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Bridge the Gap
&
Kill Carbon
with cash
you already have

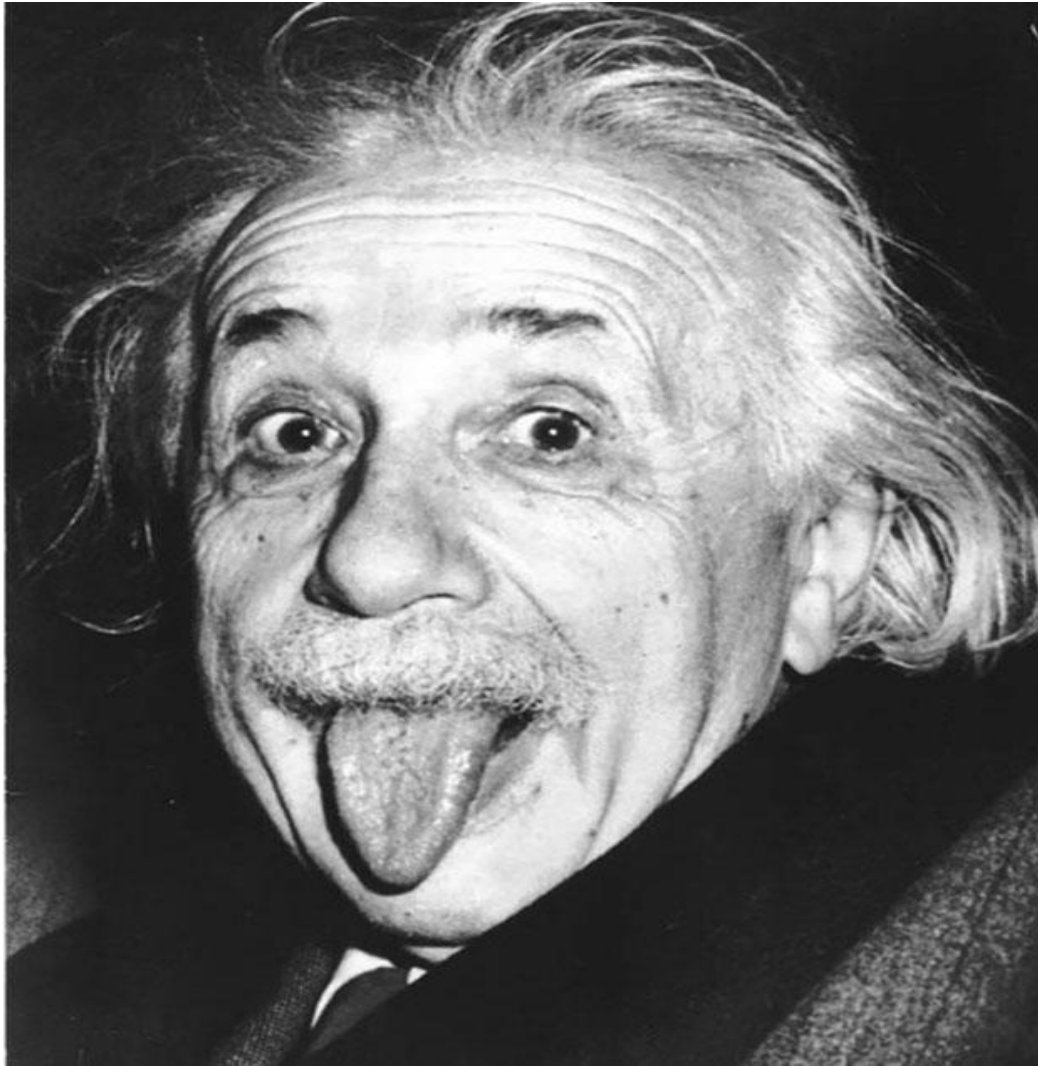


The Elephant in the room...

