



Scaling Energy Efficiency

Building by Building

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ACEEE Energy Efficiency Finance Forum - 2015

Pemco & Co - Background

Pemco founded in 2011

Finance and deploy EE projects for defined segment of commercial space

Focused on aggregation buildings < 200,000 SF

Projects integrated through tightly integrated partner network

Use off-balance sheet contract and real time energy monitoring

Hold contracts and pool/sell them to investors

Target Market

Total Commercial: 87 billion SF*, \$172 billion annual expenditure

Pemco: 63 billion SF, \$124 billion annual expenditure, 73% of total

General Criteria

> average intensity

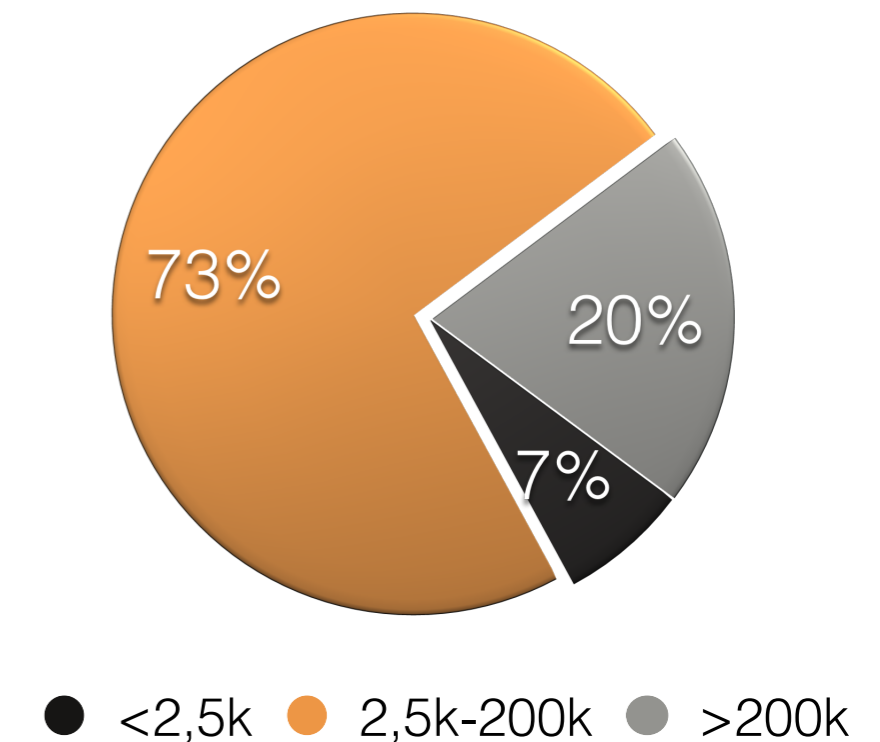
Owner occupied

BBB+ equivalent

Owner capital focused on core mission

View existing energy systems as liability

U.S. Commercial Space - SF



* CBECS 2012

Network Partners

Contractors, engineers, developers and consultants

Critical to Pemco's ability to scale

Source, specify, install, maintain, monitor projects

Initially selected by geography, specialty, track record

Established process to vet out and train NP's



Aggregation

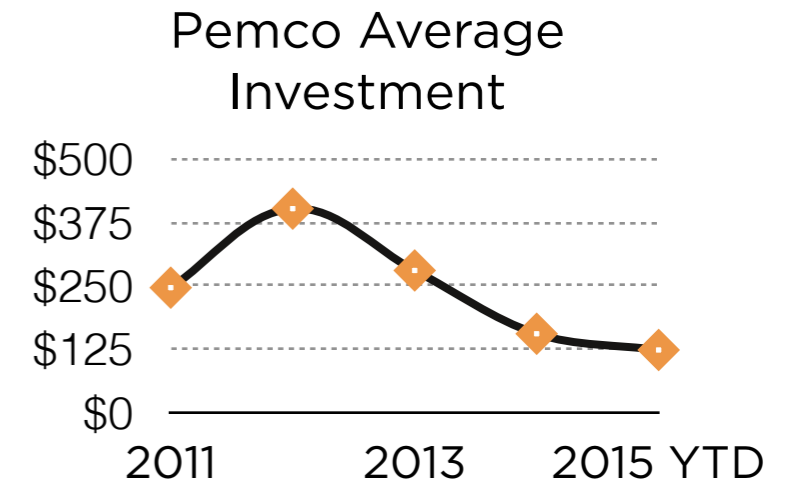
Identify aggregation channels

QSR great opportunity for savings but...

Average investment p/ building = \$ 123,000

Average investment p/ customer > \$ 1,00,000

Contractor partner: experience w/ local codes,
mobile / phased installation



Overcoming the “Unique” Factor

Real estate still a local business

Every building is different, no standard solutions

Requires “boots on the ground”

Network Partner Program ensures localized expertise

Stakeholder alignment critical to success



Thank you!

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