

Saving Energy, Improving Facilities' Performance – *That's the EMCOR Advantage*

Date: February 2011



Introduction to EMCOR Energy Services



EMCOR Group

- World's largest specialty construction and facilities services provider
- 2010 estimated revenues ~\$5.0 billion
- ~ 26,000 employees
- Over 170 permanent locations: U.S., Canada, U.K.

REPEAT ACCOLADES FOR EMCOR

EMCOR IS CONSISTENTLY RECOGNIZED BY INDUSTRY EXPERTS AND OUR PEERS AS THE LEADING, AND MOST INNOVATIVE, CONTRACTOR IN OUR INDUSTRY.

#1: Engineering News-Record Top 600 Specialty Contractors: For the 16th consecutive year, *ENR* magazine (Engineering News-Record) ranked EMCOR #1 among the Top 600 Specialty Contractors.

#1: Contractor Magazine 2010 Book of Giants: This marks the 23rd consecutive time EMCOR ranked #1 in *Contractor Magazine's* survey.

Most Innovative Company, Construction and Engineering Industry Segment, Information Week Magazine: EMCOR has been named to the InformationWeek #1 in the Construction & Engineering industry segment.

World's Most Admired Companies: *Fortune* magazine named EMCOR #1 World's Most Admired Company in the Engineering, Construction category for the 2nd year in a row. This is the 10th year EMCOR was named as one of America's Most Admired Companies.

Newsweek's Green Ranking Survey: EMCOR was featured in *Newsweek's* 2010 Green Ranking Survey for our comprehensive, thoughtful policies to manage our environmental footprint.

FORBES RECENTLY NAMED EMCOR AS AMERICA'S BEST-MANAGED COMPANY IN THE CONSTRUCTION INDUSTRY.



The EMCOR Advantage enables us with practical insight into facility optimization



The EMCOR Advantage™

Industrial Services

- > Heat Exchanger Services
- > Outage Management
- > Turn-around Services
- > Field Services
- > Embedded Contracts

Mechanical Services

- > National HVAC Services
- > Repair Services
- > Service Contracts
- > Building Control Systems
- > Energy Efficiency Upgrades
- > Retrofit Projects
- > ESCO Support

Government Services

- > Operations & Maintenance Services
- > Base Operations
- > Facilities Management
- > IDIQ Projects

EMCOR SERVICES

Energy Services

- > Energy Audits
- > Plant O&M
- > Commissioning/Recommissioning
- > Sustainability Programs
- > Design/Build Cogen/ESCO

Site-Based Facilities Services

- > Major Account Facilities Management Services
- > Route Technicians
- > Facilities Services
- > Operations & Maintenance Services
- > Supplier Management

We identify, design, install and maintain systems that create sustainable facility environments



Energy / Industrial / Refinery Services



Mechanical / HVAC / Sheet Metal



Electrical / Low Voltage / Voice / Data Communications /
Transmission and Distribution



Plumbing / Fire Protection / High-Purity Piping /
Process Piping



Facilities Services

Whenever, wherever, we're just one phone call away



EMCOR Energy Services delivers vendor-neutral solutions for sustainable energy savings

