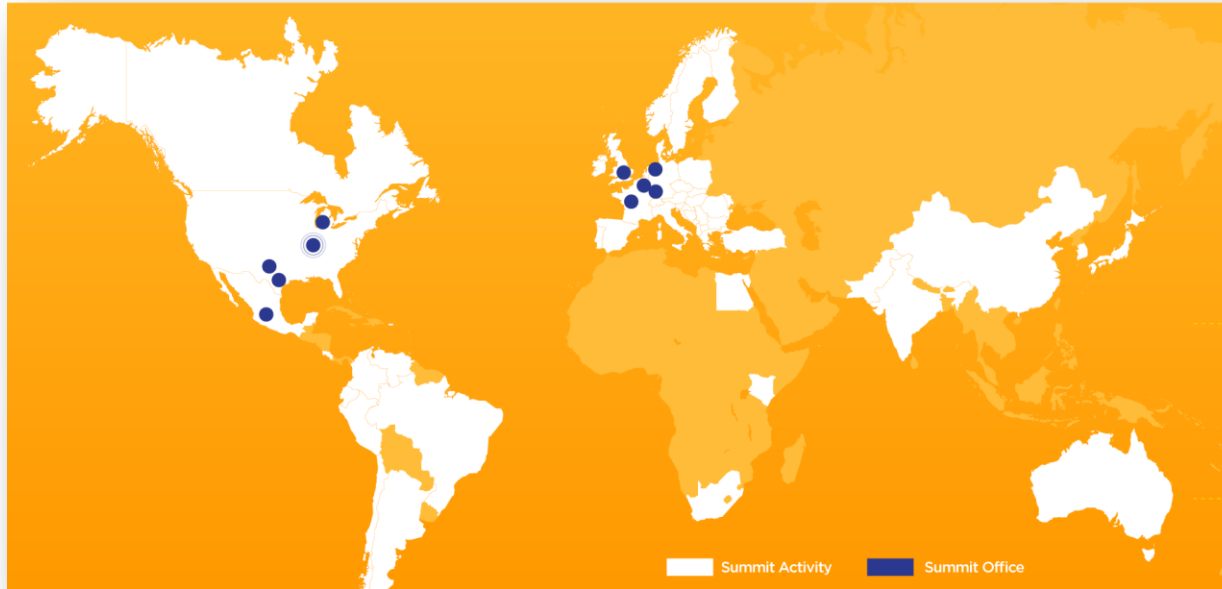


Best Practices for the New Carbon Economy



John Hoekstra, Director of Sustainability
North American Climate Policy Forum
June 23, 2010

Summit Overview



International Sustainability & Energy Mgmt Services Firm

Founded 1991 □ 10 Offices □ 350+ employees □ 25,000+ client sites

Manage \$20 Billion energy, water, waste spend

Over 50 million tons CO₂-e

1. Know Your Risks & Opportunities

Societal / Citizenship



Customer / Competitive Market



Regulatory

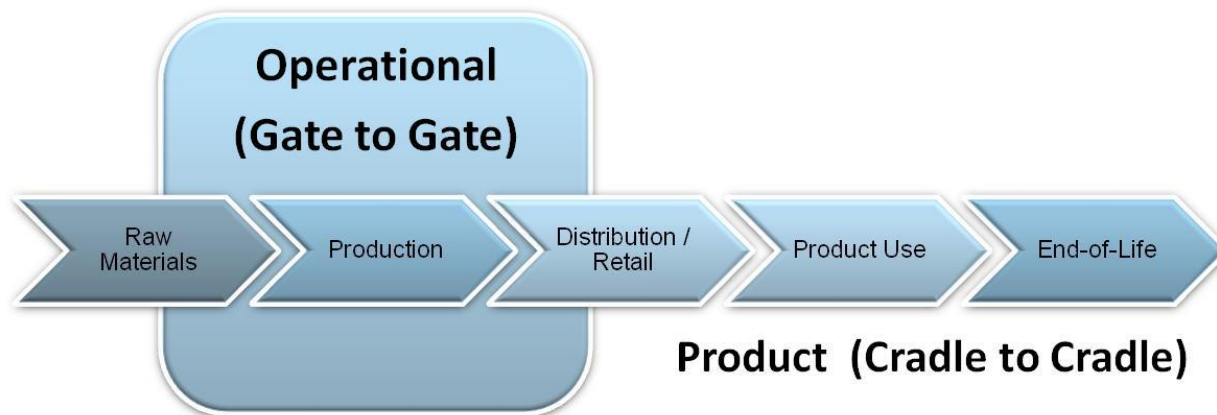


Investor / Shareholder

CARBON DISCLOSURE PROJECT



2. Know Your Impact



3. Act Smarter: Reduce & Quantify

Energy Efficiency – 10 Ways to Save

- ➔ Lighting
- ➔ Compressed Air
- ➔ Boiler Management
- ➔ Drive Belts
- ➔ Chiller Controls
- ➔ Cooling Towers
- ➔ Usage Correlation
- ➔ Demand Management
- ➔ Heating and Ventilation
- ➔ Pumps and Fans

