1. Proposer's Qualifications and Capability

a. Type of Firm: Limited Liability Company

b. Number of Years in the Energy Business: 15 years for ADI; 30 years for parent company SiteLogIQ

Number and Value of Similar Contracts: Past 5 years ADI (27, $63 million) SiteLogIQ ($842 million)

c. Number of Full-Time Personnel: ADI Regional Office 10 employees; SitelogIQ 600 employees

d. Accreditations or other pre-qualifiers (ie., NAESCO, U.S. Dept. of Energy, U.S. Dept. of Defense, etc.):
ADI is on the DOE Qualified ESCO list and holds two federal Multiple Award Task Order Contracts. ADI is a National Grid Project Expediter and an Eversource RCx and Cx provider. The SiteLogIQ team members are NAESCO accredited Energy Efficiency Contractor.

2. Proposer's Experience

ADI Energy, LLC, powered by SitelogIQ, is an experienced energy management company providing comprehensive facility solutions to clients throughout the Northeast. Our services include ASHRAE Level I, II and III audits, retro-commissioning (RCx), design/building of energy retrofits, measurement and verification and staff training. ADI's solutions help our governmental, industrial, commercial and institutional customers lower their energy consumption, reduce their facility operating costs, and realize environmental benefits. We have the knowledge and expertise to guide our clients through the complex process of procuring, managing and implementing energy efficiency and clean-energy technology projects.

As a wholly owned division of SitelogIQ, ADI is now a part of a national design-build and energy service company (ESCO) with a full suite of in-house project execution capabilities to deliver design, engineering and design/build services for projects that include technologies from simple lighting retrofits to complex capital projects and central plants. SitelogIQ provides design, engineering, construction and service for Comprehensive Facility Solutions in all market sectors including cities, towns, and counties. SitelogIQ self-performs most of the key scope components which provide direct cost savings and greater first party accountability. By design and application, SitelogIQ is a service-based company. Our customer's success is our success.

As a whole, our corporate roots go back thirty years; our team is powered by seven companies working together as SitelogIQ. ADI can take any challenge when it comes to facility solutions and energy infrastructure. SitelogIQ is the largest privately-owned energy services company, and we have constructed over $5 Billion in infrastructure solutions at over 11,000 customer sites. Our energy efficiency projects have saved customers $1 Billion in energy and operational costs and continue saving money today. Currently, our team has approximately $250 million under measurement and verification nationwide. SitelogiQ has over $400 million in annual revenues. Our team of financial analysts is experienced in all forms of financing to help customers achieve their goals in a fiscally responsible manner. Our strength is evident in our bond rate and bonding capacity; these the two factors indicative of a well-managed firm.

Our local New England ADI staff combined with SitelogIQ's 600 personnel have extensive experience in the successful development of energy programs, energy conservation measures (ECM), renewable energy systems and clean systems including energy auditing, engineering design, construction oversight, commissioning, operations, maintenance, and measurement and verification. These professionals include: architects, mechanical and electrical professional engineers, licensed construction contractors, building automation experts, construction specialists, energy analysts, renewable energy professionals, program management professionals, certified energy managers, certified measurement & verification professionals, certified commissioning agents, and certified project managers

ADI differentiates itself from other industry participants in the energy services market in several important ways:

(1) we have an experienced team with an excellent track record; (2) as an independently owned company, we are vendor-neutral and we are not beholden to stockholders; (3) we offer our clients customized, full-service solutions for their energy demand and supply; (4) ADI's stream-lined corporate structure allows us to move quickly to capitalize on client and market opportunities; and (5) we aggressively manage our own infrastructure to minimize over-head, allowing ADI to be the low-cost solution provider for our customers.

