

Case Studies 2021

Commercial

Franchised Hotel - New Construction

Cheyenne, Wyoming

A Developer and Building Owner was constructing a new hotel in the **Cheyenne area** to help fulfill the need for a hospitality building in this burgeoning area. Identifying all cost-savings became the Developer and Building Owner's highest priority. During the detailed design phase the Developer and Building Owner came to IncentiFind, an ideal time to identify incentives on a project.

Within the course of 12 months, IncentiFind not only identified incentives for the Developer and Building Owner's project, but also assisted the Developer and Building Owner in earmarking over \$45,500 for Lighting, HVAC Controls, Natural Gas and Electric Vehicle Charging rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives for Business Training Grants, Business Energy Investment Tax Credit & Cost Segregation. **Over the course of 13 months, this new construction hotel boasted over \$173,500 in total real estate incentives.**

Eligible Incentives

EE* - (Air Conditioners Rebate Program)
EE* - (Boilers Rebate Program)
EE* - (Boilers Reset Controls Rebate Program)
EE* - (Chillers Rebate Program)
EE* - (Commercial Furnaces Rebate Program)
EE* - (Lighting Controls Rebate Program)
EE* - (LED Lighting Rebate Program)
EE* - (Convection Ovens Rebate Program)
EE* - (Conveyor Ovens Rebate Program)
EE* - (Custom Electric Rebate Program)
EE* - (Custom Gas Rebate Program)
EE* - (Fryer Rebate Program)
EE* - (Infrared Upright Boiler Rebate Program)
EE* - (PreRinse Spray Valve Rebate Program)
EE* - (Rack Oven Rebate Program)

Captured Incentives

Developer/Owner installed above-code HVAC Equipment and Controls equaling a total of \$15,000 in rebates
Developer/Owner installed above-code LED Lighting and Controls equipment equaling a total of \$10,000 in rebates.
Developer/Owner participated in Custom Electric and Custom Gas Programs totalling \$12,000 in rebates.
Developer/Owner installed Electric Vehicle Charging equipment equaling a total of \$8,500 in rebates.
Developer/Owner received Business Training Grants in the amount of \$22,000
Developer/Owner was able to receive Business Energy Investment Tax Credits, tied to the installation of solar equipment, in the amount of \$95,000.
Developer/Owner was able to receive a total of \$11,000 in funds related to the installation of solar equipment from Modified Accelerated Cost Recovery Systems.

Eligible Incentives

EE* - (Refrigeration Case Fan Motors)
EE* - (Steam Cooker Rebate Program)
EE* - (Thermostats Rebate Program)
EE* - (Electric Vehicle Charging Rebate)
Other - (Alternative Fuels Infrastructure Tax Credit)
Other - (Economic Disaster Loan)
Other - (Work Opportunity Tax Credit Program)
Other - (Business Training Grants)
Other - (Business Energy Investment Tax Credit)
Other - (Modified Accelerated Cost Recovery System)
Other - (Cost Segregation Study)
Other - (Energy Procurement Advisory Services)
Other - (Qualified Opportunity Zone Investments)
Other - (179D Commercial Energy Efficiency Tax Credit)

(*EE - energy efficiency)
 (**WC - water conservation)
 (**R - renewables)
 (Other - economic development, tax incentives, historic preservation etc.)

Cost-Savings From Incentives: **\$173,500**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **13 months**

Public Office - Existing Building

Honolulu, Hawaii

A **Public Entity** was undergoing a major retrofit on the entire building in the **Honolulu area** to modernize it and improve its energy efficiency whilst lowering their facility operation spend on energy bills. While the construction upgrade was going to go forward no matter what, the extra cost-savings for the City was an easy added bonus. During the Conceptual Design phase, a Consultant introduced the entity to IncentiFind which is an ideal time to identify incentives on a project.

Within 15 months, IncentiFind not only identified incentives for the Public Entity's project, but also assisted the Entity in earmarking over \$76,500 for Lighting, HVAC Equipment, and Electric Vehicle rebates (cash reimbursements post-construction). Additional cost-savings were identified in other incentives such as the 179D Commercial Buildings Energy Efficiency Tax Deduction, Holistic Utility Management Solutions and a Demand Response program. **Over the course of 17 months, this Existing Office Building boasted over \$183,500 in total real estate incentives.**

Eligible Incentives

EE* - (Commercial Switch to Gas Program)
EE* - (Custom Lighting Incentives)
EE* - (Vending Machine Energy Control System)
EE* - (Variable Frequency Drive for HVAC Pumps)
EE* - (Standard Lighting Incentives)
EE* - (Re-Commissioning and Retro Commissioning)
EE* - (Premium Efficiency Motors)
EE* - (Packaged, Split System, and Window AC)
EE* - (Heat Pump Water Heater)
EE* - (Energy Audits and Energy Studies)
EE* - (Electronically Commutated Motors on Fan Coil Units)
EE* - (Custom Non-Lighting Incentives)
EE* - (Building Envelope - Window Film Improvements)

Captured Incentives

The Public Entity installed above-code Lighting and Controls equipment equaling a total of \$12,000 in rebates.
The Public Entity installed Electric Vehicle Charging equipment equaling a total of \$11,000 in rebates.
The Public Entity installed above-code HVAC Equipment and Controls equaling a total of \$37,000 in rebates.
The Public Entity received the 179D Energy Efficiency Tax Credit in the amount of \$93,000 which they passed along to the project designers.
The Public Entity received additional funds from Green Building Permitting and Holistic Utility Management Solutions in the amount of \$9,000.
The Public Entity curtailed their electric energy usage equaling a total of \$16,500 in bill credit savings.

