

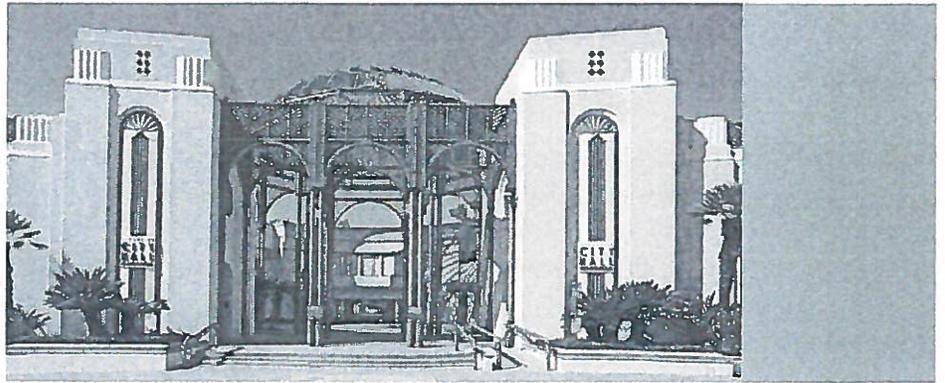
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PROJECT REFERENCES

April 2, 2015

CASE STUDY | ENERGY



THE CITY OF ESCONDIDO

BACKGROUND

Serving 143,000 residents and covering 36 square miles, The City of Escondido needed a budget neutral solution to contain energy costs and reduce its carbon footprint. Two Escondido community centers had antiquated HVAC units and severe temperature control issues with thermostats running 24 hours per day. The roof at East Valley Community Center needed major repairs as well. Interior and exterior lighting fixtures at four City facilities were outdated and substantially contributing to sky high utility bills. The Washington Park Recreation Center & Pool had an inefficient boiler heating system that was depleting natural resources.

SOLUTION

City of Escondido chose Climatec to design and implement a turnkey energy management solution that could be funded through guaranteed energy savings. To reduce natural gas usage and incorporate renewable energy, Climatec designed a solar thermal heating system for the Washington Park Pool. Interior and exterior lighting fixtures were retrofitted to the latest generation

high efficiency standards, and occupancy sensors were installed to achieve energy savings during unoccupied hours. The Building Automation System (BAS) was expanded to the Senior and East Valley Community Centers along with new high efficiency HVAC units. The roof of East Valley Community Center was re-constructed further to increase the site's overall efficiency.

RESULTS

Climatec helped the City secure 0% on-bill financing from SDG&E and numerous prescriptive and custom utility rebates. Climatec's energy efficiency framework helped the City change energy consuming behavior across all levels of staff and facility personnel. To date, Climatec has achieved 285% of the projected energy savings. City of Escondido has received statewide recognition for environmental stewardship with many other cities following their lead. The environmental impact of this energy savings project includes a 1.1 million pound reduction in greenhouse gases and 58,000 gallon reduction in gasoline.

AT A GLANCE

Project Type
Energy Performance Contract
(Guaranteed Savings)

Location
Escondido, California

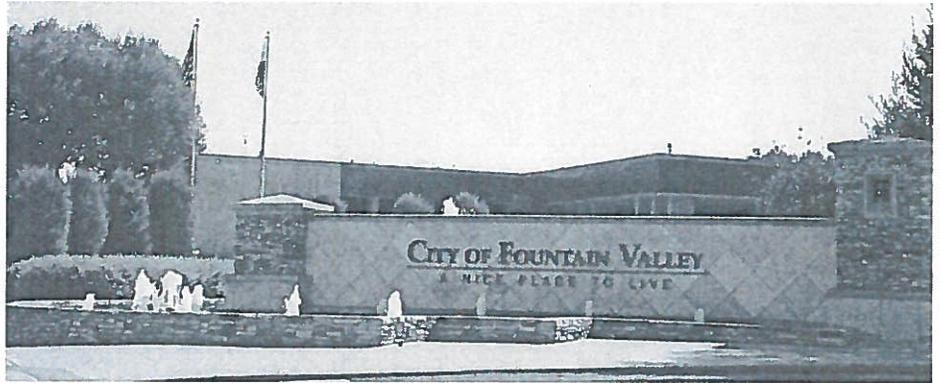
Total Project
\$1.1 million

Projected Program Savings
\$1.2 million

Annual Environmental Benefits

- ▶ 1.1 million lb. reduction in greenhouse gases
- ▶ 58k gallons of gasoline saved
- ▶ 15k trees preserved from deforestation
- ▶ 107 cars removed from the road
- ▶ 76 Escondido homes powered

CASE STUDY | ENERGY



CITY OF FOUNTAIN VALLEY

BACKGROUND

Located in Orange County, the City of Fountain Valley covers nine square miles and is home to over 55,000 residents. The City requested a design/build energy upgrade project to help manage future budgets, improve facility infrastructure, and reduce their carbon footprint. Seven city sites were selected for this project and include: City Hall, Police Department, Recreation Center, Community Center, Field Services, and two fire stations. These sites had HVAC units past their useful life, antiquated lighting, and severe control issues. The City was forced to turn off its landmark fountain to save on sky-high utility bills. Additionally, lighting at various traffic intersections and community parks did not meet today's high efficiency standards.

