

City of Smyrna

Energy Advisory Services





Agenda

Topics of Discussion

What We Heard

How We Can Help

Roadmap

- Audit Parameters*
- Preliminary Screening*
- Phased Approach & Implementation*
- Pricing Model*
- Post Validation & Reporting*

Our Experience

Next Steps



What We Heard

Bundle Solutions

Rate Consolidation

Defray Cost Using Energy Efficiency Rebates

6 Focused Energy Conservation Measures

Energy Advisory & Investment Grade Audit Process

Energy Service & Advisory Pricing Model



Focus Six Energy Conservation Measures (ECMs)

Turnkey Energy Efficiency Projects

<p>ECM 1</p> <p>Interior and Exterior Lighting Upgrades for 18 Facility Assets</p>	<p>ECM 2</p> <p>Athletic Fields Sports Lighting Upgrades for 7 Park Facilities</p>	<p>ECM 3</p> <p>Building Automation System(BAS) Upgrades</p>	<p>ECM 4</p> <p>Mechanical System Upgrades</p>	<p>ECM 5</p> <p>Building Envelope Improvements</p>	<p>ECM 6</p> <p>Domestic Water Improvements/Upgrades (touchless technology)</p>
---	---	---	---	---	--



How We Can Help

State Of Georgia Qualified (Georgia Environmental & Financing Authority) and Nationally Accredited (National Association of Energy Service Companies)

Work In Phases - Move At The Pace For City Of Smyrna

Georgia Power Will Engineer, Design And Bid All Energy Conservation Measures To Qualified Subcontractors

Open Book Pricing Strategy With Complete Transparency

Georgia Power Stands Behind Our Work With Guaranteed Savings



Roadmap



Leverage Digital Analytics To Understand Energy Performance Across All Buildings And Assets

Benchmark To Compare City's Energy Usage
Identify Energy Efficiency Solutions
Optimize Performance Within Building Envelop



Estimate the Energy And Cost Savings To Meet Targeted Use Energy Intensity Goals



Identify Energy Conservation Measures (ECMs) And Create Investment Grade Audit Priority Strategy



Audit Parameters

Collaborate with the City of Smyrna on ECM's (Lighting controls, BAS, HVAC Improvements, Water Conservation)



Establish which International Performance Measurement Verification Protocol (IPMVP) will guide the Investment Grade Audit Process



ASHRAE Level 3 (Investment Grade Audit)

- Conduct a site visit to assess the building and energy consuming equipment
- Provide Digital Asset Inventory



Determine all savings, rebates, and opportunities to increase ROI, buy down the project cost and evaluate project economics



Analyze changing the utility rates and/or meter consolidation opportunities



Install pre-measurement & verification (M&V) monitors (Temperature & Humidity Data Loggers, voltage reading and flow meters)



