



Energy Management Solutions with Meaningful Results



Resource Energy



We offer property owners strategic and customized energy management solutions that reduce expenses, minimize risk, and provide profitable revenue streams across their portfolios.



RES Value Proposition:

At Resource Energy Systems, we are committed to increasing the profitability and value of our customers' assets by offering three core competencies that are specifically designed to fit their individual needs:

Energy Procurement - We develop procurement plans to help property owners find the best products for their given risk tolerance in deregulated markets and continually advise them on structuring the most appropriate ongoing strategies with respect to the purchase of energy.

Utility Redistribution - Our utility redistribution services allow our customers to maximize their billing efficiency by utilizing our accurate and effective billing practices to significantly increase their bottom line.

Sustainability & Energy Efficiency - Our sustainability and energy efficiency services will help you streamline operations, measure performance and ensure continuous improvement toward your Environmental, Social, and Governance (ESG) goals to align with corporate objectives.



The Resource Energy Systems Difference:



Unlike other energy management companies, we at Resource Energy Systems are commercial real estate experts. Our team has over 100 years of combined experience in the industry, giving us a unique perspective on energy management. From our offices in California, Connecticut, and Maryland, we provide energy management services to over 700 million square feet of property, spanning a broad range of uses—from malls to hospitals to airplane hangars—in various utility jurisdictions all across the country.

When it comes to creating value, our track record speaks for itself. We have found millions of dollars in annual utility savings for single customers who have relied upon our extensive knowledge of property leases and tariffs to determine the most profitable and defensible methods of managing utility costs.

We recognize that energy management programs can be overwhelming and confusing. Let Resource Energy Systems work with you every step of the way to minimize your risks, reveal profitable opportunities, and simply make energy management easier.

■ States We Serve



Meet Our Management Team

Jason Kass

*Manager
Procurement & National Accounts*

Keith Kotulak

*Energy Manager
Redistribution*

Chrissy Libber

*Vice President
Chief Technology Officer*

Milissa Lindkvist

*Manager
Quality Assurance*

Daniel Marland

*Energy Manager
Redistribution*

Lisi Miri

Controller

Jeanne Nelson

*Vice President
Operations*

Dani Petrucci

*Energy Manager
Redistribution*

Rich Plutzer

CFO & General Counsel

Scott Reinstein

CEO

Steven Schlussel

President

Pramod Silwal

Mechanical Engineer

Mike Walsh

*Energy Manager
Mechanical Engineer*

Energy Procurement

It's always good to have options, and when options exist for buying energy within deregulated markets, why should you settle for a fixed off-the-shelf energy product? Every owner should want to customize an energy procurement product which allows for a certain level of price assurance.

At the same time, energy procurement can be a risky business. Market prices change every day, and property owners must carefully consider both the quantity and timeliness of their energy purchases.

Consider these four risk variables:

Budget Risk

The purchasing strategy could result in costs that exceed budget

Market Risk

Future energy prices could decline to levels below today's market price

Usage Risk

The volume of energy purchased in advance may exceed actual usage

Term Risk

An unanticipated sale or change in the property could precede the expiration of the term of the energy contract

Energy costs represent one of the largest components of expenses for property owners. Without truly understanding the energy industry, owners can easily make poor buying decisions, resulting in unnecessary energy costs down the road. In order to gain the most benefit from energy procurement, owners should have an expert to guide them through the process.

That's where we come in. At Resource Energy Systems, we know the energy industry and the best methods for mitigating our customers' procurement risks. As our customer, you receive our professional direction from the very beginning: we create a customized procurement plan based on the energy consumption patterns and unique characteristics of your property; we assess your risk tolerance profile for utility expense volatility and recommend the appropriate balance between a fixed rate and floating product; we also consider your future ownership plans to ensure that the terms of your purchase agreements are properly aligned with your strategy.

When collecting competitive bids, we at Resource Energy Systems believe in partnering with the best. We only choose highly-recognized, well-established industry leaders in energy supply. When we recommend a supplier, you can be sure that your contract will be quickly and accurately executed without hassles or headaches.

