



Integrated Energy Management Solutions

HELPING CLIENTS MEASURE, REPORT AND REDUCE ENERGY COST AND USAGE



"Outsourcing our utility bill management to LPB lets us focus on our core business, which is offering high quality merchandise to customers at the lowest possible price. The cost savings we realize help us keep prices low. Reducing our utilities consumption helps us be a better corporate citizen in the communities we serve. It's a true win-win."

Marc Perlman, President of
Ocean State Job Lot Stores



"Our current contract with LPB has saved our tax payers nearly \$2 million dollars on the power consumed by city facilities. These savings are especially critical after Hurricane Ike. The dollars saved can be re-directed into vital city services."

Karen Forbes, Purchasing Manager for
City of Pasadena



"Our dozens of properties nationwide are serviced by numerous utilities. In addition to reducing utility costs through competitive supply, LPB audits have helped us save hundreds of thousands of dollars over the years with no out of pocket cost."

Terry Phillips, Senior Vice President at
Fairfield Properties, L.P.



"This is a great contract for the state. We have the potential to reduce our energy costs and save taxpayer dollars, while incurring no upfront financial commitment."

Kate Marshall, Nevada State Treasurer



"They've found a few cases where billings were in error that were in our favor. When discovered, we were able to make adjustments. There's no question that they've helped us price our energy needs competitively."

Warren Brewer, Manager of the Northern
Region for the Trinity River Authority

DATA-DRIVEN ENERGY MANAGEMENT SOLUTIONS

Rising energy costs in a tough economy have many organizations looking to develop an energy management strategy. But finding the right partner is critical. At LPB Energy Management, our mission is to help clients measure, report and reduce energy costs and usage, improving their bottom line and environmental sustainability. Our organization was built on the knowledge that significant savings can be achieved if utility billing and metering data are centrally captured, analyzed and mined for all available cost and usage savings opportunities.

Our fundamental belief is that results are best achieved by working with a single, full-service partner. One that offers an integrated services portfolio and expertise. One that provides significant operational synergies and is nimble enough to adapt to a client's changing needs. One confident enough to go at-risk and subsidize utility invoice processing and payment costs based on savings it will uncover. Put simply—working with LPB will generate maximum savings, delivered more efficiently and at a lower total cost.

We have a singular focus and strategy and employ the best professionals in the business. Energy management is LPB's business. We maintain a laser-like focus on continual innovation, execution and client service. Our service portfolio is fully integrated, while delivering excellence in each area:

- Utility Data Management – Invoice Processing & Payment + Utility Manager™ Software
- Procurement of Electricity, Natural Gas, Fossil Fuels and Renewable Energy
- Utility Invoice Audit
- Demand Response & Curtailment Solutions

DATA + SOFTWARE = MAXIMUM SAVINGS, ANALYTICS & REPORTING

INVOICE PROCESSING & PAYMENT SOLUTIONS

LPB captures specific invoice data to maximize savings, analytics and reporting. Our flexible invoice processing options include pre- and post-payment, in addition to secure and

cost-effective bill payment options that are backed by the strength and security of Wells Fargo® bank.

Billing data is entered into LPB's innovative Utility Manager software and subjected to a 24-point verification process. When potential errors are identified, our invoice analysts engage local utilities to resolve the problem. For clients that elect to pay their own bills, payment information is transmitted to their accounts payable system. Alternatively, LPB can pay bills on a client's behalf, providing added value and minimizing late fees. LPB also offers an exclusive "No Float Guarantee," ensuring that clients' money works hard for them...not for us.

LPB invoice processing clients can also take advantage of other value-added services such as Rate & Tariff Review, Cost Avoidance, Budgets & Forecasts, ENERGY STAR®, Open & Close Services, and Vacant Cost Recovery.

UTILITY MANAGER™

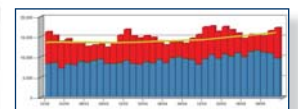
Utility bill and meter data is critical, yet it is static. It's how you leverage the data that matters. Utility Manager combines invoice data with client-specific attributes to identify competitive supply, audit and demand reduction opportunities. Its robust analytics and reporting capabilities help facilities and energy managers, finance teams and employees track success, in addition to meeting external reporting requirements. Highly flexible, it can be deployed for a single user at a single site, scale to accommodate numerous users at multiple locations and online access is available to clients who utilize LPB's invoice processing services.

Executive Level Summary

Usage and cost overview, central to managing utilities.

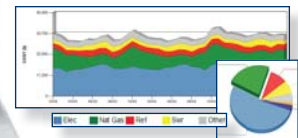
Benchmarking

Detailed facility comparisons.



Consumption Comparison

See your cost per square ft. for each.

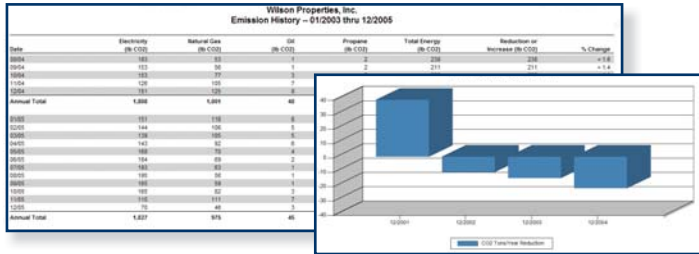


Over 250 standard reports can be generated, including cost per square foot, cost per employee, facility benchmarking, multi-facility comparisons and many more, in addition to ad hoc reporting. Reports can scale from total program down to individual utilities or providers...even to the site or meter level.

