



Fueling Foward. Building Excellence.

Together with Miami-Dade County we will build a cleaner, greener, economically secure future.



Miami Dade County

Request for Proposals (RFP) No. 00085 for Compressed Natural Gas Program

Addressing Your Challenges & Opportunities

- Volatile and rising diesel prices cannot be ignored.
- Aging fleet must be replaced.
- Benefits of transitioning to CNG.
- Revenue-generating opportunities.
- Sustainable and prosperous future for your community.
- Enjoy additional revenues, cleaner air, and gain public support.



Experience and Qualifications

- National Presence with Local Expertise
- Local partner **MCM**
- 550+ natural gas stations in North America
 - 157 stations fuel 9,300 solid waste trucks
 - America's Natural Gas Highway connects to Miami

Natural Gas for Vehicles

**MIAMI BASED
FAMILY OWNED
— 30 YEARS OF EXPERIENCE
TRUSTED COUNTY PARTNER**

MCM

Miami Airport North Terminal

National Refuse Partners: Republic, Waste Management, and Progressive

Number of Stations

Republic Services	38
Waste Management	57
Progressive Waste	7
Others	55



Choice Waste/Waste Pro: First CNG Refuse Station in FL

Year Built

2009

Number of Trucks

30

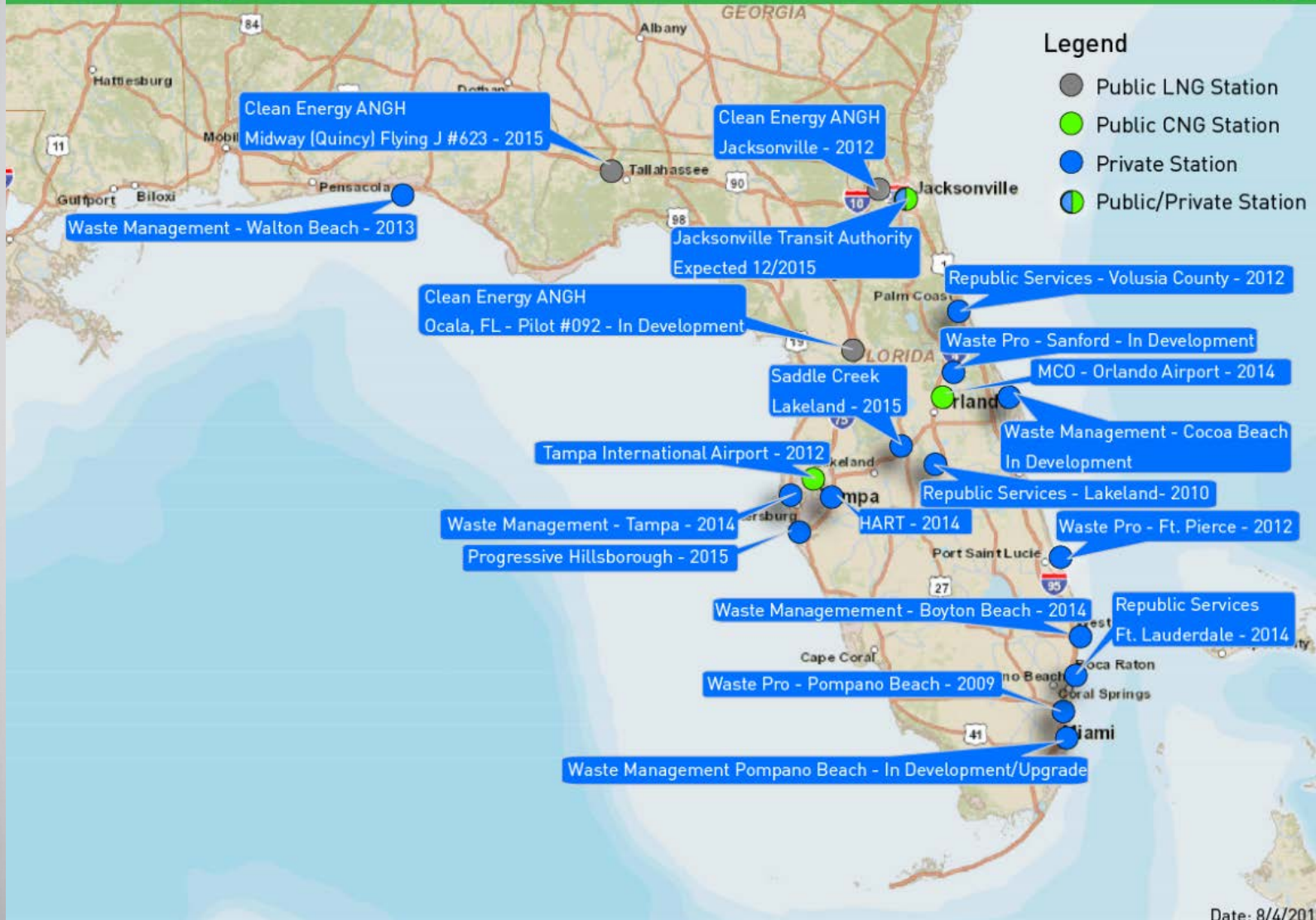
Gallons per Year

240,000



Experience and Qualifications: Operating Natural Gas Fueling Stations

Clean Energy - Florida

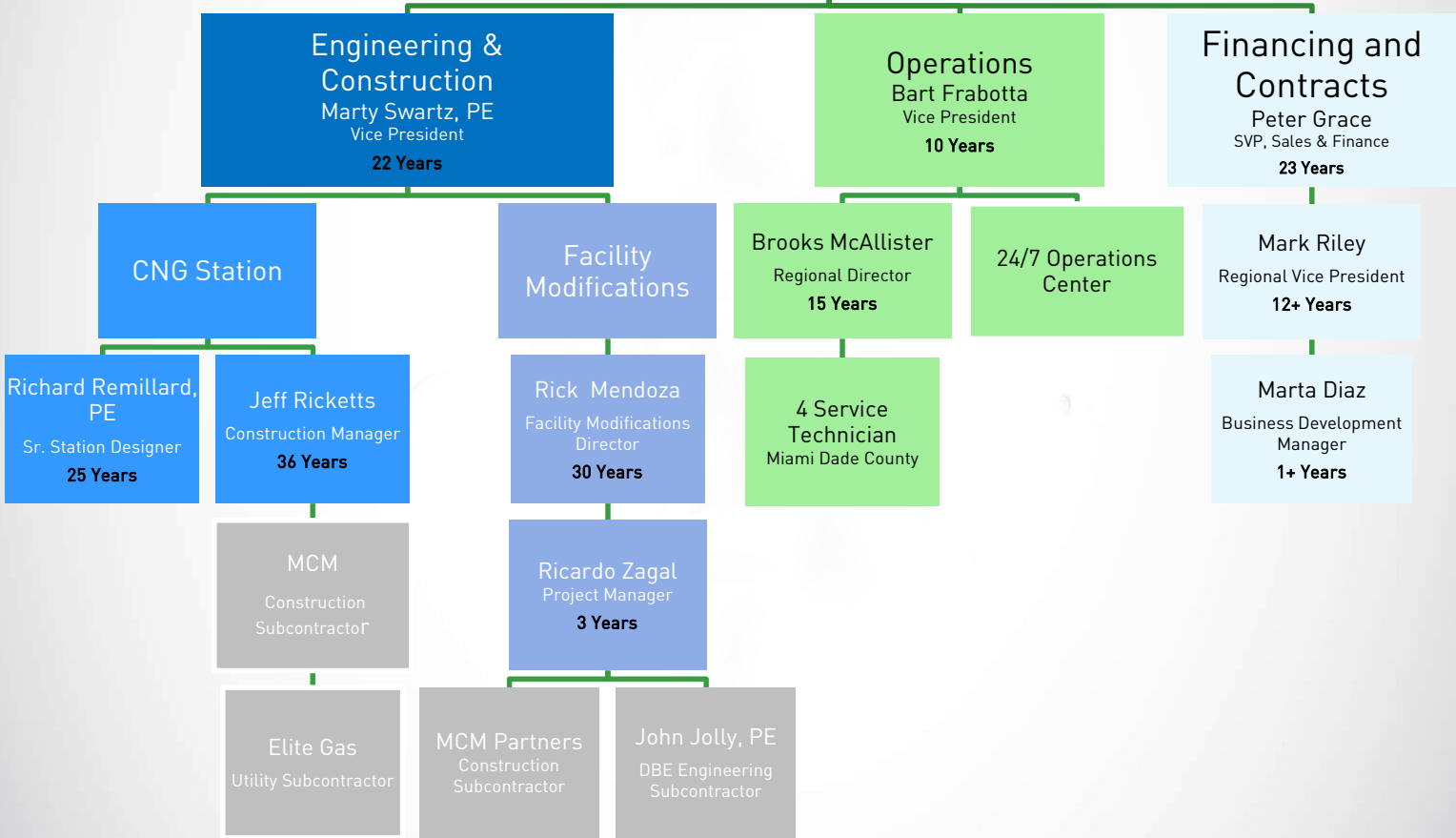


Experience and Qualifications: Local Preference

- Clean Energy qualifies as a Local business pursuant to the Inter local Agreement between Miami-Dade County and Broward County for reciprocity in the extension of local preference between local vendors.
- The Clean Energy station located at 3101 NW 16th Terrace, Pompano Beach, FL 33069, in Broward County, FL has been in operation since 2009 and contributes to the economic development and well-being of the County through the fueling of refuse vehicles.
- The Broward tax receipt evidencing local preference is located in our response to the solicitation.