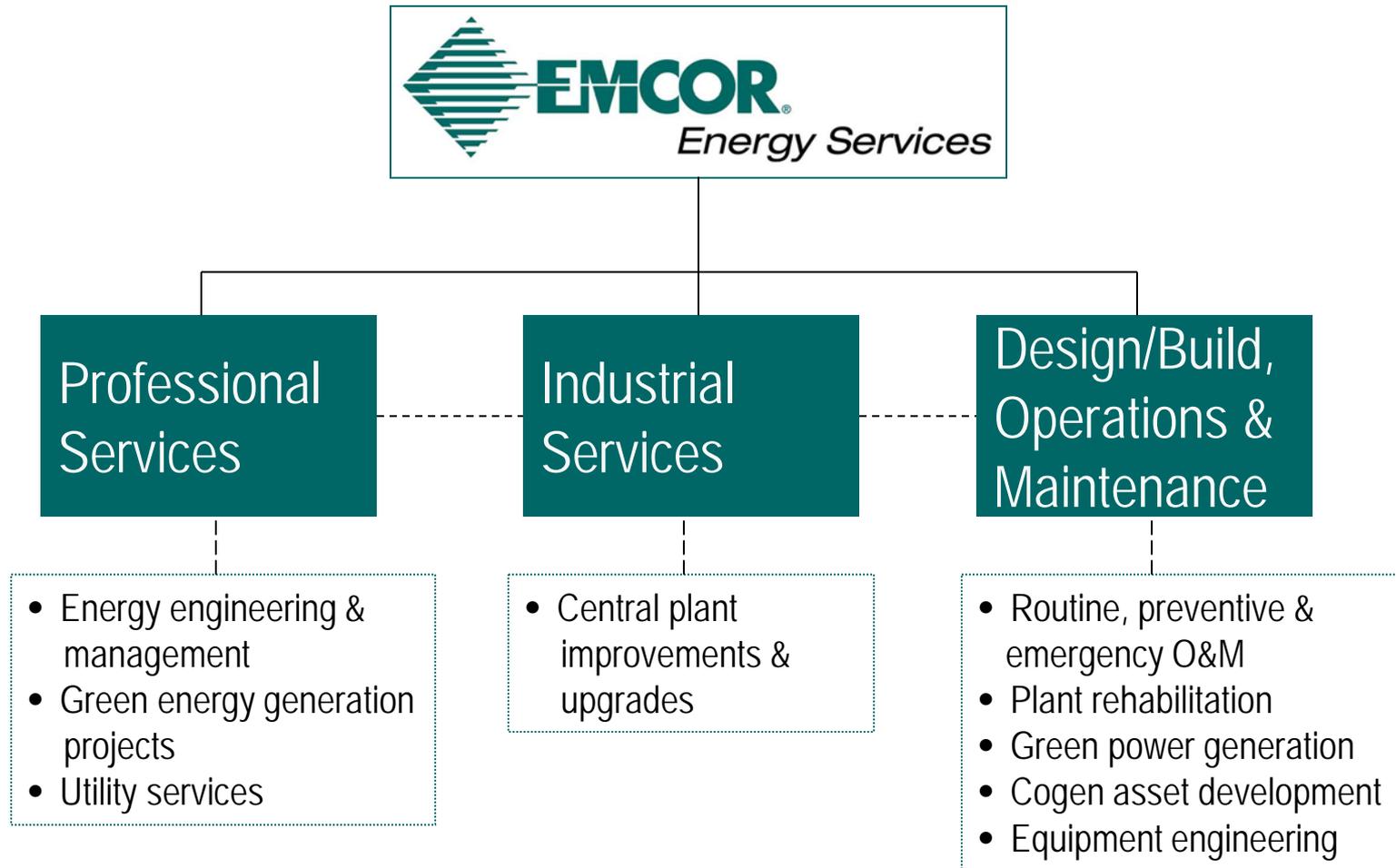
EMCOR Energy Services (EES) is an end-to-end provider of energy solutions to organizations that want to:

- Reduce energy and resource consumption
- Improve asset reliability
- Control costs
- Enhance operating performance
- Strengthen their competitive position in the marketplace

The EMCOR culture is that of an entrepreneurial organization, working to realize our mission to:

“Put our knowledge into action, enabling our customers to realize new levels of value through our comprehensive facility solutions.”

