THE MADISON ENERGY GROUP ENERGY EFFICIENCY SOLUTIONS

Case Study:







Proof of Concept Protocol

<u>Purpose</u>: Demonstrate product performance on specified equipment at multiple pre-determined locations.

Measure Baseline Data:

- I. Identify equipment
- II. Ensure unit is operating properly (normal duty cycle, no visible ice, reaches set point)
- III. Ensure thermostat is accessible and compatible
- IV. Ensure compressor motor is accessible for data logger connection
- V. Record unit information: Type, Mfg, Model #

Compressor Power Source:

- I. At the compressor
 - i. Single phase (hot lead)
 - ii. 3 Phase (1 of 3 hot leads)
- II. Locate power rating (amperage/voltage) on compressor nameplate
- III. Record on datasheet; Phase, Volts and Amps
- IV. Record pilot start date/time on datasheet

Record Baseline Data:

- I. Install EKM Omni-meter V.3
- II. Record Baseline Data 7 days
- III. Validate baseline data

Measure Performance Data:

- I. Install Madison technology
- II. Record install start date/time
- III. Record Performance Data 7 days
- IV. Validate Performance Data
- V. Record pilot ending date/time
- VI. Analyze results



EnerG² reduces energy consumption and compressor cycles in walk-in coolers and freezers by providing a more accurate means of temperature measurement through a specialized gel compound that simulates the food product temperature instead of the air temperature which fluctuates with more volatility. It retrofits to the existing thermostat air probe and requires no additional maintenance.



Guaranteed to Reduce Energy Costs 15 – 30% Reduces Compressor Cycles by 40 – 60% Prevents Wear and Tear Extends Life of Equipment 12 Month ROI Green Restaurant Associated Endorsed Reduced CO2 Emissions – Go Green! Lifetime Warranty



EnerG² is a device that was developed by The Madison Energy Group and contains a non-toxic, food safe gel compound that has similar thermal properties to that of food and beverage. It is therefore, not subject to the same wider and more volatile standard of deviation in temperature that air is. The technology of EnerG² is based on the fact that food and beverage products contain significantly differently thermal properties than air. This means that their temperatures rise and fall at different rates and at different intervals. This causes inefficiency in operation because typical measurement is of the environment (air) and not the actual food and beverage product. Air, having very little density, fluctuates with more volatility thereby causing the coolers to engage in cooling cycles unnecessarily, while EnerG² simulates the stable temperature curve of food product and allows the cooler to operate only when it needs to.

When applied, EnerG² easily retrofits over the external air probe in commercial coolers and freezers and converts the temperature measurement from the ambient air temperature to that of food and beverage temperature. We are now measuring the *intended target of measurement* of food and beverage temperature instead of the immediate environment surrounding the thermostat. This creates an inherently more efficient scenario and results in an average energy reduction of 15-30%. EnerG² is also effective at reducing carbon emissions by several thousand pounds annually. It also increases food safety by maintaining more stable temperature ranges and reduces maintenance costs on equipment by minimizing unnecessary compressor cycles.

HMS Engineering Ltd.

Phillip Stewart

Engineering Consultant

Background and Qualifications for Energy Analysis

Mr. Stewart joined the US Military in 1982 and became a marine engineer involved with mechanical, electrical and structural engineering. After completing his military tour in 1990, he was recruited by Walt Disney World as a Control Specialist and Engineer. During that period Mr. Stewart became extremely interested in energy management systems. After opening Pleasure Island, MGM Studios, Disney Vacation Club, he realized that it was time for new growth in my life and joined Florida's largest Service Company BGSI. Mr. Stewart became certified as a Master Engineer for Refrigeration and Food Equipment.

After years of international endeavours Mr. Stewart entered semi-retirement where he established his consulting company, HMS Engineering Ltd. in 2007.

As a Chief Engineer, Renewable Energy Consultant and Food Equipment expert, he continues to educate and assist many large companies on ways to reduce their energy consumption and increase their bottom line profits. Companies he has supported over the years include Sandals, Couples Resorts, Montego Bay Convention Centre, KFC, Wendy's, Burger King, Moes, Margaritaville, and many others.

