

Top Florida Clients

Total State Savings:
\$250,341,564

20+ Clients
 (see list on next page)



CLIENT	PERFORMANCE MONTHS	AMOUNT SAVED	PERCENT SAVED
Sumter County School District	108 months	\$10,491,095	47%
St. Johns County School District	68 months	\$29,213,474	47%
Walton County School District	38 months	\$3,306,596	33%
Charlotte County Public Schools	93 months	\$14,575,834	33%
Liberty County School District	33 months	\$516,059	29%
Wakulla County School District	29 months	\$1,219,798	29%
Madison County District Schools	43 months	\$1,060,461	28%
Sarasota County Schools	74 months	\$20,836,121	27%
Marion County Public Schools	97 months	\$22,250,638	27%
Valencia College	38 months	\$3,602,782	26%
Polk County School Board	267 months	\$79,048,420	25%

Top clients determined by a number of factors. Percentages reflect each program's overall average performance. Savings dollars represent program-to-date results.

Florida Clients

Clients include: (in order of commencement)

Polk County School Board
Escambia County School District
Marion County Public Schools
Sumter County School District
Charlotte County Public Schools
Sarasota County Schools
First Baptist Church of Orlando

St. Johns County School District
First Baptist Church of Indian Rocks
Trinity Baptist Church
First Baptist Church Naples
Madison County District Schools
Valencia College
Walton County, School Board of

Liberty County School District
Wakulla County School District
Nassau County School District
Northwest Florida State College
School District of DeSoto
Stetson University
Pinellas County Schools

Large K-12 Clients

CLIENT	ENROLLMENT	PERFORMANCE MONTHS	AMOUNT SAVED	PERCENT SAVED	STATE
St. Johns County School District	32,936	68 months	\$29,213,474	47%	FL
Weber School District	27,923	132 months	\$22,496,675	36%	UT
Tulsa Public Schools	42,000	48 months	\$14,583,357	36%	OK
Saddleback Valley Unified	32,936	64 months	\$11,478,489	29%	CA
Loudoun County Public Schools	69,000	256 months	\$62,601,600	29%	VA
Long Beach USD	87,499	90 months	\$29,085,876	28%	CA
Sarasota County Schools	41,083	74 months	\$20,836,121	27%	FL
Marion County Public Schools	41,888	97 months	\$22,250,638	27%	FL
Riverside Unified School District	43,000	59 months	\$11,653,798	27%	CA
Polk County School Board	94,000	267 months	\$79,048,420	25%	FL

Top clients determined by a number of factors. Percentages reflect each program's overall average performance. Savings dollars represent program-to-date results.

0215

Large District Key References

St. Johns County School District, Florida: Mr. Tim Forson, Executive Director of Facilities & Operations
40 Orange Street, St. Augustine, Florida 32084, 904.547.7670 — # of Buildings – 51

Weber School District, Utah: Mr. W. Drew Wilson, Administrative Director of Facilities
955 W 12th Street, Ogden, Utah 84404, 801.476.3903 — # of Buildings – 49

Tulsa Public Schools, Oklahoma: Mr. Bob LaBass, Director of Bon Projects and Energy Management
3027 South New Haven, Tulsa, Oklahoma 74147, 918.746.6303 — # of Buildings – 96

Saddleback Valley Unified School District, California: Dr. Clint Harwick, Superintendent
25631 Peter Hartman Way, Mission Viejo, California, 949.586.1234 — # of Buildings – 56

Loudoun County Public Schools, Virginia: Dr. Edgar Hatrick, Superintendent
21000 Education Court, Ashburn, Virginia 20148, 703.771.6410 — # of Buildings – 83

Long Beach Unified School District, California: Mr. Ron Hoppe, Maintenance Director
2425 Webster Avenue, Long Beach, California, 562.997.7504 — # of Buildings – 119

School Board of Polk County, Florida: Dr. Gail F. McKinzie, retired Superintendent
9604 Edmonson Drive, Denton, Texas 76207, 863.255.1478 — # of Buildings – 171

Sarasota County Schools, Florida: Mr. Scott Lempe, Chief Operations Officer
1960 Landings Boulevard, Sarasota, Florida 34231, 341.927.9000 x3110 — # of Buildings – 64

