

"Sustainability is a practice, not a project. And data management is the key to success."





EcoAsset Solutions

Outsourced Sustainability Management Services



Our mission is to prove the value of sustainability for our clients through Performance Tracking and Sustainability Data Management

- Improve competitiveness & grow revenue
- Eliminate resource waste to improve profit margins
- Increase employee and customer loyalty
- Address Risk Management (Compliance, Environmental, Financial Reporting)



Why data?

- You can't manage what you don't measure
- Entire value chain must be engaged to make change happen
- Data must be purposeful, relevant, attractive, easy to comprehend & easy to capture



The Journey to Sustainability

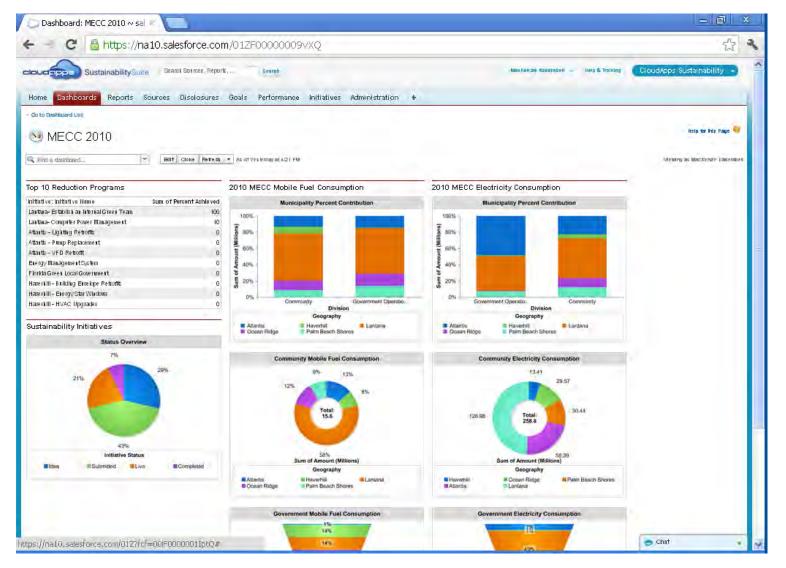




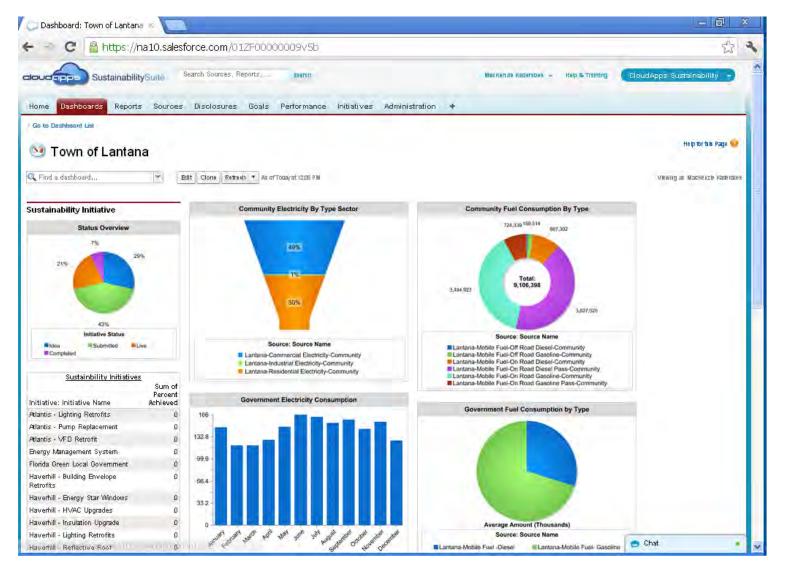
Before...

