

DUPLICATE

# Proposal For Development of Landfill Gas Utilization Systems (LFGUS)

FOR:



**North Dade and South Dade Landfills  
Miami, Florida**

**Bid Number: 8578-0/23**

**6 February 2008**

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**Submitted by**

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2250 Dabney Road  
Richmond, Virginia 23230  
Phone: 804.521.3505  
Fax: 804.521.3583  
[www.ingenco.com](http://www.ingenco.com)



February 4, 2008

CLERK OF THE BOARD  
Stephen P. Clark Center  
111 NW First Street  
17<sup>th</sup> Floor, Suite 202  
Miami, Florida 33128-1983

Re: Proposal for Invitation to Bid Number 8578-0/23  
Proposed Landfill Gas Utilization System for the North and South Dade Landfills  
Miami, Florida

Dear Sir or Madam:

This letter and the enclosed proposal is being delivered to you on behalf of Industrial Power Generating Company, LLC ("INGENCO"), in response to your Invitation to Bid Number 8578-0/23.

INGENCO designs, manufactures, constructs, owns and operates distributed energy systems with specific experience in landfill gas to electric power generation. INGENCO was founded in Virginia over 18 years ago, and is now one of the leading landfill gas to energy companies in the United States. INGENCO has developed and constructed 15 distributed generating projects totaling 138 MW of installed capacity, ranging in size from 1.4 to 16 MW. For the past seven years, the company has focused on projects which convert landfill gas to electricity. We have completed and own nine landfill gas generation projects totaling 106 MW of capacity. In addition, we have work in progress at other landfills, representing another 12 MW.

Our portfolio of landfill based projects includes sites along the eastern United States in Virginia, Pennsylvania, Maryland and North Carolina. We are also in advanced stages of development for one of the largest Landfill Gas to high-BTU gas facilities located in King County, Washington, where we will process up to 16,000 MCF per day of landfill gas. If awarded to us, the two Miami-Dade sites would add approximately 16 MW to our portfolio. This expected capacity would result, if flows are achieved from both project sites, in over \$750,000 per year in estimated revenue to Miami-Dade County for the purchase of the gas as proposed.

INGENCO is 90 percent owned by First Reserve Corporation, a 25 year-old private equity firm specializing in investing in companies that participate in the energy industry. First Reserve currently manages in excess of \$12.5 billion of private equity capital in the energy industry, with over \$7.8 billion in new commitments. First Reserve has made a significant commitment to fund additional investments to grow our company. For more information, visit [www.firstreserve.com](http://www.firstreserve.com).

First Reserve has a strong investment appetite for renewable and alternative investments. In addition to INGENCO, First Reserve owns 50 percent of Blue Source, the largest aggregator of verified emissions reductions (greenhouse gas offsets) in the world.

Due to its resources and capital flexibility, First Reserve (as majority owner of INGENCO) has the resources to deliver the entire project without the need or approval of external financing sources. Should we be fortunate enough to be selected for further negotiation, we are confident that we can satisfy all of Miami-Dade County requirements.

On behalf of INGENCO, I wish to thank you for your consideration of our proposal. We are very enthusiastic about this project. If you have questions, please feel free to contact me at (804) 521-3515. I look forward to discussing this transaction with you further.

Sincerely,  
INGENCO

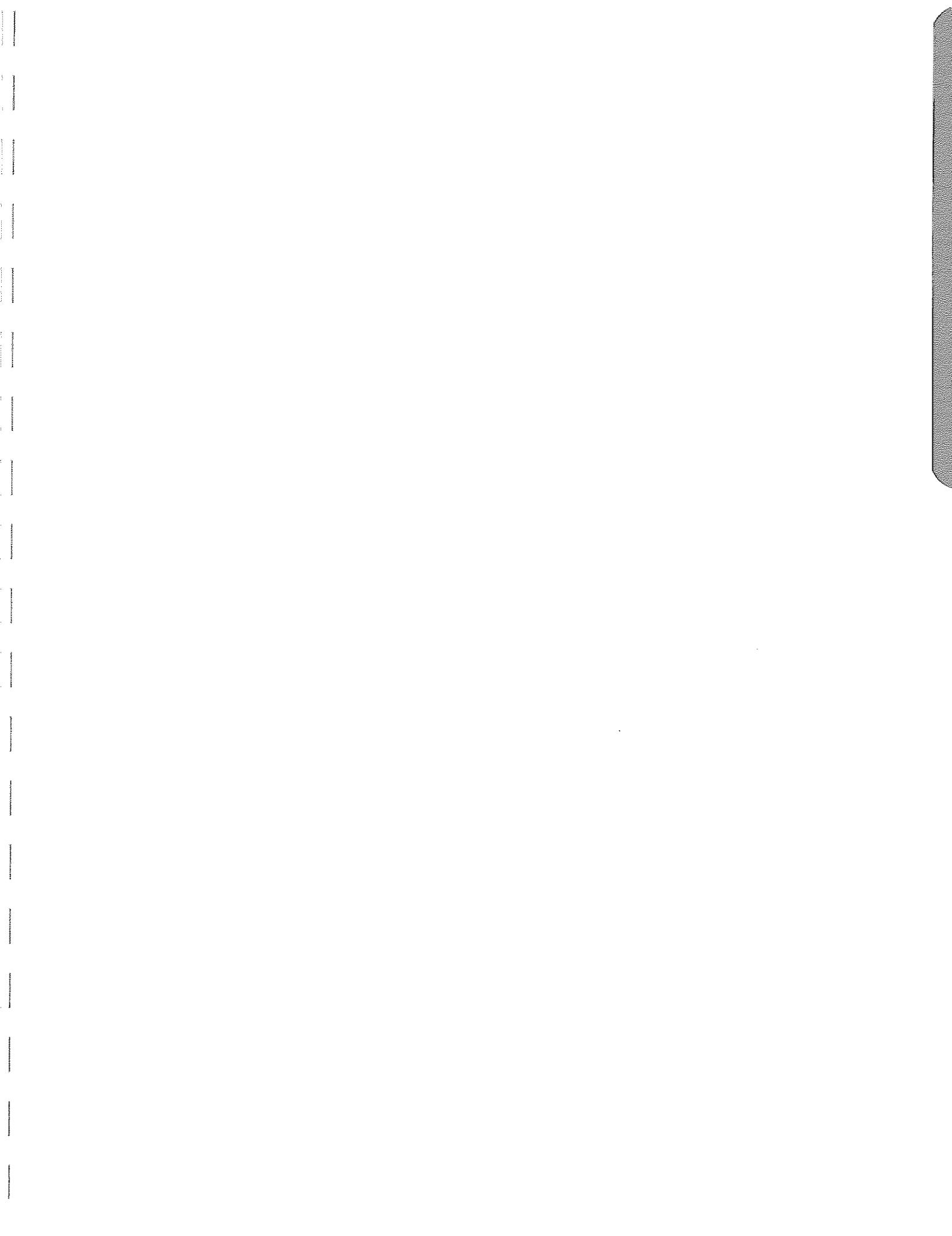


Alan S. Petersen  
Vice President of Development

cc: Charles Packard, CEO  
David J. Palumbo, Senior Vice President

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SECTION 4  
BID SUBMITTAL FORM

Submit Bid To:  
CLERK OF THE BOARD  
Stephen P. Clark Center  
111 NW 1<sup>st</sup> Street  
17<sup>th</sup> Floor, Suite 202  
Miami, Florida 33128-1983

OPENING: 2:00 P.M.  
Wednesday,  
January 30, 2008



PLEASE QUOTE PRICES F.O.B. DESTINATION, LESS TAXES, DELIVERED IN  
MIAMI-DADE COUNTY, FLORIDA

NOTE: Miami-Dade County is exempt from all taxes (Federal, State, Local). Bid price should be less all taxes. Tax Exemption Certificate furnished upon request.

