

## Commercial Energy Solutions

The world is a complicated place and getting more complicated every day. War, Crippling poverty, Geopolitical strife, Climate change and growing third world industry threaten the world's stability. Every day we hear more and more about Global Warming, the Keystone Pipeline and Emerging Economies. 7 billion people trying to live their lives through it all. How will we be able to sustain it all with a limited supply of energy? Will we be able to? These are big, troubling questions, indeed.

At the center of it all is **Energy**. How we get from point A to point B every day? How we keep our food fresh? How we see at night? How we entertain ourselves? How we stay warm in the winter and cool in the summer? Everything we see, everything we eat, how we get around, how we survive is determined by ENERGY. Energy propels our transportation. Energy runs our refrigeration. Energy powers our media. Energy lights our way.

### Make energy the solution, not the problem!

In today's volatile energy market, businesses are faced with many challenges:

- Corporate budgets leave little room for error in energy decision-making.
- Fluctuating energy prices and market volatility are constantly threatening profitability.
- Reducing energy use through cost effective energy management programs is critically important for a company's bottom line.
- Sustainable business drivers are becoming increasingly important differentiators in today's business environment.
- Corporate energy information is often incomplete or unable to be leveraged to support important energy management decisions.

### We want to help you make the right choices.

The complexity of meeting these challenges is daunting when budgets are tight and existing resources are stretched. Successful companies rely on our suite of energy consulting services. We have been "fine tuning" our Energy Consulting Services by staying informed about today's cutting edge alternatives for achieving sustainable energy cost management. We have saved companies, just like yours, through practical and cost-conscious energy management solutions.

### We can help you ask the right questions:

- **Do we manage our energy? Are we using energy efficiently?** Through our energy management portal, you can see how you are using energy, when you use it, compare one facility to another. Incorporate benchmarking into new energy initiatives. Create valuable reporting.
- **Is our equipment cost-effective?** Tobelmann Energy Brokers can help you evaluate your lighting and HVAC and recommend necessary upgrades or enhancements.
- **Are we taking advantage of Demand Side opportunities?** Curtailment can put money back into your company coffers. Our Automated Demand Response program makes curtailment hands-off and seamless.
- **Are my energy purchases practical? Do we understand the contract? Are we getting a good price?** We can help you navigate the subtleties of energy choice so that you have the peace of mind that you are doing your part by taking control of your own energy independence.

## Our Consulting Suite of Services

Energy issues can best be addressed with consulting help since it is a highly specialized expertise that most companies cannot afford to bring in house. Our energy management consulting services will ensure that energy considerations can be integrated with company operations decision-making, both day-to-day along with future plant projects.

Our Energy Consulting service is essentially the “umbrella” service that we offer on an outsource/consulting basis which brings in the various other specific services that you see below. This way you have the significant expertise and capabilities when you need them, but do not have to pay for them when you don’t. Our solutions help you take control of energy use and costs, realize your immediate opportunities, justify and prioritize your investments, and achieve continuous energy improvement.

Our full range of energy services will allow you to fully incorporate energy considerations in your operations and decision-making, for a comprehensive solution that includes energy costs. Our experience in energy procurement, facilities engineering, environmental management, energy conservation, cogeneration, and demand response are well known and recognized in the industry. This multifaceted experience enables us to deliver superior integrated solutions.



We always work to make sure that energy improvements [that we recommend] pay for themselves. This is certainly achievable for the kinds of energy improvement options that we identify from our tour and in our Benchmark Report.

- **Energy Auditing** returns value many times its cost through identification of low cost and no cost energy conservation measures. It provides an invaluable road map to future energy planning.
- **Energy Procurement** is more than just price. It is contract terms that avoid traps. It is integration with Demand Response and Load Management through the Tobelmann **Energy Portal**.
- **Energy Benchmarking** is simply the easiest way to determine efficient energy usage and if there is any room for improvement.
- **Energy Bill Auditing** can determine if your utility is billing you correctly and if you are due any refunds. 80% of utility customers are overcharged due to calculation errors.
- **Energy Management Service** in an online portal where you can track your energy usage, print utility bills, run energy related reports will keep you on track to meet your energy budgeting goals.
- **Energy Efficiency Consulting** can show you how to gain financial incentives for installing energy-efficient solutions.
- **Demand Response** is a solution which reacts to requests for reduction in demand and simultaneously augments operations.

