

May 13, 2025

Small Business Energy Advantage Program

Colleen Morrison
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AVANGRID

EVERSOURCE



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Introductions

Presenter

Colleen Morrison, Programs and Products Manager,
Small Business Energy Advantage



Empowering Connecticut to Make Smart Energy Choices

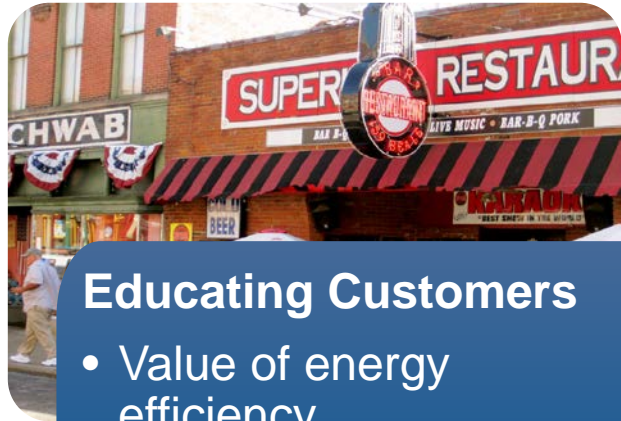


Eversource, CNG, SCG and UI, the Energy Efficiency Board, Connecticut Green Bank, and the State have united on a shared mission - to provide Connecticut residents and businesses the resources they need to **save money and use clean energy**.

The Energize Connecticut initiative empowers our communities to make smart energy choices, now and in the future.



Energy Efficiency Program Strategies



Educating Customers

- Value of energy efficiency
- Benefits of replacing equipment and reduced maintenance costs
- Contributing to sustainable future
- Improved built environment for their employees and their customers



Provide High Quality Service and Installation

- Comprehensive review of all opportunities on site
- Accurate and complete assessments
- Frequent communication on project
- Keeping tracking systems up to date
- Warranted workmanship



Support Incentives and Financing

- Provide cost effective pricing for custom measures
- Leverage comprehensive incentives wherever possible
- Utilize on bill financing to support customer cash flow objectives



SBEA Projects Completed 2024-2025

29 Installed Projects

\$718k in Project Cost

\$343k in Electric and Gas Incentives

\$239k In 0% on Bill Financing

SBEA Benefits for CT Customers

- Customers receive a no-cost proposal
- Services provided by a qualified contractor
- Generous incentives for energy saving measures such as lighting, refrigeration, controls and weatherization
- Support to solicit bids on custom measures such as electric heat pumps, insulation, etc.
- Zero (0%) financing with on-bill repayment
- Support non-English speakers
- Reduced operating costs and environmental footprint





Microbusiness Program

- Incentives up to 80% of the project cost
- Pre-approved financing up to \$4,000 with a term payback of up to 60 months.
- Marketing materials will be offered in multiple languages
- Weatherization options including wall, ceiling and attic insulation and duct sealing.

Goodwill – Fairfield, CT

- Goodwill in Fairfield did a smaller comprehensive project with both gas and electric cost savings measures at their location with an United Illuminating authorized contractor.

The project included:

- Adding speed controls and demand control ventilation to the rooftop HVAC units.

Total Cost	\$11,677.65
SBEA Program Electric Incentive	\$3,800.48
Gas Incentive	\$3,789.52
Monthly Loan Payment	\$116.79 /35 Months
Annual Dollar Savings (After Loan is Paid Off)	\$1,683.45

Andros Diner – Fairfield, CT

- This was a comprehensive project with both gas and electric cost savings measures at their location with an United Illuminating authorized contractor.

The Project included:

- Fuel Optimization upgrades with HVAC replacements and electric heat pumps, controls to the commercial kitchen equipment and demand control ventilation.
- Improved lighting quality by upgrading to LED in many locations in the building with occupancy controls was done in a previous phase.

Total Cost	\$110,896.46
SBEA Program Electric Incentive & Fuel Optimization Incentive	\$60,012.84
Gas Incentive	\$11,620.28
Monthly Loan Payment	\$584.28/60 Months
Annual Dollar Savings (After Loan is Paid Off)	\$12,105.16

Financing Options

- **SBEA:** \$500 to \$100,000 (0%) Max 60 Months on-bill re-payment option
- **SBEA with Heat Pump:** \$500 to \$100,000 (0%) Max 7 years on-bill re-payment option when installing an electric heat pump.
- More than 100K is available off bill if approved for a blended rate through the National Energy Improvement Foundation.