Key Personnel – Miami Dade County





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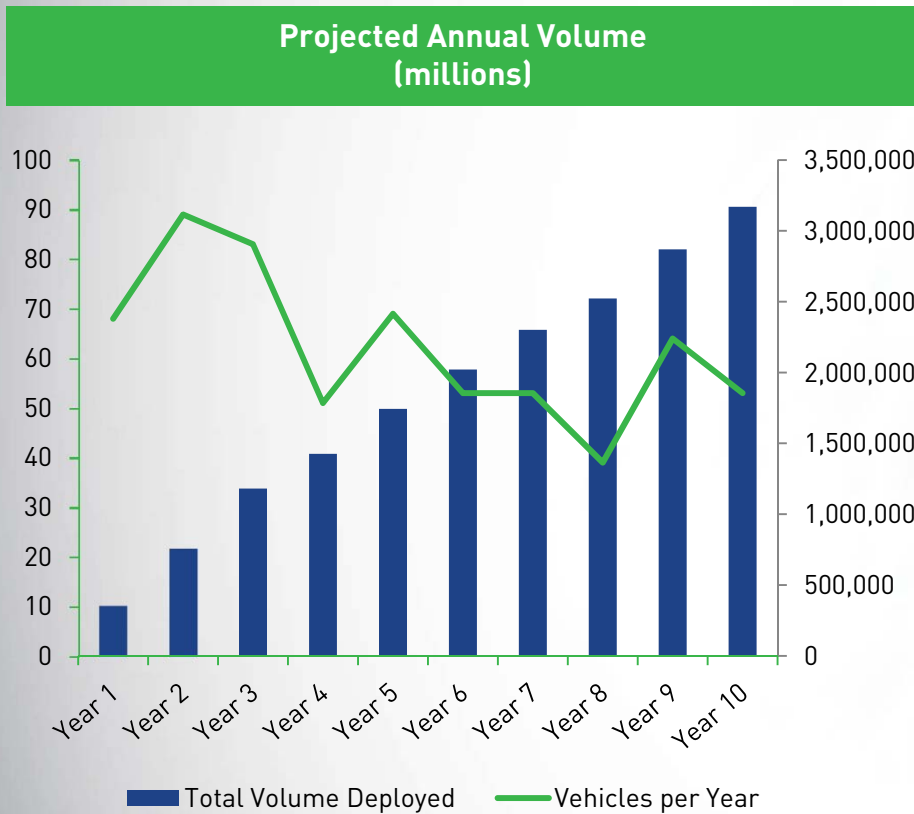
PROGRAM APPROACH

Program Approach:

- Focus on County Fleets that drive a reasonable ROI
- Transition should not overly strain county resources:
Financial, Personnel, Real Estate & Facilities
- Incremental & Sustainable beyond base 10 year term
- Must be financially sound & not depend on 3rd party royalties
- Financial Plan be transparent and replicable



Program Approach: PWWM Vehicle and Gallon Deployment

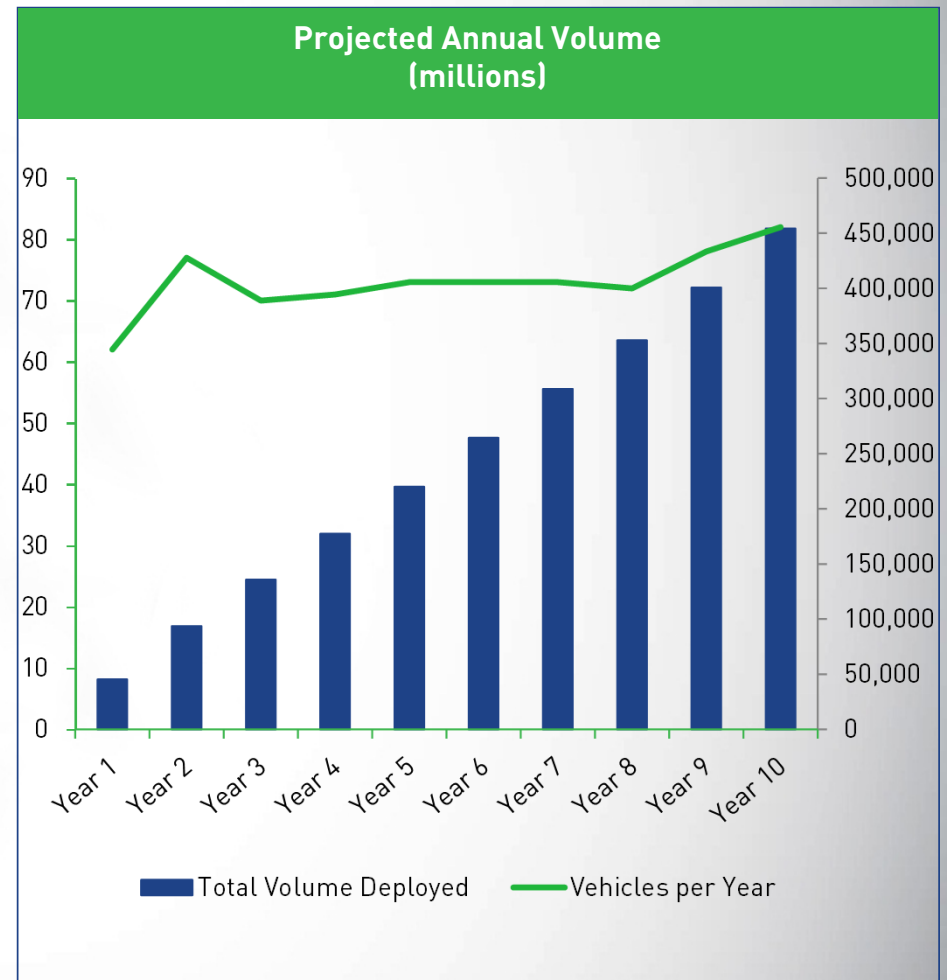


Vehicle Type	# of DGEs	# of Trucks
Tractor	6,200	149
Automated Side Loader	5,500	286
Tractor Truck	4,500	3
Rear Loader Garbage Truck	4,400	54
Roll-Off Truck	3,900	54
Crane	2,500	15
Trash Trucks	2,200	47



Program Approach: WASD Vehicle and Gallon Deployment

Vehicle Type	# of DGEs	# of Trucks
Flat Bed Dump Trucks	2,400	2
Fuel/Water Trucks	2,153	8
Sewer Cleaner Trucks	1,537	46
Bucket Truck/Step Vans	1,172	12
Dump Trucks	1,015	90
Semi Tractor	640	17
Flat Bed/Utility	490	82
1 Ton Pick Up	456	440
Side Lift Crane	117	34



Program Approach: Analysis

- Selected Highest Fuel Use Vehicles- better ROI
- Due to lower fuel usage, left WASD fleet out of initial plans due to lower ROI on incremental vehicle cost
- PWWM 10 year vehicle replacement plan
- Convenient fueling locations for those vehicles
- Type of vehicles being acquired, physical layout, parking and vehicle flow suggested Fast Fill station
- Most suitable for retail CNG sales to third parties.