Eligible Incentives

EE* - (Electric Vehicle Charging Rebate)
EE* - (Air and Water Cooled Chillers)
EE* - (Advanced Metering and Controls)
EE* - (Smart Export Program)
R*** - (Solar Water Heating)
WC** - (Weather Based Irrigation Controller)
Other - (Cost Segregation Studies)
Other - (Business Case Analysis Tool)
Other - (179D Commercial Energy Efficiency Tax Credit)
Other - (Holistic Utility Management Solutions)
Other - (Green Building Permitting)
EE* - (Fast Demand Response Program)
EE* - (Customer Grid Supply)

(*EE - energy efficiency)
 (**WC - water conservation)
 (**R - renewables)
 (Other - economic development, tax incentives, historic preservation etc.)

Cost-Savings From Incentives: **\$183,500**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **17 months**

Master Planning Community (New Construction)

Moab, Utah

A Developer was planning a brand-new Master Planned Community in Moab outside of the National Park territories because of the burgeoning need for more residential housing in the area. Given the location and being more desolate, along with supply chain issues, saving money was at the forefront of the Developer's mind. During the detailed design phase the Architect introduced the Developer to IncentiFind, which is an ideal time to identify incentives on a project.

Within a few months, IncentiFind not only identified incentives for the Developer's project, but also assisted the Developer in earmarking over \$97,000 for renewables and energy efficiency rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives for 45L Energy Efficient Home Federal Tax Credit and Business Energy Investment Tax credit. **Over the course of 13 months, this planned community boasted over \$389,500 in total real estate incentives.**

Eligible Incentives

EE* - (Builder Rebate)
EE* - (Commercial Green Building Rebate)
EE* - (Wattsmart Program)
***R - (Electric Vehicle + Infrastructure Financing Program)
***R - (Renewable Energy Systems Tax Credit)
Other - (Opportunity Development Tax Credit)

Captured Incentives

Developer installed above-code EE equipment equaling a total of \$82,000 in rebates.
Developer received Renewable energy tax credits equaling a total of \$15,000 in rebates.
Developer received a variety of Tax Credits, including 45L Energy Efficient Home Federal Tax and Opportunity Development credits, in the amount of \$292,500.

Eligible Incentives

Other - (Renewable Energy Systems Grant)
Other - (Production Tax Credit)
Other - (New Markets Tax Credit)
Other - (Business Energy Investment Tax Credit)
Other - (45L Energy Efficient Home Federal Tax Credit)
Other - (Environmentally Sustainable Development Investment)

(*EE - energy efficiency)
 (**WC - water conservation)
 (**R - renewables)
 (Other - economic development, tax incentives, historic preservation etc.)

Cost-Savings From Incentives: **\$389,500**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$350**

APPLY Services Fee: **25%** (Contingency Fee)

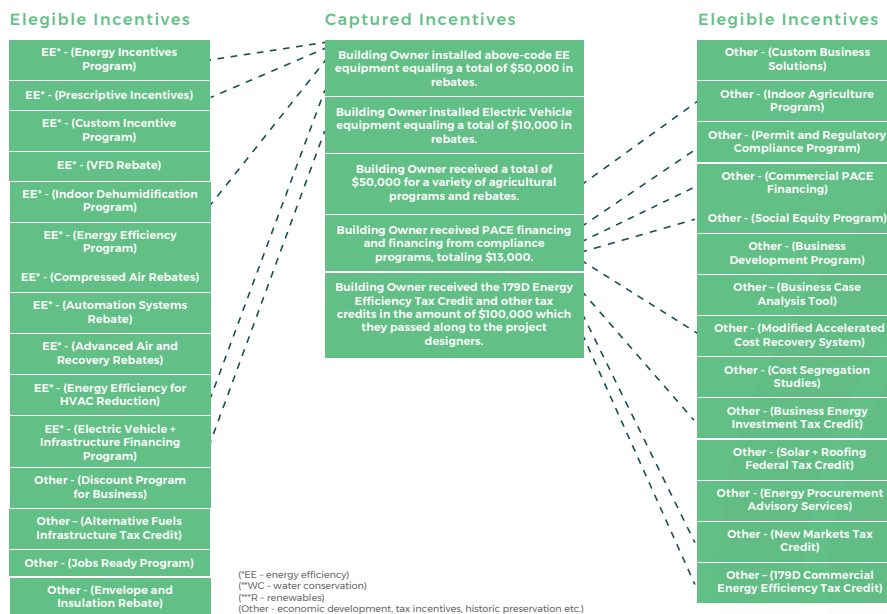
Project Timeframe: **13 months**

Indoor Horticultural Facility (Existing Building)

Detroit, Michigan Area

A Building Owner & Operator was looking to open a large-scale indoor horticultural facility in the **Detroit Metro area** to expand their business and capitalize on a booming industry. In order to accommodate the agricultural needs, the building needed to undergo major changes to become efficient and optimal for a growing climate. Being not an easy, or inexpensive feat, the Building Owner/Operator connected with their Sustainability Consultant on the project, who then put them in touch with IncentiFind to show how many incentives were available to help offset the upfront renovation cost.

By connecting during the bidding phase of the project, IncentiFind not only identified incentives for the project, but also assisted the Building Owner/Operator in earmarking over \$108,000 for indoor agriculture, energy efficiency, and renewables rebates (cash reimbursements post-construction) in just a few months. Additional cost-savings were identified in tax incentives for 179D Commercial Buildings Energy Efficiency Tax Deduction and Business Energy Investment Tax Credit for Renewables. **Over the course of 10 months, this Indoor Horticultural Facility boasted over \$223,000 in total real estate incentives.**



Cost-Savings From Incentives: **\$223,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$350**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **10 months**

Commercial Mixed Use with Public Housing (New Construction)

Atlanta, Georgia

In an effort to accommodate for the growing TechSquare District in Atlanta, a Developer & Building Owner developed plans to construct a 31 story Mixed Use building to include retail, office and residential living space. As the owner fleshed out their capital stack and architectural design, a high priority was to identify all available cost-savings. It was during this phase of the project that the Sustainability Consultant on the project introduced the Developer & Building Owner to IncentiFind.

