

ATTACHMENT B

Description of Applicant's Business



SEMPRA ENERGY SOLUTIONS FACT SHEET

PROFILE

Sempra Energy Solutions, a wholly owned subsidiary of Sempra Energy, offers commercial and industrial businesses energy outsourcing services that help them drive efficiencies in the ever changing energy environment. The company offers its customers an integrated mix of services such as facility management, supply and price risk management, energy efficiency, energy asset management, infrastructure ownership and information and billing services.

Sempra Energy Solutions draws on the expertise from the Sempra Energy family of companies to provide its customers with improved energy efficiency and saved costs. Sempra Energy (NYSE: SRE), based in San Diego, is a Fortune 500 energy services holding company with 12,000 employees, annual revenues of nearly \$8 billion, and more than 9 million customers in the United States, Europe, Canada, Mexico, South America and Asia.

HEADQUARTER OFFICES

101 Ash Street
San Diego, CA 92101
1-877-2SEMPRA (273-6772)
www.sempraenergysolutions.com

Additional offices: Los Angeles, Houston,
Woodbridge, N.J., Chicago and San Francisco.

GEOGRAPHIC FOCUS

Sempra Energy Solutions focuses on delivering solutions to the federal, commercial and industrial retail markets throughout the United States with a focus on four regions (West, Upper Midwest, Gulf Coast and Northeast) that have an aggregate energy services market potential of \$80 billion a year.

PRODUCTS/SERVICES

Sempra Energy Solutions has developed a broad suite of energy-related products and services that are designed to meet the growing needs of the commercial and industrial markets. These products and services include, but are not limited to:

- Electricity and natural gas
- Energy asset management
- Energy efficiency
- Energy information and billing management
- Facility management
- Infrastructure ownership and/or management
- Performance contracting
- Risk management

EXECUTIVE MANAGEMENT

Donald E. Felsing
Sempra Energy Group President

Robert N. Dickerman
President, Sempra Energy Solutions

Erbin Keith
Senior Vice President, Operations and Commercial Pricing

Leah Bissonette
Vice President, Sales

Jim Cherrie
Vice President, Marketing

SEMPRA ENERGY SOLUTIONS

Frequently Asked Questions & Answers

Q: Who is Sempra Energy Solutions?

A: Formed to respond to the nation's deregulating energy marketplace, Sempra Energy Solutions' team of energy experts has been helping its customers – ranging from major industrials to landmark properties – improve their bottom lines. Sempra Energy Solutions is a subsidiary of Sempra Energy, a Fortune 500 global energy-services holding company based in San Diego. Sempra Energy Solutions is committed to providing value to its customers through innovative ideas for customized energy management solutions.

Q: What can Sempra Energy Solutions offer customers?

A: Sempra Energy Solutions is the leader in energy outsourcing services. In other words, Sempra Energy Solutions will assume the responsibility for all of a company's energy needs. The company minimizes energy risks and expenditures via state-of-the-art management of operational costs. Sempra Energy Solutions offers a comprehensive array of services, including:

- **Energy Purchases:** An organization can turn to Sempra Energy Solutions for the cost-effective procurement of natural gas and electricity.
- **Energy Efficiency:** Sempra Energy Solutions can help an organization install energy-efficient lighting, HVAC and other equipment. The company also offers project management and consultation on options available to pay for energy efficiency upgrades, including utility incentives, off-balance sheet financing and shared savings contracts.
- **Operations/Maintenance:** Sempra Energy Solutions can provide all the day-to-day operations and maintenance for an organization's central plant.
- **Integrated Energy Management Services:** Sempra Energy Solutions can design, build, own and operate all aspects of a customer's energy needs, allowing management to focus on its core business.

SEMPRA ENERGY SOLUTIONS

CUSTOMER TESTIMONIALS

"Sempra Energy Solutions is unique because it's the only area of the building, quite frankly, that is not directly under our control. But what has happened because of that relationship is one where we have a much more efficient operation from an energy standpoint and we have had no problems at all. It is pretty amazing to look at this building, the size of this building, the million square feet -- we're booked almost every night -- and yet one of the parts of this building that has worked very well is the part that Sempra Energy Solutions runs for us,"

- Timothy J. Leiweke, president, STAPLES Center – Los Angeles.