- Growing gap between liability and funding
- Reluctance to increase taxes
- Failing infrastructure
- Challenging GHG targets







“We can’t solve problems by using the same kind of thinking we used when we created them”

Good Debt

That which increases net worth and / or helps to generate value

Bad Debt

That which does not increase wealth and / or is used to purchase goods or services that have no lasting value

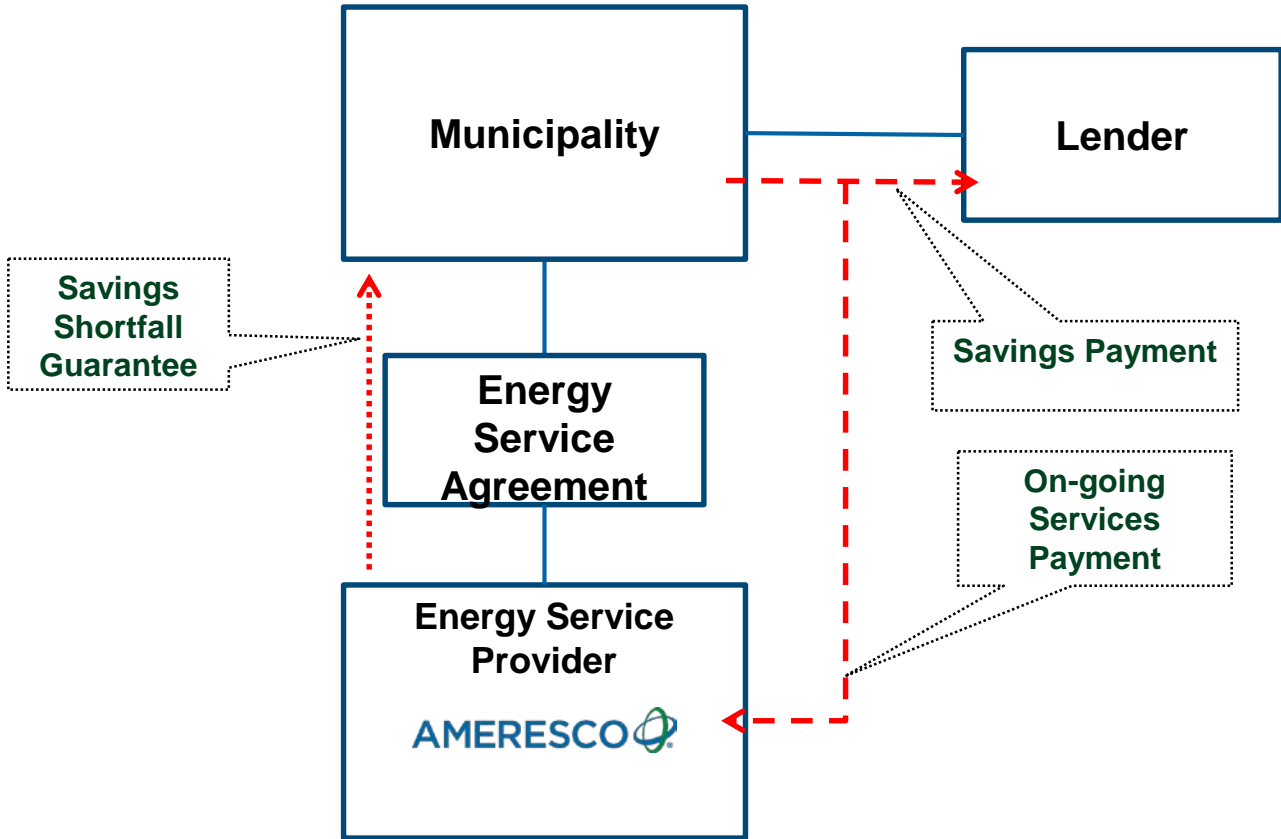


Energy Performance Contracting

“Not from the dollar you have, from the dollar you don’t have”