Riverside Unified School District, California: Dr. Kirk Lewis, Assistant Superintendent of Operations
3380 14th St., Riverside, California 92501, 951.788.7135 — # of Buildings – 49

Marion County Public Schools, Florida: Mr. Chester Gregory, Deputy Superintendent, Operations
1105 SW 7th Road, Ocala, Florida 64478, 352.671.7720 — # of Buildings – 67

Top Southern Clients

Total Region Savings:

\$545,887,146

CLIENT	PERFORMANCE MONTHS	AMOUNT SAVED	PERCENT SAVED	STATE
Sumter County School District	108 months	\$10,491,095	47%	FL
St. Johns County School District	68 months	\$29,213,474	47%	FL
Stephens County School System	192 months	\$6,148,338	40%	GA
Coffee County School District	80 months	\$4,639,233	39%	GA
Meriwether County Schools	71 months	\$2,141,377	37%	GA
Searcy Public Schools	39 months	\$1,034,228	35%	AR
Covington County School District	75 months	\$1,327,887	33%	MS
Walton County School District	38 months	\$3,306,596	33%	FL
Troup County School System	51 months	\$4,627,592	33%	GA
Lee County BOE	89 months	\$2,997,213	33%	GA
Charlotte County Public Schools	93 months	\$14,575,834	33%	FL
Phenix City Public Schools	64 months	\$2,673,792	32%	AL

Top clients determined by a number of factors. Percentages reflect each program's overall average performance. Savings dollars represent program-to-date results.

0215

Cenergisttic and ENERGY STAR

The Nation's Top Service and Product Provider



Cenergisttic's program aligns closely with ENERGY STAR® goals: help clients conserve energy while ensuring a safe, comfortable environment. Over the years, Cenergisttic and our clients have tallied up numerous ENERGY STAR recognitions. We are the nation's number one Service and Product Provider for Certification and Leader recognition. Cenergisttic earned the **Partner of the Year – Sustained Excellence Award in 2011, 2012, 2013 and 2014** from ENERGY STAR for “success in capturing substantial long-term energy savings for thousands of client buildings.”

In addition, many Cenergisttic clients have received recognition as ENERGY STAR Partners or Leaders, or have earned the ENERGY STAR Certificate for one or more facilities. Top recognitions include:

- 2011, 2012, 2013 and 2014 Partner of the Year – Sustained Excellence Award and 2009 & 2010 Partner of the Year — **Cenergisttic** (as Energy Education)
- 11 **Oklahoma State University** Residential Halls earned the **ENERGY STAR** — some for multiple years
- 2012, 2013 and 2014 Partner of the Year – Sustained Excellence Award and 2010 & 2011 Partner of the Year — **Loudoun County Schools, Ashburn, Virginia**
- 2014 Partner of the Year — **Mansfield Independent School District, Texas**
- 2013 National Building Competition Winner — **Bloomfield Public School District, Bloomfield, New Jersey**
- 2010 Congregation Award — **Lakewood Church, Houston, Texas**
- 2010 Congregation Award — **First Baptist Church, Orlando, Florida**
- 2009 Partner of the Year — **Whitefish Bay School District, Whitefish Bay, Wisconsin**
- 2009 Congregation Award — **First Baptist Church, Dallas, Texas**
- 2009 Congregation Award — **Cross Church, Springdale, Arkansas**, formerly First Baptist Church and Shiloh Christian School and The Church at Pinnacle Hills
- 2007 Congregation Award — **Prestonwood Baptist Church, Plano, Texas**

In ENERGY STAR's Leader program — recognizing efficiency and reduction in energy use on a portfolio-wide basis — Cenergisttic clients make up 57% of the K12 category.

In ENERGY STAR's Building Certification program — recognizing efficiency in a single building — 52% of all K12 ENERGY STAR building Certifications are for Cenergisttic clients: more than all other service providers combined.

Each award not only recognizes Cenergisttic's achievements in energy conservation, but more importantly the efforts of more than 1,350 clients nationwide in developing and sustaining successful energy conservation programs for the last 29 years.

The Energy Pyramid

No person would ever consider building a pyramid with the peak first. Rather, a pyramid is built base first and then layers are added. Likewise, no one should install a renewable energy project without first implementing programs for energy conservation, energy efficiency, and energy demand.

