

Better Buildings Webinar Series

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One Size Does Not Fit All: Lessons Learned from Financing Large and Small Energy Retrofits

Tuesday, January 19, 2021

3:00 – 4:00 pm EDT



Kyle Saltsman

RE Tech Advisors

Agenda

1

Topic and Speaker Introduction

2

Speaker Interviews

Phase 1 of a Project: Winning Over Stakeholders + Economics Needed to Achieve Results

Phase 2 of a Project: Structuring

Phase 3 of a Project: Installation

Phase 4 of a Project: Outcomes & Lessons Learned

3

Audience Q&A

4

Closing Remarks

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Polls 1 & 2

We want to learn more about you.

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Today's Presenters



Anastasia Beckett
Metrus Energy



Jay Merves
NYCEEC



Joe Indvik
RE Tech Advisors

Overview

- **Multiple tranche, multiple site, LED lighting and BMS project**
- **Fortune 100 customer with project partners:**
 - **Metrus (financier and asset owner),**
 - **Property management company and**
 - **Centrica (ESCO)**
- **Financed by SEaaS Structure - Sustainable Energy Services Agreement**
- **Metrus Portfolio of Projects performs at 103% of expected savings levels**

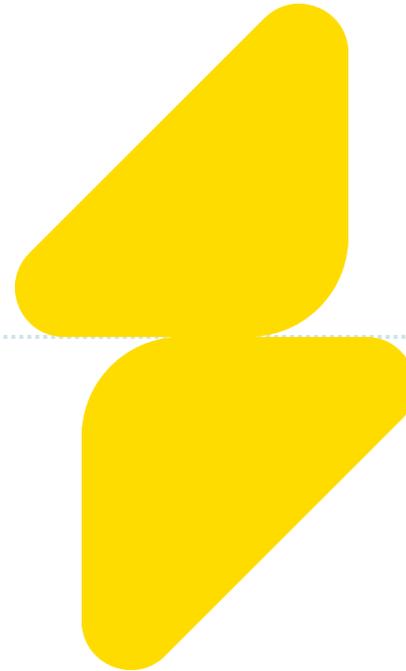


How the SESA Works



Customer

SESA



ESPC



ESCO

Metrus funds 100% of project cost, owns the equipment, and pays for maintenance and monitoring. Customer pays for measured savings and clean energy output

Metrus contracts with the ESCO (contractor) to design and construct the project as well as to provide ongoing services

Case Study

Fortune 100 Technology

56 Sites / 23 States

Project Scope

- ▀ LED lighting upgrades
- ▀ Building management systems



 Total Metrus Investment
\$74.3 million

 Annual CO₂ Savings
138,496 tons

 Total Annual Savings
\$16.9 million

 Contract Term
5 years



BETTER BUILDINGS WEBINAR

January 19, 2021

RETROFIT – MEDICAL OFFICE BUILDING

Building Characteristics

Year Built	1920
Number of Buildings	4
Building Area (Square Feet)	282,000
Property Type	Commercial
Sub-type	Office
Occupancy	Tenant
Structure	Mid-rise (5 Fl)
Fuel	Natural Gas



RETROFIT – MEDICAL OFFICE BUILDING

Project Measures

Upgrade Air Handling

Air Flow Optimization

Fan Optimization

Upgraded Chiller

Upgraded Boilers

Building Automation System

Energy Monitoring



Additional Resources

- Better Buildings Financing Navigator
 - <https://betterbuildingsolutioncenter.energy.gov/financing-navigator>

