



COMPREHENSIVE FACILITY SOLUTIONS FOR BIOLA COMMUNITY SERVICES DISTRICT



INTRODUCTIONS



John J. Burdette III, CEM, CDSM, LEED AP
Director, ESCO West



Jessica Ritter
Facility Solutions Specialist



AGENDA

1. Introduction of IES / SitelogIQ
2. Industry Trends and Updates
3. Presentation of Facility Solutions Program
4. Energy Management Services
5. Preliminary Solar Designs
6. Investment Highlights
7. Cash Flow Review
8. Next Steps
9. What our customers say

WHO WE ARE

Delivering world-class facility solutions across multiple sectors, including: **Local/State/Federal Government**, Commercial & Industrial, K-12/Higher Education, Retail, Healthcare, and Multi-Family/Student Housing



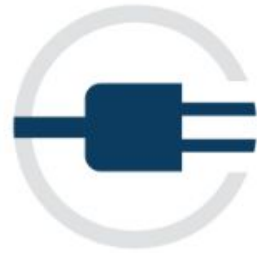
600+
Employees



11,000
Customer Sites



\$5 Billion
Constructed



\$1 Billion Saved
in Energy & Ops



25+ U.S. Locations

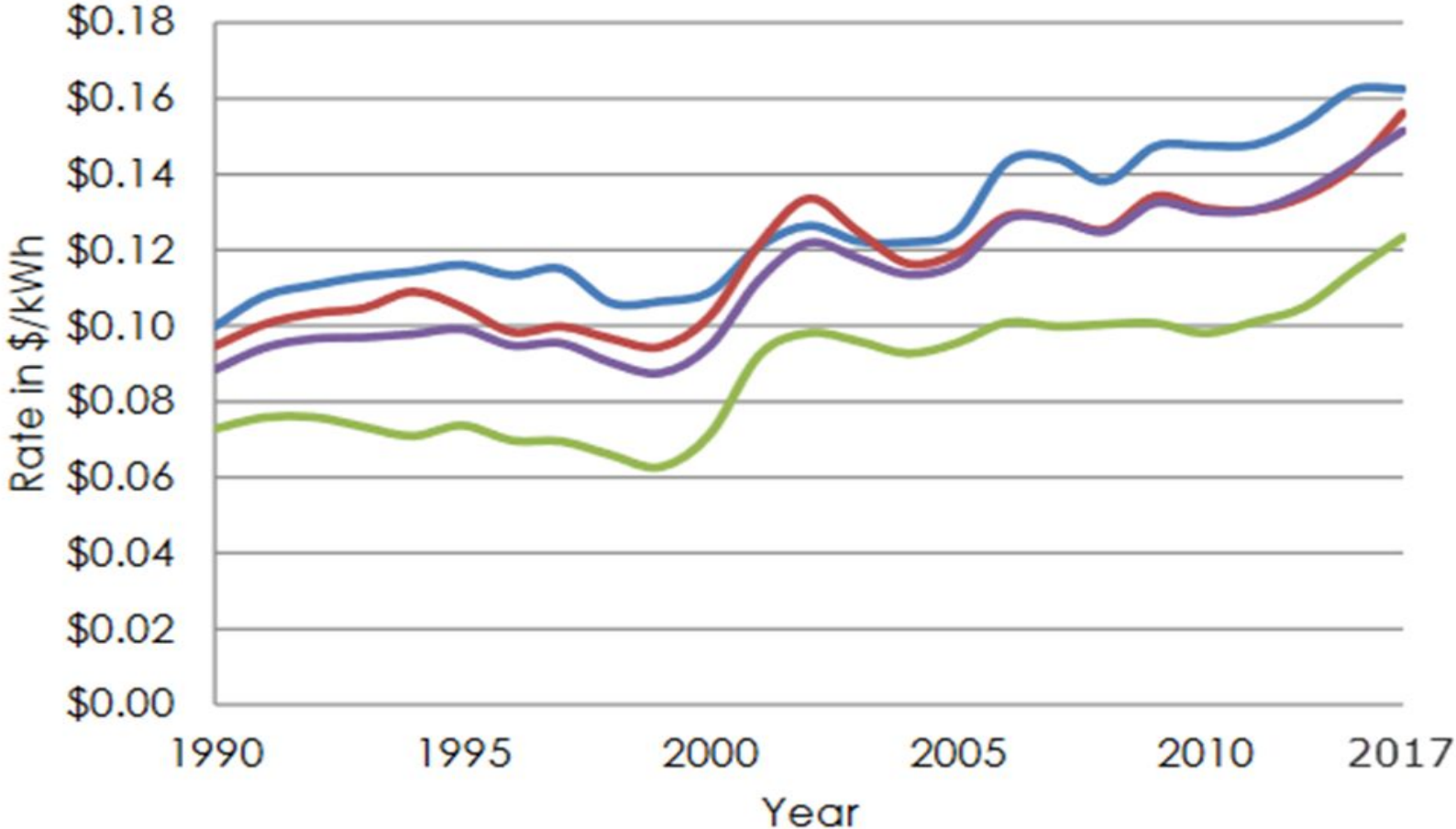
OUR CALIFORNIA PRESENCE



- Our largest client base is in CA
- 11 offices in the state
- Staffed by nearly 350 energy professionals, engineers and highly trained installation and service technicians.

UTILITY COSTS ON THE RISE

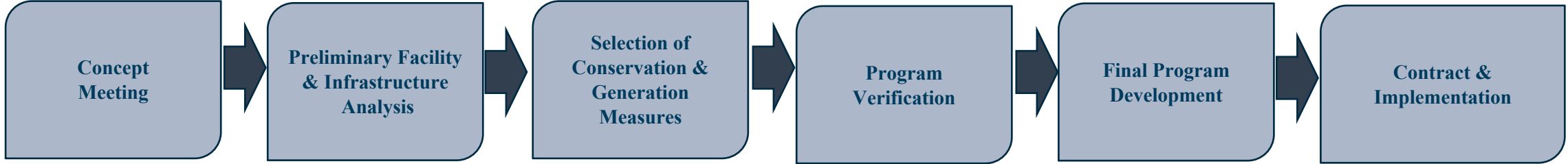
Electric Rate History



California Electric Rates have increased an average of **6%** over the last 35 years per the U.S. Department of Energy (DOE)

- Residential
- Commercial
- Industrial
- All Users

OUR PROVEN FACILITY SOLUTIONS PROGRAM



- Challenges/ Trends
- Client Profile
- Identify Objectives
- Action Plan

- Your Facility
- Technical Issues
- Sustainability Initiatives
- Future Operating Plans
- Financial Review
- Leadership Verification

