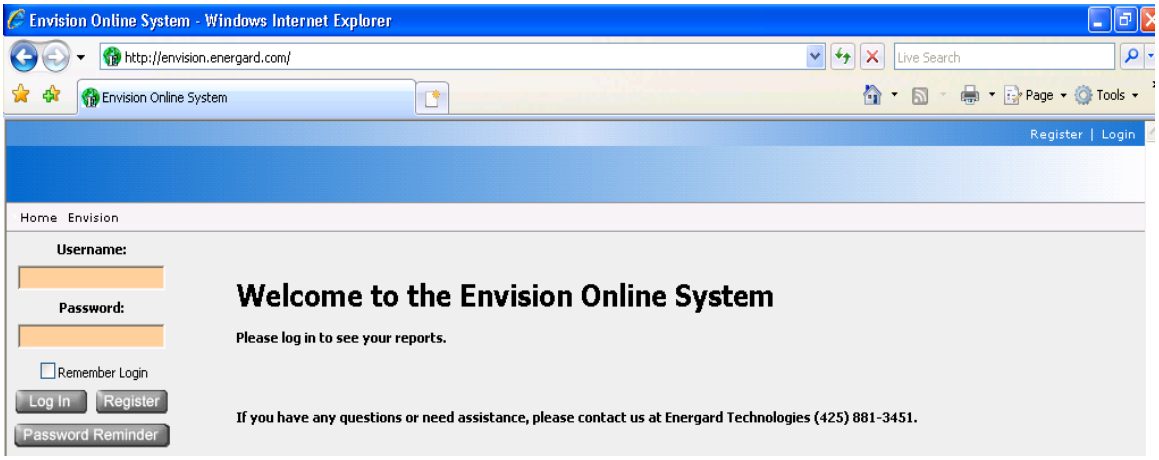
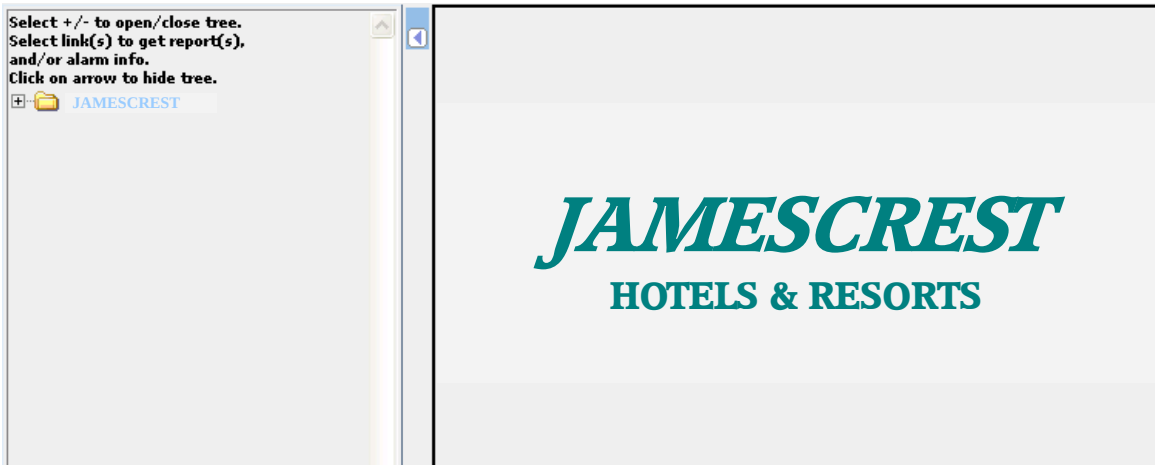
GUIDE TO ENERGARD 2008 - 2009

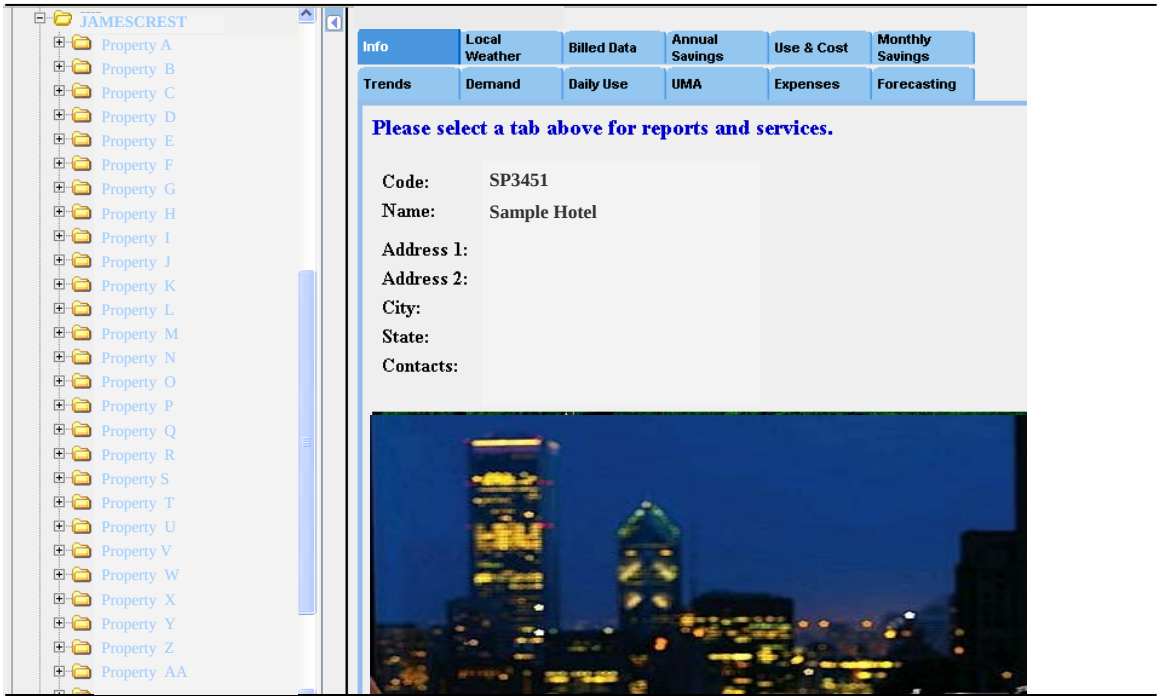
The internet path to your Envision energy reports from Energard is **http://envision.energard.com**. You may want to bookmark this page. Begin by entering your Username and Password. If you do not have these or have forgotten them, contact Energard at 425-881-3451. Live help is available M-F, 6:00am to 2:00pm Pacific Time.



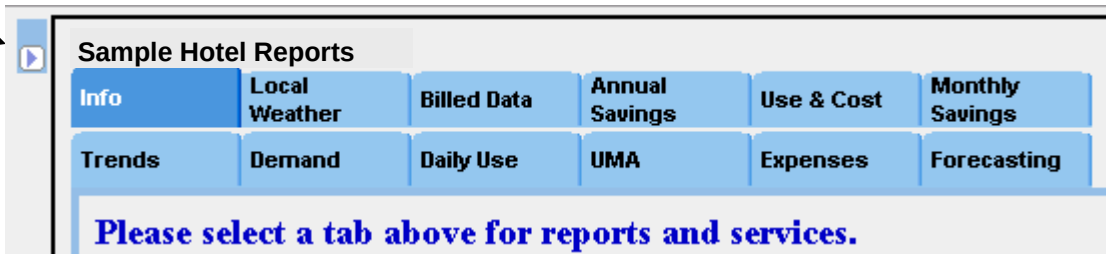
At the next screen, click on the + sign beside the corporate name. This opens the Tree. Click on any property name.



This screen shows a picture of a property or association and some contact information. Note the tabs at the top of the screen. These are the available reports made from the use and cost data sent by corporate accounting. Most data is faxed in the form of bill copies. In addition, a number of property engineers send their meter readings weekly to keep their reports more current than utility bills permit.



