



Venergy Group, LLC

Statement of Qualifications

**“An Agile Team of Veterans Serving Veterans
With Strong Past Performance and Turn-Key Solutions
To Meet and Exceed Your Energy Goals”.**



2014



1217 Delaware Ave, Fort Pierce, FL 34950

Company Overview

Venergy Group, LLC (Venergy) is an energy savings company and Service-Disabled Veteran Owned Small Business (SDVOSB) certified by the U.S. Department of Veteran Affairs.

Venergy has a straight-forward, effective business model to assist our clients in reaching their energy goals. Venergy emphasizes providing reliable, turn-key energy solutions to our clients and we understand the values of each individual organization's mission.

What We Do

Our business model is designed to combine unique energy technologies with traditional energy efficiency improvements and provide our clients with unparalleled products, services and solutions. This is accomplished by defined concepts of how to maximize electrical energy efficiencies through the optimization of inductive loads, advanced metering, equipment retrofits, patented technology installations and the use of an integrated power management system approach. Once energy optimization is achieved renewable technology is implemented. When these methods are combined, they demonstrate significantly greater reductions in electrical waste as well as reductions in a facility's overall energy consumption which results in a net reduction of the end user's utility costs. Many of the larger contractors develop a set of Energy Conservation Measures (ECMs) that stretch the payback to 20 to 25 years. Venergy, as a small business, has similar capabilities of the larger corporations but with much less overhead which in turn significantly reduces the payback period.

Methodology

Venergy has the ability to assist our clients in reducing their electrical consumption by offering our exclusive Energy Efficiency Improvement Program with zero up front capitalization costs. The following outlines our milestones from the

Preliminary Assessment to Measurement and Verification:

1. The first step is to conduct a Preliminary Assessment (PA), obtain financial qualifications and negotiate the parameters of the preliminary contract
2. The next step is to conduct a level II ASHRAE Audit. During the audit phase Venergy will conduct a site visit and identify ECMs. ECMs may include lighting upgrades, HVAC upgrades, controls, renewable energy opportunities, patented technologies and other various energy savings equipment or technologies. Once ECMs are identified and data is gathered, Venergy then produces an audit as a deliverable.
3. Next our client and Venergy will create a Project Development Agreement (PDA). The PDA is comprised of the ECMs that were identified in milestone two.
4. Once the PDA is agreed upon, Venergy will secure third party financing. There will be several financial instruments and Venergy will assist our client in determining the best structure.
5. The next phase is implementation. During implementation, Venergy will coordinate with the facilities' management to schedule times and create a delivery plan to accommodate our client.
6. Once construction is complete the final phases are operations & maintenance (O&M) and measurement & verification (M&V.) Venergy uses the International Performance Measurement and Verification Protocol (IPMVP).

At Venergy we pride ourselves and are very passionate in hiring OEF/OIF Combat Veterans for our key positions. We are pleased to accept this opportunity and look forward to providing the best products and services to accomplish your energy goals.

Contact Information

Company Name	Venergy Group, LLC
Point of Contact	Corey Clive
Job Title	CEO
Email Address	corey@venergygroup.com
Company Website	www.venergygroup.com
Postal Address	1217 Delaware Ave. Fort Pierce, FL 34950
Office Number	866-977-7555
Fax Number	561-348-2363

Other Information

DUNS: 832471440	CAGE CODE: 5T9Q4	GSA: GS21F054BA
Fla. Cert Bldg Contractor : CBC1259935	Fla. Cert HVAC: CAC1817733	

Capabilities

Venergy provides an all-encompassing solution in order for our clients to meet their energy goals. Whether you would like to measure your utility expenditures, implement an energy savings performance contract or implement a (PV) solar array we have the right application for you.

