

# McCleary, Wa



Elevating Building Performance  
Facility improvements for  
City of McCleary

# Agenda

- Introductions
  - Ryan Davis – Account Manager
- Who is Apollo Solutions Group
- How do we Operate
- Advantages of ESPC
- 5-Step Process
- Procurement of Services
- Additional Funding
- Questions & Discussion



# Who is Apollo Solutions?

- Founded in 1981
- **ASG is a Division of Apollo Mechanical – Privately Owned out of Kennewick WA**
- 5<sup>th</sup> Largest Mechanical Contractor in the US (ENR Magazine)
- 2,700+ employees
- Safest Contractor in the State of Washington for twelve consecutive years
- **Apollo Solutions Group has procured for our clients over \$200 million in grant funding in the past three biennium**



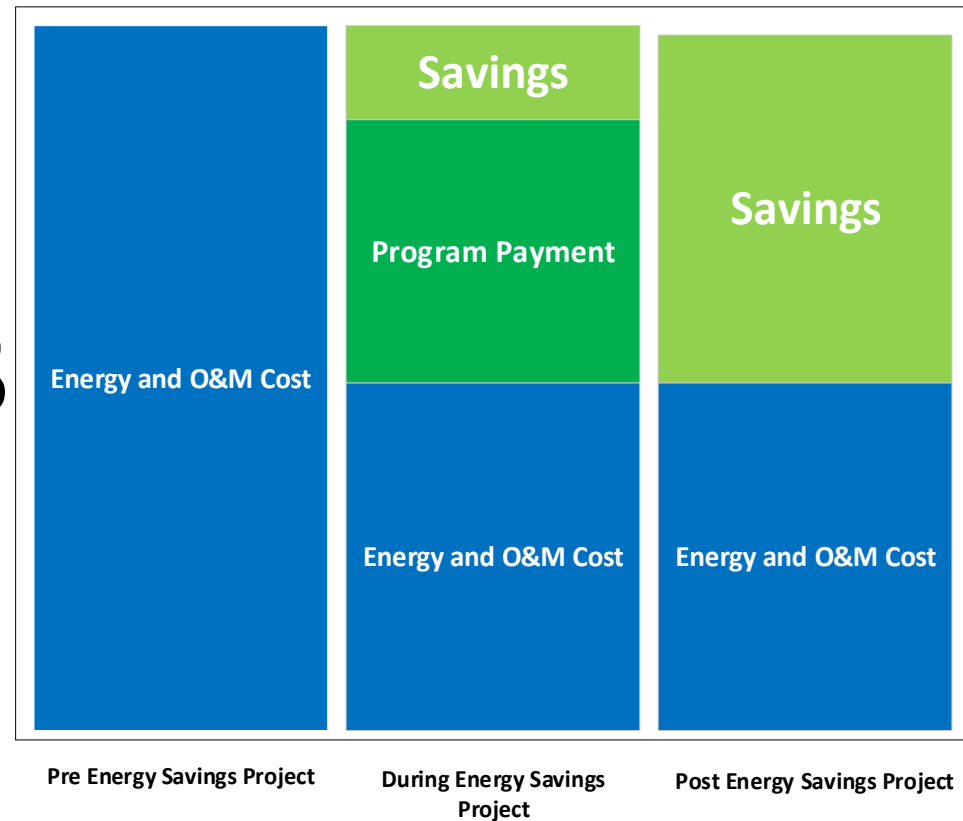
# How Do We Operate?

**Energy Savings Performance Contracts (ESPCs) are guaranteed and can be self-funded!**

Energy and operational cost savings derived from implementing proposed Facility Improvement Measures (FIMs) and utility incentives

- Identify goals
- Develop roadmap for favorable outcomes
- Help develop and finance solutions
- Alignment with your objectives
- Implement the solutions
- Financially guarantee the results

\$



TIME

*Apollo*

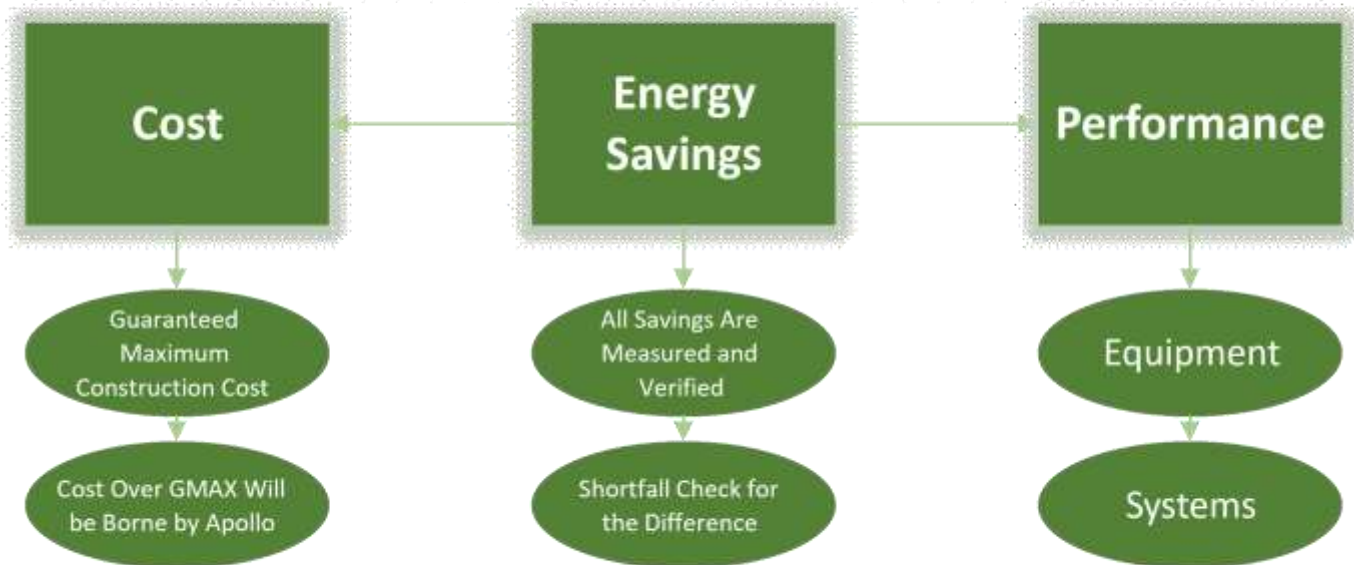
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# Advantages of ESPC

