



# Energy Done Better.



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# Multifamily Energy Management Solutions



Are you weary of dealing with old, unresponsive utility providers? Does it feel to you like they do not understand the nuances of a multifamily property? Nationwide Energy Partners brings customized energy solutions designed exclusively for multifamily communities like yours.

# Our Solution

Nationwide Energy Partners (NEP) flips the dated utility model on its head. A partnership with NEP gives you energy ownership and opens up a world of economic, performance, management, and residential benefits. Previously unrealized energy services including access to cleaner energy, property data & analysis, maintenance insights, one-time and ongoing revenue benefits, billing services, debt management, and increased NOI are realized. NEP is more than just an energy services company; we are an energy services company intimately familiar with the multifamily space.

## Access the Utility Value Chain



Privatized Electric  
Distribution Systems



Non-traditional Electric  
Submetering



EV Charging



Water Submetering



Water Heater and Demand  
Management

# Who is NEP?

For more than 20 years, NEP has been exclusively focused on the multifamily environment. Founded by a multifamily developer, NEP is a trusted partner to property owners and developers who demand a better energy service experience for their communities.

- Established in 1999 by a multifamily owner
- More than \$50 million in invested capital
- \$2.5 million in annual Net Operating Income payments to our partners
- Over 125,000 metric tons of carbon offset annually

9  
States

85+  
Partners

40,000+  
Residents

## Featured Partners





# 150+ Partner Communities

The NEP approach leaves no layer of your community behind. Our model isn't just for ownership. It is designed to enrich everyone's experience including your property management team and residents.

