



Turnkey Facility and Energy Solutions

2322 Arthur Avenue Suite 208
Bronx, NY 10458



OUR SERVICES

DVM Industries is a Turnkey Facility and Energy Solutions Company that specializes in providing energy solutions for the Residential, Commercial, Hospitality and Healthcare markets. Our portfolio of services is customized to meet the client's needs in energy efficiency, as well as maintenance and post-upgrade care services.

Our qualified team of professionals and engineers manage the process, from concept to conception, of designing and self-performing energy solution upgrades. Some of our services include LED Lighting , Electronically Commutated (EC) Motors, Water Conservation Systems, Mechanical System Upgrades, and Variable Frequency Drives. DVM has a mechanical and electrical team in house, which allows for projects to be done smoothly while eliminating unnecessary markups from sub contractors.

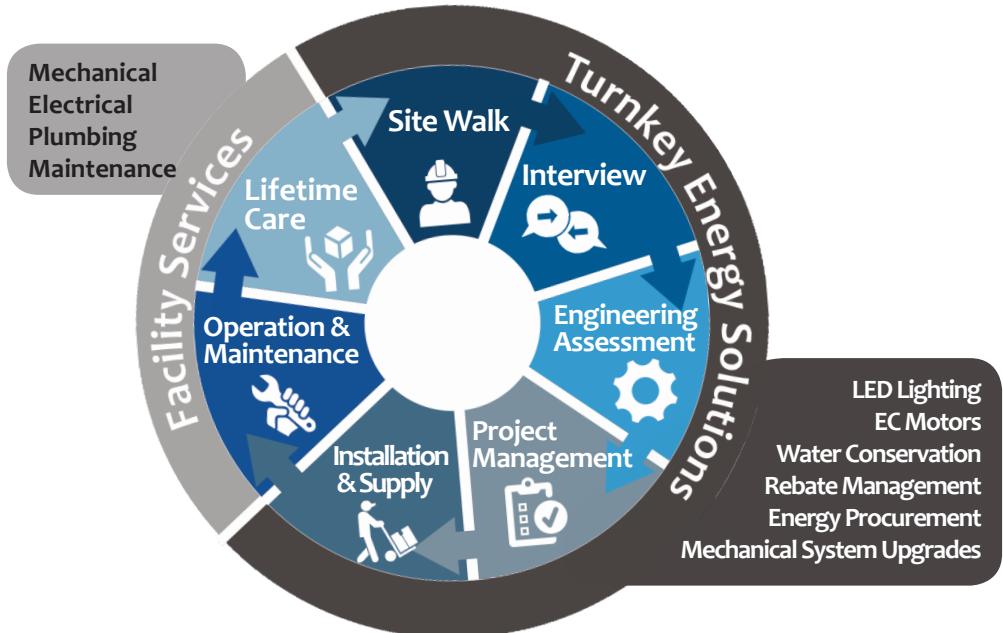
Our team works with the local utilities to secure grants and rebates to offset the capital investment of the Energy Efficiency Projects.

Our company's name reflects our core business:

Detect opportunities and develop solutions.

Verify the solutions are viable and cost Effective.

Maximize the facilities savings and Efficiency.



DVM's team of professionals and engineering experts work closely with building owners and facility managers to bring a synergistic and streamlined approach to environmentally responsible solutions that reduce the building's energy consumption, without sacrificing the tenant's comfort. Our strategies and recommendations adapt to any stage of the facility's life cycle and our services are extended throughout the entire lifetime of the building.

Site Walk

Survey the site with facility experts to gather information and analyze the client's needs and opportunities.

Interview

Interview facilities team to study the operation of the facility and understand the goals and needs of the client.

Engineering Assessment

Evaluate energy, environmental, operations and any other necessary data to offer turnkey sustainable solutions, as well as source reduction strategies to attain efficient energy consumption. Develop customized project design, recommendations and implementation strategies.

Project and Rebate Management

DVM will manage the project throughout its life cycle: initiate, plan, execute, control and close the work to achieve project goals. We will capitalize on government and state incentives and grants to offset the project cost.

Supply and Installation

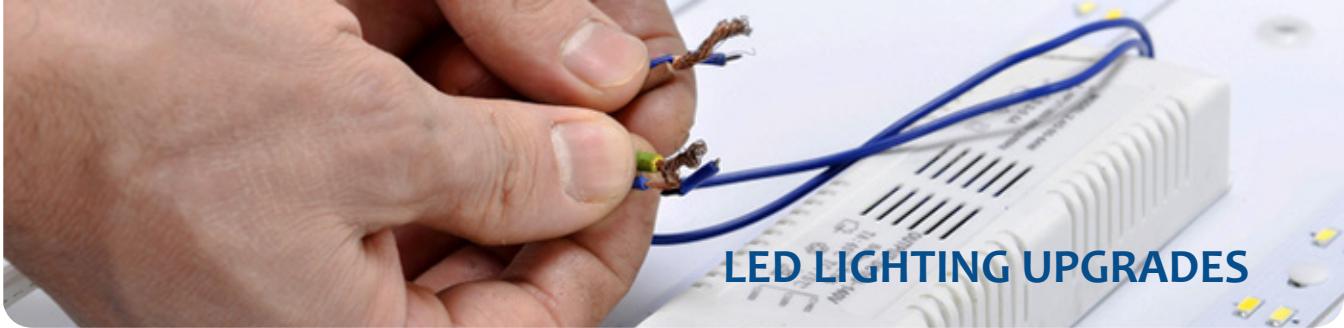
Supply materials and complete installation at the highest of standards with our skilled, dedicated, in-house electrical and mechanical team.

Operations and Maintenance

Offer post-installation services such as maintenance, engineering and troubleshooting for Mechanical, Electrical and Plumbing.

Lifetime Care

DVM helps assist our client's in developing the proper maintenance programs to ensure long life, efficiency and lower their failure rates.



LED LIGHTING UPGRADES

DVM Energy provides turnkey LED lighting services including the audit/survey, controls configuration, installation, engineering and design, project management and rebate management. With our team of experts, we evaluate the facility at no cost to the client and provide recommendations to optimize savings while maintaining or improving light levels. We provide a full ROI analysis report to the client including any available rebates and a 10 year cash flow analysis.



BEFORE

100 United Nations,
New York, NY.



AFTER

Our value engineering approach allows us to cross-match our clients' lighting specifications with alternative fixtures that meets their budget, design goals and schedules.

Additionally, we have an in-house team of electricians that allows clients to reduce installation costs, while providing better control over the project.

