



Incentifind™

2023 Case Studies

Commercial Projects

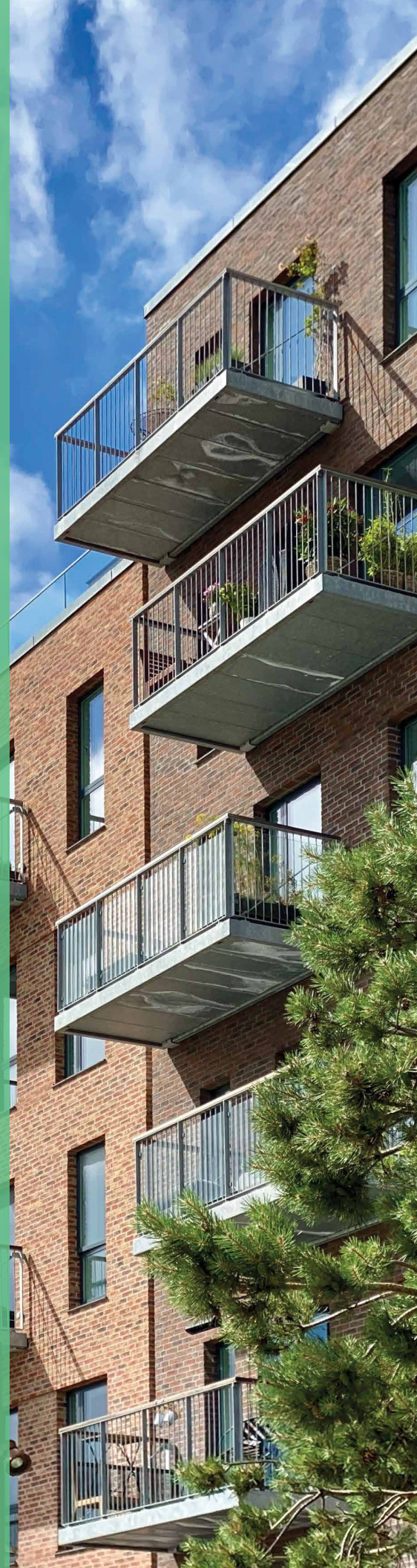


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Class A Mixed Use Building: New Construction

Boston Area, Massachusetts

Cost-Savings From Incentives: \$2.3M
(Cash Reimbursements & Tax Incentives)

Apply Services Fee: 25%
(Contingency Fee)

VERIFY Report Fee: \$350

Project Timeframe: 5 years

Over the course of 5 years, this Class A Mixed Use Building boasted over \$2.35 million in total real estate incentives.

The Building Owner and Operator was building a ground up, new construction Mixed Use building in **Boston** as part of a citywide development initiative to attract Class A, high quality business and residential tenants to the City’s downtown district. Along with focusing on high grade material and sustainable design, identifying all cost-savings were also of high priority for the developer. During the Construction-Testing & Commissioning phase the Architecture firm on the project introduced the building owner to IncentiFind which is a little later in the construction process than normally desired for incentives. However, IncentiFind was still able to capture over \$280,000 in prescriptive energy efficiency rebates for their office tenant build outs & condominiums.

Within one month IncentiFind not only identified incentives on the VERIFY Report, but also assisted the client in earmarking over \$282,000 for electrical efficiency and EV Charging station utility rebates. Additional cost-savings were identified in these tax incentives: 179D Commercial Energy Efficiency Tax Deduction, 45L Energy Efficient Home Tax Credit, EV Charging Station Tax Credit & Property and Income Tax Abatements.

Eligible Incentives

Incentive Type	Number Identified	Number Selected
Energy Efficiency	19	13
Water Conservation	0	0
Renewables	0	0
Other	9	4

Captured Incentives: examples

- Developer/Owner installed above-code HVAC equipment equaling a total of \$40,000 in rebates.
- Developer/Owner installed energy efficient LED lighting fixtures equaling a total of \$50,500 in rebates.
- Developer/Owner installed above-code cooling equipment equaling a total of \$50,000 in rebates.
- Developer/Owner received multiple Tax Credits and deductions, equaling a total of \$2.07M in project savings.

