



ENERGY SERVICES – THE FUTURE IS NOW

KMEA Energy Services Division is an energy services organization that provides everything from a simple energy audit to a complete energy management program. KMEA capabilities include project management, energy auditing, engineering and design and full implementation of recommended corrective actions.

"ENERGY MANAGEMENT" is a core competency. KMEA is in the SBA 8(a) Business Development Program and a certified Service Disabled Veteran Owned Small Business (SDVOSB). We are registered as an Energy Consulting Service NAICS Code 541690.

Energy Management is now more than ever a significant operational cost element, (30-40%), of any facility be it commercial or industrial. Many large property management organizations and investment groups with a large inventory of buildings have established as part of their management structure an internal functional group responsible for energy management or hired an outside consulting organization. However, many organizations up to now have been slow to follow. With the growing concern for fossil fuel independence and volatile cost swings, it is imperative we reduce requirements for energy and manage what we need. Regardless of our nation's economic state, property owners and managers alike should fully appreciate the necessity for the having a strong, aggressive energy management plan.

As early as 2001 KMEA was offering and performing residential and commercial building inspections. Soon property management companies and realtors began requesting energy auditing be offered to determine building efficiency as energy costs continued to escalate. As a sidebar, more and more potential tenants and purchasers had growing concerns over global warming issues resulting from greenhouse gases. KMEA, in response to their customers, developed an energy audit service for both residential and commercial properties. Initially the process was developed around inspection criteria set forth by certifying organizations such as American Society of Home Inspectors. Each inspection was unique for the particular facility and required many hours of onsite work and the generation of a one of a kind man hour intensive report. As the need for energy auditing of commercial buildings grew, KMEA realized that a universal standardized process would be necessary in order to benchmark buildings in a cost effective manner.

In 2004 KMEA put together an auditing process based on the EPA "Energy Star" initiative - an EPA program created in 1992. Its original intent was to reduce energy consumption and greenhouse gas generated by power plants. Many individuals became aware of its existence through observing the labels on appliances, electronics, HVAC systems and lighting fixtures. By 2007 Energy Star had been expanded to include buildings such as new homes, commercial buildings, industrial facilities and municipal waste water treatment plants.



ENERGY STAR® GUIDELINES

KMEA is proud to be an ENERGY STAR® PARTNER and subscribes to the ENERGY STAR guidelines. The seven step process is a proven strategy made up of the following elements

Furthermore, KMEA has adopted the Energy Performance Rating System and has patterned their energy audit service for commercial, institutional and manufacturing facilities after the ENERGY STAR PROGRAM. The following is a list of characterized buildings that are currently in the EPA data base with more types being added each year.

Office Buildings	Dormitories
Hotels /Motels	Supermarkets
Medical Offices	Warehouses
Courthouses	Retail Stores
Hospitals	Parking
Data Center	Correctional Facilities

For energy audits for state and federal governments agencies KMEA limits energy audit inspection services to these types of structures in order to utilize the EPA automated tools that reduce costs associated with extensive field activity. This does not eliminate the need for on-site walk downs but sets up a standard process that allows field data to be quickly gathered and analyzed, and presented to the customer to assist in making informed decisions regarding the facility under investigation. In addition it permits uniform report generation and uniform data collection.

How do we know whether or not a building is energy efficient? How do we know if a building can be made more efficient from an economic point of view? The EPA has established a rating system for commercial and institutional buildings. A ratings system on a scale of 1-100 provides benchmarking the energy efficiency of a specific building type against the energy performance of similar buildings. A rating of 50 implies the building is average. A rating of 75 or greater indicates excellent performance. The process to come up with a rating is based on the following.

Information gathered every four years from the Department of Energy's Commercial Building Energy Consumption Survey:

- The determination of building energy consumption in terms of source energy
- A statistical regressive analysis to identify key drivers of energy consumption
- A data set to determine the distribution of energy performance across the entire population of similar buildings within the country and in some case around the world

From this information and data gathered in accordance with the Professional Engineers Guide for Commercial Buildings, (used by KMEA), for a particular facility, the EPA's ENERGY STAR Portfolio Manager will determine a rating and generate financial and energy usage reports to establish a baseline for a given facility and to allow a set of goals and actions to be put in place to improve facility performance.

