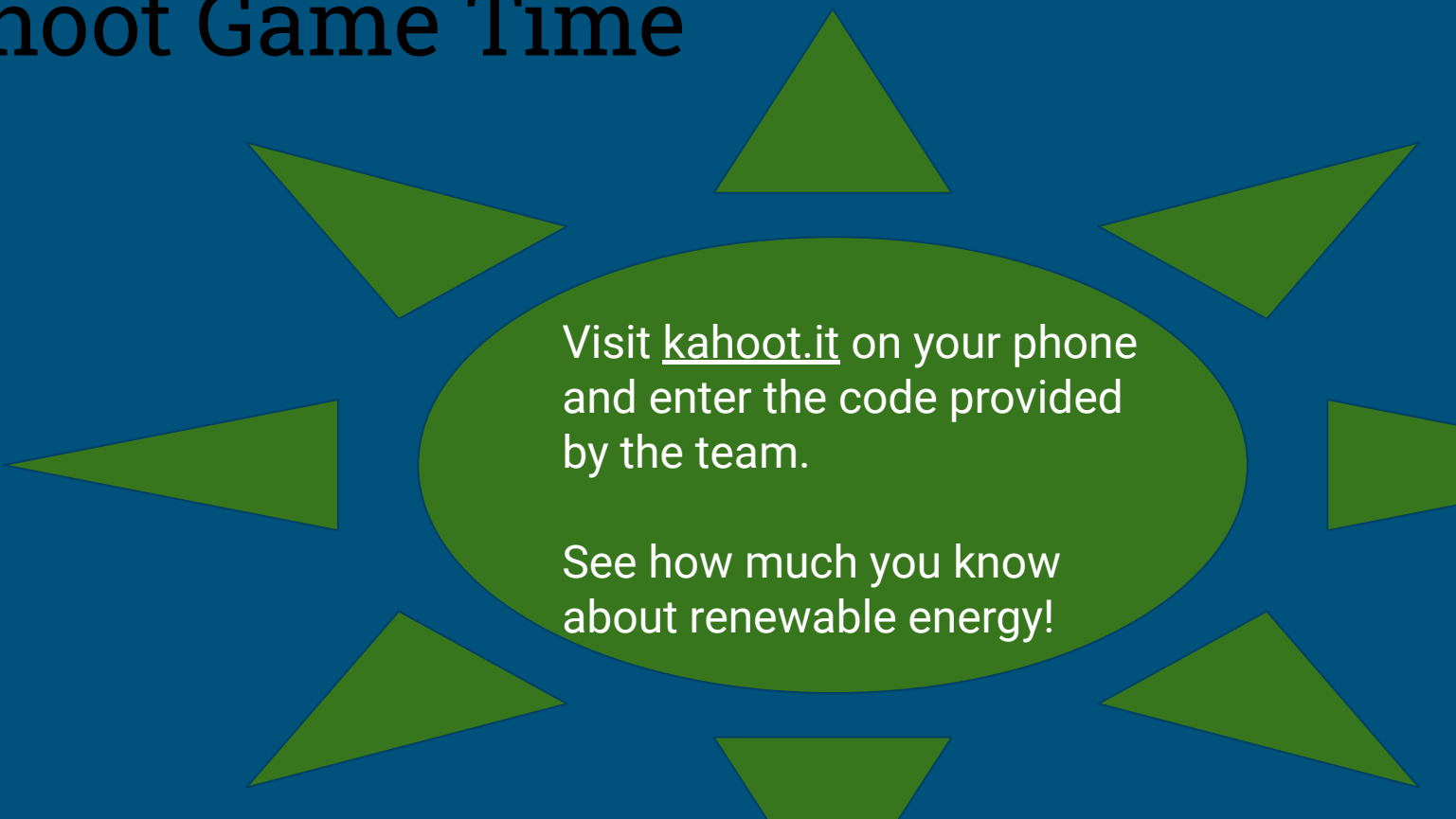


Enterprise Internship Presentation 2019

Profitability Group 2



Kahoot Game Time



Visit kahoot.it on your phone
and enter the code provided
by the team.

See how much you know
about renewable energy!



Outline

1.) Introduction

2.) Problem Analysis

3.) Solution

4.) Costs and Impacts

5.) Looking Forward



Introduction

Meet the Green Team

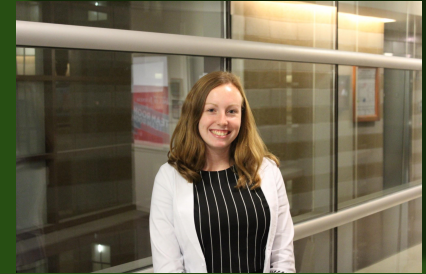
Jake Kinsella



Gavin Drews



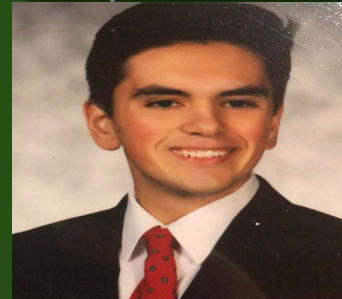
Anna Schlotterback




Brendan Olson



Christopher Chaidez



- 
1. Lower electricity costs
 2. More environmentally conscious
 3. Strengthen public relations
 4. Long term sustainability
 5. Create new relationships

Objectives



enterprise

Drive



- **IEA - Global energy demand 2.3% increase in 2018**

Driving a Greener Tomorrow

Problem Analysis

Problem

- Owning the largest car fleet in the world comes with a large carbon footprint and a lot of responsibility.
- Operating over 7,600 locations across the world means high energy costs to keep our stores up and running...