ELECTRONICALLY COMMUTATED (EC) MOTORS

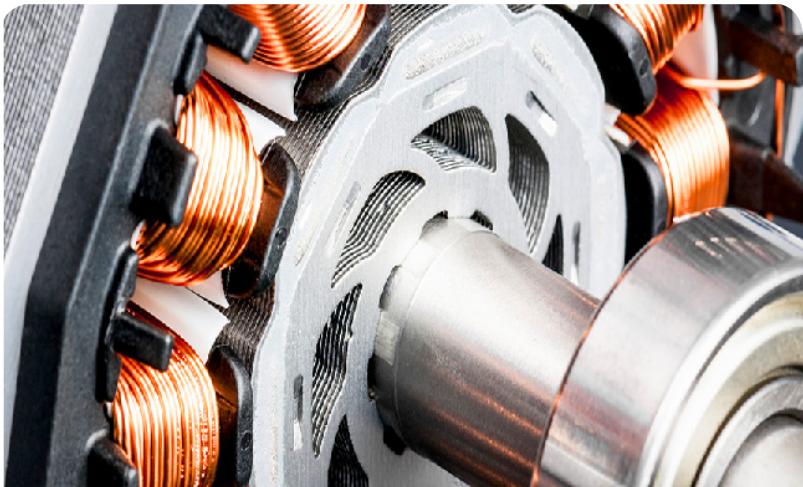
DVM specializes in audits and retrofits of existing motors both interval and fractional, while providing a cost savings analysis of how a facility can save energy costs by retrofitting existing PSC (Permanent Split Capacitor) motors to EC (Electronically Commutated) motors. We offer fully programmed EC Motors to save energy costs related to Fan Powered Boxes, Fan Coil Units, Dry Coolers and RTU's (Rooftop Packaged Units). Our technicians are highly trained on motor programming, installation and specification.

An EC Motor is a Variable Speed Motor, similar to an interval horsepower motor with a built in VFD (Variable Frequency Drive) It varies the RPM (Revolutions Per Minute) of the motor in response to changing conditions in the system. When the sensed torque changes the RPM of the motor ramps up or down to maintain the programmed air volume moved by the fan blower, or CFM (Cubic Feet per Minute)

The wide range of controllability gives the programmer the ability to speed up or slow down the motor to maintain a specific airflow which equates to increased energy efficiency and huge savings!

EC Motors uses:

- Fan Coil Unit
- Air Handler
- Fan Powered Terminal Box
- Fan Filter Unit (FFU)
- Commercial Refrigeration
- Pool Motors



REBATES AND GRANTS MANAGEMENT

New York and other states provide incentives, grants or rebates to buildings that install systems that reduce their overall energy consumption. Our job is to help clients navigate through this complicated process with often-lengthy applications and bureaucratic paperwork, and maximize rebates to offset the capital cost of each project. Our fees are fully contingent on securing and maximizing these cash payments for our clients.



LED LIGHTING



CONTROLS



EC MOTORS



INSULATION



ELEVATORS



MECHANICAL UPGRADES



WATER CONSERVATION SYSTEMS

DVM develops, designs, engineers and installs water conservation and disinfection systems for your property. The technology we implement is an innovative water conservation system that focuses on meeting a facilities goals in reducing gallons per minute being used. The savings have been recorded up to 23.5% of the overall water usage. Our systems are legally recognized by the local governing bodies and installed compliance with local and federal codes accompanied with permits and engineered drawings.



ENERGY PROCUREMENT

DVM Industries' Energy Procurement expertise will provide your company solutions to obtain the best rates and contract terms for electricity and natural gas. Our specialists provide energy market analysis and reporting, energy planning, forecasting and negotiation with suppliers.

TURNKEY FACILITY SERVICES

DVM Industries specializes in facility wide MEP (Mechanical, Electrical and Plumbing) services, assisting our client's in engineering, installation, service and developing the proper maintenance programs to ensure long life, efficiency and lower their failure rates.

With our energy and sustainability background we work with our clients to help design the most efficient operating system for their facility.

Mechanical Services

- Air and water cooled systems
- Variable air volume systems
- Chillers and cooling towers
- VRF systems
- Pumps and motors
- High density data air systems
- Variable frequency drives

Electrical Services

- Service, repair and maintenance
- Troubleshooting
- Supply and installation of transformers, H.T. switchgears, cable and termination
- Lighting and small power systems
- Low current systems

Plumbing

- General plumbing and installation services
- Backflow, prevention, inspections and installations
- Fire pump installation and services
- Boiler installation and repair
- Steam system installation and repairs



OUR CLIENTS

DVM's expertise permeates various industries, going from Commercial Properties to Health Care institutions. We work to understand each one of their needs and attend their demands individually.



