Connecticut Department of Administrative Services (DAS)

Request for Qualifications and Request for Proposals 12PSX0153 to Provide Services for Sales of Connecticut Agencies and Municipalities

Qualitative Criteria Information

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Schneider Electric

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1. Overview of Approach to Energy-Savings Performance Contracting

Provide a stand-alone overview, maximum of 5 pages, using any order or format to present your company as you wish. Include highlights on company background, market sectors served, company strengths and areas of expertise. Also include your general approach to energy-savings performance contracting: typical phases for a project and ability to support each phase (project development, energy auditing, performance/savings guarantee, financing, construction, commissioning, measurement and verification, building occupant training, post-construction maintenance support). Address how you will meet the requirements of the ESPCP.

Schneider Electric brings all of the resources and skills necessary to exceed the requirements of Connecticut's new ESPCP. Most importantly, there are key elements of our company culture that allow the Schneider Electric team to stand apart and to present the very best—experience, specialization and reliability—for the working relationship we anticipate:

- ***We remove any risk associated with performance contracting.*** Schneider Electric only uses real and verifiable savings to fund projects. Furthermore and unique to our peers, we have a department solely dedicated to assuring the operational and financial performance of the project. Long-term maintenance contracts are not required to guarantee results allowing communities using the State process the flexibility to customize the project around their specific needs.

- ***We are long-standing experts in performance contracting.*** We hold our projects to a higher standard than what is defined by law or by our competitors. Schneider Electric has implemented hundreds of projects across the nation with one of the highest levels of customer satisfaction in the industry.

- ***We keep our promises and believe in being a true partner.*** Long known as educators of our clients, Schneider Electric fully discloses savings methodology and verifications as well as critical aspects of the projects. We review all documentation thoroughly and work closely with our clients to make their facilities more comfortable, safe, and energy efficient. We believe in establishing long-term relationships with our clients, and we know that cannot happen without trust. Schneider Electric is a company of the highest ethical standards.

- ***Our technical capability is unsurpassed.*** Accompanying our engineering and technical professionals are other team members forming the basis behind Schneider Electric's design-build expertise. Schneider Electric excels at integrating the art of engineering with the practical implementation of complex government and municipal projects.

- ***We are the global leader in Energy Management.*** Schneider Electric's core business is energy with all of our business units focused on energy management. In Connecticut, Schneider Electric has 5 offices and over 160 employees. Our focus is to become an energy partner to help people and organizations "Make the most of their energy."

On behalf of Schneider Electric and all our employees across the United States dedicated solely to Performance Contracting, we welcome this opportunity to assist the State of Connecticut in it's initiatives to reduce energy use in State buildings by 10% by 2013 and an additional 10% by 2018. Schneider Electric began doing business in Connecticut in 1979 and currently has five separate offices and over 160 people employed in the State. Thus, this partnership is one we take very seriously.

As a global specialist in energy management with operations in more than 110 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centers/networks, as well as broad presence in commercial applications. Focused on making energy safe, reliable, and efficient, the company's 137,000+ employees are committed to helping individuals and organizations "Make the most of their energy."

In the United States, Schneider's "Energy Solutions" group is comprised of three main disciplines that work cohesively on conservation projects.

The first of these disciplines is our Performance Contracting Division which has 285 employees dedicated to developing and implementing Performance Contracting projects across the United States. Over the past 20 years this group has implemented over 470 Performance Contracts with various public entities including the Federal Government, State, local and municipal governments, K-12 school districts, Institutions of Higher Education, Hospitals and Water Districts. While the scopes of each project are vast, so are the sizes of the opportunities. We implement projects from small, rural K-12 schools, to large districts such as Chicago Public Schools and from tiny municipalities all the way to the City of Houston. Our solutions are as customized as the clientele we represent on a day in, day out basis.

The second Energy Solutions discipline is our PowerLogic organization, comprised of 389 people, which works with both public and private facility owners to manage and implement energy and power management systems for industry, buildings and critical infrastructure.

Finally, our third discipline, Summit Energy, a Schneider Electric Company, 286 members strong, is a well-recognized, independent energy management and sustainability firm. Summit provides supply procurement, market analysis, sustainability and risk management services for Fortune 1000 companies with more than 254,000 individual sites under management. Obviously, they also work with many public customers as well.

Thus, through our supply side offerings to our demand side metering and Performance Contracting services, Schneider electric is the most comprehensive and diverse ESCO in the industry. We call our ability to help customers through all aspects of their energy needs the Energy Management Lifecycle and we literally reduce energy cost and usage from cradle to grave.

The Schneider Electric Approach

Our basic approach for a Performance Contracting project, and more specifically the design team organization, is founded on our principles of strong project management, open communication, technical design excellence, and proven technologies. Project team collaboration has proven to be key in the greater understanding of the unique project parameters of each client; an understanding which, over time, ensures the completion of a successful project.

We believe the greatest strength that Schneider Electric brings to our clients is our people, their experience, and our wealth and breadth of services. Schneider Electric offers the State of Connecticut a deep team of highly qualified personnel who have the comprehensive expertise to develop and implement all aspects of any given project. We ensure the success of our projects by attracting and retaining the top talent in the industry and will dedicate a solid project team of seasoned mechanical and electrical engineering professionals to each individual project we undertake.

Schneider Electric has a Performance Contracting staff of individuals dedicated to the engineering, design, construction management, installation, operations, financing, and guarantee of every project we implement. A specialist in each field will support various aspects of the program. While not all members of the Project Team will be required for each project component, they will be called upon as needed during project development and implementation. Additionally, other individuals with specific expertise throughout our organization can be leveraged if necessary to guarantee success.

Approach to Project Design

Schneider Electric's general approach to energy performance contracting is summarized by the following points:

- Develop a needs-based solution resulting from close interaction with the customer.
- Develop a financed project that meets or exceeds state PC statute.
- Develop a project that minimizes both the need for capital as well the risk associated with financing a project with the expectations of utilizing the annual savings to pay for the project.
- Educate the owner to operate and maintain the Energy Conservation Measures (ECMs) implemented.

Schneider Electric approaches projects by first determining the client's needs and desires, and then developing a prioritized list of solutions to address these issues. Throughout the process, Schneider Electric will manage projects as a team. A single point of contact will provide the client with one source of responsibility for the entire project. Further, we believe open involvement on the part of client's staff members guarantees the success of a performance contract. Candid, open communication between the client and Schneider Electric should be a part of every step of the endeavor.

During the detailed energy analysis the Schneider Electric Project Implementation team reviews the project requirements and determines if the previously developed schedule is appropriate. Next, the team visits the sites to collect all additional information needed to complete the design of the retrofits. If necessary, modifications to the design are made at this stage, with the agreement of the customer. This teamwork between the engineering/design team and the installation team makes the project implementation a much smoother process. This type of teamwork between Schneider Electric departments is a trademark of our group. The implementation phase will begin as soon as the client approves the final project and the necessary financing is in place. As soon as possible, Schneider Electric's construction manager will provide the client with an estimated schedule for the project and develop a schedule with the client's personnel for regular progress meetings.

Schneider Electric proposes to provide a comprehensive list of services to each client. We look forward to the challenge of understanding each specific client's situation and helping the staff establish beneficial solutions. Schneider Electric does not perform "cookie cutter" type projects. We take each individual client's partnership seriously and have the internal staff to solve difficult problems. Our goal is to provide our clients with a project that is cost effective and provide the staff the training necessary to ensure its performance.

Menu Of Services	
Design Services Mechanical Engineering Electrical Engineering Lighting Design Security/Fire Detection System Telecommunications Control Systems Emergency Power Generation Sustainable Design Approach Design/Build Consulting **Performance Contracting** **Facility Analysis** Mechanical Systems Options Electrical Systems Options Lighting Systems Options Communication Systems Options Construction Impact Planning **Financial Services** Guaranteed Savings Financing Options Review Utility Incentive Program Review Energy and Water Use Surveys Utility Billing Review **Turnkey Project Implementation** Energy and Resource Use Studies and Audits Construction Management Services Construction Partnering General Contracting for Facility Renovations Full Operations & Maintenance Manuals submitted at Project Installation Completion	**Performance Assurance** Facility Evaluation Mechanical, Electrical and Communication Systems Master Planning Indoor Air Quality Surveys Tenant Comfort Surveys Code Compliance Review Lighting Systems Review Power Conditioning Surveys Maintenance Effectiveness Review Control System Review Benchmarking **Commissioning Services** System Start-up and Performance Verification Design Review **Testing and Balancing Services** HVAC Testing and Balancing Duct Pressure/Leakage Testing Fume Hood Certification Sound and Vibration Testing Fan Performance Testing **Training Services** Controls System Training HVAC Maintenance Training Utility Cost Management Training **Ongoing Services** Energy Cost Monitoring and Verification Efficiency Review Program Warranty Review Maintenance Acquisition Specifications Remote Diagnostics Facility Documentation Utility Programs

Approach to Project Management

Schneider Electric utilizes a project management approach where the same engineers who conduct the energy audit will participate in project design, create the bid specifications, assist with the construction management, and consult on project operations. This allows for a smooth transition from the development stage through the operations stage, and provides engineering continuity throughout the entire project. We also believe in enhancing our project team by using the most qualified and reliable local equipment vendors and contractors. The experience of these subcontractors complements Schneider Electric's in-house resources and will help ensure a smooth implementation and efficient project start-up and achieve a contract within a shorter time period than any other ESCO.

Schneider Electric's construction manager will be the main point of contact during the construction phase of each project. The project manager, with help from the client's employees, will determine how each aspect of the project will be scheduled and logistically organized. Interim inspections will be made to ensure that work conforms to the specifications, acceptability of work quality, percent of total project completion, and what payment amount is justified.

Schneider Electric takes pride in completing projects on time or ahead of schedule. In many projects, we guarantee construction period savings. If we finished the project late, in these instances, or if the associated energy savings did not accrue, Schneider Electric would have to write a check to the owner. For example, Schneider Electric's project with the Louisiana National Guard at the Gillis Long Center was scheduled for an 18 month installation period. Schneider Electric installed this $2,598,309 project in 14

months, 4 months ahead of schedule. Since we get our installation team involved during the detailed energy analysis there are rarely surprises, change orders, or errors in scheduling when projects are tracked and managed with our level of detail.

Approach to Connecticut Job Creation

Schneider Electric commits to Connecticut job creation and in doing so commits to keeping as much work as possible in local areas. We welcome the opportunity to work with any contractor recommended by our clients. All subcontractors will be expected to meet the vendor criteria required in the Subcontractor Survey and will be expected to comply with all Schneider Electric standards, for the protection and quality control due to our customers.

In many cases, we use subcontractors for the mechanical and electrical installation of equipment. Schneider Electric has designed a certification program for our subcontractors that will assure the consistency of effort that we demand in our final product. By standardizing our procedures, each subcontracting vendor knows what to expect of Schneider Electric relative to our style of business. This program allows us to attract the best possible value in installation labor for our customers' projects.

As part of Schneider Electric's contract and any agreements entered into with any subcontractors, Schneider Electric will ensure that the design and installation of the work complies with all current local, state and federal construction and environmental codes and regulations.

Approach to Measurement & Verification

Unique among our peers is Schneider Electric's Performance Assurances Support Services group. PASS represents Schneider Electric's ongoing commitment to project success following installation. Many of our existing performance guarantees continue for as long as 15 years following project completion. PASS representatives are assigned to specific projects for the duration of the contract to ensure the project continues to operate as intended and more importantly, to work side by side with the owner to maximize system performance when the inevitable changes begin to occur.

PASS service begins officially the day following substantial completion, although PASS involvement began during early project development, reviewing ECMs and various control sequences to ensure lessons learned from previous projects are incorporated into the new project. It is the customer's option to renew the PASS contract annually and is not a ten or fifteen year contract. **There is no "buy-out" fee or termination penalty.** This is attractive to a customer who has paid off the note used to finance the project and is in the sixth or seventh year of the guarantee. This annually renewable contract gives the customer the ability to reduce their expenses and increase their net annual savings by simply electing not to renew the service if they are comfortable that external monitoring and verification is no longer needed.

Schneider Electric is a stable, profitable enterprise with strong ethics, uncompromising values, and impeccable integrity at the core of its business philosophy. As you will see in this proposal, not only are we well-qualified and experienced, but we also bring unique value to the process as well. We hope that you agree that the aforementioned points define what sets us apart and we look forward to becoming a strong partner and supporter of Connecticut's goal to become the most energy efficient state in the country.

Regards,

Larry Myers, PE, CEM, GBE
Regional Sales Manager
Schneider Electric – Energy Solutions

2. Project History

2.1 Related Experience

Describe your company's experience with each of the following:

2.1.1 Design, engineering, installation, maintenance and repairs associated with energy-savings performance contracts

Schneider Electric begins the design by using an interactive approach in working with the client to review the expectations for both parties in order to insure accurate information will be attained and in the most expedited manner. In addition, any additional interests, plans, problems, etc. related to facilities and to the operation of facilities are gathered.

Schneider Electric provides turn-key design build services for our Energy Performance Contracts clients. We have successfully designed, installed and maintained over 470 performance contracts throughout the United States. We begin by: reviewing the available architectural, mechanical, and electrical drawings for each facility; conducting field surveys for a comprehensive list of ECMs including lighting, temperature controls, HVAC, power factor and domestic water use; and performing additional testing and evaluation as necessary.

After walk-through and baseline has been completed and potential ECM's are identified we meet with the client to finalize the ECM's for further analysis and to complete the engineering. Systems are designed by industry knowledgeable professionals (i.e. CEM, MEP, CDSM, PE) based on local building codes and industry standard reference material from entities such as ASHRAE, IESNA, etc. ECM descriptions prepared by Schneider Electric and included in submittal(s) will document each ECM's design intent in sufficient detail to quantify engineering decisions and assumptions. Final engineering will be coordinated with the project award schedule.

Our installation and project managers work in conjunction with the development engineers and performance assurance engineers to provide a reality check for ECM and system compatibility, reliability and functionality. Once the project is approved the construction schedule and the equipment schedule are submitted and construction begins.

The Schneider Electric controls project manager will provide the appropriate equipment maintenance team for the equipment included in the performance contract along with the needed repair team to accomplish the same. With input from the facility operators and staff, Schneider Electric prepares an appropriate equipment maintenance plan that keeps equipment and systems functioning in a manner that continues to meet savings guarantees, maximizes equipment life and is considerate of the time and monetary resources that can be allocated by an owner. Schneider Electric provides a custom-tailored maintenance program which involves, rather than replaces, the in-house resources of the owner.

Maintenance and supervisory staff will receive on-site training as each system becomes operational. Near project completion, the project manager will schedule on-site training to include system operating parameters. Following basic training, our PASS (Performance Assurance Support Services) department will develop a detailed training plan based on the assessed skill level of the staff. Schneider Electric training is focused on creating competent, confident, engaged system operators committed to improving system performance.

All equipment installed will be covered by a one-year warranty from the date of project completion. Where new equipment is added to existing equipment, only the new equipment will carry this one-year warranty. An equipment list will be prepared detailing all warranty dates including any manufacturer's warranties

which exceed this one-year period. This document will also include any specific service requirement details required by the manufacturer to keep these warranties in force.

2.1.2 Conversions to a different energy or fuel source, associated with a comprehensive energy efficiency retrofit

Schneider Electric has worked with numerous customers to convert different energy or fuel sources. Some examples are:

- Hiram G. Andrews Center in Johnstown, PA switched from coal to duel-fuel, natural gas and fuel oil.
- Hunting County Career & Technology Center, Mill Creek, PA converted from fuel oil (burning for heating) to natural gas at their central heating plant. They also switched some propane for kitchen & miscellaneous appliances.
- At Blue Ridge Community College, part of the Virginia Community College System, they converted from fuel oil as primary heating to electric.
- Prince William County in Virginia converted from electric to natural gas.

2.1.3 Post-installation project monitoring, data collection and reporting of savings

Schneider Electric provides on-going comprehensive measurement and verification of energy savings for each client in coordination to their individual needs and adheres to the International Performance Measurement and Verification Protocol (IPMVP).

The Schneider Electric Performance Assurance Support Services (PASS) group provides 24-hour support services to aid customers in optimizing the performance of their facilities as well as technical assistance specific to the systems in your facility.

For data collection, Schneider Electric does not use an “assumed” constant value for each kWh of energy saved, as many ESCOs do. Rather, we utilize the commodity tariffs that are used to invoice our clients for their actual energy use. Using an “assumed” constant value often overstates the true value of the energy saved. This creates a disparity between the amount of savings the ESCO claims to have achieved and the amount of savings the customer would actually see. This is a core reason why Schneider Electric has a tremendous reference base of projects—our project savings are built on real data and project performance can be easily tracked and provided to our customers.

Our standard savings report includes energy savings converted to environmental/emissions impact. The default is a national average conversion, but local data is frequently used. The report provides a clear picture how the savings compare to utility bills for all fuel types. If there are any Operation and Maintenance Cost Savings, these savings are reported as agreed on by the client and Schneider Electric before the project is completed.

2.1.4 Overall project management and qualifications

Schneider Electric will project manage all aspects of project development, design, and implementation. Construction on a project will begin after the acceptance of the construction documentation. Schneider Electric has provided construction administration for many diverse projects. Our construction management procedure usually involves:

- Review the project requirements developed during the Investment Grade Energy Audit and presented in the IGEA Report
- Offer input on the development of the schedule during the IGEA process
- Approval of construction documentation
- Subcontractor evaluation and selection
- Issue of construction contract

- Pre-construction meeting
- Interim inspections
- Review of monthly progress payments
- Monitor training required of contractors

The installation team will then visit the site to collect all additional information. If necessary, modifications to the design can be made at this stage, with the owner's agreement. The implementation phase will begin as soon as the final project is approved and the necessary financing is in place.