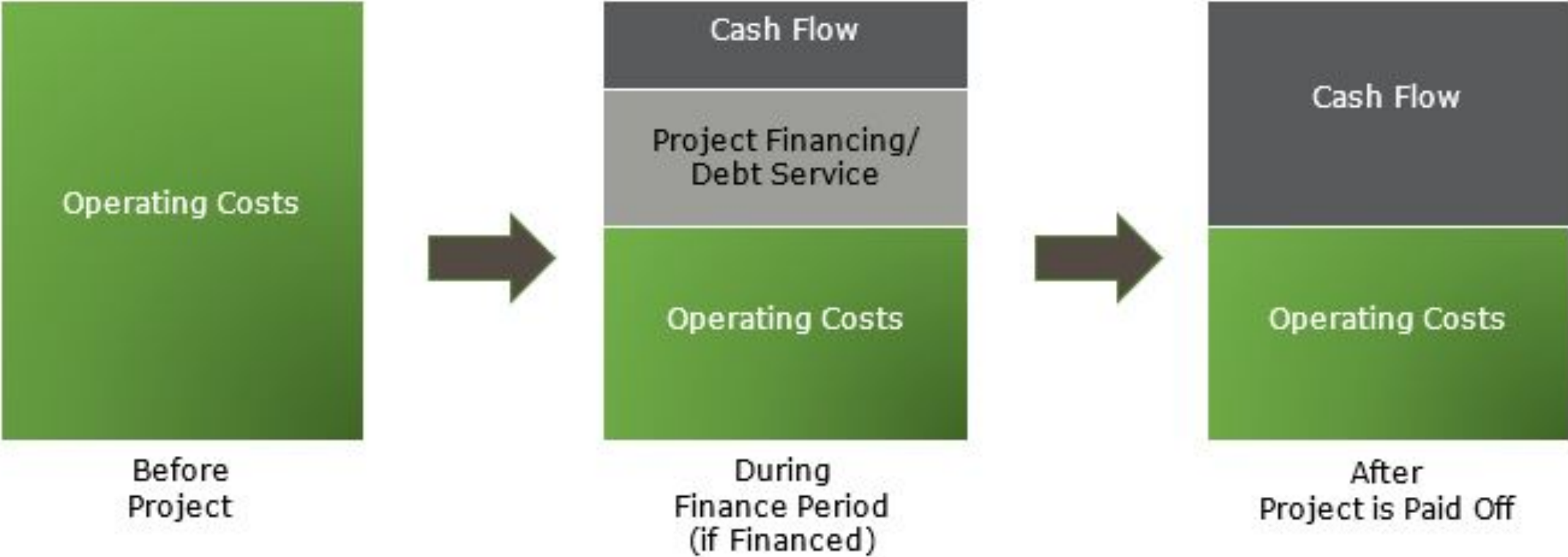
- Scope Refined
- Estimated Savings

- Verify Scope
- Authorizes Final Program development
- Confirm Schedule
- Review Financial Performance

- Detailed Scope
- Guaranteed Savings
- Fixed/Firm Price
- Develop Contract
- Finalize Financing Solution

- Board Approval
- Execute Contract
- Implementation
- Measurement & Verification

BUDGET NEUTRALITY



No capital outlay is required. Targets money already in your budget to pay for the program.

OUR ACCREDITATION & MEMBERSHIPS

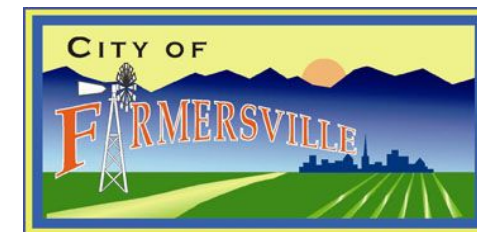


CALIFORNIA LOCAL GOVERNMENT ENERGY & WATER PROJECTS IN-PROGRESS

- County of Amador
- County of Mono
- City of Atwater
- City of Lemoore
- City of Riverbank
- City of Farmersville
- City of Parlier
- Malaga County Water District
- Biola Community Services District
- Home Garden Community Services District
- Zone 7 Water Agency, Livermore



AMADOR COUNTY
CALIFORNIA



site**logiq**

ENERGY MANAGEMENT SERVICES - DASHBOARD



Electricity Usage Overview

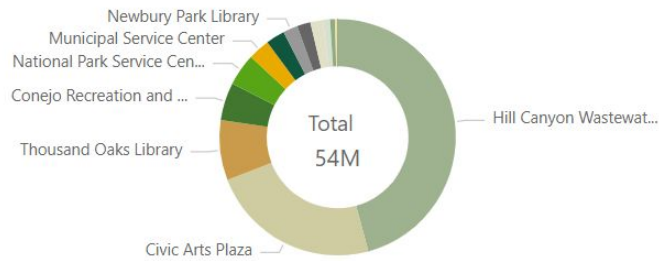
Data Available From: January, 2010 to April, 2019

All

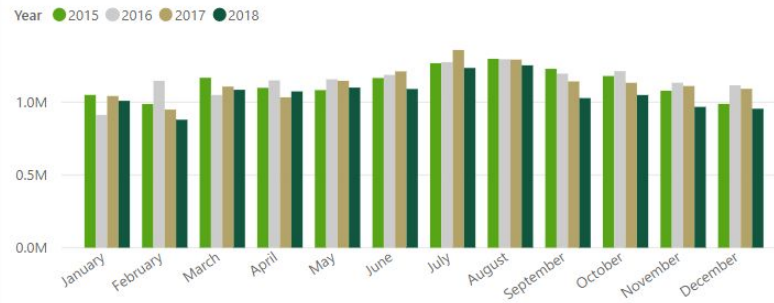
Year Selecti...