SCOPE OF SERVICES OFFERED

Our comprehensive approach to identifying, developing and implementing energy solutions includes the following types of services:

- Comprehensive energy use analysis, including preliminary and detailed energy audits
- Recommissioning
- Engineering design
- Turnkey project implementation
    - o upgrades to mechanical equipment and controls
    - o upgrades to heating, ventilating and air conditioning equipment and controls
    - o upgrades to refrigeration equipment and controls
    - o energy efficient lighting retrofits and controls
- Project management and on-site construction management services
- Equipment commissioning
- Monitoring and verification of energy savings
- Project financing
- Utility program incentive acquisition and coordination
- Energy savings guarantees
- Consultation and negotiation for energy procurement and energy efficiency contracts

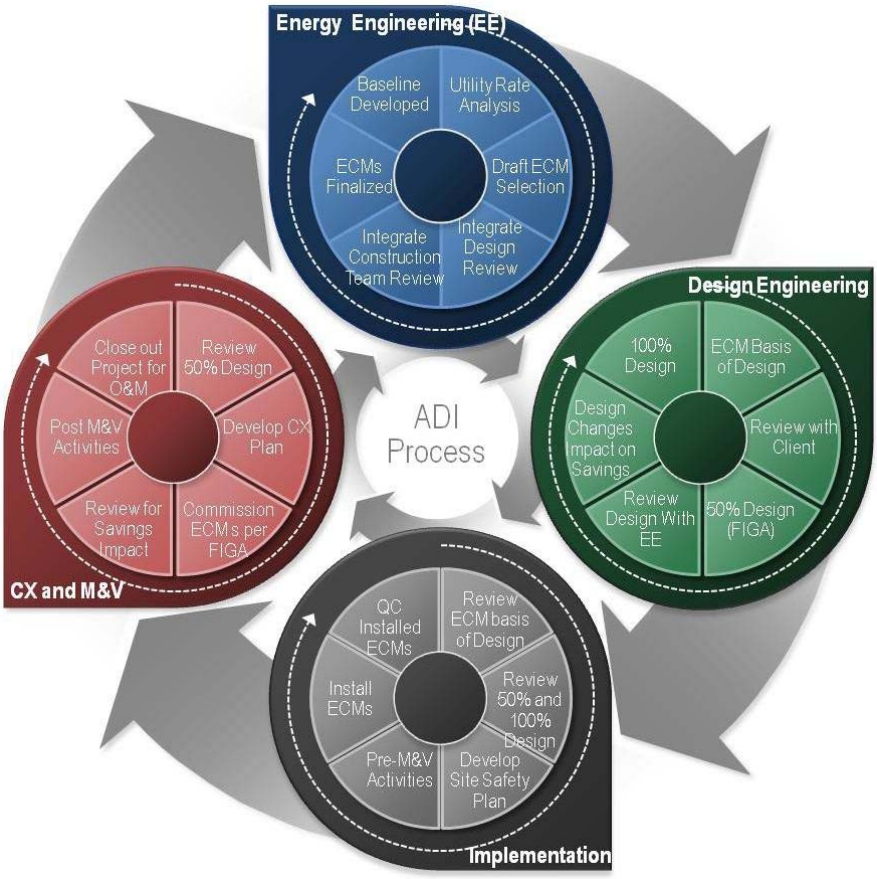

Figure 1: This graphic illustrates ADI's Closed Loop Process ™ that it will employ under this contract. Our team analyzes first, implements and then monitors.

Projects are designed to provide quick paybacks and clear value propositions to ADI's clients. By leveraging the cost savings from a project, our customers can complete needed capital improvements in an economically favorable way.

APPROACH

ADI understands the key issues involved with the ever-increasing complexity of energy utilization and procurement, as well as energy infrastructure. We are experts in benchmarking buildings (ranked 23 in the nation by the EPA for most buildings rated in EPA Portfolio Manager). We view our role as an extension of our Client, to act as a sounding board to draw out ideas and implementation strategies, and then place them into

action. Rather than showing up with a pre- defined approach and attempting to dictate results - as many consultants do - ADI is prepared to first diagnose, and then prescribe.