- Ontario Climate Change Action Plan recognizes Energy Performance Contracts as a key delivery mechanism
- No requirement to increase taxes
- Opportunity cost of capital
- Ratings agencies – the “worth” of the municipality
- Demonstrable contribution for bad debt capital funding along with GHG incentives, IESO grant funding
- Partnering with the private sector makes it safe - guarantees

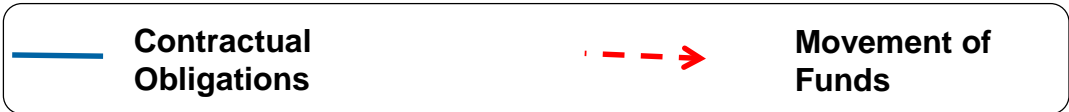




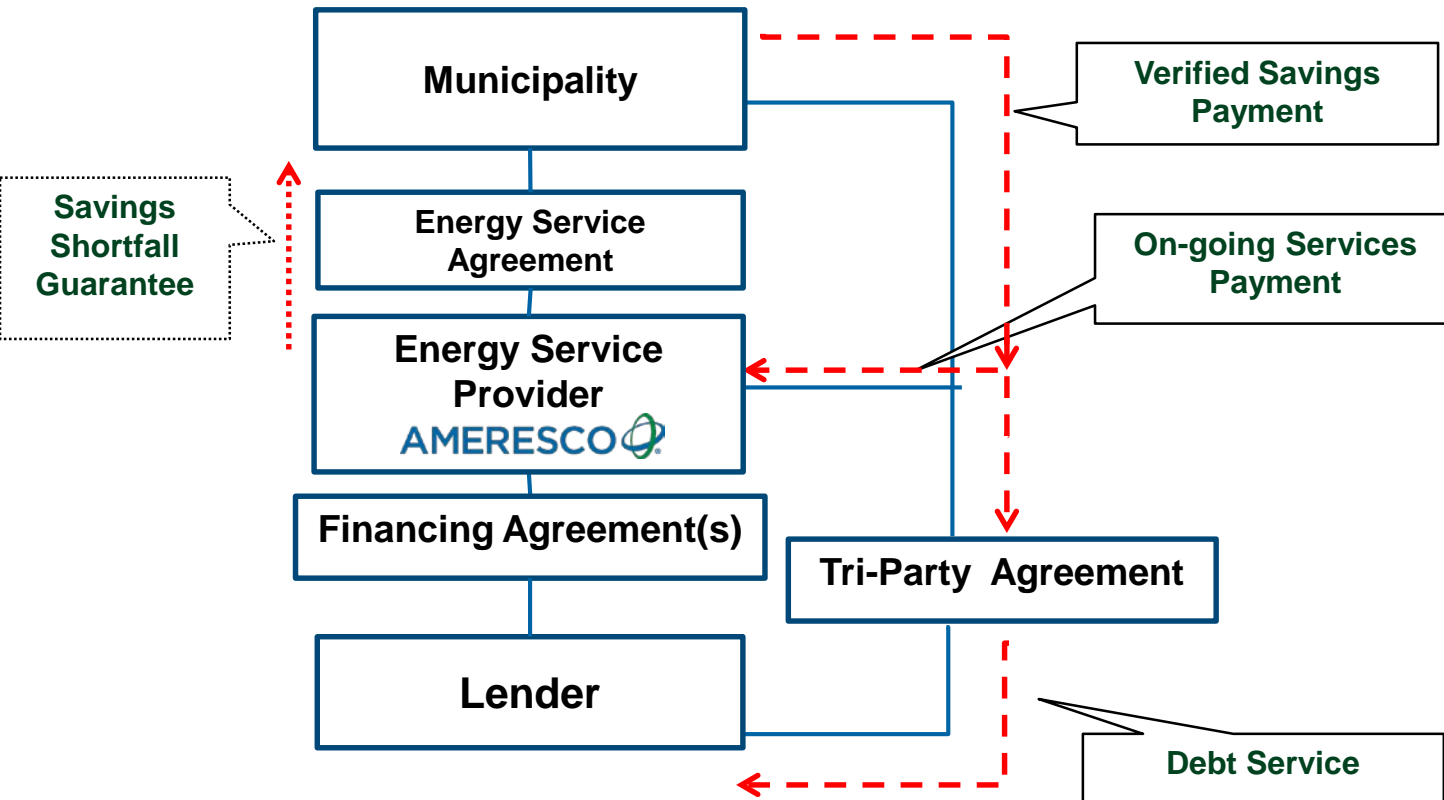
Traditional Method

Municipality arranges own financing against own borrowing covenant

