



# ALPHA CONTROLS & SERVICES ENERGY SOLUTIONS

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**Our process starts with “why”...**



**... and ends with the impact**

**Conserve Energy**

**Improve Lives**

**Save Money**

# Energy Solutions Approach

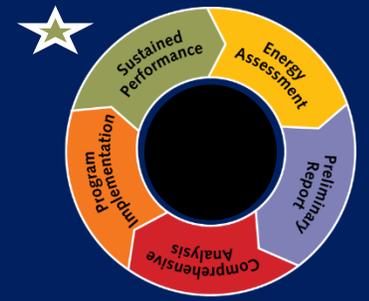


- **Partnership**
- You are exceptional at fulfilling your core mission
- We are exceptional at making capital available to reinvest in your core mission – to make lives better
- We focus on optimizing existing systems without replacing equipment to create an immediate positive impact
- This involves a holistic approach of analyzing buildings and rate structures, then making technical improvements
- We reduce energy waste while simplifying operations and prioritizing the needs of the people and organization

# Clients

- McLean County Unit 5 Schools
- Bloomington District 87 Schools
- Danville Schools
- DeKalb Schools
- Horace Mann
- Busey Bank
- First Federal Savings Bank
- DeKalb County
- Martinsville Schools
- McHenry County
- Blackhawk Technical College
- Agracel
- Blue Ridge Schools
- Westminster Village
- State Universities Retirement System

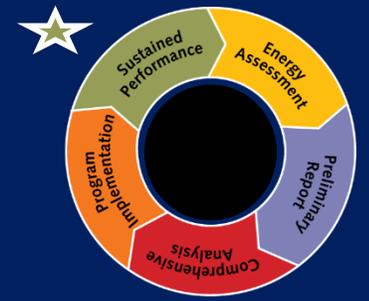
# McHenry County Government Center



McHenry County Government Center		
	Baseline	Actual
Energy Star Score	26	47
Annual Utility Costs	\$664,974	\$393,673
Utility Incentives	\$474,680	
15-year Savings Total	\$5,045,904	
Percent Reduction	60%	



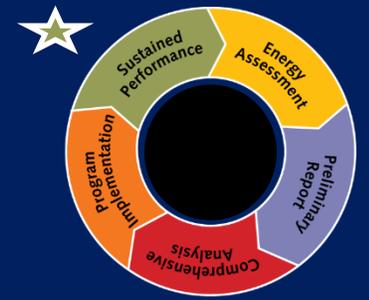
# Bloomington High School Bloomington District 87



Bloomington High School		
	Baseline	Actual
Energy Star Score	4	30
Annual Utility Costs	\$585,079	\$417,913
Utility Incentives	\$496,668	
15-year Savings Total	\$3,109,106	
Percent Reduction	29%	

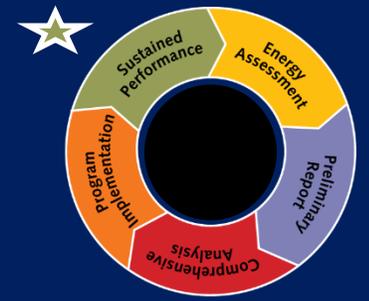


# Normal Community High School



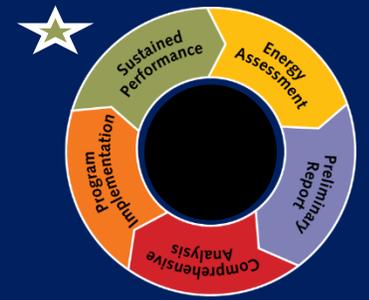
Normal Community High School		
	Baseline	Actual
Energy Star Score	14	52
Annual Utility Costs	\$518,701	\$369,957
Utility Incentives	\$284,004	
15-year Savings Total	\$2,766,476	
Percent Reduction	29%	

# First Federal Savings Bank



First Federal Savings Bank		
	Baseline	Actual
Energy Star Score	17	56
Annual Utility Costs	\$93,877	\$60,611
Utility Incentives	\$48,001	
15-year Savings Total	\$618,711	
Percent Reduction	35%	

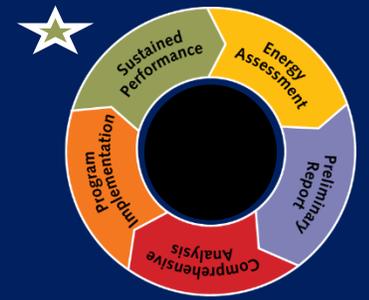
# Blue Ridge High School



Blue Ridge High School		
	Baseline	Actual
Energy Star Score	6	87
Annual Utility Costs	\$373,147	\$149,989
Utility Incentives	*35,782	
15-year Savings Total	\$4,150,496	
Percent Reduction	60%	

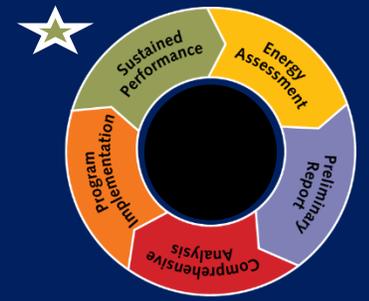
\* No electrical incentive was available as this is municipal utility provider that does not participate in the rebate program that is required of public utility providers

# Stevenson Elementary Bloomington District 87



Stevenson Elementary		
	Baseline	Actual
Energy Star Score	5	59
<b>Annual Utility Costs</b>	<b>\$103,719</b>	<b>\$60,662</b>
Utility Incentives	\$134,899	
15-year Savings Total	\$779,802	
<b>Percent Reduction</b>	<b>42%</b>	

