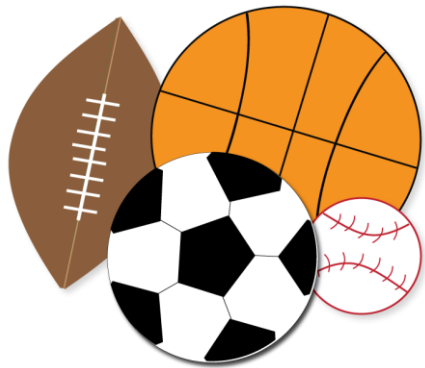


gainey's

Managing Partner of Infrastructure



Jason Hewitt
Sustainability Partners



An aerial view of a city skyline at sunset, with various skyscrapers and buildings illuminated by the warm light of the setting sun. The sky is a mix of blue and orange.

gainey's



SUSTAINABILITY
PARTNERS

Infrastructure as a ServiceTM

2023

Infrastructure as a ServiceTM

Bond Free Self-Improving Infrastructure

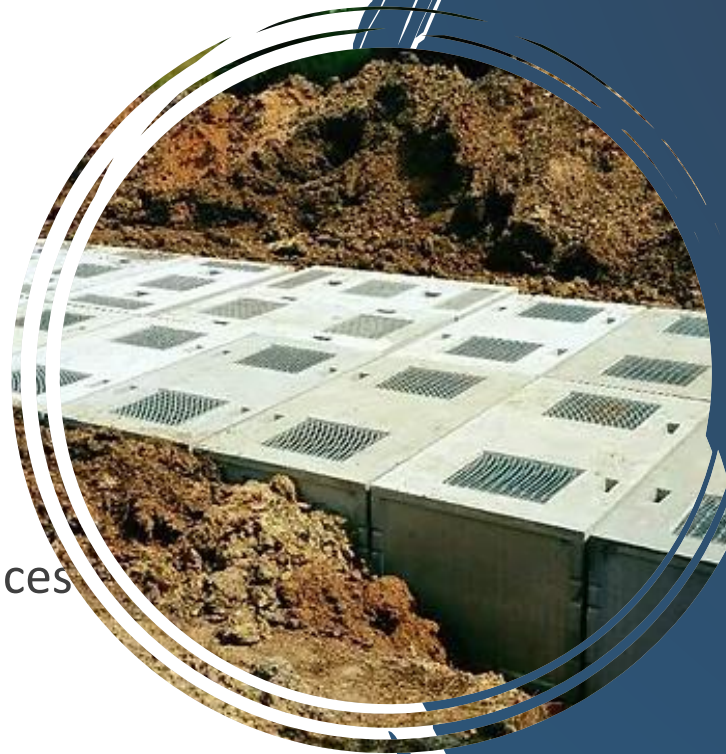


SUSTAINABILITY
PARTNERS





Infrastructure as a Service (IaaS)

Benefits Include:

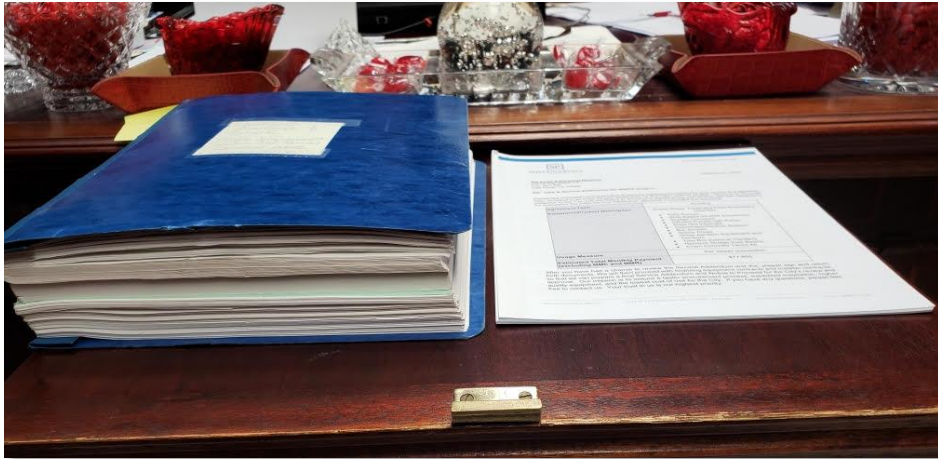
- Use-based billing vs. long-term debt
- Focus on maintenance
- Never any mark up on products & services
- No impact on Bond/Credit ratings
- 30 Day Termination – no penalties and anytime purchase option at 3rd party appraised value
- Set monthly fee - no changes without your prior approval



Sustainability Partners takes risk.

