

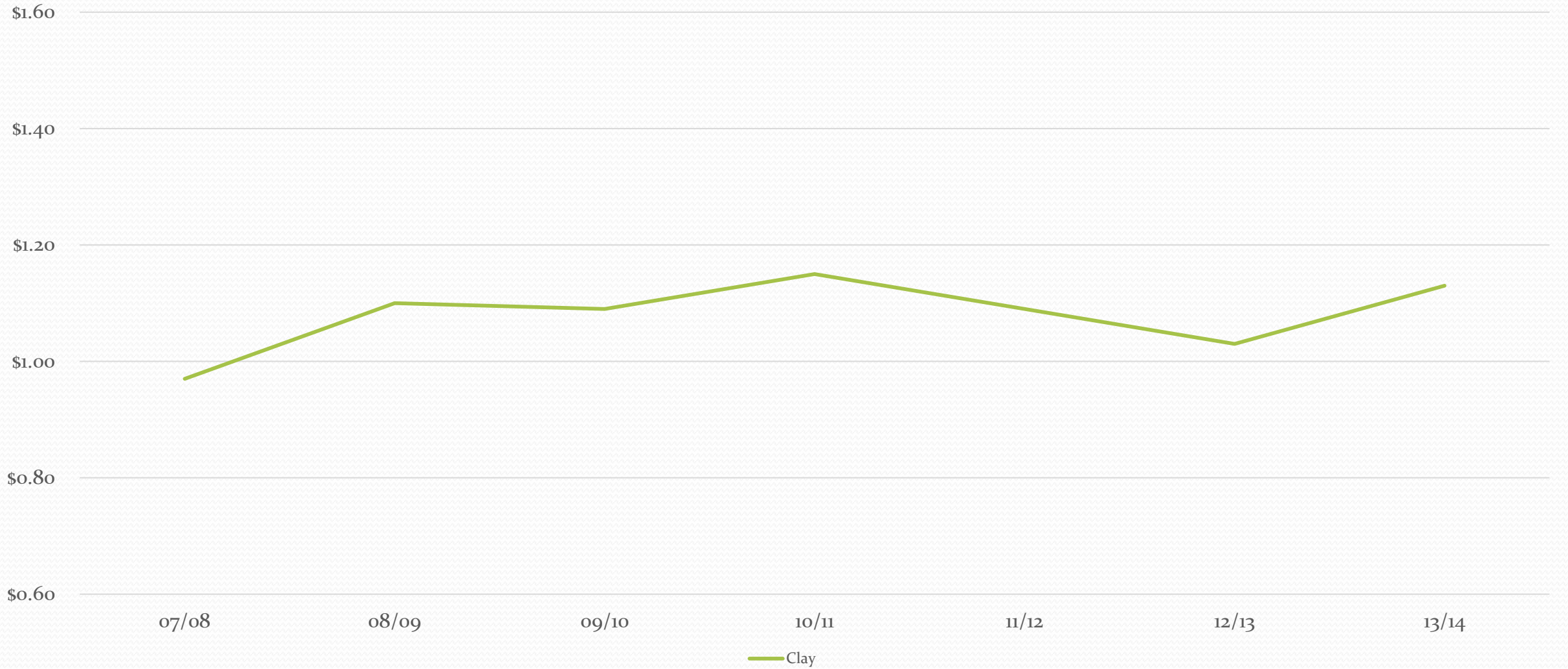


ENERGY CONSERVATION

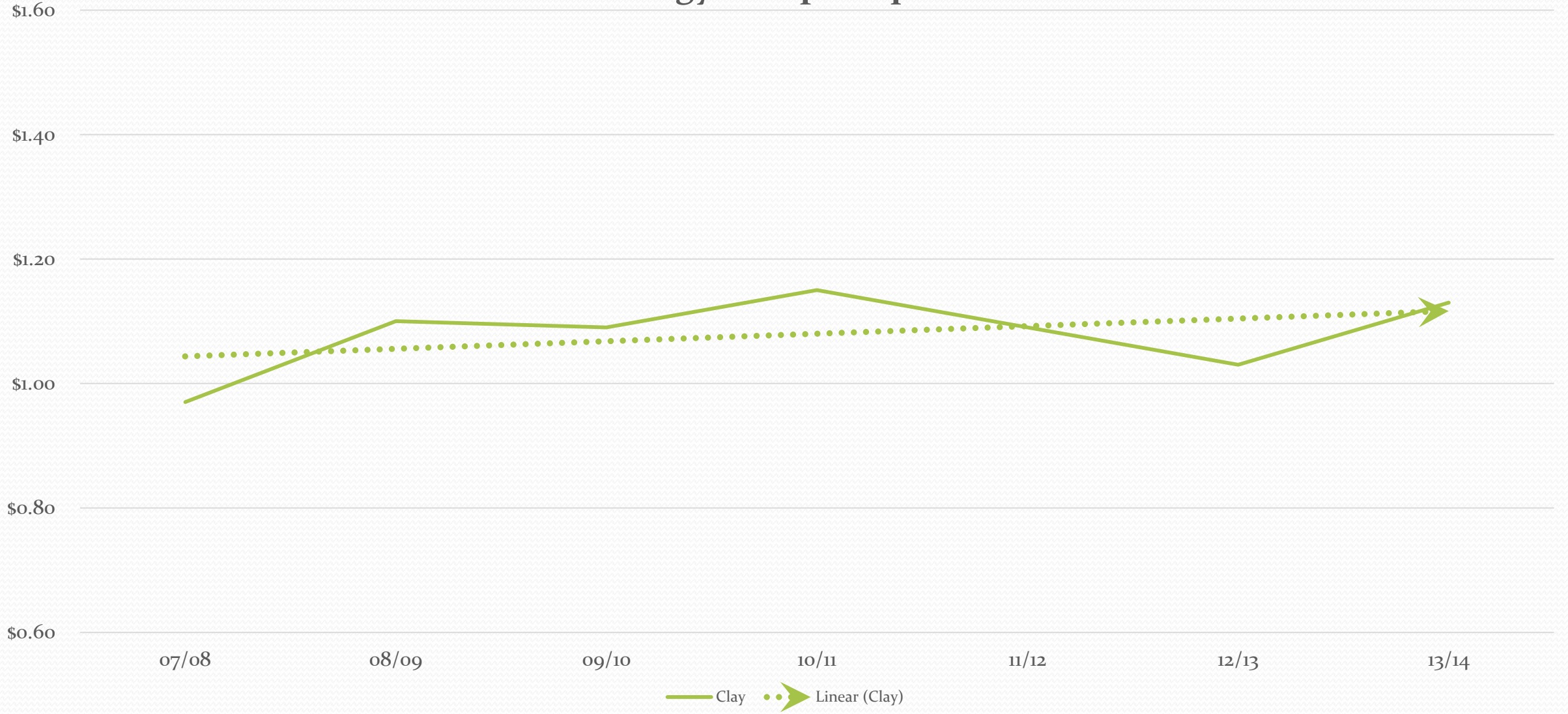
for

CLAY COUNTY SCHOOL DISTRICT

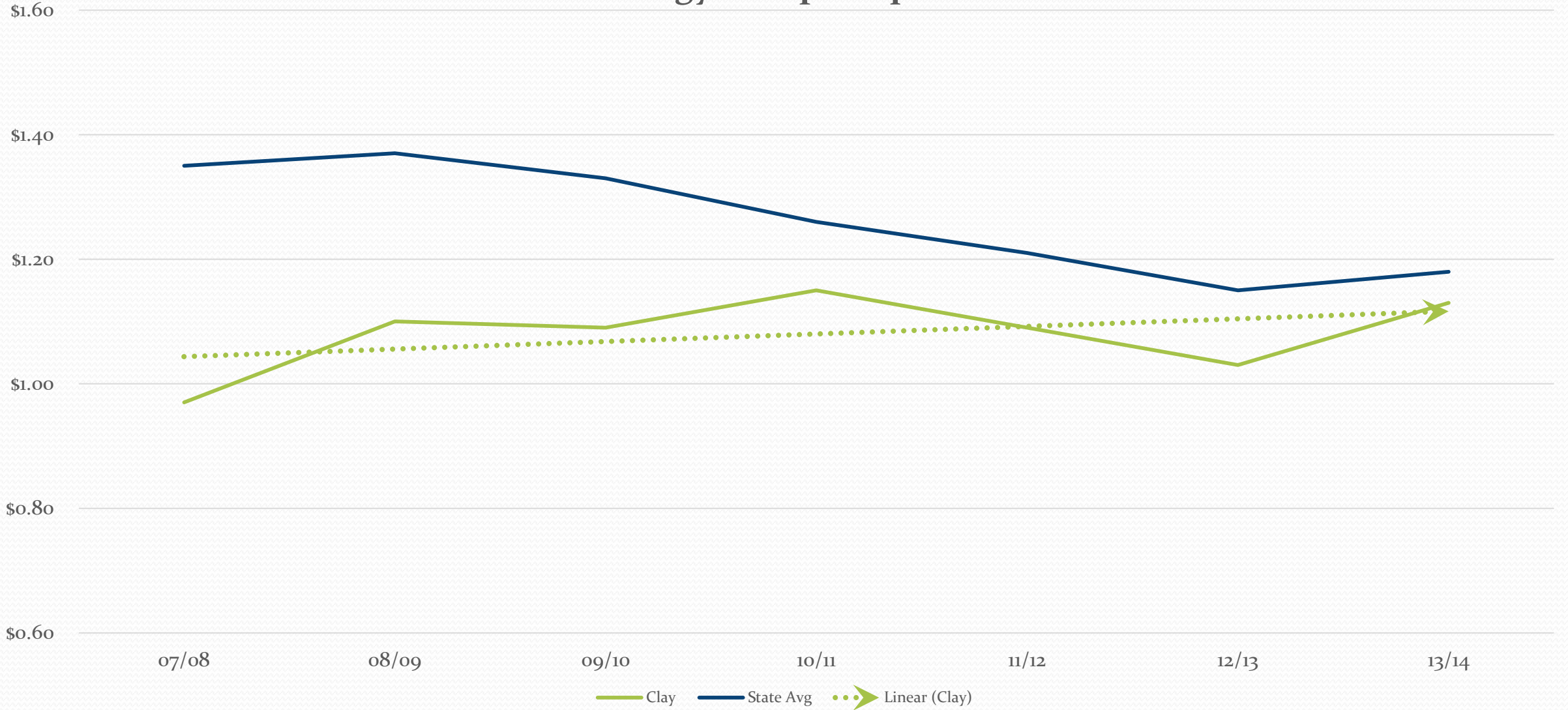
Total Energy Cost per Square Foot (as reported by DOE)