MAY
17-20
2021



Better Buildings, Better Plants

SUMMIT

A VIRTUAL LEADERSHIP SYMPOSIUM

Learn more: betterbuildingsolutioncenter.energy.gov/summit

U.S. DEPARTMENT OF
ENERGY

2020-2021 Better Buildings Webinar Series



BUILDING RESILIENT COMMUNITIES: STATE AND LOCAL PERSPECTIVES

Tue, Sep 15, 2020 | 3:00 - 4:00 PM ET

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SCALING IMPACT: MULTI-BUILDING APPROACHES TO CARBON REDUCTION

Tue, Dec 1, 2020 | 3:00 - 4:30 PM ET

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PERSPECTIVES ON RESILIENCE: INSURANCE AND CREDIT UNDERWRITING

Tue, Feb 9, 2021 | 3:00 - 4:00 PM ET

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INNOVATIVE ENERGY EFFICIENCY FINANCING IN PUBLIC HOUSING

Tue, Sep 22, 2020 | 3:00 - 4:00 PM ET

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SAVE ENERGY AND MONEY WITH THE BUILDING ENVELOPE CAMPAIGN

Tue, Dec 8, 2020 | 3:00 - 4:00 PM ET

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SMART TOOLS FOR SMART LABS

Tue, Mar 2, 2021 | 3:00 - 4:00 PM ET

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CPACE FINANCING TURNS 10: IMPACTS, CHALLENGES, AND WHAT COMES NEXT

Tue, Oct 6, 2020 | 3:00 - 4:00 PM ET

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BEYOND ENERGY SAVINGS: QUANTIFYING THE ADDITIONAL BENEFITS FROM ENERGY EFFICIENCY

Tue, Jan 12, 2021 | 11:00 AM - 12:00 PM ET

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LEVELING THE SLOPE: HELPING STATE AND LOCAL GOVERNMENTS REACH THEIR ENERGY GOALS

Tue, Mar 16, 2021 | 3:00 - 4:00 PM ET

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WASTEWATER TREATMENT 2.0: THE NEXT PHASE OF ENERGY EFFICIENCY AND RECOVERY

Tue, Oct 20, 2020 | 3:00 - 4:00 PM ET

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ONE SIZE DOES NOT FIT ALL: LESSONS LEARNED FROM FINANCING LARGE AND SMALL ENERGY RETROFITS

Tue, Jan 19, 2021 | 3:00 - 4:00 PM ET



YOU HAVE A DATA CENTER – NOW WHAT? STORIES FROM THE FIELD

Tue, Apr 6, 2021 | 3:00 - 4:00 PM ET

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PLANNING FOR RESILIENCE IN MULTIFAMILY HOUSING: A PORTFOLIO-WIDE APPROACH

Tue, Nov 17, 2020 | 3:00 - 4:15 PM ET

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RISK ASSESSMENTS: EVALUATING BUILDING SITES FOR PORTFOLIO RESILIENCE

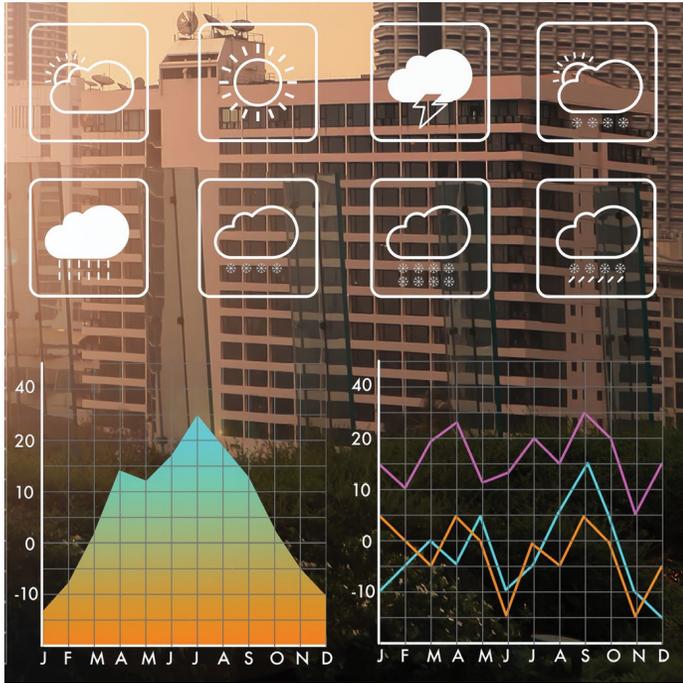
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2020-2021 Better Buildings Webinar Series



RISK ASSESSMENTS:

EVALUATING BUILDING SITES FOR PORTFOLIO RESILIENCE

Tue, Feb 2, 2021 | 3:00 - 4:00 PM ET

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Commercial real estate property owners are utilizing unique strategies to protect their assets against extreme weather events by evaluating building sites for resilience. This webinar will explore a variety of strategies to address climate-related risks and identify cost-effective strategies and improvements to protect occupants and assets from short and long-term risk.