- **Capital** SP combines grants, incentives, budget and infra funds to ensure project completion regardless of size – all without debt
- **System Design** SP collaborates with you to identify the best solution for you and your community
- **Construction** No payment required until infrastructure is available for use, plus 30 days
- **Performance** SP will repair or replace non-functioning assets from a dedicated support reserve

Cooperative Endeavor Agreement



- 10 Page Month To Month Service Agreement
- Zero Capital Required
- Usage-based billing aligned with revenue sources
- Debt free and off Balance Sheet**
- 30 Days Termination: No penalties, anytime purchase option
- No mark up on products or services
- Maintenance and replacement reserves
- Expedited timeline for funding availability compared to bond
- Customer Maintains Complete Control Of Operations

Not Too Good To Be True



- Only Pay For What's Working
- **Flexible terms- able to handle cost over and under runs and black swan events**
- Predictable Budget - No Emergencies
- Complex Projects Become Easy
- Replacement of Items prior to failure
- Do no harm to the utility, ratepayer/taxpayer
- **Includes Non-Appropriation Clause**

Beneficial Relationship



SUSTAINABILITY
PARTNERS

- ❑ Provides 100% of Project Costs
- ❑ Funds Public and Private Utilities
- ❑ Significantly Compresses the Project Cycle
- ❑ Facilitates Best In Class Solutions
- ❑ Allows for Turnkey Solutions for Customers
- ❑ Serves Customers of all Sizes

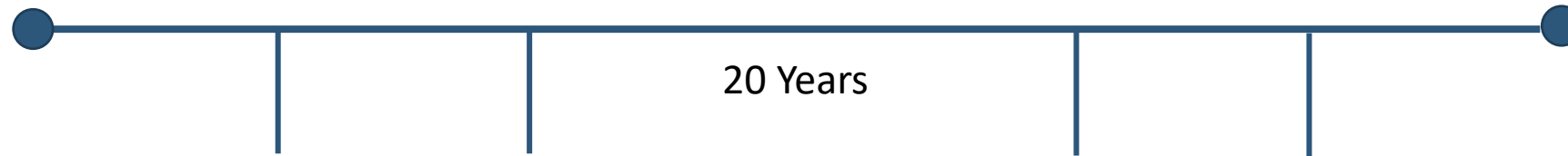


Why Do Customers Engage SP?

