



## Mammana Custom Woodworking

### Thermoplastic Polyolefin Roof 2017

Mammana Custom Woodworking is known primarily for helping homeowners and businesses make improvements to their properties, but the Maple Heights-based firm has made improvements of their own using the Northeast Ohio Advanced Energy District Commercial PACE program. Mamanna Woodworking used C-PACE financing from private capital provider Greenworks Lending to replace an end-of-life 15,000 square foot roof with an energy saving green roof.

“C-PACE financing facilitates commercial property owner investment in energy savings measures ranging from a green roof like Mammana to water conservation, solar projects and more,” explained Genevieve Sherman, head of new markets for Greenworks Lending. “With financing terms that match the useful life of energy savings investments the program enables business owners to improve their properties while yielding a positive cash flow,” she continued.

The TPO (Thermoplastic Polyolefin) roofing system was installed by Commercial Roofing and Coating Systems, a contractor based in Garrettsville, OH. Brandon Paul, owner of Commercial Roofing and Coating Systems, explains, “The surface of a TPO roof is designed to reflect UV radiation, which helps keep the roof cool during summer months and reduces the burden placed on the HVAC by traditional roofing material.”

“We’re excited to make this energy saving improvement to our property,” declared Max Mammana of Mammana Woodworking. “It has been kind of a case of the cobbler’s children not having shoes. We are so focused on supporting contractors and the improvement of our clients’ homes and businesses that we had been putting off this project ourselves; however, the availability of long-term financing through the NEO-AED program and Greenworks Lending made it something we could act on today.”

#### **MAMMANA CUSTOM WOODWORKING / MAPLE HEIGHTS, OHIO**

- No upfront costs
- 20 year financing of 100% of the \$90,475 project costs to install at Thermoplastic Polyolefin roofing system
- Greenworks Lending first project with the NEO-AED



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When sustainability is one of your business's core values but your 43 year old building is in desperate need of roof repairs to capture wasted energy, you look for other environmentally minded organizations to work with to identify solutions. Chagrin Valley Soap and Salve Company is a small, family-owned and operated company dedicated to crafting high quality, healthy and effective skin and hair care products which are USDA certified organic.

The City of Solon reached out to the Northeast Ohio Advanced Energy District to find a way to help owner Ida Friedman secure PACE financing. The NEO-AED suggested Ida talk with NOPEC to learn more about their PACE lending tool. The company secured financing of \$103,600 at a 3.5 percent fixed-interest rate for 15 years.

"We believe in sustainability and we work hard as a family business to be vigilant of the impact we have on the environment," Friedman said. "Our products are biodegradable and minimally packaged with recycled and recyclable materials. Our packaging is over 99% plastic free. Our natural ingredients will not add synthetic chemicals into our ecosystem. These energy efficiency improvements are good for our bottom line and for the environment."

This project also expanded NEO-AED member footprint to include the City of Solon. Solon Finance Director Matt Rubino said. "It's another tool that the city can use to attract or retain mid-size companies."

### **CHAGRIN VALLEY SOAP & SALVE COMPANY / SOLON, OHIO**

- No upfront costs
- 15 year financing at 3.5% fixed interest rate to install 20,000 square feet of roof TPO, solar tube skylights and LED lighting replacement
- NOPEC's first project with the NEO-AED



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For older commercial buildings to obtain new productive use, there is a need for programs to address energy efficient needs in these spaces. The Northeast Ohio Advanced Energy District (NEO-AED) offers innovative PACE (Property Assessed Clean Energy) financing allowing property owners and investors to consider projects that once seemed unfeasible. By offering favorable and long-term amortization loans, property owners or developers can revitalize commercial and industrial properties in a cost-effective way.

Consider the 2018 NEO-AED project at 11811 Shaker Boulevard in Cleveland. MAN Holdings CEO Amanda Mayan realized the potential for this space and used PACE financing to bring this 60 year old office building new life. Mayan acknowledges the barriers to turning around underperforming properties but notes that PACE financing allowed her to make major investments which were completely financed with no upfront costs. Her company's Shaker West property took advantage of PACE financing through a \$467,000 project loan with Greenworks Lending that Mayan expects will reduce her property's energy consumption by 42 percent. Energy saving measures included rooftop solar, building envelope (insulation, window glazing), LED lighting and building controls. Mayan sees the potential that PACE financing can bring to revitalizing commercial spaces that allow her modernize properties while increasing her profits as the property owner.

### **MAN-HOLDINGS / SHAKER WEST PROFESSIONAL BUILDING**

- No upfront costs
- 20 year financing of 100% of the \$476,000 project costs including install of rooftop solar, building envelope, LED lighting & building controls
- 42% reduction in energy expenses



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