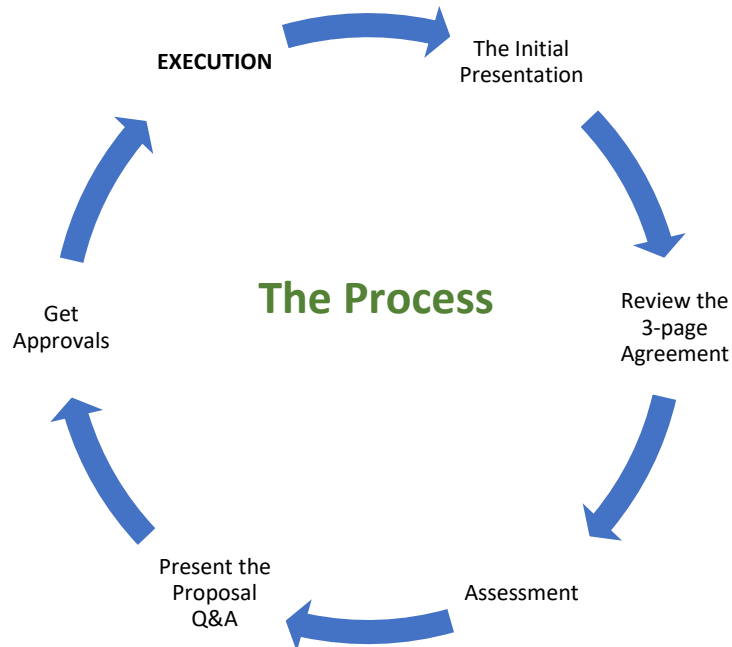


The BUDDERFLY Effect



1. The Initial Presentation (The BUDDERFLY Effect)
 - a. Discuss Customer Needs?
 - b. Explain Budderfly → Who we are? What we do? How we do it
 - c. The Value of being a TIPS Member
2. Review the 3-page BUDDERFLY Agreement
3. Assessment – done by BUDDERFLY to prepare the proposal
 - a. Gather 2 years of utility bills, usage and charges
 - b. Gather HVAC info such as Manufacturer, Model, serial Number, age and condition or photos of units and unit label
 - c. Determine percentage of Fluorescent/Incandescent and LED lights currently installed Count internal and external light fixtures: take pics of types of lights.
 - d. Gather building floor plans available.
 - e. Determine Manufacturer, Model and Serial of any commercial kitchen equipment such as walk-in coolers, freezers, and range hoods
 - f. General discussion of customer goals
4. Present Proposal and Q&A – present to customer and answer any questions.
 - a. Guaranteed Savings to customer
 - b. Shared Savings Target
 - c. Estimated investment by Budderfly
5. Get Approvals – customer gets board approval to sign the agreement.
 - a. Scott & Wayne can present to the Board in necessary.

The **BUDDERFLY** Effect

6. Execution

- a. Kickoff call to establish key contacts
- b. Budderfly onsite to create detailed inventory of equipment to be purchased
- c. Present Ordering plan to customer for approval
- d. Establish AMU with customer
- e. Transfer Billing
- f. Order equipment
- g. Plan construction
- h. Execute construction/retrofit plan
- i. Walk Through of each construction item
- j. Ongoing partnership of support, new recommendations, approvals, and execution

Things to Remember:

- We DO NOT do Performance Contracts.
- We are your Partner rather than just a vendor.
- We practice Servant Leadership from the top of our company all the way through our organization to you the customer.
- We are FLEXIBLE not rigid to work with.
- We strive to “Exceed your Expectation’s” each and every day!
- We talk the Risk off of your shoulders, so you do not have too.
- We ONLY use our own Capital for all projects.
- We never charge our Customer for anything.
- We provide a 10-year parts & labor Warranty on all products installed (includes the light bulbs)