"What does Sempra Energy Solutions bring to the party at the Venetian? They bring the expertise of the central plants, the HVAC, the management and the power management of it, the central air conditioning, professionalism and the asset of their years and years of experience to me to help me do my job better, that's what they've done for me and the Venetian. Great thing about our operation it's not 'them,' it's not 'us,' it's we,"

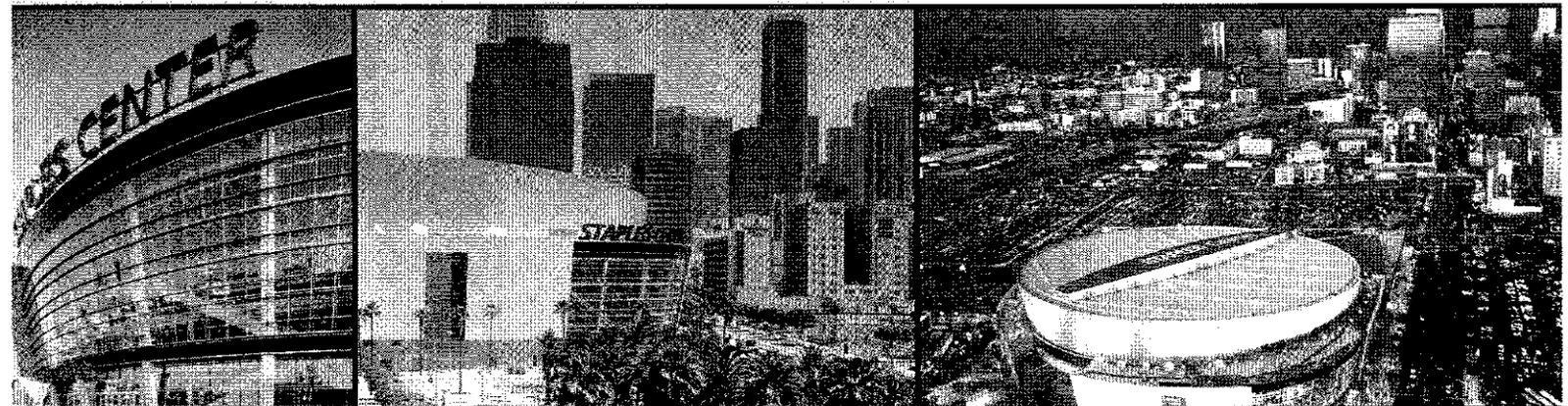
- Kim Grange, director of facilities for The Venetian Hotel-Resort-Casino.

"Angelica is dedicated to serving the service industries and Sempra Energy Solutions is dedicated to serving Angelica. Over the past few months, the news has been dominated by horror stories of rising electricity prices. It was then that we turned to Sempra Energy Optimizer program. Sempra has already helped us reduce the impact of rising natural gas prices. We anticipate similar cost containment with the electricity purchase strategy that is provided by Sempra. I can't give a better recommendation,"

- Ron Sneddon, director of special projects for Angelica Textile Services.

"I look at Sempra Energy Solutions as a comprehensive energy resource. It's not necessarily cost effective for an organization to have all the resources that they may use from time to time in-house. I can use Sempra Energy Solutions as a tool kit to pull from and to execute actions in this fast-moving market place. It's very assuring to have a strong partner like Sempra Energy Solutions,"

- Brian Salmon, energy manager, western division for Vulcan Materials.



STAPLES CENTER

LOS ANGELES, CALIFORNIA

QUICK FACTS: SQ.FT. SERVED, 901,000 COOLING CAPACITY/TONS, 2,800 ICE/TONS, 260

- **Type of Service:**

Operations and Maintenance of the Energy Infrastructure

- **Project Start Date:** 1999

- **STAPLES Center Profile:**

Los Angeles' world-class event arena is home to the L. A. Kings, Lakers, and Clippers. It is also home to women's NBA team, the Sparks, and the Avengers arena football team. The Center hosts numerous concerts, special events and the Grammy Awards.

- **Sempra Energy Solutions' Role:**

We are responsible for the operations, maintenance and management of the energy infrastructure serving this nearly one million square foot state-of-the-art entertainment facility. It is essential to consistently ensure a comfortable and well-lit environment for L.A.'s star athletes, headline entertainment and 20,000 cheering fans.

- **Project Scope:**

Sempra Energy Solutions provides 24-hour, seven-days-a-week operations and maintenance service for the 2,800-ton cooling plant; 14,000 light fixtures, an extensive HVAC and lighting systems control network, nearly nine miles of chilling coils in the ice floor; 1,200 televisions, and a state-of-the-art Bose sound system.