Public City Hall Rooftop Solar: Existing Building

Houston Area, Texas

Cost-Savings From Incentives: \$22,000
(Cash Reimbursements & Tax Incentives)

Apply Services Fee: 25%
(Contingency Fee)

VERIFY Report Fee: \$500

Project Timeframe: 6 months

Over the course of 6 months, this Public City Hall boasted over \$22,000 in total real estate incentives.

The Public Entity was undergoing a solar assessment study in the **Houston area** to evaluate the cost analysis and Return on Investment for installing rooftop solar on all city owned buildings. This is part of achieving citywide sustainability ordinances as well as staying ahead of future Inflation Reduction Act Bill mandates for public entities and renewable energy. Outside of meeting city policy, the number one factor and concern of the City Council was identifying cost-savings. During the Conceptual Design Phase, a City Councilmember approached IncentiFind to identify eligible incentives and make the case for installing solar on the City Hall facility.

Within 40 days IncentiFind not only identified incentives on the VERIFY Report, but also assisted the client in earmarking over \$21,000 for renewable energy utility rebates. Additional cost-savings were identified in these loan program incentives: Texas LoanSTAR loan program & a Federal Renewable Loan program.

Eligible Incentives

Incentive Type	Number Identified	Number Selected
Energy Efficiency	0	0
Water Conservation	0	0
Renewables	3	1
Other	3	2

Captured Incentives: examples

The Public Entity installed Solar PV equipment, equaling a total of \$17,000 in project savings.

The Public Entity utilized the Texas LoanSTAR loan program & a Federal Renewable Loan program, equaling a total of \$5,000 in project savings.

Public Medical Campus: New Construction

Raleigh Area, North Carolina

Cost-Savings From Incentives: \$473,000
(Cash Reimbursements & Tax Incentives)

Apply Services Fee: 25%
(Contingency Fee)

VERIFY Report Fee: \$1,250 (Portfolio Price Discount)

Project Timeframe: 2 years

Over the course of 2 years, this Public Medical Campus boasted over \$473,000 in total real estate incentives.

A Non-Profit Public University was planning to construct a new, multi-million dollar Medical Campus in the **Raleigh area**. The development used both public and private funds, so there was extra scrutiny around cost-savings. The Medical Campus was also designated for LEED Silver to meet the city's and university's sustainability goals. The Architecture firm on the project introduced the client to IncentiFind during the Detailed Design Phase in order to target available incentives and take advantage of our APPLY Services.

Within 2 months IncentiFind not only identified incentives on the VERIFY Report, but also assisted the client in earmarking over \$331,000 for energy efficiency, renewable energy, and various other utility rebates. Additional cost-savings were identified in these financial incentives: 179D Tax Deduction for Energy Efficient Commercial Buildings - *which was allocated to the Design Team and a Utility Infrastructure Discount Program from NC DoT.*

Eligible Incentives

Incentive Type	Number Identified	Number Selected
Energy Efficiency	7	4
Water Conservation	0	0
Renewables	2	1
Other	10	8

Captured Incentives: examples

- Portfolio Owner installed LED Lighting fixtures equaling a total of \$87,000 in rebates.
- Portfolio Owner installed above-code HVAC and cooling equipment equaling a total of \$110,000 in rebates.
- Portfolio Owner installed electric vehicle charging stations equaling a total of \$80,000 in rebates.
- Portfolio Owner installed Solar PV equipment, equaling a total of \$60,000 in project savings.
- Portfolio Owner received Tax Credits and deductions, equaling a total of \$136,000 in project savings.

Laboratory: New Construction Philadelphia, Pennsylvania

Cost-Savings From Incentives: **\$351,000**
(Cash Reimbursements & Tax Incentives)

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

VERIFY Report Fee: **\$500**

Project Timeframe: **6 months**

Over the course of 6 months, this laboratory boasted over \$351,000 in total real estate incentives.

