A potential county-wide program for the application of solar energy as a power source and critical infrastructure upgrades of equipment to reduce energy usage and maintenance costs.

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Andy Roth, Director of Energy Services
Jeff Wagner, President
Allan Perotti, Project Engineer
Company Overview

☑ California Corporation

☑ Founded in 1974 - Over 43 Years of Experience

☑ Specializing in Turnkey Project Identification, Development and Implementation in California State and Local Governments

☑ Licensed Mechanical and Controls Contractor

☑ Experienced Engineering & Design-Build Contractor

☑ State Program Specialization

☑ Energy & Sustainability is our Core Business

☑ Proven Track Record in California

☑ **AIRCON ENERGY DELIVERS SUPERIOR VALUE**
**Partial Client List**

*California State Association of Counties (CSAC) 2012 Challenge Award winner for Outstanding Innovation.*

- **City of Orland, CA** - $2,352,007
- **City of Clearlake, CA** - $808,519
- City of Pacifica, CA - $1,307,000
- City of Soledad, CA - $1,444,000
- City of Greenfield, CA - $164,000
- City of S. Lake Tahoe, CA - $1,180,000
- City of Sacramento - $2,074,000
- Santa Cruz County - $5,998,994
- San Luis Obispo County - $15,200,00
- Yolo County - $5,600,000
- Solano County - $989,302
- Calaveras County - $1,684,000
- Plumas County - $1,034,000
- Butte County - $2,900,302
- Nevada County - $2,250,000
- Mendocino County - $880,000
- Sonoma County* - $21,730,803
- Mono County - $100,000
- Sutter County - $1,601,000
- Alameda County - $1,719,000
- Shasta County - $1,200,000
- **New Hope USD** - $265,000
- **Black Oak Mine USD** - $787,000
- Yosemite Com. College - $2,500,000
- **Mammoth Lakes USD** - $644,000
- **CDCR Multiple Sites** – $16,666,000
Services Offered

Paid-from-Savings
• No Upfront Costs

Turnkey Service
• Energy audit
• Design engineering
• Construction management
• Arrangement of long-term project financing
• Commissioning
• Operations & Maintenance
• Savings Monitoring & Verification

Comprehensive Set of Facility Renewal Measures
• Lighting
• Heating, air conditioning & ventilation
• Control systems
• Building envelope improvements (insulation, roofs, windows, etc.)
• Alternative Energy/Renewables
  • Solar
  • Wind
• Water and sewer – metering and use reduction
• Sustainable materials and operations
Energy Project Development – Progress to Date

- Concept introduced to County
- Aircon selected for Feasibility Assessment
- County authorized Aircon Energy via Letter of Intent to perform an investment grade energy audit (IGA)
  - Detailed account of facility and energy usage
  - Identify and model cost/savings for potential energy savings opportunities.
  - Identify and model County-wide facility infrastructure upgrades and improvements
- Timing: Energy audit was performed March thru June of 2017
- Audit Goal: Identify critical upgrades, additions and/or replacements at breakeven or better annual cost
Investment Grade Audit Findings

• There are significant opportunities to upgrade to newer, more energy efficient equipment in 20 county buildings.

• Address the following issues:
  • Replace older/expensive to maintain equipment
  • Decrease energy consumption costs
  • Fix building comfort issues
  • Provide less expensive power to the county in key, higher use locations
Glenn County – Findings (Cont.)

• 50 different energy efficiency measures were identified. They included replacement/upgrading of:
  • Critical HVAC Systems
  • LED Lighting/Occupancy Sensors
  • Adding solar power generation in 5 locations
• Project Totals: $2,483,905 (EE + Solar)
• 1st Year Energy Savings: $184,552
• 1st Year kWh Savings: 846,937
## Glenn County – Fiscal Impact

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Cost w/Finance Fees</td>
<td>$2,518,905</td>
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<tr>
<td>1st Year Savings</td>
<td>$184,552</td>
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<tr>
<td>Cost of Financing over 17 years</td>
<td>$3,074,467</td>
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<tr>
<td>Lifetime Project Savings</td>
<td>$4,743,162</td>
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<tr>
<td>Lifetime Accumulated Cash Flow</td>
<td>+$1,668,695</td>
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</tbody>
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Proposed Next Steps

• Develop and finalize financing strategy
• Review contractual documents
• Hold public hearing in accordance with CA Government Code 4217 energy project procurement
• Board of Supervisor’s vote for project and financing approval
• Begin project implementation