

GACS Lighting Retrofit Fund Application

Background:

The Georgia Association of Convenience Stores (GACS) Lighting Retrofit Fund provides financing for energy retrofit projects for convenience stores in Georgia. Convenience store locations will be selected for financing based on a competitive application process. Selected locations will receive retrofit services with no up-front costs. However, they will make quarterly loan payments for 18 months after the lighting retrofit services are complete. These payments will equal 100% of the savings generated by the retrofit services during each of the 6 quarters, including energy cost reductions, rebates, or tax incentives generated. These payments will not exceed the project costs, including administrative overhead.

The Georgia Lighting Retrofit Fund was started through grant funding by the American Recovery and Reinvestment Act of 2009 in cooperation with the Georgia Environmental Facilities Authority. Payments made by Companies that receive services through fund financing will go back into the fund to be used for additional projects.

Application Instructions:

In order to apply, Applicant Companies should submit the following:

- 1) A completed Section 1 (attached)
- 2) A completed Section 2 (attached) for each location to be considered (no more than 10 locations will be selected for a given Applicant Company, but more than 10 can be submitted for consideration)
- 3) The most recently filed Georgia and Federal income tax returns for the Company (without attachments)
- 4) The 3 most recent electric bills for each meter at each location to be considered (i.e. for each location with a Section 2 completed) – attach to each respective Section 2.

Completed applications should be sent to:

Georgia Association of Convenience Stores
ATTN: GACS Lighting Retrofit Fund Application
168 N Johnston St, Ste 209
Dallas, GA 30132

Questions can be addressed to Ed Outlaw at Outlaw Consulting (770-461-2308 x111) or to Angela Holland at GACS (770-736-9723).

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SECTION 1: To be completed by each applicant (may be submitted with multiple locations, each of which should have a Section 2 completed)

Applicant Company Legal Name _____

Applicant Company Contact Information:

Name _____
Title _____
Street Address _____
City, State, ZIP Code _____
Phone Number _____
email _____

Alternate Contact: Name _____ Phone _____ email _____

INDICATE WHICH OF THE FOLLOWING YOU WOULD BE WILLING TO AGREE TO IF SELECTED FOR GACS LIGHTING RETROFIT FUND FINANCING:

- 1) To participate in the Governors Energy Challenge, which asks participants to reduce energy consumption by 15% below FY2007 levels (see www.governorsenergychallenge.org)
Would agree to _____ (Yes / No)

- 2) To post signage (provided and installed as part of the financed Lighting Retrofit Services) at each project location indicating in part that "This location has reduced energy usage through a project financed by the Georgia Association of Convenience Stores Lighting Retrofit Fund, which was funded by the American Recovery and Reinvestment Act of 2009 in cooperation with the Georgia Environmental Facilities Authority."
Would agree to _____ (Yes / No)

- 3) To maintain membership in the Georgia Association of Convenience Stores for the 18 month financing period for the selected project.
Would agree to _____ (Yes / No)

- 4) To provide permission for Outlaw Consulting, Inc. to communicate with your utility to get additional billing information or to negotiate related rebates and incentives.
Would agree to _____ (Yes / No)

For any of the above answered "no", please provide an explanation _____

STATEMENT OF COMPANY CONTACT: By signing below, I affirm that I am authorized to represent the Company listed above, I represent that the information on this application (including all Section 2 information attached) is correct to the best of my knowledge, and I acknowledge that I understand the following:

- If selected as a recipient of financing through the GACS Lighting Retrofit Fund, the selected locations will receive lighting retrofit services provided by Energy & Environment LLC (Contractor) and Outlaw Consulting, Inc. (Fund administrator)
- These lighting retrofit services will be 100% financed by a loan from the GACS Lighting Retrofit Fund
- As part of the financing, applicant will agree to make quarterly loan payments to the GACS Lighting Retrofit Fund for 18 months after the lighting retrofit services are complete. These payments will be capped at 100% of the savings generated by the retrofit services during each of the 6 quarters, including energy cost reductions, rebates, or tax incentives generated. These payments will not exceed the project costs, including administrative overhead.
- The terms of the services and financing described herein will be detailed in a contract between Outlaw Consulting, Inc and the Applicant, if the Applicant is selected for financing. The applicant, by submission of this application retains the right to refuse to enter into any contract. This is not a contract for services, it is a request for funding.