- **Energy Equipment:**

Cooling

- Innovative demand-controlled CO₂ ventilation system
- Two 1,000-ton chillers and one 500-ton chiller
- Two 100-hp, high-velocity ventilation fans secured in custom-made sound enclosures for pyrotechnic smoke evacuation, enabling indoor fireworks displays

Electrical & Controls

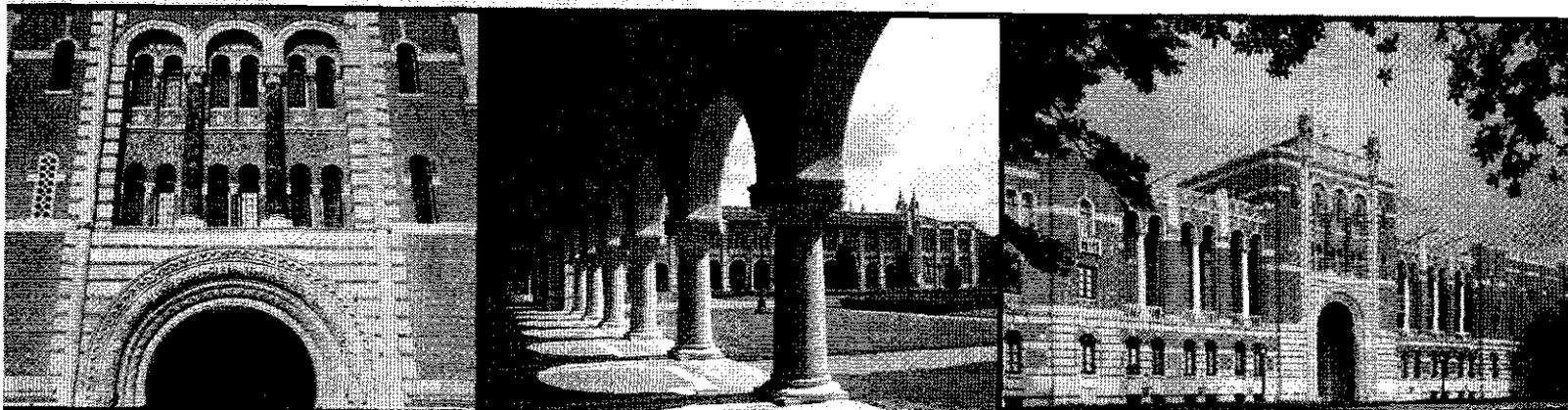
- 3MW standby emergency power generators
- State-of-the-art controls which provide a shifting mix of fresh and re-circulated air

- **Awards & Recognition::**

- Poll Star "Arena of the Year 2001"

For more information please call us at 1-877-2SEMPRA

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RICE UNIVERSITY • HOUSTON, TEXAS

COLLEGES & UNIVERSITIES: SQ. FT. SERVED, 3.9 MILLION • COOLING CAPACITY/TONS, 11,200

• **Type of Service:**

Central Heating and Cooling Plant Chiller Replacement Project

• **Project Start:** 2000

• **Rice University Profile:**

Rice University is consistently ranked one of America's best teaching and research universities. Its size, resources, selectivity, collaborative culture and residential college system distinguish it from other university and colleges. Recently, *Kiplinger's Personal Finance Magazine* - like *Money* magazine and *U.S. News & World Report* before it - named Rice the best value in private higher education in the country.

• **Sempra Energy Solutions' Role:**

Our role encompasses the design and construction of an energy efficient central plant retrofit to accommodate the campus growth.

• **Project Scope:**

The project called for the installation of two new energy-efficient chillers and other equipment to increase conditioning capacity at the campus. The campus expanded from 3.2 million square feet of building space to 3.9 million square feet. The two new 2,000-ton chillers replaced an older 2,000-ton chiller installed more than 30 years ago, in 1966. The central plant was originally built in 1912. Sempra Energy Solutions has helped Rice University keep its growing student population cool and comfortable.