- > requires use of existing capital budgets / reserves
- OR
- > impacts borrowing capacity



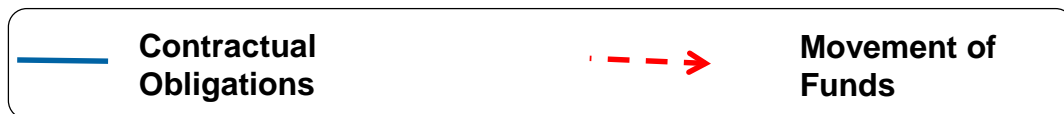
Flexibility of Receivable Sale Financing



Cash flow Neutral Model

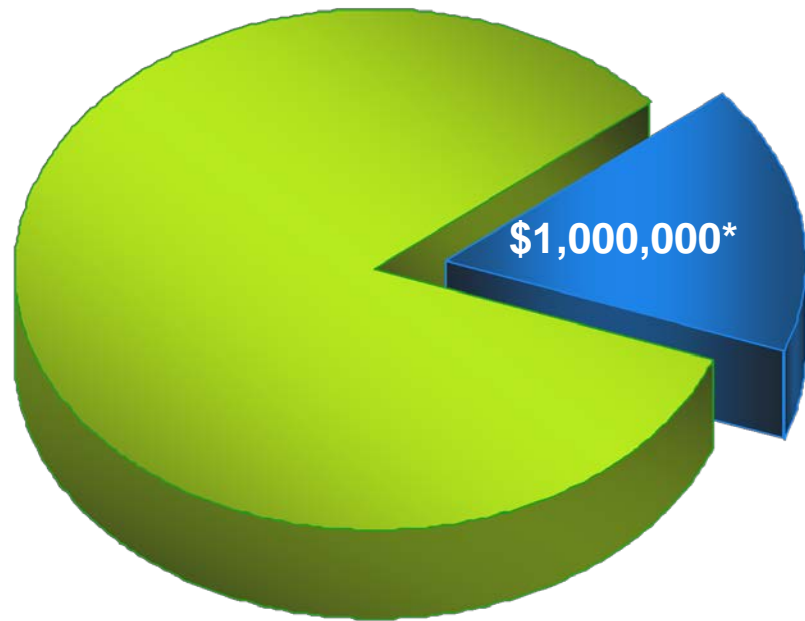
No unfunded capital debt

- > Incremental source of capital for unfunded liability
- > Competitive interest rates & low cost finance structuring
- > Considered as off-credit by some of our clients' audit committees
- > Guarantee resides between Service Provider and the customer



Value Creation Through Savings

Annual Utility Cost
\$5,000,000 / yr.



