

YOU'RE IN GOOD HANDS

# Risk-Free Capital to Accelerate Your Energy Savings Goals

Organizations have aggressive sustainability goals without the financial resources to deliver them. The ERC Program™ accelerates the adoption of sustainable infrastructure by investing its own capital to make achieving sustainable goals quick and easy.

## Unprecedented, Risk-Free Program

The ERC Program™ requires no upfront capital, leases, or performance contracts. ERC pays all upfront and installation costs, plus equipment maintenance and replacement costs for the life of the program.

The organization (equipment Operator) pays only for actual infrastructure usage through a simple benefit sharing agreement with ongoing right to terminate or to purchase the equipment. With the program there are immediate functional, financial, and environmental impacts. A win, win, win.



Indoor & Outdoor Lighting



Solar Energy Infrastructure



Air Quality Improvement & Efficiency



Water Efficiency & Wastewater Improvement

## How the ERC Program™ Works

### 1. Kick-Off

Organization (Operator) signs a Sustainability Infrastructure Agreement.

### 2. Assessment

At ERC's expense the Operator's infrastructure is assessed and recommendations are made.

### 3. Proposal

ERC provides benefit sharing proposal based on needs of Operator. Operator reviews and agrees to proposal.

### 4. Installation

Contractor installs ERC-owned equipment. Operator pays ERC monthly a decreasing portion of the benefit.

### 5. Maintenance

ERC reimburses equipment maintenance and replacement for the life of the Sustainability Infrastructure Agreement.

ERC is Making a Difference for Good

30

Private Sector Projects  
Businesses & Private Schools

60

Successful Projects  
In the last 12 years

30

Public Sector Projects  
Municipalities & Public Schools

# A Sustainable Future Faster

## Frequently Asked Questions

### What size projects does ERC fund?

There is no specific constraint on project size. ERC programs range significantly in scope and cost, depending on type of equipment, locations, and timing of rollout.

### How does ERC get paid?

In exchange for ERC payment of upfront costs, the Operator enters into a Sustainable Infrastructure Agreement with ERC and pays ERC a monthly payment for the usage of ERC-owned infrastructure.

### How is ERC's Sustainable Infrastructure Agreement different from others?

The ERC SIA has no payments for the right to use ERC assets, only payments for actual use of ERC assets. ERC SIAs are properly accounted for off balance sheet as services (not as liabilities), similar to utility agreements, with estimated payments expensed to the extent of use or refunded to the extent of reduced use.

### How is my risk reduced?

ERC SIA reduces risk for Operators because they pay only for actual usage, with the ongoing right to purchase the assets or to reduce or terminate usage. An ERC SIA also allows for accounting that makes improvement possible for a wide range of organizations.

### Is this a lease?

No, the ERC Program is not a lease. ERC's infrastructure agreement has no consideration (payment) for the right to use ERC Products, only payment for actual use of ERC Products.

### Where does ERC get its funding?

ERC has a combination of bank lenders and private funders that share in ERC's vision of accelerating the adoption of sustainable infrastructure and are willing to take the associated risks.



*Rapidly deploy new, more sustainable infrastructure, with no upfront capital cost, and with net operating benefit.*

## 12 Years and 60 Successful Sustainability Projects

