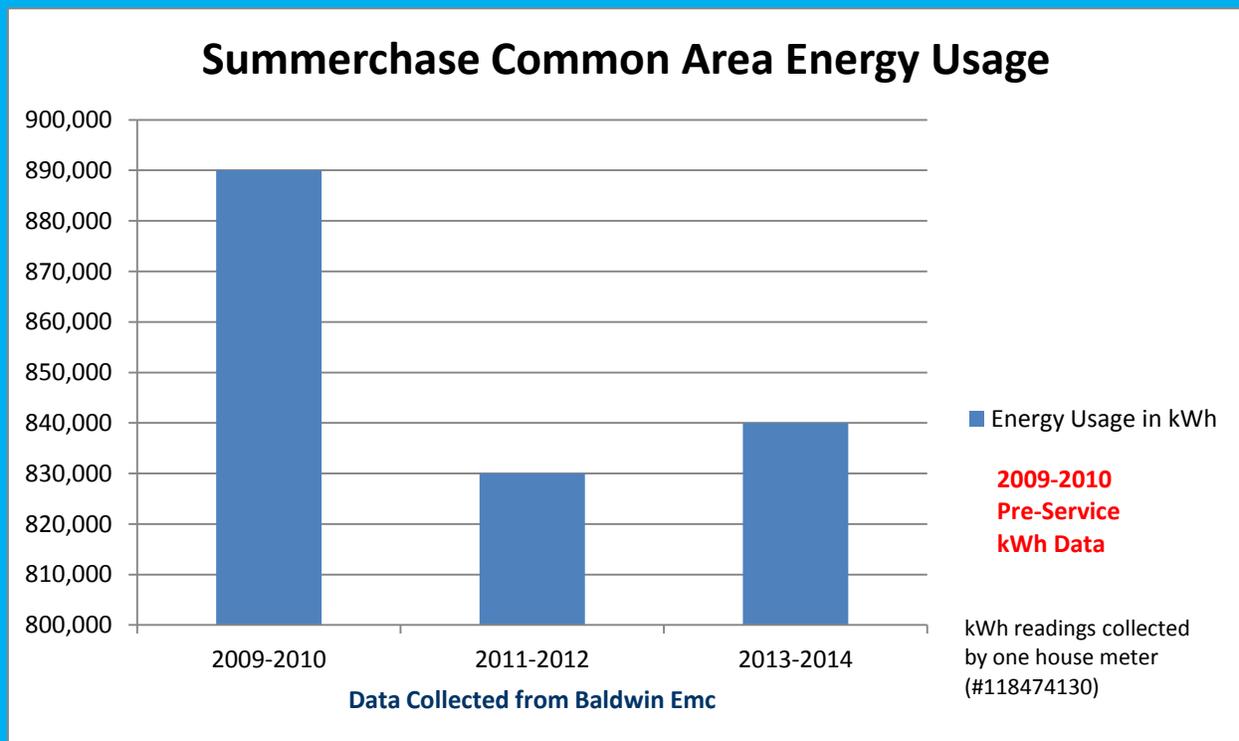


## Salt Removers Corp. 2011-2014 Energy Savings Analysis

### Summerchase Condominium

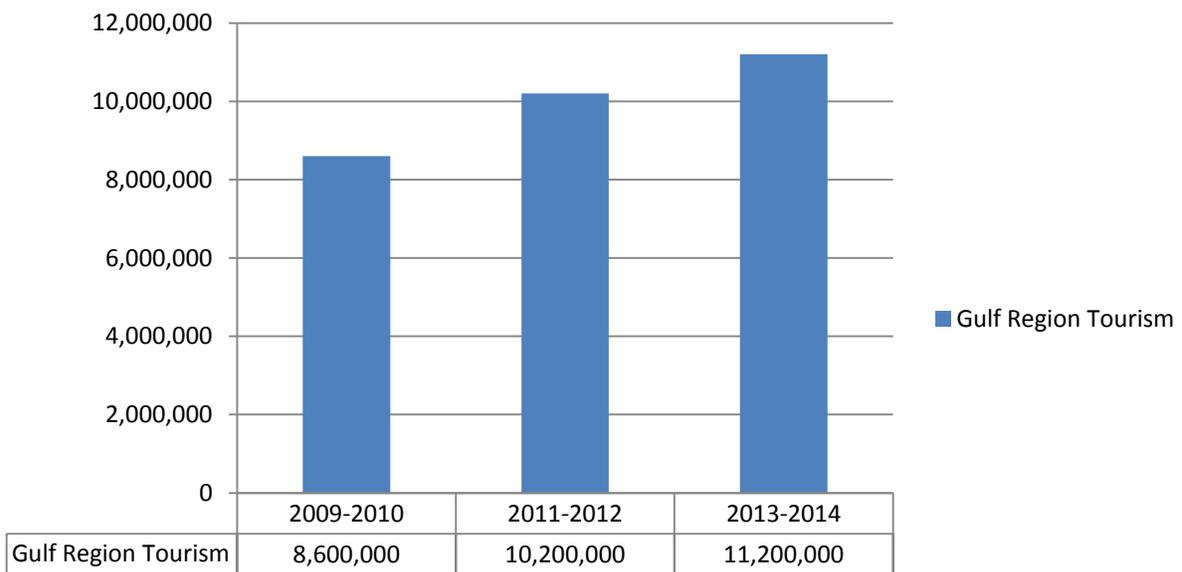
#### Orange Beach, AL

- Ten common area HVAC units have received Salt Removers proprietary salt removal service, monthly from 2011-2014
- HVAC units, elevators, lights, automatic doors, pool, spa & pumps (all common area equipment) are monitored by one house meter (#118474130)



