



PECONIC ENERGY PRODUCTS CORPORATION
Established 1985

HVAC, ACCESS, CCTV, LIGHTING CONTROLS
CORPORATE PROFILE

1. CORPORATE OVERVIEW

For more than 30 years **PECONIC ENERGY PRODUCTS CORPORATION** (“PEPCO”) has offered dependable and user-friendly building control solutions to commercial, government and retail buildings, as well as schools, universities, hospitals, multi-family residential and commercial office buildings.

In the New York and Long Island market PEPCO is recognized as the leader in automated building controls because it does several things really well:

- a. Understand and respond timely to our customers needs.
 - b. Offer simple cost effective solutions.
 - c. Utilize Wireless Sensors and DELTA Controls BACnet (“Open Protocol”) technology.
 - d. Train our customers how to use the DELTA system
 - e. Service our Customer and “Do The Job Right”.
- f. PEPCO’s projects range from buildings as small as 2,000 square feet to more than a million square feet of high rise construction. PEPCO’s projects range in size from \$2,500 up to \$2,000,000. PEPCO works with owners and engineers to design a control solution that keeps energy operating cost to a minimum while maximizing occupant comfort. In older buildings PEPCO relies on wireless solutions to reduce installation time and costs. Using wireless solutions, PEPCO can upgrade existing control system without interfering with the occupant. PEPCO works on all types of jobs including Union, Non-Union and Prevailing Wage.
- g. The Company has been a DELTA CONTROLS Partner (“<http://www.deltacontrols.com>”) since 1996 serving the Metropolitan New York and Long Island area.
- h. PEPCO system integration and **custom controls** include:
- i. DIRECT DIGITAL CONTROL SYSTEMS (“DDC”)
 - ii. BUILDING AUTOMATION SYSTEMS (“BMS”)
 - iii. ENERGY MANAGEMENT SYSTEMS (“EMS”)
 - iv. AHU, RTU, UV, VAV, VAR
 - v. UNITARY CONTROLS, HX, PUMPS, FANS
 - vi. CHILLER, COOLING TOWER and BOILER CONTROLS
 - vii. LEAD - LAG and VARIABLE SPEED DRIVE CONTROLS
 - viii. BACnet, MODBU and LONworks
 - ix. ENOCEAN Energy Harvesting Wireless Controls
 - x. LIGHTING CONTROL SYSTEMS
 - xi. CARD ACCESS SYSTEMS
 - xii. CCTV SECURITY
- i. Principal areas of expertise are:
- i. Steam, Hot Water & Chill Water Distribution & Control
 - ii. Automatic Modulating Zone Control Valves
 - iii. Air Handling Units, Roof Top Units, Fan Coil Units, PTAC’s & Unit Ventilators
 - iv. Boiler, Chiller and Cooling Tower Operation & Control
 - v. De-Humidification & Humidification
 - vi. Variable Speed Drive Operation & Control
 - vii. KW & Demand Limiting Operation & Control (Demand Response and Curtailment)
 - viii. Meter & Sub-Meter Electric, Steam, Water
 - ix. Tenant Override Billing
 - x. Access and Control
 - xi. CCTV