The attached Baseline/Performance Test Report was prepared by Mr. Stewart and all findings are based on analysis of the raw data logger information collected onsite and provided to him.

I certify that neither I nor my company (HMS Ltd.) ever receive any compensation which correlates in any manner whatsoever to test report results and that the referenced report findings are accurate and unbiased.

Phillip Stewart

Chief Engineer
HMS Engineering Ltd.

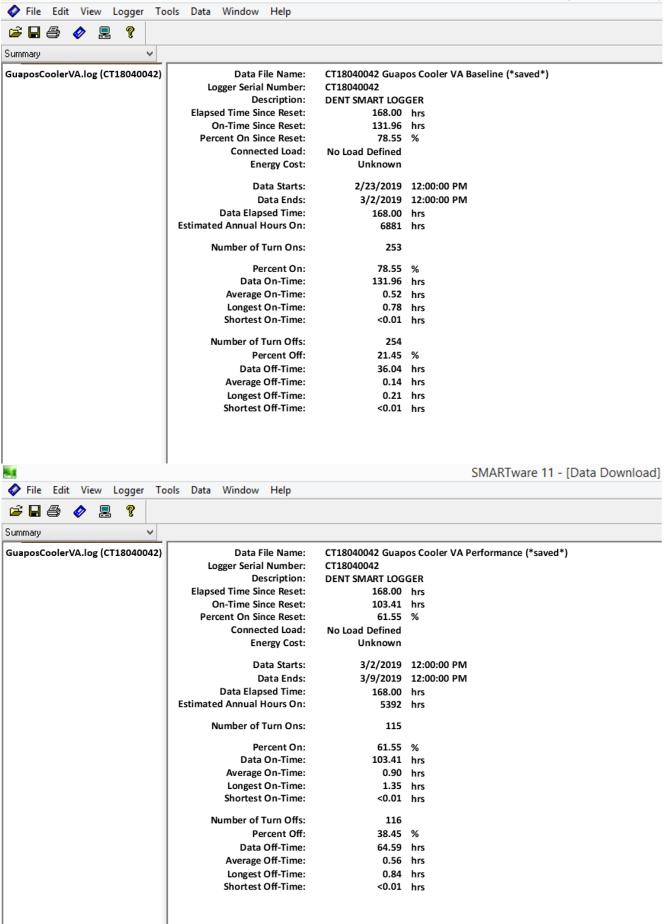
Referenced Report No. GU31919

Dated 3/19/2019

HMS Engineering

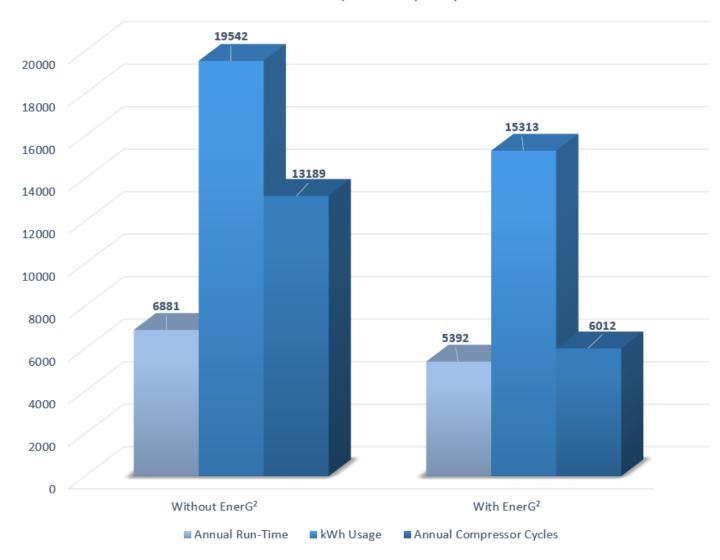
Months

Client : The Madison Energy Group 19-Mar-19 Report Print Date: 5 Hargett St., 4th Floor Raleigh, North Carolina 27601 Report No.: GU31919 Facility / Location: Guapos / Fairfax VA Room/Equip. Tested: Walk-in Cooler - EnerG2 Calculation Basis 0.3 Volts: 230 RLA: 8.0 Compressor Motor: HP: Phase: 2.84 Electricity Rate: \$0.10 per kWh Power Consumption: Operating Basis (Without EnerG2) With EnerG² Change % Change Projected Run Hours / Yr: 6,881 5,392 **-1,**489 -21.6% -54.4% Projected Cycles / Yr: 13,189 6,012 -7,177 Energy Use & Cost Savings per Month (Without EnerG2) With EnerG² Change % Change Operating Hours / Month: 573 449 -124 -21.6% -352 KWh / Month: 1,629 1,276 -21.6% Energy Cost / Month \$169 \$133 -\$37 -21.6% Mechanical Cost Savings per Month With EnerG² (Without EnerG2) Change % Change -54.4% -598 Cycles / Month: 1,099 501 Compressor Maintenance Cost/ Month: \$42 \$19 -\$23 -54.4% Combined Energy and Mechanical Cost Savings (Without EnerG2) With EnerG² Change % Change Energy & Mechanical Cost / -\$59 -28.19 Month: \$211 \$152 Energy & Mechanical Cost / Year: \$2,532 \$1,820 -28.18 Energ² Return on Investment 10.10





CT18040042 Data Graph Series | Guapos Cooler VA





Serial Number: CT18040042

Description: DENT SMART LOGGER On-Time Since Reset: 235.37 hrs Off-Time Since Reset: 100.63 hrs

Date	TOU/Day (hrs)
Saturday, February 23, 2019	9.43
Sunday, February 24, 2019	15.85
Monday, February 25, 2019	18.12
Tuesday, February 26, 2019	16.36
Wednesday, February 27, 2019	20.87
Thursday, February 28, 2019	19.04
Friday, March 1, 2019	21.98
Saturday, March 2, 2019	20.62
Sunday, March 3, 2019	13.89
Monday, March 4, 2019	13.44
Tuesday, March 5, 2019	14.01
Wednesday, March 6, 2019	13.09
Thursday, March 7, 2019	15.40
Friday, March 8, 2019	15.66
Saturday, March 9, 2019	7.61

