

# City of Placerville



## Business-driven solutions for water/energy efficiency and infrastructure upgrades

*When you make investments in your community, you have a greater ability to attract and retain both residents and businesses. As your community grows, your economy flourishes and you build a foundation for a stronger future.*

**September 2015**



# We create a city-wide strategy

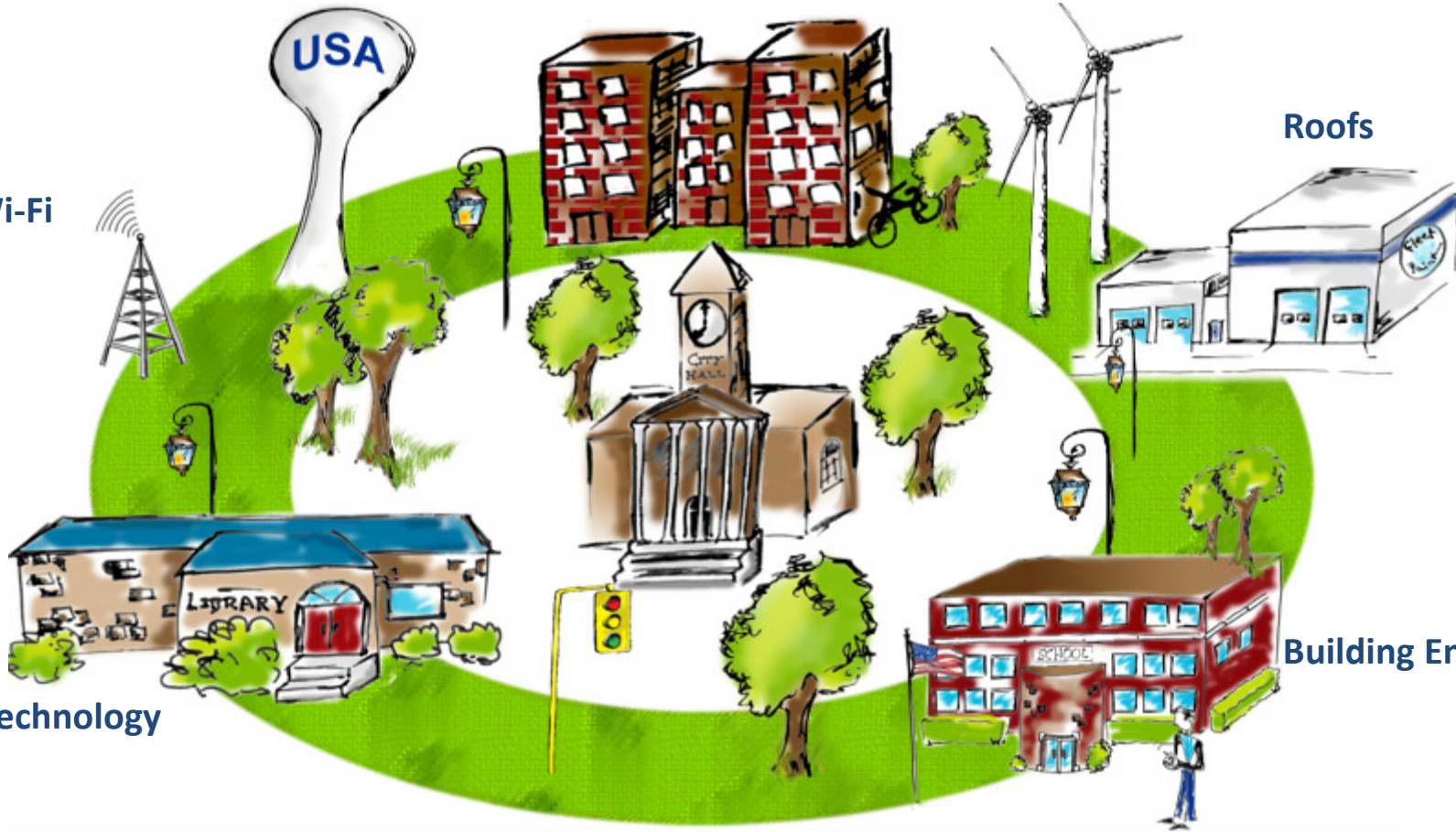
Water & Wastewater Treatment

HVAC

Renewable Energy

Roofs

Wi-Fi



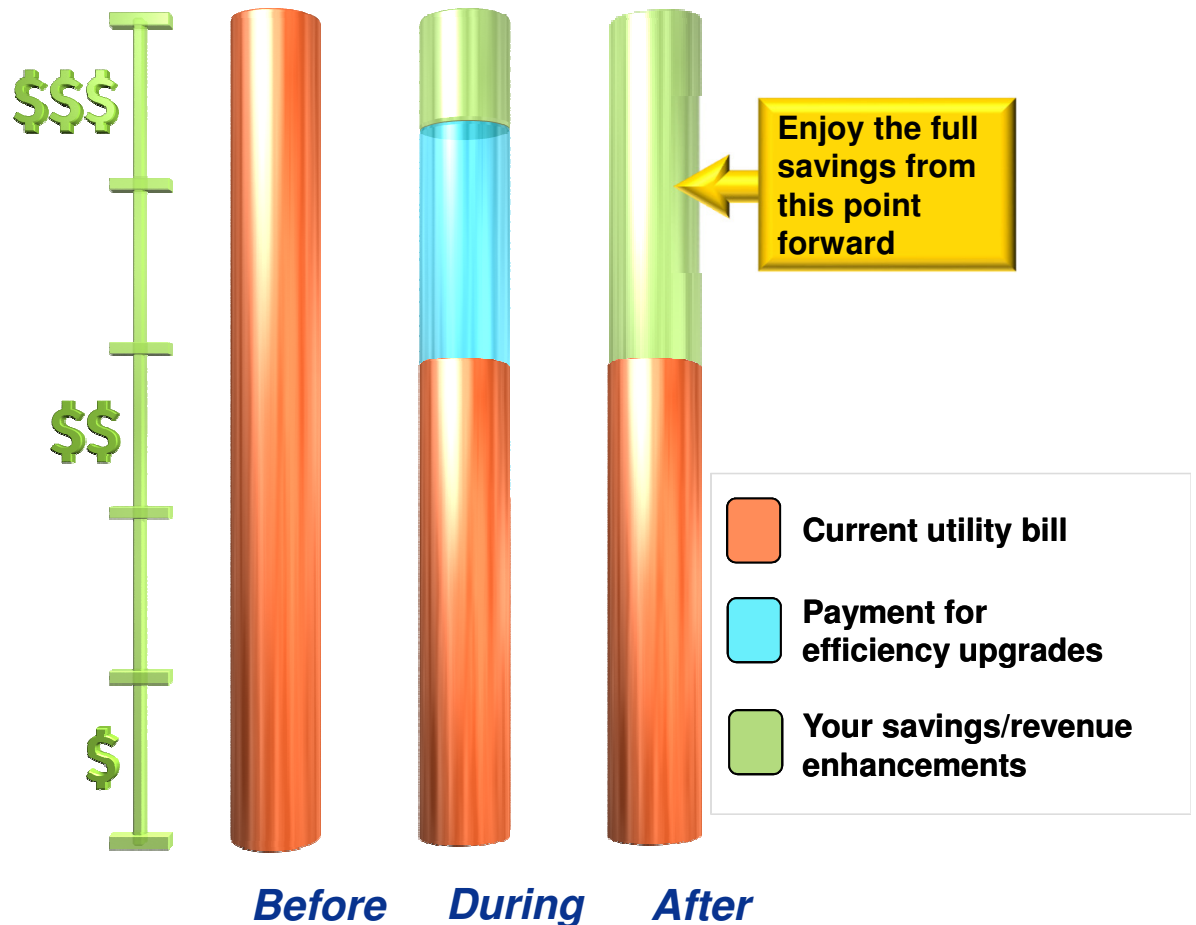
IT Technology

Building Envelope

Street Lighting

# A business-driven decision

- Performance contracting allows cities to pay for energy efficiency infrastructure upgrade projects in a **guaranteed budget-neutral** funded by savings.
- We take performance contracting beyond the budget-neutral to **enhance revenue** for the City, **positively impact the local economy**, **leveraging customized financial solutions**, and **minimizing risk** to the City.



# City priorities

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- Street improvements
- Water main leaks
- Protection of historical resources
- Economic Development