SOLUTION

Through a competitive RFP process, Climatec was selected to develop a comprehensive energy solution. High efficiency lighting systems were installed at each location with motion sensors to maximize energy savings during unoccupied times. Building

Automation Systems and HVAC upgrades were implemented at City Hall, Police Department, Field Services, and Recreation Center, which allowed facilities personnel to optimize runtimes and scheduling. Additionally, a 30kW solar photovoltaic generation system was designed and installed by Climatec's renewable energy team to offset the demand of the water fountain at City Hall and resume its operations.

RESULTS

Climatec's budget neutral solution positioned the City to set an example for environmental stewardship in California Municipal Market. The City drastically reduced CO₂ emissions, cut energy and operational costs by \$230k annually, and is saving 90,000 gallons of gasoline each year. City employees are relieved to finally experience the comfort of maintained room temperatures and improved indoor air quality at major buildings like City Hall and Police Headquarters. Thanks to Climatec's renewable energy solution, the City is now able to run the fountain during daylight hours.

AT A GLANCE

Project Type
Energy Performance Contract
(Guaranteed Savings)

Location
Fountain Valley, California

Total Project
\$2.5 million

Projected Program Savings
\$4.3 million

Annual Environmental Benefits

- ▶ 1.5 million lb. reduction in greenhouse gases
- ▶ 90k gallons of gasoline saved
- ▶ 25k trees preserved from deforestation
- ▶ 160 cars removed from the road
- ▶ 115 Fountain Valley homes powered

CASE STUDY | ENERGY



SAN JOAQUIN COUNTY

BACKGROUND

San Joaquin County spans over 1.4 million square miles of the Central Valley of California and is home to 685,000 residents. The County's Administration Building and Downtown Parking Garage were plagued with controls and lighting issues, which in turn led to higher than normal energy costs. Both sites contained outdated, standard efficiency lighting systems that were costly to operate and maintain. Despite recent mechanical renovations, the Administration Building was controlled by an antiquated pneumatic system that could not maintain proper air circulation or adequate comfort for the tenants.

SOLUTION

Climatec was selected to perform this energy efficiency project, reduce maintenance costs, and generate positive cash flow for the County. The old control system was removed and replaced with a new Alerton Building Automation System (BAS) that substantially improves control and monitoring capabilities for the tenants. New VFDs, CO₂ sensors, and outside air economizers were also installed and integrated with the BAS to

further improve comfort and building efficiency. New interior lighting at both sites and exterior lighting upgrades for the parking garage include the latest technology for improved lighting quality and longer life expectancy.

RESULTS

This performance contract is managed by a dedicated project manager who completed facility upgrades on time and on budget. Over the lifecycle of the equipment, this project will allow the county to redirect almost \$1.1 million for important municipal needs and future planning through Climatec's budget neutral solution. To date, Climatec has exceeded savings projections and helped the County to drastically reduce its carbon footprint. The County's energy savings translate to an annual reduction of over 2.3 million pounds of greenhouse gases and 107,000 gallons of gasoline.

AT A GLANCE

Project Type
Energy Performance Contract
(Guaranteed Savings)

