

ATTACHMENT B



SUMMARY OF QUALIFICATIONS

Mondre Energy, Inc. (MEI) was founded in 1998 by Judith Mondre, a pioneer in the field of energy conservation and cost control. MEI is a woman-owned business that brings to our clients an experienced and highly skilled team of experts in energy efficiency, engineering and sustainability; alternative and renewable energy development and procurement; energy commodity purchasing and risk management; information technology; law and regulation; communications; and strategic planning and management. MEI's clients span the governmental, commercial and industrial, and institutional sectors of the economy.

MEI is a certified disadvantaged business enterprise (DBE) under the Pennsylvania Unified Certification Program (PA UCP) and a certified women business enterprise (WBE) under the City of Philadelphia Office of Economic Opportunity registry. MEI also is a woman-owned small business (WOSB) under the U.S. Small Business Administration's Women-Owned Small Business Federal Contract Program, and is similarly certified in several states, including New Jersey, New York, Delaware, Maryland, Massachusetts and Florida. MEI is a licensed energy broker and/or consultant in New Jersey, Pennsylvania, Maryland, Delaware and Massachusetts.

MEI is a GSA scheduled contractor listed with contract number GS-21F-0008V and the following Special Item Number(s) (SINs):

- SIN 871-202: Energy Management Planning & Strategies
- SIN 871-205: Energy Program Support Services
- SIN 871-207: Energy Audit Services
- SIN 871-208: Resource Efficiency Management
- SIN 871-209: Innovations in Energy
- SIN 871-211: Energy Consulting Services
- SIN 003-97: Ancillary Repair and Alteration
- SIN 800-100: Other Direct Costs

MEI also provides a range of energy consulting services to governmental entities, educational and health care organizations, and other non-profits in the Commonwealth of Pennsylvania under PA Department of General Services (DGS) Contract COSTARS-030-003, such services including brokerage services, commercial energy audits, database development and management, energy monitoring and analysis, rate auditing services, software analysis services, technical support services, and utility bill auditing.

MEI recently received a 2012 Excellence Award from the Greater Philadelphia Chamber of Commerce for Sustainable Business of the Year.

MEI has helped scores of clients save hundreds of millions of dollars in energy costs, through a combination of energy strategies that include the following services.

Procurement: Mondre Energy has extensive experience in procuring electricity, natural gas, oil, and alternative energy for large-scale institutional clients in both regulated and unregulated markets nationally. In the past year alone, MEI has assisted its clients in the purchase of more than 525 million kWh of electricity, 2.3 million mmBtu of natural gas, 5.5 million gallons of heating oil, and 22.5 MWh of renewable energy credits (RECs). We carefully monitor national and international energy markets, and are aggressive in achieving significant discounts for clients when energy can be purchased from competing suppliers. Elements of our procurement strategy include:

Commodity Hedging: MEI helps clients manage volatile energy prices in a rapidly changing global, economic, and regulatory environment. MEI's comprehensive hedging programs can yield significant savings and allow better control of energy costs.

Rate Management: Many larger energy users are not aware that multiple billing options and rates can be negotiated with utility companies. Using a "tariff strategy," MEI has helped many clients identify billing options that can lower costs and improve financial management.

Green Power Initiatives: MEI helps clients take advantage of financial and environmental opportunities available for renewable power sources. MEI evaluates the efficacy and effectiveness of renewable energy technologies including solar, wind, geothermal, hydropower, and biomass. MEI feasibility studies help clients understand the net costs and benefits of alternative energy solutions. MEI's portfolio of energy efficiency measures and renewable energy technologies can help many types of facilities achieve Zero Energy Building status.

Energy Audits: MEI has conducted thousands of energy audits covering millions of square feet in commercial, industrial, administrative, and residential buildings. In addition to analyzing technical data, our audit experts work closely with the people who both work or live in the building. MEI understands the human element in energy consumption, and devise energy saving solutions that include not only technological upgrades, but operational policies and practices that can often make an even bigger impact.

