



Optimized Building Solutions

A Division of Newman Consulting Group, LLC
**Consultants for Energy-Efficient
and Sustainable Buildings**
www.newmanconsultinggroup.us

Optimized Building Solutions

Energy Efficient Properties Are More Valuable and More Profitable:

- They lease faster - often for more money
- They cost less to operate and maintain
- They have less “churn”
- They sell for higher prices
- They often have better indoor air quality. This typically leads to healthier tenants and employees, which can contribute to higher productivity.

The OBS team has decades in the Green Building and HVAC industries, as well as extensive experience managing energy efficiency projects, including LEED® and Energy Star® Certification in many types of buildings.

- Commercial
- Industrial
- Institutional
- Healthcare
- Multi-family
- Non-profit



What We Do For You:

At Optimized Building Solutions(OBS), our team of experts helps building owners implement energy efficiency and other cost-saving projects. We reduce the pain – and the risk – by performing or managing the necessary steps:

- ASHRAE level I, II and III Energy Audits of commercial and industrial buildings
- Utility bill analysis
- Energy utilization comparisons with similar buildings (EUI)
- Financial feasibility study and reporting
- 100% Financing, including rebates, tax incentives, and utility credits
- Utility choice programs
- Energy conservation measures (ECM) program management
- Cost segregation and cost recovery services
- E-waste recycling programs
- Retro-commissioning or re-commissioning of existing building systems

By managing the PACE application process, contracting the project, coordinating your efforts with local utilities and financing institutions, and verifying results, OBS helps building owners get the most return on investment.

Let us show you how you can **upgrade your building energy systems and save money** using innovative energy conservation measures (ECMs) and financing solutions with **minimal – or no – up-front cost**.

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How Do You Pay For It?

One new innovative financing option is PACE, or Property Assessed Clean Energy. This unique property tax assessment mechanism provides access to low-cost, long-term capital.

PACE allows qualified properties to implement ECMs that can achieve **guaranteed** energy savings – usually 10 to 30%. The savings can be applied to the assessment, usually with some money left over, and that helps your bottom line.

How?

- 100% financing of upgrades, retrofits, installation and more
- No up-front costs to the building owner
- Repaid over time as a property tax assessment
- Payment period can be up to 20 years

The building owner typically pays nothing down. Once the special assessment is paid off, the savings continue.

If this sounds like ‘free money,’ in a sense it is. In addition, if your property does not qualify for PACE, OBS can help you find other funding for your recommended energy efficiency projects.



Why PACE? Why Now?

PACE has been used nationwide for years in over 20 states with particular success in California and Connecticut, but is new to Michigan.

PACE overcomes challenges that have, until now, hindered adoption of energy efficiency in our nation’s buildings:

- Cost – no money down
- Cost – paid through tax assessments over time
- Time – qualified project managers expedite the process
- Risk – preserves capital and credit lines for core business investments

A PACE-financed energy efficiency project turns operating ‘expenses’ into assets in that projects must save more than they cost. That translates into positive cash flow from day one. With guaranteed benefits, it’s no wonder PACE is taking off.

- Guaranteed energy savings on all projects of \$250,000 and up
- Financed without adding debt to the balance sheet (qualifies as operating expense)
- Tax assessment payments must be less than the money saved in reduced energy costs
- Under many net leases, property taxes – as well as energy savings – can be passed along to tenants.

The tax obligation (which is attached to the property) transfers upon sale to the new owner. Unlike other lending options, payments do not accelerate in case of default.

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Typical Energy Conservation Measures (ECMs) Recommended by OBS and Financed by PACE:

- Insulation
- Caulking, weather-stripping, and air sealing
- New, energy efficient windows, roof and doors
- Upgraded energy control systems
- HVAC upgrades
- Energy recovery systems
- New, energy efficient lighting fixtures and day lighting systems
- Electrical systems to charge EVs (hybrid/plug-in electric vehicles)
- Water use reduction
- Energy-efficient or water-efficient manufacturing processes or equipment
- Solar PV Energy systems (electricity)
- Solar Thermal (hot water)
- Wind (electricity)
- Geothermal (HVAC)
- Energy conserving architectural enhancement



How You Get Started:

Applying for PACE funding, submitting the required paperwork, managing the process, and implementing the upgrades – all take time and expertise. At OBS, we commit *that time* and have *that expertise*.

Contact OBS to schedule a free ASHRAE Level I energy analysis on your facility. This will determine the most cost-effective energy interventions and available financing.

If your building qualifies, OBS will provide an in-depth, ASHRAE Level II energy analysis and optimal financial proposal to fit your building and budget. The analysis (sometimes called an 'energy audit'), will provide a clear picture of the potential for savings in your building:

- Determine current energy use
- Provide a detailed report recommending energy conservation measures
- Calculate projected costs and savings



Start saving - Call OBS today for a free consultation.

248-626-4910

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Newman Consulting Group (NCG), a Lean & Green Michigan Partner, Rebuild Michigan® Partner, a DTE Energy and Michigan Saves Trade Ally, and an EPA Energy Star® Partner, works with architects, engineers, building owners and contractors to design and build more energy-efficient buildings to LEED® and other sustainable guidelines. NCG also works with commercial and industrial building owners to conduct energy audits and then retrofit existing buildings so they use less energy – **and save money** - while maintaining or improving the indoor air quality.

Optimized Building Solutions (OBS) helps property owners implement energy efficiency projects. A division of Newman Consulting Group, OBS consists of a team of highly skilled engineers, analysts, program managers, and professionals certified in efficiency implementation and verification to guarantee a positive ROI.

Jim Newman, Owner and Managing Partner of Newman Consulting Group, Farmington Hills, MI, and Chair of OBS, is an internationally recognized energy efficiency and green building expert. Known as the “Dean of Green,” Jim regularly speaks across the US and around the world to professionals, student groups, and the media about sustainability and green technology.

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