

**A Submittal for the RFP for an Energy/Water Resources Audit and Implementation of
Energy and Water Resources Efficiency Improvement Projects**

City of Cotati

Attn: City Manager's Office
201 W. Sierra Avenue
Cotati, CA 94931



Prepared by

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A. Executive Summary

Thank you for the opportunity to submit a proposal for the City of Cotati's energy performance contract and water infrastructure improvements. We understand the City's goals to expand electric vehicle (EV) charging infrastructure, enhance facility resilience, and lower operational costs while maintaining a focus on energy efficiency and sustainability. Our team is committed to delivering a comprehensive solution that meets these objectives within the constraints of no capital outlay and no increase in net annual operational costs.

EcoGreen Solutions Inc. boasts a robust history of over 1,000 and counting successful project completions in energy services retrofits and upgrades since 2007. Our team of auditors, surveyors, process, installation, engineering, and management bring a wealth of expertise, comprising professionals with diverse qualifications and a shared dedication to delivering high-quality outcomes. Our experience aligns seamlessly with the requirements of the project outlined in the RFP.

EcoGreen Solutions is uniquely equipped to meet the requirements of the RFP. Our expertise lies in comprehensive energy conservation measures, and we have a proven track record in analyzing, developing, and executing projects like those specified for the city facilities. Our team's proficiency in implementing environmentally friendly solutions aligns seamlessly with the proposed initiatives, including lighting upgrades, HVAC equipment enhancements, roofing assembly, solar power generation, micro-grid emergency power solutions, EV charging infrastructure planning, and renewable energy system program planning and design.

B. Project Approach and Objectives

Our proposed approach is designed to address each of the City's specific goals while ensuring financial feasibility and maximizing long-term benefits. Below is an outline of our plan, tailored to meet the requirements and goals outlined in the RFP:

1. **Expand Electric Vehicle Charging Infrastructure**
 - **City Hall Complex:** Install additional EV chargers, including both Level 2 and fast chargers, to support staff and public needs. Evaluate existing electrical capacity and propose necessary upgrades to accommodate new chargers.
 - **Police Building:** Enhance charging infrastructure with dedicated EV stations, ensuring they meet the operational needs of the Police Department's electric fleet.
 - **Public Works Corporation Yard:** Assess and install EV chargers to support future fleet expansion.
2. **Evaluate Time of Use Electric Rates**



- Conduct an analysis of time-of-use (TOU) rates to optimize charging schedules for cost savings. Evaluate energy use patterns and propose strategies to leverage lower rates during off-peak hours.
- 3. **Develop Microgrid and Backup Systems**
 - **City Hall Complex and Police Building:** Design and implement a microgrid capable of sustaining critical loads for up to 2 days using a combination of battery storage and solar PV systems. Evaluate integration with the existing diesel generator for extended outages.
 - **Public Works Corporation Yard:** Develop a photovoltaic and battery backup system to provide critical loads for up to 2 days. Include a local interconnect for extended outage scenarios.
- 4. **Load-Shaving and Virtual Power Plant**
 - Implement load-shaving strategies to reduce peak demand charges. Explore opportunities for virtual power plant participation to contribute excess power to the grid and generate additional revenue.
- 5. **Vehicle-to-Grid Capabilities**
 - Assess the potential for existing and future EVs to provide vehicle-to-grid (V2G) or vehicle-to-load (V2L) capabilities. Develop a plan to integrate these capabilities to support emergency backup power, load shaving, and virtual power plant functions.
- 6. **Virtual Net Metering**
 - Evaluate the feasibility of virtual net metering across City electrical accounts to optimize energy usage and cost savings.
- 7. **Water System Monitoring and Optimization**
 - Integrate water production and consumption monitoring into the SCADA system for enhanced efficiency. Evaluate distribution system zone monitoring to identify and address water loss. Analyze the cost-effectiveness of TOU municipal well pumping.
- 8. **Additional Energy Improvements**
 - Identify and propose additional energy improvements aligned with the City's Climate and Sustainability goals, including potential upgrades to HVAC systems, building envelope enhancements, and further energy-efficient technologies.

C. Overview of Approach to Energy Savings Performance Contracting (ESPC)

Expertise in Energy Management:

EcoGreen Solutions Inc. boasts a team of seasoned professionals with diverse backgrounds in energy management, engineering, and sustainable technology. Our collective expertise enables us to conduct meticulous energy audits, design robust systems, and implement comprehensive solutions tailored to the unique needs of the City of Cotati. Our proven track record in executing similar projects in the area showcases our competence in navigating the intricacies of energy management with precision and efficacy.



Comprehensive Solutions:

Our commitment to providing end-to-end energy services sets us apart in a competitive landscape. From initial energy audits to system design, implementation, and ongoing monitoring, EcoGreen Solutions ensures a seamless and holistic approach to energy efficiency. By addressing every facet of a client's energy infrastructure, we guarantee optimal performance, longevity, and adaptability.

Cutting-Edge Technology Integration:

The cornerstone of EcoGreen Solutions' success lies in our dedication to integrating the latest advancements in energy-efficient technologies. By adopting intelligent building systems, IoT-enabled devices, and a suite of innovative technologies, such as evaporator blower motor retrofits with Variable Frequency Drives (VFD) and Switch Reluctance motors, LED lighting, VFD installations on pool pumps and irrigation pumps, Electronically Commutated Motor (ECM) replacements on refrigeration units, boiler economizers, heat pump retrofits, Electric Vehicle (EV) stations, as well as solar rooftop and carports, we present a futuristic and sustainable approach to energy optimization. This dedication positions the City of Cotati at the forefront of pioneering technological innovation in the energy sector.

Financial Viability and ROI Analysis:

EcoGreen Solutions understands that sustainability should not come at the cost of financial viability. Our team conducts thorough cost-benefit analyses, ensuring that every investment yields a positive return. By aligning economic and environmental goals, we empower our clients in the City of Cotati to make informed decisions that not only benefit their bottom line but also contribute to a sustainable future.

Sustainability as a Guiding Principle:

EcoGreen Solutions Inc. operates on the belief that true progress must be sustainable. Our commitment to environmental stewardship is embedded in every project we undertake. By emphasizing the reduction of carbon footprints and promoting renewable energy sources, we go beyond compliance, actively contributing to a greener planet.

D. Project History

I. Fifteen Energy Savings Performance Contracts

Table 1. Table of Fifteen (15) Energy Savings Performance Contracts that were projects developed and implemented by EcoGreen Solutions Inc.