Schneider Electric's project manager will provide the State of Connecticut with an estimated schedule for the project and develop a schedule for regular progress meetings. Project progress payments will begin during this phase. The implementation period will be determined during the IGEA phase. Integral to the process of developing such a schedule is Critical Path Analysis and its application.

In the implementation phase of its contracts, Schneider Electric acts as a "design-build" contractor. Schneider Electric bears sole responsibility to the client for:

- Design
- Plans and specifications
- Construction drawings
- Record drawings
- Project scheduling
- Equipment procurement
- Construction management
- Start-up
- Acceptance inspections
- Punch-list development
- Final acceptance inspection

As part of our energy services contract and any agreements we may enter into with any subcontractors, Schneider Electric guarantees that the design and installation of the work complies with all current local, state, and federal construction codes and environmental regulations. As a successful turnkey organization, the Building's Business' construction department adheres to the codes and standards required by all applicable local, state, and national governing bodies. The client's standards and specifications for equipment, materials, and workmanship will be followed.

Schneider Electric's construction project manager will be the client's main point of contact during the construction phase of each project. The project manager, with help from your employees, will determine how each aspect of the project will be scheduled and logistically organized. Interim inspections will be made to your site to ensure that work conforms to the specification, acceptability of work quality, percent of total project completion, and what payment amount is justified. See the following chart for the project manager's responsibilities.

Role of the Construction Project Manager	
Function	**Outcome**
Review plans and specifications	Quality management
Secure necessary bonds and permits	Cost control
Complete preliminary work for sales release meeting	Organized meeting
Attend sales release meeting	Communicate with client
Set completion date	Ensure timely completion
Complete preliminary long-term order entry	Mitigate risk and prevent manufacturing stalls
Meet with client to establish shipping/receiving methods and security measures	Ensure timely completion
Complete project scheduler software timeline	Ensure timely completion
Order materials and equipment	Protect project and client interests
Finalize subcontracts	Cost control, quality management
Organize meetings to familiarize project team with site	Quality management
Hold weekly meetings with subcontractors and client during the project	Constant communication of installation progress and goals
Inspect and validate completed work	Quality management and risk mitigation
Finalize Utility Rebate Reports	Ensure proper payment of rebates
Arrange for on-site client training	Develop customized training plan
Complete final punch list	Quality management
Introduce the client to Performance Assurance Support Services (PASS)	Ensure job quality and client satisfaction

Schneider Electric will use subcontractors as needed to install the various ECMs that will be proposed as part of a project. We will work with the State of Connecticut to select approved contractors and material suppliers for each project or to get new contractors you may prefer approved. Schneider Electric is also willing to consider special subcontracting needs based on your preferences, including special attention to meet goals for utilization of small, woman-owned, and/or minority-owned businesses.

All of our design drawings will be provided to the client in electronic format. Equipment manuals will be created at the completion of each retrofit. Training manuals will be assembled throughout the implementation of the project and given to the client.

Warranty work responsibility will pass from the project manager to Schneider Electric's Performance Assurance Support Services (PASS) personnel at the completion of construction and will be coordinated with this group for the duration of the warranty period.

2.1.5 Securing long-term financing

Schneider Electric understands the importance of the strength of our company to the success of the State of Connecticut. Traditionally, funding for public sector clients has been secured through **tax-exempt municipal lease purchase agreements**. Consequently, well over half of the performance contracts that Schneider Electric has implemented have been financed in this fashion. In addition to this type of financing, there are options for other types of leases that treat the financing as "off balance sheet" transactions.

Unlike many other Energy Services Companies, ***Schneider Electric does not charge our customers or profit from the financing of performance contracts.*** All financing for Schneider Electric projects comes from a 3rd party. It is in Schneider Electric's best interest to make sure that the district secures the best financing available, and we will provide all of the support that is needed to make it happen. We have extensive knowledge of the financing markets and would gladly assist the State of Connecticut in securing the most attractive financial solution and applying for all potential rebate dollars.

Based on the performance of our prior projects, many financial institutions are very interested in supporting Schneider Electric Energy Solutions projects because they are confident that our projects will meet our guaranteed level of performance. One such institution, Government Capital Corporation has financed over 60 Schneider Electric performance contracts. Schneider Electric has worked with many other financial institutions as well and will evaluate all possible sources of funding and work with the State of Connecticut's administration to determine the most appropriate type of financing to minimize the total borrowed cost of the project while working within the long-term financial goals.

Structure of Financing Arrangement

There are a range of options for funding a ESPC projects and Schneider Electric can illustrate examples in which we have used most of the potential arrangements. They include the following general options:

1. ***Direct Payment***

   The Agency/client pays for the installation out of existing reserve dollars. This option eliminates any form of indebtedness and eliminates any interest payments. Payments are made directly from the client based upon a Schedule of Values and actual completion of work. Schneider Electric has utilized this payment option with the PA Department of Labor & Industry's Hiram G. Andrews Center.

2. ***Partial Payment & External Funding***

   This is a hybrid option between Direct Payments from the client and the other external funding sources identified below. This option eliminates interest expense of the dollars that are paid up front out of the client's reserve budgeted dollars. Schneider Electric has utilized this funding option with a considerable number of our clients including the Pembroke Area School District, Pembroke, MA.

3. ***Project Financing (Analogy: Zero-balance Escrow Account)***

   This funding option is relatively new and had been introduced by Bank of America. Dollars are paid to the ESCO on behalf of the client as construction is completed and approved by the owner. No Escrow Account is required to hold unused dollars, because there are none. The client accumulates debt as the project is completed. This eliminates the need to cover interest on unused funds that are sitting in an Escrow account.

4. ***Net Funded Escrow Account***

   Here, funds are deposited into an interest bearing Escrow Account at the signing of the agreement. However, there is some time required for the ESCO to mobilize and complete the installation of ECMs. Based on a predicted draw schedule, the financial lender can determine how much interest the Escrow Account will gain while it is not being withdrawn for progress

payments. The interest gain is determined and the client's net borrowed amount is equal to the Total Project Cost less Interest Gained. This is a less expensive alternative to financing the entire Total Project Cost. This funding methodology has been utilized by the Pennsylvania Department of Corrections for the Schneider Electric's project at SCI – Graterford.

5. Fully Funded Escrow Account

Funds equivalent to the Total Project Cost is deposited into an Escrow Account at the signing of the agreement. Interest is earned by the unused balance of the Escrow Account and at the end of the project, excess funds are returned to the client. This is the traditional funding mechanism – typically using a tax-exempt, municipal lease-purchase arrangement. However, the clinet often does not receive the benefit of the excess funds. More often, they are returned to a General Fund of the state or municipality.

6. Delayed, Escalating Payments

In an effort to maximize the amount of scope that can be included into a ESPC project, some clients have authorized the financing arrangement to include escalating payments over the term of the repayment period. This can be achieved because legislation allows for escalation of the savings at a stipulated (known) rate. The escalation in repayment costs can be matched to the stipulated escalation in savings. This funding methodology can lower the payments in the first year by 5% to 10% depending on current interest rates. That allows the client to put more dollars into project scope, but at the cost of higher total interest expense over the term of the repayment.

As you can see, Schneider Electric understands and has proven experience with developing ESPC projects with a wide range of funding methods. Regardless of the funding mechanism chosen, we will not receive any compensation from the financing. Therefore, we help the client achieve the financing alternative that is best for them and the constraints of their operating budgets. Furthermore, we structure the guarantee to maximize the client's ability to make periodic payments over the term of the contract.

2.1.6 Financial stability

Even with the financial crisis over the past few years, Schneider Electric has been resilient. In 2011, Schneider Electric delivered record high sales and profitability with our sales nearing $30 billion for the first time. We have entered 2012 with a solid momentum. In this new phase, we will continue to invest for growth in areas related to energy efficiency, the smart grid and in new economies while continuing to drive cost-efficiency. Our goal is always to help individuals and organizations "Make the most of their energy."

2.1.7 Projects of similar size and scope

Schneider Electric has experience with projects of all sizes and scopes and can manage any size project for the State of Connecticut. Having completed over 470 performance contracts, Schneider Electric has installed projects with a sales price ranging from $20,000 to $42.3 million. Many of our customers choose Schneider Electric for repeat business including: Virginia Community College System, Southern Methodist University, Hiram G. Andrews Center, Louisiana National Guard, City of Houston, Texas Health and Human Services Commission and many others.

Project Name	Revenue	Year
McMahon Valves and Controls	$ 42,822.00	2010
Uconn Install VFD Pumps	$ -	2010
Hilltop Apts RCX	$ 39,140.00	2011
Lakeside Apt RCX	$ 5,823.00	2011
UConn School of Business RCx	$ 124,567.00	2012
Gampel Pavillion RCX	$ 85,203.00	2012
UConn Water Reclaim Facility	$ 161,000.00	2012
UConn Pharmacy RCx	$ 316,745.00	2012
UConn Psychology RCx	$ 24,429.00	2012
UConn RCx BioPhysics	$ 221,610.00	2012
UConn RCx ITEB	$ 127,124.00	2012
UConn RCx Student Union	$ 414,453.00	2012
UConn RCx ATIB	$ 47,539.00	2012
UConn RCx ABL	$ 57,373.00	2012
Total Revenue	**$ 1,667,828.00**	

2.1.8 In-state projects and Connecticut-based subcontractors

Schneider Electric does have current relationships with multiple Connecticut-based subcontractors; many of them are qualified as small, women and minority-

owned enterprises. We will work with the State of Connecticut to identify local subcontractors that are qualified to implement the work, have a good working relationship with the State and meet the terms of our qualification standards. The discussion about subcontractors occurs early on in the Investment Grade Energy Audit process. Schneider Electric values the State's input on local subcontractors, as we realize this is a win-win for the economy and for expediting green jobs in the community.

Schneider Electric Clients	Location	Project Details
Yale University	New Haven, CT	Campus-wide metering
University of Connecticut	Storrs, CT	Campus-wide metering and software
GSA, Federal Court Houses in CT	Statewide	Metering and software
Veterans Hospital	West Haven, Newington, CT	Metered distribution gear and software
Bristol Myers Squibb	Wallingford, CT	Controls, metering & software
ESPN	Bristol, CT	Metering
Mohegan Sun Casino	Uncasville, CT	Metering & software

2.1.9 United States Department of Energy programs

Schneider Electric is an approved performance contractor for the Department of Energy and the Department of Defense. Schneider Electric was the first performance contracting firm contracted by the Federal Government's General Services Administration (GSA) to list its products and services on the GSA buying schedule. Clients are able to purchase performance-based projects from the services that Schneider Electric lists in the GSA contract.

Schneider Electric also has a long history with Federal government entities including: Virginia National Guard; FAA Alaska (~$3M, 149,881 sq. ft); Louisiana National Guard ($40+M, 140 major command facilities); the Oklahoma Military Department ($2.6M, 139 buildings); and, most recently, the United States Coast Guard Puerto Rico ($35M project, $1.2 annual savings).

Over the past 10 years, Schneider Electric has completed a variety of comprehensive facility and energy management upgrades for the Louisiana Army National Guard (LANG) on an ongoing basis. Some of the more notable improvements implemented with the LANG include comprehensive facility management systems and full lighting upgrades in over 140 major command facilities. Energy efficiency has improved even more through Schneider Electric's installation of high-efficiency standing seam roofs on several buildings. Using Schneider Electric's unique financing options, the LANG was able to replace failing mechanical equipment and make needed replacements of air conditioning units as well. Indoor air quality issues and enhanced facility comfort have been added benefits of the partnership.

Just before Hurricane Katrina struck, Schneider Electric completed a key project for the LANG: the completion of an emergency power generation operation facility at Gillis Long, situated along the Mississippi River in southern Louisiana. Due to this back-up power system completed by Schneider, Gillis Long was one of the few facilities that maintained power during the storm and in the aftermath of both Hurricanes Katrina and Rita.

Through the Department of Energy's Energy Savings Performance Contracting (ESPC) vehicle, Schneider Electric received a Task Order in December of 2010 to develop a Renewable Energy Services Agreement (or Power Purchase Agreement) within an Energy Savings Performance Contract for the United States Coast Guard facilities in Puerto Rico. Almost 3 megawatts of solar photovoltaic power is being installed at nearly 200 buildings of the Coast Guard's Air Station Borinquen, Air Station Housing community, and Rio

Bayamon Housing community. The project also includes the replacement of over 600,000 square feet of roofing with new "cool roofs" in order to reduce energy consumption and provide proper support for the new solar photovoltaic systems. As a turnkey solution provider, Schneider Electric is overseeing the design, engineering, and construction of the roofing and solar PV.

Through a Power Purchase Agreement, or a Renewable Energy Services Agreement (RESA), a third party will own the solar PV arrays while the Coast Guard purchases the electricity generated at a fixed, escalated rate over 23 years. This allows the Coast Guard to benefit from renewable power at a price below what they were paying for "brown power," without having to purchase or maintain the systems themselves. The project includes roof-mounted, ground-mounted, and parking canopy-mounted solar PV arrays which will generate over 4 million kilowatt-hours onsite each year. **The execution strategy of embedding a RESA within a performance contract is the first of its kind for the federal government** and is a ground-breaking accomplishment for both Schneider Electric and the Coast Guard.

2.1.10 Professional certifications

Not only does Schneider Electric build our business through knowledge, expertise and experience, we are also successful due to our ethical leadership, our dedication to customers, and our passion for energy conservation. Schneider Electric has various licenses and can work in all fifty (50) United States. Please see the following list of our certifications and awards.

- Connecticut Dept. of Administrative Services Contractor Prequalification
- American College and University Presidents Climate Commitment
- Clinton Climate Initiative
- Department of Energy registered performance contracting provider
- Department of Defense licensed performance contractor
- Government's General Services Administration - Schneider Electric was the first performance contracting firm contracted by GSA to list its products and services on the GSA buying schedule.
- Green Building Certification Institute (GBCI)
- 2011 and 2012 World's Most Ethical Company Honoree – http://ethisphere.com/wme
- 2011 National Safety Council Green Cross for Safety Medal
- 2009 Robert W. Campbell Award
- 2009 ISO 9001:2008 Management System Certificate by Det Norske Veritas Certification, Inc.
- 2007 European Building Technologies Company of the Year by Frost & Sullivan
- National Association of Energy Services Companies (NAESCO)
- EPA Energy Star Partner
- United States Green Building Council (USGBC)

2.2 Market Sector Involvement

Describe your company's expertise in each of the following market sectors and facility types:

2.2.1 State Agencies

From Alabama to Oregon, from Texas to Pennsylvania, Schneider Electric has consistently competed, won, and delivered projects over and over again in this sector. With our headquarters located in Dallas, TX we have secured the Texas Health and Human Services Commission (seven phases of work at multiple sites worth over $76 million), the Texas Parks and Wildlife Commission, and the Texas Department of Public Safety. In Oregon, we competed and were awarded work with the Oregon Department of Corrections and in Pennsylvania we have completed projects with both the Department of Corrections as well as the Pennsylvania State Police. In Alabama, we are the only Energy Services Company to have been selected and execute performance contracts

with two state agencies where we lowered energy usage by at least 45%: the Alabama Department of Mental Health – Greil Memorial Hospital, and Alabama Emergency Management Agency.

2.2.2 Boards of Education

Small or Rural School Districts (1-5 schools and/or over 2 hours from major metropolitan area)

Schneider Electric works with small school districts across the nation. In Texas especially, because of the size of the state, we have numerous school district customers that are over two (2) hours from major metropolitan areas. The square footage of the schools Schneider Electric manages is anywhere from 25,000 to nearly 2.5 million square feet. No matter the size of the school district, Schneider Electric wants to help improve the quality of their facilities – as well as the students' learning environment – without affecting the school budget.

As in the case at Eudora Unified School District 491 in Eudora, Kansas, they were facing comfort problems and maintenance headaches due to a pneumatic control system that served several of its buildings. The District also wanted to bring its outdated lighting up to the same standard as that of the newly built high school facility. At the same time, the unclear future of the state's financing left the District hesitant to commit any of its budget to these upgrades.

Schneider Electric was able to improve comfort, standardize light levels, link all the District's facilities through a centralized energy management system, and even correct some mechanical deficiencies that had been slowly deteriorating Eudora's hydronic pumps. Most importantly, Schneider Electric was able to accomplish all of these items using guaranteed energy savings.

Accomplishments of saving energy and increasing budget dollars are evident in smaller school districts across the country such as: Hadley-Luzerne Central School District in New York; Mifflinburg Area School District in Pennsylvania; Mount Baker School District in Washington; La Pryor Independent School District in Texas; Moore County Schools in Tennessee; Henry County School District in Alabama; and many others.

Large School Districts

Some of the large school districts with nearly or over a million square feet where Schneider Electric has implemented performance contracting projects are: Rogers Public Schools in Arkansas; Lawton Public Schools in Oklahoma; Florence City Schools in Alabama; Pittsburgh Public Schools in Pennsylvania, and Biloxi Public School District in Mississippi. There are also many school districts in this category in Texas including: Longview ISD, McAllen ISD, Pharr/SJ/Alamo ISD, Edgwood ISD, Alvin ISD, Sheldon ISD, Robinson ISD, Brazosport ISD, Plainview ISD, Grand Prairie ISD, Weslaco ISD, and Corpus Christi ISD.

Corpus Christi Independent School District selected Schneider Electric to perform four phases of PC work in 65 schools. The energy conservation measures included a district-wide energy management system installation, mechanical replacement and repair, and comprehensive lighting retrofits. The projects totaled over $7.5 million with $919,551 in yearly savings.

One of the largest and most complex projects was a $17 million PC project Schneider Electric performed for the administration offices for Chicago Public Schools. The offices are located in an 18-story building in located downtown Chicago in the area known as "The Loop" which is the second largest business district in the U.S. housing dozens of notable buildings including the Sears Tower. The project encompassed the installation of new steam boilers, a new chiller to replace the existing district chilled water system, modifications to the chilled water system, a new building automation system with direct digital control, window replacements, and a comprehensive lighting retrofit. The annual savings are over $1.2 million.

