

NEW VISTA
SOLUTIONS

Green Energy Incentives

Case
Studies
2020

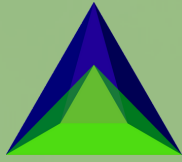
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Case Study: Private Dorm Confidential, Virginia

This 210,000 square foot Private Dormitory is an existing building retrofit by a property management group. The project includes several floors of dorms requiring energy efficiency upgrades.

The lighting installer engaged IncentiFind to identify all cost-saving incentives available for LED lighting (full fixture change-out) as well as Controls for HVAC system. The owner opted for IncentiFind's application fulfillment services to capture funding from the LED lighting and Controls incentives.

Eligible Incentives

*EE - LED Lighting

*EE - Controls
(Building
Automation
System)

*EE - energy efficiency

Captured Incentives

LED equipment was eligible
for a \$25,000 rebate

Controls equipment was eligible
for a \$15,000 rebate

Cost savings from incentives: **\$40K**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **3 months**



Case Study: Commercial Office New York City, New York

This 100,000 square foot Commercial Office project is an existing building retrofit by a large corporation. The project includes several floors of an office that required an LED lighting upgrade without disrupting business. The owner is the main tenant in the Class AA building.

The lighting installer engaged IncentiFind to identify all cost-saving incentives available for LED lighting (full fixture change-out). The owner also desired to have IncentiFind identify Energy System Control incentives. However, due to COVID-19, this portion of the project will be revisited after New York re-opens.

The owner opted for IncentiFind's application fulfillment services to capture funding from the LED lighting incentives.

Eligible Incentives

*EE - LED Lighting

*EE - Controls
(Building
Automation
System)

*EE - energy efficiency

Captured Incentives

LED equipment was eligible
for a \$500K rebate

Controls equipment will be
re-visited later

Cost savings from incentives: **\$500K**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **6 months**



Case Study: Municipality Undisclosed, Texas

This 50,000 square foot City Hall project is a New Construction building in Texas. The facility included a kitchen and break rooms amongst two stories of office.

The construction management firm engaged IncentiFind to identify all cost-saving incentives available for the City by approaching this new construction site holistically. That meant looking at energy-efficient HVAC systems, LED lighting, solar, and indoor/outdoor water conservation. While there was an initial desire to include solar, as the design developed, it was decided against solar due to budgetary reasons.

The City opted for IncentiFind's application fulfillment services to capture funding from the New Construction Custom Building program which included rebates for VFDs, HVAC units and controls, LEDs, Windows, and Food Service equipment. IncentiFind's APPLY Services were also used to secure rebates for indoor plumbing equipment and outdoor water saving landscape measures.

Eligible Incentives

*EE - Custom - HVAC/LED/
Controls/VFDs/Windows/
Appliances

**WC - Plumbing fixtures,
Outdoor sprinkler sensors
& native landscaping

Captured Incentives

All 'Custom' saving measures for
EE equipment was eligible for
\$90,000

All 'Custom' saving measures
for WC equipment was eligible
for \$20,000

*EE - energy efficiency

**WC - water conservation

Cost savings from incentives: **\$110K**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **20 months**
(design to completion)



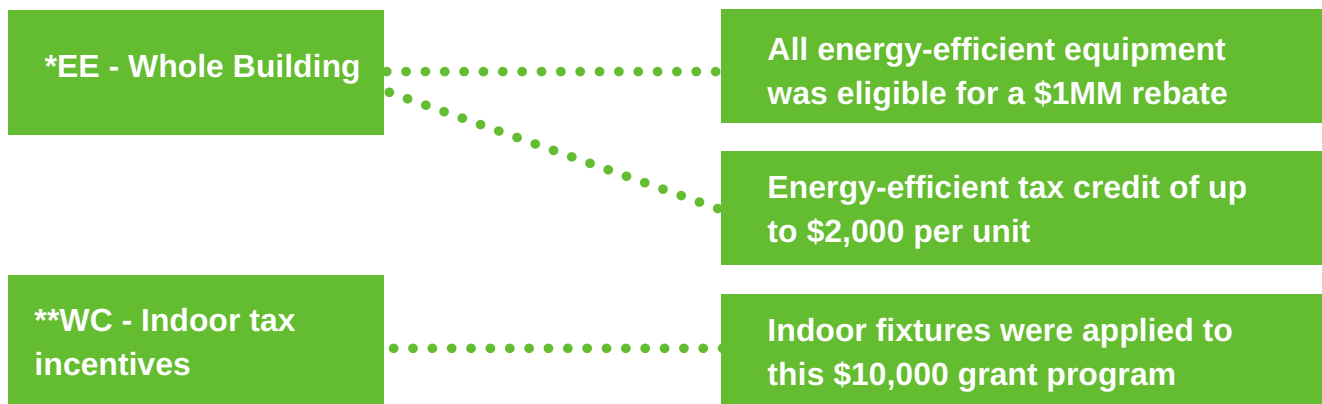
Case Study: Senior Housing Monmouth County, New Jersey