Project Name	Market Sector	City & State	Project Size (USD)	Project Size (ft ²)	Year Completed
Rocket Farms	Commercial - Agriculture	Half Moon Bay, CA	\$5,308,544	1,467,752	FEB 2021
CAEDDD	9 State Buildings in PG&E Territory	San Francisco, Ca	\$678,645 (for all sites)	266,490	2019-2020
Kern City Fairgrounds*	Fairgrounds	Bakersfield, CA	\$903,197	75,000	OCT 2023
College of the Redwoods*	University	Eureka, CA	\$713,299	249,691	OCT 2023
Gilroy USD	Multiple Schools	Gilroy, CA	\$77,789	1,880,248	MAY 2019
Glenn City Office of Education	City	Orland, Ca & Willows, Ca	\$352,867	50,650	2018
Greenwood Ford	Commercial	Hollister, Ca	\$141,011	29,662	2014
Parks and REC CADPR	State	All Sites in PG&E			2019
Parks and REC CADPR – Hearts Castle	State	San Simeon	154,237.27	170,860	2019
State of California, Department of Forestry & Fire Protection, Lone Fire Academy	State	lone, CA	\$393,801	137,399	2020
Atascadero USD Atascadero HS	School	Atascadero, Ca	199,679.05	19,647	
National Center for International Schools (NCIS)	International School	San Francisco, CA	\$237,240	50,957	NOV 2021
Robinson Rancheria Resort & Casino	Resort	Nice, CA	\$321,143	105,488	AUG 2020
Gonzales Unified School District	Multiple Schools	Gonzales, CA	\$201,928	139,202	MAY 2019



Project Name	Market Sector	City & State	Project Size (USD)	Project Size (ft ²)	Year Completed
State of California, Department of Forestry & Fire Protection	State	All Sites in PG&E			2021



II. Detailed Information on Performance Contract Projects

Table 2. Detailed Information on Rocket Farms, a 1,467,752 SF Agriculture site with total energy savings of 1,758,814 kWh and \$78,657.

Data and References			Project 1				
Project Name			Rocket Farms				
Facility Type and Use			Commercial Agriculture				
Project Size: -Number of Buildings -Total Square Footage			1,467,752 SF				
Types of Measures			Horticulture Lights, LED retrofit, VFD Irrigation Pumps				
Project Cost: Installed Project Costs			\$5,308,544				
Project Cost: Financed Amount			PGE OBFNI Program				
Guaranteed Annual Savings (\$)			\$78,657				
Project Schedule: -Construction Start and End Dates -Guarantee Period Start and End Dates Describe if project was completed on schedule or delayed			Yes, the project was completed on schedule. November 16,2020 to February 16, 2021				
Measurement and Verification Methods			Utility Bill Analysis				
Project Personnel: List all Vendor personnel associated with this project (limit to those who may be assigned to a project) and their roles and responsibilities (only list those who may be assigned to a project).			Surveyors – 2 persons Sales – 4 persons Installation Crew –20 persons Management – 3 persons Processing – 5 persons Engineering – 3 persons				
Contact Information: Current phone and email address of owner representatives you worked with.			Ruben Nunez – General Manager (650) 712-4195 rnunez@rocketfarms.com				
Rocket Farms							
Commodity	Units	Guaranteed Annual Savings	Achieved Savings Year 1	Achieved Savings Year 2	Achieved Savings Year 3	Achieved Savings Year 4	Achieved Savings Year 5
Electricity	kWh	5,388,803	1,758,814	N/A			
Electric Demand	kW						
Natural Gas	Therms						
Fuel Oil	Gal						
Steam							
Water							
Other							
Material	\$						
Maintenance Contracts	\$						
TOTAL							



Table 3. Detailed Information on Gonzales Unified School District, a 139,202 SF multiple School site with total energy savings of 239,889 kWh and \$50,311.

Data and References				Project 2			
Project Name				Gonzales Unified School District			
Facility Type and Use				High School, Middle School, and Elementary School			
Project Size: -Number of Buildings -Total Square Footage				139,202 SF 7 buildings			
Types of Measures				LED Lightning			
Project Cost: Installed Project Costs				\$201,928			
Project Cost: Financed Amount				PGE OBFNI Program			
Guaranteed Annual Savings (\$)				\$45,163			
Project Schedule: -Construction Start and End Dates -Guarantee Period Start and End Dates Describe if project was completed on schedule or delayed				Yes, the project was completed on schedule. May 1, 2019 to May 23, 2019			
Measurement and Verification Methods				LED Lightning			
Project Personnel: List all Vendor personnel associated with this project (limit to those who may be assigned to a project) and their roles and responsibilities (only list those who may be assigned to a project).				Surveyors – 2 persons Sales – 4 persons Installation Crew –20 persons Management – 3 persons Processing – 5 persons Engineering – 3 persons			
Contact Information: Current phone and email address of owner representatives you worked with.				Trini Zavala – Director 831-675-2568 x8326 tzavala@gonzales.k12.ca.us			
Kern City Fairgrounds							
Commodity	Units	Guaranteed Annual Savings	Achieved Savings Year 1	Achieved Savings Year 2	Achieved Savings Year 3	Achieved Savings Year 4	Achieved Savings Year 5
Electricity	kWh	208,403	239,889				
Electric Demand	kW	90.1	99.2				
Natural Gas	Therms						
Fuel Oil	Gal						
Steam							
Water							
Other							
Material	\$						
Maintenance Contracts	\$						
TOTAL							



Table 4. Detailed Information on Robinson Rancheria Resort and Casino, a 105,488 SF Agriculture site with total yearly energy savings of 306,438 kWh and \$53,634.

Data and References				Project 3			
Project Name				Robinson Rancheria Resort and Casino			
Facility Type and Use				Resort & Casino			
Project Size: -Number of Buildings -Total Square Footage				105,488 SF One building four different areas			
Types of Measures				Lighting & HVAC			
Project Cost: Installed Project Costs				\$321,143			
Project Cost: Financed Amount				PGE OBFNI Program			
Guaranteed Annual Savings (\$)				\$53,634			
Project Schedule: -Construction Start and End Dates -Guarantee Period Start and End Dates Describe if project was completed on schedule or delayed				Lighting Scope Install: 6/17/20 - 7/8/20 HVAC Scope Install: 10/23/19 - 8/10/20			
Measurement and Verification Methods				Utility Bill Analysis			
Project Personnel: List all Vendor personnel associated with this project (limit to those who may be assigned to a project) and their roles and responsibilities (only list those who may be assigned to a project).				Surveyors – 2 persons Sales – 4 persons Installation Crew –20 persons Management – 3 persons Processing – 5 persons Engineering – 3 persons			
Contact Information: Current phone and email address of owner representatives you worked with.				Vince Moran – Maintenance Director 707-245-7634 vmoran@rrrc.com			
Robinson Rancheria and Casino							
Commodity	Units	Guaranteed Annual Savings	Achieved Savings Year 1	Achieved Savings Year 2	Achieved Savings Year 3	Achieved Savings Year 4	Achieved Savings Year 5
Electricity	kWh	285,275	306,438	N/A			
Electric Demand	kW	10.4	13.7				
Natural Gas	Therms						
Fuel Oil	Gal						
Steam							
Water							
Other							
Material	\$						
Maintenance Contracts	\$						
TOTAL							



Table 5. Detailed Information on NCIS, a 50,957 SF International School with Achieved energy savings of 128,280 kWh and \$24,331.

