



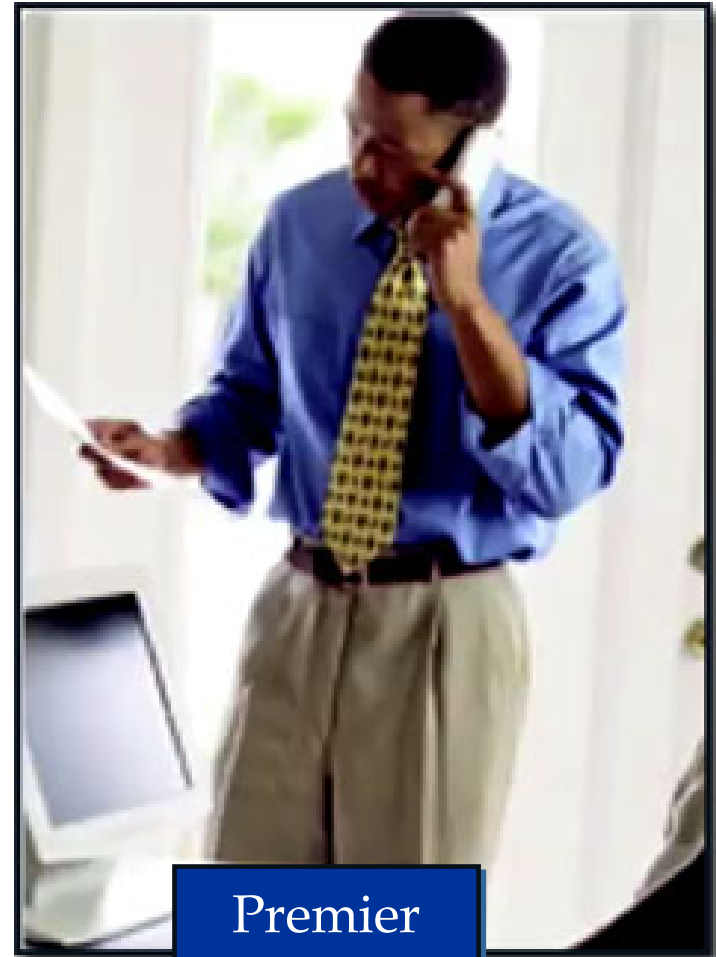
When Submetering Makes Sense

A guide for Utility Providers
prepared by





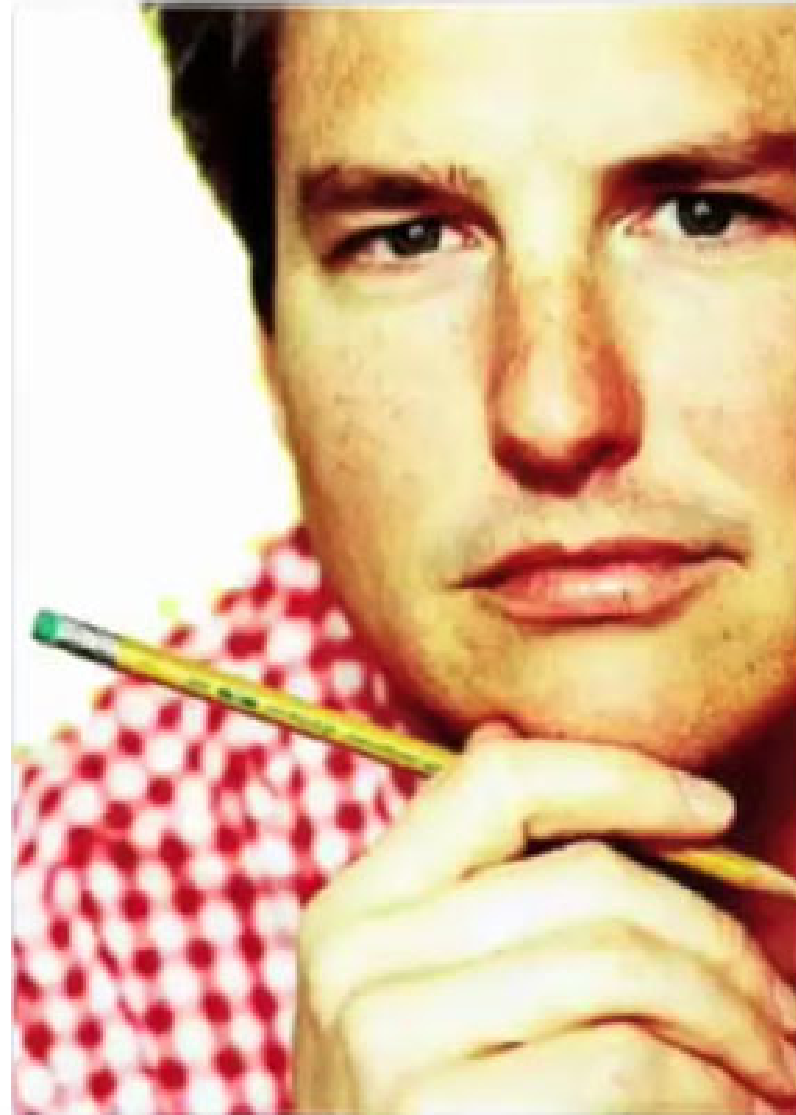
- You receive a call from a real estate developer.
- They want you to submeter utility usage at their new development.



