

# Higher Education Investment Initiatives

Financing, Funding, and Procurement Strategies



**Today's higher education institutions face unprecedented challenges.**

However, strategic facility initiatives present powerful opportunities to directly support your institutional mission outcomes. Transforming your campus through technical innovation and facility modernization can directly address your most critical challenges:

**Enrollment &  
Recruitment**

**Aging  
Infrastructure**

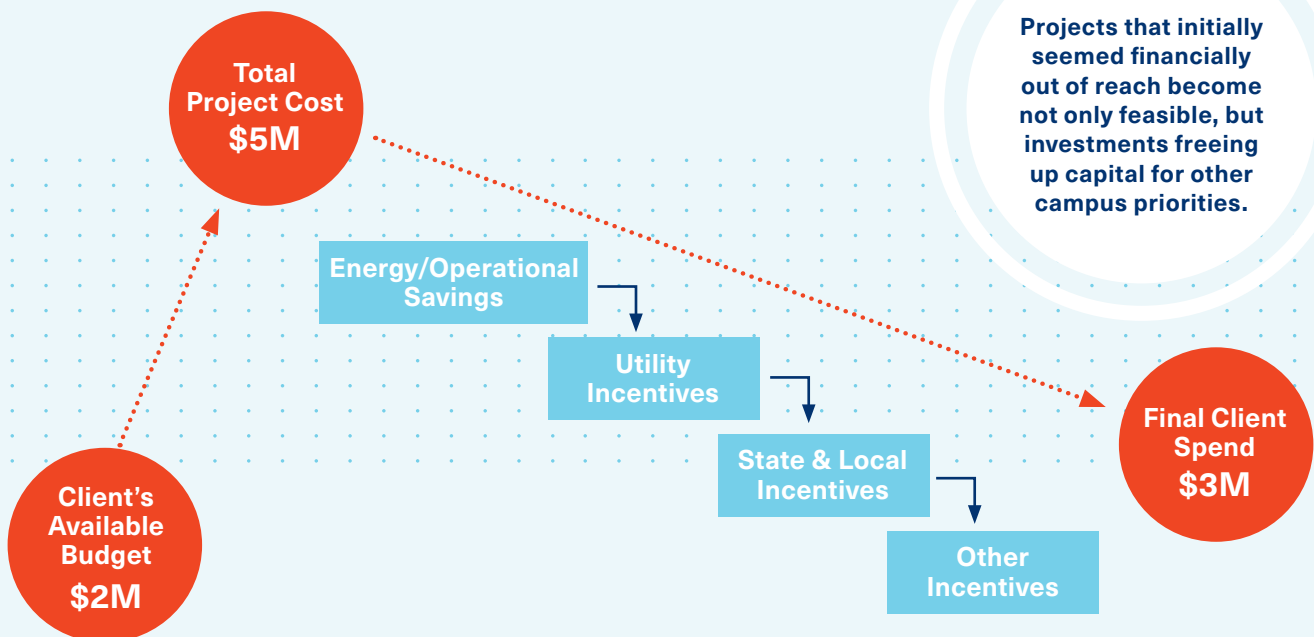
**Operations &  
Procurement**

**Stability &  
Resilience**

**Underfunding**

## How Multiple Incentives and Savings can Reduce Project Costs

While these challenges are significant, they also present opportunities for innovative funding solutions that can transform your project economics. When strategically stacked—energy/operational savings, utility incentives, state & local incentives, other incentives—these funding sources can dramatically reduce upfront project costs, often bringing final expenses well below the total project cost.



*Hypothetical Customer Project*

**Every campus has unique funding opportunities,** which is why our experts work with you to develop a customized solution that includes project scope, funding stack improvement, financing, and procurement strategy—turning strategic infrastructure initiatives into budget-enhancing investments.

## Financing Tools

Navigating the complex landscape of financial resources and funding options for infrastructure initiatives can be overwhelming. Trane helps navigate this process by first understanding your specific goals, then developing a clear course of action that identifies the most advantageous financial pathways for your institution.

### Unlocking financial resources for your infrastructure projects.

These strategic financing approaches help transform your campus infrastructure while aligning with your institutional objectives and budget constraints:

#### Customized Buying Approaches

Available for infrastructure improvements, energy efficiency projects, and sustainability initiatives.

#### Energy Savings Performance Contracting (ESPC)

Undertake significant building upgrades and pay for them with the future guaranteed energy savings.

[Learn More](#)

#### Cooperative Purchasing

Streamline procurement and increase your buying power by working with vetted, approved suppliers using pre-negotiated contracts.

[Learn More](#)

#### Tax Credits & Utility Rebates

Bolster available funds for your project through grants, utility rebates and government incentives for energy-efficient lighting, HVAC systems, and other upgrades in your local market.

[Learn More](#)

#### Traditional Financing & Third-Party Ownership Models

Evaluate balance sheet treatment and asset ownership to meet your financial objectives.  
Energy-as-a-Service (EaaS)  
Power Purchase Agreements (PPA)  
Tax Exempt Lease Purchase (TELP)

[Learn More](#)



## Ongoing Success Stories

With a comprehensive, holistic approach, you can address current challenges while simultaneously investing in future needs. Trane helps campuses across the country spend their dollars wisely with tailored, data-driven strategies that leverage our comprehensive portfolio of solutions and outcome-driven services. We're helping Higher Education institutions nationwide reduce energy and operational costs while creating enhanced campus experiences that attract students and support educational missions.

Here's what some Trane customers have achieved:



### Northern Illinois University

**Highlights:** Zero upfront capital project with strategic use of incentives delivering comprehensive energy savings across 50 buildings.

<b>\$78M</b>	<b>Energy &amp; Operational Savings</b> (20 Years)
<b>\$7M</b>	<b>Leveraged Incentives &amp; Rebates</b>
<b>26%</b>	<b>Energy Consumption Reduction</b>
<b>50</b>	<b>Buildings Upgraded</b>

**Results:** Budget-neutral approach delivering **26%** energy reduction with payments structured to avoid added financial pressures. Project includes **LED lighting, solar installations, EV charging stations, smart HVAC controls, and thermal energy storage.**



### Emporia State University

**Highlights:** Campus-wide energy conservation and infrastructure modernization initiative with comprehensive financial benefits and enhanced campus experience.

<b>\$10.2M</b>	<b>Energy Cost Savings</b>
<b>\$3.2M</b>	<b>Operational &amp; Maintenance Savings</b>
<b>\$10M</b>	<b>Deferred Maintenance Eliminated</b>
<b>\$800K</b>	<b>IRA Tax Credit Incentive</b>

**Results:** **\$7 million** net positive return with significantly enhanced student and faculty experience. Additional benefits include **\$194,200** in utility rebates and **\$190,400** Trane Advance Discount Payment.



For more information, [trane.com/highereducation](https://trane.com/highereducation).

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