

SALIX FINANCE

Solving Energy Efficiency Finance in the Public Sector

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27th November 2018



Department for
Business, Energy
& Industrial Strategy



SOLVING ENERGY EFFICIENCY FINANCE IN THE PUBLIC SECTOR

Who we are

- ✓ Not for profit company working in partnership with the Public Sector since 2004
- ✓ Our mission is to reduce Public Sector carbon emissions through energy efficiency investment using interest-free funding
- ✓ We work with Universities, Colleges, Local authorities, Schools, Academies, Emergency Services and NHS Trusts
- ✓ National profile working in England, Wales, Scotland and N. Ireland
- ✓ Funded by:



Department for
Business, Energy
& Industrial Strategy



Department
for Education



The Scottish
Government
Riaghaltas na h-Alba

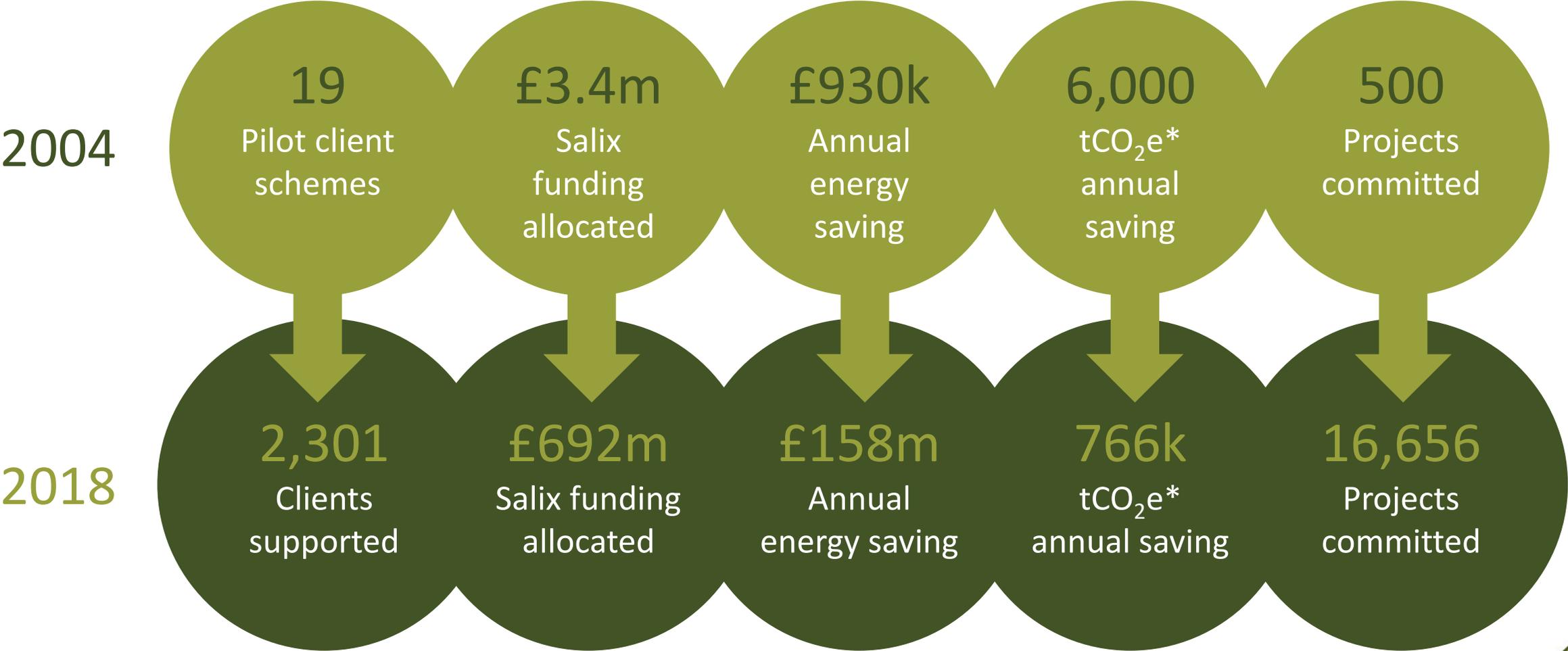


Llywodraeth Cymru
Welsh Government

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Public Sector Body Achievements in Partnership with Salix



Figures accurate as of March 2018

*calculated using emissions factors published by government for carbon foot printing purposes



Technologies

100+ energy efficiency technologies and growing

- ✓ Boiler replacements
- ✓ Building energy management systems
- ✓ Combined heat and power
- ✓ Heat recovery
- ✓ Heat networks
- ✓ Heating and hot water upgrades
- ✓ Building fabric insulation
- ✓ Lighting upgrades
- ✓ Street lighting
- ✓ Solar & battery storage



Salix Energy Efficiency Loan Scheme (SEELS)

- ✓ Loan repaid in 5 years
- ✓ The cost of CO₂e must be less than £172 per tonne over the lifetime of the project
- ✓ Funding can be used to replace or improve existing equipment
- ✓ Enhance equipment in new builds to achieve higher standards
- ✓ Support for Carbon Management Plans or as part of wider refurbishment works
- ✓ Finance can be secured for multiple years to support long term strategies