2.2.3 Higher education institutions – universities, colleges, and community colleges

Schneider Electric has one of its strongest vertical markets in Higher Education. To date, we have executed some of the ***largest and most complicated projects*** in universities around the U.S. Our key clients include: The University of North Texas; Texas Woman's University; Lamar State University; North Carolina State University; Southern Methodist University; Purdue University; Washington State University; Eastern and Western New Mexico University; and many more. We have ***successfully implemented hundreds of millions of dollars*** in the higher education ESPC market and plan to execute more contracts this year that are currently in development.

Through Schneider Electric's products and solutions ***we help manage energy at half of all universities in the United States***. Here are some unique Schneider Electric examples of product solutions that can be integrated in to a full scale energy services project:

- **Georgia Tech University**, Campus Access Control through Schneider Electric technologies
- **Brigham Young University**, Full Campus Video Security through Pelco Schneider Electric
- **Ole Miss University**, Campus Utility Metering Solutions through Powerlogic Solutions
- **Syracuse University**, Ethernet-based Centralized Information Systems, Schneider Electric

Our higher education clients have trusted us for decades to manage energy and facility improvements. At the **University of North Texas**, Schneider Electric implemented a $9M project in 1999 which at the time was the largest ESPC contract ever in TX. After staffing two employees on campus for the entire 10 year contract and saving the university almost $4M above the guarantee, we finished our commitment. Within one year of Schneider Electric leaving the site the University noticed increased utility costs and contacted us to re-engage. The result was a second phase in which we will complete a $42 million central plant and 5 mile piping solution over a 20 year contract. After the completion of this contract, we will have managed UNT energy an infrastructure for ***over 3 decades!***

Similar testimonials include:

- **Texas Woman's University** where we implemented a $19.2 million central plant and eliminated the decentralization on their campus
- **Southern Methodist University** who contracted 5 phases of work with Schneider Electric and is in the process of completing over $40 million in upgrades through our projects

The bottom line is that we can get energy projects done more efficiently and on a faster schedule than most other ESCOs because of our processes and procedures that have been tested time and time again.

Schneider Electric has extensive experience with community colleges across the nation. One of our largest clients is within this sector with the Virginia Community College System. We competed against many different ESCOs to be selected as the sole source solution for the entire state of Virginia's Community Colleges. This includes almost **30 different sites and over $70 million dollars in work** installed within these facilities. We are still designing and implementing work today for this client and will continue to turn short budgets into large capital projects that maximize operational dollars every year.

Additional Schneider Electric clients in this sector include: the Dallas County Community College System, which is Texas' largest two-year system; Virginia Military Institute; and the Los Angeles, California

Community College system (LACCD). LACCD chose Schneider Electric along with other ESCOs to each execute specific work at a single campus in Los Angeles. To date, Schneider Electric is the only ESCO that has been awarded repeat business.

2.2.4 Municipalities with population between 100,000 and 150,000

Schneider Electric has continually excelled in the municipal market over the last decade. Our projects include major cities like Wichita, Abilene, Dallas, and Houston. In addition, we have customers in major counties in Oklahoma like Tulsa and Oklahoma as well as Montgomery County in Alabama and Ft. Bend County in the Metro-Houston area in Texas. To date, we have done in excess of $120M in the City and County markets across the US in various states including: Kansas, Washington, Oklahoma, Texas, Alabama, Arkansas, Virginia, and North Carolina.

In Texas, both the City of Dallas and the City of Houston have implemented multiple projects. The City of Dallas selected Schneider Electric over more than ten ESCOs to implement a $9 million performance contract in order to update six facilities and to meet the requirements of Senate Bill 5 to reduce energy consumption by 5% per year. This performance contract included HVAC upgrades, lighting retrofits, energy management, and a solar domestic hot water project.

"The performance contract provides the city with $9 million in infrastructure spending that won't impact the operating or capital budgets or bond funds. It's a win–win deal for the City of Dallas."

Director, Building Services
City of Dallas

The City of Houston took the lead among major U.S. cities by being the first C40 city to announce a $9.6 comprehensive building retrofit project under the Clinton Climate Initiative's (CCI) Building Retrofit Program. Later that year, the City of Houston partnered with Schneider Electric again for another CCI project including 271 buildings, 11 million square feet, and a project cost of over $23 million.

"The City of Houston conducted a thorough search to find an ESCO that shared our objectives to find proactive solutions, use state-of-the-art equipment, and emphasize renewable energy sources and sustainability."

General Services Director
City of Houston

2.2.5 Municipalities with population under 100,000 population

Schneider Electric also frequently works with smaller cities and counties in states such as: Kansas, Texas, Virginia, Oklahoma, Missouri, Washington, and North Carolina.

The Wilson County Commission in Fredonia, Kansas asked Schneider Electric to complete a redesign of their system that not only effectively eliminated all of their comfort and maintenance problems, but it did so in the most cost-effective manner possible. The new design sought to utilize portions of the existing system where possible to control costs, and Schneider Electric uncovered opportunities to save more than $40,000 annually from the county's utility budget, in addition to savings on facility maintenance. These savings were utilized to help fund the needed improvements to the facilities.

Schneider Electric has also become a partner on water and water / wastewater projects with customers including the Town of Woodstock in Virginia and the City of Denison in Texas. The Town of Woodstock was aware for several years of its need to upgrade its water meter infrastructure yet their staff lacked the time to

manage the process. Schneider Electric was able to provide the manpower and management aspects to complete the project in four months compared to the five-to-ten years it would have taken the Town of Woodstock. Over 1800 old water meters were replaced with new automated meter reading (AMR) water meters which allowed the town to reduce read time from one week to one day. The town was also able to realize lost revenue because the old meter system was inaccurately measuring flow.

At the City of Denison, which has a population of less than 25,000, Schneider Electric worked with the City's preferred water / wastewater consulting engineer. Design upgrades to the treatment facilities as well as to various city buildings were implemented. The guaranteed savings from this $7.9 million performance contracting project will pay for half of the improvements while ensuring that the major plant upgrades will be efficient and sustainable.

2.2.6 Specific government building types – K-12 school buildings, correctional facilities, hospitals, laboratories, dormitories, office buildings, recreational centers, libraries, and multi-family buildings

In addition to the examples in Question 2.1.9 and 2.2.2, Schneider Electric has implemented energy conservation measures in various other government buildings.

- Schneider Electric has implemented energy conservation projects at ***correctional facilities*** such as Graterford Prison which is the largest correctional facility in Pennsylvania having 1.2 million square feet as well as minimum-security institutions such as Santiam Correctional Institute in Salem, Oregon.
- For the past 20 years, our team has implemented ECMs in ***healthcare facilities*** of all kinds, including acute care, outpatient, psychiatric, and specialist injury facilities such as those at VA Palo Alto in Virginia. Schneider Electric helps to develop an ESPC approach in hospital facilities to account for a 24/7 mission, focus on the patient, and the customer's high standards of excellence and safety.
- In addition to our work in hospitals, Schneider Electric has implemented ECMs in Columbia Basin College Laboratory, replacing the ***laboratory's*** existing fume hoods, combining and re-routing existing indoor ductwork, and providing indoor air control valves interlocked with rooftop fans and fume hoods. Schneider Electric also implemented improvements at the University of North Texas' DNA lab which required careful project coordination so as not to contaminate the site and impact the results of the DNA testing.
- For the General Services Administration Region 7, Schneider Electric implemented building automation system integration, boiler replacements, chilled water pumping improvements, data center efficiency measures, lighting retrofits and controls, and water conservation at ***11 federal office buildings*** and several ***storage warehouses*** across the state of Texas.
- Schneider Electric has also provided ECMs at the ***administrative offices*** of such customers as: Sumner Regional Medical Center, Los Angeles Community College District, and Chicago Public Schools.
- Being selected over more than ten Energy Services Companies, Schneider Electric implemented a performance contract at the **City of Dallas**. As part of this project Schneider Electric developed a solar domestic water heating project for the Oak Cliff ***Municipal Center*** (OCMC). Due to additional funds from the Texas State Energy Conservation Office (SECO) for the demonstration project, the scope was expanded to include solar domestic water heating systems at City Hall and the ***central library***. This combined with other efficiency upgrades is allowing the City of Dallas save more than $1,200,000 annually in utility costs.
- Beyond commercial buildings, Schneider Electric offers energy solutions to reduce, monitor, manage and control energy usage in ***residential buildings*** and has renovated over 200 homes at the Texas Health and Human Services Commission housing sites across the states. In addition, Schneider Electric has experience with ***multi-family buildings*** through Summit Energy who can take the load to market and broker the electricity contract for the client in deregulated states. Another option is natural gas procurement as well as tracking (loading/auditing bills).

2.2.7 Other non-buildings, including but not limited to wastewater treatment facilities, water meter projects, traffic signals, and street lights

To reiterate, Schneider Electric has become a partner on ***water and water wastewater*** projects with customers including the Town of Woodstock in Virginia and the City of Denison in Texas. *(Please refer to Question 2.2.5.)* The Schneider Electric Water/Wastewater Competency Center brings together a dedicated team of water and wastewater experts from multiple disciplines to provide complete solutions. Schneider Electric's integrated solutions make water and wastewater management efficient, reliable and sustainable. From the smallest pumping station to the most complex treatment plant, we are dedicated to serving your requirements, and, in turn, the needs of your community. Our solutions can help you save up to 30% in energy and design costs. This is good for your budget and even better for the environment.

Since inception of the Schneider Electric Water Wastewater Competency Center in 2005, we are or have project managed over 200 projects with contractors installing our equipment. Some of our customers are:

- Harnett County/Fort Bragg, Raleigh, North Carolina
- City of Shreveport Water Treatment Plant and Distribution Systems, Shreveport, Louisiana
- Nottingham Water Treatment and Wastewater Treatment Plant, Houston, Texas
- Eastern Municipal Water District, Perris, California
- Johns Creek WTP, Atlanta, Georgia
- Water District One, Kansas City, Kansas
- East Bay Municipal Utility District, Oakland, California

An example of a ***street light*** project is part of the $9 million project for the City of Abilene. To improve operations, security, comfort and energy efficiency, the City of Abilene implemented facility enhancements at 34 buildings comprising approximately 860,000 square feet. Through this performance contract, the City has propelled green initiatives, in part by implementing numerous ECMs at its facilities, taking a significant step toward sustainability. As a part of a performance contract, Schneider Electric guarantees that the City of Abilene will reduce its utility costs enough to save more than $12 million in 15 years.

2.3 Project List

Using the format of the table below, list all energy-savings performance contract projects developed and implemented by your company within the past five years. Include only projects where work was directly performed by your company. If it is relevant to list projects performed under contract to another company, clearly identify the company with overall responsibility for that project and the project's relevance to this item 2.3.

Schneider Electric is a leading Energy Service Company across the globe. We have historically had success in every major market because our approach focuses on long-term performance versus short term success. It is not uncommon for our clients to return time and time again for additional products and services. We have some clients that have executed as many as **three separate performance contracts at different entities** where their careers may take them. The most active Schneider Electric clients have done as many as seven different phases over the course of many years with us.

The following pages include all Energy Performance Contracting projects developed and implemented by Schneider Electric within the past five (5) years.

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
Hadley Luzerne Central School District	K-12	Lake Luzerne	NY	$1,164,540	251,941	2011
Susquenita School District	K-12	Duncannon	PA	$4,191,360	372,656	2007
Bethlehem Center School District	K-12	Bethlehem	PA	$1,010,938	283,125	2007
Conemaugh Township Area SD	K-12	Davidsville	PA	$1,844,067	212,684	2007
East Stroudsburg University	University	East Stroudsburg	PA	$10,180,623	1,378,479	2008
PA-Capital Areas Int. Unit Phase 2	K-12	Enola	PA	$65,670	100,000	2008
Grove City College	University	Grove City	PA	$1,266,480	1,164,245	2008
Midwestern Intermediate Unit IV	K-12	Grove City	PA	$1,492,041	25,200	2008
SCI Graterford	State	Collegeville	PA	$12,679,707	427,183	2008
Huntingdon County Career & Technology Ctr	University	Mill Creek	PA	$1,570,406	63,243	2009
Pennsylvania State Police	State	Harrisburg	PA	$775,568	54,888	2009
PennDOT District Offices West	State	Harrisburg	PA	$2,521,598	125,541	2009
Mifflinburg Area School District	K-12	Mifflinburg	PA	$2,925,313	76,000	2009
Grove City College Phase II	University	Grove City	PA	$625,902	1,164,245	2009
Venango Technology Center	University	Oil City	PA	$3,465,094	94,881	2009
Franklin Area School District	K-12	Franklin	PA	$3,300,205	355,418	2009
Cranberry Area School District	K-12	Seneca	PA	$470,759	111,700	2010
Susquehanna Community School District	K-12	Susquehanna	PA	$1,355,324	178,981	2010
Hiram G Andrews Phase IV	University	Johnstown	PA	$8,879,024	392,300	2010
NWOB Museum Archive Building	Museum	Harrisburg	PA	$7,558,319	388,000	2010
Panther Valley School District	K-12	Lansford	PA	$3,242,501	223,500	2010
Mahanoy Area School District	K-12	Mahanoy City	PA	$2,235,977	235,000	2011
Cranberry Area School District Phase II	K-12	Seneca	PA	$781,345	111,700	2011
Blair County Airport	Airport	Martinsburg	PA	$175,990	53,072	2011
VCCS-NV-Woodbridge Renovation	University	Woodbridge	VA	$5,172,254	135,000	2007

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
Town of Woodstock	City	Woodstock	VA	$1,209,986	21,550	2007
VCCS-Danville	University	Danville	VA	$2,339,879	197,023	2007
VCCS-Southwest	University	Cedar Bluff	VA	$2,890,774	213,668	2007
VCCS-John Tyler Phase 2	University	Chester	VA	$21,700	259,326	2007
VCCS - Mountain Empire CC	University	Big Stone Gap	VA	$3,018,146	1,520,115	2007
VCCS-Lord Fairfax	University	Warrenton& Middleton	VA	$765,097	167,655	2007
Virginia Commonwealth University Phase 3	University	Richmond	VA	$2,357,695	299,371	2007
VCCS-Wytheville	University	Wytheville	VA	$4,556,010	157,496	2007
VCCS-Thomas Nelson	University	Hampton	VA	$5,209,412	224,640	2007
VCCS-Blue Ridge	University	Weyers Cave	VA	$3,383,601	121,881	2008
VCCS-Annandale	University	Annadale	VA	$10,468,072	503,334	2008
VCCS - Paul D. Camp CC	University	Franklin	VA	$1,471,491	118,003	2008
VCCS - Rappahannock CC	University	Various Locations	VA	$1,214,239	111,731	2008
Southwest VA CC - Roof	University	Cedar Bluff	VA	$333,540	213,668	2008
VCCS - Central Virginia CC	University	Lynchburg	VA	$1,744,628	201,890	2009
Virginia National Guard Phase II	Federal	Various Locations	VA	$1,528,892	121,815	2009
VCCS - Paul D. Camp CC Generator	University	Franklin	VA	$408,375	118,003	2009
VCCS - Germanna	University	Fredericksburg	VA	$1,504,132	218,979	2009
VCCS - J Sargeant Reynolds	University	Richmond	VA	$4,333,288	209,000	2009
VCCS - Tidewater CC Central Plant	University	Norfolk	VA	$2,667,462	331,099	2009
VCCS - Virginia Western Community College	University	Roanoke	VA	$1,791,344	239,026	2010
VCCS - Tidewater Community College	University	Norfolk	VA	$3,368,031	331,099	2010
VCCS - New River	University	Dublin	VA	$4,761,100	202,779	2010
VCCS - J Sargeant Reynolds Phase 2	University	Richmond	VA	$2,001,638	209,000	2010
VCCS - Piedmont Virginia CC Phase 2	University	Charlottesville	VA	$1,402,642	71,000	2011

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
VCCS - Thomas Nelson CC - Hampton III	University	Hampton	VA	$2,548,378	45,206	2011
Prince William County	University	Prince William	VA	$3,067,716	296,077	2011
Paul D Camp II	University	Suffolk	VA	$2,895,954	118,003	2011
SE Baptist Theological Seminary	University	Wake Forest	NC	$553,492	100,000	2007
Wilson County	County	Wilson	NC	$1,242,747	208,053	2007
NC Kansas Tech. College	University	Beloit	NC	$778,282	182,345	2007
North Carolina State University	University	Raleigh	NC	$19,700,703	1,619,574	2011
Beaufort County	County	Washington	NC	$2,205,610	205,683	2011
Moore County Schools	K-12	Carthage	TN	$244,266	79,563	2008
Decatur County Schools	K-12	Decaturville	TN	$427,694	221,489	2008
Robertson County Schools	K-12	Springfield	TN	$700,900	422,907	2009
Bledsoe County Schools	K-12	Pikeville	TN	$952,274	266,153	2010
Franklin Township Community School Corp.	K-12	Indianapolis	IN	$1,600,000	657,202	2007
Purdue University	University	West Lafayette	IN	$386,980	279,925	2010
Taylorville CUSD	K-12	Taylorville	IL	$1,189,548	199,232	2007
DePue Unit Schools	K-12	De Pue	IL	$297,954	63,292	2008
Chicago Public Schools	K-12	Chicago	IL	$17,589,884	550,000	2009
Ashton-Franklin Center CUSD 275	K-12	Ashton & Franklin Grove	IL	$1,075,781	47,636	2009
Jacksonville City Schools	K-12	Jacksonville	AL	$361,235	220,235	2007
Alexander City Schools	K-12	Alexander City	AL	$344,579	668,976	2008
Alexander City Schools Phase 2	K-12	Alexander City	AL	$834,008	668,976	2008
Alabama MHMR - Greil Hospital	Hospital	Montgomery	AL	$1,476,355	85,000	2008
Daleville City Schools	K-12	Daleville City	AL	$571,019	213,642	2009
Alabama Emergency Management Agency	State	Clanton	AL	$1,367,367	23,058	2010

