

# ON DECK – ENERGY EFFICIENCY

## ON DECK WITH LEAGUE PARK: ENERGY EFFICIENCY

### GROWING FOCUS ON ENERGY EFFICIENCY

*Consumers are becoming more aware of the impact of climate change and are looking to reduce their environmental footprint*

#### SITUATION OVERVIEW

It is becoming ever more important for facility services companies to evolve as consumers are becoming increasingly aware of the true impact of climate change and are looking for ways to do their part by reducing their environmental footprint. Considering that the average American family of four uses at least 300 gallons of water per day (100,000 gallons annually), consumers are becoming increasingly willing to spend on ways to minimize their water consumption. A running toilet wastes up to 200 gallons of water per day, and consumers are beginning to realize that fixing a toilet could reduce their household consumption by two-thirds of the total water used by the average family each day. It is also estimated that 10% of U.S. homes have small plumbing leaks that waste 90 gallons of water per day, which creates a significant amount of inherent repair demand. In addition to repair issues, consumers are often willing to pay more for options that are more environmentally-friendly than others, which requires ongoing technician training. GlobalWebIndex found that a rising number of consumers were ready to pay for more expensive, eco-friendly products, including 46% of Baby Boomers and 61% of Millennials. By not having a robust “green portfolio” of products, facility services companies aren’t just losing out on improving the environment through more efficient, eco-friendly products – they are also missing out on bigger tickets or sales in total. The demand and upsell opportunities are ripe for the taking and facility services companies that embrace and sell a robust portfolio of energy-efficient products will be well-positioned to garner market share gains.

#### RESIDENTIAL WATER EFFICIENCY FACTS...



100,000+

Gallons of average annual water for a family of four in the U.S.



~\$1,000

Average annual water-related spend for a U.S. family



900B+

Total gallons of annual water wasted by household leaks in the U.S.



~9,400

Average gallons of annual water wasted by a typical household in the U.S.

#### KEY RESIDENTIAL ENERGY EFFICIENCY IMPROVEMENTS



## RECENT LEAGUE PARK FACILITY SERVICES EXPERIENCE



has been acquired by



League Park acted as financial advisor to Len The Plumber on the transaction



has merged with



a portfolio company of



League Park acted as financial advisor to ABCO on the transaction



has been acquired by

A Group of Private Investors

League Park acted as financial advisor to Butler on the transaction



has acquired



League Park acted as financial advisor to SCG Partners on the transaction



has partnered with



League Park acted as financial advisor to Zephyr on the transaction



has acquired



League Park acted as co-advisor to Safeguard Properties on the transaction

Sources: EPA, GlobalWebIndex

