



Federal Wind Energy Applications Training Symposium

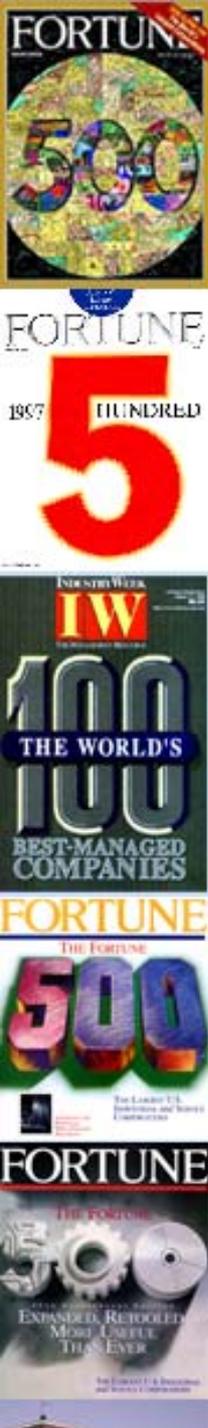


Consistent Growth

- **Johnson Controls is a \$32+ billion company:**
- **Increasing sales - 60 consecutive years**
- **Increasing earnings - 16 consecutive years**
- **Increasing dividends - 31 consecutive years**

Strong Infrastructure

- **Ranked 72nd in Fortune 500**
- 140,000 employees
- Serving customers in 125 countries
- More than 1,000 locations worldwide to serve you locally



Business Diversity

- Seating and Interior Systems
- Power Solutions (Batteries)
- Building Efficiency Systems and Services



Automotive
Interiors



Power Solutions (Batteries)



Building Efficiency
Systems and Services



Solutions
Business

Our Vision and Values

Our Vision

A more comfortable, safe and sustainable world.

- **Our Values**

- Integrity
- Customer Satisfaction
- Employee Engagement
- Innovation
- Sustainability