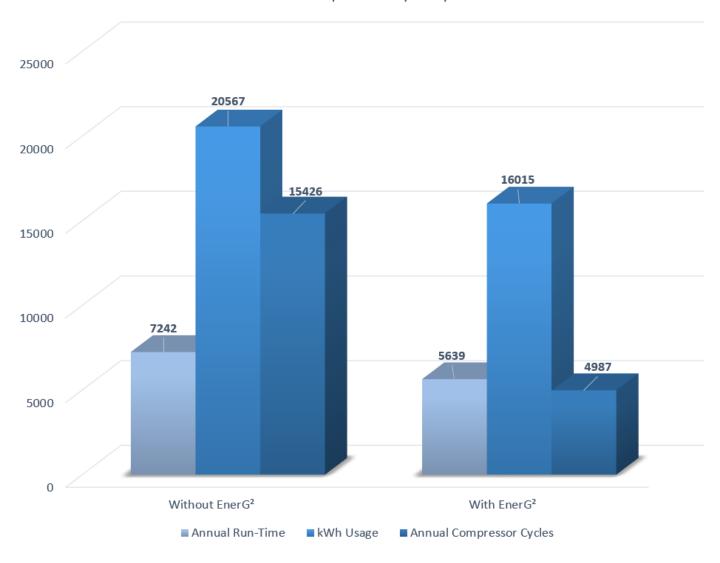
HMS Engineering

Months

Client : The Madison Energy Group 19-Mar-19 Report Print Date: 5 Hargett St., 4th Floor Raleigh, North Carolina 27601 Report No.: GU31919 Facility / Location: Guapos / Gaithersburg MD Room/Equip. Tested: Walk-in Freezer Calculation Basis 0.3 Volts: 230 RLA: 12.0 Compressor Motor: HP: Phase: 2.84 Electricity Rate: \$0.10 per kWh Power Consumption: Operating Basis (Without EnerG2) With EnerG² Change % Change Projected Run Hours / Yr: 7,242 5,639 -1,603 -22.1% -10**,**439 Projected Cycles / Yr: 15,426 4,987 -67.7% Energy Use & Cost Savings per Month With EnerG² (Without EnerG2) Change % Change Operating Hours / Month: 604 470 -134 -22.1% -379 KWh / Month: 1,714 1,335 -22.1% Energy Cost / Month \$178 \$139 -\$39 -22.1% Mechanical Cost Savings per Month With EnerG² (Without EnerG2) Change % Change Cycles / Month: 1,286 416 -870 -67.7% Compressor Maintenance Cost/ Month: \$42 \$13 -\$28 -67.7% Combined Energy and Mechanical Cost Savings (Without EnerG2) With EnerG² Change % Change Energy & Mechanical Cost / -\$68 -30.8% Month: \$220 \$152 Energy & Mechanical Cost / Year: \$2,639 \$1,827 -\$811.82 -30.8% Energ² Return on Investment

13.29

CT18040006 Data Graph Series | Guapos Freezer MD





Serial Number: CT18040006

Description: DENT SMART LOGGER On-Time Since Reset: 247.04 hrs Off-Time Since Reset: 88.96 hrs

Date	TOU/Day (hrs)
Friday, March 1, 2019	10.26
Saturday, March 2, 2019	21.17
Sunday, March 3, 2019	18.05
Monday, March 4, 2019	17.59
Tuesday, March 5, 2019	20.99
Wednesday, March 6, 2019	19.81
Thursday, March 7, 2019	20.78
Friday, March 8, 2019	20.48
Saturday, March 9, 2019	16.90
Sunday, March 10, 2019	14.33
Monday, March 11, 2019	13.27
Tuesday, March 12, 2019	13.77
Wednesday, March 13, 2019	14.97
Thursday, March 14, 2019	16.82
Friday, March 15, 2019	7.85



IntelliHVAC reduces energy consumption in HVAC units through efficient fan control and compressor cycling. The combination of these two technologies optimizes performance by allowing the fans, which use 8 to 15 times less energy than the compressors to capture latent energy that would otherwise be lost. It is retrofitted at the 24-volt terminal and requires no additional maintenance.



Guaranteed to Reduce Energy Costs 10 – 30%
Reduces Compressor Cycles by 20%
Prevents Wear and Tear
Extends Life of Equipment
12 - 18 Month ROI
Reduced CO2 Emissions – Go Green!
