



# *Financeable Energy Projects:*

*Technical and Operational Elements*

*by*

*Blake Ratcliff*

*Energy Director, IBTS*

*July 12<sup>th</sup>, 2012*



Accelerating progress for governments and communities in the built environment.

CONFIDENTIAL



Accelerating progress for governments and communities in the built environment.

# About IBTS

- IBTS is a 501.C3 Not for Profit Company.
- IBTS sponsoring association include:
  - National Association of Counties
  - International City/County Managers Associations
  - National League of Cities
  - Council of State Governments
  - National Governors Association
- IBTS is public and market focused consulting company
- IBTS runs a national QA infrastructure
- IBTS has 30+ years of QA performance
- IBTS is active in many energy projects: DOE Weatherization, Energy Codes, Energy Training, Solar QA





# We Need a Proven Actuarially Valid Model

## **A Proven Process:**

The Solar Industry offers a proven model. The industry has flipped from largely homeowner owned to leased / “Solar as Service” services now. The banking industry is funding and growth is phenomenal (109% in 2011) because of this feature.

## **Attractive Scale and an Attractive Customer:**

Using the service model solar is now a multibillion dollar business and installed 1,855 MWs in 2011 compared to 887 in 2010.

Government building energy retrofits could offer the same scale, secure lending to proven reliable customers – local and state governments pay there bills much more reliably than the solar industries residential customers.



# What is the model?

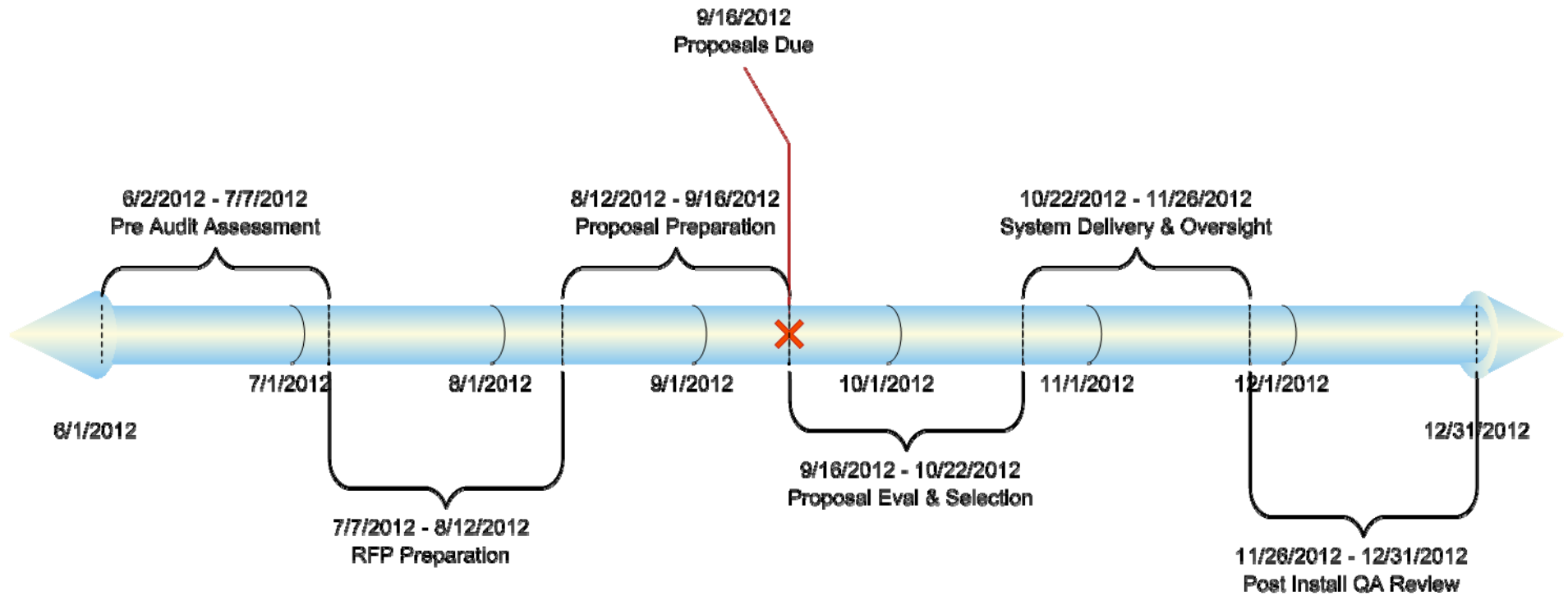
- Develop professionally engineered and scoped projects.
- Manage the bid process to assure quality, complete installation plans.
- Apply rigid Measurement and Verification. Be able to quantify what the asset is suppose to be and document delivery of the asset.
- Provide detailed automated pre and post energy performance. This is the key fact to create a financeable event and eventually actuarially significant data pool to unlock the market.