Issued by:994                      DPM Purchasing Division                      Date Issued: 12/14/2007                      This Bid Submittal Consists of Pages 24 through 27

Sealed bids subject to the Terms and Conditions of this Invitation to Bid and the accompanying Bid Submittal. Such other contract provisions, specifications, drawings or other data as are attached or incorporated by reference in the Bid Submittal, will be received at the office of the Clerk of the Board at the address shown above until the above stated time and date, and at that time, publicly opened for furnishing the supplies or services described in the accompanying Bid Submittal Requirement.

**LANDFILL GAS UTILIZATION SYSTEM (LFGUS)**

A Bid Deposit in the amount of N/A of the total amount of the bid shall accompany all bids. A Performance Bond in the amount of **100% of the estimated construction costs (See Section 2, Paragraph 2.13)** will be required upon execution of the contract by the successful bidder and Miami-Dade County.

**DO NOT WRITE IN THIS SPACE**

ACCEPTED \_\_\_\_\_ HIGHER THAN LOW \_\_\_\_\_  
NON-RESPONSIVE \_\_\_\_\_ NON-RESPONSIBLE \_\_\_\_\_  
DATE B.C.C. \_\_\_\_\_ NO BID \_\_\_\_\_  
ITEM NOS. ACCEPTED \_\_\_\_\_  
COMMODITY CODE: 988-46, 430-30, 290-95, 055-72  
Snr. Procurement Contracting Agent Km! Ra

Industrial Power Generating  
FIRM NAME: Company, LLC (INGENCO)

**RETURN ONE ORIGINAL AND TWO COPIES OF BID SUBMITTAL PAGES AND AFFIDAVITS**

**FAILURE TO COMPLETE THE CERTIFICATION REGARDING LOCAL PREFERENCE ON PAGE 27 OF SECTION 4, BID SUBMITTAL FORM SHALL RENDER THE VENDOR INELIGIBLE FOR LOCAL PREFERENCE**

**FAILURE TO SIGN PAGE 27 OF SECTION 4, BID SUBMITTAL FORM, WILL RENDER YOUR BID NON-RESPONSIVE**

BID SUBMITTAL FOR:

**LANDFILL GAS UTILIZATION SYSTEM (LFGUS)**

FIRM NAME: INGENCO

Section 1, Paragraph 2.6.1	DESCRIPTION	AMOUNT PAYABLE
ITEM NO. 1	NORTH DADE LANDFILL Landfill gas utilized for month	\$0.30 _____ per MCF [Thousand Cubic Feet (MCF)]
Estimated days for installation and commissioning of LFGUS (cannot exceed one year from Notice To Proceed, or issuance of required permits, per Section 2, Paragraph 2.24)		_____ 400 _____ days
ITEM NO. 2	SOUTH DADE LANDFILL Landfill gas utilized for month	\$0.30 _____ per MCF* [Thousand Cubic Feet (MCF)]
Estimated days for installation and commissioning of LFGUS (cannot exceed one year from Notice To Proceed, or issuance of required permits, per Section 2, Paragraph 2.24)		_____ 450 _____ days

\*If we have a 5-year option at the end of the original 15-year term, the amount per MCF offered increases to \$0.40 for all gas for the entire period.

CHECKLIST FOR BIDDER SUPPLIED INFORMATION

BID SECTION AND PARAGRAPH	SUBMISSION REQUIREMENTS	CHECK HERE IF INCLUDED
Section 2, Paragraph 2.6.2.1	Written evidence of ownership or operation of at least one (1) LFGUS	X
Section 2, Paragraph 2.6.2.2	Written evidence that LFGUS was installed at least two (2) years ago; and that warranty and maintenance services provided	X
Section 2, Paragraph 2.6.2.3 and attendant Sub-Paragraphs	Project information on LFGUS system	X
Section 2, Paragraph 2.32	Identification of sub-contractors	N/A
Section 3, Paragraph 3.3.4	Information on generating plant	X
Section 3, Paragraph 3.3.5	List of major equipment, activities, construction schedules, etc.	Upon award

SECTION 4  
BID SUBMITTAL FOR:

LANDFILL GAS UTILIZATION SYSTEM (LFGUS)

ACKNOWLEDGEMENT OF ADDENDA

INSTRUCTIONS: COMPLETE PART I OR PART II, WHICHEVER APPLIES

PART I:

LIST BELOW ARE THE DATES OF ISSUE FOR EACH ADDENDUM RECEIVED IN CONNECTION WITH THIS BID

- Addendum #1, Dated December 17, 2007
- Addendum #2, Dated December 21, 2007
- Addendum #3, Dated December 28, 2007
- Addendum #4, Dated January 10, 2008
- Addendum #5, Dated January 11, 2008
- Addendum #6, Dated January 18, 2008
- Addendum #7, Dated January 18, 2008
- Addendum #8, Dated \_\_\_\_\_

PART II:

NO ADDENDUM WAS RECEIVED IN CONNECTION WITH THIS BID

FIRM NAME: INGENCO

AUTHORIZED SIGNATURE: *John Peters* DATE: 1/30/08

TITLE OF OFFICER: Vice President of Development



BID SUBMITTAL FORM

Bid Title: Landfill Gas Utilization System (LFGUS)

By signing this Bid Submittal Form the Bidder certifies that it satisfies all legal requirements (as an entity) to do business with the County, including all Conflict of Interest and Code of Ethics provisions in Section 2-11 of the Miami-Dade County Code. Any County employee or member of his or her immediate family seeking to contract with the County shall seek a conflict of interest opinion from the Miami-Dade County Ethics Commission prior to submittal of a Bid response or application of any type to contract with the County by the employee or his or her immediate family and file a copy of that request for opinion and any opinion or waiver from the Board of County Commissioners with the Clerk of the Board. The affected employee shall file with the Clerk of the Board a statement in a form satisfactory to the Clerk disclosing the employee's interest or the interest of his or her immediate family in the proposed contract and the nature of the intended contract at the same time as or before submitting a Bid, response, or application of any type to contract with the County. Also a copy of the request for a conflict of interest opinion from the Ethics Commission and any corresponding opinion, or any waiver issued by the Board of County Commissioners, must be submitted with the response to the solicitation.

In accordance with Sec. 2-11.1(s) of the County Code as amended, prior to conducting any lobbying regarding this solicitation, the Bidder must file the appropriate form with the Clerk of the Board stating that a particular lobbyist is authorized to represent the Bidder. Failure to file the appropriate form in relation to each solicitation may be considered as evidence that the Bidder is not a responsible contractor.

The Bidder confirms that this Bid is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a Bid for the same goods and/or services and in all respects is without collusion, and that the Bidder will accept any resultant award. Further, the undersigned acknowledges that award of a contract is contingent upon vendor registration. Failure to register as a vendor within the specified time may result in your firm not being considered for award.

