



Glenn County



County-wide Energy Project

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.

August 1, 2017

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

AIRCON ENERGY

830 W. Stadium Lane
Sacramento, CA 95834
(916) 922-2004
www.airconenergy.com

Company Overview

AIRCON ENERGY

- ✓ 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

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

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

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

Project Cost w/Finance Fees	\$2,518,905
1st Year Savings	\$184,552
Cost of Financing over 17 years	\$3,074,467
Lifetime Project Savings	\$4,743,162
Lifetime Accumulated Cash Flow	+\$1,668,695

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