

Cenergistic®

The Energy Conservation Company

Energy Management Plan for Dover School District: SAU #11

We are the energy conservation company powered by technology, supported by data and driven by unparalleled expertise. Over a quarter century, Cenergistic energy management programs have saved school districts an average of 26% of their total utility spend.

An Integrated, Comprehensive Program

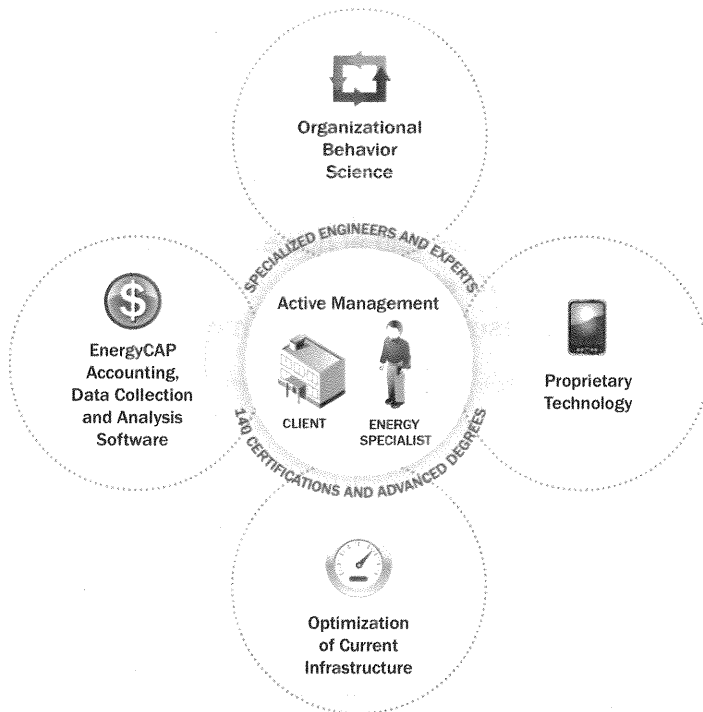
- Established in 1986 as Energy Education
- Empowered our clients to save over \$3.4 billion in energy costs
- 65% of K-12 ENERGY STAR® Top Performers are our clients
- Implemented in 20,000+ buildings
- No up-front capital investment – we are not an equipment vendor

Our engineers and other energy experts have more than **150 certifications** and advanced degrees.

Technology- and data-enabled tools **uncover opportunities for savings** and document progress in real time.

Applying proven principles of organizational behavior science, Cenergistic helps change behavior so that everyone **fully supports your energy management** program.

Savings are calculated using **EnergyCAP®** software, the industry standard.



Notes: _____

Your Program at a Glance

A Five-Year Contract with Ongoing Savings and Support

Financial Summary

Projected QuickStart and first-year net savings:	\$98,750
Total 10-year projected gross savings:	\$2,985,000
10-year return on annual investment:	308%
Net 10-year savings:	\$2,253,899

