From: John Butler
To: Miki Crowell
Date: 6/2/2009 2:59 PM
Subject: Fwd: Energy Efficiency and Conservation Block Grant

And Another....

>>> John Heinz <johnh@energycap.com> 5/28/2009 11:02 AM >>>
Dear Energy Professional,

Management of energy data is foundational to energy efficiency. Therefore, an effective energy efficiency strategy for any community should include energy management software. EnergyCAP® Energy Efficiency Software and the GreenQuest™ personal energy information tool have a proven track record of helping organizations and individuals manage their energy information, leading to greater energy efficiency. Through the Energy Efficiency And Conservation Block Grant (EECBG), communities can purchase these vital technologies without using scarce budgeted funds.

www.energycap.com
www.mygreenquest.com

As you may know, the American Recovery and Reinvestment Act of 2009 (ARRA) was signed into United States law on February 17, 2009 in order to stimulate the economy's growth and to create and maintain jobs. This Act, Public Law 111-5, provides funding to the Department of Energy (DOE) in order to appropriate monies to states (and US territories), cities and counties, and Indian tribes in accordance with the EECBG program.

We've prepared a special document that describes ARRA and EECBG in detail and demonstrates how the purchase, implementation, and support of EnergyCAP and GreenQuest can be completely funded by EECBG. Click here to read the document.
http://www.energycap.com/support/download/using-the-energy-efficiency-and-conservation-block-grant-for-community-wide-energy-efficiency.pdf/

You can also visit www.EnergyCAP.com/eecbg to view this document and other resources related to ARRA and EECGB.

Current government-funded users of EnergyCAP and GreenQuest include:

- State Governments: Colorado, Georgia, Maryland, Montana, South Dakota, Tennessee
- City Governments: Baltimore, District of Columbia, Minneapolis, Newport News, Oklahoma City, Sacramento, San Francisco
- County Governments: Chesterfield VA, Fairfax VA, Hennepin MN, Loudoun VA, Orange CA, Riverside CA, Santa Barbara CA
-

Universities: All Univ. of California campuses, Colorado State, George Mason, Kansas, Penn State, Syracuse, UAB, UNLV, Yale

From: John Butler
To: Miki Crowell
Date: 6/2/2009 2:55 PM
Subject: Fwd:
Attachments: Introduction American Recovery and Reinvestment Act (ARRA) of 2009 - Flozone Technology Details-Attach1.pdf

And another... Thanks.

>>> "Corey B. James" <cjames@flozone.com> 5/19/2009 9:40 AM >>>
TO: John Butler, II -- Chief Deputy Director

FROM: Flozone Services, Inc.

SUBJ: re: American Recovery and Reinvestment Act (ARRA) of 2009 and the shovel-ready Flozone Services, Inc. Technologies and Services

Raymond,

With the initial positive response of our ARRA Stimulus email to many of our S.E. States, Flozone Services, Inc. would like to introduce you to our "shovel-ready" technology that provides energy and water conservation with the added benefit of being a sustainable "green-friendly" technology.

Beyond just being "shovel-ready" and in meeting all of the ARRA funding requirements, Flozone Services, Inc. technology can deliver the following now:

. Produces savings of $.40 per square foot per year in typical office building

. Produces a Return on Investment (ROI) of 20+ %

. Provides Utility Savings - Electrical, Water & Sewage reductions of 20+%

. Provides Cost Avoidance - HVAC maintenance and chemical costs are reduced and premature and costly replacement of equipment can be mitigated or eliminated

The State of Tennessee continues to aggressively pursue the utilization of the ARRA funding to immediately install Flozone technology to lower utility costs and lower maintenance costs in the short and long term. The response from all other S.E. States has been encouraging in that many see the potential of saving both water and energy with our technologies.

Corey B. James

Director, Energy Performance & Conservation - Intelligent Building Systems

Flozone Services, Inc.

