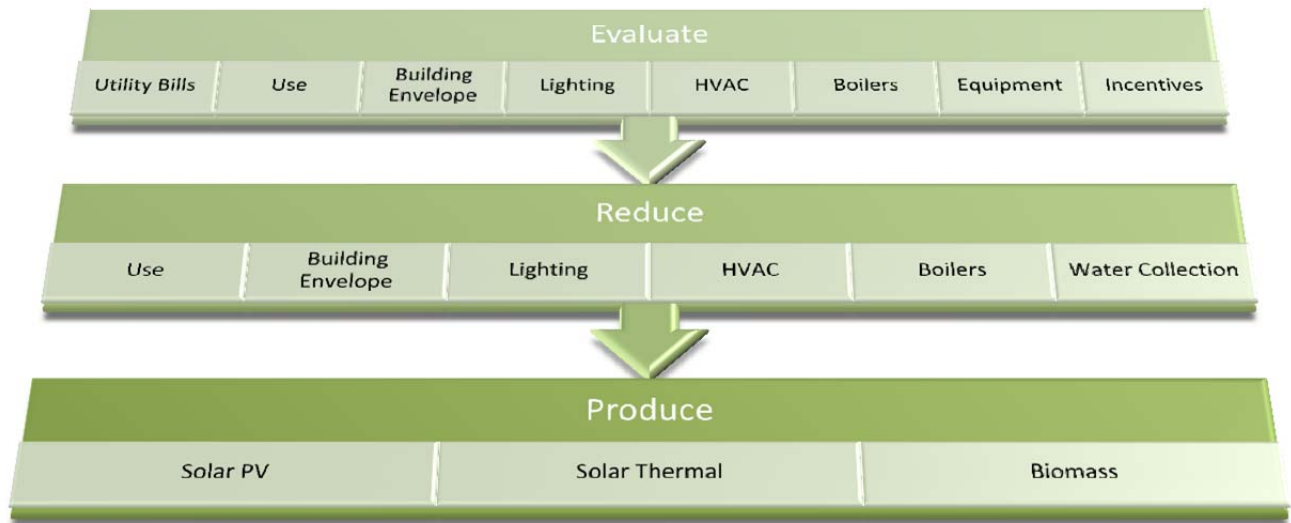


Best Energy Strategies and Tactics

ARIES Energy, LLC offers a Best Energy Strategies and Tactics (BEST) plan with the primary objective of identifying the “low hanging fruit” for energy cost savings. This preliminary plan avoids some of the more costly evaluation techniques and focuses on immediate easy-to-get savings. As an independent resource, our objective is to present verifiable solutions for your energy needs. The BEST plan includes a thorough report detailing the results of our comprehensive evaluation and includes a plan for short and long range strategies to gain control over your utility costs, realize immediate return on investments and increase profitability. Our track record for making our clients' money speaks for itself and our experience has earned us a reputation for success.

Reputation for Success



This proposal includes a brief summary of the BEST plan. Our plan is divided into three phases, Evaluate, Reduce, Produce and is a proven assessment method that will help you gain control over utility costs for your home(s) and businesses.

1. Evaluate

The Evaluation process is a top down inspection of your business organization, energy usage, and the industry you serve. It is designed to establish a base line and to recognize the easy opportunities to save money and to further identify areas that need a higher level of evaluation. This phase includes the following categories:



a. Utility Bills

We examine a minimum of 36 months of utility bills (electric, gas, and water). We look for a variety of items such as trends from year to year, base load, demand charges, billing practices, seasonal trends, peculiar changes and industry standards. The benchmark allows us to determine a comprehensive plan of attack to reduce the energy needs of the establishment.

As an example, a change in base load usage or a large variation from industry standards could indicate equipment that needs to be serviced. A seasonal increase in demand charges could identify equipment that needs to be controlled in order to capture cost savings.

b. Use

Using the utility bills as a guide we determine the correct interview questions to identify a profile of how the facility uses power. The primary objective of this step is to determine how habits can be modified to easily reduce power usage and types of automation that will make it easier for the establishment to follow best practices. Costs savings can be realized by knowing effects of habits as it pertains to the time of day, seasons, and the overall energy demand of the facility.

c. Building Envelope

The building envelope is generally an area that requires additional analysis beyond the scope of this evaluation. It is also an area where a great deal of time and money can be spent unnecessarily and should be reviewed prior to further investment. Our primary goal will be to identify the age of the components, materials and visual defects. If any of the components appear to be inferior we may recommend a thermal evaluation and/or Blower Door Test. Our main objective is to ensure that the energy consumed to maintain the environment of the facility is not wasted. The core of the evaluation will look at items such as the roof, doors, windows, exterior walls, and floors.

d. Lighting

The primary goal is to review the lighting components for efficiency and quality of lighting. The secondary goal is to determine habits and needs in order to ensure a quality work or living environment. For example, a parking garage is typically a candidate for upgrades to LED lighting due to the energy consumption and maintenance required of conventional lighting.

e. HVAC

50-70% of commercial energy usage is for heating and cooling. As part of the evaluation we check the age and efficiency of the HVAC equipment, current controls, and air delivery systems; and then compare it to other current technologies. Many times through the course of an evaluation it is discovered that one or more units are working improperly, and if repairs are completed, the client saves money through energy savings or avoiding replacement of the unit.



f. Boilers

We first determine the age of equipment, fuel source, and operation cost / efficiency. An analysis will be completed showing future estimated costs based on current fuel and potential alternative solutions.