Data and References				Project 4			
Project Name				National Center for International Schools (NCIS)			
Facility Type and Use				International School			
Project Size: -Number of Buildings -Total Square Footage				One building split into 4 sections 50,957 SF			
Types of Measures				LED Lightning (Troffer, Linear, Bypass PLL, Flat Panel)			
Project Cost: Installed Project Costs				\$237,240.77			
Project Cost: Financed Amount				\$0 - PG&E OBF Program			
Guaranteed Annual Savings (\$)				\$23,772			
Project Schedule: -Construction Start and End Dates -Guarantee Period Start and End Dates Describe if project was completed on schedule or delayed				Yes, project was completed as scheduled October 21, 2021 – November 9, 2021			
Measurement and Verification Methods				Utility Bill Analysis			
Project Personnel: List all Vendor personnel associated with this project (limit to those who may be assigned to a project) and their roles and responsibilities (only list those who may be assigned to a project).				Surveyors – 2 persons Sales – 4 persons Installation Crew –20 persons Management – 3 persons Processing – 5 persons Engineering – 3 persons			
Contact Information: Current phone and email address of owner representatives you worked with.				Daniel Klingebiel – Executive Director (415) 865-6040 Daniel@ncissf.org			
National Center for International Schools (NCIS)							
Commodity	Units	Guaranteed Annual Savings	Achieved Savings Year 1	Achieved Savings Year 2	Achieved Savings Year 3	Achieved Savings Year 4	Achieved Savings Year 5
Electricity	kWh	125,330	128,280	N/A			
Electric Demand	kW	85.6	88.5				
Natural Gas	Therms	N/A					
Fuel Oil	Gal						
Steam							
Water							
Other							
Material	\$						
Maintenance Contracts	\$						
TOTAL							



E. Qualifications

- I. Relevant Licenses, Certifications and Accreditations related to performance of Energy Savings Projects
 - a. DOE Qualified List of ESCO (see attachment D)
 - b. California Department of Industrial Relations Listing
 - c. C-10 (see attachment E)
 - d. ICP certified Developer



F. Financial Soundness and Stability

I. Financial Statements a. Balance Sheets

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Accrual Basis

EcoGreen Solutions Inc. Balance Sheet As of December 31, 2021

	Dec 31, 21
ASSETS	
Current Assets	
Checking/Savings	
11000 · NFCU Checking x 8114	53,797.15
11002 · Chase Bus Checking x 7387	85,031.15
11003 · Chase Bus Savings x 0619	100,000.00
11005 · NFCU Prem Bus Checking x 5832	20.70
11010 · NFCU Savings x 4398	256,586.47
11020 · NFCU Jumbo MMSA x 8984	10.00
11030 · Petty Cash	30.80
Total Checking/Savings	495,476.27
Accounts Receivable	
11050 · Accounts Receivable	576,069.72
Total Accounts Receivable	576,069.72
Other Current Assets	
12000 · Undeposited Funds	207,963.99
12100 · Inventory Asset	
12105 · Inventory Adjustments	203,669.64
12100 · Inventory Asset - Other	558,044.59
Total 12100 · Inventory Asset	761,714.23
16000 · Due From EG Net Zero	13,067.90
Total Other Current Assets	982,746.12
Total Current Assets	2,054,292.11
Fixed Assets	
17200 · Furniture and Equipment	57,232.82
17250 · Leasehold Improvements	365,164.08
17300 · Computers and Peripherals	48,030.30
17500 · Truck Purchase	
17501 · 2015 Tundra VIN x 85718	26,000.00
17502 · 2014 Trailer (Lic 4MJ3796)	1,200.00
17505 · 2008 F-550 VIN 99411	20,000.00
17520 · 2007 Chevy Silverado VIN 51791	13,000.00
17550 · 2008 Ford F-550 VIN 73064	33,248.88
17560 · 2009 Ford E350, VIN 27074	15,766.94
17570 · 2012 Int'l Duraster 430 x7340	31,297.81
17580 · 2015 Ram ProMaster x 05267	33,232.81
17590 · 2017 GMC Sierra 1500 VIN 05130	22,211.94
17500 · Truck Purchase - Other	38,385.00
Total 17500 · Truck Purchase	234,343.38
17700 · Ford Vehicles	
17720 · 2019 Fusion x 32369	40,061.40
17730 · 2019 Fusion x 32372	39,425.40
17740 · 2019 Fusion x 32382	40,061.40
17750 · 2019 Fusion x 65869	39,425.40
17760 · 2019 Fusion x 84338	39,425.40
17770 · 2020 Transit Van - VIN x 06723	41,352.03
17780 · 2019 Transit Van - VIN x 70846	43,940.99
17790 · 2019 Transit Van - VIN x 76617	42,099.75
17800 · 2019 Ford F550 x 21951	76,927.62
17810 · 2021 Transit Van x 07291	64,367.14
Total 17700 · Ford Vehicles	467,086.53
18000 · Accumulated Depreciation	-380,235.00
18100 · Accumulated Amortization	-76,076.00
Total Fixed Assets	715,546.11
Other Assets	



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Accrual Basis

EcoGreen Solutions Inc.
Balance Sheet
As of December 31, 2021

	Dec 31, 21
19100 · Deposits	7,560.00
Total Other Assets	7,560.00
TOTAL ASSETS	2,777,398.22
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	474,506.12
Total Accounts Payable	474,506.12
Credit Cards	
20010 · Credit Cards Payable	
20011 · Capital One Visa 4563	4,938.14
20012 · Capital One M/C 0440	8,152.32
20013 · Chase 5047	16.97
20014 · NFCU Visa 2962	8,479.16
20015 · NFCU Visa 2198 (5349)	2,790.96
20016 · Home Depot 0513	1,571.20
20020 · Capital One 0775	1,842.84
20022 · Chase x 3615	19,263.17
20026 · Bank of America 1725	1,954.78
20027 · NFCU MasterCard 0894	6,227.53
20028 · Macy's x 7445	-42.25
Total 20010 · Credit Cards Payable	55,194.82
Total Credit Cards	55,194.82
Other Current Liabilities	
20110 · Accrued Interest Expenses	1,334.46
20200 · Medical Insurance Payable	678.49
21000 · Sales & Use Tax Payable	4,789.56
24500 · 401K Retirement Benefit Payable	3,980.12
Total Other Current Liabilities	10,782.63
Total Current Liabilities	540,483.57
Long Term Liabilities	
26000 · Ford Vehicle Loans	
26020 · 2019 Fuslon - Ford 6594-1	25,499.42
26030 · 2019 Fuslon - Ford 6500-2	24,842.12
26040 · 2019 Fuslon - Ford 4800-3	25,372.22
26050 · 2019 Fuslon - Ford 4861-4	24,969.42
26060 · 2019 Fuslon - Ford 4758-5	24,969.42
26070 · 2020 Transit Van - Ally 4908	27,564.41
26080 · 2019 Transit Van - Ally 5002	29,290.29
26090 · 2019 Transit Van - Ally 5014	27,999.93
26100 · 2019 Ford F550 - Ford 9297-6	44,912.78
26200 · 2021 Ford Transit - Ford 3292-7	45,198.92
Total 26000 · Ford Vehicle Loans	300,618.93
Total Long Term Liabilities	300,618.93
Total Liabilities	841,102.50
Equity	
30100 · Capital Stock	1,000.00
31400 · Shareholder Distributions	-490,567.38
32000 · Retained Earnings	1,555,935.03
Net Income	869,928.07
Total Equity	1,936,295.72



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Accrual Basis

EcoGreen Solutions Inc.
Balance Sheet
As of December 31, 2021

	Dec 31, 21
TOTAL LIABILITIES & EQUITY	<u>2,777,398.22</u>



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Accrual Basis

EcoGreen Solutions Inc.