Accelerating progress for governments and communities in the built environment.

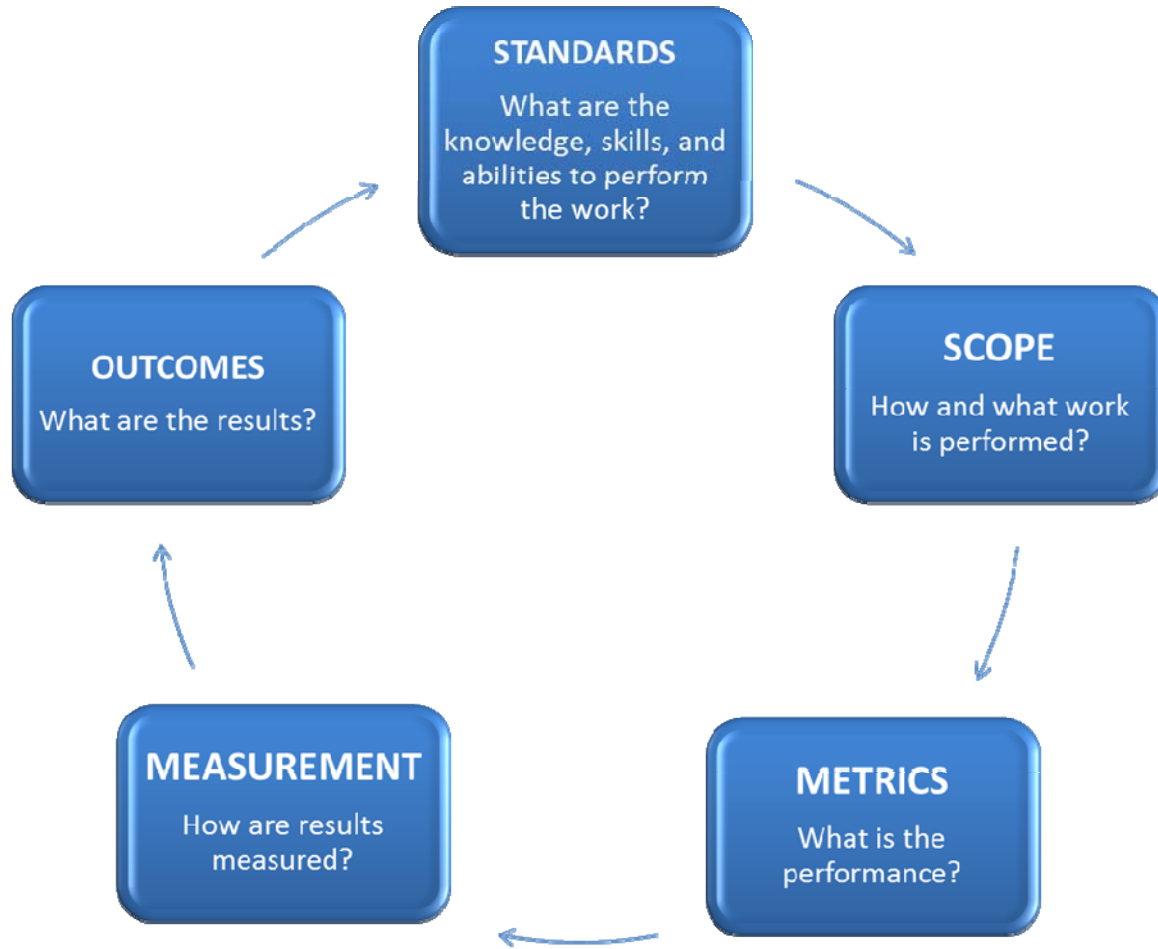
# What the model looks like



CONFIDENTIAL



# Success is built on Quality Assurance





Accelerating progress for governments and communities in the built environment.

# How Do We Get There?

- A Trusted Advisor acting to:
  - assure the needs of the financial markets are protected.
  - assure the tax payer receives the promised result and that elected officials and bureaucrats fiduciary responsibility is met.
  - Lubricating the operational process for the installing businesses or ESCOs.

CONFIDENTIAL