TIER 4 — RENEWABLE ENERGY

Last to be implemented. When the system is modified to use energy efficiently, less renewable energy is needed.

TIER 3 — ENERGY DEMAND & PROCUREMENT

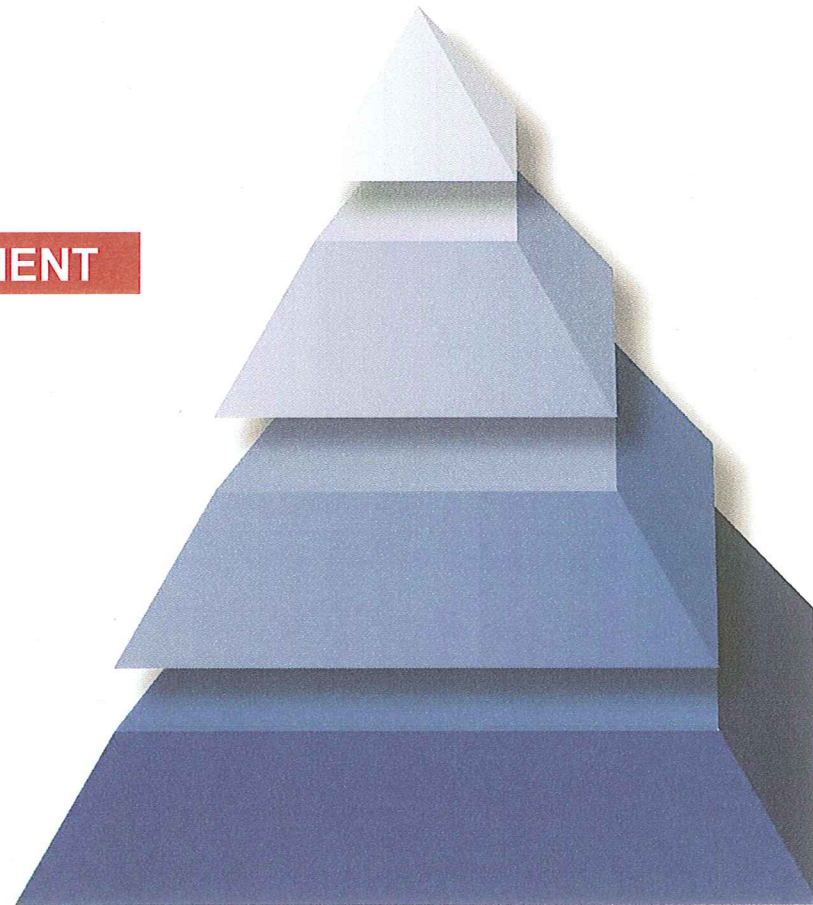
Shifting energy usage when possible to periods with less demand on distribution

TIER 2 — ENERGY EFFICIENCY

Purchasing and installing efficient equipment and processes

TIER 1 — ENERGY CONSERVATION

First implemented. Largely based on behavioral/operational practices.
Best return on investment.

