



**An Innovative
Energy Services Company**

Powered by the American spirit.



Company Snapshot

Energy Pioneer Solutions is a residential efficiency management company with auditing, retrofitting, and financing capabilities supported by on-utility bill repayment and a fully-integrated platform for accurate measurement and verification of service.

- **Founded, June 2009**
 - Hastings, Nebraska
 - 6 employees
 - 3 utilities under contract
- **Key Employees**
 - Scott Kleeb, Ph.D., Founder and CEO, former candidate US Senate-NE
 - Tom Strumolo, M.E.S., E.P., Chief Engineer, 37 years experience in field including installing solar panels on White House
- **Key Board Members/Investors**
 - Robert Kennedy, Jr. (Board Member)
 - Andrew Tobias

The Opportunity

Every year Americans waste \$200B on energy

- In last 30 years, electric usage has increased an average of 4% per year
 - Result of new homes and increased number of “gadgets” plugged into the grid (phones, computers, vehicles, etc)
- Aging power plants at overcapacity, while new construction difficult and/or expensive
- Estimated 6-9 quadrillion BTUs of energy is wasted per decade, **35%** of which is in **residential sector**
- Efficiency is the least expensive energy investment, and it also carries the greatest ROI
- Yet no platform exists for combining assessment, improvement, financing, and monitoring in homes

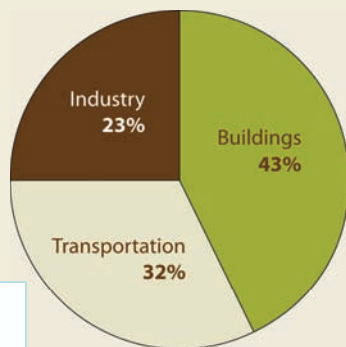


Chart Source: USA Energy Production, Pew Center GCC

US Energy Consumption (by Industry)

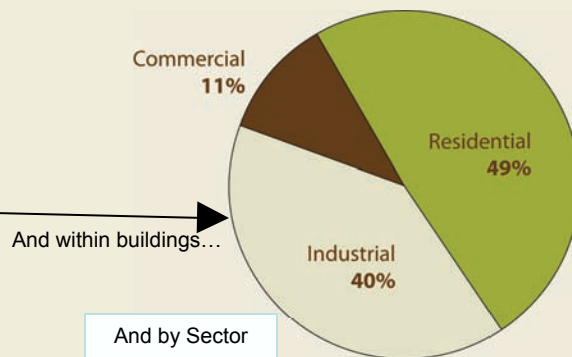
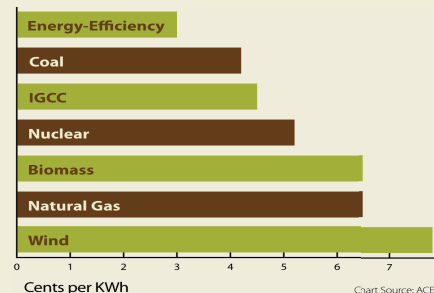


Chart Source: Energy Use by Building Sector, Pew Center GCC



Costs of various energy sources

Industry Timeline

Evolutionary challenges within the energy sector over next decades

- Growing demand nationally and internationally, with rising costs of production
- Increased concerns about climate change, and tougher regulation of emissions

Question : How to make more money getting people to use less of energy?

Answer : Energy Management Services



Fire



Furnace



Power Plant



Energy Services



Differentiation

	Govt. and/or Non-Profit Programs	Independent Contractors	Energy Pioneer Solutions
Ability to target	✗	✗	✓
Documented Savings	✗	✗	✓
Measured Baseline	✗	Some	✓
Fully-integrated System	✗	✗	✓
Available to anyone	✗	✓	✓
100% Verification	Less than 1%	✗	✓
Homes per 10k meters	18	Less than 1	150
Avg. time per assessment	8 hours	8 hours	1 hour
Avg. time to completion	2 years	6 months	15 days
Average cost	\$6,500-\$8,500	\$3,000-\$4,000	\$2,000



Complete Residential Efficiency Management

Pre-determination of savings, with baseline for analysis

Fully-integrated per property savings calculations

On utility bill repayment of services

- Psychological benefit as people used to paying this bill
- Greater protection against default as tied to utility payment
- Precise data collection on energy usage and saving