Financing EV Charging for Small Business

- On bill financing for qualifying EV Charging with SBEA projects available in 2025
- Projects must include qualifying SBEA measures to consider financing EV chargers
- EV rebate incentives will flow through our Electric Vehicle Program but financing through us directly on your electric bill.



How to Participate

Send an email to **SB@uinet.com** and we will connect you with an SBEA Contractor to do a free audit



The Small Business Project Cycle

Develop

1. Let us know you are interested, and we will check your usage history
2. The electric utility will connect you to a qualified Contractor who will schedule on-site audit at your convenience
3. The Contractor submits the audit report to the electric utility
4. The utility conducts a pre-inspection and engineering review if needed
5. The utility drafts the Proposal Agreements and Loan Documents for the project and sends them to the Contractor directly
6. The Contractor will meet with you to review the proposal and documents.
7. Once the paperwork is signed your project will start within 30 days.

Install

8. Following approval, You will work with the Contractor to develop a construction plan and implement the installation of measures

Finish

9. The contractor will notify the utility when complete
10. The utility will conduct a post-inspection and final review
11. The utility pays the Contractor and applies the loan directly to your electric bill



Questions

May 13, 2025

Thank you

Colleen Morrison

Programs and Products Manager
Small Business Energy Advantage

EVERSOURCE

 CNG · SCG · UI
Part of the Avangrid family

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energize 
CONNECTICUT

Building Solutions for Commercial Property Owners

Fairfield, May 13, 2025



Welcome & Agenda

- **Welcome**
- **Connecticut Green Bank Overview**
- **C-PACE Financing**
- **Solar PPA**
- **Solar Roof Lease**
- **Energy Storage Solutions**
- **Discussion**



Mission & Vision



Connecticut Green Bank is the nation's first state level green bank. Established in 2011 as a quasi-public agency, the Green Bank uses limited public dollars to attract private capital investment and offers green solutions that help people, businesses and all of Connecticut thrive.

Our mission is to confront climate change by increasing and accelerating investment into Connecticut's green economy to create more resilient, healthier, and equitable communities.



Our vision



Our Goals



Leverage limited public resources to scale-up and mobilize private capital investment in the green economy of Connecticut.

Pursue investment strategies that advance market transformation in green investing while supporting the organization's financial sustainability goals.

Strengthen Connecticut's communities, especially vulnerable communities, by making the benefits of the green economy inclusive and accessible to all individuals, families, and businesses.



Our Solutions

The Green Bank is helping Connecticut flourish by offering green solutions for homes and buildings, and by creating innovative ways to invest in the green economy.



CONNECTICUT
GREEN BANK
HOME SOLUTIONS





CONNECTICUT
GREEN BANK
BUILDING SOLUTIONS





CONNECTICUT
GREEN BANK
INVESTMENT SOLUTIONS





CONNECTICUT
GREEN BANK
COMMUNITY SOLUTIONS





CONNECTICUT
GREEN BANK
CONTRACTOR SOLUTIONS





energy storage
SOLUTIONS

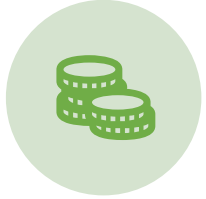


green solutions for **buildings**





Why are we here?



Take control of energy costs



Increase net operating income



Improve building comfort and value



Reduce Environmental Impact



Modernize outdated building systems



Address climate resilience and adaptation

What is C-PACE?

