

ENERGY.SMARTER.™



RADICAL IDEAS
EXTREME ENERGY SAVINGS
PROVEN RESULTS

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 |



BEFORE

ANNUAL ENVIRONMENTAL IMPACTS (4 locations)

| | |
|----------------------------|--------------|
| CO ₂ Reduction: | 1,225 tons |
| SO ₂ Reduction: | 4.48 tons |
| NO _x 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.



AFTER



Baltimore County :: Case Study

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Orion's Story

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MIRRO®

Newell Rubbermaid

- **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

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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

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MIRRO®

Mirro's

LAST

Manitowoc

Employee



ORION

Orion's

FIRST

Manitowoc

Employee



Next Generation Manufacturing



ORION ENERGY SYSTEMS INC.

Technology Center and Manufacturing Operations

Manitowoc, Wisconsin USA



Orion's Story

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MIRRO®



Before



After

Orion's Story

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Orion's Mission

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Deliver :: Permanent Distributed Load Reduction

Cost effective energy management without compromise

Bridge the Gap

Between Environmental Stewardship and Capitalism



Permanent Distributed Load Reduction

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Solar Light Pipe:
122 kW

Compressed Air: **60 kW**

Wind: **70 kW**



Lighting: **134 kW**

Solar PV: **250 kW**



Proven Results

GRID PARITY

Achieved at Orion's

266,000 sq.ft

advanced

manufacturing facility

October 15, 2010



Energy Efficiency Means Jobs

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Orion Energy Systems

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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



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ROM



Range of Motion Machine

4 minutes is equivalent to 20 minute workout

4 minutes, 16 times/month to meet fitness requirement

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Employee Fitness Program



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



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Onsite Health Care Clinic



Available to Employees and Families

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Onsite Printshop



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Orion's New :: Onsite Call Center



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Onsite Cafeteria



Healthy Low-Cost Options

Orion Energy Systems

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Onsite Daycare



Orion's Little Stars

Orion Energy Systems

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Onsite Daycare



Orion's Little Stars Rock!

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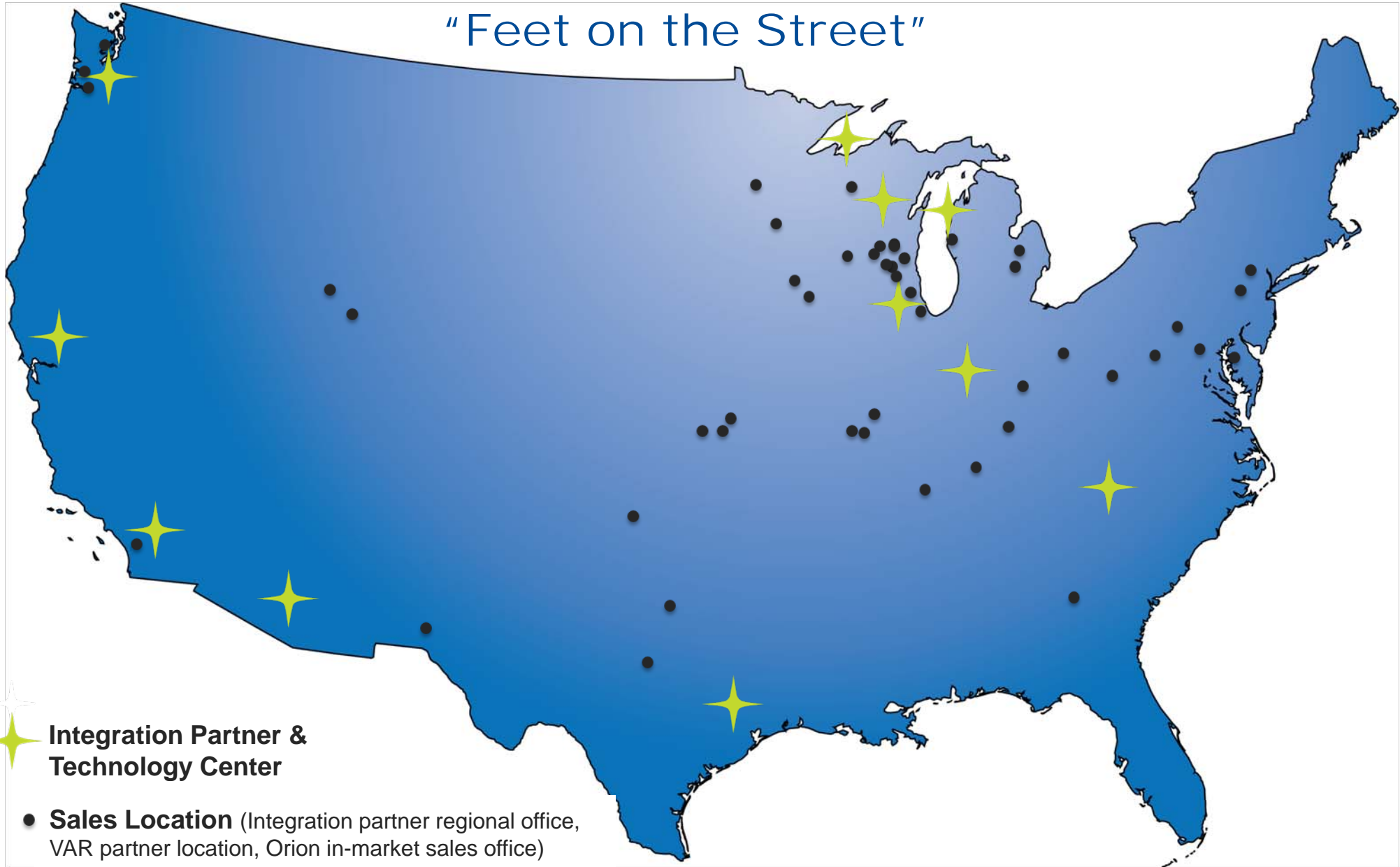
Orion Engineered Systems – Houston, Texas USA 08.02.2011

