

# Lean & Green Michigan™ and Property Assessed Clean Energy (PACE)

*A Financing Breakthrough –  
End Energy Waste with Positive Cash Flow*

Andrew S. Levin, JD  
[andy@levinenergypartners.com](mailto:andy@levinenergypartners.com)

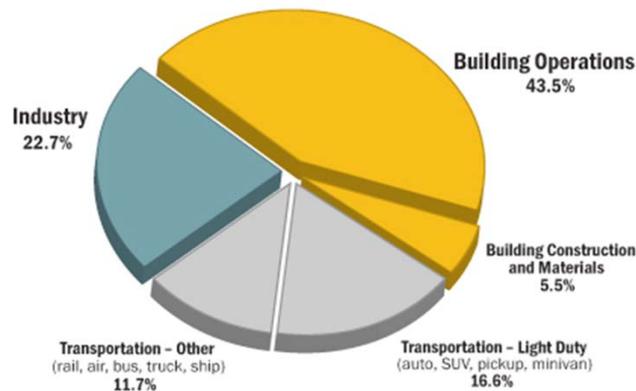
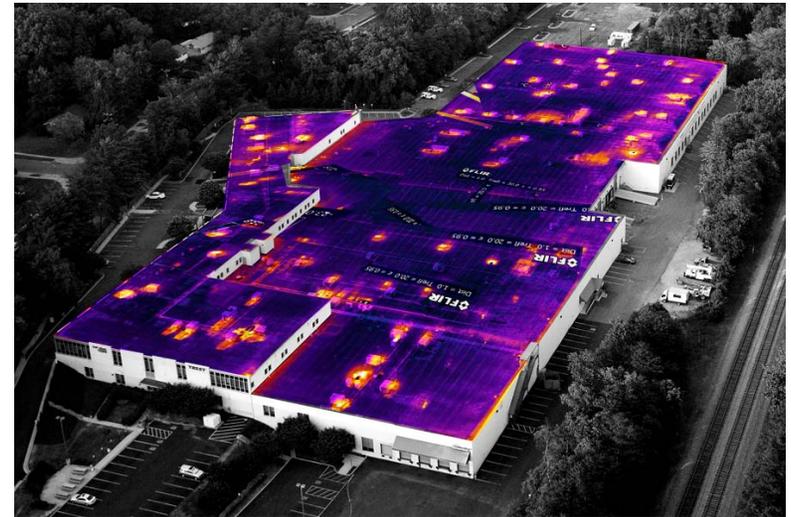


[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

Copyright © Levin Energy Partners, LLC. All rights reserved.

# The Situation

- Buildings use 40-45% of energy in the United States
- 30% of that energy (and expense) is wasted!
- Massive investment opportunity to upgrade commercial building stock



**U.S. Energy Consumption by Sector**

Source: ©2010 2030, Inc. / Architecture 2030. All Rights Reserved.  
Data Source: U.S. Energy Information Administration (2009).

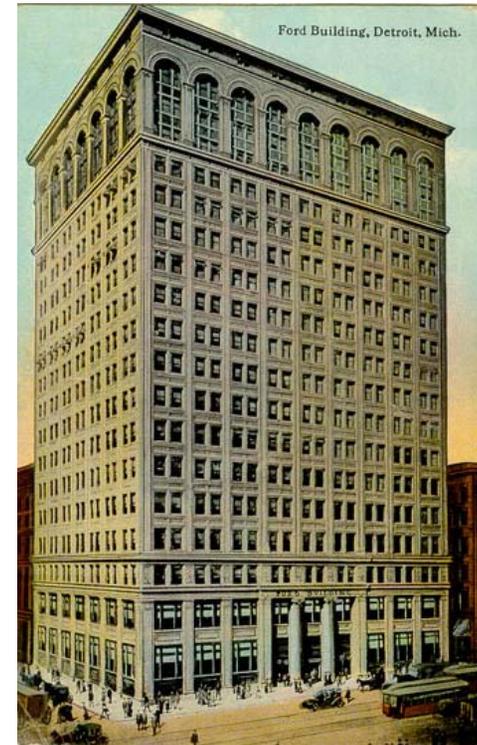
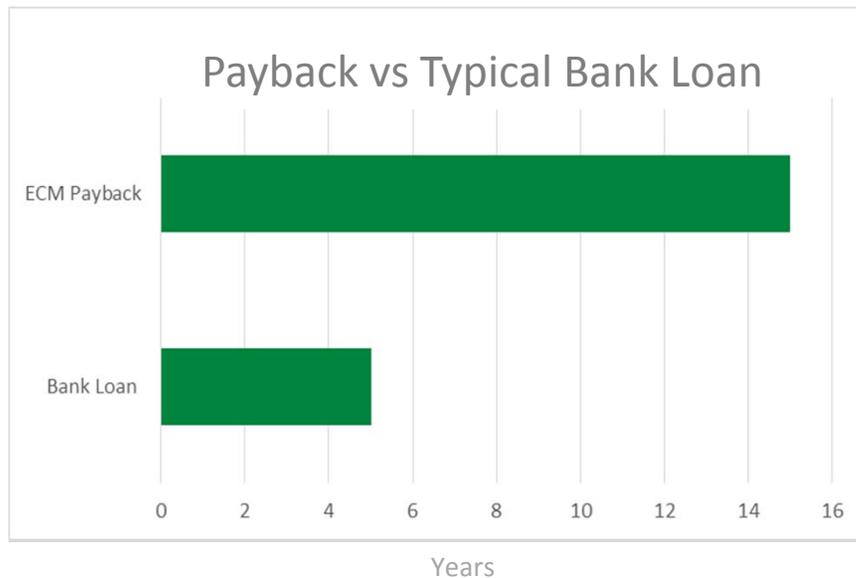


