

*Apollo*

— MECHANICAL CONTRACTORS —  
Solutions Group

Elevating Building Performance

Facility Improvements for:  
City of McCleary

# Agenda

- Introductions
  - Scott Lewis – Business Development Manager
  - Tori Benson – Account Manager
- Who is Apollo Solutions Group
- How do we Operate
- Advantages of ESPC
- 5-Step Process
- Procurement of Services
- Questions & Discussion



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# 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).
- 2,000+ employees.
- Certified as Native American Owned.
- Safest Contractor in the State of Washington for eleven consecutive years.
- Highly experienced group with an unmatched focus on our customers.
- **Apollo Solutions Group has procured for our clients over \$40 million in grant funding in the past two grant rounds.**



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# Energy Savings Performance Contracting (ESPC)

Licensed Energy Services Performance Contractor Certified to perform ESCO work in Washington through the Department of Enterprise Services.

**We Can:** Self perform work, but we ALWAYS bid out work to multiple contractors per trade to get the best possible solution at the best possible price.

## Services Provided:

- Energy Services Performance Contracting (ESPC)
- Energy Retrofit Design/Build

## ESPC Benefits:

- Manage risk
- Create efficiencies
- Improve facilities
- Leverage capital funding

## Typical Projects Include:

- Energy efficient lighting retrofits
- High efficiency HVAC systems
- Boiler and chiller systems
- Motor and pumping systems
- Solar, wind and co-generation
- Wastewater treatment plants
- Water efficiency projects
- Other infrastructure improvements (mechanical, vacuum systems, etc.)



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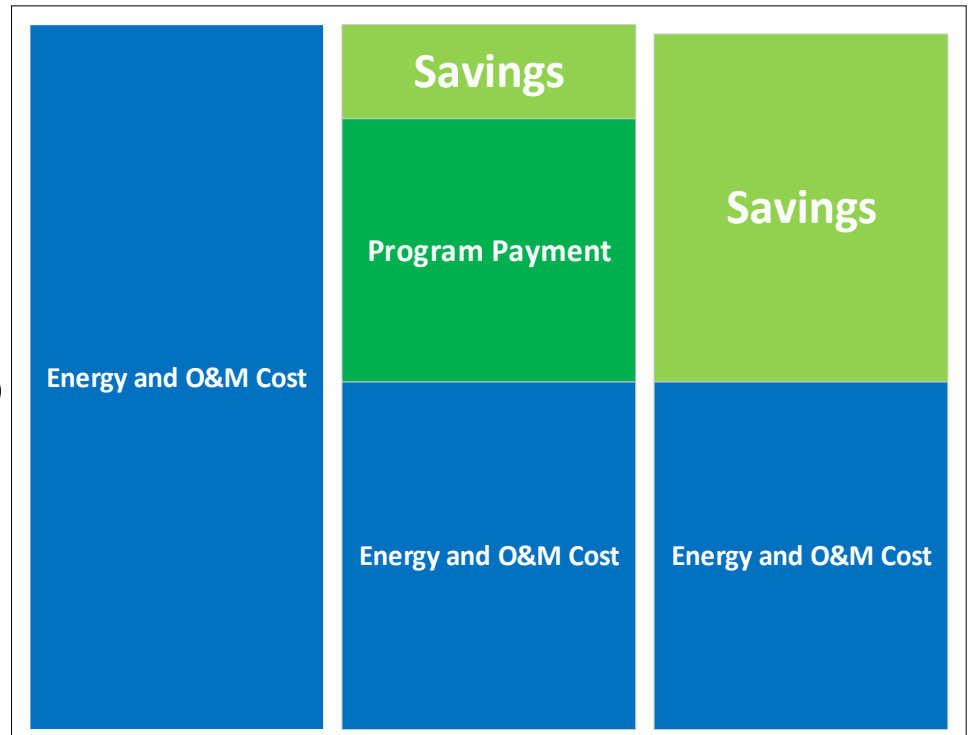
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# How Do We Operate?

