

Beyond Energy

prepared for:



The State Office of Rural Health

www.gobeyondenergy.org



Beyond Energy

Applied Real Time Savings

- Founded in 2023 (combined operations, over 100 years of energy management experience)
- Started in Healthcare, for hospitals
- CRHC preferred partner since August 2024
- Real time savings can be applied to other operating costs
 - Energy demand and efficiency reviews/solutions
 - Natural Gas energy management and brokerage firm
 - Federal and State electricity program, requirements, credits and supplements
- **Proprietary Energy Efficiency dashboard subscription (be light) included**

Beyond Energy's
enhances financial
improvement with
NO CAPITAL INVESTMENT



Beyond Energy reporting dashboard



Energy Efficiency Score

An Energy Performance score is a 1 - 100 objective analysis scoring tool dependent on how well a building is performing vs the industry, region, state and comparative building types

Building Comparison

Even a standalone hospital can have multiple owned buildings in the form of specialty clinics , service centers and medical office buildings. BE includes building vs building optics as well as vs industry, state and function metrics



Measurement and Verification

BE is a fully “Measurement and Verification” (M&V) tool that provides planning, measuring, collecting and analyzing data for the purpose of verifying and reporting energy savings within an individual facility resulting from the implementation of energy conservation measures (ECMs).



Beyond Energy Management

BE Data analytics inform the optimization of energy procurement, cost-saving programs, sustainability and resiliency programs



Assess

- Data collection of high-level metrics and invoices
- Understand departmental needs
- Benchmarking of spend and price, where possible

Plan

- Solicit feedback on building performance
- Understand organizational sensitivities
- Discover current operational and procurement strategies

Save

- Road map to cost reduction opportunities
- Top opportunities for cost reduction with rationale
- Organizational and market considerations
- Recommend financial and operational improvement strategies

Sustain

- Prioritize pipeline of opportunities
- Work with operational leaders to craft customized solutions
- Collaboratively implement solutions and monitor sustainable results

Beyond Energy management

Beyond Energy provides enterprise-wide energy efficiency. Our focus is on the optimization of energy. This includes energy operational use and supply, capital and equipment investments and environmental and sustainable best practices

Operational efficiency

Procurement management:

Strategic balance of savings and tolerance for risk. By combining market analytics with statistical probability modeling used by wholesale financial institutions that control the trading environment



Consumption management:

controlling and reducing a building's energy consumption, which enables costs reduction to 25% of all operating costs in any building and reduced carbon emissions in order to meet internal sustainability goals and regulatory requirements



Beyond Energy's strategic planning enhances financial improvement with

NO CAPITAL INVESTMENT

Equipment upgrades

LEDs (light-emitting diode):

Guaranteed savings by reducing overall kWh's. This is especially true for property areas with 24/7 lighting, such as hospitals and Other healthcare buildings



Nano water technologies:

Remove up to 99.6% of the dissolved salts, 95% of the organic content and over 99% of all particulate and colloidal material from water for commercial and industrial application



HHW Insulation Jackets:

Keeps generated heat In the system. Reduces Overall energy cost and Life of the equipment



GHG and sustainability

Renewables like onsite or offsite solar and wind can be combined with energy storage (microgrids).

The solution offers sustainable green power that will reduce cost, green house gas emissions and carbon footprint. This approach also provides redundancy for an industry who can't afford to be unprepared for the upcoming challenges of power disruption



The industry ‘energy management’

Beyond Energy believes the energy industry is failing its members by forcing capital focused offerings, not investing in management of energy markets, and charging exorbitant assessment fees



Energy Procurement

- ✓ Commercial energy procurement is the process of sourcing and purchasing energy
- ✓ Saturated **DE-regulated** markets for greater Electricity Options, **Regulated** market presence is deficient
- ✓ Minimum use requirements at 250,000 therms (~1.5MM sqft)
- ✓ Energy is a financial market, with indicators and drivers. BE conducts an all-inclusive supplier bidding process and then applies market forecasting best practices to procure your energy and maximize your savings potential

EaaS “Suppliers”

- ✓ Energy-as-a-service clients pay for an energy service without upfront capital investment. Companies provide energy “services” such as efficiency upgrades, on-site generation, and demand response programs (**ALL REQUIRE CAPITAL PRODUCTS**)
- ✓ Minimum cost requirements range from \$500,000 to \$1,000,000 in capital/audit costs
- ✓ By reviewing both procurement and energy demand/efficiency together, BE drives results that exceed those that emerge from addressing supply and utilization separately requiring **NO UPFRONT** capital investment