The team will follow the step-by-step outline of ADI's Closed Loop ESCO Process ™ for delivering the four phases of a successful project. Specifically, the phases of work we employ are:

1. Energy Engineering
2. Design/Engineering Services
3. Implementation
4. Commissioning and Monitoring and Verification

Our principals have cut their teeth on some of the toughest and most complex transactions in the energy business over the past twenty years. And we have done so as owners, having to live with the consequences of our investment decisions. Put our experience to work for you.

ENERGY EFFICIENCY EXPERIENCE

ADI is experienced in all facets of energy management from the initial audit to savings measurement and verification, and has completed projects for its clients on nearly all types of energy conservation measures.

- ADI has completed and reviewed over 500 audits in consulting work for local customers directly related to energy projects and commissioning services.
- ADI and its team holds contracts as a renewable energy expert totaling over $750 million nationwide.
- ADI's lead personnel have completed many energy audit programs for MA DOER that included auditing 10 local communities for energy efficiency opportunities, auditing 19 communities and colleges for renewable energy, and providing retro commissioning services for select clients as a part of a larger design/build programs. Additionally, personnel have completed institutional energy studies that were partially or fully-funded for implementation by the DOE. The scope included over 75 of the county courthouses and police station buildings in Missouri.
- As a National Grid Project Expediter and Technical Assistance Provider, ADI won multiple awards for the single highest reduction of kWh and therms for its customers.
- ADI also holds a RCx and CX contract with Eversource to provide these services to its CT customers.

The table below provides a short summary of the ADI team's technical experience:

Lighting and Lighting Controls:
ADI has extensive internal knowledge in all major lighting design elements, including compliance with IES and ACA standards for lighting levels, lighting power density, dimming and occupancy controls and lighting quality (temperature, CRI selection for security applications, etc.). Unlike many ESCOs, SiteLogIQ has internal resources to handle the lighting design and installation without any subcontracted services. This creates a financial benefit for the government. SitelogIQs in-house team includes over 100 technicians and 13 auditors. Over the past 5 years, our team has installed over $500 million in lighting improvements and controls. This technology serves as the foundation for all our work nationwide. Significant projects include $3.2 million LED lighting upgrade at the DOE Headquarters which replaced 33,000 lamps in 3 months under and ENABLE ESPC. Our team's technical experience and performance excellence have received Utility sponsored awards including "Project with Highest kW Savings", "Project with kW/kWh Savings", and "Project with Greatest No of Controls Installed", "Project with Greatest Amount of kWh Saved". ADI also has specific and relevant experience specifying lighting in secure facilities (where security cameras are used extensively). In many cases, we find that installing sample lighting in each location provides a direct way of assuring project stakeholders (government project team, occupants, and local officials) that the selected lighting designs will be

aesthetically pleasing and will meet all relevant requirements.

Boilers, Chillers, Cogeneration, Distribution Systems

Boiler and chiller retrofits are part of almost every major project that ADI has completed in the past. One critical element that is often left out by inexperienced contractors is that equipment sizing may need to change based on the completion of other ECMs, changes in building use over the year, or simply because the sizing was incorrect in the original design. For equipment sizing (as well as many other aspects of design), we use sophisticated modeling techniques, like the IGA tool, but more in-line with EQuest or Trane TRACE. In three months, ADI installed 12 boilers at the FPC Duluth site. Our personnel have designed and installed for federal customers: over 100 boiler replacements including decentralization of 15 Central Heating Plants at federal sites nationwide; over 35 chiller replacements (gas-fired absorption and engine-driven chillers, centrifugal and reciprocating machines). Locally, ADI has specified and installed cogeneration for the Bristol County House of Corrections. ADI's staff have engineered and specified over 300MW in cogeneration. At the Denver Metro Wastewater Reclamation District (MWRD) Wastewater Facility, staff identified and oversaw the implementation of a 5-MW Renewable CHP System including four 1,200-kW reciprocating engines and heat recovery of hot water used to heat the digestors to dry the solid waste and heat the buildings. MWRD serves 1.7 million people in metropolitan Denver and many of the surrounding suburbs, including 45 water and sanitation districts. Treating 140 million gallons per day, it is the largest wastewater treatment plant between the Mississippi River and the West Coast. Twelve anaerobic digesters (2 million gallons each) treat the wastewater solids, generating methane as a by-product. The methane has a Btu value of about 50% of pipeline natural gas. The anaerobic digestion process also produces 38,000 tons of Class B biosolids per year that can be land-applied, thus enriching the soil and offsetting the greenhouse gases from producing synthetic fertilizer.

