



1. **Corporate Cost** - Many of the firms performing energy service programs in Mississippi are corporations which carry very heavy overhead rates. This means there is money that is leaving the local entity to support functions that the entity does not get to benefit from. With McNeil Rhoads, 100% of your savings dollars stay in our state and are invested in the communities which partner with us.
2. **Product Biases** - Besides having corporate expenses, many of the proposing firms carry product biases for all improvements in facilities. This leads to design recommendations that may not necessarily be cost effective but simply put more product in the project. This leads to less benefit to the tax payers. With McNeil Rhoads, the City of Gautier can always expect an honest response on engineering and design data when it comes to products.

With these market trends taken into account, McNeil Rhoads was formed to provide our clients with the best technical knowledge of any firm in the State of Mississippi while being cost effective to provide the maximum return on investment for the City of Gautier. McNeil Rhoads provides a full range of services and solutions to implement turn-key holistic infrastructure improvement projects.

Infrastructure Analysis & Consulting

The key to any successful operation is having a plan to be efficient and implementing that plan with precision. When a client chooses to partner with McNeil Rhoads, the foundation for a great program is the audit and planning during development which is where we pay attention to every detail. By starting with a great plan it leads to a better construction project and the best results long term for the client.

1. Energy Management Planning
2. Water Conservation Management
3. Sustainability Consulting
4. Infrastructure Master Planning
5. Energy & Operational Reduction Project Development
6. Government Program Management





High Performance Buildings

McNeil Rhoads understands how building systems work together and how a network of buildings working together can provide tremendous cost savings to the client. Our personnel have experience with almost any age and design building and their energy consuming systems and devices.

1. Lighting Retrofits

Lighting system re-designs, retrofits, and replacements will be a major part of most energy savings performance contracts. Lighting is the most apparent of the energy using systems in facilities and has a considerable effect on perceived quality, appearance, operating performance, and operating costs. Effective and economical lighting solutions will contribute substantially to the project's success.

McNeil Rhoads lighting solutions include:

1. Interior and exterior lighting replacement and/or retrofits
2. Lighting control improvements
3. Occupancy Sensors
4. LED exit sign, interior and exterior installation
5. Daylighting controls/Daylight harvesting

2. Energy Management Control Systems

McNeil Rhoads can provide you with an energy management control system that is functional and tailored for the City of Gautier. Energy Management Systems are great tools to use on the enterprise management level of facilities. However, unlike our competitors we strive to simplify the systems to maximize the savings without the need for excess products or equipment. Some of the optimization strategies include the following:

- Night Time Setback
- Demand Control Ventilation
- Staged Starts
- Occupancy based control

3. Water Conservation Program

McNeil Rhoads provides expertise in improving buildings by increasing efficiency in water system components and efficiency in water usage, both in domestic water systems and HVAC systems. Clean



water sources, supply and cost are issues throughout the world, now and increasingly in the future. Some of the areas for implementation of water technologies include the following:

- Domestic use in bathrooms by faucets, water closets, urinals, showers and baths
- Low volume water closets
- Low flow showerheads and faucet laminar flow restrictors
- Cooling tower make-up water
- Condenser cooling for air conditions, chillers, refrigeration compressors
- Compressor cooling
- Floor and equipment washing
- Boiler make-up water and steam trap losses
- Kitchen use and dishwashers
- Swimming pool water consumption control techniques

4. HVAC Replacements

McNeil Rhoads evaluates and determines the most effective strategy to employ with respect to your facility's major mechanical systems. The following equipment may be modified, replaced, repaired, or optimized, based on such factors as condition, performance and reliability:

- Split Systems
- Package Units
- Compressed Air Systems
- Air Handlers
- Hot Water Heaters
- Boilers

5. Building Envelope Improvements

Energy conservation savings measures that are less frequently utilized but should be included in a comprehensive program include building envelope/weatherization modifications such as:

- Improved weatherization with more efficient insulation
- Window replacements
- New roofing materials
- Electric peak-shaving systems
- Electrical power system improvements

6. Building Maintenance Operations Cost Optimization

Through discussions with your facilities services staff and site inspections, McNeil Rhoads development team will determine the most effective strategy to employ with respect to the following:

- Service Programs
- Capital Expenditure Plans
- Personnel Management and Training
- Organizational Structure Flow
- Staffing Standards

Water Systems

One of the biggest challenges to municipal clients is their failing water system infrastructure and lack of funding to fix these problems. Our team has had the experience developing many of the largest water system optimization programs implemented in Mississippi which includes the largest water system ESPC contract in US history.



1. Water Meter Replacement

The fundamental principle behind the water meter retrofits is the fact that observable decline in measurement efficiency of a water meter is predictable over time. Also, factors affecting this decline are measurable and repeatable.

