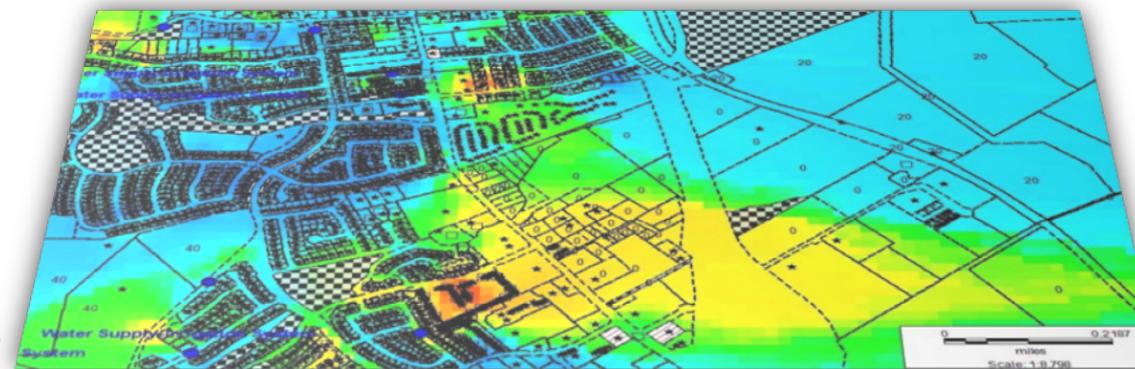
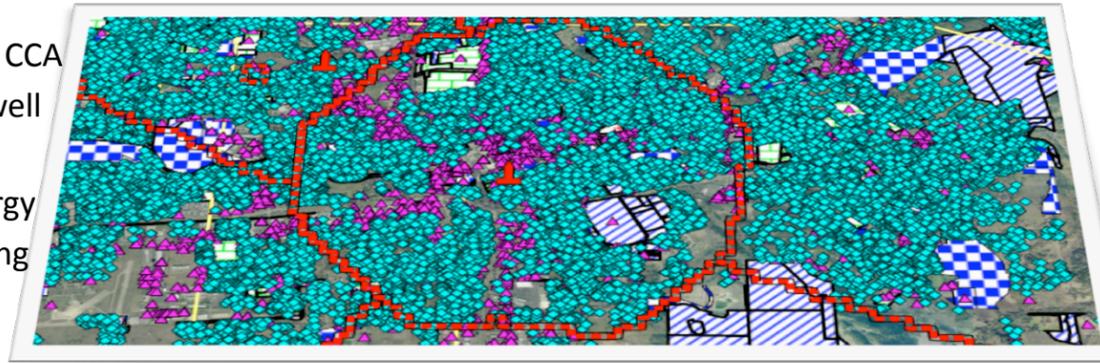
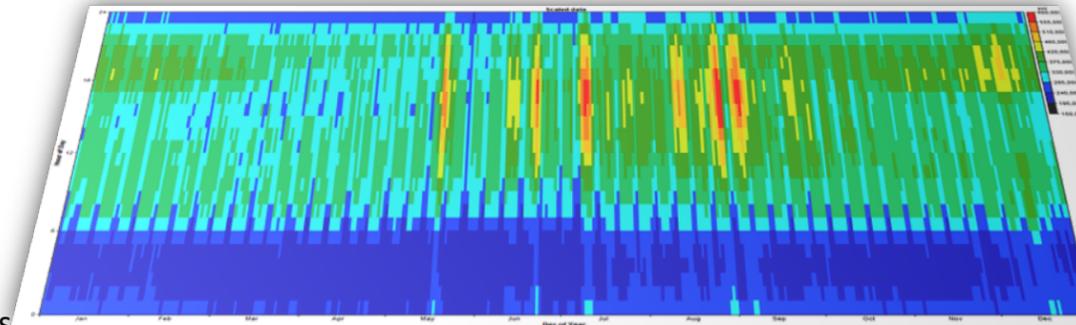


Today, CCAs exist in 800 cities in 6 states authorizing CCA markets, including 25% of nationwide demand. The nation's first CCA, Cape Light Compact has served Cape Cod since the late 1990's.



## Real Change – With Lower Bills?

**Local Power Inc. doesn't just innovate in a market – we created this one.** Inventing Community Choice Aggregation (CCA), Solar Revenue Bonds, and many other original tools for Community Energy, Local Power has grown with the CCA industry, learning from many success to incorporate “Best Practices” into CCA programs like Community Solar Shares, as well as applying Lessons Learned by dozens of communities in over a decade to make energy localization feasible today while also lowering utility bills.



