



## Data Center Site Qualification Program

Preliminary due diligence performed on utility approved sites to assure suitability for data center development. This process includes assessing a site for power capacity, fiber and water availability, potential natural or manmade disasters, zoning, white space yield and other variables important to the data center site selection process. Our team offers a “Pre- Qualified Data Center Site” certification for sites that meet the industry requirements.

**Our team offers a multi-step approach of assessing a utilities strengths and weaknesses or opportunities for improvement.**

### Overview

With states and regions competing for data center projects, utilities have recognized the opportunity to build load and revenue while contributing to the economic development of a region. Power is the primary ingredient of a successful data center site and positions a utility for a unique opportunity to be a leader in the siting process. However, before conducting detailed assessments of sites, it is important to complete a macro-level review of a regions attributes for their capability to foster Data Center growth.

Undertaking a detailed analysis without assessing the overall market condition of an area could lead to ill-suited sites that may be desirable in terms of physical infrastructure, security and site readiness but poorly suited for meeting the market, tax policy, operating cost and incentive expectations of a data center operation. Conducting detailed assessments of the regional attributes of existing fiber lines, electric capacity and their reliability, natural or manmade disaster risks, financial incentives, etc. provide a better informed selection process.

Our team offers a multi-step approach of assessing a site for a utilities strengths and weaknesses or identifying opportunities for improvement coupled with a region’s strengths and weakness. We follow up with a detailed analysis of a site’s physical attributes. These services are also offered collectively or independently and include the following:

### Initial review and Recommendations

- General market dynamics and attractiveness
- Availability of incentives benefiting or targeting data centers (state or local)
- Utility tariff and service policies or incentives for high load customers
- State and/or Regional tax policies
- Power availability, reliability, service characteristics, interconnection requirements and cost
- Assessment of fiber networks
- Natural disaster risks (hurricane, seismic, tornados flooding etc.)
- Labor Analysis

### Financial Analysis

Our team provides a financial analysis to determine the economic impacts a new data center project has on the regional and state economy, the financial impact on the local utility company, their rate payers, data center operations and we provide cost comparisons to other competing regions.

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



**Sugarloaf Associates knows the important role the utility industry is as the prime ingredient for Data Center location success.**

## Data Center Market / Site Analysis

### Site Qualification Program Details

We provide electric system reliability details, service and interconnection requirements, and the cost to provide service. We evaluate "White space" yield estimates in direct correlation with the available power including **layout** options for standard density and high density data centers modeled to determine whether or not a site or building can facilitate a particular type facility including, white space yield, facility layout, ancillary equipment space layout, power and cooling requirements, business continuity strategies and system equipment types. We also provide fiber analysis and availability, maps, fiber carriers, potential fiber entries to the site, fiber path diversification, field surveys, line of sight analysis, pictures of existing conditions, State / Regional incentives and tax policy impact on the total cost of construction and operation of a Data Center.



**Each site survey completed results in a multi-page report that can be compiled into a marketing summary for presentation to potential data center clients.**

### Marketing

Our Team assists in the development of marketing material targeting data center professionals. We help identify and target market to industry trade shows, end users, consultants and other data center professionals that are engaged in the site selection process and can assist with an in depth marketing strategy for success.

### Technical Assistance and Training

Our team provides technical assistance to utility personnel (customer and distribution operations, marketing, and advertising) on the data center industry to assist new and existing clients throughout the search phase. Training can be provided to customer contact and distribution personnel to increase their knowledge of the industry to demonstrate the value of the sector to utility operations and help them understand the importance of the electric utility to data center operations.

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## 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.