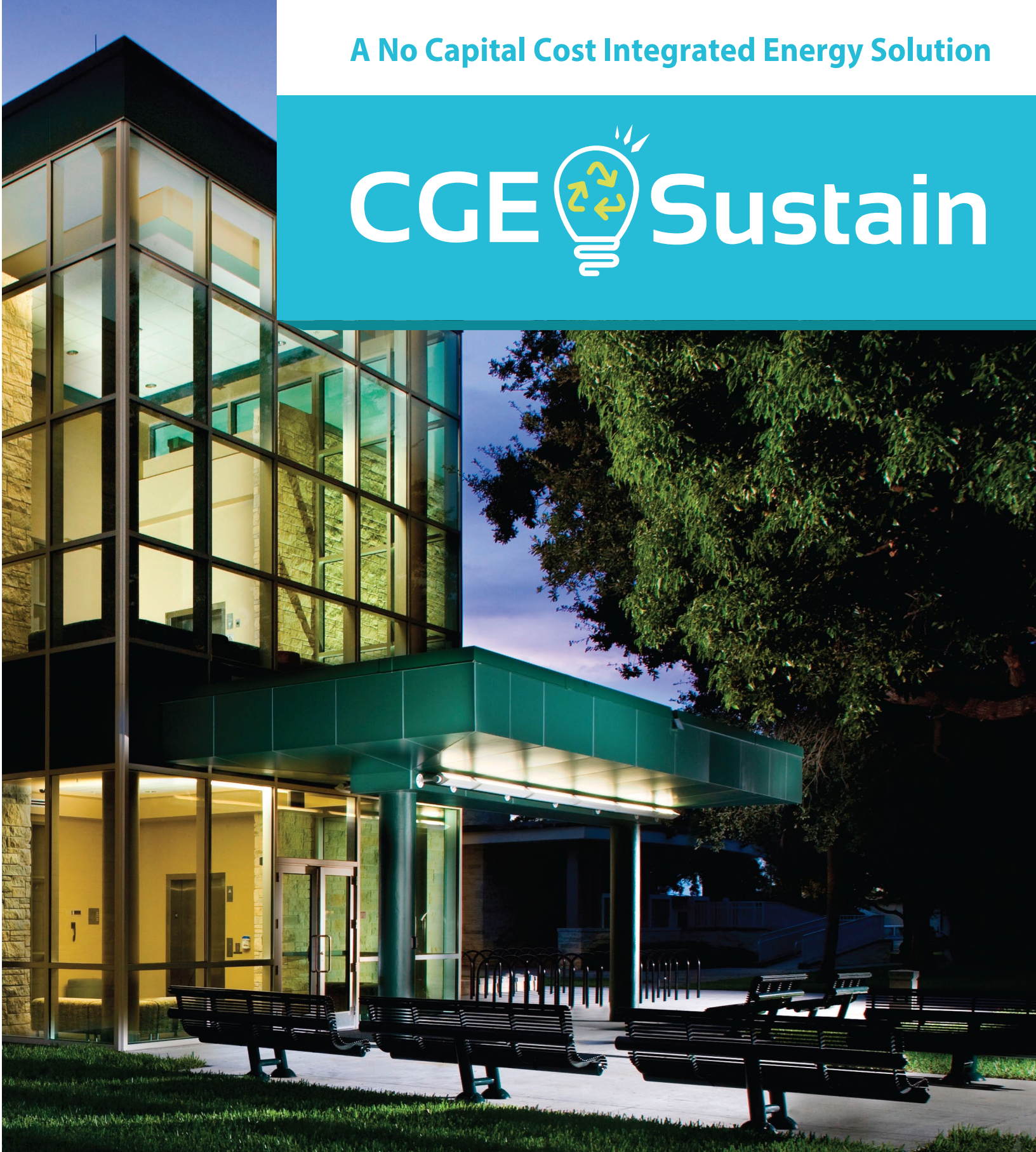


A No Capital Cost Integrated Energy Solution

# CGE Sustain



## Summary:

- No capital requirement
- Focus on other capital investment projects
- “Off-balance-sheet” program structure
- No-bid contract
- Optional ownership of the equipment at the end of the program
- Immediate positive cash flow: monthly payments are guaranteed to be less than the program savings
- Generate additional profits without tying up funds
- Full-service CGE Protect maintenance included for the duration of the program
- Value creation driven by upgrading and the increase in operational security
- Protect yourself from electricity price increases
- Environmental protection through reduced CO2 emissions



Madonna University of Livonia, MI  
Sustained by CGE Energy since 2006

## Your Sustainability

Balancing your capital investment projects with your long-term sustainability goals can be a challenge, so can budgeting your day-to-day operations against ever-increasing energy costs.

With CGE Sustain, you have the opportunity to bring true sustainability to your facility— by immediately reducing your operating costs, alleviating maintenance liability and shrinking your carbon footprint.

As an off-balance-sheet monthly energy service program, you can improve your facility’s appearance and security with a state-of-the-art LED lighting system, and protect yourself against rising utility rates with onsite renewable energy generation. The entire program is maintained and operated by CGE Energy.

## We are Your Sustainability Partner

Sustainability is about making smart, long-term decisions. We are your sustainability partner. We will come along side you to learn your energy needs, develop a comprehensive solution, and make sure everything always runs at peak efficiency— all while meeting your sustainability goals.

Count on us to design, install, own, operate, maintain and finance an energy solution for you, eliminating the need for you to invest significant upfront capital or tie up ongoing borrowing capacity.

## No Capital Cost, Immediate Benefit

Even though sustainability has the long-term in mind, we take the decision from payback to cash flow because the program requires no capital investment. From the onset, savings produce positive cash flow.

