



Energetic, LLC

Partner Showcase: FESCO Energy

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Energetic: What We Do



Energetic provides four service bundles:

1. Energy Bundle
 - a. Energy Savings and Cold Storage Risk Management: Phase Change Solutions
 - b. Energy Production and Efficiency Retrofits
 - c. Energy monitoring, smart building control systems and data management
 - d. Energy rate brokering
2. Energy Off-Taker Bundle (behind the meter energy consumers)
 - a. Cold Storage
 - b. Datacenters
 - c. Critical Industry
 - d. Controlled Environment Agriculture
3. Commercial Real Estate Development to support the above, as needed
4. Commercial Finance and Capital access

This presentation will focus on Energy Efficiency and Energy Provisioning Services.



Energetic Partners with FESCO Energy



Energetic LLC has a contractual relationship with FESCO Energy to jointly deliver energy solutions. Together, we deliver customized energy solutions where, how, and when they are needed. We partner with our clients on energy assessments and energy-as-service to on-site generation, renewable and distributed/ commodity energy, and storage. What we deliver is exceptional cost savings, increased efficiency, energy security, resiliency, and of course, a greater ROI.



ENERGY EFFICIENCY

Our unique no obligation engagement process identifies energy efficiency opportunities for you.

- Turnkey energy performance contracting capabilities
- Energy infrastructure upgrades with no CAPEX
- Generated energy savings guaranteed
- Off balance sheet financing available



DISTRIBUTED GENERATION & RESILIENCY

- Increase operability resiliency.
- Reduce costs.
- Decreased environmental and carbon footprint.
- Solar/CHP/Storage/Microgrid.
- Enhanced operability/reliability...All while working behind the meter, so power stays on even when the grid is down.



ENERGY-AS-A-SERVICE

FESCO will design, build, own, operate, and maintain: HVAC, electric generation, thermal generation, compressed air, and energy storage systems to meet your specific requirements, and only charge you for the energy you use, regardless of system size.

Why work with us?

Clients work with us because we simplify the acquisition, contracting, deployment, and management of energy solutions for government agencies and organizations with mission critical infrastructure and a desire to increase efficiencies while reducing your carbon footprint.

Look over our partner FESCO's statistics and some of their customer logos:

Federal Contracting Accelerator:
Midnight Sun FESCO,
an Alaskan Native Corporation 8(A)



