

# PATH™



RFQ - Arkansas Energy  
Performance Contracting  
Program

Arkansas Department of  
Environmental Quality -  
Arkansas Energy Office  
ATTN: Chet Howland  
5301 North Shore Drive  
North Little Rock, AR 72118

July 2022



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## 1. Executive Summary

Submit an Executive Summary providing a brief overview of your company's proposal to be accepted as a pre-qualified ESCO in the AEPC Program:

Founded in 2017, PATH Company has developed a reputation for serving as an elite partner to cities, counties, and school systems as they aim to address various energy-related projects across their facilities. Our work thus far has been focused in the states of Tennessee and Mississippi with the long-term vision to expand into our surrounding areas. This RFQ response serves as our official application to expand operations into the State of Arkansas where we believe PATH can serve as this same type of partner to various entities throughout the State.

1. Summarize your firm's commitment to comply with the policies, procedures and rules as outlined in the AEPC Program Rules Manual. (If changes are made to the manual, AEO will articulate those changes to all pre-qualified providers and require a receipt that they have been received.)

PATH has reviewed the AEPC Program Rules Manual and confirms our commitment to comply with the policies, procedures and rules therein.

2. Summarize how your firm meets the minimum qualifications, stated in Part 1, Section 5.

*To be considered as a pre-qualified ESCO for the AEPC Program, a company must demonstrate in the proposal that it can competently provide the services required of ESCOs as outlined in the AEPC Manual.*

*The firm must also demonstrate that it meets the following qualifications, as specified in the Guaranteed Energy Cost Savings Act, A.C.A. § 19-11-1201:*

*"Qualified provider" means a person or business, including all subcontractors and employees of that person or business and third-party financing companies, that:*

- (A) Is properly licensed in the State of Arkansas;*
- (B) Has been reviewed and certified by the Arkansas Energy Office as a qualified provider under this subchapter;*
- (C) Is experienced in the design, implementation, measurement, verification, and installation of energy cost savings measures;*
- (D) Has at least five (5) years of experience in the analysis, design, implementation, installation, measurement, and verification of energy efficiency and facility improvements;*
- (E) Has the ability to arrange or provide the necessary financing to support a guaranteed energy cost savings contract; and*
- (F) Has the ability to perform under a contract that requires the person or business to guarantee the work performed by one (1) or more subcontractors;*

In direct response to the minimum requirements listed above, PATH submits the following as evidence of satisfaction of each item:

- A) PATH currently holds License No. 0427400623 (ID #51357) from the State of Arkansas Commercial Contractors Licensing Board.
- B) This submission represents PATH's desire to satisfy this requirement.



- C) PATH's core competencies reside in the areas of design, implementation, measurement, verification, and installation of energy cost savings measures. While our projects often include additional components, these critical elements remain at the foundation of who PATH is and the types of projects we implement. Our portfolio of projects (referenced later in Section 9: Project History) serve as additional evidence of our proven track record in these areas.
- D) Since our founding in 2017, PATH has been working inside of the areas of analysis, design, implementation, installation, measurement, and verification of energy efficiency and facility improvements.
- E) PATH's ability to arrange and provide the necessary financing to support a guaranteed energy cost savings contract is critical to the projects we implement and the customers we serve. Our history of helping our customers successfully navigate the financing decisions required to maximize the value of these projects is testament of our commitment to serve as their full-service partner. PATH has experience and expertise across a number of financing structures and stands ready to support the needs of our customers regardless of their ability to obtain financing on their own.
- F) While PATH bolsters a growing set of in-house capabilities related to our projects, our ability to work alongside our list of subcontractors while guaranteeing the work that is performed is an essential component of our projects. PATH's history of successfully achieving and guaranteeing the savings our projects are designed to deliver points to our ability manage and perform under these types of contract structures.

3. Summarize how your firm's expertise and approach will enhance the effectiveness and reputation of the AEPC Program.

PATH was born out of the recognition that improvements existed within performance contracting outside of the core offerings of some of the larger, Fortune-500 companies that have traditionally offered this service. A large portion of our personnel have experience working at these other firms and have seen first-hand the inefficiencies that inherently exist at these massive institutions. As such, PATH is able to offer top-of-the-line technical expertise without the substantial overhead and ever-growing profit margins required by some of our publicly-traded competitors. Additionally, PATH was formed under the core mission of serving those entities traditionally overlooked by these larger companies. As such, PATH will bring the effectiveness of the AEPC Program to areas previously unserved and will aim to bolster the reputation of the program by offering these services at a more favorable and affordable price point.

4. State your permission for AEO to share your SOQ publicly (online, electronically, print) and acknowledge that your SOQ may be used by public entities to help select which ESCOs to interview for EPC projects.

PATH grants the AEO permission to share the redacted version of our SOQ publicly (online, electronically, print) and acknowledge that the redacted version of our SOQ may be used by public entities to help select which ESCOs to interview for EPC projects.



## 2. Company Overview

### 2a. History and Focus of PATH

Describe the history and focus of the company, including:

- a. Structure and evolution of the firm;
- b. Number of years in energy-efficiency related business; and
- c. Number of public energy-efficiency projects completed by your firm or key members of your firm over the past five years: number under \$1 million in project cost; number over \$1 million in project cost.

PATH Company was formed in 2017 and is based in Jackson, MS with offices located there as well as in Memphis, TN and Nashville, TN. Our team is constructed of personnel with backgrounds ranging from all areas of engineering and construction to politics, legal, and finance. This wide variety of backgrounds and experiences offers our customers an unparalleled skillset and is a key differentiator from which our customers find added value. While PATH has a large amount of experience implementing energy-efficiency projects in the physical building space, a particularly unique niche in which we've developed a market-leading reputation is that of developing and installing city-wide streetlight conversion projects. Over the past five years, PATH has completed [REDACTED] projects with [REDACTED] of them falling under \$1M in project cost and [REDACTED] of them falling above \$1M in project costs.

### 2b. Industry Accreditations and Memberships

Provide information on any accreditations and/or memberships in any industry organizations (e.g. Arkansas Advanced Energy Association (AAEA), Energy Services Coalition (ESC), National Association of Energy Services Companies (NAESCO)).

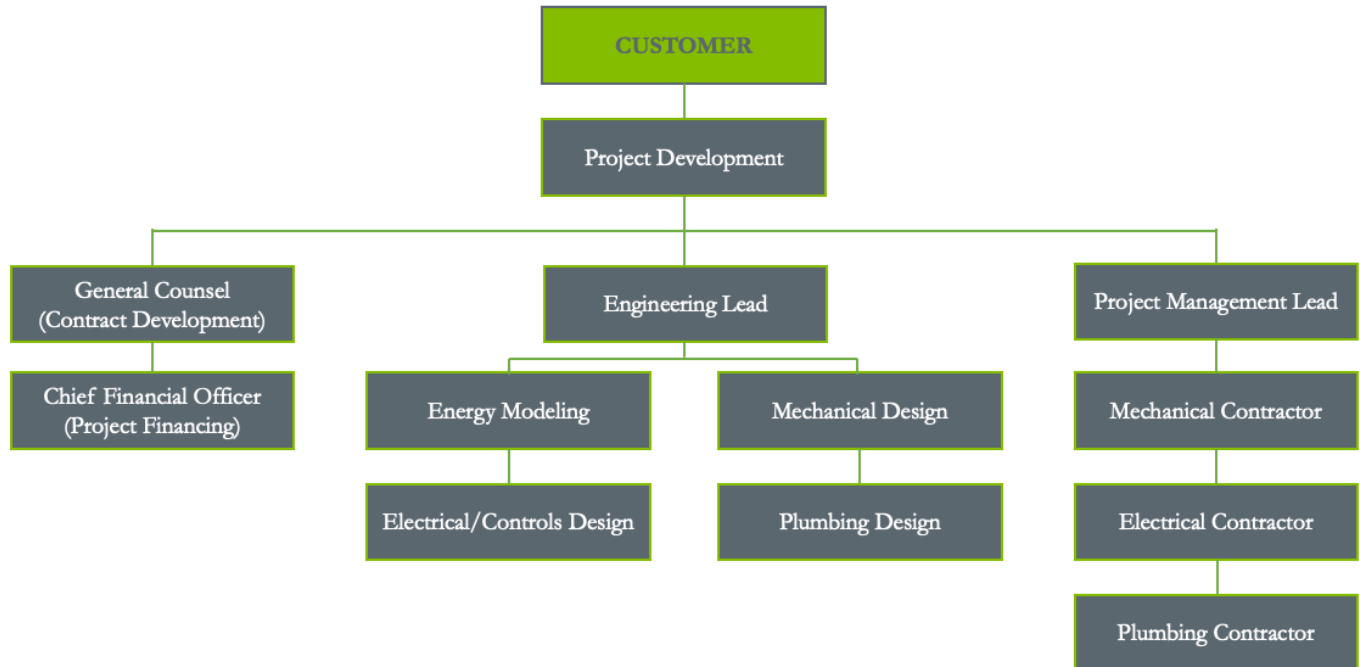
- National Association of Energy Services Companies (NAESCO) – Member
- Department of Energy (DOE) – Qualified Energy Services Company
- State of Arkansas – Licensed General Contractor