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
Piedmont City Schools	K-12	Piedmont	AL	$998,242	192,725	2010
Florence City Schools	K-12	Florence City	AL	$2,896,802	925,984	2010
Henry County School District	K-12	Abbeville	AL	$906,665	109,559	2011
Roanoke City Schools	K-12	Roanoke	AL	$435,424	250,617	2011
Shelby County	County	Columbiana	AL	$1,342,978	75,831	2011
Hendrix College	University	Conway	AR	$3,358,331	708,851	2009
North Little Rock School District	K-12	North Little Rock	AR	$8,077,422	256,175	2011
Lucerne Valley School District	K-12	Lucerne Valley	CA	$374,772	112,444	2008
Yuba City Unified School District	K-12	Yuba City	CA	$734,898	521,432	2011
Wellsville USD 289	K-12	Wellsville	KS	$447,140	197,142	2007
Holton USD 336	K-12	Holton	KS	$1,197,023	40,000	2007
Rawlins County Health Center	County	Atwood	KS	$222,609	23,178	2008
Wilson County, KS	County	Fredonia	KS	$715,281	36,481	2008
Highland USD 425	K-12	Highland	KS	$368,947	85,263	2008
Iola USD 257	K-12	Iola	KS	$774,914	227,884	2008
Virginia Military Institute	University	Lexington	KS	$705,572	100,000	2008
Rawlins County USD 105	K-12	Atwood	KS	$428,944	131,859	2008
Midway USD 433	K-12	Denton	KS	$527,369	55,025	2008
Hoisington USD 431	K-12	Hoisington	KS	$1,390,193	262,292	2009
Wathena USD 406	K-12	Wathena	KS	$537,913	99,230	2009
Eudora Elementary School	K-12	Eudora	KS	$706,442	100,000	2009
Eudora USD 491 - Middle School	K-12	Eudora	KS	$392,638	100,000	2009
Ellis USD 388	K-12	Ellis	KS	$1,756,654	76,570	2009
Wichita County	County	Leoti	KS	$231,112	35,445	2009
Smith County	County	Smith Center	KS	$2,567,261	46,736	2010

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
Rose Hill USD 394	K-12	Rose Hill	KS	$2,084,709	432,145	2010
Sabetha USD 441	K-12	Sabetha	KS	$857,759	173,700	2010
Eudora USD 491 (Eudora HS and West Elem)	K-12	Eudora	KS	$706,442	34,103	2010
Center 58 School District	K-12	Kansas City	KS	$1,138,553	619,980	2010
Sumner Regional Medical Center	Hospital	Wellington	KS	$1,104,516	102,775	2010
Andover USD 385	K-12	Andover	KS	$2,029,660	436,443	2012
Arcadia Valley R-II School District	K-12	Ironton	MO	$1,968,540	75,634	2007
Clinton Co, MO	County	Plattsburg	MO	$199,731	28,544	2008
Morgan County R-I School District	K-12	Versailles	MO	$1,596,030	117,700	2009
Fredericktown R-1 School Dist Phase 2	K-12	Fredericktown	MO	$1,763,306	173,580	2010
Marceline R-V School District	K-12	Marceline	MO	$867,314	96,000	2010
West Bolivar School District	K-12	Rosedale	MS	$538,846	181,847	2007
Indianola School District	K-12	Indianola	MS	$1,000,226	453,803	2008
Choctaw County School District	K-12	Ackerman	MS	$703,094	325,485	2009
Biloxi Public School District	K-12	Biloxi	MS	$3,032,703	961,335	2011
ENMU Portales Water	University	Portales	NM	$834,355	368,140	2008
New Mexico Junior College	University	Hobbs	NM	$28,883	27,468	2008
New Mexico Junior College - Bob Moran Hall	University	Hobbs	NM	$52,419	32,700	2009
Coweta Public Schools	K-12	Coweta	OK	$769,985	366,949	2007
Cameron University	University	Lawton	OK	$6,620,235	880,396	2007
City of Clinton	City	Clinton	OK	$648,273	100,000	2008
Southwestern Oklahoma State University	University	Weatherford	OK	$4,047,432	872,067	2008
Geary Public Schools	K-12	Geary	OK	$291,341	114,000	2008
Luther Public Schools	K-12	Luther	OK	$881,007	109,845	2009
Lawton Public Schools	K-12	Lawton	OK	$2,243,990	898,972	2010

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
Oklahoma Juvenile Authority	State	Oklahoma City	OK	$6,888,697	248,675	2010
Oregon Department of Corrections	State	Various Locations	OR	$1,850,000	96,663	2010
Texas Parks and Wildlife	State	Austin	TX	$2,542,733	176,158	2007
Crockett ISD	K-12	Crockett	TX	$773,919	164,731	2007
Pearsall ISD	K-12	Pearsall	TX	$1,520,115	339,264	2007
Sheldon ISD	K-12	Houston	TX	$8,052,941	1,002,000	2007
Skidmore-Tynan ISD	K-12	Skidmore	TX	$207,294	29,824	2007
Shallowater ISD	K-12	Shallowater	TX	$918,842	202,408	2007
HHSC Phase III	Hospital	Various Locations	TX	$14,481,450	2,089,965	2007
Jefferson ISD	K-12	Jefferson	TX	$1,059,402	239,819	2007
Clyde CISD	K-12	Clyde	TX	$792,338	280,869	2007
La Pryor ISD	K-12	La Pryor	TX	$2,995,558	64,381	2007
Kerens ISD	K-12	Kerens	TX	$388,944	112,583	2007
SMU Phase 1	University	Dallas	TX	$3,097,694	3,494,722	2007
Gregory-Portland ISD	K-12	Portland	TX	$3,790,963	755,664	2007
Sharyland ISD	K-12	Sharyland	TX	$3,903,685	701,759	2007
Bi-State Justice Building	City	Texarkana	TX	$2,398,436	191,080	2008
Dallas Museum of Art	Museum	Dallas	TX	$5,352,567	425,744	2008
Robinson ISD	K-12	Robinson	TX	$567,747	1,276,906	2008
City of Lufkin	City	Lufkin	TX	$823,731	204,843	2008
SMU Phase II	University	Dallas	TX	$1,432,383	3,500,000	2008
HHSC Phase IV	Hospital	Various Locations	TX	$5,153,072	1,382,127	2008
HHSC Phase 5	Hospital	Various Locations	TX	$12,140,016	13,670,278	2008
HHSC Phase 7 - TCID	Hospital	Various Locations	TX	$7,563,395	835,499	2008
Tuloso Midway ISD	K-12	Corpus Christi	TX	$2,638,383	598,957	2008

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
Angelo State University	University	San Angelo	TX	$13,198,066	825,960	2008
La Feria ISD	K-12	La Feria	TX	$2,427,324	362,603	2008
Kingsville ISD	K-12	Kingsville	TX	$3,025,757	625,601	2009
Comanche ISD Phase II	K-12	Commanche	TX	$1,095,840	116,204	2009
Olton ISD	K-12	Olton	TX	$398,933	189,858	2009
Roxton ISD	K-12	Roxton	TX	$198,345	80,717	2009
Grand Saline ISD	K-12	Grand Saline	TX	$699,318	254,555	2009
White Oak ISD	K-12	White Oak	TX	$1,875,497	394,265	2009
Schulenburg ISD	K-12	Schulenburg	TX	$777,883	84,829	2009
Jasper ISD	K-12	Jasper	TX	$1,476,320	489,961	2009
Blanco ISD	K-12	Blanco	TX	$978,260	178,836	2009
Detroit ISD	K-12	Detroit	TX	$339,808	56,172	2009
City of Arlington	City	Arlington	TX	$3,079,231	219,579	2009
Red Oak ISD	K-12	Red Oak	TX	$2,499,420	799,276	2009
West ISD Phase 2	K-12	West	TX	$535,812	332,211	2009
Kirbyville CISD	K-12	Kirbyville	TX	$575,670	297,105	2009
Santa Rosa ISD	K-12	Santa Rosa	TX	$1,801,089	202,827	2009
SMU Phase III	University	Dallas	TX	$5,184,655	3,896,267	2009
Bay City ISD Phase II	K-12	Bay City	TX	$3,396,710	288,832	2010
General Services Administration (GSA) Region 7	Federal	Ft Worth	TX	$16,288,821	7,474,360	2010
City of Abilene	City	Abilene	TX	$9,064,417	483,419	2010
Valley View ISD	K-12	Valley View	TX	$1,234,184	129,612	2010
City of Marshall	City	Marshall	TX	$1,081,287	160,041	2010
City of Houston	City	Houston	TX	$9,664,360	1,053,473	2010

Project Name	Facility Type	City	State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed
Bandera ISD	K-12	Bandera	TX	$1,078,275	447,648	2010
SMU Phase IV	University	Dallas	TX	$4,488,530	3,896,267	2011
City of Houston Hobby Center	City	Houston	TX	$4,238,548	250,000	2011
Little Cypress Mauriceville CISD	K-12	Orange	TX	$4,826,959	635,375	2011
Santa Rosa ISD Phase 2	K-12	Santa Rosa	TX	$119,872	202,827	2011
Liberty Hill ISD	K-12	Liberty Hill	TX	$1,139,803	425,331	2011
City of Houston Project II	City	Houston	TX	$23,148,172	1,992,035	2011
Navarro ISD	K-12	Seguin	TX	$545,256	158,704	2011
City of Harlingen Phase 2	City	Harlingen	TX	$636,504	19,450	2011
City of Frisco	City	Frisco	TX	$326,620	426,797	2012
Coastal Bend College	University	Alice, Beeville, Kingsville	TX	$2,548,261	400,985	2012
UNT Health Science Phase 2	University	Denton	TX	$8,633,235	515,895	2012
Center ISD	K-12	Center	TX	$1,672,944	493,363	2012
Spurger ISD	K-12	Spurger	TX	$278,105	tbd	2012

2.4 Project References

Provide detailed information on energy-savings performance contract projects your company completed that can be used for references. Expand on the information provided in the previous section to give details on individual projects. Include the following information on each project as a minimum:

2.4.1 Project Identification: Owner name, city/state, facility type (hospital, school, college, city, county, etc).
2.4.2 Contact Information: Names and contact information of owner(s) representatives who can serve as references.
2.4.3 Project Type: Energy-savings performance contract or other type.
2.4.4 Project Size: Number of buildings and total project square footage.
2.4.5 Project Dollar Amount: Total contract amount and the total project capital expenditure amount.
2.4.6 Source of Funding: A description of the source of funding used for the project and the company's role (if any) in securing that funding.
2.4.7 Project Dates: Actual dates of audit start and acceptance; Actual construction starting and ending dates.
2.4.8 Contract terms: A description of the type of contract, financing arrangement, and contract term.
2.4.9 Project Personnel: A list of the name(s) of individuals involved in the project, their role(s) and if these personnel will be assigned to Connecticut ESPCP projects.
2.4.10 Project Schedule: Indicate if project was completed on schedule and an explanation if not.
2.4.11 List of Improvements: The types of retrofits and operational improvements implemented related to energy, water and other cost savings.
2.4.12 Project Performance: The amounts of projected annual savings, guaranteed annual savings, and actual annual savings for each project in a table as shown below:
2.4.13 Measurement and Verification (M&V): A brief description of the M&V approach for each project including which savings were stipulated, if any.
2.4.14 Performance Guarantee: A description of the savings guarantee for each project and, if the guaranteed savings were not achieved, how the company compensated the entity that contracted for energy-savings performance contract services for any annual shortfall (e.g. pay funds to meet the guarantee, etc.).
2.4.15 Additional Comments: Comments on any special features, services, conditions, creative approaches, special needs of customer, etc. that may be relevant to the ESPCP and clientele.

Schneider Electric has implemented over 470 guaranteed energy savings projects across the nation, ranging in size up to $42M. Since the inception of our performance contracting division in 1992, Schneider Electric has served a variety of markets including: K-12 school districts; state universities; private universities; community college systems; technical colleges; federal, state, and local governments; healthcare facilities; airports; and private businesses. The references included are a small reflection of some of the work for which detailed savings information is readily available and are indicative of the custom solutions and the quality we deliver to each client. ***All of Schneider Electric's nearly 300 dedicated performance contracting professionals will be available to the State of Connecticut's Program.***

Project Identification	**Graterford Prison – Pennsylvania Department of Corrections** Graterford, Pennsylvania Facility Type: State Agency Correctional
Contact Information	George Hiltner Facility Maintenance Manager III P.O. Box 246 Graterford, PA 19426 Phone: (610) 489.4151 ext. 2956 Email: ghiltner@pa.gov
Project Type	Energy Savings Performance Contract
Project Size	1 Prison Campus-4,000 inmates; multiple buildings with 73 acres within the walls 1.2 Million Square Feet
Project Dollar Amount	$12,996,312
Source of Funding	Tax-exempt lease-purchase provided by Bank of America
Project Dates	Audit Start: March 2006 Contract Start: June 2007 Construction Start: January 2008 Construction End: March 2009
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 15 years
Project Personnel	• Corey Newby • Roy Cardwell • Robert Petrosky • Thomas Schauer • Robert Davidson • Robert Loprete • Shane White • Brad Zeamer • Victor Pointer • Mark Fisher • Larry Myers
Project Schedule	Completed on schedule
List of Improvements	• Boiler Plant Modifications • HVAC Upgrades • Energy Management System • Pipe Insulation • Comprehensive Lighting Retrofit • Water Conservation • School VAV A/C System
Project Performance	Projected annual energy savings: $1,349,985 Guaranteed annual energy savings: $1,117,724 $9,728 Operational Cost Savings, $50,700 Capital Cost Avoidance Savings **please see following energy data table* **Since Graterford Prison has stipulated savings, there is not an energy graph.*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement

Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer agreed to cancel the M&V requirements to facilitate the potential construction of a new central boiler/chiller plant outside the prison fence.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Graterford Prison - Pennsylvania Department of Corrections
Project Location: Graterford, Pennsylvania

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	6,559	5,279	5,279				
Electric Energy (KWH)	3,769,084	3,015,267	3,015,267				
Natural Gas							
Fuel Oil (gallons)	33,449	31,559	31,559				
Steam	48,113	38,490	38,490				
Water (kgal)	57,000	57,000	57,000				
Other - Coal (tons)	598	478	478				
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$ 1,349,985	$ 1,117,724	$ 1,117,724				

ESP Notes or Comments

Project Identification	**Alabama Emergency Management Agency** Clanton, Alabama Facility Type: State Agency
Contact Information71-16	Terry DeVaughn Director of Facilities and General Services 5198 County Rd. 41 Clanton, AL 35046 Phone: (205) 280-2245 Email: terryd@ema.alabama.gov Bryan K. Prescott General Counsel Alabama Emergency Management Agency Phone: (205) 280-2209 Email: bryanp@ema.alabama.gov
Project Type	Energy Savings Performance Contract
Project Size	1 Building 23,058 Square Feet
Project Dollar Amount	$1,367,367
Source of Funding	Internal funds, Homeland Security, FEMA
Project Dates	Audit Start: March 2009 Audit Acceptance: July 2009 Construction Start – August 2009 Construction End – February 2010
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 20 years
Project Personnel	• Corey Newby • Roy Cardwell • Robert Petrosky • Pamela Janney • Robert Davidson
Project Schedule	Completed on schedule
List of Improvements	DDC Energy Management System, Comprehensive Lighting Retrofit, Piping Replacements, Fire Control Conversion, Back-up pump control/shutdown, Lighting and HVAC Distribution Redesign, WC to AC Chiller Conversion, Dry Sump Generator Cooling System, New Low Flow Plumbing Fixtures, VFD Control
Project Performance	Projected annual energy savings: $44,485 Guaranteed annual energy savings: $37,812 Operational costs savings: $351,344 in one time operational capital cost avoidance savings **please see following energy data table*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

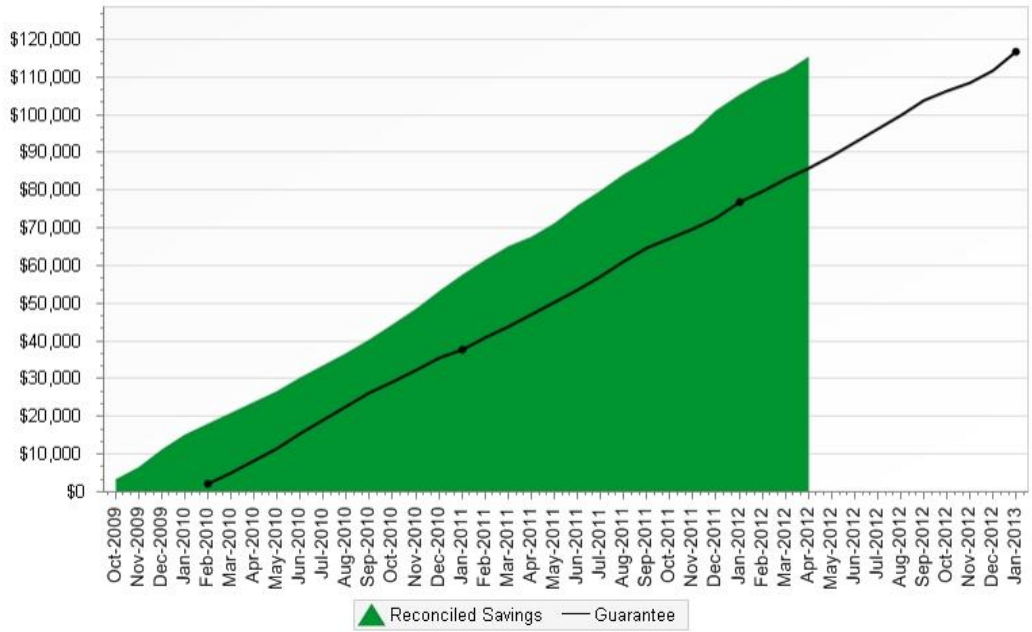
ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Alabama Emergency Management Agency
Project Location: Clanton, Alabama

