



Pacific Gas and Electric Company

On-Bill Financing for Energy Efficiency Upgrades



Zero-interest financing for business customers

Energy efficiency upgrades are a great way for businesses to lower their energy use and reduce monthly bills. PG&E can help you make facility improvements without high interest costs.

Program benefits for business customers:

- Financing from \$5,000 to \$100,000 of the project cost, after incentives
- Loan terms up to five years
- Zero interest
- No minimum credit requirements
- Loan repayment is based on projected energy savings

What is On-Bill Financing?

- The Energy Efficiency Retrofit Loan Program, also known as On-Bill Financing, helps eligible customers pay for energy efficiency retrofit projects with zero interest, zero penalty loans.
- The program works in conjunction with PG&E's energy efficiency rebate and incentive programs by eliminating up-front costs.
- After project completion, PG&E will lend the money for the retrofit, and the customer will pay the loan—interest free—through their monthly utility bills.

How much can businesses and agencies borrow?

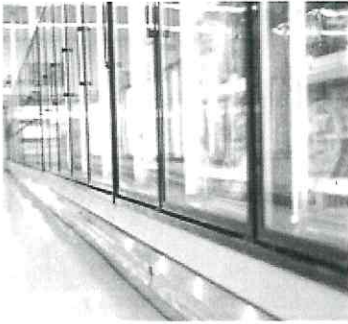
- Business customers may qualify for loans between \$5,000 and \$100,000 per service address, with loan periods of up to 60 months.
- Government agencies may qualify for loans between \$5,000 and \$250,000 per service address, with loan periods of up to 120 months.
- Loan funds must be used to purchase and install qualifying energy efficient equipment.

What kinds of projects are eligible?

Financing is available to fund many energy efficient technology upgrades, including LED lighting, refrigeration, HVAC, food service and LED streetlight projects. To qualify, a project's total cost savings must be sufficient to repay the loan within the maximum loan term limits, and the project must qualify for a rebate or incentive through a PG&E program.

Customers may install the equipment themselves or hire a contractor to perform the work. PG&E may need to inspect the site before the old equipment is removed and may perform another inspection upon project completion.





How is the loan term calculated?

To qualify for financing through the On-Bill Financing Program, a project's estimated energy savings must be sufficient to repay the loan during the maximum allowable payment term. The monthly payment is calculated based on estimated monthly energy savings.

For example:

Project cost	\$10,000
Energy efficiency rebates and/or incentives	(\$2,500)
Loan amount (remaining costs to be funded)	\$7,500
Estimated monthly energy savings from retrofit	\$300
Monthly loan installment billed on PG&E utility bill	\$300
Simple payback period (loan amount divided by monthly payment amount)	25 months

The loan terms for the customer in this example would be \$300 per month for 25 months.

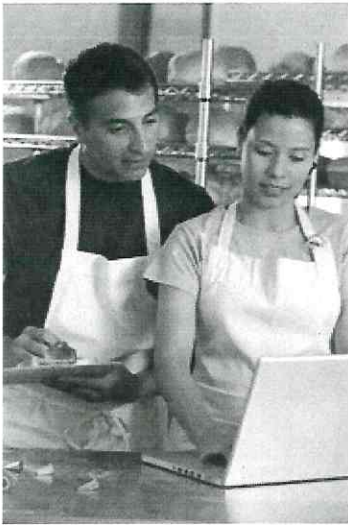
If a business customer closes a PG&E account before the loan term ends—for example if a business closes or moves to a new location—the business must pay off its loan balance when the final bill is settled.

Does your business or agency qualify?

Before beginning your retrofit project, contact PG&E to make sure your energy efficiency upgrades qualify for On-Bill Financing. To be eligible, customers must have a PG&E account that has been continuously active for the past 24 months and has been in good standing for the past 12 months. Business customers are also subject to a payment history screening.

Next Steps

To find out more information about the On-Bill Financing Program and to check your eligibility, contact your PG&E Account Manager through the Business Customer Service Center at 1-800-468-4743, or visit pge.com/obf.





\$0 Out-of-Pocket LED, HVAC, Pump Upgrades

We've helped 1000's of companies **save energy and cut costs** by converting their lighting to LED for **\$0 out of pocket** utilizing the utility companies' energy efficiency programs.

