

LENDER CONSENT

(a SUPERIOR LIEN)

VOLUNTARY

PROPERTY TAX ASSESSMENT

"PACE"

EXPLORE DIFFERENT FINANCING OPTIONS

AMORTIZATION: COSTS SPREAD OUT

VALUE OF INVESTMENT are seen EARLY

? DIFFERENCES ?

"GREEN PREMIUM" & REALITY?

UNDERWRITERS and CUSTOMERS

MUST UNDERSTAND the VALUE

SEE: IMT. DRG

group SYNTHESIS

"READY to BUY"

PEI IS ABOUT CREATING VALUE ...

SUSTAINABILITY MAY BE a USEFUL FILTER to IDENTIFY OPPORTUNITIES

ANALYTICS/ software

BEST PRACTICES

QUALITY CONTROL

-3rd PARTY VERIFICATION

UTILITY OPTIMIZATION

DATA

Value of TRANSPARENCY

"PENT vs. PAID"

UNTIL WE CAN GET BENEFIT \$ from SUSTAINABILITY PROJECTS, WE WON'T DO THEM!

ENERGY PROJECTS...

GUILTY UNTIL PROVEN INNOCENT!

STAY FOCUSED

COMFORT

... SAFETY

... UNDERSTAND

the STAKEHOLDERS

ASSURANCE

... GETTING it a CHALLENGE!

How MIGHT WE TAKE ADVANTAGE OF THIS?