Please find below a list that includes our services:

- Energy Design Build
- Power Quality/Power Management
- Energy Management Control Systems
- Performance Contracting
- Solar Energy/Design Build
- Commissioning/Retro-Commissioning
- Lighting Design/Install
- Energy Financing
- Metering Services
- Training on Energy Management
- Building Envelope
- HVAC Design/Install
- Wind Energy Design Build
- Geothermal Design Build
- Project Management
- Investment Grade Audits
- Utility Audits
- Patented Technologies
- Water Conservation
- Energy Consulting Services

Past Performance

Venergy was established in 2009 with the primary goal of catering to the U.S. Federal Government. Since our inception we have provided energy solutions to both local, state and federal governments and the private sector. Following is a list of our clientele:

Venergy Clients:

Federal Government Agencies	Local and State Agencies	Commercial Clients
U.S. Air Force, Osan AFB, S. Korea	State of Arkansas	Unos, MA
U.S. Coast Guard, Petaluma, CA	Martin County School District, FL	Lockhart Realty, USVI
U.S. Army National Guard, TX	Northwest School District, OH	Emmanuel House, MA
U.S. Army National Guard, USVI	Saint Lucie County, FL	Flight Star, FL
U.S. Coast Guard, ME	The Village in N Palm Beach, FL	UPS, LA
U.S. Air National Guard, MI	Baldwin Park School District, CA	Chouest, LA
U.S. Army Corp of ENG, WA	Palm Beach State College, FL	Stop & Shop, MA
U.S. Army Corp of ENG, CA	The City of Pembroke Pines, FL	
U.S. Department of Agriculture, TX		
U.S. Department of State, D.C.		
U.S. Air National Guard, CT		
U.S. Department of Veteran Affairs, TX		

U.S. Virgin Islands National Guard



U.S. Virgin Islands Army National Guard

Project Type: ESPC
Project Size: 15 Buildings 220,000 sq. ft.
Project Cost: +/- \$9.5 Million
Date: Current
ROI: 6 to 9 Years

In the last quarter of 2012, Venergy conducted a site visit to St. Croix, USVI in order to understand the unique energy challenges of the USVI Army National Guard. Additional site visits were conducted throughout 2013. Venergy teamed with SAIC Energy, Environment and Infrastructure (SEE&I) and were selected to provide the solution of an all-encompassing performance contract. Venergy established relationships with local sub-contractors and also provided solutions and renewable renderings during the selection process. The following will be conducted and/or considered:

- Preliminary assessment of buildings within contract in order to develop ECMs for the Investment Grade Audit
- Venergy will provide project management, site supervision; contract management; advanced metering design and installation Energy Management Control System design and installation, HVAC design, installation, commissioning and maintenance; Solar design, install and commissioning; lighting design and installation; building envelope upgrades; Operations & Maintenance throughout ESPC contract life cycle and Measurement and Verification assistance.

Venergy Lighting



Selfridge ANG Base, MI
Project Type: High Bay Induction Lighting
Total Project Size: 165 High Bay Lights
Project Cost: \$75,923
Date of services: 2013

- Venergy provided the U.S. Air National Guard with 165 High Bay Induction Lights
- Venergy met all requirements including 1 week delivery of line items to Selfridge AFB



U.S. Coast Guard, ME
Project Type: Supply LED Fixtures
Total Project Size: 98 Items
Project Cost: \$25,623
Date of services: 2013

- Venergy provided the U.S. Coast Guard with various outdoor LED fixtures.
- As a direct distributor of Cooper Lighting & Global Tech LED Venergy was able to provide high quality products at an extreme value



USACE Sacramento Division
Project Type: LED Lighting Retrofit & Inst
Total Project Size: 102 Exterior Lights
Project Cost: \$75,250
Date of services: 2013

- Venergy provided & installed various exterior lighting to include Cobra Head, Canopy, Wall Pack and flood lights
- Requirements of the contract included pre-installation, M & V and reporting of existing lighting conditions followed by post installation reports to verify luminosity conditions



USACE Seattle Division, WA
Project Type: Supply Lighting
Total Project Size: 116 lights
Project Cost: \$103,793
Date of services: 2012

- Venergy supplied numerous specialty custom lighting fixtures and bulbs (Indoor and Outdoor) for the Lake Washington Ship Canal replacement lighting project .
- These fixtures were selected to replicate the original historic look.