Financing
available to
commercial
properties for
GREEN
solutions

Low-cost,
long-term
funding (up
to 25 years)

Owner repays
over time
through a
senior
assessment
placed on the
property

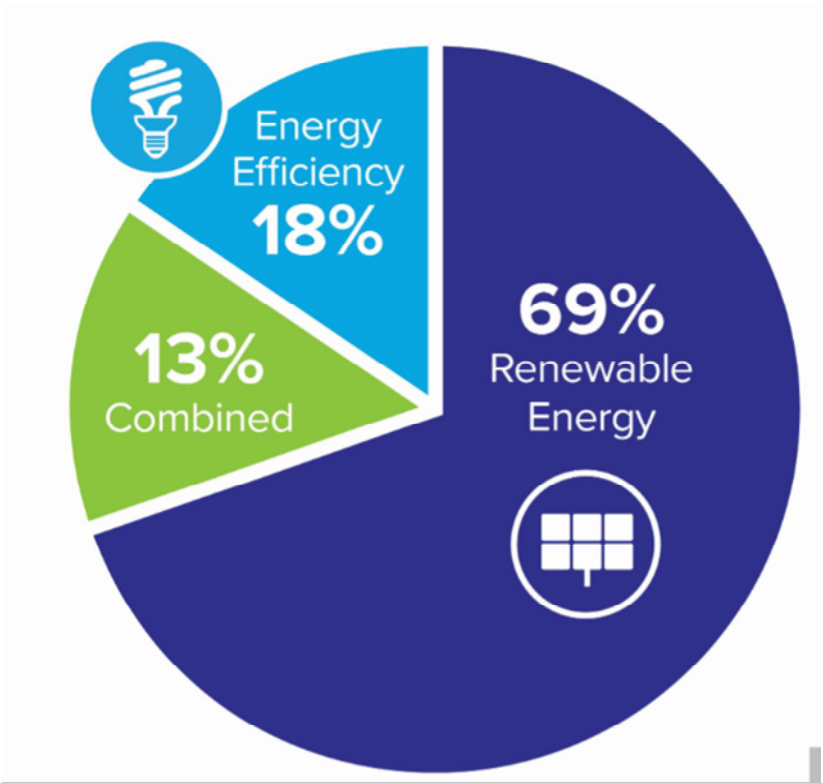
Assessment
stays with the
property
regardless of
ownership

+ EV Charging
Infrastructure
& Resilience

C-PACE Property Types

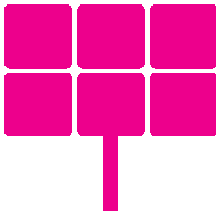


C-PACE Project Sizes and Types



C-PACE Eligible Measures

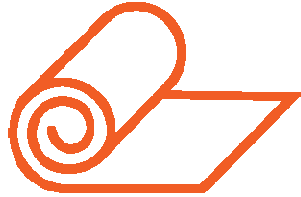
1. Renewable Energy



Examples:

- Solar
- Batteries
- Geothermal, and more

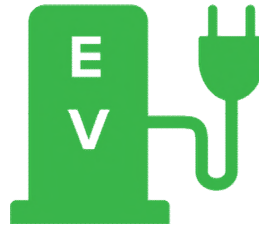
2. Energy Efficiency



Examples:

- Insulation
- Air Sealing
- Lighting
- HVAC and more

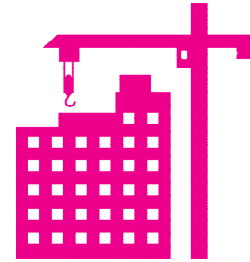
3. EV Charging Infrastructure



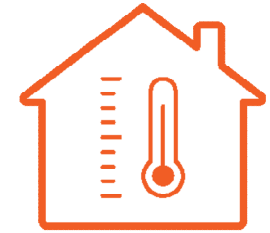
Examples:

