

Funding Improvements with Savings

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Northwest Public Experience

Local Government Customers: 40+

Total implemented: 65 project phases

Example Projects:

City of Bend – \$3.7 M (HVAC, Streetlights, Solar PV) **saving \$205,000/yr**

City of Troutdale – \$2.1 M (WWTP, PWD HVAC, Lighting) **saving \$90,000/yr**

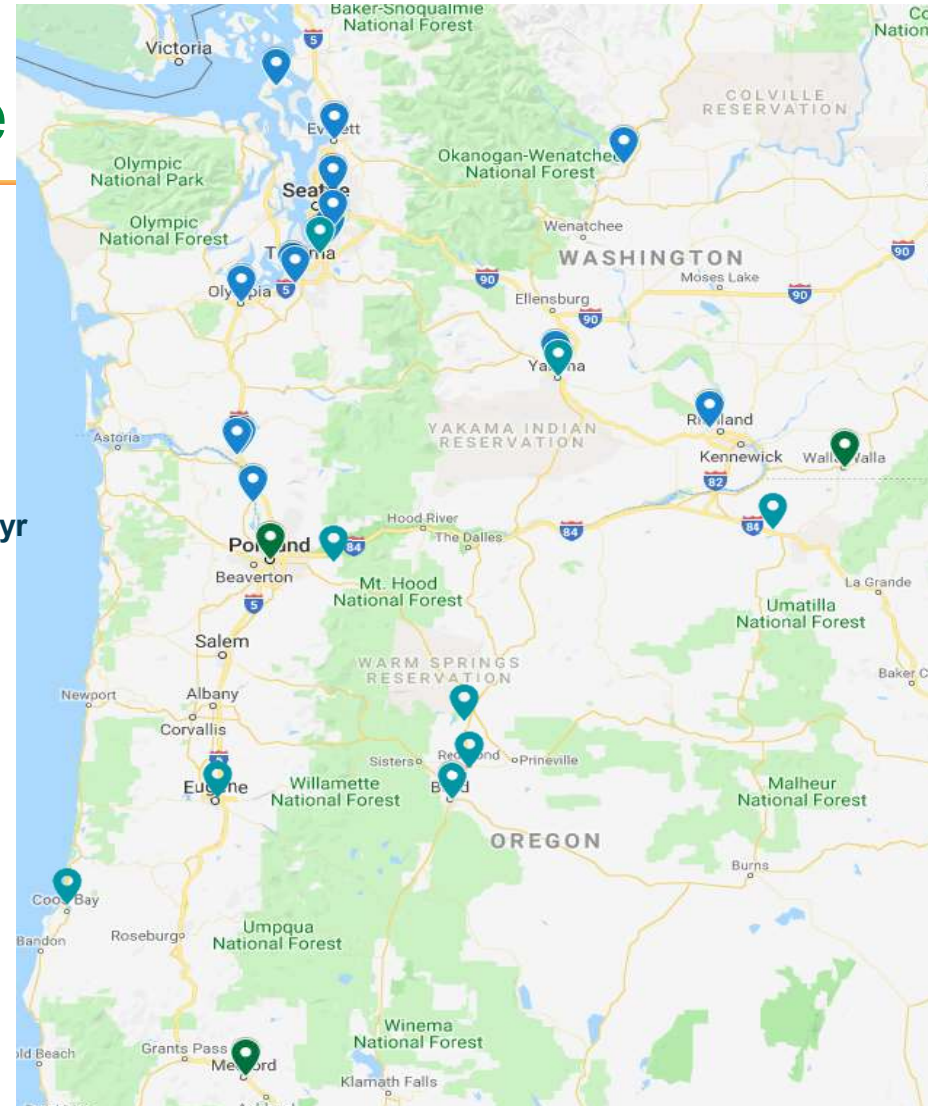
City of Redmond – \$2.3 M (Parks&Rec, Solar PV, Airport HVAC) **saving \$114,000/yr**

Oregon DOT – \$23 M (8,800+ lights, largest on West Coast) **saving \$700,000+/yr**

Note: While most projects are set up to be cashflow positive from day 1, savings are fully realized after the initial finance period ends.