Lifetime Warranty



IntelliHVAC is a dual microprocessor technology that easily retrofits to any existing central air HVAC system. It contains both a *post-purge* and *compressor cycle functions* that work together to create a significantly more efficient environment within the system. The inefficiency and therefore *opportunity* is that there is still latent cold energy on the coil or heat energy in the exchanger and this energy is wasted as it dissipates within the system. IntelliHVAC captures this excess energy through its *post-purge function*. This process is known as latent recovery and has been verified by numerous utility companies.

When the HVAC system reaches set point, IntelliHVAC will extend and optimize the fan run-time based on the previous compressor cycle to ensure that the latent hot or cold energy has been captured and that all of that air is circulated all the way through the duct system so that it is not wasted. IntelliHVAC continues to monitor the system and adjust the post purge cycle based on its proven algorithm.

IntelliHVAC also has a *compressor cycle function* that increases the overall energy savings cycling the compressor off for 5 minutes for every 25 minutes of continuous run-time. This allows the fan, which uses 8 to 15 less energy than the compressor to capture the latent energy from the coil or heat exchanger. IntelliHVAC will run the fan for the equivalent amount of time that the compressor is off to ensure that air continues to circulate and there are no negative effects to the indoor air temperature quality.

Tower Engineering Craig Andes Owner / HVAC Engineer

J. Craig Andes, MBA

With close to 40 years of experience, Mr. Andes has been an industry veteran since 1977 and has a keen eye toward efficiency for his customers. Mr. Andes has owned and operated numerous businesses including several mechanical companies, an insulating company, has built numerous structures, and has directed large service-oriented companies. Mr. Andes has also been hired as a consultant by several companies to assist them in their growth and process management.

Currently Mr. Andes owns and operates Tower Engineering in the Raleigh, NC metro market.

After earning his MBA at Union University in Jackson, TN, Mr. Andes is able to merge the real-world practical side of HVAC with financial feasibility and ROI making for good commonsense guidance.