A Real Estate Investment Trust purchased a vacant 200k sq. ft building in **downtown Philadelphia** with plans for a full gut renovation. Due to the complex nature of the renovation and the tenant’s intricate design requirements, identifying cost-savings became the client’s highest priority. The Engineering firm purchased a VERIFY Report on behalf of their client during the Detailed Design Phase, an ideal time to identify incentives. *This is a standard practice for IncentiFind Affiliates.*

Within 4 weeks IncentiFind not only identified incentives on the VERIFY Report, but also assisted the client in earmarking over \$101,000 for energy efficiency, renewables, and various other utility rebates. Additional cost-savings were identified in these tax and loan incentives: 179D Tax Deduction, New Markets Tax Credit, Federal Solar Investment Tax Credit, Energy Efficiency & Renewable Energy Loan.

Eligible Incentives

Incentive Type	Number Identified	Number Selected
Energy Efficiency	4	4
Water Conservation	0	0
Renewables	5	2
Other	19	9

Captured Incentives: examples

- Owner installed above-code LED Lighting equaling a total of \$12,000 in rebates.
- Owner installed above-code HVAC equipment equaling \$40,000 in rebates.
- Owner installed above-code water heating equipment equaling \$8,000 in rebates.
- Owner installed Solar PV equipment, equaling \$30,000 in project savings.
- Owner incorporated a rooftop garden resulting in \$11,000 in project savings.
- Owner received Tax Credits and deductions, equaling \$250,000 in savings.

Quick Service Restaurant Portfolio: New Construction

Nationwide - across 20 States & 76 Cities

Cost-Savings From Incentives: \$1.25M
(Work in Progress) (Cash Reimbursements & Tax Incentives)

Apply Services Fee: 25%
(Contingency Fee)

VERIFY Report Fee: \$8,900
(Client received MSA Price Discount of \$100/Report)

Project Timeframe: 2 years

This Restaurant Portfolio boasted \$1.25m in total real estate incentives for their portfolio of ongoing projects.

The Building Owner and Operator was planning for various energy efficiency upgrades across their portfolio, along with new construction and major renovations of **89 sites across 20 states** in order to achieve corporate sustainability goals along with offsetting project costs with equipment related incentives. Identifying all available dollars became the client's highest priority so during the Detailed Design Phase through an IncentiFind Partnership, the restaurant owners were introduced to our products and services in the Detailed Design phase which is a great time to identify incentives on a project*.

IncentiFind not only identified incentives on each property's VERIFY Report, but also assisted the client in earmarking over \$863,000 across 89 properties for electrical efficiency, renewable energy, and water conservation utility rebates. Additional cost-savings were identified in tax incentives such as: Alternative Fuel Infrastructure Tax credit, 179D Tax Deduction, Federal Solar Investment Tax Credit, and more.

Eligible Incentives: Average per property

Incentive Type	Number Identified	Number Selected
Energy Efficiency	7	4
Water Conservation	0	0
Renewables	2	1
Other	10	8

Captured Incentives: examples

- Portfolio Owner installed LED Lighting fixtures.
- Portfolio Owner installed above-code HVAC and cooling equipment.
- Portfolio Owner installed electric vehicle charging stations.
- Portfolio Owner installed Solar PV equipment
- Portfolio Owner captured Tax Credits and deductions for efficient buildings

House of Worship: Existing Building

Central New Jersey

Cost-Savings From Incentives: \$58,000
(Cash Reimbursements & Tax Incentives)

Apply Services Fee: 25%
(Contingency Fee)

VERIFY Report Fee: \$500

Project Timeframe: 5 months

Over the course of 5 months, this House of Worship boasted over \$58,000 in total real estate incentives.

A House of Worship was undergoing energy efficiency upgrades in **Central New Jersey** in order to save operation and maintenance costs along with giving the church much-needed renovations. Due to the facility operating on mainly private funds and donations, identifying all cost-savings became the customer’s highest priority. The sustainability consultant introduced the House of Worship to IncentiFind during the Feasibility Phase, an ideal time to identify incentives on a project*. This is a standard practice for IncentiFind Affiliates.

Within 30 days IncentiFind not only identified incentives on the VERIFY Report, but also assisted the client in earmarking over \$37,500 in energy efficient equipment rebates from both the local utilities and New Jersey’s state run program. Additional cost-savings were identified in these tax and assistance program incentives: 179D Tax Deduction, DirtRoad Community EV Charging.

