



Nexant, the largest independent marketer of renewable energy, specializes in helping businesses and institutions create and sell credits resulting from energy efficiency projects including cogeneration. Nexant's Clean Energy Markets Group pioneered the energy efficiency markets in Connecticut, Pennsylvania, and now Massachusetts, helping organizations in those states create over 1 billion kWhs of energy efficiency credits - equivalent to a reduction of over 1/2 million metric tons of GHG emissions. Principals in Nexant have achieved a number of 'firsts' in the industry, including:

- ▶ created & sold the first EEC in the US
- ▶ created & sold the first EEC in CT
- ▶ created & sold the first EEC in PA
- ▶ created & sold the first EEC in MA
- ▶ first to sell over 1 million EECs in CT
- ▶ first to transact over two million EECs

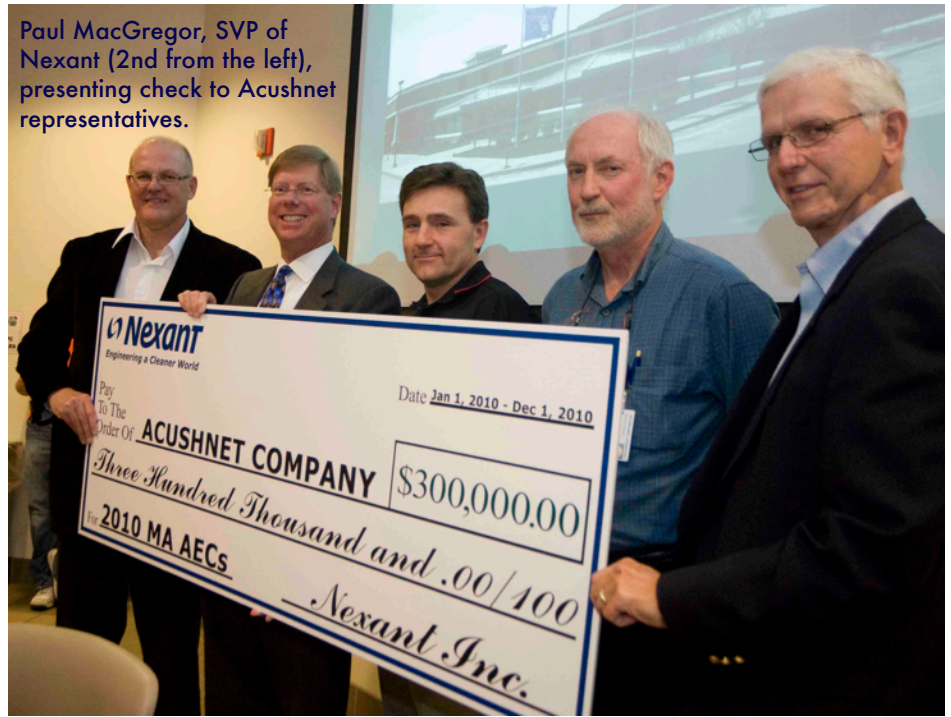


Paul MacGregor of Nexant discusses the Massachusetts APS program and Nexant's work with Acushnet.



Tom Flynn (L) and Paul MacGregor (R) of Nexant discuss CHP with DOER Commissioner Philip Giudice (Center).

Paul MacGregor, SVP of Nexant (2nd from the left), presenting check to Acushnet representatives.



## Nexant Creates over \$300k per Year of AECs for Acushnet

Nexant, the largest independent marketer of renewable energy and the leader in monetizing energy efficiency savings in the form of credits, presented Acushnet on November 16, 2009, with a check for \$300,000.00 for the expected revenues from the sale of their Alternative Energy Credits (AECs) in 2010.

AECs are created through the operation of recently installed cogeneration or Combined Heat and Power (CHP) systems in the Commonwealth of Massachusetts in accordance with the Commonwealth's new Alternative Portfolio Standard (APS). The APS was passed to promote lower greenhouse gas (GHG) emissions and create new market opportunities for businesses and institutions in energy technology and renewables. Under the APS, load-serving electric utilities must purchase these credits, which are known nationally as Energy Efficiency Certificates (EECs).

The check was presented to Acushnet at the conclusion of a signing ceremony held by the Massachusetts Department of Energy Resources (DOER) to recognize Acushnet as the first organization to be qualified to create AECs (See Below). In monetizing credits, Nexant helps businesses and institutions qualify their facilities, implement required Measurement & Verification (M&V) procedures and equipment, certify credits in accordance with regulations, contract for the sale of the credits, and execute the delivery through applicable exchanges.

## Nexant Helps Acushnet Become 1st MA APS Qualified CHP

On November 16, 2009, the Massachusetts Department of Energy Resources (DOER) presented a "Beacon for Energy" certificate to the Acushnet Company of Fairhaven, MA, a Nexant client, for monetizing energy efficiency. The certificate recognizes Acushnet's clean energy leadership as the first company to have an approved APS facility for creating AECs.

Acushnet Company, manufacturer of the Titleist, FootJoy, and Cobra golf brands, contracted with Nexant to help the company qualify its cogeneration system at its Titleist Golf Ball Plant II and transact the resulting AECs in the state marketplace.

"We entered into this initiative as part of an ongoing energy efficiency program," said Hank Conaty, Senior Director of Golf Ball Engineering and Technology, Acushnet Company. "This initiative represents a large investment in sustainable energy technology to reduce our energy consumption and our carbon footprint resulting in an effective reduction in energy costs in our golf ball manufacturing plant. With Nexant's help, we are now improving the investment paybacks on Acushnet's alternative energy projects."