

WinnGreen



WinnGreen: Energy and Sustainability

WinnCompanies embraces environmentally responsible decisions and is proud to be a leader in green development and the utilization of renewable energy.



Green Initiatives:

Green Building Certification.

Deep Energy Retrofits.

Solar Power.

Energy Efficiency.

Green Financing.

Operations and Maintenance.

2008: WinnCompanies successfully developed one megawatt of solar PV for affordable housing, becoming the leader for solar PV in the New England area.

2011: WinnDevelopment embarks on the nation's largest deep energy retrofit at Castle Square Apartments in Boston.

2012: Oliver Lofts and Castle Square awarded LEED Platinum Certification from the USGBC.

Castle Square

Largest “Deep
Energy Retrofit” in
the United States



192 units and over 50%
energy savings

HIGHLIGHT: Alternative Energy

Since 2008, Winn has installed over 1 Megawatt of solar photovoltaic capacity, and multiple cogeneration units.

Power Purchase Agreements: No upfront investment and a reduced electricity rate.



Weatherization

Through ARRA, WAP funding increased from \$350 million to \$5 billion. Current funding is much less. Challenge is to finance weatherization activities from future savings.





OpenMarket ESCO

Energy Innovation

HUD Energy Innovation Program





Challenges to Energy Financing

- Complex technical and financial hurdles
- Credit risks of borrower
- Repayment risks if savings don't materialize
- Existing financing structures are too rigid for most solutions
- Solutions require both financing and energy expertise



What is the HUD Energy Innovation Program?

- \$25M competitive grants for multifamily programs (research and financing)
- Develop new models for efficiency financing that are scalable
- Innovation!



Supporters and Partners

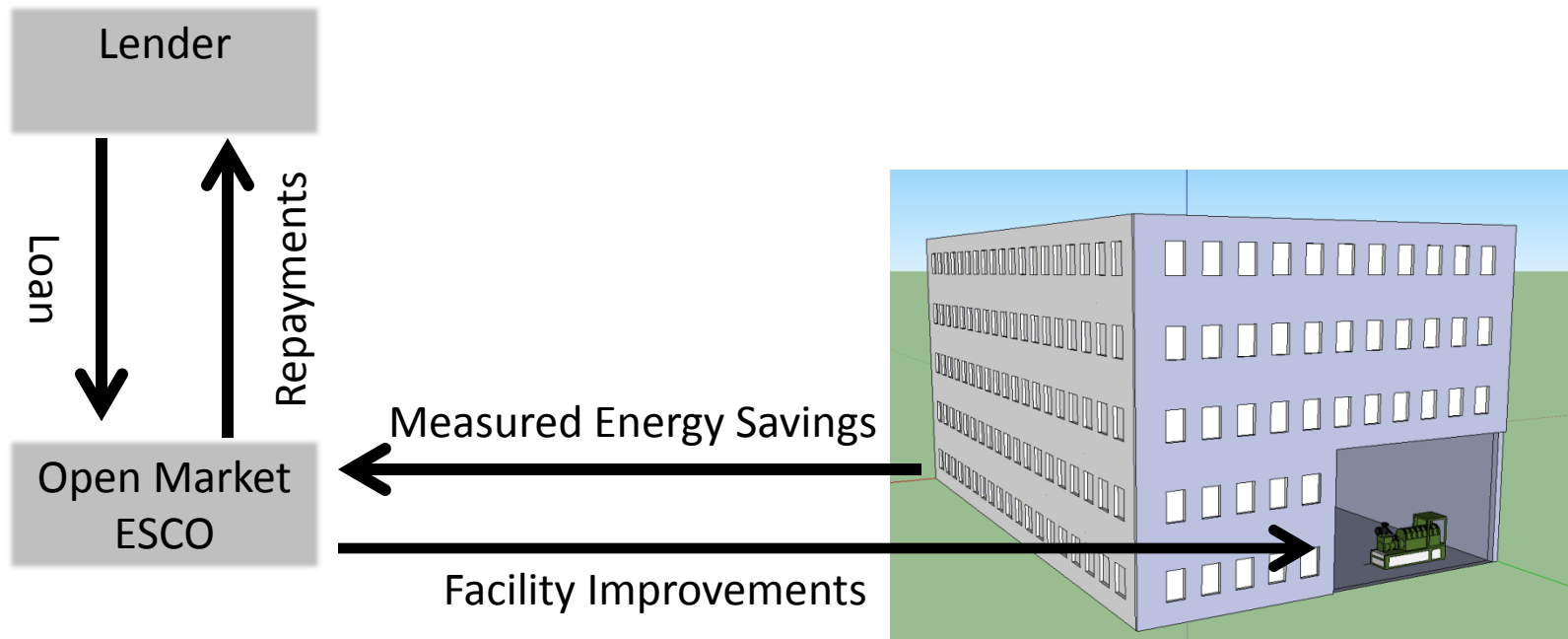




How do we solve this puzzle?