## Energy Auditing

The term “Energy Audit” is an established term within the energy management industry. There is a well-recognized organization that has developed a standard set of procedures and formats to use for an energy audit (American Society of Heating, Refrigerating and Air-Conditioning Engineers, ASHRAE). ASHRAE has three levels of energy audits, which increase in complexity and cost as you go from Level 1 to Level 3.

Level 1 – Energy Survey and Recommendations  
Level 2 – Energy Survey and Engineering Analysis  
Level 3 – Detailed Analysis of Capital-Intensive Modifications

In a **Level 1 Energy Audit**, the building’s energy cost and efficiency are assessed by analyzing energy bills and conducting an on-site survey of the buildings. A Level 1 energy survey will identify where energy is used inefficiently, as well as low-cost to no-cost measures for improving energy efficiency and save even more costs.

Because calculations at this level of energy assessment are basic, identified saving and cost information is approximate. This level of energy assessment may also identify, in a preliminary sense, capital improvements that merit further consideration for achieving even greater energy efficiency for the building.

While these savings opportunities would involve capital funding, we understand that these are not a priority right now. But to truly be a baseline for the future, we will nonetheless identify these savings opportunities as a part of this project.



A **Level 2 Energy Audit** is a more detailed Survey and Energy Analysis involving a Technical Analysis for Each Energy Management Opportunity. The Energy Audit will provide:

- A detailed understanding of how the energy within the building is being used
- Equipment/Systems evaluations (actual operating conditions, consumption and demand profiles during peak periods)
- Recommendations (operational, replacement, and retrofit opportunities)
- Energy Savings Project cost estimates and simple payback calculations

A **Level 3 Energy Audit** is the most detailed Audit involving an Engineering Analysis focused on potential capital-intensive Projects that were identified in the Level 2 Audit. The Level 3 Audit is an expansion on the other two Audits in that it requires:

- More detailed data collection and analysis
- Detailed project cost and savings calculations and Project management support
- High precision cost and savings calculations

## Level 1 Energy Audit

There are three basic parts of a Level 1 energy audit done pursuant to the national standards:

1. Energy Use Analysis
2. Facility Inspection and Assessment
3. Findings and Report Preparation



### 1 Energy Use Analysis

- Gather and evaluate the physical characteristics of the buildings and their usages
- Gather and assemble utility bills
- Determine the buildings' Energy Use Index (EUI)

### 2 Facility Inspection and Assessment

- Tour the buildings to evaluate their construction, equipment, operation and maintenance.
- Meet with building manager(s) to learn of special energy or maintenance issues, or planned improvements to the building.
- Identify low-cost/no-cost energy improvements for the building or its O&M procedures.
- Estimate the approximate savings that could result from those changes.
- Identify any additional capital improvements for further study and the potential energy cost savings that they could provide.

### 3 Energy Audit Report

- Discussion of the building's EUI along with the EUI's of similar buildings
- Identify a reasonable target EUI, based on EUI information for other similar buildings along with the unique operating characteristics of the particular building.
- Identify a) energy cost savings that can be found right now and b) the savings in current energy costs that would be achieved if the building would meet its target EUI
- A listing of low-cost/no-cost changes along with estimated savings for these improvements
- A summary of any special energy issues or needs identified during the building inspection and assessment, including revisions to O&M procedures to reduce energy costs
- Identify potential capital improvements, with an initial rough estimate of their costs and potential savings

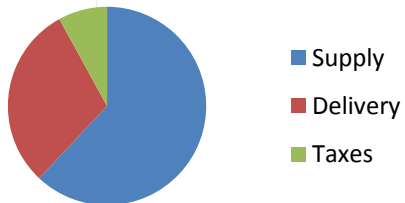
A Level 1 Energy Audit will generally cost approximately 8-10 cents per square foot.

## Energy Choice

**Your utility bill** is comprised of three major components:

- **Energy Supply (generation):** the cost of the electricity or natural gas that you consume
- **Delivery (transmission):** the cost of delivering the energy to your location
- **Taxes:** state and municipal taxes

### Components



### In deregulated markets:

- Utilities no longer own power plants.
- Utility rates change every three - four months on average.
- Utilities purchase energy from the wholesale market just like 3<sup>rd</sup> party suppliers.