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	805	684	605	738			
Electric Energy (KWH)	715,844	608,467	590,608	618,012			
Natural Gas (CCF)							
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$44,485	$37,812	$42,673	$47,640			
ESP Notes or Comments:							

Actual Savings vs. Guarantee

Annual Guarantee : $40,115
Guarantee through **Apr-2012** : $85,991
Reconciled Savings through **Apr-2012** : $115,404



Project Identification	**Alabama Department of Mental Health & Mental Retardation**: Greil Hospital Montgomery, Alabama Facility Type: Hospital - State Agency
Contact Information	Ashley Nichols AL DMH Advisory Attorney and Land Manager RSA Union Building 100 N. Union Street P.O. Box 301410 Montgomery, AL 36130 Phone: (334) 353-7215 Email: ashley.nichols@mh.alabama.gov
Project Type	Energy Savings Performance Contract
Project Size	1 Building 82,500 square feet (Phase I)
Project Dollar Amount	$1,476,355
Source of Funding	Capital appropriations, will recoup investment through energy savings
Project Dates	Audit Start: February 2007 Audit Acceptance: October 2007 Construction Start: January 2008 Construction End: February 2009
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 20 years
Project Personnel	• Corey Newby • Roy Cardwell • Robert Petrosky • Brett Crow • Pamela Janney • Kierston Mason • Robert Davidson • Mark Jones
Project Schedule	Completed on schedule
List of Improvements	• Lighting upgrade • DDC System Implementation • Vending Machine Controls • Boiler replacement & conversion from steam to hot water • Reduced pump loading & variable pumping capability upgrades • Air handling unit retrofits • Envelope opening reduction • Hydronic piping replacement • Air-cooled chiller plant equipment replacement
Project Performance	Projected annual energy savings: $80,065 Guaranteed annual energy savings: $74,055 $6,000 – reduction in cost of a 3rd part annual maintenance agreement **please see following energy data table*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement

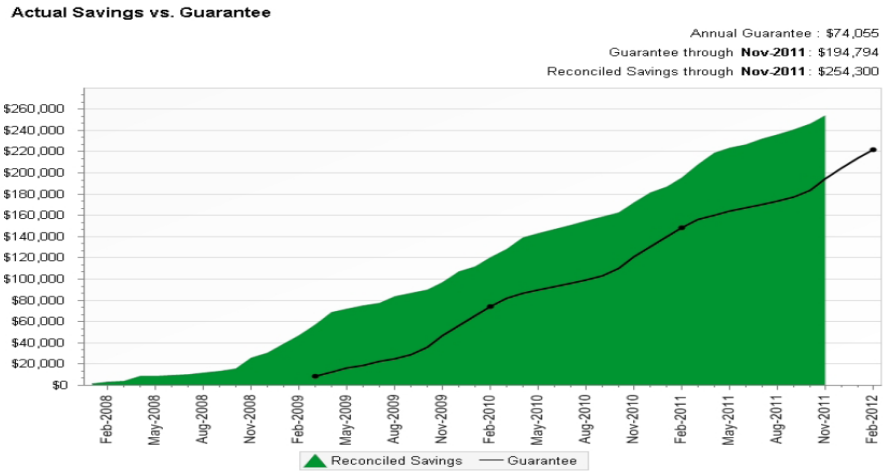
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Alabama Department of Mental Health & Mental Retardation
Project Location: Greil Hospital in Montgomery, Alabama

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	730	621	446	485			
Electric Energy (KWH)	661,281	562,089	603,338	615,099			
Natural Gas (CCF)	19,670	16,796	14,986	16,234			
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$ 80,065	$ 74,055	$ 72,925	$ 75,371			

ESP Notes or Comments



Project Identification	**Santiam Correctional Institution – Oregon Department of Corrections** Salem, Oregon Facility Type: Correctional – State Agency
Contact Information	Jim Poore, Senior Project Manager, ODOC Facilities Services 1793 13th St. SE Salem, OR 97302 Phone: (503) 932-2119 Email: jimmie.d.poore@doc.state.or.us
Project Type	Energy Savings Performance Contract
Project Size	3 Buildings 96,663 Square Feet
Project Dollar Amount	$1,850,000
Source of Funding	State-appropriated capital funds
Project Dates	Audit Start: September 2008 Audit Acceptance: June 2009 Construction Start: June 2009 Construction End: March 2010
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 5 years
Project Personnel	• Corey Newby • Robert Petrosky • Tom Buehler • Jordan Lerner
Project Schedule	Completed on schedule
List of Improvements	• Power monitoring • Lighting upgrades • Lighting controls • New natural gas water heaters • Boiler pressure reduction • Boiler refurbishment • Web-based direct digital controls • Partial window replacement • Roof and HVAC duct insulation • Duct cleaning/testing & balancing (TAB)
Project Performance	Projected annual energy savings: $340,043 Guaranteed annual energy savings: $335,308 $300,000 (annual value of contracted continual boiler operator labor eliminated by project) **please see following energy data table*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement for $30,174 of annual savings, $5,133 stipulated due to being too cost prohibitive to track.

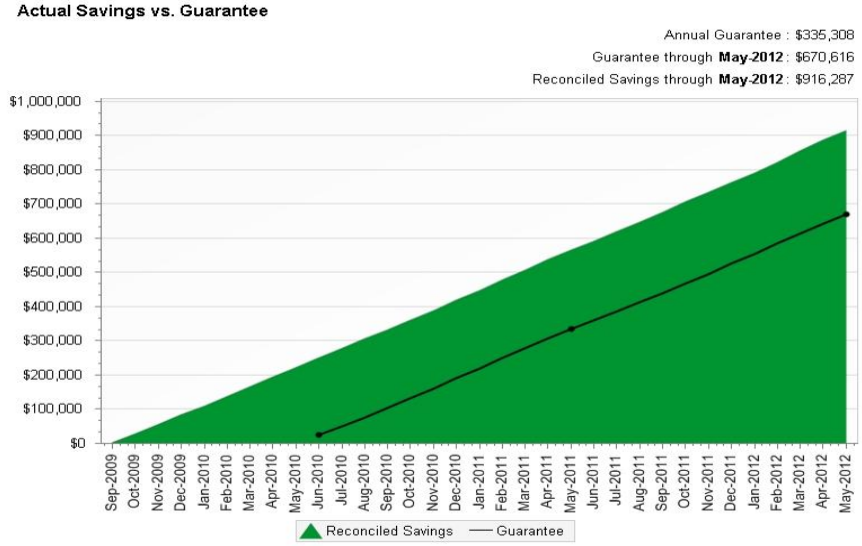
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Santiam Correctional Institution - Oregon Department of Corrections
Project Location: Salem, Oregon

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)							
Electric Energy (KWH)							
Natural Gas	46,315	39,368	50,040				
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$ 340,043	$ 335,308	$ 343,649				

ESP Notes or Comments: *The majority of this project is stipulated savings.*



Project Identification	**State Museum of Pennsylvania and Northwest Office Building** Harrisburg, PA Facility Type: Municipal
Contact Information	State Museum David Dunn Director, State Museum Pennsylvania Historical & Museum Commission Bureau of State Museum Harrisburg, PA 17101 717 574 8267 dadunn@state.pa.us Northwest Office Building Rhett Brennan Director, Bureau of Purchasing & Contracts Pennsylvania Liquor Control Board Northwest Office Building Room 418 Harrisburg, PA 17124 717 787 5567 rbrennan@state.pa.us
Project Type	Energy Savings Performance Contract
Project Size	3 Buildings 559,200 Square Feet
Project Dollar Amount	$7,558,319
Source of Funding	Certificate of Participation, Tax Exempt Lease Purchase
Project Dates	Audit Start: Jun 18, 2009 Audit Acceptance: Dec 28, 2010 Construction Start: Feb 2011 Construction End: Jul 2012
Contract Terms	14 years
Project Personnel	• Larry Myers • Pam Janney • Maria Totterdale • Jayson Stevens • Michael Kissinger • Thomas Schauer • Christopher Klauss • Willem Pennings • Victor Pointer • Steven Mango • Brad Zeamer • Robert Loprete • Robert Petrosky
Project Schedule	Completed 4 months behind schedule

List of Improvements	• Lighting Controls and retrofit • DDC Controls • New Central Chiller Plant w/ Magnetic Bearing Chillers • New Cooling Tower • Distribution pumps • VFDs • Water Conservation • Heat Recovery & Condensate Recovery – steam dist. • IT Room Cooling • Variable Air Volume Conversion • Building Envelope and Insulation
Project Performance	Projected annual energy savings: $679,428 Guaranteed annual energy savings: $461,233 in measured energy savings, $22,691 in stipulated electric savings at the NWOB, $24,880 in stipulated water savings, $55,692 in stipulated demand response and capacity market revenue, $4,620 lamp savings and mechanical equipment maintenance savings, and $110,312 avoided capital improvement deferrals
Measurement and Verification	Option C, Whole Meter Approach for energy commodities
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	Project is in its first year of performance guarantee.

Project Identification	**Pennsylvania Department of Transportation** **District Offices West** Harrisburg, PA Facility Type: Municipal
Contact Information	Ron Osborne Architectural Supervisor & GESA Coordinator 400 North St., 5th Floor P.O. Box 1925 Harrisburg, PA 17105 Phone: (717) 783-8912 Email: roosborne@pa.gov
Project Type	Energy Savings Performance Contract
Project Size	3 Facilities - 5 Buildings 125,541 Square Feet
Project Dollar Amount	$2,521,598
Source of Funding	Tax-Exempt Lease Purchase
Project Dates	Audit Start: Nov 2007 Audit Acceptance: Jun 9, 2008 Construction Start: July 2008 Construction End: June 2009
Contract Terms	15 years
Project Personnel	• Larry Myers • Pam Janney • Maria Totterdale • Christopher Klauss • Robert Petrosky • Robert Loprete • Victor Pointer • Brad Zeamer • Bradford Hamm • James Ferraro • Brian Kohler • Thomas Schauer • Corey Newby • John Hayden • Jason Stevens
Project Schedule	Completed on schedule
List of Improvements	• New gas-fired heating equipment • Energy management system • Direct digital controls • Air exchange code compliance • Lighting upgrades • New electric sub-panels • New air conditioning (2 rooms)
Project Performance	Projected annual energy savings: $61,684 Guaranteed annual energy savings: $37,988 in measured energy savings, –$1,206 in stipulated energy savings, and $24,902 in documented operational savings. **please see following energy data table*

Project Identification	**Pennsylvania Department of Transportation** **District Offices West** Harrisburg, PA Facility Type: Municipal
Measurement and Verification	Whole meter, Option C
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	Schneider Electric managed the abatement of all associated hazardous (asbestos) and non-hazardous waste removal and installed new electric sub-panels to support many of the heating equipment changes.

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

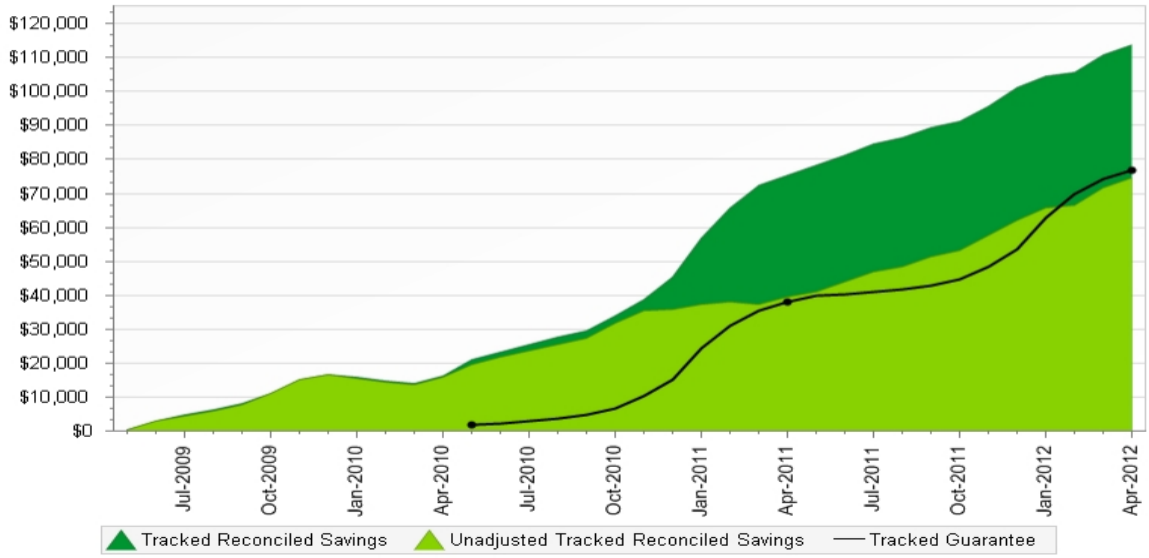
Project Name: Pennsylvania Department of Transportation
Project Location: Harrisburg, PA

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	**Projected**	**Guaranteed**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Electric Demand (KW)	193	164	511	484			
Electric Energy (KWH)	163,371	138,865	329,742	322,098			
Natural Gas (MCF)	2,794	2,375	3,065	964			
Fuel Oil							
Steam							
Water							
Chilled Water (BTU's)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$367,161	$431,954	$453,228	$460,504			

ESP Notes or Comments:

Actual Savings vs. Guarantee

Tracked Annual Guarantee : $38,894
Tracked Guarantee through **Apr-2012** : $76,882
Tracked Reconciled Savings through **Apr-2012** : $113,870
Unadjusted Tracked Reconciled Savings through **Apr-2012** : $74,567



Project Identification	**Pennsylvania State Police** Harrisburg, PA Facility Type: Municipal
Contact Information	James Danner Director of Facilities, Management Division 1800 Elmerton Avenue Harrisburg, PA 17110 Phone: (717) 705-0845 Email: jamdanner@state.pa.us
Project Type	Energy Savings Performance Contract
Project Size	2 Facilities, 3 Buildings 54,888 Square Feet
Project Dollar Amount	$775,588
Source of Funding	Tax-exempt, Municipal Lease Purchase
Project Dates	Audit Start: Audit Acceptance: December 24, 2008 Construction Start: December 2008 Construction End: May 2009
Contract Terms	15 years
Project Personnel	• Larry Myers • Pamela Janney • Maria Totterdale • John Hayden • Robert Loprete • Robert Petrosky • Thomas Schauer • Victor Pointer • John Kalnasy • Willem Pennings • Brad Zeamer • Steven Mango
Project Schedule	Completed on schedule
List of Improvements	• Lighting system improvements • Energy management system upgrades/installation • HVAC equipment replacement • Cooling Tower Replacement • Building envelope measures • New Windows • Wind turbine
Project Performance	Projected annual energy savings: $426,965 in first year Guaranteed annual energy savings: $18,827 in measured energy savings, $618 in stipulated electrical wind turbine savings, $19,776 in documented operational savings, and $387,744 a one-time capital cost avoidance **please see following energy data table*
Measurement and Verification	Option C, Whole Meter Guarantee

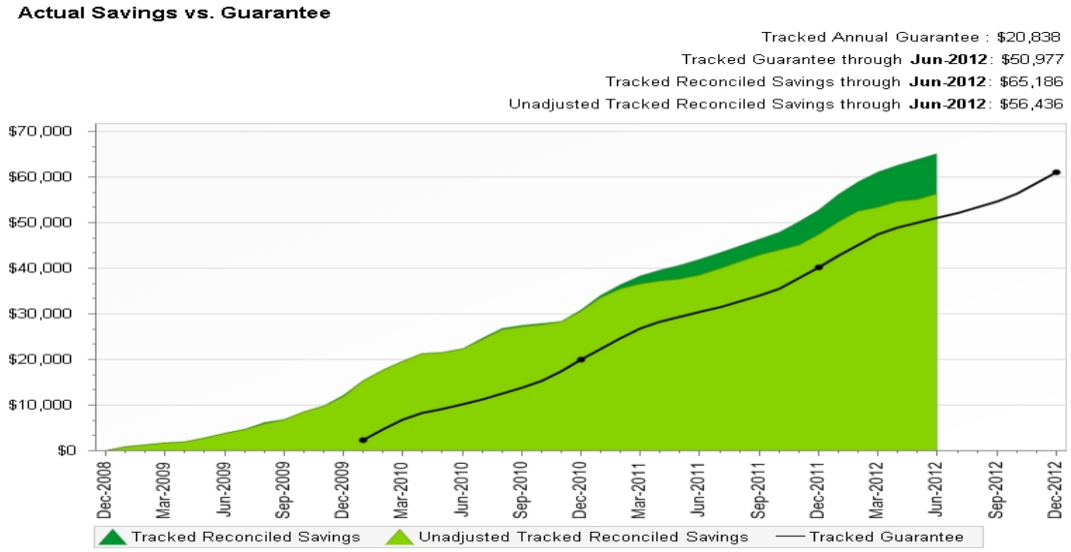
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Pennsylvania State Police
Project Location: Harrisburg, PA

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	**Projected**	**Guaranteed**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Electric Demand (KW)	230	196	202	264			
Electric Energy (KWH)	135,934	115,544	100,609	128,853			
Natural Gas (CCF)	9,370	7,965	6,693	7,854			
Fuel Oil							
Steam							
Water							
Chilled Water (BTU's)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$49,478	$42,056	$40,329	$42,212			

ESP Notes or Comments: The Pennsylvania State Police did have a shortfall during the first year. They were reimbursed for the guaranteed amount.