330 S Maple Street

Adamsville, TN 38310

Office: ([redacted])

Cell: ([redacted])

Fax: (731) 632-3223

http://www.flozone.com <http://www.flozone.com/>

Flozone Services, Inc

Introduction for the American Recovery & Reinvestment Act 2009

Flozone Services, Inc. is a company with the products and services that make the implementation of the American Recovery and Reinvestment Act of 2009 easy. Flozone meets all the purposes, principles, and special terms & conditions and:

- Meets all Funding Requirements
- Produces Savings of $.40 per square foot per year in typical office building
- Produces ROI of 20+ %
- Live monitoring and reporting via the Internet built into every system

Flozone Services, Inc. takes a full service approach to understanding and managing the entire HVAC heating and cooling systems as related to water and air quality. Flozone products are environmentally responsible with proven and reliable technologies, the best control systems and superior after-sales service. Our products and solutions for Building HVAC system management (Heat Transfer Solutions) are:

- **Shovel Ready** -Proprietary software driven solutions developed in 48 hours with minimum input and guaranteed results with live read verified results
- **Utility Savings** - Electrical, Water & Sewage reductions of 20+%
- **Cost Avoidance** - HVAC-- Maintenance Expense, Chemical Cost, and premature and costly replacement of equipment

Flozone Services, Inc. develops, designs and manufactures systems that are monitored, managed and serviced by trained and authorized Flozone personnel and experienced technicians. Our company is:

- Tennessee based minority owned company (Adamsville TN)
- In business 25+ years: over $25 million spent in R & D and Product Development
- Partnered with major companies to offer solutions throughout the U.S. (Siemens, ESG, Trane, Regional Mechanical Contractors and others)

Flozone Services, Inc. HVAC Integrated Management System (IMS) is 24/7 monitored and managed for the life of the contract.

- Baseline of HVAC system operational parameters
- Clean up of HVAC existing heat transfer surfaces
- Ensure highest level of performance-95%+ efficiency of HVAC Systems
- Live read of results and verification via the Internet

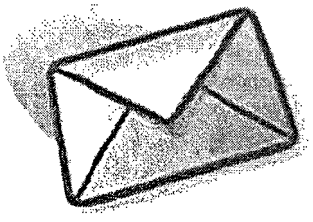
Flozone Services, Inc. HVAC management offers green and sustainable solutions that provide:

- LEED and Energy Star points developed for building certification
- Elimination of On-Site Handling and Storage of Dangerous Chemicals
- Elimination of Chemicals in Cooling Tower bleed water (irrigation ready)
- Elimination of Legionella risk in cooling tower water
- Sustainable through ongoing monitoring and management for the life of the building

Proven Results with Major Clients:

State of Tennessee	Harrah's Casinos
HCA	Nashville Metro Water
CBL Developers	Metro Nashville Schools
Highwood Property Management	Nashville Electric Service
Tennessee Board of Regents	Tennessee Department of Corrections

Contact Flozone Services, Inc. to see how easy (Hit the EASY Button) it is to qualify a facility for inclusion in the Recovery Act of 2009 and reap the many savings and benefits for years to come.



Request more information

Website

energy | water | life

In today's world, these three words evoke the same thought, COST.

Rising utility and maintenance costs coupled with a decaying environment are on the forefront of everyone's minds. How can companies have a sustainable future without causing further harm to our natural resources?

There is a way to reduce utility costs, maintenance costs, and improve the environment. Our Integrated Water, Energy, & Air Management Program provides sustainable "green friendly" solutions through technology.

Flozone Services takes a full service approach to understanding and managing the entire HVAC heating and cooling system as related to water and air quality. Flozone offers cost effective programs that are environmentally responsible with proven technology, the best control systems, and superior service.

In today's market climate, cost reductions and Return On Investments are vital for any facility to thrive. Flozone Services can help your facility achieve its sustainable future with proven results.