Premier
Properties

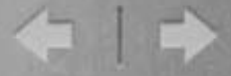


- As more and more of your customers find themselves in need of submetering, where do they turn?
- To you. Their trusted utility service provider.





- Multifamily Housing Communities, such as:
 - Garden or High-Rise Apartments
 - Condominium Developments
 - Manufactured Housing (mobile home) Parks
 - Military Bases
- Retail Malls
- Boat Marinas
- University Dormitories
- Office Buildings
- Multi-tenant industrial buildings



Here's why...

- Submetering makes sense.
- Submetering is the fair way for property owners to allocate utility usage to their tenants.
- Submetering makes sure that tenants pay ONLY for the utility they use and...
- Not for the utility used by their neighbors.





Why not just do a RUBS or a common area maintenance fee schedule?

- Tenants are willing to pay for their utility usage, if it's handled fairly.
- A RUBS or a common area assessment are both unfair.
- Tenants tend to move out when they feel they are being treated unfairly.





Make the right referral!



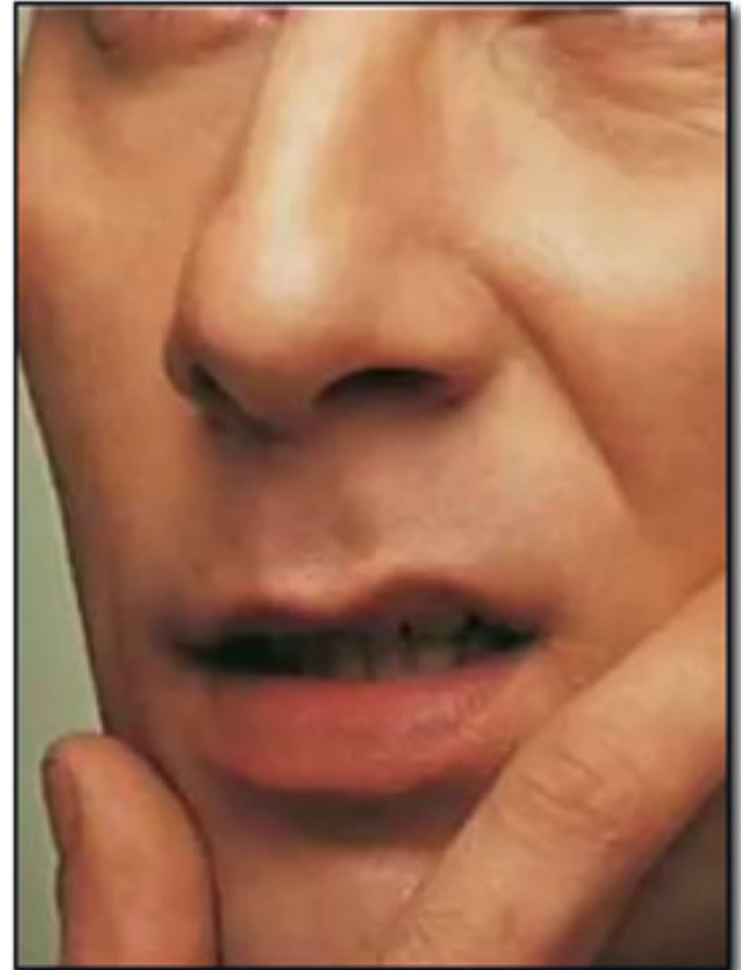
**“In your situation,
submetering
makes a lot of
sense.”**





