



**verde**  
SOLUTIONS

**A NATIONAL FULL- SERVICE ENERGY CONSULTANCY**

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# Why Verde Solutions?



Verde Solutions is a turn-key, full-service energy consulting firm. We work with all entities from municipalities, large industrial and commercial companies to small businesses across the country.

## Key Differentiators:

- Only Energy Service Company “ESCO” in Midwest with advanced cogeneration technology with highest sophistication of technology in solar.
- Our Average payback period for our clients is 3 versus 15 year payback period with our competitors.
- A++ Rating
- #289; Fast Growing Companies in 2017
- Completed over 800 projects, with another 300 pending completion.
- Delivered integrated energy supply, and efficiency solutions to commercial and municipal clients, including Fortune 500 companies, hospitals, schools and non profits.



# National Full Service Energy Consulting Firm



Verde Solutions is a full-service, energy efficiency consulting firm. We work with all entities ranging from large industrial and commercial companies to small businesses and municipalities across the country.

## Our Approach

- ✓ Develop a full understanding of client's energy needs and assess current infrastructure
- ✓ Research, design and engineer a customized set of solutions for each client's needs
- ✓ Implementation with optimal technological, operational and financial arrangements

## Our Solution

- Utility Bill Auditing
- Procurement Solutions
- Design & Engineering
- Technology Selection
- Financing
- Installation
- Project Management
- Project Marketing
- Rebate Administration

# Finance Options

## Energy Efficiency Projects



### Lease/Loans

- Balance sheet financing
- Typically structured as an 'Equipment Finance Agreement'
- Shorter terms (usually 3-5 years)
- Doesn't require additional collateral
- Low interest rates
- Flexible payment options

### Verde Solutions™ Subscription

- Off-balance sheet financing
- All maintenance of equipment covered by Verde
- No money upfront
- Flexible end-of-term options

### On-Bill Financing

- Off-balance sheet financing
- Additional per kWh fee added to utility bills
- No money upfront
- Once repayment is complete, fee drops off bill and equipment is owned by company

## Why Finance?

Upfront costs are a major barrier to getting energy projects done. Many organizations don't have the capital available to pay for the equipment, installation, and servicing of energy efficiency and generation upgrades. Even those with cash may prefer to spend it on their core operations rather than on improvement related projects. That's where financing comes in.

## Verde Solutions helps clients by providing:

- Accurate Savings estimates using independent, standards-based energy verification equipment
- Financial baselines and forecasts to support savings projections
- 3rd party financing option to create available funds specific to client's needs; often net zero or cash positive immediately

## Energy Generation Projects



### Lease/Loans

- Balance sheet financing
- Typically structured as an 'Equipment Finance Agreement'
- Shorter terms (usually 3-5 years)
- Doesn't require additional collateral
- Low interest rates
- Flexible payment options

### PPA

- Company does not own system
- 15-30 year terms
- Company pays per kWh generated by system

### ESA

- Company does not own system
- 15-30 year terms
- Payment is pre-determined

# Case Study: Missouri Hospital



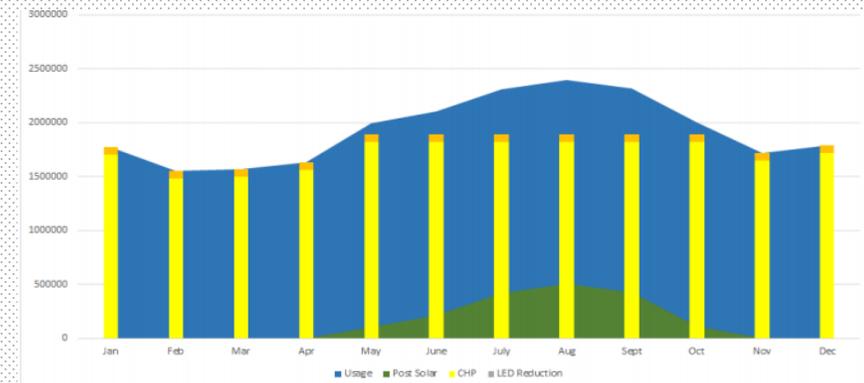
Verde Solutions has partnered with a Missouri hospital to develop a strategic energy plan.