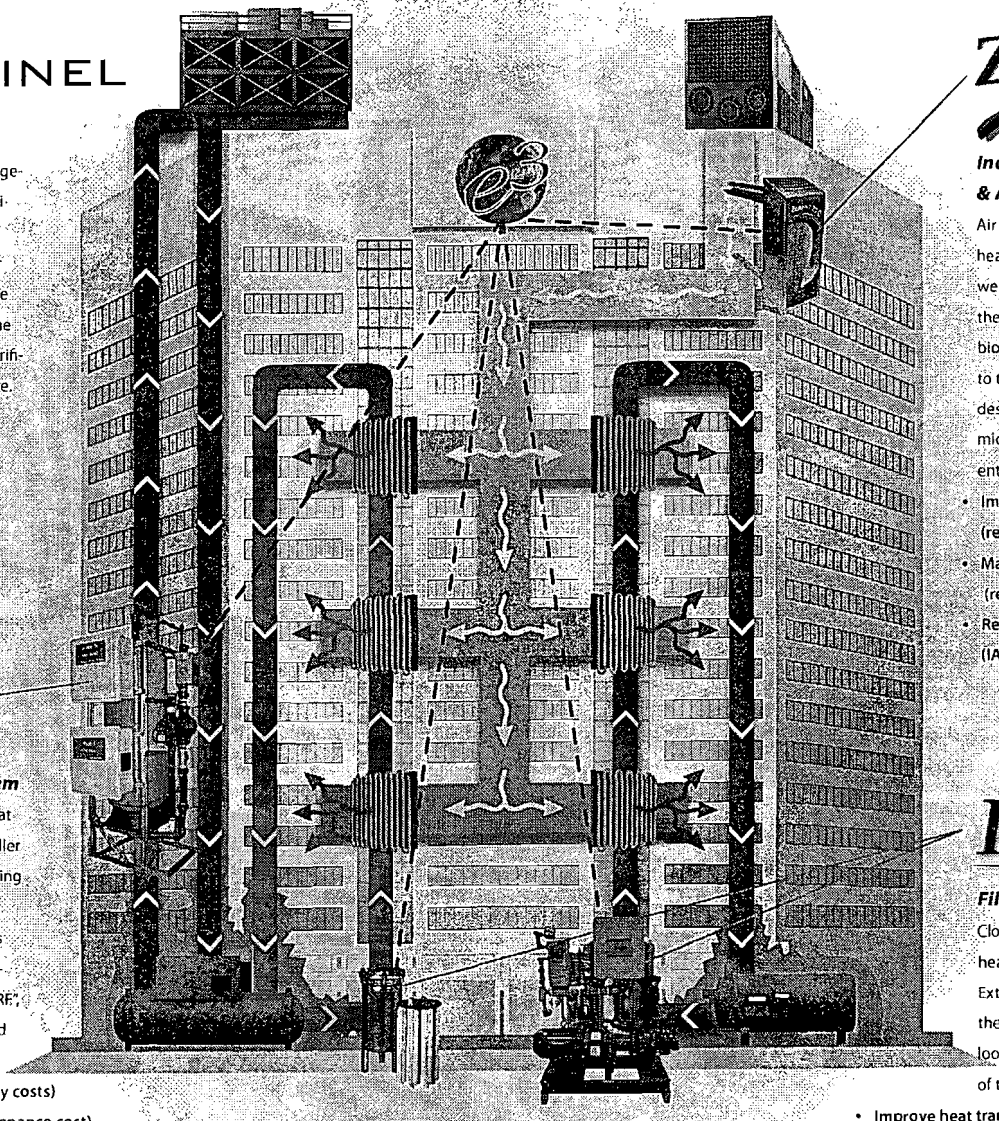
Flozone® Services, Inc

SENTINEL

24/7 Remote Monitoring

E3 SENTINEL 24/7 Monitoring & Management System utilizes our remote monitoring to provide your facility's HVAC system with better service and tighter controls. As part of our comprehensive service, the E3 Sentinel can provide the needed "real-time" monitoring and verification of the total system performance.

- Manage & provide verification (reducing maintenance costs)
- Maximize system performance (reducing utility costs)
- Integrate with building controls



IMS

Integrated Management System

Cooling Towers are used to transfer heat from the coils of a Heat Exchanger/Chiller to the open condenser water, transferring heat from water to air. With two forms of heat transfer surfaces, these systems become fouled easily. IMS units are designed for each facility, with the QED "RF", ozone generators, mixing columns, and distribution systems fully customized.

- Improve heat transfer (reducing utility costs)
- Maintain clean system (reduce maintenance cost)
- Increase cycles of concentration (reduce water/energy consumption)
- Biological control (eliminate Legionella risk)
- Eliminate chemicals (condenser water) - effluent suitable for irrigation

ZoneAir

Indoor Air Quality & Air Handler System

Air Handlers utilize coils to transfer heat to/from the closed loops as well as circulate air throughout the Facility. ZoneAir eliminates the biological contaminants that cling to the cooling coils and is also designed to control odors and microorganisms throughout the entire facility.