EcoGreen Solutions is an Energy Services company and Trade Professional & Authorized Agent with PGE, SCE, SDGE specializing in helping companies leverage the utility company programs and take advantage of all the rebates and incentives available.

Below are highlights of some of the benefits of the programs & converting to LED:

- Dramatically reduced energy bills with 60%-90% energy savings on lighting portion of your bill
- LED lights produce little to no heat (compared to other bulbs), so you will save on cooling costs/AC
- Eliminates high cost of light bulb replacement & maintenance
- Increased safety due to improved light levels & quality of light
- Enhanced value of your property and curbside appeal
- **No money out-of-pocket / Free Energy Survey & Demos**
- Several substantial tax incentives available for upgrading lights
- All paperwork taken care of by EcoGreen Solutions
- Helping to save the environment
- Separate funds than Prop 39 (schools/districts)

We can retrofit everything from large area lights and wall packs to individual screw-in lamps, troffers, etc... We have worked with dozens of cities, school districts, private schools, restaurants & hotel chains, medical facilities, resorts, apartment complexes, & large businesses throughout the State of California. We are currently working with the State of California to Retrofit every State Building and Park. Our Company is Fully Vetted with the California Dept. of General Services and Dept. Of Sustainability. The US Government is now using this program as we are retrofitting all US Post Offices. References available upon request.

PROPERTY MANAGEMENT AUTHORIZATION AGREEMENT

The Property Management Authorization agreement permits account holders who are property owners to specifically delegate certain rights to third parties who are agents for the property owner for the purposes of managing the property owner's PG&E account(s). The customer of record who is a property owner may permit his or her agent, such as a property manager, to receive information or transact business with PG&E on his or her behalf. The customer must specify what information the third party is entitled to receive, what if any act(s) the third party may transact on his/her behalf, and whether the authorization is being provided on a limited basis or on an indefinite basis. The customer of record may revoke or modify the designation of his or her agent for this purpose at any time by submitting a written request to PG&E.

Please complete and sign the attached form "Property Management Authorization Agreement" and mail to:

Pacific Gas & Electric Company
Property Manager Authorization Department
P.O. Box 24047
Fresno, CA 93706-2010

Fax to:
559-499-5100

Completed forms may be scanned and emailed to our centralized email box at:
businesscustomerhelp@pge.com

PROPERTY MANAGEMENT AUTHORIZATION AGREEMENT

I, _____ do hereby appoint
 [Name and Title of PG&E Customer of Record]

EcoGreen Solutions
 [Name and Title of Property Manager with Authority to Manage PG&E Accounts and Bills]

THE AUTHORITY TO MANAGE MY PG&E ACCOUNT(S) LISTED BELOW FOR THE FOLLOWING PERIOD OF TIME (check one box only. If no time period is specified, authorization will be for an indefinite period),

- Indefinite period, commencing from the date of execution, until PG&E is notified of cancellation
- Limited period commencing with the date of execution until 12/31/2025 (mm/dd/yr)

AND FOR THE FOLLOWING PURPOSE (check all applicable boxes).

- Receiving and paying my PG&E bills
- Receiving and accessing information about my PG&E bills, rates and services
- Making changes to my PG&E services (Start, stop and transfer service, rate changes, etc.)

PG&E ACCOUNTS COVERED BY THIS AGREEMENT: (check one box only)

- To authorize management of **ALL EXISTING AND FUTURE** accounts and service addresses please provide the Tax ID number or a reference account number _____.
- To authorize management of specific accounts only, please list all accounts covered below. [For more than three accounts, please list additional accounts on a separate sheet and attach it to this form]

- | | | |
|----|-----------------------|------------------------|
| 1. | SERVICE ADDRESS, CITY | SERVICE ACCOUNT NUMBER |
| 2. | SERVICE ADDRESS, CITY | SERVICE ACCOUNT NUMBER |
| 3. | SERVICE ADDRESS, CITY | SERVICE ACCOUNT NUMBER |

I hereby release, hold harmless, and indemnify PG&E from any liability, claims, demands, causes of action, damages, or expenses resulting from: 1) any release of information to my Agent pursuant to this Authorization; 2) the unauthorized use of this information by my Agent; and 3) from any actions taken by my Agent pursuant to this Authorization, including rate changes. I understand that I may cancel this authorization at any time by submitting a written request to PG&E.

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.