3. Act Smarter: Reduce & Quantify

Identified Projects		Usage Reduction		Scope 1 GHG Reduction [lbs CO2-e]	Scope 2 GHG Reduction [lbs CO2-e]	Total GHG Reduction [lbs]	Total GHG Reduction [tonnes]
		Gas [MMBtu]	Electric [MWh]				
Usage Correlation		1300		157,629	-	157,629	72
Electric Demand Management			3400	-	3,641,400	3,641,400	1,652
Electric Power			2310	-	2,474,010	2,474,010	1,122
Compressed Air			230	-	246,330	246,330	112
Lighting			1100	-	1,178,100	1,178,100	534
Heat Recovery		12000		1,455,036	-	1,455,036	660
HVAC		2300	500	278,882	536,500	814,382	369
Pumps and Fans			250	-	267,750	267,750	121
Refrigeration				-	-	-	-
Miscellaneous			200	-	214,200	214,200	97
				-	-	-	-
Total		15,600	7,990	1,891,547	8,557,290	10,448,837	4,740

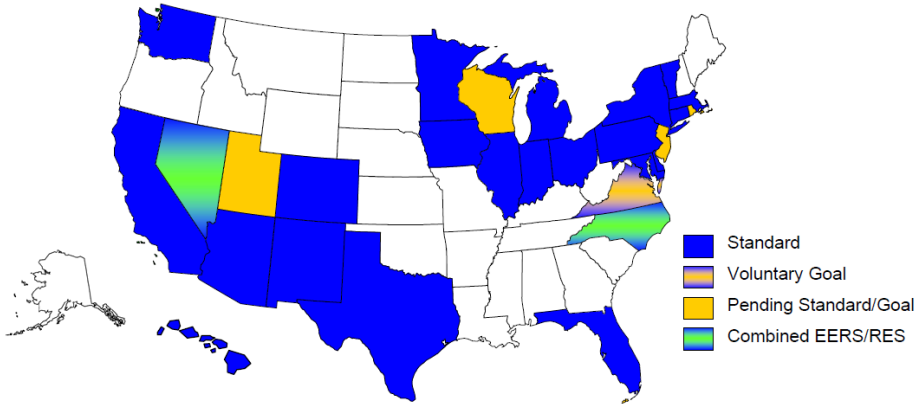
4. Be Cleaner: Consider Renewables

One Moos and One Hums, but They Could Help Power Google



Source: New York Times

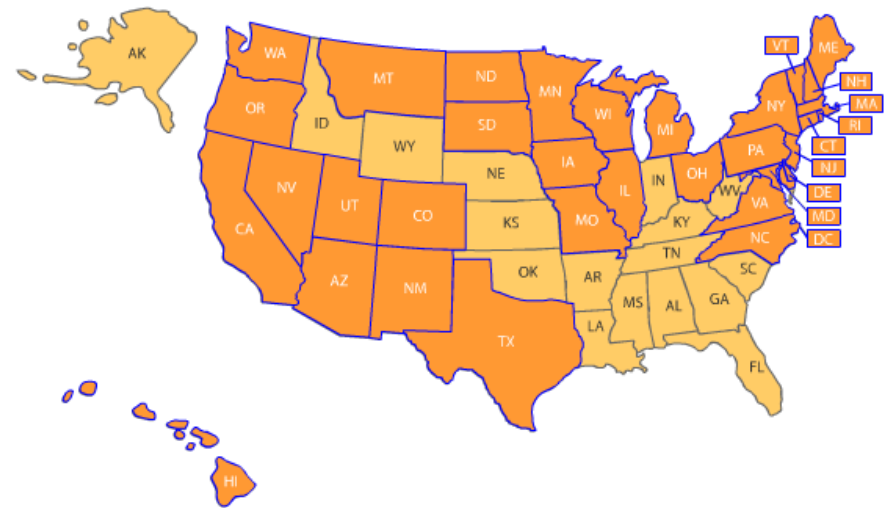
5. Capitalize on Incentives



Twenty-four states have enacted energy savings goals, or Energy Efficiency Resource Standards (EERS), through legislation and four states have a pending EERS