## 3. Management and Staffing

### 3a. Project Management and Staffing

- a. Organizational Structure. Show a typical/generic organizational chart for implementing and managing a project.

The following organizational chart is indicative of the typical team orientation for each job.



### 3a. Project Management and Staffing

- b. Project Responsibility. In a single table, list your personnel pool of individuals who will potentially be assigned responsibility for each task and phase of a project under the AEPC Program. Also include any added expertise and capability of staff available through other branch offices, subcontracts, etc., that can provide back-up strengths to your firm. Include the office location for each individual, branch office or subcontractor.

Name	Job Title	Project Phase	Location
<b>Russ Phillips, PE</b>	Co-Founder & Principal	Project Development	Memphis, TN
<b>Nathan Wells</b>	Co-Founder & Principal	Project Development	Jackson, MS
<b>Isaac Byrd</b>	CFO	Financing Structure Development	Memphis, TN
<b>Marcus Lewis</b>	COO	Project Development	Memphis, TN
<b>Rudy Watkins</b>	General Counsel	Contract Development	Jackson, MS
<b>William Franklin</b>	Vice President	Project Development	Memphis, TN
<b>Alan Watts, PE</b>	Vice President, Engineering	Engineering	Memphis, TN
<b>Alan Weill</b>	Engineering Associate	Engineering	Memphis, TN
<b>Carla Meier</b>	Engineering Associate	Engineering	Memphis, TN
<b>Kevin Walker</b>	Senior VP, Construction	Project Management	Memphis, TN
<b>Dennis Bentley</b>	Project Manager	Project Management	Memphis, TN
<b>Nick Austein</b>	Project Manager	Project Management (Controls)	Memphis, TN
<b>Todd Johnson</b>	Project Manager	Project Management	Memphis, TN
<b>Nathan Molica</b>	Vice President – Infrastructure	Project Development/Management (Streetlights & Solar)	Memphis, TN

### 3a. Project Management and Staffing

- c. Approach to Subcontracting. Describe the types of services (both professional and construction services) that your company offers in-house and the services typically offered through subcontractors.

PATH possesses an ever-growing set of in-house capabilities through our team of engineers, project managers, construction personnel, etc. Below is a list of tasks typically performed in-house:

- Energy Modeling
- Utility Analysis
- Mechanical Engineering
- Electrical Engineering
- Controls/BAS Implementation
- Project Management
- Construction Management
- Financial Modeling/Structure Development
- Measurement & Verification
- Customer Training & Support
- Pre-Construction Services
- Renewables Development

Additionally, PATH has extensive experience working with a large number of subcontractors across a wide range of specialties. PATH's ability and willingness to bring in additional expertise is critical to the success of our projects. In many cases, PATH utilizes local specialty firms as we aim to deliver the maximum benefit not only to the end customer but to the surrounding communities in which we work.

### 3b. Arkansas State Construction Requirements

Describe your firm's approach to complying with the Arkansas State licensing and labor requirements.

PATH is fully committed to complying with the Arkansas State licensing and labor requirements. Like we do in all of the states in which we work, PATH personnel will continually monitor and audit these requirements so as to ensure we are always in compliance with State and local regulations.

## 4. Company Financial Status

### 4a. Financial Soundness and Profitability

- a. Financial soundness. Provide a description of the financial soundness and expected stability of the company.

PATH Company has proven to be a success in the energy services market in both Mississippi and Tennessee – having started from scratch, PATH grew to recognize [REDACTED] of revenue in just its fourth full year of operations, while remaining profitable in every year. This financial success has enabled PATH to build a strong team of business developers, engineers, construction management professionals, and corporate professionals while also implementing effective systems and processes.

### 4a. Financial Soundness and Profitability

- b. Profitability. Provide a description of the company's profitability with supporting documentation covering the past three calendar years.

As stated above, PATH, through sound and sustainable management practices, has realized profits in every year since inception. Below is a summary of this profitability for the previous three calendar years:

PATH Profitability				
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
	[REDACTED]		[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]



4a. Financial Soundness and Profitability


- c. Financial report. **Attach a financial report summary as an appendix, showing the company's most recent 12-month audited financials** including, at a minimum: Balance Sheet, Income Statement, Statement of Cash Flow, and Statement of Financial Conditions. Include the name, address, and telephone number of the preparer.

See Appendix A: Financial Reports

## 4b. Bonding

Include responses to the following

- d. Current bonding rating (maximum project size firm can bond)
- e. Current bonding capacity
- f. Amount or percentage of bonding capacity currently obligated
- g. Current bonding rate
- h. Confirmation that the company is bondable for 100% of a payment bond on a project
- i. Confirmation that the company is bondable for 100% of a performance bond on a project
- j. Letter from a licensed surety as evidence of ability to bond for payment and performance



July 14, 2022

Arkansas Department of Environmental Quality – Arkansas Energy Office  
Attn: Mr. Chet Howland  
5301 Northshore Drive  
North Little Rock, AR 72118-5317

**RE: Path Company, LLC**

To Whom It May Concern:

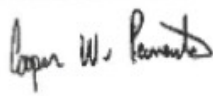
This letter is provided for information only purposes and Arkansas Department of Environmental Quality should reference the required final bonds on specific bonded projects for additional information.

Path Company, LLC is currently applying for pre-qualification status regarding Energy Performance Contracting Services in response to The Arkansas Department of Environmental Quality Request for Proposal. This letter is to advise The Arkansas Department of Environmental Quality that based upon the most current year-end financial information dated December 31, 2021.

The undersigned agrees to notify The Arkansas Department of Environmental Quality, within a reasonable period of time, once the relationship between contractor / applicant and the stated surety shall cease in the event contractor / applicant still maintains a relationship with The Arkansas Department of Environmental Quality.

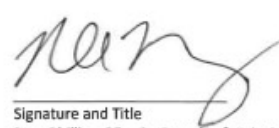
Please understand that any arrangement for surety credit is a matter between contractor / application and ourselves and we assume no liability to any third parties. All individual bonds are subject to formal underwriter review and approval.

Hub International Limited



Signature and Title  
Cooper W. Permenter, Attorney-in-fact  
P.O. Box 381708, Memphis, TN 38183-1708  
901-312-5300 – Phone Number  
901-328-0786 – Fax Number

Path Company, LLC



Signature and Title  
Russ Phillips, PE – Co-Founder & Principal  
1775 Moriah Woods, Suite 1  
Memphis, TN 38117  
901-250-2474

HUB International Limited  
1661 International Drive Suite #300  
Memphis, TN 38120  
P: (901) 312-5300  
F: (901) 863-9943  
[www.hubinternational.com](http://www.hubinternational.com)

## 5. Marketing Approach

Briefly describe your firm's proposed approach to promoting and marketing the AEPC Program both in concert with AEO and in your individual marketing efforts for EPC.