EES transforms any type of facility into high-performance facilities



EES supports energy projects throughout their full lifecycle

EES

- ✓ **Advisor**
- ✓ **Developer**
- ✓ **Turnkey Design / Builder**
- ✓ **Operator**
- ✓ **Manager**

- **Energy Conservation Strategies**
- **Commissioning/ Retrocommissioning**
- **Energy Efficiency & Sustainability Program Management**
- **Alternative “Green” Generation**
- **Combined Heat and Power (CHP)**
- **Landfill Gas Specialists**
- **District / Industrial Central Utility Plants**
- **Facility Central Plants**

Project Identification

Project Implementation

Project Maintenance

Serving a broad range of market-sectors, we're creating a better energy future for all our communities

- Commercial
- Industrial
- Manufacturing
- Government
- Healthcare
- Pharmaceuticals
- Science & Technology
- Data Centers
- Hospitality
- Education
- Utilities
- Retail



Proven expertise in every type of facility for every type of organization

Partial Client List

Federal Government

- GSA
- DOE
- Veterans Affairs
- NASA
- US Navy
- Air National Guard

Commercial Sector

- Verizon
- Target Stores
- Pitney Bowes
- Dell Computer
- Johnson & Johnson

Local & State Government

- City of San Francisco
- City of San Jose
- California Energy Commission
- Princeton University
- New Haven Public Schools
- Los Angeles County

Utilities

- Pacific Gas and Electric Company
- Southern California Edison
- Sacramento Municipal Utility District
- Long Island Power Authority
- NYSERDA

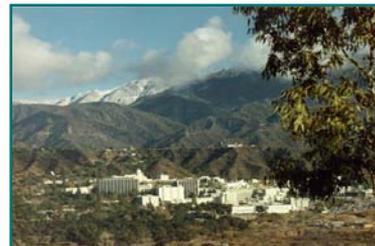


Audits & Retrocommissioning at NASA JPL

Project Role: Energy Auditing & Retrocommissioning

Project Results:

- Energy audits of 50 buildings and 500,000 square feet
- Energy Savings of 1,917,943 kWh/yr. Average SPB 4.1 years
- Water Conservation of 370,000 gallons of water/ year
- Retrocommissioning identified savings of 408,432 kWh/year and \$72,352/year. SPB 0.9 years
- Evaluated and provided recommendations on JPL metering strategy and configuration



Verizon has called for our Energy Advisory services for 11 years and running

Project Role: Energy Management & Advisory Services

- Projects range from energy audits, renewable energy feasibility studies, and GHG tracking, to turnkey project implementation
- Helped secure energy efficiency incentives from several local utilities and state agencies totaling over \$1 million

Project Results:

Project	Annual Cost Savings (\$/yr)	Simple Payback Period (yr)	Number of States	Number of Sites	Comments
Bell Atlantic Phase I	\$ 692 K	4.8	3	73	First Studies 5 yr Simple Payback Threshold
Verizon East Phase II	\$ 885 K	4.8	5	127	Studies & Implementation – Twice as many sites, similar costs, same payback
Verizon Units W1 & W5 Lighting Program	\$204 K	2.9	4	70	Technical Services for Lighting Projects
Verizon West Phases I & II	\$3.5 M	2.5	10+	300	Lighting & HVAC inCOs. Streamlined Program; 322 Buildings
Rate & Tariff Analysis	\$71 K	0.2	30	1000 electricity accounts	Implemented 464 rate changes
Generator Block Heaters	\$950 K	0.6	10	500	900 block heater retrofits nationwide
Digital Metering	\$600 K	0.7	1	10	Implemented local digital meter based load shedding in largest NY buildings
DCV Pilot Program	\$1.7M	0.2 (after incentives)	1	50	Pilot program to upgrade outside air economizers with demand control ventilation. 14.7 million kWh saved.
CEV Pilot Program	\$85 K	2.3	4	51	Pilot program to implement free cooling with outside air in underground environmental vaults. 2.5 million kWh saved.