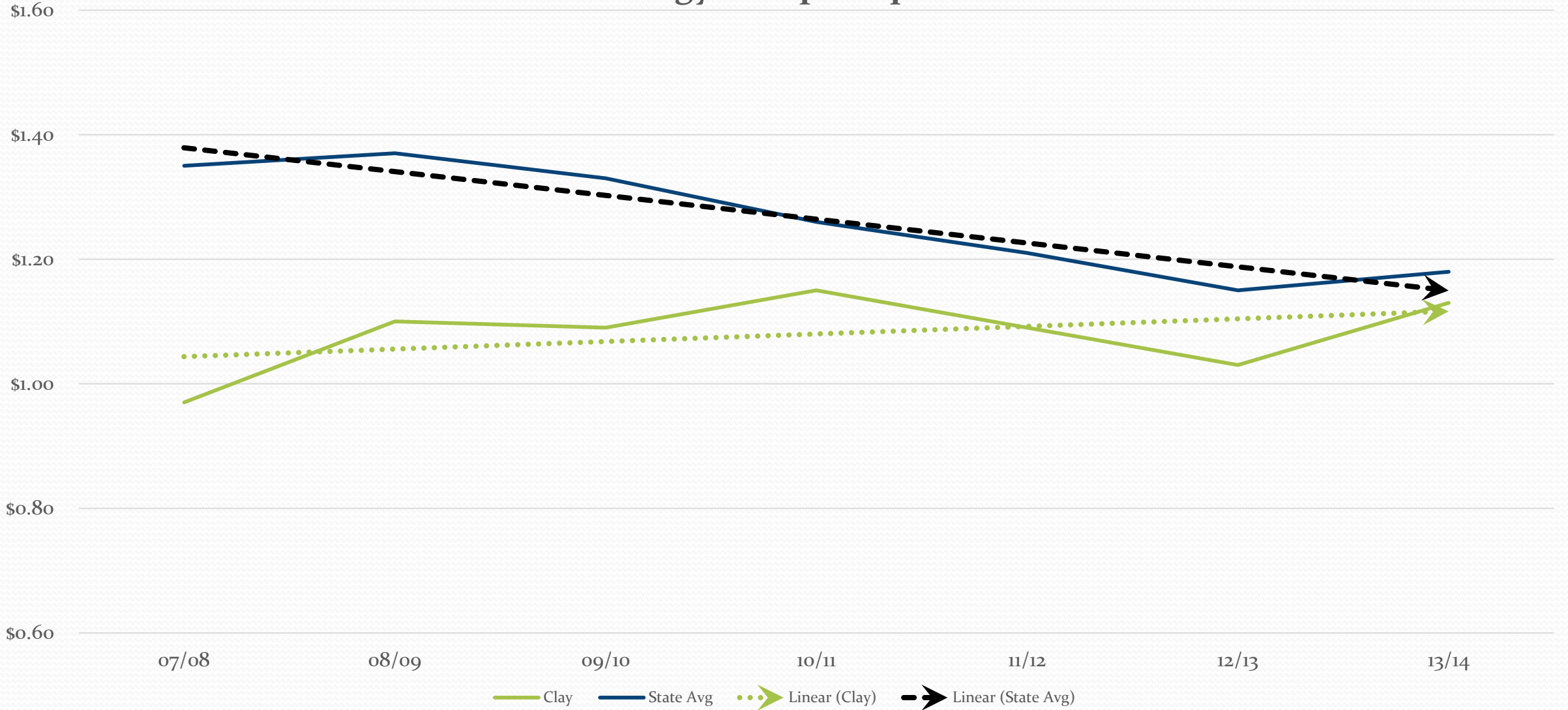
Total Energy Cost per Square Foot



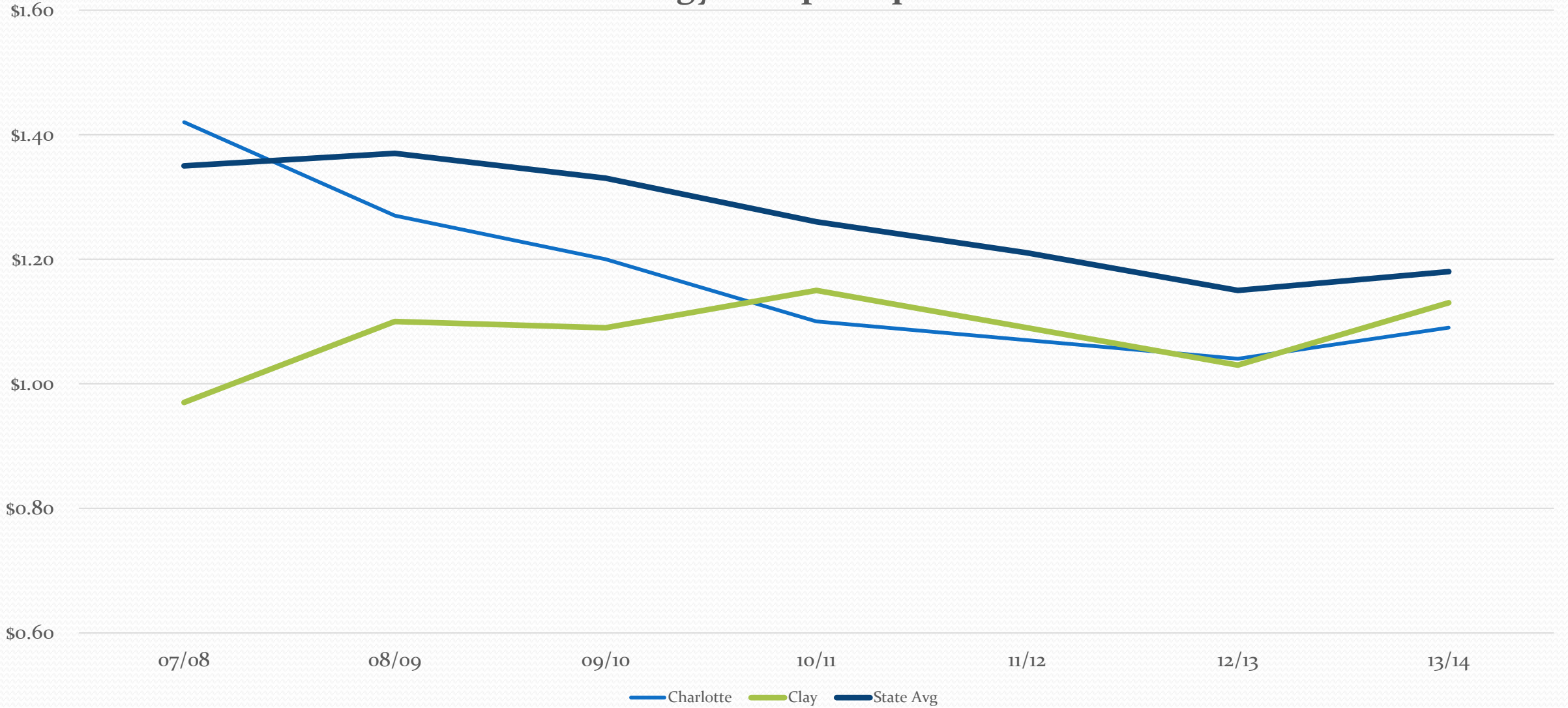
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