Project Identification	**Hiram G. Andrews Center** Johnstown, PA Facility Type: Healthcare/Education - Vocational Trades for Handicapped individuals
Contact Information	Carol Mackel Director, Hiram G. Andrews Center 727 Goucher Street Johnstown, PA 15904 Phone: (814) 254-0400 Email: cmackel@pa.gov
Project Type	Energy Savings Performance Contract
Project Size	2 Buildings 550,000 Square Feet
Project Dollar Amount	Phase I - $8,041,000 Phase II - $5,532,000 Phase III - $2,146,376 Phase IV - $8,705,479
Source of Funding	Funded via Agency Capital (No financing)
Project Dates	Phase I Audit Start: Nov 2000 Audit Acceptance: Mar 2002 Construction Start: May 2002 Construction End: November 2003 Phase II Audit Start: Jul 2003 Audit Acceptance: Oct 2004 Construction Start: January 2005 Construction End: November 2007 Phase III Audit Start: Feb 2007 Audit Acceptance: Dec 2007 Construction Start: January 2008 Construction End: February 2009 Phase IV Audit Start: Jun 2009 Audit Acceptance: Feb 2010 Construction Start: April 2010 Construction End: Jun 2011
Contract Terms	14 years

Project Personnel	• Larry Myers • Pamela Janney • Brian Kohler • Jayson Stevens • Jason Fair • Maria Totterdale • Kierston Mason • Robert Loprete • Robert Petrosky • Michael Kissinger • Ronald Soccio • Thomas Hoffecker • Thomas Schauer • Christopher Klauss • Corey Newby • Robert Davidson • Steven Mango • Brad Zeamer • John Kalnasy • John Hayden • Christopher Bracken
Project Schedule	Completed on schedule
List of Improvements	• Central Steam Plant Redesign w/ Boiler replacement • Steam Back Pressure Turbine – CHP • Coal to Natural Gas/Fuel Oil Fuel Conversion • Steam system upgrade • Heating system replacement • Central Chiller Plant Redesign w/ Chiller Replacement • Direct digital controls • HVAC upgrade • Lighting upgrades • Plumbing upgrades • Window replacement • Security system, Door Access, Video Surveilance
Project Performance	Projected annual energy savings: $1,240,000 Guaranteed annual energy savings: Phase III $192,662 in electrical and natural gas savings Phase IV $27,519 in electrical savings, $63,872 in natural gas savings, and $36,960 in operational savings $6,507,504 in avoided capital outlay (roofing & windows) **please see following energy data table*
Measurement and Verification	Phases III and IV – Whole Meter, Option C

Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Hiram G. Andrews Center - Phase I
Project Location: Johnstown, PA

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	**Projected**	**Guaranteed**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Electric Demand (KW)							
Electric Energy (KWH)	2,733,525	2,323,496	1,943,663	1,903,428	1,903,428	1,903,428	1,903,428
Fuel Oil (Gallons)	-892,399	-775,999	607,384	-420,169	-420,169	-420,169	-420,169
Therms	0	0	-30,128	-249,384	-249,384	-249,384	-249,384
Coal (tons)	4,824	4,824	4,824	4,824	4,824	4,824	4,824
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$927,245	$927,245	$965,964	$974,817	$974,817	$974,817	$974,817
ESP Notes or Comments:							

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Hiram G. Andrews Center - Phase I
Project Location: Johnstown, PA

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	**Projected**	**Guaranteed**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**
Electric Demand (KW)							
Electric Energy (KWH)	2,733,525	2,323,496	1,903,428	1,903,428			
Fuel Oil (Gallons)	-892,399	-775,999	-420,169	-420,169			
Therms	0	0	-249,384	-249,384			
Coal (tons)	4,824	4,824	4,824	4,824			
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$927,245	$927,245	$974,817	$974,817			
ESP Notes or Comments:							

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

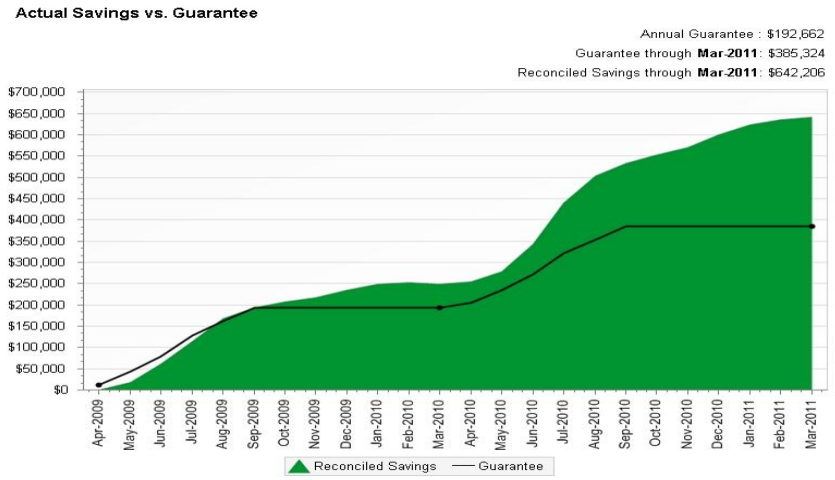
Project Name: Hiram G. Andrews Center - Phase II
Project Location: Johnstown, PA

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	**Projected**	**Guaranteed**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Electric Demand (KW)	119	107	107	107	107	107	
Electric Energy (KWH)	18,225	16,403	16,403	16,403	16,403	16,403	
Fuel Oil (Gallons)	83,319	74,987	74,987	74,987	74,987	74,987	
Therms							
Coal (tons)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$511,753	$460,578	$460,578	$460,578	$460,578	$460,578	
ESP Notes or Comments:							

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Hiram G. Andrews Center - Phase III
Project Location: Johnstown, PA

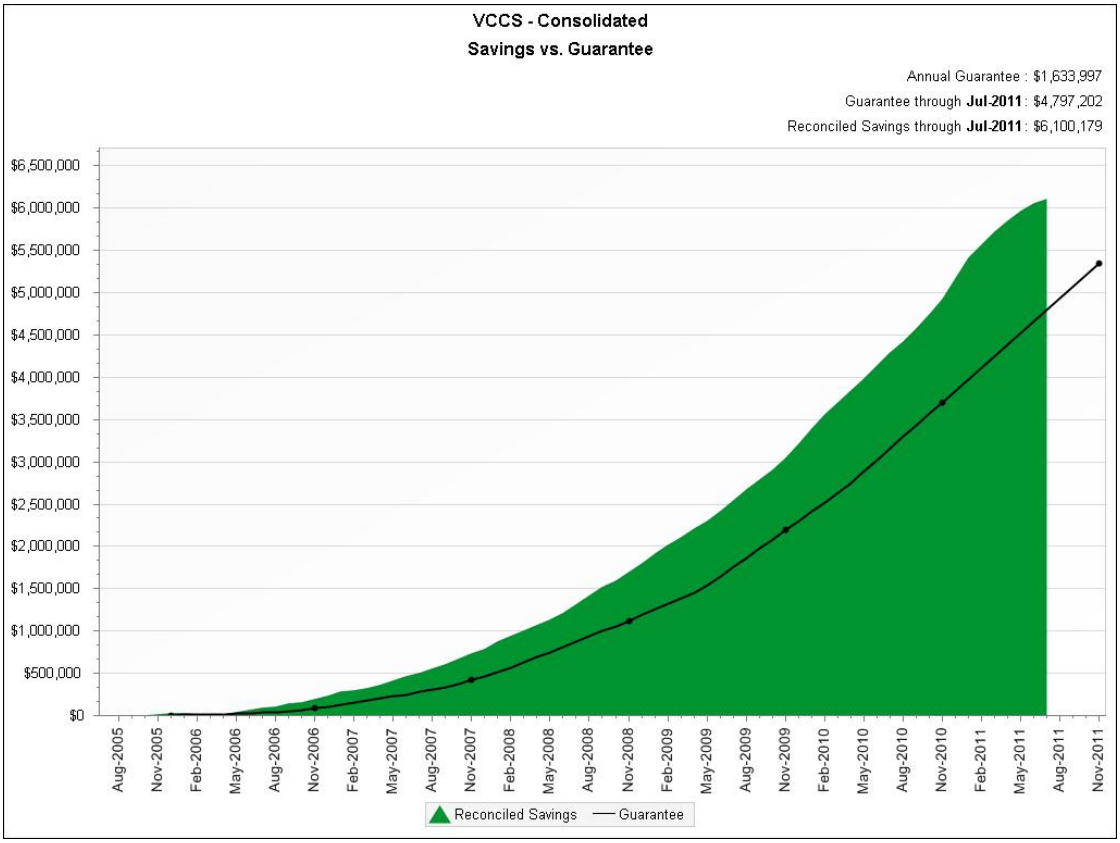
			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	**Projected**	**Guaranteed**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Electric Demand (KW)	-179	-152	-703	-1,251	-2,495		
Electric Energy (KWH)	126,050	107,143	103,126	-139,483	-161,532		
Steam (klbs)	15,422	13,109	19,367	30,414	29,162		
Therms							
Coal (tons)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$226,661	$192,662	$248,761	$393,455	$385,128		
ESP Notes or Comments:							



Project Identification	**Virginia Community College System (VCCS)** Richmond, Virginia Facility Type: Higher Education
Contact Information	Dan Jewett Capital Outlay Manager 101 N. 14th Street, 16th Floor Richmond, VA 23219 Phone: (804) 819-4914 Email: djewett@vccs.edu
Project Type	Energy Savings Performance Contract
Project Size	100 Buildings on 40 campuses (also seen 108 bldgs, 20 campuses and 3,628,114 sq ft) 7 Million Square Feet
Project Dollar Amount	$80,959,671
Source of Funding	Capital Investment $60M Funded through a combination of maintenance reserve funds, capital outlay internal bond funds, and tax exempt municipal lease
Project Dates	Audit Start: February 2005 Audit Acceptance: Various from February 2005 to November 2010 Construction Start: starting in 2004 Construction End: starting in 2004 to present
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 5 years
Project Personnel	• Corey Newby • Roy Cardwell • Pam Janney • Robert Petrosky • Kierston Mason • John Randtke • Dan Steiner • Daniel Clothier • Daniel Meyer • Brett Crow • Shane White • Thomas Buehler • Marty Pape • Maurice Cohen • Steve Schliesing • Mark Fisher • Dan Moffitt
Project Schedule	Completed on schedule

List of Improvements	• Lighting retrofits • Energy management systems • Direct digital controls • Major mechanical replacements • Water systems • Thermal storage • Roofing upgrades • Window/door improvements • Geothermal applications • Variable refrigerant flow applications • Hydronic variable flow applications
Project Performance	Projected annual energy savings: $1,922,379 Guaranteed annual energy savings: $1,633,997 Actual annual energy savings: $2,010,218 **please see following energy data table. The data table is a compilation of for all VCCS campuses. The number of buildings included in the actual savings column varies by year.*
Measurement and Verification	IPMVP Option A: Partial Retrofit Isolation - Water IPMVP Option C: Whole Meter Measurement for all other ECMs
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement. Schneider Electric paid funds to four VCCS campuses to meet the guaranteed savings.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM								
Project Name: Virginia Community College System (VCCS) - All Phases **Project Location: Richmond, Virginia**								
			Achieved					
Annual Savings (List Commodity Savings in Units - not Dollars)	**Projected**	**Guaranteed**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**
Electric Demand (KW)	7,737	6,576	-221	2,129	7,393	7,227	10,797	12,434
Electric Energy (KWH)	9,696,593	8,243,804	176,563	2,868,192	5,068,438	7,747,078	9,321,871	10,768,544
Natural Gas	338,680	287,878	8,982	124,126	247,025	252,516	264,939	590,602
Fuel Oil	89,665	76,215	n/a	n/a	n/a	27,946	51,059	83,378
Steam								
Water								
Other - Propane (gallons)	3,643	3,097	n/a	n/a	1,714	2,319	8,163	5,184
Other (Specify)								
Material ($)								
Maintenance Contracts ($)								
Total Annual Savings ($)	$ 1,922,349	$ 1,633,997	$ 60,968	$ 397,606	$ 755,030	$ 1,205,360	$ 977,345	$ 2,010,218
ESP Notes or Comments								



Project Identification	**University of North Texas – Phase I and II** Denton, Texas Facility Type: Higher Education
Contact Information	Charles Jackson Executive Director, Facilities 2204 W. Prairie Street Denton, TX 76203-1040 Phone: (940) 565-3992 Cell: (940) 368-0727 Email: jacksonc@unt.edu
Project Type	Energy Savings Performance Contract
Project Size	Project I: 35 Buildings; 1,875,222 square feet Project II: Campus-wide; 5.4 million
Project Dollar Amount	Project I: $9,045,454 Project II: $42,386,339
Source of Funding	Texas Public Finance Authority
Project Dates	Audit Start: Project I: June 1996 Project II: November 2009 Audit Acceptance: Project I: May 1997 Project II: July 2010 Construction Start: Project I: June 1997 Project II: August 2010 Construction End: Project I: February 1999 Project II: June 2013
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution Project I: 10 years Project II: 20 years

Project Personnel	• Corey Newby • Roy Cardwell • James Redburn • Robert Petrosky • Dan Steiner • Daniel Clothier • Daniel Meyer • Brett Crow • Lynn White • Howard Whitsitt • Garrett Sloman • Kenneth York • Daryl Cox • Robert Davidson • Victor Pointer • Shane White • Marty Pape • Maurice Cohen • Mark Jones • Randy Miser • Steve Schliesing • Jeremy Milliron • Ken Wheat • Roger Flud
Project Schedule	Completed on schedule
List of Improvements	• Systems Installations (EMS) • Lighting retrofit • DDC Installation or Retrofit • Central plant optimization • New/ replace rooftop HVAC units • Packaged Air Conditioning Replacements • Boiler replacement • Boiler control • Third party control • New cooling tower • Variable frequency drives • VAV box retrofits • HVAC damper and controller repair or replacement • Repair or replacement of existing condensate return systems • Chiller plant upgrades • New Motors • Fans and pump replacement or impeller trimming • Power factor correction • New Hot water heater repair and replacement hot water heaters • Hot water heater repair and replacement

Project Performance	Projected annual energy savings: Project I: $1,431,994 Project II: $3,241,597 Guaranteed annual energy savings: Project I: $1,221,462 Project II: $3,032,263 **please see following energy data table. Project II is still in installation therefore savings tracking has not yet begun.*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement as described in the International Measurement & Verification Protocol (IPMVP)
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement. ***UNT achieved a total savings of $13,817,429 versus a guaranteed savings of $13,111,043 thoughout the contract term of Project I.***
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: University of North Texas
Project Location: Denton, Texas

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	48,970	41,625	61,561	57,580	61,743	60,493	63,700
Electric Energy (KWH)	26,386,841	22,428,462	20,147,641	18,395,959	21,467,030	20,382,180	20,378,848
Natural Gas (MCF)	79,120	67,252	35,845	49,629	53,745	78,378	55,622
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$ 1,431,994	$ 1,221,462	$ 1,217,556	$ 1,181,921	$ 1,322,879	$ 1,360,907	$ 1,307,170
ESP Notes or Comments							

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: University of North Texas
Project Location: Denton, Texas

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved Year 6	Year 7	Year 8	Year 9	Year 10
Electric Demand (KW)	48,970	41,625	6,880	76,404	56,471	57,602	59,392
Electric Energy (KWH)	26,386,841	22,428,462	17,980,058	19,425,984	20,700,464	21,191,656	17,553,740
Natural Gas	79,120	67,252	63,799	57,046	76,001	57,206	58,909
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$ 1,431,994	$ 1,221,462	$ 1,301,195	$ 1,384,257	$ 1,317,432	$ 1,276,899	$ 1,194,912
ESP Notes or Comments							

Project Identification	**Southern Methodist University** Dallas, Texas Facility Type: Private Higher Education
Contact Information	Chris Casey Vice President for Business and Finance PO Box 750273 Dallas, TX 75275 Email cmcasey@smu.edu Office Phone (214) 768-1178 Office Fax (214) 768-2133
Project Type	Energy Savings Performance Contract
Project Size	47 buildings 3,494,722
Project Dollar Amount	SMU Phase 1: $3,097,694 SMU Phase 2: $1,432,383 SMU Phase 3: $5,184,655 SMU Phase 4: $4,760,000 SMU Total: $14,474,732
Source of Funding	Internal Funding and Lease Purchase
Project Dates	Audit Start: Multiple starting November 2006 Audit Acceptance: SMU Phase 1: June 2007 SMU Phase 2: April 2008 SMU Phase 3: August 2008 SMU Phase 4: January 2010 Construction Start: SMU Phase 1: June 2007 SMU Phase 2: August 2008 SMU Phase 3: August 2008 SMU Phase 4: January 2010 Construction End: SMU Phase 1: January 2008 SMU Phase 2: September 2008 SMU Phase 3: January 2010 SMU Phase 4: February 2011
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution Phase I & II: 15 years Phase III & IV: 20 years

Project Personnel	• Corey Newby • Hollie Brown • Roy Cardwell • James Redburn • Robert Petrosky • Dan Steiner • Daniel Clothier • Thomas Buehler • Kierston Mason • Garrett Sloman • Kenneth York • Robert Loprete • Daryl Cox • Robert Davidson • Maurice Cohen • Mark Jones • Steve Schliesing • Jeremy Milliron • Mark Fisher
Project Schedule	Completed on schedule
List of Improvements	• Lighting retrofit • High-efficiency 2,400 ton centrifugal chiller • New motors • Variable frequency drives • Water conservation • Decoupler installation • Chiller plant automation • Boiler replacements • Controls • Condensing economizer • Steam distribution pressure automation • Pipe low pressure steam to de-aerator tank • Pool heating system
Project Performance	Projected annual energy savings: SMU Phase 1: $238,716 SMU Phase 2: $115.752 SMU Phase 3: $604,635 SMU Phase 4: $246,825 Guaranteed annual energy savings: $ SMU Phase 1: $271,389 SMU Phase 2: $133,718 SMU Phase 3: $711,335 SMU Phase 4: $1,168,904 **please see following energy data table. Phase IV has recently completed installation, therefore a full year of savings tracking has not yet been completed.*
Measurement and Verification	IPMVP Option A: Partial Retrofit Isolation and IPMVP Option C: Whole Meter Measurement
Performance Guarantee	After project construction is completed, Schneider Electric

	provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Southern Methodist University - Phase I
Project Location: Dallas, Texas