EXECUTED BY:

 (Signature of Customer of Record)

 (Date)

 (Print Name)

 (Telephone No.)

 (Title)



Financing Supplement to the Energy Efficiency Retrofit Program Application

The Energy Efficiency Retrofit Loan Program (the "Program") is funded by California utility customers and administered by Pacific Gas and Electric Company (PG&E) under the auspices of the California Public Utilities Commission (CPUC). The Program provides qualified PG&E customers with a means to finance energy-efficient (EE) retrofit projects implemented under select PG&E EE Programs (the "Qualified Program"). The loans issued under the Program are interest-free, unsecured loans to fully or partially reimburse qualified PG&E customers for the costs they incur in connection with a qualified retrofit project (the "Retrofit Project"), which term shall mean the energy efficiency retrofit project described in Customer's relevant Energy Efficiency Program Application.

Conditions for Eligibility: Participation in the Program is limited to PG&E customers that meet the following conditions and satisfy these conditions throughout the duration of the Retrofit Project up to and including the date of Final Verification (defined below in Section 8): (a) the PG&E customer must be a business ("Commercial Customer") or a federal, state, county or local government agency ("Government Customer"). Commercial Customers and Government Customers are collectively referred to as "Customer;" (b) Customer currently receives service from PG&E at the location of the Retrofit Project (the "Location"); (c) Customer has continually maintained an active PG&E account for the previous 24 months and has a minimum of 12 months of historical metered energy usage at Customer's current Location; (d) at the time the Customer's Program Application is Approved and Customer's Loan Agreement is executed, and at the time the loan is to be funded following completion of the Retrofit Project and satisfaction of all other requirements of the Loan Agreement, Customer must be in good credit standing, as determined by PG&E through credit review which may include a commercial credit check and a bill history review, which may be based upon the following and other criteria:

- No 24-hour disconnection notices in the last 12 months;
- No returned payments within the last 12 months;
- No more than 1 payment arrangement in the last 12 months;
- No broken payment arrangements within the last 12 months;
- No deposit assessed within the last 12 months; and
- The Retrofit Project qualifies and Customer is eligible for an incentive under the Qualified Program.

Loan Features: The loans offered under the Program are interest-free (0%) and free of any fees, late payment penalties or other charges. The loan terms and conditions are set to provide simple payback from energy savings during the maximum allowed loan term, and are calculated by dividing the loan amount (eligible project cost less Qualified Program Incentives) by the estimated monthly energy savings resulting from the Retrofit Project. The ensuing number of monthly payments must not exceed the Maximum Loan Term set forth in chart below ("Loan Amount and Term Limitations").

Eligibility: Prior to purchasing and installing any energy-efficient measures or equipment under the Qualified Program, Customer must satisfy the eligibility requirements of both the Program and Qualified Program. Because energy efficiency projects in progress are ineligible under the Program, Customer must have an inspection of the Retrofit Project and Location conducted and completed by PG&E before commencing any work or purchasing any equipment for the Retrofit Project.

Inspection: PG&E will assist Customers in understanding the energy efficiency measures available under the Qualified Program and will answer their questions concerning this Program. After Customer has decided upon the measures that comprise the Retrofit Project, PG&E will request an engineering review, perform an inspection of the Location, calculate the Loan Terms and prepare the Loan Documents. Thereafter, PG&E will provide Customer with a copy of the inspection report, a Loan Agreement, the Application, the applicable On-Bill Financing (OBF) Gas and/or Electric Rate Schedule and Loan Calculation Summary Sheet (collectively, the "Loan Documents").

Loan Documents: If the terms of the loan are acceptable, Customer shall execute the Loan Documents and return them to PG&E prior to the commencement of the Retrofit Project. Incomplete or incorrect applications cannot be processed and may result in the delay of PG&E's approval and possible disqualification from the Program. Customer may withdraw this Application for any reason without penalty by sending written notice to PG&E.

Customer's Responsibilities for Contractor and Vendor: Upon PG&E's notification to Customer that the Retrofit Project is eligible for the Program, Customer may begin the Retrofit Project pursuant to the contract agreed upon by Customer, its contractor or vendor. PG&E does not endorse or recommend any particular contractor or vendor nor does PG&E review any contractor or vendor proposals. Rather, Customer shall be solely responsible for reviewing the feasibility of the contractor's and vendor's proposal(s) and verifying their respective qualifications, pricing, energy savings, warranties and the terms and conditions of the contractor's and/or vendor's contract with Customer.