**Marin Energy Authority** serves Marin County, providing 50% Renewable Energy, and has developed some local renewables



LPI has created new ways if CCA is not an option. A 2011 client, the City of Boulder is using leverage from a franchise expiration to implementing energy localization

- ✓ **Lower Bills**
- ✓ **Reduced Fuel Exposure**
- ✓ **Economic Development**
- ✓ **Non-Tax Revenue**
- ✓ **Greener Power**
- ✓ **Green Jobs**
- ✓ **Attract Businesses**
- ✓ **Customer Solar Ownership**
- ✓ **Greenhouse Gas Reductions**

The nation's largest CCA, NOPEC serves Northeast Ohio, providing Community Choice Aggregation to 450,000 customers – millions of people



**Local Power, Inc. (LPI)** has nearly 20 years of experience with energy policy, consulting, advisory, and design services for a diverse group of municipal governments. We have been at the forefront of electricity restructuring debate since 1993, most notably creating Community Choice Aggregation (CCA) and inventing the nation's first renewable finance authority in 2001. LPI was founded to empower local communities seeking to build their energy independence, create local green jobs and cut carbon emissions, by taking advantage of long-term disruptive trends in energy. Originally a loose-knit group of thought-leaders in policy and infrastructure, our interdisciplinary, dynamic approach and strong record of critical successes attracted a broad range of expertise. As distributed energy resource technologies and practices evolved and economies of scale increasingly drive down costs, LPI has become a competitive enterprise with soup-to-nuts expertise in energy localization for CCAs and municipally-owned utilities. Encompassing cutting-edge data analytics, understanding of energy markets, public and private finance, energy law and energy policy, and site acquisition, engineering, & project management, LPI's client list includes many of America's leading municipal governments.

**SAN FRANCISCO- CleanPowerSF In City Renewables and Energy Efficiency Rollout RFPs.** LPI is writing specifications for energy localization in San Francisco, including financial model, deployment report, and Requests for Proposals to developers and power providers to implement a minimum 51% localization by 2017.

**SONOMA COUNTY - Renewables-based Energy Secure Communities (RESCO) Sonoma County Water Agency A California Energy Commission PIER program (2009-2011).** LPI conducted detailed analysis of detailed government and utility data, developed an energy model for the integration of mature renewable resources together with efficiency measures to prepare the County for the implementation stage.

**SAN LUIS OBISPO COUNTY - Renewables-based Energy Secure Communities (RESCO), San Luis Obispo County (2009-2012).** The SLO-RESCO project is investigating the geographically specific factors for evaluating a renewable resource mix to serve all electrical load in San Luis Obispo County.

**SAN FRANCISCO - San Francisco Public Utilities Commission CCA Request for Proposals (2010).** LPI advised SFPUC staff and directly negotiated with bidders, helping draft a Request for Proposals to seek a qualified supplier of electricity supply services and customer care and billing services for CleanPowerSF - the City's CCA Program.

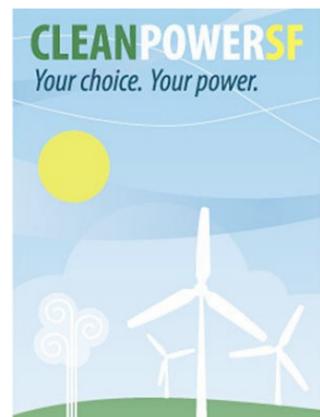
**SAN FRANCISCO - San Francisco Local Agency Formation Commission (2009) CCA Program Report.** Local Power outlined and recommended a course of action regarding ongoing public and private energy developments, which could be adapted to augment San Francisco's CCA and H Bond Program.

**SAN DIEGO COUNTY - Environmental Health Coalition, Chula Vista (2007).** LPI prepared a specific portfolio of renewable resources and demand side technologies for replacing the South Bay Power Plant, forecasting the power facility and portfolio power costs compared to San Diego Gas & Electric's forecasted rates.

**SONOMA COUNTY - Sonoma County Climate Action Plan Energy Element (2007).** Local Power collected and managed confidential energy use and infrastructure data for the County, preparing a detailed plan to use CCA and H Bonds as the basis for achieving a 67% RPS by 2017 and achieving a 63% greenhouse gas reduction in the power sector without increasing electric bills.

**IMPERIAL VALLEY, CA - Imperial Irrigation District (2007).** LPI evaluated RFP bids for the development of solar photovoltaics and other RE energy technologies.