MEI brings a unique perspective to performing energy audits, based upon our belief that reductions in energy use require an optimum balance between technical performance and financial performance. MEI's audit process typically involves the following key steps:

- Pre-audit planning with client staff to discuss audit processes and goals, data needs, operation and maintenance (O&M) practices, and a review of systems and building plans;
- Site visits to the facilities being audited (or in some cases a representative sample of facilities), including discussions with facility staff or users to identify energy use issues;

- Data analysis by MEI experts, and identification of potential energy and water conservation measures; and
- Full reports to clients including audit findings, recommendations for conservation measures, use and cost saving projections, and estimated investment payback periods for recommended conservation measures.

MEI's recommendations for energy projects are based upon our experience and understanding of the capabilities and limitations of a wide range of efficiency technologies and conservation practices. MEI recommends only proven technologies that have the potential for payback periods consistent with client objectives, and often assists clients in identifying funding sources for the required capital investments.

Strategic Energy Management Plan Development and Implementation: MEI's energy planning process begins with facility energy audits and feasibility studies of energy efficiency measures. MEI uses its analytical, engineering, legal, regulatory, and financial expertise to develop comprehensive energy programs that incorporate best practices, innovative procedures, and support for key management and facility personnel. MEI strategies are flexible, specific, and custom-designed for each client in a way that provides verifiable benchmarks for success.

Load Profile Analysis: MEI evaluates energy use and demand patterns to find opportunities for improvement. We identify and suggest corrections of operational issues to ensure that each client facility is functioning at maximum energy efficiency. Our engineers and analysts assess client utility commodities consumption and frequently identify significant savings opportunities. We detail energy usage by category (lighting, HVAC, motors and controls, etc.) and can assess capital improvements related to energy usage to identify and prioritize projects with the most beneficial paybacks.

Account Reconciliation and Bill Auditing: Utilities and suppliers generate thousands of billing statements. In our experience, errors are not uncommon, and can often represent significant costs to clients. MEI's Energy Insight System[®] analyzes client utility bills and verifies their accuracy. When errors are discovered, we help clients get refunds or adjustments.

Measurement and Monitoring: MEI's baseline studies of facility energy usage help to identify cost-reduction and efficiency-improvement opportunities. We develop measurement and monitoring strategies so clients can better manage energy consumption and cost, including the capability for remote, web-based control of building energy systems.

Cost and Rate Analysis: Where a project involves rate modeling or calculations, MEI will verify the accuracy of the model by using inputs from customer utility bills and comparing the model output with the actual bill.

New Technology Analysis: MEI helps clients achieve savings using new technologies for heating, cooling, and lighting. We focus on proven technologies with reasonable payback periods. Our staff are expert on on-site energy generation options, and through "peak demand

curtailment” we help clients gain financially when suppliers buy back unused peak power from the client.

Project Financing Analysis and Project Management: MEI understands the multiple financing options clients can face in making capital investments for energy. Whether clients are considering internal funds, debt financing, lease or lease/purchase agreements, or energy performance contracts, MEI helps achieve additional cost savings by structuring financing arrangements that yield net positive cash flow as quickly as possible.

Mondre Energy Insight System®: MEI offers clients its **Mondre Energy Insight System®**, a database management and applications system that allows clients to better understand and manage their energy usage. The System is tailored to each client’s specific energy data, and allows a wide range of analysis and reporting capabilities, including carbon footprint monitoring and energy auditing. This analysis and reporting can form the basis of sound decision making about energy use, procurement, investment, and environmental impact.

RESUMES

STEVEN F. MILLER, PE

Vice President, Engineering



Steven Miller is a registered professional engineer with extensive experience in all phases of industrial and commercial utility systems planning and evaluation, including heat pumps, heat recovery, process and space cooling, cogeneration, and alternative energy systems. With his financial degree, he has strong combination of technical and financial expertise for bringing solutions to clients.

Mr. Miller is the manager of MEI's energy audit team. He has conducted and managed thousands of energy audits on tens of millions of square feet of facilities used for industrial, commercial, administrative, and residential purposes. He is expert in developing innovative strategies for improving energy efficiency, reducing carbon footprint, and managing overall energy usage.