PATH is fully committed to promoting and marketing the AEPC Program both in concert with AEO and in our own marketing efforts for EPC. While PATH has historically generated the majority of our business via customer referrals/self-generated leads via our Business Development personnel, we do take part in relevant trade shows and provide various materials marketing our company and the EPC work we perform. Additionally, PATH makes effort to promote individual projects via local newspapers, social media, signage, etc. and will continue to do so for all of our projects in the State of Arkansas.

## 6. Reporting Approach

Describe your firm's approach to providing signed copies of contracts and measurement and verification reports to AEO in a timely manner. In addition, describe how you will meet the requirements for providing project performance metrics, described in detail in the Program Manual.

PATH's approach to providing signed copies of contracts and M&V reports to AEO as well as meeting the requirements detailed in the Program Manual will mirror our internal processes already in place. For each project, our lead Project Developer is responsible for generating these types of materials at regular intervals and for providing them to our Operations team for internal filing. Once the Operations team has received these reports, they are tasked with communicating any relevant information to state/regulatory agencies per any applicable guidelines and requirements.

## 7. Technical Approach

### 7a. Investment Grade Audit

Provide a description of the process your company uses to develop a typical audit in the types of facilities that will participate in the AEPC Program. Note any changes that will be made to comply with the requirements of the AEPC Program. **Provide a recent sample investment grade audit as an electronic attachment.** The audit should be representative of a recent energy efficiency project in a government facility. Provide verification that the sample audit was conducted by the members of the company's team who will be participating in the AEPC Program.

Upon selection by a customer, PATH will perform an Investment Grade Audit (IGA) to both qualify and more accurately quantify any findings developed during the Preliminary Audit. All Energy Conservation Measures (ECMs) will be identified and fully developed – defining both the cost of implementation and return on investment (ROI).

The Investment Grade Audit (IGA) is a systematic process that involves an engineering analysis of each aspect of the building. All mechanical, electrical and plumbing systems will be examined in greater detail than in the Preliminary Audit (included nameplate data will be logged for all major equipment). The audit process is designed to identify the current condition of each facility, the urgency of any improvements that may be needed, the potential for structural envelope changes, the

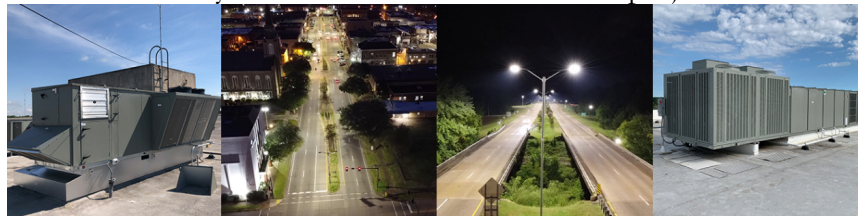
financial viability of each improvement measure, and any potential operational efficiencies that can be captured.

During the audit, PATH work with our customers to collect the following information:

- Any existing construction drawings
- Future capital improvement plans
- Utility information for the previous 36 months
- Access to contracts in place with utility providers
- Access to building automation and energy management systems
- Time for interviews with building occupants, maintenance personnel and janitorial personnel to better understand your facilities, how they operate, inherent issues with operation, hours of operation, etc.
- Availability of personnel for strategic meetings

Once the onsite audit is completed, the process of modeling the existing building and any potential upgrades will begin. This modeling process will be done using industry standard tools that will allow PATH to define the impact of each measure both individually and in the aggregate.

Additionally, PATH will work with the appropriate contractors to determine the cost of implementing each proposed ECM. With this information, our customers will be able evaluate the ROI of each measure individually so as to select the most desired project elements.



Below is a schedule developed for a recently completed Investment Grade Audit. This schedule has been included in this section so as to better illustrate the various elements of PATH's Investment Grade Audit process.

### **EXAMPLE: Proposed Investment Grade Audit (IGA) Schedule**

36 weeks from date of signed agreement and receipt of required information

Category	Time
Information Gathering	4 weeks
Initial Site Audit (Inventory, ECM identification)	3 weeks
Consolidation of Int. Site Visit (ECM Matrix, Finalize UA)	3 weeks
Submeter Installation (if required)	2 weeks
Baseline Modeling & ECM Development (subcon. Pricing etc.)	7 weeks
Finalize ECMs	1 week
ECM Modeling	6 weeks
Vetting Meeting Presentation	2 weeks
IGA Deliverable, Final pricing, Board Presentation	4 weeks
Contract Prep, Financing	4 weeks

Total	36 weeks (8-9 months)
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An example of a recent Investment Grade Audit Report can be found in Appendix B: Sample IGA Report – Hancock County, MS

## 7b. Standards of Comfort and Construction Specifications

Provide a brief description of the standards of comfort the company generally uses for light levels, space temperatures, ventilation rates, etc. in the facilities intended for the AEPC Program and any flexibility for specific needs of the public entity.

While PATH utilizes both industry standards (ASHRAE, ILS, etc.) and expertise garnered from our vast experience to determine standard of comfort ranges, PATH works directly with the end users of each facility to establish the real world standards of comfort to be identified during these projects. This process ensures that the systems we design are done so with the end user in mind so that we can maximize the efficiency of the systems while not forgoing comfort for the occupants of the facilities themselves.

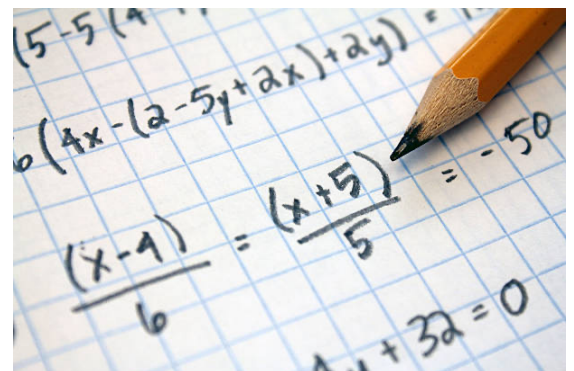
## 7c. Baseline Calculation Methodology

Provide a brief description of the methodology normally used by the company to compute the baseline energy and water use for a facility. Include a discussion of how the public entity is engaged for development of an agreement on the baseline.

The baseline is a 12-month period/standard of pre-project utility consumption based on data from the customer's utility bills. Building simulation software determines building energy usage from data such as: building square footage, building material, building orientation, weather & climate, occupancy rates and schedules, lighting fixtures and schedules, equipment efficiencies, temperature ranges, and utility rate structures. A baseline will be established by using the information calculated in both the building modeling and the utility bill analysis.

Our approach to creating a baseline involves the following steps:

- Determine a baseline year
- Identify relevant variables for each facility
- Collect data on energy/water consumption for individual facilities
- Use regression analysis to normalize the data (if applicable)
- Calculate changes in energy and water usage intensity from the baseline
- Analyze and determine total and new energy and water savings



Engagement with the customer is paramount during this stage as their input can better define both historical trends and future usage as baselines/forecasts are accurately developed.



#### 7d. Adjustments to Baseline

Provide a brief discussion of typical factors that can impact the calculated baseline and the company's general approach to adjusting the calculated baseline if one or more of these factors are present. Include how the public entity is involved for agreement on any adjustments.

Some factors may change during the term of the performance period the might require the adjustment of the baseline. Examples include weather variations, physical modifications to the facility, variations in process loads, heat exchanger fouling, or changes to a facility's operating hours or usage. The baseline energy use can be adjusted up or down for these and other factors that are beyond PATH's control. PATH will rely on a combination of customer feedback and monitoring software for notification of any changes that may have an impact on energy consumption such as those outlined above. Should any adjustments be warranted, PATH will engage directly with our customer to ensure a comprehensive understanding is present before any changes are made.

## 8. Company Scope of Services

Provide a brief description that highlights your firm's capabilities to provide services for the following items. Include as many as possible to validate firm's capabilities.