Loan Amount and Term Limitations

Interest	0%, with no additional fees or charges
Minimum Loan Amount	\$5,000
Maximum Loan Amount	Commercial Customer: \$100,000 / premises Government Customer: \$250,000 / meter
Maximum Loan Term, not to exceed the Expected Useful Life (EUL) of the measures	Commercial Customer: 60 months Government Customer: 120 months

*Residential customers are ineligible.

PG&E Disclaimers: CUSTOMER'S DESIGN OF THE RETROFIT PROJECT AND SELECTION AND USE OF ENERGY EFFICIENCY EQUIPMENT, MEASURES AND SELECTION OF CONTRACTORS AND VENDORS IS AT CUSTOMER'S SOLE DISCRETION AND AT CUSTOMER'S SOLE RISK. TO THE EXTENT PERMITTED BY APPLICABLE LAW, PG&E EXPRESSLY AND SPECIFICALLY DISCLAIMS ANY LIABILITY IN RESPECT OF ANY ADVICE, INFORMATION OR OTHER INSTRUCTION PROVIDED BY OR ON BEHALF OF PG&E TO CUSTOMER IN CONNECTION WITH THE QUALIFIED PROGRAM, PROGRAM OR RETROFIT PROJECT. PG&E DOES NOT WARRANT OR BEAR ANY RESPONSIBILITY FOR ANY OF THE FOLLOWING:

- a. THE WORK PERFORMED BY CUSTOMER'S CONTRACTOR(S) OR VENDOR(S), THAT THE RETROFIT PROJECT IS APPROPRIATE FOR THE LOCATION;
- b. THE RETROFIT WILL RESULT IN OR YIELD ANY ENERGY EFFICIENCY SAVINGS OR A SPECIFIC AMOUNT OF ENERGY EFFICIENCY SAVINGS OR OTHER REDUCTION IN CUSTOMER'S PG&E UTILITY BILL AFTER COMPLETION OF THE RETROFIT PROJECT;
- c. THE CONTRACTOR'S OR VENDOR'S SERVICES WILL BE TIMELY, COMPLETE OR ERROR-FREE, OR THAT DEFECTS IN THE RETROFIT PROJECT WILL BE CORRECTED BY SUCH INDIVIDUALS;
- d. ANY ERRORS, OMISSIONS, DEFECTS OR DELAYS IN THE DESIGN OR CONSTRUCTION OF THE RETROFIT PROJECT OR THE OPERATION OF ANY ENERGY EFFICIENCY MEASURES INSTALLED AT THE LOCATION.

Verification: Upon completion of the Retrofit Project, Customer shall request PG&E's post-completion inspection and final verification that the Retrofit Project has been completed in conformity with the requirements of the Qualified Program and that customer remains eligible (the "Final Verification").

- a. If there has been any change to the Retrofit Project's scope, cost and/or incentives available under the Qualified Program or energy savings, Customer will be required to enter into a Loan Modification Agreement with PG&E, which may include new contract terms reflecting the changes in the Retrofit Project. (If a Loan Modification Agreement is required, it shall be deemed part of the "Loan Documents.")

b. If the changes to the Retrofit Project are such that it no longer meets the Program's payback criteria or other conditions, the Retrofit Project will be considered ineligible, the Loan Agreement will be terminated and no loan proceeds will be disbursed.

c. IF PG&E DETERMINES, IN ITS ABSOLUTE DISCRETION, THAT CUSTOMER'S CREDIT HAS DETERIORATED OR HAS OTHERWISE PLACED CUSTOMER'S REPAYMENT OF THE LOAN AT RISK, THE LOAN PROCEEDS SHALL NOT BE ISSUED, EVEN THOUGH THE RETROFIT PROJECT MAY HAVE BEEN SATISFACTORILY COMPLETED AT CUSTOMER'S EXPENSE.

Disbursements: Subject to and following PG&E's satisfactory Final Verification, an incentive check and the loan proceeds will be issued to Customer or, at Customer's written direction, to Customer's contractor or vendor.

