

Summary Table - Rhode Island

Key:

Small projects are <\$250k; Short terms are <7-10 years

**MUNICIPAL FINANCING SOLUTIONS**

	National Grid Products		RI Product	Market Products		
	On-Bill Financing	Ascentium Partnership	Efficient Buildings Fund	Energy Service Procurement Contract	Lease	Bank Loan
<u>Type of Project</u>						
Small \$, short payback	X	X			X	X
Small \$, long payback			X			
Large \$, short payback		X			X	X
Large \$, long payback			X	X		X
<u>Financing Solution Attributes</u>						
No Upfront Cost	X	X	X	X	X	X
Lower Credit	X		X			
Below Mkt Rate Interest	X	X	X <sup>5</sup>			
Simple Transaction	X	X			X	
Off-Balance Sheet	X		X	X		
Property-Based						

**C&I FINANCING SOLUTIONS**

	National Grid Products		RI Product	Market Products		
	On-Bill Financing	Ascentium Partnership	C-PACE	Energy Services Agreement	Lease	Bank Loan
<u>Type of Project</u>						
Small \$, short payback	X	X			X	X
Small \$, long payback			X <sup>3</sup>			
Large \$, short payback		X	X	X	X	X
Large \$, long payback			X			X
<u>Financing Solution Attributes</u>						
No Upfront Cost	X	X	X	X	X	X
Lower Credit	X		X <sup>1</sup>			
Below Mkt Rate Interest	X	X				
Simple Transaction <sup>4</sup>	X	X			X	
Off-Balance Sheet	X		X <sup>2</sup>	X		
Property-Based			X			

1. C-PACE transactions are based on the financial health of the building not the credit of the owner.
2. Many companies treat them as such. National Grid does not provide accounting advice.
3. While it is possible to finance projects less than \$250k, this is below the observed average of completed projects.
4. "Simple Transaction" is subjective & based on how NG sales people view the product as of 2/18. May change over time.
5. EBF allows municipalities to borrow at a lower rate than they would be able to obtain in the open market.