Within a week after meeting with the Developer/Owner, IncentiFind identified incentives for the project. Within the following 5 months, IncentiFind assisted in earmarking over \$125,000 for solar and EV rebates (cash reimbursements post-construction). Additional cost-savings were identified for 179D Commercial Buildings Energy Efficiency Tax Deduction and an Alternative Fuel Infrastructure Tax Credit for EV charging stations. **Over the course of 22 months, this Commercial Mixed Use project boasted over \$575,000 in total real estate incentives.**

Eligible Incentives

*EE - (Natural Gas Equipment Program)
*EE - (Custom Saving Program)
*EE - (Prescriptive Incentive Program)
***R - (Electric Vehicle Charger Rebate)
Other - (Simple Solar Program)
Other - (Fleet Electrification)
Other - (Business Improvement Loan Fund)
Other - (Job Creation Tax Credit)

Captured Incentives

Developer/Owner installed above-code electric and natural gas energy efficient equipment equaling a total of \$89,000 in rebates.
Developer/Owner installed Electric Vehicle equipment equaling a total of \$5,000 in rebates.
Developer/Owner installed Solar PV equipment, equaling a total of \$31,000 in bill credit.
Developer/Owner received the Job Creation Tax Credit and Alternative Fuel Infrastructure Tax credit in the amount of \$190,000.
Developer/Owner received the Solar and Roofing Federal Tax Credit in the amount of \$50,000.
Developer/Owner received the 179D Energy Efficiency Tax Credit in the amount of \$210,000 which they passed along to the project designers.

Eligible Incentives

Other - (Commercial PACE Financing)
Other - (Alternative Fuel Infrastructure Tax Credit)
Other - (Business Energy Investment Tax Credit)
Other - (Modified Accelerated Cost Recovery System)
Other - (Solar + Roofing Federal Tax Credit & Accelerated Depreciation)
Other - (179D Commercial Energy Efficiency Tax Credit)

(*EE - energy efficiency)
 (**WC - water conservation)
 (**R - renewables)
 (Other - economic development, tax incentives, historic preservation etc.)

Cost-Savings From Incentives: **\$575,000**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **22 months**

Commercial Multi-Family Housing (New Construction)

Chapel Hill, North Carolina Metro

The Developer & Building Owner were in the Feasibility stage of their ground-up New Construction project in the Chapel Hill metro area when the Consultant introduced the Developer & Building Owner to IncentiFind. Given the location and the growing University campus nearby, this 5 story apartment building was designed and constructed to accommodate the student population. To keep rental costs affordable for the residents, pinning down available cost-savings became of utmost importance to the Owner.

Within 19 months, IncentiFind not only identified incentives for the Developer & Building Owner project, but also assisted the Developer & Building Owner in earmarking over \$105,000 for energy efficiency, including lighting and HVAC, and solar rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives, the majority being the 179D tax deduction for energy efficiency and the Renewable Energy tax credit for solar on-site. **Over the course of 19 months, this multi-family housing project boasted almost \$290,000 in total real estate incentives.**

Eligible Incentives

EE - (Natural Gas Rebate)
*EE - (Smart Saver Custom Incentive Program)
*EE - (Smart Saver Rebates for HVAC)
*EE - (Smart Saver Rebates for Lighting)
***R - (Solar Rebates)
Other - (Energy Design Assistance)
Other - (Net Metering)
Other - (Tax Exemption for Solar Energy)
Other - (Business Case Analysis)

Captured Incentives

Developer/Owner installed EE lighting and HVAC equipment eligible for a \$90,000 rebate.
Developer/Owner installed Solar PV equipment eligible for a \$15,000 rebate.
Developer/Owner received Net Metering, equaling a total of \$35,000 in bill credits.
Developer/Owner received Tax Exemption for Solar Energy in the amount of \$18,000.
Developer/Owner received MACRS Modified Accelerated Cost Recovery System in the amount of \$15,000.
Developer/Owner received 179D Commercial Energy Efficiency Tax Deduction in the amount of \$80,000.
Developer/Owner received Business ITC Renewable Energy Tax Credit in the amount of \$30,000.

Eligible Incentives

Other - (Business Investment Grant Program)
Other - (Alternative Fuel Infrastructure Tax Credit)
Other - (Modified Accelerated Cost Recovery System)
Other - (Solar + Roofing Federal Tax Credit & Accelerated Depreciation)
Other - (179D Commercial Energy Efficiency Tax Credit)
Other - (Business Energy Investment Tax Credit)

(*EE - energy efficiency)
 (**WC - water conservation)
 (**R - renewables)
 (Other - economic development, tax incentives, historic preservation etc.)

Cost-Savings From Incentives: **\$283,000**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$350**

APPLY Services Fee: **25%** (Contingency Fee)

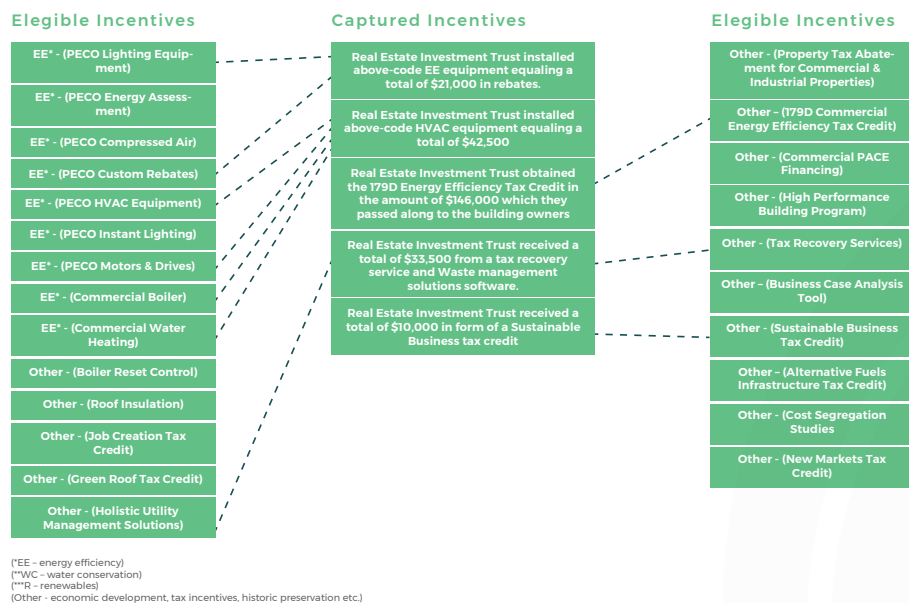
Project Timeframe: **19 months**

Private Medical Office Building (Existing Building)

