



— MECHANICAL CONTRACTORS —
Solutions Group

Elevating Building Performance

Facility Improvements for:
Lopez Island School District

Agenda

- Introductions
 - Tom Foden – Northwest Account Manager
 - Scott Lewis – Business Development 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).
- 2,000+ employees.
- Certified as Native American Owned.
- Safest Contractor in the State of Washington for twelve consecutive years.
- Apollo has hundreds of millions of dollars in construction for the K-12 market.
- Highly experienced group with an unmatched focus on our customers.
- **Apollo Solutions Group has procured for our clients over \$80 million in grant funding in the past three grant rounds.**



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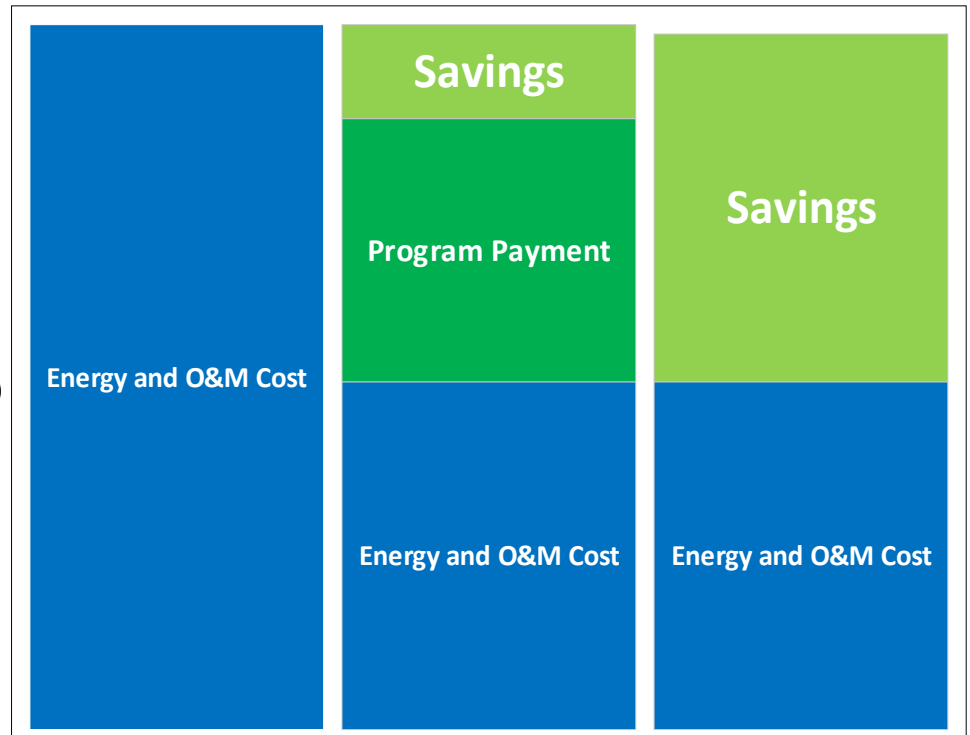
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How Do We Operate?

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

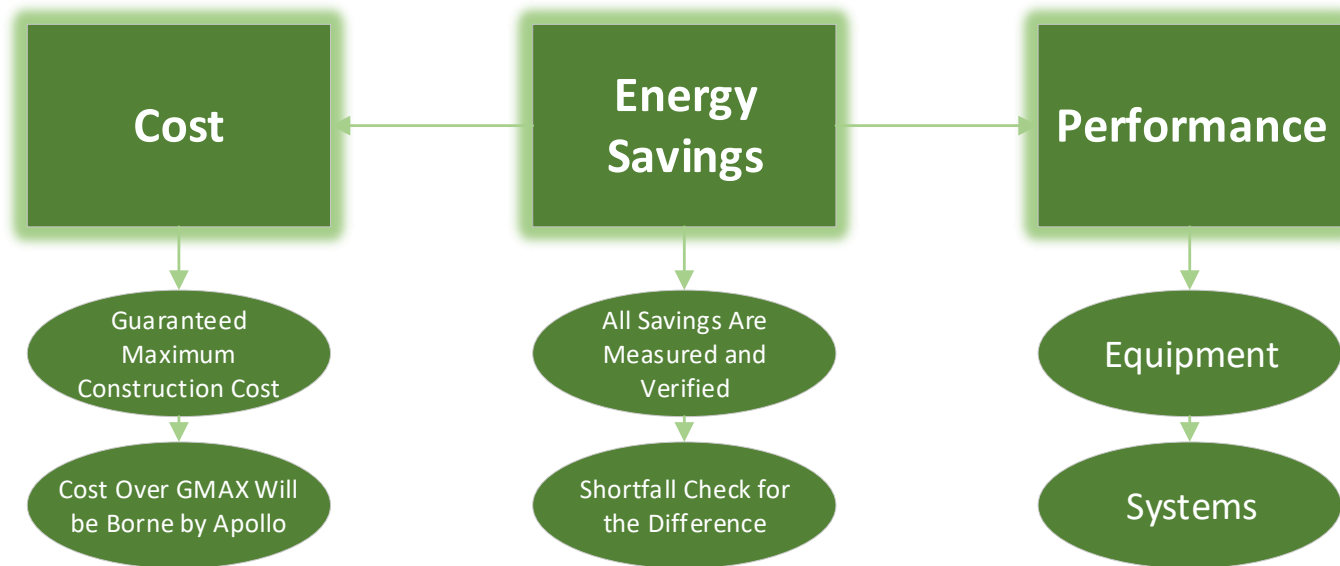
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Advantages of ESPC

- 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**

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Additional Funding Opportunities