## Featured Communities:



**Quarry Trails**



**Grandview Crossing**



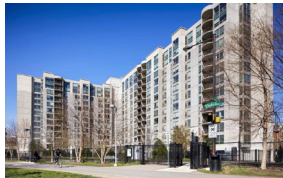
**Gateway Lofts Centerville**



**Somerset at Deerfield**



**Springhouse Brandywine**



**Edgewater**

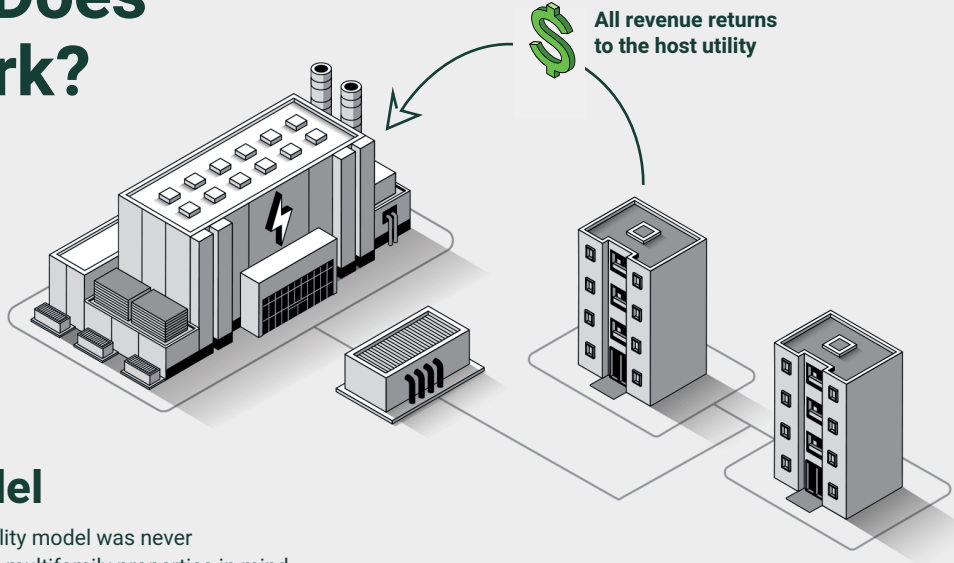


**3700 Lancaster**



**Tacony Crossing**

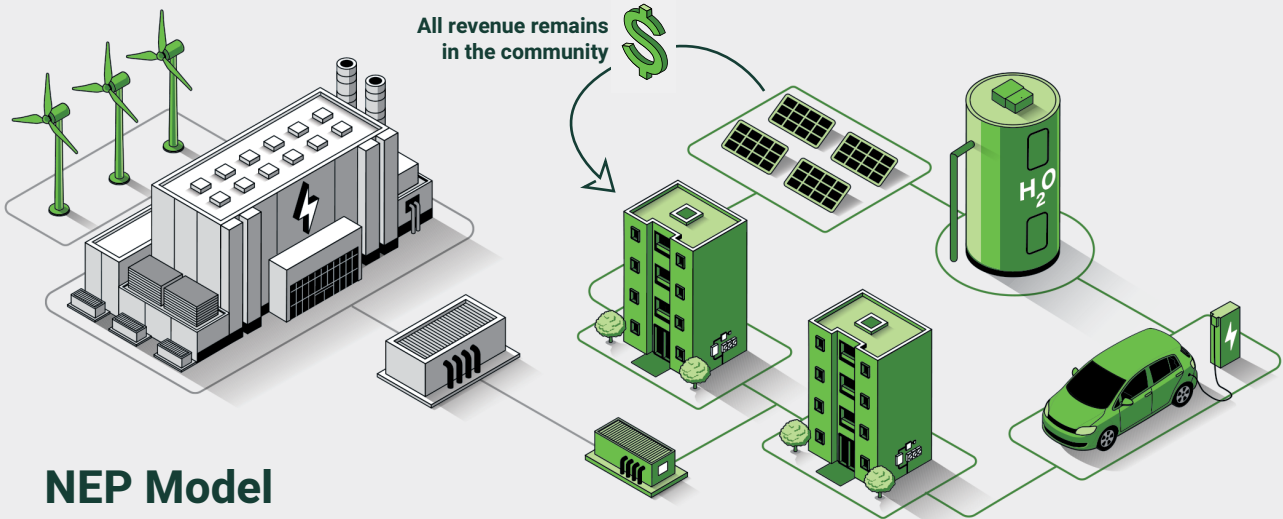
# How Does it Work?



## Old Model

The traditional utility model was never designed with the multifamily properties in mind.

- You pay for the utility infrastructure
- Green energy is not typically an option
- No community aggregation
- Community does not participate in the value stream



## NEP Model

Our model was developed and has evolved to meet the needs of communities just like yours.

- NEP pays for the utility infrastructure
- 100% green energy
- Community aggregation
- Community participates in incremental NOI

# This is Energy Done Better.



## OWNER HIGHLIGHTS

- Ideal for both new construction and existing communities
- One-time forward commission per unit based on capital requirements
- Monthly NOI generated through privatized energy services
- Typically no out-of-pocket, upfront costs

## DEVELOPER HIGHLIGHTS

- Electric infrastructure design flexibility means you build the community you want
- Metering options that fit your needs
- Multifamily expertise means NEP is better aligned with your development needs
- Faster implementation than host utility keeps your project on time and on budget



## PROPERTY MANAGER HIGHLIGHTS

- Millions of energy data points distilled into relevant action items
- Ongoing, personalized assistance from experienced NEP account managers
- Fully automated move in/move processing through leasing system integration
- High usage and water leak alerts

## RESIDENT HIGHLIGHTS

- Guaranteed rates that never exceed the host utility's
- Expertly designed, detailed, easy-to-read billing
- 100% carbon-free energy
- Innovative offering includes a resident portal, high-usage alerts, and comparative analytics



# A Partner You Can Trust

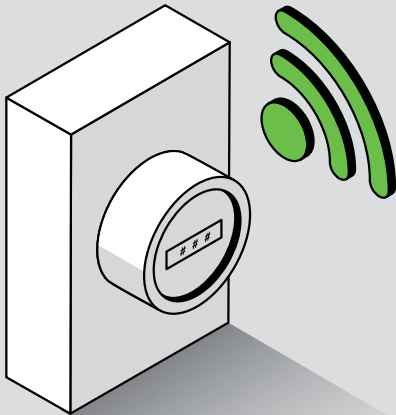
Any good partnership is built on trust. When you work with NEP you can be confident that you are teamed with a company that is committed to the highest quality standards and transparency in all that we do.