Philadelphia Metro Area

A Real Estate Investment Trust (REIT) was planning a major HVAC optimization project to help streamline the water cooled heat pump and thermostat systems in the Philadelphia Metro Area to reduce the buildings energy load and save on energy costs over the life of the equipment. Therefore, identifying all cost-savings became the REIT's highest priority. During the Conceptual Design Phase the Engineer introduced the REIT to IncentiFind and the project scope morphed. As incentive money was identified for certain equipment, (such as Lighting and Natural Gas heating systems), those particular upgrades were incorporated into the design.

Within three weeks, IncentiFind not only identified incentives for the REIT project, but also assisted the REIT in earmarking over \$63,500 for energy efficiency, HVAC and lighting rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives for 179D Commercial Buildings Energy Efficiency Tax Deduction and Cost Segregation Studies. **Over the course of about 8 months, this medical office building boasted over \$189,500 in total real estate incentives.**



Cost-Savings From Incentives: **\$189,500**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

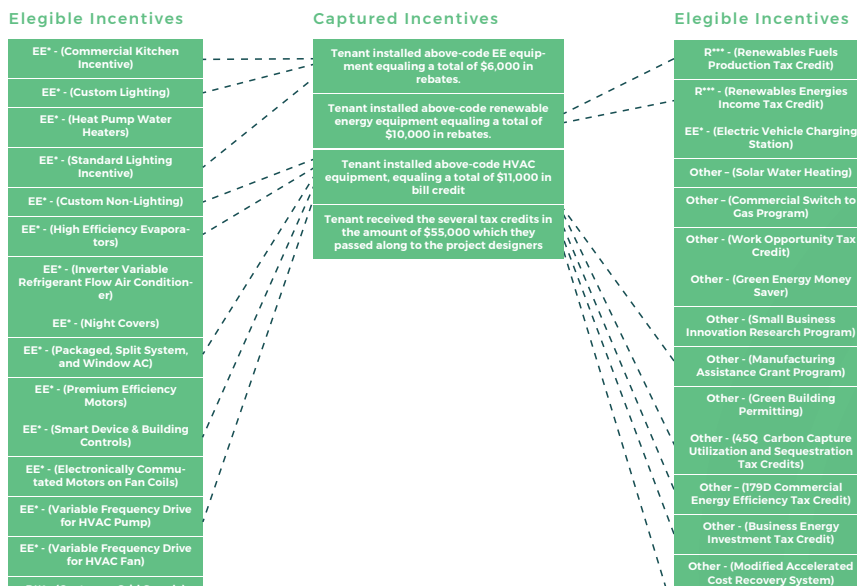
Project Timeframe: **6 months**

Multi-Building Manufacturing Plant (New Construction)

Waikoloa, Hawaii

A Tenant was expanding their business by building a ground-up New Construction building in the **Waikoloa Area**. Because of the popularity of their products and services (they're a brewery & restaurant), the tenant needed more space to accommodate the growing demand. Environmentally focused, but always conscious of the bottom line, the company pledged to incorporate sustainable measures into their buildings while making near and long term cost-savings of utmost importance. During the Detailed Design Phase the Tenant decided to engage with IncentiFind, which is a perfect time to identify and start the process of capturing incentives on a project.

Within a two months, IncentiFind not only identified incentives for the Tenant's project, but also assisted the Tenant in earmarking over \$27,000 for energy efficiency and water conservation rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives for 179D Commercial Buildings Energy Efficiency Tax Deduction and 45Q Carbon Capture Sequestration Tax Credits. **Over the course of 1 year this small manufacturing facility boasted over \$82,000 in total real estate incentives.**



Cost-Savings From Incentives: **\$82,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **13 months**

Hospitality Portfolio (New Construction)

Wisconsin and Iowa

A Developer & their Partners brought their hotel portfolio, which spanned across **Wisconsin and Iowa**, to Incentifind's attention early last year. While a majority of the properties were presented to us in the Design Phase (an ideal time to bring Incentifind to the table), a couple sites were wrapping up Construction while another was still in the Feasibility stage identifying capital. Despite the various project stages, coming off of COVID's impact on the hospitality industry, capturing any and all cost-savings available became the Developer's highest priority.

Within just two weeks, the projects were entered into our platform and our APPLY Services were engaged. From there, depending on each project's stage and timeline, Incentifind was able to identify, earmark and capture over \$289,000 in utility and State level rebates across 7 properties (and 2 states) for the Developer and Partners. Those cash rebates either rewarded the design for systems such as plumbing fixtures, HVAC, Lighting, EV Stations and Building Envelope components. Tax incentives, such as credits and exemptions, were identified. These tax-related incentives included the 179D Tax Deduction for Energy Efficiency, a Green Building Tax Abatement and the federal EV Infrastructure Tax Credit. **Given the projects run somewhat concurrently, over the course of 3-4 years the entire new construction hospitality portfolio will have boasted over \$742,000, across 7 properties in total real estate incentives.**

Captured Incentives

Developer installed, or plans to install, above-code EE equipment equaling an average of **\$32,000** in rebates.

Developer received, or will receive, the 179D Energy Efficiency Tax Credit for an average amount of **\$45,000**.