### Why pay more than you have to

Utilities are prohibited from making a profit on the energy they supply and so have no incentive to be diligent with their market purchases. Whether they buy high or low, that cost along with their large overhead is passed onto their customers (*utilities only profit on the delivery of electricity & gas to your location*).

### TOBELMANN ENERGY BROKERS:

- Has the experience, knowledge and relationships to help your business successfully navigate today's energy marketplace. We procure energy for any size business.
- Is independently operated and is not affiliated with any of the energy supply companies – promoting a high level of competitive bidding by multiple suppliers in all deregulated states.
- Turns your electric & gas expense into a business opportunity by using a customized approach to electricity procurement and management. Our Preferred Suppliers offer a variety of energy products for businesses of any size. We also provide assistance in choosing the right energy product to fit a company's risk and price preference.
- ✓ Fixed Rate Plan: budget certainty with locked in periods up to 10 years
- ✓ Variable Rate Plan: shorter contract length with the ability to quickly react to market price signals
- ✓ Combination Plan: flexibility to fix any % of usage with a hedge against full market exposure
- Can provide your company with an energy management portal which enables you to review your energy purchases, monitor your usage, use benchmarking tools and manage your energy productively.

## Energy Benchmarking FAQs

### What is an Energy Benchmark?

- A view of the energy usage profile of your operations compared to similar businesses and companies
- Shows areas of current consumption that can be focused on to provide cost savings
- Serves as a baseline against which future improvements and operational changes can be measured
- Results presented to you as a “score”, 1 to 100
- Some cities, like Philadelphia in 2013, are now making this mandatory for commercial and industrial buildings.



### What does my Energy Benchmark give me that is useful?

- The benchmark gives you a measure of your comparable energy use. You can't manage what you don't measure.
- The benchmark gives you a picture of your energy use compared to your industry peers and competitors.
- Your benchmark helps you answer the question, “Is my energy bill too high?”

### What does my Energy Benchmark “Score” mean?

- Your score is a number from 1 to 100.
- A score of 45 means that your building is performing better than 45% of your industry peers and competitors.
- Looking at this another way, a Benchmark score of 45 means that 55% of your peers and competitors are spending less each month on energy than you are.

### Am I wasting energy and losing money?

- Roughly one-third of energy used in a typical building is used unnecessarily.
- The most energy-efficient buildings in America can use 35 percent less energy than typical buildings.
- Today no company can afford to ignore this kind of unnecessary cost.

***When companies realize how quickly they can get 10 and even 20 percent energy savings, it becomes clear that it does not make sense to give competitors such a large advantage when it comes to energy costs and business profits.***

## COMPREHENSIVE UTILITY BILL AUDITING

On average, **80%** of organizations are overcharged on utility expenses due to calculation errors and discrepancies billed by the utility providers. We work with organizations to remove errors and overcharges within the utility invoices. We will have the suppliers provide you a refund on errors and create uncontested reductions in your monthly bill by removing unnecessary charges.

### Types of common errors found:

- Incorrect Rate Schedule
- Hidden telecom PICC charges
- Incorrect tax classifications
- Telephone cramming charges
- Charges on unused/old lines
- Excessive surcharges



### Reduce your rates

Simply save money by finding ways to reduce how much you pay per minute for telecom or kwh/dth for electric/gas. There are a multitude of 3rd party suppliers that offer competitive rates and options. As a government entity, you may leverage your off-peak lighting & sewer usage to obtain even lower rates from the suppliers.

### Recapture Overcharges & Errors!

Our utility bill audit will rectify and refund any errors and overcharges in your utility invoices. Directly add to your bottom line by removing charges you no longer need to pay for and be certain that all of your invoices are 100% accurate before trying to negotiate lower rates.

### About Our Team

We strive to build strong client relationships; our reputation and your satisfaction is our top priority. Our auditing team has over 35 years of combined experience performing audits. They have performed audits in 48 states, as well as in Mexico and Canada, and within virtually every type of industry. We do not use software programs to target the low hanging fruit, but instead every audit gets analyzed by our experienced auditing team which is why 80% of our audits result in findings!