- Roof with solar
- Audit,
- engineering costs

4. Related costs:



5. Resilience



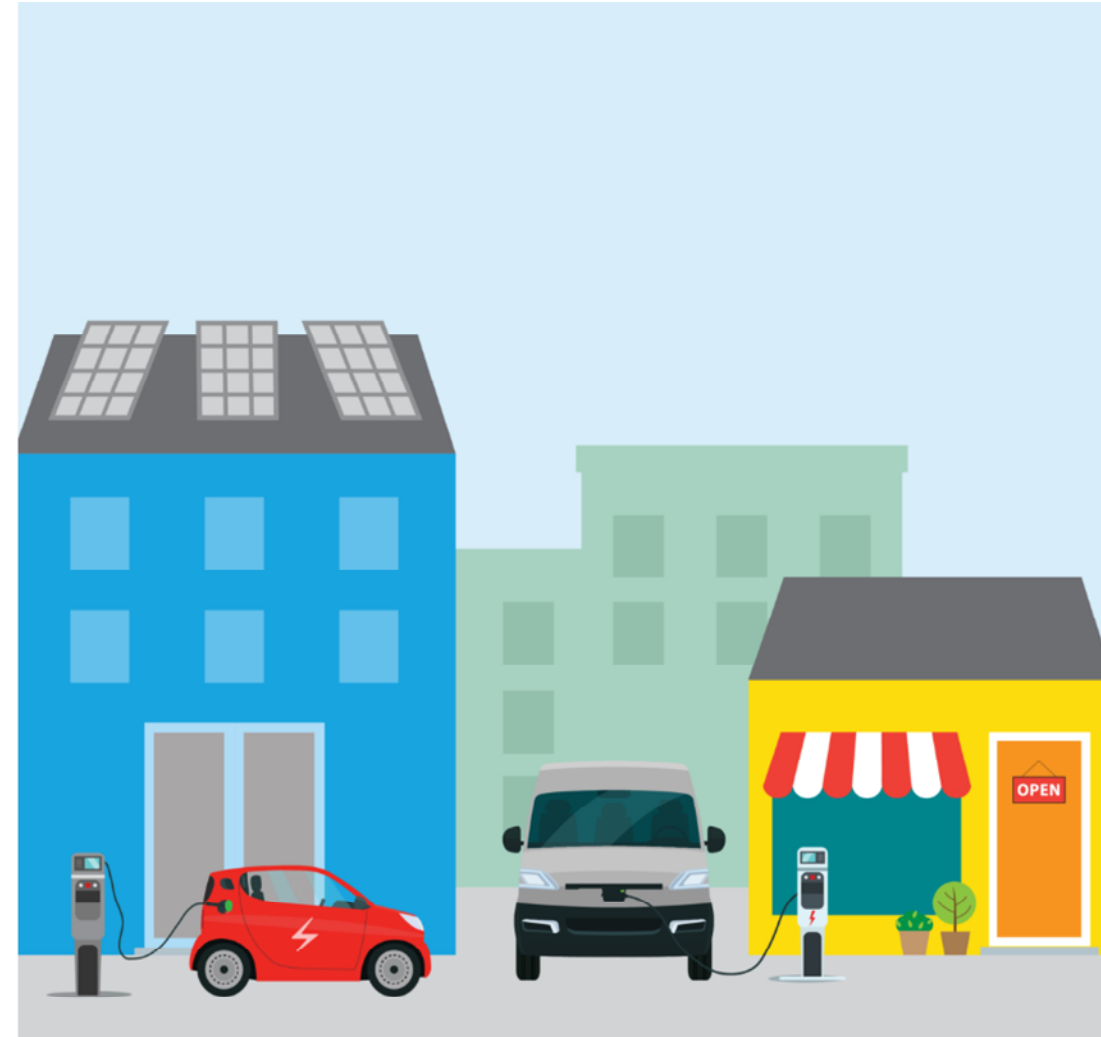
Examples:

- Climate adaptation (e.g. flooding, wind, fire)
- Nature-based solutions (e.g. pervious surfaces)
- FORTIFIED Designation

