NECA ECAP – Leading With Energy Project Finance

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NECA ECAP is the clean energy and distributed generation project development platform of the National Electrical Contractors Association.

NECA ECAP
Energy Financing & Guaranteed Performance

www.necaecap.com

There are 3,404,800 Unretrofitted Commercial Buildings, under 100,000 sqf. comprising 53 Billion sqf., in the US that can readily be developed and financed with NECA ECAP.

THIS EQUALS A $74.2 BILLION MONETIZATION OPPORTUNITY

Source: Buildify Analysis drawn from ACEEE, LBL, and EIA
### Remaining Opportunity

<table>
<thead>
<tr>
<th>Category</th>
<th>Remaining Opportunity</th>
<th>Value</th>
<th>Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>School Districts</td>
<td>58%</td>
<td>$29.4 B</td>
<td></td>
</tr>
<tr>
<td>State/Local Governments</td>
<td>70%</td>
<td>$16.3 B</td>
<td></td>
</tr>
<tr>
<td>Federal</td>
<td>72%</td>
<td>$12.7 B</td>
<td></td>
</tr>
<tr>
<td>Universities/Colleges</td>
<td>75%</td>
<td>$9.8 B</td>
<td></td>
</tr>
<tr>
<td>Public Housing</td>
<td>82%</td>
<td>$5.7 B</td>
<td></td>
</tr>
<tr>
<td>Hospitals</td>
<td>90%</td>
<td>$25.6 B</td>
<td></td>
</tr>
</tbody>
</table>

This equals a $99.5 billion monetization opportunity.

### Benefits

- Decreasing competitiveness with peers
- Depressed asset values from deferred maintenance
- At-risk for environmental policy changes
- Uncompetitive rents and lease rates
- Discounted investment return to peers

- Insured increase in NOI
- Increased Asset Value
- Improved environmental quality
- Expanded balance-sheet capacity
- Expanded access to property investors
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Attendees Only

March 28, 2017

Source: 2014 Energy Efficiency Indicator North America Survey

Lack of funding: 24%
Insufficient payback/ROI: 14%
Uncertainty regarding savings/performance: 16%
Lack of technical expertise: 10%
Lack of awareness: 14%
Lack of organizational ownership: 10%
Landlord/tenant split incentives: 3%

Problems

Development Costs
Capacity/Expertise Access
Development/Engineering Costs
Project Performance Risks
Project Financing

Solutions

ECAP Platform
ECAP Network
Development Methodology + Network Pricing
Performance Insurance
ECAP Network
Project Opportunities

ECAP Users

ECAP

Insurance
Financing
Contractors & Resource Partners
Low Entrance Costs + High Lead Turnover + Low Execution Costs = Project Profitability
CONVENTIONAL FINANCING
Project paid for through a fixed loan or lease.

PACE FINANCING
Project paid for through the property's tax-bill.

PERFORMANCE-BASED FINANCING
Project paid for directly from the project's performance.
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March 28, 2017

+ Removes Financial Risk of Project Underperformance
+ Third-Party Validation of Projects Reduces Underwriting Expenses
+ Ease of Marketing Financial Value to Stake-Holders
+ Financing Structure: Lease

+ Help Develop and Execute Projects
+ Originate and Provide Project Opportunities
+ Create Economies of Scale
+ Identify Discounts and Innovations
The ECAP Platform helps you find the right contractors and partners through our network wizard.

- Services Offered
- Location
- Project Size
- Customer Type
- Business Model

Partner Match
The ECAP Platform also ensures you receive competitive project quotes through our RFP Engine.

PROJECT NEEDS

ECAP

BID #1

BID #2

BID #3
Energy Retrofit #1

SUMMARY

Project Bid Information

Please provide a brief project summary and the services you need:

We are looking for innovative products and services to help with our Energy Retrofit.

Opportunity Overview

FINANCING STRUCTURE: LEASE

CLIENT: HARTFORD CENTRAL SCHOOL DISTRICT

+ Property Type: Public School
+ Project Size: $157,625
+ Equipment Installed: Lighting and Controls
+ Financing Structure: Lease
+ Procurement Process: Sole-Sourced
CLIENT: IBEW LOCAL 332, SAN JOSE, CA

+ Property Type: Union Hall
+ Project Size: $3,000,000
+ Equipment Installed: Lighting and Solar
+ Financing Structure: Lease
+ Procurement Process: Sole-Sourced

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Turnkey Project Development

Competitive Pricing and Network Effects

Flexible Financing Solutions

Questions

Up Next: Interactive Break in the Cibolo Canyon Ballroom
  – TravelFit
  – Workout Challenge
  – Tips & Tricks for Taming Your Inbox
  – 5 Ways to Keep Hackers Away From Your Personal Info

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