### Why Do You Need An Audit?

Many of today's companies fail to realize the importance of auditing utility and telecom budgets and the accompanying monthly charges. Too often spending in this category is not verified due to an assumption of accuracy and cost efficiency. We often hear **"as long as it looks right, we pay them."** The utility company's position is that it is your responsibility to verify your bills. By assuming your bills are correct or there is nothing you can do leaves your company vulnerable to errors and overcharges. An audit may be the best thing you can do now, with the potential of refunds and savings going straight to your bottom line.

### No Risk. No Obligation. No Out-of-Pocket Costs. Purely Contingent Based!

All we need is a copy of your utility/telecom invoices and any associated contracts. There are no consulting fees or hidden charges, we are purely contingent based. There is absolutely no risk on your behalf. We will present our findings to you for approval before any errors will be removed or changes will be made.

## Energy Efficiency Services

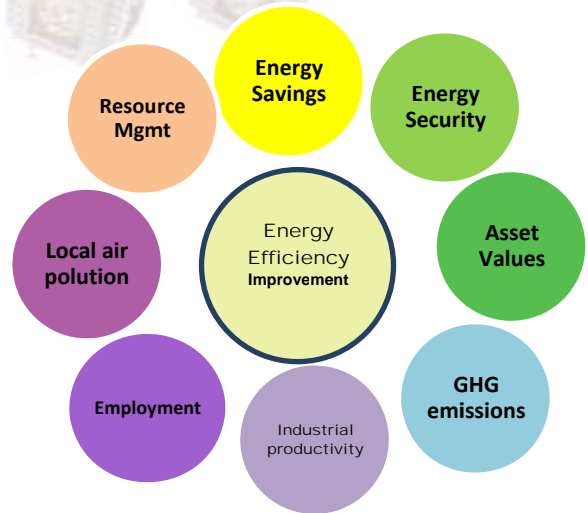
Energy issues can best be addressed with consulting help since it is an expertise that most companies cannot afford to bring in house. Energy considerations can be integrated with future plant projects to ensure that energy costs are considered for these projects.

### Risk Management

Our focus is on risk management and the protection of your financial and operational integrity. Implementing an energy risk management program can protect you from the negative financial and operational impacts of exposure to the energy markets. We can effectively mitigate those risks through customized energy management recommendations based on quantifiable data.

### Project Analysis

Once we have completed the benchmark and audit phases, we can make the kind of educated recommendations that provide the best bang for your buck with the least amount of risk. We are trained and experienced in the availability of financing and rebates to ensure that our recommended projects and energy improvements pay for themselves. Proper energy conservation scope development coupled with proper vendor selection results in more efficient equipment at a lower cost.



## Energy Measures

Tobelman Energy Brokers will provide an analysis with step by step measures to improve efficiency, lower your costs and increase your bottom line - steps that can be made to improve lighting, HVAC, water usage, energy purchasing and much more. Whatever you require, Tobelman Energy will recommend service providers, manage their progress and assist in any contractual arrangements made.

## Energy Rebate Consulting

Your local utility may offer rebates for energy efficiency projects. From switching out light bulbs for energy efficient lighting to upgrading chillers, walk in refrigerators or installing occupancy sensors, we can assist in applying for the rebates. Proactive energy planning maximizes rebate opportunities. Rebate programs change from year to year and some rebate programs close in a matter of hours or days. These fast closing programs pay over 50% or more of project costs.



## Data & Energy Management Services

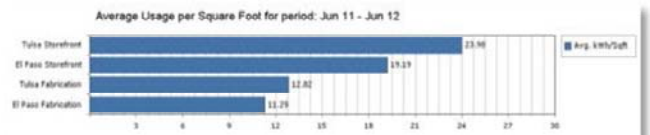
### Energy Analytics

The Utility eXpert (TUX) provides benchmarking reports around energy usage, tracking of energy efficiency initiatives and customizable reporting to suit your business requirements. The system organizes data into focused and easy-to-understand graphs and reports that can be shared internally or with management.



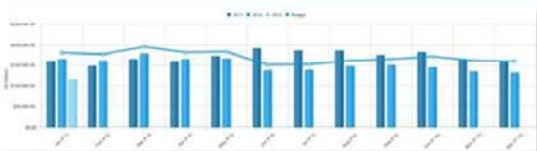
### Facility Benchmarking

The TUX facility benchmarking tool helps identify a baseline for energy management initiatives. The tool can provide a comparison of baseline to current performance and also compare facilities to one another using a set metric, such as dollars per square foot or dollars per unit of product. TUX helps you identify the value of implementing energy conservation measures such as Energy Star scoring, facility upgrades or operational changes.