U.S. Department of Veteran Affairs, TX



VA Medical Centers VISN 17, TX
Project Type: Energy Audits
Project Size: 6 Facilities 5,864,000 sq. ft.
Date: 2013-2014

Venergy performed as sub-contractor and assisted Alares, LLC (SDVOSB) in conducting Level II ASHRAE Audits for the Department of Veteran Affairs buildings within VISN 17.

- Total project size: 6 medical campuses comprising of approximately 5,864,000 square feet of space included in project
- Thorough HVAC & mechanical system inspection and functional performance testing to include: the Building Automation System, Chilled Water & Heating Hot Water System, HVAC Air Distribution System, Air Terminal Units, Exhaust System, BAS & Portable Data Logger Trending Analysis and Design/Drawings.

Osan Air Base, Korea



U.S. Air Force 51st CES Osan Air Base, South Korea

Project Type: Repair of EMCS
Project Size: 135 Buildings
Project Cost: \$571,000
Date: 2012

Venergy repaired an Energy Management Control Systems (EMCS) (i.e. Advanced Metering) for 135 buildings ranging from 1,920sq ft. to 287,920 sq. ft.

- Redesign and expansion of Wi-Fi infrastructure, installation of water and electric meter infrastructure. Integration of all metering and control systems into SCADA software using both Wonderware and LonWorks including, air quality controls systems, HVAC, Street lighting, Diesel fuel, back-up generators electrical and water métiers.
- Main data central operations system relocation and back-up data central operations system
- Network communication optimization supported by network mapping reports that include meters
- Test and system training

U.S. Coast Guard Petaluma, CA



U.S. Coast Guard, Petaluma, CA

Project Type: Installation of Metering System
Total Project Size: 450 Advanced Meters
Project Cost: \$1,324,845
Date of services: 2011

Venergy provided and installed over 450 Advanced Meters (water, gas, and electric) and an Energy Management Control System (EMCS) for 20 commercial buildings and 127 residential units.

- Furnished web hosting services for the USCG to access the meter data for a year following installation to allow real-time access of the data
- The equipment provided included Aquisuite data acquisition servers and ModHopper wireless transceivers by Obvious, LLC to transmit the data and Entercept Networked Power Transducers (Modbus RTU) by Veris Industries to meter the electrical service.

Key Personnel (PV)



VA Outpatient Clinic Mare Island, CA

Project Type: Roof mounted solar PV system

Total Project Size: 109 kW

Project Cost: \$569,977

Date of services: 2011

This project demonstrates Venergy staff's installing experience with construction relating to the installation of Solar PV systems on VA facilities working on new and existing roofs; maintaining roof warranties and meeting build codes for wind and seismic requirements.

- The solar system required a 480V net metered interconnection with the interconnection agreement with the local utility.
- This project was completed during normal clinic operating hours. Managed the construction to obstruct or hinder any of the clinic's activities and services. The installation was performed in a constrained environment to maximize the use of solar panels around the existing HVAC, exhaust, stacks and other mechanical equipment
- The solar system racking support system by Panel Claw was selected for its robust construction and pre-approved selection to maintain roof warranty.



Department of VA Shreveport, LA

Project Type: Roof Top Car Canopies

Total Project Size: 1.4MW

Project Cost: \$6,090,331

Date of services: Under Construction

This project demonstrates Venergy's team design, engineering and construction experience installing Solar PV systems on VA facilities comprised of carport canopies on parking lots, and roof mounted solar arrays on existing roofs; maintaining roof warranties and meeting build codes for wind and seismic requirements.