**SACRAMENTO - Sacramento Municipal Utility District (2004).** Local Power prepared Performance Based Incentive (PBI) Photovoltaic Commercialization Program, now known as the “Solar Shares” Program. LPI delivered a Program Design and Program Elements Report, a Market Sectors Report in the approach.



**Another Local Power client, CleanPower SF** Plans to serve San Francisco, and hired LPI to survey local renewable development strategy, help draft RFP and solicitation documents, and provide strategic analysis

# Location Location Location.

Too often, decisions about what kind of renewable energy to develop don't consider the local physical conditions and energy use patterns that ultimately determine the price of power. Poor performance and high premiums can result. Local Power's block-by-block analysis and deployment approach has enabled a breakthrough in design and risk reduction for the large-scale deployment of distributed energy resources by CCAs and municipal utilities. Detailed site and portfolio analyses allow governments and developers to fully understand the risks they face in deploying their technologies, which significantly enhances their ability and willingness to finance and manage those risks contractually without premiums.

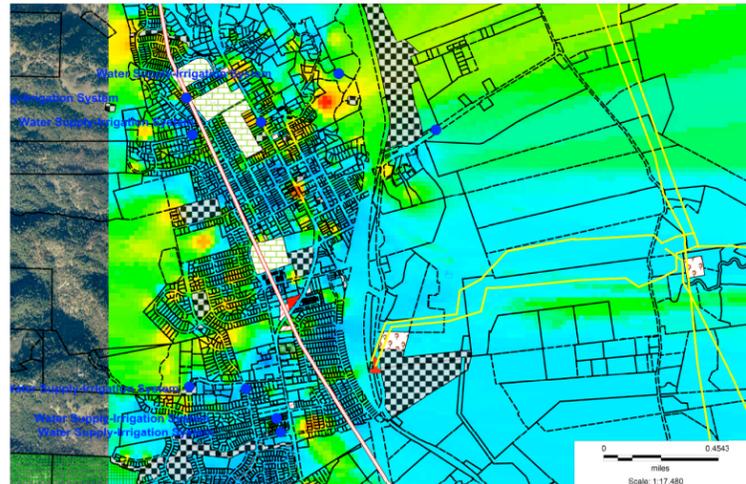


Figure 5 - LPI Energy Critical and Infrastructure Map for California County

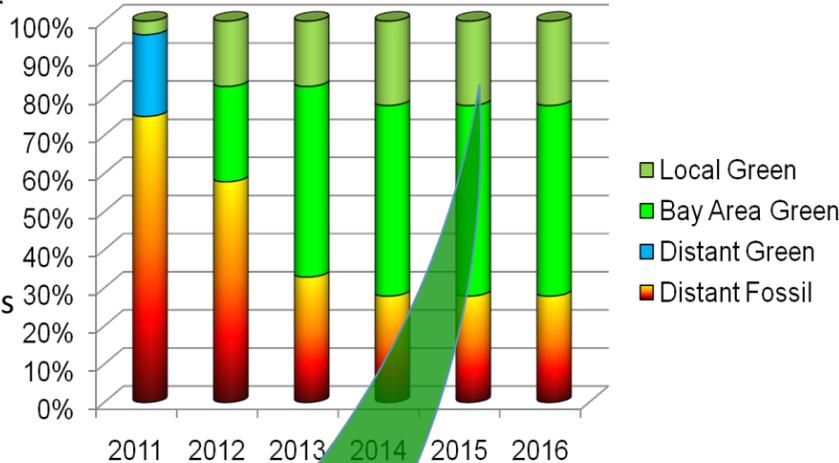
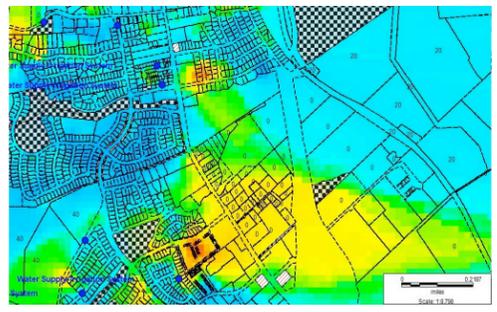
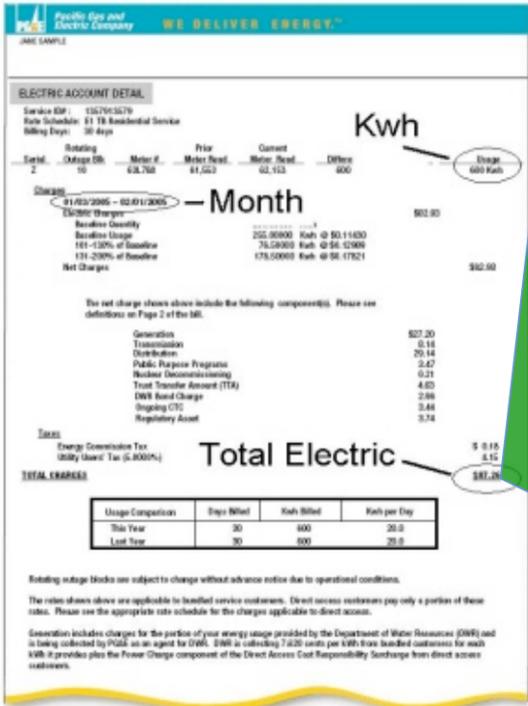


