



ORIGYN
INTERNATIONAL

**Energy Efficiency for Municipal Buildings
and Facilities made EASY with ...**

***ENERGY SAVINGS
AS A SERVICE***

What Is Energy Savings As A Service?



Ask yourself:

**How do you get
electricity, gas and/or
water at your
buildings and
facilities right now?**

**You don't own any of
this stuff, do you?**



Your UTILITY does.

They invest in it and operate it in order to deliver to you what you really want:

The electricity.

And you take only that *as-a-service*, paying no upfront capital costs for all that 'stuff' or for any ongoing maintenance.

But, here is the stuff your utility makes YOU buy:

Light Fixtures and Lamps, to convert raw electricity to what you really want... **LUMENS**, that provide light throughout your buildings and facilities.



But, here is the stuff your utility makes YOU buy:

Roof Top Units, Boilers and Chillers to convert raw electricity and gas into what you really want... **heated and cooled ventilated air** that provides a good indoor environment.



But there is a catch: All this 'stuff' wears out

And since you don't have the capital to upgrade or replace them, you don't.

But they are **ENERGY HOGS**, and the ongoing maintenance costs continue to grow more and more every year.

So upgrades get '**DEFERRED**', which only costs more down the road.



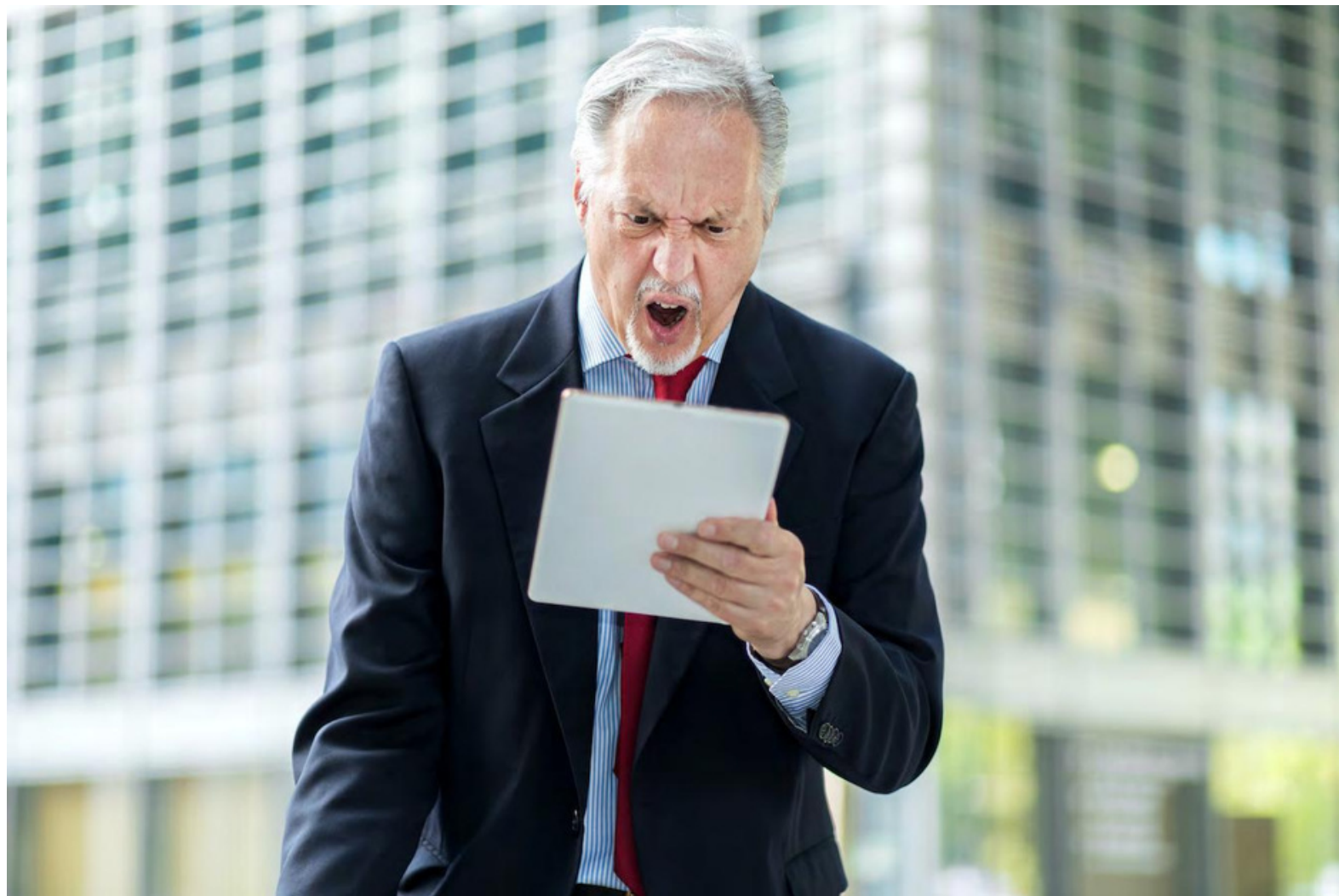
The REAL Problem:

Rising expenses (energy at 3.5% per year or more) and **deferred maintenance costs** (old systems and “band-aid” repairs) are **threatening municipalities of all sizes nationwide...**
robbing them of the money needed to make capital improvements and maintain infrastructure.

