

NRG ANSWERS, LLC

FINANCING AND DEVELOPMENT SERVICES FOR CLEAN ENERGY & RENEWABLE ENERGY PROJECTS

NRG Answers offers finance consulting and project development services to aid contractors and their clients in identifying available incentives and rebates, and selecting the best financing options for their projects. These include no/low cost loans/leases available from both public financing program and the private sector. The right financing can generate significant cost savings for clients, generate cash flow, and support contractors short term needs.

Mike Hackett formed NRG Answers to integrate a 25-year legal background with his business, financing, solar and land-use development experience. Mike's network of design and funding specialists, contractors, and vendors, assists clients in determining the viability of energy efficiency upgrades and solar installations, and negotiating the labyrinth of public and private financing currently available. As a consultant on energy efficiency financing to a major California utility, and through interactions with numerous private sector financing groups, Mike has developed a unique understanding of the marketplace, and can identify and match financing options to a client's unique project or operational requirements – removing financial hurdles to make projects a reality.

Energy Efficiency Services:

- *Project size* \$10-250K; \$250-500K; \$500K-1M; and >\$1M.
- Public sector financing
 - *Rebates/incentives* – for qualifying technology
 - *On Bill Financing* – up to \$100k (non-res customers), \$250K (public sector customers), zero interest loans, repaid by energy savings
 - *Savings By Design* – new commercial bldg. high performance construction -- support up to \$150K for planning, design/engineering fees
 - *Prop 39* – financing energy efficiency for K-12, community colleges
 - *Thermal Energy Storage* – support up to \$1.5M for installation of technologies permanently shifting energy loads based on time of use
 - *On Bill Repayment* – new programs for residential/non-res customers supporting sm/med/lg energy savings projects, repaid on customer's utility bill
- Private sector financing
 - *Commercial Property Assessed Clean Energy (C-PACE)*
 - Integrated EE projects (EE/solar) ideal for larger installations, loans \$100K - \$1M and above, repaid on tax bill over 20 years. Energy savings often exceed annual payment.
 - *EE loans – leases, Energy Performance Contracts* – many with no upfront costs, guaranteed energy savings, flexible length, rates, excellent ROI

Financing Services for Contractors/Vendors – locating bridge loans and program financing for the contractor; connecting contractors with customer financing options.

Solar Installation Financing Services – loans, leases, PPAs - commercial, govt, non-profit facilities

Consulting Services – workshops, training, briefing on public/private sector financing, project development, energy baseline assessment, financing consultation, related services.

Tasks required are identified, scoped and billed on an hourly or per diem basis

Contact information:

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