

Managing Energy Efficiency for
Profitability and Peak Potential

Energy Reduction Solutions

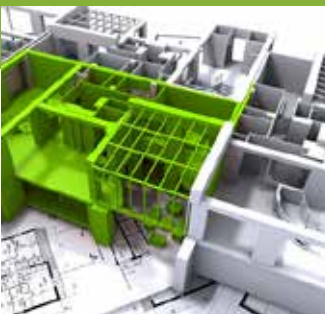


Know Your Energy Profile Control Your Expenses



Improve your reputation and your bottomline at the same time!

The reputation of a property and its manager or owner is elevated via innovation and environmental responsibility. We want to show you that it also can simultaneously give a perpetual boost to the bottomline.



Heating, cooling, lighting and water combine to consume well in excess of 50% of your operating budget. It's hard to believe, but it's true.

In order to control those costs, you must first know them and understand why they are what they are. All aspects of a building's energy consumption are controllable; do not let anyone fool you. With the advent of technology there is no such thing as "needed waste" any longer. An Energy Assessment by our experts will provide a comprehensive picture of your current energy profile. It identifies all areas of consumption and why they consume the way they do. Waste and inefficiency becomes obvious in a professionally analyzed profile as detailed in our reporting and sets the stage for proposed improvements — improvements that are typically very dramatic.

Energy efficiency in your building is just good business anymore. We arm you with the knowledge to take action and can even manage plan implementation for you if you like. We offer complete "turn-key solutions" as well as source reduction strategies and audits.

Given the direction of legislation in the past few years, a specific pattern is developing. The days of architectural flair, sacrificing "form, fit & function" are giving way to environmental efficiency requirements that are best met now – before they are mandatory. State & Federal guidelines are always written to benefit those who have already performed the work; through grand-fathering. History tells us that, those who wait too long to garner efficiencies risk having to meet the new guidelines, at their own expense, after the rebates and incentives have long disappeared.

Dramatic Energy Optimization — A Proven Path

Controlling Risks with Energy Conservation Measures

Every building is unique. But based on time and type of construction, regional location, climate and usage, we usually have a preliminary idea of certain issues that impact energy efficiency. We can, in most cases, simply provide a courtesy walk in your facility to determine whether or not our services would be beneficial to you.

We are not an equipment manufacturer! We will not simply provide an HVAC or lighting quote to you. We will address the complete facility: grounds, parking, environmental & lighting systems, office spaces, engineering and the associated systems/processes. All facets of the unique property are investigated for a complete picture of your exposure, challenges and opportunities.

It is realistic to assume that any improvements made to a facility will require capital – we will supply you with the exact information you need to make a capital decision. On-site analysis and measurements are completed and a detailed report with proposed improvements is provided. Specific payback periods are targeted, accounting for

all available incentives, tax and utility rebates, federal/state and utility grants, etc. You will have all of the in-depth information required to take decisive action and begin making the most of the energy used.

Equipment Efficiency is Not Enough. Real Savings Comes from Managing the Building's System.

Most building owners are aware of the risks that come with an energy inefficient facility, but to every risk is an associated opportunity. For the most part, facilities constructed prior to 2003 were done so when gas, electric and water was considered to be cheap. Efficiency was little more than a tagline for equipment manufacturers to set themselves aside from others. Few developers bothered to engineer efficient systems, thinking the individual component's efficiency would be enough. As we have proven – time and time again, the real savings are in the systems.

Imagine saving 25% on your electric bill, 30% on your gas and even 50% on water/sewer... How much capital could you justify in terms of payback if that were the result of our audit? We've witnessed that kind of

savings and have participated in even greater ones! Buildings that are energy obsolete are prime work environments; they are the "low hanging fruit" of the industry, but they are not the only place to see incredible savings. All buildings, aside from recently manufactured LEED or Green Seal approved facilities can benefit from our evaluation and implementation services.

The obvious side effect to efficiency improvement is that operating expenses are lowered significantly. Consider the "soft benefits" as well:

- Lowered occupancy costs, translating into better tenant retention
- Lower environmental control equipment workload, translating to lower maintenance & repair costs
- Decreased utility demand, decreased rates
- Reduced pricing volatility – increased forecast-ability

Sustainable Energy Improvements

ESCFederal is proud to offer our customers continued improvement as knowledge and technology improves. What netted a 25% improvement last year may be surpassed by future advancements. With our sustainability services, ESCFederal keeps your property operating at peak potential; we will keep you informed of the advances in efficiency opportunities. ESCFederal's Engineering team provides the monitoring, training and system adjustment required to keep the savings going and our Operations and Maintenance groups will supply you with everything you need to maintain your investment's anticipated operating efficiency. We're a full-service energy management partner helping organizations get the most from their property assets.





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