CGE Sustain allows you to focus your valuable time on advancing your organization’s mission and invest your capital into additional areas to increase profits. Let us be responsible for the investment of our capital into your energy improvements and the ongoing maintenance and of the system.

## Highlights



### Improved Lighting

CGE Energy will engineer and install the best possible lighting solution for the interior and exterior of your facility. We primarily utilize industry-leading Cree® LED lighting which produces a high quality, natural light with true-to-life color rendering.



### Onsite Renewable Energy

If your site has significant wind or solar potential, CGE Energy will install a renewable energy system, such as solar panels or wind turbines, to generate clean energy onsite. This will help hedge against future utility rate increases and market volatility and reduce your carbon footprint.

With CGE Sustain, let us make the capital investment in your sustainability, implement the optimal combination of the world's best energy products, and take on all related liability.

## The Process

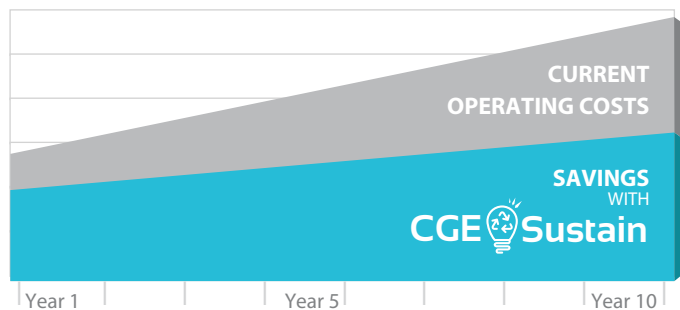
1. Before beginning any Energy Project, CGE Energy will learn your unique energy goals and needs. Based on those, we will work with you to set milestones and define a successful Energy Project. These may relate to desired energy savings, positive cash flows or return on investment.
2. Our team of experts will perform a comprehensive energy audit of your facility and infrastructure. We look for opportunities to increase energy efficiency and study the potential of your site to benefit from renewable energy generating technologies.
3. CGE Energy will professionally engineer a sustainable solution to meet your energy needs, including a photometric lighting layout and properly sizing a renewable energy generation system to meet your facility's daily kW demand needs.
4. After we develop a successful project, our technicians will install the energy equipment at your location in a way that integrates safely and seamlessly with your existing electrical infrastructure.
5. Your CGE Sustain program is backed by our CGE Protect maintenance and support service. If problems arise, CGE Energy technicians will take care of everything in a timely manner. All labor and material are included, so there is never a charge for a repair.

