



NEXUS
ENERGY CENTER

ESG ENERGY SYSTEMS GROUP
Building Performance with Energy

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*Specializing in Developing & Implementing
Energy Performance Contracts Since 1994*



Energy Systems Group

- NAESCO Accredited Energy Services Provider
- Energy Performance Contracting Sales Approaching \$1 Billion
- Completed Projects in Over 1,000 Buildings in 20 States
- Business Member of School Superintendents of Alabama
- Sustaining Member of Alabama Association of School Boards
- Member of Alabama School Plant Managers Association
- Energy Star Partner
- Member of the U. S. Green Building Council (USGBC)
- Member of Energy Services Coalition
- **Energy Performance Contracting is ESG's Core Business.**





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Energy Performance Contracting



Governed by Alabama State Law

“Guaranteed Energy Cost Savings Act”

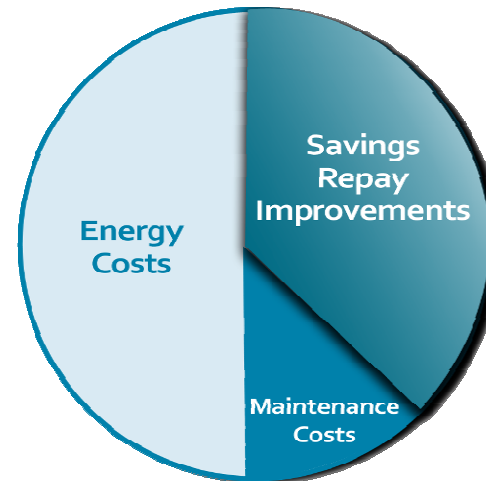
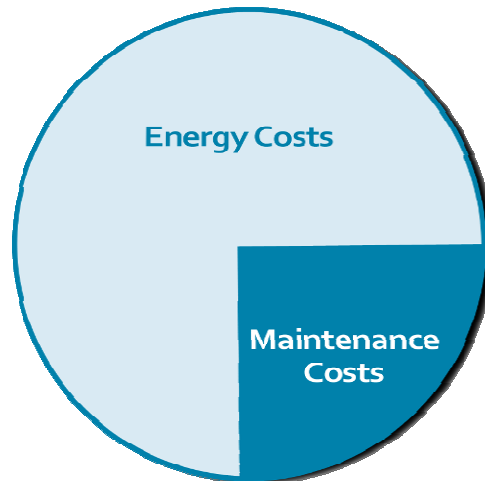


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Performance Contracting is a process by which immediate energy efficiency and capital improvement projects are paid for by the energy and operational savings that are generated by the project and **guaranteed** by the **Energy Systems Group**.

BEFORE IMPROVEMENTS



AFTER IMPROVEMENTS

Typical EPC Infrastructure Improvements

- Lighting Systems Upgrades
- HVAC Upgrades
- Building Automation Systems
- Electrical Service Upgrades
- Water Conservation
- Air Quality Issues
- Security
- Fire Protection Systems
- Windows
- Doors
- Roofing
- Tuckpointing
- Flooring
- Bathroom Upgrades
- ADA Compliance Issues
- ❖ Asbestos Abatement
- ❖ Mold removal