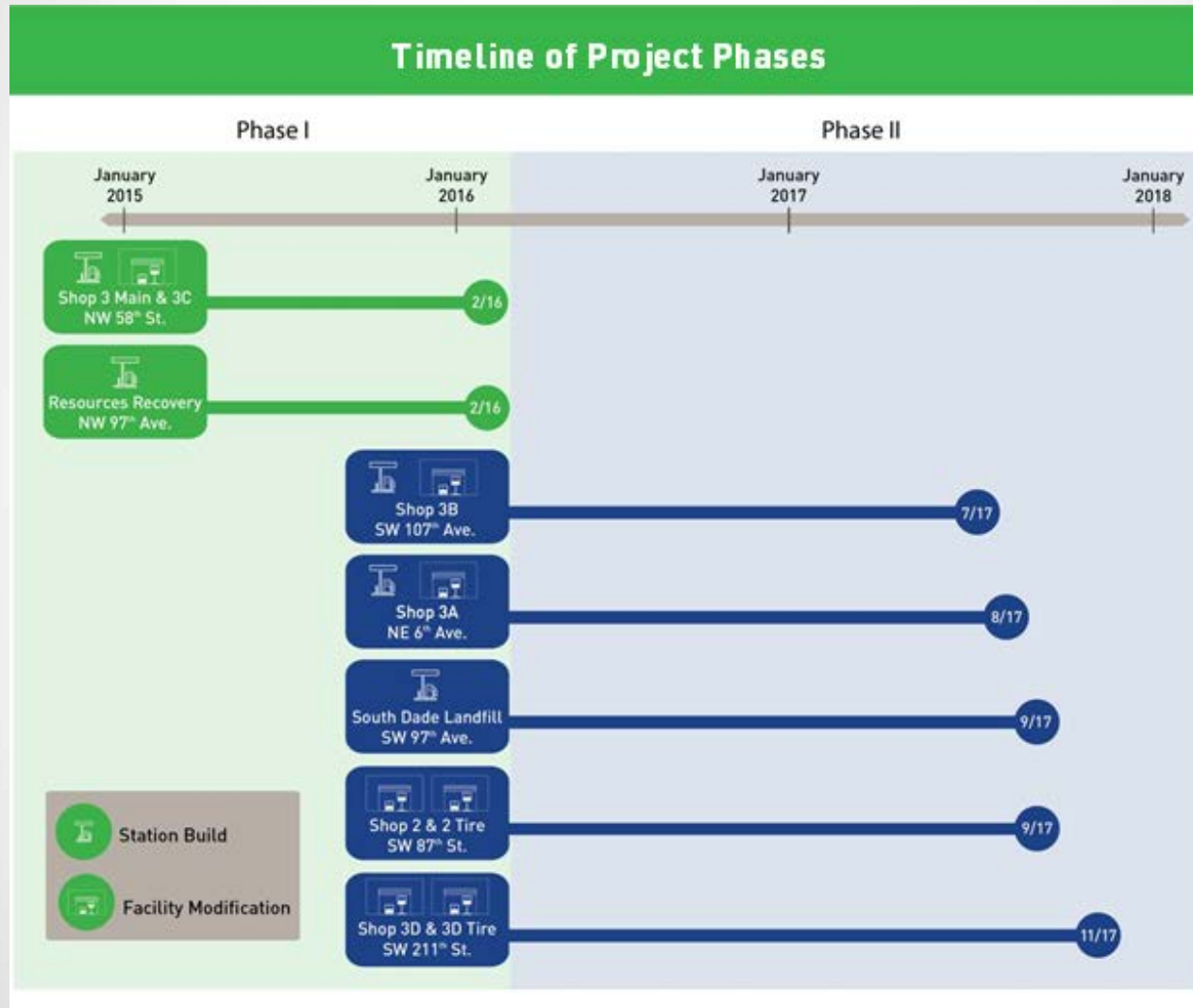




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TECHNICAL APPROACH

Technical Approach: Timeline for Project Phases



Technical Approach: NW 58th Street Station

Sample Station Rendering

Back up Generator

Each station has a back up generator to power the entire CNG station

Twin CNG Compressor

Each station has multiple compressors to provide redundancy – ensuring your fleet meets rollout each day

Fast-Fill Dispensers

Two hose dispensers to serve the County's vehicles and third-party fleets

Storage Vessels

Each station includes 3 vessels to ensure continuous gas flow to the vehicles

Natural Gas Dryer

Includes a single tower, manual regenerative dryer to remove excess moisture from the utility gas line

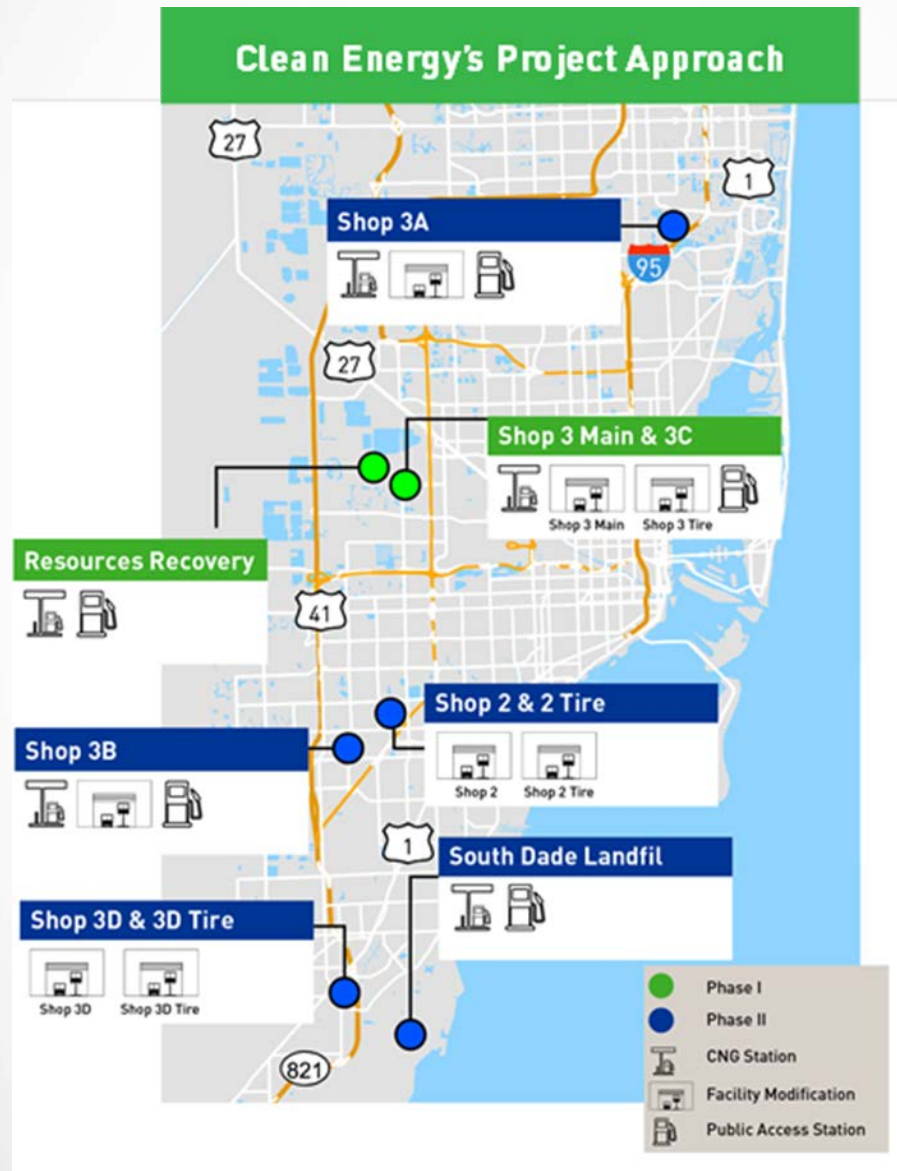
* See chart above for specific equipment quantity for each station



Technical Approach: Resources Recovery Station



Technical Approach: Overall Development Plan





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FINANCIAL PLAN

Clean Energy's Financial Plan

Assumptions

- Assumptions test feasibility and prove ROI
- Phase 1 Infrastructure is fully amortized over 10 years at 4.5%
- Phase 2 Infrastructure is amortized over 7 years to be coterminous with Phase 1, and meet RFP requirement
- Vehicles are financed as deployed at 4% over 7 years
- Conservative long range price assumptions
- Separate Operating and Capital Costs

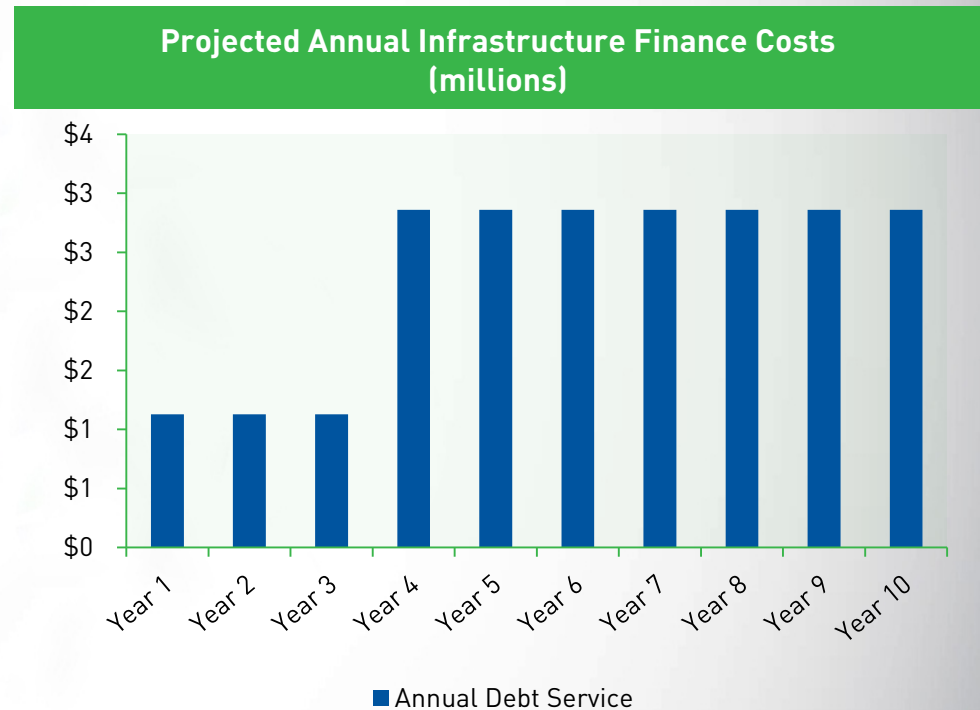
Results:

- A transparent model that allows MDC to get lowest cost financing, and align costs with deployment
- Financing rates could be 2.5%-3.5%
- Program can financially stand on its own, and should generate over \$6.8mm in savings



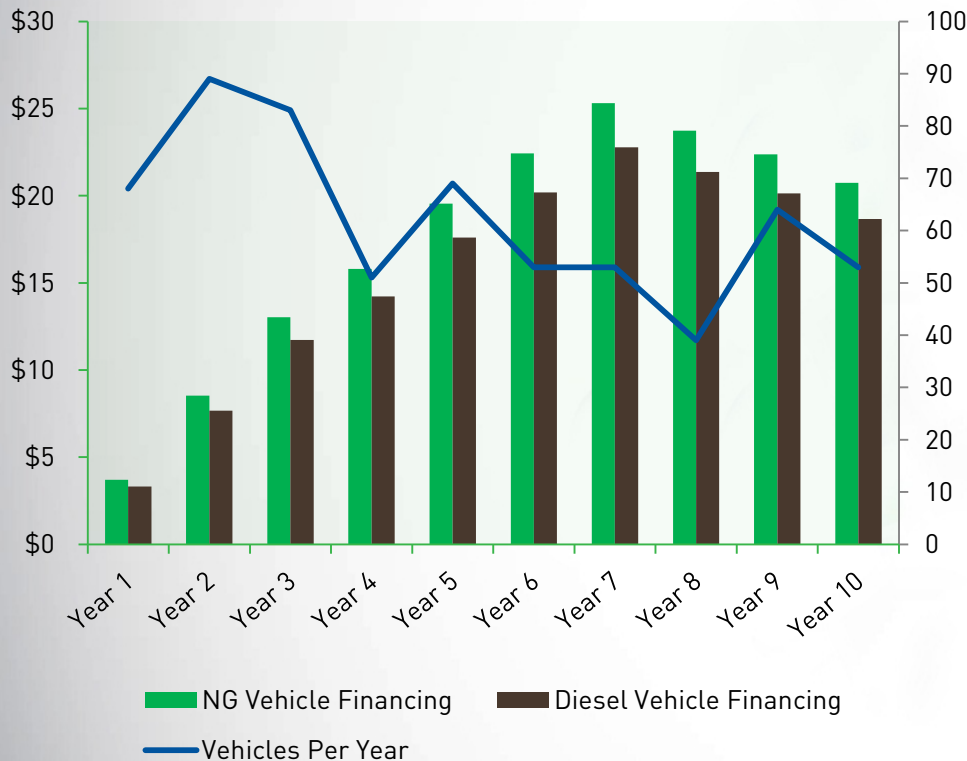
Financial Plan: Infrastructure Capital Cost

- Clean Energy's Project Finance approach was tailored to match our two phase implementation.
- The Phase One capital costs begin in Year 1, while the Phase Two Capital Cost begin in Year 4.
- This phased in approach complies with the RFP requirement.
- CNG Infrastructure is fully paid off during the 10 year project period.
- The total cost of new infrastructure is 100% offset by fuel savings.



Financial Plan: Vehicle Capital Cost Summary

Projected Vehicle Finance Costs
(millions)



- Annual vehicle lease schedule accommodates that year's vehicle purchases.
- 7 year fully amortized lease term
- Assumed a 10% incremental cost over similar diesel model.

The cumulative incremental vehicle cost is
100% offset by fuel savings.



Financial Plan: Operating Cost Assumptions

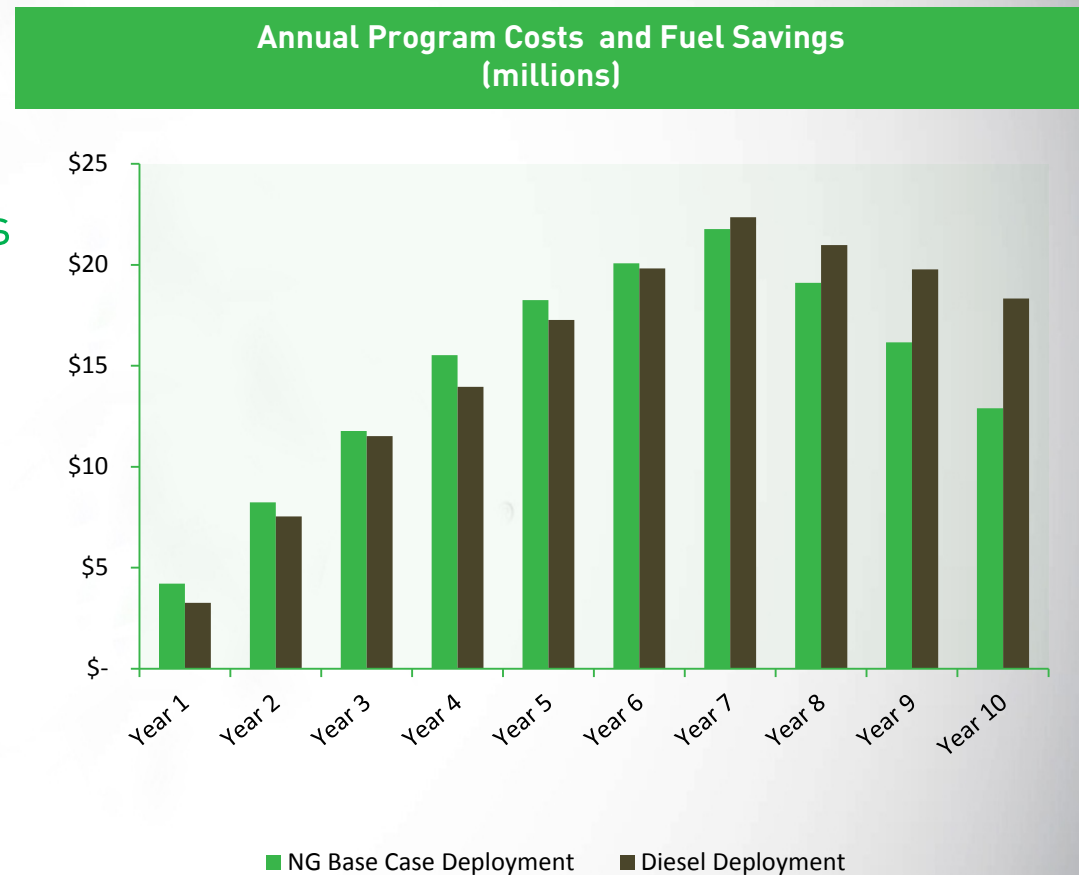
Miami-Dade County Fuel Price Buildup	
Cost Component	Estimated Average Cost
Gas Commodity	\$0.944
Gas Delivery (LDC)	\$0.233
Electricity	\$0.192
Clean Energy O&M	\$0.626
Total Cost per DGE	\$1.994

Information from pages 66 of Clean Energy Proposal Dated October 2, 2014



Generating Long-Term Fuel Savings

- As vehicles are phased in, the annual fuel savings increases to offset incremental cost of vehicles and infrastructure.
- Clean Energy estimates the fuel savings will completely offset the infrastructure costs, and incremental vehicle cost to drive total program savings.



Our plan achieves cumulative program savings of \$6.8mm.



Potential Third-Party Revenue

Clean Energy is committed to working with National commercial fleets and local fleets to generate revenue at MDC's Stations

- Clean Energy has identified more than 150 fleets and 50,000 vehicles in the Miami-Dade Area
- Clean Energy is a proven market developer with more than 75 sales people nationwide.
- We fuel 900+ fleet customers, 41 airport stations and more than 41,000 vehicles per day. Including many large national customers with South Florida base operations including:
 - AT&T
 - Waste Pro
 - UPS
 - Ryder
 - Proctor & Gamble
 - Republic Services
 - Frito-Lay
 - Saddle Creek Logistics
- During initial 10 year period, third party sales estimated to generate \$4.45mm for Miami Dade County – **NONE** is used to cover CNG Transition Costs.
- Royalty per DGE of \$0.60, the highest of all the proposers





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Why Clean Energy Fuels?