Other PNW State and Municipal Clients:

- | | | | |
|------------------------|-----------------------|----------------------|--|
| • Grays Harbor County | • City of Coos Bay | • City of Longview | • City of St. Helens |
| • Island County, WA | • City of Everett | • City of Madras | • City of Troutdale |
| • Kittitas County, WA | • City of Edmonds | • City of Medford | • City of West Richland |
| • Lane County, OR | • City of Federal Way | • City of Oak Harbor | • City of Yakima |
| • Multnomah County, OR | • City of Kelso | • City of Olympia | • Oregon Dept. of Transportation |
| • Okanagon County, WA | • City of Kent | • City of Pendleton | • Washington State Dept. of Transportation (WSDOT) |
| • Spokane County, WA | • City of Kirkland | • City of Renton | |
| • City of Bend | • City of Lakewood | • City of Selah | |



Energy-as-a-Service and PacifiCorp

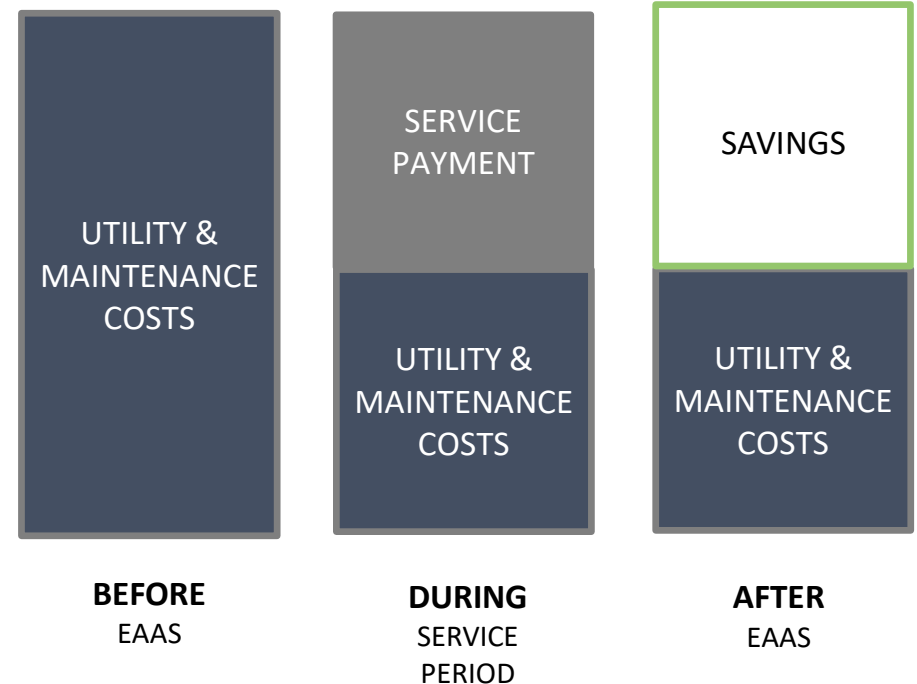


- Ameresco has a unique agreement with Pacific Power Lights (PacifiCorp)
- Energy-as-a-Service contracting allows a City to upgrade PPL-owned lights without the need for upfront capital
- Utilized as a service agreement between City and Ameresco – seen as off-credit/non-debt mechanism

Savings Fund Improvements



Number of PPL Streetlights	907
Projected 2022 annual utility costs for PPL streetlights	\$134,000*
Projected 2022 annual utility costs for City-owned streetlights	\$5,400
Estimated Annual Utility Savings (w/LED)	~\$35,000**
Estimated Incentives	~\$26,000
Estimated Service Period	10-12 years



* Adjusting for PPL rate change in 2021.