- Improve heat transfer (reduce energy cost)
- Maintain clean coils (reduce maintenance cost)
- Reduce odors, bacteria & stale air (IAQ improved)

PFS

Filtration Systems

Closed loop systems transfer the heat between the Internal and External equipment to heat/cool the Facility. The PFS cleans these loops to maximize the efficiency of the system.

- Improve heat transfer (reduce energy cost)
- Maintain clean loops (reduce maintenance cost)
- RF Enhanced system (scale control)
- Portable & Permanent applications

U.S. Department of Energy

American Recovery and Reinvestment Act of 2009

- Program (EECBG)

Energy Efficiency and Conservation Strategy

Presented by:

Flozone Services, Inc.

Flozone Services, Inc

Flozone Services, Inc

Solutions with Technology

Proven Energy Savings

Proven Water Savings

Proven Cost Avoidance

Green Technology

Long Term Sustainability

15 Years Research & Development

Designed & Manufactured in Tennessee

Immediate & Long Term Employment

An Integrated HVAC Water, Energy & Air Management Company

Flozone Services, Inc

Table of Contents

I. HVAC Monitoring & Management System Overview

energy | water | life

In today's world, these three words evoke the same thought: COST.

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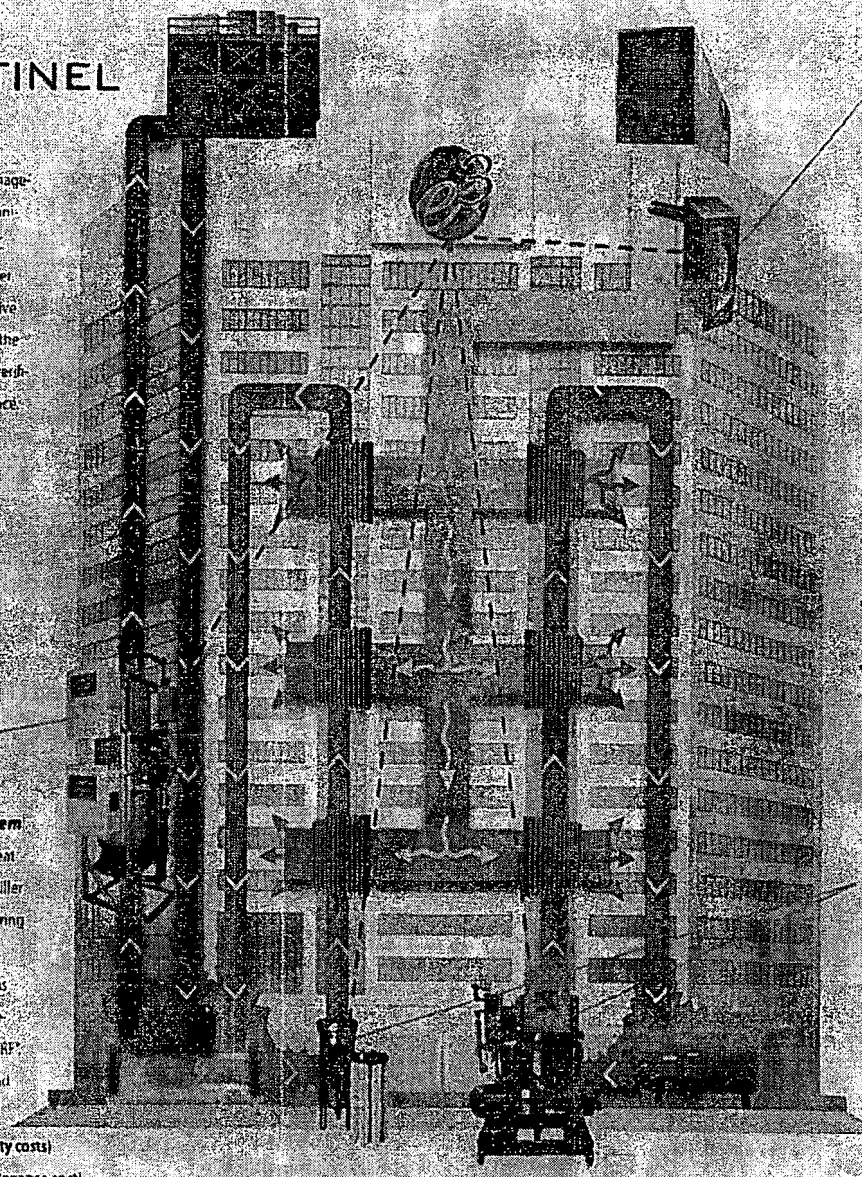

