

Wadsworth Energy Solutions

The Wadsworth Energy Solutions Group provides facility improvements to existing facilities through turnkey energy projects. Since no two customers are alike in needs and want for their facility, this group develops a customized, comprehensive solution for each client, combining desired and needed facility improvements with recommended energy enhancements and upgrades. The final combined project will generate energy savings to fund the overall project. We also guarantee pricing with no change orders due to missed items or errors. This promise further reduces risk to the customer.

As stated, the projects are turnkey. We include everything from engineering to implementation to accomplish the stated scope of work. Single source accountability is a part of every turnkey project. Wadsworth takes the finger-pointing out of the projects by offering a single point of contact for every comprehensive project.

Experience is important. Jeff Feasby, P.E., is the general manager of the energy group. Jeff has involved himself in energy project sales, development, and implementation for over 20 years. In this time, he has developed and implemented over \$200 million in guaranteed energy savings performance contracts – never missing a guarantee. Sean Weber is the operations manager of the energy group. He has experience designing mechanical HVAC systems, installing and programming building automation systems. In the last four years, Sean has been project manager on projects totaling over \$35 million with total utility savings of over 4 million dollars.

Savings are guaranteed. This guarantee means projected cashflows will be met and minimize risk to the customer. Many competitors offer projected or stipulated energy savings. Stipulated savings not met by vendors give the customer little or no recourse. Wadsworth Energy Solutions has financial accountability to the customer even after the project is complete by offering an energy savings guarantee. This accountability will ensure that systems are designed and optimized to provide comfort first - combined with energy savings to meet financial goals.

High-quality design and best value-focused, Wadsworth Energy Solutions is part of the Lion's Share Group, which provides service and preventative maintenance for equipment, equipment sales, temperature controls, security systems, fire alarm systems, and mechanical contracting. By performing many of the scope items typical to an energy project in-house, the quality and accountability are higher, and the costs are lower by avoiding multiple levels of markup. That said, many times, we are requested to use specific contractors by the customer. We are happy to utilize outside subcontractors to perform work. Our managers are working managers, not just overhead costs on the project. They stay invested in the project from start to finish. The chart below shows actual savings for Wadsworth Energy Solutions vs. some of our competitors.

Cost Comparison for a typical project Wadsworth vs. the Competition			
Item	Wadsworth	Competitor	
Detailed Engineering	\$50,000	\$75,000	Wadsworth Specialty (In-House) / subcontracted by competitor
Controls Implementation	\$400,000	\$600,000	Wadsworth Specialty (In-House) / subcontracted by competitor
Lighting	\$300,000	\$450,000	Wadsworth Specialty (In-House) / subcontracted by competitor
Other Energy Measures	\$300,000	\$300,000	Subcontracted
Contingency	\$50,000	\$75,000	More accountability on project, reducing risk; contingency can be reduced
Implementation Cost	\$120,000	\$170,000	Project Management, Guarantee, Overhead, Profit
TOTAL COST	\$1,220,000	\$1,670,000	Same amount of work performed, better quality, more accountability, less cost.

With Wadsworth, the Project Engineer is also the Project Manager. This autonomy allows for less lost information in hand-off from the engineer to the project manager. It also reduces costs by optimizing time and reducing the head count on the project. Implementation cost is less because we use less sub-contracted work.

Some sample turnkey Energy Conservation Measures (ECM's) we perform are:

- Lighting replacements and upgrades
- Temperature control upgrades, replacements, and optimization (servicing all brands)
- Boilers, Chillers, and other HVAC replacements and upgrades
- Security systems
- Solar Power Systems
- Roofing, Windows, and other building envelope upgrades