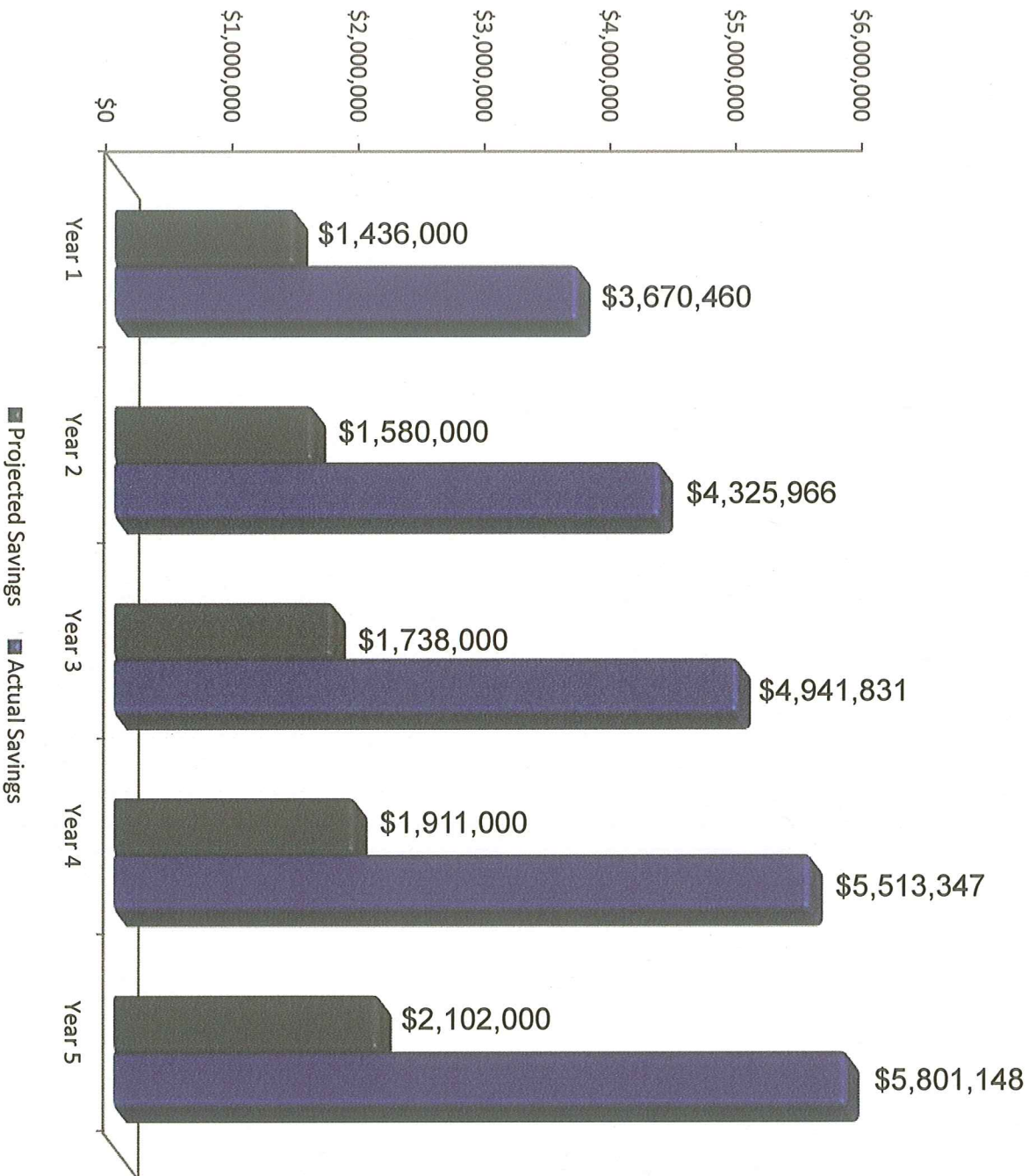


Dr. Dennis Buffington, P.E., CEM, CBE • Department of Agricultural and Biological Engineering, Pennsylvania State University