Mr. Miller is an active member of the Statewide Evaluator Team retained by the Pennsylvania Public Utility Commission under Pennsylvania Act 129. In this capacity, he is engaged in extensive site visits to audit reported savings at commercial and industrial facilities and to conduct baseline energy use studies. He also is engaged in the development of the Commonwealth's Technical Resource Manual establishing the protocols to measure and verify energy efficiency and demand response measures. Mr. Miller is a primary contributor to advising the Pennsylvania Commission on applying net-to-gross ratios for evaluating the cost effectiveness of the energy efficiency measures and programs.

Mr. Miller's background includes designing and managing industrial energy audits and energy conservation programs, with an emphasis on technical and financial evaluation, scope development, and vendor selection. He has led economic and technical feasibility studies for cogeneration systems and alternative energy projects such as petroleum coke gasification and advanced fluidized bed technology. Mr. Miller managed natural gas procurement and developed a natural gas price hedging strategy for an industrial cogeneration facility that consumed more than eight billion cubic feet of natural gas per year.

Mr. Miller has conducted assessments of industrial and commercial cogeneration projects including optimal dispatching programs to maximize savings under various electric utility tariffs.

He served as lead engineer on the financial analysis, redesign and construction of industrial fuel, water, compressed air and steam distribution systems to reduce energy cost and maximize throughput. A heat pump heat recovery system designed by Mr. Miller for two industrial facilities reduced hot water costs by 80 percent.

Professional Summary

- Mondre Energy, Inc. Vice President Engineering, 2009 – Present
- Hybrid Heating Systems LLC, Founder and President, Design and financing of industrial heat recovery systems, 2005 – 2009

- Networked Energy LLC Founder and President, Design and financing of onsite power generation facilities for commercial and industrial facilities, 2000 – 2005
- Valero Energy Corporation, Senior Analyst, Utility Planning & Venture Development, 1998 – 1999
- Mobil Oil Corporation, various positions in engineering, economics and planning, financial analysis, refinery operations supervision and natural gas procurement, 1979 – 1998

Education

- Drexel University, MS Finance, 1988
- University of Pennsylvania, BS Mechanical Engineering and Applied Mechanics, 1979

KENNETH R. YOUNG

Director, Energy Market Research and Analysis



Ken Young has more than 20 years experience in the electric utility and avionics industries. At Mondre Energy, Mr. Young is a member of our engineering team and is also responsible for developing and adapting decision-support software within clients' organizations. He works with engineers, IT personnel, and management to identify enterprise-wide and inter-departmental needs and to create technology solutions.

Mr. Young was part of the MEI team that developed a utility tracking database that allowed a client to select a utility type by facility. The system conducted instant bill reconciliations using built-in tariff rates that saved the client millions of dollars. Numerous reporting capabilities supported management decision-making, procurement activities, strategic planning, Greenhouse Gas (GHG) calculations, and baseline development for energy services projects.

Mr. Young has developed bundled and unbundled tariff models and auditing capability for utilities in Pennsylvania, New Jersey, Maryland, Illinois, Massachusetts, New York, and other states. These models support bill auditing, tariff analysis, development of “shopping credits,” and evaluation of the impact of deregulation and commodity purchasing.

Mr. Young’s market analysis of the electricity markets in the PEPCO, BGE, and Allegheny service territories supported the procurement of third party electricity for Montgomery County, MD, and surrounding municipalities. The County solicited and evaluated bids using a database software package developed for the purpose of evaluating multiple bids on different sets of accounts.

Mr. Young’s background includes work with PECO Energy, where he supported the design and operation of nuclear facilities, including the development of databases for reactor control blade exposure and special nuclear material tracking. While there, Mr. Young was also responsible for conducting plant assessments to ensure safety and regulatory compliance. Mr. Young holds a B.S. in Nuclear Engineering from Penn State.

Professional Summary

- Mondre Energy, Inc., Director, Energy Market Research and Analysis, 2003 - present
- Boeing Company, Engineer/Scientist – V22 Avionics Design, 2001 - 2003
- Exelon Corporation, Senior Core Management Engineer, 1989 – 2001
- PECO, Senior Reactor Engineer – Limerick Generating Station, 1983 – 1989
- PECO, Engineer – Fuel Management Group, 1980 – 1983

Education

- Penn State Abington, Microsoft .NET Certification, 2008
- Penn State Great Valley, Client/Server Certification, 2001
- Penn State University, B.S. Nuclear Engineering, 1980