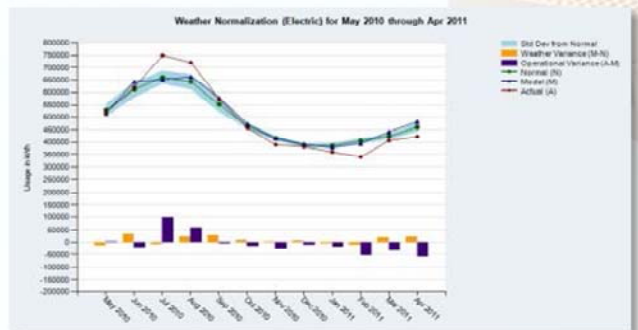
### Budgeting

TUX offers the ability to plan for your energy expenses based on past usage and performance. The system can track a preliminary budget over actual and historical real time data, weather normalize your energy usage and forecast pricing.



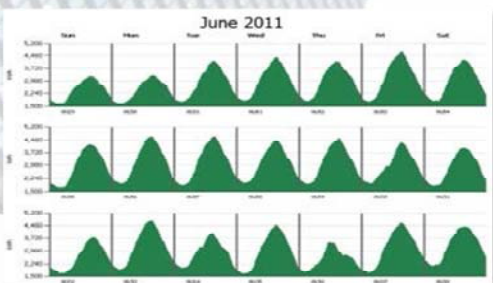
### Weather Normalization

TUX weather normalizes your daily energy data for more accurate year-over-year comparisons. This feature highlights energy variances due to weather and allows for isolation of operational variances.



### Interval Data Reporting

Interval data is extremely helpful in identifying energy usage anomalies and demand spikes in small increments of time. TUX captures data in these intervals and provides various reports and graphs that illustrate usage trends over time.



### Tariff Analysis

TUX can ensure that your utility bills are correct and based upon the applicable tariff. Our staff can also confirm that you are utilizing the best tariff to minimize cost. We compare current billed rates to alternative tariffs, included bundled versus unbundled rates, time of use and other alternatives to confirm the best tariff option for each account.



## Automated Demand Response

### Hands-Off Energy Management Strategy

Our automated demand response offering maximizes the economic benefit of energy reduction through demand response and index price participation and enhances the marketing benefit of your energy efficiency initiatives.

The strength behind our solution is the controller, a proprietary hardware system which interfaces with energy markets and demand response programs across North America to capture every energy incentive available to you. Participation in our ADR solution simplifies energy incentive programs to meet your goals, automates program participation according to your needs and eliminates the burden of data management and reporting.

**Strength in Automation** Our ADR solution and its patented control algorithms are designed to leverage your existing infrastructure and enable hands-off participation in the incentive programs that compliment your operations. Our system automatically and intelligently notifies personnel, adjusts energy usage and reports the benefits of participation – allowing you to focus on running your business.



### Facility-Specific Solutions

Each facility is unique in its energy reduction capabilities. Prior to participation, we will work with your facility managers to ensure that your customized load reduction strategy meets your needs and maintains customer comfort. Our Energy System will also proactively notify employees of each energy reduction event so they are aware of your participation.



## The Power of Aggregation

One key to our Energy System is the ability to optimize your benefits by aggregating your regional load reduction capability. Aggregating your load reduction capacity across multiple locations maximizes your financial incentives and your contribution to grid reliability. In addition, you will receive enterprise-level real time power monitoring that gives you valuable data at a portfolio level and facility level for customizing your energy procurement strategies

## Valuable Marketing Information

Another benefit to participating in energy incentive programs is the inherent marketing opportunity associated with reducing energy usage. We will partner with you to quantify how your efforts are helping the environment, develop marketing materials that let your customers know you are doing your part to help the community and help you realize your corporate social responsibility initiatives.

## Go Green

Participation in demand response and index price control programs are an important part of sustainability initiatives. Your targeted reductions in energy usage help reduce our dependence on “peaking” power plants that have the worst output of toxic pollutants. We will work with you to quantify how your energy initiatives contribute to your environmental and social responsibility goals.