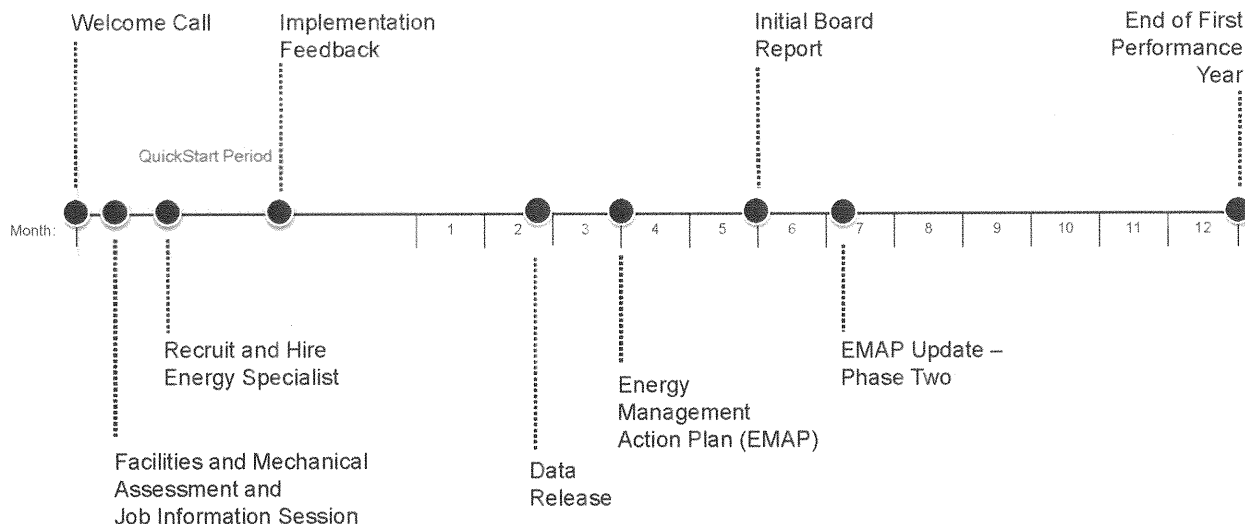
Fee Structure & Guarantee

- QuickStart: No fee payable for first four months
- Fixed monthly fee payment from existing utility budget
- Your savings are guaranteed to exceed all investment in the program
- No client has ever lost money implementing our program
- This offer is contingent upon Dover School District: SAU #11 and Rochester School District jointly signing contracts within 30 days of one another, with the same start date.
- This bundling offer enables Cenergistic to efficiently share and allocate resources between both organizations to ensure maximum energy savings at the lowest possible pricing.

Other Benefits

- Enhanced comfort for your staff, faculty and students
- Culture of conservation transforms behavior — in your facilities and at home for years to come
- Optimized infrastructure with no added burden on your M&O staff
- Demonstrates your good stewardship of environmental resources and position your organization as an energy conservation leader in your community

Typical Implementation Timeline



Energy Cost Savings Options

SAVING ENERGY = SAVING MONEY

20 – 30% of your utility bill can be retained in your organization

SAVING ENERGY = ENVIRONMENTAL PROTECTION

Improved indoor air quality and temperature control results in a more comfortable working and learning environment

SAVING ENERGY = CONSERVATION

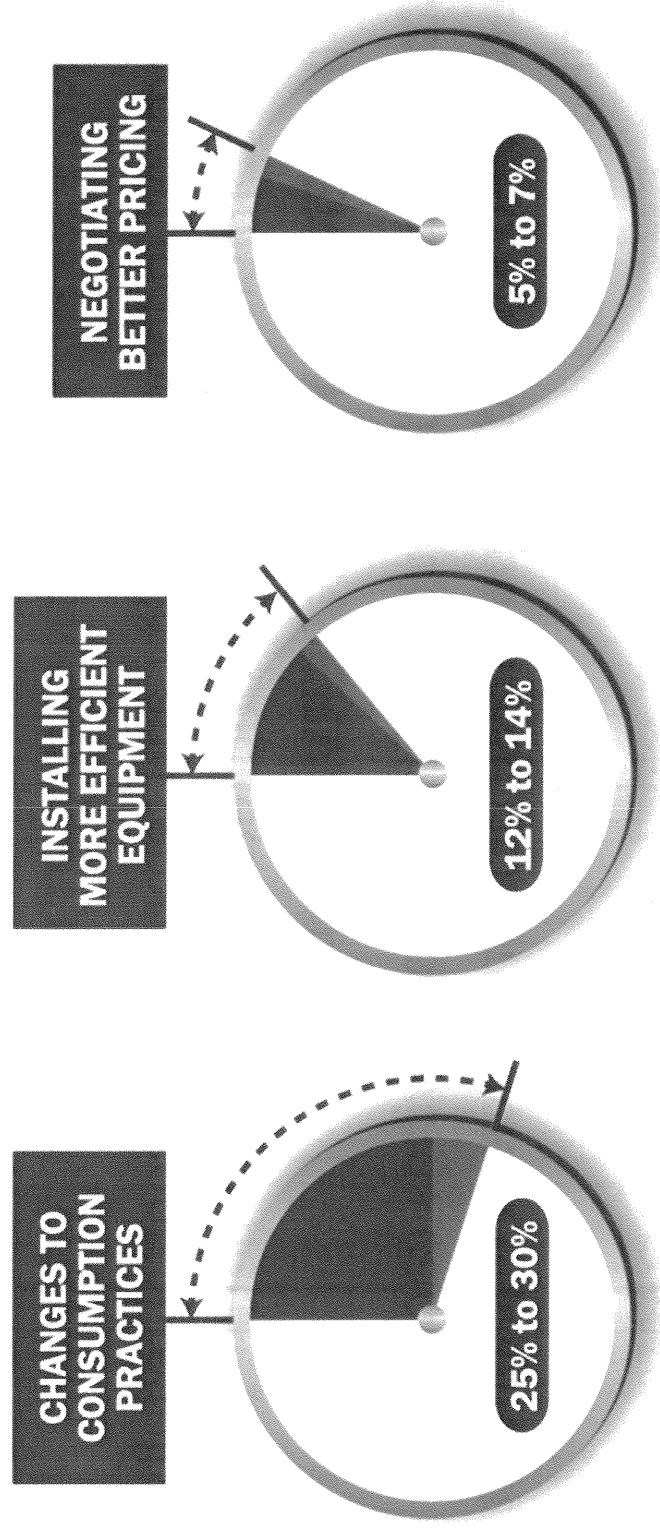
Money generated through utility budget savings can be redirected toward the purchase of more efficient equipment for further savings