- 2010
- 2011
- 2012
- 2013
- 2014
- 2015
- 2016
- 2017
- 2018
- 2019

Electric Usage by Site (kWh)



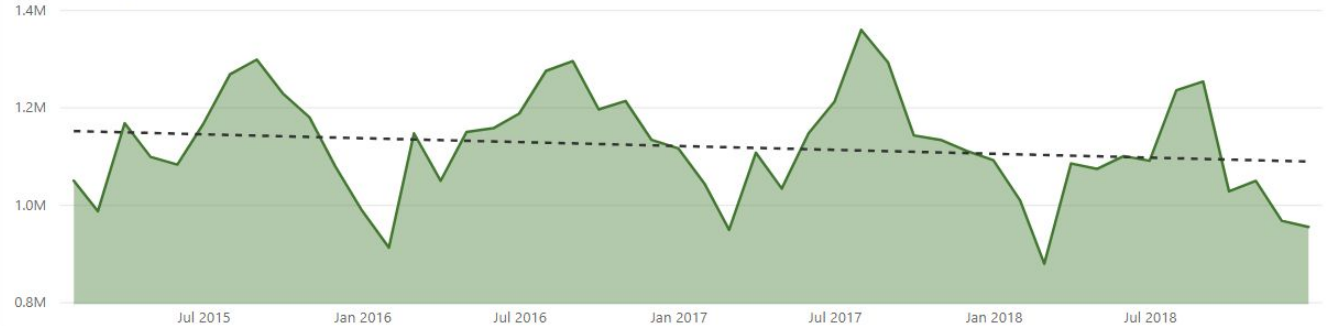
Electric Usage by Year (kWh)



Electric Usage by Year

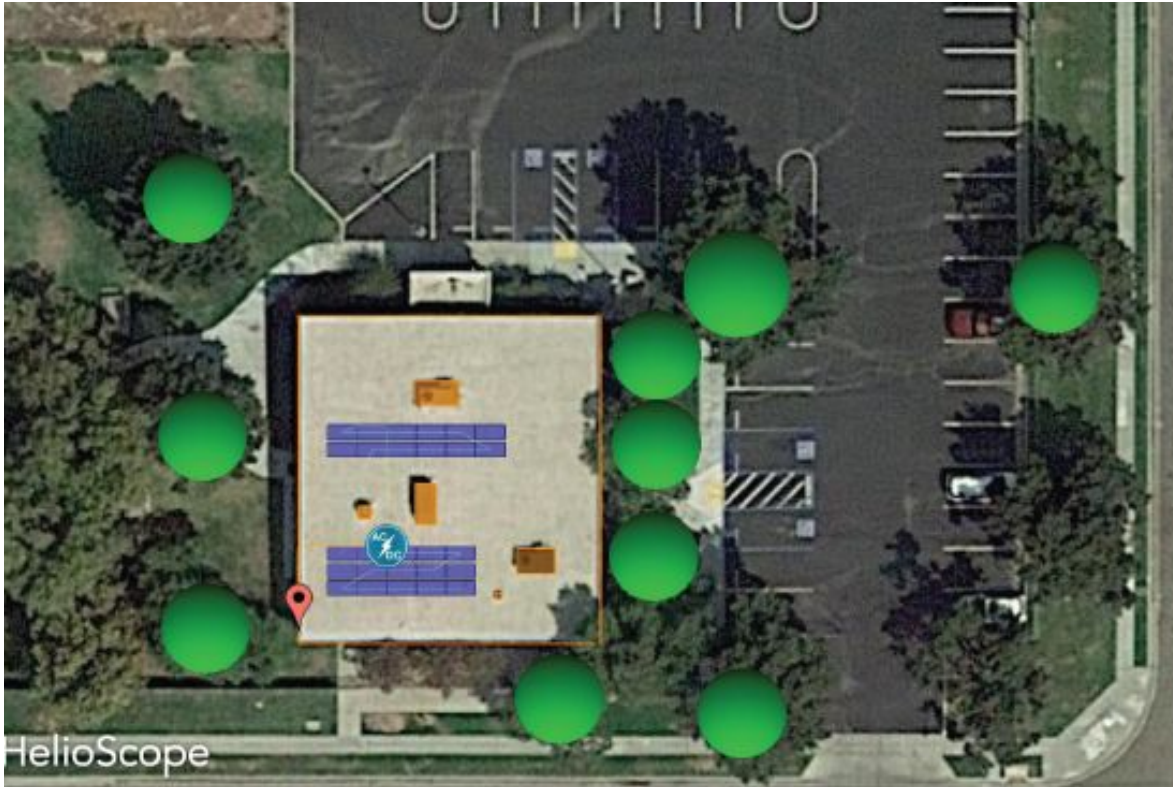


Electric Usage (kWh) by Date



[City of Thousand Oaks – EcoVox](#)
[Amador County Energy Dashboard](#)