- 2009-2010, due to the economic recession and BP oil spill, tourism and subsequently building occupancy reached an all time low. However, energy usage reached 890,000 kWh
- 2011-2014 experienced unprecedented growth and set tourism records; however energy usage dropped by 60,000 and 50,000 kWh respectively

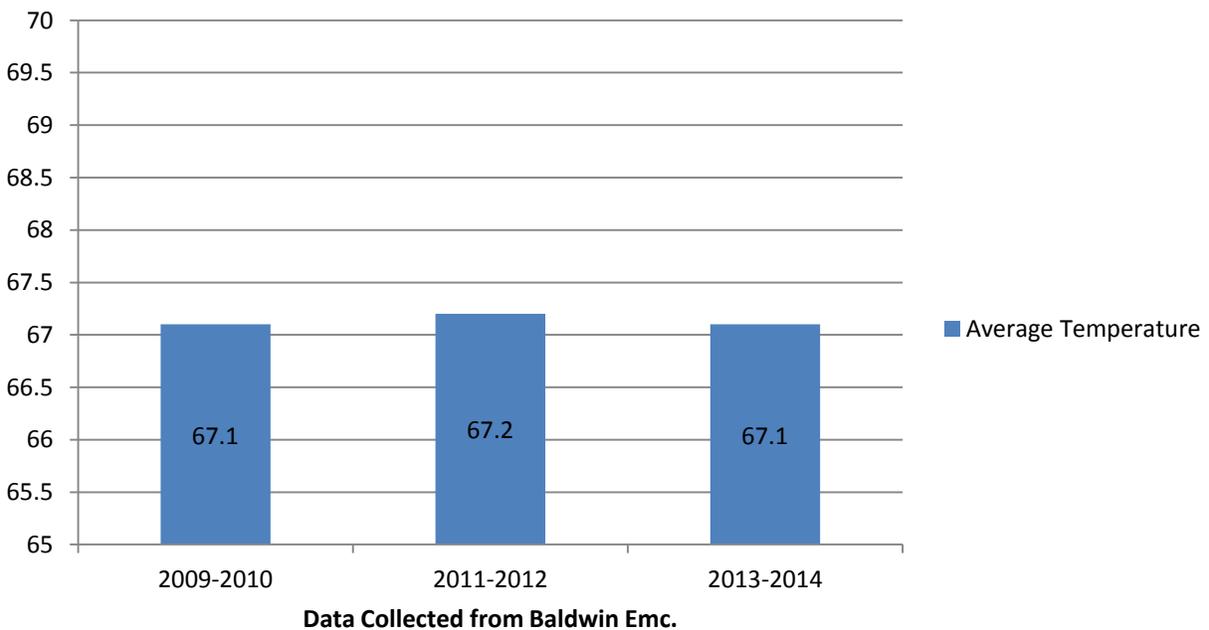
## Tourism Growth Comparison



Data courtesy of Tourism.Alabama.Gov

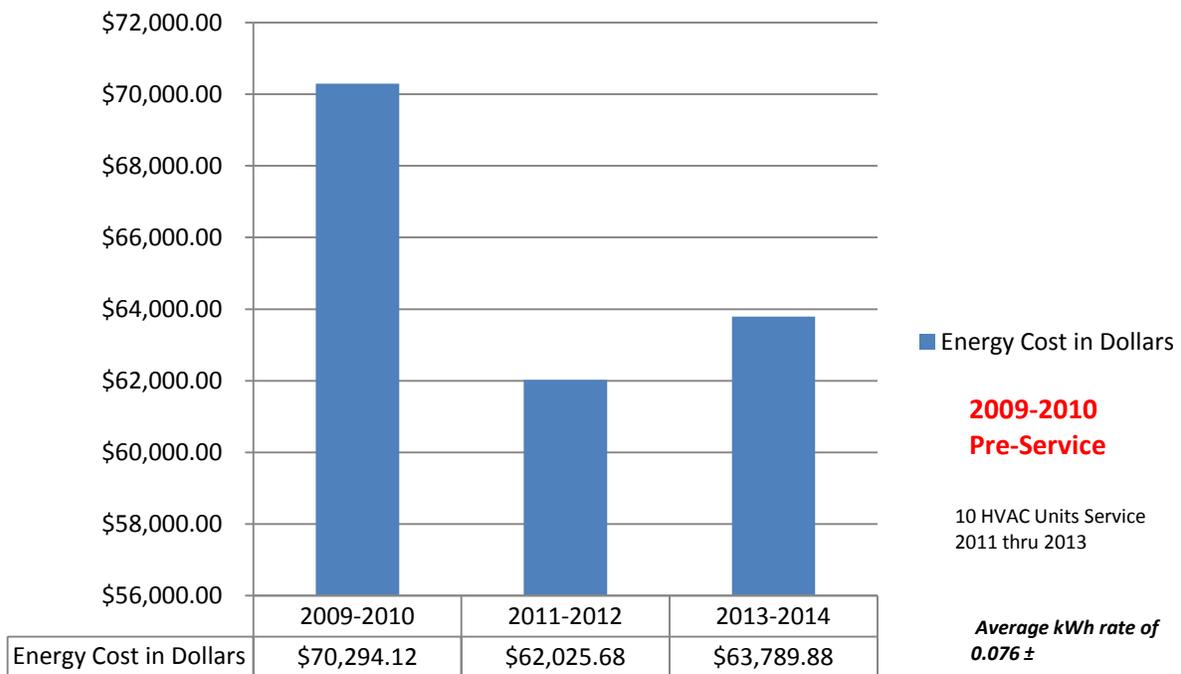
- 2009-2010 tourism numbers, due to the economic recession and BP oil spill, reached devastating record lows. However, energy usage for the common area at Summerchase was 890,000 kWh. This compared to 830,000 for 2011-2012 and 840,000 for 2013-2014. The difference in comparison reflects a substantial energy savings of almost \$15,000 for the Summerchase family provided by Salt Removers service.