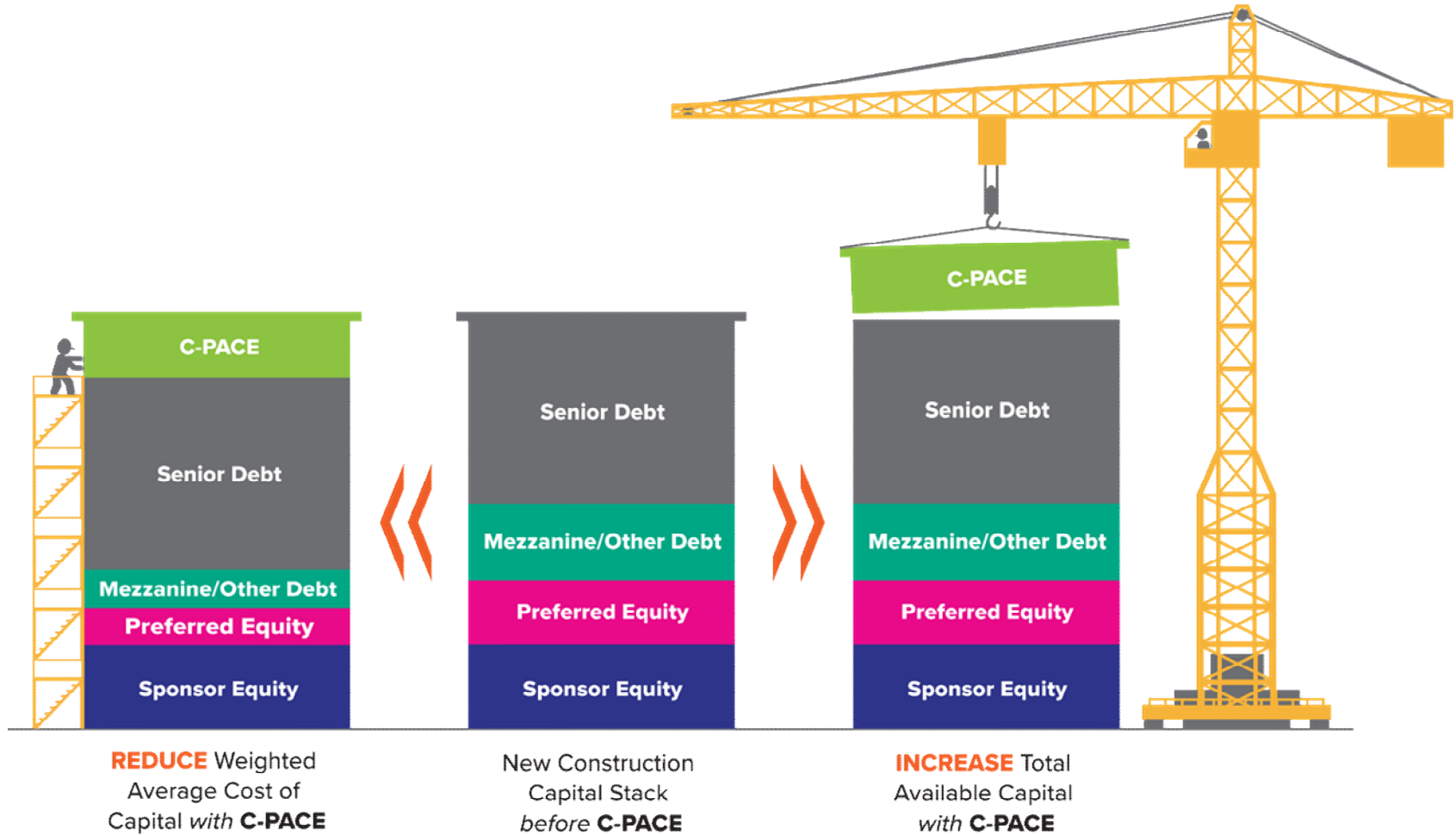


c-pace for ev charging infrastructure

- Exempt from savings-to-investment ratio (SIR)
- **5-10 term @4.5-4.75% (for projects under \$1M)**
- Can be bundled with other eligible measures and energy improvements
- Still requires an Energy Audit



C-PACE For New Construction



Customer Story: DiMare Pastry

45-year-old, three-generation family business uses solar to address rising energy costs for years to come

Location

Stamford, CT

Energy Upgrade

75.8 kW roof mounted solar photovoltaic system

C-PACE Financing*

\$246,000 over 20 years

Projected Energy Savings

More than \$20,000 a year



"We are always so busy and focused on serving our customers. We don't have time to think about rising energy costs. Going green with our new solar system takes some of the pressure off our business by giving us lower energy costs. We're proud to be doing the right thing for the environment too. We want to keep baking, delighting our customers and continuing on as a long-standing partner with the towns we serve" *Maria DiMare*

Customer Story: Mystic Aquarium



"These projects created around \$1 million in savings, which is very important for our bottom line. But what we are most proud of is the impact to the environment."

