



STATEMENT OF QUALIFICATIONS

PROTEUS Consulting is a boutique consulting firm that catalyzes the synergy between Water, Energy, Information Technology, Economics, and Communication sectors. We exist to bring about metamorphosis in the Water Industry. With versatile and high quality solutions, we facilitate the transformation of business-as-usual to high-energy and productive environment. We are known for our creativity and problem-solving skills, and our clients appreciate the individual attention this small, flexible firm is able to provide.

The Water Industry is at the threshold of a radical transformation. We help our clients undergo that change systematically by removing barriers and releasing the pressure, while enhancing the metamorphosis through cross-discipline flow of innovative ideas and strategies.

Water is very valuable, it is not priced right. Infrastructure is decaying, while funding to rehabilitate is scarce. Water security is under pressure. Environmental protection is a key concern. In this climate, PROTEUS Consulting helps Water Managers with risk management, innovative funding sources, novel revenue models, and to define brand-new markets. We empower our clients to take the situation at hand and envision new solutions that forge a new path ahead. We help them become The Utility of the Future – transforming them from discrete function-based operation entities to dynamic, integrated, whole-businesses.

PROTEUS Consulting is a minority and woman-owned, small disadvantaged micro-business.

CONTACT INFORMATION

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WATER+ECONOMICS

Our success stems from our ability to quickly and effectively understand the unique physical, cultural, and economic opportunities of each assignment. We specialize in building creative solutions that honor each project's distinct features and are committed to integrating design, engineering, and community in a manner that creates value and conserves resources – human and material capital.

- Risk Analysis and Scenario Planning
- Funding Analysis
- Grant Consultation, Grant Match
- Grant and Loan Applications and Reporting

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- Financial Analysis, Return on Assets
 - Venture Capital/Private Equity Funding
 - Water Markets, Water Exchanges
 - Renewable Energy Credits
 - Water Conservation Credits
 - Carbon Market and Credits
 - Resources: USEPA, USDA, California I-Bank, CDBG, ISRF, DWR, CDPH, Cal WRCB, USBR, DOD, DOE, NASA, DOS, SDG&E, CPUC, CAISO, CEC, private equity funding, angel investor groups, venture capital funds, etc.
 - Intellectual Property Rights Options / Licensing

PROJECTS

ENERGY OPTIMIZATION + INNOVATION PROGRAM, ENCINA WASTEWATER AUTHORITY, CARLSBAD, CA.

Proteus Consulting is contracted with Encina Wastewater Authority (EWA) to design their Research and Development Program. The scope includes the following: (1) Development of Energy Efficiency Tracking and Reporting system that will measure and report the efficacy of the energy efficiency measures implemented and monitor the progress for the long-term. (2) Perform Energy Negotiations with SDG&E including review current tariff rates with SDG&E and figure out the 'best' option/program for EWA. (3) Design the Research and Development Program to evaluate, facilitate and plan the implementation of new innovative technologies at EWA. (4) Perform Value Chain Analysis and develop and Implementation Plan for solids, effluent, and biogas produced at EWPCF. (5) Undertake comprehensive Funding Research to secure funding from traditional and non-traditional resources.

RISK ASSESSMENT AND SCENARIO PLANNING, ENCINA WASTEWATER AUTHORITY, CARLSBAD, CA.

Proteus Consulting was invited by Encina Wastewater Authority (EWA) to participate in a series of risk assessment workshops to enable long-range scenario planning for EWA. This exercise was being conducted with BHI Management Consulting and was aimed to prepare EWA for emerging risks; test the organization's long-term strategy and resilience; expand and enrich the planning discussion; create a successful implementation plan; understand and apply change management and motivation principles; apply attention to detail in the risk matrix/risk register; maintain the quality and rigor of the risk assessment process to select the best policy option, implement multiple risk assessments, and resolve contradictory stakeholder agendas.

CALIFORNIA ENERGY COMMISSION PIER GRANT, MOULTON NIGUEL WATER DISTRICT, CA.

Proteus Consulting prepared the grant application package for Moulton Niguel Water District for the 2011 Emerging Technology Demonstration Grant (ETDG II) by California Energy Commission's Public Interest Energy Research (PIER) program. With this grant, the District is looking to optimize the



hydraulics of the water system to ensure lowest cost of water and also demonstrate the opportunity to participate in several demand response programs made available by San Diego Gas & Electric (SDG&E) and Southern California Edison (SCE).