This 200,000 square foot Senior Housing project is a new construction project by a private developer. The project includes 160 units of assisted living with common spaces, and set LEED Silver as a goal, though the project would not go on to register as a LEED certified project.

The owner's representative engaged IncentiFind to identify all cost-saving incentives available for lighting (indoor and outdoor), HVAC systems, and water conservation (indoor and outdoor). The owner also engaged IncentiFind's subject matter expert for all tax incentives associated with Senior Housing projects. Lastly, the owner opted for IncentiFind's application fulfillment services to capture funding from incentives.

Eligible Incentives

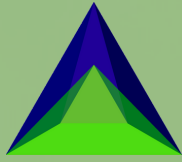
Captured Incentives



*EE - energy efficiency
**WC - water conservation

Cost savings from incentives: **\$1,010,000**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **18 months**



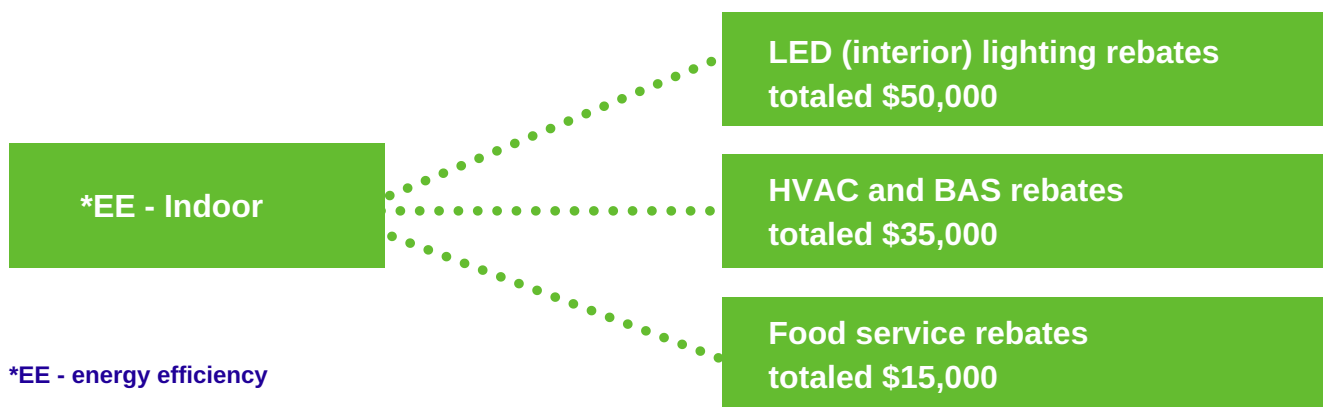
Case Study: House of Worship Orange County, California

This 100,000 square foot existing House of Worship is being upgraded by its owner with a focus on energy efficiency improvements (lighting, HVAC, controls) as well as food service area. Reducing monthly electric bills was a high priority to the owner in order to be a better steward of donations.

The installer engaged IncentiFind to identify all cost-saving incentives available to the owner as well as application fulfillment to capture funding from the incentives. This owner was tax-exempt, therefore, no tax incentives were considered.