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	4,716	5,548	5,548				
Electric Energy (KWH)	3,108,030	3,656,506	3,656,506				
Natural Gas	-6,061	-7,130	-7,130				
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$ 238,716	$ 271,389	$ 271,389				

ESP Notes or Comments

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Southern Methodist University - Phase II
Project Location: Dallas, Texas

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	921	1,083	1,083				
Electric Energy (KWH)	368,291	433,284	433,284				
Natural Gas	14,833	17,450	17,450				
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$ 115,752	$ 133,718	$ 133,718				

ESP Notes or Comments

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Southern Methodist University - Phase III
Project Location: Dallas, TX

Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	9,844	11,581	21,439	9,920			
Electric Energy (KWH)	4,861,193	5,719,050	6,355,928	6,083,929			
Therms Savings	272,170	320,200	498,089	323,449			
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$604,635	$711,335	$985,854	$785,417			

ESP Notes or Comments:

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

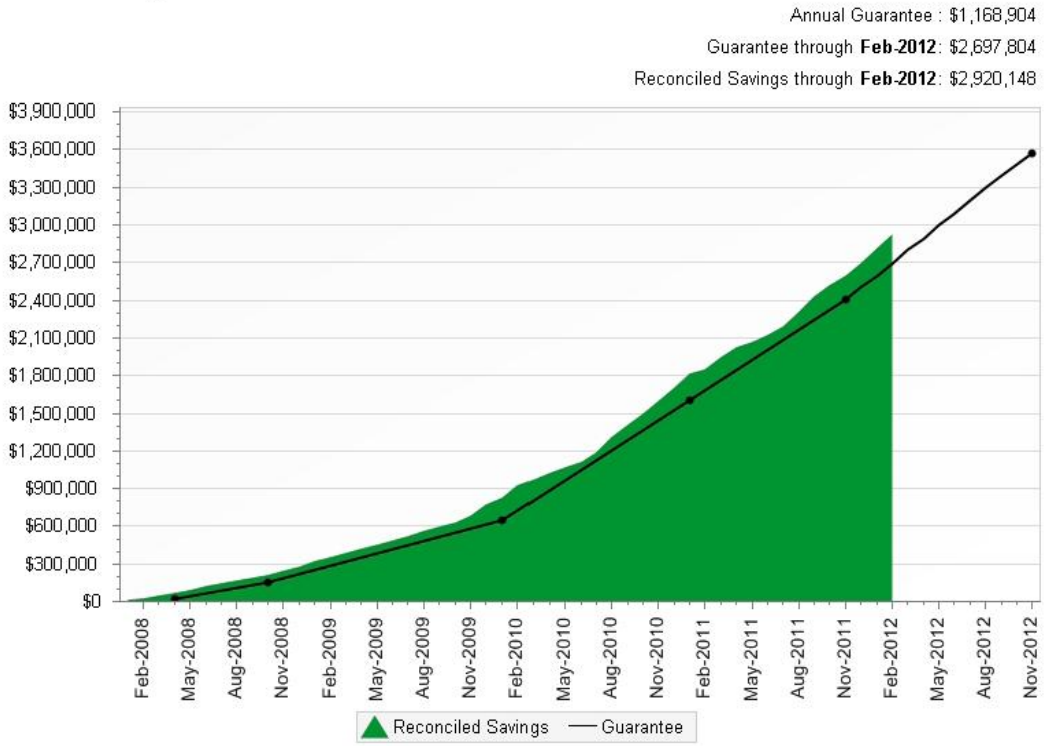
Project Name: Southern Methodist University - Phase IV

Project Location: Dallas, Texas

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	561	477					
Electric Energy (KWH)	907,519	771,391					
Natural Gas (CCF)	232,230	197,396					
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$246,825	$209,801					

ESP Notes or Comments:

Actual Savings vs. Guarantee



Project Identification	**Pembroke Schools** Pembroke, MA Facility Type: K-12
Contact Information	Dr. Frank Hackett Superintendent of Schools Pembroke Area School District 72 Pilgrim Road Pembroke, MA 02350 781-829-1178 frank.hackett@pembrokek12.org
Project Type	Energy Savings Performance Contract
Project Size	5 Buildings 603,510 Square Feet
Project Dollar Amount	$1,610,000
Source of Funding	Partial Reserve Funds, Tax-Exempt Lease Purchase
Project Dates	Audit Start: Oct 2011 Audit Acceptance: May 2012 Construction Start: July 2012 Construction End: In Construction
Contract Terms	15 years
Project Personnel	• Nathan Audette • Larry Myers • Pamela Janney • Kierston Mason • Thomas Schauer • Eric Erickson • James Ferrero • Robert Loprete • Willem Pennings • Victor Pointer • Michael Kissinger • Thomas Bleuher • Timothy Stauss
Project Schedule	In Construction, to be completed May 2013
List of Improvements	• Centralized Energy Management System • Lighting upgrades and controls • Building Envelope • PC Management • Plug Load Management • Centralized Fiber Optic Communication Installation • Walk In Cooler controls • VOIP communications
Project Performance	Projected annual energy savings: $194,713 Guaranteed annual energy savings: $179,821
Measurement and Verification	Option C, Whole Meter Guarantee

Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	No savings reort to date. Project still under construction.

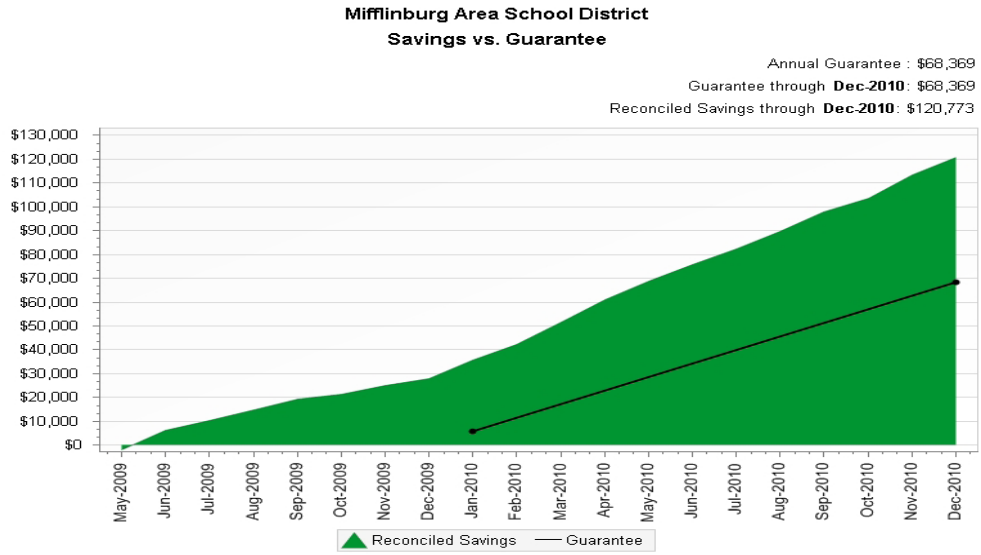
Project Identification	**Mifflinburg Area School District** Mifflinburg, PA Facility Type: K-12
Contact Information	Thomas Caruso Business Administrator 178 Maple Street Mifflinburg, PA 17844 Phone: (570) 966-8200
Project Type	Energy Savings Performance Contract
Project Size	1 building 76,000 square feet
Project Dollar Amount	$2,925,313
Source of Funding	Self-funded through bond issue
Project Dates	Audit Start: February 2008 Audit Acceptance: December 2008 Construction Start: January 2009 Construction End: July 2009
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 15 years
Project Personnel	• Pamela Janney • Robert Petrosky • Marty Pape • Jason Stevens • Maria Totterdale • Michael Kissinger • Robert Loprete • Thomas Schauer • Christopher Klauss • John Kalnasy • Victor Pointer • Steven Mango • Brad Zeamer
Project Schedule	Completed on schedule
List of Improvements	• Re-design and install new variable air volume systems • Chiller plant renovation • Design and install new DDC controls • Domestic hot water systems improvements • District-wide lighting installations
Project Performance	Projected annual energy savings: $80,434 Guaranteed annual energy savings: $68,369 **please see following energy data table*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement

Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Mifflinburg Area School District
Project Location: Mifflinburg, Pennsylvania

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	820	697	2,213				
Electric Energy (KWH)	669,014	568,662	447,278				
Natural Gas (MCF)							
Fuel Oil (Gal)	-2,965	-2,520	3,940				
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$80,434	$68,369	$120,773				
ESP Notes or Comments:							



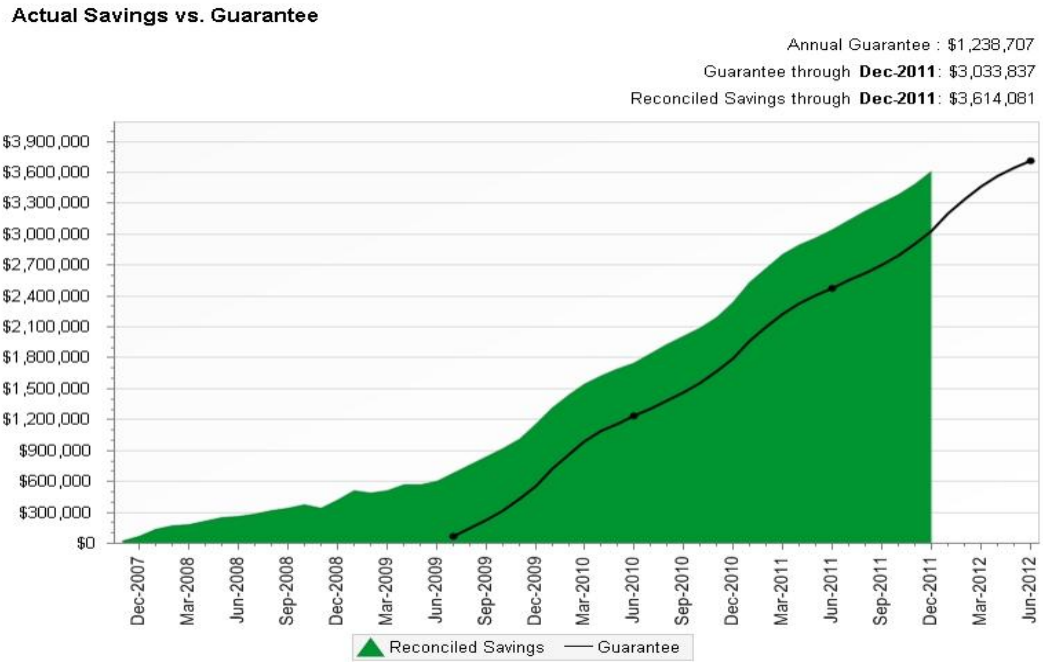
Project Identification	**Chicago Public Schools** Chicago, IL Facility Type: K-12
Contact Information	Brian Martin Energy Manager 125 South Clark Street Chicago, IL 60603 Phone: (773) 553-3748
Project Type	Energy Savings Performance Contract
Project Size	1 building – 18-story building downtown Chicago 550,000 square feet
Project Dollar Amount	$17,589,884
Source of Funding	Cash
Project Dates	Audit Start: June 2006 Audit Acceptance: September 2007 Construction Start: October 2007 Construction End: June 2009
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 15 years
Project Personnel	• Drew Sebelius • Robert Petrosky • Dan Steiner • Corey Newby • Robert Davidson • Thomas Bleuher • Marty Pape • Darrell Demoss • Jordan Lerner • Michael Kissinger • Mark Fisher
Project Schedule	Completed on time
List of Improvements	• New steam boilers • New chiller • Chilled water system modification • New DDC system • Comprehensive lighting retrofit • Lighting control system • Window replacement
Project Performance	Projected annual energy savings: $ 1,477,471 Guaranteed annual energy savings: $1,238,707 **please see following energy data table*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement

Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	n/a

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Chicago Public Schools
Project Location: Chicago, Illinois

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	1,354	1,151	2,058	2,566			
Electric Energy (KWH)	5,213,752	4,431,689	1,974,800	2,679,139			
Natural Gas (CCF)	472,644	401,747	297,065	367,181			
Fuel Oil							
Steam							
Water							
Chilled Water (BTU's)	387,277	329,185	369,568	396,003			
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$1,477,471	$1,238,707	$1,132,711	$1,284,631			
ESP Notes or Comments:							



Project Identification	**Eudora Unified School District** Eudora, KS Facility Type: K-12
Contact Information	Don Grosdidier Superintendent 1002 Elm St., P.O. Box 500 Eudora, KS 66025-0500 Phone: (785) 542-4910
Project Type	Energy Savings Performance Contract
Project Size	4 buildings 399,182 square feet
Project Dollar Amount	$7,196,427
Source of Funding	Municipal lease purchase and bond issue
Project Dates	Audit Start: multiple from 2004-2007 Audit Acceptance: multiple from 2004-2009 Construction Start: multiple from 2004-2009 Construction End: multiple from 2004-2010
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 15 years
Project Personnel	• Arthur Hughes • Robert Petrosky • Tom Buehler • Christopher Reser • John Randtke • Dan Steiner • Corey Newby • Robert Davidson • Marty Pape • Darrell Demoss • Jeremy Milliron
Project Schedule	Completed on schedule
List of Improvements	• Added cooling at middle school • New CME units at elementary • Installed new drop ceiling • District-wide lighting retrofit • Direct digital control system • Mechanical system design for new elementary and middle schools • Building automation systems • HVAC construction management • Ongoing savings support
Project Performance	Projected annual energy savings: $282,467 Guaranteed annual energy savings: $240,097 **please see following energy data table. The data table is a compilation of for all Eudora USD 491 Phases. The number of buildings included in the actual savings column varies by year and represents partial savings.*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement and IPMVP Option D: Calibrated Simulation

Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	After completing two phases of traditional performance contracts for Eudora USD 491, Schneider Electric was hired to complete the first and only performance contract for new construction project in the state of Kansas.

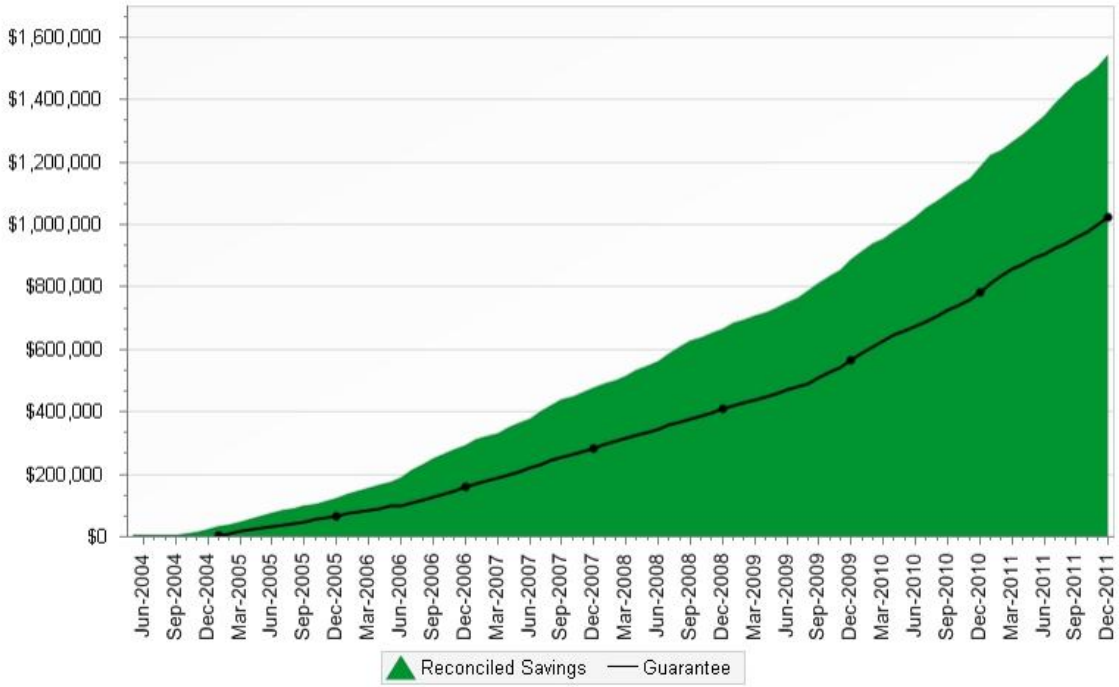
ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: Eudora USD 491
Project Location: Eudora, Kansas

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	3,037	2,673	738	1,642	2,789	2,822	2,973
Electric Energy (KWH)	2,641,727	2,324,720	1,100,339	1,829,872	1,803,232	1,527,164	2,060,256
Natural Gas (MCF)	9,561	8,414	3,737	5,352	5,989	5,944	8,240
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$282,467	$240,097	$101,878	$168,562	$184,094	$190,119	$218,794
ESP Notes or Comments:							

Actual Savings vs. Guarantee

Annual Guarantee : $240,097
Guarantee through **Dec-2011**: $1,025,246
Reconciled Savings through **Dec-2011**: $1,544,433



Project Identification	**City of Abilene** Abilene, TX Facility Type: City
Contact Information	Odis Dolton Assistant Director of Finance P.O. Box 60, 555 Walnut Street Abilene, TX 79604-0060 Phone: (325) 676-6496 Fax: (325) 676-6285
Project Type	Energy Savings Performance Contract
Project Size	34 buildings 860,000 sq ft
Project Dollar Amount	$9,064,417
Source of Funding	Funded using ARRA EECBG
Project Dates	Audit Start: September 2007 Audit Acceptance: August 2008 Construction Start: August 2008 Construction End: May 2010
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 15 years
Project Personnel	• Roy Cardwell • Dan Steiner • Daniel Clothier • Brett Crow • Garrett Sloman • Corey Newby • Robert Davidson • Robert Petrosky • Shane White • Marty Pape • Maurice Cohen • Mark Jones • Randy Miser • Jeremy Milliron
Project Schedule	Completed on schedule
List of Improvements	• Standard building automation system implemented throughout the city • Implemented high efficiency lighting technologies • Intensive capital upgrades made throughout the city's facilities • Boiler, air handler, and other HVAC renovations • On-going training during project implementation and beyond • Long-term plan developed for renewable energy
Project Performance	Projected annual energy savings: $814,555 Guaranteed annual energy savings: $692,372 **please see following energy data table* *Over 15 years = $12,315,780* *Daily Savings: $2,000*

Measurement and Verification	IPMVP Options A &C, some stipulated savings
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	Throughout the 15-year guarantee period, the reduction in electricity usage will: prevent2.8 million pounds of carbon from entering the atmosphere; avoid 10 million pounds of CO2 pollution; reduce SO pollution by 88,000 pounds; lower NO gas emissions by 38,000 pounds. This is equivalent to planting almost 129,000 trees which is enough to cover 1,200 acres or removing 871 cars from area roads.