#### 8a. Energy Systems in Buildings

- Central plants
- Control and building automation systems
- Daylighting
- Distributed generation
- Fuel switching
- Heating systems
- Indoor air quality
- Kitchens
- Laboratories
- Laundry
- Lighting systems (indoor and outdoor)
- Renewables (geothermal solar-electric/thermal, biomass)
- Swimming pools and recreational facilities
- Transportation (fleet fuel management, etc.)
- Utility management
- Ventilation systems
- Water-consuming systems

PATH's experience in the energy services industry has been spread throughout a magnitude of individual project elements including but not limited to those listed above. While a large number of PATH's workforce has a background in the HVAC/Mechanical Engineering field, we also possess strong specialty expertise in the following areas: Controls/BAS Engineering and Installation, Indoor/Outdoor Lighting Systems including a impressive portfolio of city-wide streetlight conversion projects, and the development and installation of various renewables applications. Our



in-house expertise combined with our trusted network of partners ensures that all opportunities to improve efficiencies are fully developed and analyzed.

#### 8b. Project Development and Implementation

- Investment Grade Energy Auditing (ASHRAE Level 3 audit)
  - Financial Knowledge: Municipal-tax-exempt lease purchase, Bonds, Self-Financed, other
  - Identification of and application for utility rebates
  - Commissioning of projects and retro-commissioning of existing buildings
  - Identification of asbestos and other hazardous materials and abatement, recycling or disposal, as applicable
  - Construction
  - Project Constructability
  - System design engineering (mechanical, electrical, etc.)
  - Project/construction management
  - Procurement, Bidding, Cost estimating
- 
- Investment Grade Energy Auditing
    - PATH's in-house energy engineers have a vast amount of experience performing Investment Grade Energy Auditing. An example of a recent Investment Grade Energy Audit can be found in Appendix B: Sample IGA Report – Hancock County, MS
  - Financial Knowledge: Municipal-tax-exempt lease purchase, Bonds, Self-financed, other
    - Throughout PATH's experience, our customers have utilized a variety of financing mechanisms including but not limited to Municipal-tax-exempt lease purchase (favored in MS projects), Bonds (favored in TN projects), self-financed, and other. PATH's position as ESCO/Prime Contractor has always been to assist our customers as they aim to finance the project in ways that maximizing both the short and long-term benefits. PATH does not aim to serve in the role of Financial Advisor (FA) for our customers. That being said, we have a large amount of experience working directly with our customers FAs and are absolutely open to doing so for any of the projects we develop for our customers.
  - Identification of and application for utility rebates
    - In all of PATH's projects, our standard processes ensure that we fully explore and investigate the possibility of not only utility rebates but federal, state, and local grant opportunities. Once identified, PATH manages all aspects of the application with support from our customers and ensures that funds applied for are fully captured.
  - Commissioning of projects and retro-commissioning of existing buildings
    - PATH personnel possess the in-house capabilities to commission and retro-commission all equipment. From start to finish, the same individuals responsible for these critical project elements will be involved in all project phases. This practice ensures that all system elements (design, mechanical, electrical, controls, etc.) are fully developed and that long-term efficacy and efficiency is maximized.
  - Identification of asbestos and other hazardous materials and abatement, recycling or disposal, as applicable
    - PATH's portfolio of projects includes many facilities where asbestos and other hazardous materials were present. Working with and around these materials mandates a



comprehensive understanding of required practices and procedures. PATH's processes ensure that any possibility of the presence of these materials is fully explored during the IGA phase so that any potential costs can be analyzed.

- Construction and Project Constructability
  - PATH's engineers and project managers possess the construction experience required to make sure that project elements and components that are developed in the design phase are properly implemented during the construction phase. Schedule development, crew management, and customer communication are all focus points of PATH's construction team. Much like the inclusion of our commissioning team, our construction personnel are engaged throughout all project phases to ensure that constructability is always top of mind.
- System Design Engineering (Mechanical, Electrical, etc.)
  - PATH has in-house capabilities in both areas but frequently engages the support of outside expertise during the design engineering phases. Our engineering department manages all components of this phase and relies on long-term relationships with trusted personnel to bolster our in-house expertise.
- Project/Construction Management
  - PATH's in-house project and construction management team members are actively engaged throughout all project phases. PATH will NEVER outsource Project Management as we believe this role is critical to the success of the project and direct involvement is required.
- Procurement, Bidding, and Cost Estimating
  - PATH's Business Development, Finance, and Operations team members are tasked with maintaining a thorough understanding of state and local procurement regulations. While traditional ESCO work typically has separate enabling legislation, this may/may not include procurement differences vs traditional construction/maintenance work. Our team is dedicated to ensuring all project elements are procured in ways that are both permissible and maximize the benefits for our customers. No matter the procurement methods, PATH's processes ensure that competitive pricing is always captured without sacrificing the quality of work government entities require.

#### 8c. Support Services

- Measurement and verification of savings
- Equipment warranties
- Calculation and reporting of emissions reductions
- Marketing and promotion of a State or Federal EPC Program
- Performance guarantee for every year of the financing term
- Insurance per contract requirements
- Application for an Energy Star Label Application for LEED certification
- Training of maintenance staff and occupants
- Hazardous material handling
- Long-term maintenance services of energy systems

- Measurement and verification of savings
  - PATH's energy engineers are responsible not only for utility analysis and energy engineering on the front end but also for producing the M&V reports for the customer throughout the life of the contract. The same team that has successfully managed this scope of work for all of our previously implemented energy efficiency performance contracts will be responsible for doing so as we move our operations into the State of Arkansas.
- Equipment warranties
  - PATH engineers and project managers manage the collection of all warranty documentation related to each project. All warranties are fully-transferable upon project completion and our processes ensure that all applicable information and related education gets transferred to the end user before closeout occurs.
- Calculation and reporting of emissions reductions
  - Similar to the concepts explained in the "Measurement and verification of savings" topic above, this same team of personnel is responsible for calculating and reporting emission reductions.
- Marketing and promotion of State or Federal EPC Program
  - Much like we have done throughout our history of work in Tennessee and Mississippi, PATH will work together with the AEO to market and promote the programs we all depend on the drive these projects.
- Insurance per contract requirements
  - PATH's insurance and bonding companies both specialize in the construction/contracting industry and have provided documentation supporting that all insurance requirements have been met. See Appendix C: Letter from Bonding Agent
- Application for Energy Star Label Application for LEED Certification
  - PATH's team is familiar with all requirements and processes related to obtaining LEED Certification.
- Training of maintenance staff and occupants
  - PATH's engagement with staff and occupants begins at the very beginning of our process – well before any engineering/construction occurs. We believe that understanding the desires and habits of these individuals is just as important as



understanding the facilities themselves. In doing so, we develop relationships that help support the efforts of our team to familiarize/train these individuals on the work we're performing. This training takes place throughout all project phases and is not a task simply performed during project closeout.

- Hazardous Material Handling
  - See "Section 8b: Identification of asbestos and other hazardous materials and abatement, recycling or disposal, as applicable"
- Long-term maintenance services of energy systems
  - PATH's ability to both self-perform and/or manage the ongoing service of energy systems benefits our customers as optionality exists related to each individual project. When local expertise exists, PATH offers to work directly with these companies/individuals so as to ensure their familiarity and confidence in working on these systems. When local capabilities cannot adequately or cost-effectively serve the needs of our customers, PATH offers long-term service contracts to as to fulfill these critical needs moving forward.

## 9. Project History

In a single table, list ALL public energy efficiency projects developed and implemented by your locally represented firm or its key members within the past five (5) years; Indicate whether project was through your firm or a key member's previous firm. For the Project Timeline entry, include key milestone dates, such as year IGA signed, IGA completed, contract signed and/or construction completed.