## Guaranteed Rate Accuracy

NEP is legally obligated to ensure our rates never exceed the host utility's at any given usage level. In fact, our Rate Guarantee Program demonstrates that this will always be the case. To execute on this promise, our experts use the most current technology and rate calculators to monitor and verify residential and commercial rates on a daily basis.

# Meter Rate Accuracy

As an additional step to ensure process integrity, security, and rate accuracy, NEP voluntarily hires an expert third-party firm to complete annual System and Organizational Controls (SOC) and rate audits.



**63**

Our 63-point checklist ensures accuracy

**59**

Number of utilities for which we currently track rates

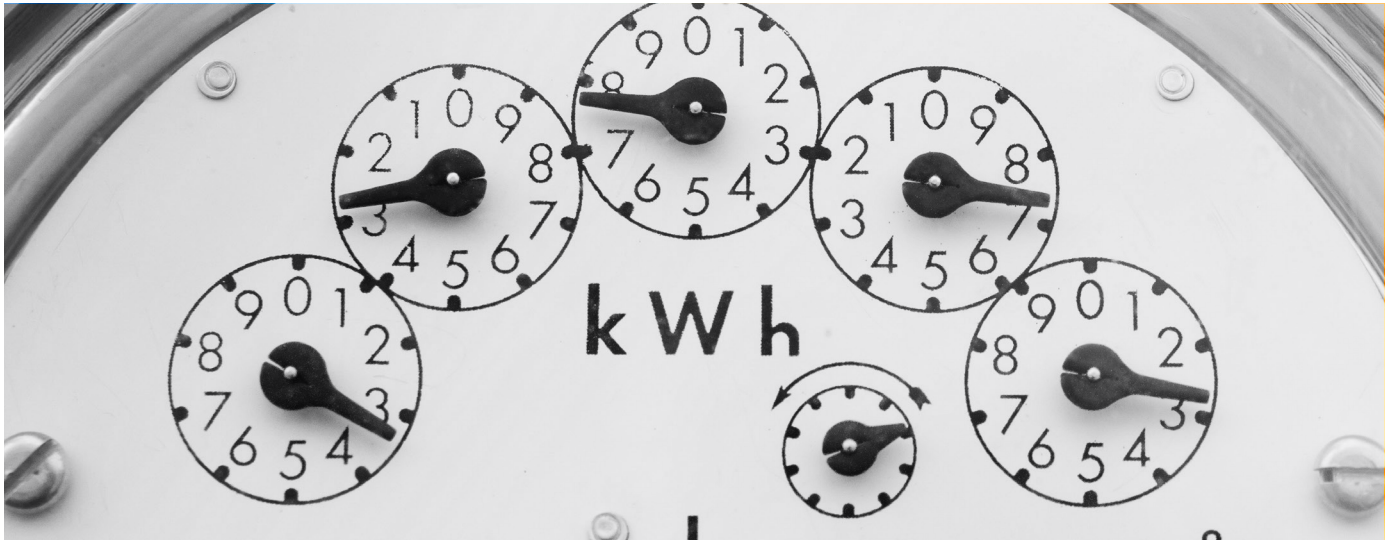
**15**

Number of years of rate history at our disposal

**180**

Average number of rate changes per month responded to in real time by NEP





## **Meter Quality & Standards**

We employ utility-grade equipment. Our meters are best-in-class, two-way AMI remotely readable smart meters manufactured by industry leaders like Itron and Tantalus that broadcast usage in 15-minute intervals. We never use inferior technology and our highly qualified team services and maintains the metering network at every community for the life of our partnership. There is no substitute for accuracy.

