



COMPANY INFORMATION

Date: August 26, 2020

Company:	ProStar Energy Solutions, Inc		
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BUSINESS CONTACT

TECHNICAL CONTACT

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City:	Frisco	City:	Frisco
State:	Texas	State:	Texas
Zip Code:	75034	Zip Code:	75034

BUSINESS HISTORY

How long have you been in business? ProStar Energy Solutions was established in 2005

Are you part of a larger company? Yes No

Did you exist as another company before this company was formed? Yes No *If so, what was that company's name?*

Number of employees? Fifty employees

What is your business structure? Private Company

Describe your business service(s). *For example: consulting, project development, EPC services, finance, other.*

ProStar Energy Solutions is energy consulting firm dedicated to helping businesses save money by providing the best energy efficiency and renewable energy solutions available, without regard to product brands. We are passionate about sustainability. ProStar Energy team members stay current with the most up-to-date technology for dairy applications, including LED lighting, HVAC Systems, Solar Energy, Rebate Management, and Utility Procurement.

Describe your area or region of operation.

United States

Does your company hold any patents or the rights to any patents? Yes No *If yes, please describe.*

Do you manufacture equipment? Yes No *If yes, please describe.*

Do you integrate equipment manufactured by others? Yes No
If you integrate, please list the names of the preferred companies you represent.

ProStar integrates LED lighting systems from several manufactures. We manage the process of obtaining the right lighting products for your specific project/need. Whether it is supplying products from multiple manufacturers or managing orders from a single supplier, we are brand agnostic which means our loyalty is to you and not to any of the lighting manufacturers.

How do you answer potential customer's questions about financial strength of your company?

ProStar has more than 30 years of experience and has completed over 10,000 projects focused on energy optimization and sustainability, through lighting and solar solutions. ProStar is currently one of three LED vendors to provide lighting audit and design services, lighting product procurement, labor and installation services, and energy rebate administration to 1,400 HealthTrust hospitals and facilities nationwide. .

Do you offer technical/service support? Yes No *If so, what methods?*

ProStar provides energy management consulting and technical service support to a wide range of industries and serve as the exclusive energy service provider to the Dallas Cowboys, and many other clients around the globe.

Do you offer design services? Yes No *If yes, please describe.*

The Prostar team has extensive experience designing and implementing LED lighting for dairy barns and installing IoT controls to help farmers optimize their farming operations, reduce operating costs and increase milk productivity.

Do you offer financing? Yes No *If so, what terms?*

ProStar offers financing and identifies incentives and rebates that can supplement the cost of LED lighting.

Are you a full stop shop? Design to construction and operation? Yes No *If so, please describe.*

ProStar Energy Solutions is a full stop shop, offering Energy-as-a-Service solutions; a comprehensive choice of services including engineering design, construction, operations & maintenance and financing designed to reduce energy consumption and energy costs.

Do you have preferred partners? Yes No *If so, please list and provide contact information/identify partners by name.*

We have an extensive network of qualified and competitively priced LED equipment suppliers and installation partners. We are constantly evaluating new products and manufacturers.

Environmental Benefits - Does your project provide environmental benefits to the farm? Yes No *If so, please describe. For example: GHG credit application, planning and permitting, marketing and sales.*

Our business model generates energy cost saving at the dairy, improves sustainability and reduces the carbon footprint of dairy operations.

Do you have experience monetizing environmental attributes from your projects? Yes No *If so, please describe. For example: carbon offset credits, renewable energy certificates (RECs), renewable identification numbers (RINs) and Low Carbon Fuel Standard (LCFS) credits.*

LED lighting applications reduce the dairy's carbon footprint. Our rebate team will work with your local utility to handle the administrative process and guarantee that all LED installation procedures are followed correctly to obtain utility rebates in support of your sustainability goals.

Economic Benefits - Does your business model provide economic benefits to the farm? Yes No *If so, please describe. For example: added revenue and cost reductions to help financially sustain the farm.*

In addition to government incentives and utility rebates, energy-efficient LED lighting lowers maintenance costs and utility bill lighting cost by 30-80%

Do you underwrite and secure supply agreements? Yes No *If so, please describe. For example: contractual agreements to for energy, services, or credits.*

We manage and secure all contractual agreements for LED equipment supply and installation through an extensive network of qualified and competitively priced installation partners. Alternatively, we can also work with your preferred electrical contractor.

