

FS ENERGY MISSION STATEMENT

To enhance our property management business by leading our clients to reduce energy consumption, costs, and emissions.



FS ENERGY'S PORTFOLIO CONTINUES TO GROW

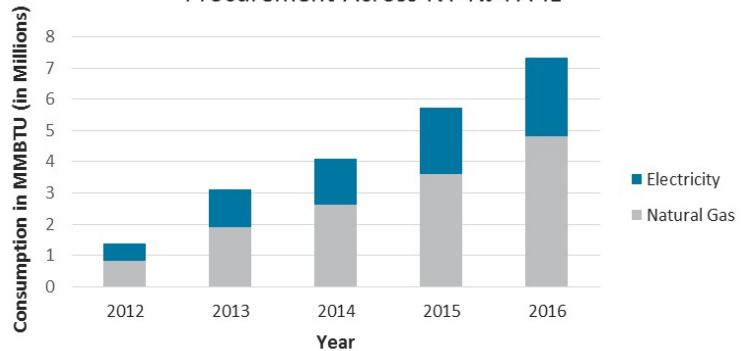
In Fall 2011, FS Energy set out to offer a “value—add” service for our FirstService Residential clients. From what started as a small program has now quickly grown to be the largest residential program in New York. Our cost effective energy purchasing program leverages the combined energy utilization of properties managed by FirstService Residential to successfully negotiate lower-than-standard rates for natural gas and electricity from local suppliers—enabling FirstService Residential clients to pay considerably less.

During the last 6 years, our program has expanded into New Jersey, Pennsylvania, Florida, and Illinois. The graph provided on the right captures just how much the program has grown. In the past year, we have skyrocketed to a total volume of more than 7.2 million British Thermal Units (MMBTU) of total energy procured.

Through our variable rate product (our recommended product), we have managed to save our FirstService clients 12.81% (Electricity) and 13.99% (Natural Gas) on the supply rate versus the utility default rate. We are continuously working to grow our program and bring more value to all of our FirstService Residential managed properties.

IN NEW YORK, FS ENERGY ANNUALLY PROCURES AN ESTIMATED
200 MILLION KWH Electricity
13.5 MILLION THERMS Natural Gas

Aggregate Volume of Natural Gas & Electricity Procurement Across NY-NJ-PA-IL



CONTACT OUR TEAM

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Not in our program? Contact our commodity purchasing experts and let them walk you through the details of our program.



Smile for the Camera!

Group photos of FS Energy and FS Project Management from the 2016 Sustainability Symposium: *Roadmap to Energy Efficiency*

INSIDE THIS ISSUE

- LOCAL LAW 84—BENCHMARKING
- UNDERSTANDING THE ENERGY REPORT CARD
- LED LIGHTING PROGRAM
- RENEWABLE ENERGY CREDITS
- TEAM SPOTLIGHT
- LOCAL LAW 87—TIPS FOR SUCCESS

Real Estate Development and Entrepreneurship Guest Lecture



Tal Eyal and Kelly Dougherty, attend as guest lecturers for the day at the Leonard N. Stern School of Business, speaking on Residential Construction & Energy Efficiency.

FOR MORE SNAPSOTS OF THE TEAM IN ACTION, READ ON TO PAGE 4!

LOCAL LAW 84 WATER AND ENERGY BENCHMARKING

Local Law 84 (LL84) is one of four regulatory pieces that comprise the Greener, Greater Buildings Plan (GGBP) enacted by New York City. Benchmarking currently requires buildings over 50,000 square feet to enter and submit annual energy and water usage to the City by May 1st of each year. The reported data is then made available to the public through the New York City Energy & Water Performance Map (see below). FS Energy performs the energy benchmarking services required by LL84.