# Meter Read Rates

NEP takes great pride in offering the highest meter read rates in the industry.



**99.5%**

Our industry-leading meter read rate

**63,000+**

Number of monthly meter reads

**92%**

More than 9 of 10 meters are read daily

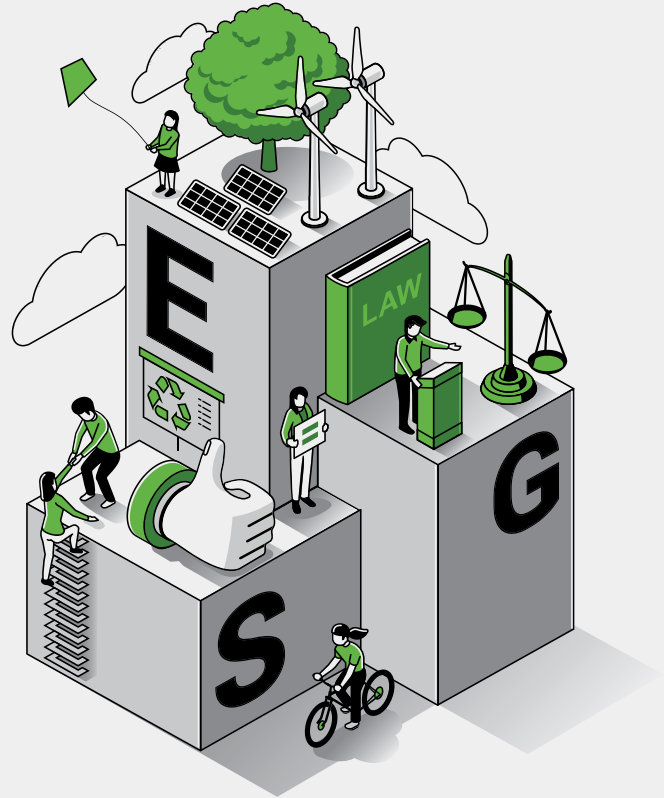
**22 million**

Number of annual meter reads at partner communities

# Sustainability and ESG

Long-term, multifamily investing strategies are increasingly seen through the lens of environmental, social, and governance (ESG) expectations. How well do you play in this sandbox?

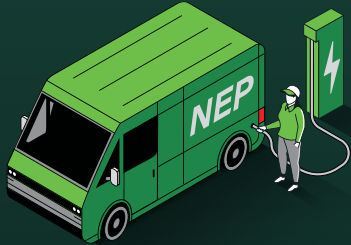
Nationwide Energy Partners offers a comprehensive sustainability package that puts you in the driver's seat. By leveraging your ownership rights, we provide you keys to the ESG engine to gain access to green advantages that reduce your carbon footprint, boost ESG scores, decrease energy consumption, and positively impact climate change.





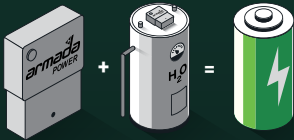
## Carbon-Free Energy

100% carbon-free energy at no additional cost is provided to every community with whom we partner.



## EV Charging

Residents are increasingly looking to electric vehicle technologies in response to high fuel costs and global warming concerns. By adding EV charging stations through NEP, you provide a valuable, sought-after amenity with no negative environmental impact thanks to 100% carbon-free energy.



## Smart Water Heaters

Award-winning technology transforms electric water heaters into environmentally-friendly smart batteries that support the grid and generate NOI while reducing your community's carbon footprint.

# Conversion and New Construction Process

NEP offers its customers a better energy service choice that is ideal for communities in the planning and construction stages as well as those long-standing properties.