Pacific Gas & Electric extends reach of energy programs with EMCOR

Project Role: Energy Conservation Program Support

- Engineering technical due diligence for incentive and rebate programs
- Other projects include energy audits and retrocommissioning

Representative Project Results:

- Performed 1400+ inspections in support of the California Solar Initiative and technical reviews for the Self-Generation Incentive Program
- Secured more than 2.7 million kWh/yr of energy savings for UC Davis through the UC/CSU & PG&E Partnership
- Ensured approximately 6 million kWh/yr of approved energy savings and 300 kW of approved demand savings for 200 pharmacies throughout California

University of New Hampshire increases energy independence

Project Role: Design/Build, Operate & Maintain

Cogen Project

- Added cogen and chilled water to existing central heating plant
- Increased efficiency, 30% reduction in Nox emissions and 60% reduction in Sox emissions. Greater flexibility for meeting energy needs and lower energy costs

EcoLine TM Project

- Converted landfill gas into a medium BTU quality gas
- Used to produce environmentally clean electric power for both UNH and the local electrical grid

Continuous Commissioning

- Installed EMCOR 360 software to facilitate continuous commissioning
- Led to 19% energy savings per year



EPA “2009 Project of the Year” Award



Greentree Landfill fuels a community

Greentree Landfill in Kersey, PA

Project Role: Designed and constructed the gas compression and cleaning facility, and eight-mile pipeline and a blending and compression station at the connection to National Fuel Gas Company's interstate pipeline



Project Results:

- EPA "2007 Project of the Year" Award
- Methane is mined, cleaned, and injected into natural gas pipeline
- Renewable "green" gas transported to end user for cogeneration



San Diego State Univ. is building a better energy future through turnkey cogeneration

Project Role:

- Design-build 14 MW combined-cycle plant with two Solar Taurus gas turbines and one steam turbine

Project Results:

- Fully integrated new cogeneration system with all other campus utility systems
- Oversaw all design aspects: mechanical, electrical, structural, civil, equipment, acoustical, emissions, and constructability
- Responsible for air quality permits and negotiating utility interconnections
- Ensured that all equipment and services provided met all regulatory requirements



Our talent drives our results

- Professional Engineers
- LEED Accredited Professionals
- Certified Measurement & Verification Professionals
- DOE Data Center Certified Energy Practitioner
- DOE-certified Steam Specialists
- DOE-certified Energy Auditors
- DOE Qualified AIRMaster+ Specialists
- DOE Industrial Assessment Center Graduates
- Green Building Engineers
- Certified Energy Managers



Our credentials and industry relationships further energy saving successes

- NYSERDA FlexTech Consultant
- NJ Pay for Performance Partner
- Pennsylvania PUC Conservation Service Provider
- ENERGYSTAR Partner
- Member DOE Zero Energy Commercial Buildings Consortium
- Contributing Member California Commissioning Collaborative
- US DOE Save Energy Now Ally Organization
- GSA BPA CPES Holder
- Member USGBC
- Member ASHRAE
- Member BOMA
- Member International Society for Pharmaceutical Engineers



Our clients choose EMCOR's added value...

- **Stability** – Financial backing of a Fortune 500® company. We'll be here for you for the long-haul
- **Quality** – Demonstrated record of exceptional past performance, guaranteed energy savings and repeat business
- **Consistency** – Proven energy solutions that save 25-60% of clients energy spend, with particular attention to meeting federal energy regulations
- **Experience and Expertise** – Range of talent delivering millions in energy savings for government, commercial, and industrial clients all across the US and beyond

...because we guarantee lasting benefits

- ***Flexibility and Responsiveness*** – An organizational culture that leverages industry best practices to improve energy performance and values long-term partnerships
- ***Technical Depth*** – Construction and O&M experience strengthens practical understanding of how energy efficiency is achieved and sustained
- ***Innovation*** – Our vendor-neutrality allows us to apply only the best, most cutting edge solutions and technologies that are right for you
- ***Resources*** – Convenience, reliability, & guarantees of single source solutions. Consulting, implementation and O&M - under one-roof

Contact us to learn more about our career opportunities

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**BUILD. POWER.
SERVICE. PROTECT.**