## Operating Cost Saving, in Perspective

While energy use is essential to every commercial, industrial and institutional enterprise nationwide, chances are it's probably pretty low on your list of things you need to think about every day.

What does it take for your organization to hold onto a dollar? It is important for everyone to consider the true value of energy and maintenance savings.

The average organization operates with a 7.8% margin. A hospital, for example, has a 5% margin, meaning they must bring in \$20 of business to hold onto \$1. By saving \$100,000 in operating costs, that is the equivalent to bringing in \$2 million of new business.



## Savings Guaranteed

CGE Energy guarantees energy savings throughout the life of the CGE Sustain program. We verify and prove the reduction in energy consumption that is projected by our savings analysis. This guarantee is backed by digital before-and-after kW load readings.

Onsite renewable energy generation technologies are metered so you know exactly how much clean power the system is producing.

With the included CGE Protect maintenance service, your maintenance saving are justified by regular savings reports, work order histories, and cost comparisons.



## Worry-free Maintenance

CGE Energy will guarantee the performance, operation and maintenance of all products for the life of the contract. This is more than a warranty—we are on-call for any problems that occur and we schedule annual cleanings and inspections to for preventative maintenance and to keep you running at peak efficiency.



## Sustainability

By combining the right mix of energy efficiency and renewable energy technologies, you are bringing sustainability to your operating expenses and the environment.

Compare Funding Methods	CGE Sustain	PACE	Traditional Bank Loan	Power Purchase Agreements	Lease
<b>Application Process</b>					
Schools, municipalities and non-profits can participate	Yes	No	Yes	Yes	Yes
Two+ year financials, tax returns, and history required	No	Yes	Yes	Yes	Yes
Capital expenditure or down payment required	No	No	Yes	Potentially	Potentially
<b>Financial Benefits</b>					
Off balance sheet	Yes	No consensus	No	Yes	No
You have the ongoing cost and liability of maintaining the equipment	No, maintenance included	Yes	Yes	No	Potentially
You own and operate the improvements	No	Yes	Yes	No	Yes
<b>General Considerations</b>					
You can implement many different energy upgrades and related infrastructure improvements	Yes	Yes	Yes	No	No
If the property is sold, the contract is easily transferred to the next owner	Yes	Yes	No	Negotiated	Negotiated

### Self-Qualification Questionnaire

- Are your monthly utility bills \$2,500 or more?  Yes  No
- Is maintaining your cash reserves and/or credit capacity a priority?  Yes  No
- Is improving cash flow an important investment criterion?  Yes  No
- Are your mechanical systems (e.g. HVAC, water heating) systems in your building over 10 years old?  Yes  No
- Is the lighting systems in your building over 10 years old?  Yes  No
- Do you have a significant amount of exterior lighting?  Yes  No
- Does your facility have deferred maintenance issues?  Yes  No
- Do you avoid investing in energy-efficiency upgrades because your property is tenanted?  Yes  No
- Have you avoided energy efficiency because of large out of pocket costs?  Yes  No
- Are you interested in renewable energy if it made financial sense?  Yes  No

**If you answered "Yes" to all or the majority of these questions, CGE Sustain may be a great opportunity to bring sustainability for your organization.**

### Who is CGE Energy?

CGE Energy is the leading engineer of no capital cost energy solutions. Headquartered in Brighton, Michigan, the company integrates the optimal configuration of renewable energy and energy efficiency technologies to meet their customers' unique energy needs.