## New Construction Properties

Our approach is ideal for new construction projects:

1. Money for you, not the utility. Typically, developers pay for the property's utility infrastructure via the utility, often in the form of a cost-in-aid-of-construction (CIAC) fee. NEP never charges a CIAC fee and, in most cases, actually pays for the infrastructure. Leftover funds may be available as a door fee to the developer.
2. Keep projects on budget. Construction projects are notorious for running over budget. Small percentages make a big difference. Our ability to bring cash to your project helps bring your project back on track without resorting to "value engineering" - cutting out features of the community.
3. Get it done faster. NEP does the last mile of "curb-in" work that is normally completed by the host utility. Our understanding of the multifamily construction project timelines gives us an advantage that speeds up project completion by as much as 25%.
4. You are in control. It's your property and we give you the ability to control the placement of the infrastructure, including design and some products. We even provide a minimeter solution that adds space, if desired.



## Conversion Project Checklist

Required Items from Property Owner for NEP Design, Estimating, and Implementing:

- Contact Information for Owner's Main Point of Contact
- Copy of Existing Lease
- Copy of Existing Competitive Supply Agreements for Community House Meter(s) (if applicable)
- Copy of Existing Submetering Contracts (if applicable)

Site Plan/Utility Plan

NEP Site Visit and

(1) Current Resident

(1) Current Resident

Identification of

Executed NEP Co

Copy of Updated

Signed or Email

Contact Informa

Unit Attribute Lis

Most Current Res

100% of Resident

Owner and Prop

Property Manag

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## Conversion Project Timeline

This document represents a sample timeline based on a standard conversion project. It is designed to provide owners and operators a sense of the key steps in an NEP implementation. It is not intended for a specific project. In collaboration, NEP will create a customized timeline specific to your project.

MELESTONE TASKS	IMEFRAME
NEP completes initial site assessment to assess existing electrical distribution system and, if applicable, will include existing water meters, plumbing setup, and location. Property owner provide site utility and building plans if available.	START
NEP completes existing lease review. If lease contains existing ability to submeter, no additional action is required. If submetering language needs to be added, lease amendments will need to be generated and executed by 100% of current residents.	START
NEP creates a project cost estimate, proposal, and contract for the property owner to review.	T: 20 weeks
NEP reviews executed contract from property owner.	T: 28 weeks
NEP host core kickoff meeting with property owner and property management.	T: 27 weeks
Property Owner provides email of Utility Letter of Authorization (ULOA) to NEP.	T: 26 weeks
NEP completes and submits to the host utility the Utility Application for Service (UAS) for converting property to primary or secondary master utility meter.	T: 26 weeks
Host utility receives UAS and assigns a design tech to schedule a site meeting with NEP to determine point of service and/or location of primary or secondary meter to be installed.	T: 24 weeks
NEP submits electrical distribution plan to Jurisdiction for review and revises/updates plan per Jurisdiction comments until plan is approved.	T: 22 weeks
NEP receives the separation design from the host utility.	T: 20 weeks
NEP receives Contribution in Aid of Construction (CIAC) from host utility for new primary/secondary meter and separation cost.	T: 16 weeks

CONTINUED ON OTHER SIDE.

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## Converting Current Properties

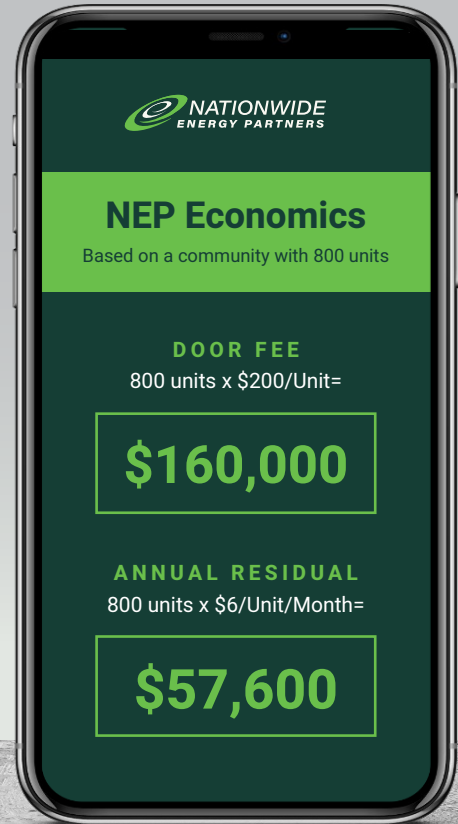
Standing properties who partner with NEP to convert to a no-cost, private ownership model are also in-line to access numerous benefits that were previously beyond reach.