Pursuant to Miami-Dade County Ordinance 94-34, any individual, corporation, partnership, joint venture or other legal entity having an officer, director, or executive who has been convicted of a felony during the past ten (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

Place a check mark here only if bidder has such conviction to disclose to comply with this requirement.

COUNTY USER ACCESS PROGRAM (UAP): Joint purchase and entity revenue sharing program

For the County's information, the bidder is requested to indicate, at 'A' and 'B' below, its general interest in participating in the Joint Purchase Program of the County User Access Program (UAP) described in Section 2.21 of this contract solicitation, if that section is present in this solicitation document. Vendor participation in the Joint Purchase portion of the UAP is voluntary, and the bidder's expression of general interest at 'A' and 'B' below is for the County's information only and shall not be binding on the bidder.

A. If awarded this County contract, would you be interested in participating in the Joint Purchase portion of the UAP with respect to other governmental, quasi-governmental or not-for-profit entities located within the geographical boundaries of Miami-Dade County? Yes \_\_\_\_\_ No X \_\_\_\_\_

B. If awarded this County contract, would you be interested in participating in the Joint Purchase portion of the UAP with respect to other governmental, quasi-governmental or not-for-profit entities located outside the geographical boundaries of Miami-Dade County? Yes \_\_\_\_\_ No X \_\_\_\_\_

LOCAL PREFERENCE CERTIFICATION: The responding vendor hereby attests, by checking one of the following blocks, that it is [ ] or is not [X], a local business. For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that conforms with the provisions of Section 1.10 of the General Terms and Conditions of this solicitation and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base. Failure to complete this certification at this time (by checking the appropriate box above) shall render the vendor ineligible for Local Preference.

Firm Name: INGENCO

Street Address: 2250 Dabney Road, Richmond, Virginia 23230

Mailing Address (if different): Not applicable

Telephone No. 804-521-3500

Fax No. 804-521-3583

Email Address: apetersen@ingenco.com

FEIN No. 2 / 0 - 4 / 7 / 9 / 5 / 5 / 9 / 7

Prompt Payment Terms: N/A % N/A days net N/A days (Please see paragraph 1.2 H of General Terms and Conditions)

"By signing this document the bidder agrees to all Terms and Conditions of this Solicitation and the resulting Contract"

Signature: Alan Petersen (Signature of authorized agent)

Print Name: Alan S. Petersen

Title: Vice President of Development

Failure to sign this page shall render your Bid non-responsive.



**APPENDIX**  
**AFFIDAVITS**  
**FORMAL BIDS**

MIAMI-DADE COUNTY BID AFFIDAVITS

▪ **DISABILITY NONDISCRIMINATION AFFIDAVIT**  
(Resolution R-385-95)

I, being duly first sworn, state that this firm, corporation, or organization is in compliance with and agrees to continue to comply with, and assure that any subcontractor, or third party contractor under this contract complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and services, transportation, communications, access to facilities, renovations, and new construction.

The Americans with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 U.S.C. Sections 225 and 611 including Title I, Employment; Title II, Public Services; Title III, Public Accommodations and Services Operated by Private Entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.

The Rehabilitation Act of 1973, 29 U.S.C. Section 794

The Federal Transit Act, as amended 49 U.S.C. Section 1612

The Fair Housing Act as amended, 42 U.S.C. Section 3601-3631

▪ **MIAMI-DADE COUNTY DEBARMENT DISCLOSURE AFFIDAVIT**  
(Ordinance 93-129) See Section 1 (1.3H)

I, being duly first sworn, upon oath deposes and says that the bidder of this contract or his agents, officers, principals, stockholders, subcontractors or their affiliates are not debarred by Miami-Dade County.

▪ **MIAMI-DADE COUNTY COLLECTION OF TAXES,  
FEES AND PARKING TICKETS AFFIDAVIT**  
(Ordinance 95-178) Section 1 (1.3 E)

I, being first duly sworn state that in compliance with the procedures contained in Section 2-8.1(c) of the Code of Miami-Dade County, and as amended by Ordinance 95-178, this firm hereby certifies that the foregoing statements are true and correct.

That all delinquent and currently due fees or taxes (including, but not limited to, real and personal property taxes, convention and tourist development taxes, utility taxes, and occupational license taxes) collected in the normal course by the Miami-Dade County Tax Collector and County issued parking tickets for vehicles registered in the name of the above firm, have been paid.

▪ **AFFIDAVIT RELATING TO INDIVIDUALS AND ENTITIES  
ATTESTING BEING CURRENT IN THEIR OBLIGATIONS TO  
MIAMI-DADE COUNTY** (Ordinance 99-162) See Section 1 (1.3 N)

I, being first duly sworn state that in compliance with County Ordinance 99-162, the bidder is not in arrears in any payment under a contract, promissory note or other loan document with the County, or any of its agencies or instrumentalities, including the Public Health Trust (hereinafter referred to as "County"), either directly or indirectly through a firm, corporation, partnership or joint venture in which the individual or entity has a controlling financial interest as that term is defined in Section 2-11.1(b)(8) of the County Code.

MIAMI-DADE COUNTY DOMESTIC VIOLENCE LEAVE AFFIDAVIT (Ordinance 99-5 & Resolution R-185-00)

That in compliance with Ordinance No 99-5, Resolution No. R-185-00 and the Code of Miami-Dade County, Florida, the following information is provided and is in compliance with all items in the aforementioned legislation. As an employer having, in the regular course of business, fifty (50) or more employees working in Miami-Dade County for each working day during each of twenty (20) or more calendar work weeks in the current or preceding calendar year, do hereby certify to be in compliance with the Domestic Leave Ordinance, codified at 11A-60 ct. Seq., of the Miami-Dade-County Code, and that the obligation to provide domestic violence leave to employees shall be a contractual obligation.

BY SIGNING AND NOTARIZING THIS PAGE YOU ARE ATTESTING TO AFFIDAVITS ON PAGES 1 AND 2

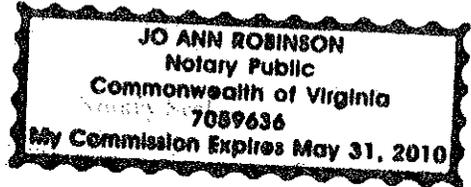
MIAMI-DADE COUNTY AFFIDAVITS SIGNATURE PAGE

By: [Signature] 30 January 20 08
Signature of Affiant Date
Alan S. Petersen
Vice President of Development 2 1 0 - 4 1 7 1 9 1 5 1 5 1 9 1 7 1
Printed Name of Affiant and Title Federal Employer Identification Number
INGENCO
Printed Name of Firm
2250 Dabney Road, Richmond, Virginia 23230
Address of Firm

SUBSCRIBED AND SWORN TO (or affirmed) before me this 30 day of January, 20 08
He/She is personally known to me or has presented A64-205457 VA as identification.
Type of identification

[Signature] 7059636
Signature of Notary Serial Number
Jo Ann Robinson
Print or Stamp Name of Notary Expiration Date May 31, 2010

Notary Public - State of VA





**AFFIRMATIVE ACTION PLAN/PROCUREMENT POLICY AFFIDAVIT**  
(Code of Miami-Dade County Section 2-8.1.5) (Ordinance No. 98-30)

I, being duly first sworn, hereby state that the bidder of this contract:

- has a current Affirmative Action Plan and Procurement Policy, as required by Section 2-8.1.5 of the Code of Miami-Dade County, processed and approved for filing with the Miami-Dade County Department of Business Development (DBD) under the file No. \_\_\_\_\_ and the expiration date of \_\_\_\_\_.
- had annual gross revenues in excess of \$5,000,000.00 for the previous year and does not have a current Affirmative Action Plan and Procurement Policy as required by Section 2-8.1.5 of the Code of Miami-Dade County, processed and approved for filing with the Miami-Dade County DBD. I will contact DBD at 305-375-3111 regarding this requirement.
- had annual gross revenues less than \$5,000,000.00 for the previous year; therefore Section 2-8.1.5 of the Code of Miami-Dade County is not applicable. However, I will contact DBD at 305-375-3111 in order to submit the required affidavit and exemption request.