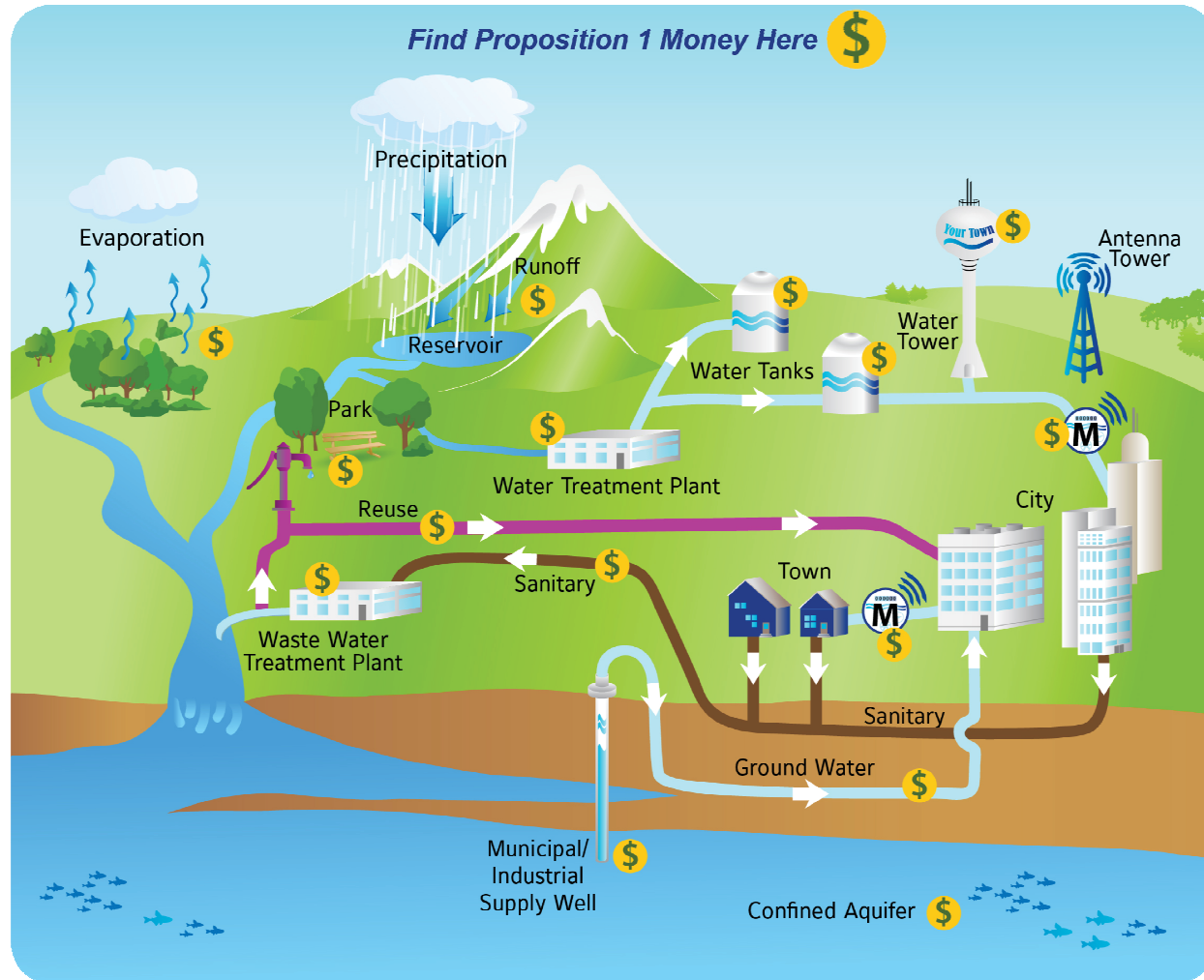
# Challenges and opportunities

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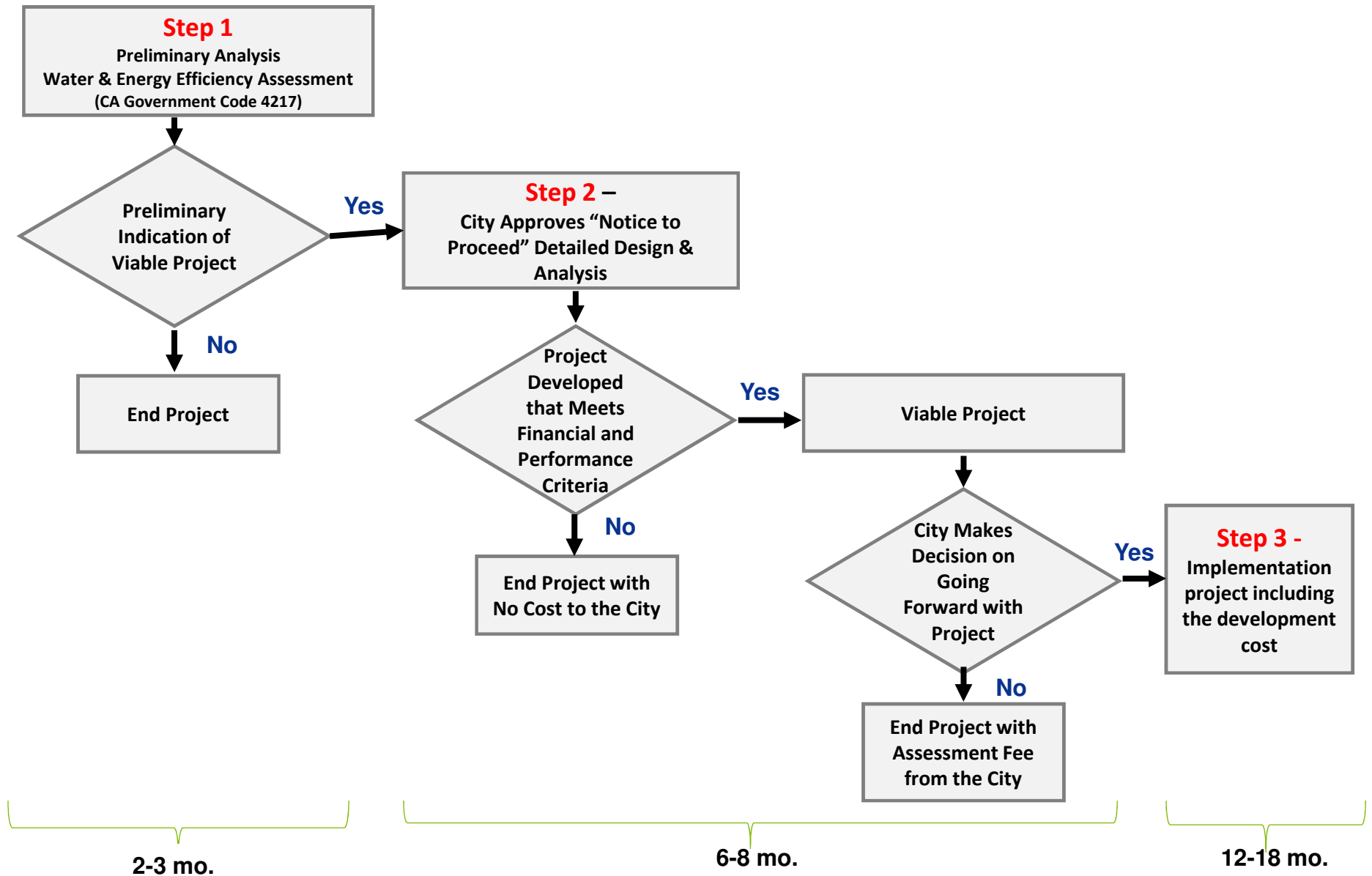
- Aging infrastructure
- Limited funding
- Water and Sewer leaks
- Backlog of maintenance
- Street improvements



# Proposition 1



# Process - Project Development Agreement



# Leveraging Funds

Scope of work	Funding sources	Ca Code 4217.10
<p>Roofs                      HVAC                      Street Lights                      PV - Solar                      Pumps                      Solar EV Stations                      Indoor/outdoor Lights                      Anaerobic Digester</p>	<p>CIP Budget \$18.7 M</p> <p>Prop 1 grants - \$7.65M</p> <p style="text-align: center;">+</p> <p>Incentives/rebates -                      \$89,000</p> <p style="text-align: center;">+</p> <p>Guarantee Savings -                      \$827,884/yr</p>	<ul style="list-style-type: none"> <li>• Allows LG to expedite Water and Energy Projects</li> <li>• <b>Budget-neutral</b> Funding infrastructure improvements with energy and O&amp;M savings</li> <li>• The cost of <b>Financing</b> or <b>design, construction</b>, and <b>O&amp;M</b> are <b>paid from savings</b></li> <li>• JCI Financial <b>Guarantees</b> of <b>energy</b> and <b>performance</b></li> </ul>
<div style="border: 1px solid gray; border-radius: 15px; padding: 10px;"> <p>Water Meter/AMI Upgrade                      Water Main Replacement                      Water Leak Detection                      Sewer Pipe Replacement                      Modified Anaerobic Digester                      Irrigation</p> </div>	<p><b>Available Funding:</b></p> <ul style="list-style-type: none"> <li>- SRF</li> <li>- CA Incentives/Rebates</li> <li>- Grants</li> <li>- Savings</li> <li>- Bond/Public Placement</li> <li>- Measure H</li> </ul>	