- Construction of the carport was accomplished mostly at night in order to maintain access to the parking areas during normal operating hours.
- The various solar systems interconnect to the existing buildings' service panels with capacity to accommodate the Solar PV systems' output to shave peak load of the facility. Some of the interconnections are on the secondary side at 208V and others at 480V at the main distribution panel in the building(s). The Solar canopies are connected to a new switchgear and new step-up transformer(s) to interconnect to the main 12.47kV distribution service.
- The solar system carport canopy structures selected were a galvanized web truss structures with LED lighting designed to avoid snow, ice or debris accumulations.

Teaming Partners

Primarily in the federal sector, Venergy enhances its capabilities by strategically teaming with other companies to expand our resources and create a team that will provide our clients with superior service. These teaming arrangements have been precisely coordinated with profound relationships and working agreements. Our teaming partners are as follows:

- Leidos (formerly SAIC)
- Alares, LLC
- Hydrogeologic Inc. (HGL)
- Gonneville Inc.
- Lunacon Construction Group, LLC
- Bay Compliance Solutions, LLC
- Helios Resources, LTD
- Osage, LLC
- ESA Renewables, LLC
- Solential West Indies, LLC

Venergy has responded to numerous solicitations and together with these teaming arrangements have been awarded multiple contracts with the federal government.

Federal Contracting Vehicles

Venergy is a SDVOSB certified by the U.S. Department of Veteran Affairs and has recently been awarded a Multiple Award Schedule (MAS) Indefinite Delivery, Indefinite Quantity (IDIQ)GSA 03FAC contract - GS21F054BA. Following are a list of our Special Item Numbers (SIN):

- 003- 97 Ancillary Repair and Alterations
- 871-100 Ancillary Supplies and/or Services
- 871-202 Energy Management Planning Strategies
- 871-203 Training on Energy Management
- 871-204 Metering Services
- 871-206 Building Commissioning
- 871-207 Energy Audit Services
- 871-209 Innovations in Renewable Energy
- 871-210 Water Conservation
- 871-211 Energy Consulting Services:

The General Service Administration (GSA) contract schedule is a pre-negotiated contract to assist the federal government and its employees to acquire our services in an expediant manner.

Finance

As an Energy Savings Company, Venergy has developed relationships with several energy saving financial institutions. Each financial institution has multiple financing methods and instruments to provide funding for our clients.

Venergy will gather documentation from our clients and conduct a financial analysis. Once the financial analysis is complete, we will integrate it with our energy analysis to determine the best fit for our customers' needs.

Venergy's expertise and financial relationships provide cutting-edge financial solutions and the ability to arrange "off balance sheet" funding.

References

United States Air Force

Osan Air Base, Osan, South Korea

Contact: Linda L. Cavazos, GS-12 USAF AFMC 772 ESS/PKS, Contracting Officer
Linda.Cavazos@us.af.mil WK: 210-395-8732

Contract #: FA8903-10-D-8596-0077

Date Awarded: 9/20/2012 – 12 months to perform

Contract \$ Amount: \$699,951.54

Prime Contractor: HydroGeoLogic, Inc.–Glen DeWillie P.E. gdewillie@hgl.com Wk: 717-576-6518

Sub-Contractor: Venergy Group, LLC \$570,259 plus a \$39,722 change order = \$609,981

United States Coast Guard TRACEN

Engineering Division, Bldg. 150

599 Tomales Rd.

Petaluma, CA 94952

Contact: Tony van Winden, P. E. - CEM, LEED-AP, Technical Director, COTR
Tony.P.vanWinden@uscg.mil Wk: 707-765-7655 Fax: 707-765-7664

Contract #: GS-21F-0022V

Date Awarded: 05/2011 - Completed 12/2011

Contract \$ Amount: \$2,055,394 Prime (Venergy was the Sub Contractor \$1,324,845)

Summary

Venergy will deliver comprehensive, turn-key energy saving solutions to meet or exceed your energy goals. This is accomplished by leveraging our unique capabilities, patented technologies, resourceful and experience staff and supported by our proven past performance.