Developer installed, or plans to install, water saving plumbing equipment equaling an average of **\$3,000** in rebates.

Developer received, or will receive, the Green Building Tax Abatement for an average amount of **\$7,000**

Developer installed Electric Vehicle equipment equaling an average of **\$6,000** in grant reimbursements.

Developer received, or will receive, the Electric Vehicle Tax Credit for an average amount of **\$12,000**

Cost-Savings From Incentives: **\$742,000**
(Cash Reimbursements & Tax Incentives)

APPLY Services Fee: **25%** (Contingency Fee)

VERIFY Report Fee: **\$250**

Project Timeframe: totaling **3.5 years** from start to finish for all 7 sites

Multifamily Portfolio (Existing Building)

Washington and Oregon

A multifamily Owner and Operator was performing various upgrades and remodels at their existing apartment building portfolio across the states of **Washington and Oregon**. Some of the complexes were simply outdated and needed a “face lift”, and other properties had experienced significant damage from previous tenants and natural disasters such as flooding. Given these circumstances, identifying all cost-savings became the Owner and Operator’s highest priority. During the Final Stage of Design for some projects, and early Construction phase for others, the Owner/Operator came to IncentiFind, a prime time in the project stage to reserve and capture incentives on a project.

Within one month, IncentiFind produced 13 project VERIFY Reports that identified eligible incentives for each project. During that time IncentiFind was authorized by the Owner/Operator to start the process to reserve and capture incentive funds available on their behalf. Over the course of all renovations, over \$780,000 for energy efficiency and renewable energy rebates were either reserved or awarded (depending on each projects’ timeline). Additional cost-savings were identified in tax incentives such as the 45L Energy Efficiency Tax Deduction, Renewable Energy (ITC) Credit & Tax Credit for EV Charging Stations. **Over the course of 15 months, this existing multifamily building portfolio boasted over \$1.92M, across 13 properties, in total real estate incentives.**

Captured Incentives

Owner/Operator installed above-code Energy Efficient (Electric & Natural Gas) equipment equaling an average of **\$42,000 in rebates.**

Owner/Operator received the 45L Energy Efficiency Tax Credit in the average amount of **\$57,000 for each property**

Owner/Operator received the Alt. Fuel Infrastructure Tax Credit (for EV Stations) in the average amount of **\$11,000 for each property where the stations were installed**

Owner/Operator installed Rooftop Solar PV equipment, equaling an average of **\$18,000 in net metering bill credits**

Owner/Operator received the Business Energy Investment Tax (for Solar) in the average amount of **\$19,750 for each apartment complex**

Cost-Savings From Incentives: **\$1.92 Million**
(Cash Reimbursements & Tax Incentives)

APPLY Services Fee: **25%** (Contingency Fee)

VERIFY Report Fee: **\$250**

Project Timeframe: **15 months**

University Public Housing (New Construction)

Southern California

With student enrollment increasing, our Developer & Building Owner broke ground on a new construction, **student housing project in the San Diego metro area**. Identifying all cost-savings was the Developer & Building Owner’s highest priority. During the early stage of construction the property manager introduced the Developer & Building Owner to IncentiFind, an ideal time to capture incentives on a project.

Within 6 weeks, IncentiFind not only identified incentives for the Developer & Building Owner’s project, but also assisted the Developer & Building Owner in earmarking over \$54,000 for water conservation, lighting and technology rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives for 179D Commercial Energy Efficiency Tax Credit. Over the course of 15 months, this university **housing project boasted over \$156,000 in total real estate incentives**.

Elegible Incentives

EE* - (Instant Lighting Rebates)
EE* - (Savings by Design)
EE* - (Technology Incentives Program)
R*** - (Self Generation Incentive Program)
R*** - (Net Metering Program)
WC** - (Plumbing Fixture Rebate)
WC** - (Water Efficient Landscape Program)
WC** - (Cooling Tower Rebate)

Captured Incentives

Developer/Owner installed above Title 24 EE equipment equaling a total of \$35,000 in rebates.
Developer/Owner installed Solar PV equipment, equaling a total of \$3,000 in bill credits
Developer/Owner installed Electric Vehicle equipment equaling a total of \$9,000 in rebates.
Developer/Owner installed Water Saving plumbing equipment equaling a total of \$7,000 in rebates.
Developer/Owner received the 179D Energy Efficiency Tax Credit in the amount of \$102,000 which they passed along to the project designers

Elegible Incentives

WC** - (Irrigation Controls Rebate)
EE* - (Electric Vehicle Rebate)
EE* - (Electric Vehicle + Infrastructure Financing Program)
Other - (Alternative Fuels Infrastructure Tax Credit)
Other - (Business Case Analysis Tool)
Other - (179D Commercial Energy Efficiency Tax Credit)

(*EE – energy efficiency)
 (**WC – water conservation)
 (***)R – renewables
 (Other - economic development, tax incentives, historic preservation etc.)

Cost-Savings From Incentives: **\$156,000**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **15 months**

Mixed Use (Light Mfg. & Retail) (Existing Building)

Birmingham, Alabama Metro

A Tenant, in the Birmingham metro area, was planning a major upgrade to their facility with a focus on also achieving their corporate sustainability goals. Identifying all cost-savings was the Tenant's highest priority. During the mobilization stage of construction the facilities manager introduced the Tenant to IncentiFind. The timing of this introduction allowed for faster turnaround on the utility rebates (since the equipment selections were prepped for procurement).