Location
San Joaquin, California

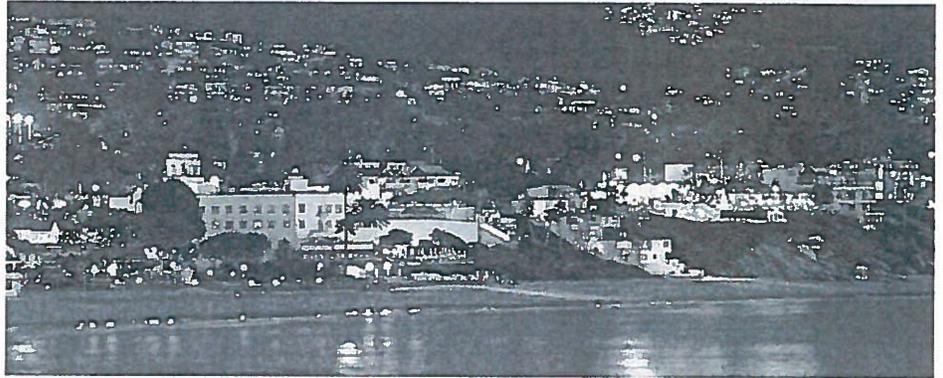
Total Project
\$1.2 million

Projected Program Savings
\$1.1 million

Annual Environmental Benefits

- ▶ 2.3 million lb. reduction in greenhouse gases
- ▶ 107k gallons of gasoline saved
- ▶ 28k trees preserved from deforestation
- ▶ 197 cars removed from the road
- ▶ 141 San Joaquin homes powered

CASE STUDY | ENERGY



CITY OF LAGUNA BEACH

BACKGROUND

The City of Laguna Beach spans over nine square miles and is home to 23,000 residents. With rising utility bills and M&O budget constraints, the City needed capital improvements at major City-owned buildings to help contain energy costs. City Hall was in need of a roof replacement, major HVAC upgrades, and interior & exterior lighting upgrades. Lighting upgrades were also needed at two fire stations, two parking garages, the community center, and corporate yard.

SOLUTION

The City issued a competitive RFP and awarded Climatec the energy efficiency upgrade contract. Climatec performed a robust preliminary analysis and a comprehensive energy engineering study to identify and prioritize building needs. The latest generation high efficiency interior and exterior lighting fixtures were installed at nine locations. Climatec also incorporated motion sensors to maximize lighting energy savings during unoccupied times of the day. The 19 antiquated and inefficient HVAC systems at City Hall were replaced with

high efficiency heat pumps to not only drastically reduce energy consumption, but also improve occupant comfort. Climatec offered extended warranties for the replaced HVAC equipment and onsite operator training for the City's facility team.

RESULTS

Climatec helped the City secure a Department of Energy ARRA grant that helped minimize capital expenditures for the project. The energy efficiency upgrades were installed on-time and under budget thanks to Climatec's dedicated project manager. Climatec's energy solution helped the City create a more sustainable community for Laguna Beach residents and also set an example for environmental stewardship. The City drastically reduced CO₂ emissions and reliance on natural gas resources while freeing up M&O dollars for other important municipal needs.

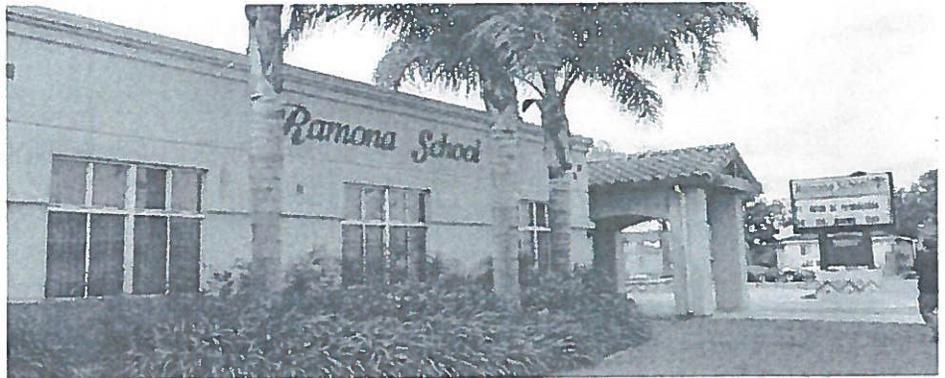
AT A GLANCE

Project Type
Energy Efficiency Upgrade

Location
Laguna Beach, California

Total Project
\$470,000

CASE STUDY | ENERGY



OXNARD SCHOOL DISTRICT

BACKGROUND

Like many similar Districts in the region, Oxnard School District was caught between rising energy costs and a diminishing budget. A collection of mismatched control systems, antiquated HVAC equipment, and inefficient lighting systems only added to the budgetary pressures. The District desired to reduce their \$1.5M annual utility expenditure, upgrade aging equipment, and demonstrate environmental stewardship.

SOLUTION

Climatec partnered with Oxnard School District to customize a comprehensive energy savings project that alleviated unnecessary energy consumption and freed up cash flow for important educational needs. The energy project included an Alerton building automation system (BAS) at all 23 sites, high efficiency chiller retrofits, new air handling units, variable frequency drives, substantial lighting upgrades at 19 sites, and multiple other energy conservation measures.

RESULTS

Through an energy performance contract with Climatec, the District was able to remedy \$4.8 million in unfunded building upgrades while reducing energy consumption by 30%. In addition to drastically reducing CO₂ emissions, the District is saving enough energy to power 215 Oxnard households for the next 15 years and remove 300 cars from California freeways every year.

