

**GRANDVIEW CITY COUNCIL
STUDY SESSION
APRIL 28, 2015**

1. CALL TO ORDER

Mayor Norm Childress called the study session to order at 6:00 p.m. in the Council Chambers at City Hall.

Present were: Mayor Childress and Councilmembers Mike Bren, Gloria Mendoza, Bill Moore, Jesse Palacios and Joan Souders. Excused from the meeting were Councilmembers Robert Ozuna and Javier Rodriguez.

Staff present were: City Administrator/Public Works Director Cus Arteaga, Assistant Public Works Director Santos Trevino, City Treasurer Matt Cordray and City Clerk Anita Palacios.

2. APOLLO SOLUTIONS GROUP – ENERGY SAVINGS PERFORMANCE CONTRACTING

Joseph Hojnacki and Mike Fuentes from Apollo Solutions Group (ASG) presented a powerpoint regarding Energy Savings Performance Contracting (ESPC), a copy of which is attached hereto and incorporated herein as part of these minutes. They explained that ASG was a turn-key energy services contractor. ASG would assess, design and implement infrastructure projects which were guaranteed to pay for themselves through energy and operational savings. ASG approaches each customer with the goal of positively impacting their triple-bottom-line; enhancing social, environmental and financial performance. Apollo guarantees the performance of the equipment/system over a negotiated time frame. If clients do not save what ASG has guaranteed, they could be compensated for the difference.

The needs of Grandview were:

- Replacing aging equipment.
- Improving customer/staff comfort.
- Street lighting upgrades.
- HVAC upgrades.
- Safety and productivity.
- Preserve capital dollars that fund mission critical programs or compliment long term plans.
- Reduce operational and energy expenses.

Energy savings performance contracts (ESPC) are guaranteed and can be self-funded through cost savings derived from a combination of avoided capital costs, utility incentives, preservation of natural resources, and enhanced operational measures.

Most ESPC projects use a combination of the following means to finance their projects:

- Capital
- Utility rebate incentives
- Energy grants (DOC)
- Low interest rate loans through the State Treasurer's Local Loan Program that are fully funded through the guaranteed energy savings and operational savings.

Following discussion, Council consensus was to have Apollo Solutions Group proceed with a preliminary City-wide assessment.

3. ADJOURNMENT

The study session adjourned at 7:00 p.m.

Mayor Norm Childress

Anita Palacios, City Clerk