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Current Enterprise Situation

- Smaller carbon footprint
- CO2 Kickbacks
- 50 million tree pledge
- Sustainable construction
- \$35,000,000 donated to the Donald Danforth Center, to create the Enterprise Rent-a-Car Institute for Renewable Fuels



Green Team Solution

Our Solution

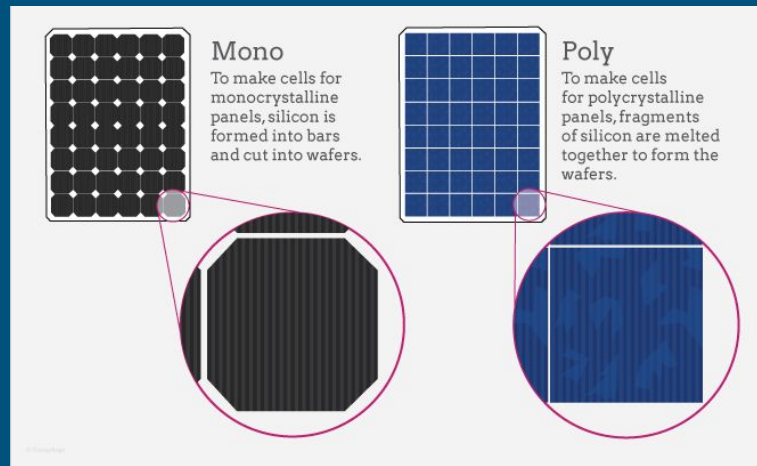
- Installing solar panels on branches in Illinois that Enterprise either owns or leases from Pingree

| Owned: | | SQFT: | |
|--------|-------------|-------|--------|
| | Chicago | | 700 |
| | Westmont | | 2,150 |
| | Elmhurst | | 6,000 |
| | Schaumburg | | 2,450 |
| | Lombard | | 29,000 |
| | Naperville | | 2,100 |
| LP: | | | |
| | East Dundee | | 26,000 |
| | Aurora | | 9,800 |
| | St. Charles | | 1,648 |



Two Most Commonly Used Panels

| | Monocrystalline Solar Panels (mono-SI) | Polycrystalline Solar Panels (Poly-SI) |
|---------------------|--|--|
| Cost | More expensive (\$0.278) per watt | Less Expensive (\$0.25) per watt |
| Efficiency | More efficient and takes up less space | Less efficient and takes up more space |
| Aesthetics | Solar cells are black hue | Solar cells have a blue hue |
| Longevity | 25+ years | 25+ years |
| Major Manufacturers | LG, Hyundai, and SolarWorld | Hyundai, Hanwha, and Trina |



energysage.com

What system is right for us?

DC

- ❖ Flexibility with inverter choice
- ❖ “Hybrid” system only one inverter needed
- ❖ Hassle free install

AC

- ❖ Eliminate voltage drop due to primary inverter part of the system
- ❖ Two inverters necessary for battery and grid capabilities
- ❖ Return on investment through Grid feed