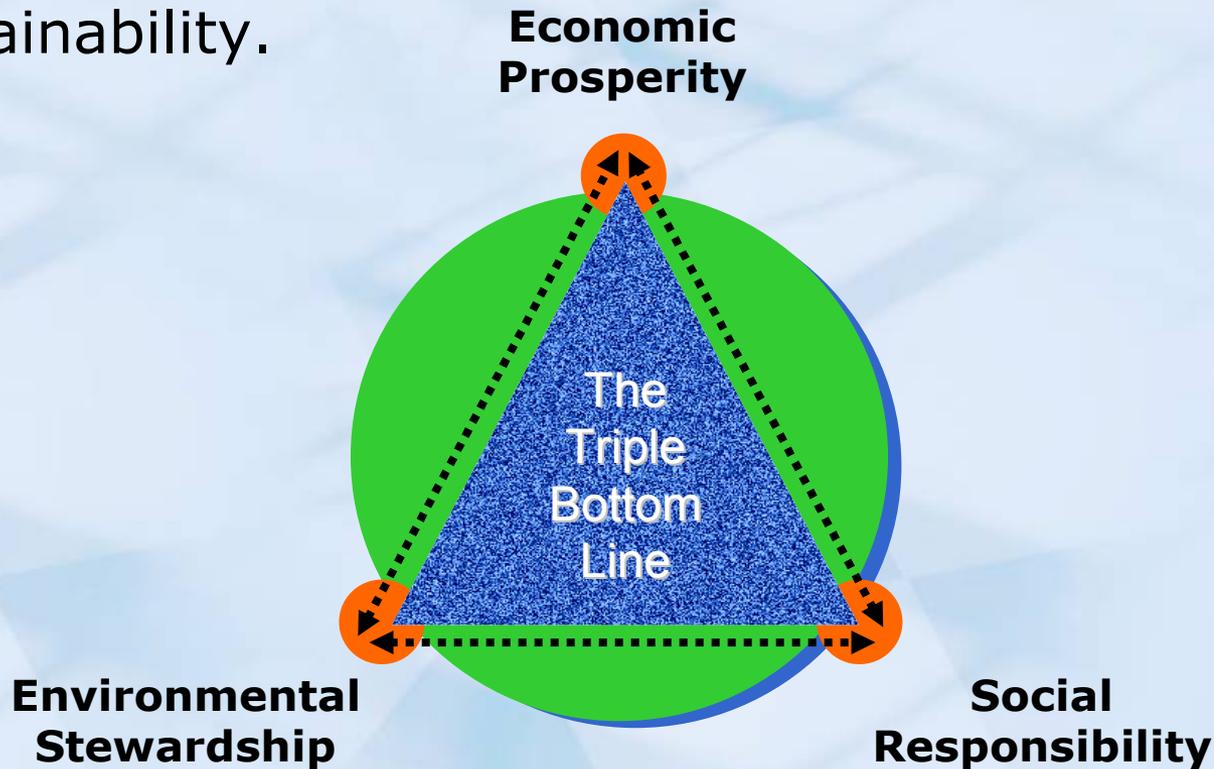
Market Leadership

- World's largest service force
- *End-to-end* solutions with product and service offerings
- *Sustainability* solutions for many markets and facilities
- **Largest, most experienced performance contractor in North America**
- "100 Best Corporate Citizens for 2006"
– *Business Ethics Magazine*

- **Johnson Controls recognition**

- “Best Managed Companies in the World”
 - – *Industry Week*
- “America's Best Big Companies – Honor Roll”
 - – *Forbes*
- Member of Dow Jones Sustainability World Index
- “Billion Dollar Roundtable Member”
 - – *National Minority Supplier Diversity Council*
- **“Highest Accreditation Level Energy Service Provider”**
 - – ***National Association of Energy Service Companies***

- Johnson Controls defines success by our financial results, as well as our environmental and social performance -- the **triple bottom line** of sustainability.



- We provide these same triple bottom line benefits to our customers!
- **Energy Efficient Green Buildings:** we offer a whole array of tools to improve indoor air quality, lower energy costs and reduce emissions
- **Performance Contracts:** we perform energy savings projects for customers that are entirely funded by the savings the project creates
- **Our MetroMarkets strategy:** we use local small businesses to perform local jobs so the benefits of a project impact the economics of the community

Markets and Services

- **Markets We Serve**

- ❑ [Federal Government](#)
- ❑ [Municipal and State Government](#)
- ❑ [Education](#)
- ❑ [Health Care](#)
- ❑ [Life Sciences](#)
- ❑ [Commercial Real Estate](#)
- ❑ [Industrial](#)
- ❑ [Public Housing](#)

Services We Provide

- ❑ [Energy Performance Contracting](#)
- ❑ [Renewable Energy](#)
- ❑ [MetroMarkets](#)
- ❑ [Sustainability and Green Buildings](#)
- ❑ [Municipal Utility Solutions](#)
- ❑ [Innovation Services](#)



Extensive Federal Contracting Experience

- Over 1700 performance contracts complete across all vertical markets since 2000.
- 63 Federal ESPC Task Orders
- Pre-Qualified on over 20 Federal IDIQ Contracting Vehicles such as:
 - DOE Super ESPC
 - Army 46 State ESPC
 - GSA ESPC
 - Air Force SATOC
 - Army COE UMCS II
 - Electronic Security Systems IV

Federal Market Expertise

- Bangor Sub Base
- Navy Region SW
- Portsmouth Naval Hospital
- Ft. Stewart
- Camp Pendleton
- USMC 29 Palms
- USMC Air Station, Cherry Point
- USMC Camp Lejeune
- Fairchild AFB
- Keesler AFB
- Nellis AFB
- Tinker AFB
- Whiteman AFB
- Columbus AFB
- McDill AFB
- Lackland AFB
- Dover AFB
- Randolph AFB
- Fort Sill
- Fort Campbell
- Fort Gordon
- Fort Sam Houston
- White Sands Missile Range
- Oak Ridge National Laboratory
- DOE Hanford
- Los Alamos Laboratory
- NASA
- General Services Administration
- GSA Denver Federal Center
- Kennedy Center for the Performing Arts
- Pentagon
- LBJ Library
- Gerald Ford Library
- IRS Memphis Computing Center

Government Market

- Governments are faced with a host of challenges
 - Safety/Security concerns
 - Climate change
 - Water availability
 - Wastewater disposal
 - Economic development challenges
 - **Volatile energy costs**
 - **Budget/funding challenges**



Building Efficiency Solutions

Energy Answers

Manage Your Assets with Our Products and Services

- Minimize energy use and operating costs
- Reduce emissions and improve indoor air quality
- Maximize worker productivity, comfort and safety

Services:



Energy Performance Contracting
Energy Audits

Sustainable/Green Solutions
Indoor Air Quality Improvements

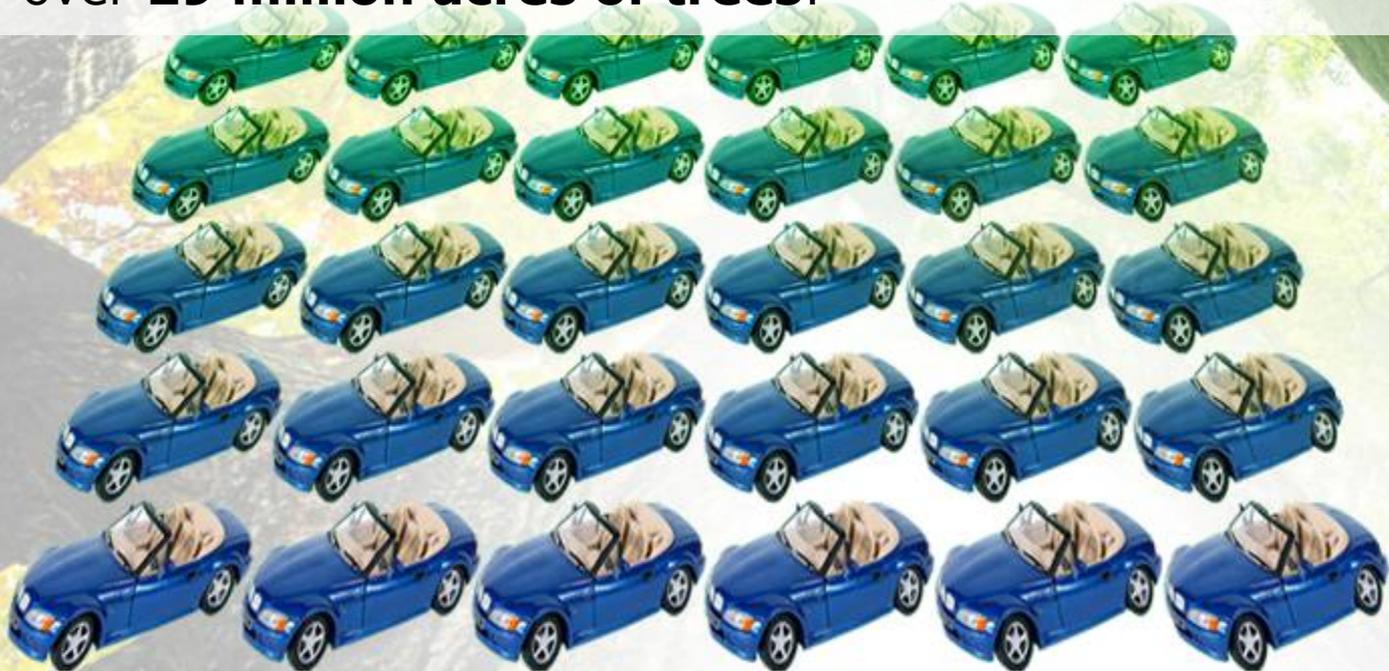
Wireless Infrastructure
Operations and Maintenance

Fire and Security
Building Management Systems
Life Safety

Global Workplace Solutions

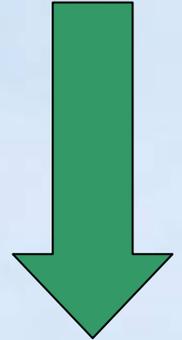
Our Impact

- Johnson Controls' customers have saved over **\$32 billion** in energy costs since 1990
- These energy savings equate to removing the emissions from **4 million mid-sized cars** or the benefit of planting over **29 million acres of trees!**



Energy Performance Contracting

- Reduce energy usage
- Reduce water usage
- Reduce operating and maintenance costs
- Reduce emissions
- Reduce waste