General Provisions:

- a. Applications for loans under the Program will be accepted from qualified Customers on a first-come, first-served basis until the funds allocated by PG&E for the Program are no longer available. The Program may be modified or terminated by the CPUC or PG&E at any time and without prior notice. However, termination of the Program following execution of a Loan Agreement by Customer will not affect that Loan Agreement, or, if Customer thereafter satisfies all Program conditions, the disbursement.
- b. The loan proceeds may only be used to pay or reimburse Customer for implementing or installing energy-efficient measures or equipment through the Qualified Program.
- c. If there is any conflict between the terms of any document relating to the Program, the Loan Documents shall control.
- d. For all retrofit projects, including but not limited to streetlight, HVAC and lighting retrofits, Customer acknowledges and understands that Customer is able to use the installation vendor or contractor of their choice.

I have read, understand and agree to all of the Energy Efficiency Retrofit Loan Program requirements and terms and conditions set forth in this Program description. I understand that loan calculations will be based on pre-inspection results and on the applicable program documentation, and that my agency/company must meet all eligibility criteria and requirements in order to participate in the Program. Any unapproved changes to project scope, costs or run hours, or to my agency's/company's creditworthiness, between the time the Loan Documents are accepted and signed and the Retrofit Project is completed and the project's and my agency's/company's continued eligibility are verified, could result in loan ineligibility.

Legal Name of Business (i.e., the formal name on your tax return) Authorized Representative's Printed Name

Authorized Representative's Signature Title Date

Tax identification information (select one):

Federal Tax ID Number: _____

Social Security Number: _____

FOR PG&E USE ONLY:

PG&E OBF Administrator Printed Name Date

Retrofit Program Application Number OBF Application Number



ENERGY AUDIT

Solano Co. Fair Assoc.