Click on the arrow head in the upper left of the report tabs. This hides the Tree and gives better visibility to the reports, which are in pdf format.



ANNUAL USE TRENDS

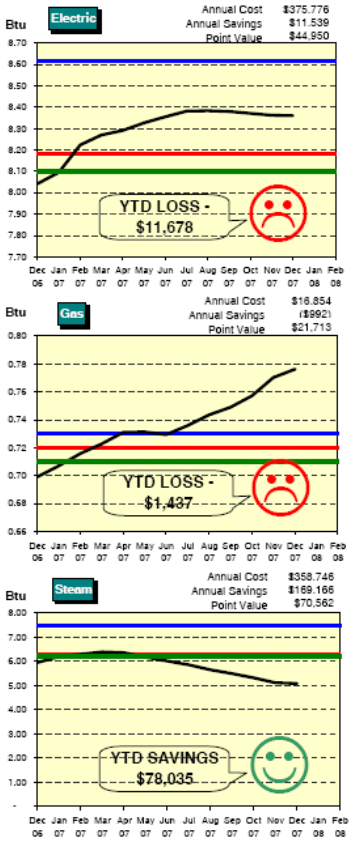
The key to Energy Accounting, the most important of all the Energy Accounting reports. Rolling annual totals of weather-adjusted BTU per square foot (Energy Use Index) producing use trends for each meter and for all meters collectively. Dynamic pictures of what's happening in the facility; a guide for identifying areas of potential savings.

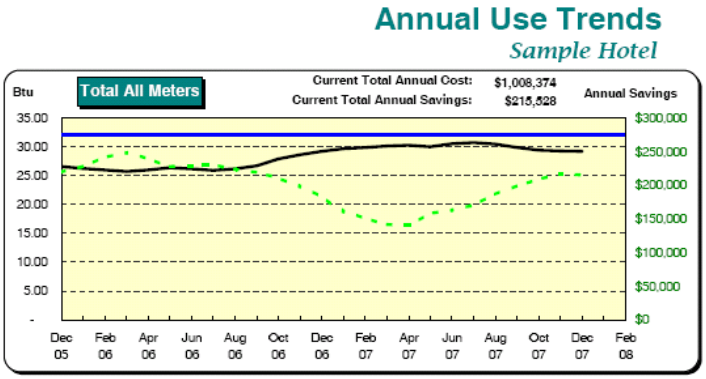
TIPS FROM THE ENERGARD CREW

*Indexes do not go up or down with the seasons. Note the direction of travel of each meter's Index, especially the last two months. Up is bad, down is good.

*Smiley faces are based on YTD performance. A frown means you're running more than 1% higher that last year.

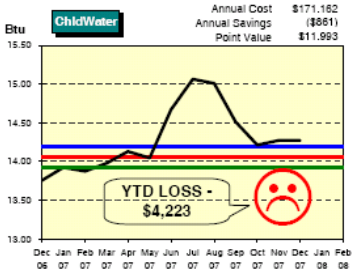
*Use Point Value to compute the dollar importance of increases in an Index. Points are Btu - see graph scale, left side of graph.

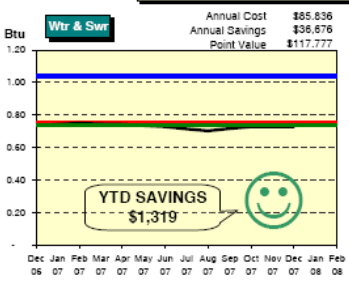




The Energard Index is annual energy use per square foot of conditioned space adjusted for changes in outside temperature (Degree Days).
Each monthly value is a sum of the previous 365 days of use (rolling annual total).
An Index trend down indicates savings; an Index trend up indicates loss.
When the Index trend is below the Base Line, savings are generated.
The Alert Set Point is 1% above Last Year Index.
Base Year Index is presently: 2003

Key
Use Index Trend
Alert Set Point
Last Year Index
Base Year Index
Savings (Avoided Cost)





AVERAGE DAILY USE

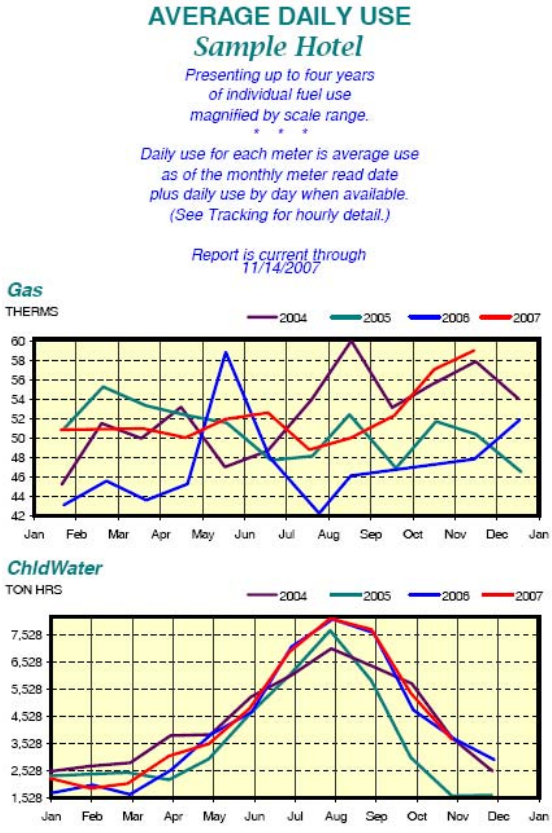
Average daily use from utility billing data plotted on a twelve month, linear graph for each meter. Up to four years of consumption data overlaid, in contrasting colors for ease of comparison. This data not adjusted, presented as billed.

TIPS FROM THE ENERGARD CREW

* Expect to see seasonal highs and lows.

* Look for any large seasonal variations from previous years. Note the repair of a leak in June-July 2004 on the Wtr & Swr graph in the Sample Hotel.

* This report is not the same as the individual meter line graphs emailed to you each month. This report is for all of an association's meters in total, to show the over-all pattern of use year to year.



UMA: UTILITIES MANAGEMENT ANALYSIS

Many important values of merit useful for quick reference and analysis of progress. Comparisons of current Index to first of previous month Index and to Base Year Index. Consumption and Savings/Loss presented in a variety of formats. (See sample notes.)