[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

Copyright © Levin Energy Partners, LLC. All rights reserved.

# The Problem

- Comprehensive energy efficiency upgrades take 5-20 years to pay back
- So businesses keep wasting energy and money!



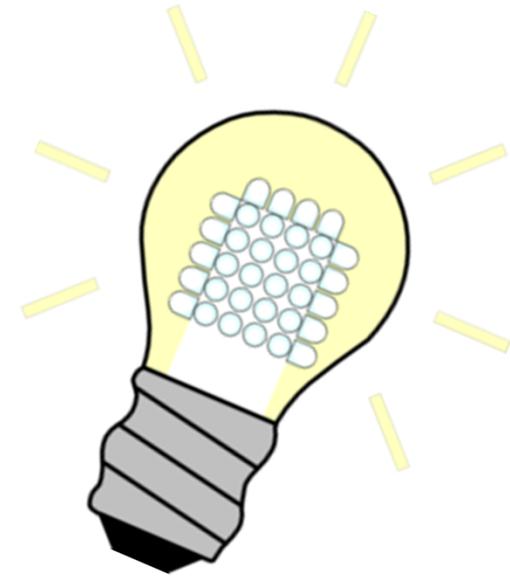
[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

Copyright © Levin Energy Partners, LLC. All rights reserved.

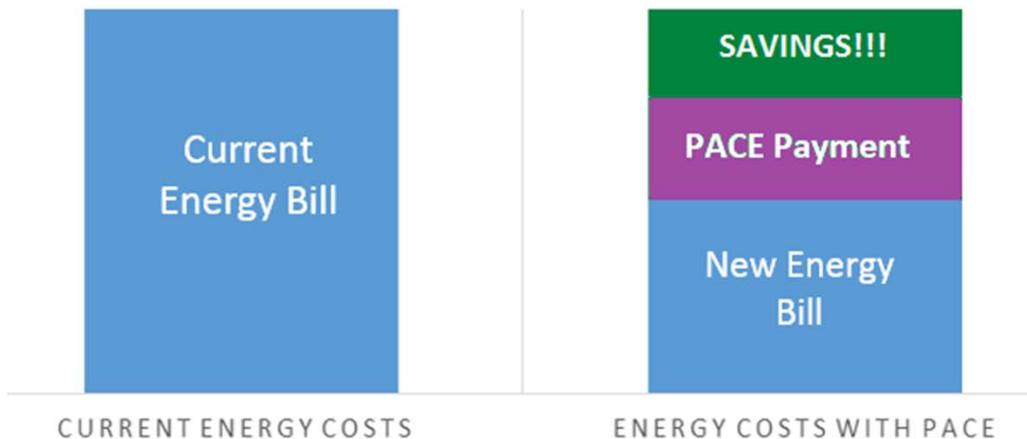
# The Solution

## Property Assessed Clean Energy (PACE)

- Financing through property tax special assessment enables:
  - 100% financing
  - 15-20 year terms
  - Positive cash flow for life of the project



