

# SAVE ENERGY – SAVE MONEY

CASE STUDY: SALUT BAR AMERICAIN Edina, MN

**Thanks to a City of Edina financing program and help from Eutectics Consulting, Salut Bar Americain is saving energy, saving money and doing good for the planet--all while staying focused on their core business.**

Salut Bar Americain is one of Edina's most popular neighborhood restaurants known for great service and an eclectic french menu. Salut's owner, Parasole Restaurant Holdings, actively works to be good stewards of the planet and conserve energy. And, like any business, they watch their expenses closely – especially their utility bills.

Parasole Restaurant Holdings, recently installed energy-efficient LED lights and mechanical system sensors in new restaurants in Galleria and in Burnsville, and liked the results. The switch to the new, high-efficiency lighting went unnoticed by staff and patrons, and the range hood fans operated at significant savings.

Salut Bar Americain was a natural next step for Parasole to install LED lights and kitchen hood controls. Working with EnergyMisers LLC's president Bill Bieganeck, Salut discovered that the Xcel Energy efficiency rebates would reduce the total upfront cost to \$39,308 – and the energy and maintenance savings would provide a simple payback of just 2.5 years. This project was a great investment for the restaurant and would not have been possible without the collaborative effort between Parasole, Energy Misers, and Xcel Energy. PACE and the Edina Emerald Energy Program were a natural fit for Salut Bar Americain.



## PROJECT AT A GLANCE:

*LED lighting upgrades and kitchen hood fan controls*

Total Project Cost:	\$ 50,622
Xcel Energy rebates	- \$ 11,314
Edina Emerald Energy Program loan:	\$ 39,308
<i>Paid back on property taxes</i>	
Avg. Annual Loan Payment:	\$ 9,727
Annual Energy + Maint. Savings	\$ 15,296
<b>NET SAVINGS / YEAR:</b>	<b>\$ 5,569</b>

## Edina Emerald Energy Program (EEEP)

The Edina Emerald Energy Program is Minnesota's first Property Assessed Clean Energy (PACE) program, authorized by the Minnesota legislature in 2010. EEEP is a voluntary tool that allows business owners to finance energy efficiency improvements and renewable energy systems via their property taxes, thus creating a zero-down, cash-flow-friendly impact on their bottom line.

Eutectics Consulting's President, Jeremy Kalin, was the chief author of PACE legislation when he served in the Minnesota House of Representatives, and today leads Eutectics Consulting's energy financing work. Eutectics' Main Street Model partners directly with the City of Edina and Minnesota-based investors to make clean energy financing easy for business owners. Eutectics is pleased to welcome Bremer Bank as the nation's first community bank PACE investor; in total Eutectics has lined-up more than than \$20 million of PACE investment.



## EEEP and the Main Street Model

City of Edina adopted an innovative energy improvement financing tool for businesses. The Edina Emerald Energy Program (EEEP) provides an upfront loan that borrowers pay back as a voluntary special assessment on their property taxes. The City's loan fund is provided by selling a municipal revenue bond to a private investor.

Salut relied on the expertise of Eutectics Consulting, whose President Jeremy Kalin wrote the property-tax-backed energy loan legislation when he served in the Minnesota Legislature. Eutectics Consulting took care of all of the paperwork required for the EEEP application, and convinced Bremer Bank to provide the loan funds.

The Edina City Council approved this first Edina Emerald Energy Program-funded efficiency project in early September, and EnergyMisers is installing the energy efficient lights and kitchen fan controls the first week of October. After loan payments, Salut will save \$5,569 each year for the 5 years of the loan; after the loan is repaid, Salut will net nearly \$16,000 in savings every year.

Eutectics Consulting's Main Street Model allows the energy and business benefits to cycle many times through the local economy. This unique model pioneered by Eutectics Consulting includes a financing solution that is connected to the community and built on trust for the long term. We make PACE financing easy to access by partnering with people you know and trust.



**main street model**  
eutectics consulting LLC

Visit [MnPACE.com](http://MnPACE.com) to learn more about the Main Street Model and Eutectics' innovative approach to PACE financing.

Edina's Emerald Energy Program and Eutectics Consulting can help your business follow in Salut Bar Americain's footsteps: Save energy. Save Money. Do good for the environment. And free up capital so you can focus on your core business.

## EEEP

Edina Emerald Energy Program –  
A City of Edina Initiative

## ENERGYMISERS LLC

EnergyMisers specializes in energy and resource efficiency solutions for business and institutional customers.



Bremer is an upper Midwest-based, community bank owned by its employees and the Otto Bremer Foundation.



Eutectics Consulting is the leading clean energy finance and consulting firm in the Upper Midwest. We connect property owners, contractors, and investors to move clean energy projects from concept to reality. Eutectics Consulting is built on enduring values of trust, honesty, and the proposition that private profits should also serve the public good.

PACE is the Property Assessed Clean Energy voluntary tool that allows businesses to finance energy improvements via their property taxes, thus creating a zero-down, cash-flow-positive impact on their bottom line. Eutectics' Main Street Model is taking clean energy financing a few steps closer to making clean energy accessible for everyone!

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