



**RE: Energy Systems Upgrades**

Dear Valued Client:

Leonard Powers, Inc. has formed a new Strategic Business Group, LPI Energy, in order to offer our clients Turn-Key Energy Solutions while leveraging both Federal and State incentives as well as all local utility energy programs. LPI offers the unique combination of in-house expertise across energy auditing, design and construction of Energy Conservation Measures (ECM' s), program administration and project financing.

**The LPI Energy Solutions Team**

The LPI Team brings to projects a uniquely powerful combination of energy and building consulting expertise, construction experience, and project finance experts that will deliver the greatest value to your facility. As an Approved Implementing Contractor for Con Edison, LPI will work extensively with this Program and its strategic partners to successfully implement projects for your facilities. LPI can assist you with access to significant rebates and incentives that will enhance the economics of your program.

LPI is a New York based full turn-key, design-build energy engineering and contracting firm with our office located on W.49<sup>th</sup> Street in New York City. The services provided by LPI go beyond lighting and deliver turn-key HVAC and other efficiency technologies, water, steam, insulation and building envelope, cogeneration, renewable energy and other energy services with guaranteed energy performance.

**Approach**

LPI recognizes the opportunities and challenges of your organization in the current economy and with the ever-changing regulations and pressures within your industry. This awareness comes in part from prior experience working with other industry organizations and from our commitment to providing comprehensive, long-term solutions to our clients.

Central to our approach is first gaining a clear understanding of your business objectives that may go beyond ensuring full compliance with all applicable codes and standards. Based on that understanding, and through on-going consistent communication between the LPI Team and you, we can achieve a successful project outcome.

LPI will conduct a preliminary assessment of the energy opportunities and then apply to the Con Edison or NYSEDA programs to ensure that your facility obtains maximum financial incentives offered by this program. We will then work with you to complete the implementation



of the approved measures and provide you with fully functional, integrated and commissioned systems that will provide long-term energy savings.

### **Benefits to the Facility**

- The LPI Energy team integrates full-service design-build, conceptual engineering and construction services.
- Efficient project delivery and more pronounced fiscal results, thanks to our Energy Savings Performance Contracting (ESPC) experience.
- Professional staff requiring no learning curve, due to Leonard Powers proven experience working with your facilities.
- The ability to overcome routine obstacles without delays or change orders, using in-depth knowledge of all project phases from energy audit, through turn-key design and construction close-out and specific knowledge of construction and contracting in the New Jersey market.

Please free to call me with any questions. We look forward to working with your firm successfully.

Sincerely,

Albert G. DiGuilio, P.E.  
Director Design Build Energy Operations