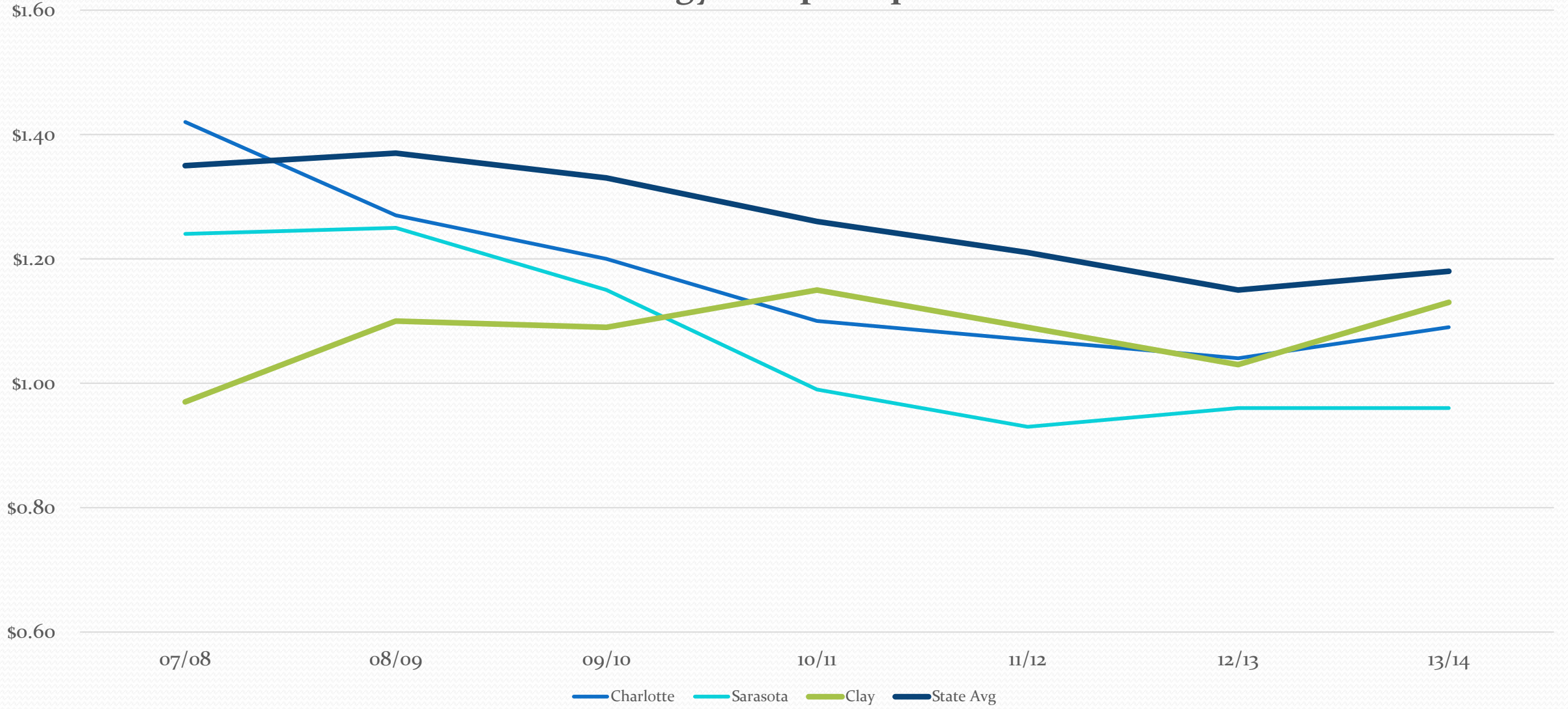
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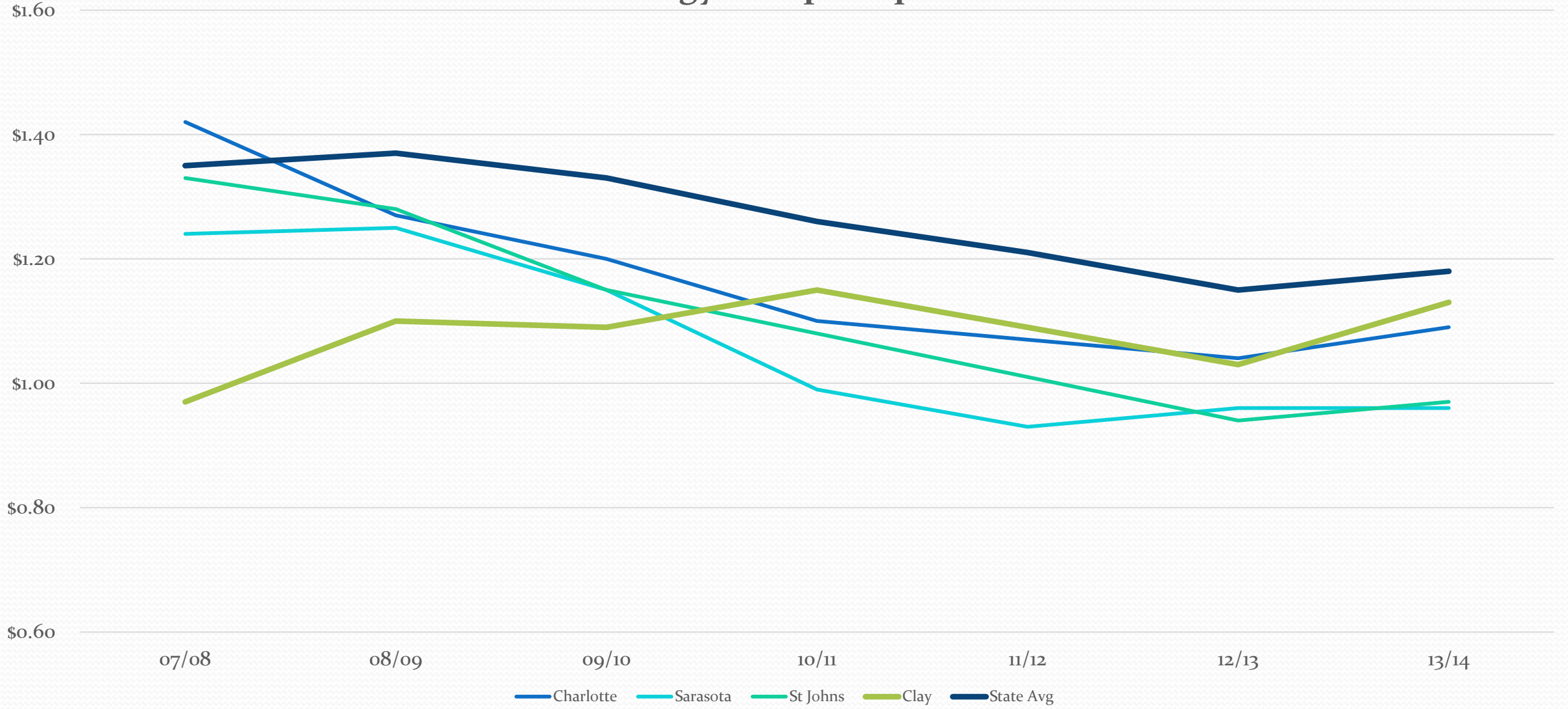
Total Energy Cost per Square Foot



