

City of Sweet Home LED Streetlight Conversion Project

Ameresco, Inc. is a leading independent provider of comprehensive energy efficiency and renewable energy solutions for facilities throughout North America and the United Kingdom, delivering long-term value through innovative systems, strategies, and technologies. Ameresco's solutions range from upgrades to facility's energy infrastructure to the development, construction and operation of renewable energy plants combined with tailored financial solutions. Our team in Oregon has grown significantly over the years and the reason for our success is founded in our long-term commitment to our clients.

A Valued Partnership

Ameresco has a unique agreement with Pacific Power as the only qualified energy services company in Oregon to provide comprehensive LED streetlight conversion services to Cities in their service area.

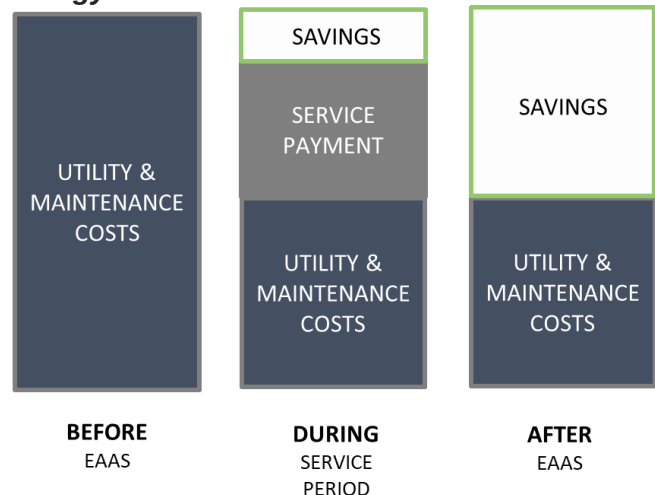
City Council Goals our project plans to address:

- Goal #1 – Infrastructure – Upgrading streetlights improves efficiency and desirable community aesthetic, while lowering costs and achieving more sustainable infrastructure.**
- Goal #2 – Engaging with Ameresco implements a financial “best” practice for revitalizing the City streets.**

Preliminary Findings:

Number of PPL Streetlights	911
Projected 2021 annual utility costs for PPL streetlights	\$151,000*
Projected 2021 annual utility costs for City-owned streetlights	\$5,000
Estimated Annual Utility Savings (w/LED)	\$73,000**
Estimated Incentives	~\$26,000
Estimated Service Period	~7 years

Energy as a Service Model:



* Adjusting for PPL rate change in 2021.

** Does not include \$23,000 reduction due to PPL rate change. Could be used for additional cashflow.

Ameresco's Turnkey Process:

As an energy service company, Ameresco is uniquely qualified to identify, design, implement and finance energy efficiency projects by leveraging the energy savings to use as payments. From our preliminary findings, we have found roughly 50% savings when upgrading streetlights to LEDs. Using that savings, the City of Sweet Home can implement the project without spending capital funds.

Recent Client Partners	Contract Value	Energy Conservation Measures
City of Milwaukie	\$2M	LED Streetlights Conversion, Water Tower Refurb.
City of Medford	\$4M	LED Streetlight Conversion
City of Coos Bay	\$500k	LED Streetlight Conversion
City of Bend	\$3.8M	LED Streetlight Conversion, Solar PV Installation
Oregon Dept. of Transportation	\$18.6M	LED Streetlight Conversion

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