



## 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 in the process of planning a 26kV electrical service for a new data center tenant was advised to add capacity to the planned station to accommodate future expansion. The initial design was for an 8mW station with client installing 20mW of capacity. This added capacity allowed the owner to lease additional space to the existing tenant tripling the amount of space in the building from 30k sq. ft. to 90k sq. ft. of white space.

When an adjacent building became available for sale, knowing that capacity was available at the site, it was suggested to the owner to purchase the site for development as a data center.

The result was that the owner purchased the adjacent site, demolished the building and constructed a 215,000 sq. ft. shell for the existing tenant. The tenant then fit out the interior for data center use expanding the total available white space at the site to 190,000 sq. ft.

When complete the owner sold the development (both buildings) to the tenant.

Contact us at: [info@sugarloafassociates.com](mailto: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.