Within 3 weeks IncentiFind not only identified incentives for the Tenant's project, but also assisted the Tenant in earmarking over \$2,000 for energy efficiency and natural gas rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives for Chapter 9B Tax Abatements - New, Expanding & Upgrade Projects (Existing Buildings) and Chapter 9C Abatements - Renovation. **Over the course of 7 months, this mixed use retail facility boasted over \$40,500 in total real estate incentives.**

Eligible Incentives

EE* - (Electric Cooking Rebate)
EE* - (Natural Gas Appliances)
EE* - (Industrial Energy Efficiency Program)
R*** - (Biomass Energy Program)
Other - (Loan Fund Program)
Other - (Business Privilege Tax)
Other - (Chapter 9B Tax Abatements)
Other - (Chapter 9C Tax Abatements)
Other - (Investment Credit)

Captured Incentives

Customer installed EE and Natural Gas equipment eligible for a \$2,000 rebate
Customer received a BioMass Loan in the amount of \$5,000
Customer received the Business Privilege Tax break in the amount of \$5,500
Customer received Equipment Tax Abatements in the amount of \$19,000
Customer received Business ITC Renewable Energy Tax Credit in the amount of \$9,000

Eligible Incentives

Other - (Income Tax Capital Credit Program)
Other - (Business Case Analysis Tool)
Other - (45Q Carbon Capture Utilization and Sequestration Tax Credit)
Other - (179D Commercial Buildings Energy Efficiency Tax Deduction)
Other - (Research & Development (R&D) Tax Credit)
Other - (Qualified Opportunity Zone Investments)
Other - (Holistic Utility Management Solutions (HUMS))

(*EE - energy efficiency)
 (**WC - water conservation)
 (**R - renewables)
 (Other - economic development, tax incentives, historic preservation etc.)

Cost-Savings From Incentives: **\$40,500**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$350**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **7 months**

Distribution Center Park (Existing Building)

Texas

Our large Developer was in the middle of planning a multi-building distribution center park in the DFW metro when the COVID-19 pandemic hit. Like many Developers affected by the uncertainty, identifying all cost-savings became the developer's highest priority. During the Detailed Design Phase the owners representative introduced the Developer to IncentiFind (an ideal time to identify incentives on a project).

Within three months IncentiFind not only identified incentives for the Developer's project, but also assisted the Developer in earmarking over \$100,000 in energy efficiency rebates (cash reimbursements post-construction). Additional cost-savings were identified in tax incentives for job creation, rooftop solar, and economic development. Over the course of 13 months, this large-scale fulfillment center project boasted over \$500,000 in total real estate incentives.

Eligible Incentives

EE* - (Commercial Basic Offer Program)
EE* - (Commercial Custom Offer Program)
EE* - (Load Management Program)
R*** - (Commercial Solar Program)
Other - (New Market Tax Credit Incentive)
Other - (Renewable Energy Investment Tax Credit)
Other - (Tax Abatement Policy + Incentives)
Other - (Cost Segregation Studies)

Captured Incentives

Developer/Owner received the 179D Energy Efficiency Tax Credit in the amount of \$155,000
Developer/Owner installed Solar PV equipment equaling a total of \$45,000 in rebates.
Developer/Owner installed above-code EE equipment equaling a total of \$70,000 in rebates.
Developer/Owner received the Renewable Energy Investment Tax Credit in the amount of \$60,000
Developer/Owner installed above-code water conservation products equaling a total of \$6,000 in sales tax exemptions.
Developer/Owner received a City level Tax Abatement in the amount of \$174,000

Eligible Incentives

Other - (Alternative Fuels Infrastructure Tax Credit)
Other - (MACRS)
Other - (Zero Emission Vehicle Grants)
Other - (Business Case Analysis Tool)
Other - (179D Commercial Energy Efficiency Tax Credit)
WC** - (Water Related Tax Exemptions)
Other - (Commercial PACE Financing)
Other - (Autocase Business Case Analysis)

(*EE - energy efficiency)
(**WC - water conservation)
(***R - renewables)

Cost-Savings From Incentives: **\$510,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **13 months**

High-End Boutique Hotel (Existing Building)

Florida

A Historic hotel in the Tampa Bay Area was overdue for a mechanical and lighting upgrade however, maintaining the integrity and character of the building was priority. Our Affiliate, who services the Hospitality industry, introduced the hotel Property Owner to IncentiFind during the Bidding Phase. Within 8 weeks IncentiFind not only identified incentives for the hotel renovation project, but also assisted in earmarking \$38,000 in energy efficiency rebates (cash reimbursements post-construction).

To stay ahead of Florida anticipated solar mandates and achieve the owner’s Corporate Sustainability Goal of Net Zero by 2025, rooftop solar was installed. Over \$80,000 in tax exemptions and credits were awarded for this measure. The Property Owner received a total of \$260,000 savings in incentives and further, now leverages IncentiFind across their national portfolio to access cost-savings while attaining their Sustainability Goals.

Elegible Incentives

EE* - (Business Lighting Program)
EE* - (Chiller Rebate Program)
EE* - (Custom Incentive Program)
EE* - (Direct-Expansion Air Conditioning Rebate Program)
EE* - (Demand Response Program)
EE* - (Energy Recovery Ventilation (ERV) Rebate Program)
EE* - (HVAC Demand Control Ventilation (DCV) Rebate Program)
EE* - (Kitchen Demand Control Ventilation Rebate Program)
EE* - (Thermal Energy Storage (TES) Program)

Captured Incentives

Customer installed EE and Natural Gas equipment eligible for a \$38,000 rebate
Customer received 179D Commercial Energy Efficiency Tax Credit in the amount of \$141,000
Customer received Business ITC Renewable Energy Tax Credit in the amount of \$36,000
Customer received a Clean Energy Investment Financial Loan in the amount of \$45,000

Elegible Incentives

EE* - (New Construction Natural Gas Rebates)
R*** - (Solar Energy System Sales Tax Exemption)
Other - (179D Commercial Energy Efficiency Tax Credit)
R*** - (Business Energy Investment Tax Credit (ITC))
R*** - (Clean Energy Investment Program)
Other - (Economic Development Incentive EDI)
Other - (Rapid Response Services)
Other - (Commercial PACE Financing)
R*** - (Solar + Roofing Federal Tax Credit + Accelerated Depreciation)
Other - (Modified Accelerated Cost Recovery System (MACRS))

(*EE – energy efficiency)
(**WC – water conservation)
(***R – renewables)

Cost-Savings From Incentives: **\$260,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **6 months**

Bar + Restaurant (New Construction)

Cedar Rapids, IA

As part of the larger multi-building development, since opening its doors this taphouse and restaurant has been a popular spot. The Developer and Building Owner came to IncentiFind after finalizing the architectural and structural phase of the project (right before kicking-off MEP plans).