Costs and Impacts

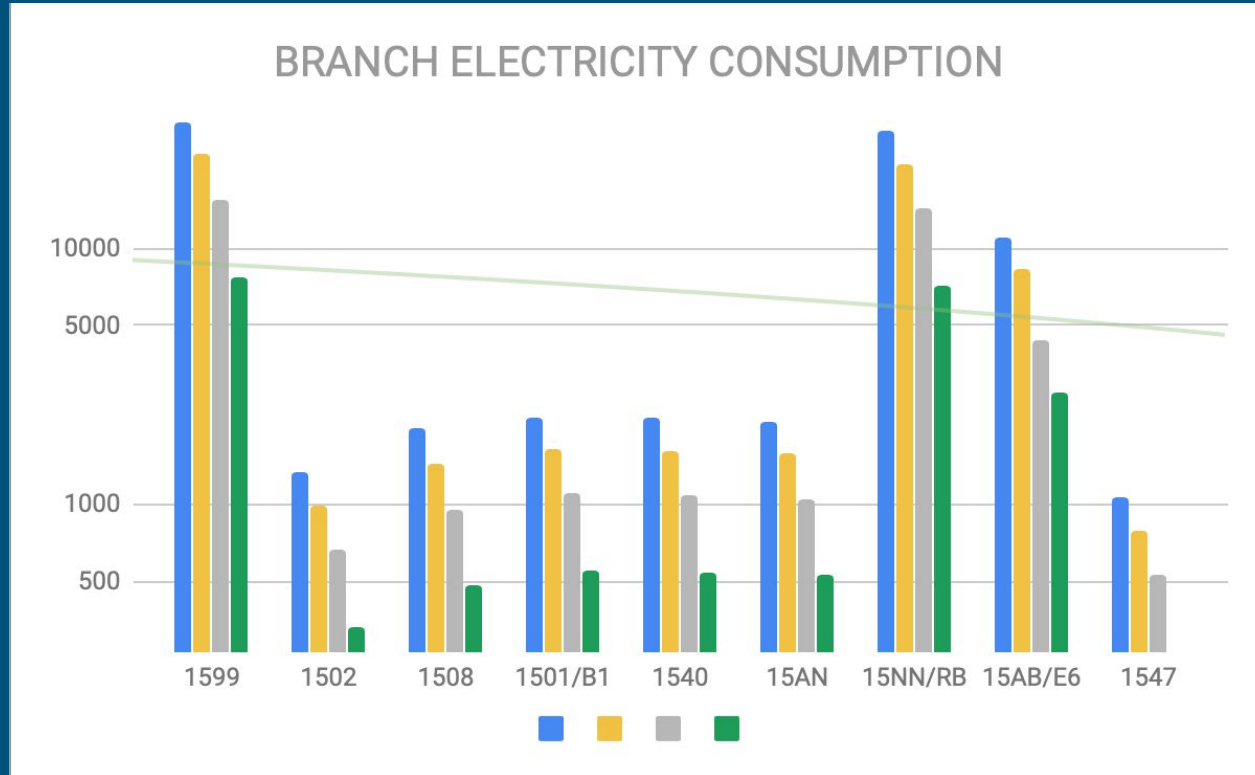
Impact

- With only standard commercial panel (77inx39in) running on 96% efficiency we produce 300 kwhrs per month

| | 1502 | 1508 | 1501/B1 | 1540 | 1599/AA | 15AN | 15NN/RB | 15AB/E6 | 1547 |
|-----|-------------------|-------------------|--------------------|--------------------|-----------------------|--------------------|-----------------------|---------------------|------------------|
| 25% | 332 \$60 2 | 480 \$60 2 | 550 \$60 2 | 542 \$60 2 | 7770 \$780 26 | 527 \$60 2 | 7143 \$690 23 | 2757 \$300 10 | 264 \$30 1 |
| 50% | 665 \$90 3 | 961 \$120 4 | 1125 \$120 4 | 1074 \$120 4 | 15541 \$1560 52 | 1054 \$120 4 | 14287, \$1410,47 | 5515 \$540 18 | 528 \$60 2 |
| 75% | 997 \$120 4 | 144 \$150 5 | 1687 \$180 6 | 1611 \$180 6 | 23311 \$2310 77 | 1513 \$180 6 | 21431 \$2130 71 | 8273 \$840 28 | 792 \$903 |
| | KW/HR | | | \$SAVED/MONTH | | | # OF PANELS NEEDED | | |



Comparison of Electricity by Branch



Installation and Opportunity Cost

- DIY install can cost less than \$1000
- Local Contractor cost between \$6000-\$7000
- Install on weekends when branches are closed - minimizing the time we keep the stores closed



Maintenance

- Require little to no maintenance for 25-30 years
 - Made from tempered glass made to withstand hail
- On average, owners spend around \$150- \$350 annually to get the panels cleaned
- \$150 charge for annual inspections



Looking Forward...

Strengths

- Cut costs for electricity
- Public relations
- Long term sustainability
- Being a private company

Weaknesses

- Opportunity costs
- Little experience with panels
- Not owning all our buildings
- Differing prices

Opportunities

- New relationships
- Job creation possibilities
- Expansion into other green markets
- Environmental kickbacks

Threats

- Difficulty implementing
- Maintenance issues
- Affecting daily business
- Risk of failure

SWOT ANALYSIS



Public Relations

- Shows leadership in green technology and sustainable development
- Forming new partnerships with companies
- Possible energy creation for entire building
- Customer oriented - gives back
- *Enterprise Drive* Commercial



Measuring Up

In order to show the progress and strides of this initiative we believe hiring a carbon footprint consulting company SCSglobal

- In Depth analysis
- Calculating a forecast of our carbon impact



Staying on the Right Path

Overarching Goal

To become a more environmentally friendly company, while strengthening our position in the market with better public relations, by eventually installing solar technology in every branch of Enterprise.

Create a Better Tomorrow

- Long term solar energy program
- Branch off into other sustainable development programs (
 - Such as expanding usage of hybrids / electric cars)
- Pave a road for other rental companies to head in the right direction as well

5 Year Plan

- ❖ Start with owned branches
- ❖ Work with lessor for rented branches
- ❖ Greatly reduce energy bill every month -> years



Questions?

