

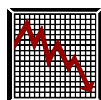


Energy Audit Services

Part of the **UTILI-SERV™** MANAGEMENT PROGRAM

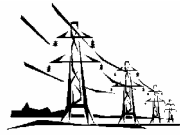
SERVICES INFORMATION

Provided By:



GIBSON CONSULTING GROUP
EXPENSE REDUCTION SPECIALISTS

IMC, *Member of Institute of Management Consultants*
QEE *Member of Association Of Energy Engineers*



ENERGY AUDIT SERVICES

INTRODUCTION

Effective management of energy consuming systems in businesses today can lead to significant cost and energy savings as well as increasing comfort, lowering maintenance costs, and extending equipment life. With escalating energy market price conditions, the need for businesses to manage these areas more effectively is no longer a choice but a necessity!

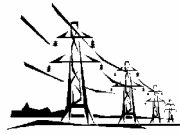
A successful Energy Management Program for businesses begins with professional and comprehensive *Energy Audit Services* provided by Gibson Consulting Group.

Although Gibson Consulting Group provides *Energy Audit Services* as standalone services for businesses, these services are an integral part of our proprietary ***UTIL-SERV Management Program***. This customized Program is an effective way for businesses to maintain service continuity, integrity and cost control in the Utility and Energy service areas. By implementing this comprehensive Management Program, businesses can be assured that by outsourcing the day to day management of the utility and energy services areas to Gibson Consulting Group, opportunities for cost savings and increased **"Bottom-Line"** profitability are continually monitored and evaluated through a **comprehensive and objective process**. More detailed information regarding the ***UTIL-SERV Management Program*** is included in a subsequent section of this document.

ENERGY AUDIT OVERVIEW

An Energy Audit serves the purpose of identifying where a building uses energy and identifies energy reduction opportunities. It is important to note, there is a direct relationship between the scope, and therefore the cost, of an audit (*amount of data collected and analyzed*) and the number of energy reduction opportunities that can be identified. In addition, there is a significant difference between an Energy Audit for a commercial building, which focuses on the building envelope, lighting, heating and ventilation requirements and an Energy Audit conducted for an industrial plant, which also focuses on production or process system energy requirements.





ENERGY AUDIT SERVICES

ENERGY AUDIT OVERVIEW, continued

Professional Energy Audits fall into three (3) categories, or types as shown below:

Energy Benchmarking Audit

This audit includes an evaluation of facility energy consumption/usage data and energy costs. This audit can yield estimates of savings potential and a list of cost savings opportunities through improvements in operational and maintenance practices. It provides comparisons with industry averages, or benchmarks, for similar facilities. This type of audit does not require the completion of an actual on-site inspection. Information obtained through this audit may be used as part of a more detailed Energy Audit if the potential cost savings identified warrants further investigation. The *Energy Benchmarking Audit* is a great first step in energy cost reduction for any business to consider.

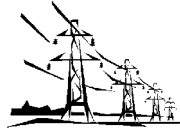
Standard Energy Audit

This audit requires an on-site inspection of the facility to quantify energy uses and losses through a review and analysis of equipment systems, operational characteristics, and measurements and testing. Standard energy calculations are used to analyze efficiencies to determine energy and estimated cost savings based upon improvements and changes to the current systems. Information obtained through the previous *Energy Benchmarking Audit* can be utilized as part of the *Standard Energy Audit*.

Comprehensive Energy Modeling Audit

This type of audit can be done in conjunction with, or after the *Standard Audit* process. However, it goes one step further. This audit is most often warranted for complex facilities or systems. This audit includes a more detailed energy use by function and a more comprehensive review of energy use patterns. It requires a model analysis, or complex computer simulation, to determine use patterns and predictions on a year round basis, taking into account variables such as detailed





ENERGY AUDIT SERVICES

ENERGY AUDIT OVERVIEW, continued

Comprehensive Energy Modeling Audit, continued

environmental conditions. The goal is to build a base for comparison that is consistent with the actual energy use of the facility. Modifications are then made to increase the energy efficiency of facility systems and then measured and compared against the base line energy usage and cost. The *Comprehensive Energy Modeling Audit* also takes into account the interaction between systems to prevent erroneous calculations of cost savings through recommended retrofits.

ENERGY AUDIT PROCESS . . .

To assist businesses determine the **potential “hard-dollar” cost savings** by reducing energy consumption in their businesses, Gibson Consulting Group recommends the following steps for consideration:

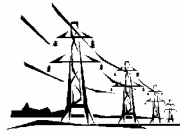
Step #1

Review all information regarding **Energy Audit Services** and the **UTIL-SERV Management Program** on this website. Determine which facilities would be candidates for one of the Energy Audit Services (*Note: Minimum 1100 square ft. buildings qualify for Audit Service, No Maximum*).

Step #2

For non-industrial/manufacturing businesses select the **Energy Benchmarking Audit** Service. Interested companies can download and print from this website, the **Facility Energy Analysis Questionnaire**. A separate questionnaire should be completed for each building that will be audited. This questionnaire covers such areas as: HVAC, lighting, building envelope as well as total energy usage and cost over the past twelve (12) month period for each building. Following receipt of the completed questionnaire, Gibson Consulting Group will contact the business for any clarification regarding responses to the questionnaire





ENERGY AUDIT SERVICES

ENERGY AUDIT PROCESS, *continued*

Step #3

Information from the **Facility Energy Analysis Questionnaire** will be reviewed and then entered into Gibson Consulting Group's **UTILI-SERV Management Program Energy Audit Services** Database Program for further analysis. Based upon the information provided, a custom **Facility Energy Analysis Report** will be prepared and sent to the business detailing the results of the **Energy Benchmarking Audit** specific to each building that was audited. This Report will include recommended low and high cost energy savings opportunities that may be considered for implementation. **Estimated cost savings by completing the recommendations in each energy area is also included in this Report.**

Step #4

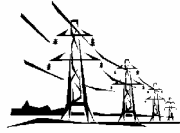
Should the business want to proceed with either the **Standard Energy Audit**, or the **Comprehensive/Modeling Energy Audit** based upon the results of the **Energy Benchmarking Audit**, Gibson Consulting Group can discuss proceeding with these Audits as requested.