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II. Special Terms & Conditions Addressed

Be advised that special terms and conditions may apply to projects funded by the Act relating to:

I. Reporting, tracking and segregation of incurred costs;
All cost and related savings (by facility) can and will be reported live via the internet

II. Reporting on job creation and preservation;
Any new orders as related to Flozone Systems will create new jobs in mfg & monitoring and the service side is somewhat of a swap as some HVAC Systems are serviced but not to the extent that is required to achieve the level of performance and savings that are provided by Flozone's management

III. Publication of information on the Internet;
All management and resulting performance and savings and benefits are produced live via the internet

IV. Access to records by Inspectors General and the Government Accountability Office;
All cost and results available via the internet

V. Prohibition on use of funds for gambling establishments, aquariums, zoos, golf courses or swimming pools;
HVAC System management on designated state facilities

VI. Ensuring that iron, steel and manufactured goods are produced in the United States;
All Systems are engineered and manufactured in Tennessee

VII. Ensuring wage rates are comparable to those prevailing on projects of a similar character;
Can be accomplished with payroll reporting via the internet

VIII. Protecting whistleblowers and requiring prompt referral of evidence of a false claim to an appropriate inspector general; and
N/A

IX. Certification and Registration.
N/A

III. EECBG Program Purpose Addressed

The purpose of the EECBG Program is to assist eligible entities in creating and implementing strategies to:

I. Reduce fossil fuel emissions in a manner that is environmentally sustainable and, to the maximum extent practicable, maximizes benefits for local and regional communities;

Flozone HVAC System Management provides the following:.

- Reduced electrical demand (most of TVA power is fossil fuel produced)
- Reduced electrical kwh consumption (most TVA power is fossil fuel produced)
- 27 Gallons of water is saved for each kwh of electricity saved
- Flozone's systems will provide on-going 24/7 Monitoring/Management of HVAC Systems to insure maximum level of performance and savings and report results Live via the Internet
- Cooling Tower water consumption is reduced 20 %
- All cooling tower water treatment chemicals are eliminated:
  - Reducing the fossil fuels needed to produce them
  - No chemicals in cooling tower bleed water
    - Water usable for Irrigation and other purposes
    - No dangerous chemicals enter sewer and/or storm drains
    - Fewer chemicals needed at sewer treatment facilities
    - No handling and storage of dangerous chemicals on-site

II. Reduce the total energy use of the eligible entities; and
Flozone reduces the overall electrical demand and kwh consumption 20% of each facility and 24/7 monitors/manages to insure maintaining this efficiency level going forward and reports the actual efficiency levels and savings live via the internet

III. Improve energy efficiency in the building sector, the transportation sector, and other appropriate sectors.
Flozone addresses the building sector (see above)

IV. EECBG Program Principles Addressed

DOE has developed the following core principles to guide entities during the program and project planning process:

I. Prioritize energy efficiency and conservation first as the cheapest, cleanest, and fastest ways to meet energy demand.

All Flozone's HVAC Management Systems were developed and designed to improve utility efficiency in existing buildings with the #1 focus on energy improvement by cleaning "Heat Transfer Surfaces" and maintaining them in a clean state to insure maximum heat transfer and improved energy efficiency and resulting utility savings and reduced maintenance cost

II. To maximize benefits over the longest possible terms, entities should look for ways to link their energy efficiency efforts to long-term priorities (especially community economic development, community stabilization and poverty reduction efforts).