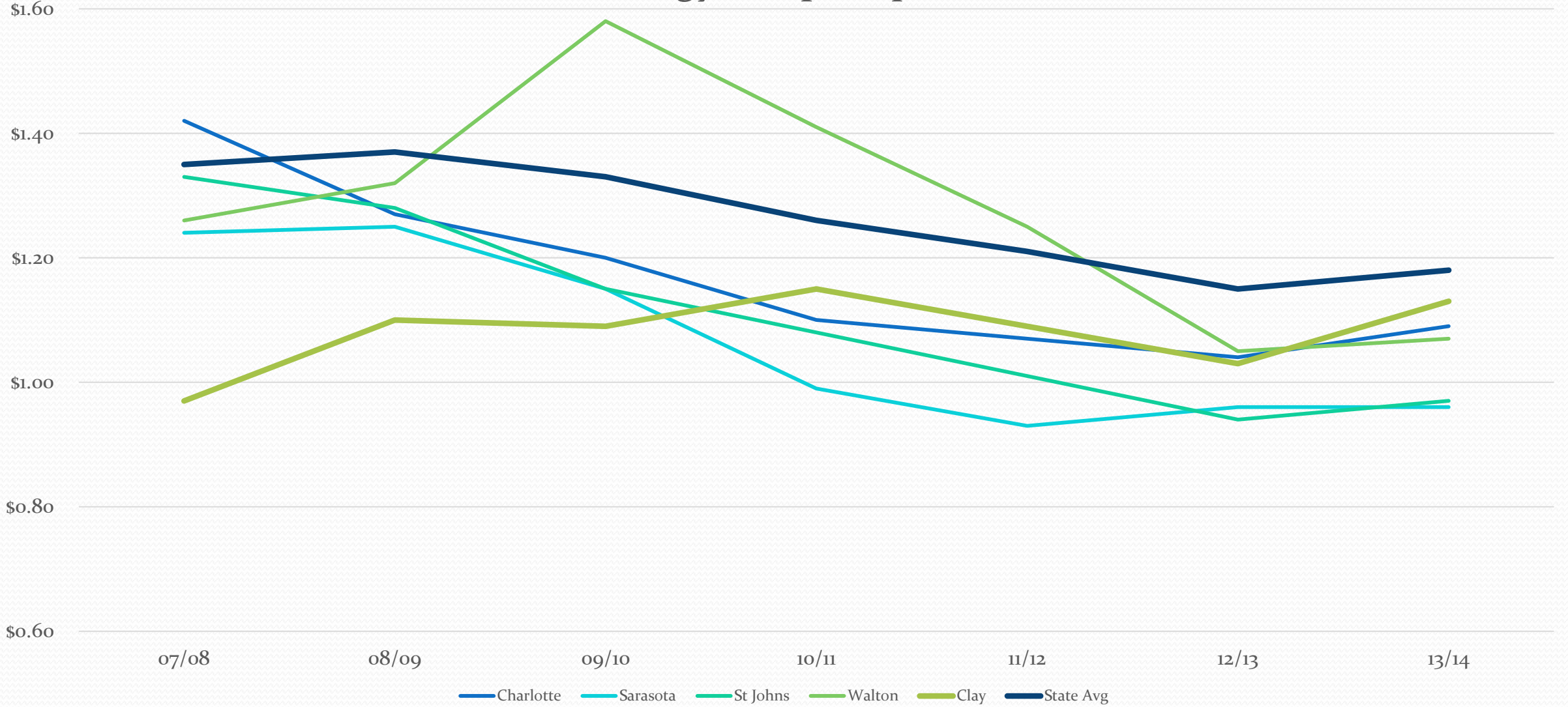
Total Energy Cost per Square Foot



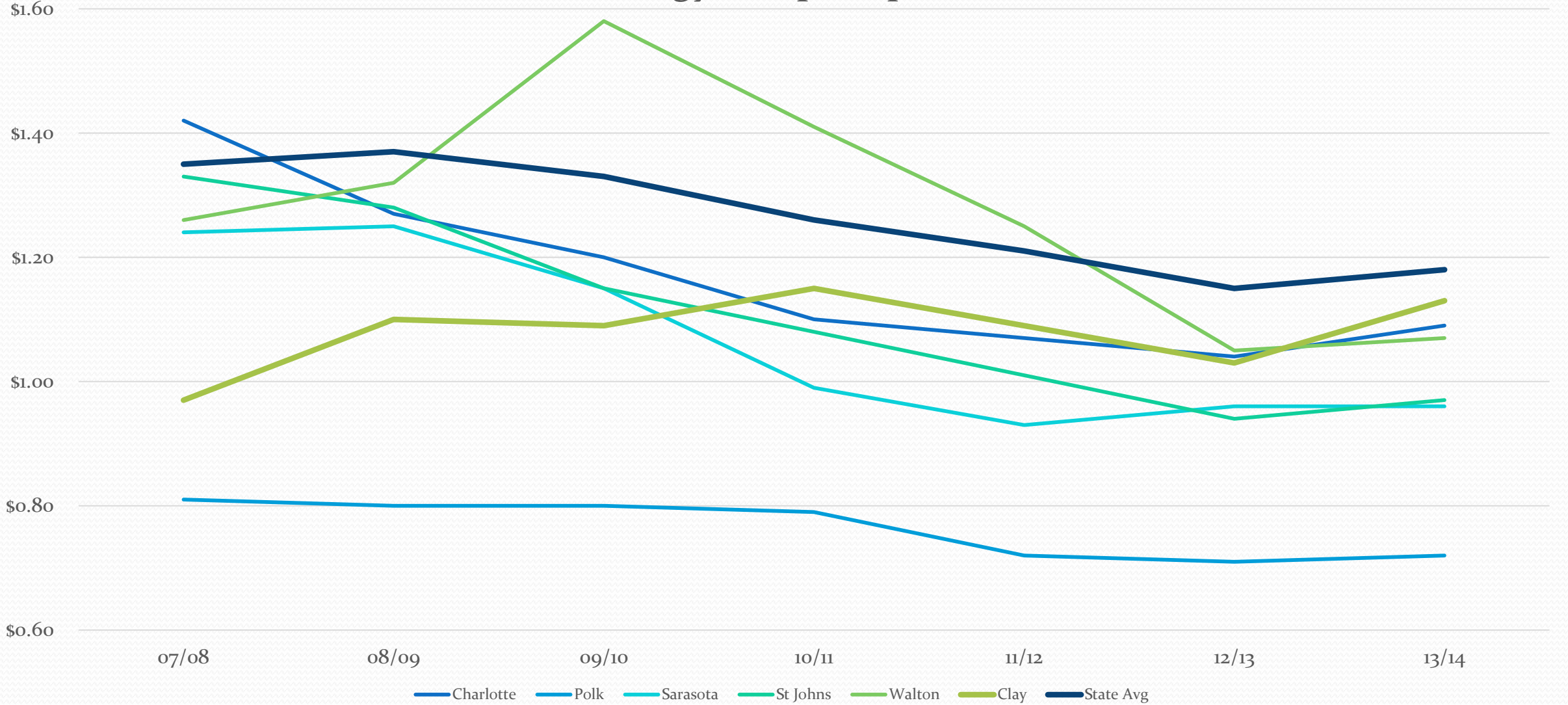
Total Energy Cost per Square Foot



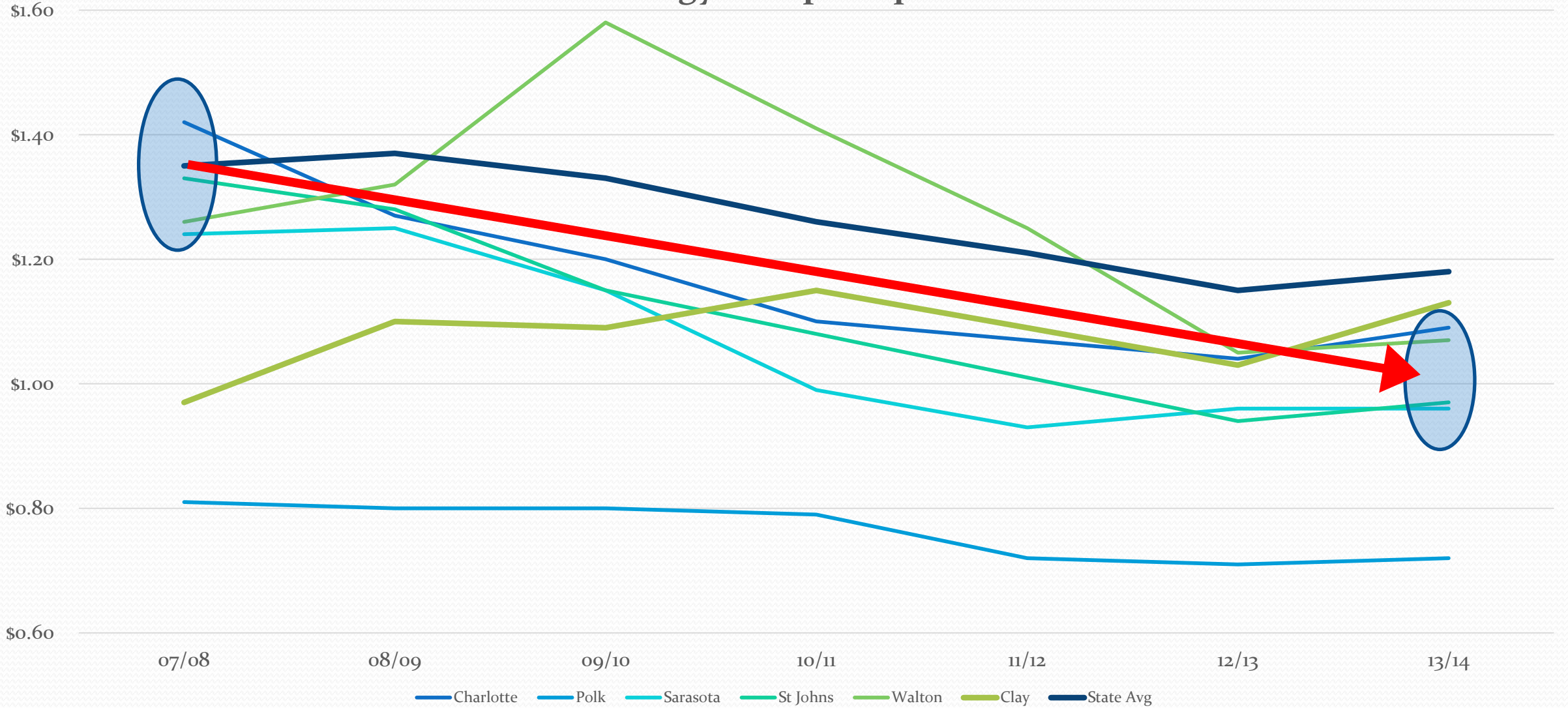
Total Energy Cost per Square Foot



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Total Energy Cost per Square Foot





Cenergistic

Energy Conservation Company

- Emphasis on behavior modification
- Constant energy monitoring and adjustments through continuous energy audits
- Classroom comfort not sacrificed on the altar of conservation
- Conservation by optimizing existing infrastructure, not requiring the purchase of new systems

Program Basics

- Cenergistic will provide the District with 3 Energy Specialists
 - Hired/paid by Cenergistic with District input
 - Trained by Cenergistic
 - Supported by Cenergistic engineering staff
 - Work out of Support Services offices and work daily with the Coordinator of Operations
 - Become a “force multiplier” to our HVAC shop
 - Perform energy audits on all facilities at all hours
 - Input data into EnergyCap software program with supervision of District personnel

The Bottom Line: 10 Years = \$15,290,926 Net Savings

		CONTRACT PERIOD					POST-CONTRACT PERIOD						
		QuickStart ²	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	TOTAL
1	Gross Savings	\$284,000	\$1,516,000	\$1,622,000	\$1,738,000	\$1,857,000	\$1,987,000	\$2,126,000	\$2,275,000	\$2,434,000	\$2,605,000	\$2,787,000	\$21,229,000
