

Green Partners

Recurrent—Bringing CLEER solutions to clients

Welcome to our Green Partners series, highlighting our partners in the community that help make Montgomery County Green Bank a success.

We visited with Peter Drown, Manager of Strategy and Business Development and Keith Derrington, COO at Rockville-based Recurrent to learn about their latest successes and why partnering with the Montgomery County Green Bank is part of that success.

Tell us about Recurrent and your work with them.

Peter Drown [PD]: At Recurrent, we design and implement deep retrofit and renewable energy projects for C&I (commercial and industrial) customers in VA, MD, and DC. We handle the full scope from design through implementation.

I serve as Recurrent's Manager of Strategy and Business Development, spending time engaging customers, helping them think through the environmental and financial benefits of their projects, and supporting the broader implementation teams.

Keith Derrington [KD]: I'm responsible for the day-to-day operations of running the business, and setting the strategic direction, leading us to places to offer unique solutions that help differentiate us.

What's something exciting you're working on now?

PD: Some of our most exciting projects are in the rooftop solar space. They are exciting for many different reasons: it's a challenge making them pencil out in Maryland, but with the right project in the right location and the right customer, they can be completed successfully. Bringing together the right combination of technical and financial expertise to make it work can be rewarding.

Recurrent just [completed Montgomery County's first C-PACE solar project](#). All in all, the project included a 75kw solar system, building control system, LED lighting, HVAC upgrades and right-sizing their pumps and domestic water system.

Why do you choose to partner with the MC Green Bank as an Authorized Contractor with the CLEER program?

KD: There's a niche in the market that's not addressed by C-PACE, particularly as it relates to condos, commercial and residential, and multifamily due to the assessment and multiple-owner

regime. A lot of building stock in Montgomery County is like this, and CLEER can provide a solution for our clients in these buildings.



Solar panels on the first C-PACE solar project by Recurrent

What are the top reasons your clients seek energy efficiency and / or renewable energy improvements?

KD: We're finding that tenants are looking more and more for a greener building. In one rooftop solar project, we were a month or two underway and our client building owner landed a whole-floor tenant because they were looking for a building with a committed investment in energy efficiency and renewable energy. This was a big win for the property owner.

PD: Also, when a client has just purchased an older building, the upgrades are a way to avoiding surprises down the road and avoid known and unknown deferred maintenance issues. We find that they are interested in taking care of something now, knowing what they've got, and how and when it was upgraded.

How is CLEER a resource for your clients?

KD: A lot of clients have equipment past its useful life and are operating on borrowed time. When they discover this, they want a financing solution that allows them to absorb a very large expense and do so in a planned way, and in a way to help offset the amortization cost.

We find that many property owners don't know about CLEER since it's a new program, and the interest rates can be competitive. For the right type of project and size and customer, it can be a great fit for them and their projects.

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