



Los Angeles Unified School District

**Palisades Charter High
School
Solar Photovoltaic System
Pilot**

10/12/2021

Imagine what Pali-High could do with \$3 million dollars of savings from Solar, over 25 years...

You could fund the salaries of 5 teachers at \$60,000 per year for 10 years.

You could buy 12,000 musical instruments at \$250 each.

You could outfit 5,000 athletes each with \$600 worth of sports equipment.

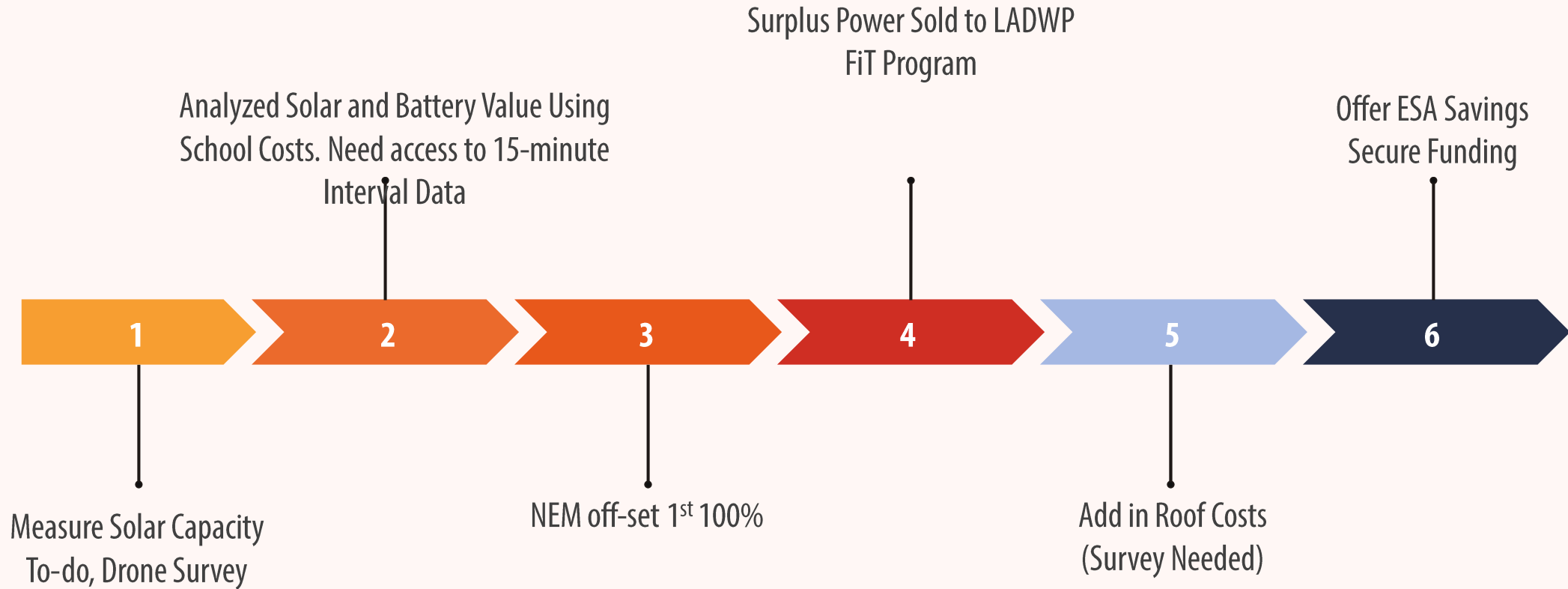
That is the savings we're offering by going solar with the PermaCity Hybrid, NEM-FiT Program.

- + LAUSD awards PermaCity 4 of the 7 Pilot sites in this latest RFP. 10-12-21
- + We have built Solar for the district several times before.
- + Among those are Sotomayor, Arts and Sciences Magnet High Schools, Gardena Bus terminal, Orthopedic High School, Los Angeles Leadership Academy, and the beautiful new, South Region High School #8 in Maywood, our most recent installation.



Our business,
is repeat business.

Plan of Work



ESA OFFER

Pali-High School 3.6 MW DC



What type of Financing Agreement?

