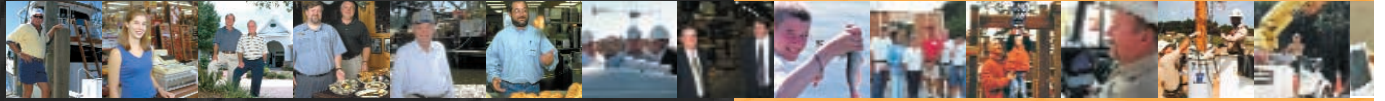


# Energy Solu



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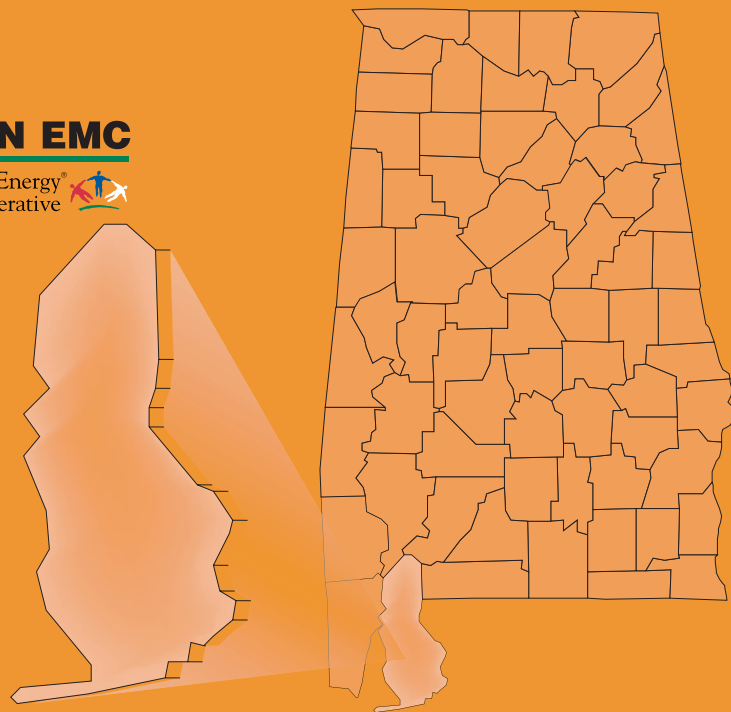
# Energy Services & Solutions



## Energy Services & Solutions

*Partnerships That Work*





## Our Principles

### Innovation

No other energy source is poised to meet the need for innovation better than electricity. When it comes to being a respected and responsible corporate citizen, innovation counts. Baldwin EMC is committed to innovation.

### Integrity

Baldwin EMC has been a trusted member of the community for over 60 years. Our cooperative employs over 185 local people and serves as an economic development engine for Baldwin County. When nearly 55,000 member consumers count on you to provide reliable electric power and to be a respected and responsible corporate citizen, integrity counts.

### Accountability

Baldwin EMC is accountable to its members. The unique relationship between cooperatives and their members makes these people more than just customers. As a member and owner, you can count on Baldwin EMC, your electric cooperative.

### Community Commitment

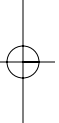
Baldwin EMC is committed to the communities we serve. You'll find our employees coaching your child's basketball team, singing beside you in the church choir, or working your local Relay For Life event. That is our history, and that is our plan for the future.





# BALDWIN EMC

Your Touchstone Energy<sup>®</sup>  
Cooperative



# Energy Services & Solutions





## What Does This Mean To Our Members?



Baldwin EMC and Siemens services are beneficial to a variety of markets.

### Commercial Office Buildings

Tenant comfort and low per-square-foot operating costs represent a competitive advantage to building owners. We pursue these objectives in diverse environments, from temperature-sensitive computer rooms to wide-open workspaces.

### Healthcare Facilities

Our solutions make possible precise temperature and ventilation control in operating suites, patient rooms and other critical areas, twenty four hours a day. With the resulting savings in operating costs, capital is available for other pressing needs.