With regard to Madison Energy Group, Mr. Andes serves as an independent, 3rd party consultant and assists the company specifically with the IntelliHVAC technology. Mr. Andes has helped Madison Energy consult with companies such as Starbucks, Darden Restaurants, CBL Properties, and others in helping them to understand the mechanics of their systems as well as the benefits of the IntelliHVAC technology. Mr. Andes also manages the pilot program process, analysis and reporting on behalf of Madison.

The attached reporting is hereby approved and certified by Mr. Andes as accurate in its entirety. Mr. Andes is not compensated in any manner that is based on test results.

J. Craig Andes

Tower Engineering

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Owner / HVAC Engineer

Date: 3/21/2019



Craig Andes HVAC Engineering Contractor

On Behalf of: The Madison Energy Group
For Client: Guapos

Location: Fairfax VA

Report Date: 3/21/2019

Kwh Rate: 0.10

		Start Date	Install Date	Time	Baseline kWh Consumed	End Date	Time	Performance kWh Consumed
Area: Meter #	RTU 1 28269	2/23/2019	3/2/2019	12:00PM	942.6	3/9/2019	12:00 PM	795.1
				kWh/Month	4,039.71		kWh/Month	3,407.57
				kWh/Yr	49,149.86		kWh/Yr	41,458.79

 RTU Summary

 kWh Diff./Period
 147.5

 kWh Diff./Yr
 7,691.07

 % Change
 16%

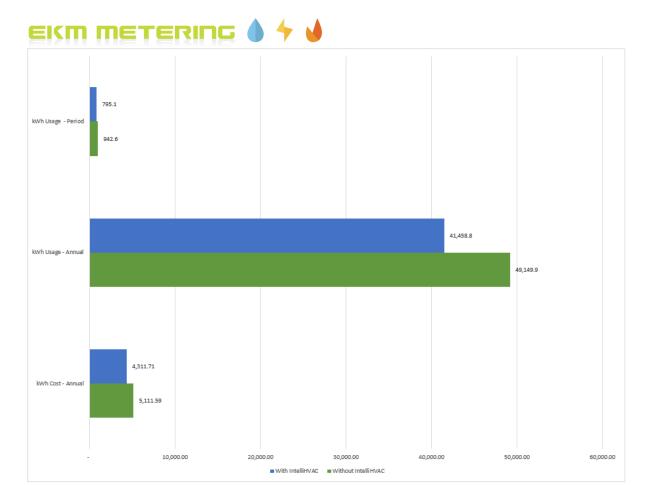
 Savings/Yr
 \$ 799.87

Location: Gaithersburg MD

					Baseline			Performance
		Start Date	Install Date	Time	kWh Consumed	End Date	Time	kWh Consumed
Area:	RTU 1	3/1/2019	3/8/2019	12:00PM	1,009.7	3/15/2019	12:00 PM	840.9
Meter #	15569							
				kWh/Month	4,327.29		kWh/Month	3,603.86
				kWh/Year	52,648.64		kWh/Year	43,846.93

RTU S	Summary	
kWh Diff./Period		168.80
kWh Diff./Yr		8,801.71
% Change		17%
Savings/Yr	\$	915.38

P	roject Sun	nmary	
Total kWh/Yr Reduced		16,492.79	
Average Annual Savings	\$	857.62	
Normalized for Season	\$	1,457.96	
Projected ROI		8.22	Months