IncentiFind quickly connected the project with utility incentives. From there, the design team increased energy efficiency designs and equipment to maximize their rebate funds. Top of the line food service equipment, lighting, and HVAC systems were installed and qualified for significant dollar and energy savings. Even the building envelope and site orientation earned the project additional rebate funds.

Atop the rebate funds (cash reimbursements) for the project, the Developer and Building Owner took advantage of a state-wide sales and use tax exemption, along with the 179D federal tax credit totaling over \$40,000 in cash and tax incentives in the first year of operation.

Eligible Incentives

- EE* - (Commercial New Construction Program)
- EE* - (Electric Vehicle Charging Station Program)
- Other - (Community Benefit Tax Program)
- Other - (Green Building Tax Exemption)
- Other - (Large Site Master Plan Tax Abatement)

Captured Incentives

- Owner installed above-code EE equipment equaling a total of \$12,000
- Owner received the 179D Energy Efficiency Tax Credit in the amount of \$22,000
- Owner received the Sales and Use Tax Exemption in the amount of \$9,000

Eligible Incentives

- Other - (State Sales and Use Tax Exemption)
- Other - (179D Commercial Energy Efficiency Tax Credit)
- Other - (Commercial PACE Financing)
- Other - (Autocase Business Case Analysis)

(*EE - energy efficiency)
(**WC - water conservation)
(**R - renewables)

Cost-Savings From Incentives: **\$43,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **6 months**

Air-Conditioned Boat + RV Storage (New Construction)

Nevada

Given its ample sunshine year-round, Nevada offers opportunities for residents and commercial building owners to take advantage of solar incentives. This Building Owner and Operator came to IncentiFind during the conceptual design phase of his new construction storage facility with an aim to tap into solar rebates and tax credits.

After purchasing our VERIFY Report, the Building Owner and Operator was made aware of additional incentives available to the project. While storage facilities may not have complex systems, there were several pieces of equipment that garnered energy efficiency rebates under the utility's incentive program including building envelope, lighting fixtures, and lighting controls.

Once all eligible energy efficiency and solar equipment was installed, our APPLY team applied to and successfully captured \$34,500 in rebate funds (cash reimbursements). The client's tax professionals leverage our VERIFY Reports to four different tax and financial incentives, and after the building was open and operational, they successfully filed to collect over \$100,000 in tax savings.

Eligible Incentives

EE* - (Commercial Energy Storage Incentives)
EE* - (Exterior Lighting Rebates)
EE* - (Net Metering Rate Program)
EE* - (New Construction Program)
EE* - (Solar Thermal Space Heating Program)
EE* - (Vending Machine Rebates)
EE* - (Natural Gas Furnace Rebates)

Captured Incentives

Customer installed EE & Solar PV equipment eligible for a \$34,500 rebate
Customer received Sales & Use Tax Abatement in the amount of \$8,000
Customer received 179D Commercial Energy Efficiency Tax Credit in the amount of \$41,000
Customer received Business ITC Renewable Energy Tax Credit in the amount of \$21,000
Customer received USDA Renewable & Energy Efficiency Grants in the amount of \$33,000

Eligible Incentives

Other - (Emerging Small Business Program)
Other - (Sales & Use Tax Abatement)
Other - (Commercial PACE Financing)
Other - (179D Commercial Energy Efficiency Tax Credit)
Other - (Business ITC Renewable Energy Tax Credit)
Other - (USDA Renewable & Energy Efficiency Loan)

(*EE - energy efficiency)
 (**WC - water conservation)
 (**R - renewables)

Cost-Savings From Incentives: **\$137,500**
 (Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **5 months**

Private Education Facility (Existing Building)

Washington

While the COVID-19 pandemic affected our everyday lives, school structure and academia were hit especially hard. To make a positive out of a negative, this private education facility use this as an opportunity to implement their Capital Improvement Plans while classrooms shifted to remote learning. Rather than phase out the planned facility upgrades over the course of several summers and vacation breaks, the school executed all project needs in one stage over the course of 9 months.

The schools' Facility Management (FM) Director came to IncentiFind in the bidding phase of the project to identify utility rebates and financial incentives. Of 22 available incentives, the school decided to use our APPLY Services to capture 7 incentives. We also connected the school with a 3rd Party Expert on Historic and Energy Efficiency Tax Credits to tap into even more savings. Lastly, IncentiFind helped them secure a Sustainability Grant from the City of Tacoma to help aid in funding additional heating & cooling system efficiencies on site.

Eligible Incentives

- EE* - (Commercial Food Service Equipment - Electric)
- EE* - (Custom Grants)
- EE* - (Major HVAC Controls Upgrade)
- EE* - (Advanced Rooftop Unit Control)
- EE* - (Commercial Food Service Equipment - Natural Gas)
- EE* - (Compressed Air Incentives)
- EE* - (HVAC Rebates)
- EE* - (Lighting Rebates)
- EE* - (Custom Retrofit Program)
- EE* - (Energy Use Assessment)

(*EE - energy efficiency)
(**WC - water conservation)
(***R - renewables)

Captured Incentives

- Owner installed EE & WC equipment equaling a total of \$48,000
- Owner received the Historic Preservation Tax Credit deduction in the amount of \$42,000
- Owner received the 179D Energy Efficiency Tax Credit in the amount of \$18,000
- Owner received the Sustainability Small Grant in the amount of \$15,000

Eligible Incentives

- WC* - (Commercial Water Incentives)
- WC* - (Smart Irrigation Rebate)
- Other - (Historic Preservation Tax Credit)
- Other - (Grow America Fund)
- Other - (Sustainability Small Grant)
- Other - (Clean Energy Financing for Energy Efficiency Upgrades)
- Other - (Commercial Energy Efficiency Tax Credit)
- Other - (Holistic Utility Management Solution)

Cost-Savings From Incentives: **\$123,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **13 months**

Public Museum (New Construction)

Columbus, Nebraska

The City of Columbus in recent years has undergone a revitalization of their historic downtown district. After years of fund raising, private donations and public grants helped secure its construction, a brand new ground-up museum is to be built.

