



An Overview of the Cenergistic® Energy Management Program



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We are the energy conservation firm powered by **technology**, supported by **data** and driven by unparalleled **expertise**.

We empower you to save money by becoming a **self-sufficient, energy-efficient** organization.

We are **not** an equipment vendor. There is **no** up-front capital investment.

A Few Facts and Figures

Established in **1986** as Energy Education Inc.

Empowered our clients to save over **\$3.3 billion** in energy costs.

65% of K-12 ENERGY STAR Top Performers are our clients.

Program implemented in **20,000+** buildings.

More Than 1,300 Clients Nationwide

- School districts
- Colleges and universities
- Healthcare institutions
- Ministries



ENERGY STAR: Validation from the EPA



Stringent Qualification Standards

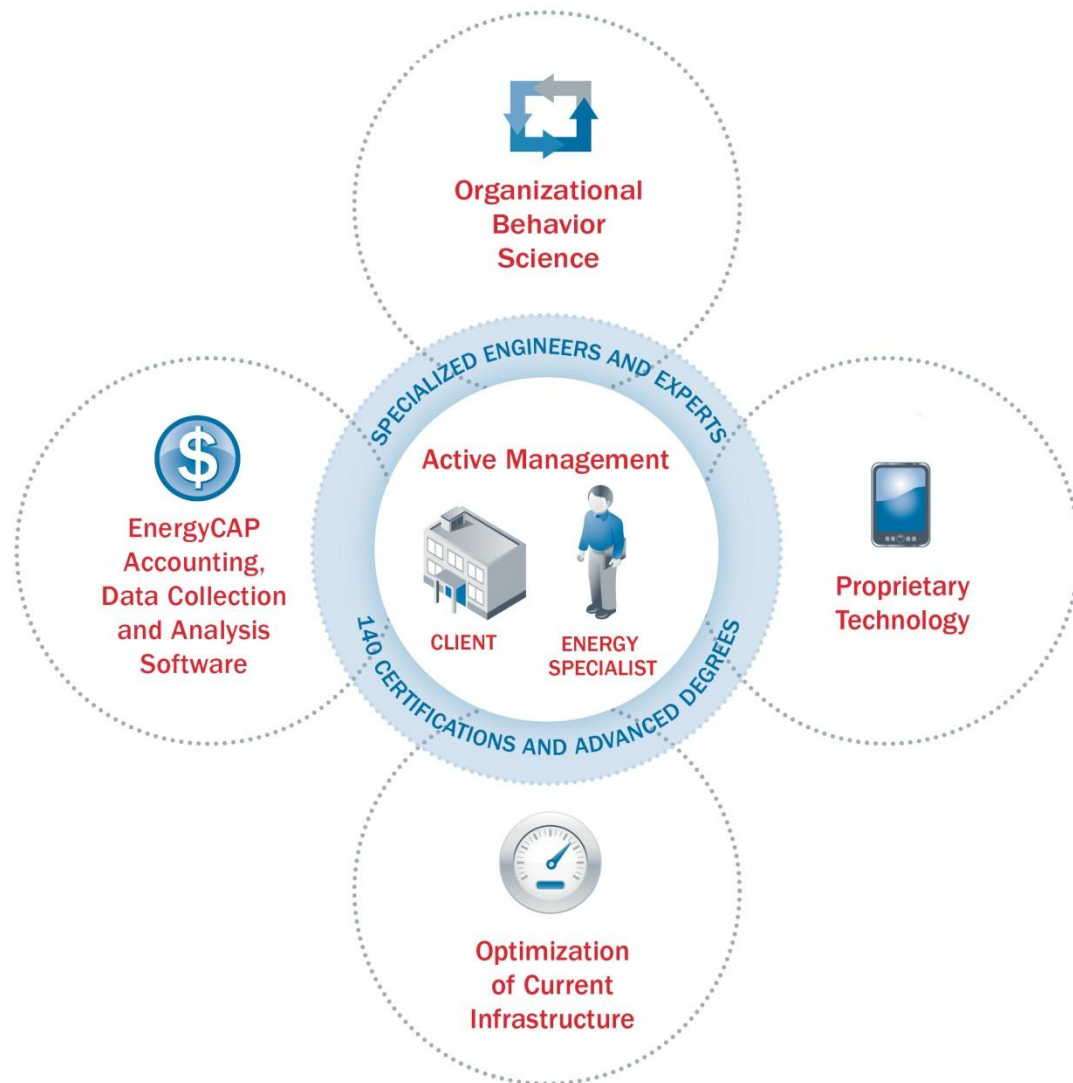
ENERGY STAR Leaders must achieve a district-wide average reduction in normalized source energy use of 10% or more. *Leader Top Performers* must be in the top 25% of the nation's buildings.