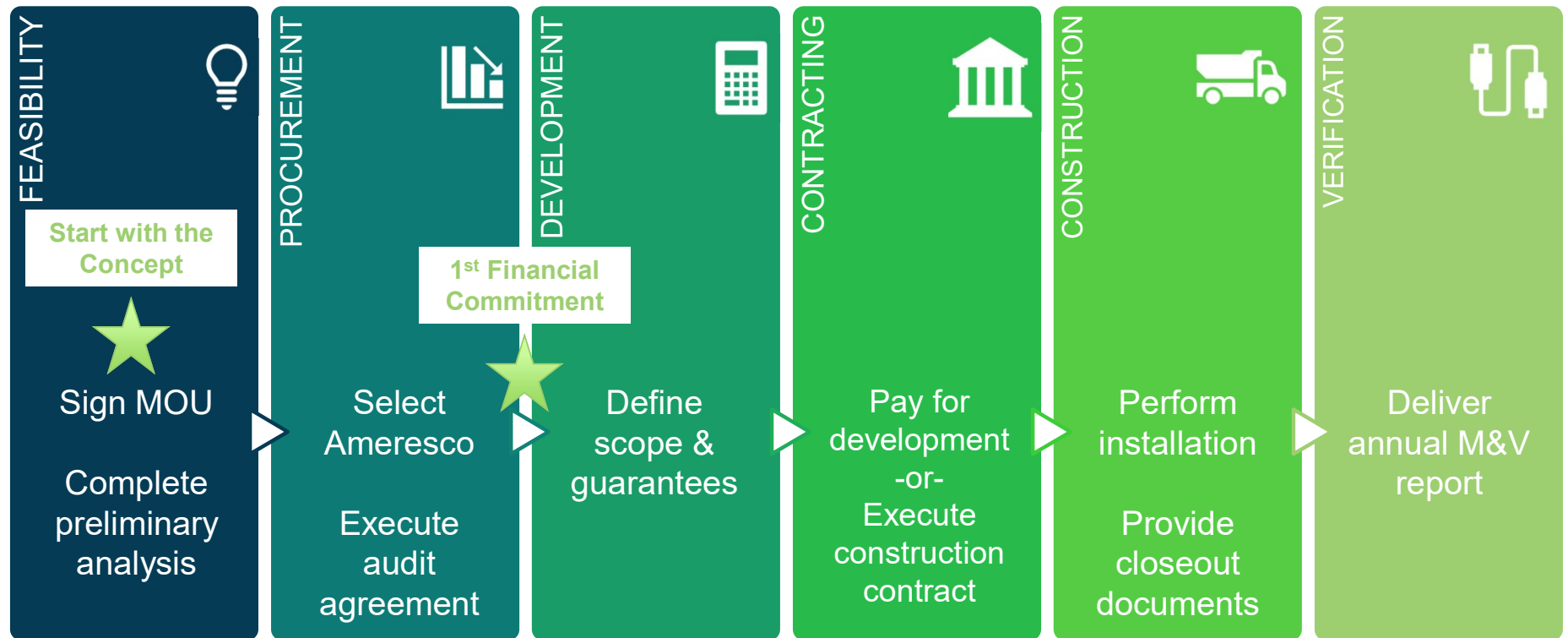
** Assumed typical mix of Levels 1-4 lighting. Based on new Schedule 51 (customer funded replacement) rates.

Single Source of Accountability



Roadmap

COMMUNICATE EARLY AND OFTEN



Procurement Options

- Keeping it simple...
 - The State of Oregon keeps a list of qualified ESCOs – requalifying through RFQ every 2 years
- RFQ or Direct Select (2 options)
 - City's discretionary policy for sole-sourcing – City of Pendleton, City of Redmond, City of Madras
 - Based on our unique qualifications and relationship with PacifiCorp
 - Direct selection via OAR 137-049-0600 to 0690
 - Public entities in Oregon, including the City of Cottage Grove and recently the City of Pendleton, have utilized these ORS, along with our pre-qualification by ODOE, as justification for a streamlined sole-source selection of an Ameresco.
- This selection is non-monetary
 - Based on qualifications, not low-bid
 - Puts us on your team to openly discuss potential for opportunities
 - We don't get paid until we build something with you

Next Steps

- What is the path toward a project?
 - Selection/Procurement
 - Development Proposal
 - Are there other measures/goals/pain-points we can look at for you? (HVAC, Solar PV, WWTP efficiencies, etc.)
 - Implementation Contract
- Questions?

Thank you.



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LED Streetlight Project Highlights



CITY OF CHICAGO

LED Conversion of Nearly 300,000
Street Lights with Wireless Controls
and IoT Integration



CITY OF PHOENIX

LED Conversion of 92,325
Street Lights (First 2700K CCT
Installation in US)



CITY OF TUCSON

LED Conversion of 22,492
Street Lights with Wireless Controls
(First 3000K Installation in US)



CITY OF BEND

LED Conversion of 2,156 City and Utility
Owned Street Lights



CITY OF GLENDALE

LED Conversion of 18,500
Street Lights



OREGON DOT

LED Conversion of 9,484 Cobra Head,
High Mast & Tunnel Lights
with Tunnel Lighting Controls



RICHMOND HILL (CA)

LED Conversion of 13,000
Street Lights with Wireless Controls



CITY OF LAWRENCE

Assisted City Purchase and LED
Conversion of 3,876 Street Lights