



November 6, 2009

Energy Innovation Group  
Sidney Pelston, Managing Director  
11965 Venice Blvd., Suite 408  
Los Angeles, CA 90066

Re: EIG Energy Services for City of Beverly Hills

Dear Sid,

The City of Beverly Hills is committed to the highest energy efficiency in City facilities. We are seeking a comprehensive approach to achieve a meaningful level of energy cost reduction, in addition to improving the working environment for staff, especially when the cost for such work can be partially or fully offset by incentives.

Based on the experience of the City with EIG over the years, which encompassed standard and innovative approaches to energy efficiency, securing of special incentives, and EIG's single source management of projects, the City is pleased to award EIG with a contract to develop an energy efficiency and conservation strategy for city facilities in connection with the American Recovery and Reinvestment Act (ARRA), and to also prepare appropriate documentation to submit for participation in California Energy Commission (CEC) and Department of Energy (DOE) competitive grants.

If EIG is awarded funding under the competitive grants solicitation from the CEC and/or the DOE, the City may be able to take advantage of even greater energy saving possibilities and to enable other public and community buildings, and Beverly Hills' businesses to benefit from these funds to reduce energy costs throughout the city.

EIG will also assist the City, if it is determined in the city's best interest, in possibly utilizing loans at 1% interest from the CEC to provide funding for cities and schools to take full advantage of all worthwhile energy saving opportunities

Sincerely,

A handwritten signature in black ink, appearing to read "Alan Schneider", with a long horizontal flourish extending to the right.

Alan Schneider  
Director of Project Administration