Utilities Management Analysis

Property

Name: *Sample Hotel*
City: City
Sq. Ft.: 425000
Rooms: 430
Code Name: GM5675C

December 27, 2007

		Base Year: 2003 1/1/2004	Previous Year: 12 Months Ending 10/1/2007	% var to base	Current Year: 12 Months Ending 11/14/2007	% var to prev	% var to base
Totals	Use Index*	32.07	29.39	8.4	29.22	0.6	8.9
	Cost	$ 956,655	$ 1,037,443	(8.4)	$ 1,008,374	2.8	(5.4)
	Savings/Loss**	N/A	$ 208,484	N/A	$ 215,528	3.4	N/A
	Cost/Sq.Ft.	$ 2.25	$ 2.44	(8.4)	$ 2.37	2.8	(5.4)
	Occupied Rooms	116,126	117,576	1.2	120,979	2.9	4.2
	Cost/Occ.Rm.	$ 8.24	$ 8.82	(7.1)	$ 8.34	5.5	(1.2)
Meter 1 Electric	Use Index	8.62	8.37	2.8	8.36	0.1	3.0
	Btu/Sq.Ft.						.0
	KWh	6,					.0
	KWh/Sq.Ft.						.0
	KWh/Occ.Rm.						.9
	Cost/KWh	$					.7)
							.5)
							N/A
							.5)
							.3)
Meter 2 Gas	Use Index			(3.6)	0.78	(2.5)	(6.3)
	Btu/Sq.Ft.			(3.6)	4,548	(2.5)	(6.3)
	Therms			(3.6)	19,329	(2.5)	(6.3)
	Therms/Sq.Ft.			(3.6)	0.05	(2.5)	(6.3)
	Therms/Occ.Rm.			(2.4)	0.16	0.4	(2.0)
	Cost/Therms	$		(48.5)	$ 0.87	4.2	(42.2)
	Cost	$		(53.9)	$ 16,854	1.8	(51.1)
	Savings/Loss			N/A	$ (992)	64.5	N/A
	Cost/Sq.Ft.	$ 0.03	$ 0.04	(54.2)	$ 0.04	1.7	(51.5)
	Cost/Occ.Rm.	$ 0.10	$ 0.15	(52.0)	$ 0.14	4.6	(45.1)
Meter 3 Steam	Use Index	7.48	5.32	28.9	5.08	4.4	32.0
	Btu/Sq.Ft.	51,469	36,188	29.7	33,808	6.6	34.3
	Mlb	21,874	15,380	29.7	14,368	6.6	34.3
	Mlb/Sq.Ft.	0.05	0.04	29.7	0.03	6.6	34.3
	Mlb/Occ.Rm.	0.19	0.13	30.6	0.12	9.2	36.9
	Cost/Mlb	$ 13.78	$ 25.95	(88.3)	$ 24.97	3.8	(81.2)
	Cost	$ 301,456	$ 399,034	(32.4)	$ 358,746	10.1	(19.0)
	Savings/Loss	N/A	$ 162,116	N/A	$ 169,166	4.3	N/A
	Cost/Sq.Ft.	$ 0.71	$ 0.94	(32.4)	$ 0.84	10.1	(19.0)
	Cost/Occ.Rm.	$ 2.60	$ 3.39	(30.7)	$ 2.97	12.6	(14.2)

Green values indicate progress. Red values indicate need for investigation.
*Use Index, or Efficiency Index, is annual Btu/sq.ft., adjusted for changes in outside temperature and occupancy.
**All Meters of savings/loss is calculated as the sum of the positive/negative change in each meter Index compared to its base year Index at annual cost. Also termed "avoided cost."

BASE YEAR date
The ending date of the Base Year. Savings are being calculated by comparing the Current Year (365 days) to the Base Year.

PREVIOUS date
The first of the month preceding the month in which the current date falls, i.e. if the current date were August 19th, the previous date would be July 1st.

CURRENT date
Billing information for all meters was available through this date at report time.

USE INDEX
The Index is a one year total of BTU per square foot adjusted for outside temperature changes (heating/cooling degree days) and occupancy, as appropriate. The Index is calculated for each meter. The total of all individual Indexes is the Energy Use Index.

ANNUAL SAVINGS/LOSS
A dollar value is calculated for the difference between the Base Year Index and the Current Index, based on current annual cost. This value is also calculated for the difference between the Base Year Index and the Previous Index for short term comparison.

ANNUAL BTU/SQ.FT.
The annual BTU per square foot total is basically the Energy Index without weather modification.

ANNUAL COST
Annual cost of fuel is an unmodified total of the actual dollars paid for the energy used in the previous 365 days.

CONSUMPTION
Annual use of water, electricity, and fuels is presented in native units, the units in which the energy use is reported on the utility bills.

TIPS FROM THE ENERGARD CREW

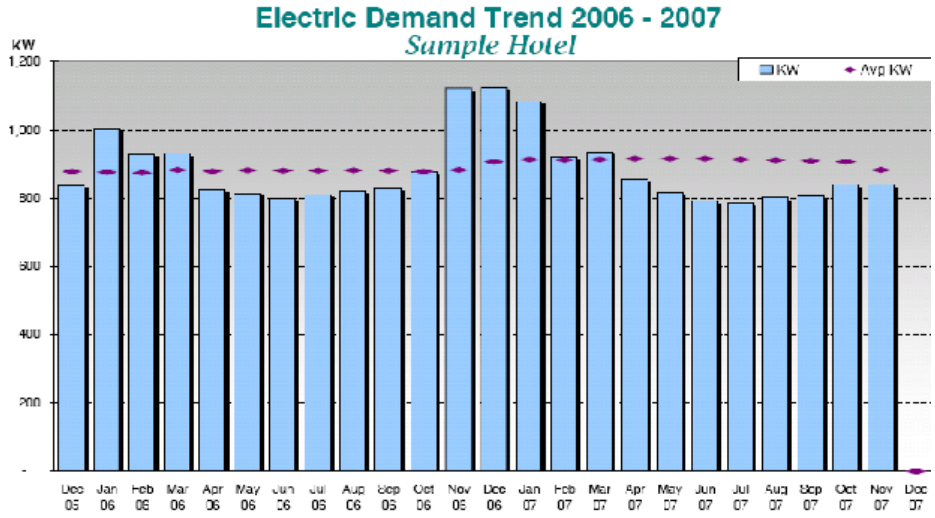
* This is the one you'll want to print out once a month and keep handy for when someone asks, "How much is gas costing us per occupied room?"
* Review this report for any red values and follow up to determine cause.

DEMAND

Bar chart showing electric demand KW by month for last year and the current year to date, with a trend line of the rolling average KW.

TIPS FROM THE ENERGARD CREW

* Demand KW comes directly from your utility bill. The line of diamonds is your rolling average KW. Unexpected demand costs can hurt your budget. Do you know how yours is calculated?



USE & COST

(Page 1) Listing of up to three years of monthly use and cost for each meter as it was entered from the utility bills, normalized first to last of each month. Eliminates confusion of irregular service periods.

TIPS FROM THE ENERGARD CREW

* This is a handy reference for when you need to compare actual billed use and costs, one year against another.
* Occupancy is provided by corporate and is used to make modest adjustments in the Energy Index. This is the only report that presents what Energard is given. Check the occupancy figures occasionally against your own and let Energard know if they don't agree.
* The last line will always be blue to remind you that it may contain accrued data based on the latest billing period.

Normalized Use and Cost

Sample Hotel

Values shown in BLUE may contain some accrued data and will be recalculated as new data is received.

