



## Reducing Energy. Enabling Savings.

EMCOR Services Betlem (Betlem), one of the largest commercial and residential HVAC services companies in upstate New York, specializes in heating, air conditioning, refrigeration, control systems, process piping, sheet metal, and HVAC predictive and preventive maintenance solutions.

Betlem provides real-world cost savings and energy reduction through stand-alone and ongoing energy services, helping clients accomplish successful outcomes through a practical process that allows for the quick identification, quantification, and implementation of energy-efficiency projects.

### Energy Benchmark. Measure and Evaluate Performance.

An energy benchmark is the first step in determining the efficiency of a facility. It also provides customers with a unique "energy score," which is based on the existing performance of the facility. A benchmarking report can be used to compare facilities of similar use—through an energy usage index (EUI)—allowing customers to rank their facility against others that they own, or others in their industry. The results of an energy benchmark also provide information on potential savings opportunities.

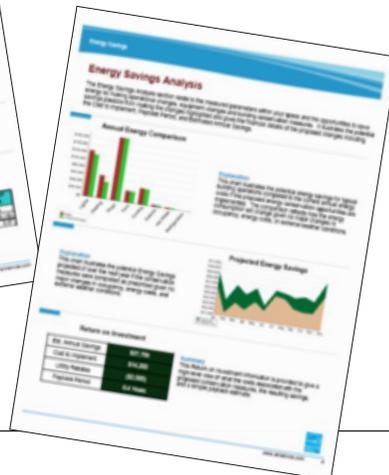
### Assessing Performance Through Energy Audits.

An introductory level energy audit, performed through an in-depth site visit and utility bill analysis, provides Betlem specialists with the information needed to assess a building's performance and provide clients with a list of low- or no-cost energy conservation measures (ECMs). For each ECM identified, Betlem energy experts calculate annual energy costs and utility savings, including implementation costs. ECMs may include:

- » Optimizing equipment schedules
- » Lighting replacements
- » Installing programmable thermostats
- » Identifying equipment repairs needed to improve operations
- » Identifying larger projects that may be recommended for further study

### A Unique Company. Offering Unique, Customer- Focused Benefits.

- » Identification of viable energy conservation measures
- » Extensive energy analysis and modeling experience
- » Accurate cost estimating based on our experience in mechanical and electrical installations



What can we do for you?

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### Comprehensive Facilities Knowledge Through FlexTech Study (ASHRAE Level II & III)

FlexTech Study is for customers who are interested in improving energy efficiency through capital improvement projects. The study gives Betlem specialists a comprehensive understanding of a facility's operations, major equipment, and energy-consumption factors, so they can provide clients with energy-saving opportunities.

For each energy improvement project that Betlem specialists and customers identify, a complete financial analysis is provided, including calculated annual savings, estimated or proposed implementation costs, and any available state and local utility incentives. These metrics are used to find a simple payback period, cash flow analysis, net present value, and can include financing options if requested. FlexTech Study results are then presented to the customer, along with proposals to complete identified projects.

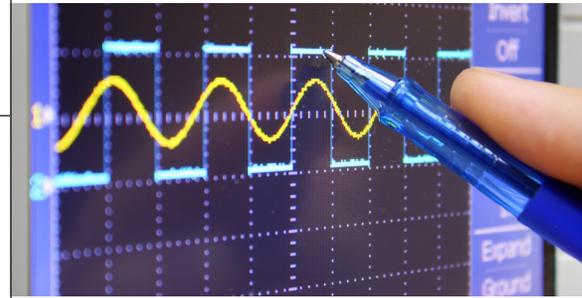
### Continuous Monitoring. For Optimal Performance.

Betlem's continuous monitoring of a facility's energy consumption, or energy-consuming equipment, includes the collection and analysis of building systems' energy data and can provide customers with real-time energy information. This information helps facilities specialists manage resource consumption and maintain optimal equipment performance. The primary benefits of energy monitoring include:

- » **Energy Analytics** quantifies and evaluates previously unknown information on building systems and operating parameters.
- » **Increased Awareness** through interactive dashboards—for the exclusive use of facility personnel and/or for public displays, such as in-office monitors—can increase the information about energy awareness for facilities occupants and has been shown to positively affect the behavior of people resulting in reduced utility costs.
- » **Automated Notifications** monitor energy use and systems operations in real time, adding the benefit of detecting errors or faults within a system. Customized alarms can be set to prevent inconsistent operations or overconsumption.

### Energy Service Agreements (ESAs). A Smarter Way to Measure Performance.

An ESA is a regularly scheduled review and evaluation of a facility's energy consumption. It can include utility bill monitoring, annual or semiannual benchmarks, energy assessments, and/or energy audits. The intent of an ESA is to help customers reduce energy costs or serve as measurement and verification of savings on previously installed energy projects.



### A SELECTION OF PROJECTS. WITH A RANGE OF ENERGY SAVINGS.

#### Xerox Tower

Total Annual Savings: \$195K

#### The Gleason Works

Total Annual Savings: \$750K

#### Nazareth College

Total Annual Savings: \$82K

#### Index Corporation Semrock

Total Annual Savings: \$186K

#### Rochester City School District

Total Annual Savings: \$112K

#### Geico

Total Annual Savings: \$85K

#### Rochester District Heating Cooperative

Total Annual Savings: \$586K

### CLIENTS SERVED INCLUDE:

- » Manufacturing
- » Industrial Processing
- » Commercial Offices
- » Museums
- » Schools and Libraries
- » Data Centers
- » Colleges and Universities
- » Health Care
- » State and Federal
- » Supermarkets
- » Governmental
- » Casinos
- » Retail
- » Multi-Family
- » High Rise, Multi-Tenant

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