- + Energy Services Agreements (ESAs) are performance-based contracts through which a service provider agrees to finance, develop and deploy energy efficiency/renewable energy projects for clients without any upfront capital expenditures.
- + System is owned by 3rd party who gets FiT payments of \$0.14 / kW Hour from LAUSD.
- + FiT Proceeds Discount Equipment, O&M, Engineering, and other assorted costs
- + Complies with both LADWP and SCE

Estimated Savings During ESA Term With Roof Budget Included

ESA Year	Estimated Pre-Solar Utility Cost	Estimated Bill Savings from Solar	Estimated ESA Payment to PermaCity	Net Savings
1	\$263,016	\$208,798	(\$117,825)	\$90,973
2	\$270,906	\$213,986	(\$120,753)	\$93,233
3	\$279,034	\$219,298	(\$123,750)	\$95,548
4	\$287,405	\$224,737	(\$126,819)	\$97,918
5	\$296,027	\$230,304	(\$129,961)	\$100,343
6	\$304,908	\$236,003	(\$133,176)	\$102,827
7	\$314,055	\$241,836	(\$136,468)	\$105,368
8	\$323,477	\$247,807	(\$139,838)	\$107,969
9	\$333,181	\$253,919	(\$143,287)	\$110,632
10	\$343,176	\$260,174	(\$146,817)	\$113,357
11	\$353,472	\$266,576	(\$150,429)	\$116,147
12	\$364,076	\$273,129	(\$154,127)	\$119,002
13	\$374,998	\$279,834	(\$157,911)	\$121,923
14	\$386,248	\$286,696	(\$161,783)	\$124,913
15	\$397,835	\$293,718	(\$165,745)	\$127,973
16	\$409,770	\$300,903	(\$169,800)	\$131,103
17	\$422,063	\$308,254	(\$173,948)	\$134,306
18	\$434,725	\$315,776	(\$178,193)	\$137,583
19	\$447,767	\$323,472	(\$182,536)	\$140,936
20	\$461,200	\$331,346	(\$186,979)	\$144,367
21	\$475,036	\$339,401	(\$191,524)	\$147,877
22	\$489,287	\$347,641	(\$196,174)	\$151,467
23	\$503,966	\$356,070	(\$200,930)	\$155,140
24	\$519,085	\$364,691	(\$205,796)	\$158,895
25	\$534,657	\$373,510	(\$210,772)	\$162,738
Total	\$ 9,589,370	\$ 7,097,879	\$ (4,005,341)	\$ 3,092,538

