Maryland suburbs.

### OPPORTUNITY

Owner faced with per-asset deferred HVAC, lighting, and plumbing CapEx of \$350k-\$1.5M (\$8.8M total) across 18 assets. 100% financing and long amortization let energy savings pay for expensive capital expenditures projects with no disruption to equity holder distributions.



### Deferred Capex: Bethesda MD & Washington D.C.

Building Type	Measures	Term	Financed Amount	Lifetime Savings
Multifamily	HVAC, lighting, plumbing	20 years	\$8.8M	\$9.6M



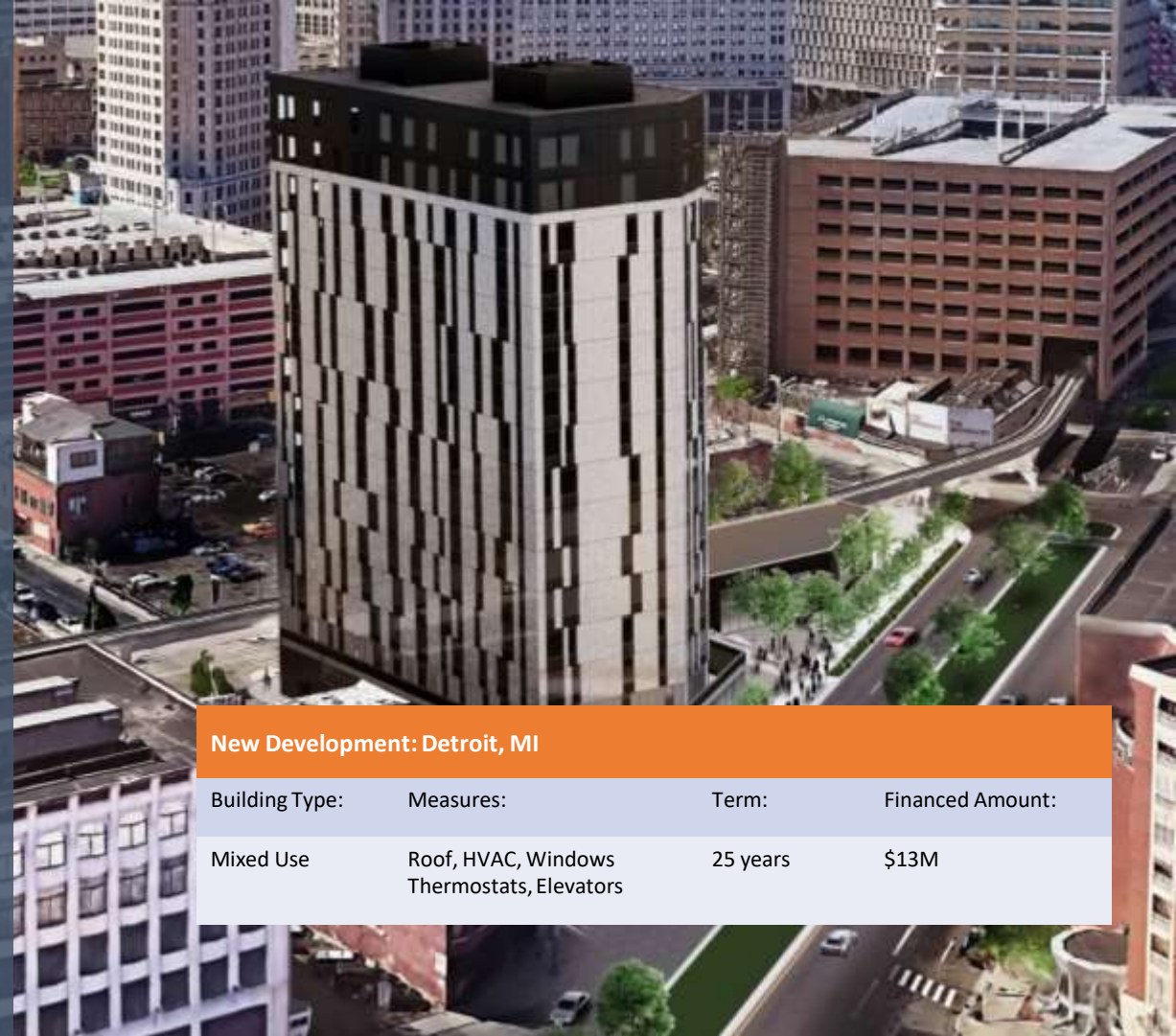
## Green New Construction

### PROPERTY SUMMARY

The Exchange is a new construction development project in Detroit's Greektown district that will be a state-of-the-art, 16-story mixed use commercial and multifamily property.

### OPPORTUNITY

Nuveen Green Capital provided \$13M in C-PACE capital to the total \$64M development project cost. **C-PACE funds removed the need for expensive mezzanine debt or additional equity** - reducing the owner's cost of capital and improving their equity position. Qualifying measures included roofing, windows, HVAC, plug load controls, smart thermostats, elevator systems and low-flow fixtures. Building is estimated to save nearly \$40M in energy costs over 25 years vs. code standards.



### New Development: Detroit, MI

Building Type:	Measures:	Term:	Financed Amount:
Mixed Use	Roof, HVAC, Windows Thermostats, Elevators	25 years	\$13M