

## Participating Banks & Contacts:



Feel good about your bank.

**William Terwilliger**

*Vice President-Commercial Lending*



**John Dolan**

*Vice President-Commerical Lending*



**Jane Moriarty**

*Vice President-Commercial Lending*



**Norwich  
Public Utilities**

[www.norwichpublicutilities.com](http://www.norwichpublicutilities.com)

## Examples of Potential Projects to Consider:

Most lighting projects show a return on investment in 2-3 years. This is possible due to advancements in fluorescent lighting technology.

Replacing lighting that was installed in as little as 5 years ago can still offer considerable energy savings.

Fixture design and layout are very important for optimizing the efficiency of lighting systems.



High efficiency HVAC systems, especially when

coupled with a heat recovery system, offer considerable energy savings over the lifetime of the equipment.

Adding whole building control systems, coupled with variable speed fans and occupancy sensors can increase the efficiency of both existing and new equipment.

# Energy Efficiency for Commercial & Industrial Customers

## ZERO PERCENT FINANCING PROGRAM



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# ENERGY EFFICIENCY PROGRAMS FOR COMMERCIAL & INDUSTRIAL CUSTOMERS

## Zero Percent Financing Program

In partnership with three local banks - Chelsea Groton Savings Bank, The Dime Bank, and Eastern Federal Bank - Norwich Public Utilities is offering a zero percent (0%) loan for eligible projects.

This program is available to qualifying commercial and industrial customers of Norwich Public Utilities.



## How is Eligibility Determined?

Eligibility is determined by a technical evaluation of the customer's facility. The evaluation must show that the proposed energy efficiency improvements would result in a positive cost benefit and a project payback of five (5) years or less.

The banks participating in this program will analyze loan requests and determine creditworthiness according to their standard loan underwriting practices. Disclosure of the results of the analysis will be governed by the bank's confidentiality policies.

## Submittal Process:

Upon completion of the eligibility evaluation, Norwich Public Utilities will provide the customer and bank with an Energy Audit Report and names and contact information for participating banks.

The customer will submit a copy of the audit documentation and any other information, financial or otherwise, required by the bank for loan processing.

## How the Program Works:

After loan approval is received, the customer hires a contractor of their choosing to complete the work outlined in the NPU report.

Customer is required to submit project plans and specifications to NPU for review and enter into an Project Agreement with NPU.

Changes to the proposed project will require approval by NPU prior to construction.

NPU will make interest payment(s) directly to the lender.

## Program Goals:

- Allow customer to pay for efficiency improvements from utility savings.
- Shorten payback period of loan through the buy down of the interest amount.
- Encourage businesses to install energy efficient technologies.