- Koray Gurz, CFO of Mystic Aquarium

Location

Mystic, CT

Energy Upgrade

272 kW roof mounted solar photovoltaic system, HVAC upgrades, lighting, and energy-monitoring equipment

Projected Energy Savings

More than \$1 million over the life of the upgrades



Customer Story: Enko Chemical

Location, Mystic CT

Energy Upgrade: New and/or Retrofit Lighting and Lighting, Occupancy Controls, High Efficiency LED Grow Lights, High Efficiency Chillers, HVAC Controls, Variable Frequency Drives -

C-PACE Financing*

\$3,381,375 over 15 years

Projected Energy Savings

Nearly \$8,000,000 over 15 years

"We are pleased with the package that the Connecticut Green Bank has helped us to implement. Clean, efficient energy is critical to healthy, sustainable communities. Enko is passionate about being part of the change."

Jacqueline Heard Ph.D., MBA
Enko's Co-founder and CEO



More ways to go solar

solar ppa



- Go solar with no-upfront installation costs
- Solar offsets electricity usage on site – reduces energy demand
- Pay for the energy that the system produces from the Connecticut Green Bank at a rate lower than your current utility rate
- Green Bank manages the operations & maintenance of the system over the term of the power-purchase agreement

solar roof lease



- Go solar with no-upfront installation costs
- Solar does not offset electricity usage on site – all solar energy is sold to the utility
- Receive a fixed annual payment from the Connecticut Green Bank over the term of the lease agreement
- Green Bank manages the operations & maintenance of the system over the term of the lease agreement

Eligible Solar Roof Lease & PPA Customers

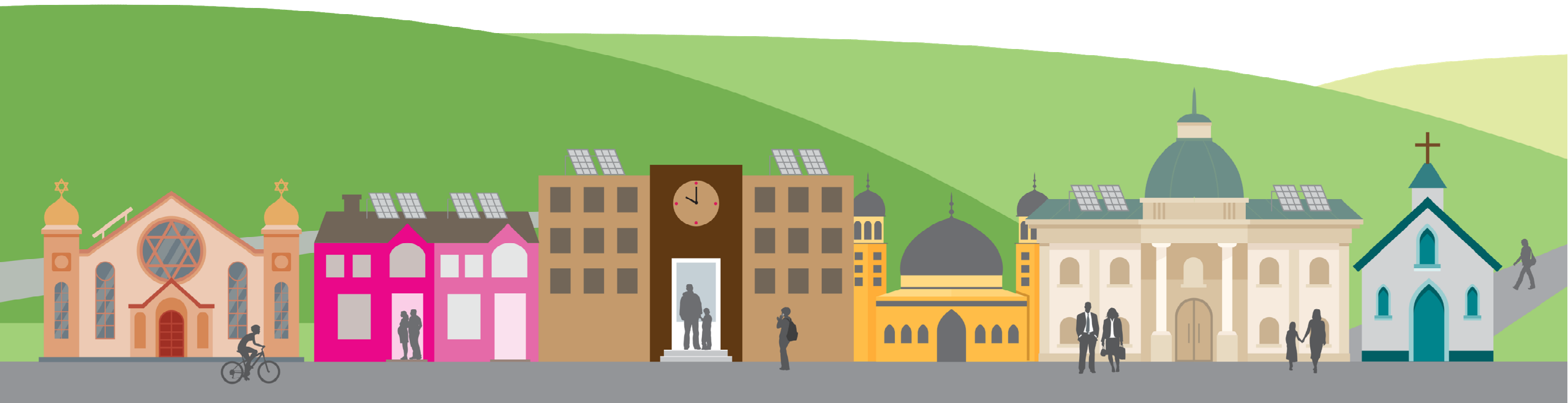
Commercial &
Industrial

Non-profits
including houses
of worship

Multifamily
properties

Municipalities,
Board of
Education

solar ppa



How Does a PPA Work?



Contract between Seller (generates electricity) and Buyer (purchases electricity)

Green Bank (or financing partner) is Seller: Oversees development, construction, & asset management

Customer is Buyer: Purchases electricity from solar installed on property

What are the Benefits of a PPA?

