



Clean Energy Project Development Best Practices

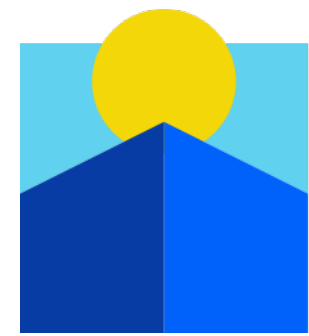
Heartland Appalaichan Sustainable Finance Hub

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Let's Begin



Background



Project Development Platform®

BY THE CALIFORNIA-NEVADA LABOR MANAGEMENT COOPERATION COMMITTEE

The Project Development Platform is a program of the National Electrical Contractors Association (NECA) and the International Brotherhood of Electrical Workers (IBEW) created to provide our members and partners with the tools and resources necessary to successfully develop, manage, and deliver sustainable energy construction projects.

Why should building owners care about clean energy?

Financial Savings

Enjoy potentially significant reductions in your properties' operating costs.

Increased Property Value

Boost your property's market value, appeal, and net-operating income.

Access to Additional Financing & Incentives

Unlock various incentives and financing opportunities for your projects.

Competitive Advantage

Increase your property's marketability, attracting more tenants and differentiating your assets from others.

Example ITC Direct Pay Project

We just concluded a solar retrofit and expansion project for one of our own NECA-IBEW Facilities utilizing the new Investment Tax Credit Direct Pay Option. Additionally, this project is located in a low-income community, so we will also be applying for the low-income communities tax credit bonus.



Net-Watt Cost

Ensure your project cost offers the greatest return on investment in terms of the underlying watts

Warranty & Product Strength

Ensure your project is properly warrantied - and realizing the best net-equipment costs

Financing Structure & Efficiency

Ensure your project financing structure maximizes your financial benefits - if you can

Maximizing Incentives

Ensure your project has exhausted any potential ITC, State, or utility incentive opportunities

Procurement Efficiency

Keep your procurement simple. “What is the net-financial impact of the project?”



How to put a behind the meter project together - as a developer

1. Analyze Electrical Plans/Utility Bills/Site

Begin with a detailed analysis of your electrical systems and expenditures to establish a solid baseline (or site opportunity).

2. Identify Profitable Energy Improvements or Assets:

Pinpoint potential energy improvements to optimize your property's performance and bolster long-term profitability (or site assets).

3. Identify Incentives & Financing Options:

Locate relevant incentives and financing options to augment the economics of your project.

4. Design & Propose the Project:

Our contractors will bid on your project, ensuring both value and quality are prioritized for your investment.

5. Warranty the Project:

Contractors provide a comprehensive maintenance plan, safeguarding your investment and ensuring enduring reliability - crucial for securing your investment tax credits.

Our Financial Power

NECA-IBEW Pension Funds have approximately **\$50 Billion** invested with qualified professional asset managers throughout the United States.



Thank You

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