Witness: Marian C. Blues  
Signature

Alan Petersen  
Signature

Witness: David J. Galambos  
Signature

By: Alan S. Petersen, VP of Development  
Legal Name and Title

The foregoing instrument was acknowledged before me this 30 day of January, 20 08

**FOR AN INDIVIDUAL ACTING IN HIS OWN RIGHT:**

By: \_\_\_\_\_

**FOR A CORPORATION, PARTNERSHIP OR JOINT VENTURE:**

By: Alan S. Petersen having the title of Vice President of Development  
with INGENCO

- a Delaware corporation
- partnership
- joint venture

**PLEASE NOTE:**

*Section 2-10.4(4)(a) of the Code of Miami-Dade County (Ordinance No. 82-37) requires that all properly licensed architectural, engineering, landscape architectural, and land surveyors have an affirmative action plan on file with the County.*

*Section 2-8.1.5 of the Code of Miami-Dade County requires that firms that have annual gross revenues in excess of five (5) million dollars have an affirmative action plan and procurement policy on file with the County. Firms that have a Board of Directors that are representative of the population make-up of the nation may be exempt.*

*For questions regarding these requirements, please contact the Miami-Dade County Department of Business Development at 305-375-3111.*

CODE OF BUSINESS ETHICS

Code of Miami-Dade County Section 2-8.1(i)

I, being duly sworn, hereby state and certify that this firm has adopted a Code of Business Ethics that is fully complaint with the requirements of Section 2-8.1(i) of the Code of Miami-Dade County as amended. I further acknowledge that failure to comply with the adopted Code of Business Ethics shall render any contract with Miami-Dade County voidable, and subject this firm to debarment from County work pursuant to Section 10-38(h)(2) of the Code of Miami-Dade County as amended. I further acknowledge that failure to submit this affidavit shall render this firm ineligible for contract award.

By: [Signature] 30 January 20 08
Signature of Affiant Date
Alan S. Petersen
Vice President of Development 2 / 0 - 4 / 7 / 9 / 5 / 5 / 9 / 7 / 1
Printed Name of Affiant and Title Federal Employer Identification Number

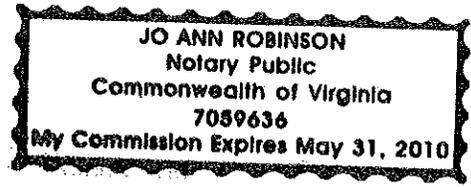
INGENCO
Printed Name of Firm
2250 Dabney Road, Richmond, Virginia 23230
Address of Firm

SUBSCRIBED AND SWORN TO (or affirmed) before me this 30 day of January 20 08
He/She is personally known to me or has presented A64-20-54571A as identification.
Type of identification

[Signature] 7059636
Signature of Notary Serial Number

J. Ann Robinson May 31, 2010
Print or Stamp Name of Notary Expiration Date

Notary Public -- State of VA





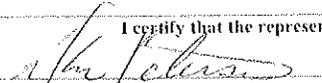
**SUBCONTRACTOR/SUPPLIER LISTING  
(Ordinance 97-104)**

Firm Name of Prime Contractor/Respondent: INGENCO  
 Bid No.: 8578-0/23 Title: Development of Landfill Gas Utilization Systems (LFGUS) at North Dade and South Dade Landfills

This form, or a comparable listing meeting the requirements of Ordinance No. 97-104 **MUST** be completed, signed and submitted by all bidders and respondents on County contracts for purchases of supplies, materials or services, including professional services which involve expenditures of \$100,000 or more, and all bidders and respondents on County or Public Health Trust construction contracts which involve expenditures of \$100,000 or more. A bidder or respondent who is awarded the contract shall not change or substitute first tier subcontractors or direct suppliers or the portions of the contract work to be performed or materials to be supplied from those identified, except upon written approval of the County.  
 This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, **MUST** be completed, signed and submitted even though the bidder or proposer will not utilize subcontractors or suppliers on the contract. The bidder or proposer should enter the word "NONE" under the appropriate heading of sub form 100 in those instances where no subcontractors or suppliers will be used on the contract.

Business Name and Address of First Tier Subcontractor/Subconsultant	Principal Owner	Scope of Work to be Performed by Subcontractor/Subconsultant	(Principal Owner)	
			Gender	Race
Business Name and Address of Direct Supplier	Principal Owner	Supplies/Materials/Services to be Provided by Supplier	(Principal Owner)	
			Gender	Race

I certify that the representations contained in this Subcontractor/Supplier Listing are to the best of my knowledge true and accurate