Here are some sobering facts:

The average building spends
\$2.10 per sq. ft.
just on energy.

Source: U.S. Department of Energy



Municipal buildings continue to be plagued with budgetary constraints heavily impacted by the ongoing increases in energy costs, which have led to losses for many and squeezed margins for others.

As much as
80%
of the energy consumed by
the average building is wasted.

Source: Paul Hawken, Drawdown - from U.S. Department of Energy

All municipal properties are unique,
but having a **real, data-driven** energy
efficiency program can mean a
substantial amount of **real** savings.



99%

of a buildings have a regular HVAC repair or maintenance schedule

Source: U.S. Energy Information Administration



92%

of buildings use electricity to power their air conditioning HVAC systems

Source: U.S. Energy Information Administration

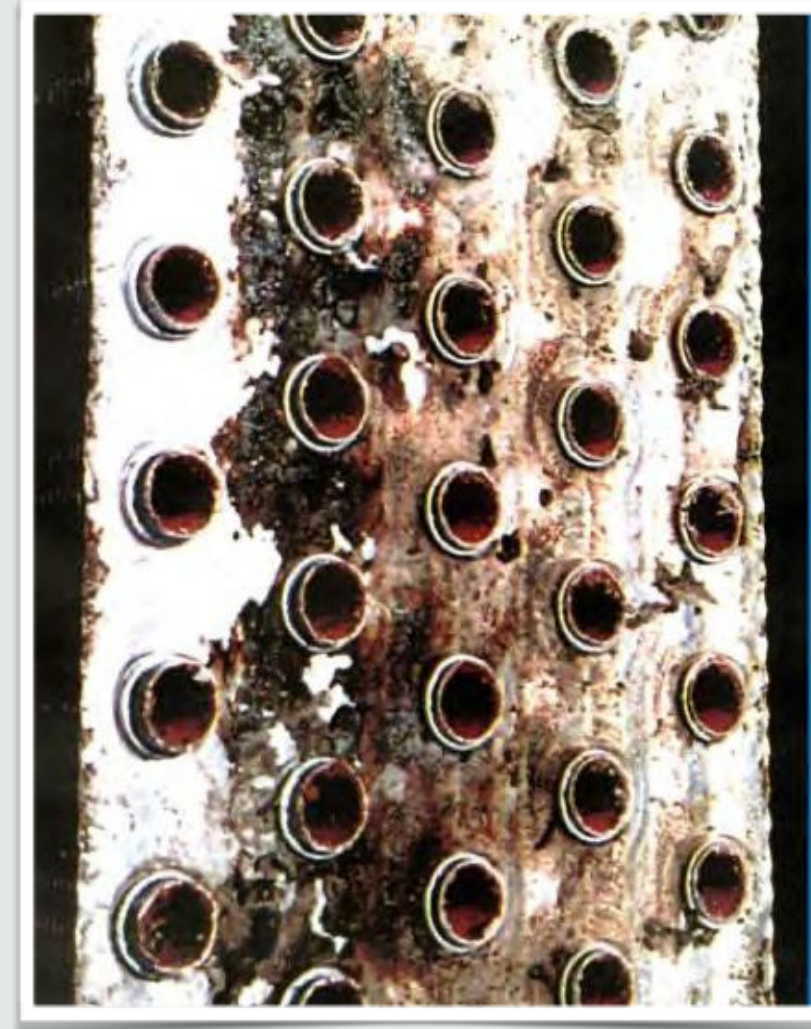
Facing tight budgets, the ability for municipalities to fund upgrades and maintenance has been constricted, contributing to the accelerating deterioration of their HVAC and lighting systems.

Deferred maintenance and decisions to choose less expensive temporary fixes vs. upgrades are ultimately costing these municipalities more money now ... and a LOT more long-term.

Buildings that do not
have sanitary HVAC coils
consume

30%

more energy than
buildings with clean coils



Source: U.S. Energy Information Administration

92%

of people today are
concerned about the
quality of the air
inside the buildings
where they work,
study or shop

Many infectious viruses are transmitted through the inhalation of airborne infectious particles, and are distributed by your ventilation systems throughout your buildings.