Energy Efficiency Means Jobs

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“Feet on the Street”



Orion Partners Nationwide

As of April 2011

Apollo® Solar Light Pipe

ENERGY.SMARTER.™

Direct-use Renewable



Apollo® Solar Light Pipe

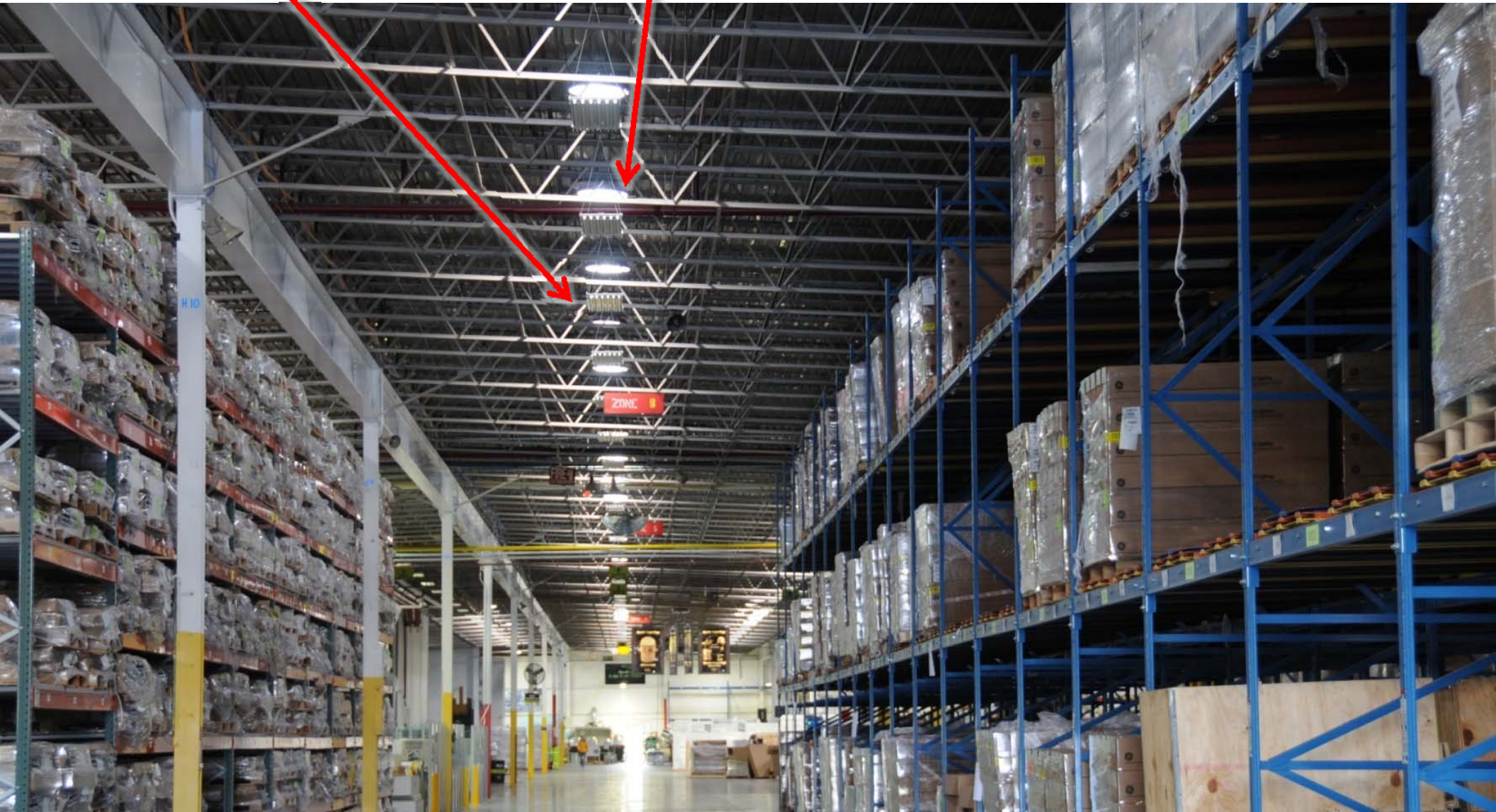
ENERGY.SMARTER.™

Direct-use Renewable



Electric Lights Off. Sunlight Harvested.