Balance Sheet

As of December 31, 2022

	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
11000 · NFCU Checking x 8114	1,677.71
11002 · Chase Bus Checking x 7387	19,030.39
11003 · Chase Bus Savings x 0619	4.75
11010 · NFCU Savings x 4398	405.09
11020 · NFCU Jumbo MMSA x 8984	10.00
11030 · Petty Cash	118.28
11040 · Inter-company Transactions	
11045 · Ecogreen Net Zero Inc NF x 9644	-152,009.05
11040 · Inter-company Transactions · Other	138,668.07
Total 11040 · Inter-company Transactions	-13,340.98
Total Checking/Savings	7,905.24
Accounts Receivable	
11050 · Accounts Receivable	416,067.45
Total Accounts Receivable	416,067.45
Other Current Assets	
12000 · Undeposited Funds	67,536.97
12100 · Inventory Asset	
12105 · Inventory Adjustments	393,678.03
12100 · Inventory Asset · Other	289,776.52
Total 12100 · Inventory Asset	683,454.55
16500 · Due from EG Management (Sonam)	26,424.13
Total Other Current Assets	777,415.65
Total Current Assets	1,201,388.34
Fixed Assets	
17200 · Furniture and Equipment	57,232.82
17250 · Leasehold Improvements	365,164.08
17300 · Computers and Peripherals	58,105.87
17500 · Truck Purchase	
17501 · 2015 Tundra VIN x 85718 (Sold)	26,000.00
17505 · 2008 F-550 VIN 99411(Sold)	20,000.00
17520 · 2007 Chevy Silverado (Sold)	13,000.00
17550 · 2008 Ford F-550 VIN 73064-Sold	33,248.88
17570 · 2012 Int'l Duraster (Auction)	31,297.81
17580 · 2015 Ram ProMaster (Sold Nov23)	33,232.81
17590 · 2017 GMC Sierra VIN 05130(Sold)	22,211.94
17500 · Truck Purchase · Other	38,385.00
Total 17500 · Truck Purchase	217,376.44
17700 · Ford Vehicles	
17720 · 2019 Fusion x 32369	40,061.40
17730 · 2019 Fusion x 32372 (Loss)	39,425.40
17740 · 2019 Fusion x 32382	40,061.40
17750 · 2019 Fusionx 65869(Total Loss)	39,425.40
17760 · 2019 Fusion x 84338	39,425.40
17770 · 2020 Transit Van · VIN x 06723	41,352.03
17780 · 2019 Transit Van · VIN x 70846	43,940.99
17790 · 2019 Transit Van · VIN x 76617	42,099.75
17800 · 2019 Ford F550 x 21951	76,927.62
17810 · 2021 Transit Van · VIN x 07291	64,367.14
17820 · 2021 Ford Escape SUV x 28077	39,114.15
17830 · 2022 Ford Escape SUV x 13348	45,852.57
17840 · 2022 Transit x 5840 VIN27041	66,690.17
17850 · 2022 Transit Vanx 5938 VIN27369	66,709.71
17860 · 2022 Ford F-350 x 5898 VIN89048	71,510.43



Accrual Basis

As of December 31, 2022

	Dec 31, 22
Total 17700 · Ford Vehicles	756,963.56
18000 · Accumulated Depreciation	-448,436.06
18100 · Accumulated Amortization	-112,592.00
Total Fixed Assets	893,814.71
Other Assets	
19100 · Deposits	7,560.00
Total Other Assets	7,560.00
TOTAL ASSETS	2,102,763.05
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	441,234.12
Total Accounts Payable	441,234.12
Credit Cards	
20010 · Credit Cards Payable	
20011 · Capital One Visa 4563	4,547.48
20012 · Capital One M/C 0609	12,333.75
20013 · Chase 5047	6,140.20
20014 · NFCU Visa 2962	1,910.34
20015 · NFCU Visa 2198 (5349)	3,200.00
20016 · Home Depot 9954	21,473.05
20020 · Capital One 0803 (Jamie)	967.62
20022 · Chase x 3615	28,756.57
20023 · Chase Ink x 2687	141,488.60
20026 · Bank of America 8543	10,014.79
20027 · NFCU MasterCard 6237	21,721.25
20028 · Macy's x 7445	7,069.88
Total 20010 · Credit Cards Payable	259,623.53
Total Credit Cards	259,623.53
Other Current Liabilities	
20050 · Navy Federal LOC x 2449	100,000.00
20110 · Accrued Interest Expenses	1,334.46
21000 · Sales & Use Tax Payable	16,256.36
24550 · CAC Deduction	193.72
Total Other Current Liabilities	117,784.54
Total Current Liabilities	818,642.19
Long Term Liabilities	
24900 · SBA Loan x 8104	500,000.00
25000 · Advance from Shareholders	46,617.42
26000 · Ford Vehicle Loans	
26020 · 2019 Fusion - Ford 6594-1	17,359.94
26030 · 2019 Fusion-Ford 6500-2(Loss)	17,084.24
26040 · 2019 Fusion - Ford 4800-3	17,359.94
26050 · 2019 Fusion-Ford 4861-4(Loss)	17,084.34
26060 · 2019 Fusion - Ford 4758-5	17,084.34
26070 · 2020 Transit Van - Ally 4908	19,522.46
26080 · 2019 Transit Van - Ally 5002	20,744.96
26090 · 2019 Transit Van - Ally 5014	19,866.99
26100 · 2019 Ford F550 - Ford 9297-6	25,661.56
26200 · 2021 Ford Transit - Ford 3292-7	32,592.84
26210 · 2021 Ford EscapeSUV - Ally 5005	32,659.61
26220 · 2022 Ford EscapeSUV - Ally 4924	38,244.08
26230 · 2022 Transit Van - Ally 5840	56,231.92
26240 · 2022 Transit Van - Ally 5938	62,518.46

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EcoGreen Solutions Inc.

01/11/24

Balance Sheet

Accrual Basis

As of December 31, 2022

	Dec 31, 22
26250 · 2022 Ford F-350 TK - Ally 5898	68,725.55
Total 26000 · Ford Vehicle Loans	462,741.23
Total Long Term Liabilities	1,009,358.65
Total Liabilities	1,828,000.84
Equity	
30100 · Capital Stock	1,000.00
32000 · Retained Earnings	1,935,295.72
Net Income	-1,661,533.51
Total Equity	274,762.21
TOTAL LIABILITIES & EQUITY	2,102,763.05



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01/11/24

Accrual Basis

EcoGreen Solutions Inc.
Balance Sheet
As of December 31, 2023

	Dec 31, 23
ASSETS	
Current Assets	
Checking/Savings	
11000 · NFCU Checking x 8114	806.05
11002 · Chase Bus Checking x 7387	99,833.43
11003 · Chase Bus Savings x 0619	4.75
11010 · NFCU Savings x 4398	5.00
11020 · NFCU Jumbo MMSA x 8984	10.00
11040 · Inter-company Transactions	
11045 · Ecogreen Net Zero Inc NF x 9644	-172,139.73
11046 · Ecogreen Mgmt Checking x 5625	-8,540.98
11040 · Inter-company Transactions - Other	138,670.06
Total 11040 · Inter-company Transactions	-42,010.65
Total Checking/Savings	58,648.58
Accounts Receivable	
11050 · Accounts Receivable	2,018,238.25
Total Accounts Receivable	2,018,238.25
Other Current Assets	
12000 · Undeposited Funds	2,149.67
12100 · Inventory Asset	
12105 · Inventory Adjustments	399,770.42
12100 · Inventory Asset - Other	569,252.67
Total 12100 · Inventory Asset	969,023.09
16000 · Due From EG Net Zero	51,158.06
16500 · Due from EG Management (Sonam)	100,098.24
Total Other Current Assets	1,122,429.06
Total Current Assets	3,199,315.89
Fixed Assets	
17200 · Furniture and Equipment	57,232.82
17250 · Leasehold Improvements	365,164.08
17300 · Computers and Peripherals	58,105.87
17700 · Ford Vehicles	
17720 · 2019 Fusion x 32369	40,061.40
17740 · 2019 Fusion x 32382	40,061.40
17760 · 2019 Fusion x 84338	39,425.40
17770 · 2020 Transit Van - VIN x 06723	41,352.03
17780 · 2019 Transit Van - VIN x 70846	43,940.99
17790 · 2019 Transit Van - VIN x 76617	42,099.75
17800 · 2019 Ford F550 x 21951	76,927.62
17810 · 2021 Transit Van - VIN x 07291	64,367.14
17820 · 2021 Ford Escape SUV x 28077	39,114.15
17830 · 2022 Ford Escape SUV x 13348	45,852.57
17840 · 2022 Transit x 5840 VIN27041	66,690.17
17850 · 2022 Transit Vanx 5938 VIN27369	66,709.71
17860 · 2022 Ford F-350 x 5898 VIN89048	71,510.43
17870 · 2022 Sprinter Cargo Van	64,185.76
17875 · 2024 Ford E450 - 44593	86,184.48
Total 17700 · Ford Vehicles	828,483.00
18000 · Accumulated Depreciation	-244,329.91
18100 · Accumulated Amortization	-83,207.00
Total Fixed Assets	981,448.86
Other Assets	
19100 · Deposits	7,560.00
Total Other Assets	7,560.00