Clean Energy Financial Strength

- Publicly Traded on Nasdaq – CLNE
- 129 Institutional Investor and 75,000 Retail Investors
- Consistent Growth in Volume, Revenue and Gross Margin
- \$1 Billion Investment in Natural Gas Infrastructure
- 550+ Natural Gas Stations
- Strong Balance Sheet with more than \$1 Billion in Unencumbered Assets
- Financial Flexibility to repay debt with new equity

Balance Sheet Highlights (\$ millions)

	3.31.15
Cash and Equivalents	\$220
Land, Property, and Equipment	\$519
Total Assets	\$1,121
Convertible Debt	\$545
Other Long-Term Debt	\$18
Stockholders' Equity	\$400

VOLUME, REVENUE AND GROSS MARGIN (in millions)



Clean Energy vs. The Competition

Comparison Analysis	Clean Energy	Trillium	No Petro
Experience - year founded	1996	1999	2007
Annual Public Transit Agency Gallons Dispensed	103 million GGEs	35 million GGEs	0 GGEs
Financial Strength - Equity Valuation (as of 7/31/15)	\$522.1mm	??*	??
Number of Natural Gas stations built and in operation (Florida)	15	4	1
Number of CNG stations built and in operation for public transit agencies	44	32	0
Number of CNG stations built and in operation for refuse agencies	157	10	0
Total number of CNG stations built and in operation	551	75	1
Number of Company Employed Service Techs (Florida)	6	2	1
Parts Warehouse in Florida (Y/N)	Y	N	N

*Trillium's parent company, Integrys, was sold to Wisconsin Energy as of June 30, 2015.



Why Clean Energy is the Right Choice:

- Clean Energy has unmatched experience in Natural Gas refuse projects and public access infrastructure.
- The PWWM volume grows from 358k DGES in Year 1 to 3.2mm DGES in Year 10. Our technical approach was designed to scale up the infrastructure as vehicles are deployed, minimizing station capital investment.
- Clean Energy's financial approach is prudent, follows the County's vehicle replacement plan and meets the requirements of the RFP.
- Our approach to this RFP was developed in the best interests of the County in mind.





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APPENDIX

Appendix

- A. Clean Energy Florida Station List
- B. Clean Energy Transit Station List
- C. Clean Energy Refuse Station List
- D. Clean Energy Airport Station List
- E. Clean Energy Miami Dade PWWM Financial Term Sheet
- F. Clean Energy Large Refuse and Public Access Deal Summaries
- G. Munilla Construction Local Project List
- H. Cherokee Engineering Local Project List



Florida Station List

Customer/Station Name	Station Type	Year Built
Waste Pro - Pompano Beach	Private Station	2009
Republic Services - Lakeland	Private Station	2010
Clean Energy <i>ANGH</i> - Jacksonville	Public LNG Station	2012
Republic Services - Volusia County	Private Station	2012
Tampa International Airport	Public CNG Station	2012
Waste Pro - Ft. Pierce	Private Station	2012
Waste Management - Walton Beach	Private Station	2013
Waste Management - Tampa	Private Station	2014
Waste Management - Boynton Beach	Private Station	2014
HART	Private Station	2014
Republic Services - Ft. Lauderdale	Private Station	2014
MCO - Orlando Airport	Public CNG Station	2014
Saddle Creek - Lakeland	Private Station	2015
Clean Energy <i>ANGH</i> - Midway (Quincy) Flying J#623	Public LNG Station	2015

Progressive Hillsborough	Private Station	2015
Jacksonville Transit Authority	Public/Private Station	Expected 12/2015
Waste Management – Pompano Beach	Private Station	In Development/Upgrade
Clean Energy <i>ANGH</i> – Ocala, FL – Pilot #092	Public LNG Station	In Development
Waste Management – Cocoa Beach	Private Station	In Development
Waste Pro - Sanford	Private Station	In Development

Clean Energy Transit Properties

Customer	Contract Start	SCFM	Est. Annual Volume (GGE)	Est. Bus Count	Project Scope	Region
Foothill Transit – Pomona, CA	2002	5,600	2,690,000	170	DBOM	West
Valley Metro RPTA – Phoenix, AZ	2004	4,500	2,160,000	203	O&M	West
ABQ Ride – Albuquerque, NM	2004	1,500	400,000	34	O&M	Central
Foothill Transit – Arcadia, CA	2005	3,600	2,050,000	130	DBOM	West
Santa Clarita Transit, CA	2005	1,600	760,000	45	DBOM	West
Southland Transit – Baldwin Park, CA	2006	900	560,000	40	DBOM	West
NICE – Mitchell Field, NY	2007	6,000	3,560,000	200	O&M	East
NICE – Rockville Center, NY	2007	2,400	1,680,000	100	O&M	East
Akron METRO, OH	2008	1,000	350,000	86	O&M	Central
Orange County Transportation Authority – Irvine, CA	2008	2,800	750,000	126	DBOM	West
RTC of Southern Nevada – IBMF	2008	3,300	1,460,000	135	DBOM	West
RTC of Southern Nevada – Sunset	2008	1,800	250,000	Combined	O&M	West
Santa Fe Trails, NM	2008	300	220,000	31	O&M	Central
Montgomery County Transit, MD	2009	4,200	1,920,000	95	O&M	East
LACMTA Division 2	2009	6,600	3,250,000	205	O&M	West
LACMTA Division 8	2009	8,100	3,290,000	196	O&M	West
LACMTA Division 9	2009	6,600	4,420,000	261	O&M	West
LACMTA Division 15	2009	7,200	4,860,000	268	O&M	West
TransLink – Vancouver, BC	2009	3,000	1,000,000	95	DBOM	Canada
LACMTA Division 10	2010	6,000	4,380,000	217	DBOM	West
LACMTA Division 18	2010	6,000	4,990,000	278	DBOM	West
City of Elk Grove Transit – Elk Grove, CA	2011	900	300,000	58	DBOM	West
City of Commerce – Commerce City, CA	2011	1,000	200,000	14	O&M	West
City of Laredo Transit, TX	2011	490	400,000	30	DBOM	Central
LACMTA Division 1	2011	6,000	4,000,000	223	O&M	West
LACMTA Division 3	2011	6,000	3,500,000	200	O&M	West
LACMTA Division 5	2011	6,000	3,360,000	205	O&M	West
LACMTA Division 7	2011	6,000	4,400,000	234	O&M	West

Veolia Transportation – Los Angeles, CA	2011	900	600,000	40	DBOM	West
Tulsa Transit, OK	2011	800	640,000	60	DBOM	Central
Montebello Bus Lines – Montebello, CA	2011	1,000	70,000	7	DBOM	West
Stark Area Rapid Transit – Canton, OH	2012	1,100	180,000	32	DBOM	Central
DART (Dallas Area Rapid Transit) – Northwest	2012	3,940	2,960,000	222	DBOM	Central
DART – South Oak Cliff	2012	3,460	2,350,000	176	DBOM	Central
DART – East	2012	3,160	2,670,000	200	DBOM	Central
DART – Senate Street	2012	1,700	1,110,000	168	DBOM	Central
Long Beach Transit, CA	2012	2,500	800,000	64	O&M	West
HART, Tampa, FL	2013	2,800	200,000	47	DBOM	East
Central Ohio Transit Authority (COTA), OH	2014	3,200	750,000	60	RM	Central
BC Transit – Nanaimo, BC	2014	1,900	400,000	25	DBOM	Canada
Kansas City Transit, MO	2014	2,000	2,500,000	44	DBOM	Central
City of Medicine Hat - AB	2014	900	225,000	25*	DBOM	Canada
City of El Paso Transit	2014	3,475	4,500,000	180	OM	Central
BC Transit – Kamloops, BC	2015	1300	400,000	25	DBOM	Canada

- **DBOM** – Clean Energy designed, built and currently operates and maintains the station
- **DB** – Clean Energy designed and built the station
- **O&M** – Clean Energy currently operates and maintains the station
- **RM** – Clean Energy currently repairs and maintains the station
- *This is a combined Transit/Refuse Other Vehicles Station

Refuse Partnerships

In 1997, Clean Energy began building and operating CNG stations for solid waste operators, and has since become the premier station service provider for both public and private refuse fleets across the country. We operate and/or maintain over 100 CNG fueling stations for refuse fleets throughout the country and fuel more than 6,900 refuse trucks daily.