Our commitment does not end there. Even beyond the initial purchase phase, we continue to help you manage your ongoing risk. As your advisor, we constantly monitor the energy market, analyzing current versus historic energy prices as well as industry forecasts for weather and natural gas storage to find the most ideal times to buy.

***We will guide you every step
of the way while keeping
your specific business needs
at the forefront.***



Utility Redistribution

A primary concern among property owners is how to optimally, yet cost-effectively, redistribute master-meter utility costs to their tenants while still abiding by the terms within the leases. Even the most sophisticated owners admit to having left money on the table by not understanding the extent of their billing options.

Using our real estate expertise, we carefully review your portfolio's leases, evaluate your current method of billing, and present suggestions to improve cash flow and/or increase profitability. Sometimes a simple change to vague or contradictory lease language can have a significant impact on billing revenues. If needed, we can help you craft the language of your leases to make the policies clearer and more aligned with your new redistribution plan.

If individual tenant meters are absent from your property, it's not the end of the world. Owners have trusted us to provide clear guidance on their submeter installations. If an installation is not in the budget, we have an alternative: our in-house experts can create tenant-specific load studies from space plans to estimate the monthly usage for each tenant. Leveraging our extensive database of tenants' energy usage, we can also use guidelines from historical data that can provide accurate estimates for an array of tenant use types (i.e., dry, food court, restaurant, etc.). These methods create a scientific billing methodology that is both accurate and defensible.



We take the utility burden completely off your shoulders so you can focus on other aspects of your business.

When you choose Resource Energy Systems for your utility redistribution, we become your billing agent. Our scope of services includes:

- Compiling and reviewing monthly usage data
- Calculating each tenant's monthly use and amount owed
- Creating a monthly summary for the management team
- Mailing the invoices, if necessary
- Providing year-end reconciliation billings and credits where needed
- Serving as the ongoing point of contact for customer service inquiries and disputes

We take the utility burden completely off your shoulders so you can focus on other aspects of your business.

More Proven **RES**ults:

Real-Life Case Study 2: Utility Redistribution Done Right

We are committed to helping property owners find new revenue streams; it's what we do best. When a large national shopping center owner needed to review the rates charged to tenants for utilities across its properties, it turned to the experts at Resource Energy Systems. After its review, we determined that the owner had several malls where the leases in place and applicable law allowed for owners to charge for electricity at a rate equal to what the local utility would have charged the tenant (often referred to as the "secondary rate"). Historically, the tenants had been charged a significantly lower rate. To ensure the landlord received the revenue it had been entitled to under the tenant leases, Resource Energy Systems computed the secondary rates and invoiced tenants based on their respective usage. As a result, we uncovered a significant amount in yearly recurring revenue for the landlord.



Sustainability & Energy Efficiency Services

Environmental, Social, and Governance (ESG) issues are becoming increasingly important to real estate owners, investors, and other stakeholders. RES can develop programs at both the corporate and building-level to help owners set ESG goals that align with corporate objectives, create programs to work towards achieving those goals, and deliver consistent sustainability reporting and benchmarking services to ensure performance is continuously improved.

Our sustainability services include:

- Utility benchmarking
- Energy and water efficiency project development
- Energy, water, and sustainability performance tracking
- Sustainability & Energy Efficiency Program Development
- Energy and Sustainability Training - both technical and nontechnical
- Annual ESG reporting including: GRESB, CDP, Global Reporting Initiative (GRI)

Our staff includes experts in both energy efficiency and sustainability – we leverage this expertise to improve your company's sustainability performance and reduce your expenses through increased operational efficiency.

Resource Energy Systems analyzes and reports on the drivers of your energy performance. We identify and break down the impact of your weather, utility rate, and occupancy variances to isolate changes in cost due to operational performance. We monitor and report the information most material to you in the way you want to see it.

Reduce operating expenses and position yourself as a sustainability leader by implementing energy efficiency and sustainability best practices.



Locations:

Connecticut

4 High Ridge Park, Suite 202
Stamford, CT 06905
(203) 569-6259

Maryland

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