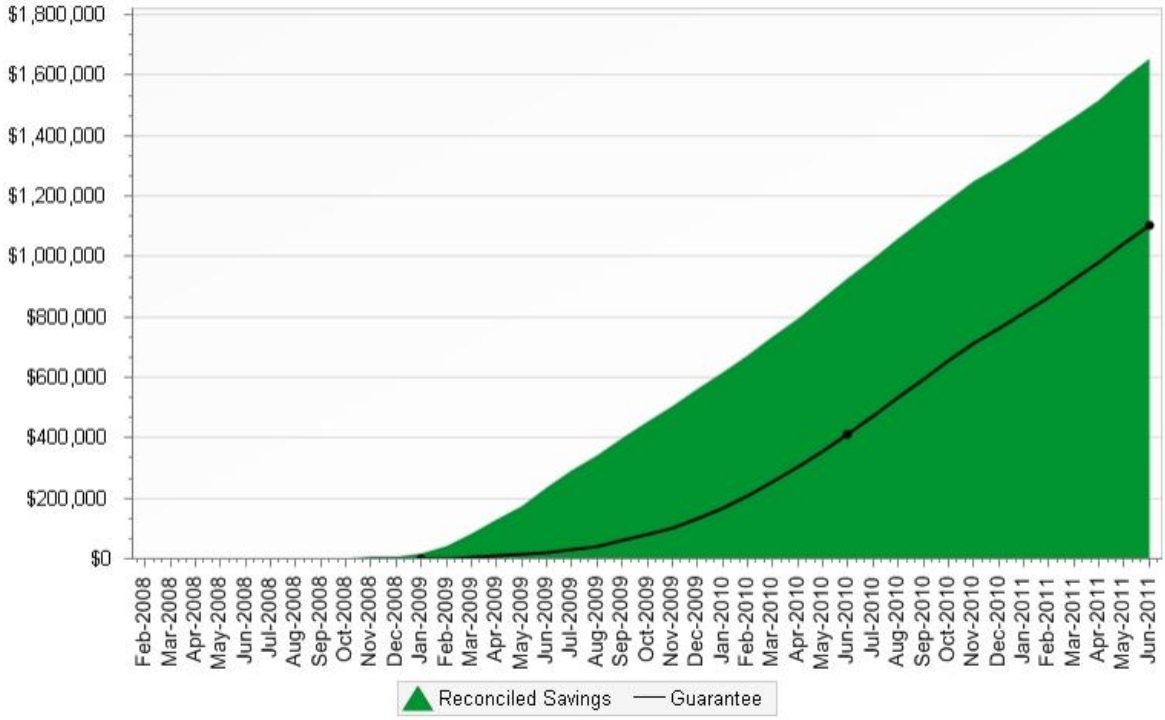
ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: City of Abilene, Texas
Project Location: Abilene, Texas

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	6,999	5,949	3,134				
Electric Energy (KWH)	8,806,135	7,485,215	2,398,893				
Natural Gas (MCF)							
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$814,555	$692,372	$727,874				
ESP Notes or Comments:							

Actual Savings vs. Guarantee

Annual Guarantee : $692,372
Guarantee through **Jun-2011**: $1,103,335
Reconciled Savings through **Jun-2011**: $1,655,515



Project Identification	**City of Houston – Projects I and II** Houston, TX Facility Type: City
Contact Information	Steve Girardi Assistant Director/Chief of Operations 900 Bagby, 2nd floor Houston, TX 77002 Phone: (832) 393-8085
Project Type	Energy Savings Performance Contract
Project Size	Project I: 7 buildings; 1,105,905 square feet Project II: 15 buildings; 1,934,035 square feet
Project Dollar Amount	Project I: $9,664,360 Project II: $23,148,472
Source of Funding	Project I funded through internal bond releases Project II funded through internal bond releases and Federal Stimulus funds (EECBG)
Project Dates	Audit Start: Project I: June 1996 Project II: November 2009 Audit Acceptance: Project I: April 2009 Project II: December 2009 Construction Start: Project I: April 2009 Project II: January 2011 Construction End: Project I: October 2010 Project II: August 2012
Contract Terms	Energy Solutions Performance Contracting Schneider Electric provided customized financial solution 15 years on both projects
Project Personnel	• Robert Petrosky • Dan Steiner • Howard Whitsitt • Garrett Sloman • Kenneth York • Robert Davidson • Marty Pape • Maurice Cohen • Mark Jones • Steve Schliesing • Corey Newby • Roger Flud
Project Schedule	Overall project was completed ahead of schedule. An extension was granted to accommodate the internal City of Houston IT Department networking effort.

List of Improvements	Project I: • Energy management system (EMS) installation • EMS upgrades/recommissioning • Chiller plant replacement • HVAC replacements/upgrades • Water conservation • Lighting retrofits • Lighting control Project II: • Central plant redesign and replacements in 7 buildings • EMS upgrades/recommissioning • HVAC replacements/upgrades • AHU Variable Volume upgrades • Water conservation • Lighting retrofits • Motion Sensor Installation
Project Performance	Projected annual energy savings: Project I: $836,507 Project II: $2,116,357 Guaranteed annual energy savings: Project I: $719,513 Project II: $1,798,904 **please see following energy data tables. Project II has recently entered M&V phase, therefore a full year of measurements are not yet available.*
Measurement and Verification	IPMVP Option C: Whole Meter Measurement on energy savings on larger meters. Stipulated Savings: $56,546 – PH 1, This number represents an aggregate of the small meters around the city where it is not cost effective to monitor the savings on a monthly basis. These savings are to be verified per IPMVP Option A: Partial Retrofit Isolation Stipulated Savings: $194,298 – PH 2, This number represents an aggregate of the small meters around the city where it is not cost effective to monitor the savings on a monthly basis. These savings are to be verified per IPMVP Option A.
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	The City of Houston is a great client for Schneider Electric. We competed against every major ESCO in the industry for this job and were selected after interviews. In 2011, Schneider Electric has also iimplemented a $4.2M project with the City of Houston Hobby Center which is a performing arts center.

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

Project Name: City of Houston, Texas Project I
Project Location: Houston, Texas

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	6,505	5,595	4,675				
Electric Energy (KWH)	8,165,322	7,023,317	7,912,048				
Natural Gas (Therms)	98,977	85,134	68,668				
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$836,507	$719,513	$803,744				

ESP Notes or Comments:

ENERGY, WATER & OPERATIONAL SAVINGS DATA FORM

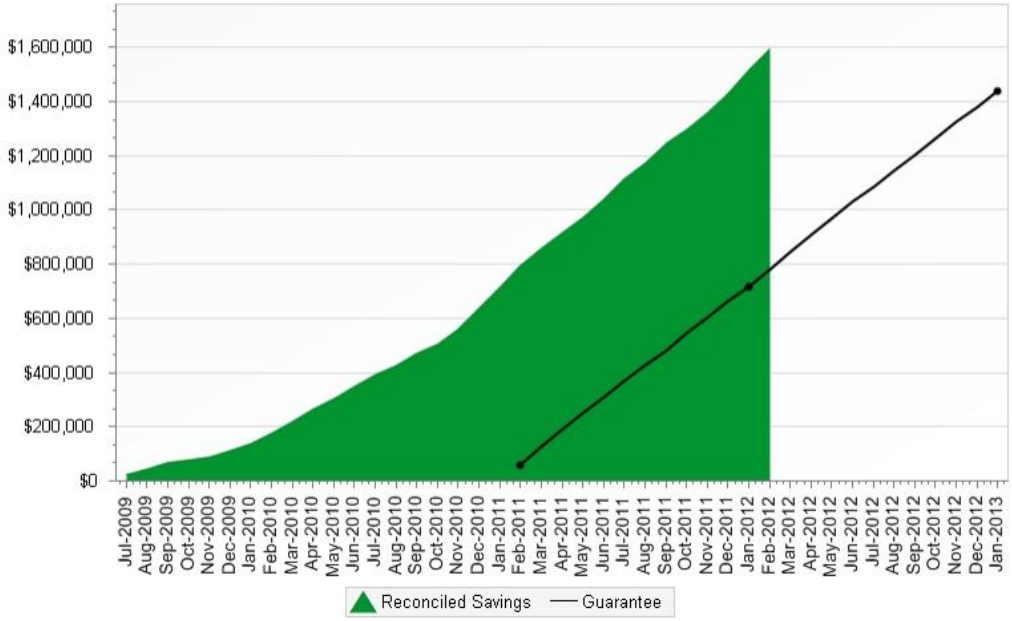
Project Name: City of Houston, Texas Project II
Project Location: Houston, Texas

			Achieved				
Annual Savings (List Commodity Savings in Units - not Dollars)	Projected	Guaranteed	Year 1	Year 2	Year 3	Year 4	Year 5
Electric Demand (KW)	10,518	9,153					
Electric Energy (KWH)	11,943,399	10,393,072					
Natural Gas (Therms)	72,651	63,221					
Fuel Oil							
Steam							
Water							
Other (Specify)							
Other (Specify)							
Material ($)							
Maintenance Contracts ($)							
Total Annual Savings ($)	$2,116,357	$1,798,904					

ESP Notes or Comments:

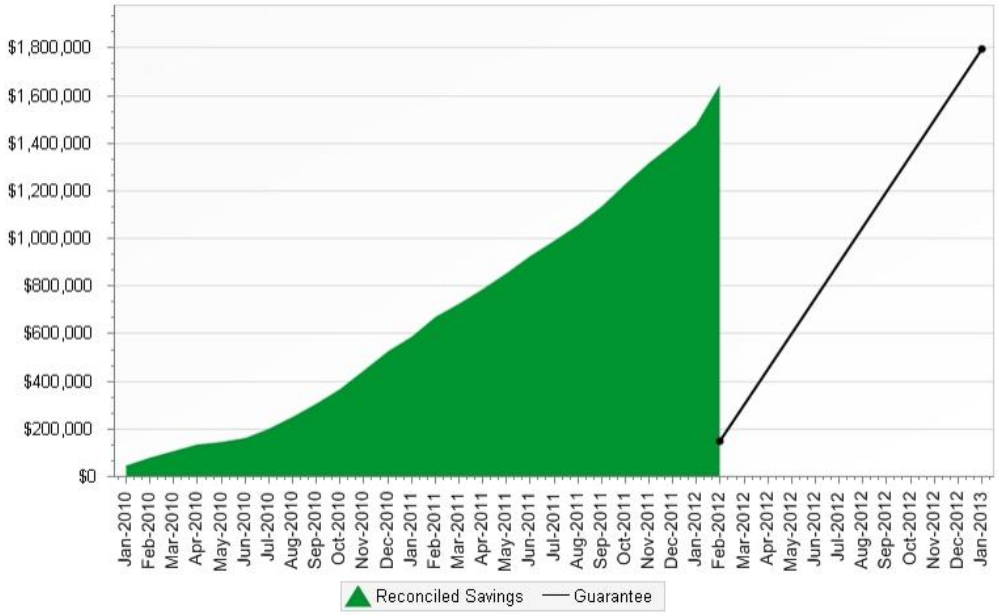
Actual Savings vs. Guarantee

Annual Guarantee : $719,513
Guarantee through **Feb-2012**: $780,456
Reconciled Savings through **Feb-2012**: $1,599,023



Actual Savings vs. Guarantee

Annual Guarantee : $1,798,904
Guarantee through **Feb-2012**: $149,909
Reconciled Savings through **Feb-2012**: $1,644,321



Project Identification	**Helen Hayes Hospital** West Haverstraw, NY Facility Type: K-12
Contact Information	Dave Cruz Engineering Manager 51-55 Route 9W North West Haverstraw, NY 10993 Phone: (845) 222-5594 Email: cruzd@helenhayeshosp.org
Project Type	Energy Savings Performance Contract
Project Size	4 Buildings 538,267 Square Feet
Project Dollar Amount	$3,137,932
Source of Funding	NYSERDA Grant
Project Dates	Audit Start: April 1, 2003 Audit Acceptance: December 2003 (Audit completion: September 15, 2003) Construction Start: June 2004 Construction End: May 2006
Contract Terms	12 years
Project Personnel	• Rob Somma • Pamela Janney • Robert Loprete • Jeff Coles • Corey Newby • Fred McCandless
Project Schedule	Project completion extended to accommodate client directed change orders. Final Billing: May 2007
List of Improvements	• Replace Boiler Feedwater Pumping • VFD on Boiler Forced Draft Fans • Motor Replacement • Install VAV system • AHU Filter System Improvements • Repair AHU Leakage • Steam Trap Improvements • Steam Pipe, Valve Fitting Insulation • DHW System Improvement • Weatherization • Exhaust Air Heat Recovery • DDC Energy Management System • Lighting System Control • Install Pool Cover • Independent Temperature Control • Conversion of Dx to Plant CHW • Remove PTAC for B38 Telephone Rm • Chiller Plant Control Integration • Boiler Stack Economizers

Project Performance	Projected annual energy savings: $329,528 Guaranteed annual energy savings: $329,528 **Please see following Project Summary Table*
Measurement and Verification	Option D: Calibrated Simulation
Performance Guarantee	After project construction is completed, Schneider Electric provides its Performance Assurance Support Services (PASS) agreement (performance guarantee) for a period of one year at no additional cost to the customer. After the first year of completed PASS services, the customer has the option to renew the PASS agreement on a yearly basis for the life of the project's financing agreement.
Additional Comments	An outstanding project from all perspectives. Aside from the physical plant improvements, installing the new Building Automation System gave the facilities staff the new ability to manage the mechanical systems more effectively and efficiently for the first time. Comfort improved while enegy spend decreased. A win for the patients, for the hospital, and for Schneider Electric and our contractors. Schneider Electric brokered a service contract between the hospital and the control contractor to provide technical support and on going service for the control system resulting in leads for other potential projects including the Pratt Institute and St. John's Hospital. Rob Somma earned kudos from the hospital engineering staff from the maintenance engineers to the Directory of Engineering and beyond. Rob is now our National Director of Construction Services.

Helen Hayes Hospital
PROJECT PACKAGE

ECM No.	Energy Conservation Measures	ELECTRIC (kW and kWh)		FUEL (kBTU)	Cost Savings ($)	O&M Savings ($)	Net Savings ($)	Construction Cost ($)	Simple Payback (Yrs)
1	Replace Boiler Feed Water Pumping	14.0 kW	119462		8,954		8,954	64,536	7.2
2	VFD on Boiler Forced Draft Fans	10.0 kW	86869		6,479		6,479	36,917	5.7
3	Motor Replacement		65931		4,602	490	5,092	51,783	10.2
4	Install VAV System	199.0 kW	1389626	1769670	106,999	2,682	109,681	618,937	5.6
5	AHU Filter System Improvements		141013		9,578	(2,314)	7,264	81,138	11.2
6	Repair AHU Leakage		23680	280176	3,616		3,616	15,507	4.3
7	Steam Trap Improvements			588550	3,337		3,337	12,391	3.7
8	Steam Pipe, Valve, Fitting Insulation			1495831	8,481		8,481	22,904	2.7
9	DHW System Improvements			341507	1,936	1,000	2,936	38,681	13.2
10	Weatherization		1661	4854117	27,522		27,522	163,350	5.9
11	Exhaust Air Heat Recovery	-12.1 kW	-44419	2227048	7,899		7,899	153,127	19.4
12	DDC Energy Management Sys.	20.8 kW	1098018	14677053	158,625		158,625	582,955	3.7
13	Lighting System Controls		55233		3,853		3,853	1,782	0.5
15	Install Pool Cover		3352	619000	3,741		3,741	20,957	5.6
16	Independent Temperature Controls			147100	1,300		1,300	4,354	3.3
17	Conversion of Dx to Plant CHW	18.0 kW	35636		3,357	8,000	11,357	136,418	12.0
18	Remove PTAC for B38 Telephone Rm	3.0 kW	26280		2,224		2,224	2,473	1.1
19	Chiller Plant Control Integration		38608		2,624		2,624	10,363	3.9
20	Boiler Stack Economizers	-0.4 kW	-2613	2318000	12,946		12,946	136,934	10.6
	SUB TOTAL	252.3 kW	3,038,337	29,318,052	378,072	9,858	387,930	2,155,506	5.6
5.0%	Construction Contingency at 5%							107,775	
	PERFORMANCE PACKAGE SUB TOTAL				378,072	9,858	387,930	2,263,282	5.8