Energy Engineers

- ✓ Firms can conduct broad Energy Audits for understanding and improving the energy performance of your buildings (**level 1-3 available**)
- ✓ Fee for Service model, price can range based on depth of survey and the use/size of the sites in question. Base Audits **only identify how a site performs** but not how to improve performance
- ✓ Our free analysis for all our members will identify building procurement and efficiency performance. Our energy specialists quickly demonstrate how to save in energy costs within the building envelope. All consulting agreements are performance based

Utilities

- ✓ Collaborate with local governments and other program sponsors to design energy efficiency programs are available
- ✓ BE partners with utilities to help maximize available programs

Procurement Management

Beyond Energy provides best practices for energy procurement. This market-leading approach can help organizations lower costs and lower market risk, gain control over energy spend, and develop a multi-year strategy that is customized to the organization's needs



Risk management:

Energy is a financial market. The key to success is alignment of budget stability with savings opportunities



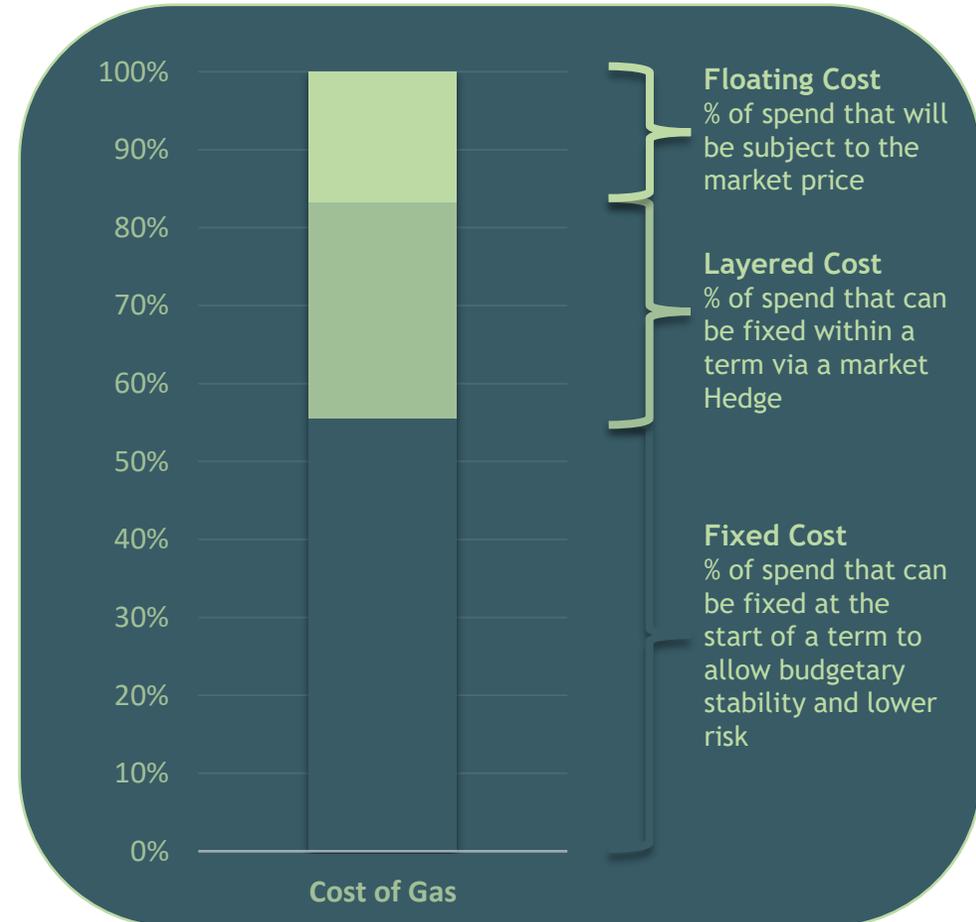
Market Intelligence:

Statistical analysis, forecast market trends, market sources and reporting apply whether procuring energy supply from the market or on-site power generation