	Electric		Gas		Steam		ChldWater		Wtr & Swr		Occ. Rms.	% Occ.	TOTAL
	KWH	cost	THERMS	cost	MLBS	cost	TON HOURS	cost	CCF	cost	rooms: 430		Total Cost
Jan 05	560,580	$34,903	1,638	$1,563	1,498	$32,805	72,924	$8,565	2,494	$6,202	8,448	63%	$84,039
Feb 05	458,896	$32,344	1,535	$1,411	1,290	$28,344	67,517	$7,610	2,013	$6,304	8,531	71%	$76,012
Mar 05	445,034	$32,562	1,651	$1,493	1,375	$30,208	66,063	$9,248	2,228	$6,979	8,920	67%	$80,490
Apr 05	474,825	$29,313	1,569	$1,456	1,274	$27,929	87,455	$10,073	2,180	$5,912	10,141	79%	$74,683
May 05	487,228	$29,862	1,554	$1,490	1,167	$25,600	142,542	$18,104	2,252	$6,110	10,451	78%	$81,165
Jun 05	460,367	$27,886	1,440	$1,344	1,041	$22,822	181,922	$19,310	2,577	$6,964	11,758	91%	$78,326
Jul 05	480,295	$31,841	1,550	$1,470	1,037	$22,753	240,113	$21,125	2,662	$7,197	11,343	85%	$84,386
Aug 05	484,793	$32,457	1,542	$1,646	988	$21,668	181,822	$15,645	2,837	$6,983	12,109	91%	$78,399
Sep 05	466,970	$29,302	1,469	$1,703	1,134	$24,871	89,254	$9,901	2,703	$6,691	11,115	86%	$72,470
Oct 05	488,916	$33,984	1,591	$2,046	1,080	$23,699	47,360	$6,267	2,169	$5,957	10,746	81%	$71,953
Nov 05	509,857	$38,881	1,458	$1,924	1,202	$26,347	46,523	$4,335	2,095	$5,751	9,243	72%	$77,238
Dec 05	525,573	$40,245	1,400	$1,846	1,356	$30,240	50,946	$6,314	2,050	$5,535	7,182	54%	$84,181
Annual Total	5,843,334	$393,580	18,397	$19,390	14,442	$317,287	1,274,441	$136,497	28,260	$76,585	119,987	76%	$866,755
	Electric		Gas		Steam		ChldWater		Wtr & Swr		Occ. Rms.	% Occ.	TOTAL
Jan 06	498,889	$36,318	1,368	$1,752	1,311	$32,355	60,133	$7,901	2,050	$5,535	9,480	71%	$83,862
Feb 06	475,185	$34,717	1,261	$1,411	1,344	$33,661	44,522	$10,375	2,126	$5,429	8,912	74%	$85,592
Mar 06	500,020	$37,187	1,372	$1,303	1,754	$43,910	77,768	$8,218	2,353	$6,011	10,314	77%	$96,630
Apr 06	456,101	$33,124	1,513	$1,221	1,506	$38,216	115,166	$11,810	2,624	$6,875	9,484	74%	$91,247
May 06	469,588	$30,438	1,682	$1,230	1,208	$34,168	145,331	$14,867	2,737	$7,183	9,604	72%	$87,885
Jun 06	453,769	$28,251	1,374	$1,041	1,183	$34,314	214,045	$18,672	3,212	$8,009	11,118	86%	$90,287
Jul 06	476,444	$30,403	1,338	$1,041	1,216	$35,200	253,426	$20,185	3,320	$8,276	11,252	84%	$95,105
Aug 06	479,858	$29,815	1,459	$1,342	1,166	$33,825	237,544	$18,404	2,228	$6,874	11,237	84%	$90,260
Sep 06	472,559	$28,466	1,439	$1,399	1,188	$36,193	142,790	$16,763	2,174	$6,637	11,237	87%	$89,457
Oct 06	495,266	$29,835	1,487	$1,445	1,627	$45,861	113,612	$15,542	2,498	$6,646	10,864	82%	$99,329
Nov 06	501,487	$30,398	1,505	$1,389	1,814	$52,378	86,699	$13,026	2,413	$6,422	11,231	87%	$103,613
Dec 06	564,003	$35,157	1,600	$1,943	2,115	$60,961	68,144	$9,912	2,349	$6,370	8,256	62%	$114,343
Annual Total	5,843,169	$384,110	17,398	$16,517	17,432	$481,042	1,559,180	$165,675	30,084	$80,266	122,989	78%	$1,047,344
	Electric		Gas		Steam		ChldWater		Wtr & Swr		Occ. Rms.	% Occ.	TOTAL
Jan 07	595,800	$38,644	1,585	$2,061	2,310	$64,692	56,072	$7,895	2,344	$6,361	8,256	62%	$119,653
Feb 07	509,140	$34,353	1,433	$1,302	1,745	$48,700	55,666	$6,504	1,998	$5,514	8,542	71%	$96,373
Mar 07	513,868	$34,703	1,574	$1,393	1,329	$37,138	93,967	$5,740	2,212	$6,105	9,142	69%	$85,078
Apr 07	481,814	$31,582	1,530	$1,279	1,021	$27,388	104,323	$17,087	2,350	$7,199	8,399	65%	$84,535
May 07	490,188	$31,176	1,627	$1,332	853	$17,878	149,068	$17,906	2,447	$7,513	10,167	76%	$75,805
Jun 07	473,855	$28,686	1,535	$1,522	677	$13,274	208,299	$17,227	2,699	$8,075	9,888	77%	$68,784
Jul 07	476,514	$27,246	1,535	$1,473	561	$11,023	254,090	$16,765	2,790	$8,348	10,227	77%	$64,855
Aug 07	477,692	$26,337	1,592	$1,037	556	$10,934	241,255	$15,958	2,813	$8,412	11,091	83%	$62,678
Sep 07	466,363	$26,639	1,641	$1,033	529	$10,394	161,823	$19,985	2,649	$7,922	11,206	87%	$65,973
Oct 07	488,549	$30,775	1,810	$1,187	758	$14,849	113,144	$21,948	2,498	$7,471	11,268	85%	$76,231
Nov 07	491,471	$31,818	1,625	$1,170	1,709	$33,470	86,699	$16,818	2,413	$7,218	11,134	86%	$90,494
Dec 07													
Yr-to-Date	5,465,254	$341,961	17,487	$14,789	12,048	$289,740	1,524,406	$163,833	27,213	$80,138	109,320		$890,461
Var to Prev YTD	-186,088	$6,992	-1,689	($215)	3,269	$130,341	-33,370	($8,070)	522	($6,241)	(5,413)		$ 122,806

Page 2, Normalized Use and Cost

USE & COST - UNIT COSTS

(Page 2) Each meter's unit costs based on the billed data from Page 1, in tabular and line graph format.

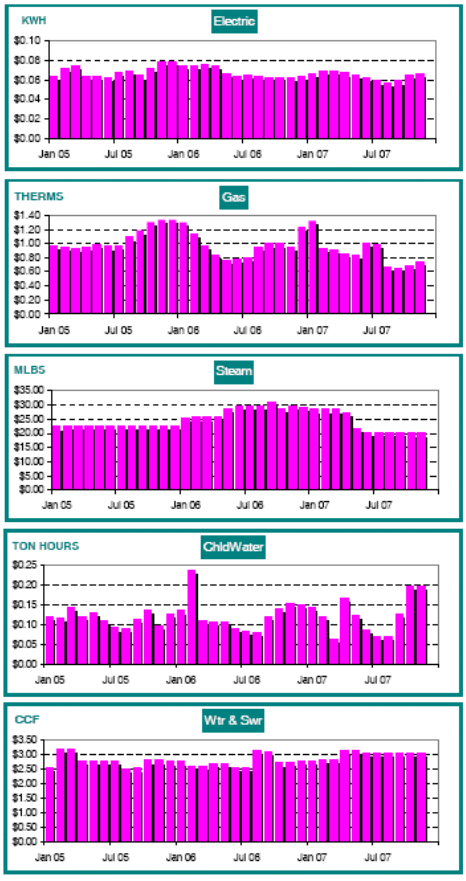
TIPS FROM THE ENERGARD CREW

* Hot pink bars tell interesting stories. This report is invaluable for helping you (and Energard) spot billing anomalies and the rare data entry error. Check out any spike. If it was caused by an operational event, you need to know. If you think it's an error, Energard needs to know.