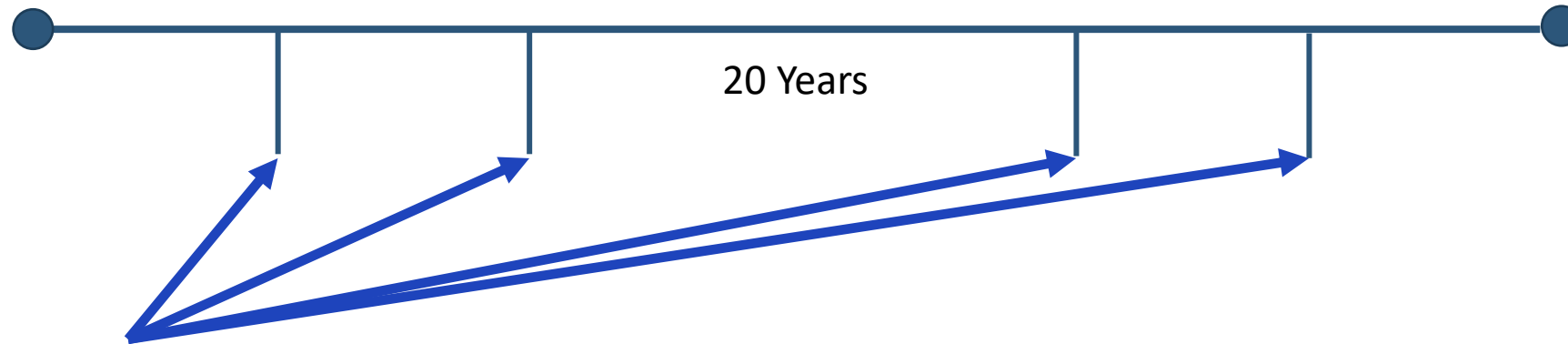
Traditional Method



20 Year Money On Assets That Don't Last

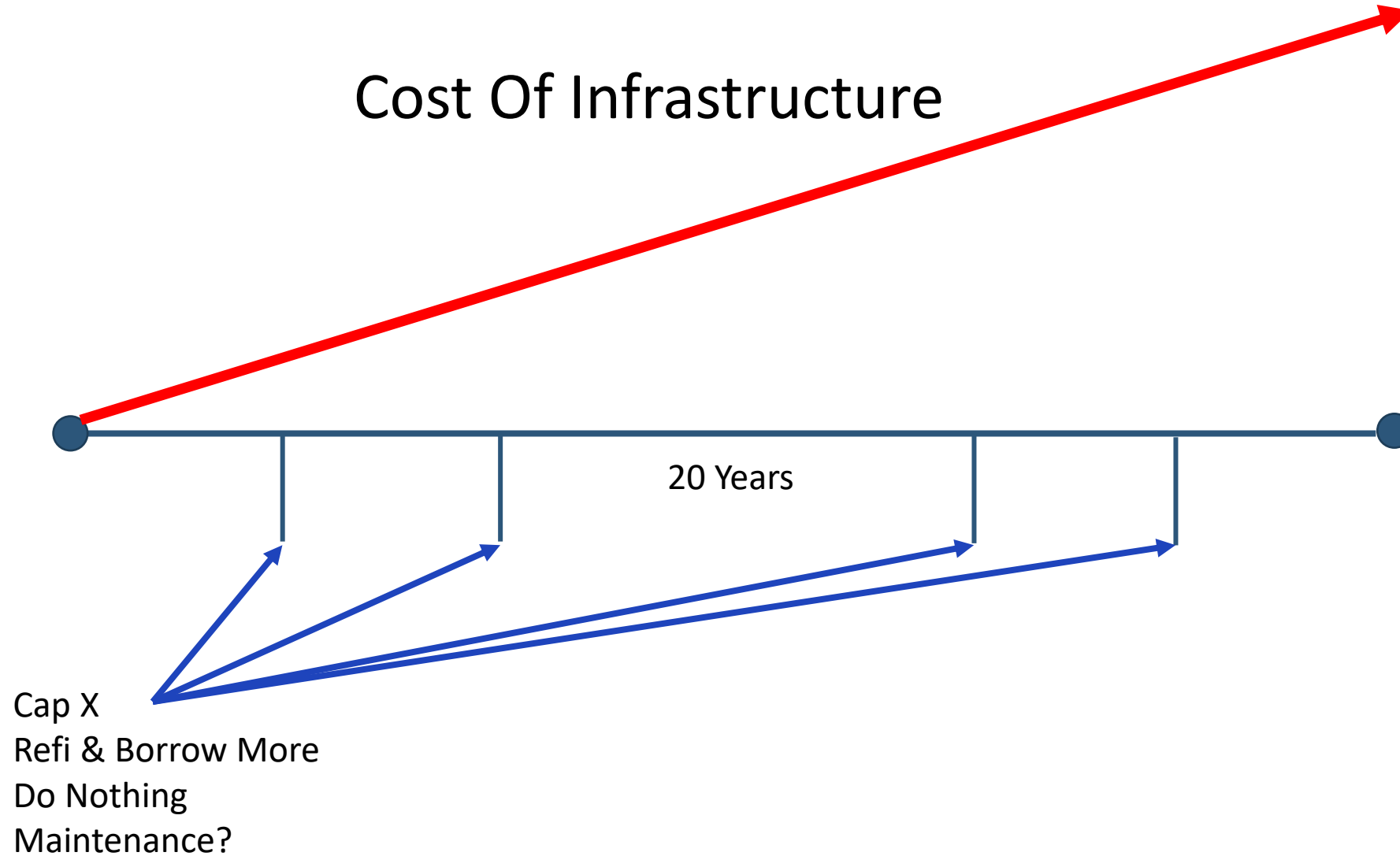


New Capital Required, What Do I Do?