No upfront costs

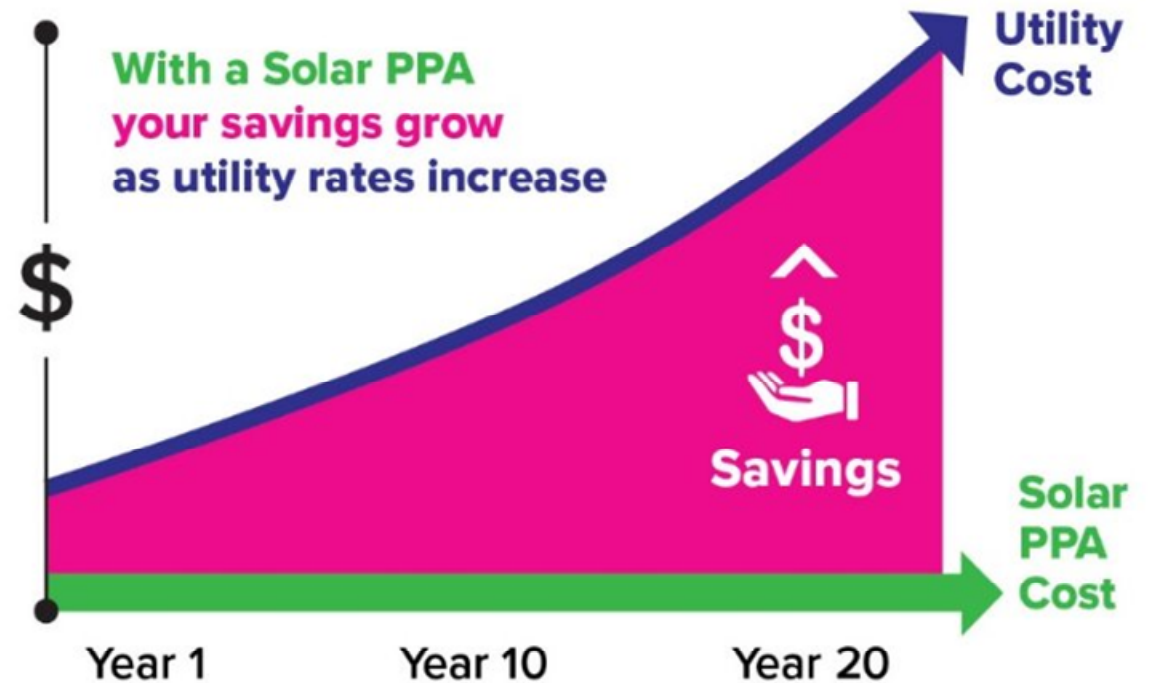
Lock in low electricity rate

Positive cash flow

No operations & maintenance costs

Preserve capital & credit lines

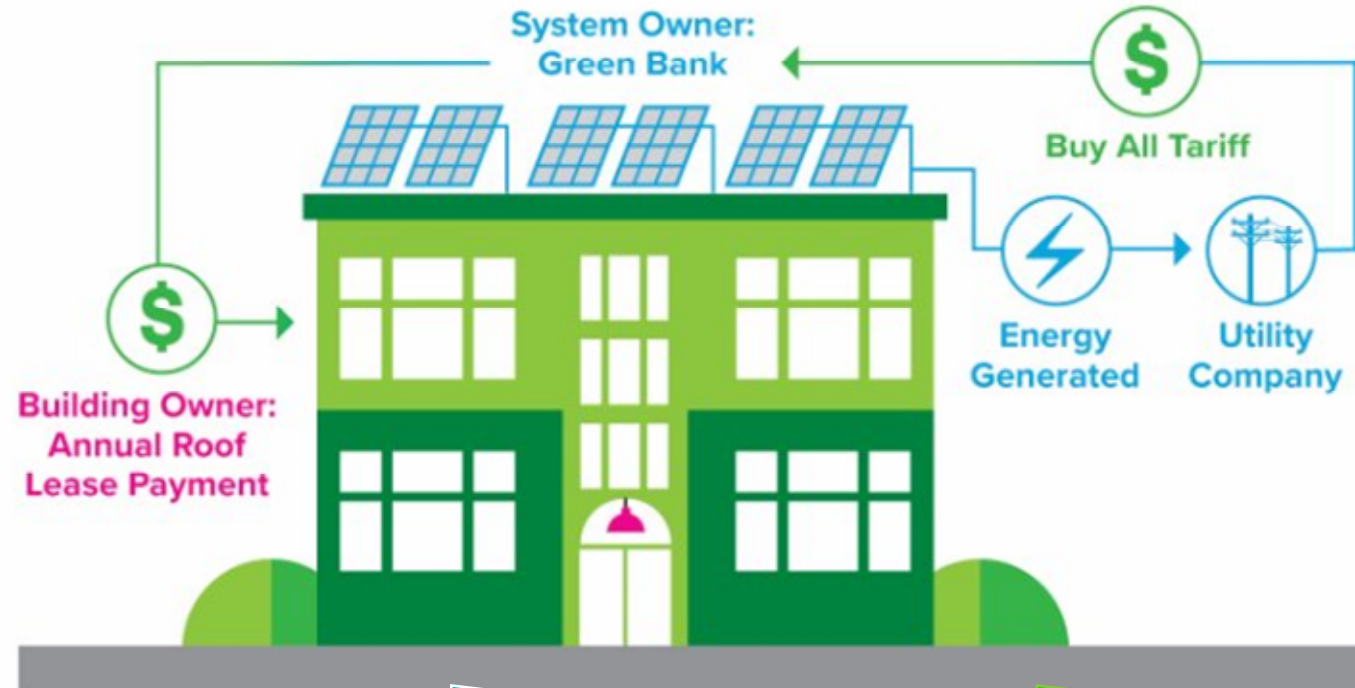
Managed by a third-party solar system owner