Unit Costs by Month

Sample Hotel

		Electric	Gas	Steam	ChldWater	Wtr & Swr
		KWH	THERMS	MLBS	TON HOURS	CCF
	days	unit cost	unit cost	unit cost	unit cost	unit cost
Jan 05	31	$0.062	$0.954	$21.900	$0.117	$2.487
Feb 05	28	$0.070	$0.919	$21.972	$0.113	$3.132
Mar 05	31	$0.073	$0.904	$21.969	$0.140	$3.132
Apr 05	30	$0.062	$0.928	$21.922	$0.115	$2.712
May 05	31	$0.061	$0.959	$21.936	$0.127	$2.713
Jun 05	30	$0.061	$0.933	$21.923	$0.106	$2.703
Jul 05	31	$0.066	$0.949	$21.941	$0.088	$2.703
Aug 05	31	$0.067	$1.067	$21.931	$0.086	$2.461
Sep 05	30	$0.063	$1.159	$21.933	$0.111	$2.476
Oct 05	31	$0.070	$1.286	$21.944	$0.132	$2.746
Nov 05	30	$0.076	$1.319	$21.920	$0.093	$2.745
Dec 05	31	$0.077	$1.319	$22.301	$0.124	$2.700
Annual	365	$0.067	$1.054	$21.970	$0.107	$2.710
Jan 06	31	$0.073	$1.281	$24.680	$0.131	$2.700
Feb 06	28	$0.073	$1.119	$25.045	$0.233	$2.554
Mar 06	31	$0.074	$0.950	$25.034	$0.106	$2.555
Apr 06	30	$0.073	$0.807	$25.376	$0.103	$2.620
May 06	31	$0.065	$0.731	$28.284	$0.102	$2.624
Jun 06	30	$0.062	$0.758	$29.006	$0.087	$2.493
Jul 06	31	$0.064	$0.778	$28.947	$0.080	$2.493
Aug 06	31	$0.062	$0.920	$29.009	$0.077	$3.085
Sep 06	30	$0.060	$0.972	$30.465	$0.117	$3.053
Oct 06	31	$0.060	$0.972	$28.188	$0.137	$2.660
Nov 06	30	$0.061	$0.923	$28.874	$0.150	$2.662
Dec 06	31	$0.062	$1.214	$28.823	$0.145	$2.712
Annual	365	$0.066	$0.949	$27.595	$0.106	$2.668
Jan 07	31	$0.065	$1.300	$28.005	$0.141	$2.714
Feb 07	28	$0.067	$0.909	$27.908	$0.117	$2.760
Mar 07	31	$0.068	$0.885	$27.944	$0.061	$2.760
Apr 07	30	$0.066	$0.836	$26.825	$0.164	$3.063
May 07	31	$0.064	$0.819	$20.959	$0.120	$3.070
Jun 07	30	$0.061	$0.992	$19.607	$0.083	$2.992
Jul 07	31	$0.057	$0.960	$19.649	$0.066	$2.992
Aug 07	31	$0.055	$0.651	$19.665	$0.066	$2.990
Sep 07	30	$0.057	$0.630	$19.649	$0.123	$2.991
Oct 07	31	$0.063	$0.656	$19.590	$0.194	$2.991
Nov 07	30	$0.065	$0.720	$19.584	$0.194	$2.991
Dec 07						
Yr-to-Date	334	$0.063	$0.846	$24.049	$0.107	$2.945

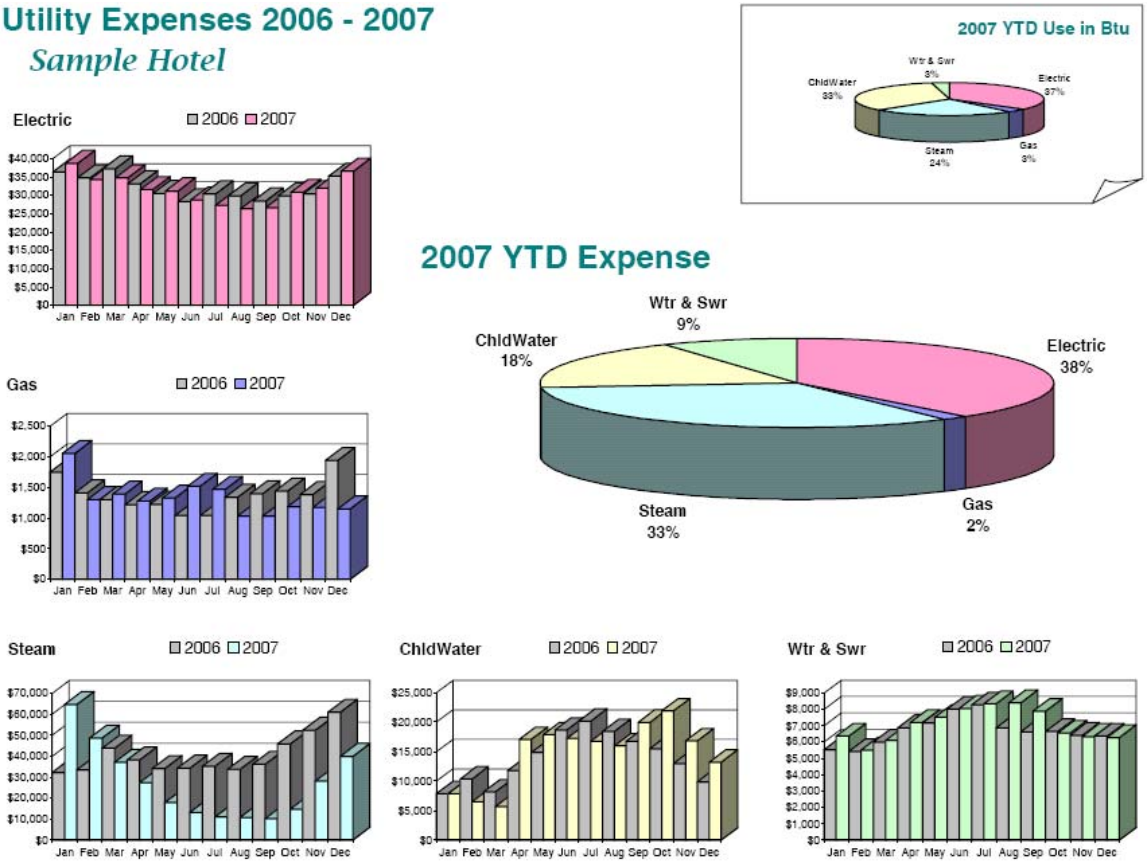


EXPENSES

Individual bar charts comparing current year-to-date monthly costs to the previous year. Color-coded bars correspond to pie chart display of current year expenses by meter. Smaller pie chart contrasts distribution of energy use in Btu by meter.

TIPS FROM THE ENERGARD CREW

* For a quick broad-brush look at how this year's expenses compare to last year's, this is what you need.
* The comparison of the use and cost pie charts can be most helpful when considering the merits of a new equipment purchase that involves a choice of fuel. How does "bang for the buck" compare between a gas dryer, for example, and an electric one.



ANNUAL SAVINGS and MONTHLY SAVINGS

Both demand-side and supply-side savings/loss, by meter and in total.

TIPS FROM THE ENERGARD CREW

* Savings as usually calculated by Energard are based on reduction of use. They could also be called "avoided cost" - the amount that would have been spent had the Use Index not gone down. These are the demand-side savings.
* Savings are also generated by reduction of purchase price, through negotiation, utility costs reduction, etc. These are the supply-side savings.
* Negative results or "losses" are shown in red, indicating some increase in use or supply cost.

Annual Savings Summary

Supply side savings is calculated as the change in average unit cost from Base Year, multiplied by current annual use.

Demand side savings, or avoided cost, is generated by reduction from Base Year of current Use Indexes (see Trends Report).

Savings Totals	Supply Side Savings	($6,835)
	Demand Side Savings	$215,762
	Total Annual Savings	$208,927
Meter 1 Electric	Supply Side Savings	$2,009
	Demand Side Savings	$12,183
	Total Annual Savings	$14,192
Meter 2 Gas	Supply Side Savings	$2,030
	Demand Side Savings	($967)
	Total Annual Savings	$1,063
Meter 3 Steam	Supply Side Savings	($14,742)
	Demand Side Savings	$169,185
	Total Annual Savings	$154,443
Meter 4 ChldWater	Supply Side Savings	$3,832
	Demand Side Savings	($956)
	Total Annual Savings	$2,876
Meter 5 Wtr & Swr	Supply Side Savings	$36
	Demand Side Savings	$36,317
	Total Annual Savings	$36,353

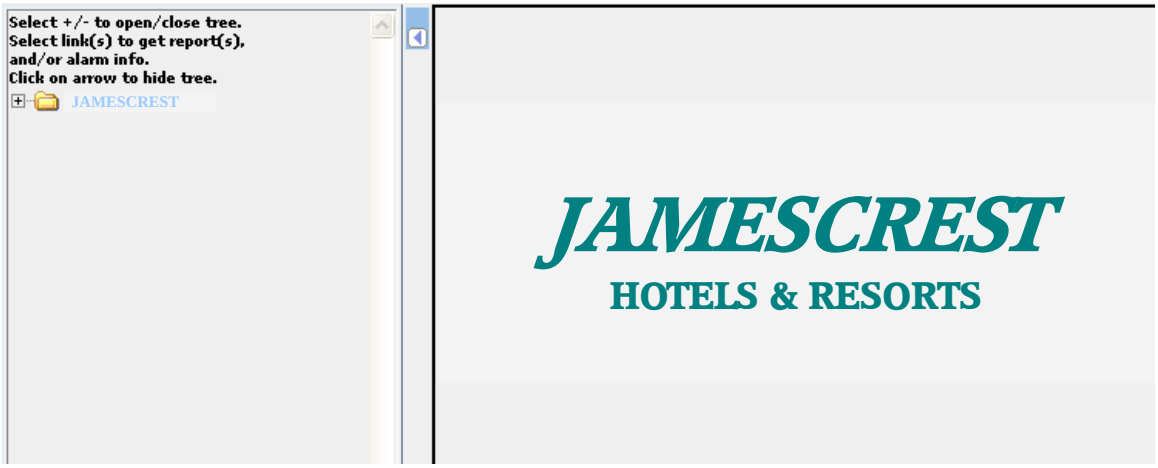
Monthly Savings Summary

Supply side savings is calculated as the change in average unit cost from previous month, multiplied by current monthly use.