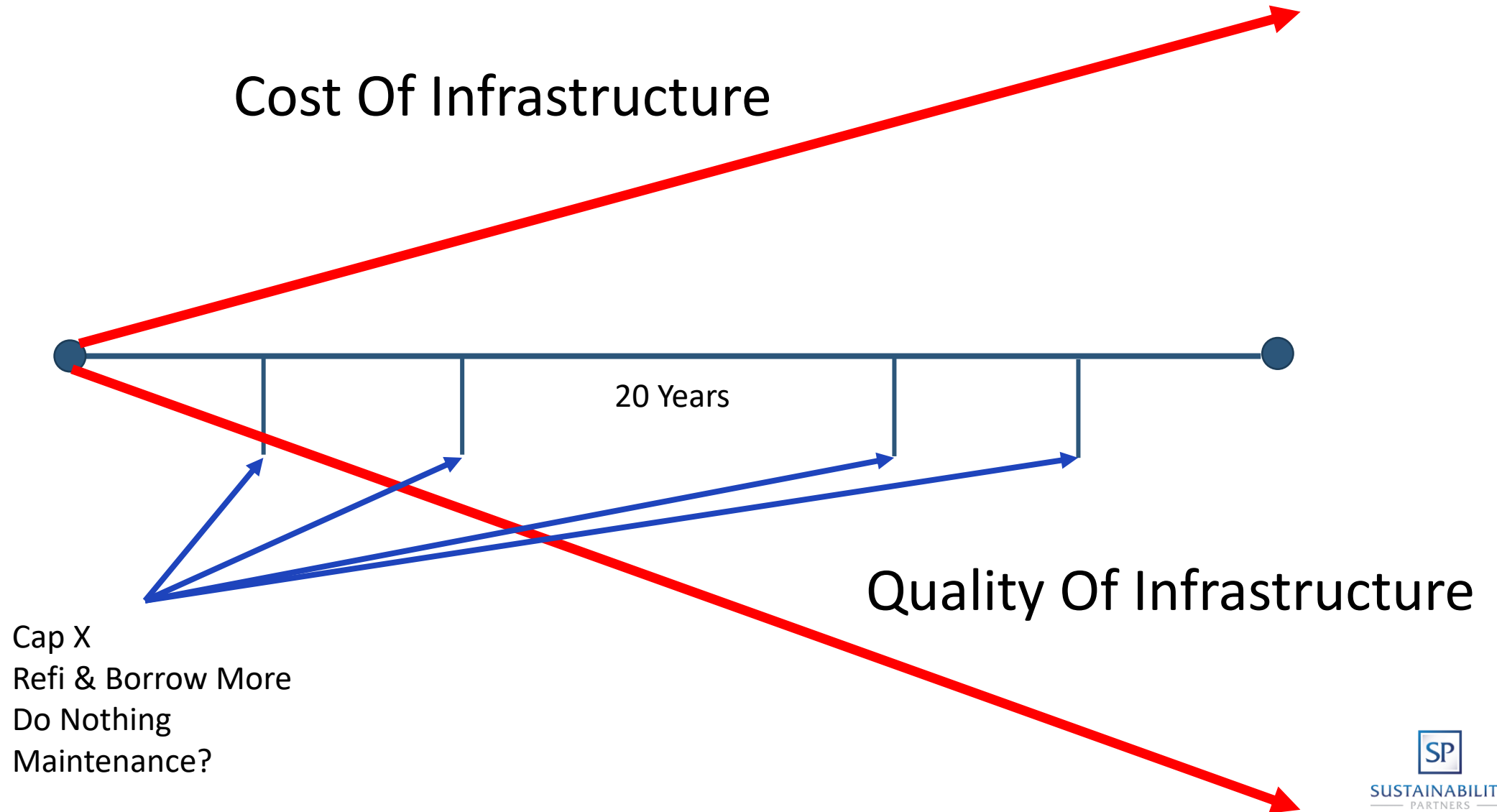


Cap X
Refi & Borrow More
Do Nothing
Maintenance?

