



# Mendocino County



## *An Introduction to Comprehensive Energy Projects*

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Andy Roth, Director of Energy Services  
Jeff Wagner, President

**AIRCON ENERGY**

830 W. Stadium Lane  
Sacramento, CA 95834  
(916) 922-2004  
[www.airconenergy.com](http://www.airconenergy.com)

# Company Overview



- ✓ California Corporation
- ✓ Founded in 1974 - Over 42 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 Santa Cruz, CA - \$507,000  
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  
Black Oak Mine USD - \$557,000  
Yosemite Com. College - \$2,500,000  
Mammoth Lakes USD - \$550,000  
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

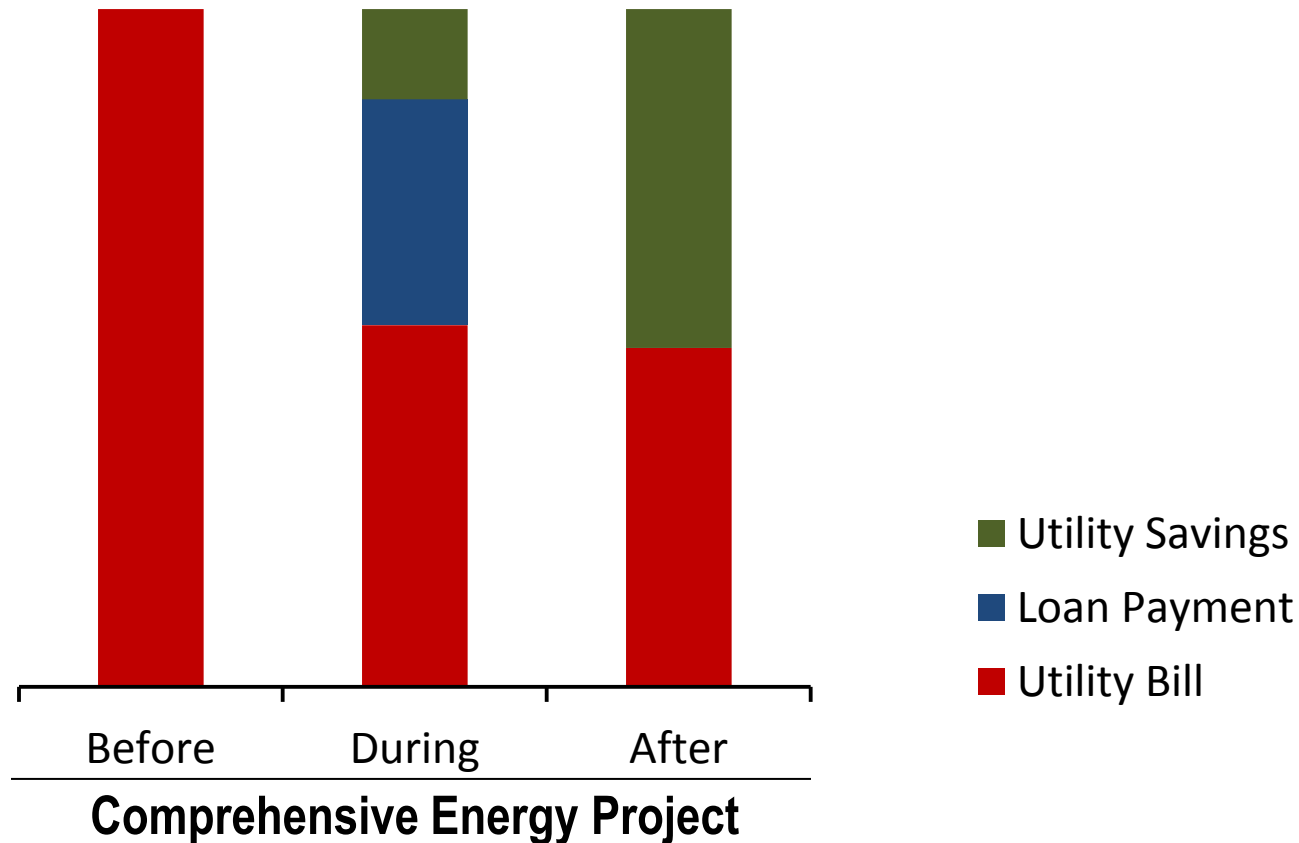
## **Turnkey Service**

- 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

# Aircon Approach – No Capital Required



# Mendocino County - Project Scope

## Background Information

Project Timing: 2002 - 2003

Challenges for Mendocino County at the time:

- Aging facilities & equipment
- Increasing maintenance costs & growing energy bills
- Lack of available funding to address critical infrastructure needs

## Upgraded Infrastructure

Aircon Energy upgraded the following :

- Lighting
- HVAC
- Installed facility automation system

Multiple Facilities

- Public Health Building

Financing Method: Self-Financed

# Mendocino County – Project Completion

- Aircon Energy's Performance:
  - Project completed on-time
  - Delivered at contract price
- Measurement & Verification
  - County elected to handle directly
  - Periodic audit requests were made by Aircon to primary county contact over the first 12 to 24 months following completion
  - Feedback indicated county was on track to meet performance projections

# Mendocino County – Considerations

- Technology has advanced considerably since we did our original project with the county.
- County's infrastructure has continued to age.
- While Aircon addressed a number of issues for the county, we did not do them all.
- More options now than ever before to finance projects without tapping precious capital monies

# Resources for a Self-Funding Project

- Electric and Gas Utility Incentives (Rebates)
- PG&E On-Bill Financing
  - 0% interest; \$250,000/streetlight project or \$1 million citywide; 10-year maximum term (not to exceed EUL of the measures)
- State Energy Efficiency Loans (CEC Loan Program)
  - 1% interest; \$3 million maximum loan amount; 13-year maximum term
  - Current waiting list
- Tax Exempt Lease Purchase (TELP)
  - Currently  $\pm$  3.8% interest; term dependent upon measures mix
- Clean Renewable Energy Bonds (CREB's)
  - Federal Tax Credit which would apply to solar only. Current effective rates are approximately 1%.

# Next Steps

- It may be time to take a look at the current county utility expenditures to see if new opportunities exist for energy savings, facility improvements, and/or self-generation.

# Engagement Process