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01/11/24

Accrual Basis

EcoGreen Solutions Inc.
Balance Sheet
As of December 31, 2023

	Dec 31, 23
TOTAL ASSETS	4,188,324.75
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	502,722.29
Total Accounts Payable	502,722.29
Credit Cards	
20010 · Credit Cards Payable	
20012 · Capital One M/C 0609	5,775.56
20013 · Chase 5047	4,374.54
20014 · NFCU Visa 2962	15,332.27
20015 · NFCU Visa 2198 (5349)	-450.14
20016 · Home Depot 9954	37,561.70
20020 · Capital One 0803 (Jamie)	2,543.66
20022 · Chase x 3615	16,415.57
20023 · Chase Ink x 2687	80,850.95
20026 · Bank of America 8543	19,182.15
20027 · NFCU MasterCard 6237	8,561.81
Total 20010 · Credit Cards Payable	190,148.07
Total Credit Cards	190,148.07
Other Current Liabilities	
20100 · Payroll Clearing Account	2,323.28
20110 · Accrued Interest Expenses	1,334.46
21000 · Sales & Use Tax Payable	30,022.15
24550 · CAC Deduction	558.74
Total Other Current Liabilities	34,238.63
Total Current Liabilities	727,108.99
Long Term Liabilities	
24900 · SBA Loan x 8104	500,000.00
25000 · Advance from Shareholders	46,617.42
26000 · Ford Vehicle Loans	
26020 · 2019 Fusion - Ford 6594-1	9,347.66
26040 · 2019 Fusion - Ford 4800-3	9,347.66
26060 · 2019 Fusion - Ford 4758-5	9,199.26
26070 · 2020 Transit Van - Ally 4908	10,827.19
26080 · 2019 Transit Van - Ally 5002	11,505.38
26090 · 2019 Transit Van - Ally 5014	10,984.52
26100 · 2019 Ford F550 - Ford 9297-6	5,348.99
26200 · 2021 Ford Transit - Ford 3292-7	19,709.26
26210 · 2021 Ford EscapeSUV - Ally 5005	25,145.63
26220 · 2022 Ford EscapeSUV - Ally 4924	29,445.39
26230 · 2022 Transit Van - Ally 5840	46,946.86
26240 · 2022 Transit Van - Ally 5938	52,735.39
26250 · 2022 Ford F-350 TK - Ally 5898	55,649.70
26260 · 2022 Sprinter Cargo	54,185.76
26270 · 2024 Ford E450 x 44593	86,184.48
Total 26000 · Ford Vehicle Loans	436,563.13
Total Long Term Liabilities	983,180.55
Total Liabilities	1,710,289.54
Equity	
30100 · Capital Stock	1,000.00
31400 · Shareholder Distributions	284,302.63
32000 · Retained Earnings	273,762.21
Net Income	1,918,970.37



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01/11/24

Accrual Basis

EcoGreen Solutions Inc.
Balance Sheet
As of December 31, 2023

	Dec 31, 23
Total Equity	2,478,035.21
TOTAL LIABILITIES & EQUITY	4,188,324.75



- b. Income Statement
 - i. Please contact financial department at EcoGreen Solutions Inc.
- c. Statement of Cash Flow
Please contact financial department at EcoGreen Solutions Inc.
- d. Statement of Financial Condition
Please contact financial department at EcoGreen Solutions Inc.

G. Technical Approach

EcoGreen Solutions will send an engineer or an energy auditor to the site to conduct an ASHRAE II Audit. The auditor will go room by room and measure the square footage, open every fixture to examine the bulb type and wattage, examine the existing controls, and gather the run hours of the existing fixtures.

A similar approach will be used on all hydraulic and pump equipment. A throughout report and narrative will then be created with the addition of PI&D diagrams as necessary. This report will be shared with our VFD partners will implement the addition of a VFD to any pumping system where worthwhile and where the addition of a VFD does not adversely affect the existing system's primary desired output process.

Regarding OPV, M&V, and O&M EcoGreen will verify that all items installed are functioning properly before leaving the site and closing out the project.

H. Management Approach for this Project

The management chart for this is as follows:

- Anthony Mitchel, Managing Director
 - Anthony will be EcoGreen's representative to the city
- Corey Brophy, VP Programs
 - Corey will handle technical and any utility information
- Camron, McCoach, Projects and Logistics Director
 - In charge of scheduling the installation team and coordinating with the customer for installation times
- Kelsey Xavier, Supply Chain and Project Coordinator
 - Kelsey will ensure that all that EcoGreen and the customer receive the correct product on site
- Cameron Barcelona, Program Manager
 - Cameron will provide installation invoices
- Robert Vela, Installation Lead
 - Robert is the head of our on site installation crew

Location



- EcoGreen is located at 27671 La Paz Rd #100, Laguna Niguel, CA 92677

Services

- EcoGreen has an in-house installation team and an in-house engineering team which handles LED lighting retrofits, EC Motor replacements, and other electrical work on-site
- EcoGreen has subcontractors for solar, EV Chargers, Battery Storage, HVAC, VFD's, steam insulation, economizers, and steam traps.

Engagement

- After auditing the site EcoGreen will present the project to the customer for permission to install

Servicing

- EcoGreen will provide a statement of work which will explain our warranty and repair process. We will handle all repairs as they come in with the respective manufacturer's we purchase the product from

I. Conclusion

We appreciate the opportunity to partner with City of Cotati for this project. Our team is dedicated to delivering a project that meets the City's objectives for energy efficiency, resilience, and cost-effectiveness. We are confident that our approach will fulfill the City's goals while providing long-term value and sustainability.

We look forward to the opportunity to discuss our proposal further and collaborate with the City of Cotati on this important initiative.



Attachment A – City of Cotati Standard Professional Services Agreement

IN WITNESS WHEREOF, the Parties have executed this Agreement as of the day, month and year first above written.