FirstService
RESIDENTIAL

Hines
Morgan Stanley

**SILVERSTEIN
PROPERTIES**



CBRE

 **JLL**

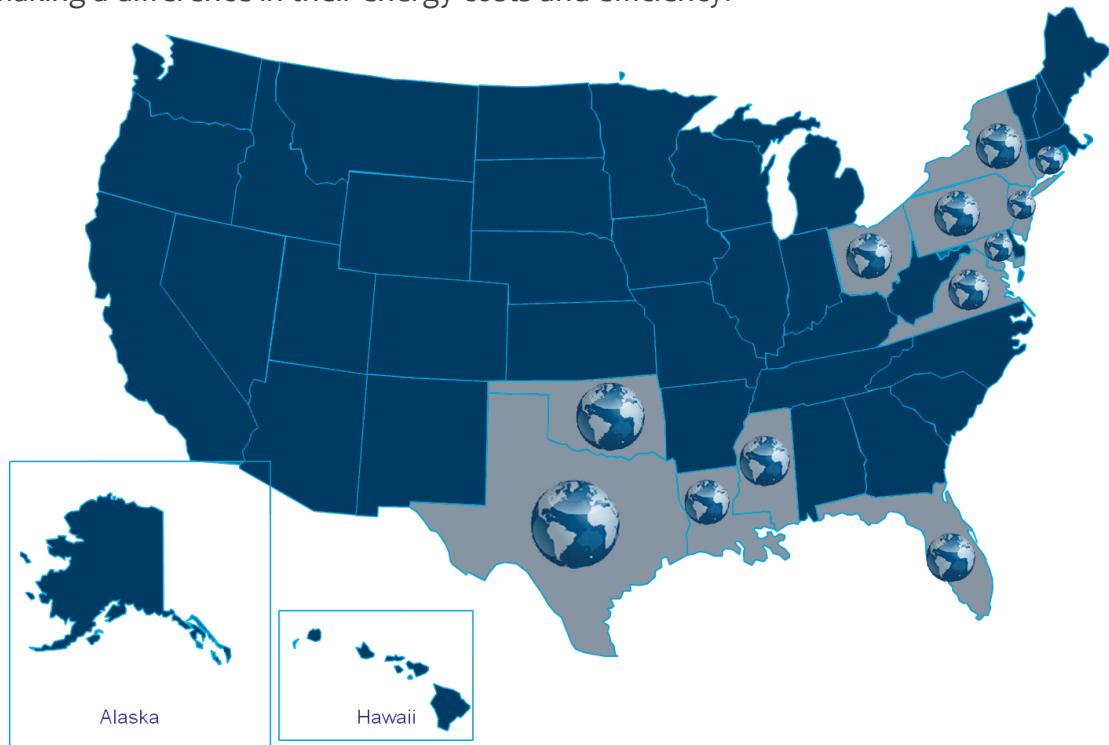
 **CUSHMAN &
WAKEFIELD**

 **AT&T**

"We work with DVM on many projects throughout our portfolio. They are very professional, knowledgeable and really understand the delicacy of working in high profile buildings. Communication is key for us and its reassuring to work with a company where you can have a direct line to the owners."

Jay Resker - Silverstein Properties

Our services are tailored to each individual client. We have analyzed, assessed and implemented energy related projects to a number of facilities across the country, making a difference in their energy costs and efficiency.



NATIONAL SERVICES



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Bronx, NY 10458
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marketing@dvmindustries.us

Turnkey Facility and Energy Solutions

MINORITY, VETERAN WOMEN-
OWNED BUSINESS

www.dvmindustries.us

CT - FL - LA - MD - MS - NJ - NY - OH - OK - PA - TX - VA

Energy Procurement



What we offer?

We provide a full range of business energy procurement solutions that match your exact purchasing requirements. Our energy procurement services enable clients to obtain the best rates and contract terms for electricity and natural gas.

Our reverse auction approach allows us to offer:

- Qualified Supplier Selection.
- 1,2 and 3 year time horizon in purchasing, that minimizes market risk.
- Significantly reduce utility costs by negotiating lower contract rates.

How we do it?

- Analyzing energy historical usage, current needs and load of each utility.
- Securing multiple suppliers to ensure the competition.
- Conducting a bid level analysis. providing our recommendation.
- Negotiating final terms.

The Supply Process

With so many energy suppliers available in the market, it is hard to find which company offers the best rates and benefits for a business. DVM Industries holds reverse auctions with the most competitive energy suppliers exclusively for your company. Through our proprietary platform, all suppliers are invited to bid and counter-bid until the lowest rates in the market are uncovered. In doing this, we can assure our clients the best rates in the market in a fair, quick and transparent competition.





**Our team of experts
will evaluate your
energy needs and
determine the best
supplier and energy
purchase strategy
for your business.**

Our Approach

DVM creates competition among multiple ESCOs for both pricing and terms. We leverage our relationships and aggregate purchasing power to deliver unmatched results.

Using a proprietary platform called Strategic Relationship Pricing (SRP), our system personally engages these companies to create competition and negotiate rates and terms on your behalf. This ensures that our clients receive the best price at the best terms; no surprise fees or tariffs.

DVM is considered a “Power Advisor” because our voluminous portfolio engages ESCO companies to compete daily for our business.

DVM also provides quarterly analysis reports which allow clients to know how their energy purchases are performing compared to the utility market.

CONTACT US

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Refrigeration Solutions

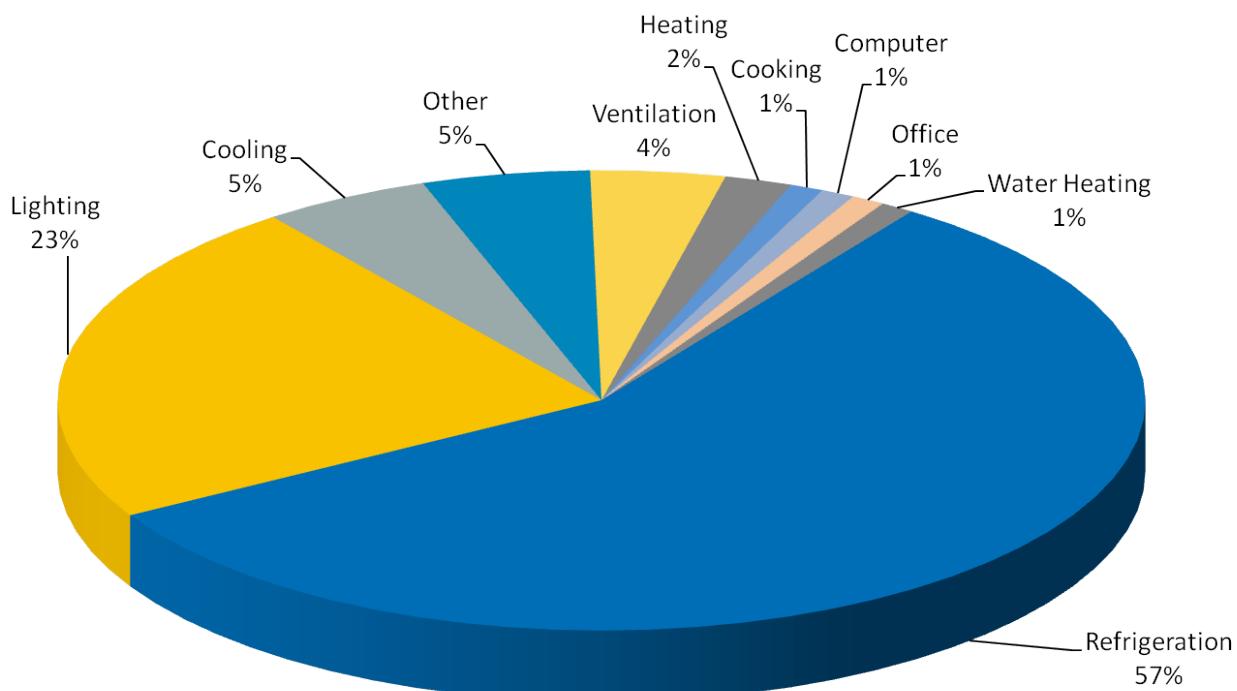
For supermarkets and convenience stores.