Over the past 5 years, our team has filed approximately **1,800 LL84 reports** in New York City. There are a number of steps and procedures that go into properly filing for LL84. Here's a quick look at how our Analysts benchmark for FirstService Residential managed properties:

TOTAL # OF BENCHMARKED BUILDINGS (2017)

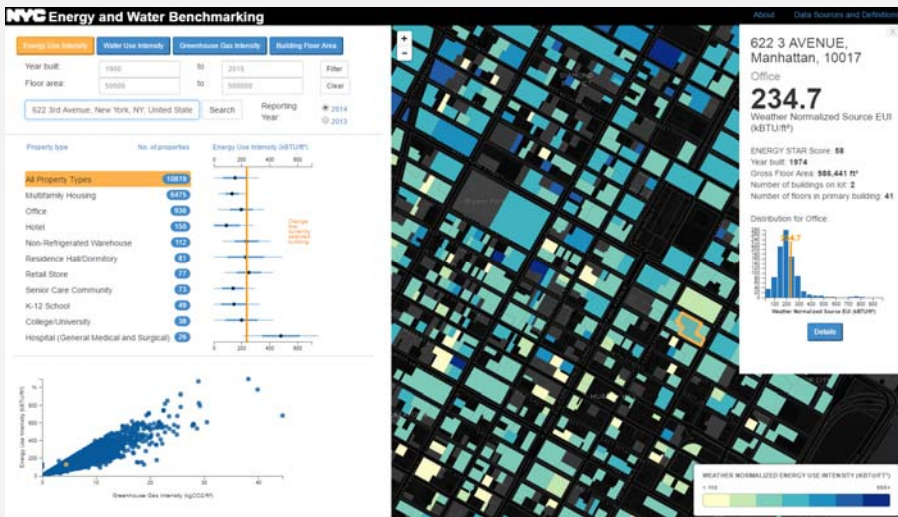
NYC - 330
Chicago - 80
Philadelphia - 20

- ▶ Work with the property manager to gather all building characteristics (Typology)
- ▶ Collect whole building (Aggregate) data from utility providers
- ▶ Audit aggregated data and check for inconsistencies
- ▶ Record, upload, and submit energy and water usage information by May 1st

DID YOU KNOW?

As of May 2018, buildings greater than **25,000 Square Feet** must comply with Local Law 84, annually.

IS YOUR BUILDING PREPARED?
Speak with FS Energy



LL84 NEW YORK CITY ENERGY & WATER PERFORMANCE MAP

This is an interactive visualization of energy and water consumption of private buildings and public sector buildings covered by Local Law 84.

CURIOS ABOUT YOUR OWN BUILDING?

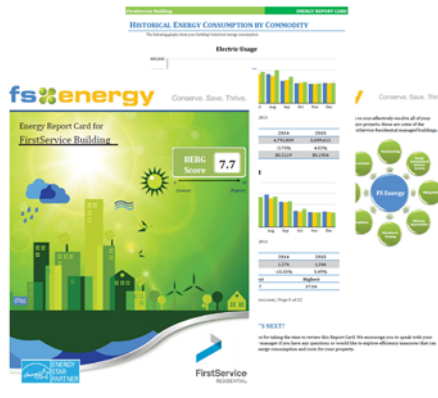
Visit serv.cusp.nyu.edu/projects/evt/

FS ENERGY REPORT CARD REACHES OVER 740 PROPERTIES IN 2017

Before localities required reporting energy use data, FS Energy was collecting and reporting building annual consumption, costs, and monthly usage. By June of this year we will have produced over 1600 Energy Report Cards (ERC) for New York City. We encourage our board members and property managers to use the ERC to engage in an **annual energy conversation**. We are able to provide these reports by recording and analyzing energy data such as historical energy consumption and cost.

TOTAL # OF ENERGY REPORT CARDS (2017)

New York 400
Illinois 80
New Jersey 30
Pennsylvania 30
Florida 200



INSIDE YOUR REPORT CARD COMPARE—ANALYZE—REDUCE—SAVE

BERG SCORE (BUILDING ENERGY RATING GUIDE SCORE)

0 Lowest ————— 10 Highest

This is a numerical representation of how your building uses energy, compared to buildings of similar size and energy consumption.