Provided below is a representative listing of some of our solid waste CNG stations Clean Energy has constructed, and currently operates and/or maintains. The below list does not include several of our national accounts such as Clean Energy's repair and maintenance service over 50 Waste Management stations.

Clean Energy Refuse Properties						
Customer	State	Contract Start	SCFM	Est. Annual Volume	Truck Count	Project Scope
Burrtec Palm Desert	CA	1997	600	540,000	80	DBOM
Waste Management – Moreno Valley	CA	1999	800	1,000,000	110	DBOM
Waste Management – Irvine	CA	2000	800	590,000	80	DBOM
Amador Valley Industries	CA	2006	420	150,000	18	DBOM
Town of Smithtown	NY	2007	2,000	240,000	25	DBOM
Town of Brookhaven	NY	2008	2,000	630,000	70	DBOM
City of San Antonio	TX	2008	660	300,000	30	DBOM
Town of Huntington	NY	2009	1,000	400,000	40	DBOM
CalMet Services	CA	2009	300	190,000	30	DBOM
City of Burbank – South	CA	2009	150	140,000	28	DBOM
Nationwide Environmental	CA	2009	900	300,000	32	DBOM
Waste Connections - San Luis Obispo	CA	2009	900	100,000	16	DBOM
Progressive	FL	2009	250	160,000	15	DBOM

Allied Waste – Boise	ID	2009	520	290,000	50	DBOM
Central Jersey Waste	NJ	2009	250	110,000	14	DBOM
CleanScapes	WA	2009	520	330,000	41	DBOM
City of Glendale	CA	2010	900	500,000	23	DBOM
Livermore Sanitation	CA	2010	160	230,000	32	DBOM
Mission Trail	CA	2010	160	200,000	22	DBOM
Waste Management - Santa Ana	CA	2010	1,200	410,000	45	BM
Republic Services – Lakeland	FL	2010	1,200	510,000	41	DBOM
Atlantic County Utilities Authority	NJ	2010	1,000	540,000	25	DBOM
Town of Smithtown – Kings Park	NY	2010	800	360,000	35	DBOM
Allied Waste – Bellevue	WA	2010	900	240,000	37	DBOM
Allied Waste – Chula Vista	CA	2011	900	260,000	20	DBOM
Allied Waste – Gardena	CA	2011	1,350	240,000	27	DBOM
Allied Waste – Salinas	CA	2011	260	110,000	9	DBOM
Allied Waste – Sun Valley	CA	2011	1,000	380,000	48	DBOM
Blue Diamond Disposal	NJ	2011	1,000	250,000	25	DBOM
Republic Services – Pacheco	CA	2011	1,000	490,000	54	DBOM
Ware Disposal	CA	2011	445	288,000	37	DBOM
Alpine Waste	CO	2011	250	120,000	10	DBOM
Allied Waste – Nampa	ID	2011	1,000	145,000	16	DBOM
Waste Management – Camden	NJ	2011	1,500	645,000	71	DBOM
Allied Waste – Kent	WA	2011	900	390,000	33	DBOM
City of Richmond	VA	2012	500	250,000	25	OM
USA Hauling	CT	2012	1,300	250,000	25	DBOM

Tidewater Fibre	VA	2012	1,000	200,000	20	DBOM
Burgmeier Hauling	PA	2012	500	220,000	22	DBOM
Ecology Services	MD	2012	500	380,000	38	DBOM
Emterra – Winnipeg	MA	2012	870	525,000	58	DBOM
Republic Services – 6 new and 6 upgrades	Nationwide	2012	-	-	-	DBOM
Republic Services – 10 new and 1 upgrade	Nationwide	2013	-	-	-	DBOM
Progressive Waste – 1 new and 3 upgrades	Nationwide	2013	-	-	-	DB
Atlas Disposal	CA	2013	810	250,000	20	DBR&M
Covanta Energy	NJ	2013		160,000 expected	20	DB
ABC Disposal	MA	2013	900	300,000	36	DBOM
Waste Connections	WA	2013	-	-	-	DB
Waste Management	TN	2013	-	-	-	DB
South San Francisco Scavengers	CA	2014	550	312,000	40	DBOM
All American Waste	CT	2014	1,200	400,000	40	DBOM
BFI – Laval	Canada	2015	1,500	1,000,000	120	DBOM
Lancaster County Solid Waste Management	PA	2014	1,000	202,400	14	DBOM
Garden City Sanitation	CA	2014	500	450,000	47	DBOM
Alameda County Industries	CA	2014	300	332,800	32	DBOM
Progressive Waste, McKinney	TX	2014	839	552,500	75	DBOM
Emterra – Chilliwack	Canada	2014	560	90,000	10	DBOM
Republic Services – 7 new and 8 upgrades	Nationwide	2014	-	-	-	DBOM

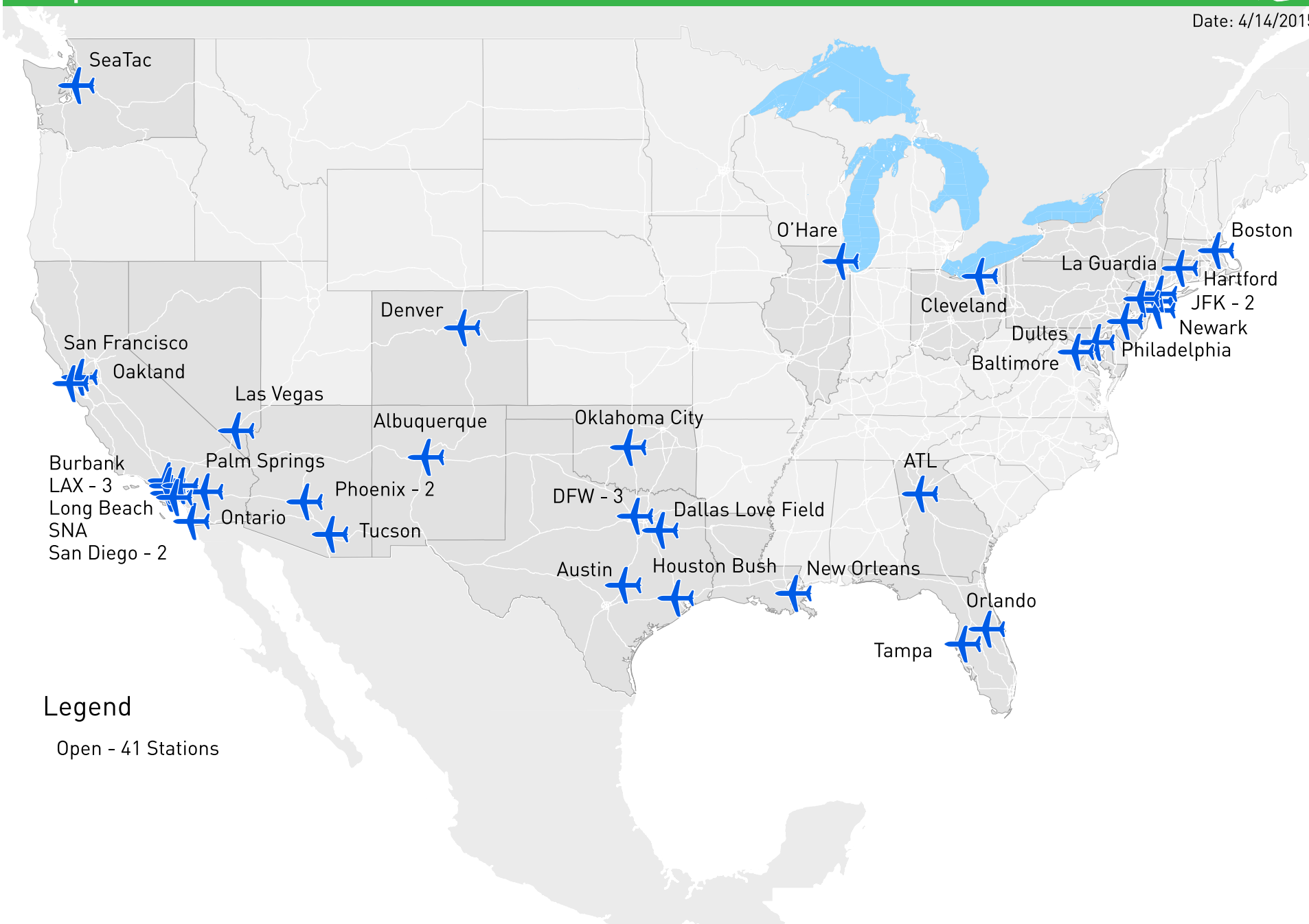
City of Medicine Hat – Alberta	Canada	2015	890	80,000	12	IDBOM
Progressive Waste, Hillsborough	FL	2015	1304	60	510,000	DBOM

- DBOM - Clean Energy designed, built and currently operates and maintains the station
- O&M - Clean Energy currently operates and maintains the station

Airport Locations - Current



Date: 4/14/2015



Legend

Open - 41 Stations

TERM SHEET SUMMARY

Miami-Dade Public Works and Waste Management Natural Gas Vehicle and Infrastructure Financing \$218,181,705

The intent of this document is to describe, for illustrative purposes only, certain key terms of our proposed financing structure for the deployment of natural gas vehicles by Miami-Dade County.