Owner/ Project Name	Facility Type	Your Company or Previous Firm	City & State	Project Size (Dollars)	Total Energy Savings (\$)	Total Energy Savings (MMBtu)	Final Project Completion





## 10. Project References

Provide detailed information for a maximum of three (3) public energy efficiency projects your firm completed or were completed by members of your locally represented firm, which can be used for references. Expand on the information provided in the previous section to give details on individual projects. Include the following information on each project as a minimum (maximum five pages per project reference)

1. Project Identification: Owner name, city/state, and facility type (hospital, school, college, city, county, etc.)
2. Contact Information: Names and contact information of owner(s) representatives who can serve as references
3. Project Size: Number of buildings and total project square footage
4. Project Dollar Amount: Total contract amount and the total project capital expenditure amount
5. Source of Funding: A description of the source of funding used for the project and the company's role (if any) in securing that funding
6. Project Dates: Actual dates of audit start and acceptance; actual construction starting and ending dates
7. Contract Terms: A description of the type of contract, financing arrangement, and contract term
8. Project Personnel: A list of the name(s) of individuals involved in the project, their role(s) and if these personnel will be assigned to Arkansas projects. (Attach their resumes in the Project Management and Staffing section)
9. Project Schedule: Indicate if project was completed on schedule and, if not, please explain.
10. List of Improvements: The types of retrofits and operational improvements implemented related to energy, water and other cost savings
11. Project Performance: The amounts of projected annual savings, guaranteed annual savings, and actual annual savings for each project in a table.
12. Measurement and Verification (M&V): A brief description of the M&V approach for each project including which savings were stipulated, if any
13. Performance Guarantee: A description of the savings guarantee for each project and, if the guaranteed savings were not achieved (explain if so), how the company compensated the public entity for any annual shortfall (e.g. paid funds to meet the guarantee, etc.)
14. Project Status: Post M&V, Closed M&V term completed), Additional EPC Phase in Progress (audit or construction), Non-EPC work in progress, other (explain).
15. Additional Comments: Comments on any special features, services, conditions, creative approaches, special needs of customer, etc. that may be relevant to the AEPC Program and clientele.

Weakley County, TN Dresden, TN County Building Improvements & Energy Project	
Contact Information	Jake Bynum, Mayor 116 West Main Street, Room 106 Dresden, TN 38225 (731) 364-5413 CountyMayor@WeakleyCountyTN.gov
Project Size	Five (5) Buildings – 107,384 sq.ft
Project Dollar Amount	
Source of Funding	Bond Issuance
Project Dates	IGA Began on 07/08/2019 Construction Began on 12/09/2019 Final Completion on 10/05/2020
Contract Terms	Installation Contract + Energy Savings Agreement; Funds came via Bond Issuance; 15 years
Project Personnel	Russ Phillips, PE – Project Director William Franklin – Project Director Alan Watts, PE – Project Manager/Engineer Alan Weill – Energy Engineer
Project Schedule	Project was completed on schedule
List of Improvements	LED Lighting (County-wide) HVAC Controls (County-wide) HVAC Retrocommissioning (County-wide) Water Conservation Measures (County-wide) HVAC Equipment Replacement (County Courthouse)
Project Performance	
Measurement and Verification	All energy savings were verified at the completion of the Year 1 M&V Report. Verification included monthly meter and bill tracking and comparison of baseline usage vs current usage.
Performance Guarantee	Energy savings were fully guaranteed and were exceeded.
Project Status	Additional EPC Phase in Progress - see below. Project is complete. County decided not to pursue any additional years of M&V as energy savings were met after Year 1
Additional Comments	The success of this project has resulted in a second phase (Phase II) with Weakley County/PATH. Phase II IGA was approved on 11/24/2021 and the Installation Contract was executed on 4/01/2022 for

Long Beach School District Long Beach, MS School District Building Improvements & Energy Project	
Contact Information	Amber Geiser Finance Director Long Beach School District 19148 Commission Road Long Beach, MS 39560 (228) 864-1146 Amber.Geiser@lbsdk12.com
Project Size	Six (6) Buildings – 445,124 sq.ft
Project Dollar Amount	
Source of Funding	Tax-Exempt Lease Purchase
Project Dates	IGA Began on 03/23/2018 Construction Began on 10/03/2018 Final Completion on 12/03/2019
Contract Terms	Installation Contract + Energy Savings Agreement; Funds came via Bond Issuance; 20 years
Project Personnel	Russ Phillips, PE – Lead Engineer Nathan Wells – Project Development Rudy Watkins – Project Manager Alan Watts, PE – Project Manager/Engineer Marcus Lewis – Operations Manager
Project Schedule	Project was completed on schedule
List of Improvements	LED Lighting (District-wide) HVAC Controls (Various Buildings) HVAC Retrocommissioning (District-wide) Building Envelope Weatherization (Various Buildings) HVAC Equipment Replacement (Various Buildings) New Windows & Doors (Various Buildings)
Project Performance	
Measurement and Verification	All energy savings were verified at the completion of the Year 1 M&V Report. Verification included monthly meter and bill tracking and comparison of baseline usage vs current usage.
Performance Guarantee	Energy savings were fully guaranteed and were exceeded.
Project Status	Post M&V; Additional EPC Phase in Progress – see below
Additional Comments	The success of this project has resulted in a second phase (Phase II) with Long Beach School District/PATH. Phase II IGA was approved on 05/13/2021 and the Installation Contract was executed on 10/19/2021 for

Columbia, TN City-wide Streetlight Conversion Project	
Contact Information	Tony Massey City Manager City of Columbia, TN 700 N. Garden Street Columbia, TN 38401
Project Size	City-wide Conversion – 6,184 streetlights
Project Dollar Amount	
Source of Funding	Bond Issuance, General Fund Balance, Grant Funding
Project Dates	IGA Began on 02/19/2020 Installation Began on 03/01/2021 Final Completion on 12/16/2021
Contract Terms	Installation Contract; Funds came from a variety of sources including grants, bond issuance, and general fund balance
Project Personnel	Russ Phillips, PE – Lead Engineer William Franklin – Project Development
Project Schedule	Project was completed on schedule
List of Improvements	LED Lighting (City-wide)
Project Performance	
Measurement and Verification	All energy savings were verified at the completion of the Year 1.
Performance Guarantee	
Project Status	Project Complete
Additional Comments	



## 11. Cost & Pricing

### 11a. Investment Grade Audit (IGA) Costs

Please describe your company's approach to IGA Pricing.

The IGA is an audit that fulfills the obligations outlines in Exhibit A of the AEO IGA Contract. All ESCOs in the AEPC Program are required to use the AEO-developed IGA costs in their competitive proposals to public entities, and in no case shall the prices in the table be exceeded. The cost for the IGA is based on cost per square foot and is intended to be the market rate for an IGA.

The basic cost per square foot of the IGA to be used for typical buildings:

IGA Pricing per SF	Under 250 k SF	250 – 500 k SF	501 k + SF
	\$0.20	\$0.18	\$0.15

If a specific project includes systems or facilities otyher than typical buildings (e.g. waste water treatment, baseball fields, pools, street lighting, etc.), the ESCO may provide estimated additional costs in its IGA pricing proposal. The public entity and selected ESCO will negotiate final costs prior to execution of the IGA and Project Proposal contract.

PATH is aware of the existing model and pricing associated with an IGA as developed by the AEO and is fully committed to utilizing this structure as we move forward. Additionally, PATH has developed pricing structures associated with additional focus areas (i.e. city-wide streetlight conversion projects) and will work with our customers to ensure full transparency at all times.

### 11b. Fuel Escalation

Please describe your company's approach to fuel escalation rates.

PATH's approach to fuel escalation rates has been to work directly with our customers to determine how best to forecast for any escalations that are warranted. Engaging with utility providers and rate makers has also proven beneficial in the past and is a measure PATH plans on continuing to utilize as we move forward.

### 11c. Equipment/Labor Cost Competition

Describe your company's process to solicit bids on equipment/labor or to ensure price/cost competition and the best value for the public entity.

PATH's breadth of work and years of experience add tremendous value to our customers as they aim to capture the best pricing available for the services and products being procured. As an ESCO who sources a large amount of products and services, we have direct buying relationships with most major manufacturers of HVAC and lighting equipment. As such, we're able to work directly with the manufacturers to obtain the best pricing available – a process which includes obtaining pricing from a number of them for each scope of work. As for the labor/service portions of the projects we develop, PATH is well versed at collecting a number of bids from qualified subcontractors. All of this being said, PATH will never exchange quality of work for lower pricing as we stand behind our work for the long-term and believe our customers find value in this approach.

#### 11d. Open Book Pricing

Open book pricing is full disclosure by the contractor to the public entity and AEO of all costs and markups for materials, labor, and services received during the project development, implementation, construction, and performance period phases. Open book pricing requires that all costs, including itemized costs of subcontractors and vendors, are fully disclosed if requested by the public entity at any time during a project, not just at the closing of the project. Describe your company's approach to open book pricing and its method for maintaining cost accounting records on authorized work performed under actual costs for labor and material, or other basis requiring accounting records.