FESCO Customers By The Numbers

13.7%

Average for gas and electric rate savings

42.4%

Average decrease in water consumption

39%

Average reduction of greenhouse gas emissions

72%

Of our customers decreased their energy consumption by 30%+

21%

Of our customers decreased their energy consumption by 40%+



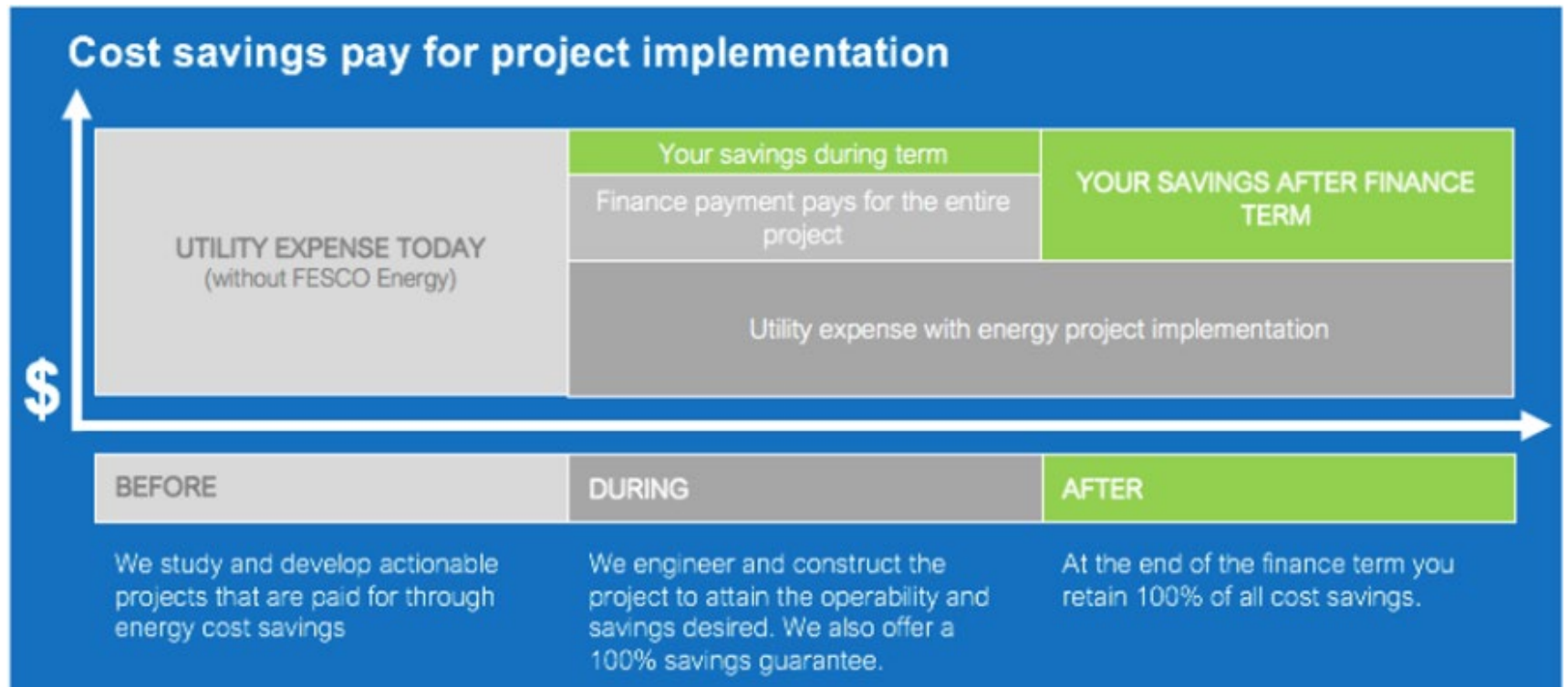
Homeland Security



National Institutes of Health
Turning Discovery Into Health



Onsite Energy Savings



FESCO PROJECTS

- Are paid for through cost and energy savings.
- Stay off your balance sheet and act as an investment in your infrastructure.
- Reduce greenhouse gas emissions.
- Are sustainable.
- Improve your energy resiliency.
- Address deferred maintenance, without requiring your capital.

Solar



No renewable resource shines as brightly as solar energy. Combined with properly designed and constructed battery storage a solar/battery system offers stronger predictability and mighty cost savings. Fortunately, our team is leading the field in evolving the asset ownership structure related to how businesses can utilize renewable intermittent electrical generation as base load supply.

Here's how it works: at no capital expense to your business, solar farms are built to capture and deliver clean energy to nearby electric grids, from which clients purchase their energy harvested from the SUN. Routing its power to the utility, this energy requires no complex wiring or pricey equipment to install. It is a trend that has shown consistent double-digit growth over the past few years, and the benefits are clear: lower prices that satisfy companies, and an investment in the planet's future through reduced use of emission releasing energy generation.

If your company is considering a switch to cleaner energy and a brighter future, we are here to be your one-stop, go-to energy services company. We will handle everything from price analysis, zoning, permitting, interconnect, engineering, procurement, construction and licensing and the long-term care and maintenance of the system(s). Help us help you reduce your emission profile, reduce costs, save money and turn your old infrastructure into a more sustainable one.

Finance



We provide in-house financing and analytical expertise with access to over \$1.5 billion of investment capital for your energy projects.

WE OFFER:

- up to \$220M Project Finance
- Project Equity Investment
- off-balance sheet investment with cost savings.
- commodity-structured resilient sustainable generation.
- finance for project sourcing and construction.
- the ability to secure utility rebates, incentives, and grants.

As a one-stop energy services provider, we are staffed to provide personal attention and seamless delivery from project inception to completion.

YOU'LL RECEIVE:

- a single point of contact who has a personal stake in your project's long-term success.
- exceptional communication and information-sharing throughout your project.
- flexible scheduling.
- a timely completion of your project.
- project training and education for your employees.
- ongoing energy support (operations and maintenance, real-time asset monitoring)
- reverse auction commodity programs.
- utility bill analysis.



Energy Partner Pedigree



Our partner FESCO, established in 2018, has already made a great impact thanks to the company's savvy and expertise paired with an international appetite to harness the power of efficient and clean energy. As a Department of Energy qualified Energy Services Company, FESCO has cemented its spot as one of the country's go-to companies for reducing both energy usage and cost, which it has executed for its myriad customers. As such, FESCO has been recognized with numerous awards for its esteemed work.

