Outline Of Presentation

About Eric Ryan Corporation

- ERC History
- Summary of Clients
- Services Currently Offered by ERC
- ERC and Constellation Partnership
- Exelon & Constellation
- Managing Total Energy Costs
- How Does It Work?
- Benefits of the Services
- Questions
- Summary
History of Eric Ryan Corporation

- One of the fastest-growing consulting firms in the country.
- Established in 1990 as a sole proprietorship under the name of Utility Cost Cutters
- Incorporated in 1995 as The Eric Ryan Corporation
- Currently operating with 3 divisions and over 100 full and part-time employees
- In the past 25 years, ERC has provided service to over 6,500 clients in all 50 states, Canada, Mexico, UK and the Caribbean.
Client Base Sample

- Universal Studios
- Blue Cross Blue Shield of Rhode Island
- iHeartMedia, Inc.
- US Steel
- DSW Shoes
- Daytona Speedway
- Princeton University
- SeaWorld
- Wyndham Worldwide
- USA Today
- Costco
- Philadelphia School District
- Federal Reserve Bank of Cleveland
- Colgate-Palmolive
- Food Lion
- City of Miami Beach
Services Currently Offered
Services Currently Offered

**Energy Services**
- Utility and Telecommunications Bill Review
- Utility and Telecommunications Rate Analysis
- Utility and Telecommunications Contract Review
- Energy Procurement Services
- Local, LD, Internet, Data and Cellular Pricing Services
- Telecommunications New Construction Services
- Bill Pay and Reporting Services
- Energy Expense Mgmt Software
- Energy Site Survey/Efficiency Analysis and Other Energy Services

**Telecom Services**

**Utility Services**
ERC and Constellation Partnership

Constellation has been a preferred partner of ERC since 2003

Presently Constellation is serving 44.7 million kWh’s through ERC

Both Constellation and ERC are present in all 50 states in the U.S.
Exelon Corporation: A National Energy Leader

Operations & Business Activities in 48 states, Washington D.C. & Canada

Revenues: $27.4 billion  |  Assets: $86.8 billion
Employees: 29,000

Competitive Load Served:
• 180 TWH (electric)
• 650 BCF (natural gas)

Energy Generation: Exelon Generation
• Generating Capacity: 32,500 MW

Competitive Energy Sales: Constellation
• 175,000 business & public sector customers
• More than 2 million residential customers
• Wholesale sales, dispatch, and delivery from Exelon’s 33 GW power generation portfolio

Transmission & Distribution: BGE, ComEd, PECO
• 6.6 million electric customers
• 1.2 million natural gas customers

NYSE Ticker Symbol: EXC
Headquarters: Chicago, IL

One of the nation's leading competitive power generators, with approximately $27.4 billion in annual revenues. The Exelon family of companies participates in every stage of the energy business, from generation to competitive energy sales to transmission to delivery.

Exelon Family of Companies

Generation  |  Competitive Energy Sales  |  Transmission & Delivery

Exelon Generation  |  Constellation  |  BGE  |  ComEd  |  PECO
Constellation Retail by the Numbers

**What We Serve**

**Natural Gas:** More than **670 Bcf**
load in C&I markets^

**Retail Power:** More than **120 TWh**
C&I load under contract^

**Energy Efficiency:** **146,000 MWh**
conserved by customers in 2014

**Solar:** **244 MW**
Customer sited, completed or under construction

**Distributed Generation:** **150 MW**
customer sited, completed or under construction

**Where We Serve:**
Retail Electricity & Natural Gas Service

Constellation is headquartered in Baltimore, MD and is a unit of Exelon Corporation

**Who We Serve: More than 2.4 million customers**

2/3 of the Fortune 100

More than **200,000**
Business & Public Sector customers

More than **2.2 Million**
Residential customers

*data as of Q2 2015, ^annualized load
Helping Customers Manage Total Energy Cost

Manage your price and lower your quantity under a strategic time frame.

Energy Cost = (Price x Quantity) Time

**PRICE**
- Electricity & Natural Gas Procurement Strategies

**QUANTITY**
- Energy Efficiency Programs
- Load Response*
- On-site Generation

**TIME**
- Multi-Year Commodity Contracts
- Long-Term Power Purchase Agreements

*Load Response is offered by CPower Corp. through a strategic alliance with Constellation.
Award-winning Solutions for your Business

**Efficiency Made Easy**
By Constellation

**How it works:**

- **Energy (Power and Gas) Spend**
  - Purchasing Your Energy Supply

- **Efficiency Measures**
  - Building High Impact Efficiency into Energy Supply Contracts

- **No Upfront Capital Required**
  - Included in Your Constellation Power or Gas Supply Bill

- **Energy Spend Savings**
- **Reduced Energy Consumption**

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**Primary Efficiency Measures:**

- Lighting Improvements
- Electric Motors & Drives
- Water & Sewer Conservation
- Building Automation & Energy Management Control Systems

**For More Information:**

- Efficiency Made Easy is recognized for its holistic approach to demand-side management, giving customers the ability to fund energy conservation measures in support of organizational and environmental goals.