COMMUNITY CENTER - 79% Offset



System Metrics	
Design	Rooftop
Module DC Nameplate	10.3 kW
Inverter AC Nameplate	9.00 kW Load Ratio: 1.14
Annual Production	15.47 MWh
Performance Ratio	75.7%
kWh/kWp	1,508.1
Weather Dataset	TMY, 10km Grid (36.85,-120.05), NREL (prospector)
Simulator Version	cf2907718a-acbe55cc8c-2c331f6ed7-511556038d

Add Option – Electric Vehicle Chargers

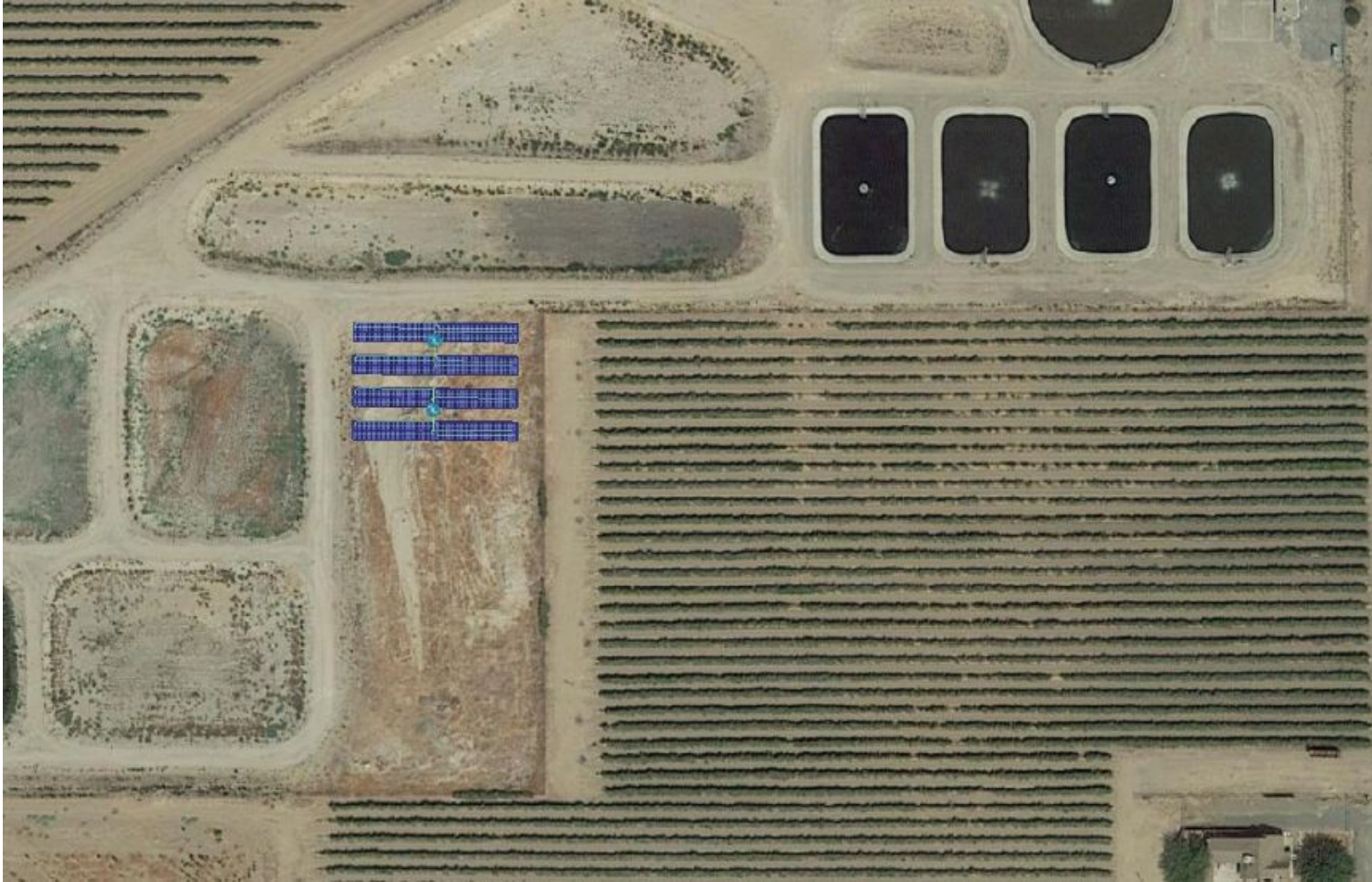
Provide (2) Dual Port Charging Stations

ROM Budget Installed cost = \$50,000

Potential Grant Funding Available

(OPTIONAL) WASTE WATER TREATMENT PLANT

- 97% Offset – For Existing Plant



System Metrics	
Design	Design 2
Module DC Nameplate	103.4 kW
Inverter AC Nameplate	100.0 kW Load Ratio: 1.03
Annual Production	173.7 MWh
Performance Ratio	78.0%
kWh/kWp	1,680.6
Weather Dataset	TMY, 10km Grid (36.75,-120.05), NREL (prospector)
Simulator Version	89a860c2c8-a2e0356b3d-9756436255-07060ca97f

Coordination with District Management and District Engineers will be required to negotiate final designs and funding options

WELL #3 - 98% Offset



System Metrics	
Design	Well Carport
Module DC Nameplate	34.2 kW
Inverter AC Nameplate	30.0 kW Load Ratio: 1.14
Annual Production	53.30 MWh
Performance Ratio	81.2%
kWh/kWp	1,558.6
Weather Dataset	TMY, 10km Grid (36.85,-120.05), NREL (prospector)
Simulator Version	cac6a1f5ad-5f9df1bab2-22ee4979b9-05f0e92ba4

COMMUNITY CENTER HVAC



FINANCIAL HIGHLIGHTS

Solar PV Systems & HVAC Replacement: Well 3, WWTP, Community Center:

- Total Financed Cost: \$ 677,311
- Year 1 Savings: \$ 48,228



Total Program Savings \$1,426,841

ENVIRONMENTAL BENEFITS



Greenhouse Gas Emission Reduction
32.2 Metric Tons CO2 Equivalent



PROGRAM BENEFITS

1. Total program savings. **\$1,462,841**
2. Zero-Risk for Biola Community Services District to engage SitelogIQ's FS Program, Savings are guaranteed.
3. Program is supported by:
 - State of California Government Code (CA4217)
 - CA Energy Commission
 - CA Department of General Services
 - U.S. Federal Government and Local Utilities
4. Provides funding for critical facility upgrades, without raising taxes or fees
5. Reduces BCSD's operating expenses both short-term and long-term
6. Environmental benefits