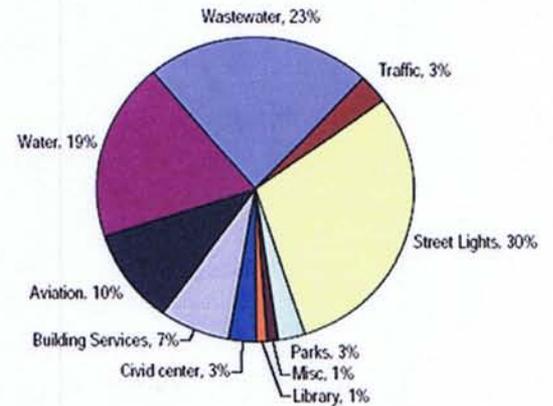
The major factors influencing decline in meter measurement accuracy are cumulative quantity of water measured through the meter over its service life, and the quality of the metered water. Meter age is also a factor contributing to meter accuracy decline, but it is a secondary factor to the two factors mentioned above. Subsequently, age is typically not considered a primary factor in determining expected meter efficiency. Based on initial investigation this appears to be the greatest opportunity for the City Gautier through this program.



2. Water/Wastewater Treatment

Historically, a typical municipality’s energy consumption is distributed throughout the city departments with primary energy uses for street lighting and utilities services. The chart (right) highlights the major energy uses and illustrates that street lights, water distribution, and wastewater operations account for over 70% of the energy use in any typical City. Moreover, water and wastewater operations typically account for over 40% (and as high as 60% in certain municipalities) of a city’s energy usage.

With the rapid rise in the cost of energy, cities are facing an ever-increasing burden on operating and maintenance (O&M) budgets to provide the same services as previous years without major increases to the O&M budget. To that end, McNeil Rhoads has focused its expertise in water and wastewater to implement energy reduction strategies at water and wastewater facilities. These solutions consistently assist our clients in managing their overall electrical costs and water usage.



3. SCADA Improvements

An increase in SCADA monitoring and control at each facility to allow remote control of each facility, in addition to the current remote monitoring capability would result in a number of benefits to the City of Gautier. These benefits would include energy cost savings, reduced operation and maintenance costs, and more accurate process control.

Energy cost savings would result from more efficient operation of pumps, valves, and chemical feed equipment. SCADA systems provide the ability to start and stop equipment remotely, and improve responsiveness to changes in the wastewater collection and treatment system. In implementation of process video in addition to SCADA system upgrades further allows remote operators to view the system operation and respond to changes in the treatment system.

SCADA systems can also monitor and provide trending analysis of equipment operation, and run-time; facilitating the scheduling of routine and preventive maintenance. This data may allow a more proactive approach to equipment maintenance, resulting in reduced operation and maintenance costs.

Custom Project Development

McNeil Rhoads offers several options for project implementation and financing services. We work to customize every project with our clients to meet their individual needs. By partnering with us, we take concepts and audits into financeable project.



DESIGN/BUILD METHOD



TRADITIONAL METHOD



1. Design-Build and Integrated Project Delivery
2. Project and construction management
3. Energy Savings Performance Contracts (ESPC)
4. Financial Modeling
5. Grants and State subsidized financing programs
6. Third-Party Financing

We are thankful to now have the opportunity to support and partner with the City of Gautier. It would be our privilege to help you provide your constituents and employees with facilities that are efficient, healthy, comfortable, safe, secure, and technologically advanced as well as a water metering system that is accurate and operationally efficient.

Personnel

McNeil Rhoads has the right local team to manage the project. Our executive staff is experienced in delivering energy cost saving projects that meet and exceed customers' expectations.

They have managed tens of millions of dollars in projects including everything from government facilities to K-12 schools, from water meter projects to chilled water plant additions, and so on. As is evident in reviewing their qualifications and experience, our project team have learned from hands on experience in a wide range of facilities.

Dusty Rhoads

Chief Executive Officer(Co-Founder)

Mr. Rhoads is CEO and co-founder of McNeil Rhoads. His responsibilities include setting long term vision for the company. He is also responsible to ensure the Company is appropriately organized and staffed to achieve the company vision.

Mr. Rhoads has close to a decade of experience in the construction and energy project development industry. Dusty began his career working for a privately held general construction firm as Regional Director of Business Development. During this time, the company doubled in size and grew to the largest in Southeast. During this growth period, he developed some the largest program and construction management contracts in the state of Mississippi.

In 2010, Mr. Rhoads began working for a global Fortune 100 engineering conglomerate as a Business Development Manager to assist the company in obtaining energy performance contracts with government entities. During his employment, he helped the company generate over \$140M in contracts in the state of



Dusty Rhoads - Continued

Mississippi which equated to a 97% market share in the municipal government market. Mr. Rhoads also led all initiatives on legislation that relates to the energy conservation contracting field.