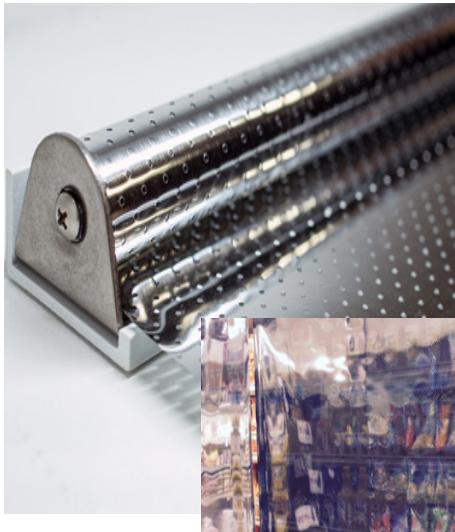


Energy Consumption of Refrigeration Systems

Refrigeration systems perform operations 24/7, 365 days a year, constantly consuming electricity. In grocery stores, refrigeration electricity consumption is very high, and can account for up to 60% of total energy consumption. The smallest amounts of energy wasted as a result of poor maintenance and/or negligence is crucial and can add up to a substantial costs over time.

In grocery stores and supermarkets, refrigeration and lighting accounts up to 80% of the electricity consumption.





Night Covers

The main benefit of using night covers on open display cases is a reduction of infiltration and radiation cooling loads. They are installed on existing open-type refrigerated display cases and deployed during the facility unoccupied hours in order to reduce refrigeration energy consumption.

There are a variety of factors that affect the payback time, such as: the number of hours the store is closed, the local cost of energy, the equipment's efficiency and the store environment. Shorter pay back periods are usually achieved when a store benefits from a significant reduction in the shrinkage and discard in addition to their combined energy savings.

Anti-Sweat Heater Controls

Refrigerated case doors contain electric heaters to reduce moisture build-up on the glass doors. Anti-sweat heater controls regulate heaters to turn on only when humidity levels are high and turn off when they are not needed.

Anti-sweat heater controls can save a significant amount of energy consumed by the display doors – higher than 90% in most instances. Controls reduce the amount of time the anti-sweat heaters need to run. Since the anti-sweat heater runs less often, less heat will be created within the cooler, reducing the power consumption of the compressor.



**NEXT
STEPS**

1. Contact DVM Industries today to Setup a Site Audit.
2. Develop ROI Analysis & Payback including incentives.
3. Develop Action List with DVM Team.

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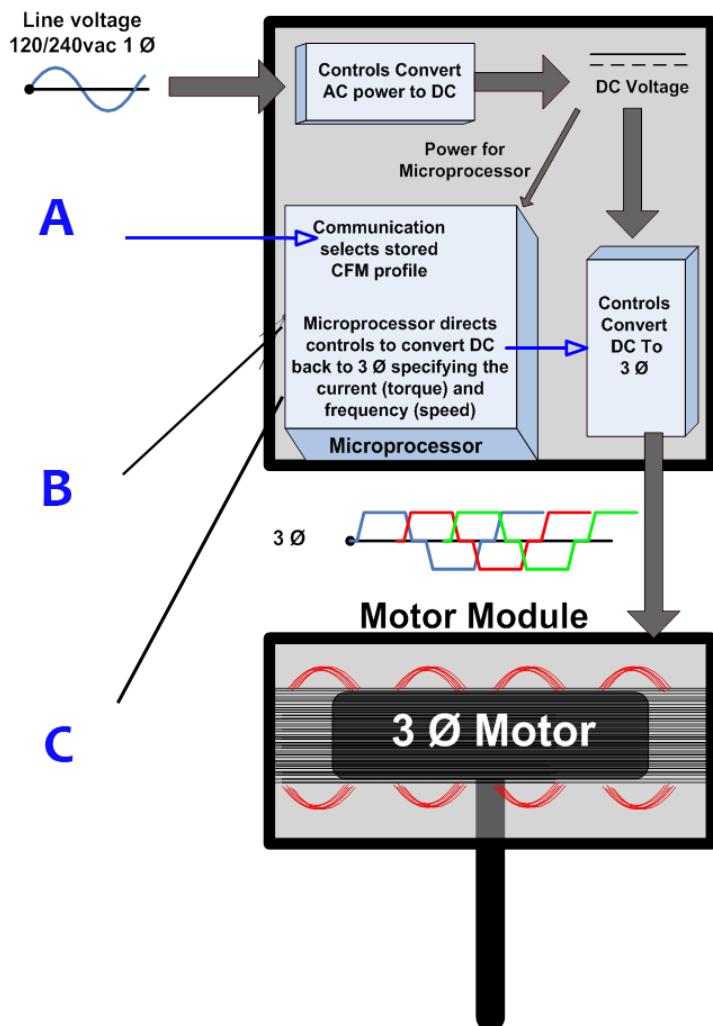
DVM Motors Solutions

The Strategic Horsepower to Drive Efficiency

EC Motors



Motor Control Module



What is ECM Technology?

- High Efficiency Variable Speed Motor.
- Permanent magnet motor and electronic control allows for higher efficiencies and higher energy savings.
- Similar to an interval horsepower motor with a VFD (Variable Frequency Drive)
- As speed is reduced the savings is to the cubed root.