KMEA then provides solutions depending on what is needed to achieve the set of established goals. Remember most buildings have an opportunity to improve their energy performance by 30% while yielding lower operating costs and less greenhouse gases. EPA statistics gathered over the years have shown this to be true. Depending on the energy rating developed during the benchmarking of a particular building, it is possible to show how much or how little in the way of expenditures is required to achieve the 30% improvement. To receive an ENERGY STAR rating the building must attain a rating of 75 or better.

In general if the building has rating of:

- 1–25 Major capital expenditures are required
- 26-50 Moderate capital expenditures are required
- 51-75 Adjustments, maintenance expenditures, minor improvements and modifications to daily operations may be sufficient
- 75-100 No capital required beyond normal maintenance is required



CANDIDATE FOR ENERGY STAR RECOGNITION

The KMEA goal is to provide a quick low cost accurate benchmark of a facility and an ENERGY STAR rating for the building. From the baseline KMEA will make recommendations. KMEA wants to work with government agencies to provide professional evaluation of the building types supported by the EPA tools to ensure the government is purchasing, leasing or managing buildings that are ENERGY STAR rated or knows will be required to bring the facility into compliance.

Why select KMEA for energy audit services. First and foremost KMEA is a professional organization with strategic alliances including Source California Energy Services, a multi-disciplinary engineering and construction firm specializing in turnkey upgrade and modernization projects and in the design, procurement, and construction of power generating facilities.

Secondly, KMEA offers a professional service performed by a Service Disabled Veteran Owned Small Business, (SDVOSB), that can assist federal and state agencies in meeting their outreach goals and hire the VET policy.

Thirdly, KMEA is VENDOR NEUTRAL. We differ from power generating and utility delivery companies, and large corporations with products and equipment to sell. Both types of companies listed above want something in return for their free or low cost inspection. They want to sell their products or services irrespective of the best interests and needs of the client for the most cost effective solution. KMEA is product and service independent and can offer the best long term cost effective solution by providing customers with the best information on qualifying equipment rebates and incentive programs.



KMEA ENERGY AUDIT SERVICES

KMEA ENERGY AUDIT PACKAGE BASED ON THE SEVEN POINT EPA ENERGY STAR® INITIATIVE:

- Make Commitment
- Assess Performance
- Set Goals
- Create Action Plan
- Implement
- Evaluate Process
- Recognize Achievements

ELEMENTS OF THE PACKAGE

Baseline Audit:

- Site walk and interview at the facility
- Building characterization in accordance with ENERGY STAR Portfolio Manager requirements
- Complete analysis of all energy resources entering the facility Including electric, fuels, steam, water, waste water from the site energy and source energy points of view
- Cost of energy analysis and a list of candidate areas for improvement
- Initial EPA ENERGY STAR rating (not in a form to submit to EPA)

Action Plans:

- Follow up site walk if necessary
- Utility cost mitigation
- Areas feasible for upgrade
- Develop action plan for the facility upgrades
- Develop financial plan including capital investment and pay back strategies

Implementation services:

- Design / build specifications
- Project management of equipment installation and building upgrades
- Energy Project Evaluation
 - Follow up benchmark audit
 - Develop energy star rating following upgrade
 - Generate energy star documentation
 - Professional Engineers certification



- Submit facility documentation for Energy Star Recognition

FEE STRUCTURE

Baseline Audit:

Twenty cents per sq ft of the facility not including parking lots and outside storage areas for buildings 5000 sq ft to 20,000 sq ft.

Fifteen cents per sq ft of the facility not including parking lots and outside storage areas for buildings 20,000 sq ft to 50,000 sq ft.

Ten cents per sq ft of the facility not including parking lots and outside storage areas for buildings 50,000 sq ft and above.

Action Plans: Time & Materials

Implementation Service: Time & Materials

Energy project Evaluation: Time & Materials



RADAR & MILITARY CONSULTING FOR THE WIND INDUSTRY

KMEA provides the services set forth below to the Wind Industry:

- Facilitating Military and Wind Farm Developers' negotiations on radar issues
- Facilitating NOAA (National Oceanic and Atmospheric Administration) and Wind Farm Developers' negotiations on radar issues
- Senior retired military officers, including retired generals, to represent your positions at all command levels
- Consultants sit on an advisory board to California State PUC
- Military radar operation consultants to advise on wind related issues
- Complete understanding of needs of the wind energy business and the concerns of the military
- Consulting services provided throughout the United States