While Mr. Rhoads has spent a significant amount of time growing companies, he is also very passionate about affecting change in the communities in which he is engaged with. He is involved in many activism and non-profit groups to affect awareness on issues affecting public entities on energy & environmental policies. He also is serving his 3rd term as Alderman for the City of Flowood. He is very involved in Mississippi Municipal League in which he brings awareness and solutions to fixing environmental and infrastructure issues to municipal clients in Mississippi.

Mr. Rhoads earned a B.S. degree from Belhaven University. He was also a 4 year starter and All-Academic All American performer on the university football team. He still maintains an active role in the Alumni Association.

Chris McNeil

Sr. Vice President of Operations (Co-Founder)

Mr. McNeil is Sr. Vice President of Operations and co-founder of McNeil Rhoads and will serve as the point for person for the City of Gautier throughout the entire project. His responsibilities include management of the operational functions of the organization which include full P&L management, project risk analysis, project development, energy market research, expansion and acquisition review, as well as setting long term strategic growth plans for the company.

Mr. McNeil has close to a decade of experience in the construction and energy project development industry. Chris began his career working for a privately held mechanical construction firm as Director of Business Development. During this time, the company doubled in size and successfully opened a new branch operating office. He also successfully set a strategic growth plan for the company to take advantage of the energy crisis which included participation in performance contract projects and focus on government contract acquisition.

In 2009, Mr. McNeil began working for a global Fortune 100 engineering conglomerate as a Business Development Manager to assist the company in obtaining energy performance contracts with government entities. He successfully negotiated over \$140 million in contracts which created over \$11M per year in energy & operational savings to his clients and created 100's of jobs for people in the local community. During this same time, Mr. McNeil managed many aspects of the operations of an energy company to include: subcontractor management, procurement policies, legal negotiation, financial modeling, utility rate analysis, sales strategy, and government relations work.

While Mr. McNeil has put much focus into the technical side of his work, he is is very passionate about affecting change in the communities in which he is engaged with. He is involved in many activism and non-profit groups to affect awareness on issues affecting the nation on energy & environmental policies. He also works diligently to provide opportunities to small and disadvantaged businesses. Due to his efforts, Mr. McNeil was given the Chairman's Award by the Foundation for Education & Economic Development which was due to the his efforts in providing business opportunities minority business enterprises in the state of Mississippi.

Mr. McNeil earned a B.S. degree from Mississippi State University. He was also a 4 year starter and All-SEC performer on the university football team. He still maintains an active role in the M-Club and Alumni Association.



Emily McCoy
Chief Financial Officer

Ms. McCoy is the CFO and brings over 8 years of financial management experience and expertise to the organization. In this role, Emily directs all financial aspects of the business including accounting practices, budgeting, financial planning, interface with the financial community, financial analysis, acquisitions and ventures, and monitoring of financial performance.

Prior to joining the organization, Emily held various challenging positions at public accounting firms as well as corporate tax positions. Following graduating college, Ms. McCoy began her career as a tax accountant with a Big 4 global accounting firm focusing on tax compliance and consulting. This included leading several projects with Global Fortune 100 companies for record and SEC filing compliance.

After gaining several years of experience in public accounting, Ms. McCoy took her expertise to the commercial real estate market working as a tax manager for one of the largest publicly held real estate investment firms in the southeastern U.S. During her time she participated in several merger and acquisition projects as well as corporate efficiency programs.

Emily holds an MTX degree and a BA degree from Mississippi State University. Emily is a licensed CPA in the state of Mississippi as well as a member of the AICPA and MSCP.

Lacy Walker
Project Coordinator

Ms. Walker main duty is to lead the administration side of project implementation for our infield project management team to ensure they are delivered on time, on budget, and to agreed quality standards for McNeil Rhoads. Ms. Walker manages standards, procedures and practices of record-keeping of all the agreements and contracts of the company.

Ms. Walker also coordinates the construction efforts through in-house and contract labor for new construction and rebuilding projects. She is also responsible for construction personnel safety training and OSHA compliance. Ms. Walker acts as a medium between contractors, workers and senior leadership. She keeps a tab on the documentation of project controls, generates and updates the project files and reports, and presents key performance indicators to senior management along with the project management team. Ms. Walker also supervises and controls all the financial aspects, contracts and agreements relating to the multiple construction activities.

Ms. Walker earned a B.S. degree in accounting from Delta State University and Master in Taxation from University of Mississippi. Ms. Walker graduated Magna Cum Luade. She was also a named Accounting Student of the Year in 2004 at DeltaState University. In addition to her current responsibilities she is also pursuing a MBA at the University of Mississippi.

Corky Smith
Legal Counsel

Mr. Smith services a lead legal counsel for all external contracts as well as advisor for all merger, acquisition, and partnership agreements entered into by McNeil Rhoads. Mr. Smith is considered apart of the executive management team and provides support in developing the long term vision and growth strategies of the firm.