➤ But which submetering system is the best?

- Good question!
- Your customer will want lots of other questions answered as well.





Such as...

- What will it cost?
- How long before I can recoup my investment?
- How will the meters be read?
- Who will send out the bills?
- How will submetering affect my bottom line?





TRANSMITTERS

Multi-Meter, Multi-Utility, Long-Life Transmitters (1 & 4 Transmitter)

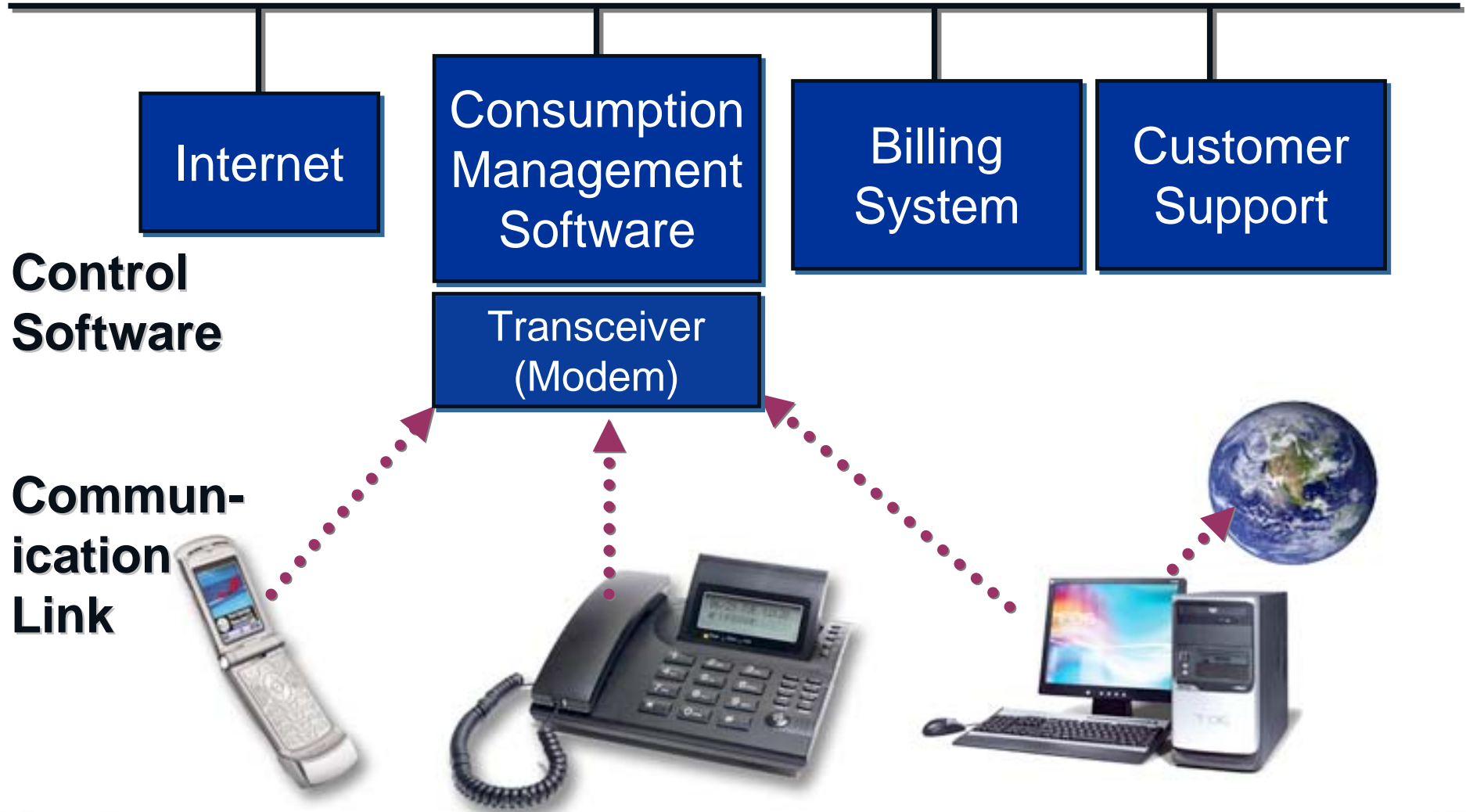




Communication Link



Regional Concentrator
(up to 8,000 meters)





Submetering Promotes Conservation

