



May 20, 2017

Nick Heinlein
Assistant Superintendent of Business
Saugus Union School District

Re: Proposal for Solar Energy Consulting Services

Dear Mr. Heinlein,

Sage Renewable Energy Consulting is pleased to offer our proposal for Solar Energy Consulting Services to the Saugus Union School District ("District"). Based upon our conversations, we understand that the District is seeking an independent evaluation of the potential for solar photovoltaic (PV) generation on up to 17 District-owned sites, with comprehensive follow-on project management services should the District seek to move forward with a project. Our core business is helping California public schools plan, refine, and manage energy projects to meet schedule, reduce cost and risk, and optimize energy savings.

Sage is an independent energy consulting and project management firm based in San Rafael, CA. We have worked with more than 55 California school districts to assist with the successful planning, procurement, and implementation of renewable energy projects. Sage's active projects in SCE territory include Kern High School District (1 out of 27 sites), Temecula Valley USD, City of Ontario, and Riverside USD.

Our work as owner's representatives on public school energy projects includes performing investment-grade feasibility studies, evaluating and assisting with funding options, managing competitive procurements and evaluating proposals, contracting facilitation and assistance, project management during design, construction and commissioning, and performance review and management of operational systems.

Some of the factors that make our firm exceptionally qualified to perform the services outlined above include:

- Deep understanding of school district solar PV projects. Through our work with California public school districts, we have strengthened and refined our expertise in helping schools mitigate project risk, negotiate academic and board calendars to facilitate decision-making, and manage procurement and implementation to optimize the value of energy projects.
- Extensive knowledge of the solar PV market. Sage has or is currently managing many of the major solar providers in California on public school projects for design, installation, operation and maintenance of solar PV systems. Sage knows how to work with and manage solar EPCs to foresee potential challenges and represent our clients' interests during contracting, design and construction. Our management of these EPCs continues to inform our RFP performance specifications and provide us a deep database of market pricing.
- Highly vetted approach and process. Sage's approach to planning and managing district-wide solar projects has been vetted and refined over many projects. Our innovative RFP templates and submittal forms provide the basis for a transparent and fair comparison of proposals and are familiar to all major EPCs operating in California. Over the last decade, our approach has been continually perfected by our close working relationships with the legal, financial and construction management teams that serve our clients.
- Full project management services. We believe in and offer a comprehensive, integrated project management approach, outlined below, to reduce risk and ensure that projects meet schedule and goals at every phase.
- Sage is scrupulously independent. We are not associated with equipment manufacturers, vendors or contractors. Our independence guarantees our objectivity, and we properly align our incentives to put our



client's goals and interests first. We take deep pride in the objectivity, accuracy and integrity of our work.

We are confident that our firm's resources, knowledge and expertise uniquely qualify us to help ensure the success of Saugus Union School District's potential renewable energy projects. We look forward to continuing our discussion and answering any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read "David Williard", written in a cursive style.

David Williard

Principal

Sage Renewable Energy Consulting, Inc.

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