



Wellspring Sub-metering & Control Projects using ZigBee 2-way Radios

Wellspring has installed over 125,000 meter nodes over the years. The projects described in this brochure were all contracted for or installed in 2008 and early 2009. All these sites use ZigBee Pro radios, that are:

- Open protocol (802.15.4) from the IEEE, very much like Wi-Fi
- Self-forming mesh, so that every node has redundant pathways
- Two-way, so that every message is acknowledged, and ...
- Self curing, so that if an acknowledgement is not received ...
 - Then, a different route is used, and if that fails
 - Then, different frequencies are attempted (16 available)

Every Wellspring meter is driven by a micro-processor, and qualifies as a "Smart-Meter" under Federal tax codes. Each meter maintains multiple registers, does computations locally, and provides invaluable diagnostics.

Wellspring enabled electric sub-meters log hourly, or 15 minute data. We offer IMS type, or Sensus (under glass) meters with a serial link. These meters qualify for a 30% tax credit.

Wellspring Green Thermostats track and display energy use, so your heating or cooling invoice can refer to the register residents can see.

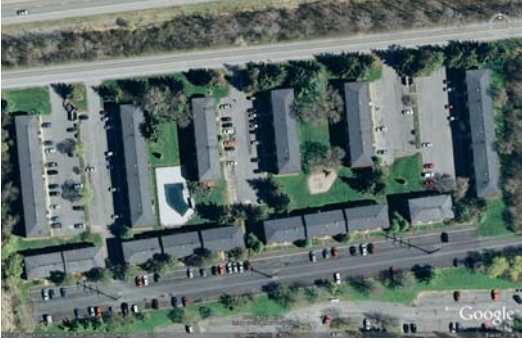
Wellspring Aquira water sub-meters log domestic hot water energy use (in Therms), use events and time of use in addition to water use. And they do leak diagnostics – especially valuable for toilets. Property managers are alerted the next day, whenever a toilet flapper or fill valve misbehaves. Fixing toilet leaks when they occur, saves a tremendous volume of water waste, and utility expense that ultimately will fall upon the owner to pay.



Community	Dover Country Club
Location	Dover Delaware
Building Type	Garden style - multi-story
Submetering Method	Point-of-use water sub-meters Domestic hot water energy measurement Boiler Energy, Green Thermostats Domestic hot water gas sub-meters
Estimated owner benefit per year	\$117,475
Estimated owner benefit per unit/month	\$43
Increase in property valuation at 8% cap rate	\$1.5 million
Financing	Cash purchase
Payback Period	18 months
# units	228
# meters	2,497
Water conservation per year (gallons)	1,035,000



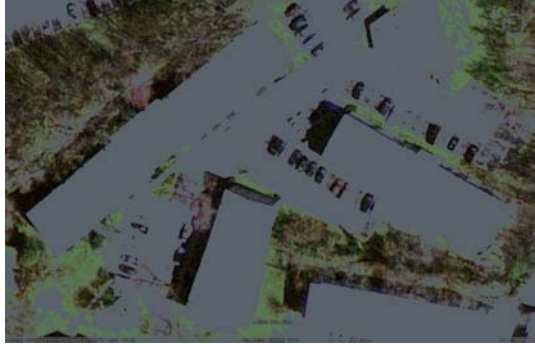
Community	Brookside Gardens
Location	Somerville New Jersey
Building Type	Garden style - multi-story
Submetering Method	Dual Branch (hot and cold) water sub-meters Domestic hot water energy measurement
Estimated owner benefit per year	\$349,668
Estimated owner benefit per unit/month	\$46
Increase in property valuation at 8% cap rate	\$4.4 million
Financing	4 year lease
Payback Period	16 months
# units	642
# meters	1,530
Water conservation per year (gallons)	3,573,000



Community	Gaslight Village, Candlewyck & Brooklane
Location	Ithaca, NY
Building Type	Garden style - multi-story
Submetering Method	Green Thermostats measuring Boiler energy for each apartment
Estimated owner benefit per year	\$132,961
Estimated owner benefit per unit/month	\$45
Increase in property valuation at 8% cap rate	\$2.8 million
Financing	4 year lease
Payback Period	6 months
# units	247
# meters	177 (each meter handles up to 4 apartments Maintains separate temp/time registers For each apartment unit
Energy conservation per year (therms)	21,400



Community	Cheverly Crossing
Location	Hyattsville, MD
Building Type	6 Story walk-up
Submetering Methods	Green Thermostats measuring Gas Furnaces Point-of-use Water sub-metering Domestic hot water energy sub-metering Electric sub-metering
Estimated owner benefit per year	\$67,000
Estimated owner benefit per unit/month	\$93
Increase in property valuation at 8% cap rate	\$0.8 million
Financing	3 year lease
Payback Period	20 months
# units	60
# meters	360 (one electric, one Green T-stat and four Water meters per apartment)
Energy conservation per year	7,000 therms of gas 763,000 gallons of water 609,000 kwh



Community	Finian's Court
Location	Lanham, MD
Building Type	Garden apartments – multi-story
Submetering Methods	Green Thermostats measuring Gas Furnaces Point-of-use Water sub-metering Domestic hot water energy sub-metering
Estimated owner benefit per year	\$39,100
Estimated owner benefit per unit/month	\$57
Increase in property valuation at 8% cap rate	\$0.5 million
Financing	3 year lease
Payback Period	22 months
# units	57
# meters	285 (One Green T-stat and four Water meters per apartment)
Energy conservation per year	8,400 therms of gas 622,000 gallons of water



Community	Perkins Rowe
Location	Baton Rouge, LA
Building Type	Mixed Use – multi-story – new construction
Submetering Methods	Green Thermostats – Chiller Energy measured at each fan coil unit
Estimated owner benefit per year	\$175,000
Estimated owner benefit per unit/month	\$46
Increase in property valuation at 8% cap rate	\$2.2 million
Financing	Purchase
Payback Period	22 months
# units	312
# meters	312 (One Green T-stat per apartment)
Energy conservation per year	51,000 kwh



Community Strata at Mission Bay

Location San Francisco, CA

Building Type Mixed Use – multi-story – new construction

Submetering Green Thermostats – Boiler Energy
Methods measured at each fan coil unit

Estimated owner benefit per year \$130,000

Estimated owner benefit per unit/month \$56

Increase in property valuation at 8% cap rate \$1.6 million

Financing Purchase

Payback Period 20 months

units 192

meters 448 (More than one Green T-stat per apartment)

Energy conservation per year 20,000 therms



Community	Brick Estates
Location	Brick, New Jersey
Building Type	Garden - 2-story Brick construction
Submetering Methods	Water sub-meters at hot water heaters and toilets
Estimated owner benefit per year	\$40,000
Estimated owner benefit per unit/month	\$38
Increase in property valuation at 8% cap rate	\$0.5 million
Financing	Purchase
Payback Period	18 months
# units	90
# meters	285 (hot water heater + toilets)
Energy conservation per year	657,000 gallons



Community Hillside Apartments

Location Coatsville, Pennsylvania

Building Type Garden - 2-story

Submetering Aqura Water sub-meters at main line feed
Methods Some apartments have two feeds

Estimated owner benefit per year \$40,000

Estimated owner benefit per unit/month \$42

Increase in property valuation at 8% cap rate \$0.6 million

Financing Purchase

Payback Period 14 months

units 100

meters 109 (More than one water meter/apartment)

Energy conservation per year 700,000 gallons