For City of Cotati:

For Consultant:

Damien O'Bid
City Manager

Name: Anthony Mitchell
Title: President
Taxpayer ID: 80-0196823

Recommended for Approval:

Angela Courter
Director of Administrative Services

Recommended for Approval:

Approved As to Form:

John Bakker
City Attorney





Attachment C – OPV, M&V, and O&M Sample Plan

Operational Performance Verification

As part of the overall scope of services of the project that EcoGreen Solutions provides to the customer, all light fixtures and controls will be commissioned by the installing contractor. Prior to project close-out, EcoGreen will ensure that the installing contractor will:

- Verify that installed fixture counts and types match room-by-room audit.
- Test functionality of interior and exterior lighting and their corresponding controls. Visually verify that any bi-level switching or dimming has been programmed per specifications.
- On applicable fixtures, visually verify that installed photo cell controls are programmed per specifications.
- Update the spreadsheet to reflect any changes to the project scope that occur during the installation.

Measurement and Verification

- One month after project completion, EcoGreen Solutions will request six months of PG&E smart meter hourly energy data from the site operations staff. EcoGreen will compare typical daily weekday and weekend energy use profiles and average weekday and weekend energy consumption for the months before and after the lighting retrofit.
- EcoGreen will continue to check in with site operations staff every 6 months over the life of the loan to verify energy savings. At this check-in, EcoGreen will request PG&E smart meter hourly energy data for the previous six months. This smart meter data will be used to calculate typical daily weekday and weekend energy use profiles to verify that the installed lighting controls are still operating as intended; monthly energy consumption will also be compared to previous months to verify that savings are persisting over time. If discrepancies are found, EcoGreen will make a site visit to investigate potential issues.

Operations and Maintenance

- To ensure ongoing savings, EcoGreen Solutions will provide Operations & Maintenance (O&M) procedures and training to operations staff at the location. EcoGreen will check in with operations staff annually over the life of the loan to ensure that O&M is continuing as documented in the procedures.



**Attachment D – EcoGreen Solutions Inc. Certification for the U.S. Department of Energy's (DOE)
Qualified List of Energy Service Companies**



Department of Energy
Washington, DC 20585

February 23, 2024

Anthony Mitchell
President
EcoGreen Solutions, Inc.
27671 La Paz Road
Suite 100
Laguna Niguel, CA 92677

Dear Mr. Mitchell:

Congratulations, your firm has been approved for the Department of Energy's (DOE's) Qualified List of Energy Service Companies (ESCOs) through a process established in accordance with the Energy Policy Act of 1992. DOE's approval of your application is based on the accuracy of the submitted information and approval can be revoked if that information is determined to be inaccurate.

Firms selected for DOE's Qualified List are eligible to perform Energy Savings Performance Contracting (ESPC) at Federal agencies. Federal agencies are required to announce ESPC solicitations using SAM.gov Contract Opportunities (formerly FedBizOpps.gov, formerly the Commerce Business Daily). The SAM.gov Contract Opportunities announcements provide points of contact and instructions for obtaining solicitations. Please note that any firm may request an ESPC solicitation and respond with a proposal, but must become qualified before contract award.

Federal agencies may accept unsolicited proposals only from firms on the DOE Qualified List of ESCOs. When an agency wishes to consider an unsolicited proposal, it must acknowledge receipt of the proposal in SAM.gov Contract Opportunities and invite other firms on the Qualified List to submit competing proposals. 10 CFR Part 436—Federal Energy Management and Planning Programs, Subpart B—Methods and Procedures for Energy Savings Performance Contracting details the authority of an agency to accept unsolicited proposals, as well as other procedures and methods for ESPC contracts.

Your firm's qualification is for the 2024 calendar year. To remain on the Qualified List in future years, your firm must annually certify that information previously furnished has not changed, or resubmit updated statements of qualification. The DOE Federal Energy Management Program (FEMP) initiates this update each year with a recertification letter to all firms on the DOE Qualified List of ESCOs.

The DOE Qualified List is available on FEMP's website at: [DOE Qualified List of Energy Service Companies | Department of Energy](#). If you wish to make changes to your firm's listing, please contact Douglas Eisemann at Douglas.Eisemann@gdit.com or 571-454-1420.



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The FEMP staff appreciates your interest in this program and wishes you success in implementing ESPC projects at Federal facilities.

Sincerely,

Ira Birnbaum, Program Manager
DOE Qualified List of ESCOs
Federal Energy Management Program
Office of Energy Efficiency and Renewable Energy



Attachment E – EcoGreen Solutions Inc. Electrical Contractor State License (C-10)

STATE OF CALIFORNIA

CONTRACTORS STATE LICENSE BOARD

Pursuant to Chapter 9 of Division 3 of the Business and Professions Code
and the Rules and Regulations of the Contractors State License Board,
the Registrar of Contractors does hereby issue this license to:

ECOGREEN SOLUTIONS INC
License Number 1005974

to engage in the business or act in the capacity of a contractor in the following classifications:

C10 - ELECTRICAL

Witness my hand and seal this day,
July 30, 2015
Issued July 29, 2015

Eddie Lang, Jr.
Eddie Lang, Jr., Board Chair

This license is the property of the Registrar of Contractors,
is not transferable, and shall be returned to the Registrar
upon demand when suspended, revoked, or invalidated
for any reason. It becomes void if not renewed.

Cindi A. Christenson
Cindi A. Christenson, Registrar of Contractors

13L-24 (REV. 03/15)

AMERICAN REGISTER



Attachment F – Sample Performance Energy Contract “OBF Agreement”

PE/IGA Pricing Proposal

RFP

DESIGN-BUILD ENERGY SERVICES

Pursuant to and in compliance with your Notice Requesting Proposals and all other documents relating thereto, the undersigned respondent, having familiarized him/herself with the terms and conditions of the proposal documents, hereby proposes and agrees to perform the work to be done and to provide all labor and materials necessary to perform the work.

Name of Respondent: Camron McCoach

Preliminary Evaluation (PE)

If the respondent charges fees to perform a preliminary evaluation, please provide the price and indicate if it's waived if the City proceeds to the IGA.

\$ 0.00 Fees waived if the City proceeds to IGA? YES ☒ NO ☐

Investment Grade Audit (IGA):

Does the respondent require an IGA agreement to be entered into before a Guaranteed Savings Agreement scope of work, price and savings can be finalized?

YES ☐ NO ☒

If an IGA agreement is required, does it include exit fees and/or penalties in the event the City chooses to not implement some or all of the IGA findings?

YES ☐ NO ☒

If the City implements some or all of the IGA findings with the proposer, is the price of the IGA waived?

YES ☒ NO ☐

What is the respondent's price to complete an IGA?

\$ 5,000.00

Certification by proposer

I hereby certify that I am able to commit the firm to the proposal submitted.

Company: EcoGreen Solutions, Inc.

Name (printed): Camron McCoach

Title: Project & Logistics Director

Signature: [Signature] Date: 8/20/24



Attachment G – Sample Performance Energy Contract “OBF Agreement”



LOCAL AGENCY AND DISTRICT CUSTOMERS ON-BILL FINANCING LOAN AGREEMENT

The undersigned Local Agency or District¹ Customer (“**Customer**”) has contracted for the provision of energy efficiency/demand response equipment and services (the “**Work**”) which qualify for one or more of PG&E’s applicable rebate or incentive programs. Subject to the conditions (including the process for Adjustment and preconditions to funding) set forth below, Pacific Gas and Electric Company (“**PG&E**”) shall extend a loan (the “**Loan**”) to Customer in the amount of the loan balance (the “**Loan Balance**”) pursuant to the terms of this On-Bill Financing Loan Agreement (“**Loan Agreement**”) and PG&E’s rate schedules E-OBF and/or G-OBF, as applicable (the “**Schedule**”).

