



McCleary, Wa

Apollo

— MECHANICAL CONTRACTORS —
Solutions Group



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**
- 5th 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**



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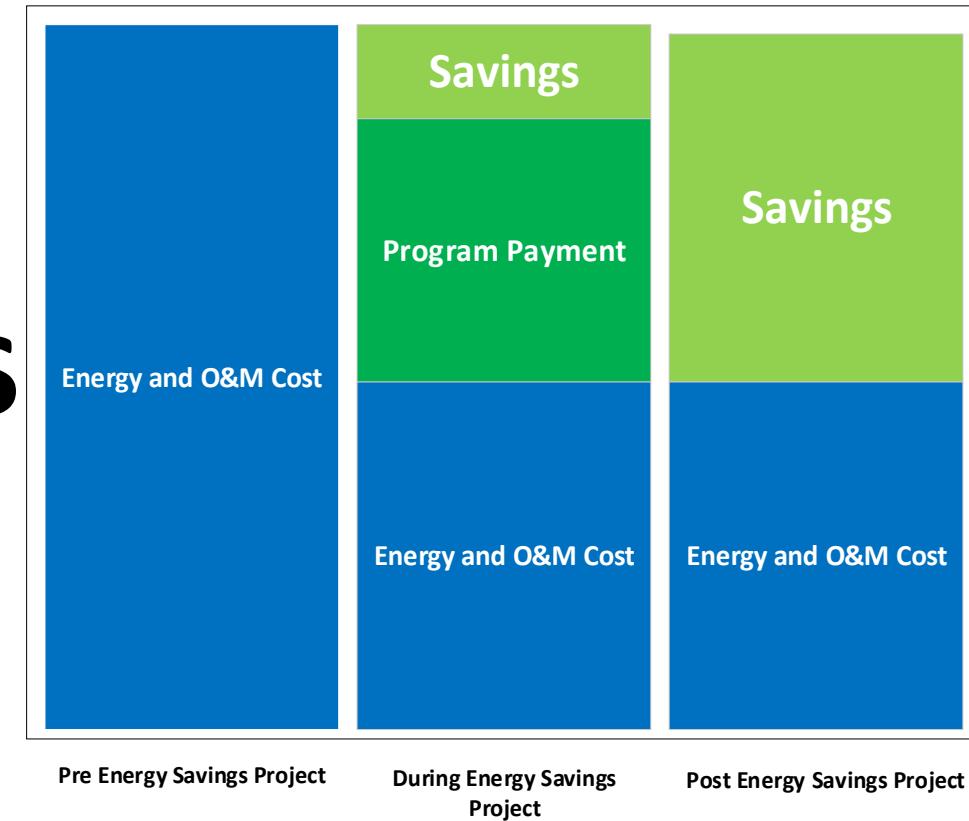
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How Do We Operate?

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

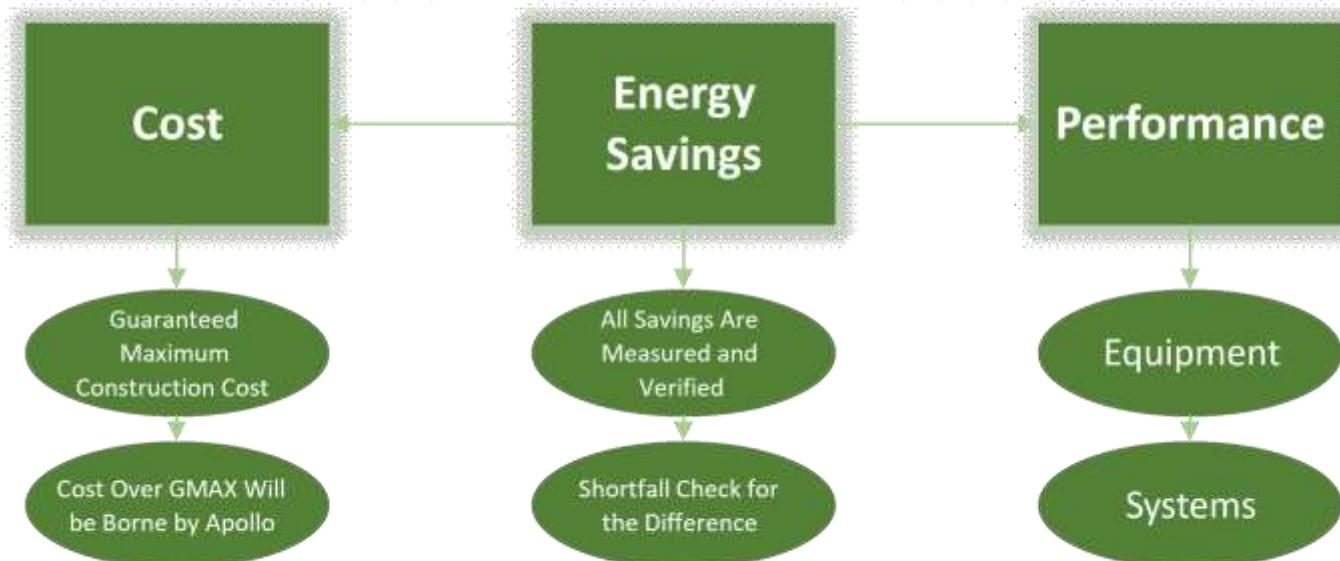
- Identify goals
- Develop roadmap for favorable outcomes
- Help develop and finance solutions
- Alignment with your objectives
- Implement the solutions
- Financially guarantee the results



