
Financial Assistance with and ESCO

Siemens Building Technologies
Woody Biomass Conference
The Wild Center
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Siemens Business Model

- Performance Contracting
 - Turnkey Operation
 - Energy Conservation
 - Energy Management System
 - Lighting
 - HVAC
 - Motors
 - Funding and Grants
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Funding and Grants

- Federal Funds including USDA, DOE, & EPA
 - NYSERDA, DEC
 - Competitive Grants
 - Prescriptive Grants
 - Smart Loan and Leasing
 - Others, (Empire Development, local IDA's)
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Performance Contracting

- Article 9 New York Energy Law
 - Project is Paid with Energy Savings
 - Capital Improvements can be Incorporated into such a Project
 - Savings are Guaranteed by ESCO
 - M&V, (Measure and Validation)
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Preliminary Investment Analysis (with financing)

- Total Project Cost
 - Annual Energy Savings
 - Payback, ROI
 - Rebates and Incentives + Tax Credits
 - Other Credits such as Carbon and Greenhouse Gas
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Net Heating value

- Propane -71,000BTU/Gal
 - Fuel Oil #2-115,000 BTU/Gal
 - Fuel Oil #6-124,000 BTU/Gal
 - Bituminous Coal 26.0 million BTU/ton
 - Oven Dried Switchgrass-14.4 million BTU/ton
 - Shelled Corn-14.0 million BTU/ton
 - Willow-14.5 million BTU/ton
 - Seasoned Hardwood-30.6 million BTY/ton
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Moving Forward

- Secure a NYSERDA TA Grant for Feasibility Study
 - Develop an RFQ or RFP to select and ESCO
 - ESCO will develop an LOI
 - ESCO will develop a Turnkey Contract
 - ESCO will Secure Funding
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Project Construction

- ESCO will help customer secure permits
 - Site Preparation
 - Equipment Procurement
 - Project Construction
 - Commissioning
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Guarantee Phase

- Service and Maintenance Program
 - Measurement and Validation
 - Secure Grant Incentives based on Contractual Milestones
 - Complete the terms of the Performance Contract
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Summary

- Identify the Project: Measures, Feasibility, Funding, and Incentives
 - Perform Engineering Study
 - Develop Contract
 - Secure Funding
 - Build Project
 - Maintain and Service Project
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