Demand side savings, or avoided cost, is generated by reduction from Base Year of current Use Indexes. Monthly demand side savings is the change in current month annual savings compared to the previous month.

Savings Totals	Supply Side Savings	$829
	Demand Side Savings	($1,147)
	Total Month's Savings	($318)
Meter 1 Electric	Supply Side Savings	$859
	Demand Side Savings	$764
	Total Month's Savings	$1,623
Meter 2 Gas	Supply Side Savings	$106
	Demand Side Savings	($96)
	Total Month's Savings	$10
Meter 3 Steam	Supply Side Savings	($137)
	Demand Side Savings	($1,819)
	Total Month's Savings	($1,956)
Meter 4 ChldWater	Supply Side Savings	($0)
	Demand Side Savings	($102)
	Total Month's Savings	($102)
Meter 5 Wtr & Swr	Supply Side Savings	$1
	Demand Side Savings	$106
	Total Month's Savings	$107

GROUP REPORTS
Back at the top of the tree, click on the corporate name.

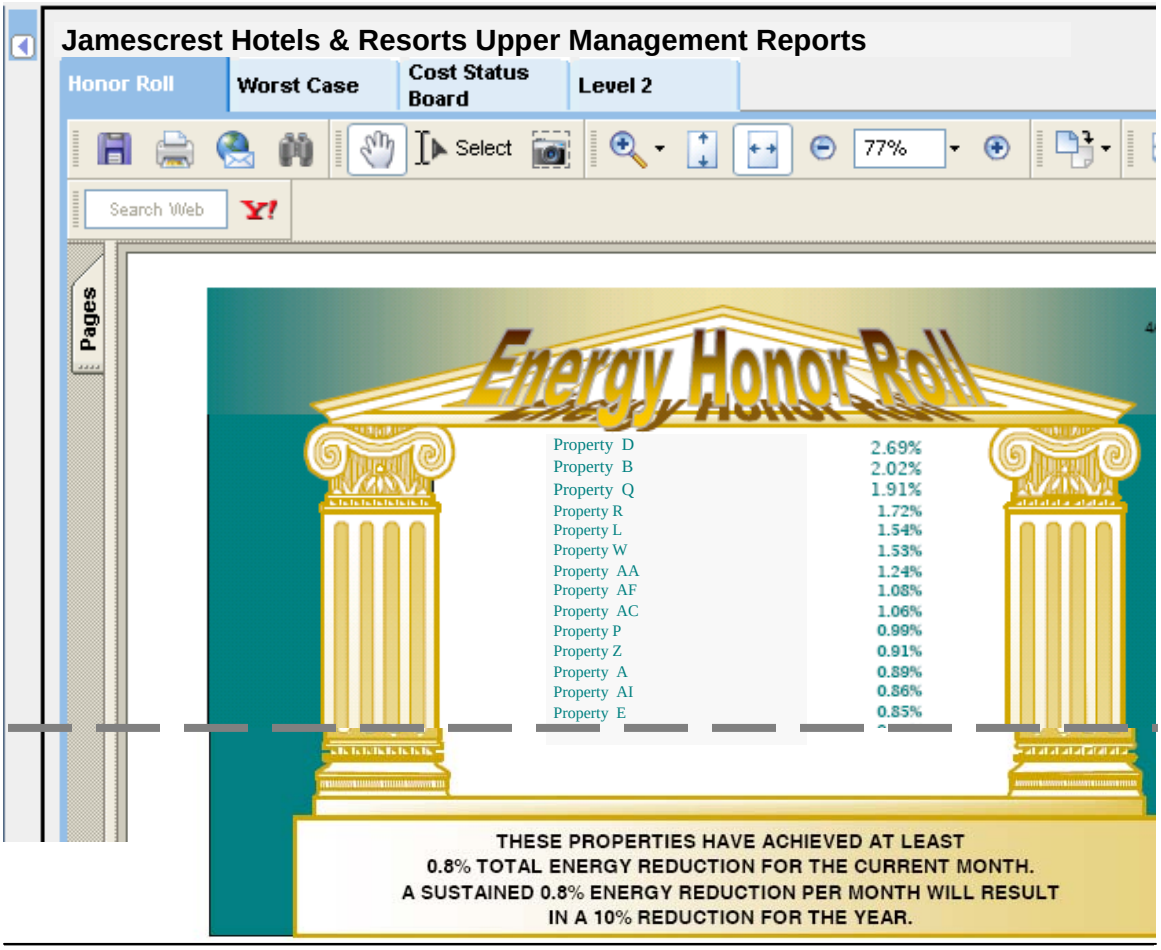


The tabs at the top of this screen indicate the available group reports.

ENERGY HONOR ROLL
Listing of properties achieving 0.8% improvement between the current Total Index and the Index for the 1st of the previous month.

TIPS FROM THE ENERGARD CREW

* Sustainability is the keyword for this report. Check your standing compared to other properties often, as the list is updated every night and changes as new data is received.



WORSTCASE ANALYSIS
Statistical analysis to determine which properties, if any, are the best place(s) for extra time, effort, and money to be invested for the greatest return.

TIPS FROM THE ENERGARD CREW

* Six criteria were selected and weighting factors assigned in order of contribution to serious problems. If your property appears on this report, you need to determine why ASAP!

Worst Case Analysis
Evaluation by Statistical Methodology

Prepa
Energard Technol
2/2

If a property is shown to be in the worst 50 percentile of an given category, a mark or marks are assigned, depending on the relative importance of the category in determining the need for attention. The exception to this is #2. If a property's total Index is increasing, it is taken as a serious sign and is weighted accordingly. The following properties are those facilities which need attention and evaluation for potential cost savings:

Weighting Factors	Sample #1 SAP #	Sample #2 SAP #	Sample #3 SAP #	Sample #4 SAP #	Sample #5 SAP #	Sample #6 SAP #	Sample #7 SAP #	Sample #8 SAP #	Sample #9 SAP #	Sample #10 SAP #	Sample #11 SAP #	Sample #12 SAP #	
1. Energy Index	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	
2. Index Neg Change	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓	
3. BTU/Sq Ft	✓	✓	✓	✓			✓	✓	✓	✓			
4. Cost/Sq Ft	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
5. Fuel Cost/ MMBTU	✓	✓	✓	✓	✓	✓	✓					✓	
6. Total Cost	✓	✓			✓	✓		✓			✓	✓	
Total	9	9	8	8	8	8	8	8	7	7	7	7	7