PATH's commitment to full transparency throughout all project phases does not stop short of any pricing discussions or developments. As such, our processes ensure that all pricing is developed in a way that enables our customers to gain confidence that the dollars spent are maximized during our projects. Generally speaking, PATH maintains overhead expenses at levels well below our competition – enabling us to deliver projects at price points sometimes drastically reduced from our competitors pricing. Our IGA results in final deliverables that include a line by line breakdown of all project elements with PATH fees broken out separately. As many of our customers will attest to, we put forth the extra effort to ensure our customers are comfortable with our pricing models before any final scope/price is agreed to.

#### 11e. Project Cost and Pricing Elements

Once the public entity has selected a project scope, estimated project costs and open-book pricing elements will be negotiated and become part of the final EPC proposal and contract. The pricing table format to be used is provided as the AEPC Cost & Pricing Tool.

For the purposes of the IGA contract, an ESCO may provide estimated cost percentage ranges for each of the elements. Once the IGA is completed and final scope is developed, the ESCO will provide true costs and for which each category must fall within the proposed percentage range. ESCOs agree to use the cost and pricing values when developing a final IGA and EPC Project Proposal.

PATH has reviewed the AEPC Cost and Pricing Tool and agrees to utilize this structure and pricing format for all projects in the State of Arkansas.

## Appendix A: Financial Reports

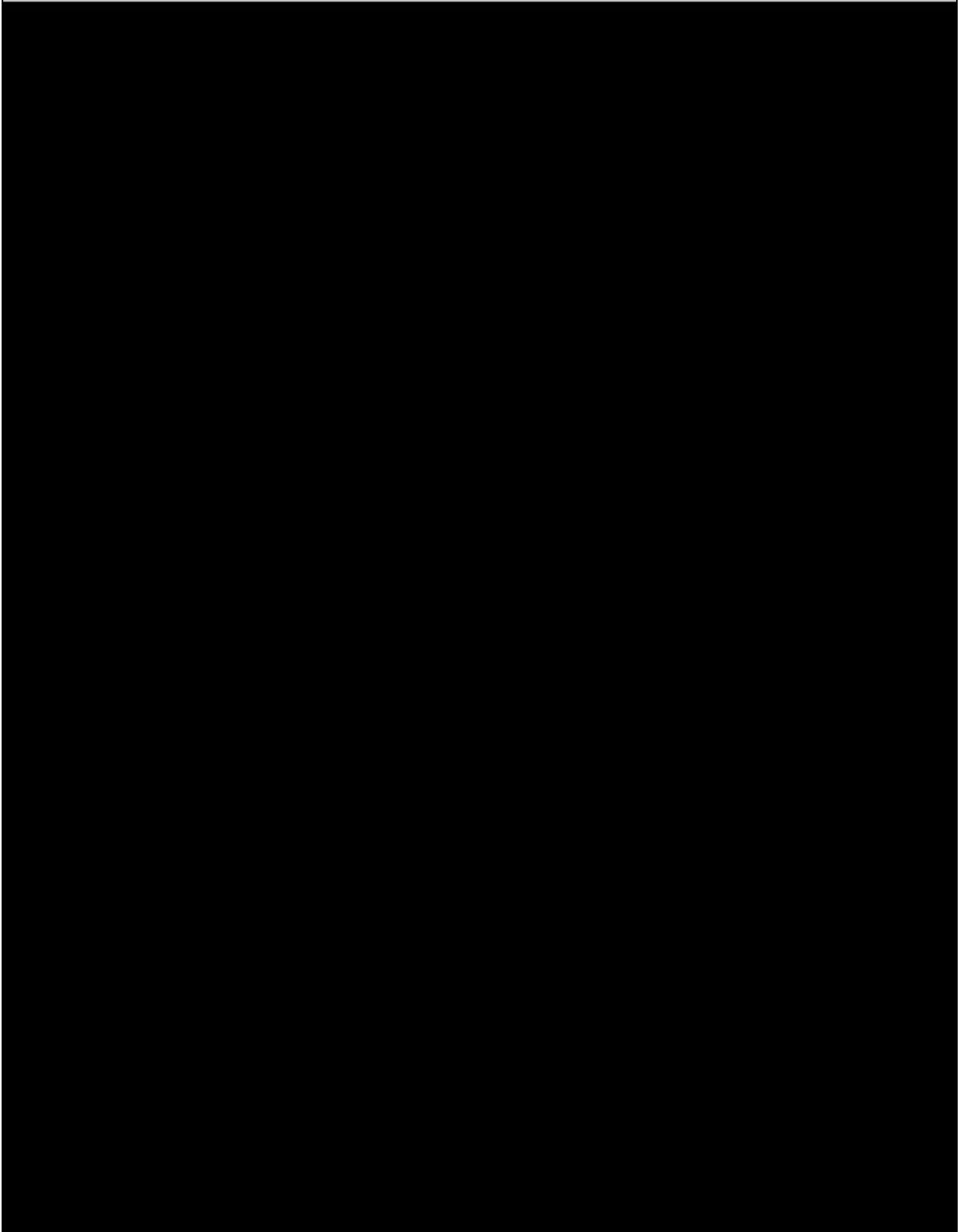
**PATH COMPANY, LLC**  
**FINANCIAL STATEMENTS**  
**DECEMBER 31, 2021 AND 2020**  
**(See Independent Accountants' Review Report)**

**PATH COMPANY, LLC**

**C O N T E N T S**

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<b>STATEMENTS OF INCOME AND MEMBERS' EQUITY</b>	<b>3</b>
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**PATH COMPANY, LLC**  
**BALANCE SHEETS**  
**DECEMBER 31, 2021 AND 2020**  
**(See Independent Accountants' Review Report)**









[REDACTED]

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# Hancock County Energy Project: Measurement & Verification Plan



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## 1. Executive Summary

The success of a wide-ranging energy project depends on the development and implementation of an accurate and successful measurement and verification (M&V) plan. The main objective is to develop a cost-effective plan that quantifies and verifies the performance results of the energy savings measures (ECMs) included in the project. PATH Company uses the latest industry standard M&V protocols that have been developed in response to the need for reliable and consistent measurement practices.

The goal of the Hancock County Energy Project is to achieve energy savings through upgrades to the seven county builds that were the largest and heaviest energy users. The project included implementing upgrades to the building's lighting, HVAC, and plumbing systems at the county building represented in Table 1.1.

Building	Address	LED Upgrade	HVAC Retro-commissioning / Upgrades	Water Conservation
Animal Shelter	7175 Texas Flat Road	x	x	
Annex Building	854 Highway 90	x	x	
Courthouse	152 Main St	x	x	
Emergency Operations Center	18333 Hwy 603	x	x	
Health & Human Services	856 Hwy 90	x	x	
Public Safety Complex	8450 Hwy 90	x		x
Storm Preparedness Center	18335 Highway 603	x	x	

Table 1.1: ECM Matrix

Table 1.2 summarizes the total annual, guaranteed savings, baseline usage, and baseline adjustments per ECM.

