Slayton, MN

PACE Financing Makes Projects Possible!

Robin Weis
Southwest Regional Development Commission

#2018CERTs
Mini-Market Lupita

Worthington
MN

Nobles County

The grocery store offers a variety of foods for the local Hispanic/Latino, southeast Asian and Somali populations. Also a Mexican restaurant, meat department, bakery, appliance and video rental store.
What is PACE?
RMEB PACE Program Objectives

• Increase energy efficiency
• Decrease energy demand
• Promote job growth in the clean energy sector
• Gives businesses the ability to make capital improvements without up-front out-of-pocket expense
PACE: One Piece of the Puzzle
Inspection, survey & energy flow
Energy Audit Assistance

$114,000 of energy saving improvements

Added Bonus: Enhanced Product Display
Walk-In Refrigeration: Added Benefits

• More Product
• Improved Shelf Life
• Small units not needed = More space
<table>
<thead>
<tr>
<th>IMPROVEMENT TYPE</th>
<th>OPERATING COSTS (CURRENT)</th>
<th>RETROFIT COSTS</th>
<th>OPERATING COSTS (NEW)</th>
<th>ANNUAL SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boiler System</td>
<td>$39,375</td>
<td>$46,000</td>
<td>$17,730</td>
<td>$21,645</td>
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<tr>
<td>Water Heater</td>
<td>$13,230</td>
<td>$22,000</td>
<td>$6,024</td>
<td>$7,206</td>
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<td>Lighting</td>
<td>$5,722</td>
<td>$8,950</td>
<td>$2,614</td>
<td>$3,108</td>
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<tr>
<td>TOTALS</td>
<td>$55,198</td>
<td>$76,950</td>
<td>$26,368</td>
<td>$31,959</td>
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</tbody>
</table>
Energy Savings

These energy efficient upgrades are expected to save the business owner:

- About 40% of annual electric costs OR
  Nearly $10,000/year

- 135,000 kWh OR
  The amount of annual energy produced by 12 households
Who can perform energy audits?
Grand Re-Opening
Application Process

http://www.rmeb.org/PACE/PACEapplication.pdf
Solar Energy Lending Program (SELP)

Introduction
During the past seven months, the Region 5 Development Commission (SRDC) and the South-
west Regional Development Commission (SRDC), partnered to develop a plan for a residential Solar
Energy Lending Program (SELP). This plan was developed in partnership with the Midwest
Foundation for the purpose of determining the viability of the organizations offering a solar
loan with a loan that is paid off over time.

Process
Several meetings and phone and personal interviews were conducted to assess:

- Partnerships
  - Interests and current offerings of utility cooperatives and providers to collaborate
    on a LEP.
  - Organizations such as the Community Power Network and Solar United
    Neighbors of Minnesota.
- Ownership interest in a solar energy lending program and solar energy in general
- Contractor, installer and escrow sustainability to meet potential demand

Research was conducted to discover:
- Models that affect the cost of energy assessments for middle-income residents
- Other access to capital for residential solar systems
- Programs that offer energy efficiency upgrades for those residents who have efficiency upgrades
  prior to solar

Program formation was conducted by commission staff, including:
- Understanding criteria and loan terms
- Program logic, projections
- Program launch, research, and support
- Legal authority to deliver the program
- Lead success measures