Keeping your HVAC chiller coils sanitized improves the quality and purity of the air throughout your buildings or facilities, while also improving airflow, compressor run time, operational efficiency, staff comfort - and most of all, **saving you money.**



The Barrier? MONEY

Most municipalities are either out of money or are diverting their resources to other initiatives, leaving their energy infrastructure seriously under-funded.

**So, where
does the money
to upgrade
come from?**



What if we told you ... you already have it?



**You simply
need to
recognize it**

So, where is it?

OPERATING REVENUES	
Water charges	\$3,668,605
Sewer charges	5,555,138
Refuse charges	3,724,508
Storm drainage utility revenue	1,254,234
Employee benefit charges	-
Insurance reimbursements	-
Penalties	264,680
Permits	24,930
Water connection charges	828,482
Intergovernmental	-
Other	30,160
Total operating revenues	<u>15,350,737</u>
OPERATING EXPENSES	
Metropolitan Council Environmental Services charges	3,666,286
Administrative charges	1,593,200
Salaries and benefits	1,725,027
Contractual services	5,116,712
Supplies	347,633
Water meters	71,011
Utilities	568,769
Depreciation	2,857,996
Total operating expenses	<u>15,946,634</u>
Operating income (loss)	<u>(595,897)</u>
NONOPERATING REVENUES (EXPENSES)	
Intergovernmental	202,594
Interest earnings	195,200
Interest and fiscal charges	(156,216)
Loss on disposal of capital assets	(262)
Total nonoperating revenues (expenses)	<u>241,316</u>
Income (loss) before contributions and transfers	<u>(354,581)</u>
Capital contributions	4,270,590
Transfers in	116,288
Transfers out	(315,760)
Change in net position	<u>3,716,537</u>
NET POSITION AT BEGINNING OF YEAR	<u>160,932,817</u>
NET POSITION AT END OF YEAR	<u>\$164,649,354</u>

Can you see it?

THERE it is ...

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Your utilities are still a high line-item operating expense, and it can fund all sorts of energy efficiencies

With ESaaS you can IMMEDIATELY:



Acquire state-of-the-art upgrades with no investment and no debt



Reduce energy consumption, paying less than you currently spend



Enjoy worry-free, ZERO COST equipment maintenance during the service term



Achieve off-balance sheet flexibility



Receive guaranteed technology performance and an improved environment

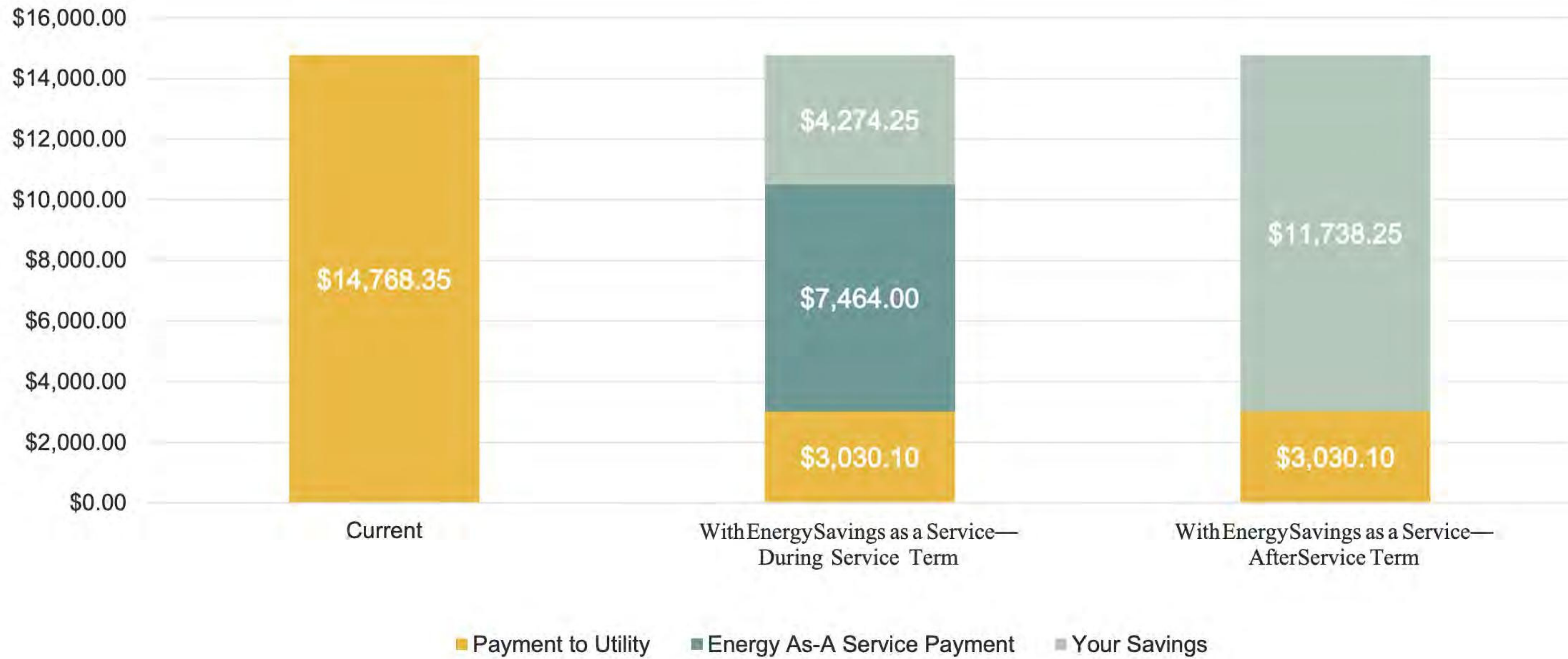


Significantly reduce your carbon footprint



Improve indoor air quality, reducing disease exposure

ZERO Cost ... Just Great Savings From DAY 1



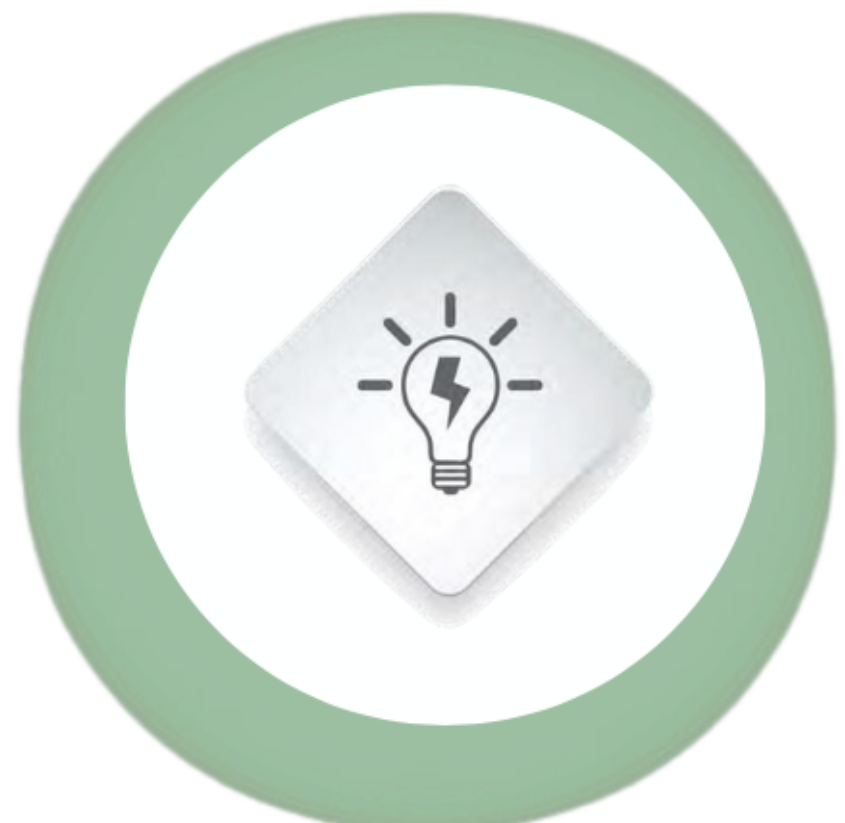
You don't have to pay for any of this stuff ... because we will make the investment for you



And **we will install and maintain** all these new state-of-the-art Energy Efficient Upgrades/Retrofits to your existing lighting, HVAC, electrical and mechanical systems ... AND charge you **less** for the energy and maintenance you currently spend.

So it's ALREADY 'in the budget'!

New energy-efficient equipment



No capital or debt

Ongoing maintenance provided



Savings from Day ONE



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ZERO DEBT - ZERO CAPEX - JUST SAVINGS

Energy Savings as a Service is **THE Total Solution**

No Budget, No Problem

The ESaaS model removes the capex requirement typically needed to launch and fund an upgrade project. Your budget therefore becomes a moot issue, as you don't need any out-of-pocket expenditure.

No Debt or Credit Impact

ESaaS won't impact debt ratios, lines of credit or conflict with core purchases. And since the provider owns the system, ESaaS covers ensuring it works and delivers the cost reductions, eliminating any hidden or unexpected bills.

Turnkey Solution

Covers equipment, maintenance, repair, and servicing - and lets you take advantage of buying heating and cooling BTUs and lumens for light for less than you currently spend.



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***Call us for a FREE
consultation and
energy audit***



ZERO DEBT - ZERO CAPEX - JUST SAVINGS

We make energy efficiency EASY

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