2	3 Energy Specialist(s) ¹	Provided by Cenergistic	Provided by Cenergistic	Provided by Cenergistic	Provided by Cenergistic	Provided by Cenergistic	Provided by Cenergistic	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$1,500,000
3	Energy Accounting Software	\$0	\$13,800	\$13,800	\$13,800	\$5,382	\$5,382	\$5,382	\$5,382	\$5,382	\$5,382	\$5,382	\$79,074
4	Cenergistic Energy Management Program ³		50%	50%	50%	50%	50%						
5	Total Projected Investment	\$0	\$771,800	\$824,800	\$881,800	\$933,882	\$988,882	\$305,382	\$305,382	\$305,382	\$305,382	\$305,382	\$5,938,074
6	Net Savings to Client ⁴	\$284,000	\$744,200	\$797,200	\$854,200	\$923,118	\$988,118	\$1,820,618	\$1,969,618	\$2,128,618	\$2,299,618	\$2,481,618	\$15,290,926
7	Return on Annual Investment	N/A	96%	97%	97%	99%	99%	596%	645%	697%	753%	813%	258%

1. Energy Specialist(s) (ES) employed and provided by Cenergistic during the term of the contract. Program sustainability costs for post-contract period (Years 6 and following) are based on an estimate of direct labor costs only. Actual costs may vary.

2. Assumes 6-month QuickStart period with Energy Specialist(s) hired and active by the end of the 3rd month. Cenergistic does not share in savings during QuickStart.

3. Cenergistic receives no minimum fee and shares in actual gross savings for Years 1 through 5.

4. Net savings to client assumes gross savings projections for years 1-5 are realized; actual net savings will vary based on the level of gross savings achieved.

