Netzero Netzero Energy, LLC

About Us...

Founded in 2015, NetZero Energy, LLC is a Veteran-Owned Business; we work with private client companies and public organizations to drastically reduce the amount of energy wasted on inefficiency while illuminating any facility.

Our clients include industrial, commercial, government, and non-profit organizations. We serve our clients with products that offer the innovation to meet their goals. As lighting is the most important element in our visual world and the first step in a NetZero building, we offer the latest lighting and controls technology, resulting in vast improvements in lighting levels while saving energy.

- Climate friendly jobs
- Investment-grade lighting audits
- ENERGYSTAR® benchmarking
- Cost-effective NetZero solutions
- Energy-efficient practices
- Lighting calibrated to the specific needs of any project
- · Access to utility incentives that lower project cost
- Financing





Team Presentation



Greg Wright President/Co-Founder



Barry Redman

Sid Hart IKIO Sales Executive



Dustin McKinnon ReevesCo Rep.



Greg Wright – Selling Light bulbs for his Middle School Fundraiser

Power

Since NetZero's beginning,

We have captured enough wasted energy to...



Since NetZero's beginning,

We have captured enough wasted energy to...



Since NetZero's beginning,

We have captured enough wasted energy to...

Reduce





Cars off the Road



2021 OSSA Energy Presentation

- State of the Schools
- Case for Energy Efficiency
- Energy Efficiency Retrofit Guidance
- Covid Management Solutions
- Stadium Star Program
- Closing Q&A

The current state of Public School Building Stock

According to the Society of Civil Engineers, "American School Buildings received a score of D+ in 2017." (Kosta Diamantis, Deputy Secretary Office of Policy and Management)

U.S. K-12 school districts spend more than \$8 billion each year on energy—more than they spend on computers and textbooks combined *(EPA 2009)*. Most districts occupy older buildings that often have poor operational performance—more than 30% of schools were built before 1960 *(DOE 2003)*.

The average age of a school building is about 61 years—which is nearly the expected serviceable lifespan of the building (*McGraw Hill 2011*).

K-12 schools offer unique opportunities for deep, cost-effective energy efficient lighting upgrades.

NetZero Energy, LLC provides convenient and practical guidance for exploiting these opportunities in the context of public, private, and parochial schools.

State Of The Schools

- Commercial & school buildings generate 40% of greenhouse emissions.
- K-12 schools were selected as one of the highest priority building sectors because schools affect most Americans' lives.
- They also represent approximately 8% of the energy used and 10% of the floor area in commercial buildings nationwide. (U.S. Department of Energy study)

State of the Schools

Electricity Usage by Source In Schools



LED: Educational Benefits

- LED lighting increases productivity and learning when compared to fluorescent or incandescent bulbs
- Increased lighting levels increase reading comprehension (yellow vs white light)
- Results show students testing under a combination of blue and white LED light decreased errors by 33%

Eighty-four 3rd grade children in four different classrooms at Saltillo elementary School, near Tupelo, MS were randomly assigned to two different lighting settings throughout the year. Students exposed to lighting with higher light intensity and light temperature levels had, by the end of the year, increases in performance that were 33% higher than the increases in performance of the control group. "light settings vary greatly in classrooms, and the results of this study raise important questions on how lighting is selected for optimizing teaching and learning," says Michael Mott with the university of Mississippi.

The Case for Energy Efficiency

- Transition to a clean energy future
- Energy efficiency always pays for itself
- Creating Green Jobs
- Increasing campus safety
- \$0.60 per square foot on operations & maintenance expenses annually
- Appeal to public demand
- Regulatory compliance
- Brand Image/public perception

"Energy efficiency is the 3rd largest source of power on the US electric power grid."

Maggie Molina, Senior Director on Policy ACEEE

Steps to Energy Efficiency

- General Guidelines to Assess Project
- LED Lighting Deep Dive
- Lessons Learned



Steps to Energy Efficiency

- It all starts with a lighting Audit
- Lighting design
- Controls design
- Labor bids if necessary
- Funding mechanism
- Board approval
 - Manage project

- Behavior Low hanging fruit
- We are the Design consultant, and we offer a benefit of each component.
- Use a standard metric to measure savings (such as Internal Rate of Return).

Steps to Energy Efficiency

- Renewable Energy Projects are the last step. Don't make it the first step.
 - The upfront capital costs go down markedly if you first reduce your requirement for power.
 - The savings (Internal Rate of Return) actually increase for renewable energy projects if you reduce usage.
 - Thus: You spend less and have a higher return on the amount you invest.

Not all LEDs are Created Equal

- Easy Swap and Go Just replace your existing tubes
- Easy, but not as efficient.
- Ballasts retained. Old fixture wiring and lamp holders retained—prone to premature failure

- Bypass with retrofit kits
- Use existing fixtures, rewire
- Slightly higher equipment and installation cost.
- More efficient, maximizes savings, minimizes maintenance costs.

Not all LEDs are Created Equal

- New Fixtures such as LED Panels and Troffer Retrofit Kits have a higher initial cost and offer excellent improvements over traditional, legacy lighting.
- Designed from the ground up, to maximize LED characteristics
- Improved lighting quality, almost like natural sunlight
 - We offer multiple options for your situation

Maintenance Reduction

- Legacy lighting is an ongoing source of required maintenance
- Removing the ballast is removal of the #1 failure point
- LEDs offer instant on, and work extremely well in cold weather conditions

 Project Description: Replace all remaining interior and exterior lighting in and around 7 different buildings













10 YR ROI WITH BREAK-EVEN



Financing an LED Project

- Local utility incentives
- Qualifies for SB1149 funds
- Lighting-as-a-service contract
- General funds
- Federal funds
- 179d reassignment
 - Traditional financing

Questions on LED Retrofits?