- j. PEPCO works as a Prime Contractor or Sub-Contractor. When working as the Prime Contractor we deliver a finished product including Submittal Drawings, As-Builds, Operator And Maintenance Manuals, Client Training, etc.... PEPCO engages Mechanical Contractors, Plumbers and Electricians when needed to meet time schedules and fulfill all job requirements.
- k. As a Sub-Contractor PEPCO has worked as a Building Automation Contractor to some of the areas largest Mechanical Contractors.
- l. PEPCO possesses a diversified range of experience in various facets of Building Mechanical Systems.
- m. PEPCO™ specializes in **application specific control systems** built on DELTA Controls platform. In the Plan and Spec market PEPCO works with engineers and architects to design advanced Building and Energy Management Systems and solutions designed to take advantage utility rebate programs.
- n. PEPCO products include:
 - i. ENERGUARD™ Large Building Automation and Temperature Control System
 - ii. HEAT-MASTER™ Medium Building Temperature Control System
 - iii. HEAT-CON™ Small Building Temperature Control System
 - iv. BOILERGUARD™ Boiler Alarm System
 - v. TANK-MASTER™ Roof Top Tank Alarm System
 - vi. BMOS™ Boiler Plant Monitoring and Control Systems
 - vii. CMOS™ Chiller Plant Monitoring and Control System
 - viii. FTM Fuel Oil Delivery and Remote Monitoring System
- o. PEPCO DETECTION Universal Wireless Transmitters that connect to Water Leak Sensors, Smoke Sensor, CO and CO2 Sensors, Temperature, Steam Traps, Vibration, Dirty Filter, Etc...
- p. The ENERGUARD™ and HEAT-MASTER™ systems monitor and control heating plants using wireless temperature sensors to provide real time feedback to better manage Heating and Cooling in a facility
 - i. The ENERGUARD™ and HEAT-MASTER™ are currently installed in over 1,150 buildings in the NY Metropolitan area. Owners and Operators can manage a portfolio of properties via the WEB. These system function Stand-A-Lone or can become building blocks to a complete Building Automation / Energy Management System. The ENERGUARD™ and HEAT-MASTER™ systems qualify for NYSERDA and CON-ED Rebates.
- q. Other important services provided by the Company include:
 - i. Service Contracts
 - ii. On-Going Energy Analysis Report (Hourly, Daily, Weekly, Monthly and Yearly)
 - iii. On-going Energy Bench Marking and Consumption Reporting
 - iv. Virtual Engineer - Skilled engineers remotely observe heating operations for improvement
 - v. Real-Time Utility Monitoring and Control
 - vi. 24 Hr Central Station Monitoring
 - vii. Remote WEB based Monitoring and Control
 - viii. Alarm and Security
 - ix. Leak Detection - Water, Fuel Oil, Etc...
 - x. Remote Meter Reading

2. Corporate Fact Sheet

- a. Date Business Founded..... October 1985
- b. State of Incorporation..... New York
- c. Status..... Private Owned
- d. Federal I.E. No. 27-5437962
- e. State Unemployment No..... ER 2501234-5
- f. Office 561 Acorn Street/Ste H
Deer Park, NY 11729
Phone: 631-940-1030
Fax: 631-254-0597
- g. WEB SITE: www.pepcocontrols.com
- h. Officers:
- i. Timothy P. Lynch..... President/ C.E.O.
- ii. James Mott..... Sr. Vice President & CFO
- iii. Brady Lynch Secretary / Treasurer
- i. Legal: Mohen Cooper LLC
- i. 100 Park Ave, 16th Floor 500 North Broadway, Suite 113
- ii. New York, NY 10017 Jericho, NY 11753
- iii. Contact: Thomas P. Mohen
- iv. E-mail : tmohen@mohencooper.com
- v. Phone: 516-538-7300
- j. Property: The Company facility is located one block from the LIRR in Deer Park NY and consist of approximately 3,200 sq. ft. with 1,700 sq. ft. of office and training area and 1,500 sq ft for inventory and manufacturing.
- (1) PEPCO's NYC office is located at: 330 West 38th Street / Suite 907
New York NY 10018
- k. PEPCO maintains an active inventory of spare parts including microprocessors, temperature sensors, pressure sensors, 2 way and 3 way modulating valves, power supplies, transformers, control actuators and miscellaneous parts.

3. MANAGEMENT and STAFF

- i. PEPCO's employee staff expands and contracts based on work load. The Company has employed as many as 32 full time employees. Currently the company has 17 full time employees. PEPCO relies on electrical sub-contractors (**Union & Non Union and WMBE enterprise**) to wire and install the control systems.
- ii. The staff currently consists of the following:
 - 3 MANAGEMENT
 - 3 SALES and MARKETING
 - 1 PROJECT ENGINEERS
 - 1 PROJECT MANAGERS
 - 2 ADMINISTRATOR BOOKKEEPING
 - 1 PROGRAMMER / GRAPHICS ARTIST
 - 5 SERVICE TECHNICIANS
 - 1 REMOTE MONITORING OPERATOR