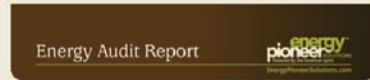


Month	CCF	KWH	CCF \$	KWH \$	CCF %	KWH %	CCF \$ %	KWH \$ %
Jan	35.00	10,000	\$1.50	\$2.50	35%	35%	35%	35%
Feb	30.00	8,000	\$1.20	\$2.00	30%	30%	30%	30%
Mar	25.00	7,000	\$1.00	\$1.75	25%	25%	25%	25%
Apr	20.00	6,000	\$0.80	\$1.50	20%	20%	20%	20%
May	15.00	5,000	\$0.60	\$1.25	15%	15%	15%	15%
Jun	10.00	4,000	\$0.40	\$1.00	10%	10%	10%	10%
Jul	5.00	3,000	\$0.20	\$0.75	5%	5%	5%	5%
Aug	5.00	3,000	\$0.20	\$0.75	5%	5%	5%	5%
Sep	10.00	4,000	\$0.40	\$1.00	10%	10%	10%	10%
Oct	15.00	5,000	\$0.60	\$1.25	15%	15%	15%	15%
Nov	20.00	6,000	\$0.80	\$1.50	20%	20%	20%	20%
Dec	35.00	10,000	\$1.50	\$2.50	35%	35%	35%	35%



Energy Class & Rating	Value
Energy Class	A
Energy Rating	95

Building Summary	Value
Energy Score	95
Energy Rating	A



Category	Item	Current	Recommended	Impact
Energy History and Usage	Average Annual Usage	100,000 KWH	80,000 KWH	20% Savings
	Peak Demand	100 KW	80 KW	20% Savings
	Energy Cost	\$10,000	\$8,000	20% Savings
	CO2 Emissions	10,000 lbs	8,000 lbs	20% Savings
Key Usage Indicators	Water	100,000 Gallons	80,000 Gallons	20% Savings
	Gas	100,000 BTU	80,000 BTU	20% Savings
	Electricity	100,000 KWH	80,000 KWH	20% Savings
	Oil	100 Gallons	80 Gallons	20% Savings
	Propane	100 Gallons	80 Gallons	20% Savings
	Coal	100 Tons	80 Tons	20% Savings
	Wood	100 Cords	80 Cords	20% Savings
	Other	100 Units	80 Units	20% Savings
Recommended Energy-Saving Measures	1. Lighting	Lighting efficiency improvements needed	Yes	High
	2. Door/Window Seals	Door/window seals not needed	No	Low
	3. Programmable Thermostats	Programmable thermostats not needed	No	Low
	4. Efficient Appliances	Energy-efficient appliances needed	Yes	High
	5. Ductwork Insulation	Ductwork insulation needed	Yes	High
	6. Air Sealing	Air sealing is indicated	Yes	High
	7. Heat Recovery	Energy recovery ventilation is indicated	Yes	High
	8. Smart Therms	Smart therms not needed	No	Low
	9. Water Savings	Water savings not needed	No	Low
	10. Recycled and Recyclable	Recycled and recyclable materials indicated	Yes	High

