

Shared Savings – The Process

1. **Contact.** If you do not have an account manager, contact Bob Connor at 608-252-4702 (talksbiz@mge.com) who will assign a representative to work with you.
2. **Analyze Savings.** Your account manager will review the energy-saving benefits of the improvements you are considering. You may instead chose to work with your own experts: designers, contractors, consultants, engineers, Focus on Energy, etc., to arrive at savings for a prospective project. If you do, bring these savings estimates to your account manager to get their opinion.
3. **Analyze Cost.** Your account manager will provide financing options to match your project's estimated savings. These options aim to structure financing payments to fit the pattern of energy savings created by a project. You then choose which financing option best fits your project.
4. **Decision.** Based on the cost and savings economics, you decide whether or not to proceed. This could include more analysis or you may proceed with the project itself.
5. **Shared Savings.** If you decide that you want to use Shared Savings funds for your project, MGE will then obtain financial information from you to complete our due diligence process. After satisfying the creditworthiness review, a loan agreement is prepared.
6. **Loan Agreement.** Your account manager gathers the necessary information from you and prepares a draft financing agreement for your review. If acceptable, MGE finalizes the documents for you to sign.
7. **Signatures.** After all signatures are obtained on the loan agreement, you instruct your contractor to begin the work.
8. **Funds Released.** MGE disburses progress payments until all the funds needed are released.
9. **Repayment.** MGE begins billing you for repayment of the Shared Savings loan.