St. Johns County School District

Projected Savings vs. Actual Savings

Total Savings: \$29,213,474

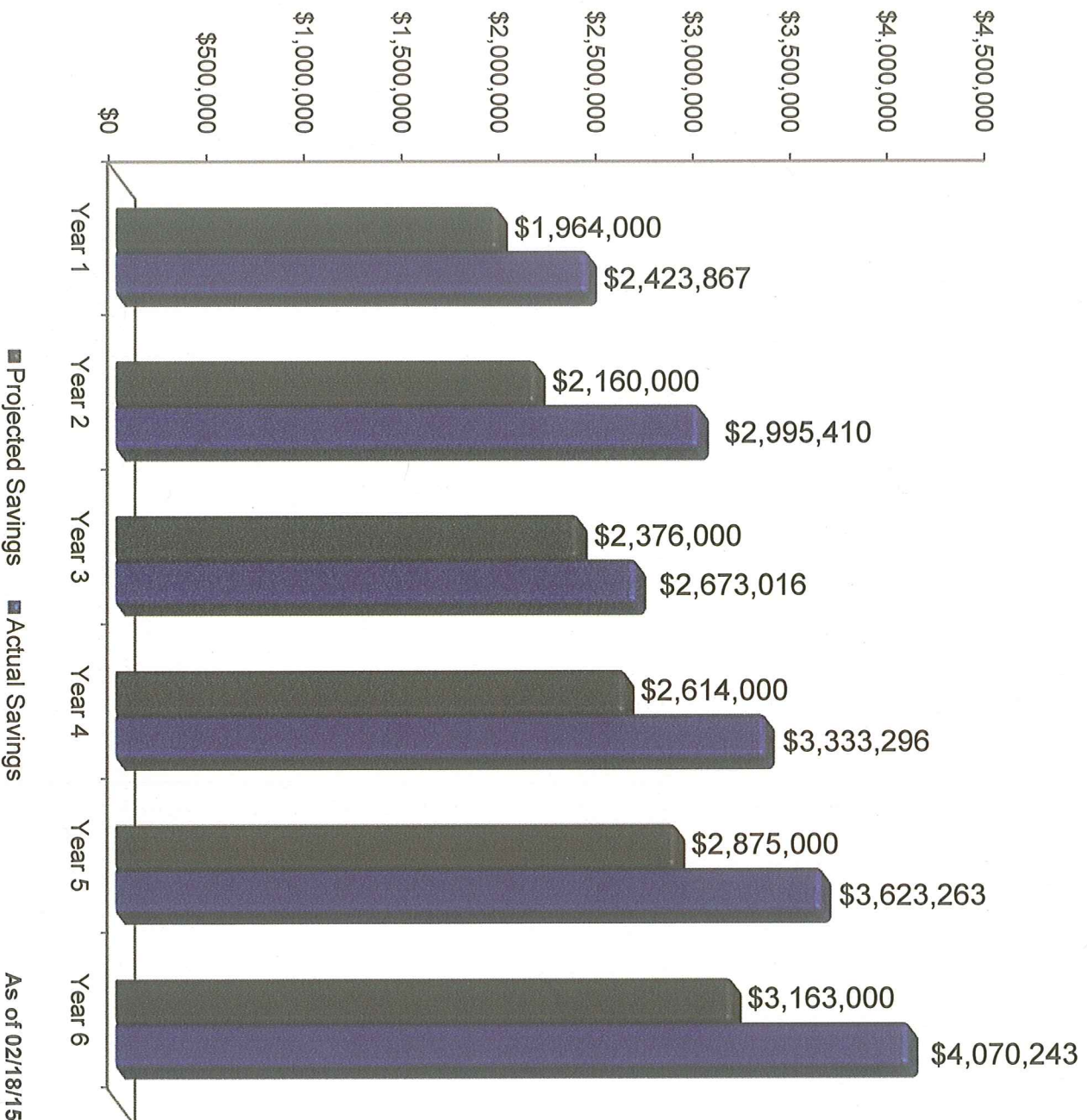


As of 02/18/15

Sarasota County Schools

Projected Savings vs. Actual Savings

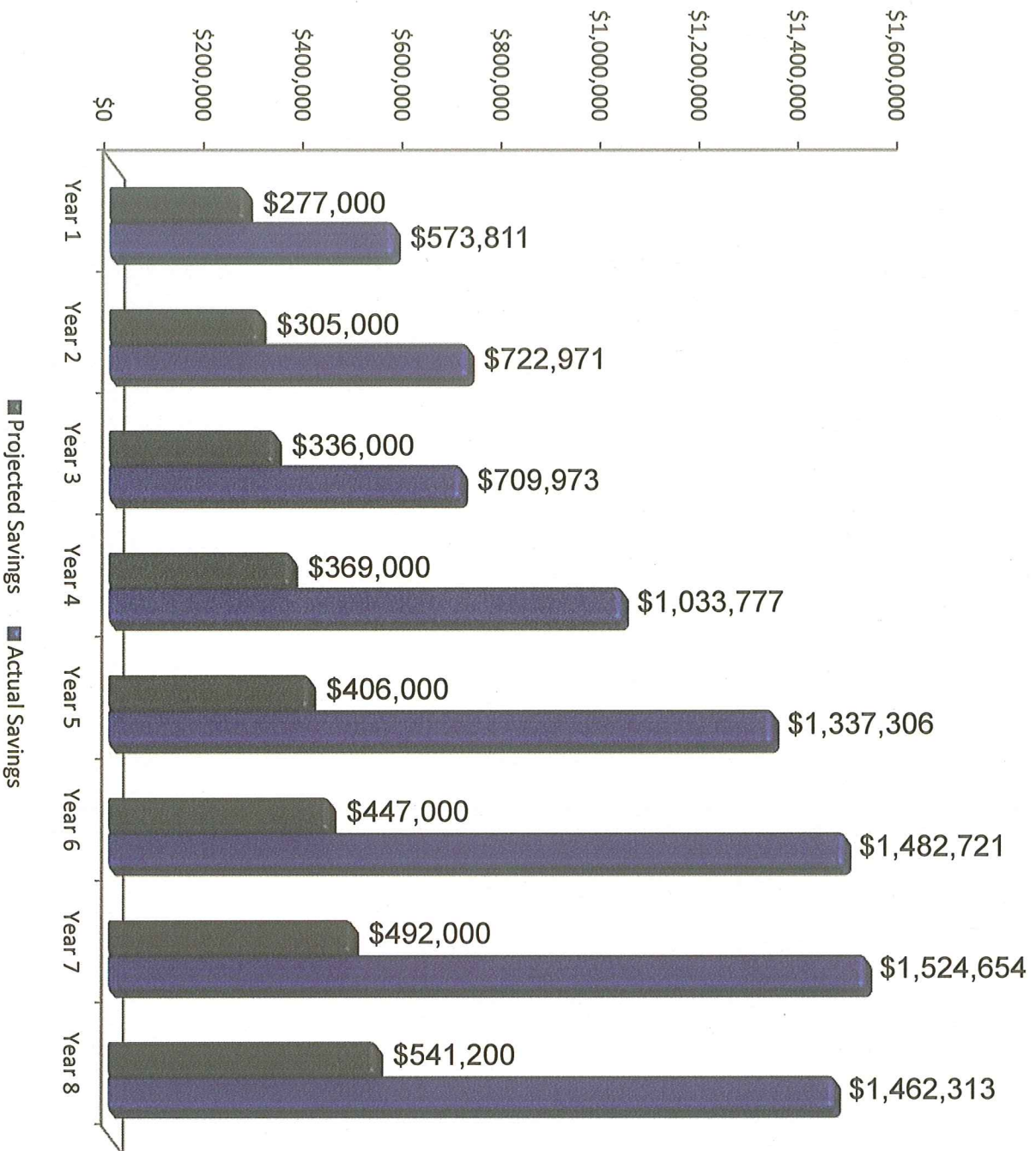
Total Savings: \$20,836,121



Sumter County School District

Projected Savings vs. Actual Savings

Total Savings: \$10,491,095





The Energy Conservation Company

Comparing Behavior-Based Energy Programs

At first glance, you might think all energy conservation programs are equal. They aren't

Attributes	Cenergistic	"Do It Yourself" Programs
Years of Experience Implementing Behavioral Energy Conservation Programs	28	Little-to-no experience
Cenergistic Energy Management program	Yes	No
Behavior-Based Program Clients Nationwide	>1,350	N/A
Substantial Savings Without Replacement of Equipment	Yes	No – usually include equipment
Risk-Free Net Savings Guarantee	Yes	No
Fee-Free Startup Period	Yes	N/A
Up-Front Investment	No	Yes – if buying equipment
Total Reported Savings from Behavior-Based Efforts	\$3.5 Billion	N/A
Clients License Independent M&V Software to Calculate Savings	Yes – EnergyCAP®	Probably not
Percentage of all ENERGY STAR® K-12 Building Certifications	52%	Individual reporting
Typical Savings Level	Overall: 20 – 30+% First Year Avg: 21%	0 – 7%
Cash Flow Positive in 3 – 4 Months	Yes	Unlikely
Many Clients Sustaining Behavior Program for 10+ Years	Yes	No
1,400+ Years of Organizational Behavior-Based Conservation Expertise: 35+ Consultants; 150+ Industry Certifications/Degrees	Yes	No
Building Experience	22,000+	Internal staff – very little
On-Site Commitment	Multiple Monthly Visits With No Ceiling	No support

Do not be confused by different approaches, or fee or contract length differences. No one saves more money or provides more bottom line savings than Cenergistic. No one.

You deserve to work with the company that pioneered behavior-based conservation and offers the longest history of success, the greatest experience, the lowest startup cost, and the best guarantee in the industry. **Cenergistic. Because everyone else is a distant second.**

Cenergistic®

www.cenergistic.com