SUMMARY OF TERMS

<i>Parties and structure:</i>	A series of municipal finance leases arranged between Miami-Dade County (County) and Clean Energy and our subsidiary, Clean Energy Finance LLC. The County will be, in all cases, the owner of the CNG fueling stations, facilities modifications and the CNG vehicles.
<i>Use of Proceeds:</i>	The proceeds will be used to fund the first time conversion of the County's fleet of 622 vehicles, the construction of fueling infrastructure and the modification of maintenance facilities.
<i>Term:</i>	The vehicle conversion will occur over 10 years with a separate municipal lease facility arranged for each year's vehicle acquisitions, which will include that year's vehicle purchases and will fully amortize over a 7 year term. The CNG fueling station construction and facilities modification will occur over 4 years, and the municipal lease term will be structured so that the lease will be fully paid off by the end of year 10.
<i>Amount:</i>	Approximately \$218,181,705, including \$19,141,705 for construction of fueling infrastructure and maintenance facilities, and \$199,040,000 for vehicle replacement.
<i>Dates:</i>	Financing dates adjusted to match vehicle procurement and deployment, as well as station and facilities requirements

CNG Infrastructure

<i>Interest Rate:</i>	4.5% for fueling infrastructure and maintenance facilities.
<i>Repayment Terms:</i>	Payments sufficient to pay principal and interest on the facilities, and to retire the entirety of the obligation by the end of the 10 year term.

Vehicles

Interest Rate: 4.0% for vehicles

Repayment Terms: Vehicles financed annually to meet deployment schedule, principal and interest repaid in equal installments over 7 years from date of initial draw.

Pro Forma Deployment Model Assumptions

Fueling Infrastructure: Clean Energy will build infrastructure for fueling and maintenance of the entire Public Works and Waste Management vehicle fleet. We have included cost estimates for a project consistent with the criteria outlined in the RFP. We have staggered the construction of the fueling and maintenance facilities to match the vehicle deployment schedule.

Vehicle Cost: Vehicles are estimated to cost approximately 10% more than their diesel equivalent, per the schedule included in our response.

Vehicle Procurement and Deployment Schedule: Vehicle acquisition and deployment is spread over the 10 year program, consistent with the County’s vehicle replacement plan.

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
PWWM Vehicle Deployment	68	89	83	51	69	53	53	39	64	53

Volume: Volume increases annually as new vehicles are deployed, with a total of 3.1 million gallons used in year 10

Fuel Price Assumptions: Over the last 5 years, diesel has a **compound annual growth rate** of nearly 10.8% and natural gas has **decreased** by 11.5%. The forces that cause this price divergence remain potent; we felt it was prudent to use more conservative assumptions for this demonstrative model.

Price of Natural Gas: The estimated price of delivered natural gas is \$2.00 per Diesel Gallon Equivalent. We assume that the delivered price of CNG (including the commodity, delivery, transportation and compression costs) will increase by approximately 1% each year.

Price of Diesel: The current retail price of diesel is \$3.51, per the RFP documents. We assume that the retail price of diesel will increase by 5 % each year.

Town of Smithtown – New York

Sector: Municipality

Station: CNG

Services: Upgrade, Operate, Maintain, Retail

Reference: Russ Barnett, Director

Phone: (631) 360-7514

Email: rkbarnett@optoline.net



On June 30, 2006, the Town of Smithtown's Board unanimously voted to require all residential refuse and recycling contractors to use natural gas-powered trucks beginning January 2007. This made Smithtown the first municipality east of California to transition their solid waste fleet 100 percent to CNG. Smithtown entered into a 7-year preferential fuel price agreement for their CNG fleet, and for vehicles operated by four private collection contractors operating on behalf of Smithtown.

In turn, we made significant investments to upgrade our Hauppauge, NY CNG station, which we completed within six months to meet the new CNG fleet rollout. In 2009, Smithtown selected us again to design, build, operate and finance another CNG station on Town property for up to 20 years. The total cost for the two CNG stations is approximately \$3.5 million. The average fuel consumption at both stations is 550,000 GGEs a year. In 2014, Smithtown's next generation for trucks will hit the road on CNG for another seven years. Today, we provide fuel at the Hauppauge and Smithtown stations to over 60 privately-operated refuse trucks for Smithtown and neighboring Huntington, and a growing fleet of Smithtown-owned vehicles. In the past seven years, the Smithtown fleet has consumed nearly 1.5 million GGEs.



The Town of Smithtown's private refuse haulers fuel at our station.



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National Grid – New York

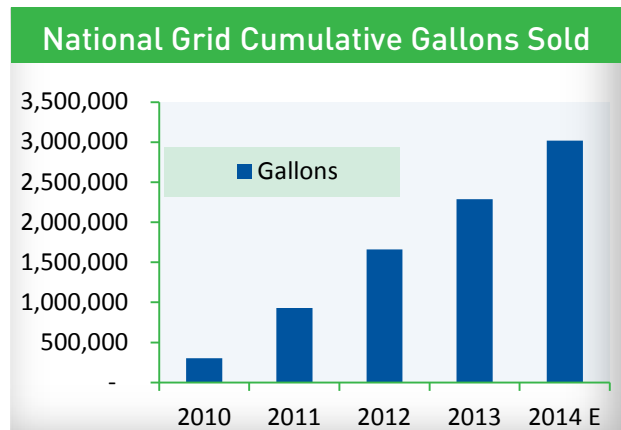


Sector: Utility
Station: CNG
Services: Upgrade, Operate, Maintain, Retail
Reference: Chris Cavanagh,
 Principal Project Manager
Phone: (929) 324-4367
Email: Christopher.Cavanagh@us.ngrid.com

National Grid is an international gas and electric utility provider with operations throughout the Northeast. They expanded their footprint by acquiring utility companies, service areas, and employees over the past 10 years. Clean Energy developed internal advocates within each department, educated them about CNG, and moved our various initiatives forward. We formed a committee that held monthly phone meetings to follow up on tasks. Also in collaboration with their employees, we worked within the organization to develop high level interest in economic savings, sustainability, and interest in the positive publicity aspects of CNG for a utility provider.

In 2010, they recognized the operational efficiencies of having Clean Energy operate, maintain and retail CNG to third-party fleets at their 15 existing stations.

As a result, National Grid has replaced all existing CNG vehicles with new CNG vehicles and is in the process of replacing existing diesel vehicles with CNG. They have approximately 2,500 vehicles in their fleet. Public fuel sales average \$500K annually over a 10-year period. The chart to the right shows National Grid’s cumulative gallons sold since 2010.



City of Kansas City – Missouri

Sector: Municipality

Station: CNG

Services: Upgrade, Operate, Maintain, Retail

Reference: Sam Swearngin, Fleet Administrator

Phone: (816) 513-4808

Email: sam.swearngin@kcmo.org



The City of Kansas City, Missouri is a veteran user of CNG. Their program began 17 years ago with the installation of their first CNG station and grew to five stations fueling over 300 CNG vehicles. Their fleet included refuse trucks, dump trucks, pumper trucks, street sweepers, and more. As the City continued acquiring CNG vehicles, they soon outgrew their insufficient and outdated fueling infrastructure. The capacity and condition of their original CNG station equipment had become incapable of supporting the CNG fleet; funding for additional CNG station infrastructure was not readily available. Without a solution to the fueling infrastructure problem, the future of the City's CNG program was in jeopardy.

To solve their issues, Clean Energy did the following: (a) installed new CNG fueling infrastructure for the City's CNG fleet; (b) created a phased expansion plan for their CNG infrastructure to account for future growth.

The City recently awarded a maintenance contract for Clean Energy to maintain the City's existing network of five CNG stations at an estimated cost of \$2.1 million. In addition to solving the City's CNG fueling infrastructure problem, Clean Energy has already secured clients to fuel at their retail dispensers and the City will receive a royalty. We expect public fuel sales of 400,000 GGEs the first year with an increase to 700,000 GGEs per year after.

PARTNERSHIP

"CNG has proven to be a great fit for our municipal fleet, and our partnership with Clean Energy is ideal for taking our alternative fuels program to the next level."