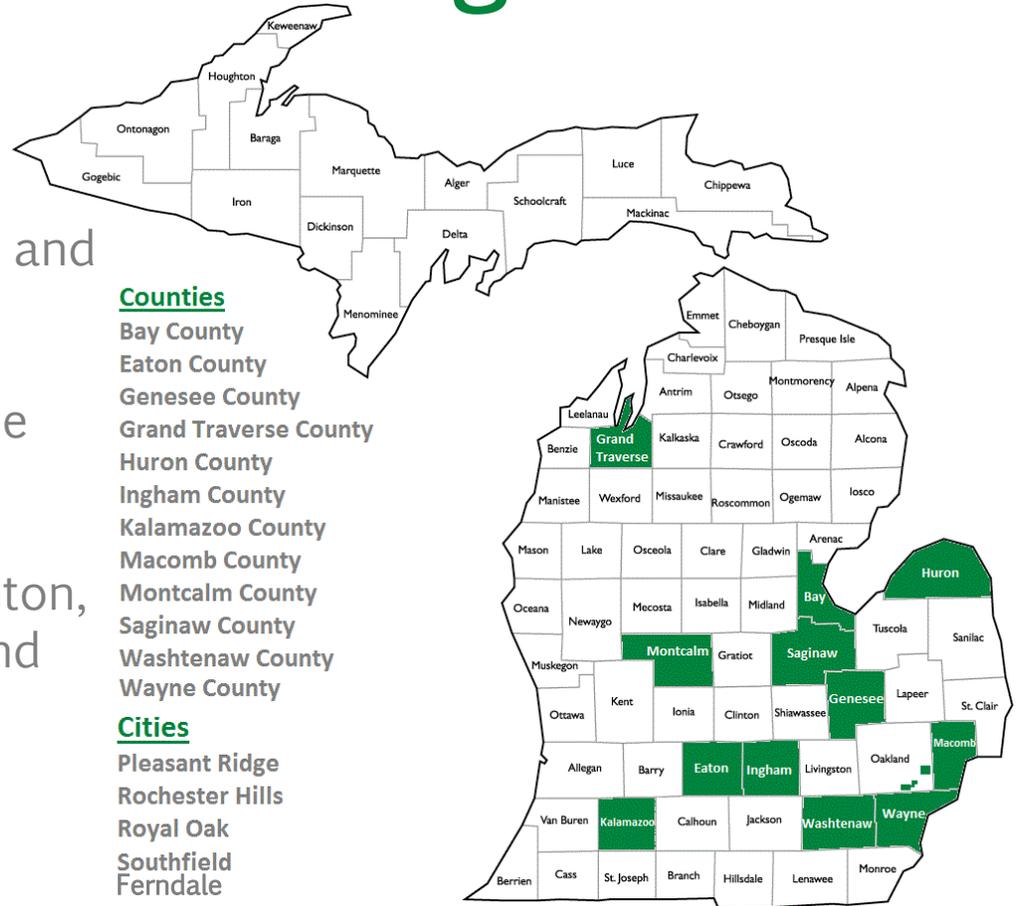
Positive Cash Flow!!



[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

# Lean & Green Michigan

- A statewide PACE marketplace
- Available to all Michigan counties and cities at *no taxpayer expense*
- Uses private capital to unleash the market
- Growing quickly – Emmett, Houghton, Jackson, Marquette, Muskegon and other counties are in process



[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

Copyright © Levin Energy Partners, LLC. All rights reserved.

## 17 Governments Have Already Joined

- 12 Counties
- 5 Cities
- That's 48% of the state's population!

# Eligibility

- Commercial, industrial, multifamily and non-profit buildings
- Not single family homes or government buildings
- Energy efficiency, water efficiency and renewable energy measures and related costs
- Examples
  - Insulation
  - Windows
  - Doors
  - Heating, cooling and A/C
  - Lighting
  - Efficient manufacturing
  - Wind
  - Solar
  - Geothermal
- No incinerators or digesters



[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

# The Outcome

Comprehensive projects that package together energy efficiency, water efficiency and renewable energy improvements to transform buildings and businesses into energy stars!

## Case Study: Michigan Public Service Commission HQ



MICHIGAN PUBLIC SERVICE COMMISSION

- LED lighting throughout 70,000 sq. ft. bldg.
- Solar panels
- Variable speed motors
- \$480,000 project financed over 20 years
- Positive cash flow from beginning to end

## Growing Project Pipeline

- Over 50 proposed projects
- Shopping malls, charter schools, resorts, apartments, office buildings, factories, ice rinks, etc.
- Over \$50,000,000



**LEVIN**  
ENERGY  
PARTNERS



lean & green  
**MICHIGAN**<sup>™</sup>

[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

# Economic Development

- Property owners
  - Save money, get green PR
- Contractors
  - Close more and bigger deals
- Local government
  - Improved business climate
  - Free economic development tool
  - Green PR
  - Rising property values/tax revenue
- Citizens
  - More jobs
  - More comfortable buildings
  - Cooler, cleaner planet
- Market opportunity
  - Commercial building owners to invest almost \$1 trillion in efficiency through 2023
  - Growing 7% per yr. on average



[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

Copyright © Levin Energy Partners, LLC. All rights reserved.

Source: Navigant Research, cited in Forbes Tech, 12/30/2014



# Levin Energy Partners: Ideal Partner for Calhoun County

- Knowledge – Harvard-trained lawyer Andy Levin is a national PACE expert who helped pass Michigan’s PACE law while heading DELEG
- Experience – 12 counties and 5 cities have already created PACE districts with Levin Energy Partners
- Cost-effectiveness – LEP helps the county implement PACE at no cost to taxpayers



[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

Copyright © Levin Energy Partners, LLC. All rights reserved.

# Next Steps

- County commission passes resolution of intent - *already completed*
- Commission holds public hearing
- Commission passes resolution of adoption
- Start working with Calhoun County businesses to develop and finance clean energy projects!



[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

# Lean & Green Michigan™ and Property Assessed Clean Energy (PACE)

*A Financing Breakthrough  
End Energy Waste with Positive Cash Flow*

Andrew S. Levin, JD  
[andy@levinenergypartners.com](mailto:andy@levinenergypartners.com)



[www.leanandgreenmi.com](http://www.leanandgreenmi.com)

Copyright © Levin Energy Partners, LLC. All rights reserved.