Solano Co Fair Assoc.
900 Fairgrounds Drive
Vallejo, CA 94589

EcoGreen Sales Rep: Jay Langner

Customer Contact: Stephen Hales

Title of Contact: CEO

Customer Phone: 707-551-2001

Customer Email: shales@scofair.org

Approx Building Size - SF

Energy Rate 0.21 KWH



In Reference to Quote # 600927

EXISTING				Suggested Replacements & Savings							
Existing Bulb	Watts/Fix	# of Fixtur	Operating Hours-Day / Yr	Location	Replacement Bulb	Watts/Fix	# of Fixtures	Watts/bulbs Saved	Usage Saved	KWh Saved	Annual Savings
Highbays	290 w	128	5 5 / 1304	McCormack 1 Bulb clear 1 bulb frosted	LED Round Highbay	198.5 w	63	24034.5 w	65.8%	31,331	\$8,579.44
AL-POLE	458 w	2	10 7 / 3650	McCormack REAR PARKING Next to Freeway	LED Area Light	120 w	2	676 w	73.8%	2,467	\$518.15
AL-POLE	458 w	1	10 7 / 3650	McCormack REAR PARKING Next to Freeway	LED Area Light	120 w	1	338 w	73.8%	1,234	\$259.08
AL-POLE	458 w	1	10 7 / 3650	McCormack Rear Parking next to Freeway	LED Area Light	120 w	1	338 w	73.8%	1,234	\$259.08
Flood-WP	458 w	1	10 7 / 3650	McCormack REAR OF BUILDING FREEWAY SIDE	LED Area Light w/ Trucon Bracket	120 w	1	338 w	73.8%	1,234	\$259.08
Flood-WP	458 w	1	10 7 / 3650	McCormack FRONT ENTRY	LED Area Light w/ Trucon Bracket	120 w	1	338 w	73.8%	1,234	\$259.08
High Bay-susp CPY	458 w	25	4 5 / 1043	EXPOSITION HALL	LED Round Highbay	149.3 w	25	7717.5 w	67.4%	8,048	\$1,600.13
Flood-WP	295 w	1	10 7 / 3650	Exposition Hall OVER SIDE ROLL UP DOOR	LED Area Light	82.9 w	1	212.1 w	71.9%	774	\$162.57
Flood-WP	295 w	3	10 7 / 3650	McCormack MAIN ENTRY SIDE	LED Area Light	82.9 w	3	836.3 w	71.9%	2,322	\$487.72
Flood-WP	295 w	1	10 7 / 3650	McCormack REAR OF BUILDING FREEWAY SIDE	LED Area Light	82.9 w	1	212.1 w	71.9%	774	\$162.57
WP	215 w	1	10 7 / 3650	Exposition Hall left SIDE FRONT OVER BLUE DOOR	LED Walpack	40 w	1	175 w	81.4%	639	\$134.14
CANS	190 w	8	10 7 / 3650	Exposition Hall FRONT ENTRY	LED 8" Can Downlight 120-277v	15 w	8	1400 w	92.1%	5,110	\$1,073.10
CANS	190 w	14	10 7 / 3650	McCormack Side Ent by School & opp. Side 2 sides	LED 8" Can Downlight 120-277v	15 w	14	2450 w	92.1%	8,943	\$1,877.93
WP	190 w	2	4 5 / 1043	Restroom in Between McCormack Hall & Race Place	LED Walpack	40 w	2	300 w	78.9%	313	\$65.70
WP	190 w	3	10 7 / 3650	McCormack REAR OF BUILDING FREEWAY SIDE	LED Walpack	40 w	3	450 w	78.9%	1,643	\$344.93
WPS	190 w	8	11 7 / 4015	Race Place FRONT & 2 SIDES OF BUILDING	LED Walpack	40 w	8	1200 w	78.9%	4,818	\$1,011.78
Wall Packs w2	75 w	4	8 7 / 2920	Race Place FRONT & 2 SIDES OF BUILDING	LED PAR38	14.4 w	4	242.4 w	80.8%	708	\$148.64
FLOOD 16-17 same	300 w	1	5 5 / 1304	Sheep Barn End of Structure	Skip	300 w	1	w			
FLOOD-INC w2	200 w	1	11 7 / 4015	McCormack 1 Bulb clear 1 bulb frosted	Skip	200 w	1	w			
Flood	465 w	3	11 7 / 4015	LEFT SIDE OF TICKETING GATE #10	LED Area Light w/ Slip Fitter	120 w	3	1035 w	74.2%	4,156	\$872.66
FLOOD	465 w	1	5 5 / 1304	EACH SIDE OF TICKETING GATE #10	LED Area Light w/ Trucon Bracket	120 w	1	345 w	74.2%	450	\$94.44
Flood-TELE POLE	465 w	25	11 7 / 4015	ARENA MAIN GROUNDSTANDS	LED Area Light w/ Trucon Bracket	120 w	25	8625 w	74.2%	34,629	\$7,272.17
AL-TELE POLE	1100 w	12	11 7 / 4015	Parking Lots off Main Entry Fairgrounds Dr	LED Area Light	267.7 w	12	9867.6 w	75.7%	40,100	\$8,421.05
AL-TELE POLE	1100 w	24	11 7 / 4015	PREFERRED PARKING LOT R Side Entry off Fairgrounds Dr	LED Area Light	267.7 w	24	19975.2 w	75.7%	80,200	\$16,842.09
FLOOD	1100 w	7	5 5 / 1304	PREFERRED PARKING LOT Left Side	LED Area Light	267.7 w	7	5828.1 w	75.7%	7,595	\$1,594.89
TELEPHONE POLE	1100 w	2	5 5 / 1304	ARENA MAIN GROUNDSTANDS	LED Area Light	267.7 w	2	1664.6 w	75.7%	2,170	\$455.65
Flood-WP	300 w	1	8 7 / 2920	ARENA MAIN GROUNDSTANDS	LED Flood	47.94 w	1	252.06 w	84.0%	738	\$154.56
