

December 22, 2014

Re: Support Letter for SUNY New Paltz's STARS Innovation Credit

Dear AASHE STARS Review Team:

As the Account Executive for Siemens Industry Inc., I am responsible for account management at facilities striving to reduce energy use. I am an AEE Certified Energy Manger (CEM) and hold a Facility Management Administrator accreditation through BOMA. My customer base includes K-12, Healthcare, Higher Education, and Life Science Facilities for R&D and manufacturing. I have been employed with Siemens for 29 years performing the duties of Design Engineer, Operations Manager and now Account Executive. The Albany Office of Siemens performs more than \$20 million in energy projects annually working with public utility companies, NYPA, and NYSERDA.

From November, 2008 to present, SUNY New Paltz contracted Siemens to submeter the vast majority of 39 buildings on the SUNY New Paltz campus for electricity, natural gas, domestic water, and high temperature hot water. The main submetering project has been long completed but the university continues to add new buildings to the system and is working with the New York Power Authority (NYPA) to share the campus meter data with this state authority. NYPA will use SUNY New Paltz's meter data to validate the campus is complying with Executive Order 88. I have no other customer who has invested in a complete submetering system and continues to maintain it to the extent the SUNY New Paltz has. More than 6 years ago the Director of Facilities had a vision to have building by building metering in place for all utilities in order to identify Energy Conservation Measures (ECM) and have a means to measure and verify the benefit of each implemented ECM. To date the university has been eligible for NYSERDA Monitoring Based Commissioning Grants that can only applied for with a submetering system in place. This investment is indicative of SUNY New Paltz's long-term commitment to energy conservation and efficiency. This investment has positioned SUNY New Paltz to be a leader in energy management across the SUNY System, higher education, and the building industry as a whole.

SUNY New Paltz is the only customer in my account base that has implemented such a comprehensive and actively used campus wide metering system. We have demonstrated the New Paltz submetering system to many of my other accounts to educate facility and energy managers as to the benefit have having a submetering system for heat, water and electric use.

Sincerely,



Mark Durant
Account Executive
Siemens Industry Inc.