Measurement and Verification

- Every meter physically located and verified
- Past bills are analyzed and evaluated for anomalies
- Rate structure and other factors evaluated
- Baseline year established with concurrence of District personnel
- All data input into EnergyCap program
 - Independent third party software
 - Normalizes data to account for weather variations, rate changes, changes in bldg. areas, etc,
 - Predicts energy savings from upgrading equipment
 - Provides wide variety of reports to display utility use/savings information

How the program is paid for

- Once baseline year is established – all utility use is referenced to the baseline year to determine the amount of savings on a month to month basis (i.e utility use for September of current year is compared to utility use for September in baseline year)
- Cenergistic will bill the District for 1/2 the amount of energy saved at the current rate structure on a month by month basis.
- First 6 months is considered the “QuickStart” period and Cenergistic does not bill for any savings – all savings stays with the District
- Contract period is a total of 5 1/2 years
- At the end of the contract period there are options for continuing the program with Cenergistic support

Our Responsibility

- Support the program through policy and practice
- Appoint Program Liaison
- Make past utility records available
- License EnergyCap software
- Provide access to District Energy Management Control Systems (EMCS) programs
- Not allow any third-party interference with implementation
- Substantially implement the program

Pros and Cons

- Pros:

- No upfront out-of-pocket costs except for EnergyCap software
- Savings are guaranteed to exceed all investments in the program (including cost of the software)
- 3 Energy Specialists dedicated to the task, paid for by Cenergistic
- Proven results in other Florida districts, and other districts nationwide

- Cons:

- Cost of EnergyCap software (\$13,800 first 3 years then \$5,382)

Why can't we do this ourselves?

- We don't have the funds to hire and provide the required training for dedicated Energy Specialists
- We don't have the dedicated engineering support
- We don't have the training, knowledge or time to set up and maintain the EnergyCap software

Cenergistic Program Support Team

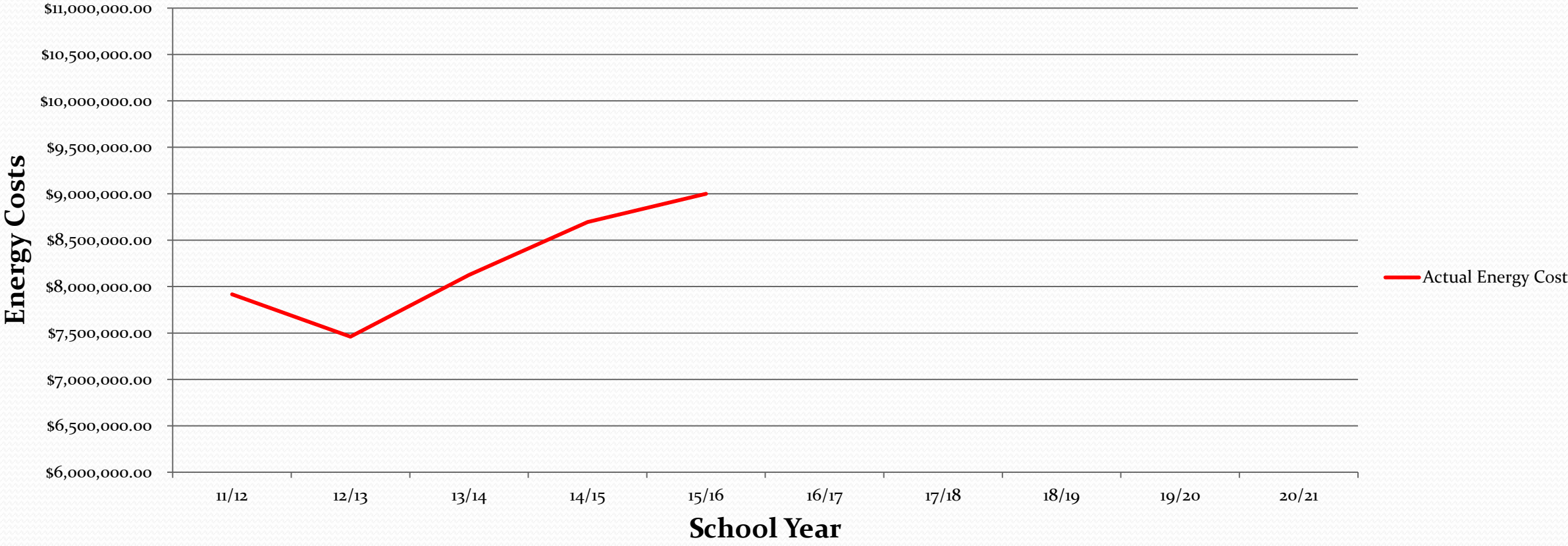
Partnering with Cenergistic expands your facilities team:

- Professional Engineers
- Certified Energy Managers
- HVAC Design Engineers
- EMS Experts
- Certified Measurement and Verification Professionals
- Certified Indoor Air Quality Professionals
- Measurement and Verification Analysts
- Landscape and Irrigation Professionals
- Pneumatics Experts
- Building Energy Assessment Professionals
- Certified Building Commissioning Professionals
- Certified Energy Auditors