1. You are in control. Ownership allows you to access the benefits of the utility infrastructure from curb to couch at your community. Want to add energy innovations, access analytical data, simplify life for your property management team, mitigate rent increases, get more from your annual budget, and build better NOI? NEP offers a perfect solution.
2. Color your community green. Every NEP partner community receives 100% green energy at no cost to the owner or resident.
3. Upfront and ongoing economic benefits. From upfront funds for upgrades or sustainability measures to ongoing economic benefits, we have you covered.
4. Better than aspirin. When you own the infrastructure, you eliminate dealing with a utility that simply doesn't understand the multifamily environment.

# Economic Benefits

Through ownership of your property's utility infrastructure, you unlock powerful economic benefits without inflating the rates residents pay or through typical submetering fees.

The NEP proprietary model results in a monthly aggregation margin resulting from power acquired at the commercial rate at the master meter and billed to residents at the same rate as the local utility would have charged. This aggregated margin results in significant financial (and non-financial) benefits:





# Unlocking the Vault



## Door Fee

One-time credit for electric system code upgrade or sustainability measures



## Capital Costs

No cost for host utility separation and electric meter system



## Owner Residual

Ongoing NOI revenue stream



## 100% Carbon-free Power

All at no cost to owner or resident



## Resident Credit

Savings on every electric bill

# Q&A

**Q:** If NEP installs the wiring, transformers, and resident meters, who owns them?

**A:** The property owner owns the underground distribution, transformers, and the meters (NEP maintains this equipment for you).

**Q:** How much capital do we need if we elect to partner with NEP?

**A:** None. NEP provides the capital for the physical infrastructure and the transition project management.

**Q:** Who pays the monthly bill to the host utility for the master meter?

**A:** NEP pays the host utility and bills the residents in your community on your behalf. The utility bill for the property, however, is in your name. NEP acts as the servicer on your behalf.



**Q:** Can NEP allocate common area usage (CAU)?

**A:** Since common area usage can be metered separately, NEP can bill the tenants their prorated share of some, or all, of the CAU in some states. This lowers your operating costs and the risk of rising utility costs. If eligible, you will have several options for allocating the CAU.

**Q:** How is a new resident's utility account set up?

**A:** NEP integrates with your leasing system for automated move-in and move-out account processing. This eliminates the carrying costs you pay from delayed account set-up or early account close-out.

**Q:** Will my residents pay higher rates for their usage?

**A:** No. Rates for your residents will never exceed the host utility's rate for that usage level.

**Q:** What if I sell my property?

**A:** Your agreement with NEP continues with the property, and the new owner will reap the benefits (ie. residual income, carbon-free energy, etc.).

**Q:** How is NEP different from other utility billing and processing companies?

**A:** NEP is a completely different solution for your multifamily property. Only NEP offers:

- Capital investment to privatize the utility
- Upfront owner incentives
- Bad debt risk elimination
- No billing fees
- 100% carbon-free energy
- No-cost meter and infrastructure maintenance
- Ongoing monthly residual income
- Real-time property management and resident data
- ApartmentFacts reporting and other analytical tools
- Other energy service solutions



## Learn More



Contact our sales team

800-272-8337



Visit us on the web

[NationwideEnergyPartners.com](http://NationwideEnergyPartners.com)



# Meet the Team



Our sales team is waiting to hear from you. Contact us today.



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# Thank You



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