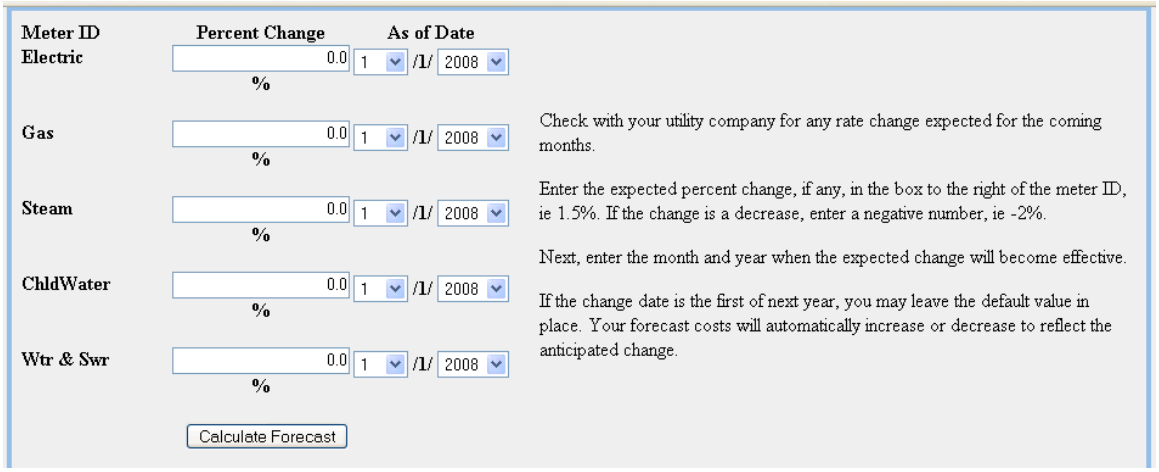
FORECASTING

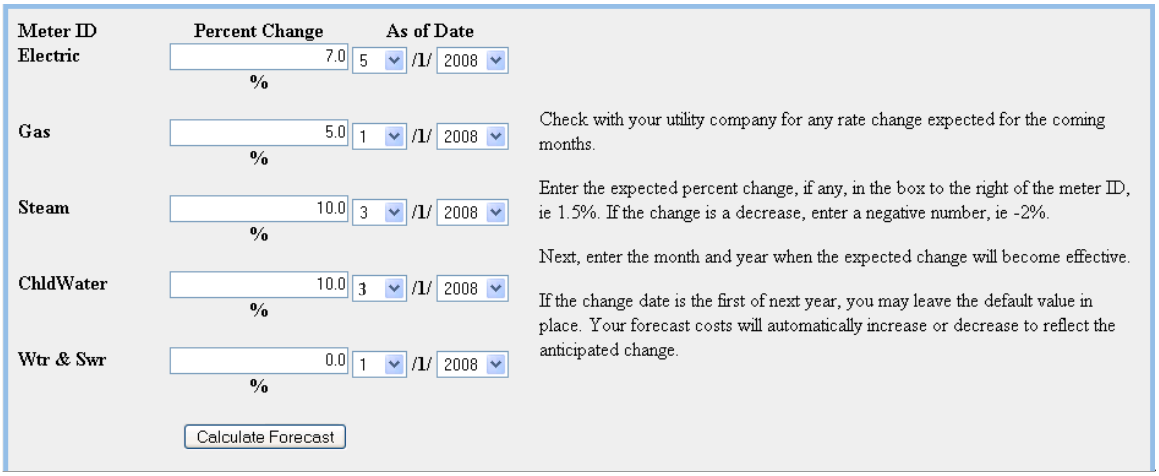
A tool specially developed for property engineers as an aid at budgeting time and to predict the effect of any "surprises" during the year.

TIPS FROM THE ENERGARD CREW

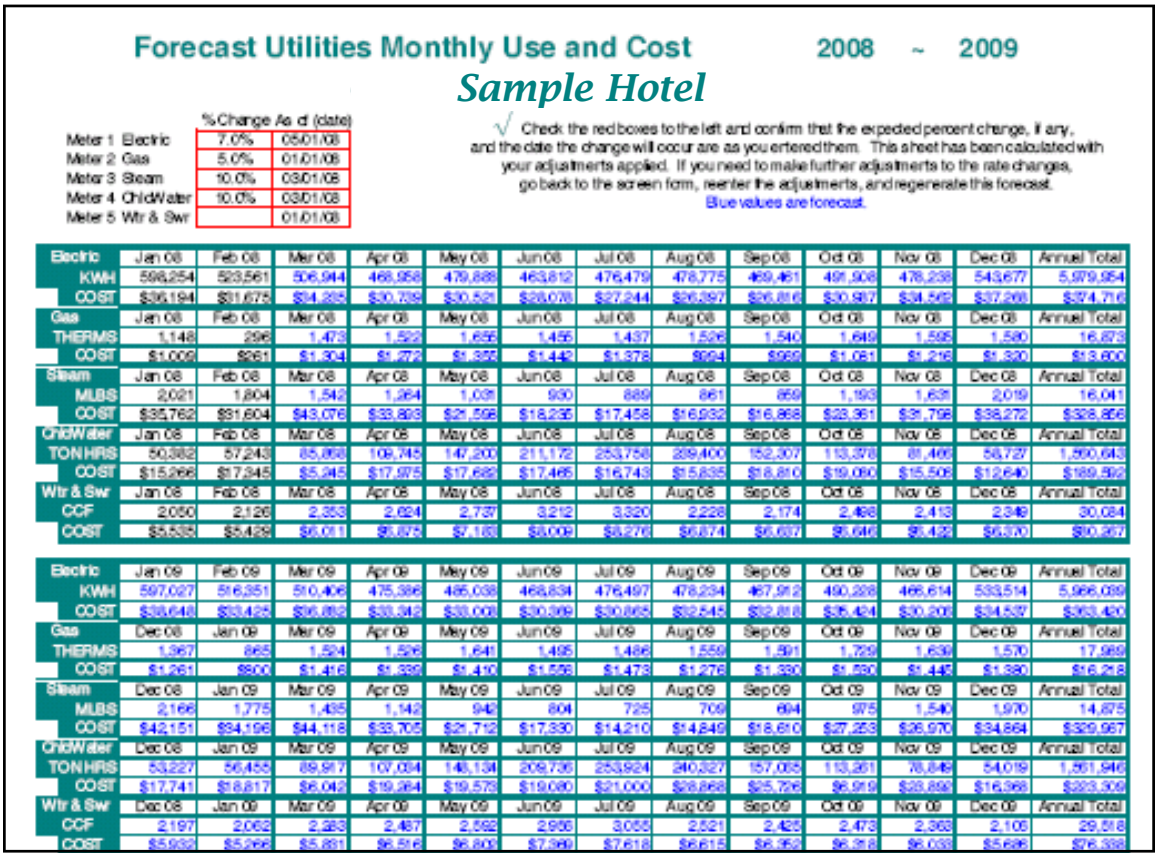
* Follow the instructions and fill in the form. Northing you do here is permanent - that is to say, it does not affect your data or your other reports in any way.

* When you have filled in any known rate changes (or your best guess), click Calculate Forecast.





* The Envision software will calculate your forecast for the rest of the current year and the next year. Blue values are forecast, black values are actual from utility billing.
* If you want to change any of the parameters you entered, click on the Forecasting tab at the top of the page and you can edit your form or start over.
* This form is limited to one rate change per meter. Should your needs include more than one increase per meter/fuel for the year, please contact Energard.



Forecast Utilities Monthly Use and Cost 2008 ~ 2009

Sample Hotel

	%Change	As of (date)
Meter 1 Electric	7.0%	05/01/08
Meter 2 Gas	5.0%	01/01/08
Meter 3 Steam	10.0%	03/01/08
Meter 4 ChldWater	10.0%	03/01/08
Meter 5 Wtr & Swr		01/01/08

√ Check the red boxes to the left and confirm that the expected percent change, if any, and the date the change will occur are as you entered them. This sheet has been calculated with your adjustments applied. If you need to make further adjustments to the rate changes, go back to the screen form, reenter the adjustments, and regenerate this forecast.

Blue values are forecast.

