

October 24, 2018

Jessica Sutorus

City of Colton – Utilities Department
 150 South 10th Street
 Colton, CA 92324
 Email: jsutorus@coltonca.gov

Subject: Ice Energy Thermal Energy Storage Air Conditioning Proposal

Dear Jessica,

Thank you for allowing Ice Energy to provide the City of Colton with peak load reduction and energy efficiency proposal targeting replacement of inefficient City building air conditioning equipment. Ice Energy’s Ice Bear product is a proven, reliable and efficient cooling solution designed to reduce air conditioning power consumption during utility grid peak periods without sacrificing space cooling for businesses and residential homes.

PROPOSED PROJECT SCOPE

Ice Energy is proposing turnkey design and installation services targeting replacement of aging AC compressor equipment with the Ice Bear 20 product. The Ice Bear 20 product with its 14.56 Seasonal Energy Efficient Ratio (SEER) will reduce energy consumption and reduce AC compressor peak load up to 6 hours daily reducing the Utility Departments peak load.

Ice Energy has identified 5 City buildings and proposing EE upgrade of 11 air conditioning units with the Ice Bear 20 energy storage cooling units. Our proposed scope intends to mimic Colton Community Center Ice Bear project successfully completed last year. Proposed delivery scope includes Ice Bear 20 units, design plans to obtain city permits including installation services. See following target replacement list.

Site Name	Location of AC	Unit Tag	System Type	Brand AC	Model #	Serial #	Year	Tons	IB20	IB20 SEER
Fire Station #214	Ground	AC-1	Split System Condensing Unit	Int. Comfo	N2A036AHA2	X073377659	2007	3	Yes	14.56
Fire Station #214	Ground	AC-2	Split System Condensing Unit	Carrier	38TH036500DL	1189E3371	1989	3	Yes	14.56
Fire Station #214	Ground	AC-3	Split System Condensing Unit	Carrier	38TH036500DL	1889E84843	1989	3	Yes	14.56
Fire Station #214	Ground	AC-4	Split System Condensing Unit	Carrier	38TH036500DL	1889E84860	1989	3	Yes	14.56
Water Treatment Plant	BR, Ground	AC-1	Condensing Unit	Rheem	13AJA48A01757	8346W281120336	2011	4	Yes	14.56
City Hall	Roof	Split -5	Condensing Unit	Rheem	RAKB-060CAZ	7011 M3805 03987	2005	5	Yes	14.56
City Hall	Roof	Split -6	Condensing Unit	Rheem	RAKB-060CAZ	7011 M3105 14284	2005	5	Yes	14.56
Fire Station #212	Roof	AC-1	Condensing Unit	Lennox	13ACC-037-230-01	5804B51849	2004	3	Yes	14.56
Fire Station #213	Roof	AC-2	Packaged Gas heating/electric cooling	Goodman	GPG13360701AB	707610312	2007	3	Yes	14.56
Luque Center-Library	Roof	AC-1	Condensing Unit	Carrier	593ANX060000AAAA	1990E01715	1990	5	Yes	14.56
Luque Center-Library	Roof	AC-2	Condensing Unit	Carrier	593ANX060000AAAA	1690E16851	1990	5	Yes	14.56

TURNKEY PRICING

MATERIALS			
QTY	DESCRIPTION	UNIT PRICE	TOTAL
11	Ice Bear 20 Energy storage cooling unit (start up included)	\$ 15,000	\$ 165,000
Total Materials:			\$ 165,000
LABOR & SERVICES			
QTY	DESCRIPTION	UNIT PRICE	TOTAL
1	Site Survey and Electrical/Mechanical/Structural engineering design services	\$ 25,000	\$ 25,000
5	Building department submittals and permit services	\$ 750	\$ 3,750
11	Concrete preform slab and install	\$ 1,500	\$ 16,500
11	Ice Bear Turnkey Installation services - Estimate Only	\$ 7,000	\$ 77,000
Total Labor:			\$ 122,250
For Terms and Conditions associated with this sale, please see "Standard Terms & Conditions" which is attached and incorporated by reference.			Subtotal \$ 287,250
			Sales Tax \$ 12,788
			Shipping \$ 2,750
Sales Tax Rate: 7.75%		Total	\$ 302,788

Pricing Inclusions and Exclusions:

1. All designs, permits, and project management included
2. Proposal assumes ground mount applications using concrete preform pads (concrete pour will be bid as adder)
3. Proposal assumes use of existing electrical service provided to air conditioning condenser (higher amperage service if required will be adder based on distance from building electrical panel to the Ice Bears)
4. Proposal assumes use of existing new air handler and/or new evaporator coil (additional air handler or coil will be bid as adder if required)
5. Proposal excludes any air duct upgrades. (leaks and duct work will be bid as adder if required).
6. Proposal assumes use of existing thermostat's (Thermostat or controls upgrades will be bid as adder if required).
7. All additional work not include will require Colton staff written approval before proceeding with out-of-scope work.
8. This proposal is valid for 60 days from issuance date.

Payment Terms:

1. Payment are due NET30 from Invoice date with late fees of 2%/month for any overdue balance.

Thank you for considering Ice Energy's proposal. Please call or email should you have questions with our proposal. Ice Energy stands ready to support this project opportunity.

Kind regards,

Ice Energy Holdings, Inc.



Greg Miller

EVP, Market Development