

Rouleau & Associates, Inc.

Solar Energy Initiative for
Oconee County

June 25, 2012

Rouleau & Associates - Overview

- An established Carolina firm serving clients/customers on a national basis.
- Primary industrial and commercial strengths include extensive contract manufacturing, engineering & design consulting services and project management & development experience.
- Commercial relationships include strategic collaborative partnerships within the manufacturing, A&E design, solar/renewable energy, financial and logistical/distribution sectors.
- Clients include numerous start-up entrepreneurs, small to medium sized mfg. customers and large multi-national organizations. Corporate partners have extensive experience with municipal, military and government units.

Solar Energy Initiative

- Identify County-owned buildings & facilities that could better utilize solar/photovoltaic, solar/thermal and other renewable energy technologies for greater operating efficiencies and reduced utility costs
- Identify better utilization of county landfill areas that would lend themselves to renewable energy development for the taxpayers benefit
- Identify county-based agricultural and farming entities that could benefit from the incorporation of renewable energy resources such as solar/pv or solar/thermal systems
- Assess County's ability to recruit solar/renewable energy firms for new operations in the Upstate Region
- Assist newly located solar energy firms in developing renewable energy technologies & technical training skills with local universities/colleges



Solar Energy Initiative – Issues & Assessment Steps

- Development Issues
 - Landfill Permitting
 - State/Federal Approvals
 - Interconnection
 - Metering/Utility
 - Facility Condition
 - Technology Assessments
 - Economic/ROI Analysis
 - Ownership & Financing
 - Grant & Funding Sources
- Assessment Process Steps
 - Acceptance of SEI Outline
 - Agreement to LOI
 - Formation of SEI Committee composed of County and R&A members
 - Site survey & preliminary assessments
 - Develop initial timeline & SEI Proposal
 - Project Viability Report

Rouleau & Associates – Next Steps

- Address any outstanding questions or issues regarding general Solar Energy Initiative proposal
- Achieve consensus from stakeholders regarding the Counties solar/renewable energy development interests
- County Council/County Administrator authorizes Rouleau & Associates to proceed with an assessment of Solar Energy Initiative
- SEI assessment begins and recommendation report submitted to County Council Committee

Appendix:

Background Information for -
Rouleau & Associates, Inc.

R & A – Business Focus

- Supporting the South Carolina & Southeast manufacturing sector
- Expanding firm's emphasis on renewable energy technologies
- Forming collaborative relationships within renewable energy sector
- Assisting the underserved municipal, county and agricultural segments
- Developing Solar PV & Solar Thermal projects within South Carolina, specifically in the Upstate Region
- Working with County/Municipal Authorities to maximize asset utilization for community benefit
- Facilitating opportunities for public/private partnerships benefiting taxpayers, residents and industrial/commercial interests

Rouleau & Associates - Services

- Contract Manufacturing; Multi-Industry
- Project Management & Development
- Engineering Assessments & Consulting
- Product Development, Design & Engineering
- Marketing, Logistics & Distribution
- Joint Venture Development
- Project/Product Financing Coordination
- Strategic Partnership Development

Rouleau – Industry Sectors Served

Automotive

Consumer Product

Electrical

Electronic

Extruded & Cast Aluminum

Renewable Energy & Solar

GPS/RF

Injection Molding

Medical

Marine



Rouleau – Contract Manufacturing & Product Experience

- Satellite/GPS/RF Assemblies
- Solar Components
- Optical/Lenses
- Auto Decorative Plastics
- Lighting Products
- SMT Printed Circuit Boards
- Injection Molding Tools & Dies
- Molded plastics
 - Injected
 - Thermoformed
 - Rotational
 - Extruded
- Export Injection Molds
- Home Automation Equipment
- Aluminum & Zinc Die Casting/Stamping/Extrusions
- Transformer Assemblies
- Electric Motors
- Cable Assemblies
- Nickel Cadmium Batteries
- Neodymium Magnets
- Complete Box-build
- Wood Products
- Blister Packing
- Consumer/Industrial Products
- Product Prototyping & Design