WATERSMART SYSTEM OPTIMIZATION REVIEW (SOR) GRANT, CITY OF OCEANSIDE, CA.

Proteus Consulting prepared a comprehensive grant package on behalf of the City of Oceanside for the WaterSMART System Optimization Review Grant. Under this grant up to \$300,000 is available for water districts, tribal water authorities, state agencies, and other organizations with water or power delivery authority located in the Western United States to perform an assessment of the potential for water management improvements in a river basin, system, or district and generate a report identifying specific improvements to increase efficiency, including a plan of action for implementing the recommendations. The City of Oceanside has proposed to conduct a Comprehensive Water Audit, Design a 5-year City-wide Loss Accounting and Reduction Program, and Implement the program to demonstrate measureable decrease in water loss for the City.

NOAA FY2013 COMMUNITY-BASED MARINE DEBRIS REMOVAL GRANT, CITY OF OCEANSIDE, CA.

Proteus Consulting has submitted a grant application package on behalf of the City of Oceanside for the NOAA Marine Debris Program. Through this solicitation NOAA identifies marine debris removal projects, strengthens the development and implementation of habitat restoration through community-based marine debris removal, and fosters awareness of the effects of marine debris to further the conservation of living marine resource habitats, as well as contribute to the understanding of debris types and impacts. Funding of up to \$2,000,000 is expected to be available in FY2013. Typical awards will range from \$15,000 to \$150,000.

BOATING INFRASTRUCTURE GRANT, CITY OF OCEANSIDE, CA.

Proteus Consulting has submitted a grant application package on behalf of the City of Oceanside for the Boating Infrastructure Grant (BIG). Under this grant, the City has applied for \$495,000 to build new restroom facilities at the Oceanside Harbor.

PUBLIC ACCESS GRANT, CALIFORNIA WILDLIFE CONSERVATION BOARD, CITY OF OCEANSIDE, CA.

Proteus Consulting prepared a grant application package on behalf of the City of Oceanside for the Public Access Grant, California Wildlife Conservation Board. The City is applying for \$300,000 toward the design and construction of a restroom for the harbor and marina.

DEPARTMENT OF BOATING AND WATERWAYS (DBW) FUNDING APPLICATION, CITY OF OCEANSIDE, CA.

Proteus Consulting is preparing a funding application package on behalf of the City of Oceanside. The City is applying for \$300,000 toward the planning, permitting, design and construction of a boater's restroom at the harbor.

Updated 2/10/2013



BUSINESS INFORMATION

Structure: S Corporation
Established: October, 2010
ORCA/DUNS: 831677229
EIN: 90-0614930
NAICS: 541330, 541340, 541490, 541611, 541618, 541620, 541690, 541990, 611430, 221310, 221320,
PSC: AD24, AD26, AH34, AH35
FSC: 4601, 4620, 4630, 7030, 7435
SIC: 1623, 1629, 1781, 4941, 4952, 4953, 4959, 4971, 4619, 7389, 8299, 8711, 8712, 8741, 8742, 8744, 8748
NIGP: 91820, 91831, 91832, 91835, 91838, 91842, 91843, 91846, 91875, 91887, 91888, 91890, 91897, 92517, 92524, 92528, 92533, 92535, 92538, 92544, 92555, 92567, 92570, 92583, 92587, 92596, 92597, 95816, 95826, 96110, 96156, 96161, 96896

CERTIFICATIONS

Small Business Enterprise – Port of Long Beach, San Diego County Water Authority, San Diego Association of Governments (SANDAG) Architecture and Engineering (A & E) Small Business “Bench” (#103011)

Small Local Business Enterprise (SLBE & ELBE) – City of San Diego (#12PC0555)

Small Business (Micro) – California Department of General Services (#1417140)

Woman and Minority Owned Business Enterprise (WMBE) – California Public Utilities Commission (CPUC) (VON 10100168)

Emerging Business Enterprise (EBE) – Office of Small Business & Disabled Veteran Business Enterprise Services, City of Los Angeles

Disadvantaged Business Enterprise (DBE) – California Unified Certification Program (CUCP) - pending approval

Small Disadvantaged Business – Small Business Administration (Self certified)

Minority Owned – Small Business Administration (Self certified)

Woman Owned – Small Business Administration (Self certified)