Our Clients' Record of Achievement (as of July 11, 2012)

- 65% of the *Top Performer* school districts nationwide are Cenergistic clients
- 66% of recognitions for *20, 30, 40, 50 and 60 Percent Leaders* in K-12 are Cenergistic clients
- The three *50 Percent Leader* awards nationwide are Cenergistic clients
- The only *60 Percent Leader* in the nation is a Cenergistic client

An Integrated Energy Management Program

With Cenergistic's technology, data, methodology and expertise, our clients have achieved energy savings of 20 – 30% — and often much more.



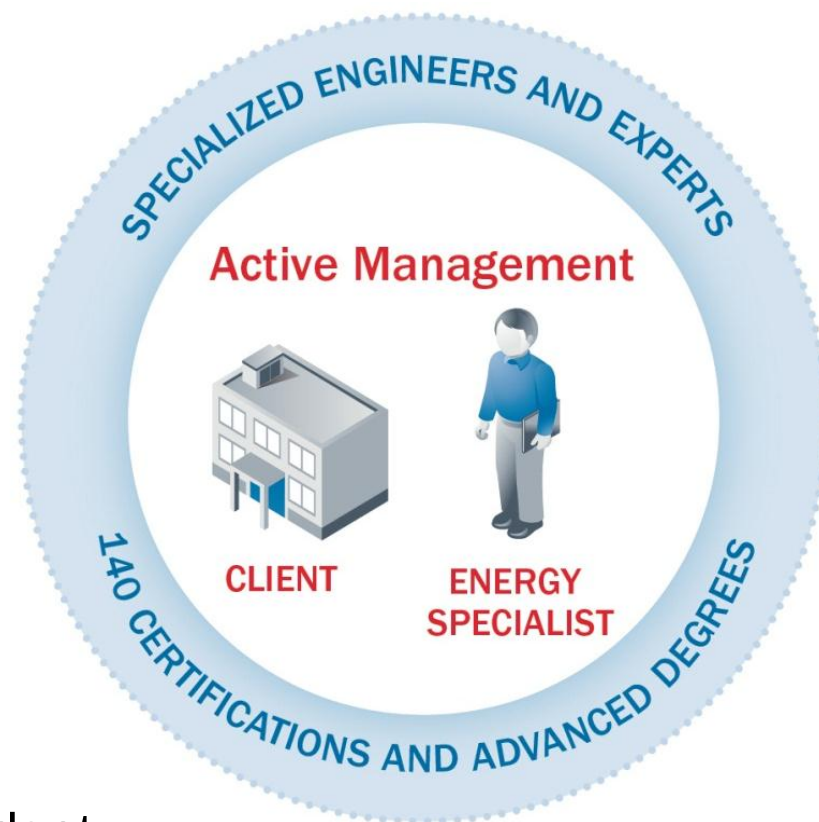
The Energy Specialist Role

- Energy Specialist (ES) to be hired
- Provides hands-on support for your program
- Trained by Cenergistic
 - On-site training
 - National Training Conferences
 - Online materials