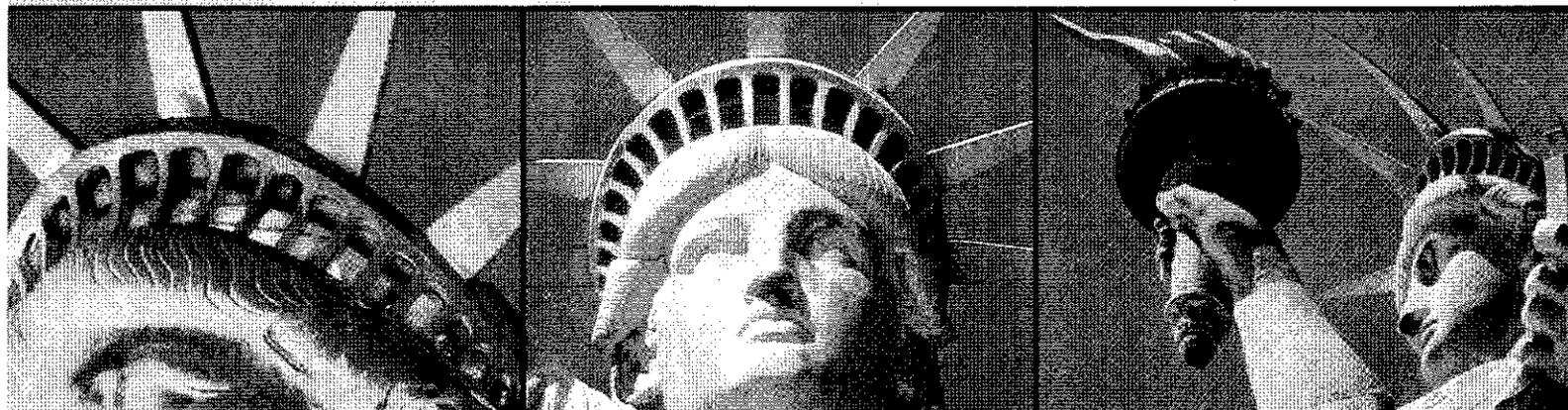
• **Energy Equipment:**

Cooling

- Energy efficient 2,000-ton chiller replacements
- Two vertical turbine pumps installed to support additional chiller

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STATUE OF LIBERTY AND ELLIS ISLAND NATIONAL MONUMENT • ELLIS ISLAND, NEW YORK
FEDERAL: SQ. FT. SERVED, 300,000 • PERFORMANCE CONTRACT, 15 YEARS

- **Type of Service:**
Energy Savings Performance Contract
- **Project Start Date:** 1995
- **Statue of Liberty & Ellis Island National Monument Profile:**
The Statue of Liberty and Ellis Island National Monument is a world-renowned, national historic landmark managed by the National Park Service. The Statue of Liberty was dedicated on October 28, 1886 and became a national monument in 1924.
- **Sempra Energy Solutions' Role:**
Our role included installing state-of-the-art energy management and control systems, auditing, financing, and project management as well as energy-efficient lighting at both facilities, achieving more than 110 percent of projected energy savings.
- **Project Scope:**
Sempra Energy Solutions created a 15-year performance plan to reduce costs by 17 percent for the 300,000 sq. ft. national monuments. We were charged with devising a plan to lower the annual \$1 million energy cost of this world-renowned facility to comply with the 1992 Energy Policy Act while ensuring the preservation of the landmarks' historical significance.
- **Energy Equipment:**
 - Cooling**
 - Variable speed drives on fans and pumps to optimize air and water flows during low-load periods.
 - Electrical & Controls**
 - State-of-the-art programmable lighting and energy-management temperature controls
 - 4,000 lighting fixture upgrades to provide quality lighting without compromising historic preservation
 - 1,200 special ultra-violet filters to protect artifacts from UV emissions
- **Awards & Recognition:**
Winner of the *Energy User News* "Efficient Building Award for Lighting Projects" and the Association of Energy Engineers, New York State Chapter "Energy Project of the Year."

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JEFFERSON COUNTY • LOUISVILLE, KENTUCKY

CITY, STATE & LOCAL: SQ. FT. SERVED, 900,000 • GUARANTEED SAVINGS PROJECT, 15 YEARS

- **Type of Service:**

Energy Savings Performance Contract Program

- **Project Start Date:** 1989

- **Jefferson County Profile:**

Jefferson County in Louisville, Kentucky, was formed in 1780 and is located in the outer Bluegrass region of the state. It is the most densely populated county in Kentucky. Louisville, the seat of Jefferson County, is located on the Ohio River at the "Falls of the Ohio" for which the city was once named. In 2000, voters in Louisville and Jefferson County approved a merged city government to be known as Greater Louisville.

- **Sempra Energy Solutions' Role:**

Our role includes energy auditing, financing, project management, and monitoring. The original 55-year-old central system was replaced with state-of-the-art equipment.