Shaded Pole Motor



Induction
Single phase
Rotating flux
20% efficiency

Very old Technology

PSC Motor



Induction.
Single phase
Relay contacts
35-55% efficiency

Old Technology

ECM Motor



DC machine
Single and 3 phase
Multiple signal control
65-85+% efficiency

NEW Technology

A

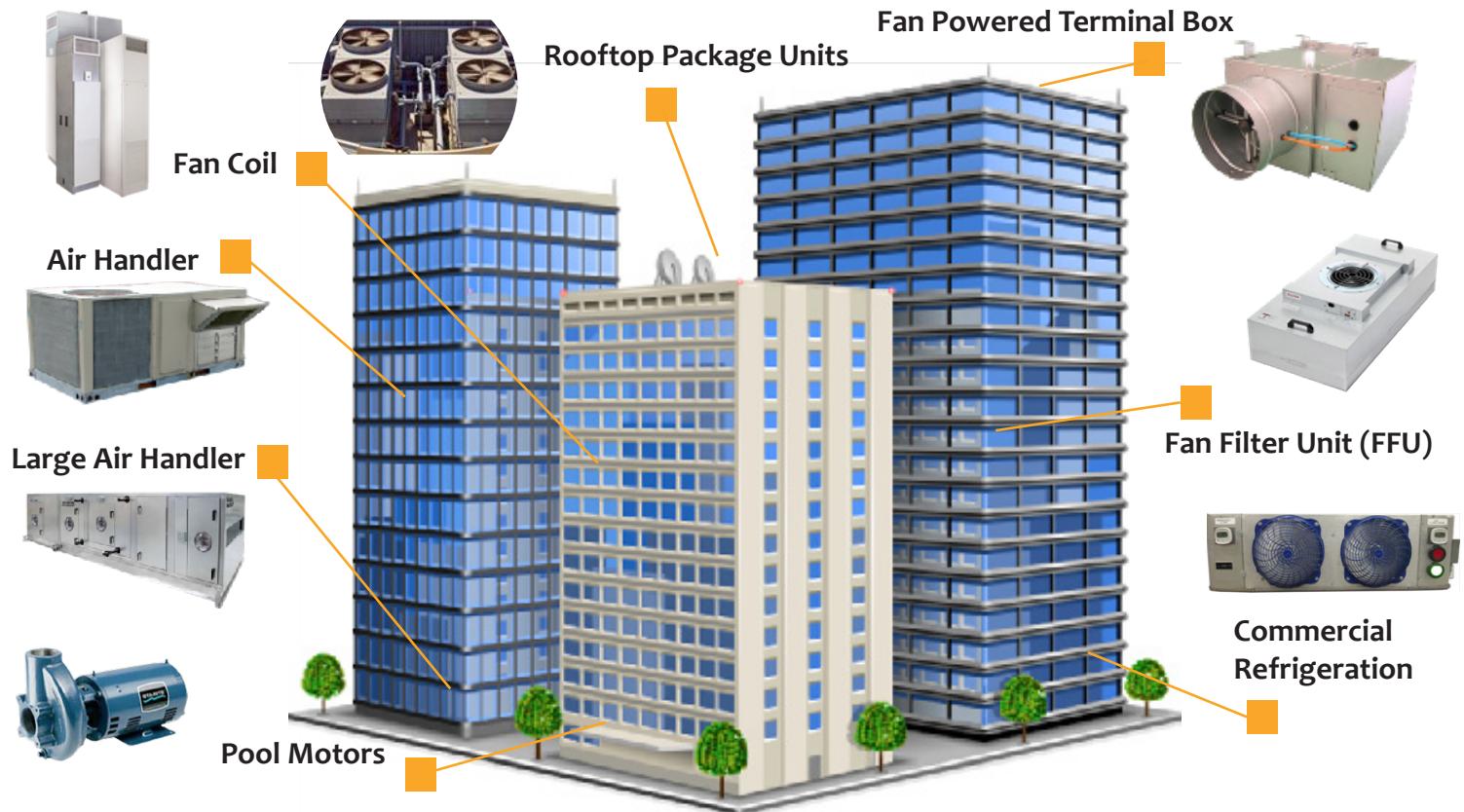
Communication from Air Handler demand (heat, cool, fan...)

B

The microprocessor constantly monitors motor speed (RPM) or torque

C

The Microprocessor continuously directs the controls to adjust torque and/or speed to maintain designed output program.



EC Motor Benefits

- 30 – 80% More Efficient** – High Energy Energy Savings- Payback 1-3 Years.
- Motors run extremely quiet**, typically 70% less than your standard motor.
- Due to high efficiencies, less heat is generated, reducing stress on the windings and bearings which **extends the life of the motor**.
- Soft ramp up and ramp down in speed results in **less wear and tear** of the equipment.
- Recondition vs Replace:** Cleaning system and replacing the motor to an EC motor not only saves substantial energy but is much more cost effective vs replacing the entire unit.

Hilton Hawaii, HVAC FCU EC Motor

Compare PSC to EON 42 Frame EC Motor

Existing Motor	RPMs	Watts
1/6th HP 115 Volt PSC	1267 – High Speed	240
1/6th HP 115 Volt PSC	810 – Medium Speed	160
1/6th HP 115 Volt PSC	560 – Low Speed	105

Existing Motor	RPMs	Watts	Savings
1/8th HP 115 Volt EC	1225 – High Speed	100	58%
1/8th HP 115 Volt EC	820 – Medium Speed	46	72%
1/8th HP 115 Volt EC	560 – Low Speed	18	83%

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Water Conservation

Preserving our planet's more precious resource



Gallons per Minute (GPM) Technology

Most water users use water for a certain amount of time rather than a specific volume, so by regulating the flow passing through the VFS (Vertical Flow System) at certain points it will result in less water being used throughout the property. Water systems are designed for more water than they actually need. This is the reason we are able to set our system to reduce approximately 30% of water in non-volumetric applications.

Operating costs and environmental impacts are greatly influenced by water usage. Industry estimates suggests that implementing water saving and energy efficient strategies in commercial facilities can decrease the operating costs by approximately 10-15%.

The GPM 2k is installed to regulate flow throughout an entire facility while maintaining and balancing pressure for non-volumetric usage such as sinks, showers, irrigation etc.

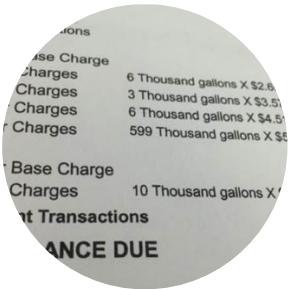
Water Savings from the GPM 2K



	Shower	Faucets	Vehicle Cleaning	Laundry	Irrigation
Time (mins)	10	In a day	20	Per Load	30
With GPM 2K Gallons	16.8	17.8	95	30	31
Without GPM 2K Gallons	25	26.7	145	45	44
Savings Gallons	8.2	8.9	50	15	13

Please note that these calculations were derived for the following conditions: Consumer is at 230 feet above ground floor at approximately 23 stories. The outlet diameter is 2 inches. Time consumption for each application is taken from the United States Environmental protection agency. The following calculation is based on theoretical assumptions. The actual savings may slightly vary from the previous values.

Our company completes water conservation audits for high water consumers to determine if their properties qualify for the GPM 2k system. Our process consists in 4 simple steps:



Documents

The client provides copies of the most recent 2 years of water bills and sewer.



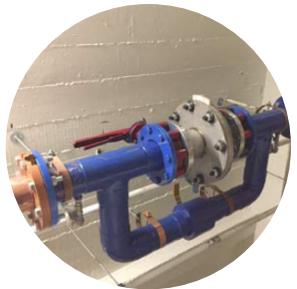
Site Survey

Our consultants complete a site survey to get full understanding of the facility's overall usage



Recommendation

The information is taken back to our engineering team to recommend the systems required.



Implementation

Our engineering team performs the required installation and implementation.

Who should install the GPM 2K Series?