Electric	Jan 08	Feb 08	Mar 08	Apr 08	May 08	Jun 08	Jul 08	Aug 08	Sep 08	Oct 08	Nov 08	Dec 08	Annual Total
KWH	599,254	523,561	506,944	468,958	479,888	463,812	476,479	478,775	469,461	491,908	478,238	543,677	5,979,954
COST	$36,194	$31,675	$34,285	$30,739	$30,521	$28,078	$27,244	$26,897	$26,816	$30,587	$34,569	$37,266	$374,716
Gas	Jan 08	Feb 08	Mar 08	Apr 08	May 08	Jun 08	Jul 08	Aug 08	Sep 08	Oct 08	Nov 08	Dec 08	Annual Total
THERMS	1,148	296	1,473	1,522	1,655	1,455	1,437	1,526	1,540	1,649	1,595	1,580	16,873
COST	$1,009	$261	$1,304	$1,272	$1,355	$1,442	$1,378	$994	$969	$1,081	$1,216	$1,320	$13,600
Steam	Jan 08	Feb 08	Mar 08	Apr 08	May 08	Jun 08	Jul 08	Aug 08	Sep 08	Oct 08	Nov 08	Dec 08	Annual Total
MLBS	2,021	1,804	1,542	1,264	1,031	930	889	861	859	1,193	1,631	2,019	16,041
COST	$35,762	$31,604	$43,076	$33,803	$21,596	$18,235	$17,458	$16,932	$16,868	$23,361	$31,798	$38,272	$328,856
ChldWater	Jan 08	Feb 08	Mar 08	Apr 08	May 08	Jun 08	Jul 08	Aug 08	Sep 08	Oct 08	Nov 08	Dec 08	Annual Total
TON HRS	50,382	57,243	85,868	108,745	147,200	211,172	253,758	239,400	152,307	113,378	81,466	58,727	1,560,643
COST	$15,266	$17,345	$5,245	$17,975	$17,692	$17,465	$16,743	$15,835	$18,810	$19,090	$15,508	$12,640	$189,592
Wtr & Swr	Jan 08	Feb 08	Mar 08	Apr 08	May 08	Jun 08	Jul 08	Aug 08	Sep 08	Oct 08	Nov 08	Dec 08	Annual Total
CCF	2,050	2,126	2,353	2,624	2,737	3,212	3,320	2,226	2,174	2,486	2,413	2,349	30,084
COST	$5,535	$5,429	$6,011	$6,675	$7,166	$8,009	$8,276	$6,674	$6,697	$6,646	$6,432	$6,370	$80,267

Electric	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Annual Total
KWH	597,027	516,351	510,406	475,396	485,038	468,834	476,497	478,234	467,912	490,228	486,614	533,514	5,966,089
COST	$38,648	$33,425	$36,862	$33,342	$33,003	$30,369	$30,865	$32,545	$32,618	$35,424	$30,201	$34,537	$383,490
Gas	Dec 08	Jan 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Annual Total
THERMS	1,367	865	1,524	1,526	1,641	1,495	1,486	1,559	1,591	1,729	1,639	1,570	17,989
COST	$1,261	$800	$1,416	$1,335	$1,410	$1,556	$1,473	$1,276	$1,330	$1,530	$1,445	$1,380	$16,218
Steam	Dec 08	Jan 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Annual Total
MLBS	2,166	1,775	1,435	1,142	943	804	725	709	694	975	1,540	1,970	14,875
COST	$42,151	$34,196	$44,118	$33,705	$21,712	$17,330	$14,210	$14,849	$18,610	$27,253	$26,970	$34,864	$329,967
ChldWater	Dec 08	Jan 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Annual Total
TON HRS	53,227	56,455	89,917	107,034	146,134	209,736	253,924	240,327	157,055	113,261	78,848	54,019	1,561,946
COST	$17,741	$18,817	$6,042	$19,264	$19,575	$19,080	$21,000	$28,868	$25,726	$6,919	$28,899	$16,966	$223,309
Wtr & Swr	Dec 08	Jan 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Annual Total
CCF	2,197	2,062	2,383	2,487	2,592	2,966	3,055	2,521	2,425	2,473	2,363	2,105	29,518
COST	$5,932	$5,266	$5,881	$6,516	$6,803	$7,369	$7,618	$6,615	$6,362	$6,318	$6,033	$5,686	$76,338

Energard's Real-Time Energy Accounting:

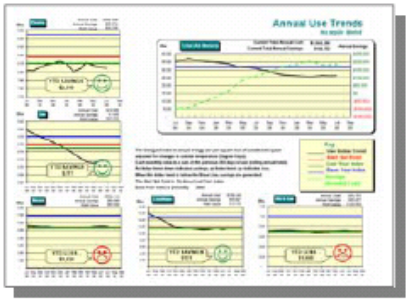
more than utilities cost management, beyond basic record keeping,

Envision - the real-time energy management tool

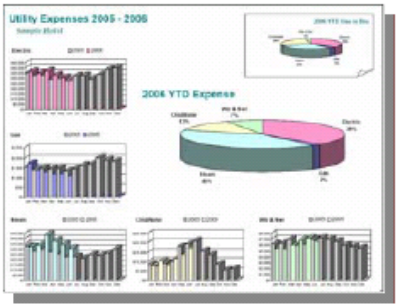
Always the latest version

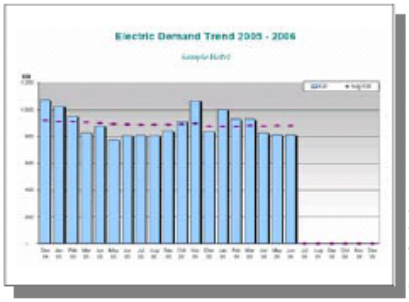
No worries about having the most current software or having to buy an upgrade. The Envision software resides on Energard's server, with current weather. You provide the bill copies or arrange for electronic data transfer from your utility companies.

Envision reports are posted to your secure address. Alerts or alarms are sent when predetermined limits are approached. Energard saves your time and energy for the important part - analyzing the reports and managing your energy conservation program!



Each building is unique. It's efficiency is affected by the interaction of electricity, fuels, water, people, and weather. Envision reports are organized by building, so you can look at the over-all picture, by meter and in total.





Monitoring demand can save big bucks. As with energy use (above) the annual trend of demand (left) automatically compares current levels with the previous year.

Utility bills, normalized first to last of each month, provide a history of use, cost and demand. Previous years' and year-to-date totals are useful for record keeping and for budget tracking. A companion report of monthly unit costs keeps you on top of rate fluctuations and occasional billing errors.
As always with Envision reports, you see the total building picture.

Support for Six Sigma or EPA?

Envision provides the data. The information you need is permanently stored for you to access whenever you need it.

Attention, Controllers!

Tired of the monthly accruals hassle?
Let Envision do the work for you.
Accruals emailed directly to you.
On time, every time!

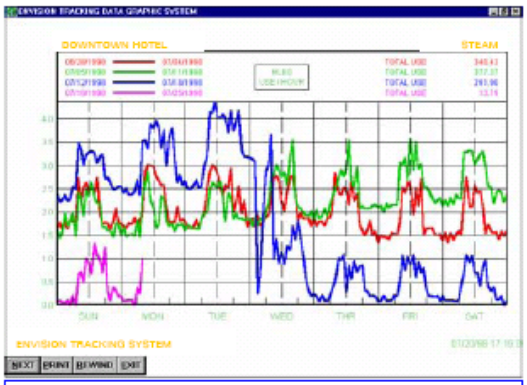
Always current:

Envision makes it possible to link billed data with hourly real-time data to produce reports that are as current as midnight last night.

Profiles

Profiles of hourly data from remote pulse-generating meters and submeters can be automatically updated every 5 minutes and viewed in virtual real-time on the Internet. At the same time, data listings are available for printing and/or downloading in Excel format. Envision gives visibility to energy use and early warning of system problems.

Portrait of a leaking heat exchanger



Red and **green** profiles show progressive increase in hourly steam use.

Blue profile shows results of repairs completed mid-week.

Pink profile shows continuance of acceptable operating levels.

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