- Off balance sheet lending
 - No lien on property
 - No risk to property: only obligation to pay is if energy savings are realized
- Turnkey project management
 - Transparent process
 - Open communication
 - Qualified vendors

Off-balance-sheet financing





Turnkey Project Management







- Identify potential energy projects
- Perform audit / analysis / underwriting
- Obtain approvals and consents
- Finalize agreements
- Execute Project
- Measure, Verify, Report



Measuring Performance

- Building owner only pays out of savings
- IPMVP: Investment-Grade M&V Standard
 - International Performance Measurement and Verification Protocol
 - Creates historic energy baseline and adjusts for variables (weather, changes to building usage, etc.)
 - Whole building metering, individual sub-metering, or stipulated savings options

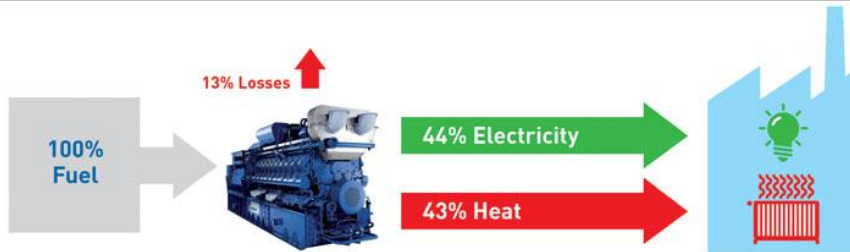
Example Opportunities

Indices			\$ / yr	Energy	\$ / Unit	\$ / SqFt	Carbon
	Owner Energy Index ?	D *	117	kBTU/ ft ² /yr			
	Cooling Index	C *	2.7	BTU/ ft ² /CDD			
	Heating Index	D *	13.8	BTU/ ft ² /HDD			
	Non-Seasonal Electric Index	D *	5,122	kWh/unit/yr			
	Non-Seasonal Fossil Fuel Index ?	B *	15.2	mmBTU/bdrm/yr			
	Water Index	n/a *	N/A	gal/bdrm/day			

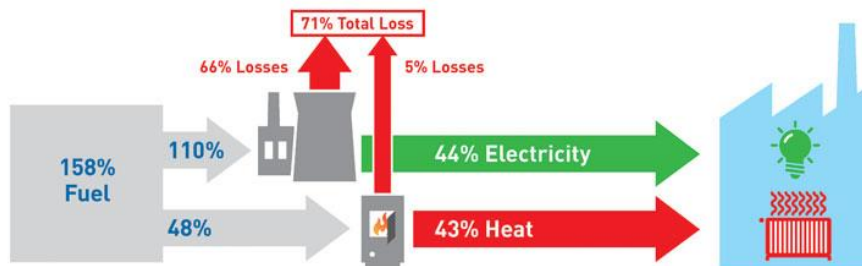
Example Opportunities

- Combined Heat and Power / Cogeneration

Cogeneration (Combined heat and power plant)



Seperate power production (Electricity in conventional powerplant, Heat in a boiler)