Eligible Incentives

Captured Incentives



Cost savings from incentives: **\$95K (year 1 reimbursement)**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **6 months**



Case Study: Higher Education Houston, Texas

This 13-building campus is publicly owned by a community college. The property is over 20 years old and has not received an upgrade to MEP systems on 10 of its 13 buildings. Two buildings underwent complete gutting and rebuild for full functional changes.

The owner's representative engaged IncentiFind to identify all cost-saving incentives available for lighting (indoor and outdoor), HVAC systems, and water conservation (indoor and outdoor). The owner decided that, due to the fast-moving nature of the project, only Year 1 cash reimbursements would be considered. The owner opted for IncentiFind's application fulfillment services to capture funding from the incentives.

Eligible Incentives

*EE - Lighting

*EE - HVAC

**R - Solar

*EE - energy efficiency

**R - renewables

Captured Incentives

LED upgrade of all lighting
totaling \$37K in incentives

While incentives were identified, the
owner decided not to move forward

While incentives were identified, the
owner decided not to move forward

Project cost: **Confidential**

Cost savings from incentives: **\$37K (year 1 reimbursement)**

Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**

Project timeframe: **6 months**



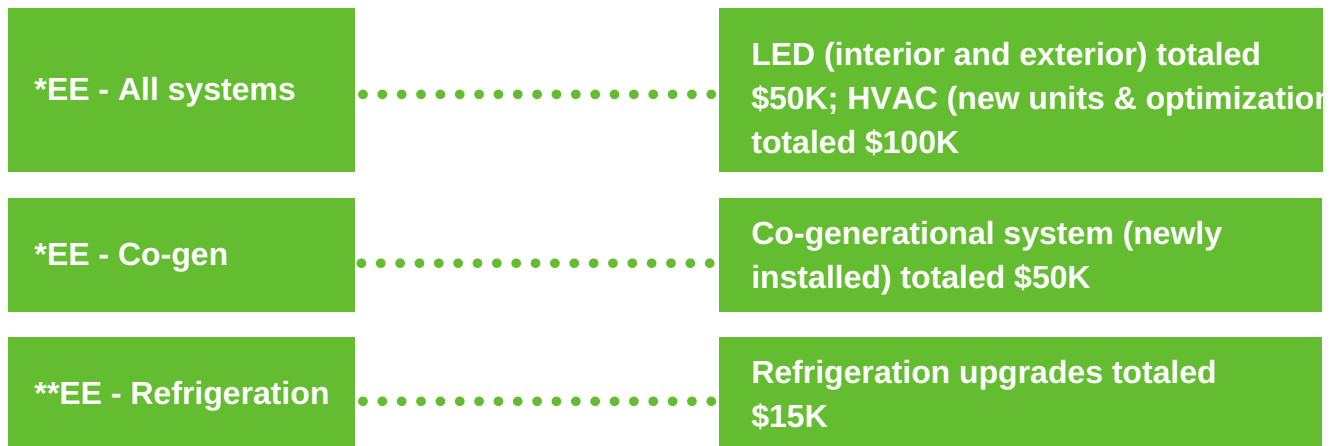
Case Study: Commercial Warehouse San Joaquin County, California

This 100,000 sf existing warehouse is being upgraded by its owner with a focus on all energy efficiency improvements (such as lighting, HVAC and refrigeration) as well as co-generational system. This warehouse is conditioned at a low setting due the function (storage) of the building. Reducing monthly electric bills was a high priority to the owner.

The installer engaged IncentiFind to identify all cost-saving incentives available to the owner as well as application fulfillment to capture funding from the incentives.

Eligible Incentives

Captured Incentives



*EE - energy efficiency

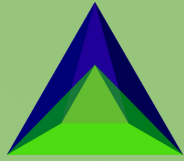
Project cost: **Confidential**

Cost savings from incentives: **\$215K (year 1 reimbursement)**

Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**

Project timeframe: **8 months**



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Case Study: Commercial Office Building Houston, Texas

This 300,000 square foot, existing building is owned and occupied by a confidential oil and gas customer. The property is over twenty years old and had never received an upgrade to its mechanical, electrical and plumbing systems.