All Flozone HVAC Management Systems are 24/7 Monitored/Managed to maximize the long term benefits and savings going forward and to report and verify the resulting performance and savings. Flozone systems are manufactured to 20 year life expectancy and are covered with a 100% warranty on all parts and labor for the life of the management contract. Flozone systems are not sold without an on-going Monitoring/Management and Warranty Agreement to ensure maximum performance of the Flozone equipment, the HVAC supported equipment and for reporting and verification of savings and benefits.

III. Invest funds in programs and projects that create and/or retain jobs and stimulate the economy while meeting long term energy goals.

Each system sold creates Tennessee jobs in manufacturing and monitoring and insures maximizing energy efficiency on every facility that it is installed on 24/7 reports and verifies the results

IV. Target programs and projects that will provide substantial, sustainable and measurable energy savings, job creation and economic stimulus effects.

Flozone HVAC Management Systems provide:

- Substantial Energy Savings - 20% reduction in kwh & kw demand
- Sustainable & Measurable energy savings
- 24/7 Monitoring/Management is available on all systems to insure maximum operational efficiency levels
- Reporting and Verification of savings and benefits
- Every new system sold and installed creates TN jobs in mfg/installation and monitoring

V. Give priority to programs and projects that leverage federal funds with other public and private resources, including coordinated efforts involving other Federal programs targeting community development funded through the Recovery Act such as the Community Development Block Grant program, HOME, and job training programs.

N/A

VI. To the extent possible, develop programs and strategies that will continue beyond the funding period.

Flozone systems components are manufactured to 20 year life expectancy and are covered with a 100% warranty on all parts and labor for the life of the management contract. Flozone systems are not sold without an on-going Monitoring/Management and Warranty Agreement to ensure maximum performance of the Flozone equipment, the HVAC supported equipment and for reporting and verification of savings and benefits.

VII. Ensure oversight, transparency, and accountability for all program activities.

Flozone provides 24/7 Monitoring and reporting of all performance levels and resulting benefits and savings via the internet for the life of the contract and it can be customized to the customer needs

VIII. Enact policies that transform markets, increase investments, and support program goals.

N/A

IX. Develop comprehensive plans that benchmark current performance and set aggressive goals.

All levels of current HVAC performance are base lined prior to start up of Flozone Systems:

- Cooling Tower capacity by measurement of condenser/chiller water delta T
- Chiller efficiency by kW/Ton VS design (when available) and/or for comparison to actual kW/Ton for kW/Ton improvement to compute improvement and $ savings
- Air Handlers and/or Fan coils are base lined for efficiency loss due to poor closed loop water flow and heat transfer and poor air flow and heat transfer due dirty coils

All performance levels are monitored 24/7 and reported to insure performance and report actual levels of efficiency and dollar savings

Goals are set to maintain HVAC System Performance at 95+% of Original Design (95% Efficiency)

V. Outline of Funding Priorities Addressed

Preference given to projects that can be started & completed expeditiously

Work can begin on 22 facilities upon receipt of PO and all facilities completed within 18 months

Recovery Act Funds must be tracked and reported

Flozone 24/7 remote monitors all results VS before Flozone baseline; live via the internet and all information is summarized for all facilities and can be custom designed to meet RA and state requirements for reporting

Prioritize energy efficiency and conservation first as is the cheapest, cleanest, and fastest way to **meet energy demand** (reduce demand)

This is Flozone's primary focus; improving all "Heat Transfer Surfaces" on existing HVAC Systems to reduce electrical consumption and demand 20 %and maintaining these levels with 24/7 Monitoring/Management and reporting live the actual results

Period of performance funded **36 months** by RA funds (need to look at 36 months initial and 12 years afterwards)

Flozone's management systems can be installed in less than 30 days (typical facility) and resulting improvements and savings begin immediately and produce 20+ % ROI in short term (recouping equipment cost) and over the long term 35+ %

All funds must be committed in 18 months

All facilities committed to the Flozone System improvements can be completed in 18 months

VI. Average Facility Savings & Benefits Profile

Flozone Water & Energy Management Service

State of Tennessee

Nashville, Tennessee

Average Building

First Year Savings

Flozone Services, Inc.

