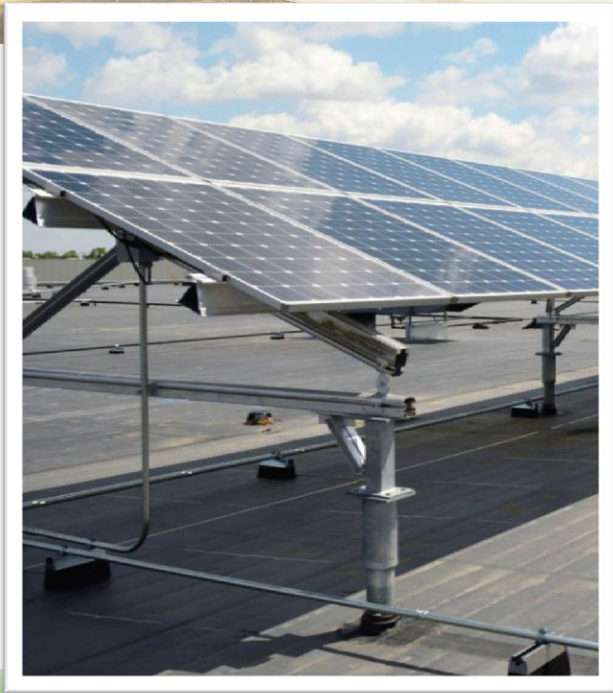




## Newman Consulting Group LLC

### Powers Distributing Orion Township, MI



### Fast Facts

A large beverage distribution warehouse with cooler and on-site recycling center.

- Year Built: 1998 (main), 2008 (recycling center)
- Size: 200,000 SF including 12,500 SF cooler
- Use: Beverage distribution and container recycling center.

#### Energy Conservation Measures:

- LED Lighting Retrofit
- Solar Power

Amount Refinanced = \$435,000  
Current Annual Savings = \$48,000

PACE District: Orion Township, Oakland County  
Property Owner: Powers Distributing  
PACE Provider: Newman Consulting Group  
PACE Administrator: Lean & Green Michigan  
PACE Lender: Petros PACE Finance

## Powers Distributing Lake Orion, Michigan

### Project Summary

In the summer of 2012, Powers Distributing's monthly electric bills were more than \$22,000. It was time to do something about it, so they began investigating lighting upgrades and solar power. Gary Thompson, COO, recognized that "Clean, renewable energy has evolved from being just a good idea to being proven business strategy."

As a family business devoted to the community, the leadership at Powers was committed to investing in sustainability. Then they learned that PACE could help finance their commitment.

Under the Michigan PACE statute (Property Assessed Clean Energy), any project that qualifies for PACE financing can also be refinanced by PACE, allowing companies, like Powers, to obtain long-term financing for recently completed clean energy projects. Since Powers implemented their energy conservation measures in 2014 and 2015, they were eligible to take advantage of refinancing with PACE in 2016.

### Energy Conservation Measures

LED Lighting Retrofit: ThinkNRG

- Replaced many fixtures with LED lighting, projected savings of 60%
- Installed motion sensors in warehouse and office
- Savings \$2,000/month

Solar Power: Michigan Solar Solutions

- Installed 95kW, 16,000 sq. ft. solar array on roof of recycling building
- Saves \$2,000/month

PACE financing requires the project to show positive cash flow. With these improvements, Powers is reducing their costs about \$48,000 a year.

### Firsts!

- First PACE project in Oakland County
- First 'Refinance' PACE project in Michigan
- First Beer Distributor in USA to finance energy efficiency with PACE

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### About Newman Consulting Group

Newman Consulting Group, LLC (NCG), headquartered in Farmington Hills, Michigan, is a globally recognized authority in energy efficient buildings. The NCG reputation rests on a team of highly skilled engineers, analysts, program managers and professionals certified in efficiency implementation and verification to guarantee a positive ROI. The team helps commercial, industrial and multi-family property owners all over the U.S. implement energy efficiency projects (including renewable energy such as solar, wind, geothermal), eliminate waste, and save money through innovative financing solutions.