- High rise / Multifamily Residential
- Hotels and Resorts
- Healthcare / Hospitals / Senior Centers
- Laundries (works on rinse cycle)
- Food manufacturing plants
- Car washes
- Golf courses - Parks and Recreation
- Agricultural (Farming)
- Any Large Consumer of Water

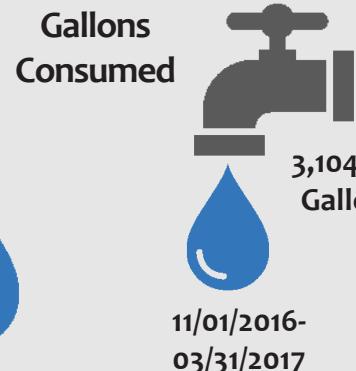
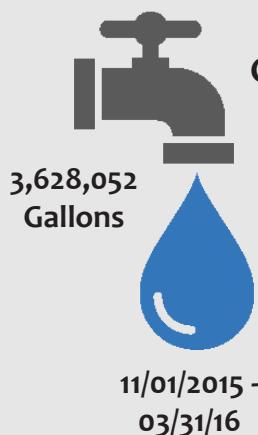
The Benefits

- More precision in controlling the amount of flow.
- Customized and calibrated on site
- Balances High Pressure Leading to Lower Consumption.
- Allows for sediment and debris to pass through without restricting flow.
- Does not claim to reduce or constrict air bubbles in the water line.

Case Study: Silverstein Properties



14.43%
Savings



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Winner of NYSERDA's "Outstanding ESCo
of the Year" Award!

DEMAND RESPONSE



PROGRAM

This manual belongs to:



DEMAND RESPONSE

Demand Response is a consumer's ability to reduce electricity consumption at their location during peak demand times. Peak demand occurs only a few times per year, mostly during afternoon hours in the summer.

During times of high electric demand such as in the summer, the Grid works under considerable stress and the New York Independent System Operator (NYISO) notifies Clients requesting them to curtail their electric demand by shutting down discretionary electric equipment such as lighting, reducing the number of elevator cars, reducing setpoints on HVAC equipment, turning down fan/pump speeds with Variable Frequency Drives (VFD's), or turning on electric generators if clients have them.

The NYISO administers the "Demand Response Program". Our Clients participate in this program through LC Associates which is a **Responsible Interface Party**.



The New York Independent System Operator (NYISO) will pay customers to temporarily reduce energy use during times of high electric demand.



As demand for electricity in New York City grows and older power plants come offline, New York State would rather pay customers to reduce their demand than build a new pollution contributing and expensive power plant.



The NYISO is allowed to call a maximum of 6 curtailment events per season but rarely calls more than 1 curtailment event per season. The NYISO only gives 24 hours notice.



COMMON TERMS

Glossary

Baseline

It is used to determine how much energy consumption a customer has to reduce at the utility's request. The formula that calculates the baseline considers the customer's average electricity usage on similar days.

Capacity

Usually expressed in megawatts, it is the measure of a utility's ability to provide power.

Curtailment event

A reduction in the demand of energy. The utility asks participating customers to reduce their energy consumption for a certain time period. Events may be called due to high demand in very hot days, due to low system capacity or due to a problem with delivery capacity.

Demand

Expressed in megawatts or kilowatts, demand is the amount of electricity a system uses at a given point of time.

Demand Response

Short term modifications in customer end-use electric loads in response to peak demand, weather or grid conditions.

Event

A period of time identified by the System Operator when it is seeking reduced energy consumption. Generally each event lasts certain number of hours and it is limited to a maximum number of events per year.

Interval Meters

A meter that records how much energy is used during short time periods (intervals) usually 15 minutes. It also registers peak demand for each period of time.

Kilowatt, megawatt

Measurement of electric power. 1kW=1,000 watts. 1,000 kW= 1 megawatt.

Kilowatt hour, megawatt hour

Measurement of power consumption over time. Use 1kW for 1 hour equals 1kWh, use 20kW for 1 hour equals 20kWh. Kilowatt-hours are often used as a billing unit for energy delivered to consumers by utilities.

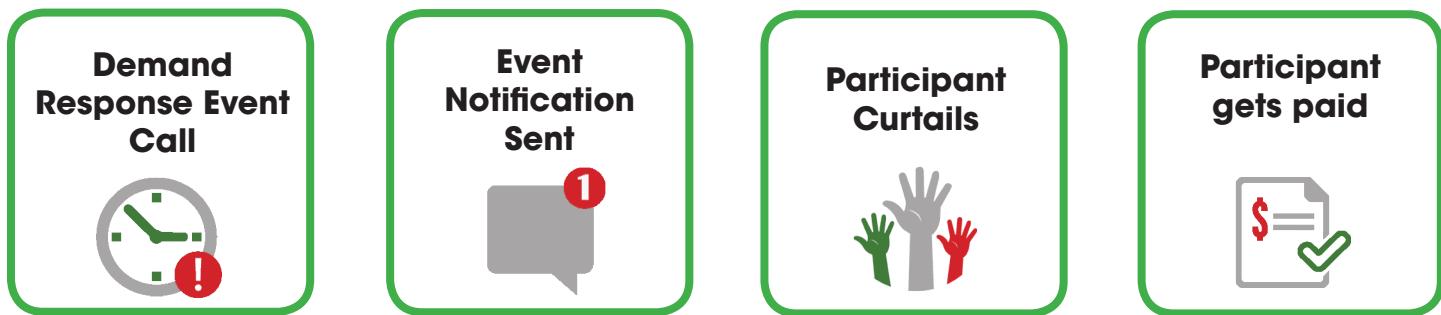
Load

The actual amount of power a customer is using at any given moment. Peak load is the highest amount of electricity drawn from the utility during a given time.

RIP

Responsible Interface Party

THE CURTAILMENT EVENT IN A NUTSHELL



THE DEMAND RESPONSE PROCESS

STEP 1: THE METERS

LC Associates will install or upgrade a meter to track the customer's electricity usage in real time. This meter will be used to access the customer's interval data and verify its reduction.

STEP 2: THE REDUCTION PLAN

LC Associates will work with your customer to develop a Reduction Action Plan to determine whether and how much load a customer is able to shed. This plan will be based on past usage patterns.

— YOUR CUSTOMER IS SET TO PARTICIPATE IN A CURTAILMENT EVENT ANYTIME —

STEP 3: THE EVENT

The electric grid operator or utility company alerts LC Associates (who is a Registered Interface Party) of the need of an emergency Demand Response event (curtailment event)

STEP 4: THE 21 HOURS NOTICE

21 hours in advance, LC Associates will notify the contact agreed upon for your customers, about the event. Notification will be sent by email through our CRM (Customer Relationship Management) Software asking them to confirm and follow up with phone calls to ensure all participants are aware of the event.