Cenergistic's Experience

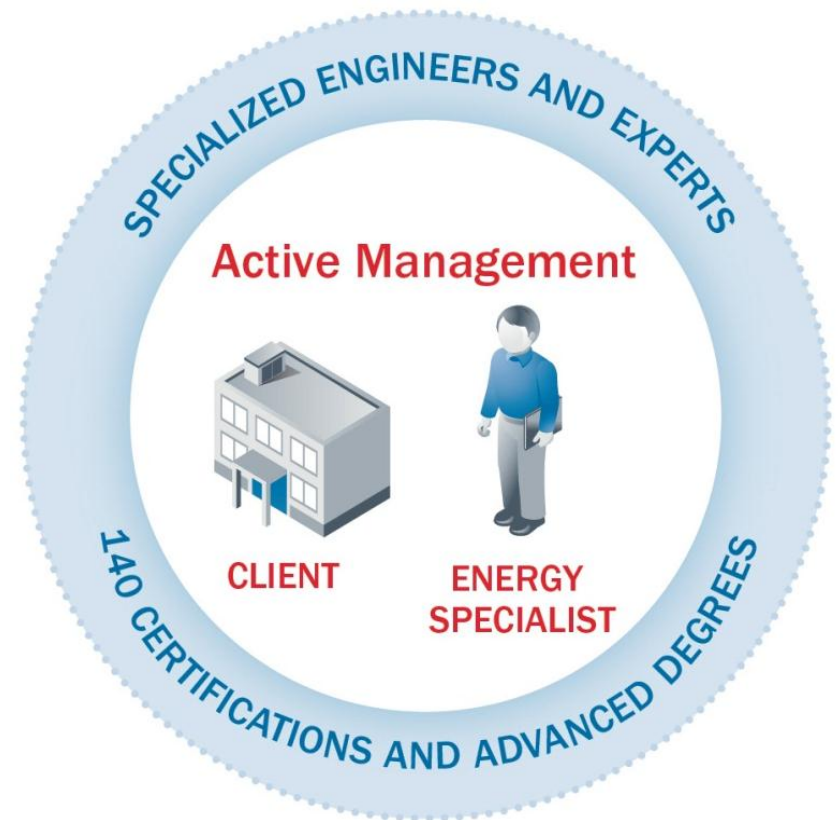
- Experts and Consultants have over 600+ years combined experience in energy conservation
- Have worked in over 20,000 facilities
- 1200+ areas are evaluated
- Program results in 20 – 30% reduction in utility consumption — **even 60%**
- Savings can be reinvested in more important priorities
- Program is funded out of existing utility budget



Cenergistic's Process

Cenergistic implements a powerful, proven process that consistently turns behavioral recommendations into real utility savings.

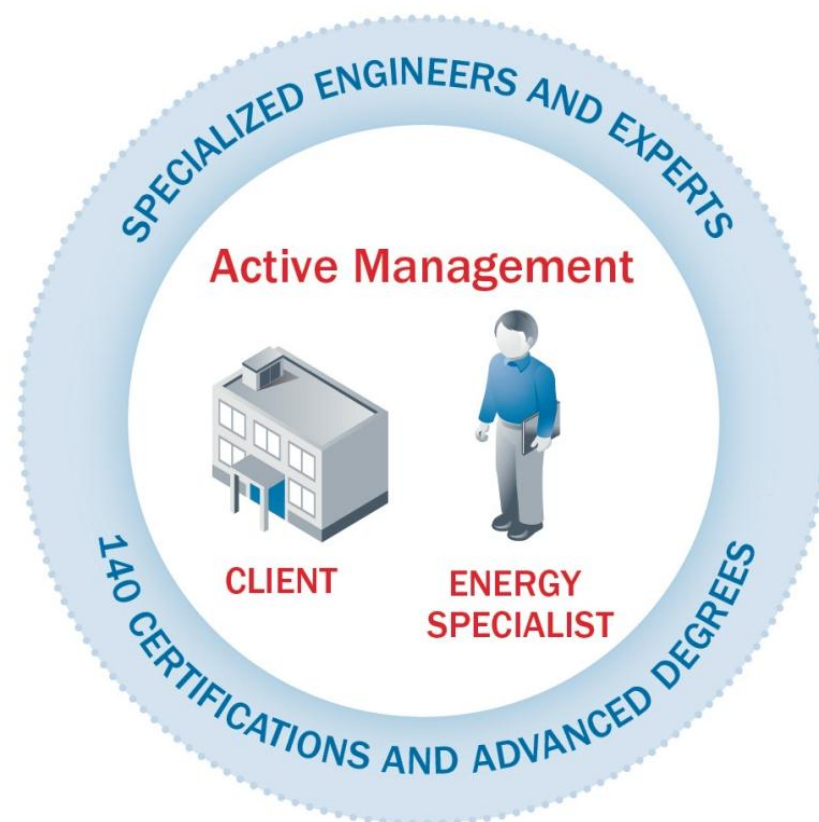
Our **Cenergistic energy management program** changes consumption behavior by focusing on four critical components ...