Date 3/25/2009

Customer Equipment Profile:

Total Tonnage	499.32	Cost of Energy-kwh	$ 0.056
Operational Tonnage	324.6	KW Demand Charge	$ 11.26
Average Hours of Operation per Wk	55.3	Current Chiller kW/Ton	0.848
Age of Cooling Tower	7	Mfg Chiller Design kW/Ton	0.700
Evaporation Credit (yes/no)	no	Current Chiller Efficiency	82.50%
Cost of Water/1000 Gals.	$ 2.780	Projected Efficiency-Flozone	95.00%
Cost of Sewer/1000 Gals.	$ 4.760	Number of Air Handler	8
		Total Sq. Ft of Facility	104,305

Summary of Benefits and Savings

		Chemical	Flozone	Savings
Water and Sewer Cost and Savings		$ 19,500	$ 15,721	$ 3,779
Evaporation Credit		$ -	$ 9,233	$ 9,233
Electrical Cost	kWh	$ 79,834	$ 59,405	$ 20,429
Electrical Cost	KWDemand Charge	$ 43,426	$ 32,314	$ 11,112
Chem. WT Additional Cost (chiller CT cleaning		$ 1,509	$ -	$ 1,509
Chemical WT Annual Service and Chem. Cost		$ 4,194	$ -	$ 4,194
Annual Savings with Flozone for First Year				$ 50,256

Savings	Baseline-kwh	Flozone-kwh	Savings-kwh	Baseline-Gallons	Flozone-Gallons	Savings-Gallons
Jan	38,820	28,886	9,934	70,674	56,978	13,697
Feb	57,511	42,795	14,717	104,703	84,411	20,291
Mar	79,078	58,843	20,235	143,966	116,066	27,900
April	112,147	83,450	28,698	204,170	164,602	39,568
May	150,968	112,336	38,631	274,844	221,580	53,264
June	195,539	145,502	50,037	355,989	286,999	68,990
July	218,543	162,620	55,923	397,870	320,763	77,107
Aug	218,543	162,620	55,923	397,870	320,763	77,107
Sept	146,654	109,127	37,528	266,992	215,249	51,743
Oct	100,645	74,891	25,754	183,230	147,720	35,510
Nov	63,263	47,074	16,188	115,173	92,853	22,320
Dec	38,820	28,886	9,934	70,674	56,978	13,697
	1,420,633	1,057,030	363,502	2,586,155	2,084,962	501,193

Gallons of Water-Irrigation	NONE	476,669	$ 1,573
Gallons of Chemicals	Chemical WT 427.6	Flozone 20.3	407.3

Summary of Operating Assumptions

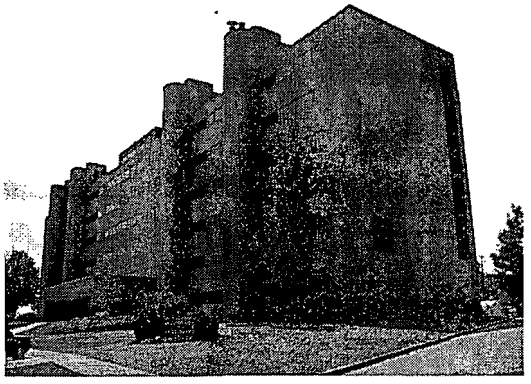
	Chemical	Flozone
Chiller kW/Ton	0.848	0.737
Cycles of Concentration	2.92	5.50
Evaporation Rate	10.5	10.5
Gals. Evaporated Annually	1,678,413	1,678,413
Bleed Rate	5.5	2.3
Gals. Bled Annually	874,174	372,981
Drift Loss	33,568	33,568
Tot. Gals. Including Drift	2,586,155	2,084,962