STEP 5: THE PLAN IMPLEMENTATION

At this point your customers will implement their specific Reduction Plan we helped them create.

STEP 6: THE PAYMENT FOR PERFORMANCE

After the conclusion of the Demand Response season, you and your customers will receive a check in the mail for the kW they reduced for all events called.

If the customer does not curtail or underperforms there will be a penalization of a payment reduction or performance derating for the following season

DEMAND RESPONSE

The Strategies

The goal of demand response strategies is to meet the electric load shed savings goals without sacrificing the occupants comfort or changing the processes they perform.

The Demand Response strategies that are usually suggested to the customer as part of its **Reduction Plan** are based on factors such as HVAC (Heating, Ventilating and Air Conditioning), lighting and Energy Management and Control Systems installed in the facility.

HVAC

- Control fan speed limit with variable frequency drives (VFD's)
- Limiting the central chiller plant's speed and capacity.
- Global temperature adjustment of zone
- Systematic adjustments to the air distribution and/or cooling systems.

Energy Management

Demand Response can be implemented using various levels of automation:

- Manual: Performed by facilities staff physically.
- Semi Automated: Uses a centralized control system with pre-programmed strategies.
- Fully Automated. Enables remotely generated event initiation signals to control loads directly or to initiate pre-programmed strategies.

Lighting

- Zone switching. Allows light levels to be reduced with some degree of resolution that is minimally disruptive to the building's occupant
- Fixture/Lamp switching
- Dimming. Regulates the level of electrical light.

Elevators

- If a facility has several elevators or escalators, shut down a portion if there is low demand from guests.

Generators

- If an on-site backup generator is existing in the building, shift building loads onto these generation sources. If switching is done immediately, it causes no interruptions to service

WHO IS ELEGIBLE

Types of buildings and size

The requirement to join the program is based on the amount of energy that a building is able to curtail.

Commercial and Industrial properties and multi-family building complexes whose energy consumption can curtail a minimum of 50 kWh are eligible to join the Demand Response program.

ENROLL A CUSTOMER

The Process

How to sell?

Demand response provides an opportunity to lower electricity bills by making a commitment to reduce load in response to market demand and the need to maintain system reliability. Additionally, participation is rewarded with a cash incentive at the end of the demand response season (twice a year). Load reductions during peak demand conditions also may help to reduce emissions and the associated environmental impact on the planet.

Large companies are more likely to enroll in DR programs than small companies because the effort versus the savings is more appealing in larger operations. However, a significant barrier to demand response participation is lack of education and awareness. We encourage you to inform your customers about the benefits of the Demand Response Program, and how easy is to be enrolled.

How to enroll a customer?

STEP 1: THE CONTACT

SFE will contact LC Associates. LCA, plays the role of Curtailment Service Provider and is responsible for registering and notifying customers, and paying SFE. LC Associates acts as an interface between the New York System Operator and demand response participants.

STEP 2: THE DOCUMENTATION

SFE will provide the customer's electric bill, the LC Associates Demand Response Enrollment Form and the LCA Letter of Authorization signed by the customer, the customer's W9 and a list of engineers or officials that need to be advised when there is a curtailment event.

STEP 3: THE METERS

LC Associates will determine if the customer's meters comply with NYISO's requirements. If it does not, please see step 4, if it does, please see step 6.

STEP 4: THE METER'S DOCUMENTATION

SFE will provide the LC Associates Letter of Authorization (LOA) and the Meter Upgrade Form signed by the customer as well as the customer's W9.

STEP 5: THE METERS' INSTALLATION

ConEdison will install the meters at no cost for customers above 500 kW.

STEP 6: THE PERFORMANCE

Customer is ready to participate in the Demand Response Program. Customer will participate in cutailment events and get paid at the end of the DR season.

DEMAND RESPONSE

SFE Partnership Proposal

As an incentive to participate in this program, the NYISO offers cash payments to Clients that stand-by and participate when called upon. Our Clients receive payments twice per year just for standing by and pledging to curtail electric demand, and get paid even if they are not asked to perform. Performance however is monitored and Clients are rated based upon their past performance which can affect their cash payments.

This document is an explanation of a channel partner relationship between SFE energy and LC Associates for the Demand Response program from the New York Independent System Operator (NYISO) for which LC Associates is a Responsible Interface Party.



ENERGY Curtailment	Season	Description	Amount
A green speedometer-style gauge icon with markings at 500 kW.	SUMMER Season	500kW * \$15 * 6 months Client split 70% DR Aggregator 30% Channel Partner Agreement 20%	\$45,000 \$31,500 \$13,500 \$2,700
500 kW	WINTER Season	500kW * \$15 * 6 months Client split 70% DR Aggregator 30% Channel Partner Agreement 20%	\$24,000 \$16,800 \$7,200 \$1,440
A green speedometer-style gauge icon with markings at 1mW.	SUMMER Season	1 mW * \$15 * 6 months Client split 70% DR Aggregator 30% Channel Partner Agreement 20%	\$90,000 \$63,000 \$27,000 \$5,400
1mW	WINTER Season	1 mW * \$15 * 6 months Client split 70% DR Aggregator 30% Channel Partner Agreement 20%	\$48,000 \$33,600 \$14,400 \$2,880

CHECKLIST

The documents

- LC Associates Demand Response Enrollment Form signed by customer
 - Customer's Electric bill.
 - Provide a list of engineers or officials that need to be advised when there is a curtailment event.
 - LC Associates LOA (Letter of Authorization) signed by customer.
 - Provide customer's W9.

ENROLLMENT FORM

LC asxdates

ISO NEW YORK INTERSTATE POWER EXCHANGE

Participant: _____ **City/State/Zip:** _____

Address: _____ **Utility Account/Meter #s:** _____

Utility Company: _____

Contact Person: _____

Telephone/Fax: _____

Email: _____

AGREEMENT

The Participant wishes to participate in the LC Associates (LC) Operation Green Addendum and the Participant understands and agrees to the following:

1. The Participant will receive capacity payments for virtual demand reduction requests made by the ISO and will be compensated as indicated by the ISO.
2. Participant will not be subject to out-of-pocket performance related financial Participant fails to reduce electricity when called upon. If Participant does not use less electricity than requested, no payment will be made.
3. LCA will monitor no more than one hour and when the Participant reduces electricity will help Participant verify what Participant can potentially reduce at higher cost.
4. LCA will install an interval meter, as necessary, at no cost to measure Participant's electricity usage.
5. LCA will pay us a day-ahead notice of any request for reduction, by -1:00 pm ET.
6. (a) Participant agrees to perform for the next eight (8) periods, including the period of enrollment, all actions required to reduce electricity usage during each period within the same terms, unless Participant notifies LCA in writing 90 days before the start of the next period, or earlier if requested by the ISO.
- (b) To disclaim a program, a Participant may contact the ISO directly.
7. We will provide to Participants a credit at the rate of 10% per year for periods saved in NYISO's system. If a Participant agrees to the program but will not avoid the cost of the equipment, the Participant will be responsible for the cost of the equipment and will be entitled to a credit at the rate of 10% per year for periods saved in NYISO's system and Con Edison's various Demand Response Programs.