4' LINEARS W/3 T8	89 w	4	4 5 / 1043	Sheep Barn Left End	4' T8 LED Tube (Ballast Factored in Wattage)	14 w	12	188 w	52.8%	1,099	\$228.17
4' LINEARS W/3 T8	89 w	15	5 5 / 1304	Race Place BOX W/ MULTIPLE 4' LINEARS	LED 4' Linear Fixture	33.3 w	15	835.5 w	62.6%	1,089	\$228.17
2x4 W/2 T12	59 w	2	4 5 / 1043	MCCORMACK KITCHEN	LED Troffer 2x4	22.8 w	2	72.4 w	61.4%	76	\$15.86
2x4 W/2 T12	59 w	2	4 5 / 1043	Race Place BREAKROOM BEHIND COUNTERS	LED Troffer 2x4	22.8 w	2	72.4 w	61.4%	76	\$15.86
2x4 W/2 T12	59 w	2	4 5 / 1043	Race Place ROOM NEXT TO BREAK ROOM	LED Troffer 2x4	22.8 w	2	72.4 w	61.4%	76	\$15.86
4' LINEAR W/2 T8	59 w	1	4 5 / 1043	Race Place 2ND ROOM NEXT TO BREAK ROOM	LED 4' Linear Fixture	16.23 w	1	42.77 w	72.5%	45	\$9.37
4' LINEAR W/2 T8	59 w	1	4 5 / 1043	Race Place BOX OFFICE TICKETING AREA IN FRONT	LED 4' Linear Fixture	16.23 w	1	42.77 w	72.5%	45	\$9.37
4' LINEARS W/2 T12	59 w	6	11 7 / 4015	Race Place Hallway left of front entry to exit Doors	LED 4' Linear Fixture	16.23 w	6	256.62 w	72.5%	1,030	\$216.37
4' LINEARS W/2 T12	59 w	2	5 5 / 1304	Main Entrances Gates at Ticket Booths	LED 4' Linear Vapor Tight Fixture	16.7 w	2	84.6 w	71.7%	110	\$23.16
4' LINEARS W/2 T12	59 w	5	5 5 / 1304	Small Grandstands On each side of main Grandstands	LED 4' Linear Vapor Tight Fixture	16.7 w	5	211.5 w	71.7%	276	\$57.60
4' LINEARS W/2 T12	59 w	8	5 5 / 1304	ARENA MAIN GROUNDSTANDS	LED 4' Linear Fixture	16.23 w	8	342.16 w	72.5%	446	\$93.67
4' LINEARS W/2 T8	59 w	3	4 5 / 1043	McCORMACK STORAGE BEHIND KITCHEN	LED Troffer 1x4	31 w	3	84 w	47.5%	88	\$18.40
4' LINEARS W/2 T8	59 w	6	4 5 / 1043	Race Place WOMAN'S RESTROOM	LED Troffer 1x4	31 w	6	168 w	47.5%	175	\$36.78
4' LINEARS W/2 T8	59 w	2	4 5 / 1043	Race Place BAR AREA SANDWICHES	LED 4' Linear Fixture	16.23 w	2	85.54 w	72.5%	89	\$18.73
4' LINEARS W/2 T8	59 w	2	4 5 / 1043	Restroom in Between McCormack Hall & Race Place	LED 4' Linear Fixture	16.23 w	2	85.54 w	72.5%	89	\$18.73
4' LINEARS W/2 T8	59 w	3	4 5 / 1043	Restroom in Between McCormack Hall & Race Place	LED Troffer 1x4	31 w	3	84 w	47.5%	88	\$18.40
4' LINEARS W/2 T8	59 w	40	4 5 / 1043	Race Place MENS RESTROOM	LED 4' Linear Fixture	16.23 w	40	1710.8 w	72.5%	1,784	\$374.67
4' LINEARS W/2 T8	59 w	3	10 7 / 3650	N FLOOR W/ TVS TABLES & CHAIRS NOTE: 4 are emergency fixt	LED 4' Linear Vapor Tight Fixture	16.7 w	3	129.9 w	71.7%	463	\$97.27
4' LINEARS W/2 T8	59 w	3	5 5 / 1304	McCormack FRONT ENTRY	LED 4' Linear Fixture	16.23 w	3	128.31 w	72.5%	167	\$35.12
4' LINEARS W/2 T8	59 w	3	5 5 / 1304	McCormack MENS RESTROOM	LED 4' Linear Fixture	16.23 w	3	128.31 w	72.5%	167	\$35.12
4' LINEARS W/2 T8	59 w	5	4 5 / 1043	McCormack WOMEN'S RESTROOM	LED 4' Linear Fixture	16.23 w	5	140 w	47.5%	148	\$30.88
4' LINEARS W/2 T8	59 w	3	4 5 / 1043	Race Place inside Counters & BETTING AREA	LED Troffer 1x4	31 w	3	128.31 w	72.5%	134	\$28.10
4' LINEARS W/2 T8	59 w	3	4 5 / 1043	Exp. Hall MENS RESTROOM	LED 4' Linear Fixture	16.23 w	3	128.31 w	72.5%	134	\$28.10
4' LINEARS W/2 T8	59 w	3	4 5 / 1043	Exp. Hall ENTRY DOORS FRONT HALLWAYS	LED 4' Linear Fixture	16.23 w	3	128.31 w	72.5%	134	\$28.10
4' LINEARS W/2 T8	59 w	1	4 5 / 1043	Exp. Hall KITCHEN SERVING AREA	LED 4' Linear Fixture	16.23 w	1	42.77 w	72.5%	45	\$9.37
4' LINEARS W/2 T8	59 w	2	4 5 / 1043	Exp. Hall STORAGE + RESTROOM	LED 4' Linear Fixture	16.23 w	2	85.54 w	72.5%	89	\$18.73
4' LINEARS W/2 T8	59 w	3	4 5 / 1043	Race Place CENTER OF BUILDING UNDER TVS	LED 4' Linear Fixture	16.23 w	3	128.31 w	72.5%	134	\$28.10
4' LINEAR W/1 T8	32 w	1	5 5 / 1304	Exp. Hall WOMEN'S RESTROOM	LED 4' Linear Fixture	16.23 w	1	15.77 w	49.3%	21	\$4.32
8' LINEARS W/1 T8	32 w	72	2 2 / 209	McCormack MENS RESTROOM	Skip	32 w	72	w			
4' LINEARS W/2 T8	59 w	4	4 5 / 1043	Sheep Barn Daisy Chained	LED 4' Linear Fixture	16.23 w	4	171.08 w	72.5%	178	\$37.47
Totals		488	120189			w	433	94559.38 w	74.7%	250,448	\$52,564.13