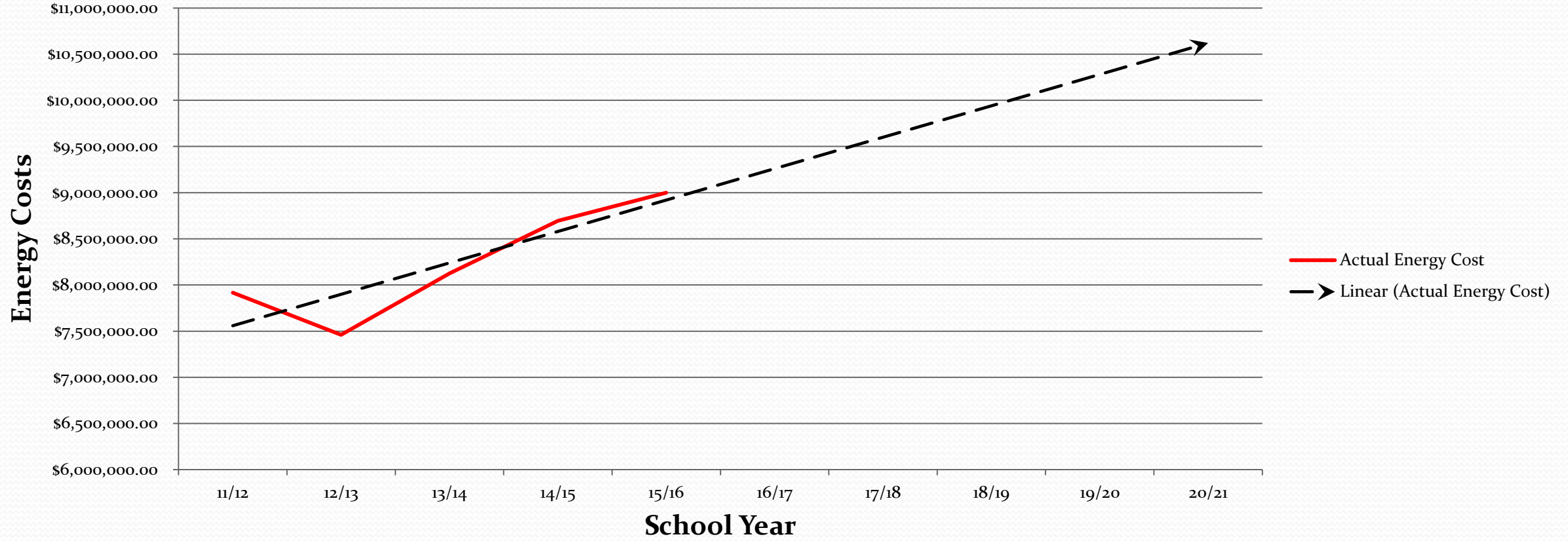


In a nutshell

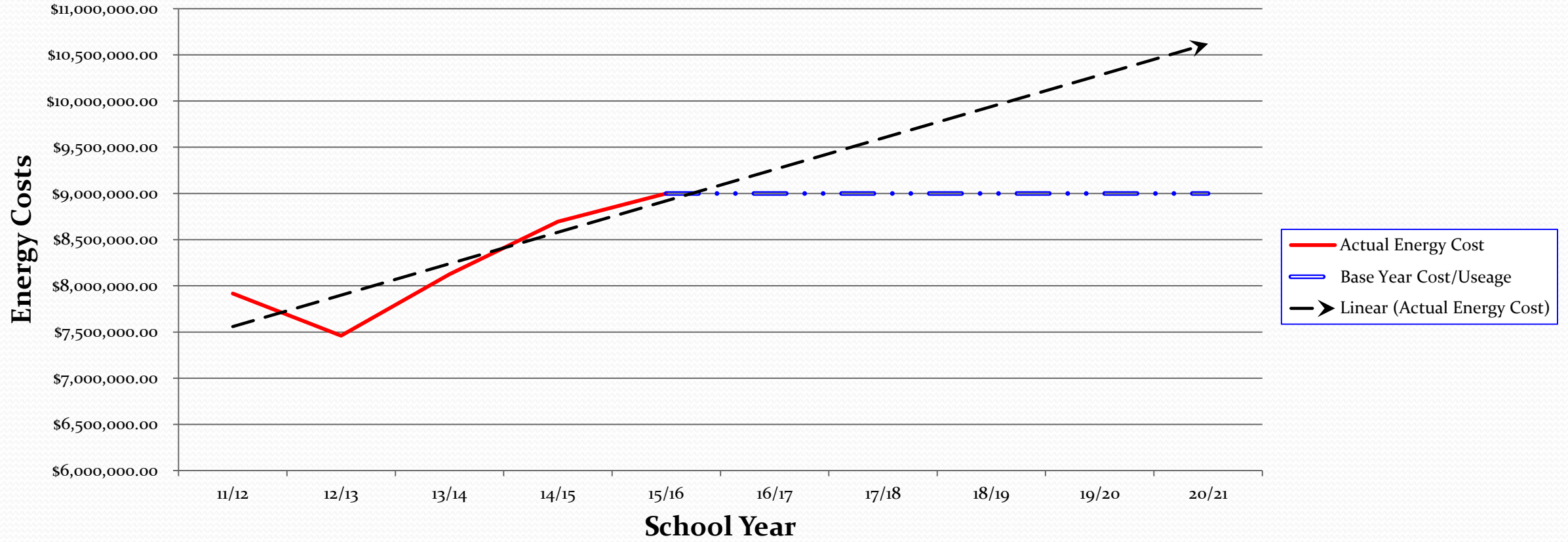
CCSB and Cenergistic



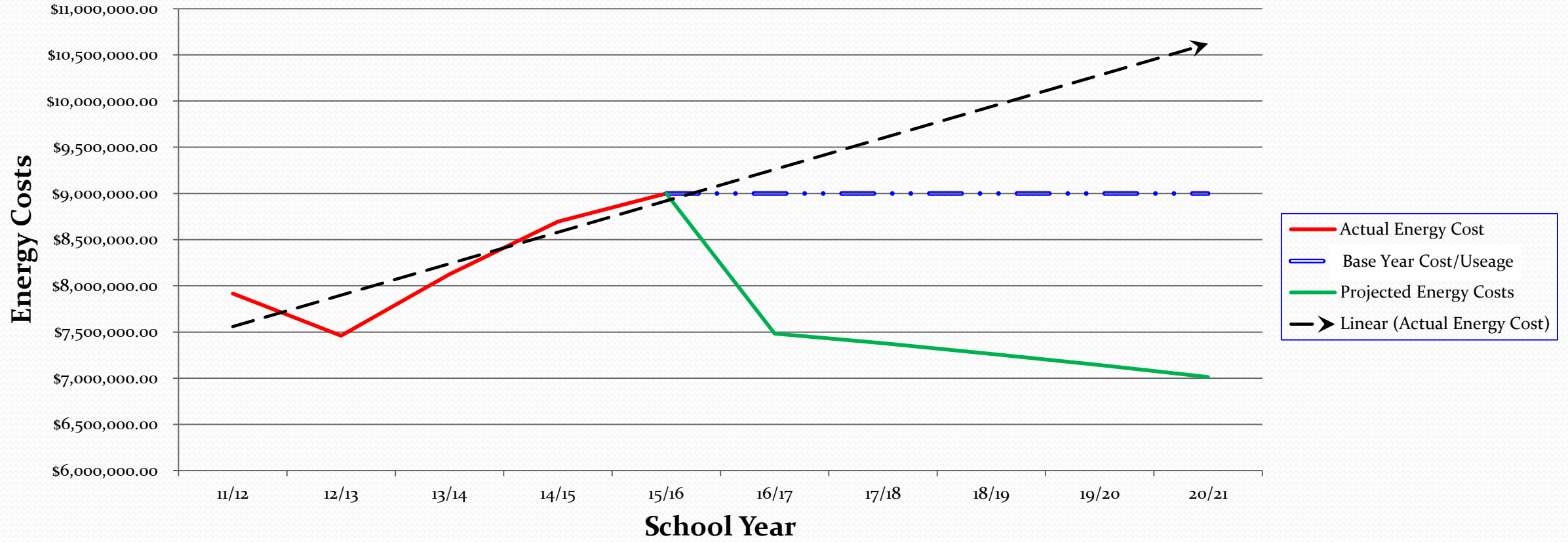
CCSB and Cenergistic



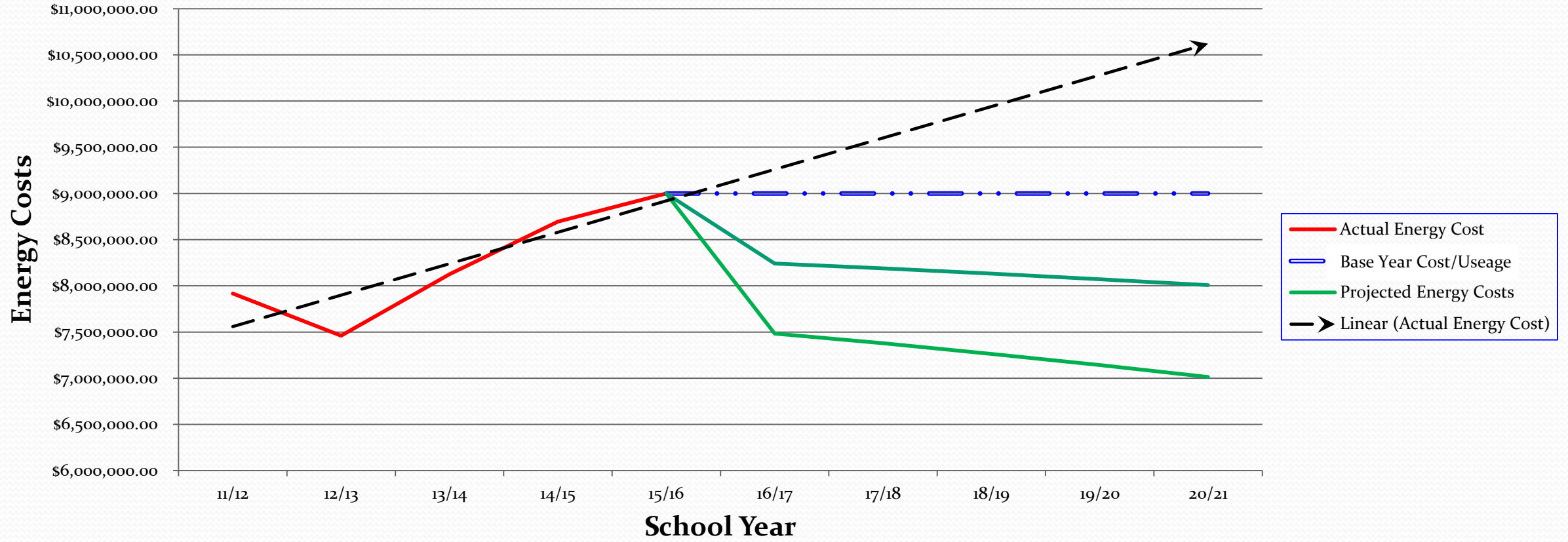
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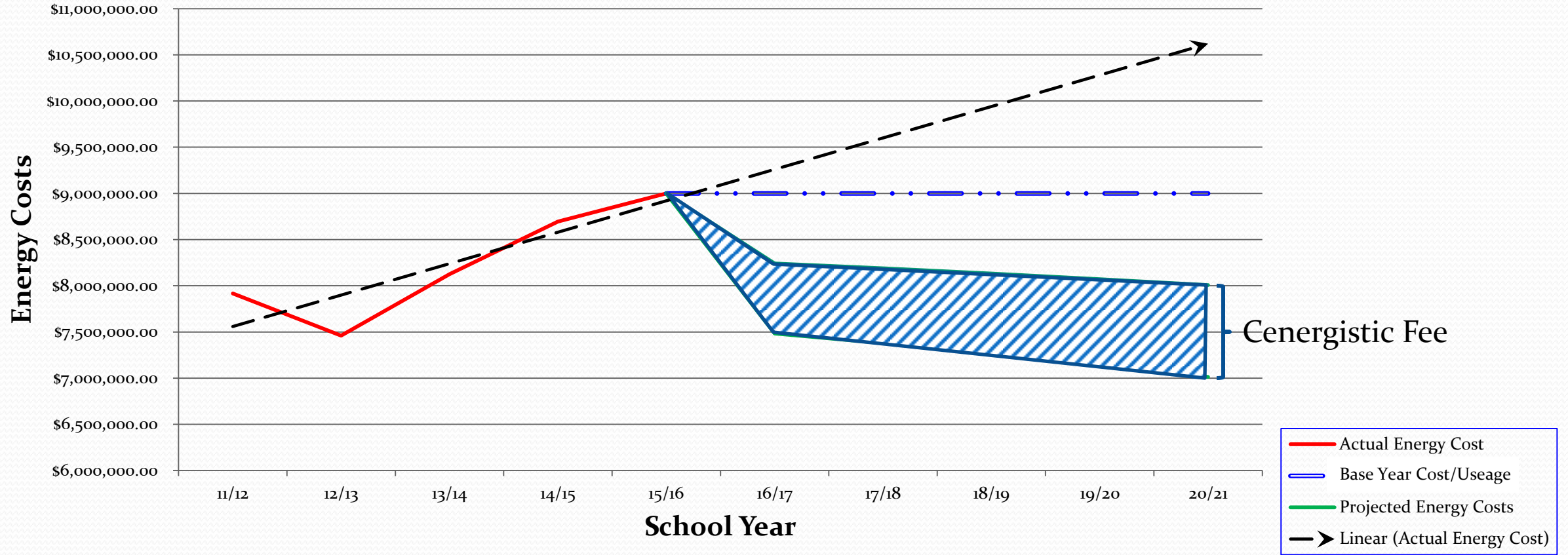
