



CASH FLOW POSITIVE

CF+

Funding Solutions for  
Municipal Lighting Projects

# Flexible Financing Solutions For Your Municipal Lighting Project

In difficult economic times, municipalities need creative and fiscally responsible ways to service their constituents. That's where Hubbell Lighting's Cash Flow Positive Program comes in.

Whether your project is a capital improvement, such as new ballfield lights, or an energy savings initiative, Hubbell Lighting offers innovative financing solutions to overcome challenging municipal budget constraints. The benefits speak for themselves.

## Positive Cash Flow

Energy cost savings that are greater than your monthly financing costs yield positive cash flow to your bottom line immediately.

## Comprehensive Financial Leverage

We can help you benefit from local utility rebate incentives and Federal tax deductions, and leverage that savings into your lighting energy savings to add positive cash flow to your budget.

## Total Project Financing

Hubbell Lighting looks at the project costs holistically, including the lighting equipment, upfit and installation labor, ancillary supplies and even recycling costs... all in a single monthly payment.

## Cash Conservation

Preserving your operating capital and your bank line of credit gives you more flexibility in managing your budget.

## Smart Money Features

- Flexible terms 12-120\* months
- Competitive rates
- Large and small projects \$5,000 to \$10,000,000
- 100% financing
- No down payment
- No hidden costs
- Flexible prepayment provisions
- Flexible debt structure around customer requirements by using lines of credit, escrow accounts or progress payments

*\*Subject to the useful life of the asset as required by the Internal Revenue Service and creditworthiness of the borrower*

## Convenient Approval Process

- Our Hubbell Lighting Financing Team is your direct contact
- 24-48 hour credit underwriting after application submission with required financial data
- Hubbell Lighting handles all documentation and administration

## Typical Financing Entity Profiles

- State governments
- City governments
- County governments
- School districts
- Public universities and colleges
- Public hospitals
- 501 (c)(3) nonprofits
- Public utilities
- Special purpose taxing districts

## Tax-Exempt Financing Benefits

- Standard Non-Appropriations clause for state and local government entities
- Take advantage of your tax-exempt status as specified by Internal Revenue Code, Section 103
- Usually also saves sales tax and personal property tax
- Interest rates are generally lower than commercially available rates
- Applies to capital improvement lighting projects or energy-efficient real property improvements
- Useful life of the asset exceeds the financing term
- Takes ownership and control of the asset

The True Cost of Debt

# Municipal Lease vs. Bonding

Compared to the stop-and-go, gridlock approach of public bonding, a municipal lease can be the expressway to getting your municipal lighting project going. To accurately evaluate the financial implications of a municipal lease vs. public bonding options consider these issues:

## + Municipal Lease

A lease is paid directly from your annual operating budget without the need for voter approval

Favorable APR compared with true cost of bond issuance with time, soft costs and other variables

Simple, quick application process with minimal staff time, approval usually in 24-48 hours

### Flexible Terms

- Lease matches the capital need without excess funding
- Lease term matches useful life of the asset
- Early buyout option available
- Annual renewal option protects operating budget if funds are not appropriated

No additional fees or public reporting requirements

Most effective for smaller projects lasting less than 10 years

## + Bond Financing

Bonds are new public funds that require referendum and voter approval

Bond issuance takes time with higher soft costs

Slow process can take years, consuming resources and can adversely affect your borrowing rate

### Rigid Terms

- Bonds usually do not match capital needs
- Payment terms often exceed useful life of the project
- Risk of call provisions with prepayment penalties
- Commits city to long-term fixed payments despite economic downturns

Bond costs continue even after bonds are sold (trustee fees, compliance reports, footnote disclosure, audit fees, periodic rating agency fees)

Preferred method of financing for very large, long-term projects

# How Smart Money Works

Cash Flow Positive takes a smart move and makes it brilliant. See how a typical energy-efficient sports lighting retrofit project quickly pays for itself while never putting a strain on your budget.

Typical Energy-Efficient Lighting Upgrade Project	
Project Cost incl. Labor	<b>\$30,000.00</b>
Annual Energy & Maintenance Savings	<b>\$17,000.00</b>
Simple Payback Period	<b>1.76</b>
Finance period rounded up to the nearest full year term	<b>2 years</b>
Simple Payback Cash Flow	
Monthly Energy & Maintenance Savings	<b>\$1,416.67</b>
Estimated monthly finance payment	<b>\$1,309.98</b>
Monthly Positive Cash Flow	<b>\$106.69</b>

Economics Considering Impact of EPAAct and Utility Rebate	
Project Cost incl. Labor	<b>\$30,000.00</b>
Potential utility rebate	<b>\$2,500.00</b>
Additional first year cash flow	<b>\$2,500.00</b>
Net investment less estimated incentives	<b>\$27,500.00</b>
Annual Energy & Maint Savings	<b>\$17,000.00</b>
Potential payback period with incentives	<b>1.62</b>
Customer Rate	<b>*4.38%</b>

\*Actual rates are determined by the creditworthiness of the borrower and financing term



**HUBBELL**  
**Lighting**

701 Millennium Blvd.  
Greenville, SC 29607  
[www.hubbellighting.com](http://www.hubbellighting.com)

ALERA LIGHTING  
ARCHITECTURAL AREA LIGHTING  
BEACON PRODUCTS  
COLUMBIA LIGHTING  
COMPASS PRODUCTS  
DEVINE LIGHTING  
DUAL-LITE  
HOMESTYLE LIGHTING  
HUBBELL BUILDING AUTOMATION  
HUBBELL INDUSTRIAL LIGHTING  
HUBBELL OUTDOOR LIGHTING  
KIM LIGHTING  
KURT VERSEN  
PRESCOLITE  
PROGRESS LIGHTING  
SECURITY LIGHTING SYSTEMS  
SPAULDING LIGHTING  
SPORTSLITER SOLUTIONS  
STERNER LIGHTING  
WHITEWAY



**CASH FLOW POSITIVE**

---

Contact us to see how Hubbell Lighting financing solutions can improve your bottom line.

[hubbellighting.com/resources/financing/](http://hubbellighting.com/resources/financing/)

Hubbell Lighting Financing Team  
(800) 488-0034  
[cashflowpositive@hubbell-ltg.com](mailto:cashflowpositive@hubbell-ltg.com)