G) - C			jch_ Fiv	e City Data Collection Spreadshe	ets_ECO ASSETS.xlsx - Micros	oft Excel			- = ×
-	Home Ir	nsert Page Layout	Formulas	Data Review	View Acrobat					(v) = 📼 🔿
Norr	Layout Prev	iew Views Screen	Ruler Gridlines Message Bai		Zoom 100% Zoom to Selection		View Side by Side	Save		
		ook Views	Λ	w/Hide	Zoom		Window		Macros	
	F5		% area in open	space or conser	vation land					:
	В	С	D	E	F		G	Н	1	
	Haverhill		Community		mmercial GHG Emissions		Tons CO2e 1143.180			
	Ocean Ridge	Energy/ Buildings	Community	C-E1 Co	mmunity electricity use	MWh		5,920,924.120	GHG report	
42										l
43	Atlantis	Energy/ Buildings	Community	С-Е 1 Со	mmunity electricity use	MWh	3,214,061.2	.00	GHG report	
	Palm Beach	Energy/ Buildings	Community	0.51.0	mmunity electricity use	MWh	1.640.989.6	20	GHG report	
	Shores	Lifergy/ buildings	community	0-1100	annunty electricity use	1010011	1,040,989.0	120	Gild report	
	Lantana	Energy/ Buildings	Community	C-E 1 Co	mmunity energy use	MWH		1 065 873 300	GHG Inventory	
45	Lonconto	Energy, buildings	connerty	02200	and the grant of the grant of the second secon			2,000,070.000	one inventory	
	Haverhill	Energy/ Buildings	Community	C-E1 Co	mmunity energy use	MWh	507198.280)		
46			,							
l	Lantana	Energy/ Buildings	Community	C-E 2 Co	mmunity GHG Emissions	Metric	Tons CO2e	67,918.040	GHG Inventory	
47										
ł	Haverhill	Energy/ Buildings	Community	C-E 2 Co	mmunity GHG Emissions	Metric	Tons CO2e 490756.980)		
48										
(Ocean Ridge	Energy/ Buildings	Community	C-E 2 Co	mmunity GHG Emissions (from ele	ctricity use - scope 2) Metric	Tons CO2e	16,441.300	GHG report	
49										
1	Atlantis	Energy/ Buildings	Community	C-E 2 Co	mmunity GHG Emissions (from ele	ctricity use - scope 2) Metric	Tons CO2e 312,890.42	D	GHG report	
50										
	Palm Beach	Energy/ Buildings	Community	C-E 2 Co	mmunity GHG Emissions (from ele	ctricity use - scope 2) Metric	Tons CO2e 177,866.56	D	GHG report	
	Shores									
	Lantana		Community		mmunity Scope 1 & 2 Emissions		Tons CO2e 110145.000		GHG Inventory	
	Ocean Ridge		Community		mmunity Scope 1 & 2 Emissions		Tons CO2e	24,878.860	GHG report	
	Atlantis Delas Beech		Community		mmunity Scope 1 & 2 Emissions		Tons CO2e 42842.700		GHG report	
	Palm Beach Shores	General	Community	Co	mmunity Scope 1 & 2 Emissions	Metric	Tons CO2e 23,571.910		GHG report	
	snores Haverhill	General	Community	C	mmunity Scope 1 & 2 Emissions	Metric	Tons CO2e 13,337.900		GHG report	
	Lantana		Community		mmunity scope 1 & 2 Emissions				Sandy Lees, Solid wast	e report 4181 (
' I	contana	Waste	community		aste-to-energy facility	a or mananum or in Tormag	0 0000.40		provided by Sandra Le	
					ste to energy idenity				Recycling Manager at	
14 4	► ► Combo	Lantana / Haverhill	/ Ocean Ridge	Atlantis Pa	m Beach Shores / State / Cour	nty Strategies&M				▶ 1