If your building is below 6, speak to your Energy Advisor

THE ERC: LOOKING BACK TO WHERE IT ALL STARTED

Our Energy Report Cards were first created in 2011. Since then, we have sent out **over 1,600 ERC's** in New York City

LED LIGHTING

LEDs, or Light Emitting Diodes, are a solution that will reduce your energy consumption and maintenance costs. Most projects yield a Return on Investment (ROI) of **20% or more**, with a significant number of projects **greater than 50%**.

Through this modality we have found LED conversions to be one of the **simplest ways** to reduce a building's energy. Unlike Compact Fluorescent Lamps (CFL), LEDs do not contain toxic mercury and last up to ten times longer than CFLs and one hundred times longer than conventional incandescent lamps.

Beyond the significant savings in both energy consumption and cost, LED upgrades will **improve the aesthetics** of your building. The photos to the right depict a before and after picture of one of our LED upgrades at 100 United Nations. FS Energy works closely with Con Edison's Multi-Family Energy Efficiency Program (MFEED) to upgrade FirstService Residential properties common area lighting using LEDs.



BECOME A PART OF THE ILLUMINATION—FS ENERGY LIGHTING PROGRAM

FirstService Residential and FS Energy have committed to working with each of our buildings to help them convert to energy efficient LED lighting. FirstService Residential clients will receive a free lighting audit from one of the FSE vetted lighting firms—also approved by Con Edison's MFEED.

As of May 2017, FS Energy has identified over **14 million kWh** of potential energy savings for our buildings (See Chart: FirstService Residential Lighting Program). The lighting audit will provide each building with a detailed analysis of their current lighting to LED conversion, total project cost, estimated eligible incentive, annual energy savings (\$), project payback period, return on investment (ROI), and annual kilowatt hour consumption reduction (kWh).

FS Energy will work with each building individually through the MFEED process. Due to the high demand, funding for this program is limited. We recommend to take advantage of this program while it lasts (See Chart: MFEED Enrollment Process).

CONTACT OUR TEAM

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FIRSTSERVICE RESIDENTIAL LIGHTING PROGRAM	
Identified Portfolio Opportunities	
Total Portfolio Wide Cost	\$7,394,638.29
Total Potential Incentive	\$1,934,213.74
Total Potential Annual Savings	\$2,851,592.90
Total Potential Annual kWh Savings	14,536,466
Total Portfolio Wide ROI	52%

MFEED ENROLLMENT PROCESS	
▶	Board approves and sends signed proposal to FS Energy
▶	Board submits program application to FS Energy
▶	FS Energy enters Con Edison queue for pre-inspection
▶	Contractor receives MFEED approval & 45 days to complete work
▶	Con Edison schedules post-inspection to verify installation

LED DINNER & DISCUSSION

As a part of our continuing efforts to improve efficiency in our managed properties, FirstService Residential and FS Energy hosted two complimentary dinner events at the legendary Sparks Steak House for board members. The event featured a discussion on the benefits of LED lighting. Key note speakers from the FS Energy team along with industry professionals provided an interactive discussion on how to reduce energy costs through LED retrofit upgrades.

MESSAGES FROM OUR BOARD MEMBERS

90 WILLIAM STREET—JEANINE BIANCO

"I really enjoyed our meeting and hope that you can accommodate us ASAP in the hopes that we can make a presentation to the board for approval."

EXECUTIVE HOUSE—FLO CHIEN

"Thank you very much! It was a very helpful and informative event. I look forward to our new LED lighting!"

2 HORATIO STREET—NEIL RITTER

"I attended last evening's event and first wanted to express my thanks and appreciation for a very informative presentation by all involved."

