

Tactical Energy Group

Financial Resilience Through Smart Energy Tactics

**Energy and Water: See the Risk. Face the Risk.
Turn the Risk into Opportunity.**

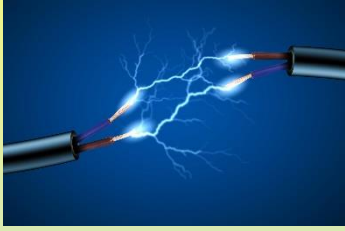


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Jonathan Burke, Principal

Energy & Water:

Budget Lines that can add Valuable “Opportunity” Revenue to your Organization.



Economics

Not-for-Profit Organizations: Your newest annual fund donor.

For Profit Businesses: Your newest income stream or competitive advantage.

Cities and Towns: Your newest source of revenue.

Security

Financial Resilience means a stronger, more secure organization.

Environment

Because you want your organization to do the right thing!



Be the one in your organization to find the money!

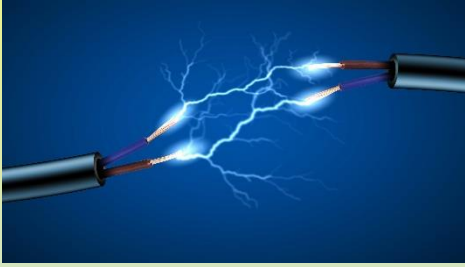
DEFINITION: Opportunity Revenue (FOUND MONEY)

- 1) Money which you would give to your electricity, natural gas or water/sewer utility or which you would spend on liquid fuels, which you can keep in your bank account.
- 2) Funds that may be deducted from ordinary cost of doing business accounts to increase monthly cash flow in support of your organization.
- 3) Funds which will appear year after year in your bank account after you have optimized your energy and water use.

How Much Opportunity Revenue Can Be Found in Your Organization?

Facility	Annual Energy Costs	Annual Savings	Consulting Fee	Facility Upgrade Cost
Hotel	\$578,600.00	\$22,500.00	\$12,000.00	\$0.00
Medical Facility	\$325,000.00	\$100,146.00	\$15,878.00	\$0.00
Religious Institution	\$90,000.00	\$18,667.00	\$14,000.00	\$0.00
Municipality	\$6,500,000.00	\$513,000.00	\$90,000.00	\$0.00

Tapping the Revenue



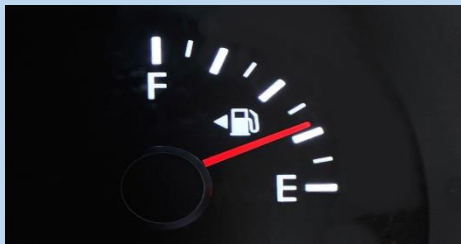
Electricity:

Supply Side Analysis
Conservation
Monitoring



Natural Gas:

Procurement
Conservation
Co-Generation



Liquid Fuels for Transportation

Alternate Fuel Strategies
Transportation Security
Fleet Analysis



Water

Procurement
Conservation
Recycling



Renewable / Distributed Energy

System vetting
Cost modeling
Grid Connection



Strategic Energy Planning

Forward Energy Cost Modeling
Project Development
Implementation Schedule

Road Map To Revenue:

Step 1

- Schedule Appointment
- Sign Preliminary Contract with Cost Recovery Guarantee
- Provide Utility Release, Gather Data, Tour Facility

Step 2

- Review Electricity, Natural Gas, Fuel and Water Data
- Review Facility Data
- Produce Opportunity Menu

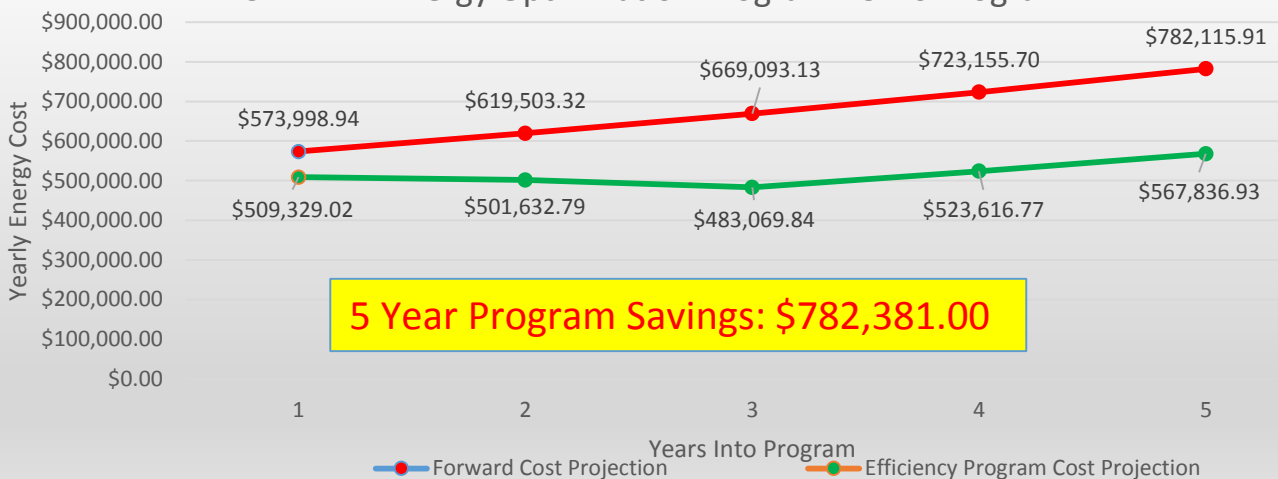
Step 3

- Produce and Present Opportunity Report To Owner(s)
- Define Scope of Work
- Develop and Sign Contract

Step 4

- Complete Full Analysis and Verify Opportunities
- Produce Report with Actionable Menu Items
- Implement Efficiency Program and Reap the Savings!

SAMPLE: Energy Optimization Program VS No Program



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