



ESPA™: We pay for your energy retrofit—you share the savings.

Utility costs are the single largest, controllable expense for most residential buildings, including co-ops. An energy efficiency retrofit is your best option to rein in rising energy costs. It can cut utility bills for your co-op by 15-30% and make your building more comfortable. But such retrofits aren't cheap and finding cash for them can be tough. That's where an Energy Savings Performance Agreement, or ESPA™ for short, can help.

The Atmospheric Fund (TAF) developed the ESPA™ model to help you finance your energy efficiency retrofit without drawing on your capital reserves. TAF incubated a stand-alone entity, Efficiency Capital (EC), for this purpose. The idea is simple: We pay for your energy efficiency retrofit, and you repay us through your savings. It's a win-win!

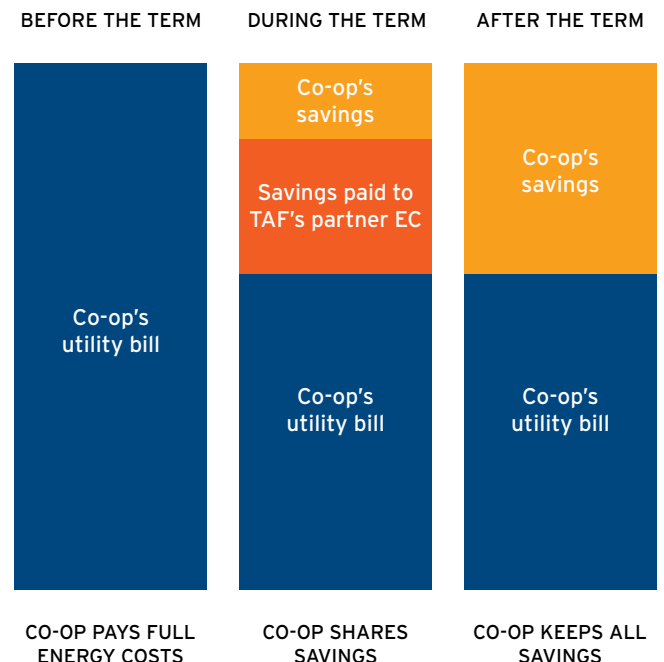
ESPA™: Benefits for co-ops and condos

- Covers up to 100% of the project costs*
- Up to a 10 year contract term
- Non-debt**
- Protects capital reserves
- Energy monitoring and maintenance ensures that your savings are sustained
- Payments are based on volumes saved***

How does an ESPA™ work?

An ESPA™ is a service performance agreement—not a loan. When you enter into an ESPA™, you don't pay upfront for a suite of energy efficiency measures and technologies for your building. You share the energy savings until the investment is repaid, plus a small return.

Energy savings: first shared, then yours to keep





ESPA™: A Success Story

The ESPA™ model is tested and true, with more than a dozen buildings whose energy performance has greatly improved. TAF has successfully employed it to finance energy retrofits for social housing and co-ops. To date, TAF and Efficiency Capital have executed ten ESPAs and all of them are achieving or exceeding the savings targets.

TAF's Exclusive Partner: Efficiency Capital



TAF incubated Efficiency Capital, a local Toronto-based company, to offer the ESPA™ and take this innovative investment platform to the next level.

Efficiency Capital works with owners of commercial and multi-residential buildings to upgrade their buildings, increase asset values and reduce operating costs by installing performance-guaranteed energy conservation measures.

INTERESTED?

Find out more how an ESPA™ could work for you at www.encycap.com.

ESPA™: Step-by-Step

- 1** A qualified engineering firm will complete an energy audit of your building and recommend specific energy efficiency measures.
- 2** TAF's partner EC invests 100% of the capital cost of retrofitting your building, and retains ownership of the equipment throughout the ESPA™ term.
- 3** You share the verified utility cost savings with EC until the end of the term, and you only pay for the amount, by volume, of energy and water saved.
- 4** Once the term expires, you keep 100% of the savings. Because your payments are entirely contingent upon savings, it's not an asset or obligation on your balance sheet.**

This is your chance to replace aging equipment, reduce rising energy costs, improve building comfort, and lower your carbon emissions—all with virtually no financial risk.

* Available to qualified applicants; terms and conditions apply.

** Based on accounting research performed by TAF; subject to confirmation by client's accountant.

*** Subject to the terms of the contract