**Circled items are eligible for Prop. 1 grants**



# Benefits

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- Maximize efficiency and achieve deep retrofits
- Bundle short-term and long-term investments
- Maximize incentives
- Implement more work faster
- Standardize equipment
- Mitigate risk
- Address deferred maintenance
- Improve accountability
- Create local economic benefits
- Focus on lifecycle value
- **Guaranteed Performance and financial benefits**

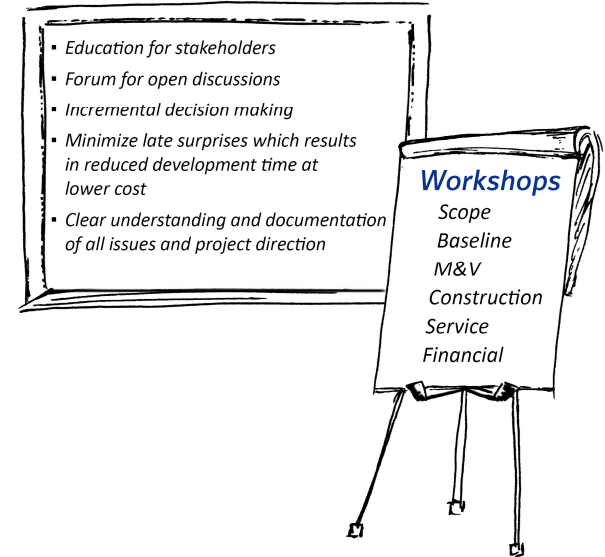


# Next steps

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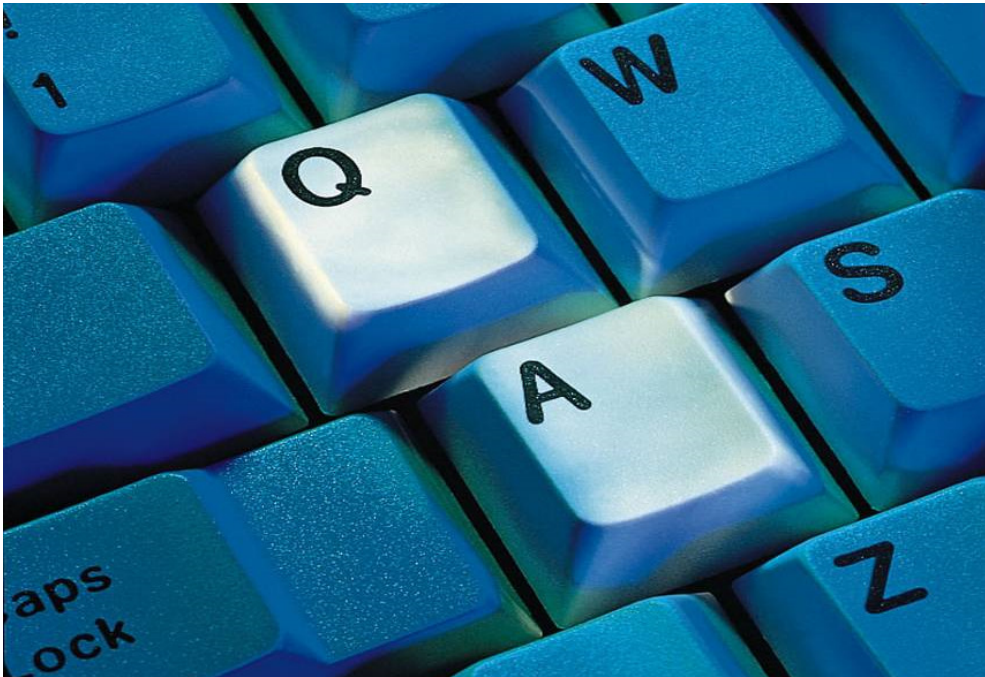
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|---|--------------|
| 1. Design/funding Workshop                | 9/10         |
| <b>2. City Council to Approves Step-2</b> | <b>10/13</b> |
| 3. JCI Executes Design                    | 10/15        |
| 4. City Council/Staff Workshop(s)         | tentative    |
| • Design Workshop                         | 12/8         |
| • Financial Workshop                      | 1/12         |
| <b>5. City Council Approves Step-3</b>    | <b>3/8</b>   |
| 6. JCI Executes Installation              | 4/15         |

## Customer Benefits from the Workshops



# Your Johnson Controls Contact

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# Why Johnson Controls – A full-service energy partner

- 30+ years in performance contracting
- 3,000+ performance contracting projects completed
- 681 active performance contracting agreements
- Over \$6.8B in active guarantees
- Specialty teams: water, wastewater, renewable energy, central plants, lighting, Demand Response, grants, and structured finance

