



ABOUT US

We are Sugarloaf Associates, LLC. For 40 years, the principals of Sugarloaf Associates have advised public and private sector clients and collectively have over 100 years' experience in the utility industry. We advise on issues that pertain to site location economics, incentive programs, data center site location, energy procurement, renewable energy systems, utility infrastructure assessments, installation and relocation.

We work seamlessly with developers, brokers and specialized service providers with in depth knowledge advising clients to identify expansion plans and execute successful growth strategies. Our principals draw from our deep experience with the electric and gas utility industry professionals nationally in economic development to streamline processes, expedite installation of services, mitigate risks and identify opportunities.

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Case Study - Data Center Development

A commercial developer that recently completed a major data center project in the region was approached to evaluate their existing portfolio and potential purchases for data center use. A review of their existing portfolio revealed one "excellent" site. Further due diligence with the local utility identified the potential to provide 16mW of capacity from a substation located directly across the street from the site. The site was marketed to the data center community and a long term lease secured for the construction of a 150,000 sq. ft. building with 75,000 sq. ft. of white space. A major benefit, to the site, was that a costly 26kV substation was eliminated due to the proximity of the substation and the availability of 13kV.

Additional assistance was provided to this developer to identify two additional data center sites. One site currently is home to a 250,000 sq. ft. enterprise data center and the other is a 70 acre development site that can accommodate 1,000,000 sq. ft. of data center development with 100mW available to the site.

Contact us at: info@sugarloafassociates.com

ABOUT OUR TEAM - Sugarloaf Associates LLC is an affiliate of Biggins Lacy Shapiro & Co., headed by Tim Comerford. As the energy consulting practice of BLS, Sugarloaf provides comprehensive energy services and procurement strategies, including utility relocation, energy procurement, utility rate tariff and billing issues, green building requirements associated with economic development incentive awards, renewable energy installations, and electric and gas infrastructure assessments with a specialized capability in mission-critical facilities. Sugarloaf advises on local utility infrastructure in support of a range of project types, including optimizing utility service design to minimize project cost, determining tariff issues that affect annual operating costs, minimizing utility relocation expenses and ensuring cost effective operations.