DSA AND ENGINEERING



Neal Shah

SE, PE, 1 GW Solar Experience

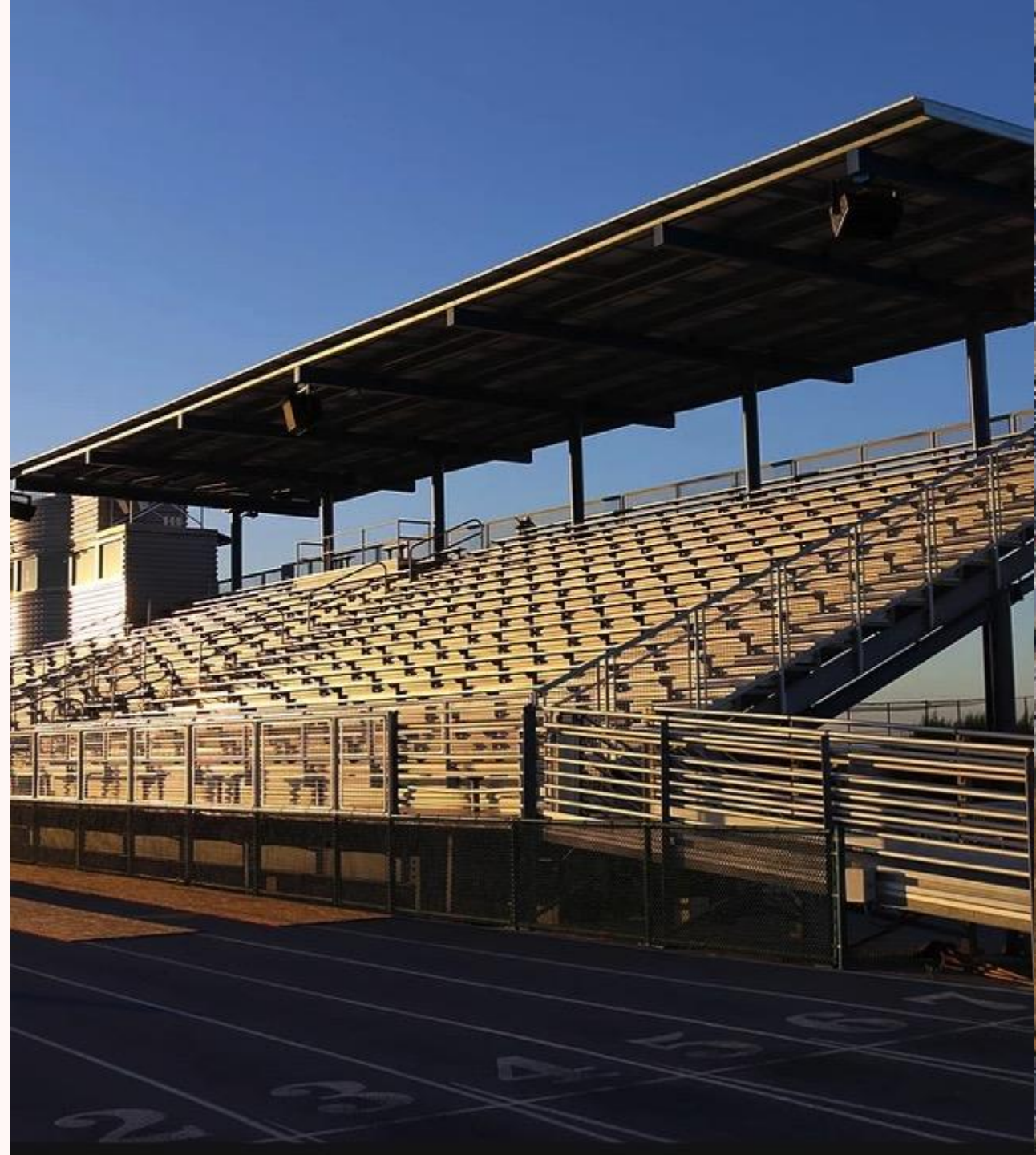
PSE, SEAOSC-Building Committee, SEAOSC Member

1,000 DSA sites completed

EOR DSA Pre-Check

DSA Roof Experience

EOR SolarStrap ICC



CONSTRUCTION INNOVATION



Jeremy Johnson

Colonel National Guard. MBA, MIT Post Grad Supply Chain Management Renewable Energy

SVP Construction

Veteran – Logistics Expert

22 years licensed GC

Implementing SolarStrap logistics plan and automation

Veteran and inner city hiring

Making a difference in veteran's life

Served in Iraq and Somalia



ESA OFFER



Jonathan Port

President- PermaCity, Inventor- SolarStrap,
Pali-High Alum. Presently a Pali-High Dad.

18 years commercial institutional solar experience

PermaCity was recently acquired by Catalyze

Catalyze's lead investor EnCap is a \$37B top 5 energy funds in the U.S. with dedicated capital

LAUSD pilot RFP with partner TGC funding; together invested and developed more than \$100 million into Los Angeles rooftop and canopy solar projects already

Experienced team - we know what we are committing to do



Confidential



SOLARSTRAP INNOVATION

HOW IT WORKS – SAFEST IN INDUSTRY



Jonathan Port

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Why PermaCity?

- ✓ **Expertise** in commercial-scale renewable energy development, finance, policy & technology
- ✓ **Turnkey renewable energy solutions** designed, developed, constructed, financed, owned, and operated by Catalyze on-site
- ✓ **Advanced software platform** informs, accelerates acquisition, decision making & development process
- ✓ **Creative financial, revenue structures** to optimize client value
- ✓ **Transparency** into project details, financials, and on-going asset management
- ✓ **District scope, scale** to deliver projects across portfolios
- ✓ **Substantial capital backing** by [EnCap Investments L.P.](#) and [Yorktown Partners LLC](#)

SOLARSTRAP INNOVATION



Casey Smith

ME, MBA

President SolarStrap

Disabled Veteran

8 years solar racking product development

Brought SolarStrap into schools

Completed SolarStrap ICC with DSA Compliance Endorsement

Navy under water welder for USS Midway and classified ships