HVAC Mechanical Systems and EMS

HVAC retrofits can be a challenge to justify given the invasive nature of the work and the fact that these improvements can have much longer paybacks. ADI's team has delivered comprehensive mechanical system retrofits while minimizing unnecessary downtime. For example, on a State of MA project, ADI was asked to completely replace and commission over 300 VAV boxes. Our team was able to prove out that many of the boxes were in excellent shape and simply needed control/damper upgrades. All then were tied into a new facility-wide EMCS. This example demonstrates how our audit and design team can value engineer mechanical retrofits to provide the needed upgrades at minimal cost. This saved the State of MA over $3 million in capital cost while providing the same quality of HVAC upgrade. Our personnel have designed and installed for federal customers: Over $70 million including 15 completely new heating systems, upgrade of existing air handling systems, heating and air conditioning units including over 25 miles of distribution systems; includes major steam loop and condensate recovery systems, and natural gas distribution; over 1,500 premium efficiency motors from 3hp to 100hp, and 200 variable speed drives.

Our controls team leaders have over thirty years of experience in retrofitting, retro-commissioning and design building automation systems. SiteLogIQ's team first audits the existing controls and develops baseline documentation (if such documentation does not already exist) indicating how systems are currently controlled. We then develop detailed points list and advance control strategies to provide both improved comfort and energy savings (scheduling, setbacks, variable speed flow/volume control, economizer optimization, etc.). Once the new points list and control strategies are determined, we then design the system to provide these capabilities, including any associated mechanical retrofits. Our personnel have designed and installed for federal customers over $70 million of new, retrofit, upgrade or replacement UMCS and EMCS across all makes including major manufacturers.

Specialty Systems

Our staff has in-depth experience in water and wastewater systems from installing ICON water conservation

systems in corrections facilities like the Ash Street Jail and Federal Prison Camp Duluth to major retrofits at major waste water facilities. One of these projects was at the Columbia Boulevard Wastewater Treatment Plant is part of a sewage collection and treatment system that serves more than 600,000 customers. The solid waste handling system handled the dewatered sludge and mechanically conveyed the wet solids to the sludge drying system. An innovative pneumatic conveying system using dense phase conveying system was installed at the plant and successfully conveyed the wet sludge. At the Wilmington, Delaware Water and Wastewater Facility, the team identified and installed a material handling system using shaftless screw conveyors and cogeneration plant recovering waste heat used to dry the solid waste. ADI engineers have evaluated and designed systems for ozone, pumps and high efficiency motors for both laundries and pools. Additionally, Adi has evaluated and implemented fume home controls and AHU control solutions for industrial kitchens at community colleges and correctional facilities alike.

Three Years of Energy Projects

Holyoke Community College

b. Holyoke Community College, Energy Efficiency Design/Build Contract

c. Project size: $5.7 million

d. List of tasks and operational improvements and annual cost savings:

Tasks included site specific photometric plans and product specifications during IGA; design engineering; project scheduling, coordination, subcontractor management, and construction oversight; Commissioning; Training of Staff; utility incentive processing; complete As-built documentation to include drawings, operation and maintenance (O&M) manuals and copies of training material; measurement and verification; O&M support. The greatest energy saving strategy was the renovation of the UMCS and HVAC upgrade. This included replacing old controls with new on heating and cooling with new direct digital controls. ADI integrated 2,000 points from multiple platforms to a centralized system and using advanced control sequences to optimize energy savings while maintaining classroom comfort Campus-wide LED Upgrade: This project included upgrading a mix of 4,000 lamps and fixtures to energy efficient LED technology across campus with lighting controls. Other renovations included either new ceilings or ceiling modifications for classrooms and hallways. In addition to the control upgrade, the HVAC system was upgraded with new 226 VAV boxes, new low DP filters in 19 AHUs. ***Annual Energy Savings****:* 1,530,854 kWh, 24,915 therm, 120,422 gallons, $225,058

e. Audit, monitoring and savings verification methodologies*:* ASHRAE Level 2; Option A

f. Reference: Dan Campbell, Director of Facilities, (413) 552-2705, dcampbell@hcc.edu