SAVING ENERGY = SAVING STAFF AND PROGRAMS

By Wayne C. Turner, Ph.D., CEM • Author of Energy Management Handbook, Eighth Edition, Lilburn, GA: The Fairmont Press, Inc., 2012

Energy Cost Savings Options

POTENTIAL SAVINGS IMPACT ON ENERGY BILL



The Bottom Line: 10 Years = \$2,253,899 Net Savings

	CONTRACT PERIOD										POST-CONTRACT PERIOD													
	QuickStart ¹	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	TOTAL	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	TOTAL	
Gross Savings	\$27,000	\$214,000	\$229,000	\$245,000	\$262,000	\$281,000	\$300,000	\$321,000	\$344,000	\$368,000	\$394,000	\$2,985,000												
Energy Specialist Salary ²	0	Included in Fee	Included in Fee	Included in Fee	Included in Fee	Included in Fee	TBD	TBD	TBD	TBD	TBD													
Estimated Conference Travel	0	0	0	0	0	0	3,000	3,000	3,000	3,000	3,000													
Energy Accounting Software	0	6,650	6,650	6,650	2,593	2,593	2,593	2,593	2,593	2,593	2,593													
Cenergistic Energy Management Program ³	0	135,600	135,600	135,600	135,600	135,600	0	0	0	0	0													
Total Projected Investment ⁴	0	142,250	142,250	142,250	138,193	138,193	5,593	5,593	5,593	5,593	5,593													
Net Savings to Client ⁴	\$27,000	\$71,750	\$86,750	\$102,750	\$123,807	\$142,807	\$294,407	\$315,407	\$338,407	\$362,407	\$388,407	\$2,253,899												
Return on Annual Investment	N/A	50%	61%	72%	90%	103%	5264%	563%	6051%	6480%	6945%	308%												

1. Assumes 4-month QuickStart period with shared Energy Specialist (ES) hired and active by the end of the 2nd month. Cenergistic does not share in savings during QuickStart.
 2. ES compensation for post-contract period (Years 6 and following) will be determined by client and Cenergistic in Year 5. Energy Specialist will support Dover, SD and Rochester, SD.
 3. Cenergistic's fixed fee is paid at a monthly rate of \$1,300 over the term of the contract. Monthly fee includes salary and related benefits costs for shared ES during 5-year term of contract.
 4. Total investment guaranteed to be funded from savings, including cost of software. Net savings to client assumes gross savings projections are realized; actual net savings will vary based on the level of gross savings achieved.

