



## **Local Businesses and Non-Profits Benefit from Clean Energy Projects**

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**BY ELYSSA ROTHE, DIRECTOR OF ENERGIZE NY MUNICIPAL MEMBERSHIP, AND JOSEPH DEL SINDACO, PACE ADVISOR TO ENERGIZE NY**

Alan and Barbara Glustoff, owners of 5 Spoke Creamery, were the first in NY State to use Energize NY (PACE) financing to turn energy savings into working capital. The Creamery used their energy savings to expand their dairy and artisanal cheese-making facilities in Goshen, NY. Working with Energize NY and the Orange County Planning Department, the Glustoffs installed a 53 kilowatt (kW) solar array in one of their fields and are generating more than 100% of their electricity needs.

“With the energy savings, we can do what we need to do to store more cheese, so that we can make more cheese, so that we can sell more cheese, so we can expand our business,” said Barbara Glustoff. Orange County was the first county to join Energize NY and to recognize the many benefits that clean energy projects and Energize NY Finance bring to local businesses and the community. By reducing energy costs, clean energy projects improve the performance and value of local buildings, making them more attractive and affordable to tenants and investors. These projects also free up funds once used on energy for reinvestment in the local economy, expanding operations and hiring new employees, all of which add to the economic vitality of the community.

“Membership in Energize NY is an important part of our economic development and environmental conservation strategy. Energize NY Commercial and Finance programs help farmers and commercial building owners reduce their energy costs through direct support and innovative financing of clean energy projects,” said Steve Neuhaus, County Executive of Orange County. “I was proud to make Orange County the first county in our state to implement the Energize NY program.”

5 Spoke Creamery’s solar installation is one of several energy savings projects made possible with low cost, long-term Energize NY financing. Energize NY Finance is PACE (Property Assessed Clean Energy) and supported by the New York State Energy Research and Development Authority (NYSERDA). Energize NY Finance is available to commercial building owners and not-for-profits for clean energy projects in member municipalities. Energize NY Finance makes clean energy projects a reality for building owners with limited capital for energy-related building improvements.

“Energize NY is making energy efficiency and renewable energy accessible to increasing numbers of New Yorkers, and I encourage municipalities to become members, so their businesses can participate,” said John B. Rhodes, President and CEO, NYSERDA. “This is one of a range of financing options being developed under Governor Cuomo’s Reforming the Energy Vision, a strategy to build a clean, resilient and affordable energy system for all New Yorkers.”

Energize NY Finance differs from traditional financing in several significant respects and makes project financing accessible and affordable for commercial building owners and not-for-profits that might not otherwise have access to project financing. Energize NY financing is available for up to 100% of the project cost and is based on the property’s potential for energy savings. The financing is repaid through an annual charge on the property’s tax bill over the term of the financing. Because the financing is tied to the property, it automatically transfers to any new owner.

“Financing our new solar PV system through Energize NY proved to be a cost effective and profitable solution to the high cost of energy needed to run our dairy farm operation,” said Alan Glustoff. “Going through the Energize NY PACE Finance program was pretty simple and straightforward,” added Barbara Glustoff.

Clean energy projects make financial sense for a variety of building types, including multifamily, commercial and industrial, retail/mixed use, private schools, colleges and universities, and institutional properties. In addition to energy savings, there are a number of tax and other financial incentives available that make these projects extremely cost effective. When coupled with Energize NY Finance, these projects result in energy savings on day one, which can be used by local businesses to expand and improve facilities, hire new employees and improve their bottom lines.

The Gasch family, owner of Terra Tile & Marble in Briarcliff Manor, is using their energy savings to expand the staff of their 40-year old family business. Using Energize NY Finance, the Gasches installed a 120 kW solar electric system on the roof of their 30,000 square foot showroom, warehouse and office building, which will supply 95% of their electricity needs. “With the long-term savings from the solar installation, we are planning to hire another employee,” said David Gasch.

A-HOME, a not-for-profit based in Pleasantville, NY that rehabilitates, builds and manages affordable rental properties in northern Westchester, received the first Energize NY (PACE) financing for energy efficiency improvements to an affordable housing property. Not only are A-HOME and their residents cutting their energy bills by 30% annually, but the building also is significantly more comfortable for residents.

“We were able to improve the financial well-being and personal comfort of our residents through this project,” said Debbie Haglund, Executive Director of A-HOME. “This was the first of our properties to use Energize NY to finance an energy upgrade, but we are planning to upgrade another property, since these projects directly reduce our operating costs and improve our bottom line,” she explained. “We can use the saved dollars for things that are important to us – our programs and the residents we serve.”

Energize NY Finance is available to participating municipalities, like Orange County, which are members of Energy Improvement Corporation, home of Energize NY. There are currently 23 members, including Dutchess, Orange, Ulster, and Tompkins, with many other counties in the process of joining. Eligible municipalities can become members by passing a local law that enables the municipality to offer Energize NY services, signing an Energize NY agreement and formally requesting membership. There is no cost to join Energize NY. For further details, visit <http://energizeny.org/>.

Elyssa Rothe is Director of Municipal Membership for Energize NY, a New York State non-profit, local development corporation. Energize NY is owned by its member municipalities, which include counties, cities, towns and villages across NY State.

Joseph Del Sindaco is PACE Finance Advisor to Energize NY. Previously he was appointed by the Governor of the State of New York to serve as Executive Vice President and Chief Financial Officer of the New York Power Authority (NYPA) from 2004–2011.

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