

CEES-Advisors ENERGY & SUSTAINABILITY SERVICES (ESS)

ENERGY AND SUSTAINABILITY SERVICES

CEES-ADVISORS serves as the focal point in developing lasting strategies improving energy efficiency, water conservation, waste management, tenant and employee education, and well as implementing other sustainability initiatives. Our goal is to assist your organization in achieving high energy efficiency performance and sustainability in all areas of your operations.

CEES-ADVISORS is pleased to announce to its clients, partners and other real estate leaders that its Energy & Sustainability Services are available and based out of the San Francisco Bay Area in California. With ongoing success stories in transforming inefficient properties into highly efficient building operations, **Founder Carlos Santamaria, LEED AP** and CEES-ADVISORS continues to deliver best in class results. In response to escalating energy costs and the increasing concern for organizations to develop and or enhance sustainability, our team of knowledgeable professionals can quickly develop a comprehensive Energy & Sustainability Plan that meets the requirements of current and proposed energy related legislation maximizing cost saving opportunities.

SUSTAINABLE PRACTICES

CEES-ADVISORS is dedicated to pursuing programs and practices that demonstrate responsible leadership that preserves and enhances a sustainable work environment for our client's employees, tenants, and customers. We are committed to partnering with other proven leaders, contractors and service providers to create successful results in sustainability throughout our industry.

As an EPA ENERGY STAR Partner, U.S. Green Building Council member, Flex Your Power Best Practices Guide contributor, Building Owners & Manager Association member and Department of Energy – Better Buildings Alliance, CEES-ADVISORS focuses on energy and sustainability programs and operational best practices that demonstrate responsible leadership and industry leading solutions.

Please view the following energy & sustainability services and initiatives provided by CEES-ADVISORS.

ENERGY EFFICIENCY PROGRAM DEVELOPMENT

The CEES-ADVISORS team works with industry leading partners towards providing customers with a wide range of energy & sustainable solutions that fit each property and operation. Our primary goal is to conserve energy and reduce operating costs while assisting and leading the process towards improved sustainability practices. As part of this strategy, CEES-ADVISORS will identify potential revenue streams not previously tapped into at your property increasing asset profitability by \$0.50 - \$2.00 sf. In most cases, identified operational best practices that are no-low cost recommendations translate into \$0.50 - \$0.75 sf. within 6-months.

CEES-ADVISORS uses proven financial tools and operational best practices towards obtaining these results.

These Activities & Solutions include:

- Energy management program and policy development
- ASHRAE Level I, II & III building audits & inspections
- Energy upgrades project management and coordination
- Evaluation and implementation of new technologies
- Deployment of operational best practices
- HVAC system optimization enhancements

CHANNEL PARTNER – TECHNICAL RESOURCE & BUSINESS DEVELOPMENT

We recognize that every vendor or service provider has unique needs, so we provide a wide range of tools, resources and support to help drive your business so you can meet and surpass your sustainability and energy efficiency goals with clients. CEES-ADVISORS will provide the necessary expertise in assisting your company to enhance marketing and expose your energy related products and or services within the built environment and real estate industry. Whether it is commercial, industrial, retail, hospitality or educational institutions, CEES-ADVISORS can provide the technical assistance and direction allowing for a broader application and product exposure to take place.

Please contact us to discuss this channel partner value proposition.

LEED ADVISORY SERVICES

CEES-ADVISORS's LEED Associate Professionals (AP) have over 30 years of experience in the commercial real estate industry involved with new construction, major equipment retrofits, and tenant improvements involving LEED requirements. Below are the area's we're we can assist:

- New construction (LEED-NC, CS, CI)
- Existing buildings (LEED-EBOM)
- Certification support – High level advice
- Data collection, analysis, tracking and management
- Portfolio program development and implementation

WATER CONSERVATION

CEES-ADVISORS water conservation recommendations include numerous strategies in looking at **source reduction** along with **use consumption**. Water saving devices, the use of reclaimed water and zero-bleed HVAC equipment and controls are essential in how we reduce and save these precious resources. CEES-ADVISORS can provide the direction helping clients to adopt baseline goals in their buildings reducing a minimum of 30 percent water reduction during the first year.

GREEN CLEANING & DAYLIGHT CLEANING

CEES-ADVISORS has experience in converting nighttime cleaning at a major real estate corporate headquarters resulting in a \$0.12/sf reduction in energy costs and \$0.34/sf in Janitorial/Security costs totaling \$0.46/sf. This has led to the successful portfolio wide integration of a sustainable green cleaning standard approved by the USGBC and EPA.

In successfully leading the implementation of Daylight Cleaning operations at other building operations, CEES-ADVISORS can assist in the same successful conversion at your facility.

WASTE MANAGEMENT

Disposal of materials represents an increasing cost to the environment and to operations. CEES-ADVISORS can assist you in starting and implementing a comprehensive “waste management program” quickly and seamlessly resulting in a 50 percent waste reduction and diversion rate within the first 6-12 months. Programs we can assist with include recycling, construction demolition debris recycling, E-Waste and composting.

MAINTAINING SUSTAINABLE SITES

At each and every building location you select to undergo a sustainability transformation, we will implement a comprehensive program aimed towards reducing site disturbance and impact from outdoor operations. This includes landscape operations & janitorial practices.

GREEN BUILD AND ENERGY POLICY STANDARDS

CEES-ADVISORS are committed to you in developing and renovating your existing buildings using resources efficiently and responsibly transforming them into highly efficient operations. Each new building assignment or renovation will be evaluated with the objective of meeting standards

consistent with the U.S. Green Building Council (USGBC) Leadership in Energy and Environmental Design (LEED) standards or comparable.

UTILITY METERING

Each facility will be evaluated with the goal of increasing metered utility data collection and automated billing practices saving dollars, administration time and better utilization of data mining in energy reduction strategies. This too will prepare your building to be Smart-Grid ready.

As part of the CEES-ADVISORS energy audit process, *energy use breakdowns* will be identified for major energy use loads more accurately defining cost saving opportunities. Recommendations will be made detailing the most effective sub-meter technologies and applications. In all cases, opportunities will be identified maximizing additional revenue.

ENERGY PROCUREMENT

Where de-regulated pricing opportunities exist, CEES-ADVISORS can identify and advise you on those markets where third party purchasing of energy brings value reducing operating expenses. CEES-ADVISORS will also share industry leading programs in energy procurement services providing the lowest utility rates in the market.

RENEWABLE ENERGY

CEES-ADVISORS are committed to improving energy efficiency, reducing consumption and investing in cost effective options for using renewable energy sources. We can advise you on the best sustainability strategy when deciding upon purchasing Renewable Energy Credits (REC's) and or implementing Renewable Energy technologies.

VISIBILITY

CEES-ADVISORS can assist in creating case studies and provide information regarding your specific project or upgrade highlighting progress made showing the transformation of your building or operation. CEES-ADVISORS provide a quarterly report listing industry accomplishments and client highlights.

If you are interested in working with CEES-Advisors towards transforming your properties into high energy efficient and sustainable operations, please contact Carlos Santamaria at: 650-642-4516 or send an email to: csantamaria@cees-advisors.com