ENERGY AUDIT SERVICE FEES . . .

Consulting fees charged by Gibson Consulting Group to complete specific Energy Audit Services are usually based upon the square footage of the buildings audited, or an hourly rate. **Actual fee costs are determined prior to the initiation of the Energy Audit Service.**

Note: Travel, toll, telephone and other expenses would also be applicable when completing some Energy Audit Services.





ENERGY AUDIT SERVICES

***UTILI-SERV™* MANAGEMENT PROGRAM . . .**

As previously mentioned, Gibson Consulting Group provides Energy Audit Services as part of our proprietary ***UTILI-SERV* Management Program**. This comprehensive utility and energy management program is available for medium to large size multi-location businesses.

Many companies today with complex utility and energy needs routinely wade through multiple electric, natural gas, water, steam and sewage service invoices from many different Service Providers on a monthly basis attempting to determine pricing accuracy and the correct application of credits as the result of identified errors. In most cases, only obvious problems and errors are identified, with many of these discrepancies going unnoticed for many years costing businesses a significant amount of money in utility and energy overpayments.

In addition, the ongoing deregulation of both the electric and natural gas utility areas across the country have further complicated the ability of most businesses to make correct decisions to maintain control and reduce costs in these constantly changing operational expense areas.

With our team of utility and energy experts, Gibson Consulting Group leaves no stone unturned in the management of these ever changing and complex operational overhead areas for our Clients. Our professional and comprehensive approach in providing the ***UTILI-SERV* Management Program** for every Client is guaranteed!

Key benefits that our Client's realize through the ***UTILI-SERV* Management Program** are:

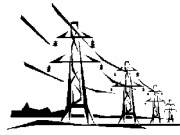
A. Improved Control Of Commodity Usage And Cost

- Monthly invoice and transaction processing
- Qualitative review
- Identify lowest cost providers
- Change control
- Forecasting and budgeting

B. Improved Cash Flow

- Timely payment





ENERGY AUDIT SERVICES

UTILI-SERV™ MANAGEMENT PROGRAM, continued

B. Improved Cash Flow, continued

- Payment consistent with Corporate policies, i.e. discount realization
- Predictable monthly cost

C. Effective Commodity Provider Relations

- Problem resolution
- Control of refund or incremental cost computations

D. Effective Reporting

- Executive summaries
- Monthly cost and usage reports

E. Process Improvement Opportunities

- Cost-effective automation
- Analysis and implementation of cost and usage improvements

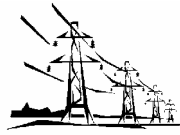
F. Increased Energy Efficiency

- Preliminary/Benchmarking Audit
- Standard Audit
- Comprehensive Modeling Audit

The **UTILI-SERV Management Program** permits Client Management to focus more time on core business functions and less time managing overhead costs and transaction processing. This customized Program is an effective way for businesses to maintain service continuity, integrity and cost control in all Utility and Energy service areas through a **comprehensive and objective** process which leads to increased **“Bottom-Line”** profitability for their businesses.

Additional, more detailed information regarding the **UTILI-SERV Management Program** can be provided upon request.





ENERGY AUDIT SERVICES

OUR FIRM – BACKGROUND/EXPERIENCE . . .

Gibson Consulting Group, headquartered in Greensburg, PA, and founded in 1992, is an independent management consulting firm specializing in providing expense reduction consulting services for our Clients. Our firm's primary targets include the Utility/Energy and Telecommunications service areas. We provide comprehensive auditing and customized management programs for our Clients in these critical, high expense, operational cost areas.

Unlike many other consulting firms, Gibson Consulting Group does not represent any Service Provider or Product Vendor. We represent our Clients only; therefore, we maintain total objectivity throughout all of our consulting projects. Our firm is dedicated to identifying and recommending the most cost-effective and reliable services for our Clients.

A representative list of our diverse Client base is shown below:

Sheetz, Inc

Kennywood Entertainment Corp.

Sky Bank

FNB of Pennsylvania

AmeriServ Financial

Seven Springs Mountain Resort

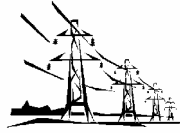
Parkvale Bank

Westmoreland Health System (Excelsa Health)

AmeriServ Financial

(References are available upon request)





ENERGY AUDIT SERVICES

OUR FIRM – BACKGROUND/EXPERIENCE, continued

Gibson Consulting Group is a member of the *Association of Energy Engineers (AEE)*, the *Society of Telecommunications Consultants (STC)* and the *Institute of Management Consultants (IMC)*. We follow a strict Code of Business Ethics from each of these professional organizations in the completion of all of Client Projects. **Gibson Consulting Group is an approved Energy Star Service Partner. Our team members bring over 100+ years of combined experience to Client Projects!**

If there are any questions regarding Gibson Consulting Group, or would like to schedule an Energy Audit service for your business, please contact our firm at **724/836-5378, Fax 724/836-1656 or E-Mail at gcg@gibsonconsultants.com.**

Gibson Consulting Group looks forward to reducing Energy Expenditures for your business in the near future.

Thank you!

Thomas M. Gibson, CEP
President, Gibson Consulting Group
AEE, Member of Association of Energy Engineers