### Industrial Facilities

Some industries cannot exist without extreme air purity, humidity and temperature control. We manage critical environments to improve yield rates and productivity. We also minimize unscheduled downtime that threatens profitability. In clean rooms and manufacturing processes, we provide integrated control to optimize labor and energy efficiency.

### Higher Education

On today's campuses, security, safety and comfort must exist for a population that demands flexibility and open access. Our integrated solutions help you realize key goals – managing real-time information, maximizing energy resources, managing safe and secure environments and capitalizing on creative funding.

### K-12 Schools

We can bring your building up to par, not just by optimizing cost efficiency but by creating superior environments for student learning. We provide the temperature control, lighting upgrades and indoor air quality systems that eradicate problems with indoor air quality and student comfort. Our communications solutions can make teaching and learning more fruitful. Through Performance Contracting, we help schools escape the costly spiral of deferred maintenance. Funding of efficient systems is made possible by resulting energy and operating savings, guaranteed in writing by Siemens.

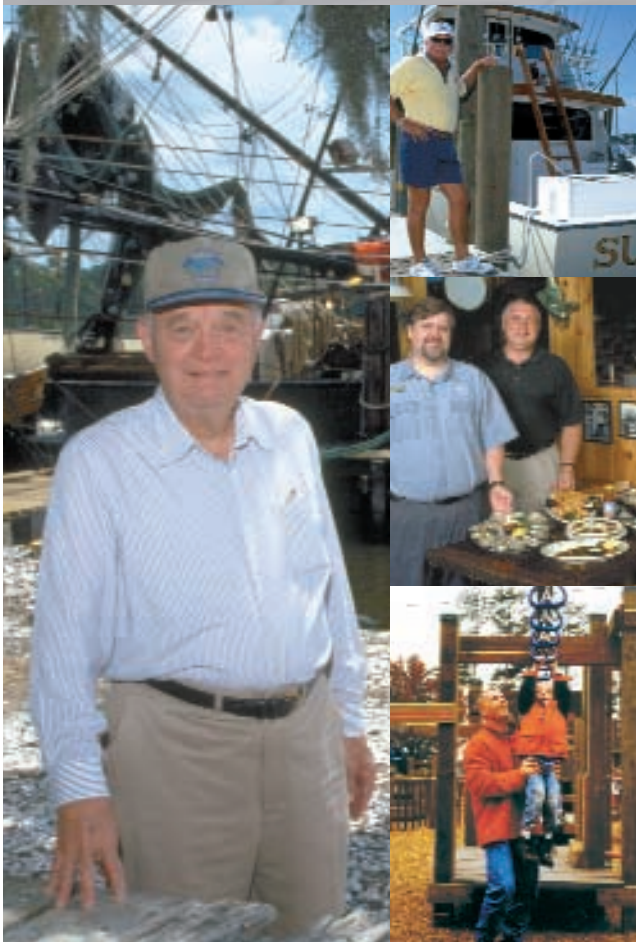
### Government Facilities

Baldwin EMC and Siemens are capable of meeting the exact requirements of government facilities for uninterrupted operation of massive data centers and dependable security. Furthermore, in keeping with mandated standards of cost efficiency, we provide them with benchmark levels of energy savings.

### Large Public Facilities

Convention Centers, airports and stadiums require versatile environments. For the community that has supported the construction of such facilities, the flexibility to support a multitude of different uses is vital to hasten payback on the large investment in construction. We are a trusted resource to create flexible, economic and dependable environments for public facilities.

**Your facility's performance can take you to new heights.  
We'll get there together.**



## Partnerships That Work

Baldwin Electric Membership Corporation, your Touchstone Energy® Cooperative is committed to bringing you value. In pursuit of this goal, we have partnered with Siemens, world leaders in information and communications, automation and control, power, medical solutions, transportation and lighting, who shares our customer service and our commitment stance. We are committed to understanding your business, whether it's a factory or the local high school, in order to deliver unmatched service value over the entire life of your system. We provide the right people and processes to reach your goal – peak facility performance. Together, we can maximize the potential of your building.