Assessment & Planning

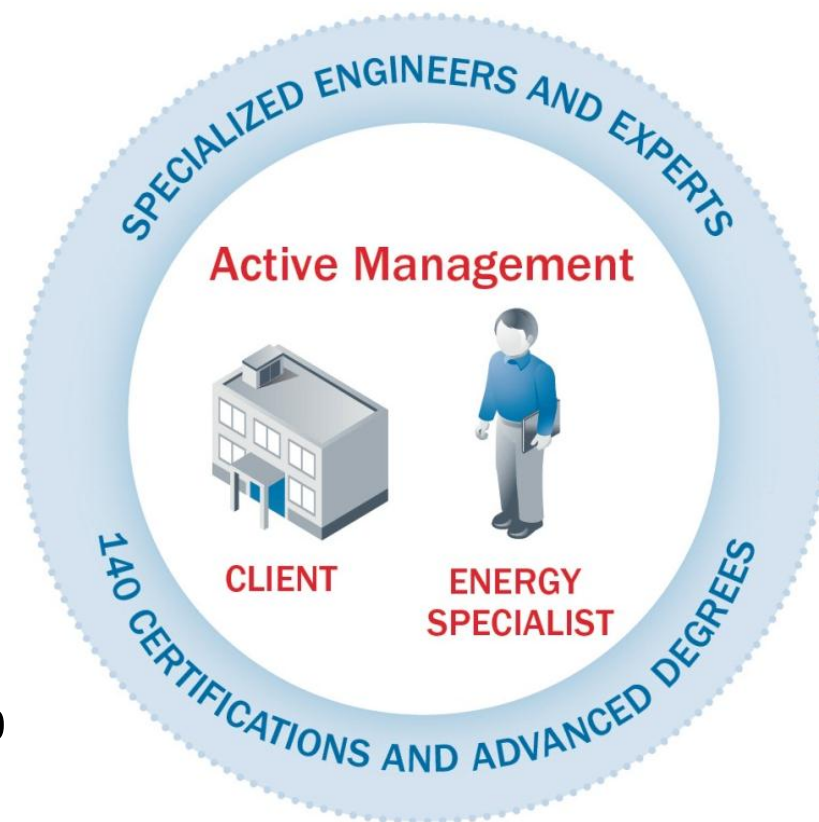
We train the ES to conduct ongoing audits of every facility

- How is energy being used and wasted
- How are systems configured
- Who uses the building
- When is it occupied
- What equipment isn't working/running correctly
- Where is there opportunity to save?