Covid Management

- Meet our family, a family of COVID-killing products
- Tested, proven & smart, labor-saving disinfection products



Covid Management

The first step is early detection with the *Tantum* — a facial recognition, computer-logging temperature detection system that offers control capabilities of optional controls & equipment



A Case for Covid-19 Management

Q: Can UVC lamps inactivate the SARS-CoV-2 coronavirus?

A: UVC radiation is a known disinfectant for air, water, and nonporous surfaces. UVC radiation has effectively been used for decades to reduce the spread of bacteria, such as tuberculosis. For this reason, UVC lamps are often called "germicidal" lamps.

ELECTROMAGNETIC SPECTRUM

(with expanded scale of ultraviolet radiation - 1 nanometer = 10 meter)



ANOTHER CHAPTER TO THE **IKIO STORY...**



Axenic-UV is the latest initiative of IKIO Group.







Over 3 decades of experience in innovation and manufacturing.



Growing in repute as a leader in the LED lighting industry with its steady track record in innovation and grand investments in R&D.



Influential support which assures that Axenic-UV is always at the forefront of technological developments and industry-relevant solutions that take the future of disinfection technology to the next level.











AXENIC-UV

HOME TO **360** DISINFECTION SOLUTIONS

AXENIC-UV IS A LEADING AMERICAN DISINFECTION SOLUTIONS PROVIDER





Home to a comprehensive range of Disinfection and Fever Detection Solutions.

Contactless pathogen prevention solutions which use innovative and proven technologies for surface disinfection, air sterilization and elevated temperature detection.

Exhaustive product range including UVC Germicidal lamps, UVC Light Sterilizers, UVC Bars, UVC Mobile Sterilizers, Intelligent UVC, Spray Disinfection robots, Microwave Ultraviolet Sterilizers, Induction Air Sterilizers and Door Frame Thermal Imaging Devices

Aim to leverage the advancing possibilities of the latest Germicidal Technologies and lead the industry in eradicating harmful pathogens.







One-Stop Destination for Smart Disinfection & Detection Solutions



Contactless Disinfection Systems that destroy harmful pathogens



Disinfection Solutions with UVC technology that kill 99.9%* germs



Detection Solutions with Thermal Imaging to detect visitors with elevated temperatures







THE POWER OF UVC...









UVC Disinfection Methods are Fast, Affordable and Highly Effective

UVC Technology enables Contactless

Rapid Disinfection

UVC Prevents disease causing pathogens from growing on or circulating in Air and Surfaces.

The Science behind Germicidal UVC

UVC Disinfection Systems use the highenergy from short-wavelength UVC light to attack the cellular RNA and DNA of disease-causing pathogens.

O1

02 UVC damages the nucleic acids in these microorganisms and prevents them from infecting and reproducing.

O 3 The absorption of UVC energy causes the demonization of molecules, particularly thymine.

04 Formation of thymine dimmers in the DNA of bacteria and viruses prevents replication and the ability to infect.



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UVC and Covid-19



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UVC and Covid-19



UVC and Covid-19



HOVER

LED UV DISINFECTION PANEL LIGHT (2x2 FEET)

Who could have thought that there would be an LED Panel Light with antiseptic and antiviral nanomaterial/s? With Axenic-UV it is possible now. HOVER, our new LED Panel Light comes with a Centrifugal Industrial Fan that cleanses the air of bacteria and viruses. Its silver ions that are widely used in disinfection and sterilization processes, react with hydrogen sulfide ions in bacteria and damage their DNA along with their protein structure, thus inhibiting reproduction of viruses. The material surface with electric charge pulls membranes of bacteria, ruptures them and brings the deadly bacteria to death.

Questions on COVID Management?



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What is Stadium Star?

Stadium Star is a lighting-as-a-service program designed specifically for scholastic sports field lighting. Our program offers a subscription-based lighting service that alleviates the up-front financial burden associated with updating your existing, tired, dim, energy-wasting sports lighting to LED. By updating sports lighting to modern, LED, A school can see immediate and lasting benefits for its Sports Program, while reducing energy consumption, improving player performance and team confidence.

LED Sports Lighting Now!

Problem

Budgeting priorities competing for lighting upgrades

Schools can recover retrofitting capital investment for almost every school lighting project, but utility companies and government agencies do not typically offer incentives for school's sports field lighting. Approval process for extraordinary capital expensive projects takes years to be completed, while lighting renovation and maintenance keep depleting school budgets.

Our Service

Stadium Retrofitting

- Lighting Design & Management
- New LED Lights
- Pole Replacement (if needed)
- Ongoing Maintenance
 Incentives (if applicable)



Process

Month 1 Qualified Lead Development

- Month 2 Opportunity Management
- Month 3 Project Management

Month 4 Ongoing Contractual Maintenance

Month 60

- Engagement
- Facilities Lighting Audit
- Planning and Estimating
- Presentation
- Signing Contract
- Collect Deposits (if applicable)
- * Sign for Loan (with valid contract)
- Order Materials
- Coordinate Contractors
- Schedule Installation
- Monitor Installation
- Post inspection
- Customer Singed Completion Letter

Questions on Stadium Star?



In Closing...

We are ready to get to work by investing in our communities and to lead the school districts in their transition to a NetZero future. As we now have the full support of the current administration, this is a historical, once in a generation opportunity to support local climatefriendly jobs, local economies, while investing in our infrastructure.

NetZero Energy is the goal — We are your solution.