Cost Of Infrastructure



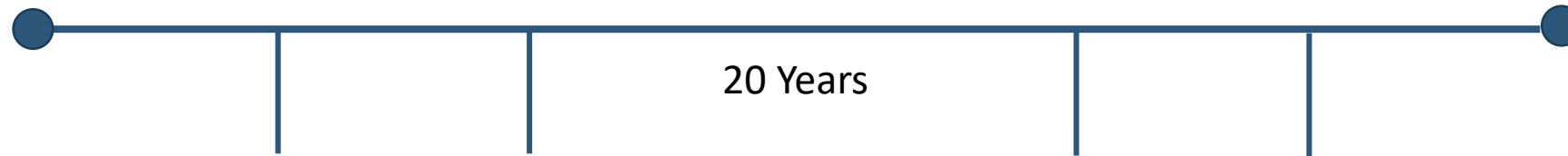
Down, Down, Down



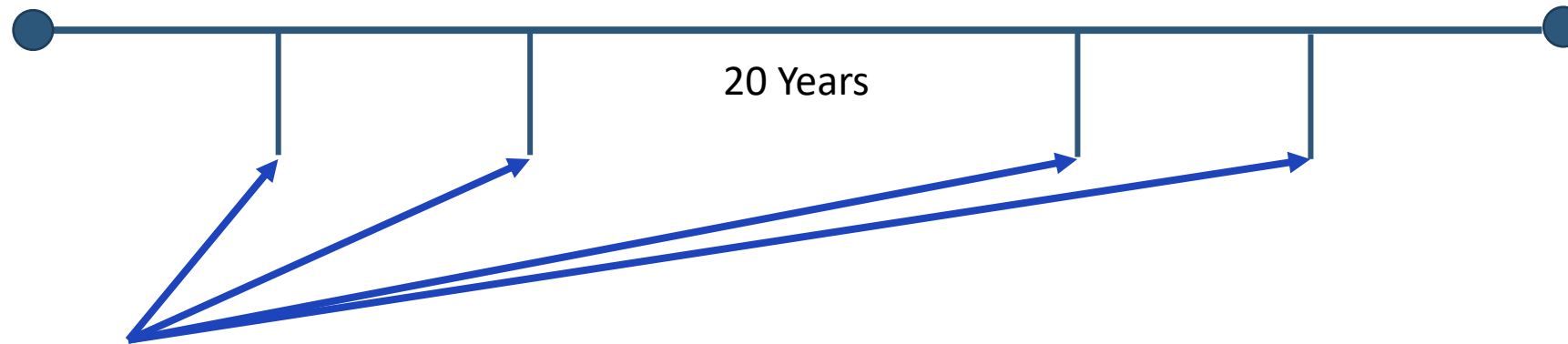
Infrastructure As A Service



Infrastructure As A Service



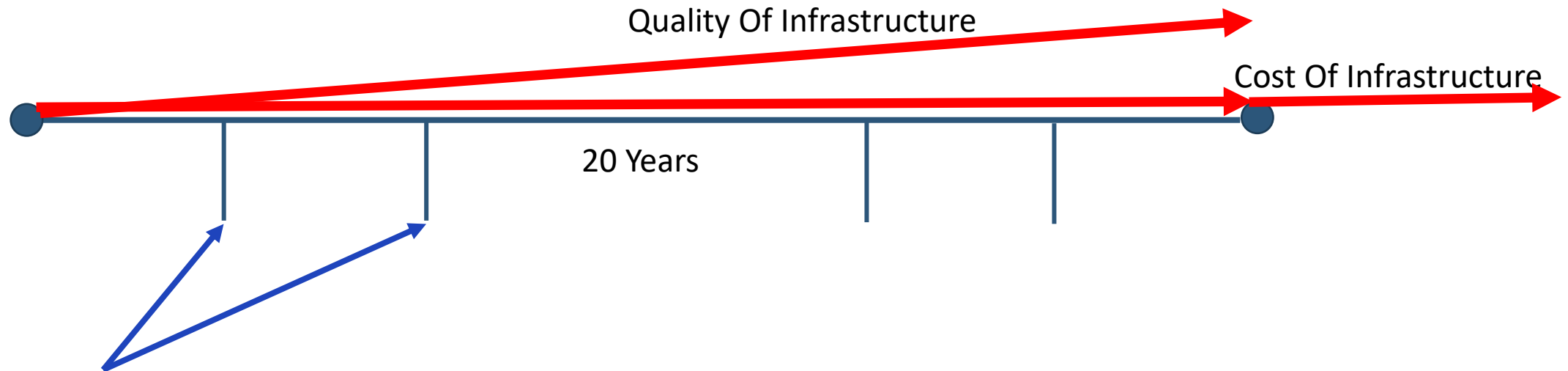
Infrastructure As A Service



SP plans to inject capital
& plans upgrades
Maintenance!

Infrastructure As A Service

Bond Free, Self-Improving



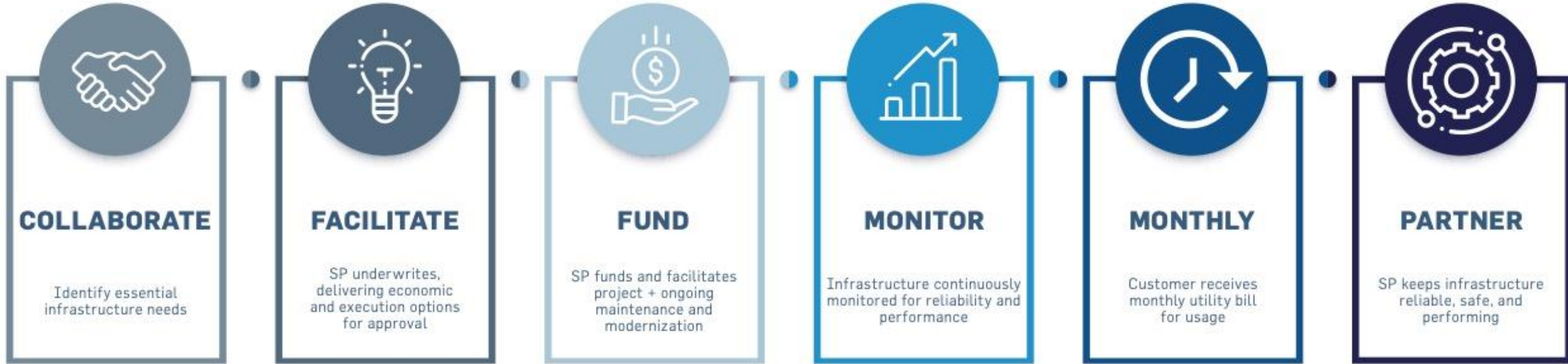
SP plans to inject capital
& plans upgrades
Maintenance!

How Do Customers Engage SP?



- Directly Engagement: Some States Allow For the Governing Body to Vote
- National Cooperative Purchasing
- SP First, then public bid (just like bonds)
- Can Be The Local Match

The Process



- Master Utility Service Agreement (M-USA) establishes the relationship and provides a platform with scalability for future projects
- A short addendum is executed for each project, identifying the exact asset(s) and usage charges

- Upon customer's Notice to Proceed, SP buys from and works with market leading manufacturers to design, engineer, and install state-of-the-art, smart facility infrastructure
- Assets are continually monitored for usage and performance and maintained in a state of good repair

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THANK YOU