

The Siemens logo, consisting of the word "SIEMENS" in a bold, teal, sans-serif font, is positioned in the top right corner of the slide. The background of the slide features a modern glass skyscraper on the left, reflecting the sky and clouds, and a clear blue sky with scattered white clouds on the right. In the foreground, there are lush green bushes and trees.

Siemens Energy & Environmental Solutions

Benefits of an Energy Audit

Challenges Facing Local Government

Richmond Times-Dispatch

Tax Revenues Post Biggest Drop Since Depression

STEPHEN OHLEMACHER | 08/3/09 08:51 PM | 



2010 REDUCTION PLAN

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Decline in state's September revenues darkens economic picture

Where the Money Is: Unleash It



	2009	2008	Change
<u>Operating Revenue (GAAP Based (1))</u>	\$3,450	\$3,399	\$51



**An Energy Audit is the First Step in a Process
To Achieve Your Goals...
You Are Already Spending The Money**

Energy Efficiency and Climate Change

Remarks of US Secretary Steven Chu- As Prepared for Delivery

Harvard Commencement Address

Thursday, June 4, 2009

“Energy efficiency is not just low-hanging fruit; it is fruit lying on the ground...we have the potential to make buildings 80% more efficient with investments that will pay for themselves in less than fifteen years.

Buildings consume 40% of the energy we use, and a transition to energy efficient buildings will cut our carbon emissions by one third.“

Benefits of An Energy Audit- A Means To an End....

Use Existing Budget to Fund:

- Reduce Operating Expenses- Optimize energy and water efficiency
- Leverage energy, water and operational savings to fund, sustainability measures
- Reduce greenhouse gas emissions
- Improve indoor air quality and occupant comfort
- Fund renewable and alternative energy sources
- State-of-the-art equipment upgrades-Capital Improvements



DMME is Your Resource & Support For Performance Contracting

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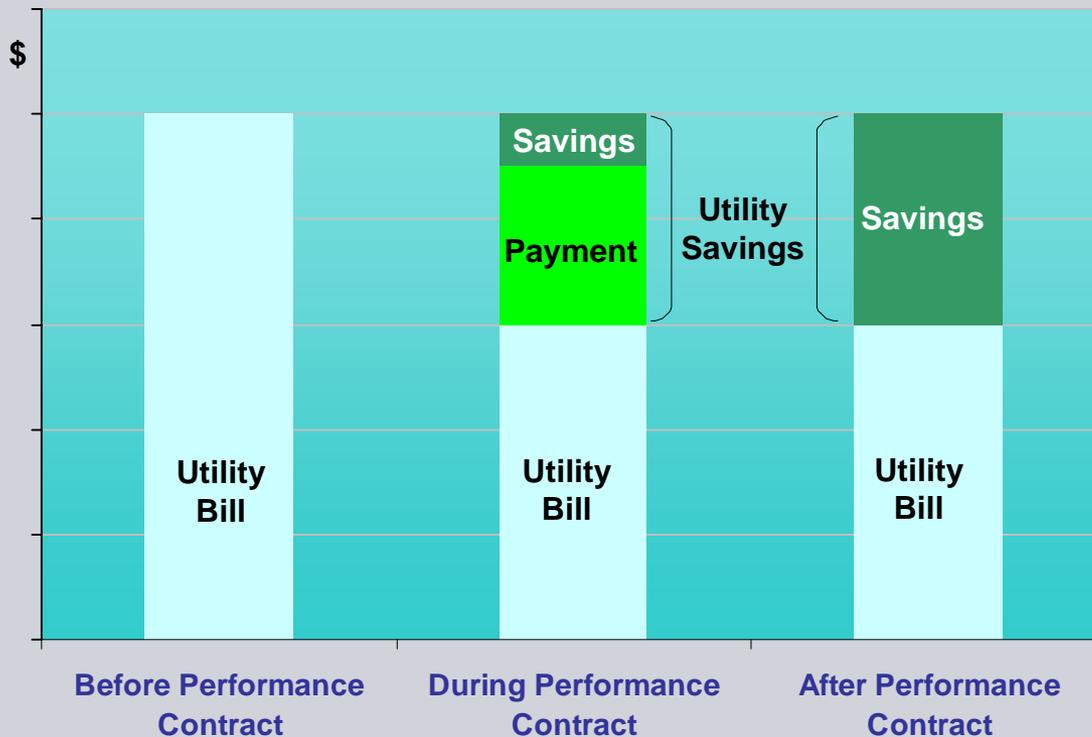
Performance contracting installs energy efficient facility improvements, with **no** up front costs, paid for out of **guaranteed** energy savings from your **existing** operating budget.

- **Guaranteed Savings Pay for All Costs**
- **Dollars That Would Have Been Paid to Utilities are Now Invested in New Equipment**
- **Budget Neutral**
- **Other Approaches Can Include.. The PPEA, and Strategic Real Estate Solutions**

How Our Funding Solution Works

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Performance Contracting Economics



Key Elements:

- Money going to utility redirected back to you
- Savings are guaranteed
- Savings pay for improvements
- Harvest savings now
- Leverage low hanging fruit to fund other projects
- Turnkey solution
- Achieve targets



The Siemens Solution- Our Turnkey Approach...

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Engineering

Green Buildings



Water Meter/AMR



Landfill Gas to Energy



Waste Water Treatment Plants



Solar and Other Renewables



Traffic Lighting and Signals



Project Management

Financial Options

Performance Guarantees

Benefits to Local Governments:

- **Energy Efficient Facilities** – improvement measures, modernization, optimization and efficiency
- **Budget Management** - energy price predictability, stability and greater affordability
- **Energy Systems and Operations** that are reliable, dependable, flexible and clean
- Innovative **Environmental Solutions** – Green Buildings, renewable energy, GHG reductions

About Siemens Building Technologies in the U.S. **SIEMENS**

We improve facilities by making them comfortable, safe and secure,
and less costly to operate



National Leadership – Local Presence

Employees:	7,400
Sales (in billion USD):	\$2.1 billion
No. of locations:	120
Customers:	45,000

Energy and Environmental Solutions

- Market leader in energy savings performance contracting
- Breadth of offering including energy efficiency, energy supply management, alternative and renewable energy sources

Building Automation and Controls

- Full featured, customized solutions
- Integration of multiple building systems
- Industry's first wireless system

Security Systems and Solutions

- Seamless systems integration and management
- Remote location monitoring
- Diverse product and solution portfolio

Fire Safety

- Seamless integration with existing building management systems
- High risk and specialty applications