As part of the company's sustainability initiative, all real estate assets must achieve reductions in energy consumption, and, if applicable, an increase in production of renewable energy. The building owner engaged IncentiFind to identify all cost-saving incentives available, as well as application fulfillment to capture funding from the incentives. Further, the owner leveraged IncentiFind's network of professionals to connect to a reputable contractor for the installation and analysis.

Eligible Incentives

*EE - Lighting

*EE - HVAC

**R - Solar

*EE - energy efficiency
**R - renewables

Captured Incentives

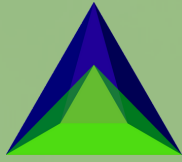
LED upgrade of all lighting
totaling \$40K in incentives

HVAC Controls to all existing
systems totaling \$150K in incentives

Customer did not move forward
with solar on the building's roof

Project cost: **\$690K (lighting upgrade & HVAC controls)**
Cost savings from incentives: **\$190K**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **6 months**



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Case Study: Commercial Multi-Family Los Angeles, California

This new construction, multi-family building (300 units) is being developed by a confidential large-scale developer. The majority of the building will be rental housing while the first floor will be retail space. The property is in an urban infill location and within an opportunity zone.

As part of the developer's sustainability initiative, all real estate assets must achieve LEED Platinum Certification and, therefore, a high level of energy and water efficiency as well as renewable energy generation onsite.

The developer engaged IncentiFind to identify all cost-saving incentives available, and for application fulfillment to capture funding from the incentives. Further, the owner leveraged IncentiFind's network of professionals to connect to tax and opportunity zone consultants.

Eligible Incentives

*Whole Building

Opportunity Zone

Tax Credits

*Whole Building - a custom program for lighting/HVAC
**EE - energy efficiency
**Water Conservation

Captured Incentives

Savings by design totaling \$250K
(\$150K for **EE and \$100K for **WC)

Incentives are being estimated
between developer and expert

Solar incentives from local and
federal levels totaling \$300K

Project cost: **Confidential**
Cost savings from incentives: **Starting at \$550K**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **3 years**



Case Study: Commercial Mixed Use San Jose, California

This 20,000 square-foot, existing building is owned and occupied by a confidential retail business. The property is 15 years old and is undergoing a complete retrofit from office to mixed use which includes retail.

Given that the project was undergoing a major use change and the majority of the interior would be gutted, the owner wanted to see what type of incentives were available for the project. In addition, the owner considered adding renewables as well as a green stormwater infrastructure to the building. The owner engaged IncentiFind to identify all cost-saving incentives available. Further, the owner leveraged IncentiFind's network of lenders to connect to a PACE capital provider to finance the project.

Eligible Incentives

*EE - Appliances

**WC - Technology

**WC - Irrigation

*EE - energy efficiency
**Water Conservation

Captured Incentives

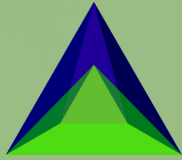
Savings by design for EE appliances totaled \$100K

Utility rebates for water-efficient technologies indoor totaled \$90K

Utility rebates for outdoor irrigation upgrades totaled \$20K

Project cost: **Confidential**
Cost savings from incentives: **\$210K**
Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**
Project timeframe: **15 months**



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Case Study: Commercial Multi-Family Seattle, Washington

This 50,000 square-foot multi-family building is to be constructed by a confidential developer. The property will have 25 units of rental apartments along with common spaces.

The developer typically builds to LEED standards and considered adding renewable energy to this project. The owner engaged IncentiFind to identify all cost-saving incentives available, and for application fulfillment services to capture funding from the incentives. The project saved \$45,000 through incentives, and the project timeline was shortened by several months due to expedited permitting.

Eligible Incentives

*EE - **WB

*EE - HVAC

**R - Solar

*EE - energy efficiency

**WB - whole building (a custom program for lighting/HVAC)

**R - renewables

Captured Incentives

Whole building energy efficiency measures totaled \$10K

Local utility rebates for appliances and EE windows totaled \$10K

City of Seattle expedited this project's permit for green measures

Project cost: **Confidential**

Cost savings from incentives: **\$45K**

Verify Report fee: **\$1,000**

Apply Services fee: **25% (contingency)**

Project timeframe: **2 years**