A key standardized feature is enhanced carbon emissions (CO₂) reporting. Utility Manager employs the most current conversion factors available from the EPA and published in the Emissions & Generation Resource Integrated Database (eGRID). These factors are used by the software to translate historical energy consumption data into CO₂ emissions totals.

Carbon Emissions

LPB provides a variety of reports that quantify, track and report on carbon emissions.



UTILITY MANAGER REVEALS ACTIONABLE INSIGHT TO REDUCE COST & CONSUMPTION

REDUCING COST

COMPETITIVE SUPPLY

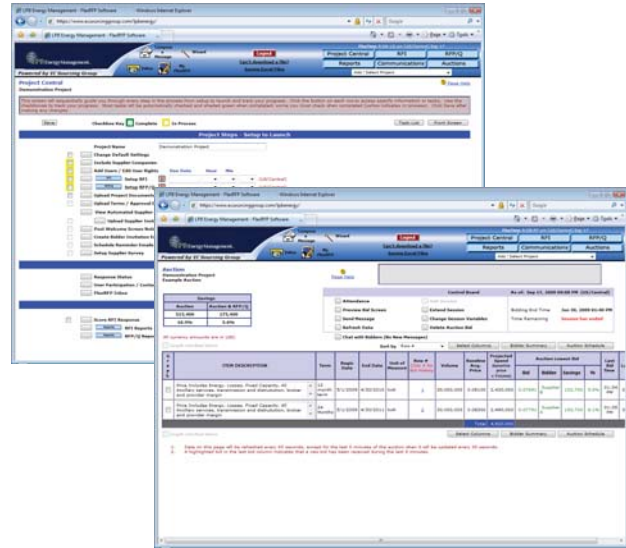
LPB is a national leader in the procurement of electricity, fossil fuels and renewable energy. We have surpassed 19 billion kilowatt-hours (kWh) of electricity under contract. Our commodities experts leverage their collective expertise, real-time market analysis and mass purchasing power to the benefit of our clients. Many LPB clients save 30% or more versus the current commodity market prices and our contract renewal rate approaches 90%.

We maximize our relationships with more than 50 electric, fossil fuel and renewable energy providers across the country, but remain fully independent and impartial to ensure clients have tailored solutions that meet unique operational needs and risk tolerances. Market Analysis reports are available to clients daily, weekly or monthly so we can be held accountable for our strategic advice and engage clients when the market presents new short- or long-term savings opportunities.

LPB will manage the entire procurement process, from identification and approval procedures, to administration of the bidding process and contract execution. LPB offers online reverse auctions in addition to traditional sealed bid

Reverse Auctions

LPB's online auctions facilitate a standardized, highly efficient and fully transparent approach to supplier management and strategic sourcing.



services. LPB also helps clients competitively shop and time the market for the most cost effective Renewable Energy Credits (RECs).

UTILITY INVOICE AUDIT

In LPB's experience, at minimum, 3% of invoices have billing errors. Our expert utility bill auditors use a unique and proprietary methodology, refined over 20 years, to analyze numerous utility accounts, including electricity, natural gas, water, wastewater, storm water and alternative energy. This innovative service has resulted in millions of dollars of total savings in the form of credits, refunds and future savings. Rates and tariffs are also optimized to ensure that future bills are as low as possible.

DEMAND RESPONSE & CURTAILMENT SOLUTIONS

Demand Response solutions offer significant financial rewards for clients who agree to curtail or interrupt their power when the electricity grid is under extreme stress, providing a strong safeguard against rolling blackouts. Demand Response is also a sustainable solution, diminishing the need to build additional expensive and fossil-fuel burning power generation facilities.

Compensation for qualified clients can range between 5% and 20% of the monthly electric bill—whether power is curtailed or not—depending on the client's location and program specifications. Demand Response is especially attractive to clients that have, or are planning to add, back-up generation capabilities. Certain programs offer flexible seasonal participation options.

At LPB, our mission is to help clients measure, report and reduce energy cost and usage, improving their bottom line and environmental sustainability.

REDUCING CONSUMPTION

BEHAVIOR MODIFICATION

By leveraging the flexible and robust reporting capabilities of Utility Manager, we help clients deploy an organization-wide behavior modification program to curtail consumption and further amplify savings. Reports can be shared with employees that benchmark consumption at individual sites, compare one branch office to others, or track regional/divisional consumption and encourage good behavior. LPB also shares energy savings tips with clients that further drive down demand and lead to more sustainable practices.

OWNER'S ADVOCACY

Many clients are evaluating equipment upgrades or energy conservation measures to reduce demand. Utility Manager reporting pinpoints facilities with the highest potential return on capital. LPB will work with third party energy services companies to arrange for site evaluations and bids—many times at no cost—and advise clients on vendor selection. We remain completely impartial and independent, and track success in Utility Manager using best practice measurement and verification techniques.

ABOUT LPB ENERGY MANAGEMENT

LPB is a full-service energy management firm that helps clients measure, report and reduce energy costs and usage. Utility bill and meter data is centrally captured and then analyzed using LPB's innovative Utility Manager™ software, revealing actionable insight that is at the core of LPB's integrated energy management solution. With offices across the U.S., LPB has helped over 1,000 corporate and government clients reduce energy costs and increase sustainability. LPB has been recognized with ENERGY STAR® Partner of the Year and Sustained Excellence awards, as well as a GSA schedule for Energy Management Program Support.



03FAC GSA Contract #GS-21F-0101U
Energy Management Program Support
SINS 871-202, 871-204, 871-205

If your organization is looking to develop and execute an energy management plan, then contact LPB Energy Management today at 866-LPB-LPB1 (572-5721) or visit www.lpbenergy.com.



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Contract Holder
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