Bristol County Sheriff's Office

b. BSD – Energy / Design Build, Energy Efficiency Design/Build Contract

c. Project size: **$**9,989,321

d. List of tasks and operational improvements and annual cost savings:

Tasks included site specific photometric plans and product specifications during IGA; design engineering; project scheduling, coordination, subcontractor management, minority, women business enterprise (MWBE) goals and construction oversight; Commissioning; Training of Staff and any existing maintenance subcontractor training; utility incentive processing; complete As-built documentation to include drawings, operation and maintenance (O&M) manuals and copies of training material; measurement and verification; O&M support. This entire project was designed to provide energy savings for the Commonwealth facilities. Measures included: LED Lighting and Lighting Controls, Chillers, Boilers, Cooling Towers, AHU Replacements, Meter Consolidation, Flat plate heat exchangers, VFDs, Toilets and flush controls, Solar Thermal HW, Insulation, Roofs, Kitchen Hood Controls, Weatherization, Destratification Fans, 150KW Cogeneration ***Annual Energy Savings:*** 1,993,739 kWh; 140,938 therm; 2,551 MCF Water; 20,896 MBTU; $587,982 annually

e. Audit, monitoring and savings verification methodologies: ASHRAE Level 2; Option A

f. Reference: Hank Corinha, Vice President, (781) 331-0910, hcorinha@enterpriseequip.com

Albuquerque District US Army Corps of Engineers Civil Works

b. Albuquerque District Energy Savings Initiatives under an Energy Savings Performance Contract

c. Project size: $996,436

d. List of tasks and operational improvements and annual cost savings:

Measures included significant high-efficiency LED lighting for both interior and exterior lighting. Lighting standards included IES, US Highway and International Dark-Sky Association. The measures that provided significant savings was the LED lighting retrofit. Overall, this reduced the types of lamps and fixtures the District has from 141 to 47 and increased lighting along critical areas such as the dam catwalks. Various mechanical systems at the Abiquiu Dam included a furnace installation in one of the resident homes, a boiler with boiler control panel and ductless split system installation in the Administration Building/Visitor's Center. The new Variable Refrigerant Volume (VRV) system was installed to replace the three existing systems. The new VRV system has a single rooftop-mounted condensing unit and three indoor ductless evaporators. Tasks included site specific photometric plans and product specifications during IGA; design engineering; project scheduling, coordination, and construction oversight; Commissioning; Training of Staff and any existing maintenance subcontractor training; utility incentive processing; complete As-built documentation to include drawings, operation and maintenance (O&M) manuals and copies of training material; measurement and verification; O&M support. ***Annual Energy Savings:*** 1,862 MBTU energy saved annually, 60% electrical energy reduction

e. Audit, monitoring and savings verification methodologies*:* ASHRAE Level 2; Option A

f. Reference: Francisco Salazar, Energy Manager, (505) 342-3208, Francisco.J.Salazar@usace.army.mil

Federal Bureau of Prisons; Duluth, Minnesota

b. Hybrid ENABLE ENABLE ESPC; energy Savings Performance Contract

c. *Project size:* $3,548,366.50

d. List of tasks and operational improvements and annual cost savings:

This ESPC project was designed to provide energy savings, increase occupant comfort and improve the infrastructure. Measures included high-efficiency lighting including LED for both interior and exterior lighting. Lighting had to meet BoP, ACA and IES standards. The measures that provided significant savings was the lighting retrofit, domestic water conservation including ICON flush valve retrofits, extensive HVAC upgrades including a multi-stack chiller) for Building 314 (classroom, offices and shop) and Building 218 (theater). The hybrid measures included 12 new boilers for the dormitories and theater. Building 218 included a new AHU to provide heating and cooling to the space. ***Annual Savings:*** 697,362 kWh, 8353 MBTU gas, 6,308 kgal; $193,338;

e. Audit, monitoring and savings verification methodologies: ASHRAE Level 2; Option A

f. Reference*:* Mark Wolff, ESPC Program Manager, 202-514-5564, mwolff@bop.gov

Stonyfield Farms (Dannone)

b. Turnkey Design/Build of Replacement of Air Handling Unit 9

c. *Project size**:* $428,000

d. List of tasks and operational improvements and annual cost savings:

ADI was responsible for the design, engineering, installation, commissioning and personnel training related to the installation of a new McQuay air handling unit. This included the installation of a natural gas line for the new AH-9, nitrogen purge on the gas line before any modification, removal and disposal the existing AH-9 and accessories, removal of the propane line that used to feed the old AH-9 and cap it to the nearest the shut-off valve, ductwork connection limited to the new unit, testing of balancing of existing for AH-4 and AH-9, perform air and water testing & balancing on unit, and NEBB Certified Test & Balance Report on unit, at conclusion of work. ADI worked with Eversource to identify and capture incentives for the installation of the more efficient solution that originally proposed. Specific energy savings were not for this scope

e. Audit, monitoring and savings verification methodologies: ASHRAE Level 1; No M&V provided

f. Reference*:* Mark LeBoeuf, Utilities Manager (603) 437-4040, mleboeuf@stonyfield.com

DOE Headquarters, James V Forestall Building

b. DOE ENABLE LED Lighting ESPC Project at the James Forrestal Building; energy savings performance contract
***c. Project size*:** $2,154,675
d. List of tasks and operational improvements and annual cost savings:
The Forrestal Building encompasses 1,861,161 square feet of total interior space and the Child Development Center (CDC). Development included site specific photometric plans and product specifications during IGA; design engineering; project scheduling, coordination, subcontractor management, minority and construction oversight; Commissioning; Training of; utility incentive processing; complete As-built documentation to include equipment tag inventory, operation and maintenance (O&M) manuals and copies of training material; measurement and verification; O&M support. This project included installation of over 33,000 high-efficiency LED lamps including ballasts, some fixtures and some lighting controls. All LED technologies were provided to the security agencies that occupied the building (FBI, NSA, DHS, CIA) for testing and approval to insure compliance with all applicable security standards. ***Annual Energy Savings*:** 6,667 MBTU
e. Audit, monitoring and savings verification methodologies: ASHRAE Level 2; Option A
***f. Reference**:* Justin Lieu, Project Manager (202) 586-9007, Justin.Lieu@Hq.Doe.Gov

Rhode Island College

b. Rhode Island College Project Expediter Lighting Upgrade; National Grid DSM Program OBR
c. Project size: $ 2,856,059
d. List of tasks and operational improvements and annual cost savings:
Responsible for a comprehensive lighting survey, equipment selection, provided the retrofit solutions and oversaw construction and commissioning. The project consisted of interior and exterior LED lighting upgrades to 28 campus buildings representing 940,000 square feet of building space and 227 exterior lighting poles. Additionally, ADI provided variable frequency drives for pumps and motors. Overall, ADI provided 13,055 retrofits which deliver $415,500 in annual savings to the college. ADI was also responsible for capturing over $953,000 of utility incentives for the college and securing utility on-bill repayment for the remaining cost of the project. ***Annual Energy Savings:*** 1,993,739 kWh; 140,938 therm; 2,551 MCF Water; 20,896 MBTU; $587,982
e. Audit, monitoring and savings verification methodologies: ASHRAE Level 2; Option A
***f. Reference**:* James Jerue, Vice President and Director of Facilities, 401-639-0577, jjerue@ric.edu