- Plan will utilize LED lighting, solar panels, CHP, and battery technologies.
- Reduces energy uses,
- CHP increases efficiency
- CHP and battery provides back up power as insurance.



Total Energy Usage	Site Energy Savings	Financial Savings
23,169,660 KWh	89%	\$2,021,333

Equipment Costs	Simple Payback Period
\$12,625,000	3 Years (with incentives)



# Case Study: MetroSouth Medical Center

Verde worked hand in hand with the MetroSouth team to create a comprehensive off-balance sheet financing plan to replace and upgrade its out dated lighting system.

In addition to new interior and exterior LED lighting, Verde was able to install lighting controls and occupancy sensors to significantly increase the project's ROI. New LED lighting systems coupled with controls and sensors not only reduce energy cost but also dramatically saves on maintenance expenses throughout the fixtures' lifecycle.

This project is a perfect example of how a holistic approach to energy systems can impact the bottom line a dramatic way.



- 281,256 sq. ft., 314-bed acute care hospital
- Located in Blue Island, IL.



Total Project Cost  
\$978,225.90



Incentive Rebates  
\$ 117,170.40



Reduction in Lighting Energy Consumption  
56.37%



Monthly Energy Savings  
\$27,250.08



Total Life Cycle Savings  
\$1,951,572.16



Return on Investment  
1.93 years

# Appendix

- LED LIGHTING
- SOLAR
- COGENERATION

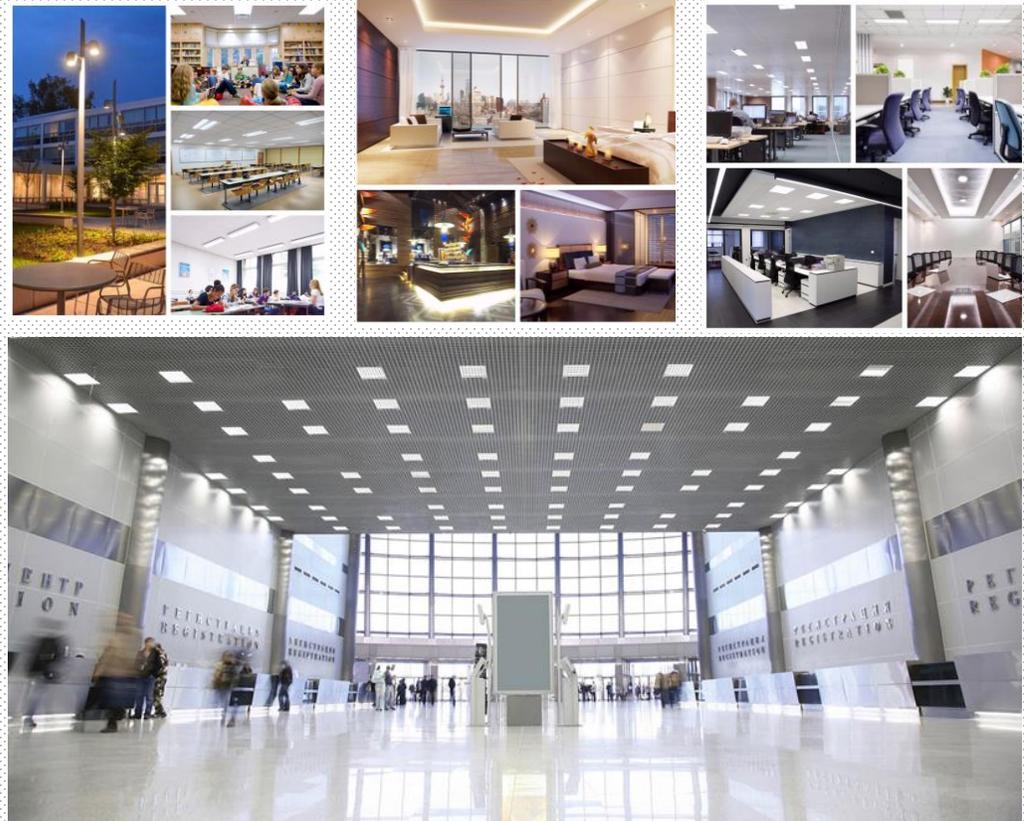
# LED Lighting Solutions



Creating efficient energy solutions that enhance the well-being of people is simple with LED lighting. Long product lifetime, 80-90% efficiency and durability are just a few of the benefits of incorporating LEDs into every energy plan.