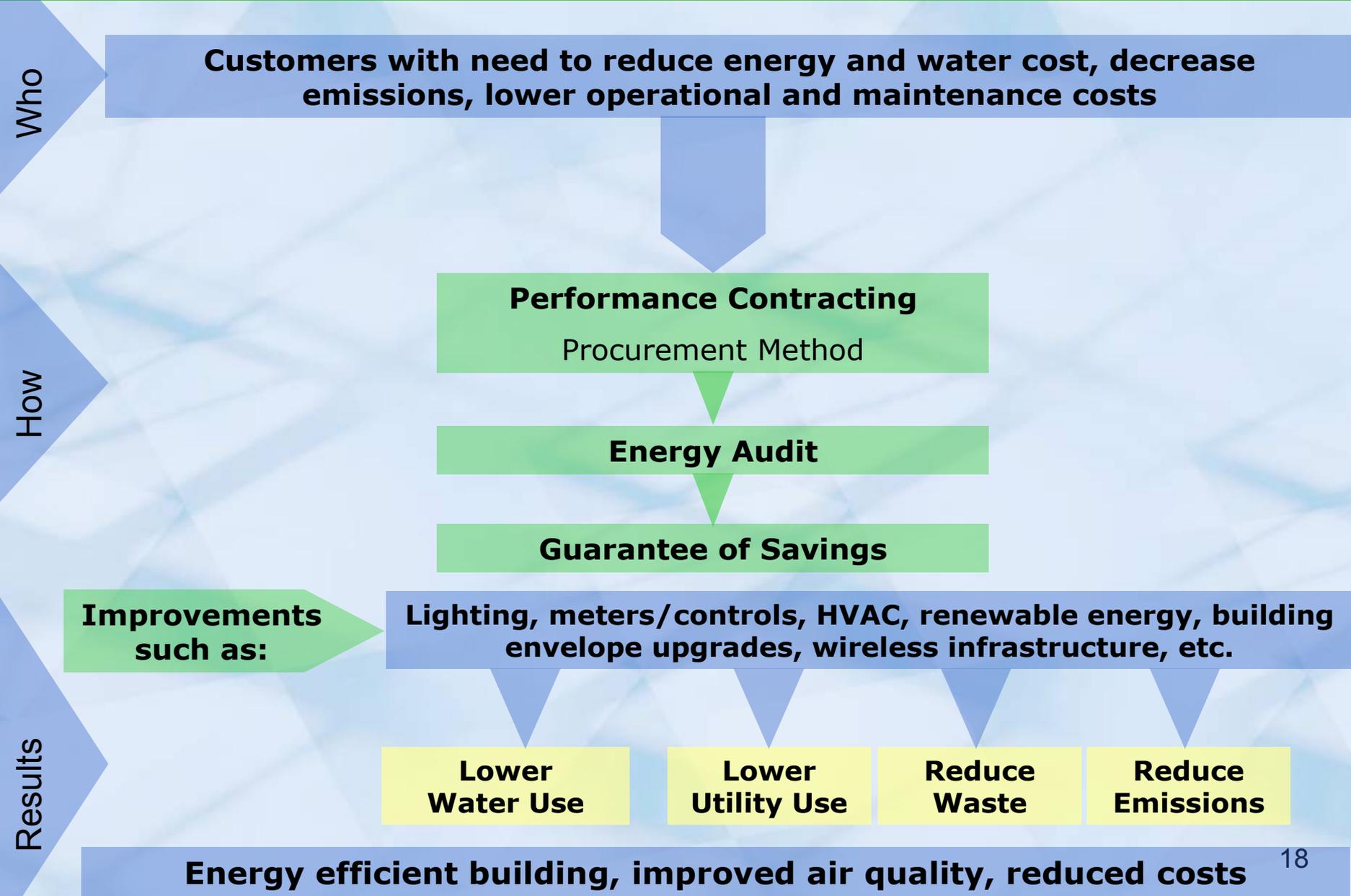
In short, **Performance Contracting** is a procurement tool that allows you to leverage your future energy savings to pay for building improvements today.



Energy Savings. Simplified.

- Energy savings are guaranteed: our engineers can determine the impact the building improvements will have on your energy bills so we guarantee the results of our work.
- We are experts in energy efficiency and the solutions required to maintain your facility's peak performance.
- Energy saving improvements can reduce usage from 10% to 50%
- Lower your operating costs without capital expenditures

Johnson Controls is the largest supplier of performance contracting guarantees



How do we reduce energy cost?