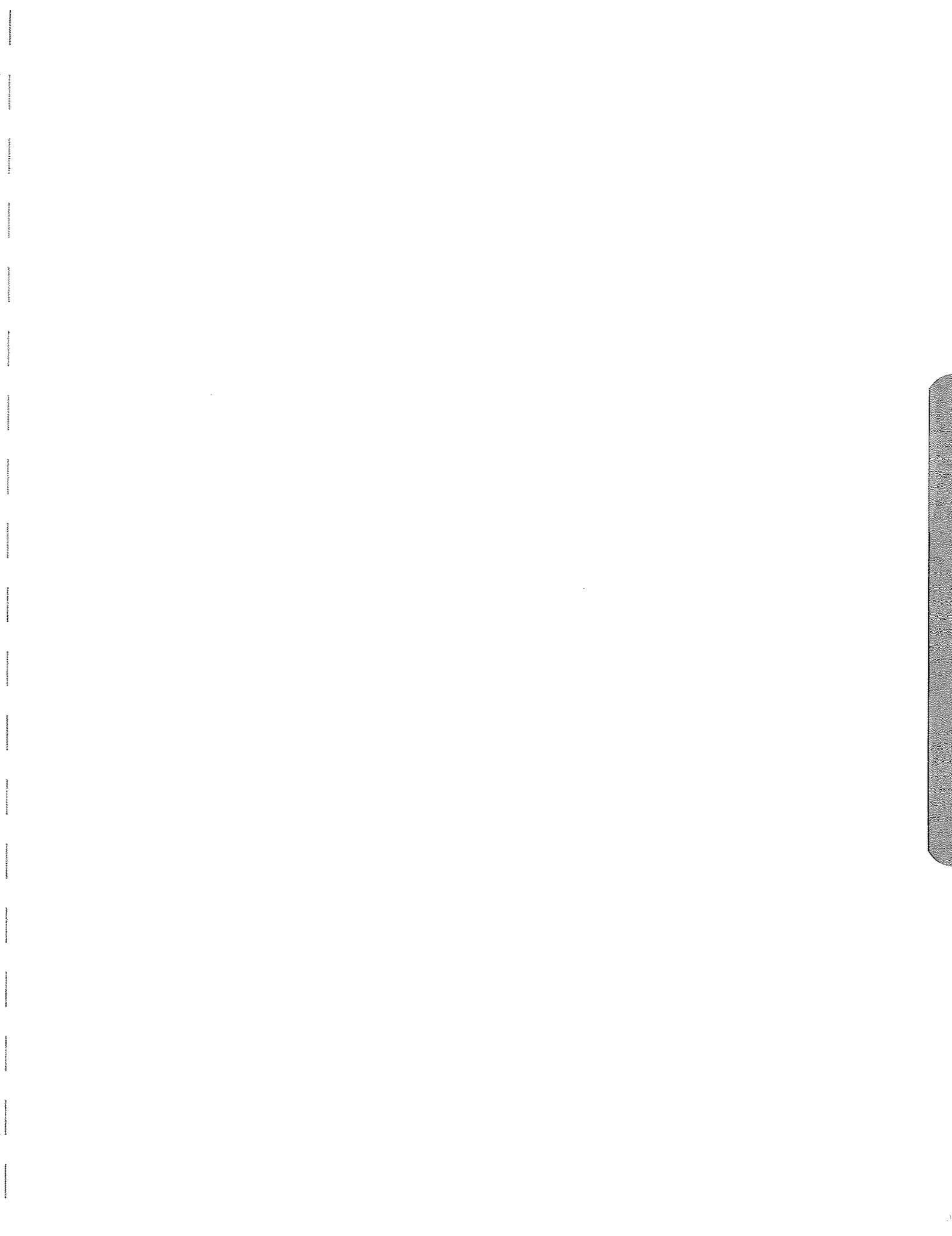
  
 Print Contractor/Respondent's Signature

Alan S. Petersen  
 Print Name  
 (Duplicate if additional space is needed)

VP of Develop.      1/30/08  
 Print Title      Date

FORM 100





## 2 Project Approach

### Project Description and Approach

**INGENCO proposes to develop an electric power generating facility that will export power on the local electric distribution circuit.**

INGENCO utilizes a proprietary design in its generation plants that allows the use of highly efficient diesel engines that are especially tolerant of changes in the methane content of landfill gas. INGENCO has over 300 of these engines operating at 10 landfills. Some of these landfills are described in Section 3 of this proposal.

INGENCO's modular design allows the company to provide one of the most innovative design and operating packages with many years of successful operating experience. The basic engine is a large Detroit Diesel engine, specially modified by INGENCO, to provide low emissions, low capital costs, low operating and maintenance costs, high availability of spare parts and proven reliability. These engines are rated at approximately 350 MW gross output each and are arranged in arrays of six engines per control unit (or Power-Pak) for a package of about two MW. Several of INGENCO's sites have 48 engines, or 8 Power-Paks, in operation. The engines can be run individually, allowing INGENCO to utilize all of the landfill gas delivered.

Typically, INGENCO's low capital cost allows us to install more units than necessary to burn all of the landfill gas being generated. This allows the facility to continue to use all of the gas as the landfill grows and produces additional gas. The units are arranged in a way that also allows the addition of new Power-Paks if the landfill gas production grows in a manner greater than predicted.

INGENCO installs its generation equipment in a fully sound attenuated building to assure full compliance with any noise ordinances. INGENCO also takes delivery of the landfill gas "where is" and "as is". No modifications to the existing landfill gas system will be necessary due to concern over gas quality. INGENCO can burn LFG with methane content as low as 30 percent and oxygen content as high as 3 percent with no modifications to our engines or operating scheme. INGENCO monitors the landfill's gas system collection vacuum to assure that it is never affected by the operation of the generation facility.

INGENCO proposes that any condensate resulting from the very mild compression of the landfill gas from its delivery pressure, which is assumed to be a minimum of 10 inches of H<sub>2</sub>O positive, to about 7 psig, will be very nominal and accepted into the existing leachate system for disposal by Miami-Dade.

### **North Dade Configuration**

INGENCO plans to install a generating facility of approximately 6 MW gross capacity at the North Dade site. The facility will consist of 3 Power Paks which are used by INGENCO on all of the company's sites. The plant will be able to consume up to 2,000 SCFM of landfill gas at 45 percent methane or as little as 350 SCFM of landfill gas. The County's current Land Gem model estimates that over 4,000 SCFM is available. This estimate is obviously high based upon the 1,000 SCFM currently being collected. INGENCO intends to invest additional capital in order for Dade County to improve landfill gas collection; however, INGENCO has not assumed any minimum flow, except for the 400 SCFM noted in the ITB.

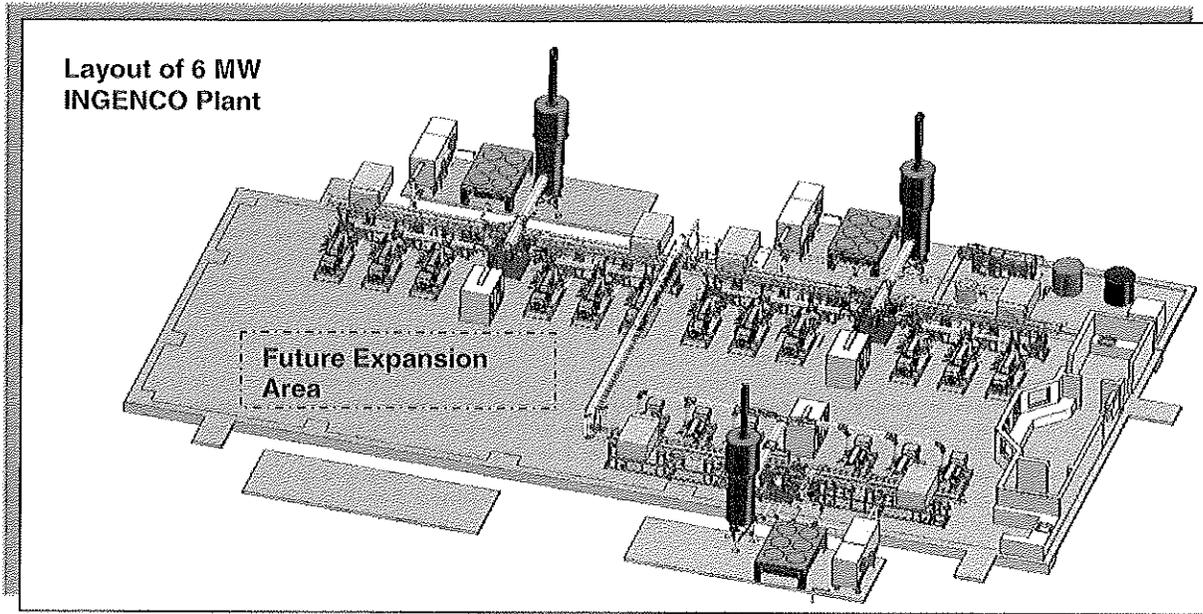
The facility will require Dade County to provide a parcel of approximately one acre of leased land, with appropriate access rights and granting of easements for utility lines. The enclosed generation building will be approximately 50' x 75', with additional space also needed for oil storage with containment, fuel truck unloading, parking, etc.