After: MECC Aggregate



After: Town of Lantana



Town of Lantana- Electricity Sources

	0004Ex03	🗸 🔒 🔯 🍫 🗶 💐 Live Search	
Edit View Favorites Tools Help			
	nin 🗴 🏟 Convert 🗸 🔂 Select 🛛 🗴 Google	Search 🔹	More >> Sign In
			none en organization
avorites 🛛 🙀 и Hurricane Tracker View the 🌾	🗿 Green Umbrella 🔛 Welcome to The Social Cam 👎 DSP Chat 🔛 Douglass !	SGP 🙋 Sustainability Data Suite 🥥 salesforce.com - Enterprise	
antana Government Electricity ~ salesforce.com - En		🟠 🔹 🖾 👘 🖬 🖬 Page 🗙 Saf	fety 🔹 Tools 👻 🔞
Report v Hide Details Customize Save Save As De	Printable View Export Details		
it Large Medium Small			
166,003 1			
166,003			
32,802.4			
99,601,8			
50,001,0			
66,401.2 -			
33,200.6 -			
and when you say we go an and and	and and a set		
and a star and a set of a set and a set and a set and a	and a start of the		
a gen and and the the set of the set	St - ft - ft		
Jund and a set of the			
And the set of the set			_
Jund and a set of the			
And the state of t			
and a set of the set o	ten ID Amount Unit GHG 8gC02e 1C02e		
And the set of the set			
Super Source Name Source: Source Name	ten ID Amount Unit GHG 8gC02e 1C02e		
And a start	tem ID Amount Unit GHG %gC02# 1002# 1,729,903.000 1,729.60 149,734.000 146.73		
And the set of the set	tem ID Amount Unit GHG NgC 02# 1002# 1,729,503,000 1,729.80		
And and and and and an an array of an array of a standard and an array of a standard and a standard and a standard a stan	tem ID Amount Unit GHG kgC02e 1C02e 1.729.903.000 1.729.90 149.734.000 146.73 3.281.000 KW/H 0.00000		
And a set of the set o	tem iD Amount Unit GH9 NgC029 10029 1.729.903.000 1.729.90 149.734.000 1.45.73 3.291.000 KWM 0.00000 3.2000 KWM 0.00000		
And a start of the second seco	tem ID Amount Unit GHG %gC02e tobae 1,729,903,000 1,729,90 140,734,000 14,729,90 140,734,000 140,73 3,351,000 KWN 0,00000 2,2000 KWN 0,00000 152,000 KWW 0,00000		
And and and and and an an an an and an an an and an	tem ID Amount Unit GHG %gC02# tc02# 1.729.903.000 1,729.90 140,734.000 K/VM 0.00000 152.000 K/VM 0.00000 152.000 K/VM 0.00000 1.327.000 K/VM 0.00000 1.367.000 K/VM 0.00000 1.367.000 K/VM 0.00000		
And and and and and an an an an and an an an and an	tem ID Amount Unit GHD NgC02e 1002e 1.729/503.000 1.729/50 1487,724.000 1467,73 3.251.000 KWn 0.00000 152.000 KWn 0.00000 1.327.000 KWn 0.00000 1.337.000 KWn 0.00000 2.400.000 KWn 0.00000 2.400.000 KWn 0.00000		
And and and and and an an an an and an an an and an	tem ID Amount Unit GHG NgCO29 10029 1.729.503.000 1.729.80 146.734.000 146.73 3.291.000 KWM 0.00000 142.000 KWM 0.00000 1.337.000 KWM 0.00000 2.440.000 KWM 0.00000 1.337.000 KWM 0.00000 1.200.000 KWM 0.00000		
And and and and and an an an an and and a	tem ID Amount Unit GHG 4gC00e tobae 1.729.903.000 1.729.90 140,734.000 1.729.90 1.200.000 KWR 0.00000 1.82.000 KWR 0.00000 1.82.000 KWR 0.00000 1.35.000 KWR 0.00000 1.35.000 KWR 0.00000 1.300.000 KWR 0.00000 1.300.000 KWR 0.00000 1.300.000 KWR 0.00000		
And Andrew Street States State	ten ID Amount Unit GHD %gC02 1002* 1.729,903.000 1.729,90 148,734.000 148,73 3.251.000 KWn 0.00000 182.000 KWn 0.00000 1.357.000 KWn 0.00000 2.400.000 KWN 0.00000 2.400.000 KWN 0.00000 2.000 KWN 0.00000 2.000 KWN 0.00000 2.009.000 KWN 0.00000 2.009.000 KWN 0.00000		
And and and and an an an an and an an an and an	tem ID Amount Unit GHG NgCO29 10029 1.729.503.000 1.729.50 149.734.000 140.73 .2.000 KVM 0.00000 142.000 KVM 0.00000 1.357.000 KVM 0.00000 1.357.000 KVM 0.00000 1.357.000 KVM 0.00000 1.357.000 KVM 0.00000 2.091.000 KVM 0.00000 2.091.000 KVM 0.00000 2.095.000 KVM 0.00000 2.095.000 KVM 0.00000 2.095.000 KVM 0.00000		
And Andrew Street States State	ten ID Amount Unit GHD %gC02 1002* 1.729,903.000 1.729,90 148,734.000 148,73 3.251.000 KWn 0.00000 182.000 KWn 0.00000 1.357.000 KWn 0.00000 2.400.000 KWN 0.00000 2.400.000 KWN 0.00000 2.000 KWN 0.00000 2.000 KWN 0.00000 2.009.000 KWN 0.00000 2.009.000 KWN 0.00000	Chat	