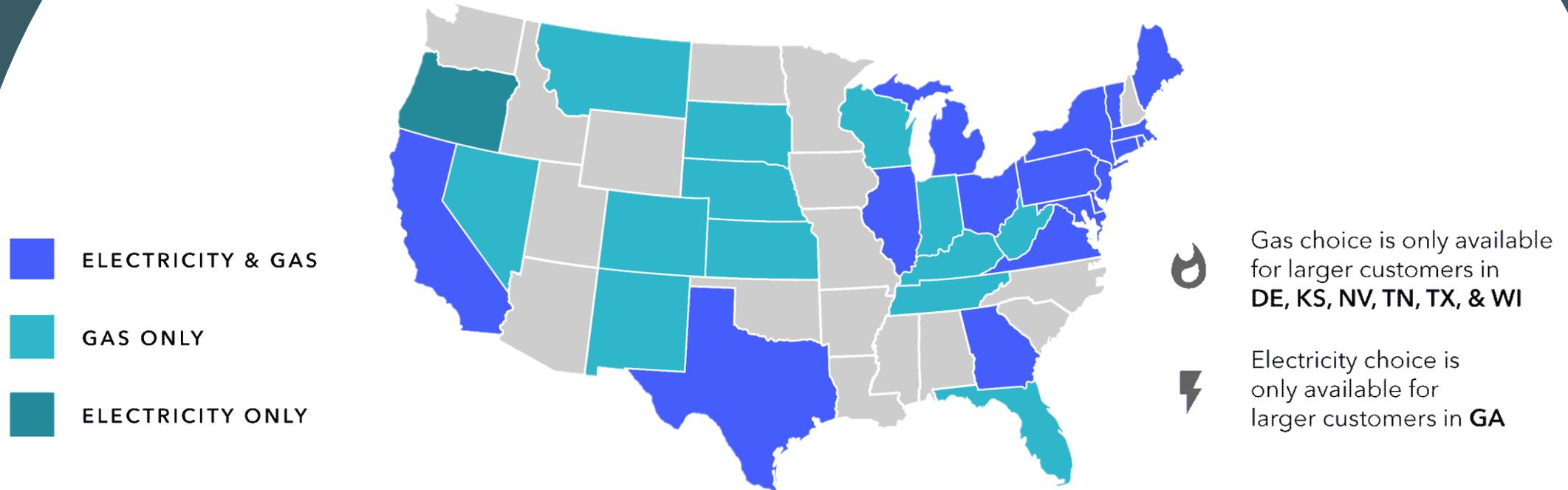


Alignment:

Engagement of finance and contracting teams to support facility directors in making market decisions



Market Deregulation



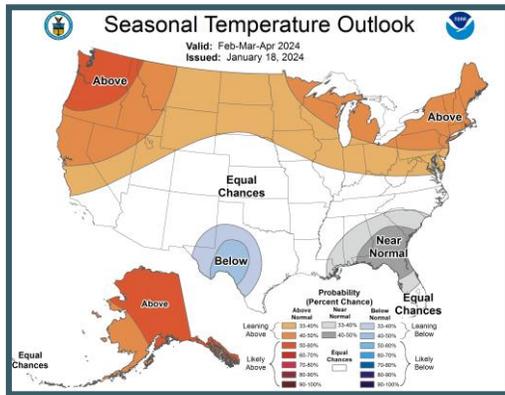
- **Regulated states:** one power company can be responsible for how electricity is generated, the transmission lines that carry the power from the generation source, and the distribution lines that then bring electricity to consumers' buildings (homes, offices, schools, etc.)
- **Deregulated states:** generation is separate from distribution and transmission, and consumers can choose to buy their power from different companies (although a main utility is still responsible for delivering the power through the transmission and distribution lines)

NYMEX Market Update: Bearish

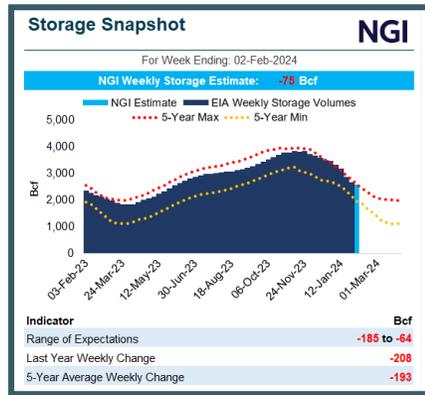
The New York Mercantile Exchange

Futures Gas Prices

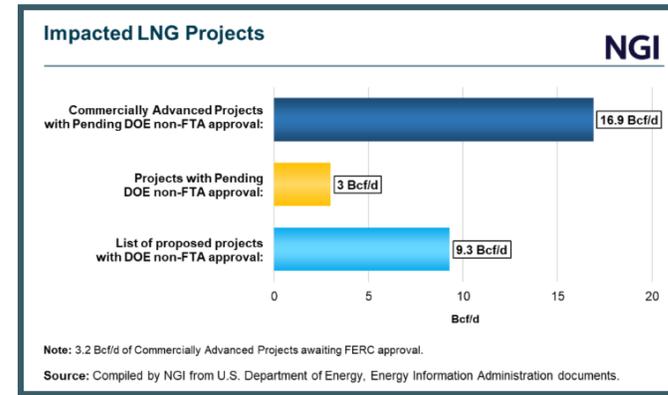
market snapshot analysis



Moderate temperatures



Record high storage



Export freeze

The Henry Hub pipeline is the pricing point for natural gas futures on the New York Mercantile Exchange since 1990. The settlement prices at Henry Hub are used as benchmarks for the entire North American natural gas market and parts of the global liquid natural gas (LNG) market