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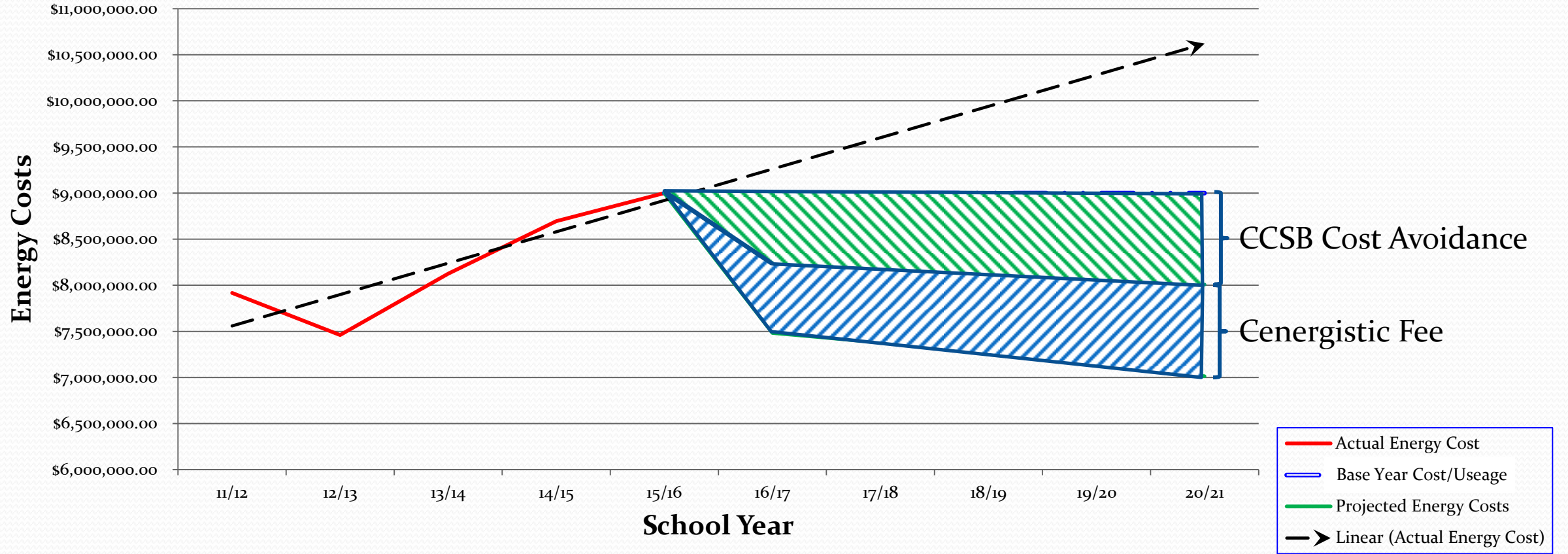
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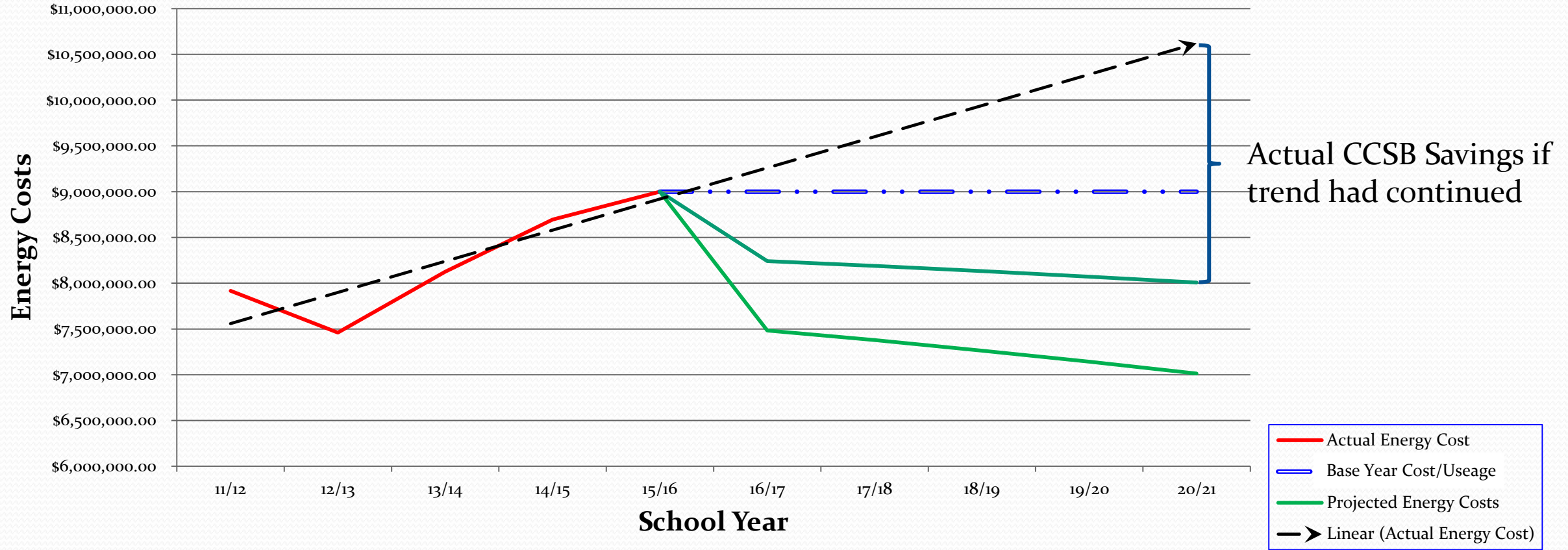
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Gary Clark, CEM
Regional President
Cenergistic