The engineering firm helping design and construct the building used IncentiFind's database to search for available incentives. Given this is a publicly-owned entity, the firm desired to use our "VERIFY Report" as a value-add to capture cost-savings. Our report was used a tool to guide the design and decision-making process. In addition to yielding over \$35,000 in cash reimbursements, the project was able to "save" another \$75,000 thru the award of USDA and Nebraska Energy Savings grant programs.

Eligible Incentives

EE* - (Natural Gas Rate Reduction Program)
EE* - (Direct Install Gas Saving Measures)
EE* - (Commercial HVAC Incentive)
EE* - (Commercial Heat Pump Water Heater Incentive)
EE* - (Commerical EV Charger Rebate)
EE* - (Commerical Conduit EV Incentive)
Other - (Dept. of Energy - Energy Savings Loan)
Other - (Business Case Analysis Software Tool)
Other - (PACE Financing Loan Program)
Other - (USDA Renewable & Energy Efficiency Loan & Grants)

Captured Incentives

Customer installed EE & EV equipment eligible for a \$37,500 rebate
Customer received Nebraska Energy Savings Loans in the amount of \$35,000
Customer received USDA Renewable & Energy Efficiency Grants in the amount of \$40,000

(*EE - energy efficiency)
(**W/C - water conservation)
(**R - renewables)

Cost-Savings From Incentives: **\$112,500**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **19 months**

Heavy Industrial Facility (New Construction)

Green Bay, Wisconsin

In 2020, a 218,000 square foot, ground-up, facility was constructed for a national, heavy-industrial company in their newly acquired Wisconsin territory. Once the capital funding was secured and bids were awarded, the project’s General Contractor purchased our “VERIFY Report” to gain visibility of available incentives for the core + shell build-out.

Bringing IncentiFind into the conversation, the GC secured additional cost-savings for the end user and, utilized our “APPLY Services” to capture incentives on their behalf. With the additional funds from the incentives, the end customer now had funds to allocate to the installation of six electric vehicle (EV) charging ports on site (something that was in the original plan however, did not have enough funds to make it into the scope of work). In addition to the two EV incentives, the end user met their companywide Environmental-Sustainability Goals (ESG).

Eligible Incentives

- EE* - (Commercial Refrigeration Incentive Program)
- EE* - (Custom Incentive Program)
- EE* - (Energy Efficiency Financing Program)
- EE* - (HVAC/Plumbing Incentive Program)
- EE* - (Lighting Incentive Program)
- EE* - (Process Systems Incentive Program)
- Other - (Electric Vehicle Charging Grant Program)
- Other - (Business Development Tax Credits)
- Other - (179D Commercial Energy Efficiency Tax Credit)
- Other - (Electric Vehicle Tax Credit)

(*EE - energy efficiency)
(**WC - water conservation)
(***R - renewables)

Captured Incentives

- Customer installed EE equipment (electric + gas) eligible for a total rebate of \$285,000 across 6 incentive programs
- Customer installed EV equipment eligible for a \$16,000 grant
- Customer received the 179D Energy Efficiency Tax Credit in the amount of \$190,000
- Customer received the EV Tax Credit in the amount of \$30,000

Cost-Savings From Incentives: **\$521,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **18 months**

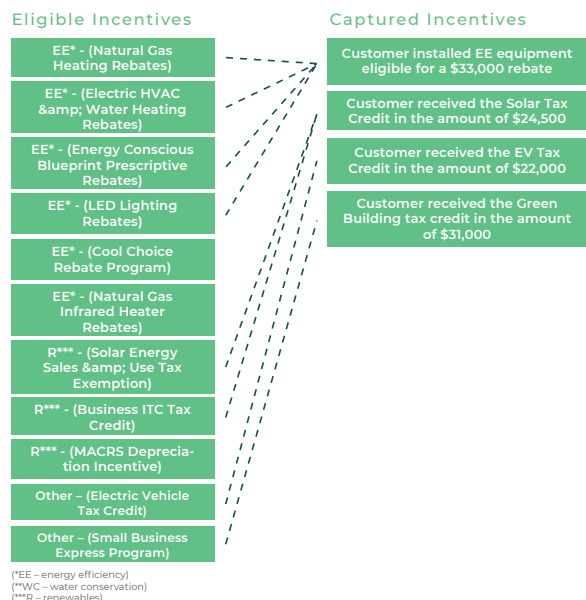
Retail Gut Rehab (Existing Building)

Connecticut

This 120,000 square foot (once-abandoned and former big box retail) building had plans to undergo a complete gut renovation to be turned into several smaller retail spaces. The upgrades would include not only building envelope and HVAC, but also renewable (rooftop photovoltaic (PV) solar) and electric vehicle (EV) charging ports.

An installer on this project purchased our “VERIFY Report” to present to the building owner in order bring additional cost-savings to the project for their scope of work as well as make the owner aware of other incentives for the remaining scope.

Given the size of this project, IncentiFind was brought in during Conceptual Design to provide guidance on eligible incentives (that would influence specifications of equipment) as well as to connect the building owner to tax and financial incentives (that were originally unknown to the building owner).



Cost-Savings From Incentives: **\$110,000**
(Cash Reimbursements & Tax Incentives)

VERIFY Report Fee: **\$500**

APPLY Services Fee: **25%** (Contingency Fee)

Project Timeframe: **12 months**

Incentive