- **Project Scope:**

Jefferson County officials agonized over the ways to control energy costs at their nine-building complex in Louisville, Kentucky. Sempra Energy Solutions presented them with a package of energy upgrades saving millions of dollars over a fifteen-year period.

Sempra Energy Solutions worked with county officials to develop a comprehensive plan of energy conservation measures. Jefferson County has shown significant savings as a result of this project.

- **Energy Equipment:**

Steam & Hot Water

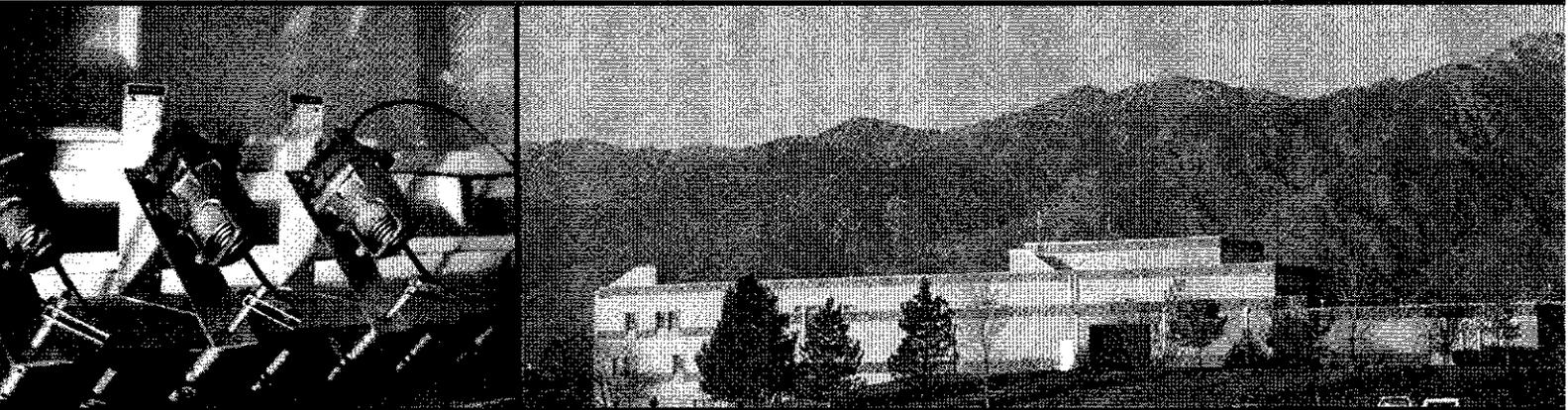
- Twenty-five modular boiler replacements

Electrical & Controls

- 1,000-point computerized energy control system
- 2,000-fixture lighting retrofit

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HILL AIR FORCE BASE ■ OGDEN, UTAH

FEDERAL: SQ. FT. SERVED, 370,000 ■ COOLING CAPACITY / TONS, 600 ■ PERFORMANCE CONTRACT, 20 YEARS

- **Type of Service:**
Energy Savings Performance Contract
- **Project Start Date:** 1994
- **Hill Air Force Base Profile:**
Hill Air Force Base, Ogden Air Logistics Center, houses 1,400 buildings on 12.5 million sq. ft., and is the home to many operational and support Air Force missions. It is the largest employer in Utah and provides worldwide engineering, logistics management and maintenance services for the F-16 Fighting Falcon, A-10 Thunderbolt Fighter, and the Minutemen III and Peacekeeper intercontinental ballistic missiles. The Center also manages the repairs and overhauls for aircraft, air munitions and propellant explosive devices used throughout the U.S. Air Force.
- **Sempra Energy Solutions' Role:**
Our role includes the development, general contracting, energy audits, lighting, engineering, design, finance, management and Energy Conservation Measures (ECM).
- **Project Scope:**
Sempra Energy Solutions delivered a comprehensive 20-year energy savings contract for the military's first base-wide, fence-to-fence retrofit project.
- **Energy Equipment:**
 - Cooling**
 - Chillers
 - Cooling Towers
 - Variable Speed Drives
 - Steam & Hot Water**
 - Base-wide steam repairs
 - Water Treatment**
 - Automated Irrigation Control System
 - Electrical & Controls**
 - Complete Lighting Retrofit
- **Awards and Recognition:**
Winner of many prestigious awards including State Energy Services Office "Green Lights Award" and *Energy User News* "Building Efficiency Award."

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