- Streamlined Service (one voice to the client)
- Reliable Customer Communication
- Dedicated Apollo Site Superintendent on site while work is taking place.
- All Disciplines Working Toward Common Goal

## ***Apollo Has 3 Guarantees***

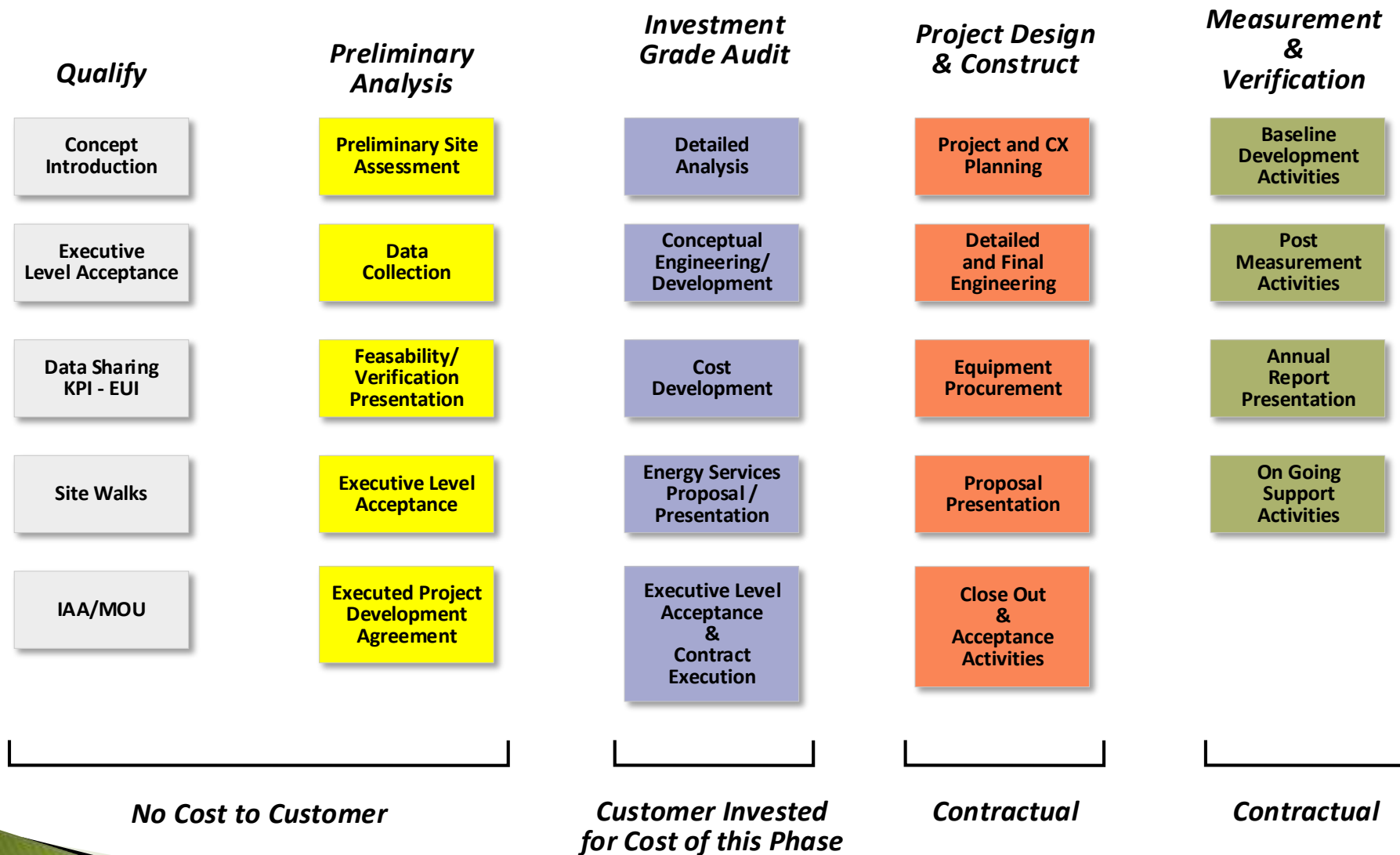


Apollo Assumes the **Risk**

*Apollo*

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# ASG 5 Step Process



# Large Scale Solar Project

*Apollo would love the opportunity to provide the best possible service and outcomes*

## ► What we know

- Budget: \$2.745M
- Location: Fireman's Field
- Equipment: 714.5 kW-DC/675 kW-AC ground-mounted fixed-tilt solar array

## ► What we don't know

- Timeline
- Point-of-Common-Coupling (POCC)
- Voltage / max power output at POCC
- Location details
  - Site photos
  - Utility locates
  - Soil type



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