Meet Our Better Buildings Goal Achievers



Check Out Our Workforce Development Portal

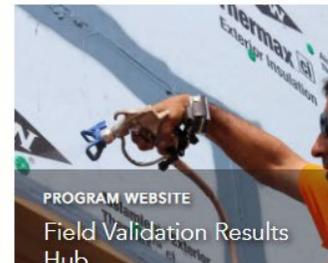
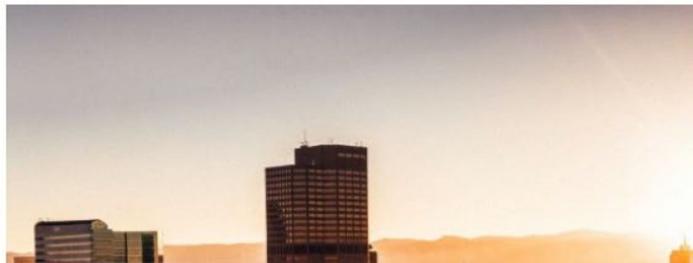


Explore The Renewable Energy Resource Hub

BETTER BUILDINGS

Better Buildings is an initiative of the U.S. Department of Energy (DOE) designed to improve the lives of the American people by driving leadership in energy innovation. Through Better Buildings, DOE partners with leaders in the public and private sectors to make the nation's homes, commercial buildings and industrial plants more energy efficient by accelerating investment and sharing of successful best practices.

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ON-DEMAND BETTER BUILDINGS WEBINARS



Through Better Buildings webinars, experts discuss a variety of topics from Air Management to Zero Energy. These webinars are helpful resources on key subject areas in energy efficiency, water efficiency, resilience, and more. Below are webinars we have held over previous years. For each webinar, you can watch the video recording and follow along with the slide deck. To sign up for an upcoming live webinar, [click here](#).

EXPLORE BY TOPIC

[Building Envelope](#) | [Communications & Engagement](#) | [Data Centers](#) | [Energy Data Management](#) | [Financing](#) | [Green Leasing](#) | [Health & Wellness](#) | [Industrial](#) | [K-12 Schools](#) | [Lighting](#) | [Multifamily](#) | [Plug & Process Loads](#) | [Refrigeration](#) | [Renewables Integration](#) | [Resilience](#) | [Smart Labs](#) | [Space Conditioning](#) | [Treasure Hunts](#) | [Waste Reduction](#) | [Water & Wastewater](#) | [Workforce Development](#) | [Working with National Labs](#) | [Zero Energy Buildings](#)

■ Indicates the session was a part of the 2020 Virtual Summit. To view a full list of the Summit Sessions, [click here](#).

BUILDING ENVELOPE

A building's envelope (walls, windows, roof, and foundation) accounts for approximately 30% of the primary energy consumed in residential and commercial buildings. Explore all previously recorded webinars on this topic by pressing MORE.



- [Unsealed: The Building Envelope Campaign](#) (2020) ■
- [Sneak Peek of the Building Envelope Campaign](#) (2020)
- [Addressing the Envelope: Recognizing Building Enclosure Improvements](#) (2020)
- [Innovative Wall Technologies for Commercial Buildings](#) (2019)
- [Energy Savings Impact of Airtightness in U.S. Commercial Buildings](#) (2019)
- [Building Envelope/Enclosure Commissioning and Retro-commissioning](#) (2017)

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<https://betterbuildingsolutioncenter.energy.gov/>



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