Estimated Curtailable Load	Summer:
Customer Signature: _____ Date: _____	

Your Company Logo

ELECTRICITY SERVICE INVOICE

MEMBER NAME
123 MAIN STREET
NUMBER 7
PAKETOWN, NJ 01001

Tenant Account Number

3000 kWh Usage History

Submeter Tenant \$/kWh Usage

Submeter	Tenant	\$/kWh	Usage
300002	523	0.2	\$ 104.6
300028	256	0.3	\$ 76.80
300027	456	0.23	\$104.88
200028	1200	0.15	\$ 180.00
300029	2401	0.12	\$ 288.12

■ JAN ■ FEB ■ MAR ■ APR ■ MAY ■ JUN

TOTAL DUE
\$754.40

DETACH AND RETURN BOTTOM PORTION WITH PAYMENT

Account Number 999999
Current Amount Due \$ 2,238.66
Total Amount Due \$ 2,238.66
Additional Fees Apply After 07/11/2016
Amount Paid

Make Checks Payable To:
Your Company Name LLC

ME LLC

60

Utility Account # _____ **Service Address** _____ **City, State, Zip** _____

Customer Type Requested:
 my billing information
 my usage information
 my usage information every interval data (if available)

Name of Authorized Individual: _____
Company Name: _____
Address: _____
Phone Number: _____
Fax: _____

Authorized Signature: _____ **Date:** _____

CUTONE ASSOCIATES 34W 32nd Street, 8th Floor New York, NY 10018 tel: 212 579 4236 fax: 646 349 2928 www.cutone.org

Invoice No. 321654

The meters

To participate in the Demand Response Program, load reduction performance is measured using interval meters that meet NYISO requirements of accuracy. If your customer's interval meter does not comply with NYISO requirements, it is necessary to apply for the interval meter installation offered for free by ConEdison.

- Have the customer sign the meter upgrade form.
 - Notify customer that is ready to participate.



**For more information,
please contact us at:**

**Tel: +1(212) 579 4236
Email: info@cutone.org**

WWW.CUTONE.ORG

**Created by:
Content: Laura Milan
Design: Elsa Gomez**

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Incentives

"Most Outstanding
ESCo" NYSERDA
award



Leverage LC Associates to help you grow your business.

Follow the next steps:

1. Give at least 30 days notice to LC Associates in regards to upcoming projects.
2. Set up an inspection appointment with our energy engineers.
3. Provide specifications for the proposed elevator technology.
4. Provide invoices after project completion to follow through the application process.

Contact Us:
**For more information,
please contact
your Sales
Representative:**

Thomas Borzumato
Tel: +1(212) 579 4236
Ext: 4975
Email: tomb@cutone.org



Get Started Now

Learn more about how LC Associates can help you navigate through the complex process of completing energy efficiency upgrades, securing incentives and ensuring long term savings for your properties.

www.cutone.org

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Content: Laura Milan
Design: Elsa Gomez

Elevator

Go Gr

LC
associates



LCA offers business solutions that result in energy savings and overall positive impact on our environment that fosters job growth through energy cost savings, project implementation and other socioeconomic benefits.



Funding Options for Elevator Upgrades

Elevators manufactured more than 20 years ago are significantly less energy efficient than today's newer models. The energy efficiency of elevators has greatly improved with technological advances in motor controls and other technologies. According to the American Council for an Energy Efficiency Economy (ACEEE) current technology is able to cut up to 75% of elevators energy use.

Many utility companies, such as the New York State Energy Research and Development Authority (NYSERDA) and ConEdison provide rebates for equipment and process improvements that generate energy savings, offer bonuses for elevator controls and cash incentives for evaluations.

Additionally the New York Independent System Operation (NYISO) offers incentives to buildings for participating in the Demand Response Program. Modern elevator controls allow owners to reduce elevators energy use during this curtailment events.

Make sure to upgrade before your next scheduled curtailment event and take advantage of the opportunity to reduce your operating expenses and to obtain incentives to offset the cost of your elevator upgrade projects!



LC Associates' Role

- * We complete the lengthy application process for the various funding options (NYSERDA, ConEdison and NYISO) on your behalf.
- * We certify the baseline conditions and project energy savings for approval by NYSERDA or ConEdison.
- * We conduct the necessary inspections.
- * We provide measurement and verification functions.



24 State Street (One Battery Park Plaza)

With the installation of 19 elevators, the building located at 24 Street State in New York City's Financial District received a \$224,000 rebate from local utility and saves more than \$280,000 in energy costs a year.



21 E 52nd Street (Omni Hotel)

With the installation of 3 elevators, the building located at 21 E 52nd Street in Midtown New York City, received a \$44,000 rebate from local utility, a \$4,000 bonus in Demand Response and saves more than \$78,000 in energy costs a year.

LC Associates is committed to helping customers save money through efficient technology and to providing incentives for customers to utilize green energy. Our team of professionals and engineers are uniquely qualified to manage the process of performing energy efficiency upgrades and securing cash incentives from start to finish. LC Associates is the one stop-shop for energy efficient buildings! Learn what we can do for you:



- 1** Improve your tenants' health and lower your operating costs by upgrading to LED Lighting.
- 2** Elevator Modernization. Reduce your maintenance and operating costs.
- 3** Reduce your heating costs and maintenance calls by upgrading the boilers controls.
- 4** Optimize chiller plants to achieve a better HVAC performance.
- 5** HVAC Controls for automatic adjustments to changing external conditions.
- 6** ADR (Automated Demand Response) Schedule your curtailment events to get grants.
- 7** Automate your electric billing process with our Sub-metering Dashboard.
- 8** Access to your buildings' energy usage reports anytime, through our Energy Management Cloud.
- 9** Offsite Management. Stay informed and connected anywhere.
- 10** Energy Procurement. Get the best rates for electricity and natural.

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