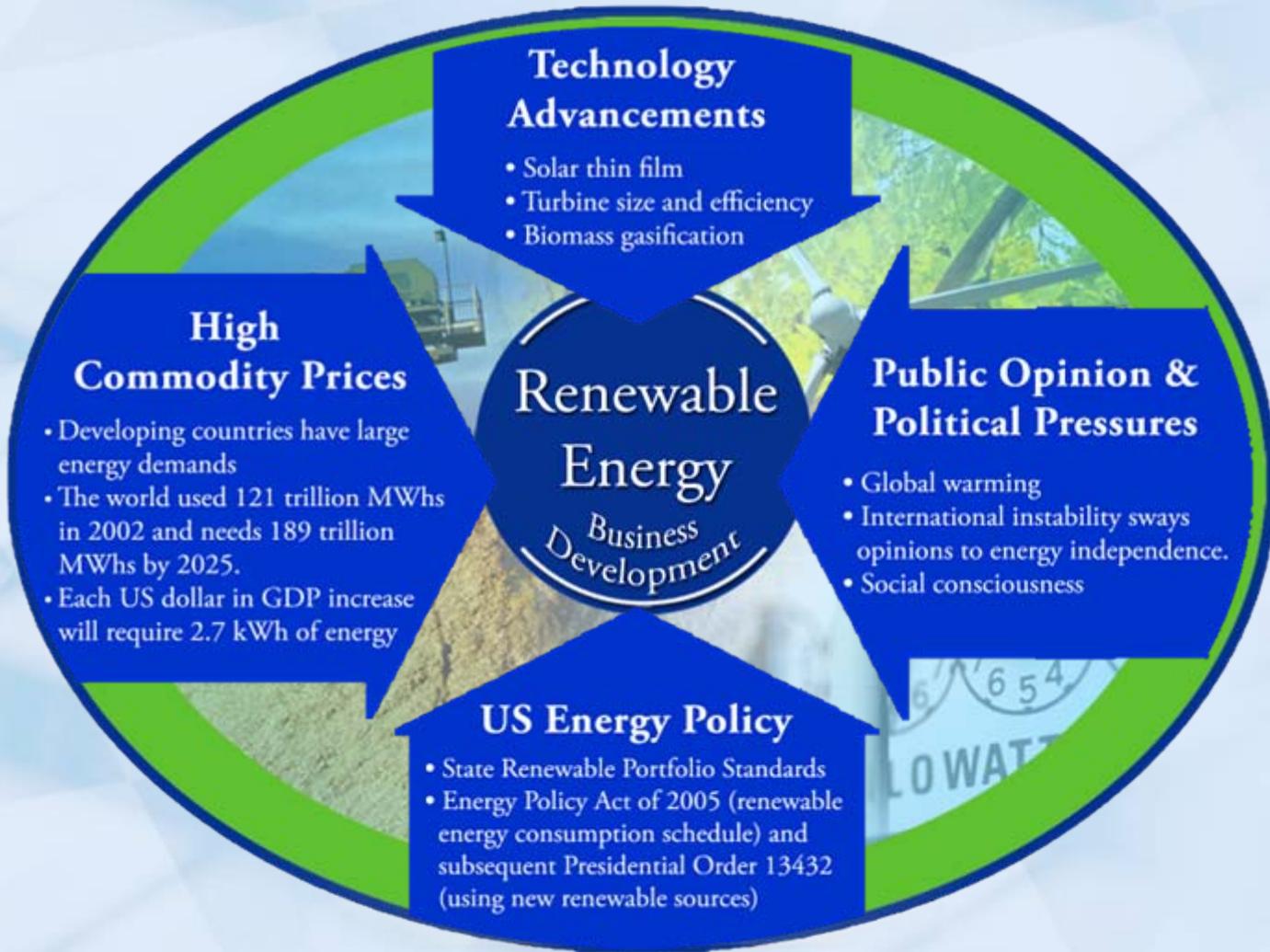
We use a host of products and services:

- Lighting improvements
- Building management systems
- Water conservation measures
- Temperature controls
- Chiller and boiler upgrades
- Facility repairs and upgrades

Add Renewable Energy Generation

- **Wind**
- **Solar Photovoltaics**
- **Solar Thermal**
- **Biomass/Biogasification**





What you should know about “PC”

1. Guaranteed energy savings – or we pay the difference
2. Financing solutions - you have less to manage
3. Healthier, more comfortable environments, including green solutions
4. Employment of community members
5. Energy conservation education – our copyrighted Sustainable Energy Education Communication™ course
6. Reduction of greenhouse gas (GHG) emissions
7. Renewable energy options to reduce energy use

Renewable Energy: What we offer

- Johnson Controls provides turn-key sustainable renewable energy solutions
 - design
 - engineer
 - install
 - operate
 - maintain
 - commission
 - guarantee performance!



Case Study: Wind Energy

- **Customer:** Illinois' Erie Community School District
- **Project:** 1.2 megawatt wind turbine, tubular wind tower, electrical distribution system
- **Expected Results:**
 - **Provide** energy to the elementary, middle and high schools and the high school annex facility
 - **Decrease** the school district's purchased electrical energy consumption by 87 percent
 - **Save** approximately \$5.5 million in total energy savings over 30 years
 - **\$3 million or more** in net **revenue** over the life cycle of the unit by selling any excess energy to the local energy provider for placement on the Commonwealth Edison's distribution grid

Innovative Solutions. Simplified.

1. Guaranteed energy savings – or we pay the difference
2. Financing solutions - you have less to manage
3. Healthier, more comfortable environment for your residents – green solutions!
4. Employment of community members
5. Energy conservation education for residents and staff – our copyrighted Sustainable Energy Education Communication™ course
6. Reduction of greenhouse gas (GHG) emissions
7. Renewable energy options to cut usage even more!

Innovative Solutions. Simplified.

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