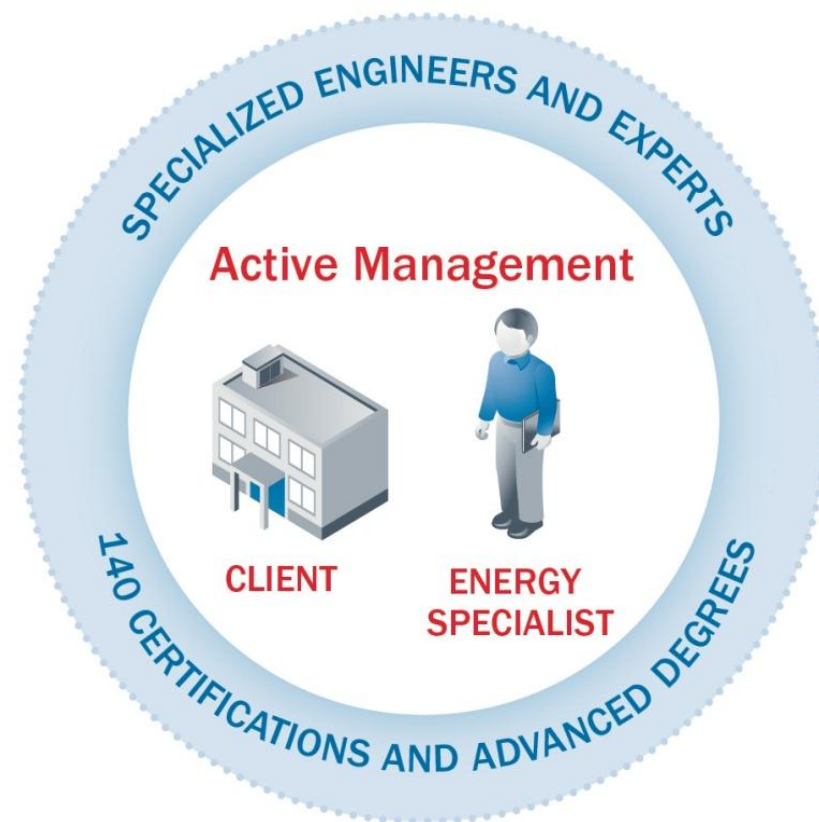
Coordination & Communication

- We leverage your communication skills to encourage change
- Everyone who uses energy must be part of the solution
- Communication is primarily done one-on-one
- Communication is mainly positive and encouraging
- Requires some presentations to group and board



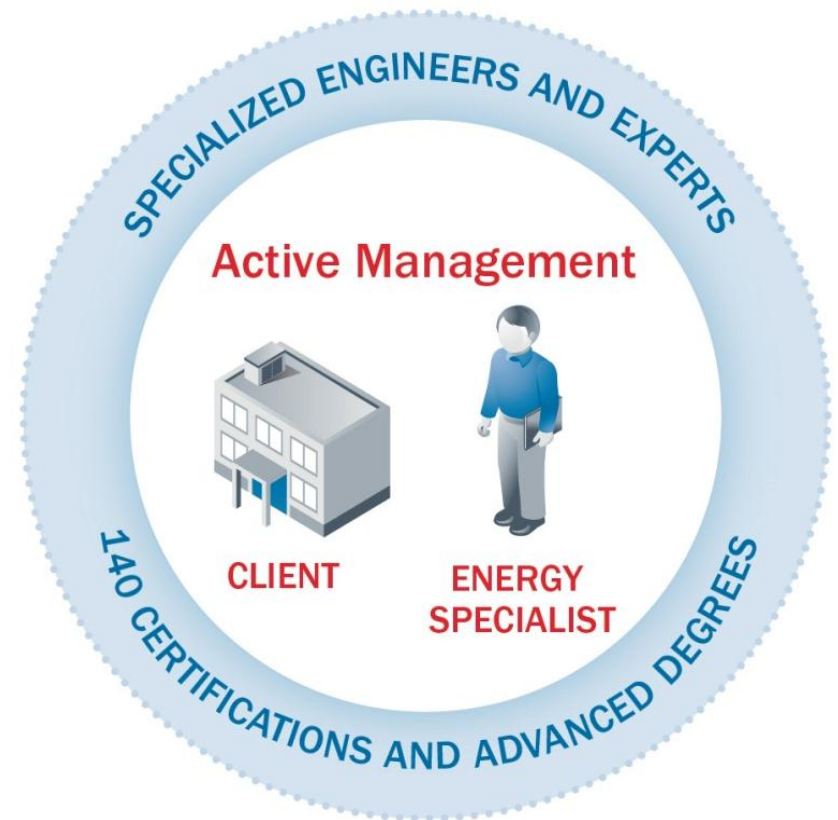
Leadership & Focus

- You are the primary liaison between Cenergistic and your organization
- Flexibility in work hours
- Hands-on support for your program
- Lots of training
- Great relationships
- Wonderful community