Town of Lantana- Governmental Electricity Sources- Library

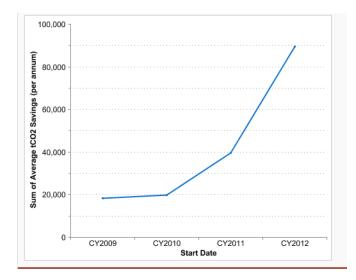
🔿 🕞 🗢 https:///	na 10. salesforce.com/a0eP0000002KxKM		🗠 🔒	🗟 😽 🗙 💐 Live Search	
e Edit View Favorit	tes Tools Help				
N	🔎 🔹 🦉 🔀 Sign in 🗴 🍕	Convert - Select x Congle		 31 	Search 🔹 More ≫ Sign In
Favorites 🛛 🝰 🛝 Hu	urricane Tracker View the 🧕 Green Umbre	lla 🝃 Welcome to The Social Cam 🕂 DSP Chat 🥃 Dou	uglass SGP 🤌 Sustainability Data Suite 🕞 s	alesforce.com - Enterprise	
Source: Lantana-LIBRAR	IY Electricity ~ salesforce.co				Page 🔹 Safety 👻 Tools 👻 🔞
sustain	abilitySuite Search Accounts, Leads, C	Search		Janet Harrison 👻 Help & Training	CloudApps Sustainability -
Home Dashboards Rep	ports Sources Disclosures Goals Perfo	rmance Initiatives Administration +			
Create New	Source			Customize Page I Edit L	siout Princable View Help for this Page 🧕
Shortcut	Lantana-LIBRARY Elect Back to List: Sources	tricity			1.
A Unresolved Items		Source inventories (2) Source Allocations (2)	Source Items (2+1 Child Sources (2) Notes & Attachmen	12 mil	
	Source Detail	Edit Delete Clone Multi Allocate			
Recent Items	Source Name	Lantana-LIBRARY Electricity	Organisation	MECC	
Lantana-LIBRARY	Agreement		Do Not Disclose		
Electricity MECC		MECC-Elect-US-kWh-FRCC-2007_c			
Don Blockel	Description	appount number 2929001388			
Gommunity					
Atlantis	▼ Meter Details			Erista III	
Janet Harrison	Supply Type Core / Residual			Fiscal meter	
Courtney Bennett	MPAN Core		Provider	Lantana-Electricity-Government Operation	5
John Ferran	MPAN Supplementary			N/A (mandatory HHM)	
	Meter Serial Number		Default Reading Type		
			Estimation Technique		
Recycle Bin					
	▼ Category Information				
	Geography	Lantana	Usage		
	Division	Government Operations	Asset		
	Facility				
	 Supplementary Information 				
	CCA		ROCs / FIT	No	
	EU-ETS				
	Location Information				
		205 W. Ocean Avenue	Country	US	
	Town / City	Lantana			
	County / State	FI	Latitude		
	Postal / ZIp Code	33462	Longitude		
	System Information				
	 System information Created By 	MacKenzie Kaderabek, 9/10/2012 3:59 PM	Last Modified By	MacKenzie Kaderabek, 9/10/2012 3:59 PM	
	Created by			And the second s	
	Cwpar	MacKenzie Kaderabek (Channe)			
	Owner	MacKenzie Kaderabek [Change] Edit Delete Clone Multi Allocate	Record Type	Electricity Metered Resources [Change]	

Town of Lantana- Source Item List

🔿 🗢 💭 https://nai10	salesforce.com/adeP0000002K	JARM.					× 🔒	🗟 🍫 🗙 ಶ u	ve Search			
dit View Favorites	Tools Help											
M D	🔹 🎽 🗹 Sign in	🗴 🍓 Convert 👻 🛃 Select	x Goog	e					Search	• More » Sig		
ites 👍 и Hurrica	ne Tracker View the 👸 Gr	een Umbrella 🚼 Welcome to The S	Social Cam 4	DSP Chat	Douglass SGF	🖉 🖉 Sustainability I	Data Suite 🔍 sa	alesforce.com - Enterp	ise			
ce: Lantana-LIBRARY Ele	ctricity ~ salesforce.co							6 · 6	🖃 🚔 🔻 Page 🔹	Safety + Tools •		
	▼ Supplementary Information											
		CCA					ROC& / FIT	No				
		EU-ETS No										
	Location Information	reet Address 205 W. Ocean Avenue					Country	e				
		Town / City Lantana					country	00				
	c	ounty / State FI					Latitude					
	Post	al/Zlp Code 33482					Longitude					
	System Information	Sector and with the data	-				12.5 GMS2	and the second	and the state of the			
		Created By <u>MacKenzie Kaderabek</u> , 9/10. Owner <u>MacKenzie Kaderabek [C</u>					Last Modified By Record Type	MacKenzie Kaderabek, Electricity Metered Res				
		Children Machaelaber, IC		Clone Multi Allo	cate		Neona Alte	cleationy wetered nes	ources <u>tonanger</u>			
	le Source Inventories		New Source Inven	tory						Source inventories Helt		
	No records to display											
	Source Allocations		New Source Alloca	ition						Source Allocations Hel		
	No records to display											
	Source Items		New Source Item							Source tems Help		
	Action Source Item ID	Date & Time	Scope	Туре	Subtype	Inventory Event		Amount Unit	Total Cost Poste	d to inventory		
	Edit Del <u>SI-00000888</u>	12/1/2010 12:00 AM	Scope 2	Electricity				6,600.000 kWh	No			
	Edit Del SI-00000887 Edit Del SI-00000886	11/1/2010 12:00 AM 10/1/2010 12:00 AM	Scope 2 Scope 2	Electricity				10,200.000 kWh 10,380.000 kWh	No			
	Edit Del <u>SI-00000685</u>	9/1/2010 12:00 AM	Scope 2	Electricity				14.040.000 kWh	No			
	Edit / Del SI-00000884	8/1/2010 12:00 AM	Scope 2	Electricity				14,520.000 kWh	No			
	Show 5 more » Go to list (12)	2										
	Child Sources		New Source							Child Sources Hei		
	No records to display											
	Notes & Attachments		New Note Attac	h File						Notes & Attachments Hell		
	No records to display											
	A Back To Top			A	vays show me	more records per relate	ed list					