### **South Dade Configuration**

INGENCO plans to install a generating facility of approximately 10 MW gross capacity generating facility at the South Dade site. The facility will consist of 5 Power Paks, as utilized by INGENCO on all of our sites. It will be able to consume up to 3,500 SCFM of landfill gas at 45 percent methane or as little as 350 SCFM of landfill gas. The County's current Land Gem model estimates that over 7,000 SCFM will be available in later years. This estimate also appears to be too high based upon the current 1,200 SCFM rate of collection. INGENCO's projected facility size is based upon the current collection rate of 1,200 SCFM plus expected flow from the new wells, less the 900 SCFM committed to the Waste Treatment Facility. INGENCO intends to invest additional capital in order for Dade County to improve landfill gas collection; however, the company has not assumed any minimum flow except for the 400 SCFM noted in the ITB.

The facility will require Dade County to provide a parcel of approximately one acre of leased land, with appropriate access rights and granting of easements for utility lines. The generation building illustrated on the next page is approximately 50' x 100', with additional space for oil storage with containment, fuel truck unloading, parking, etc.

## 2 Project Approach *(continued)*



### Completion Schedule

INGENCO has a reputation for achieving plant completion very quickly. This is in part because the generating equipment is fabricated in-house and thereby avoids the long order lead time that others must include in schedules. The most critical component to INGENCO's completion schedule is the submittal, review and ultimate issuance of the Air Permit, which also includes an authority to construct.

INGENCO's proposed schedule includes the following events within the times indicated as it relates to the Agreement Effective Date (AED) or Receipt of Required Permits (RRP):

2 Months after AED	Submittal of site layout to Seller
2 Months after AED	Submittal of required Air Permit application
4 Months after AED	Begin Manufacture of Plant Equipment
8 Months after AED	Expected Issuance of Air Permit and Authority to Construct
1 Month after RRP	Site Mobilization
5 Months after RRP	Start-up Facility
6 Months after RRP	Commercial Operation



### 3 Experience and Qualifications

#### Company Overview

INGENCO specializes in the design, construction and operation of profitable distributed energy facilities. The company's generation systems are based on mass-produced, high efficiency, compression ignition engines, which have been converted by INGENCO to burn low-cost fuels such as landfill gas (LFG). The purchase of 90 percent of INGENCO by First Reserve, Inc. in 2006 has given INGENCO the financial strength and the corporate charter to pursue projects nationwide.

INGENCO is headquartered in Richmond, Virginia and has over 130 employees. The company owns and operates 15 distributed power generating facilities totaling a capacity of 144 MW. An additional combined direct-use/electric generation LFG facility is under construction and targeted for completion in early 2008. INGENCO is also in the design/construction phase for a LFG to High-BTU facility located in King County, Washington. This facility is designed to process 11,000 SCFM of landfill gas into pipeline-quality gas to be sold to a local LDC through an interstate pipeline.

INGENCO's success and value proposition is based on low capital costs and technical innovation, both in gas processing and electrical generation. One of the great advantages in teaming with INGENCO is the unique ability to provide the most attractive beneficial use project for every specific site. Increasing gas flows, combined with changes in market dynamics, allows INGENCO — because of its low capital cost structure — to select the most advantageous energy product to sell into the marketplace.

INGENCO takes great pride in the fact that the company has never failed to develop a project under a gas agreement signed with a landfill. All of the projects developed in the company's over 18 year history continue to operate profitably. INGENCO has NO failed projects!

INGENCO's long term operating success with landfill gas projects, combined with being a portfolio company of First Reserve, allows the company to provide the highest quality projects and financial commitments. This proposal is not subject to any financing contingencies, and INGENCO is fully prepared to fund the project as soon as the agreements are executed.

### 3 Experience and Qualifications *(continued)*

#### Key Staff

The following key INGENCO personnel will be involved in the Landfill Gas Utilization Systems project:

<u>Personnel</u>	<u>Role</u>
Charles Packard	President and Chief Executive Officer
Michael Ellison	Executive Vice President and Chief Financial Officer
Thomas Kennedy	Senior Vice President of Operations
David Palumbo	Senior Vice President of Development
Alan Petersen	Vice President of Development
Ray Yerly	Treasurer
Thomas Hecmanczuk	Director of Construction
Robert Greene, Ph.D	Environmental Compliance Manager

Summaries of each team member's qualifications follow.

#### **Mr. Charles Packard – President and Chief Executive Officer**

Mr. Packard has served as President and CEO of INGENCO and its affiliates for 19 years. Prior to co-founding the company, he served as the Manager of Cogeneration Marketing for a \$190 million NYSE traded company. Mr. Packard has also served as the Director of Engineering of a publicly held cogeneration company, as a Vice President and General Manager of a cogeneration and alternative energy company and as an engineer with a major supplier of nuclear power plants for ship propulsion. In all, Mr. Packard has over 30 years of experience in the Nuclear, HVAC, and Cogeneration industries, with the last 20 years in cogeneration and independent power production. He has been responsible for and/or associated with the development of over 150 MW of small-scale cogeneration projects. Mr. Packard graduated from Ohio University with a BS in Mechanical Engineering and earned an MS in Mechanical Engineering from New Mexico State University.

#### **Michael Ellison – Executive Vice President and CFO**

Mr. Ellison is responsible for financial planning and information technology. He has over 15 years of experience in business and considerable knowledge about the financial aspects of electricity and gas markets. While employed by the Virginia Attorney General, Mr. Ellison testified as a financial and economic expert before the State Corporation Commission and Legislature regarding regulated rates, capital costs, capital structures, investments and market competitiveness within the electric, gas and insurance industries. He was employed by the Federal Reserve Bank, where he performed strategic planning, econometric forecasting, product development and operations research systems implementation. Mr. Ellison holds a BS degree in Finance and an MBA from Virginia Polytechnic

### 3 Experience and Qualifications *(continued)*

Institute and State University, as well as a post-baccalaureate degree in Computer Science from Virginia Commonwealth University.

#### **Thomas Kennedy – Senior Vice President of Operations**

Mr. Kennedy is responsible for the design and implantation of the company's manufacturing systems from inception through installation. He has an in-depth understanding of machine design and process development and is skilled in the use of statistical methods, experiment design, failure mode analysis and computer process modeling. Prior to joining the company, Mr. Kennedy spent 15 years with a major engine component supplier, including five years as a design engineer and 10 years in various management positions in the areas of maintenance, manufacturing and engineering. He also spent two years as a Process Engineering Manager for a large international automotive supplier. Mr. Kennedy holds a BS degree in Engineering from Case Institute of Technology and an MBA from the College of William and Mary.

#### **David Palumbo – Senior Vice President of Development**

Mr. Palumbo is responsible for the strategic development of INGENCO's expansion into the full US marketplace. He has over 30 years of experience in the energy industry and has a unique blend of experience in opportunity fuels, including indigenous low-btu gas, landfill gas, biomass and petroleum coke. Prior to joining the company, Mr. Palumbo headed the development efforts for a California company specializing in O&M services to the energy sector. He also served for three years as Senior Vice President of Northstar Power, a firm organized specifically to take advantage of new opportunities in the mid-stream gas and LNG markets. Prior to that, Mr. Palumbo served as Executive Director of Project Management & Construction for an unregulated subsidiary of a large mid-western utility. He was responsible for the execution of worldwide projects totaling over \$5 Billion, including combined cycle generation, cogeneration, hydroelectric, fluidized bed and simple cycle peaking. Mr. Palumbo holds a BS in Mechanical Engineering from the University of Colorado and has completed the Leadership Development program from Cornell University.