Application in 5 simple steps

1. Visit our website at www.salixfinance.co.uk
2. Simple on-line application process.
 - ✦ Download & complete project compliance tool
 - ✦ Attach supporting information
3. Public sector body submits application.
4. An automatic email is sent to the authorising official.
5. Application assessed and decision made typically within **two weeks**

A managed process from initial client interest to delivery



- ✓ Dedicated Salix contact for support
- ✓ Meetings and workshop opportunities
- ✓ Access to online knowledge sharing area
- ✓ Technical support available at pipeline and application stages
- ✓ Support during delivery and completion
- ✓ Opportunities for case studies, articles and adverts in magazines

Salix Website: Knowledge Sharing

• Freely Available Information:

- ✓ 80 + Case studies
- ✓ Application documents
- ✓ Blog
- ✓ Social media
- ✓ Webinars
- ✓ Short information films

• Public Sector Only:

- ✓ 300 + Project Knowledge Slides (PKS)
 - ✓ Lessons learnt
 - ✓ Supplier
 - ✓ Contact details
- ✓ Best practice and client support material
- ✓ Regional meeting material and presentations

Salix Finance @SalixFinance · Feb 16
Salix, in partnership with the Department for Education, provides funding for maintained schools to improve their energy efficiency, lower energy bills and create a more comfortable learning environment. Find out more here tinyurl.com/yc2xcypj #schoolfunding #SalixFunded

George Eliot Hospital NHS Trust used Salix 100% interest-free funding of £3.1 million as part of an energy performance contract (EPC) over a 15-year period to install a combined heat and power unit and low pressure hot water distribution system, estimated to save the Trust more than £9.2 million its lifetime.

Project overview
George Eliot Hospital NHS Trust procured a guaranteed energy performance contract (EPC) over a 15-year period to identify areas where wasted energy could be saved, thereby reducing energy costs, carbon emissions and improving site resilience. Working closely with their chosen contractor and Salix, the Trust has utilised over £3.1 million of Salix's interest-free funding to invest in more energy efficient technologies.

The projects include a 1,200kW combined heat and power engine (CHP), three low-temperature hot water boilers (LTHW), with one unit as standby, and a new building management system (BMS) with remote access controlling the LTHW system.

These projects are estimated to save the Trust over 2,300 tCO₂e* and over £620,000 per year which will pay back the Salix loan in 5 years. The projects totalled £3.8 million with the remaining balance being covered by the Trust's internal resources.

*Calculated using emissions factors published by government for carbon footprinting in 2012/16.

"As a Trust we have found the Salix route for undertaking sustainability schemes, to be very accessible and supportive of our relation to energy saving initiatives. The Trust intend to use Salix in the future."
Kirstie Webb, Head of Estates and Facilities, George Eliot Hospital NHS Trust

Estimated savings by George Eliot Hospital NHS Trust**

| Annual £ Savings | Lifetime £ Savings | Total Loan Value |
|------------------|--------------------|------------------|
| £621,735 | £9,221,850 | £3,100,000 |

Contact the Salix NHS team to find out how we can help you improve your energy efficiency at info@salixfinance.co.uk

**Figures taken from March 2017.

Salix Finance
WWW.SALIXFINANCE.CO.UK

Project Knowledge – Combined Heat and Power Nottingham Trent University

AFTER

- Installation of CHP unit with a connection to district heating system.
- £500,000 + £50,000 management charge
- 4.8 years technical payback
- 70% of heat generated to be used onsite
- Annual carbon reduced by 334 tCO₂e
- £100k annual savings

on National grid
d – 1,825,000kWh
h
ns 1,215 tCO₂

ate – November 16

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Energy in Buildings & Industry
EIBI
NOVEMBER/DECEMBER 2017 PROMOTING ENERGY EFFICIENCY

In this issue
Boilers & Boilers
EMEX 2017
CPD, Drives & Motors
Water Management

NEWS • FEATURES • INTERVIEWS • REVIEWS • PRODUCT PROFILES • CPD MODULE • DIRECTORY • JOBS

Gloucestershire County Council Client Case Study



Project overview

Gloucestershire County Council have undertaken a three-year project to upgrade 55,000 of its street lights across its estate using a £1.4 million loan

- ✓ Upgrade 55,000 of its street lights across its estate
- ✓ Having already-implemented dimming, the council were looking for an effective means of further reducing its carbon emissions from street lighting, which accounts for around 50% of the council's total emissions
- ✓ **Annual savings of over £282,000**



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University Of Liverpool Client Case Study



Project overview

The University of Liverpool used interest-free funding from Salix to install Combined Heat & Power engines in their old boiler house. The total project cost was £7.3m, with £6.1m of funding coming from Salix and £1.2m from other funding sources.

- ✓ To cope with increased energy demand, the University needed to find a way to provide heat and power to their expanding campus.
- ✓ £6.1m interest-free loan from Salix
- ✓ Installed two new 2 Megawatt CHP units which help to provide low carbon emission power for the campus as well as feeding heat into the district heating network.
- ✓ **Annual £ Savings - £1,500,000**



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Any questions?



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