Example Opportunities

- Steam distribution controls



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Example Opportunities

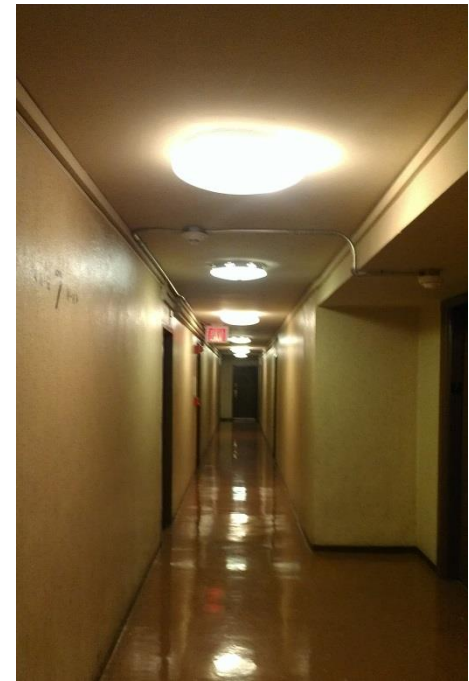
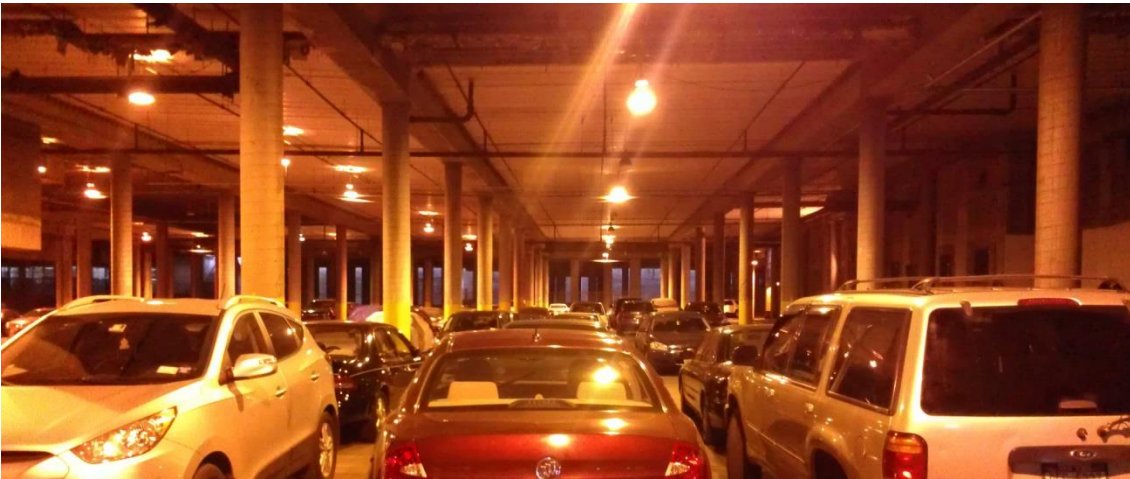
- Hot water storage and controls





Example Opportunities

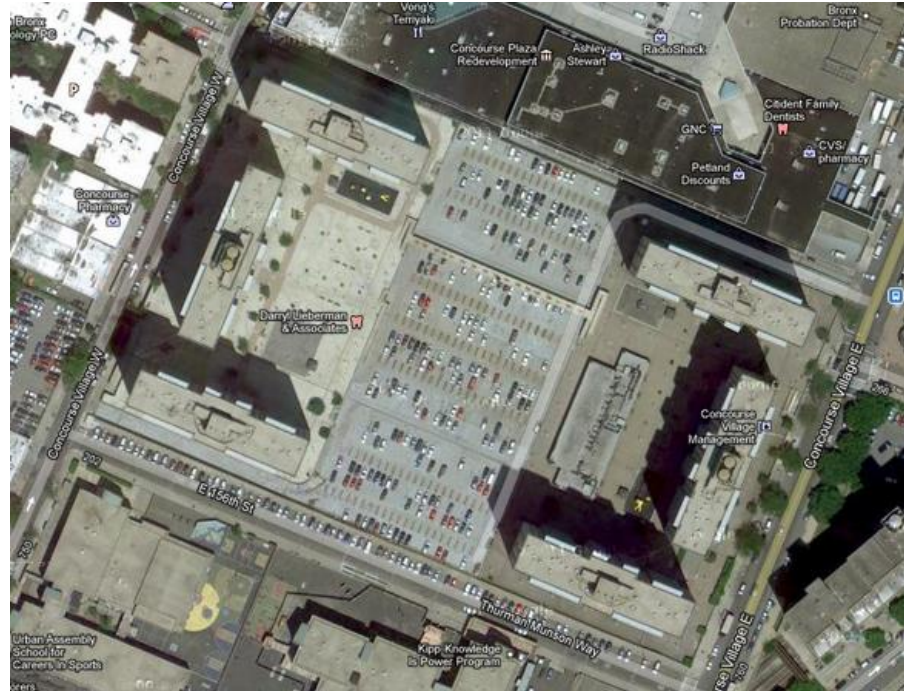
- Lighting



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Example Opportunities

- Solar PV
- Net Metered
Solar options





Program Benefits

- Low-risk model for owners
- Upfront costs are 100% covered
- Immediate positive cash flow (where possible)
- Preserves replacement reserves



Program Benefits (continued)

- Qualified Vendor Network supports all projects to ensure work quality
- Public private partnership to pilot new solutions for underserved markets
- Maintenance benefits



Thank You

Please email dcrimmin@wincco.com for more info.

Website coming soon:
www.openmarketesco.com