## BI-Annual Temperature Comparison

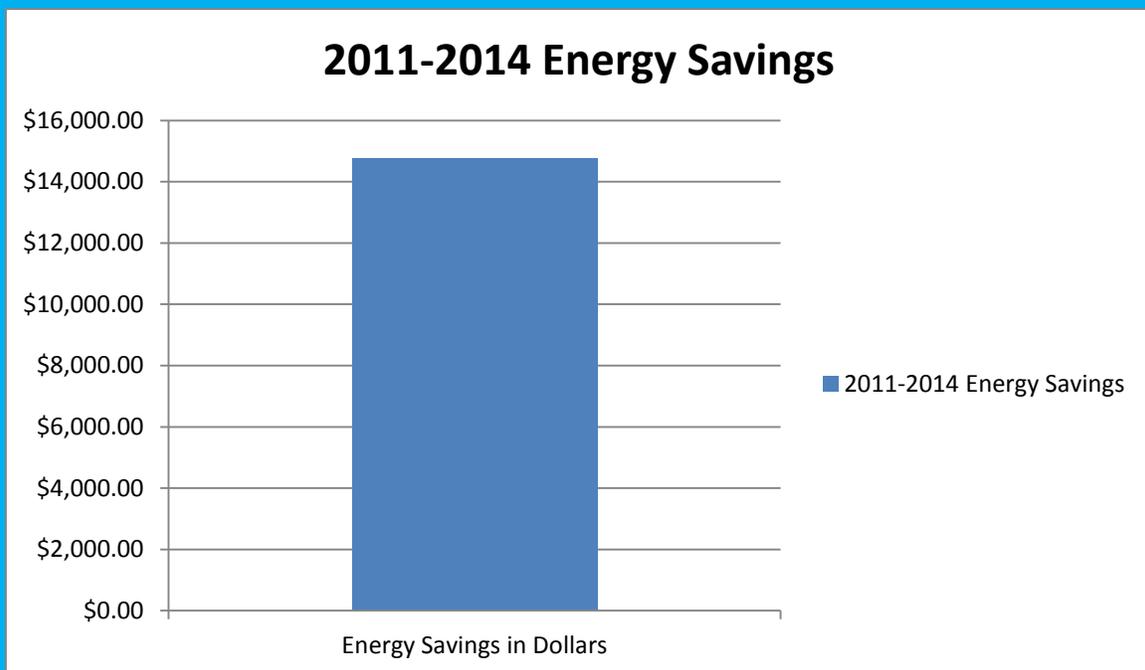


- Temperature data reflects minimal variance in relation to heating and cooling hours for the stated periods. This substantiates that weather had no significant bearing on the energy usage comparison.

## Common Area Energy Cost in Dollars



- In summary 2009-2010 were arguably the worst years in regards to tourism. This resulted in minimal building occupancy at Summerchase, requiring less energy being used to operate elevators, sliding doors and all the seemingly small devices needed for day to day operations; however energy cost were \$70,294.12. Whereas, 2011-2014, with considerably higher traffic, energy cost were comparatively down by \$14,772.68.
- As previously noted, weather not being a factor, the only notable energy conservation measures taken during 2011 thru 2014 were performed by Salt Removers.



- Salt Removers proprietary HVAC salt removal service to the ten common area HVAC condensing units at Summerchase has generated an energy savings totaling almost \$15,000 over the past four years.
- Salt Removers proprietary HVAC salt removal service has also reduced the associations HVAC operating cost almost 40% by dramatically increasing the unit's lifespan (units are now eleven years old).
- Savings generated by Salt Removers Proprietary salt removal service have resulted in a considerable profit for the Summerchase family (savings have exceeded service cost).