Energy Efficiency Resource Standards

Renewable Portfolio Standards



Sources: AEEE & Pew Center on Climate Change

Best Practices in the New Carbon Economy

1. Know Your Risks & Opportunities

- ➔ Develop an enterprise-wide strategy

2. Know Your Impact

- ➔ Measure, Manage & Focus Priorities

3. Act Smarter: Reduce & Quantify

- ➔ Engage your culture & shift mindset

4. Be Cleaner: Consider Renewables

- ➔ Cost feasibility as markets develop

5. Capitalize on Incentives

- ➔ Don't let help pass you by



dashboardDView™ Sustainability Portal

More info @ www.summitenergyGPS.com

WHERE ARE YOU ON THE ROAD TO SUSTAINABILITY?
Use the slider below to see how Summit's services match up with your situation.

STARTING OUT DOWN THE ROAD

GET STARTED

SummitEnergy GPS
GREEN POSITIONING SYSTEM™

ASSESS STRATEGIZE PLAN OPTIMIZE REPORT

HOW DO YOU NAVIGATE THE ROAD TO SUSTAINABILITY?

At Summit we understand the green world all around the world. Helping companies assess, create and implement sustainability strategies that are both economically and environmentally viable. It's important that organizations big or small, industrial or commercial appropriately plan for and implement sustainability initiatives to ensure future success.

- WHERE ARE YOU NOW?
- HOW CAN YOU PROCEED SAFELY?
- WHERE DO YOU NEED TO BE?
- ARE YOU MAKING PROGRESS?
- HOW WILL YOU GET THERE?
- ABOUT SUMMIT ENERGY

Summit's carbon footprint validated and registered **LEARN MORE**

CONTACT SUMMIT → Get started today on building a sound sustainability strategy for your company

SUSTAINABILITY WEBINARS

Did you miss one of our webinars? Catch up by clicking the "view webinar" links below.



Software Without Thorough Processes: Like Putting the Cart Before the Horse

Original Live Date: 15 December, 2009

Regulations are emerging that require companies to collect and report emissions data. Just putting all your data in software isn't the right place to start. The key is getting clean, auditable data first. To meet this need, Summit built a "smart" sustainability and enterprise carbon reporting solution. Watch this webinar to see how Summit can ensure you put the horse in front of the cart. » [view webinar](#)



Sustainability in Your Global Supply and Distribution Network

Original Live Date: December 10, 2009

Summit contributed to a joint webinar with Centrica and Integrity Interactive on the sustainability issues facing the supply chain. Summit provides background on the issues ranging from carbon management with upstream suppliers to social compliance. Summit also provides best practice recommendations on how to develop a best in class supply chain program for sustainability. » [view slides](#)



The CRC Energy Efficiency Scheme: Are you Ready?

Original Live Date: 8 December, 2009

Regulations and compliance with the UK's Carbon Reduction Commitment Energy Efficiency Scheme are right around the corner. Prepare yourself by watching this webinar full of insight into the requirements, best practices and key strategies for maintaining compliance. Learn how to maximize your company's financial position under the scheme. » [view webinar](#)



Prepare Your Company for Post-Kyoto

Original Live Date: 18 June, 2009

This webinar includes information about the Kyoto Protocol and its effect on European industry, as well as what you can expect from the post-Kyoto negotiations in Copenhagen in November, 2009. You will learn how your company can benefit by being pro-active with renewable energy initiatives and preparing for upcoming regulations. » [view webinar](#)



Roadmap to Sustainability

Original Live Dates: 16 October - 20 November, 2008

This six-part webinar series discusses the emerging topic of sustainability. Upon completion of the series, participants will have an understanding of all facets of sustainability - from strategy and planning to carbon emissions management to corporate messaging opportunities. For more information about this series, please contact us and we'll be pleased to share the recordings with you. » [email us](#)



Building Sustainability Event

Original Live Date: 11 September 2008

Summit offered a free seminar at the Spectrum Center in Addison, TX focused on sustainability topics for property management professionals. If you missed the event, view the slides to learn about issues your organization should be addressing with the changing market pressures and regulatory landscape. » [view slides](#)