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Renewable Energy Technology

Solar & Wind



ESG Energy Coach

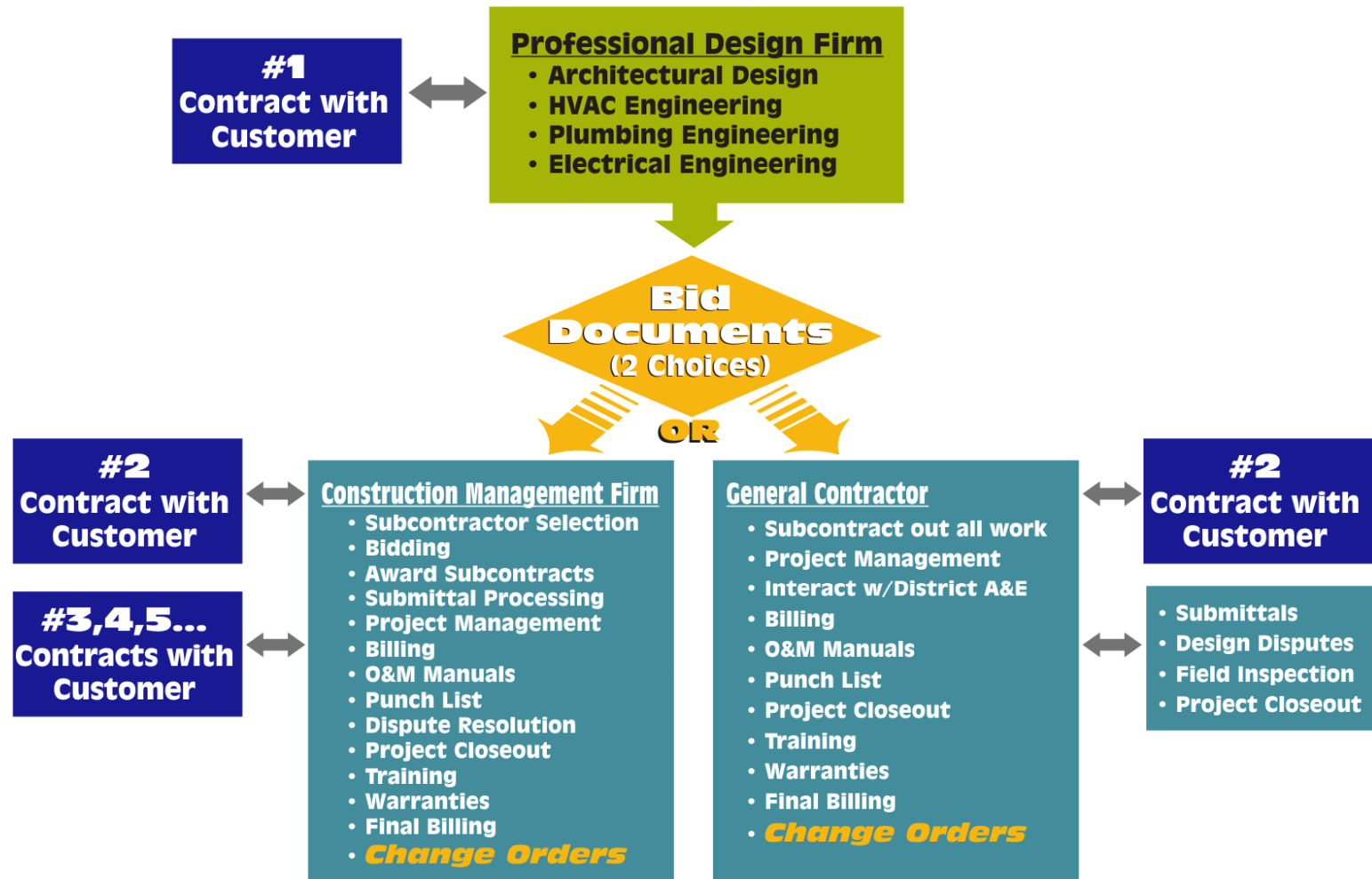
- **Training & Education** – Implement programs to inform staff on costs and function of energy using systems.
- **Utility Monitoring** – Collect, record and manage utility data and energy usage throughout the school system.
- **Utility Conservation** – Develop and implement ECM's.
- **Recycling Program** – Develop and implement a recycling program.
- **Site Contact** – First contact for comfort issues. Develop resolution



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Traditional Procurement Methods





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Turnkey Based Procurement Method





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Why Do It This Way?

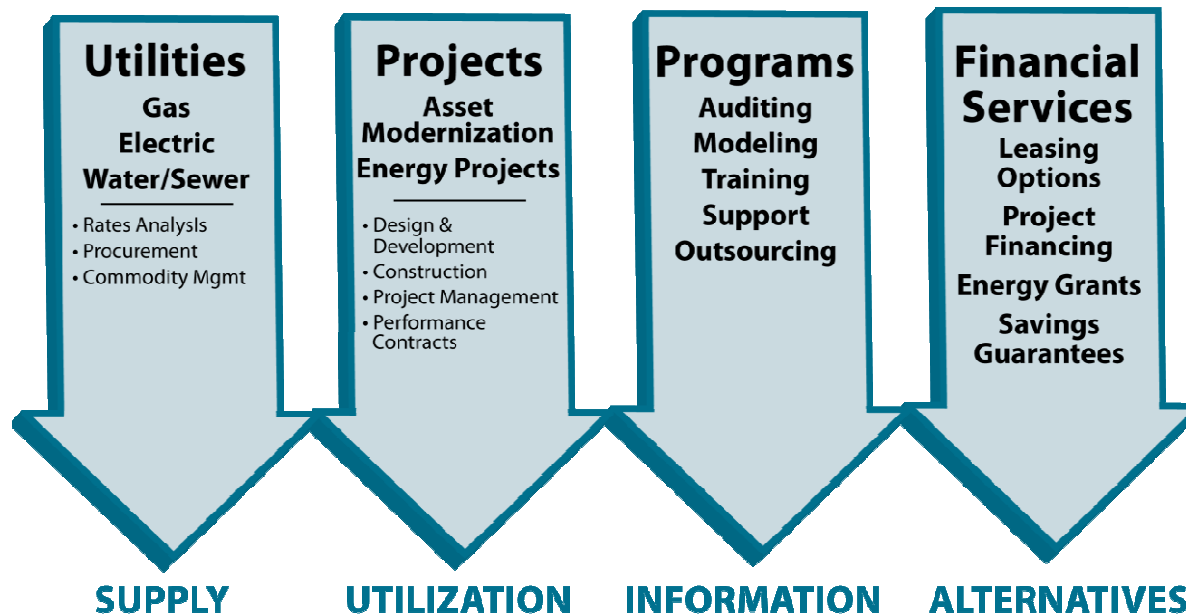
- Single Source Accountability
- More Flexibility with Regard to:
 - Final Scope of Project
 - Selection & Standardization of Equipment
 - Scheduling of Work
 - Selection of Subcontractors
- Financial & Funding Options!
- Minimizes Technical & Financial Risk to You !



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Strategic Energy Master Planning™





Energy Systems Group's Approach to EPC

1. Survey of existing conditions at facilities.
2. Identify your facilities' infrastructure needs.
3. Evaluate and prioritize needs based upon your goals.
4. Develop solutions based upon financial and legal requirements, tailored to your priorities
5. Implement, manage and deliver a turnkey project from start to finish including: feasibility, design, engineering, subcontractor & equipment selection, project management, training and warranty management, and life cycle support !



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