Flozone Approved Verification of Savings-Novemb 0.765203

Flozone Services, Inc

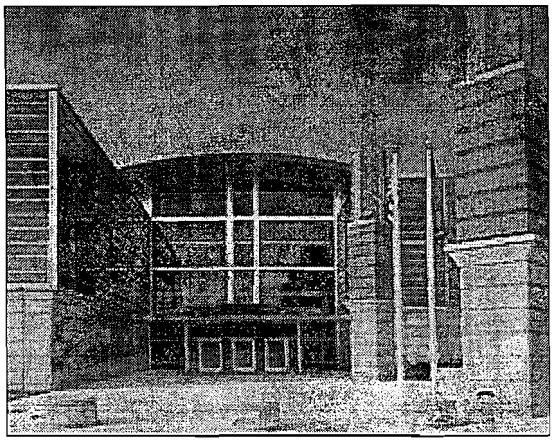
VII. Examples of Flozone System Performance

i. R.S. Gass Facility – IMS only



Total Savings Since January of 2003	
Water Consumption Reduced	4,798,264 Gallons
Sewer Load Reduced	4,798,264 Gallons
kWH Consumption Reduced	2,138,218 kW
Demand Reduced	5,344 kW
Condenser Water Chemicals Reduced	3,356 Gallons
Labor/Extend Mech Life/Expenditures etc...	$60,702.00
Water/Sewer Expense Reduced	$147,430.92
Energy Expense Reduction	$160,826.90
Total Expense Reduction	*$368,959.82*

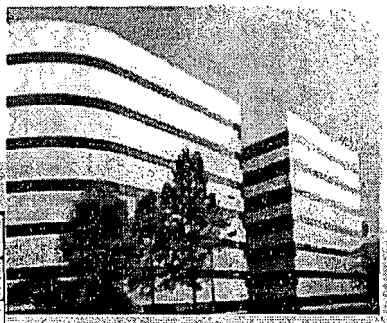
ii. T.B.I. Facility – IMS only

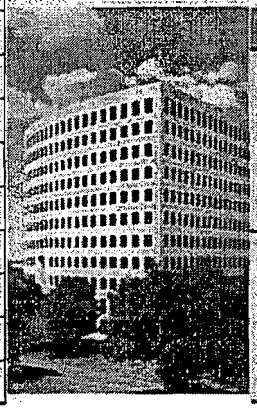


Total Savings Since January of 2004	
Water Consumption Reduced	11,078,345 Gallons
Sewer Load Reduced	11,078,345 Gallons
kWH Consumption Reduced	462,830 kW
Demand Reduced	1,121 kW
Condenser Water Chemicals Reduced	5,716 Gallons
Labor/Extend Mech Life/Expenditures etc...	$69,485.00
Water/Sewer Expense Reduced	$161,485.67
Energy Expense Reduction	$34,985.22
Total Expense Reduction	*$265,955.89*

iii. Highwoods Properties – IMS & PFS Systems

Facilities
BNA
Cool Springs I
Cool Springs II
Cool Springs III
Cool Springs IV
Healthways
Lakeview Ridge III
Ramparts
Seven Springs
West End 3322
West End 3401
West Wood South

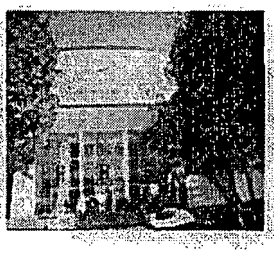


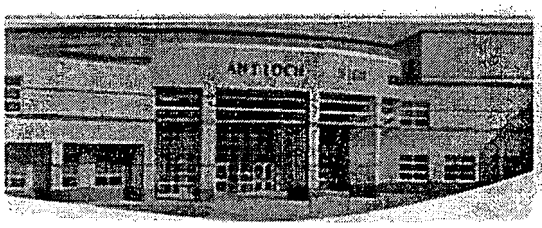


Total Savings Since January of 2002		
Water Consumption Reduced	30,483,484	Gallons
Sewer Load Reduced	30,483,484	Gallons
kWH Consumption Reduced	4,780,531	kW
Demand Reduced	11,725	kW
Condenser Water Chemicals Reduced	18,804	Gallons
Labor/Extend Mech Life/Expenditures etc...	$318,591.50	
Water/Sewer Expense Reduced	$629,967.12	
Energy Expense Reduction	$288,990.93	
Total Expense Reduction	*$1,237,549.55*	

iv. MNPS – IMS & PFS Systems

METROPOLITAN Nashville PUBLIC SCHOOLS





Total Savings Summary Jan. - Oct. 2008		
Water/Sewer Expense Reduced	$	127,999.57
Evaporation Back Credits	$	262,600.81
Energy Expense Reduction	$	174,651.53
	$	*565,251.91*

Flozone Services, Inc