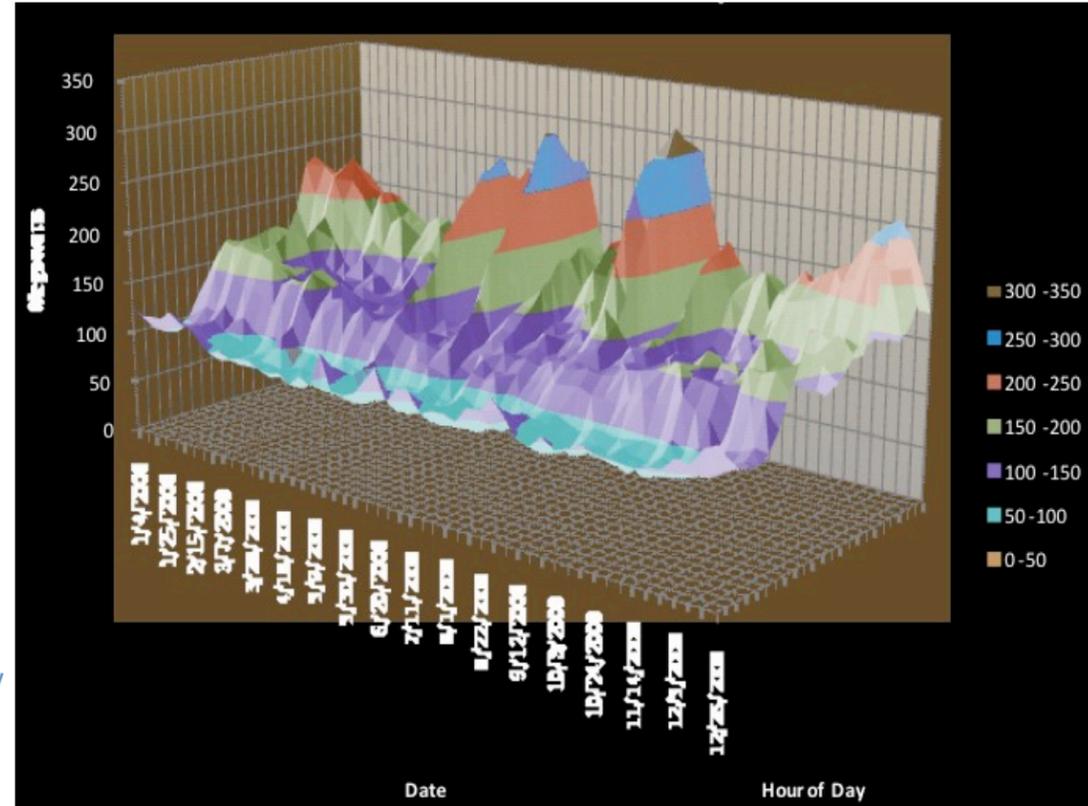
Figure 4 - LPI Proposed Localization for California County

## The Local, Reverse-Engineered.

Strategically, Local Power incorporates risk and logistical factors such as local siting concerns, analyzes and removes barriers, and writes specifications for an entire portfolio of renewable projects and power, to minimize project risk, minimize and isolate financial risks, and put customers in the driver's seat with their grid power supplier. LPI's approach to intelligent deployment planning quantifies project risk, and creates manageable logistical strategies by designing integrated roll-outs and rationally bundling packages of contracts and financing, while advising the cities on how to redesign and negotiate new power contracts in power wholesale markets to achieve a major reduction of required conventional grid power and fuels in your energy supply within just a few years.



Local Power.



## A "Revolution in Power."

Local Power's top-to-bottom, bottom-to-top approach takes into account both community-wide portfolio economics as well as technology selection and development site characteristics. This allows us to greatly increase the scale and acceleration of distributed energy resource development while also satisfying a community's cost of service, policy goals, and financial constraints. LPI fills the gaps to make possible "a whole new business model for energy."

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