Building Name	Baseline Usage (kWh/year)	Baseline Adjustment (kWh/year)	Final Baseline for Purposes of Energy Guarantee	LED Lighting	HVAC Controls	Water Conservation	
				Usage Savings from Installation Contract (kWh/year)	Usage Savings from Installation Contract (kWh/year)	Usage Savings from Installation Contract (kgal/year)	Usage Savings from Installation Contract (MMBtu/year)
Courthouse							
Annex Building							
Animal Shelter							

Building Name	Baseline Usage (kWh/year)	Baseline Adjustment (kWh/year)	Final Baseline for Purposes of Energy Guarantee	LED Lighting	HVAC Controls	Water Conservation	
				Usage Savings from Installation Contract (kWh/year)	Usage Savings from Installation Contract (kWh/year)	Usage Savings from Installation Contract (kgal/year)	Usage Savings from Installation Contract (MMBtu/year)
Storm Preparedness Center							
Health & Human Services							
Public Safety Complex							
Emergency Operations Center							
<b>Total Aggregate (For Purpose of the Guarantee)</b>							

Table 1.2: Annual Guaranteed Energy Savings

## 2. Measurement & Verification Methodology

The M&V methodologies proposed for these ECMs in Table 1.1 are based on the version 2.2 of the International Performance Measurement and Verification Protocol (IPMVP) Measurement and Verification Guidelines. The objective to determine energy savings in this plan involves comparing the energy use of the retrofitted system before installation of the ECMs (baseline) and after installation of the ECM (post-retrofit). The baseline period for this project is May 2017 through March of 2019. In general:

$$\text{Energy Savings} = \text{Baseline Energy Usage} - \text{Post Installation Energy Usage}$$

During the term of the Agreement, PATH Company will make adjustments to energy savings due to changes in the standards and comforts, building occupancy, weather data, and utility rate schedules, etc. The unit costs of energy will be applied to the energy savings calculated by this M&V plan. Current utility cost will be used as a basis for determining the unit cost, with floor and ceiling prices set by baseline rate information.

IPMVP Guidelines have defined for M&V options that meet the need for a wide variety of performance contracts and provide suggested procedures for baseline development and post retrofit verification. The options are summarized in Table 2.1.

M&V Option	Description	How Savings are Calculated
Option A: Partially Measured Retrofit Isolation	measurement of the energy use of the system(s) to which an ECM was applied, separate from the energy use of the rest of the facility. Measurements may be either short-term or continuous of the error they may introduce.	Engineering calculations using short term or continuous post-retrofit measurements and stipulations.
Option B: Retrofit Isolation	Savings are determined by field measurement of the energy use of the systems to which the ECM was applied, separate from the energy use of the rest of the facility. Short-term or continuous measurements are taken throughout the post-retrofit period.	Engineering calculations using short term or continuous measurements
M&V Option	Description	How Savings are Calculated
Option C: Whole Facility (Calibrated Building Modeling)	Savings are determined by measuring energy use at the whole facility level. Short-term or continuous measurements are taken throughout the post-retrofit period.	Analysis of whole facility utility meter or sub-meter data using techniques from simple comparison to regression analysis.
Option D: Calibrated Simulation (Bill Comparison)	Savings are determined through simulation of the energy use of components or the whole facility. Simulation routines must be demonstrated to adequately model actual energy performance measured in the facility. This option usually requires considerable skill in calibrated simulation.	Energy use simulation, calibrated with hourly or monthly utility billing data and/or end- use metering.

Table 2.1 IPMVP M&V Options

Table 2.2 below lists the proposed M&V plans for the ECMs included in this project.

Measure	Measure Description	M&V Option	M&V Activity Description
ECM 1A – INDOOR LED	LED lighting retrofit solutions	A	One time, before and after calculations of observed operating power consumption differences and hours of usage stated in Exhibit F
ECM 1B - OUTDOOR LED	LED lighting retrofit solutions	A	One time, before and after calculations of observed operating power consumption differences and hours of usage stated in Exhibit F

Measure	Measure Description	M&V Option	M&V Activity Description
ECM 2 – HVAC CONTROLS	Recommissioning Existing HVAC controls system for optimal use and ensure that HVAC systems allow for night and weekend setback temperatures	A	Baseline energy use calculated with engineering methods using measurements taken during pre-award development period to determine operating conditions of systems. Post-installations energy use determined with engineering methods using measured set points and trending data. EMS trending to verify HVAC control sequence of operation, temperature setbacks, and unit operating schedules
ECM 3 – Water Conservation	Retrofit toilets with flush valve kits and retrofit showers with flow aerators to reduce water consumption.	A	Baseline energy use calculated with engineering methods using measurements taken during pre-award development period to determine operating conditions of systems. Post-installations energy use determined with engineering methods using measured set points and trending data.

Table 2.2 ECM M&V Plans

### 3. Utility Rate Summary

PATH Company currently uses electricity, natural gas, propane and water/sewer. The current rate schedules listed below are used in the development of the project. It is expected that utility rates will increase with time and current utility rates will be used for each report each year. The Energy Guarantee is denominated in units of energy (i.e. electric kWh, natural gas therms, gallons of water, etc). The monetary value of this savings is converted into dollars for ease of use by Hancock County but is not meant to imply any type of guarantee on the utility rate. Table 3.1 summarizes the utility provider and rate schedule for each building.

Building Name	Address	Electric		Natural Gas		Water/Sewer
		Provider	Rate Schedule	Provider	Rate Schedule	Provider
Courthouse						
Annex Building						

Building Name	Address	Electric		Natural Gas		Water/Sewer
		Provider	Rate Schedule	Provider	Rate Schedule	Provider
Animal Shelter						
Storm Preparedness Center						
Health & Human Services						
Public Safety Complex						
Emergency Operations Center						

Table 3.1: Utility Rate Schedule

The energy conservation savings are calculated using the initial base energy rates shown in tables 3.2, 3.3, and 3.4 or the actual rates, whichever results in greater energy conservation savings. Table 3.2 are the initial base energy rate schedules that are used to measure Hancock County's Buildings energy conservations savings.



Coast Electric: Sch 4M Commerical			MS Power: GS-LVT-12		
Customer Charge			Customer Charge		
Demand Charge			Demand Charge		
Energy Charge (for kWhs <= 75 times the billed demand)			Energy Charge (for kWhs <= 200 times the billed demand)		
			Energy Charge (for kWhs >200 and <=400 times the billed demand)		
Energy Charge (for kWhs > 75 and <=300 times the billed demand)			Energy Charge for kWh > 400 times billed demand		
Energy Charge for kWh > 300 times billed demand					
* Applicable Rates Adjustments & Riders will be included in final energy savings calculations. Adjustments & Riders are not included in this schedule due to frequent modifications.					

Table 3.2: Electric Utility Rate Schedules

Table 3.3 states the natural gas initial base energy rate schedule that is used for the Public Safety Complex.

CenterPoint Energy: Large Volume Natural Gas Service Rate Schedule 49		
Customer Charge		per month
Energy Charge (for the first 100 Mcf)		per Mcf
Energy Charge (for the next 200 Mcf)		per Mcf
Energy Charge (for all additional Mcf)		per Mcf
* Applicable Rates Adjustments & Riders will be included in final energy savings calculations. Adjustments & Riders are not included in this schedule due to frequent modifications.		

Table 3.3 Natural Gas Rate Schedule

Table 3.4 is a summary of the water and sewer initial base energy rate schedule used for the Public Safety Complex.

Hancock County Water & Sewer		
Water		per kgal
Sewer		per kgal

Table 3.4 Water/Sewer Rate Schedule

The energy conservation savings are calculated using the initial base energy rates shown in Tables 3.2, 3.3, and 3.4 or the actual rates, whichever results in greater energy conservation savings.

#### 4. ECM 1: LED Lighting Upgrade

The LED lighting upgrades consisted of installing LED fixtures and lamps to replace fluorescent and HID fixtures at the seven county buildings included in the project. The M&V protocol for this ECM is based on IPMVP Option A. Electricity reduction from the lighting retrofit will be validated by measuring a select number of light fixture's power before and after the LED lighting installation. Electrical savings for the lighting installation will be calculated from the measured power usage times the stipulated run hours.

*Annual kWh Lighting Savings*

$$= \sum [(Baseline\ kW - Post\ Installation\ kW) \times Run\ Hours)]$$

Run hours for the fixtures were measured and verified during the investment grade audit (IGA) and are listed below in Table 4.1.