## 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

\$



Pre Energy Savings Project

During Energy Savings Project

Post Energy Savings Project

TIME

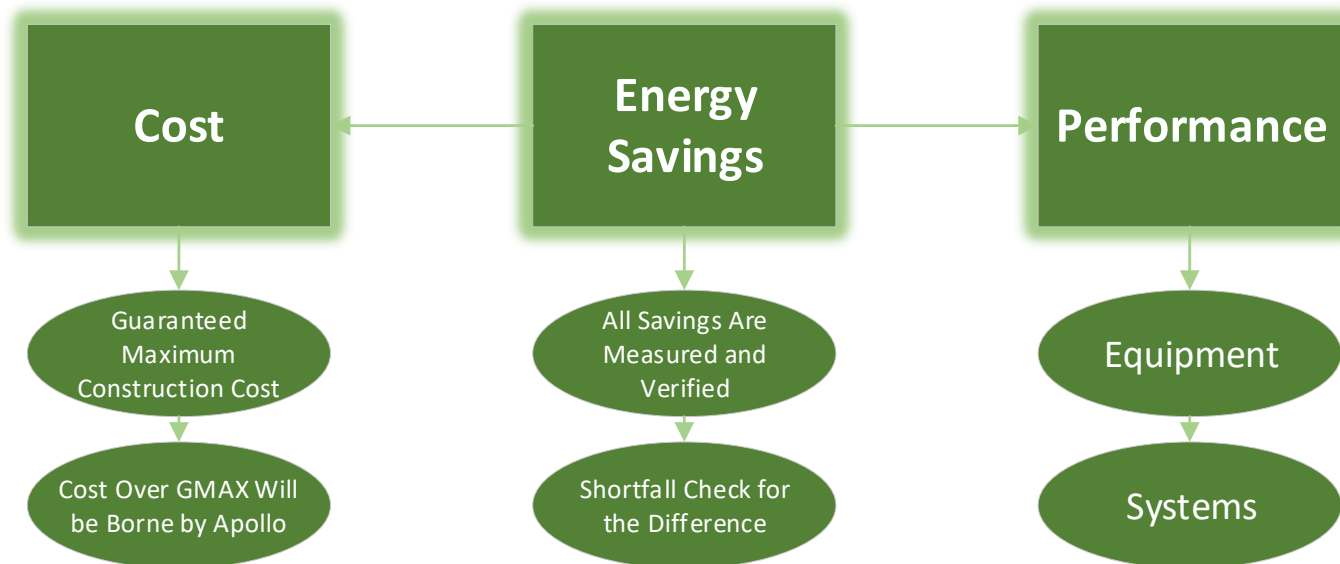
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# Advantages of ESPC