## Our Lighting Services:

- *Photometric analysis for re-design*
- *Interior/exterior area & roadway lighting*
- *New construction lighting*
- *Smart lighting controls*
  - *Sunlight harvesting*
  - *Occupancy*
  - *Photometric*



# Solar Solutions



According to the DOE, hospitals and healthcare facilities spend more than \$8 billion on energy annually in the U.S. Solar energy solutions provide long-term energy self-sufficiency, reduces electricity consumption and helps decrease peak demand leading to lower operating costs and increased resources for patient care. In addition, the ability to lock in electricity rates at today's pricing can eliminate the costs associated with increasing rates.

Our solar solutions:

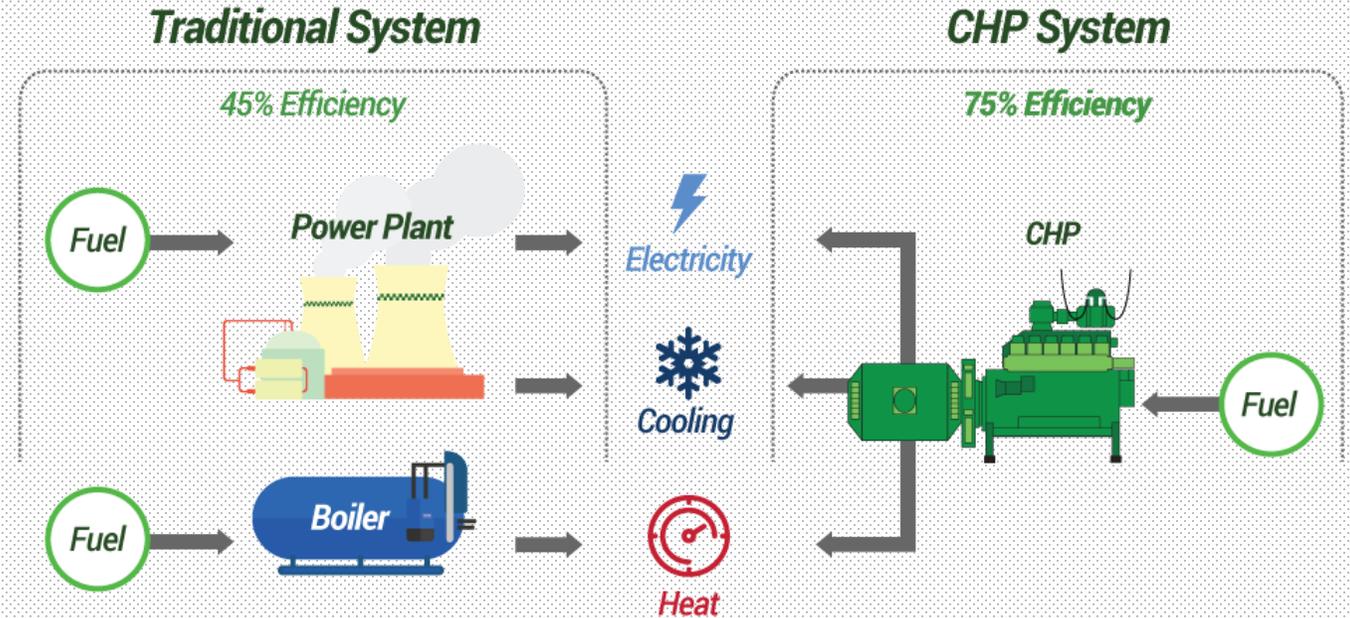
- *Solar PV*
- *Energy Storage*
- *EV Charging Stations*
- *Solar Structures*
- *Peak Demand Reduction Strategies*



# Cogeneration Solutions

Because of the huge energy and steam demands of healthcare facilities, CHP or cogeneration is a natural fit.

- *Bi-products include heating (hot water and space heat) and cooling (AC and refrigeration).*
- *Provides a triple benefit to the client.*
- *Provides both energy reduction and production.*
- *Can easily be integrated with solar and other technologies while providing back-up generation.*





Connect for more information

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