

CASE STUDY: Fortune 50 Industrial EE Retrofit



TOTAL IMPACT (AS OF OCTOBER 2016)

TOTAL INVESTMENT

\$ 3.2 MILLION

TOTAL SAVINGS

\$ 715,000

TOTAL CO₂ SAVINGS

4,675 TONS

EFFICIENCY UPGRADES

- Lighting retrofits (including new LEDs)
- Building automation system and controls
- Chiller replacement
- Demand control ventilation

PROJECT OVERVIEW

Metrus Energy financed an integrated \$3.2 million efficiency upgrade project for a Fortune 50 industrial customer in the Midwest. Metrus teamed with Siemens Industry, Inc. and Bank of America Merrill Lynch. The customer's facility is located in an area with low power prices and no utility incentives, which demonstrates that the Efficiency Services Agreement (ESA) works nationwide. Like all Metrus projects, the customer incurs no cost for the efficiency upgrades and benefits from annual cash savings during the 10-year ESA term, equipment resiliency and a reduced carbon footprint. Without Metrus financing, this long-term payback project (6+ years) would have been delayed or not undertaken at all.

SUCCESS

In the second year of project operation, total savings are exceeding expectations and new work has been added to the original ESA. In 2016, Metrus financed the upgrade of additional LED lighting systems to help the customer meet its site-level 2020 GHG reduction targets. To date, this project has saved over 5.7 million kWh and 44,000 therms of natural gas, resulting in the avoided emission of 4,675 tons of CO₂. This is equivalent to eliminating the electricity use of 450 homes each year and removing 895 vehicles from the road. Metrus is developing additional projects with this customer that will be part of a multi-site ESA program.

THE ROAD TO ENERGY EFFICIENCY WITH METRUS



DEVELOPMENT

- Conduct site audits
- Identify efficiency upgrades
- Define project scope



FINANCING

- Structure finance solution
- Fund 100% project costs
- Own project assets



OPERATIONS

- Measure performance & savings
- Operate and maintain equipment
- Identify new savings opportunities