Type	Hours per year
24x7	8760
Bay	4380
Classroom – New Controls	2470
Classroom – Existing Controls	2470
Classroom – No Existing & No New Controls	2470
Closet	730
Community Room	2470
Courtroom	2470
Exits	8760
Fire Station – Building	3820
Fire Station – Quarters	6228
Gym	2470
Hallway/Corridors/Lobby/Entry – New Controls	2470
Hallway/Corridors/Lobby/Entry – Existing Controls	2470

Type	Hours per year
Hallway/Corridors/Lobby/Entry – No Existing & No New Controls	2470
Jail – Cell Pods	2470
Kitchen/Cafeteria	2470
Library/Media	2470
Locker Room/Dressing Room/Shower	1095
Manual	Manual
Manual 50	50
Manual 200	200
Manual 500	500
Manual 1000	1000
Manual 1500	1500
Manual 2000	2000
Mech/Elec./Boiler Room	730
Meeting/Conf Room	2470
Office – New Controls	2470
Office – Existing Controls	2470
Office – No Existing & No New Controls	2470
Outside Lighting – New Controls	4380
Outside Lighting – Existing Controls	4380
Outside Lighting – No Existing & No New Controls	4380
Outside Lighting – Sports	730
Police Rooms	2470
Restroom – New Controls	2470

Type	Hours per year
Restroom – Existing Controls	2470
Restroom – No Existing & No New Controls	2470
Retail	2470
Room	2470
Shop – New Controls	2470
Shop – Existing Controls	2470
Shop – No Existing & No New Controls	2470
Stage/Auditorium	2470
Stairwell	8760
Storage Room	730
Vending Machine	8760
Work Rm/Break Rm – New Controls	2470
Work Rm/Break Rm – Existing Controls	2470
Work Rm/Break Rm – No Existing & No New Controls	2470

Table 4.1: Lighting Run Hours

## 5. ECM 2: HVAC Retrocommissioning/Upgrade

HVAC Retrocommissioning/Upgrades consisted of installing new HVAC controls systems at six of Hancock County's buildings to reduce energy usage and increase operational efficiency. This ECM also includes installing exhaust fan controls to reduce energy consumption. Table 5.1 shows the type of control system installed in each building.

Building	HVAC Controls Manufacturer	HVAC Controls System
Annex Building	[REDACTED]	[REDACTED]
Health & Human Services Building	[REDACTED]	[REDACTED]

Hancock County Courthouse		
Emergency Operations Center		
Storm Preparedness Center		
Animal Shelter		

Table 5.1: HVAC Controls Systems

The M&V protocol for this ECM is based on IPMVP Option A. Baseline energy use calculated with engineering methods using measurements taken during pre-award development period to determine operating conditions of systems. Post-installations energy use determined with engineering methods using measured set points and trending data. EMS trending to verify HVAC control sequence of operation, temperature setbacks, and unit operating schedules.

$$\text{Annual kWh HVAC Savings} = \sum (\text{Baseline kWh} - \text{Post Installation kWh})$$

The occupied setpoint for heating is 67 to 70 degrees Fahrenheit (or less); the occupied setpoint for cooling is 72 to 75 degrees Fahrenheit (or more). During unoccupied times, the heating setback setpoint shall be adjusted to 62 degrees Fahrenheit (winter) and 82 degrees Fahrenheit (summer). The normal hours of operation are described in Table 5.1. It is understood that there will be events and/or meetings that will go beyond the normal hours of operation and have been accounted for in the baseline conditions.

Building	Monday- Friday		Weekend	
	Occupied	Unoccupied	Occupied	Unoccupied
Courthouse	7:30am - 5pm	Midnight – 7:30am; 5pm - Midnight	N/A	Midnight-Midnight
Annex Building	7:30am - 5pm	Midnight – 7:30am; 5pm - Midnight	N/A	Midnight-Midnight
Animal Shelter	8:00am - 5pm	Midnight – 8am; 5pm - Midnight	N/A	Midnight-Midnight
Storm Preparedness Center	8:00am - 5pm	Midnight – 8am; 5pm - Midnight	N/A	Midnight-Midnight
Health & Human Services	7:30am - 5pm	Midnight – 7:30am; 5pm - Midnight	N/A	Midnight-Midnight
Emergency Operations Center	8:00am - 5pm	Midnight – 8am; 5pm - Midnight	N/A	Midnight-Midnight

Table 5.1: HVAC ours of Operations

## 6. ECM 3: Water Conservation

The Water Conservation ECM consisted of installing toilet retrofit kits and shower aerators that reduce water consumption and gas usage at the Hancock County Public Safety Complex. Table 6.1 summarizes the quantities and type of retrofits.

Location	Existing Fixture Quantities					Quantities to be Replaced/Retrofit				
	Toilets	Urinals	Sinks	Showers	Faucet	Toilets	Urinals	Sinks	Showers	Faucet
High Capacity Wet Cells										
Wet Cells										
Dorm										
Staff/Public Restrooms										
Other Areas										
<b>Total</b>										

Table 6.1: Water Conservation Retrofit Summary

The M&V protocol for this ECM is based on IPMVP Option A. Baseline energy use calculated with engineering methods using measurements taken during pre-award development period to determine operating conditions of systems. Post-installations energy use determined by sample measurements using flow bags. The Following calculations are used in order to determine savings.

***Frequency of Use (FOU)***

= Number of users x % year

– round occupancy x fixture uses/day/person

***Water Savings  $\left(\frac{gal}{yr}\right)$***

= FOU x (Baseline

– Est. Flow Rate) x (gpm or gpf / fixture) x  $\frac{days}{year}$  x % high flow fixture

***Shower Energy Savings  $\left(\frac{MMBtu}{yr}\right)$***

= Water Savings x ( $T_{mixed}$

–  $T_{cold}$ )(F) x  $\left(\frac{Btu}{lb}\right)$  x 8.34  $\left(\frac{lb}{gal}\right)$  x  $\frac{MMBtu}{1,000,000Btu}$

***Shower Energy Savings  $\left(\frac{kWh}{yr}\right)$***  = Energy Savings  $\left(\frac{MMBtu}{yr}\right)$  x  $\frac{293.1kWh}{MMBtu}$

## Appendix C: Letter from Bonding Agent



July 14, 2022

Arkansas Department of Environmental Quality – Arkansas Energy Office  
Attn: Mr. Chet Howland  
5301 Northshore Drive  
North Little Rock, AR 72118-5317

RE: Path Company, LLC

To Whom It May Concern:

This letter is provided for information only purposes and Arkansas Department of Environmental Quality should reference the required final bonds on specific bonded projects for additional information.

Path Company, LLC is currently applying for pre-qualification status regarding Energy Performance Contracting Services in response to The Arkansas Department of Environmental Quality Request for Proposal. This letter is to advise The Arkansas Department of Environmental Quality that based upon the most current year-end financial information dated December 31, 2021.



The undersigned agrees to notify The Arkansas Department of Environmental Quality, within a reasonable period of time, once the relationship between contractor / applicant and the stated surety shall cease in the event contractor / applicant still maintains a relationship with The Arkansas Department of Environmental Quality.

Please understand that any arrangement for surety credit is a matter between contractor / application and ourselves and we assume no liability to any third parties. All individual bonds are subject to formal underwriter review and approval.

Hub International Limited

Signature and Title  
Cooper W. Permenter, Attorney-in-fact  
P.O. Box 381708, Memphis, TN 38183-1708  
901-312-5300 – Phone Number  
901-328-0786 – Fax Number

Path Company, LLC

Signature and Title  
Russ Phillips, PE – Co-Founder & Principal  
1775 Moriah Woods, Suite 1  
Memphis, TN 38117  
901-250-2474



## Appendix D: Equal Employment Policy

In compliance with Arkansas Code Annotated 19-11-1104, AEO is required to have a copy of the vendor's Equal Opportunity Policy prior to issuing a contract award. Per the guidance given in the Standing RFQ for Arkansas Energy Performance Contracting Program, PATH submits the following as evidence of this policy being in force.

The following excerpt was taken directly from the PATH Employee Handbook:

### **2.5 EQUAL OPPORTUNITY EMPLOYMENT**

The Company is an Equal Opportunity Employer. In providing equal employment and advancement opportunities to all individuals, employment decisions at the Company will be based on merit, qualifications, and abilities. The Company does not discriminate in employment opportunities, practices or decisions based on race, color, religion, gender, sex, national origin, age, disability, veteran's status, genetic information or any other classification or characteristic protected by state or federal law. This EEO policy governs all aspects of employment, including selection, job assignment, compensation, discipline, termination, and access to benefits and training.