ENERGY AUDIT

Solano Co. Fair Assoc.

Solano Co Fair Assoc.
900 Fairgrounds Drive
Vallejo, CA 94589

Customer# 9272602864-7_SA# 9.27260217056103f

EcoGreen Sales Rep: Jay Langner

Customer Contact: Stephen Hales

Title of Contact: CEO

Customer Phone: 707-551-2001

Customer Email: shales@scfair.org

Approx Building Size - SF
Energy Rate 0.21 KWh



In Reference to Quote # 600927

EXISTING				Suggested Replacements & Savings							
Existing Bulb	Watts/Fi x	# of Fixtur	Operating Hours-Day / Yr	Location	Replacement Bulb	Watts/Fix	# of Fixtures	Watts/bulbs Saved	Usage Saved	KWh Saved	Annual Savings
94,559	Watts Saved										
Total Project Cost After Rebate					\$256,307.65						Approximate Energy Savings Per Month
250,448	Annual KWh Saved										\$4,382.84
30.3	Avg Annual Res Powered by Savings										Energy Savings Per Year
186	Annual CO2 Savings (MT)										\$52,594.13
74.7%	Average Electrical Savings										**Total Savings Over 5 Years
20.5%	ROI During Payback										\$355,529.04
4.87	Payback Period Yrs - Out of Pocket - No Rebates/Program										**Total Savings After 10 Years
3.98	Payback Period Yrs W/ Rebates & Yearly Bulb Replacement Savings										\$811,334.52
4.87	Payback Period Yrs W/ Rebates & Federal Tax Savings										Estimated Energy Rebate
3.98	Payback Period Yrs Fully Comprehensive*										\$0.00
				IRS Tax Deduction 179D Available							
				***Estimated Federal Tax Savings							
				Btu Savings Per Month							
				20,666,751,343							
				Bulb Replacement Savings Per Year							
				\$11,810.20							
				Bulb Replacement Savings Per Avg. Est. Life of LED							
				\$666,466.22							
				*Loan Payment							
				\$4,382.84							
				NOTE: Attached calculations do not include depreciation deduction for project cost.							
				*Payment is based on a 4.87 year loan at 0% interest OAC, actual may vary.							
				** Reflects 6% per year cost of energy increase + Bulb Replacement							
				*** Based on IRS 179D Deduction @ 35% federal tax rate							
				****Payback Period Yrs = (Total Project Cost - Rebate) / Estimated Savings per Year							
				*Payback Period Yrs = (Total Project Cost - Rebate - Tax Deduction - Tax Savings) / (Estimated Savings Per Year + Bulb Replacement Savings Per Yr)							

Potential Write-Off Amount			
	Capital	Interest	Total
Year 1	51,262	0	51,262
Year 2	51,262	0	51,262
Year 3	51,262	0	51,262
Year 4	51,262	0	51,262
Year 5	51,262	#NUM!	#NUM!
Totals	\$256,307.65	#NUM!	#NUM!