

The background features a close-up of a hand in a dark suit sleeve holding a glowing, translucent sphere. The sphere is surrounded by a network of white lines and nodes. Several circular icons are connected to this network: a flame, a storefront, three interlocking gears, and a piece of industrial machinery. The overall color palette is dominated by blues and greens, with a bright white glow emanating from the hand and sphere.

# Financing Energy Efficiency Projects

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# Ameren Illinois Energy Efficiency Programs: COVID-19

*[AmerenIllinoisSavings.com/COVID-19](https://AmerenIllinoisSavings.com/COVID-19)*

*[AmerenIllinoisSavings.com/Recovery](https://AmerenIllinoisSavings.com/Recovery)*

[AmerenIllinois.com/Recovery](https://AmerenIllinois.com/Recovery)

- Resources on appropriate PPE
- Links to webinars with information on COVID-19
- Apply for financial assistance
- Explore payment options

**For more information on financial assistance, contact Ameren Illinois at [1.800.755.5000](tel:18007555000).**

# The Take Home Message

- Energy efficiency is among the best investment you can make in your business if:

*You pay your own energy bills;  
and energy costs have a notable  
impact on your bottom line.*

- If you're on this webinar, this probably applies to you!

- You don't have to wait until you have money available in your operating or capital budget!

- Taking advantage of easy-to-access financing can make these projects happen:

*Equipment lease*

*Cash Flow loan*

*Bank loan*

# On the Same Page

## Defining Terms

- **Energy Efficiency**

*Still getting what you need (lighting, cooling, etc.) but using less energy to get it*

- **Project**

*Installation of energy-efficient equipment to get cost savings and better performance*

- **Cash Flow**

*Money in minus money out – what you check every week and month for your business*

- **Energy Efficiency Financing**

*Using an outside source of cash to pay for an energy efficiency project*

# Energy Efficiency Projects

## Small Business



# Energy Efficiency Projects

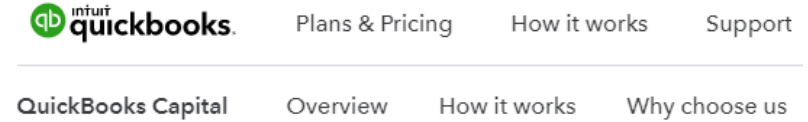
## Medium to Large Business



# How to Pay for a Project?

What are sources of cash?

- **Your money**
  - Operating budget
  - Capital budget
  
- **Someone else's money**
  - Equipment lease
  - Cash Flow loan
  - Bank loan



## Get business funding when it matters.

Applying won't affect your credit score in any way

[Get started](#)

Desktop version or call 800.556.9145

# Why Would I Use Financing?

That's expensive and hard to get

- Energy efficiency projects can make your business better financially
- New, modern equipment helps your top line as well

**Project Economics and Incentive Worksheet**

Project Cost:

Annual Energy Savings (\$):

**Questions**

1) Will the customer get outside financing for the project?

2) Will the customer use a loan or a lease?

3) What will be the term? (Months)

4) What will be the rate?

5) What is the amount of additional funding for the project?

6) What will be the customer's downpayment on the loan or lease?

7) How will the incentive be used?

Discount Rate used for NPV calculation:

**Incentive Guidelines**

For IRR of 25%, using incentive to decrease loan amount, or if no financing	\$0
For IRR of 50%, using incentive to decrease loan amount, or if no financing	\$7,643
For IRR of 100%, using incentive to decrease loan amount, or if no financing	\$12,279
For Net Positive Cash Flow (only relevant if no customer downpayment)	\$15,033
For 0% Interest Rate Equivalent	\$2,607

**Incentive Offered:**

IRR with incentive



A close-up, shallow depth-of-field photograph of hands typing on a laptop keyboard. The lighting is cool and blue-toned. A white rectangular box with a thin border is centered over the keyboard, containing the text "Cash Flow Examples".

## Cash Flow Examples

# Recap

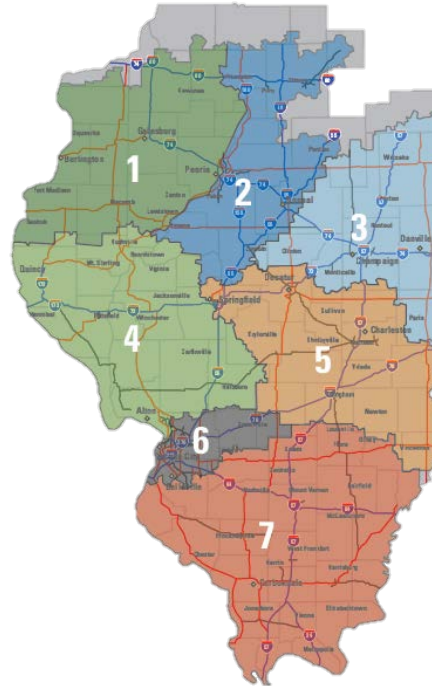
- You don't have to wait until you have money available in your operating or capital budget!
- Taking advantage of easy-to-access financing can make these projects happen:
  - Equipment lease
  - Cash Flow loan
  - Bank loan

<b>Project Name:</b> Customer Name				
<b>Project Number:</b> Project Description				
<b>Project Economics:</b>		<b>Investment Analysis:</b>		
Inflation Rate: 1%		Internal Rate of Return: n/a		
Real Discount Rate: 6.8%		Simple Payback (years): -13.3		
Electricity Escalation Rate: 0%		Net Present Value: \$55,636		
Loan Term (months): 48		<b>Annual Energy Savings:</b>		
Interest Rate: 6%		1st Yr Electric Savings: \$9,700		
Net Average Monthly Payment: \$564		kWh: 138,575		
		kW Reduction: 0		
		1st Yr Fossil Fuel Savings: \$0		
Year	Annual Payments (Principal & Interest)	Annual Electric Savings	Net Annual Cashflow	Net Cumulative Cashflow
0			\$16,629	\$16,629
1	(\$8,455)	\$9,700	\$1,246	\$17,875
2	(\$8,455)	\$9,797	\$1,343	\$19,217
3	(\$8,455)	\$9,895	\$1,441	\$20,658
4	(\$8,455)	\$9,994	\$1,540	\$22,197
5	\$0	\$10,094	\$10,094	\$32,292
6	\$0	\$10,195	\$10,195	\$42,487
7	\$0	\$10,297	\$10,297	\$52,784
8	\$0	\$10,400	\$10,400	\$63,184
9	\$0	\$10,504	\$10,504	\$73,688
10	\$0	\$10,609	\$10,609	\$84,297

# Ameren Illinois Energy Advisors



- Free site walk-throughs and consultations
- Assist customers by locating energy efficiency needs
- Assist with application process
- Project consultation
- To request a **FREE** Energy Consultation
  - **1.866.800.0747**
  - ***AmerenIllinoisSavings.com***



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# QUESTIONS?



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