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Illumination by daylight, not electric light.

CREATING JOBS

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2,848

The number of **JOBS**
created for every
100 MW

of Orion's integrated lighting
system capacity installed.



PROVEN RESULTS

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\$1.38 Billion Saved

137 Fortune 500 Customers

7,368 Facilities Completed

1.11 Billion Sq. Ft. Retrofitted

678 MW Saved

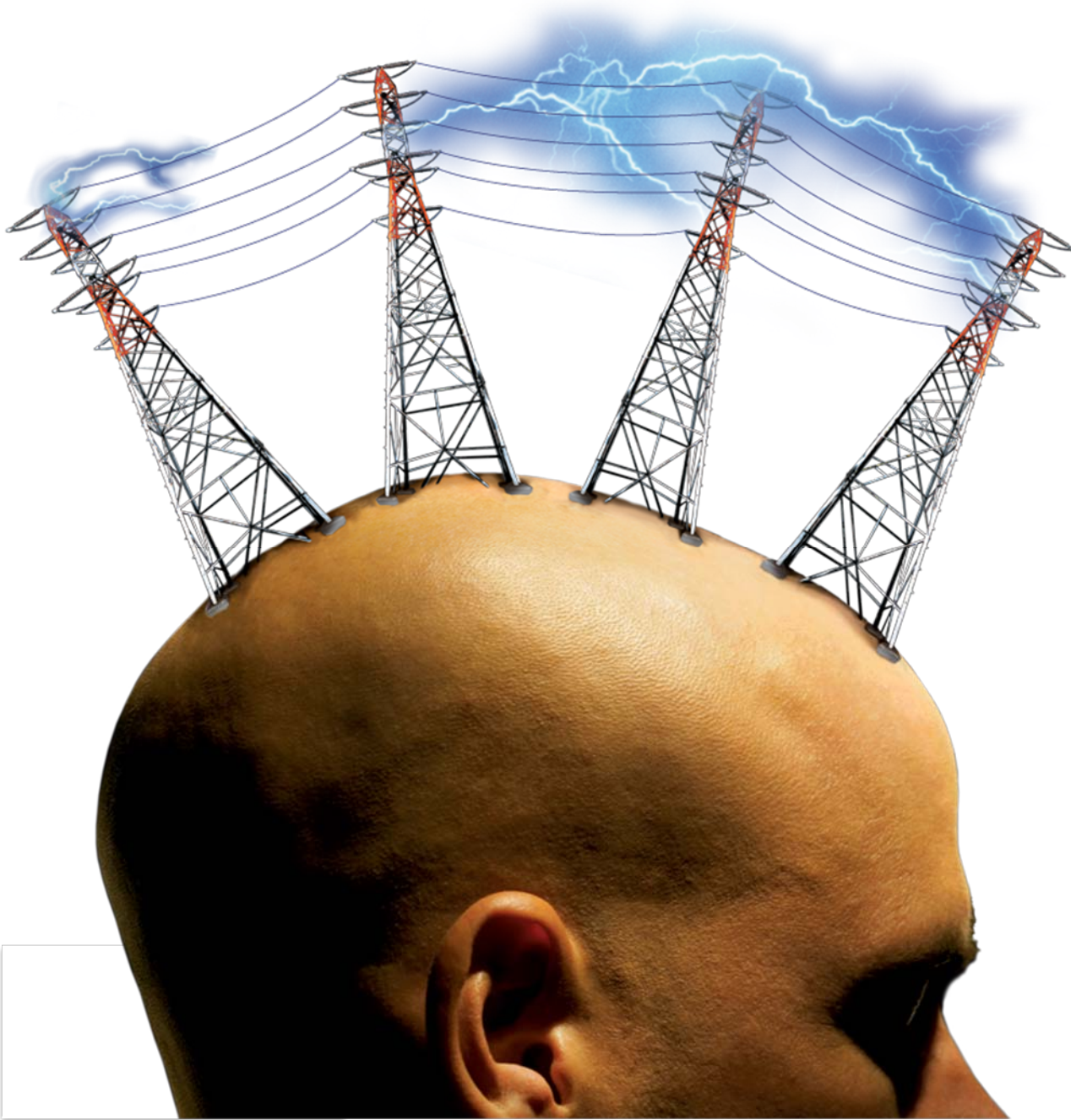
11.6 million tons CO₂ Reduced



As of Oct. 31, 2011

Thank You

ENERGY.SMARTER.™



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