- A 3-year EPA-sponsored study (the National Multiple Family Submetering and Allocation Billing Program Study) in 2004 found that "...billing residents for their water usage by direct metering could reduce annual water consumption by an average of 15 percent." Other studies have shown 25% reductions and more.
- Studies measuring the impact of gas submetering have demonstrated that it reduces consumption by 20 to 30%.
- Similar studies of electricity submetering demonstrate similar reductions of 20 to 30%.

I Love Submetering!



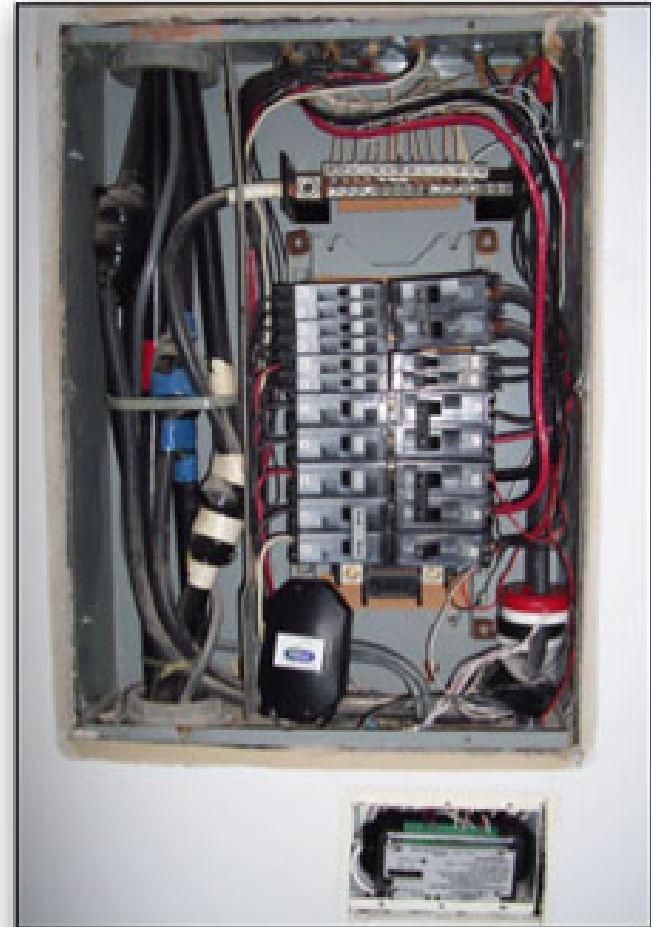


Photo Gallery:



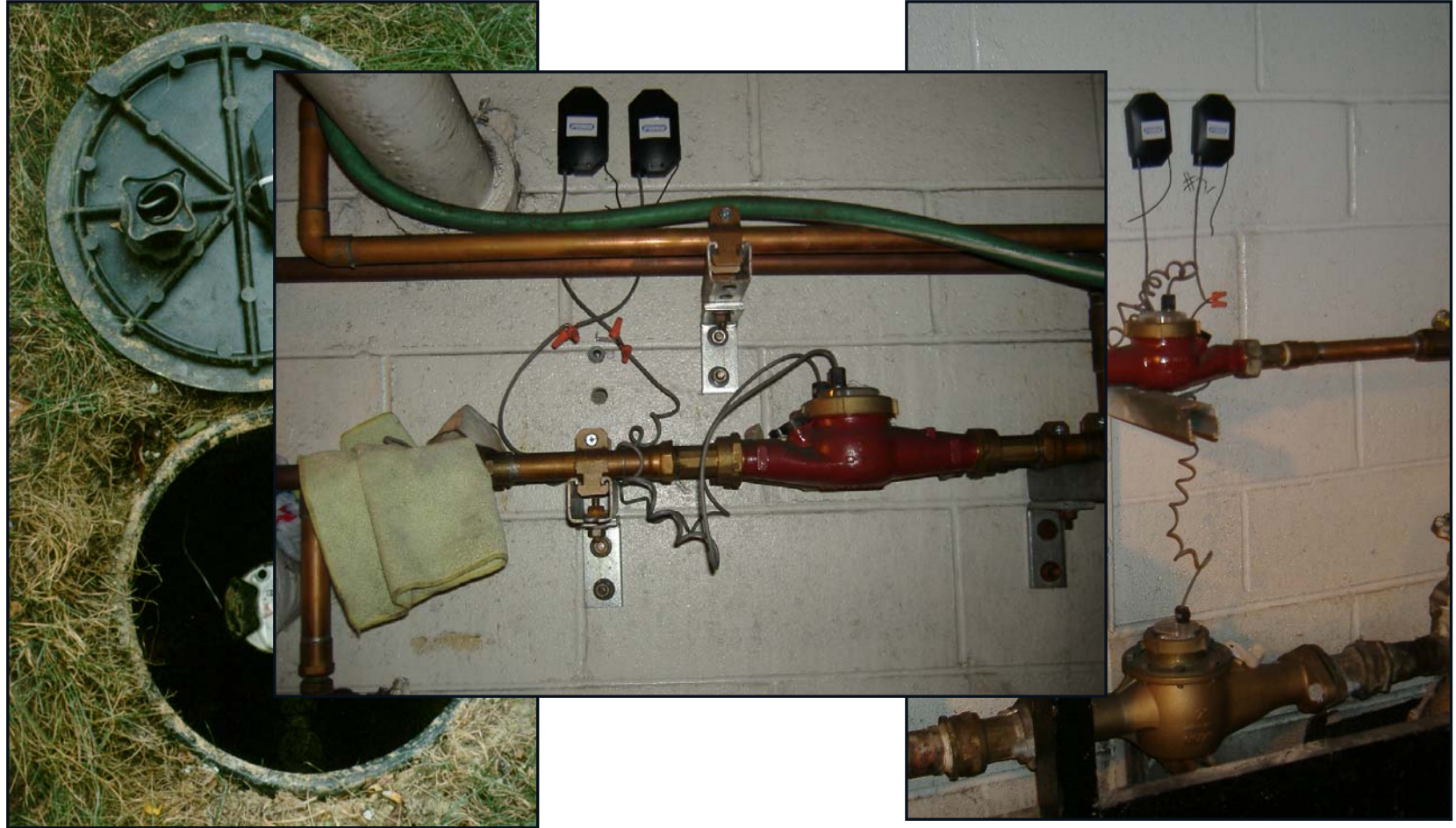
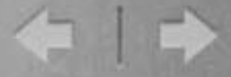


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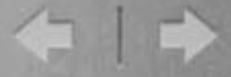


When Submetering Makes Sense





When Submetering Makes Sense





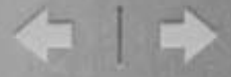
Adding It All Up...



Now is the time when...

- Individually metering a multi-tenant property has become a practical conservation tool...
- Your customers are searching for sensible solutions that keep their tenants happy...
- So, now is the time...





When Submetering Makes Sense

The End

