



# POWERS DISTRIBUTING: BEER DISTRIBUTOR USES PACE FINANCING

## Project Quick Stats:

**PACE district:** Orion Twp., Michigan

**Property owner:** Powers Distributing

**PACE developer:** Newman Consulting Group

**Solar installer:** Michigan Solar Solutions

**PACE lender:** Petros PACE Finance

**Cost:** \$435,000

**Net savings over 20 years:** \$350,000

**Annual utility savings:** \$40,000

**Energy conservation measures:** LED lighting and 95 kW solar system

**Impact:** Each year, the Powers PACE project will replace **360,000 kilowatt hours** of traditional electricity

- That's equal to avoiding the burning of **267,000 lbs. of coal**
- Or the carbon soaking capacity of **203 acres of forest**

## Overview

In January 2016 Powers Distributing, a beer distributor in Orion Township, teamed up with Levin Energy Partners, Newman Consulting Group, Petros PACE Finance, and Michigan Solar Solutions to complete Michigan's first refinanced PACE project – and the first PACE project in Orion Township and Oakland County. Powers was the first beer distributor in the United States to complete a PACE project.

Under Michigan's PACE statute, facility upgrades that qualify for PACE financing can also be refinanced, allowing companies such as Powers Distributing to obtain long-term financing for recently completed clean energy projects. From 2013 to 2015, Powers affixed more than 16,000 square-feet of solar panels on the roof of its recycling center and installed LED lighting. Petros PACE Finance arranged 100% ("no money down") private financing. Newman Consulting Group served as PACE consultant. Michigan Solar Solutions installed the solar panels. Powers Distributing will realize over \$350,000 in positive cash flow over the 20 year of the project.

## Partners



**PETROS PACE**  
FINANCE



## PACE Financing

Commercial building owners spend \$200 billion per year on utilities, yet 30% of this is waste. The comprehensive energy projects that could make these properties efficient often require significant up-front capital and take years to achieve profitability. Commercial loans typically have a tenor of 3-5 years, making the annual repayment much greater than the energy savings. PACE changes all this by allowing property owners to finance energy efficiency and renewable energy projects through a property tax special assessment.

Orion Township leaders created a township-wide PACE district in December 2015 by joining the statewide Lean & Green Michigan PACE program. Since the local government will enforce a PACE assessment like any other tax obligation, lenders feel secure in providing fixed-interest loans with terms of up to 25 years. These projects create good jobs and communities get upgrades to their building stock, increasing the local tax base over time. Everybody wins.

## Lean & Green Michigan

Lean & Green Michigan™ helps commercial, industrial and multi-family property owners take advantage of PACE to finance energy projects, eliminate waste and save money through long-term financing solutions that make energy projects profitable. Lean & Green Michigan™ is a public-private partnership that works with local governments, contractors, property owners, and lenders to invigorate Michigan's PACE statute with a market-based approach to energy finance and economic development.

## Contact Lean & Green Michigan



3400 Russell, Ste. 255  
Detroit, MI 48207





**Email:** [info@levinenergypartners.com](mailto:info@levinenergypartners.com)

**Phone:** (313) 444-1474



3400 Russell, Ste. 255  
Detroit, MI 48207