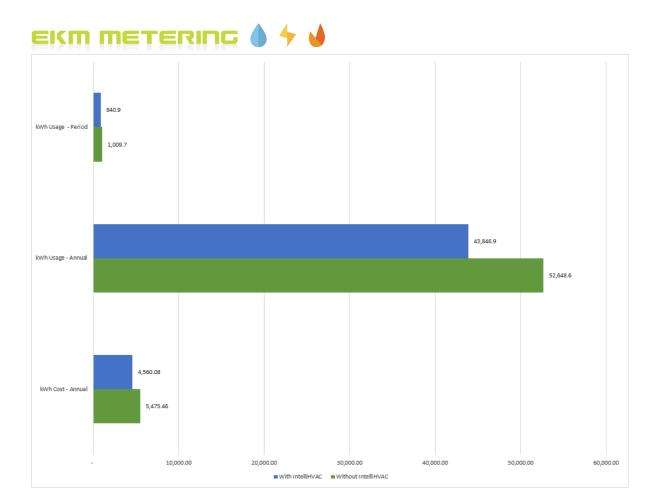


EKM-OmniMeter v.3

Guapos Fairfax RTU 1 LogFile

Total kWh Usage for Period: 1737.7

Date	Kilowatt Hour	Avg. Voltage	Avg. Amps	Avg. Watts	Avg. Cosî, (Power Factor)
2/23/2019	84.9	118.7	24.8	2532	LO.86
2/24/2019	117.8	118.2	25.2	2526	LO.85
2/25/2019	110.9	118.9	25.0	2544	LO.86
2/26/2019	122.2	118.8	24.6	2510	LO.85
2/27/2019	129.0	119.4	24.8	2506	LO.85
2/28/2019	143.1	118.9	25.0	2548	LO.86
3/1/2019	155.7	118.8	25.2	2522	LO.87
3/2/2019	158.0	117.6	24.6	2488	LO.86
3/3/2019	90.2	117.3	24.8	2480	LO.87
3/4/2019	87.3	117.5	24.6	2454	LO.85
3/5/2019	95.0	118.3	24.4	2446	LO.86
3/6/2019	92.2	117.8	24.4	2434	LO.86
3/7/2019	104.9	117.6	24.4	2438	LO.87
3/8/2019	120.7	117.4	24.2	2436	LO.87
3/9/2019	125.8	116.3	24.2	2428	LO.85





EKM-OmniMeter v.3

Guapos Gaithersburg RTU 1 LogFile Total kWh Usage for Period: 1850.6

Date	Kilowatt Hour	Avg. Voltage	Avg. Amps	Avg. Watts	Avg. Cosî, (Power Factor)
3/1/2019	90.0	123.6	24.4	2608	LO.85
3/2/2019	119.9	124.1	26.2	2632	LO.85
3/3/2019	114.4	124.2	25.6	2610	LO.86
3/4/2019	159.4	123.6	25.8	2632	LO.87
3/5/2019	144.2	124.3	25.4	2592	LO.86
3/6/2019	149.3	124.2	25.8	2570	LO.86
3/7/2019	152.5	123.5	25.2	2562	LO.85
3/8/2019	160.0	123.5	25.4	2606	LO.87
3/9/2019	90.2	123.4	25.8	2482	LO.86
3/10/2019	91.3	123.1	25.6	2498	LO.86
3/11/2019	139.6	122.9	25.8	2500	LO.85
3/12/2019	125.5	122.5	25.8	2458	LO.87
3/13/2019	125.1	123.1	25.2	2456	LO.86
3/14/2019	129.7	123.4	25.0	2482	LO.86
3/15/2019	59.5	122.3	25.0	2486	LO.85

Proof of Concept Performance Summary

Program Duration - 2/23/2019 - 3/15/2019

Program Duration - 2/23/2019 - 3/15/2				
EnerG ² Summary				
Annual Savings - Cooler	\$	711.87		
Annual Savings - Freezer	\$	811.82	_	
Average Annual Savings per Unit	\$	761.85		
Projected Annual Savings for		18	units \$	13,713.21
Projected Savings Over 10 Years			\$	137,132.10
Return on Investment			9.43	Months
IntelliHVAC Summary				
Annual Savings - RTU 1	\$	799.87		
Annual Savings - RTU 2	\$	915.38		
Average Annual Savings per Unit	\$	857.63		
Annual Savings Normalized for Season	\$	1,457.96		
Projected Annual Savings for		27	units · \$	39,364.92
Projected Savings Over 10 Years			\$	393,649.20
Return on Investment			8.22	Months
Overall Summary of Perform	ance	9		
Combined Monthly Energy Savings	\$	4,423.18		
Combined Annual Energy Savings	\$	53,078.13		
Combined Energy Savings Over 10 Years	\$	530,781.30		
Cumulative Return on Investment/Months		9.92		







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