Commerce
Grant Funding



OSPI Rural
Modernization



Other OSPI Grant
Opportunities



- Energy Grants
 - 50% project costs



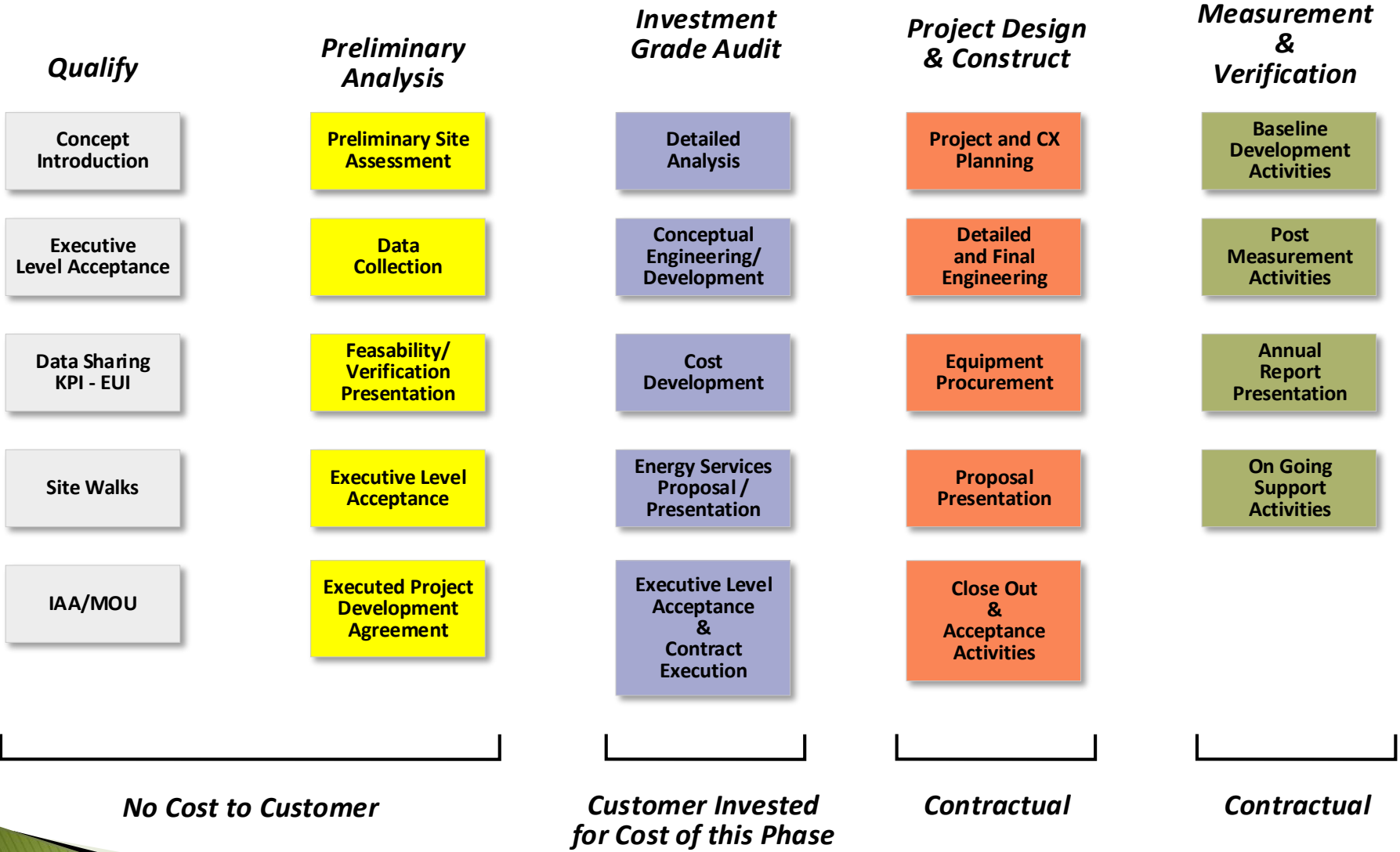
- \$6 Million Maximum
 - No District Match



- Urgent Repair
- ADA Compliance
- Healthy Kids



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.

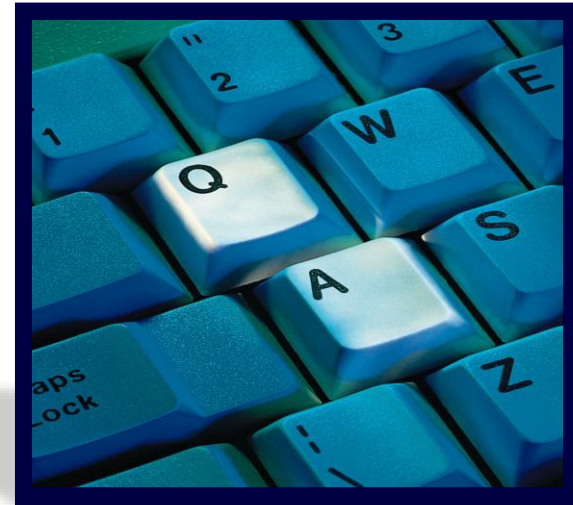
DES fees apply only if there is a project and /or the financial criteria are met.

Fees are rolled into the total cost of any project.



We Are Ready To Help!

- ***Apollo would love the opportunity to provide the best possible service and outcomes.***
 - Sign Interagency Agreement and Select ASG as your ESCO
 - Set up a meeting to review Goals and Objectives
 - Review last 3 years' worth of Energy Usage
 - Apollo to provide a preliminary assessment of potential FIMs
 - Feasibility Meeting (Review)
 - Rough Order Magnitude Costs
 - Base IGA Fee off of proposed FIM List
 - Executive Level Acceptance
 - Design/Construction



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