Energy Efficiency Means Jobs
Baltimore County :: Case Study
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green garages
*a bright way to save!*

BALTIMORE COUNTY, MARYLAND
BALTIMORE COUNTY REVENUE AUTHORITY

PROJECT: Multiple Parking Garage Lighting Retrofit with advanced energy management controls

**ANNUAL ENERGY SAVINGS (4 locations)**

- Energy Savings: $235,729
- Displaced Energy: 1,885,838 kWh
- Displaced Capacity: 119.87 kW

**ANNUAL ENVIRONMENTAL IMPACTS (4 locations)**

- CO₂ Reduction: 1,225 tons
- SO₂ Reduction: 4.48 tons
- NOₓ Reduction: 1.69 tons
- Mercury Reduction: 0.051 pounds

This reduction is the environmental equivalent of:

- Planting 346 acres of trees annually
- Removing 305 cars from the road each year.

**BEFORE**

**AFTER**
Baltimore County :: Case Study
Orion’s Story

- **1983**: Mirro Aluminum Company acquired by The Newell Companies
- **2003**: Newell moved its manufacturing operations to Mexico and shuttered the seven (7) area Mirro plants
- **1,150 lost jobs**: 12% unemployment rate
- The end of Mirro’s 118 year history in Manitowoc
Orion’s Story

The Marriage of Manitowoc and Orion

- **2004**: Orion Energy Systems, a growth company looking to expand
- Manitowoc: available skilled workforce and abundant low-cost space
- Like a phoenix rising from the ashes: Orion acquired the vacant Mirro distribution center and established its world headquarters in Manitowoc, Wisconsin USA
Energy Efficiency Means Jobs

Mirro’s
LAST
Manitowoc
Employee

Orion’s
FIRST
Manitowoc
Employee

Mirro’s
Manitowoc
Employee

Orion’s
Manitowoc
Employee

Louis Mitcheltree
Next Generation Manufacturing

ORION ENERGY SYSTEMS INC.

Technology Center and Manufacturing Operations
Manitowoc, Wisconsin USA
Orion’s Story
Orion’s Story
Orion’s Mission

Deliver :: Permanent Distributed Load Reduction
Cost effective energy management without compromise

Bridge the Gap
Between Environmental Stewardship and Capitalism
Permanent Distributed Load Reduction

Solar Light Pipe: **122 kW**

Compressed Air: **60 kW**

Wind: **70 kW**

Lighting: **134 kW**

Solar PV: **250 kW**
GRID PARITY

Achieved at Orion’s
266,000 sq.ft
advanced
manufacturing facility

October 15, 2010
Energy Efficiency Means Jobs
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Employee Health Care Plan

Family Plan:
10% of Company cost
Approx. $128/month

Fitness Requirement
16 times/month for both employee and spouse or $150/month penalty

Non-Smoking Requirement
$200/month penalty for smokers
Orion Energy Systems

ROM

Range of Motion Machine
4 minutes is equivalent to 20 minute workout
4 minutes, 16 times/month to meet fitness requirement
Orion Energy Systems

Employee Fitness Program

Onsite Fitness Facility:
Available 24/7 for Employees and Spouses
Orion Energy Systems

Onsite Health Care Clinic

Available to Employees and Families
Orion Energy Systems

Onsite Printshop
Orion Energy Systems

Orion's New :: Onsite Call Center
Orion Energy Systems

Onsite Cafeteria

Healthy Low-Cost Options
Onsite Daycare

Orion’s Little Stars
Orion Energy Systems

Onsite Daycare

Orion’s Little Stars Rock!
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Energy Efficiency Means Jobs

"Feet on the Street"

Integration Partner & Technology Center

- **Sales Location** (Integration partner regional office, VAR partner location, Orion in-market sales office)

Orion Partners Nationwide

As of April 2011
Apollo® Solar Light Pipe

Direct-use Renewable
Apollo® Solar Light Pipe

Direct-use Renewable
Electric Lights Off. Sunlight Harvested.

Illumination by daylight, not electric light.
CREATING JOBS

The number of JOBS created for every 100 MW of Orion’s integrated lighting system capacity installed.

2,848
PROVEN RESULTS

$1.38 Billion Saved

137 Fortune 500 Customers

7,368 Facilities Completed

1.11 Billion Sq. Ft. Retrofitted

678 MW Saved

11.6 million tons CO₂ Reduced

As of Oct. 31, 2011