

Proposed Energy Savings Performance Contract

Guaranteed Savings | Infrastructure Upgrades | Carbon Reduction

July 2025



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COMPANY CONFIDENTIAL

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About Ameresco

Ameresco (NYSE:AMRC) is a leading energy solutions provider dedicated to helping customers navigate the global energy transition.

Founded in 2000 | Public in 2010



Full-Service Energy Partner

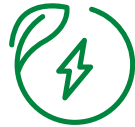
Addressing cost savings, infrastructure upgrades, energy resiliency and reliability, decarbonization to net zero, and more.

Comprehensive Portfolio

Objective approach and in-house technical expertise deliver solutions tailored to meet the unique needs of each customer.

Customer Driven

Federal Government, Public Sector, Utilities, K-12 Schools, Higher Education, Healthcare, Commercial & Industrial, Data Centers, Public & Community Housing, Transportation.



\$16+ Billion in energy solutions delivered since company inception



5+ GWe of renewable energy resources contracted or managed (solar, BESS, wind, biogas, RNG, operations & maintenance, etc.)



1,500+ Employees throughout North America and Europe



50+ Offices providing local expertise in markets served



Embracing **innovation** through tailored projects aligned to customers goals



Committed to reduce our customers' carbon footprints by a cumulative **500 million metric tons by 2050**

General Findings

- Lighting retrofits are not included due to the County's prior efforts in reduction and conservation.
- Solar parking structure projects, whether single or multiple sites, provide the greatest project return on investment.
- Heat Pump Water Heaters (HPWH) have the largest carbon reduction but may not result in cost savings due to the low cost of natural gas.
 - HPWHs are only 1% of project cost in the Option 1 project scope.
- The Administration Center was suggested as the single solar parking structure site due to payback.
 - Sheriff parking lot and Yokayo parking lots all have similar costs and would be comparable alternatives.



Option 1: \$4.9m

PV and HPWH - Exclude Willits Library, 1M Capital Contribution, No ITC

Building	Solar	HPWH
Admin Center/Planning Bldg	X	
Sheriff Training Facility	X	
Jail 1		X
Jail 2		X
General Services Agency	X	
Social Services - South Yokayo	X	
Children & Family Services	X	

- ~1% of project cost is HPWHs, remainder is solar
- Net savings \$8.14 million over 25 years

Solar kW

- Admin Center/Planning Building 182.4 kW-DC
- Sheriff Training Facility 184.8 kW-DC
- General Services 36 kW-DC
- Social Services - South Yokayo 182.4 kW-DC
- Children & Family Services 156 kW-DC



Option 1: \$4.9m – (Net Savings \$8.14 million over 25 years)