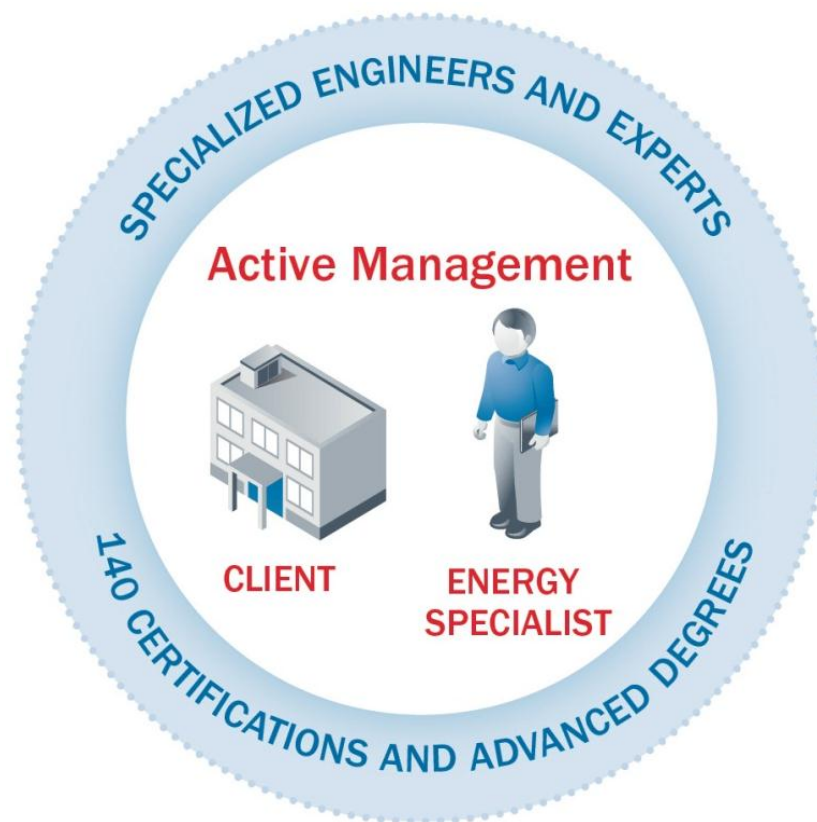
Measurement & Verification

- You license utility accounting software (EnergyCAP® Pro)
- Software is based on industry standards for measuring savings
- Data is entered by the ES directly from your utility bills
- Adjustments are made to account for non-program variance
- Reports show reduced consumption and savings from behavioral changes



Energy Specialist Position

- Seeking 1 full time position
- The ES will be employed by Cenergistic.
- Training and assistance provided on site by Cenergistic as well as several training opportunities off site through the course of the program.



Energy Specialist Position

- Flexible hours ... unoccupied times ... year 'round duties
- National Training Conferences throughout the year.
- Acceptance of non-compete / non-disclosure agreement.

Energy Specialist Success Factors

- Track record of creating organization-wide support
- Possess excellent time-management skills
- Three years or more experience in the organization is a plus
- People skills and enthusiasm for helping others
- Independent worker — self-starter

Energy Specialist Success Factors

- Motivates and leads others to change
- Understand and analyze technical information
- Exercise good judgment
- Computer skills
- Enthusiasm for the environment

Energy Specialist — A Day in the Life

Communications

- Continuously meet with and update custodians, leadership and staff
- Liaison for maintenance and facilities support
- Positive approach on opportunities to save
- Public Relations — Board updates, local media, community, internal staff

Energy Specialist — A Day in the Life

Site Audits — 80%

- Focus on unoccupied times
- 20-30 audits per week
- Equipment operation review

Data Analysis — 20%

- Utility trends
- Special Savings
- Benchmarking

The Results: Green is Green®

Does good things for the environment.