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

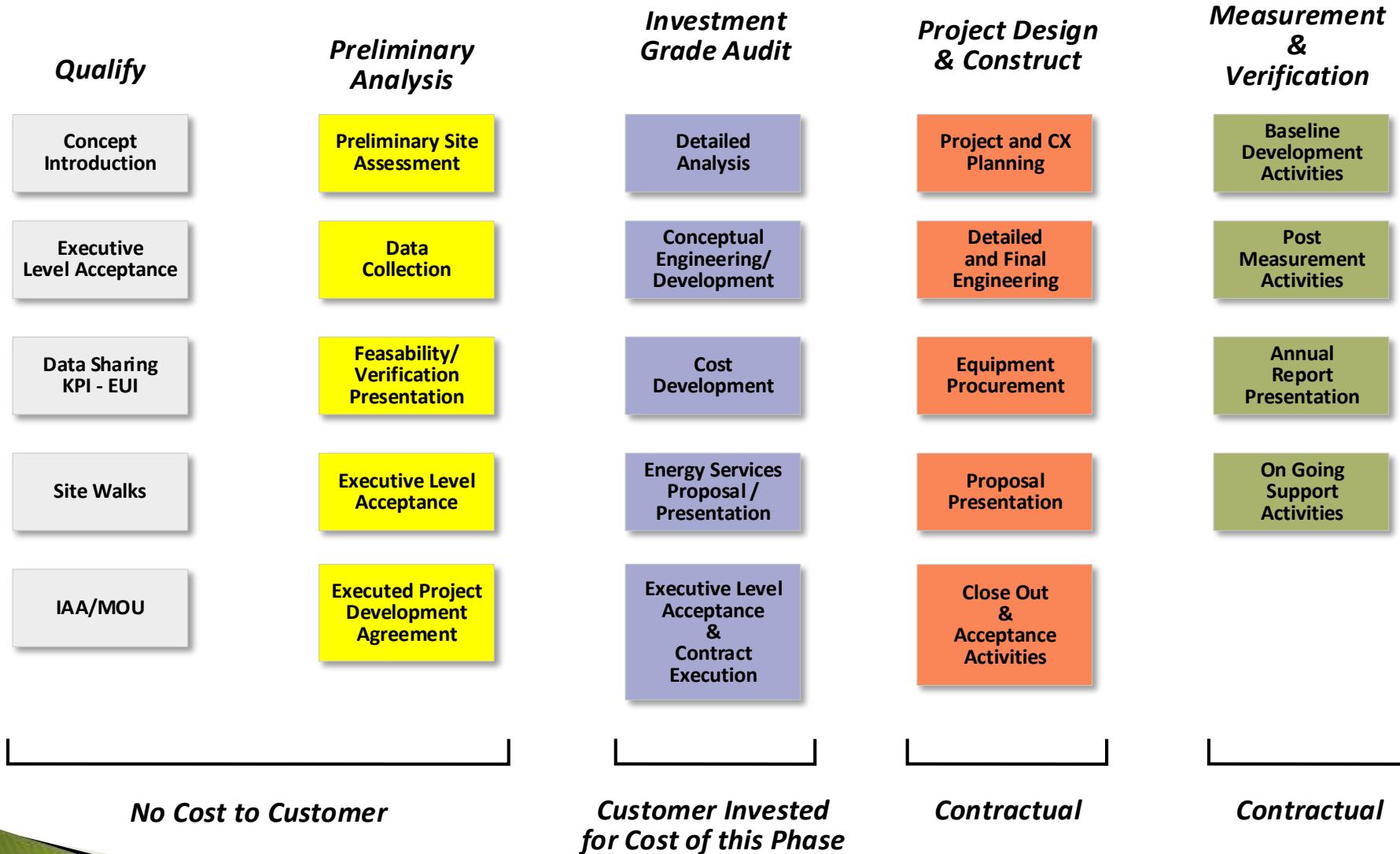
Apollo Has 3 Guarantees



Apollo Assumes the **Risk**

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ASG 5 Step Process



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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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