Do you secure offtake agreements? Yes No *If so, please describe. For example: agreements for power, products, or credits.*

Do you evaluate potential markets for the farm? Yes No *If so, please describe what markets. For example: soil amendments, manure fiber for products, recovered phosphors, nitrogen, or carbon for other industries.*

Do you have experience with USDA's financing options for farmers? Yes No *If so, please describe. For example: NRC's EQIP program loans and grants.*

We have experience assisting dairies qualify for USDA's Environmental Quality Incentives Program (EQIP) On-Farm Energy Initiative to make voluntary improvements that can boost energy efficiency on the farm. Financial assistance is available to audit farm systems that use energy and identify opportunities to improve efficiency. Eligible producers can apply for EQIP funding to improve energy efficiency, such as LED lighting systems and HVAC upgrades.

Do you have experience with large and small farm projects or community projects? Yes No *If so, please describe.*

We have experience with multiple dairy farm LED lighting installations and a variety of other on-farm energy efficiency projects.

Do you have a standardized deal structure? Yes No *If so, please describe.*

We offer a flexible approach to each project, as every deal is unique with respect to the development team, offtake terms, investments, etc.

Do you provide a performance guarantee? Yes No *If so, what are you guaranteeing? For example: up time, O&M cost reduction, efficiency improvement, other.*

Performance guarantees are evaluated and can be offered on a project basis.

What are the capital costs to the farm for working with you? *Please clearly define what is and is not included, ranges are acceptable.*

We provided a LED lighting system on a 600-cow dairy farm in New York. The total LED capital cost was \$14,272 for 46 LED fixtures with integrated IoT controls used to retrofit 46 T-5 fluorescent fixtures in the free-stall barn. The dairy will recapture \$9,308 of the investment in LED lighting through energy cost savings in approximately 1.6 years. By factoring in utility rebates, the breakeven dropped to .96 years.

What are the annual operating costs to the farm for working with you? *Please clearly define what is and is not included, ranges are acceptable.*

The life of a well-maintained LED lamp is greater than or equal to 100,000 hours or more, compared to 15,000 to 20,000 hours for the other common barn-lighting options. By contracting with us for annual operations and maintenance, a typical (50) LED fixture lighting system in a dairy barn that upgrades from a 6 lamp T5 fixture operation at 16 hours per day at an estimate of \$0.10 per kWh rate would typically see energy savings around \$6,800 and a maintenance savings of \$1300. In this scenario the ROI would be 1.5 years.

What value does this technology or the products it makes, deliver to the farm? *Please list identifiable economic, environmental, or community value (e.g. reduced cost, increased income, milk production, cow comfort, etc.).*

LED lighting systems have proven to be a key role with our dairy customers to reduce energy and operating costs while increasing milk production on the dairy.

- **Increase Milk Production (3-5%)**. Increasing the amount of light that cows are exposed to from 13 continuous hours to 16 hours followed by 6-8 hours of uninterrupted darkness will decrease melatonin and increase milk production. Safer and Healthier Dairy Cows
- **Less Flies**. LEDs do not emit UV. This means less flies around the cows. Additionally, the workers can easily spot injured cows and signs of disease under the brighter light.
- **Relaxed Dairy Cows**. With LEDs, there are no shadows for cows to investigate and no flickers or buzz noises which reduce stress.
- **Better Quality Milk**. Inspecting and cleaning equipment is easier under the bright LED lights. This means there is a lower bacteria count and higher quality of milk production.
- **You Dictate the Amount of Light in a Day**. We help strategically plan the placement of LED lighting for your farm to mimic sunlight and keep cows producing milk.
- **Little Maintenance**. LED lighting lasts at least five times longer than HID and at least three times longer than fluorescent. You can focus on more productive tasks on the farm.
- **Instant-On Capability**. Our LED solutions eliminate the problematic warm-up period allowing our clients to turn the lights on and off as needed, further reducing energy consumption.
- **Dim the Barn Lights**. When enough sunshine streams into the barn, the lights can be dimmed to just 30W output to supplement the natural light for an increased energy savings of up to 90%

Do you feel an in-depth Technology Information Request is needed to help people understand this technology? Yes No

Newtrient has an extensive technical information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.