solar roof lease



How Does a Solar Roof Lease Work?



Roof Lease between Green Bank and Property owner

Green Bank (or financing partner) owns the solar:
Oversees development, construction, & asset management

Utility (under tariff):
Purchases electricity from solar installed on property.
Green Bank makes lease payment to Property owner

What are the Benefits of a Roof Lease?

**No upfront
costs**

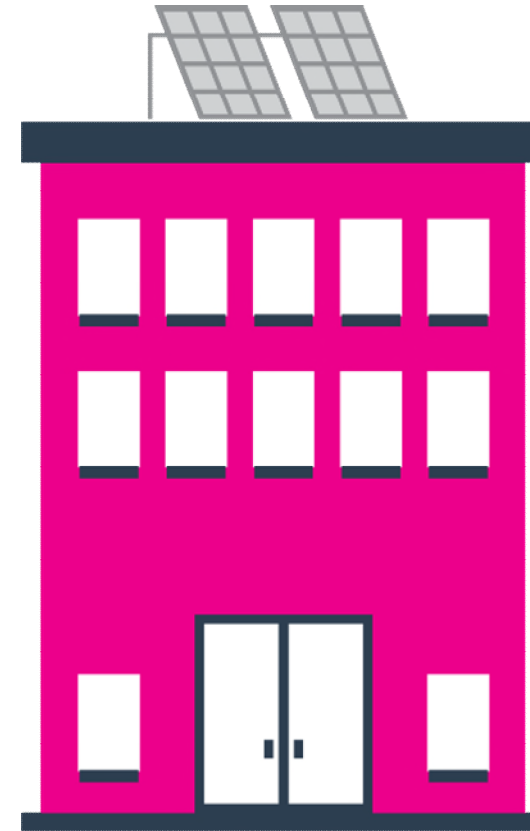
**Secure passive
income stream**

**Positive cash
flow**

**No operations
& maintenance
costs**

**Preserve
capital & credit
lines**

**Managed by a
third-party
solar system
owner**



Energy Storage Solutions



Energy Storage for Buildings

- Save money on demand charges – smooth out your power consumption
- Backup power when you need it
- upfront and performance incentives to reduce the cost of installing battery storage systems
- You can use C-PACE to finance battery systems



Image: Getty Images

Getting started

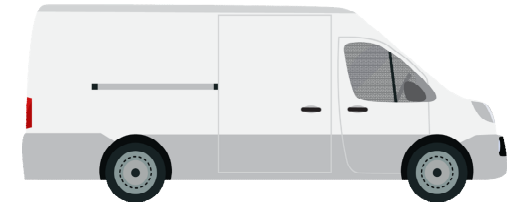
Reach out to us



Get an energy assessment



Find a contractor



Stay in touch



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