To request the Loan, Customer has submitted a completed On-Bill Financing Application and associated documentation as required by PG&E (the “**Application**”). Collectively the Application and this Loan Agreement (including any Adjustment hereunder) comprise the “**Agreement**”.

1. Customer shall arrange for its Contractor, as identified at the end of this Agreement (“**Contractor**”), to provide the Work as described in the Application.
2. The estimated Loan Balance is set forth below. The total cost of the Work as installed, rebate/incentive for qualifying energy efficiency measures, Loan Balance, monthly payment, and loan term specified in this Loan Agreement may be adjusted, if necessary, after the Work and the post-installation inspection described in the Application and/or herein are completed (the “**Adjustment**”). The Adjustment will be calculated using the actual total cost of the Work, as installed, and the estimated energy savings (as described in the Application) of such Work. In no event will the Loan Balance be increased without Customer’s written consent, even if Customer is eligible for such increased Loan Balance. Moreover, in no event will the Loan Balance exceed the maximum loan amount stipulated in the Application. Customer understands that in order to be eligible for the Loan, the initial Loan Balance for Work may not fall below the minimum loan amount, nor may the payback period exceed the maximum payback period. **Accordingly, if after the Adjustment, the Loan Balance falls below the minimum loan amount or if the simple payback period exceeds the program maximum payback period, each as described in the Application, PG&E shall have no obligation to extend the Loan, as the Work would not meet program requirements.** The Adjustment described in this paragraph will be communicated to the Customer in writing and will automatically become part of this Loan Agreement, except that any proposed increase in the Loan Balance will only become part of this Loan Agreement upon Customer’s written consent to such increase.
3. **PG&E shall have no liability in connection with, and makes no warranties, expressed or implied, regarding the Work.** The Parties acknowledge and agree that PG&E is only providing the Local Agency or District cited here with financing. The Customer has independently hired contractors (“**Local Agency or District Contractors**”) to perform the work on behalf of the Customer to qualify for financing. The Customer acknowledges and agrees that the Local Agency or District Contractors are not third party beneficiaries to this agreement between the Customer and PG&E. To the extent authorized by law and subject to appropriation of the Legislature, the Customer agrees that it will look only to Local Agency or District Contractors for any claims related to the installed equipment or its performance and that PG&E shall have no responsibility or liability, except for the payment of the loan proceeds, and the Customer shall indemnify PG&E for any claims made by the Local Agency or District Contractors against PG&E.
4. Customer represents and warrants that (a) Customer is receiving this Loan solely for Work obtained in connection with Customer’s business, and not for personal, family or household purposes; (b) Customer, if not an individual or a government agency, is duly organized, validly existing and in good standing under the laws of its state of formation, and has full power and authority to enter into this Agreement and to carry out the provisions of this Agreement. Customer is duly qualified and in good standing to do business in all jurisdictions where such qualification is required; (c) this Loan Agreement has been duly authorized by all necessary proceedings, has been duly executed and delivered by Customer and is a valid and legally binding agreement of Customer duly enforceable in accordance with its terms; (d) no consent, approval, authorization, order, registration or qualification of or with any court or regulatory authority or other governmental body having jurisdiction over Customer is required for, and the absence of which would adversely affect, the legal and valid execution and delivery of this Loan Agreement, and the performance of the transactions contemplated by this Loan Agreement; (e) the execution and delivery of this Loan Agreement by Customer hereunder and the compliance by Customer with all provisions of this Loan Agreement: (i) will not conflict with or violate any Applicable Law; and (ii) will not conflict with or result in a breach of or default under any of the terms or provisions of any loan agreement or other contract or agreement under which Customer is an obligor or by which its property is bound; and (f) all factual information furnished by Customer to PG&E in the Application and pursuant to this Agreement is true and accurate.
5. The Application must include the Federal Tax Identification Number or Social Security Number of the party who will be the recipient of the checks for the rebate/incentive or any Loan proceeds. Checks may be issued directly to the Customer or its designated Contractor or both, for the benefit of the Customer, as specified below. Customer acknowledges that PG&E will not be responsible for any tax liability imposed on the Customer or its contractor in connection with the transactions contemplated under the Agreement, whether by virtue of the Loan contemplated under the Agreement, or otherwise, and Customer shall indemnify PG&E for any tax liability imposed upon PG&E as a result of the transactions contemplated under the Agreement.

¹ Local Agency or District as defined in California Government Code §50001 and §58004.



6. Upon completion of the Work, Customer shall send a written confirmation of completion to PG&E's On-Bill Financing Program Administrator at the address listed in Section 15. Within 60 days after receiving the confirmation, PG&E (a) will conduct a post installation inspection and project verification, including review of invoices, receipts and other documents as required by PG&E to verify the correctness of any amounts claimed by Customer; and (b) will adjust, if necessary, the total cost, incentive, Loan Balance, monthly payment, and loan term as stated above. Customer shall give PG&E reasonable access to its premises and the Work. If the Work conforms to all requirements of the Agreement and all amounts claimed by Customer as Work costs are substantiated to PG&E's reasonable satisfaction, PG&E will issue a check ("**Check**") to Customer or Contractor (as designated by Customer in Section 15) for all amounts PG&E approves for payment in accordance with the Agreement. The date of such issuance is the "**Issuance Date**". If the Check is issued to Customer, Customer shall be responsible for paying any outstanding fees due to Contractor for the Work. If the Check is less than the amount due from Customer to Contractor, Customer shall be responsible for the excess due to the Contractor.
7. Customer shall repay the Loan Balance to PG&E as provided in this Loan Agreement irrespective of whether or when the Work is completed, or whether the Work is in any way defective or deficient, and whether or not the Work delivers energy efficiency savings to Customer.
8. The monthly payments will be included by PG&E on the Account's regular energy service bills, or by separate bill, in PG&E's discretion. Regardless whether the monthly payments are included in the regular utility bill or a separate loan installment bill, the following repayment terms will apply:
 - a. The Customer agrees to repay to PG&E the Loan Balance in the number of payments listed below and in equal installments (with the final installment adjusted to account for rounding), by the due date set forth in each PG&E utility bill or loan installment bill rendered in connection with Customer's account (identified by the number set forth below) ("**Account**"), commencing with the bill which has a due date falling at least 30 days after the Issuance Date.
 - b. If separate energy service bills and loan installment bills are provided, amounts due under this Loan Agreement as shown in the loan installment bill shall be deemed to be amounts due under each energy services bill to the Account, and a default under this Loan Agreement shall be treated as a default under the Account.
 - c. If the Customer is unable to make a full utility bill payment in a given month, payment arrangements may be made at PG&E's discretion.
 - d. Any partial bill payments received for a month will be applied in equal proportion to the energy charges and the loan obligation for that month, and the Customer may be considered in default of both the energy bill and the loan installment bill.
 - e. Further payment details are set forth below.
9. Any notice from PG&E to Customer regarding the Program or the transactions contemplated under the Loan Agreement may be provided within a PG&E utility bill or loan installment bill, and any such notices may also be provided to Customer at the address below or to the Customer's billing address of record in PG&E's customer billing system from time to time, and in each case shall be effective five (5) days after they have been mailed.
10. The Loan Balance shall not bear interest.
11. Customer may, without prepayment penalty, pay the entire outstanding loan balance in one lump sum payment provided the customer first notifies PG&E by telephoning the toll free phone number (1-800-468-4743), and by sending written notice to PG&E On-Bill Financing Program Administrator at the address listed below, in advance of making the lump sum payment. Accelerated payments that are received from Customer without PG&E's prior approval may, at PG&E's sole discretion, be applied proportionally to subsequent energy charges and Loan repayments and PG&E shall have no obligation to apply accelerated payments exclusively to reduction of the outstanding Loan.
12. The entire outstanding Loan Balance will become immediately due and payable, and shall be paid by Customer within 30 days if: (i) the Account is closed or terminated for any reason; (ii) Customer defaults under the Agreement; (iii) Customer sells the equipment forming part of the Work to any third party; or (iv) Customer becomes Insolvent. Customer becomes "Insolvent" if: (i) Customer is unable to pay its debts as they become due or otherwise becomes insolvent, makes a general assignment for the benefit of its creditors, or suffers or permits the appointment of a receiver for its business or assets or otherwise ceases to conduct business in the normal course; or (ii) any proceeding is commenced by or against Customer under any bankruptcy or insolvency law that is not dismissed or stayed within 45 days.
13. Customer understands that without limiting any other remedy available to PG&E against Contractor or Customer, **failure to repay the Loan Balance in accordance with the terms of the Agreement could result in shut-off of utility energy service, adverse credit reporting, and collection procedures, including, without limitation, legal action.**
14. If there is any conflict among the documents comprising the Agreement, the following order of priority shall apply: 1. this Loan Agreement; 2. the Application; 3. any documents attached to the Application.