Eligible Incentives

Incentive Type	Number Identified	Number Selected
Energy Efficiency	20	6
Water Conservation	0	0
Renewables	2	0
Other	11	8

Captured Incentives: examples

- Owner installed above-code LED Lighting Fixtures equaling a total of \$2,500 in rebates.
- Owner installed above-code HVAC and cooling equipment equaling a total of \$15,000 in rebates.
- Owner installed above-code water heating equipment equaling a total of \$10,000 in rebates.
- Owner installed Electric Vehicle charging stations equaling a total of \$6,000 in project savings.
- Owner leveraged Prescriptive programs to improve building efficiency resulting in \$6,500 of project savings.

MultiFamily Condominiums: Existing Building

Chicago, Illinois

Cost-Savings From Incentives: \$183,000
(Cash Reimbursements & Tax Incentives)

Apply Services Fee: 25%
(Contingency Fee)

VERIFY Report Fee: \$500

Project Timeframe: 10 months

Over the course of 10 months, this Multifamily Condominium Complex boasted over \$183,000 in total real estate incentives.

In the **Chicago area**, an HOA Board Member was looking to gather information on behalf of the **Building Owner and Residents** as part of a due diligence process for planned Condo improvements. Because of the vast scope of work planned and rising construction costs, identifying all cost-savings became our client's highest priority.

During the Conceptual Design Phase, the Board Member organically found IncentiFind through a Google search and connected with a Sales Lead for next steps. Engaging with IncentiFind early on the planning and construction timeline is ideal.

Within 2 months, IncentiFind not only identified incentives on the VERIFY Report, but also assisted the client in reserving over \$93,000 for energy efficiency utility rebates. Additional cost-savings were identified in these tax and loan program incentives: Alternative Fuel Infrastructure Tax Credit, 45L Energy Efficient Home Tax Credit, Fannie Mae Green Rewards Loan Program.

Eligible Incentives

Incentive Type	Number Identified	Number Selected
Energy Efficiency	9	5
Water Conservation	0	0
Renewables	0	0
Other	12	9

Captured Incentives: examples

- Owner installed above-code LED Lighting equipment equaling a total of \$13,000 in rebates.
- Owner installed electric vehicle charging stations equaling a total of \$20,000 in rebates.
- Owner installed above-code HVAC and cooling equipment equaling a total of \$60,000 in rebates.
- Owner received multiple Tax Credits and deductions, equaling a total of \$90,000 in project savings.

Commercial Brewery: Existing Building

Fort Collins, Colorado

Cost-Savings From Incentives: \$975,000
(Cash Reimbursements & Tax Incentives)

Apply Services Fee: 25%
(Contingency Fee)

VERIFY Report Fee: \$500

Project Timeframe: 15 months

Over the course of 15 months, this Brewery boasted over \$975,000 in total real estate incentives.

The Building Owner of a large brewery was looking to upgrade all building equipment in their shipping and receiving warehouse located just outside of **Fort Collins, Colorado**. The client was interested in building upgrades because their existing equipment was inefficient compared to today's standards. The client wanted to leverage incentive information for their property to secure all available cost-savings. The client also leveraged incentive information to guide their project team on equipment selection and purchase. The Building Owner engaged with IncentiFind during the Feasibility phase, an ideal time to identify incentives on a project.

Within 30 days IncentiFind not only identified incentives on the VERIFY Report, but also assisted the client in earmarking over \$390,000 for electrical efficiency, water conservation, renewable energy, and various other utility rebates. Additional cost-savings were identified in these tax incentives: 179D Tax Deduction, Solar Investment Tax Credit, and Tax Recovery Services.

Eligible Incentives

Incentive Type	Number Identified	Number Selected
Energy Efficiency	16	7
Water Conservation	4	3
Renewables	9	6
Other	13	8

Captured Incentives: examples

- Owner installed above-code HVAC and cooling equipment equaling a total of \$100,000 in rebates.
- Owner implemented building-wide energy efficiency measures resulting in a total of \$150,000 in rebates.
- Owner installed water conserving landscaping measures, equaling a total of \$15,000 in project savings.
- Owner installed Solar PV equipment, equaling a total of \$85,000 in project savings.
- Owner received multiple Tax Credits and deductions, equaling a total of \$600,000 in project savings.