In addition to the environmental benefits, the district-wide BAS greatly reduced a growing maintenance burden by allowing full monitoring and control of the District's HVAC through a web-based platform. Paired with a comprehensive energy management plan, Oxnard School District is now able to allocate existing utility funds to hire more teachers and improve the learning environment.

AT A GLANCE

Project Type
Energy Performance Contract
(Guaranteed Savings)

Location
Oxnard, California

Total Project
\$4.8 million

Projected Program Savings
\$7.2 million

Annual Environmental Benefits

- ▶ 3.3 million lb. reduction in greenhouse gases
- ▶ 165k gallons of gasoline saved
- ▶ 45k trees preserved from deforestation
- ▶ 300 cars removed from the road
- ▶ 215 homes powered

Project Dates
Oct. 2013-Present

Contact
Grant Eklund
760.397.4018

Number of Sites
13 Buildings & 7 Parks

Project Value
\$860,000

Total Program Savings
\$1.6 Million

Procurement
California Code-Section 4217

Funding Sources
Municipal Lease

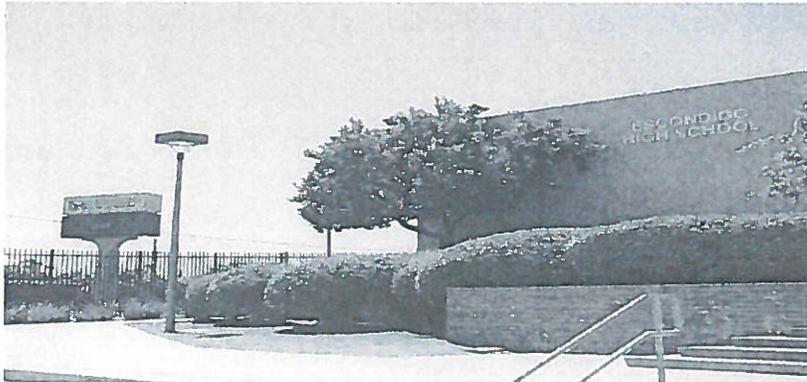
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PROJECT OVERVIEW

- λ Install/expand new Building Automation System for 6 sites
- λ Interior and exterior lighting upgrades at 10 locations
- λ Motion sensor control of lighting at 3 sites
- λ Comprehensive HVAC upgrades/replacements at 2 locations
- λ Irrigation controls upgrade at 7 city parks

ESCONDIDO UNION HIGH SCHOOL DISTRICT



PROJECT OVERVIEW

- λ Retro-commission existing Building Automation System (BAS)
- λ Install key locks at 5 sites
- λ Comprehensive HVAC upgrades/replacements at 3 locations
- λ Motion sensor control of lighting at 3 sites
- λ Occupancy based control of HVAC systems at 3 sites
- λ Interior lighting upgrades at 5 sites
- λ Exterior lighting upgrades at 4 sites

Project Dates
April 2013 - Present

Contact
Mike Simonson
760.291.3210

Number of Sites
5

Project Value
\$2.9 Million (2 Phases)

Total Program Savings
\$4 Million

Procurement
California Code-Section 4217,
RFP

Funding Sources
On-Bill Financing, Prop 39



Escondido Union High School District

District Service Center

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H. Steven Boyle, Superintendent

BOARD OF EDUCATION

Randy Garcia
Christi Knight
George McClure
Jon Petersen
Tina Pope

OCTOBER 6, 2014

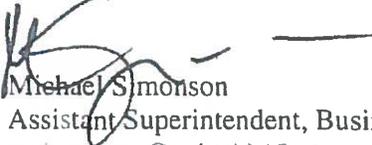
TO WHOM IT MAY CONCERN,

Climatec has been an exceptional partner in the District's mission to improve sustainable practices and achieve greater energy efficiency. In 2012, the District teamed up with Climatec to take a holistic look at our energy infrastructure and explore all possible funding vehicles for improvements. Through the use of On-Bill utility financing and Proposition 39 funding we were able to fund upgrades that will achieve over four million dollars in net saving.

Since 2012, the District has undergone retro-commissioning of our existing energy management system, comprehensive HVAC upgrades with new occupancy based control, and interior/exterior lighting upgrades throughout the district.

After two phases of working with Climatec and the entire Energy Services team, I personally recommend Climatec for any of your upcoming energy projects ranging from small to large.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Simonson", with a horizontal line extending to the right.

Michael Simonson
Assistant Superintendent, Business Services
msimonson@euhsd.k12.ca.us
Phone: 760-291-3210



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