g. Equipment

Our evaluation process includes an inventory of equipment and estimated annual cost. "Equipment" includes a broad range of machines such as vending machines, electronic gates, computers, and pool equipment. Additional analysis might be recommended / needed to provide a deeper more accurate analysis; this would be accomplished with an additional energy monitoring study.

h. Detailed Analysis Recommendations

This level of analysis does not include high level engineering and/or technical evaluations. However, we will make recommendations where we believe we should look deeper for energy savings through the use of Energy Monitoring of the facility or specific load centers, Blower Door Test, and Thermal Imagery to name a few.

i. Incentives and Marketing Opportunities

Utilities and industry offer low cost energy evaluations and incentives. We will encourage our clients to take advantage of these evaluations as part of our evaluation or include them in our energy plan. As part of the evaluation we will provide a detailed list of Programs, Incentives, Grants and industry related offers. In addition, there are typically industry certifications that are applicable to the energy or resource use of the business. These will be evaluated and proposed as applicable. The evaluation does not include the cost of apply for grants and incentives identified.

2. Reduce

After the evaluation process all recommendations for improvements or changes will be assembled into an easy to understand report that shows short and long range estimated costs and savings for the recommended energy savings solutions. Where applicable, estimates will be procured from contractors for those improvements. This phase includes the following categories:

a. Use

Reductions in energy demands and consumption can be controlled through the use of many technologies and process controls. Some examples are the use of capacitors for power factor correction, altering work schedules to better utilize incentivized time-of-use rates provided by the utility, and automated controls of HVAC and lighting equipment to reduce consumption and peak demands. These improvements are typically the least capital intensive and have excellent ROI potential.

b. Building Envelope

We will recommend applicable solutions for insulation, window retrofits, sealing air gaps, age and style of the roof, etc. The costs of these upgrades, such as sealing of air gaps with caulk,



can be minimal with many cases where the building maintenance staff can perform them. However, the costs can also be significant in the case of window retrofits with new high efficiency windows installed, typically by a paid subcontractor.

c. Lighting

The lighting audit will find areas and fixtures that are cost effective and/or in need of an update to a more efficient lighting technology. While an electrical contractor is typically used and there can be significant capital investment, ROI's are achieved typically in 6 months to 3 years before application of incentives. Lighting typically makes up about 15-20% of building energy usage and with today's technology 50% savings is feasible.

d. HVAC

HVAC retrofits can be quite capital intensive, but they can also deliver excellent results as HVAC usage of total building consumption ranges from 40-70% of the total. Typical savings can be seen in the 30-50% range of HVAC energy consumption. The evaluation will show recommended change outs or upgrades to the existing system based on ROI, longevity, and ease of operation.

e. Boilers

Many commercial buildings utilize boilers for process heating and or domestic hot water production. Depending on the fuel source they may emit large amounts of pollutants and contribute to low air quality inside the building. Newer technologies are available to significantly reduce the amount of fuel consumed and also reduce the pollutants emitted.

f. Water Conservation

Today there are many options for water conservation and collection that are affordable, efficient, and easy to implement. They range from installation of low flow faucets, sensor based controls, repairs of leaky equipment, to rain collection for use as brown water. These options plus more will be evaluated for practicality, ease of implementation, and ROI in order to recommend appropriate changes to the existing facility.

3. Produce

After going through the process of evaluating the current energy consumption of your facilities and creating a baseline to compare the energy reduction of the implemented energy reduction options a plan will be created for providing energy generation on site, as applicable.

a. Solar PV

Solar PV is a method of converting sunlight into energy that can be utilized by the existing facility. Many design improvements and costs savings have been realized over the 50 years that PV systems have been in existence that now allows this technology to play a greater role in the average company's energy plan. While evaluating the technical feasibility of PV, local grants and incentives will also be evaluated for inclusion so as to maximize the ROI and increase the long term financial benefits of this technology.

b. Solar Thermal

Solar Thermal technology is a mature industry with the world's first commercial solar thermal system being advertised in 1891. Since that time many improvements have been made





that make this a viable solution for domestic hot water heating and process heating due to rising energy costs. While evaluating the technical feasibility of solar thermal, local grants and incentives will also be evaluated so as to maximize the ROI and increase the long term financial benefits of this technology.

c. Biomass

Your facility will be evaluated for space, access, and consumption requirements in order to determine if a biomass solution is a viable solution. Our biomass system is an on-demand power generation system that is capable of producing a large amount of electricity in a relatively small footprint. The biomass systems can take advantage of local energy crops and/or internal/external waste streams.

The ARiES Energy BEST plan will be your roadmap for success in terms of lowering your energy consumption and economically generating energy; thereby reducing your total energy costs and footprint. The future result would create a competitive advantage for you in your industry due to your lowered fixed and variable costs.

The cost of this plan is \$5,000 per property plus travel expenses. 50% of the contract price is due at signing and the balance is due at submission of the Best plan. Costs beyond the scope of the BEST plan will be submitted as change orders prior to incurring the cost.

Deliverables

- o Completed Best Energy Strategies and Tactics (BEST) plan
 - Results of Evaluation
 - Estimates with analysis of available incentives for energy reduction recommendations
 - Estimates with analysis of available incentives for energy production recommendations
 - Analysis of additional grants, incentives, and certifications available
 - Analysis of PR and marketing opportunities

Accepted by:

Date:

,ARiES Energy