- Councilman Scott Wagner, City of Kansas City



Miami-Dade County
Request For Proposals (RFP) No. 00085 for Compressed Natural Gas Program



Commonwealth of Virginia

Sector: Municipality

Station: CNG

Services: Design, Build, Operate, Maintain, Retail

Reference: Michael Bisogno,
Director of Fleet Management, CAFM

Phone: (804) 367-6526

Email: Michael.bisogno@dgs.virginia.gov



The Commonwealth of Virginia was seeking to implement a comprehensive plan to transition state and local government body fleets to a cleaner, domestic and less expensive alternative fuel. The Commonwealth recognized the many benefits of natural gas as an alternative fuel for the state fleet, Virginia's private fleets, and its citizens. On October 2, 2012, Clean Energy was awarded the 5-year state contract to bring natural gas fuel, vehicles, and fueling infrastructure to the Commonwealth.

We financed, developed, and now operate two public access stations (estimated cost of \$2.4 million combined) in Virginia with many more in the planning phase. Today, we fuel multiple vehicle types for the Virginia Department of General Services, City transit, local municipal vehicles, private fleets, local transit, and the City of Richmond. We also fuels over 30 businesses throughout the state. The total estimate of fuel sales in both public stations is \$450,000 per year. The average fuel consumption at both stations ranges from 100,000 GGEs to 140,000 GGEs per year. The Commonwealth's goal is to realize ROI savings over a 7-year vehicle life cycle. They are currently in their third year of the contract and are on track to hit their ROI savings target.



Miami-Dade County
Request For Proposals (RFP) No. 00085 for Compressed Natural Gas Program



Munilla Construction Management Local Project List

Project Name	Miami-Dade County Government Agency	Contract Value	Completion Date
Miami International Airport 756AD North Terminal	Miami Dade Aviation Department	\$ 155,695,736	2012-October
MIA MCC-8-10 Miscellaneous Construction Contracts	Miami Dade Aviation Department	\$ 80,125,000	2017-September
Miami International Airport Package #22	Miami Dade Aviation Department	\$ 67,213,687	2011-March
Miami-Dade South District Wastewater Treatment Plant	Miami Dade Water & Sewer Dept.	\$ 62,407,344	2013-March
Miami-Dade Metrorail Extension - Transitway	Miami Dade Transit Authority	\$ 31,607,522	2001-October
Miami-Dade Fire Rescue Training Center	Miami Dade Fire Rescue Department	\$ 25,299,169	2010-July
Lehman Center Test Track	Miami Dade Transit Authority	\$ 25,147,257	2015-October
Miami International Airport Central Collection Plaza	Miami Dade Aviation Department	\$ 21,796,039	2003-December
Miami International Airport Package #20	Miami Dade Aviation Department	\$ 18,478,640	2011-October
Miami-Dade ISD West Lot Parking Garage	Miami Dade County Internal Services Department	\$ 15,427,053	2012-September
Miami-Dade ISD Trade Shop Facility	Miami Dade County Internal Services Department	\$ 13,155,586	2010-May
Miami International Airport Package #19	Miami Dade Aviation Department	\$ 12,043,009	2011-October
Miami-Dade Metrorail Extension - Palmetto Station	Miami Dade Transit Authority	\$ 7,926,770	2002-February
Port Miami Cruise Terminal D Expansion	Miami Dade County Port of Miami	\$ 7,860,791	2012-October
Miami International Airport 746 B/C Infill Third & Fourth Level Tenant Improvements	Miami Dade Aviation Department	\$ 7,646,101	2012-November
Perrine Gardens Restoration	Miami Dade County Housing Department HUD	\$ 6,380,180	1993-July
Miami International Airport Maintenance Facility	Miami Dade Aviation Department	\$ 5,200,000	1998-February
Gwen Cherry Reconstruction	Miami Dade County Housing Department HUD	\$ 4,995,000	1995-March
Northside Fire Station	Miami Dade Aviation Department	\$ 4,000,000	2001-October
Perrine Rainbow Reconstruction	Miami Dade County Housing Department HUD	\$ 3,130,000	1994-June
Annie Coleman Gardens Phase II	Miami Dade County Housing Department HUD	\$ 2,650,000	1995-July
Liberty Square Rehabilitation	Miami Dade County Housing Department HUD	\$ 2,642,012	1993-March
Miami International Airport Concourse "F"	Miami Dade Aviation Department	\$ 2,600,000	1999-August
Concourse "E" - People Mover	Miami Dade Aviation Department	\$ 2,100,000	2000-July
Liberty Square Rehabilitation	Miami Dade County Housing Department HUD	\$ 1,880,140	1992-February
Modello Rental Comprehensive Apartment Modernization	Miami Dade County Housing Department HUD	\$ 1,200,000	1991-March
Smathers Plaza	Miami Dade County Housing Department HUD	\$ 940,000	1995-August
Everglades Labor Camp Day Care Center	Miami Dade County Housing Department HUD	\$ 476,370	1990-July
Federal Bureau of Investigations, Miami Airport off-site	Miami Dade Aviation Department	\$ 288,850	2013-July
North Shore Branch Public Library	Miami-Dade County GSA	\$ 219,000	1989-November

Project Name	Scope of Work	Contract Amt.
Miami International Airport New Hydrant System Pump Stations	New hydrant pump station system construction job at both the North and South facilities of the Miami International Airport (MIA) Jet-A Fuel Storage Facility. The newly installed components include new pump station houses, filter/separator system, transfer stations, 1,200 gpm pumps, Double Block and Bleed (DBB) valves, underground and aboveground fuel lines ranges from 6" to 30" in diameter, Motor Control Centers (MCCs), fire suppression and cathodic protection systems. This portion of the work consisted of six components- Civil Work; Environmental Remediation; System Decommissioning; Dewatering; Pollutant System Storage Contractor/Mechanical; Electrical Duct Bank; and, Cathodic Protection System. This uniquely designed and constructed fuel facility is the first tank farm in the nation that has a redundant fuel distribution system and latest technology in fueling operation.	\$5.29M
Miami International Airport – Concourse BC Apron Aircraft Fueling	Installation of new double-walled jet fuel line associated hydrant pits and valves at the Miami International Airport (MIA) Jet-A Fuel Storage Facility. The installation work was part of the MIA fuel hydrant system modification and upgrade. The newly installed components include new piping, Double Block and Bleed (DBB) valves, underground and aboveground fuel lines, and hydrant pits. extensive soil and groundwater remediation work was conducted at the same site. CEI work effortlessly to remediate the site contaminated by the former underground jet fuel lines by excavating and removing over 25,000 tons of contaminated soils and 50,000 gallons of free floating product.	\$5.26M
Miami International Airport (MIA), Concourse E at Gates E6 and E8 modification of existing Jet-A Fuel Distribution System	Modify the existing Jet-A Fuel Distribution System at the Miami International Airport (MIA), Concourse E at Gates E6 and E8. Provide the necessary labor, materials, and equipment required to perform the work in accordance with the plans and specification provided by TY LIN International (TYLIN).	\$2.475M
Miami-Dade County GSA Fleet Management Design/Build Bulk Fueling Facilities	Design/Build of three separate bulk fuel storage facilities strategically located throughout Miami-Dade County. The three bulk fueling sites are: North Dade Landfill, Homestead, and Shop 3. We designed, engineered, and permitted three 12,000 gallon unleaded fuel AST's and two 20,000 gallon diesel fuel AST's pouring of slabs for tanks, truck loading, site electrical, piping for AST's, bulk loading and off loading of tanks 300 gpm and site drainage.	\$2.1M
Miami-Dade Transit Coral Way Bus Wash Facility	Demolition of old bus wash facility, re-routing of underground utilities, construction of new bus wash building and installation of bus wash equipment. CEI conducted the environmental closure assessment activities during the cleaning, removal and	\$1.8M

<i>Project Name</i>	<i>Scope of Work</i>	<i>Contract Amt.</i>
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<p>Miami-Dade County GSA Fleet Management Shop 3A Underground Fuel Tank Design and Construction</p>	<p>disposal of one 7,500- gallon underground oil/water separator (OWS) tank, one 10,000 gallon underground holding tank, and associated ungrounded structures. Additionally, CEI excavated trenches to install new utilities (electric, telecommunications, and water), provided and arranged steel plates for the utility trench as necessary to maintain traffic lanes outside of the fenced demolition area, installed conduit and obtained approval of all inspections required by the Building Department permits, and made connections and placed new utilities in service.</p> <p>Removal of three existing Underground Storage Tanks (USTs) and replaced with new double-wall USTs to comply with FDEP Chapter 62-461 2009 deadlines.</p> <p>The scope of work involved the design, purchase, delivery and installation of three 15,000 gallon double-walled fiberglass steel fuel storage tanks, canopy, site work, and other required fuel island equipment, including the removal and disposal of three existing underground storage tanks and the preparation of tank closure assessment reports (TCAR).</p>	<p>\$500k</p>
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