Locally, the company has received great acclaim. In 2018, FESCO was named the State of Maryland's Most Innovative Company. Gaining momentum, FESCO then won the Hometown Hero Award for Frederick, Maryland in 2019 thanks to the success of its bold vision and customer satisfaction. In 2020 FESCO received "Excellent" CPAR ratings for its delivery of an energy project to the US Navy. FESCO has constructed sustainable and resilient energy infrastructure projects for the National Institutes of Health, Navy, Army, National Park Service, private health care clients and universities.

In 2023, FESCO was named one of Frederick County's Top 50 Most Innovative Businesses in their January 2023 special publication of Frederick Magazine: [Discover Frederick Maryland \(discoverfrederickmd.com\)](https://www.discoverfrederickmd.com)

- 2018 State of Maryland most innovative company
- 2019 Hometown Hero, Frederick, Maryland
- 2023 Frederick County Top 50 Most Innovative Businesses



FESCO Investor Highlight



- Macquarie Capital recently invested in FESCO Energy and now holds a minority ownership position
- Macquarie Capital is the largest infrastructure fund globally
- Not only has Macquarie made a sizable financial investment in FESCO Energy to support their growth trajectory, but also provided a financing platform for FESCO to deliver energy infrastructure projects. They have financed ~\$1.5B in green energy projects globally this year as of March 2023
- FESCO has established a project financing program for Macquarie to finance energy infrastructure projects



Our People



Our team of professionals consists of some of the most seasoned and knowledgeable in the energy services industry.

Their experience successfully delivering engineered energy solutions to the federal government, public sector, higher education, healthcare, and other institutions nationwide spans nearly five decades.

IN-HOUSE AND PARTNER COMPANY TEAM MEMBER CAPABILITIES INCLUDE:

- In-house electrical, mechanical and power engineering resources
- Construction and project management specialists
- Quality Assurance/Quality Control, EHS
- Project financing and modeling

Our Network



As a leader in the movement to fuel companies with renewable energy, FESCO collaborates with a diverse array of companies from powerful industries. These companies span the nation – and the gamut in terms of their professional work, from the federal government and Department of Defense to healthcare, agriculture, education, and more. In working with commercial and industrial companies of all sizes, FESCO carefully analyzes a businesses' energy usage and prioritize ways in which that energy can be more efficiently used, saving money, and utilizing cleaner energy along the way.

Whether the right solution includes renewable power systems, energy storage battery systems, distributed energy, or some other solution, our energy-efficient plans yield ROI's in the double digits for our many clients. We simplify and execute the contracting, deployment, and management of energy solutions so companies can power their business while reaching their economic and sustainability goals.

Benefits



- Project Finance
- Requires zero capital (all development expenses are paid by us)
- Off-balance sheet financing
- Guarantees energy performance
- Significantly reduces OPEX from electricity or liquid/gas fuel price volatility
- Improves your business continuity, under any conditions
- Reduces operating costs
- Enables facilities to operate in island mode through black start and cyber secure designs— completely independent of the power grid
- Enhances your reliability from possible grid outages or lengthy in-service dates
- Increases energy resiliency
- Provides energy dashboards for single or multiple facilities
- Enables Energy Management Information Systems (EMIS) reporting of energy usage details, as needed by the Agency
- Federal-centric with experience delivering energy projects for nearly all agencies that include direct awards, financed energy projects, direct appropriations, manufacturing, and service contracts
- We invest in the development of projects without customer (utility, government) obligations compliant with FAR 15.201 1.b
- For federal projects: take advantage of FESCO's joint venture with Alaskan Native Corporation 8(a)
 - Direct awards up to \$100 million with DOD without a J&A
 - Zero EMR
 - Zero OSHA recordables
 - NAICS Codes needed for energy work



Help us help you.

Click Below to Schedule a follow-up:

ONLINE APPOINTMENTS



Energy (initial consultation)

1hr | Free

Initial consultation to help us serve you better.

BOOK



Finance Consultation

1hr | Free

Initial consultation to explore how we can best facilitate your finance requirements.

BOOK



Other Services

1hr | Free

Use this services category to schedule a discussion for our other services.

BOOK