



OAKLAND COUNTY BEER DISTRIBUTOR USES PACE FOR GROUNDBREAKING PROJECT



OVERVIEW

Powers Distributing, a beer distributor in Orion Township, Michigan, teamed up with Levin Energy Partners, Newman Consulting Group, Petros PACE Finance, and Michigan Solar Solutions to complete Michigan's first refinanced PACE project. Under Michigan's PACE statute, any project that qualifies for PACE financing can also be refinanced, allowing for companies such as Powers Distributing to obtain long-term financing for recently completed clean energy projects. From 2013 to 2015, Powers added more than 16,000 square-feet of solar panels to its recycling center, reduced monthly energy costs by \$2,000, installed LED lighting, and began working towards becoming a zero landfill business. Also Oakland County's first PACE project, Powers Distributing worked with Petros PACE Finance to secure private financing to refinance the installation of LED lighting and a 95 kW solar system. Newman Consulting Group and Michigan Solar Solutions provided technical expertise on the project, helping Powers Distributing generate over \$450,000 in positive cash flow over the lifetime of the project.

THE PROJECT AT A GLANCE

- **PACE District:** Orion Twp, Michigan
- **Property Owner:** Powers Distributing
- **Contractors:** Newman Consulting Group, Michigan Solar Solutions
- **Cost:** \$435,000
- **Energy Savings/Incentives:** \$1,000,000+
- **Energy Conservation Measures:** LED lighting and 95 kW solar system
- The company will save \$40,000 per year
- Each year, the Powers PACE project will replace **360,000 kilowatt hours of traditional electricity.**
 - That's equal to preventing the burning of **267,000 lbs of coal.**
 - Or the carbon soaking capacity of **203 acres of forest.**
 - And that's **every year!**

PACE FINANCING

Powers Distributing is one of the first companies in Michigan to take advantage of a new method for financing clean energy projects called Property Assessed Clean Energy (PACE). Commercial buildings spend approximately \$200 billion per year on utilities, yet 30% of this is waste. However, the comprehensive energy projects that could make these properties more efficient often require a large amount of up-front capital and take many years to achieve profitability. Commercial loans typically have a tenor of 3-5 years, making the annual repayment much greater than the energy savings. PACE changes all this by allowing property owners to finance energy efficiency and renewable energy projects through a special property tax assessment with the local government.

Orion Township leaders created a township-wide PACE district in December 2015 by joining the statewide Lean & Green Michigan PACE program, which to date covers 18 counties and seven cities and townships in Oakland County, representing 52% of Michigan's population. Since the local government will enforce a PACE assessment like any other tax obligation, lenders feel secure in providing fixed-interest loans with terms of up to 20 years. The result is positive cash flow for commercial property owners as the savings generated by the project are greater than the PACE loan repayment. These projects create good jobs and communities get upgrades to their building stock, in many cases increasing the local tax base. Everybody wins.

POWERS DISTRIBUTING CO. INC.

Powers Distributing Co. Inc. is a locally-owned and operated company that for four generations has been committed to providing consumers and retailers with expert inventory management of a large selection of the finest products, while ensuring product freshness, accountable marketing and sales, all while promoting the responsible consumption of alcoholic beverages and working to maintain a greener, more sustainable environment.

NEWMAN CONSULTING GROUP

Newman Consulting Group (NCG) works with architects, engineers, building owners and contractors throughout the world to design and construct more energy-efficient buildings to LEED and other sustainable guidelines.

PETROS PACE FINANCE

Petros PACE Finance is a national PACE lender that has played a leading role in the development of the Michigan PACE market and that works with property owners and contractors across Michigan.

LEAN & GREEN MICHIGAN

Lean & Green Michigan™ helps commercial, industrial, and multi-family property owners take advantage of PACE to finance energy projects, eliminate waste, and save money through long-term financing solutions that make energy projects profitable. Lean & Green Michigan™ is a public-private partnership that works with local government, contractors, property owners, and lenders to invigorate Michigan's PACE statute with a market-based approach to energy finance and economic development.



FOR MORE INFORMATION ON PACE, CONTACT LEAN & GREEN MICHIGAN™

INFO@LEVINENERGYPARTNERS.COM – (313) 444-1474