

Financing for Wastewater Heat Recovery System



CounterpointeSRE Provides C-PACE Financing for Commercial Laundry Facility Yielding Carbon Emissions Reductions and Benefits to the Chesapeake Bay

Entering its 70th year of operations, Up To Date Laundry (UTD) in Baltimore, MD processes close to 60 million pounds of linen annually. CounterpointeSRE supported these operations by providing \$1.1 million in C-PACE financing to fund the purchase and installation of a heat recovery system and related improvements. The owner-occupied facility is projected to decrease its energy use by 387,000 therms per year, reinforcing the TRSA Clean Green Certified firm's green commitment.

The heat reclaimer, installed by Kemco Systems of Clearwater FL, preheats incoming water by passive transference of heat to within 5 to 10 degrees of the wastewater stream. This reduces the energy required to actively heat water and substantially reduces the temperature of the outgoing wastewater. Not only does this heat recovery system benefit the local water systems and the balance of aquatic life, but the anticipated reduction in greenhouse gas from energy production is 1,892 MTCO₂e annually.



Location	Baltimore MD
Asset Class	Light Industrial
Project Type	Retrofit
Measure(s)	Wastewater Heat Recovery
C-PACE Financing	\$1.1 million
Term	25 years
EUL of Improvement(s)	28 years
Annual Savings	\$220,058
Lifetime Savings	\$6,558,143
Annual Carbon Reduction	1,892 MT CO ₂ e

COUNTERPOINTE C-PACE FINANCING

Increases ROI and smooths out cashflows

Non-recourse fixed rate financing with terms up to the EUL removes term and interest rate risk

Pass-through can yeild zero cost equity

PACE assessment may be passed through to tenants with NNN or Modified Gross Leases

Delay start of repayment for years

Defer repayment and/or pair with I/O period to allow receipt of incentives and accrual of utility savings

Recapture CAPEX

Refinance qualified projects completed within three years in most locations

Releases Lender CAPEX Reserves

Increase ROI and available capital by providing financing for many lender required reserves

Reduces Value Engineering

100% financing for projects, including pre-paid maintenance and soft costs can reduce or eliminate value engineering

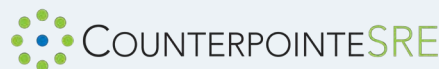
Alternative to Mezzanine Debt and Equity

Reduce equity contribution to yield a lower blended cost of capital and increase returns

Project Scope	Upgrade/Retrofit, New construction and previously completed
Tenancy	Stabilized or transitional
Assessment Size	\$1,000,000 – \$200,000,000+
Recourse	Non-recourse
Term	5 to 30 years
Amortization	No balloon payments, self-amortizing
Maximum LTV	Up to 35% (stabilized)
Maximum CLTV	Up to 95%



CounterpointeSRE is a leading national commercial property assessed clean energy (C-PACE) capital provider. Our executive team has substantial expertise in commercial real estate, lending, structured finance and PACE program administration for some of the largest PACE jurisdictions in the nation. Over the past decade, we have played a leadership role driving investment toward clean energy and energy efficiency in our nation's commercial buildings.



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