Mosaic Life Care



Mosaic Life Care provides a wide range of acute care and outpatient services near you in St. Joseph, Maryville and Albany, MO, and the surrounding areas.

State	Utility	Market	Spend	Use (TH)	Savings
MO	Spire Energy	Natural Gas	\$580,975	106,585	*\$110,747

***Savings** is due to a combination of rate savings via the **Reverse Auction** and Hedging strategies

Cambridge Health Alliance



CHA's flagship facility is Cambridge Hospital. This hospital is a community teaching hospital located in Cambridge, Massachusetts. It is one of three hospitals that are parts of Cambridge Health Alliance.

State	Utilities	Market	Spend	Use (kWh, TH)	Savings
MA	Eversource National Grid	Electricity	\$1,168,536	7,379,799	*\$146,277
MA	Direct Energy	Natural Gas	\$1,346,814	216,388	*\$757,792

*Savings is due to BE's ability to maximize market timing. Both utilities were awarded to a single supplier (BP) which also contributed to the overall impact achieved. Total year 1 impact exceeded \$900,000.

Natural Gas Colorado



Commodity - The price of gas used by nonmanufacturing establishments or agencies primarily engaged in the sale of goods or services such as hotels, restaurants, wholesale and retail stores and other service enterprises



Transportation - the cost associated with moving natural gas from production areas to end-users. These costs are influenced by various factors, including distance, infrastructure, and market dynamics

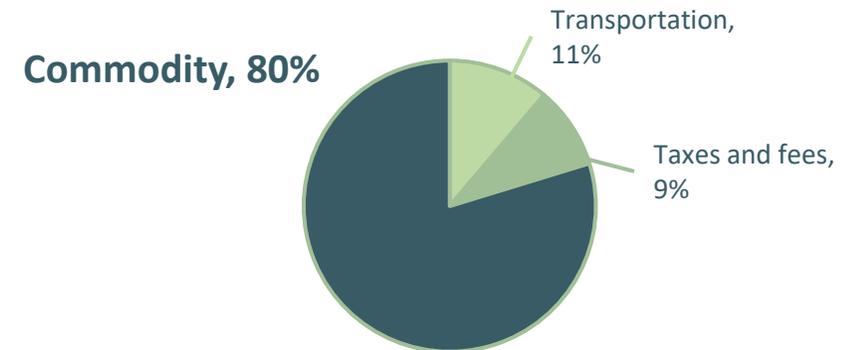


Taxes and fees - contributions, local and state government and the regulation or control cost applied for the use of these services

Natural Gas Utilities



Natural Gas costs as %



The BE Program takes the Commodity cost away from the utilities control

CRHC Members Impact Example:

Melissa Memorial Hospital, Family Health West, Southwest Memorial Hospital

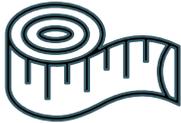
Initial Estimation based on county assessor SF and utility tariff rates



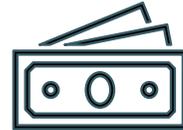
60 staffed beds



6 utilities (3 Nat gas)



246,000 square feet



\$502,000



3 hospitals*



\$205,000 savings available



* Estimated impact based on hospitals only and is assuming utilities based on address

Beyond Energy Method



Provide a current bill from the local utility or supplier



BE Issues a *Consulting Agreement, Letters of Authorization and Exclusivity for assessing current utility provider charges



Perform “no charge” assessment and prepare real time costs/savings projections from current provider bundled charges vs competitive market costs



Deliver assessment results and discuss operational changes



Proceed with Consulting Agreement and/or procurement transition

*Consulting Agreement defines scope of services which may include the real time procurement savings report w/ pricing options, energy management expectations and a free building energy efficiency analysis comparable to the EPA Energy Star Rating. Any consulting services beyond natural gas procurement are available as fee for service or fee for savings



Thank you



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