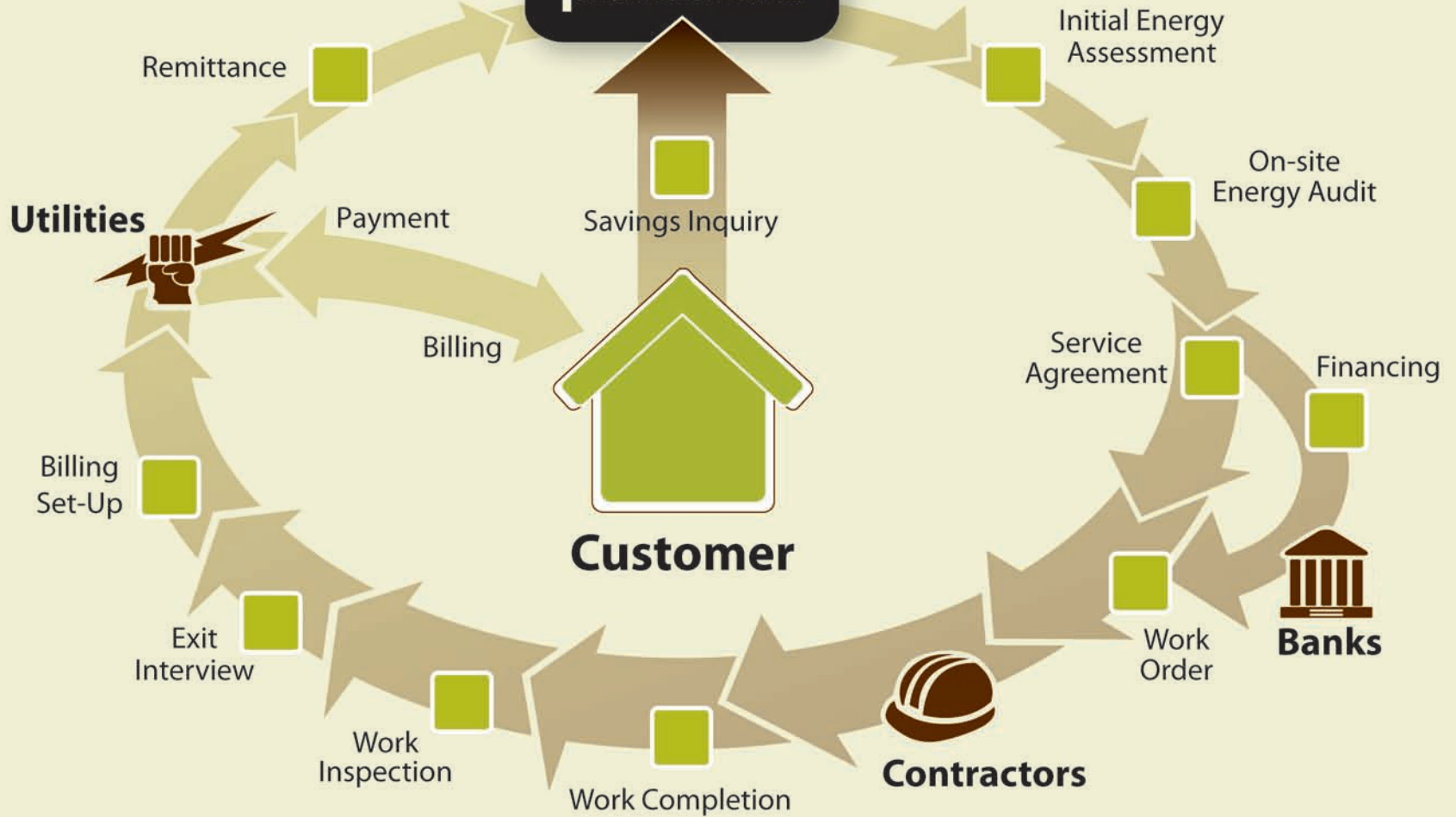
Annual Savings Estimate	KWH	CCF	CCF \$	KWH \$	Total \$	Total %	LB CO2
Lighting	10,000	0.0	\$0.00	\$1.50	\$1.50	1.5%	150
Door/Window Seals	0	0.0	\$0.00	\$0.00	\$0.00	0%	0
Programmable Thermostats	0	0.0	\$0.00	\$0.00	\$0.00	0%	0
Efficient Appliances	10,000	0.0	\$0.00	\$1.50	\$1.50	1.5%	150
Ductwork Insulation	0	0.0	\$0.00	\$0.00	\$0.00	0%	0
Air Sealing	10,000	0.0	\$0.00	\$1.50	\$1.50	1.5%	150
Heat Recovery	0	0.0	\$0.00	\$0.00	\$0.00	0%	0
Water Savings	0	0.0	\$0.00	\$0.00	\$0.00	0%	0
Recycled and Recyclable	0	0.0	\$0.00	\$0.00	\$0.00	0%	0
Total Savings	20,000	0.0	\$0.00	\$3.00	\$3.00	3.0%	300

Complete report of savings, in aggregate and per property

Name	% KWH	% CCF	KWH	KWH \$	CCF	CCF \$	Total \$	Total %	LB CO2
XXXXXX	30%	30%	246.73	\$20.94	31.88	\$0.00	\$20.94	30%	858.7
XXXXXX	29%	30%	238.42	\$20.11	8.60	\$4.00	\$24.11	29%	541.0
XXXXXX	20%	38%	323.75	\$24.05	25.62	\$10.80	\$34.85	26%	915.8
XXXXXX	47%	17%	283.36	\$25.24	31.94	\$9.19	\$34.43	31%	925.3



How the process works





Revenue of \$350,000 in last 6 months, projected to double in next 6

- Earned from only 300 customers, of a potential 16,000 in utility areas served
 - Total \$34mm opportunity, with projected Return on Investment of over 50%
- Gained 18 commercial customers, projected to triple over the next year
- Won two US Department of Energy contracts worth \$1.5mm
- Projected operations across 3 or more states within next 18 months

Monthly net income projections

- Excludes commercial/consulting income
- Includes only existing utility contracts

Monthly customer growth

- Excludes commercial customer growth
- Includes only existing utility contracts

Both improve substantially with each new utility contract



Partnerships, Contracts, Programs, and Utilities in last 12 months

Utility Contracts



Value: \$34mm

Innovation Grant, 1 of 2 awarded nationwide



Value:\$816,000

Dept. of Energy-funded consulting contract



Value: \$1.5mm

And more in development...



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