#### **Alan Petersen – Vice President of Development**

Mr. Petersen is responsible for directing the strategic development of all new generating business owned by INGENCO. His background includes a diverse career in the natural gas industry, with deep experience in the technical and regulatory issues involved in achieving effective business solutions in this complex arena. Starting as an engineer in 1984, Mr. Petersen progressed to Manager of Business Development with Columbia Gas Transmission Corporation. Prior to joining INGENCO, he served in municipal government with the City of Richmond as its Industrial Accounts Administrator. Mr. Petersen has a BS in Mechanical Engineering and an MBA from the University of Richmond.

### 3 Experience and Qualifications *(continued)*

#### **Ray Yerly – Treasurer**

Mr. Yerly is responsible for INGENCO's Treasury, Risk Management, and Human Resources operations. Prior to joining INGENCO, he spent 12 years with Dominion Capital, the financial services subsidiary of Dominion Resources, Inc. There, he managed the strategic planning, merger/acquisition and integration activities for Dominion Capital. He held positions as Chief Financial Officer and Treasurer for operating subsidiaries of Dominion Capital. Mr. Yerly was also responsible for the financial interests of the power generation investments of the company. He received his BBA and MBA from the College of William and Mary.

#### **Thomas Hecmanczuk – Director of Construction**

Mr. Hecmanczuk is responsible for directing the management of the capital plan, the construction, installation, and start up of the new generating plants and significant capital repairs and improvements to existing plants. Prior to joining INGENCO, he spent almost 16 years in the pharmaceutical industry with pharmaceutical drug maker Merck managing large capital installations of new drug products, including bulk chemical API facilities, Class 100,000 sterile facilities and environmental remediation. Mr. Hecmanczuk also has experience with Merck in operations and maintenance management. He has extensive experience in capital funding controls, project financial controls, construction contracting and field construction management. Mr. Hecmanczuk has a BS in Aerospace Engineering from North Carolina State University, and is an honorably-discharged US Navy veteran, having served in naval aviation.

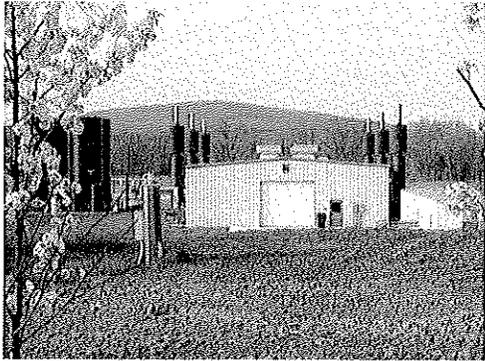
#### **Robert Greene, Ph.D – Environmental Director**

Dr. Greene is responsible for permitting and environmental compliance at INGENCO. He has over 26 years in the chemical industry, with a diverse background in production, quality control, quality management, process development, product development, environmental affairs, industrial hygiene and safety. Dr. Greene holds a BS (Chemistry), MS (Organic Chemistry) and a Ph.D. (Organic Chemistry) from North Carolina State University.

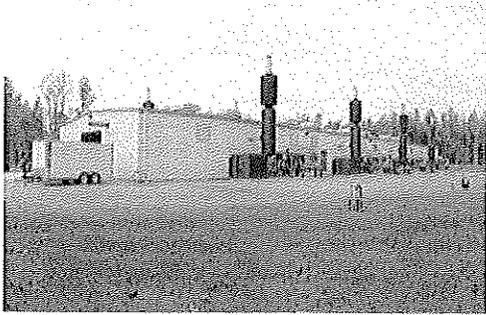
**3 Experience and Qualifications** *(continued)*

**INGENCO Facilities**

The following INGENCO projects, detailed below, illustrate both our success and commitment to continued growth in LFG-to-energy development. The first three plants have been completed and in operation for over two years, per the requirements of the County's Request for Proposals. A listing and descriptions of more recently completed projects may be found on page 11.

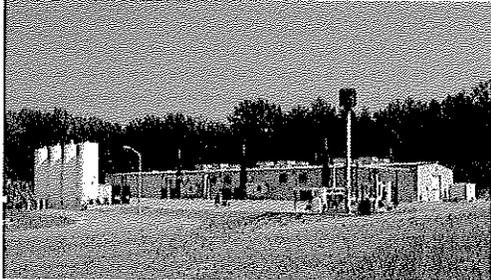
<b>Landfill Gas Facilities</b>	
<b>Facility</b>	<b>Project Specifications</b>
<p><b>Mountain View</b></p> 	<p>The host landfill annually produces landfill gas equivalent in energy content to five million gallons of fuel oil.</p> <p><b>Project Location</b></p> <ul style="list-style-type: none"> <li>• Mountain View Reclamation Center, Greencastle, PA</li> </ul> <p><b>Responsibilities</b></p> <ul style="list-style-type: none"> <li>• Built, operate, own and maintain plant</li> </ul> <p><b>Year Construction/Installation Began</b></p> <ul style="list-style-type: none"> <li>• 2002</li> </ul> <p><b>Duration of Construction/Equipment Installation</b></p> <ul style="list-style-type: none"> <li>• 7 months</li> </ul> <p><b>Name and Phone Number of Client Project Manager</b></p> <ul style="list-style-type: none"> <li>• Mr. Allen Bingaman, Operations Manager (717) 593-4502</li> </ul> <p><b>Landfill Owner</b></p> <ul style="list-style-type: none"> <li>• Waste Management Disposal Services of Pennsylvania</li> </ul> <p><b>Generation Capacity</b></p> <ul style="list-style-type: none"> <li>• 16 MW gross capacity; 12 MW lfg generation</li> </ul> <p><b>Start of Operations</b></p> <ul style="list-style-type: none"> <li>• 2003</li> </ul>

**3 Experience and Qualifications** *(continued)*

<b>Landfill Gas Facilities (Continued)</b>	
<b>Facility</b>	<b>Project Specifications</b>
<p><b>Charles City</b></p> 	<p>The landfill annually produces landfill gas equivalent in energy content to three million gallons of fuel oil.</p> <p><b>Project Location</b></p> <ul style="list-style-type: none"> <li>• Charles City Landfill, Providence Forge, VA</li> </ul> <p><b>Responsibilities</b></p> <ul style="list-style-type: none"> <li>• Built, operate, own and maintain plant</li> </ul> <p><b>Year Construction/Installation Began</b></p> <ul style="list-style-type: none"> <li>• 2002</li> </ul> <p><b>Duration of Construction/Equipment Installation</b></p> <ul style="list-style-type: none"> <li>• 5 months</li> </ul> <p><b>Name and Phone Number of Client Project Manager</b></p> <ul style="list-style-type: none"> <li>• Mr. Greg A. Enterline, District Manager – Charles City Landfill (804) 966-7146</li> </ul> <p><b>Landfill Owner</b></p> <ul style="list-style-type: none"> <li>• Waste Management of Virginia</li> </ul> <p><b>Generation Capacity</b></p> <ul style="list-style-type: none"> <li>• 16 MW gross capacity; 8 MW lfg generation</li> </ul> <p><b>Start of Operations</b></p> <ul style="list-style-type: none"> <li>• 2003</li> </ul>