City of Woonsocket

b. City of Woonsocket Energy Plan and Projects; RIIB Funded, DSM Program OBR, and design/build
c. Project size: Phase 1 - $670,000, Phase 2 - $1 million, Phase 3 - $ 2.1 million
d. List of tasks and operational improvements and annual cost savings:
The City of Woonsocket contracted with ADI to provide expert consulting services to develop a citywide long-term energy asset plan, and deliver on that plan through Design/Build services of accepted energy efficiency and renewable energy projects with different types of funding. ADI took the City's priorities and developed a multi-phase approach to address the most urgent issues first. Phase 1 included design build of half a million dollars of energy improvements at City Hall and the Library. The scope of work included converting the ornamental street lighting and exterior building lighting to LED, fuel switch at the Library from electric to natural gas and a new boiler plant, new energy management system and controls for both locations. ADI was able to secure incentives from both the RI Public Energy Program and National Grid that fully funded this project. Phase 2 Facilities where work was installed includes City Hall, Library, Police Department, Senior Center, Museum of Work And Industry, Fire Stations 1 through 4, the Department of Public Works and the DPW Highway Department. Measures included LED lighting upgrades, oil to gas boiler conversions, new condensing boilers, new energy management systems, and HVAC upgrades. Phase 3 is in development and will encompass City-wide LED street lighting upgrades with new smart street lighting controls under a National Grid incentive funded Project Expediter Program. A key element of this program will be the purchase of the street lights from the utility and the on-going O&M which is proposed to be a part of this program. Not only are the savings

substantial, but the improved light provides greater security and enhances lighting rendition for cameras where police security measures are in place. ***Annual Energy Savings:*** 4,997,586 kBtu; 34% reduction; $175,583
e. Audit, monitoring and savings verification methodologies*:* ASHRAE Level 2; Option A
f. Reference: Mayor Lisa Baldelli-Hunt, 401-762-6400, lbaldellihunt@woonsocketri.org

3. Pricing and Fees

ADI's team has a robust history of developing billions of energy capital projects. When forming our company, our guiding principles included conducting business with transparency, integrity and fairness. Our team understands how to trim internal and external costs and mark-up hurdles.

Describe the pricing structure for the type of retrofit projects/services being proposed.

g. Specify costs that are fixed/variable

Depending on the level of services most of ADI's services will be based on hourly rates of its technical team. Rates are based on industry standards of $105/hour for associate energy engineers to $155/hour for senior level energy engineers.

h. Specify if there is an initial capital cost outlay; if not, is that option available?

Typically, there is no cost outlay for our projects. If an agency or municipality under this contract has funds available and want to use those to support the project, our team will certainly with a customer to determine the best way to utilize those funds to be applied.

Describe all cost markups and how they me be applied

Below is our standard project cost structure with applicable project categories and fee percentages:

Table XX Cost Markups

Description of Cost Item	**Basis of Cost**	**Percent**
Outside purchase		
Equipment & Materials	Direct Cost	
Installation of Equipment & Materials	Direct Cost	
Contingency	Estimated	6.00%
ADI Direct Costs		
Preliminary Design and Audit	Fee % of Outside Purchases	5.50%
Final Design Engineering	Fee % of Outside Purchases	8.00%
ADI Project Management	Fee % of Outside Purchases	7.00%
Start-up, Commissioning & Training	Fee % of Outside Purchases	5.00%
Total Direct Costs (Outside Purchases and ADI Direct Costs)		
ADI Overhead	% of Direct Costs	10.00%
ADI Profit	% of Total Costs	10.00%

Describe all other costs such as maintenance and monitoring and how they are applied.

On an ongoing basis the customer may choose to hire ADI to perform maintenance and monitoring services. These services can be on an hourly rate or a percentage of savings depending on the final project.

Describe any potential rebates and incentives that can be made available to the users of this contract.

ADI will complete an exhaustive review of all state, federal and utility incentives available to each agency using ADI. ADI has won awards from utilities such as National Grid for having the allowing its customers to receive the highest level of incentives possible under the program due to ADI's comprehensive project target nature.