

TRANSCRIPT
State of Mind Public House & Pizzeria
Client Testimonial
<https://youtu.be/nLMnW7YSrgg>

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My name is Jim Smith, and I am the owner of State of Mind Public House and Pizzeria in Los Altos, California.

Before working with Gemini, did you think about energy efficiency?

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I wanted to be sustainable in terms of how we treated employees and the profit sharing and the like, and I wanted to be in sustainable environmentally. The City of Palo Alto allowed us to use green energy in our utilities or to emphasize, that we use green energy, but that's something you know we've always been interested in.

How did you learn about Gemini and Anthony (the CEO and Founder)?

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Business is not my background; I'm a history teacher. Early on someone approached me about helping me navigate credit cards and insurance and all that. And then they also said we have this gentleman finishing up his Ph.D. at Stanford, and he a program about energy efficiency. And I said: "yeah, I am very interested."

What was most revealing about the Gemini audit?

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Very detailed. The user-friendly report that Gemini presented to me before we did anything this—"OK, here is your energy audit". Here is where you can save some money. And yeah, we took that to heart. And in the air conditioning—it was a problem with us. It's a big space. 36 to 37 hundred square feet. We have four units. These were 20 years past their prime, so we had equipment that was 40 years old and Gemini helped us not just navigate but take care of a PG&E program that allowed us to get the equipment at a—in fact, they paid for it, and then now we are over the course of the next few years repaying them through our utility bills,

The way it was sold to me—and this was true--was that "you are not going to have any audit expenses; your utility bill really will not necessarily go down because we are going to be adding on the additional cost of that equipment to your utility bill over the life of this loan that we are giving you. He [Anthony] has been truthful in that regard. Our utility bills have not gone up. Our energy efficiency has gone up considerably. It was a total win-win situation.

How did Gemini help you overcome the biggest obstacles to a more energy-efficient building?

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In working with PG&E and getting the new equipment, it was not without peril, and the first HVAC company that agreed to do it, there was a letter of understanding and all that. When they came out, they looked at it and for a variety of reasons, they said “we cannot do it.” Anthony did not really miss a beat in that regard and continued going through the bidding process and finding the right one to do the job and they have remained our HVAC company—they are the people I call, and they are great.

Would you recommend working with Gemini?

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Anthony knows available to me anytime I had any questions, and he came and did numerous site visits. He was very good at explaining what was going. As someone pretty ignorant of the technical aspects of this. Unequivocally, I would recommend working with Gemini. They have been great partners in our efforts to be more energy efficient. It was presented to me initially as a win-win situation. And it has been that way. Without question, I would give them 100 plus percent of my support.

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Transcribed by: Adrian Guzman