PV and HPWH - Exclude Willits Library, 1M Capital Contribution, No ITC

YR	Principal	Interest	Payment	Balance	Guaranteed Energy Savings	Operating and Maint. (O&M) Savings	Rebates	Total Savings	M & V	Asset Planner Software Suite	O&M	Net Savings	Cumulative Cost/Savings
0													
	\$1,000,000	\$55,755	\$1,055,755	\$3,901,545								-\$1,055,755	-\$1,055,755
1	\$318,420	\$44,868	\$363,288	\$3,583,125	\$267,635	\$0	\$13,624	\$281,259	-\$17,009	-\$2,997	-\$25,956	-\$127,991	-\$1,183,746
2	\$202,047	\$161,241	\$363,288	\$3,381,078	\$285,031	\$0	\$0	\$285,031	-\$17,519	-\$3,087	-\$26,735	-\$125,598	-\$1,309,344
3	\$211,139	\$152,149	\$363,288	\$3,169,939	\$303,558	\$0	\$0	\$303,558	-\$18,045	-\$3,180	-\$27,537	-\$108,491	-\$1,417,835
4	\$220,640	\$142,647	\$363,288	\$2,949,298	\$323,289	\$0	\$0	\$323,289	-\$18,586	-\$3,275	-\$28,363	-\$90,223	-\$1,508,057
5	\$230,569	\$132,718	\$363,288	\$2,718,729	\$344,303	\$0	\$0	\$344,303	-\$19,144	-\$3,374	-\$29,214	-\$70,715	-\$1,578,773
6	\$240,945	\$122,343	\$363,288	\$2,477,784	\$366,683	\$0	\$0	\$366,683	-\$19,718	-\$3,475	-\$30,090	-\$49,888	-\$1,628,660
7	\$251,787	\$111,500	\$363,288	\$2,225,997	\$390,517	\$0	\$0	\$390,517	-\$20,310	-\$3,579	-\$30,993	-\$27,652	-\$1,656,312
8	\$263,118	\$100,170	\$363,288	\$1,962,879	\$415,901	\$0	\$0	\$415,901	-\$20,919	-\$3,686	-\$31,923	-\$3,915	-\$1,660,227
9	\$274,958	\$88,330	\$363,288	\$1,687,921	\$442,934	\$0	\$0	\$442,934	-\$21,546	-\$3,797	-\$32,880	\$21,423	-\$1,638,804
10	\$287,331	\$75,956	\$363,288	\$1,400,589	\$471,725	\$0	\$0	\$471,725	-\$22,193	-\$3,911	-\$33,867	\$48,467	-\$1,590,337
11	\$300,261	\$63,027	\$363,288	\$1,100,328	\$502,387	\$0	\$0	\$502,387	-\$22,859	-\$4,028	-\$34,883	\$77,330	-\$1,513,006
12	\$313,773	\$49,515	\$363,288	\$786,555	\$535,042	\$0	\$0	\$535,042	-\$23,544	-\$4,149	-\$35,929	\$108,132	-\$1,404,874
13	\$327,893	\$35,395	\$363,288	\$458,662	\$569,820	\$0	\$0	\$569,820	-\$24,251	-\$4,273	-\$37,007	\$141,001	-\$1,263,873
14	\$342,648	\$20,640	\$363,288	\$116,015	\$606,858	\$0	\$0	\$606,858	-\$24,978	-\$4,402	-\$38,117	\$176,074	-\$1,087,799
15	\$116,015	\$5,221	\$121,235	\$0	\$646,304	\$0	\$0	\$646,304	-\$25,727	-\$4,534	-\$39,261	\$455,547	-\$632,252
16	\$0		\$0	\$0	\$688,314	\$0	\$0	\$688,314	\$0	-\$4,670	-\$40,439	\$643,206	\$10,954
17	\$0		\$0	\$0	\$733,054	\$0	\$0	\$733,054	\$0	-\$4,810	-\$41,652	\$686,593	\$697,546
18	\$0		\$0	\$0	\$780,703	\$0	\$0	\$780,703	\$0	-\$4,954	-\$42,901	\$732,848	\$1,430,394
19	\$0		\$0	\$0	\$831,449	\$0	\$0	\$831,449	\$0	-\$5,103	-\$44,188	\$782,158	\$2,212,552
20	\$0		\$0	\$0	\$885,493	\$0	\$0	\$885,493	\$0	-\$5,256	-\$45,514	\$834,723	\$3,047,275
21	\$0		\$0	\$0	\$943,050	\$0	\$0	\$943,050	\$0	-\$5,414	-\$46,879	\$890,757	\$3,938,032
22	\$0		\$0	\$0	\$1,004,348	\$0	\$0	\$1,004,348	\$0	-\$5,576	-\$48,286	\$950,486	\$4,888,518
23	\$0		\$0	\$0	\$1,069,631	\$0	\$0	\$1,069,631	\$0	-\$5,743	-\$49,734	\$1,014,153	\$5,902,671
24	\$0		\$0	\$0	\$1,139,157	\$0	\$0	\$1,139,157	\$0	-\$5,916	-\$51,226	\$1,082,015	\$6,984,686
25	\$0		\$0	\$0	\$1,213,202	\$0	\$0	\$1,213,202	\$0	-\$6,093	-\$52,763	\$1,154,346	\$8,139,032
Total	\$4,901,545	\$1,361,473	\$6,263,018		\$15,760,390	\$0	\$13,624	\$15,774,014	-\$316,347	-\$109,281	-\$946,337	\$8,139,032	



Option 2: \$1.52m

1.5M Cash Option, Solar Only with No ITC

Building	Lighting Retrofit	Solar	HPWH
Admin Center/Planning Bldg		X	

- No financing
- Single solar site
- Net savings \$1.99 million over 25 years



Option 2: \$1.52m – (Net Savings \$1.99 million over 25 years)

