

Better Buildings Challenge: Financial Ally Agreement

The **Better Buildings Challenge** is a Presidential leadership initiative which calls on chief executive officers, university presidents, and state and local leaders to create American jobs through building energy efficiency. **Financial Allies** provide innovative financial products to help Partners fund energy efficiency projects, demonstrate transparency in their approaches for others to follow, and promote energy efficiency financing opportunities.

The Financial Ally agrees to:

✓ Commit

- Assign a **senior-level liaison** within 1 month who is committed to allocating the necessary business development resources to pursue all potential projects resulting from the Better Buildings Challenge
- Provide information on financial products within 3 months, including:
 - **Value proposition** for building owners
 - Product **underwriting and investment criteria** (e.g., eligible building types, credit profile, min/max project size, annual energy expenditure)
 - Firm's executed **energy efficiency financing** and lending/investment capacity (e.g., dedicated investment funds, equity capital, or credit facilities)

And Either

- **Invest in or lend at least \$50 million** in commercial building energy efficiency projects within 12 months
- Or
- If primary business is providing emerging financial product(s), collaborate with industry leaders and stakeholders to **create at least a \$100 million market** for each financial product within 18 months of program launch

✓ Take Action

- **Evaluate** Challenge Partners' prospective energy efficiency projects that meet established investment criteria
- Assist Partners in maximizing the use of federal (e.g., 179D), state, and utility incentives
- Include requirements for **reporting of building energy performance data** in financing documents

✓ Report Results

- **Share financial performance and structure information** such as loans, equity deals, and cash flow reports to the extent practical
- Begin providing **quarterly updates on activities**, such as energy efficiency investment volume, within 12 months to help Challenge Partners improve their energy performance
- Publicly **promote energy efficiency** financing opportunities

The Department of Energy (DOE) Agrees to:

- **Connect Financial Allies with Partners** that commit to utilize best practice services for projects that create energy savings and provide transparency in results
- Establish a **marketplace of energy efficiency stakeholders**, such as government, industry, service providers, financial institutions, and technology companies
- **Recognize Financial Allies for helping Partners** achieve program milestones and energy efficiency results
- **Showcase Financial Allies** who develop innovative and cost-effective energy efficiency products

Agreement:

My organization is committed to helping Partners to continuously improve energy efficiency. We agree to the Better Buildings Challenge General Terms.

Senior Executive Officer

Contact Information:

Company: _____ Address: _____

Name: _____ Phone Number: _____

Title: _____ E-mail: _____

More Specific Commitment: _____

General Terms

- Both parties concur that this agreement is wholly voluntary and may be terminated by either party at any time, and for any reason, with no penalty.
- Ally will not construe, claim, or imply that its participation in the Better Buildings Challenge constitutes federal government approval, acceptance, or endorsement of anything other than Ally's commitment to the program.
- Ally understands its participation in the Better Buildings Challenge does not constitute federal government endorsement of Ally or its products or services.
- Ally understands that the activities it undertakes in connection with the Better Buildings Challenge are voluntary and not intended to provide services to the federal government. Ally will not submit a claim for compensation to any federal agency.
- The Better Buildings Challenge will honor all requests to keep the Ally's information and data confidential.
- Ally and DOE will assume good faith as a general principle for resolving conflicts under the Better Buildings Challenge. Both parties will endeavor to resolve all matters informally, so as to preserve maximum public confidence in the Better Buildings Challenge.