Company Contact Signature (must be the contact listed above) _____ Date _____

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SECTION 2: To be completed for each location to be considered

GENERAL LOCATION INFORMATION

- 1) Full Address of Location _____
- 2) Age of Building _____
- 3) What is the square footage of the building (C-store retail building only) If unsure, please estimate _____
- 4) Date Building Acquired by Applicant _____
- 5) Is Location owned or leased _____
 - a. If leased, how long is the term? How many years remain on the lease? _____
 - b. If less than 3 years - How many periods of renewal has current management been through? _____
- 6) Was major renovation conducted in last 10 years? _____(Yes / No)
- 7) Is the store a 24/7 (24 hours, 7 days a week) operation? _____(Yes / No)
If less, how many days a week is the store open? _____
If less, what are the operating hours of the store? _____

LOCATION LIGHTING INFORMATION

- 1) Is current fluorescent lighting T12 lamps, T8 lamps, or a combination (if combo, list percentage of each)? _____ (To identify which: 4 foot lamps are labeled F40 or F34 if T12, or F32 if T8)
- 2) What percentage of fluorescent lights or fixtures are generally "out" at any one time? _____%
- 3) What percentage are "out" now? _____%
- 4) What type of fluorescent ballasts does this location use? (Magnetic or Electronic)
- 5) Does this location incorporate Compact Fluorescents (CFL) in cans, downlighting or other areas? _____(Yes / No)
If yes, what percentage of screw-ins are Compact Fluorescents (CFL) ? _____%
- 6) Does the store have any occupancy sensors in bathrooms or back areas? _____(Yes / No)
- 7) What type of lamp is used in exterior canopy lighting? (examples: 250 watt Metal Halide (MH), 400 watt MH, 400 watt Mercury Vapor(MV)) _____
- 8) How many lights are in the canopy(s)? _____
- 9) Is canopy lighting controlled primarily by a backroom breaker switch? _____(Yes / No)
If no, where is the switch and what kind of control (if any) does it have? _____
- 10) Does the canopy have any existing lights that are burned out now? _____(Yes / No)
If yes, how many? _____
- 11) At any one time is it typical for lights in the canopy to be burned out (between replacement or repairs?) Yes / No
If yes, how many? _____
- 12) Approximately how many exterior lights does the store have other than Canopy lights (this would area lighting, "wallpacks", pole lights owned and maintained by the store, etc.)? _____
What type lights are they? (Circle One)Metal Halide (MH), Mercury Vapor (MV), High Pressure Sodium (HPS), Other
What wattage? _____
- 13) Does the store have Exterior Fluorescent lighting (ringing the building, and/or in fixtures above the gas pumps)?
____ Yes / No
If yes, approximately how many total? _____ Are they T12 or T8? _____
- 14) Is lighting maintenance for interior lighting handled "in house"? _____(Yes / No)
If no, by who?
- 15) Is lighting maintenance for exterior lighting (Canopy for example) handled "in house" ? _____(Yes / No)
If no, by who?

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LOCATION UTILITIES AND OTHER INFORMATION

- 1) How many electric meters does the store have? _____
- 2) Does the store (C-Store or corporate office) pay for each electric bill? _____(Yes / No)
- 3) Does the store use natural gas service? _____(Yes / No)
- 4) Does the store use propane service? _____(Yes / No)
- 5) Does the store have a backup generator? _____(Yes / No)
- 6) Does the store have high speed internet service? _____(Yes / No)
- 7) Does the store have any type of whole building control system for lighting, HVAC, etc.? _____(Yes / No)
If so, what kind? _____ When was it installed? _____ Is it performing well? _____
- 8) Is the store HVAC (A/C) controlled by a thermostat that is (circle one): Standard / Programmable / Whole Building
- 9) What temperature is the cooler kept? _____
- 10) Are the evaporator coils on coolers cleaned on a regular basis? _____(Yes / No)
- 11) Does your store have a car wash? _____(Yes / No)
- 12) Does your store have a hot water heater? _____(Yes / No)
If yes, is it (circle one): Electric / Gas
- 13) How many gasoline pumps does the location have? _____