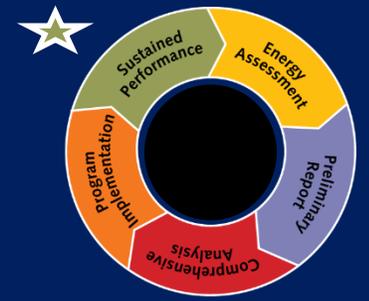
# Parkside Junior High School



Parkside High School		
	Baseline	Actual
Energy Star Score	19	93
Annual Utility Costs	\$254,032	\$113,806
Utility Incentives	\$290,000	
15-year Savings Total	\$2,608,051	
Percent Reduction	55%	

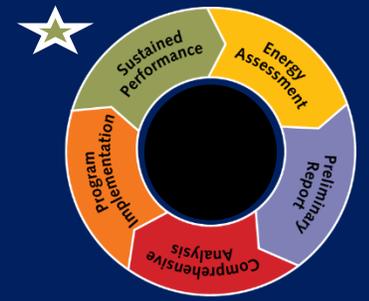


# Dekalb High School



Dekalb High School		
	Baseline	Actual
Energy Star Score	48	62
Annual Utility Costs	\$439,039	\$366,655
Utility Incentives	\$103,563	
15-year Savings Total	\$1,346,254	
Percent Reduction	16%	

# Agracel



Agracel		
	Baseline	Actual
Energy Star Score	1	68
Annual Utility Costs	\$162,179	\$45,370
Utility Incentives	\$58,348	
15-year Savings Total	\$2,172,520	
Percent Reduction	72%	



# Next steps



# If your building could talk, what would it say?



**I run at full speed all the time**

**I am fighting other mechanical systems**

**I haven't run for weeks**

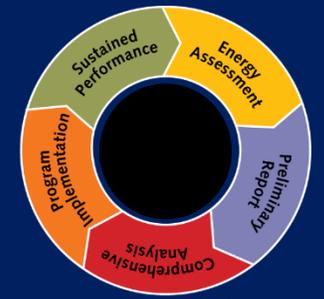
**We never turn off**

**I've been set to manual operation since I was installed**

**I've never seen a maintenance technician.**

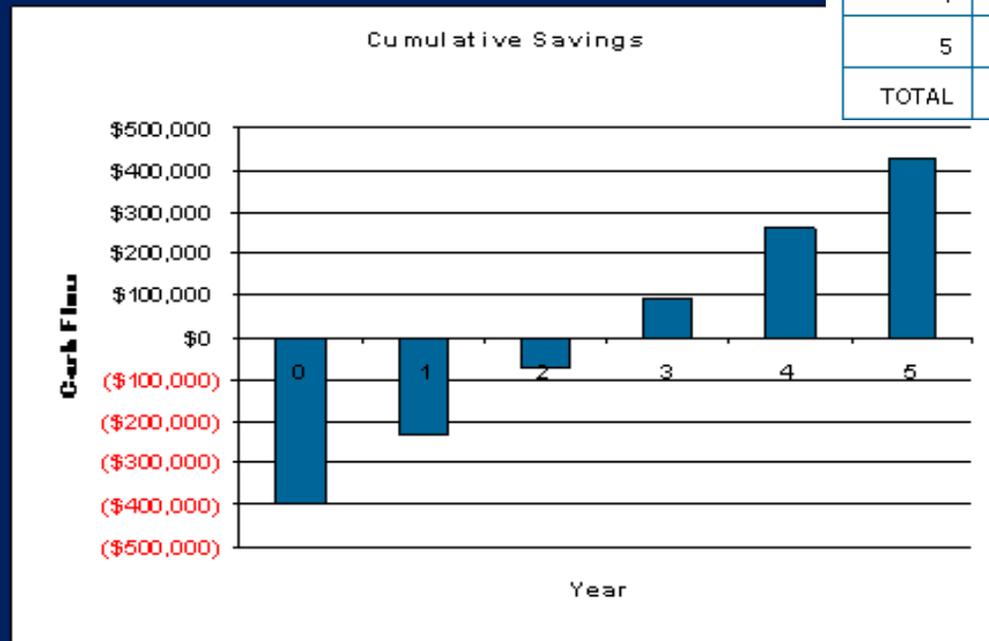
**Does the system know it's 55 degrees out here?**

# Financial Proposal



## Qualified Financial Investment

Year	Investment	Annual Utility Savings	Net Income	Annual Cash Flows	Cumulative Savings
0	\$ (400,000)	\$ -	\$ -	\$ (400,000)	\$ (400,000)
1	\$ -	\$ 165,000	\$ 165,000	\$ 165,000	\$ (235,000)
2	\$ -	\$ 165,000	\$ 165,000	\$ 165,000	\$ (70,000)
3	\$ -	\$ 165,000	\$ 165,000	\$ 165,000	\$ 95,000
4	\$ -	\$ 165,000	\$ 165,000	\$ 165,000	\$ 260,000
5	\$ -	\$ 165,000	\$ 165,000	\$ 165,000	\$ 425,000
<b>TOTAL</b>	<b>\$ (400,000)</b>	<b>\$ 825,000</b>	<b>\$ 825,000</b>	<b>\$ 425,000</b>	



- ROI - Return on Investment
- Simple Payback Period
- Savings to Investment
- IRR – Internal Rate of Return
- Modified IRR

# Incentive & Grant programs



An Exelon Company



# Sustained Performance



Thank you!

**Next Steps:**

**Utility Bills**

**Free Benchmark**