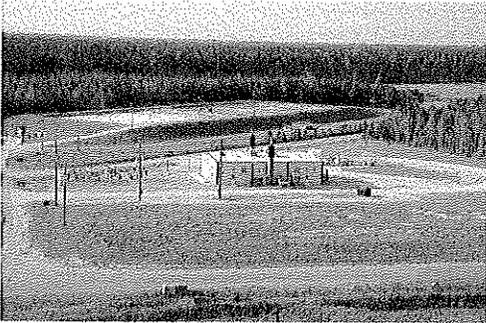
**3 Experience and Qualifications** *(continued)*

**Landfill Gas Facilities (Continued)**

Facility	Project Specifications
<p><b>Amelia</b></p> 	<p>The landfill annually produces landfill gas equivalent in energy content to three million gallons of fuel oil.</p> <p><b>Project Location:</b></p> <ul style="list-style-type: none"> <li>• Maplewood Landfill, Amelia County, VA</li> </ul> <p><b>Responsibilities</b></p> <ul style="list-style-type: none"> <li>• Built, operate, own and maintain plant</li> </ul> <p><b>Year Construction/Installation Began</b></p> <ul style="list-style-type: none"> <li>• 2001</li> </ul> <p><b>Duration of Construction/Equipment Installation</b></p> <ul style="list-style-type: none"> <li>• 5 months</li> </ul> <p><b>Name and Phone Number of Client Project Manager</b></p> <ul style="list-style-type: none"> <li>• Mr. Brian McClung, District Manager (804) 561-5787</li> </ul> <p><b>Landfill Owner:</b></p> <ul style="list-style-type: none"> <li>• Waste Management of Virginia</li> </ul> <p><b>Generation Capacity:</b></p> <ul style="list-style-type: none"> <li>• 16 MW gross capacity; 8 MW lfg generation</li> </ul> <p><b>Start of Operations:</b></p> <ul style="list-style-type: none"> <li>• 2001</li> </ul> <p><b>Time to Complete:</b></p> <ul style="list-style-type: none"> <li>• 10 months from contract to commercial operations</li> <li>• 141 days actual construction and commissioning time</li> </ul>

**3 Experience and Qualifications** *(continued)*

Recently completed INGENCO projects are detailed below.

<b>Landfill Gas Facilities</b>	
<b>Facility</b>	<b>Project Specifications</b>
<p><b>Brunswick</b></p> 	<p>The host landfill annually produces landfill gas equivalent in energy content to 4 million gallons of fuel oil.</p> <p><b>Project Location</b></p> <ul style="list-style-type: none"> <li>• Brunswick County Landfill, Brunswick County, VA</li> </ul> <p><b>Landfill Owner</b></p> <ul style="list-style-type: none"> <li>• Allied Waste, Incorporated</li> </ul> <p><b>Generation Capacity</b></p> <ul style="list-style-type: none"> <li>• 12 MW gross capacity; 7 MW lfg generation</li> </ul> <p><b>Start of Operations</b></p> <ul style="list-style-type: none"> <li>• October 2007</li> </ul>
<p><b>New Bern</b></p> 	<p>The host landfill annually produces landfill gas equivalent in energy content to one million gallons of fuel oil.</p> <p><b>Project Location</b></p> <ul style="list-style-type: none"> <li>• Tuscarora Landfill, New Bern, NC</li> </ul> <p><b>Landfill Owner</b></p> <ul style="list-style-type: none"> <li>• Coastal Regional Solid Waste Authority</li> </ul> <p><b>Generation Capacity</b></p> <ul style="list-style-type: none"> <li>• 4 MW gross capacity; 3 MW lfg generation</li> </ul> <p><b>Start of Operations</b></p> <ul style="list-style-type: none"> <li>• August 2007</li> </ul>
<p><b>Wicomico</b></p> 	<p>The host landfill annually produces landfill gas equivalent in energy content to one million gallons of fuel oil.</p> <p><b>Project Location</b></p> <ul style="list-style-type: none"> <li>• Newland Park Landfill, Salisbury, MD</li> </ul> <p><b>Landfill Owner</b></p> <ul style="list-style-type: none"> <li>• Wicomico County, MD</li> </ul> <p><b>Generation Capacity</b></p> <ul style="list-style-type: none"> <li>• 6 MW gross capacity; 2 MW lfg generation</li> </ul> <p><b>Start of Operations</b></p> <ul style="list-style-type: none"> <li>• May 2007</li> </ul>

### 3 Experience and Qualifications *(continued)*

#### References

Names, phone numbers and addresses of landfill owners as well as energy customer points-of-contact the landfill gas projects featured on pages 8-10 are listed below.

Facilities	Landfill Owner Contact Information	Energy Customer Points-of-Contact
Mountain View	Mr. Allen Bingaman Operations Manager Waste Management Disposal Services of Pennsylvania 9446 Letzburg Road Greencastle, Pennsylvania 17225 Phone: (717) 593-4502	PJM Market
Charles City	Mr. Greg A. Enterline District Manager – Charles City Landfill Waste Management of Virginia 8000 Chambers Road Charles City, Virginia 23030 (804) 966-7146	PJM Market
Amelia	Mr. Brian McClung District Manager Waste Management of Virginia 20221 Maplewood Road Jetersville, Virginia 23083 Phone: (804) 561-5787	PJM Market

### 3 Experience and Qualifications *(continued)*

Below is a listing of the names and telephone numbers for persons representing individual agencies INGENCO's key staff worked with directly on the Mountain View, Charles City and Amelia plants.

Facilities	Agency Contacts
Mountain View	Mr. William T. Parker New Source Review Section Pennsylvania Department of Environmental Protection 909 Elmerton Avenue Harrisburg, Pennsylvania 17110 (717) 705-4881
Charles City	Mr. Homer "Sparky" Lisle, Jr. Air Permit Writer Virginia Department of Environmental Quality Piedmont Regional Office 4949-A Cox Road Glen Allen, Virginia 23060 (804) 527-5148
Amelia	Mr. Homer "Sparky" Lisle, Jr. Air Permit Writer Virginia Department of Environmental Quality Piedmont Regional Office 4949-A Cox Road Glen Allen, Virginia 23060 (804) 527-5148

### 3 Experience and Qualifications *(continued)*

Below is a listing of the names and telephone numbers of key persons with state agencies that verified compliance of the gas utilization system with the requirements and/or standards.

Facilities	State Agency Contacts
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Mountain View	Mr. William T. Parker New Source Review Section Pennsylvania Department of Environmental Protection 909 Elmerton Avenue Harrisburg, Pennsylvania 17110 (717) 705-4881
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Charles City	Mr. Homer "Sparky" Lisle, Jr. Air Permit Writer Virginia Department of Environmental Quality Piedmont Regional Office 4949-A Cox Road Glen Allen, Virginia 23060 (804) 527-5148
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Amelia	Mr. Homer "Sparky" Lisle, Jr. Air Permit Writer Virginia Department of Environmental Quality Piedmont Regional Office 4949-A Cox Road Glen Allen, Virginia 23060 (804) 527-5148
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