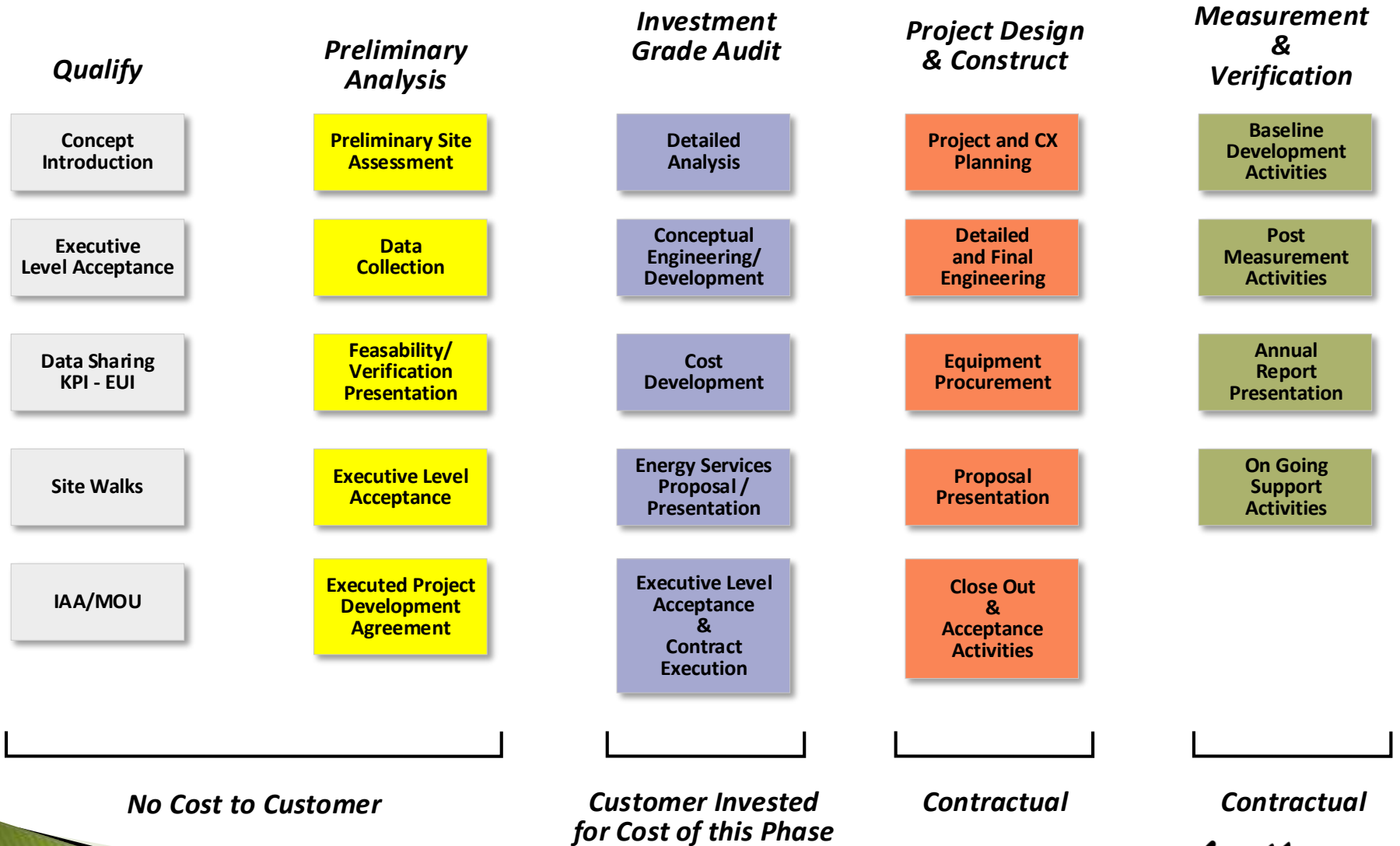
- Streamlined Service (one voice to the client)
- Reliable Customer Communication
- Dedicated Apollo Site Superintendent on site while work is taking place.
- All Disciplines Working Toward Common Goal

## *Apollo Has 3 Guarantees*



Apollo Assumes the **Risk**

# ASG 5 Step Process



# Department of Enterprise Services (DES)

- **Inter-Agency Agreement** (39.35 A to 39.35 C.),
- **There is NO financial obligation at this step** for using DES.

Minimize Risk

Unburdens your staff

Contract is between the District and DES

Eliminates the requirement of an RFP/RFQ.

Select approved ESCO who DES qualifies every two years.

DES serves as the third-party Project Manager for the Client.

DES fees apply only if there is a project and /or the financial criteria are met.

Fees are rolled into the total cost of any project.





# How Can We Help?

- ***Apollo would love the opportunity to provide the best possible service and outcomes.***
  - Select ASG as your ESCO
  - Review last 3 years' worth of Energy Usage
  - Site Walkthrough
  - Rough Order Magnitude Costs
  - Investment Grade Audit Proposal
  - GMAX Pricing
  - Executive Level Acceptance
  - Construction



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