Energy Choices for Ohio

Energy Efficiency – Barriers and Solutions to Adoption
Who We Are

- Energy efficiency consultants
  - Independent, 3rd party – We don’t sell equipment, install, finance, or engineer systems
  - Provide unbiased, accurate information on energy-efficiency
  - True owner’s advocate

- 8 best-in-class energy engineers
  - Columbus HQ, staff in Dayton, Cleveland
Leader in the field

- Energy audits
- Measure & Verification (utilities, of ESCOs)
- Green Building – Commissioning, energy simulation, owner’s advocate
- Project assistance for utility rebates

Pioneering

- Net-Zero Energy studies
- Integrated Back-Up Power studies
- Multi-Facility Portfolio baselining and benchmarking
- Engineer in Residence
Clients

- DP&L – M&V
- Ohio Manufacturer’s Association
- The Akron Zoo
  - GEO tour – Oct. 2\textsuperscript{nd}, 3-5 pm
- Ohio Historical Society
  - GEO tour – Oct. 5\textsuperscript{th}, 8-10 am
- Delco Water Co., Inc.
- Franklin Park Conservatory
- Akron Children’s Hospital
  - GEO tour – Oct. 2\textsuperscript{nd}, 1-3 pm
Open House

- Friday, October 12th
- 3:30 PM – 6 PM
- 3709 N. High Street
Why Financing?

Efficiency is so economical that:

- It pays for itself, but
- We need utility rebates
- We need government grants
- We need federal tax incentives
- We need code regulation
- We need labeling standards
- We need SEID & PACE
- We need on-bill financing

- Why do we need these tools?
Why Financing?

Inherent constraints in the market

- Landlord / tenant issue
- Payback threshold for mfg, residential - 2 years, 5 years
- Poor track record in realizing promising savings
- Selling on low-cost project economics, implementing high cost
- No financial statement
  - Weather and cost normalized M&V isn’t easy
- EE is complicated, and often botched
- Financing can yield positive cash flow
PACE

Property Assessed Clean Energy

- Uses the Special Improvement District (SID) mechanism
- Government issues bond
- Property installs eligible equipment
- Repayment of equipment through a tax-assessment that stays with the property
- Breaks open payback threshold
On-Bill Financing/Repayment

Through Electric Distribution Utility (EDU)

- Payment through a line-item on the utility bill
- Financing – EDU finances with ratepayer riders
- Repayment – 3rd party finances
- Shut-off? High percentage (99%?) pay electric bill
- Could be like PACE, but easier to implement
Managed Energy Service Agreement

- Not a performance contractor
- Financing provided by MESA
- MESA owns and maintains equipment
- Savings shared
- Is more like what ESCOs where

![Annual Electricity Consumption Graph](image-url)
Other Loans

Loans

- Low-interest loans from the state
- Bank loan
- Financing and risk on the end-user
Protecting Your Investment

How we’re involved

- Identify projects
- Provide or vet energy savings calculations
- Evaluate technical feasibility
- Provide the financial statement – M&V

Approaches
- Energy audit → Owner’s advocate
- Energy management plan
- Owner’s advocate for performance contracts & HB projects
Thank You

Questions?

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