15. LOCAL AGENCY OR DISTRICT REQUIREMENT

a. All Payment Obligations Subject to Appropriation

The Customer acknowledges that the cost incurred pursuant to this Loan Agreement will be part of the monthly bill for electric use. All payment obligations and the Work replacement obligations of the Customer under this Loan Agreement or any related agreement or application is subject to appropriation by the Legislative body belonging to Local Agency or District cited in this loan agreement.

b. No Lien or Encumbrance; Subordination:

(1) Notwithstanding any other provision in this Loan Agreement – , PG&E acknowledges that nothing in this Loan Agreement shall constitute a mortgage, charge, assignment, transfer, pledge, lien or encumbrance upon either the Work or any part of the buildings, structures or related facilities in which the Work is constructed, installed or situated (collectively, the "Related Facilities"). Accordingly, PG&E agrees it will not record or file any instrument that would indicate or imply it has a security interest in the Related Facilities, including but not limited to a UCC-1.

(2) In addition to the preceding paragraph (a), if this Loan Agreement were ever construed or deemed to create any such encumbrance, then: (i) this Loan Agreement shall be junior and subordinate and subject in all respects to the terms and conditions of any and all leases, and indentures related to lease revenue bonds issued by the Local Agency or District cited here or any other issuer of bonds on behalf of the Local Agency or District concerning the Related Facilities entered into in the past, the present or the future (the "Senior Security Documents"); and (ii) any term or condition of this Loan Agreement relating to any right, title or interest in the Related Facilities or other benefits derived there from shall be in all respects junior and subordinate to, and subject to the terms of, the Senior Security Documents.



16. Loan Particulars.

This table is to be completed by PG&E

Total Cost	Incentive	Customer Buy-Down (if applicable)	Loan Balance ¹	Monthly Payment	Term ² (months)	Number of Payments
\$	\$	\$	\$	\$		

Check Made Payable to Customer ☐ or Contractor ☐
[customer to select payment method. Note that only one check can be issued]

17. This agreement at all times shall be subject to such modifications as the California Public Utilities Commission may direct from time to time in the exercise of its jurisdiction.

Federal Tax ID or Social Security #, Customer	Federal Tax ID or Social Security #, Contractor

PG&E Account # / Service Agreement #

Account Name, Customer	Name, Contractor

Customer Address (For OBF Check Delivery)	Contractor Address (For OBF Check Delivery)

Name and Title of Authorized Representative of Customer	Name and Title of Authorized Representative of Contractor

Signature of Authorized Representative of Customer

Date

ACCEPTED: Pacific Gas and Electric Company

By	Date
PG&E On-Bill Financing Authorized Representative	

Address:
On-Bill Financing Program
Mail Code N6G
Pacific Gas and Electric Company
PO Box 770000
San Francisco, CA 94177-0001

¹ The Loan Balance shall not exceed two-hundred fifty thousand dollars (\$250,000), except where, in PG&E's sole opinion, the opportunity for uniquely large energy savings exist, in which case the Loan Balance may exceed two-hundred fifty thousand dollars (\$250,000) but shall not exceed four million dollars (\$4,000,000).

² The loan term in months will be established by PG&E at the time of the OBF Loan Agreement initiation. The maximum loan term shall be one hundred and twenty (120) months.



On-Bill Financing Program (OBF)
Loan Calculation Summary Sheet
Simple project payback per meter

Customer Name: _____

Project Number: _____

Calculations from: _____

(A) PROJECT COST FOR MEASURES	(B) REBATES or INCENTIVES	Customer Down Payment or Buy-Down	CUSTOMER TOTAL LOAN AMOUNT	(C) CUSTOMER AVERAGE RATE PER kWh	(D) CUSTOMER AVERAGE RATE PER Therm	(E) ESTIMATED ANNUAL ENERGY SAVINGS (kWh)	(F) ESTIMATED ANNUAL GAS SAVINGS (Therm)	ESTIMATED ANNUAL ENERGY COST SAVINGS	SIMPLE PAYBACK IN YEARS
\$	\$	\$	\$	\$	\$			\$	

PAYBACK IN MONTHS BASED ON EXPECTED ENERGY SAVINGS	LOAN TERM (MONTHS) (1 month added for bill neutrality)	CUSTOMER FIXED MONTHLY LOAN PAYMENT	ESTIMATED MONTHLY ENERGY COST SAVINGS
		\$	\$

(C) = (From utility bill) Total \$ amount (12-month) / Total kWh (same 12-month)
(D) = (From utility bill) Total \$ amount (12-month) / Total therm (same 12-month)



Attachment H – Response to Request for Proposal Question

Response to Request for Proposals (RFP) Questions #1

RFP FOR AN ENERGY/WATER RESOURCES AUDIT AND
IMPLEMENTATION OF ENERGY AND WATER RESOURCES
EFFICIENCY IMPROVEMENT PROJECTS

(Q) There is an entry on the Requirements for Submission section that asks to fill out the IGA Price proposal form. However, to give a better estimate of the price would you please inform me of the total square footage of the City's facilities to be audited? Also how necessary is this form for the total point evaluation?

(A) See pre-bid meeting presentation, located on the City website with the RFP, for approximate square footages of City facilities. Evaluators will review and factor in all information required for this RFP, as provided for in Section VII – Consultant Selection process of the RFP.

(Q) Considering that the DOE's requirements for accreditation and the requirements for NAESCO are essentially the same, would you consider forgoing this requirement for ...[the RFQ]?

(A) The first two bullets under Section III - Minimum Requirements are combined and amended as follows:

- **Current accreditation by the National Association of Energy Services Companies (NAESCO) OR Included on the U.S. Department of Energy's (DOE) Qualified List of Energy Service Companies**

All other minimum requirements in the RFP remain unchanged.

Chan Archibald

Consultants Signature

8/20/22

Date

I am authorized to sign on behalf of my organization and hereby acknowledge that the responses to comments and amendments were received and incorporated into the proposal submitted.

Note: This form must be signed, dated and included with the proposal for the proposal to be deemed complete.