KEY FEATURES OF FACILITY SOLUTIONS

PROGRAM

Self-Performance of Work

SitelogIQ self-performs the majority of the work on the projects in-house. Our Mechanical, Electrical and Plumbing groups provide superior project execution with a single point of contact at a lower cost than our competition

Guaranteed Fixed Cost

Because SitelogIQ self-performs the work, from initial concept to final sign off of the project we guarantee a Lump Sum Fixed Price for program implementation. We design, implement, and commission the program, no one else to point the finger at.

Guaranteed Workmanship & Savings

SitelogIQ delivers a variety of energy-efficiency solutions from solar, to lighting, to HVAC replacement solutions. We provide a guarantee on not just the energy savings but the quality of workmanship as well.

Manufacturer Agnostic

SitelogIQ does not represent or manufacture any product or equipment. This allows us to provide the “Best Solution” for our clients without trying to force our brand as part of the solution.

Economic Stimulus

SitelogIQ provides local labor and job creation for all of our clients.

Financial Solutions

SitelogIQ provides multiple funding options and assistance including low Interest rate Loans.

Sustainability

SitelogIQ provides environmentally-preferred solutions across all of our service offerings that help local governments meet their sustainability goals.

NEXT STEPS

- Board Presentation (for information only) 08/15/19
- Revise Design (if required) 08/29/19
- Finalize 4217 Contract for District Review 08/29/19
- Post 2 Week Project Notice 08/29/19
- Public Hearing at Regularly Scheduled Board Meeting 09/19/19
- Board Approval/Resolution 09/19/19
- Finalize Financing 09/27/19
- Groundbreaking Ceremony 10/17/19
- Project Final Completion 10/15/20
- Celebratory Flip the switch ceremony 10/15/20

An aerial view of a city skyline at sunset. The sky is filled with dramatic, golden clouds. A prominent skyscraper with a dark facade and a crane is visible on the left. The city is densely packed with various high-rise buildings. A semi-transparent blue horizontal band is overlaid across the middle of the image, containing the text "Any questions?".

Any questions?

site*logiq*