* Operating cost savings redirected to
renewal & capital projects

- Lighting
- Boilers
- Building Automation / Controls
- Real Time Energy Monitoring
- High Efficiency Motors
- Water Conservation
- Building Envelope
- Cooling Systems
- Repurpose

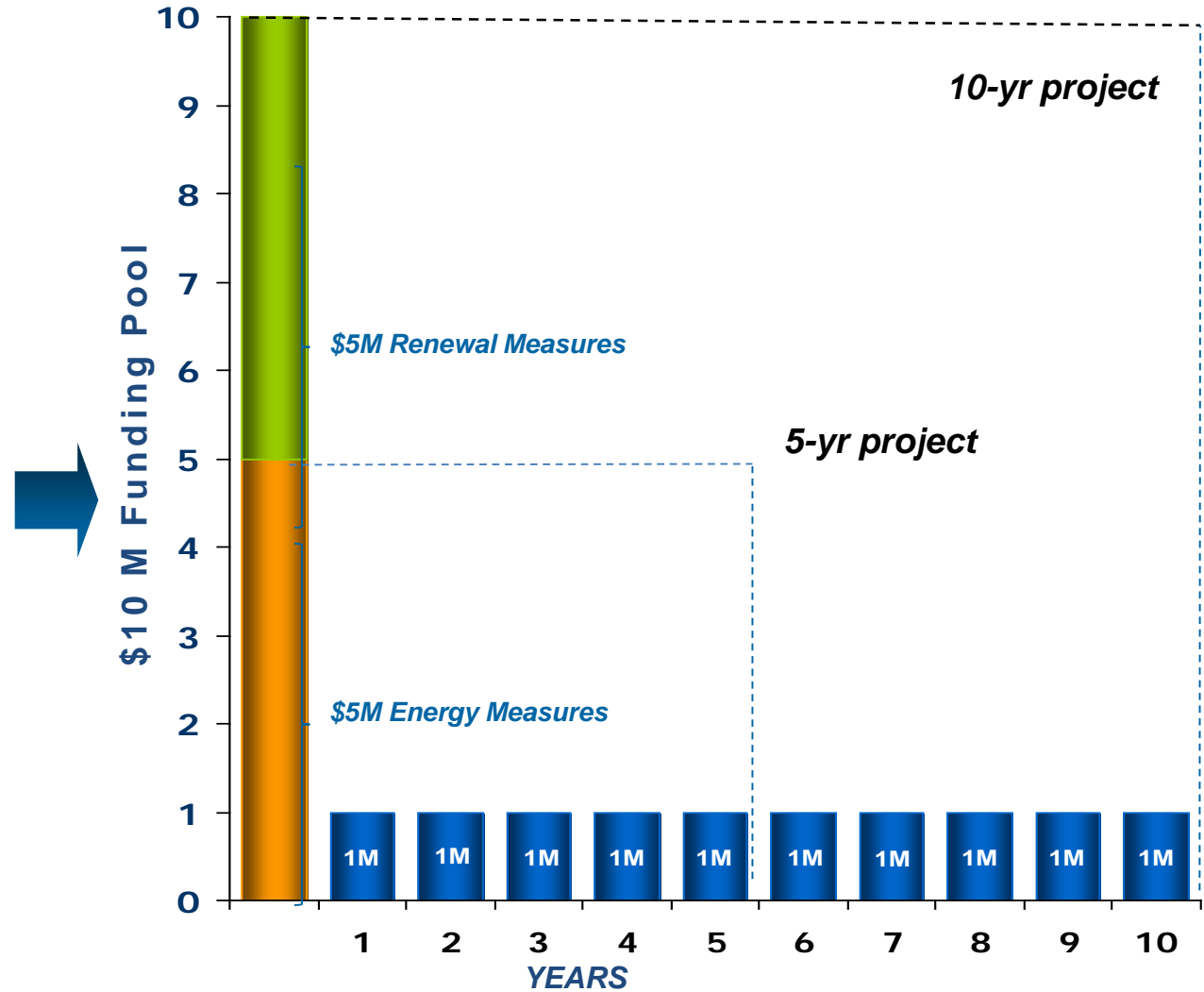


Value Creation Through Savings

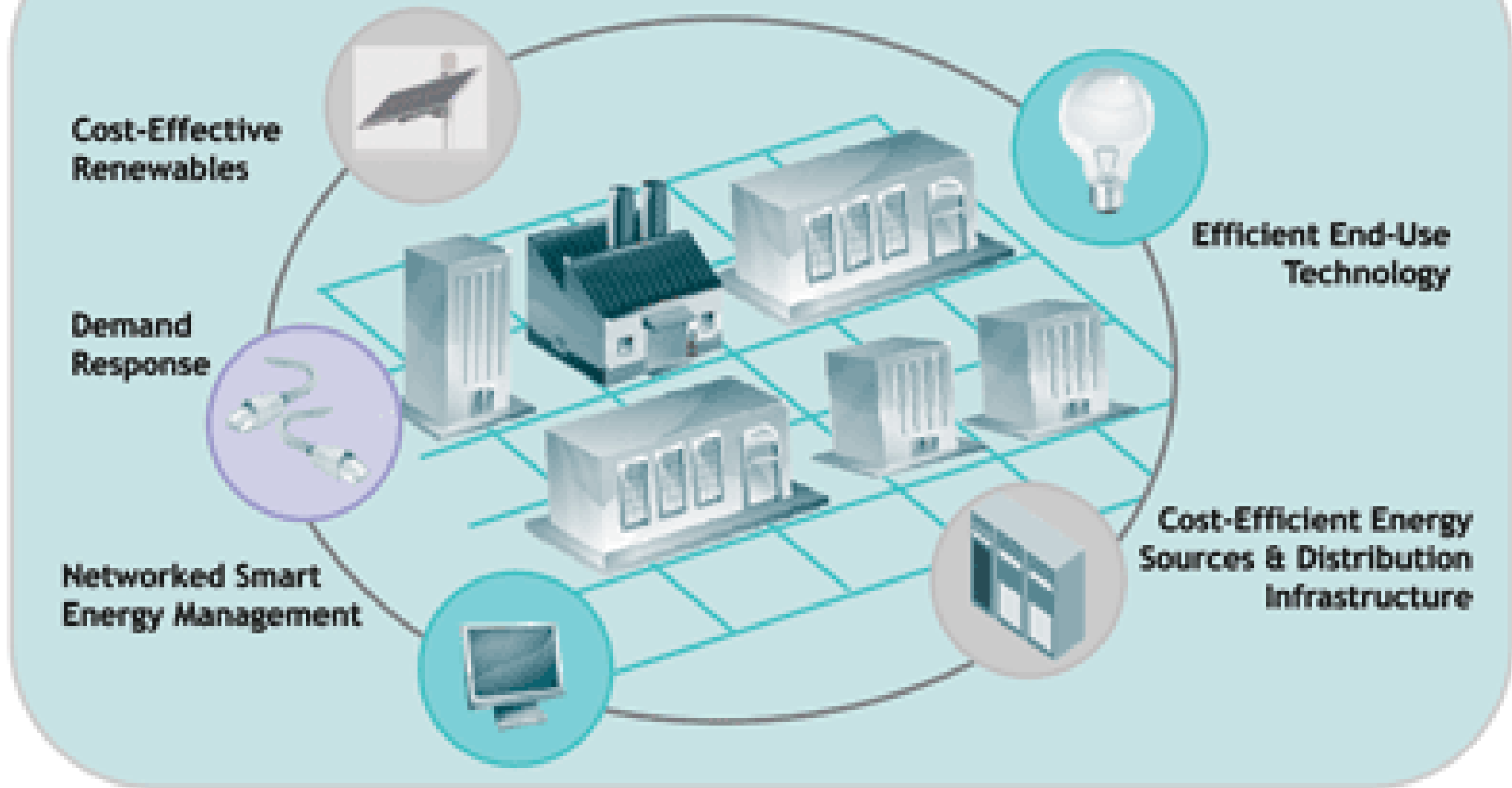
Annual Utility Cost
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Green Micro-Grid Concept



Questions



Your Trusted Sustainability Partner.