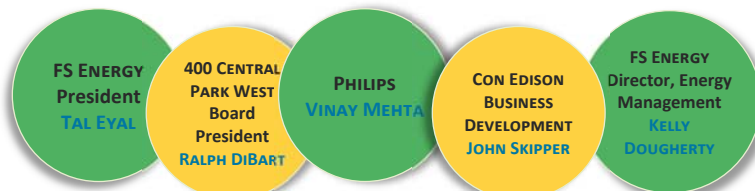
INDEPENDENCE GARDEN OWNERS—LEE LUI

"Thanks very much for a great presentation and wonderful dinner. As per our conversation, we would like to move the LED replacement project to the next stage."

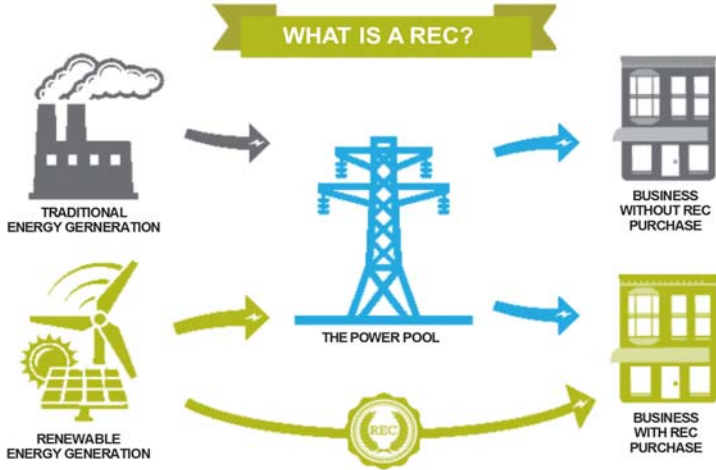


Group photo with FS Energy and some of our guest speakers

OUR PRESENTERS



INTERESTED IN MORE OPPORTUNITIES? PURCHASE A REC TO OFFSET YOUR EMISSIONS



A REC, or Renewable Energy Certificate, is the proof of purchase of the environmental benefits of 1 MWh (1 megawatt-hour, equivalent to 1,000 kilowatt-hours) of Renewable Electricity. When a REC is purchased in tandem with the equivalent unit of traditionally-generated electricity (commonly from fossil fuel generation stations), the result is referred to as a “carbon-neutral” unit of electricity. The purchase of RECs incentivize carbon-neutral renewable energy by providing a production subsidy to electricity generated from renewable sources. **RECs can be purchased directly from FS Energy.**

[CONTACT OUR TEAM](#)

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For questions regarding RECs or to review a quote, please contact Alex Morales or energyteam.ny@fsresidential.com

FS ENERGY ASSOCIATE PROMOTED TO PROCUREMENT TEAM

Tim Han joined FS Energy in 2016 as a Data Coordinator for the Illinois market. His responsibilities included Benchmarking, Data Collection, and report card generation. As our Energy Purchasing Program grew in Illinois, it was quickly recognized that Tim was able to provide additional value to the team. Tim has been promoted to Procurement Analyst, assisting our Energy Commodity Purchasers, Board Members, and Property Managers.

Tim graduated from Johns Hopkins University and enjoys music and card games. We **congratulate** Tim on his continued growth and success.



MORE FROM OUR TEAM IN 2016

Over 120 Operators Attend Steam Training

Steam Heat Distribution Special Training Seminar



As part of our on going commitment to educating our property Managers and building operators, FirstService Residential, FS Energy, the Mayor’s Office of Sustainability, and the NYC Retrofit Accelerator Program came together to lead a 2 session training that brought **over 120** property managers and building operators to our office. The training focused on steam efficiency, maintenance, and comfort.

COMING SOON...



[CONTACT OUR TEAM](#)

KELLY DOUGHERTY
 DIRECTOR OF ENERGY MANAGEMENT
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FirstService Residential wins Jetsetter Award for Top Participation in #DaylightHour2016



On June 17, 2016, our offices joined 640+ participating offices in a social media campaign to raise awareness about using natural daylight as opposed to electric lighting. This is an annual event that is backed by the Building Energy Exchange.

Join us this year on Friday June 16th
 To Sign Up Please Visit: www.DaylightHour.org