1.5M Cash Option, Solar Only with No ITC

YR	Principal	Payment	Balance	Guaranteed Energy Savings	Operating and Maint. (O&M) Savings	RECs and Incentives	Total Savings	M & V	Asset Planner Software Suite	O&M	Net Savings	Cumulative Cost/Savings
0	\$0											
	\$0	\$ -	\$1,516,067									
1	\$1,516,067	\$1,516,067	\$0	\$66,506	\$0	\$0	\$66,506	-\$8,466	-\$641	-\$6,384	-\$1,465,052	-\$1,465,052
2	\$0	\$0	\$0	\$70,829	\$0	\$0	\$70,829	-\$8,720	-\$660	-\$6,576	\$54,873	-\$1,410,179
3	\$0	\$0	\$0	\$75,433	\$0	\$0	\$75,433	-\$8,982	-\$680	-\$6,773	\$58,998	-\$1,351,181
4	\$0	\$0	\$0	\$80,336	\$0	\$0	\$80,336	-\$9,251	-\$700	-\$6,976	\$63,408	-\$1,287,772
5	\$0	\$0	\$0	\$85,558	\$0	\$0	\$85,558	-\$9,529	-\$721	-\$7,185	\$68,123	-\$1,219,650
6	\$0	\$0	\$0	\$91,119	\$0	\$0	\$91,119	-\$9,815	-\$743	-\$7,401	\$73,161	-\$1,146,489
7	\$0	\$0	\$0	\$97,042	\$0	\$0	\$97,042	-\$10,109	-\$765	-\$7,623	\$78,545	-\$1,067,944
8	\$0	\$0	\$0	\$103,349	\$0	\$0	\$103,349	-\$10,412	-\$788	-\$7,852	\$84,297	-\$983,647
9	\$0	\$0	\$0	\$110,067	\$0	\$0	\$110,067	-\$10,725	-\$812	-\$8,087	\$90,444	-\$893,203
10	\$0	\$0	\$0	\$117,221	\$0	\$0	\$117,221	-\$11,046	-\$836	-\$8,330	\$97,009	-\$796,194
11	\$0	\$0	\$0	\$124,841	\$0	\$0	\$124,841	-\$11,378	-\$861	-\$8,580	\$104,022	-\$692,172
12	\$0	\$0	\$0	\$132,955	\$0	\$0	\$132,955	-\$11,719	-\$887	-\$8,837	\$111,512	-\$580,659
13	\$0	\$0	\$0	\$141,597	\$0	\$0	\$141,597	-\$12,071	-\$913	-\$9,102	\$119,511	-\$461,148
14	\$0	\$0	\$0	\$150,801	\$0	\$0	\$150,801	-\$12,433	-\$941	-\$9,375	\$128,052	-\$333,096
15	\$0	\$0	\$0	\$160,603	\$0	\$0	\$160,603	-\$12,806	-\$969	-\$9,656	\$137,172	-\$195,923
16	\$0	\$0	\$0	\$171,043	\$0	\$0	\$171,043	\$0	-\$998	-\$9,946	\$160,098	-\$35,825
17	\$0	\$0	\$0	\$182,160	\$0	\$0	\$182,160	\$0	-\$1,028	-\$10,244	\$170,888	\$135,063
18	\$0	\$0	\$0	\$194,001	\$0	\$0	\$194,001	\$0	-\$1,059	-\$10,552	\$182,390	\$317,453
19	\$0	\$0	\$0	\$206,611	\$0	\$0	\$206,611	\$0	-\$1,091	-\$10,868	\$194,652	\$512,105
20	\$0	\$0	\$0	\$220,041	\$0	\$0	\$220,041	\$0	-\$1,123	-\$11,194	\$207,723	\$719,827
21	\$0	\$0	\$0	\$234,343	\$0	\$0	\$234,343	\$0	-\$1,157	-\$11,530	\$221,656	\$941,483
22	\$0	\$0	\$0	\$249,576	\$0	\$0	\$249,576	\$0	-\$1,192	-\$11,876	\$236,508	\$1,177,991
23	\$0	\$0	\$0	\$265,798	\$0	\$0	\$265,798	\$0	-\$1,228	-\$12,232	\$252,338	\$1,430,329
24	\$0	\$0	\$0	\$283,075	\$0	\$0	\$283,075	\$0	-\$1,264	-\$12,599	\$269,211	\$1,699,540
25	\$0	\$0	\$0	\$301,475	\$0	\$0	\$301,475	\$0	-\$1,302	-\$12,977	\$287,195	\$1,986,735
Total	\$1,516,067	\$1,516,067	\$0	\$3,916,379	\$0	\$0	\$3,916,379	-\$157,462	-\$23,360	-\$232,756	\$1,986,735	



Thank You!

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