b. **Key Individual Employees Names & Resumes**

- i. TIMOTHY P. LYNCH PRESIDENT & CEO (Age 67)
 (1) As founder of PEPCO, Mr. Lynch oversees all phases of PEPCO including sales, marketing, financial management and product development. Throughout Mr. Lynch's 35 year career he has worked for Phillip Morris, GENERAL FOODS, Maxwell House Coffee as a consultant responsible for the installation and supervision of monitored and controlled DDC points used for various building automation and energy management systems. Mr. Lynch has in depth knowledge of mechanical systems used for Heating, Ventilating and Air Conditioning.
- ii. JAMES MOTT SENIOR VICE-PRESIDENT & CFO (Age 59)
 (1) James ("Jim ") joined PEPCO in 2018 after a long career in the finance and debt collection and reconstruction. Jim is responsible for Payroll, Accounts Payable, Account Receivables and Human Resources
 (2) EDUCATION
 (a) Bachelors of Arts (BA) - SUNY Plattsburgh, 1998
 (b) Masters of Business of Arts (MBA) - Dowling College, 2001
- iii. JENNIFER KAELIN VICE PRESIDENT SALES and MARKETING (49)
 (1) Jennifer joins PEPCO Controls with over 20-years of sales and management experience. Her in-depth knowledge of what her customers' needs are and what technology is available today allows her to exceed customer expectations and provide excellent service. She is passionate about developing and maintaining strong relationships centered on trust with each of her customers. We are excited to have her at PEPCO where she will help our clients achieve their energy goals & drive the development, marketing and sales of new products designed to meet the untapped needs within the energy management and building controls marketplace.
- iv. BRADY P. LYNCH SECTERARY / TREASURER (35)
 (1) Brady Lynch has grown up in the world of Building Automation. Brady started working in the field as a helper to install the BMS systems and currently servers in Client Solutions. Tasks include assisting clients with logging in, IT, troubleshooting and Inside Sales Support.

- v. MEREDITH MCCALL PROJECT MANAGER SR PROGRAMMER (43)
 (1) After 6 years in the Navy Ms. McCall began her business career as a technician at the DELTA Controls factory. During her tenure at the factory Ms. McCall held several positions including product development, software engineering and customer solutions. Ms. McCall has been with PEPCO since 2017. Her responsibilities include project engineering, product development, commissioning, programming and graphics.
- vi. JACKIE GENSAYA ELECTRICAL ENGINEER PROGRAMMER (45)
 (1) After graduating college in Vancouver Ms. Gensaya began her business career as a technician at the DELTA Controls factory. During her tenure at the factory Ms. Gensaya held several positions including product development, software engineering and customer solutions. Ms. Gensaya has been with PEPCO since 2008. Her responsibilities include project engineering, product development, commissioning, programming and graphics.
- vii. HECTOR RIVERA PROGRAMMER (45)
 (1) Mr. Rivera is PEPCO'S Sr. Software Programmer and is responsible to develop custom job specific software programs to meet customer requirements including programs to control AHU's, RTU's, FCU's, PTAC's, UV's, Boilers, Chillers, Lead/Lag Applications, Alarm Management and Trending. Mr. Rivera is fully trained in DELTA GCL, Historian and OBDC. Mr. Rivera is also responsible for the administration of remote monitoring of over 450 client buildings.
 (2) EDUCATION:
 (a) B.S. in Computer Science and Mathematics
 (b) Hofstra University, Hempstead, NY, 2003
 (c) Graduated with a 3.58 overall GPA
 (i) Related Professional Development Coursework:
 (ii) Computer Courses for A+ and CCNA certification, TCS Center, Manhattan, Fall 2003
 (iii) Computer Courses for MS Windows, Word, Excel, PowerPoint, and Outlook, Hofstra University, Spring 2003
 (iv) Dean's List every semester at Hofstra University
 (v) Golden Key International Honor Society
 (vi) Upsilon Pi Epsilon (Computer Science Honor Society)
 (vii) Kappa Mu Epsilon (Mathematics Honor Society)
- viii. JUAN DIAZ OPERATIONS MANAGER (56)
 (1) Mr. Diaz has been with PEPCO since the late 1990's . Starting out as a Sub Contractor installing control systems for PEPCO, OAS and US Energy, Juan came on board full time with PEPCO in 2002 to manage and oversee field operations and the Service Department. Juan manages a staff of 6 field and service technicians. In addition when PEPCO engages the services of Mechanical and Electrical Sub Contractors, Juan oversees the subcontractors.
- ix. ROBERT CULLEN CONSULTANT (74)
 (1) Mr. Cullen has been affiliated with PEPCO for over 20 years bringing years of Sales and Operations experience. Mr. Cullen was formerly NYPD Detective and retired 1982.