Our service stance revolves around YOU:

1. *Understanding of our customers' needs – and their customers' needs.*
2. *Unmatched customer value.*
3. *Integrated and customized products and services of the highest quality.*
4. *Mutually beneficial, long-term partnerships with our customers.*
5. *We only promise what we can deliver – then exceed expectations.*
6. *We work as One Company and One Team for you.*

Manufacturing, medical care, education – almost any contemporary organization will benefit from greater interaction with facility automation and energy conservation. When local facilities are operating at their full potential, they generate something more than just savings. Superior facilities generate interest in a community, making it a desirable destination for growth and new business.





## Services That Save Energy, Time and Money



Baldwin EMC and Siemens offers a variety of services that can maximize your facility's performance.

### Building Automation/HVAC Controls

Through our partnership with Siemens, we can offer the ability to command the advance technology of our APOGEE™ family of building automation and control systems for your company or business. Its inspired design optimizes energy efficiency, staff productivity, quality of control and equipment lifecycle management. APOGEE is completely scalable to meet any performance requirements and can grow with you.

### Critical Environments

More and more laboratory and clean room facilities will need to be renovated or replaced to accommodate today's technologies. The pay-off is energy efficiency and protection of people, products, experiments and investments. Our environmental control solutions reduce energy costs, while simplifying certification by OSHA, EPA and other regulatory bodies.

### Energy Services and Solutions

We provide a full range of products and services to help customers save energy and money. This includes load profiling, submetering and energy usage and cost reports. Our utility management solutions can be fully integrated with APOGEE to ensure that automated processes optimize energy savings.

### Facility Management Services

We offer an outsourcing alternative to meet your building management needs. Our responsibilities can include HVAC, electrical distribution, uninterruptible power sources, emergency power generating equipment and related systems.

### Fire Alarm and Life Safety

We can devise a system designed to meet your individual facility needs and provide solutions to interface with other critical building systems. System inspection, testing and preventive maintenance help reduce false alarms, minimize litigation exposure and prolong system life and document compliance.





#### Indoor Air Quality

The EPA estimates 1 in 3 commercial buildings and 1 in 5 schools in the U.S. have poor indoor air qualities. We combine the expertise of healthcare professionals and multi-disciplinary engineers. Whether problems arise from ventilation issues or chemical/biological contaminants, we assess, diagnose, treat and train to eliminate and prevent future outbreaks.

#### Mechanical Systems Service

We help extend equipment service life and reduce lifecycle costs, increase reliability and minimize downtime, improve air quality and comfort and achieve regulatory compliance. All of the reasons to engage our professional maintenance of your HVAC equipment translate to the bottom line. Our team offers preventive and predictive maintenance, remote monitoring and emergency service, planned retrofit and replacement and measurable quality assurance.

#### Performance Contracting

Through performance contracts, modernization of building systems and infrastructure are funded by the resulting savings in operating and energy costs. We introduce new processes and advanced technology that produce savings sufficient to guarantee payback of the necessary capital investment.

#### Security

Our expertise includes access control, video surveillance and intrusion detection. When integrated with building automation controls, lighting, fire safety and HVAC systems, we can present a thoroughly coordinated response to unwelcome events.

#### Systems Integration

Integration of core infrastructure systems has become the norm. HVAC, fire and safety, security, lighting, utility management and more can all be managed via a single system. No matter what communication protocols your infrastructure systems use, our expertise and technology will integrate them into a single "open" facility management platform.

#### Thermal Imaging

Infrared scanning services are available to aid in the detection of hotspots in your facility. As apparatus are scanned, thermal and digital images are recorded. The image shows the location and temperature of the hotspot and is a valuable tool in improving energy efficiency.