Phased Approach to Implementation

Implementation Plan

Establish Energy Baseline Via Data Acquisition

Identify ECMs That Yield Positive Cash Flow

Validate Guaranteed Savings Against Energy Baseline

Procurement Plan

Identify Project Funding Sources

Contract Negotiations / Master Service Agreement

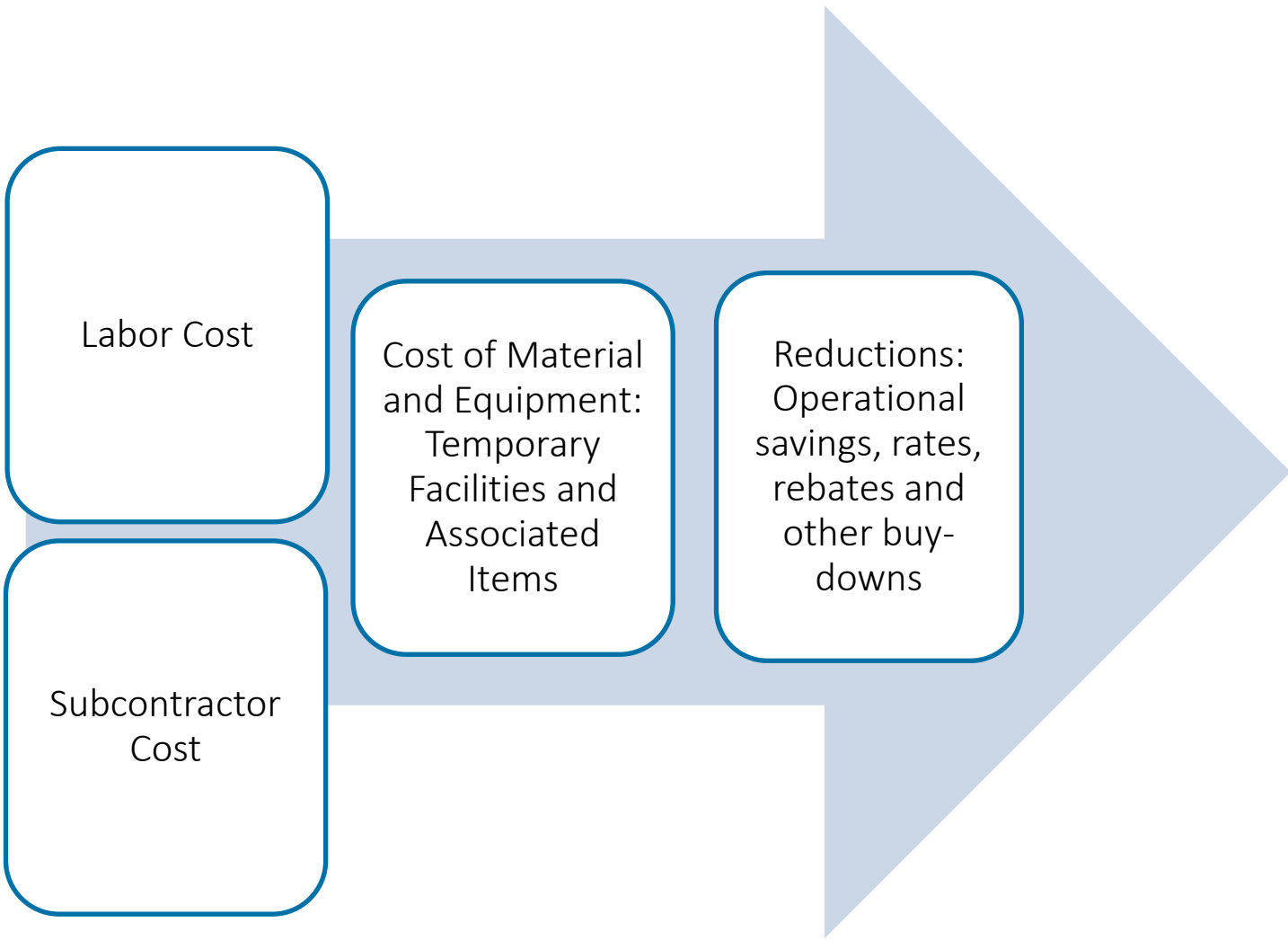
Project Implementation And Execution

Review & Finalize Design Submittals For ECMs



Energy Services & Advisory Pricing Model

Project Cost Includes:



Construction Fees	Percentages
Project Management	2%
Performance & Payment Bonds	0.5%
Insurance Fee	Included
Commissioning Fee	Included
Training Fee	Included
Contingency Fee	1% - 3%
Overhead	8% - 10%
Profit	10 %



Post Validation & Reporting

Pre And Post Measurement And Verification Of Guarantee

Review And Permit Design Submittals

Continuous Digital Asset Inventory and Building Automation Monitoring & Control

Ongoing Training, Measurements & Verification, And Maintenance



Our Experience

- 3 Phases
- Pay As You Go
- Interior & Exterior Lighting
- Parking Decks

Floyd County Government



- 3 Phases
- Pay As You Go
- Interior & Exterior Lighting
- Generator installations
- EV Charging Stations

City of Rome



- 5 Phases
- Paid From Savings
- Rate Consolidation
- Interior, Exterior and LED Sports Lighting Upgrade

Cobb County School District



- Interior and Exterior Lighting
- Water Conservation
- Rate Change

Barrow County Government



- GPC provided a customized off-balance sheet solution
- Interior and Exterior Lighting
- HVAC solution

Dekalb County Government



- GPC provided a customized off-balance sheet solution
- Full central plant upgrade to include, power distribution and central chiller and boiler plant installation

Grady Hospital



- Patriots Park – Multi-Purpose Field
- Lakeside Park – Multi-Purpose Field and Tennis

Columbia County



- Interior Lighting,
- HVAC
- Backup Generation
- BAS with ongoing monitoring and condition assessment services

Thomas Regional Medical Center



- BAS Installation
- Rate Consolidation
- Interior, Exterior and LED Sports Lighting Upgrade

Morgan School District





Next Steps

Call to Action



Customer Confirmation – Alignment On Proposed ECMs

Constructability Review – Site Visit(s) To Assess Building And Energy Consuming Equipment

Prioritization – Select ECMs, Bundled Solutions And Financing Options

Confirm Measurement And Verification Method

Proposal From Georgia Power To Perform Energy Advisory Services



Georgia
Power

Thank you!