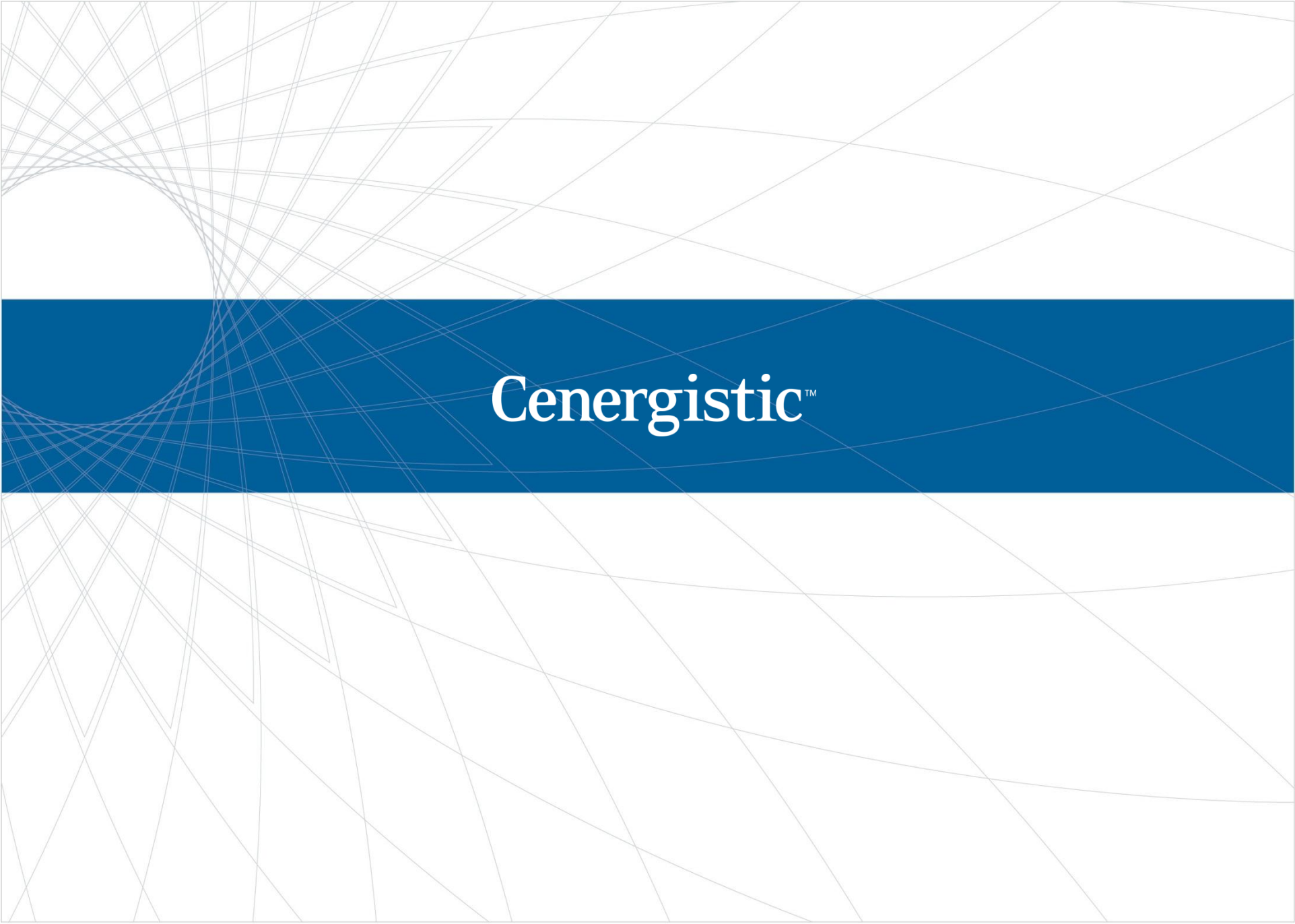
That equate to:

- Taking cars off the road
- Planting trees
- Lowering our carbon footprint

Saving money allows you to:

- Preserve and even enhance salaries and benefits
- Preserve important programs
- Fund new equipment

Cenergistic conservatively projects: **\$6.4M in net savings** over the next 10 years



Cenergistic™