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**Winner 2013**

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Constellation
An Exelon Company
Sales Approach: EME – How Does It Work?

**Benefits Summary**

- Energy Savings
- Quantity Reductions
- Warranty Savings
- Maintenance Savings
- Greenhouse Gas (GHG) Savings
- No Upfront Capital Needed
Sales Approach: EME – Customer Example

The customer signs the EME agreement in October 2015. Customer’s contract does not expire until June 2016.

**Year 1:** Customer’s costs are reduced by $42,000 since 8 months of savings are realized after construction.

**Years 2-4:** Costs go back to historic levels once EME Price kicks in.

**Year 5:** Costs are permanently reduced after 3 year contract.

**Take Away:** If customers are in long-term supply agreements, EME can be used to lower costs immediately without CapEx.
The Spectrum of Energy Efficiency Solutions: typical ranges of savings and simple paybacks

- **Energy Savings Potential**
  - Short Term ROI
  - Capital Project

- **Typical Simple Payback (years)**
  - Whole Building Retrofits
  - Central Plant Renovation or Large Equipment Retrofits
  - Renewable Energy/Distributed Energy
  - Energy Information Systems

- **Energy Savings Potential**
  - Lighting
  - Retro-commissioning
  - Central Plant Optimization
  - Building Systems Optimization
  - Energy Information Systems

- **Your savings potential**

Constellation. An Exelon Company
# Energy Conservation Measures (ECMs)

## Water Conservation
- Ultra-low flow toilets
- Ultra-low flow urinals
- Low flow faucet aerators
- Leak detection systems

## Building Envelope
- Roof improvements
- Crack repair/weather-stripping
- Window solar film

## Data Center/Telecom
- Data Center Consolidation
- Airflow Measures
  - “Virtualization” and “Cloud”
  - Next Gen EMCS
- Enhance telecom system

## Communication, Training, & Awareness
- Stakeholder involvement
- Communications – internal & external
- Community participation

## Lighting System Upgrades
- Occupancy based redesign
- Direct/Indirect systems
- Intelligent lighting system controls
- High efficiency re-lamp and re-ballast
- LED Applications
- Incandescent to fluorescent conversion
- Parking area lighting upgrades

## HVAC System Upgrades
- New air handling systems
- Economizer/HVAC Damper
- Zone isolation
- High efficiency motors
- Variable speed drives on many systems
- Instantaneous hot water heaters
- Refrigeration upgrades
- Retro/Continuous commissioning

## Central Plants
- Cogeneration system
- Evaluate chiller & boiler efficiency
- Cooling tower evaluation
- Primary/secondary systems
- Heat recovery systems
- Variable speed pumping systems

## Building Automation System Upgrades
- Enhance existing systems
- Complete new EMCS systems
- Unoccupied setback control
- Integration of multiple systems
- Remote access and monitoring
- Efficient operations algorithms
- Outside air control strategies
- Elevator controllers

## Energy Procurement
- Risk mitigation strategy
- Long-term electric and gas
- Renewable Energy Credits
- Load Response Programs

## Renewable Energy
- On-site solar energy systems
- Vertical wind turbines
- Solar hot water systems
Benefits Summary

Energy efficiency upgrades can have a positive effect throughout your organization, including reductions in operating budgets, maintenance and repair budgets, capital budgets and improve the working environment.

Operating
Typical whole facility retrofit can achieve 20%-40% savings
Improve Load Factor and Reduce Capacity Charge permanently
On Bill – Charge on the same bill as your electric commodity...no new bills.

Maintenance and Repair
Equipment that detects “faults” PRIOR to failing
New Equipment Warranty
LED lighting that last 10X longer than current bulbs
Meet federal safety guidelines and government mandates

Capital
Spend capital dollars strategically to drive your core mission rather than on emergency equipment replacement
Increase asset value with infrastructure improvements

Building Environment
Address Health & Safety
Environmental Stewardship, Energy Star & Sustainability Goals
Document reductions in greenhouse gases such as CO₂ and NOₓ.
Healthier building occupants can mean reduced health care costs
Opportunity Qualification – Rules of Thumb

Primary Criteria
- Electricity budget:
  - $100,000 (single site), approx 1,000,000 kWh/yr
  - > $250,000 (multiple sites), approx 2,500,000 kWh/yr
- Credit Rating ≥ BB
- In a competitive electricity market unless 20,000 dTH of Natural Gas/Yr.
- Not under contract with a competitor for more than two years from anticipated project completion date.

Secondary Criteria
- Energy Star rating (if known) – 65 or below
- If multiple sites, avg building size ≥ 20,000 ft²; (on case by case basis)
- Access to financial incentives for energy efficiency (utility rebates, tax credits, etc.)
- Average Operating Hours > 3500 hrs annually (5 x 12; 7 x 10)
Benefits of the Services

- No Upfront Capital Needed
- Energy Savings
- Quantity Reductions
- Warranty & Maintenance Savings
- Greenhouse Gas (GHG) Savings
- Ability to Fund Energy Conservation Measures in Support of Organizational and Environmental Goals.
Questions?

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Thank You!

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