Sample Drill-down Report

Reduction Savings over Time



Ir	nitiative: Initiative Name	End Date	Average tCO2 Savings (per annum)	Average kWh Savings (per annum)		% Reduction/Increase Goal	Annual Benefit/Cost	Capital Cost	Initiative Status	Туре
] S	start Date: CY2009 (2 records)		18,340.00		0		\$0			
	ncrease capacity of waste recycling It all facilities	4/16/2009	18,340.00		-	1.00%	-	-	Idea	Waste & Recycling
	C and Equipment Power Optimisation	4/16/2009	-		-	3.00%	-	-	Idea	Energy
] S	start Date: CY2010 (1 record)		1.500.00		0		\$8.000			
L	ED Refit across floors at HQ Facility	10/1/2010	1,500.00		-	10.00%	\$8,000	\$120,000	Completed	Energy
] s	start Date: CY2011 (3 records)		19.890.00		0		\$50,000			
	Iternative Power Source for Data	12/13/2012	10,000.00		-	12.00%	\$5,000	\$1,000,000	Idea	Energy
	ight motion sensor implementation	12/31/2011	7,500.00		-	2.00%	\$25,000	\$750,000	Completed	Energy
	nstall Heat Recovery Units for all acilities	6/1/2012	2,390.00		-	10.00%	\$20,000	\$200,000	Live	Energy
	Iternative Power Source for Data Centre	12/13/2012	10,000.00	-	-	12.00%	\$5,000	\$1,000,000	Idea	Energy
	ight motion sensor implementation n underground parking facility	12/31/2011	7,500.00			2.00%	\$25,000	\$750,000	Completed	Energy
	nstall Heat Recovery Units for all actilities	6/1/2012	2,390.00		-	10.00%	\$20,000	\$200,000	Live	Energy
S	itart Date: CY2012 (4 records)		49,875.00	0)		\$317,500			
	ata Centre Server Replacement with Noud Services	4/4/2014	4,875.00	-	•	12.00%	\$62,500	\$500,000	Idea	Energy
q	easibility study for onsite power eneration using waste @ Hospital acility	10/1/2012			-	12.00%			Idea	Energy
	nplement SuMo to reduce business ravel emissions & costs	2/1/2011	30,000.00		-	15.00%	\$250,000	\$100,000	Approved	Environmenta
	lenchmarking study on emissions nd energy consumption	4/1/2012	15,000.00		-	10.00%	\$5,000	\$15,000	Idea	Energy
G	Grand Totals (10 records)									
			89,605.00	0			\$375,500			

Detailed Reporting



Simplified Data Capture

		https://c.na10.visual.force.com/apex/easycapture_edit	
https://c.na10.visu	al.force.com/a	apex/easycapture_edit	
	stainabilitySui	uite	
EasyCapture Job		Edit Submit Exit	
EasyCapture Job			
EasyCapture Name	Aspen Court		
	In Progress		
Status			
Status Due Date	25/03/2011		

EasyCapture Tasks

Description	Amount	Unit	Start Date	End Date	Reading Type	Total Cost	Cost Type	Additional Notes
Amount of waste sent to landfill	100.000	Tonnes (Metric 1000kg)	01/05/2011	31/05/2011	Actual	\$345.00	Actual	
Amount of waste recycled		Tonnes (Metric 1000kg)			Actual			
Water consumption		Cubic Metres (m3)			Actual			
Gas consumption		Kilowatt hours (kWh)			Actual			
Electricity consumption		Kilowatt hours (kWh)			Actual			



