



ENERGY. SMARTER.™

Foodbank®

St. Louis Area Foodbank

"By replacing our lighting with more energy-efficient fixtures, we're creating a better environment for our workers and volunteers and decreasing future utility bills and our carbon footprint, while opening up more funds to help feed people in need."

*Frank Finnegan,
President and CEO, St. Louis Area Foodbank*

\$14,000
saved annually

183,422 kWh
displaced annually

51,800
additional meals



all due to deploying
Orion Energy Systems Technology



The Orion Energy Systems Inc.
ENVIRONMENTAL STEWARDSHIP AWARD

presented to

St. Louis Area Foodbank

Wednesday, March 28, 2012 10:00am

Agenda

Welcome

Project and event overview

Project description

Presentation of **Proclamation** signed by
St. Louis Mayor Francis Slay

Project rebate remarks, Ameren Corp.

Presentation of **Proclamation** signed by
St. Louis County Executive Charlie Dooley

Congratulatory remarks on behalf of
US Congressman Todd Akin

Congratulatory remarks on behalf of
US Senator Claire McCaskill

Project grant remarks, Missouri DNR
Division of Energy

Presentation of **Proclamation** signed by
Missouri Governor Jay Nixon

Presentation of Orion Energy Systems
Environmental Stewardship Award

Remarks by St. Louis Area Foodbank.

Photographs

Press Interviews

Reception



Energy. Smarter.™

Next Generation
High-Performance Lighting

Feeding more people

Three-pronged approach helps St. Louis Area Foodbank save money

For the St. Louis Area Foodbank, meeting demand with adequate supply means much more than just reaching a goal or living up to a mission statement.

The non-profit organization's primary and critical objective is providing hungry people with food. And in these challenging economic times, there are more hungry people in the greater St. Louis area than ever before.

But thanks to an innovative three-pronged approach, the Foodbank has increased the value of each dollar and provided an unprecedented amount of food.

The Foodbank recently made changes to the way its freezers are maintained, and upgraded its navigation system for truck pickup and delivery in addition to replacing its old technology lighting. These measures will conserve energy and benefit the environment, while saving thousands of dollars that will now go directly to more food.

For example, by retrofitting



its old lighting fixtures with highly efficient Orion fluorescent fixtures and installing four Apollo® Solar Light Pipes, the Foodbank will save \$14,000 a year. That translates to 51,800 additional meals a year, and fewer hungry people in the Foodbank's two-state (Missouri and Illinois), 26-county coverage area.

"We focus on trying to do what's right all the time," said St. Louis Area Foodbank Senior Vice President Matt Dace. "This was pretty much a no-

brainer. It was cost-effective for us, and the return on investment is fast. It was an easy 'yes,' an easy thing to do because it was three rights, immediately. We're saving money, it's good for the environment and one could argue that the new lighting makes for a much safer environment. The place is so much brighter now."

Added President and CEO Frank Finnegan: "It is important that the St. Louis Area Foodbank be a good steward with the

contributions entrusted in our care. "By replacing our lighting with more energy-efficient fixtures, we're creating a better environment for our workers and volunteers, decreasing future utility bills and our carbon footprint, while opening up more funds to help feed people in need."

The St. Louis Area Foodbank began operation in 1975, and moved into its current building in 2006. In fiscal year 2011, the Foodbank distributed more

Three-pronged approach helps St. Louis Area Foodbank save money (cont.)

than 25 million pounds of food it received from food companies, grocery stores, the United States Department of Agriculture, Feeding America and food drives.

According to St. Louis Area Foodbank statistics, it serves 261,000 unduplicated people each year (a 35 percent increase over the past four years), including 101,790 children.

With each dollar donated, the Foodbank serves 3.7 meals through a network of nearly 500 food pantries, soup kitchens and shelters.

The lighting retrofit project, carried out by Innovative Facilities Solutions, involved replacing fixtures throughout the 100,000-square-foot warehouse. The cost of the project was supplemented by a \$9,817.75 rebate check by Ameren Corporation, the bi-state utilities company.

"We're not just replacing lights," said Ryan Farmer, communications manager for the Foodbank. "We're making a long-term commitment to energy savings."

"With the new lighting, you're talking about a night-and-day difference, no pun intended," Dace said.

A grant from Boeing helped the Foodbank implement the Roadnet software system, which maximizes the efficiency of delivery routes, decreases average miles driven and reduces maintenance costs on the trucking fleet.

Foodbank statistics indicate that its trucks drove almost 17,000 fewer



miles in 2011 than they did in 2010, reducing repairs and maintenance costs by almost \$1,500 and more significantly, saving an estimated \$39,966 in fuel the first year.

This is critical for the Foodbank, because for the first time in its history, it is delivering more food than people are picking up.

The third part of the Foodbank's efficiency makeover involved its cold-storage system, specifically its freezers. Dace said the "brains" that ran the freezers were fairly "antiquated."

"They gave an alarm code, a static alarm to the maintenance company, when something appeared to be wrong, but it didn't say why," Dace said. "Those folks would come out, and often, it was for something that could have been fixed

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by one of our people."

Dace said the upgrade to a remote-controlled system reduces the amount of service calls tremendously, and will save the Foodbank an estimated \$10,000 or more a year.

"Being a non-profit, we don't have a cold-storage engineer," Dace said. "But now, a lot of the weekly maintenance we can do

ourselves, because it doesn't take an engineer to do some of this routine stuff."

Add it all up, and the St. Louis Area Foodbank will save thousands of dollars and benefit the environment with its three-pronged energy efficiency makeover.

But most importantly, fewer people in Missouri and Illinois will go hungry.



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About St. Louis Area Foodbank:

The St. Louis Area Foodbank began its service to the community in 1975. Today, we continue to be an organization that relies on the generosity of others to make a difference in the lives of those in need of food assistance. Since that time, we've grown to become the bi-state region's largest non-profit 501(c)(3) food distribution center dedicated to feeding those in need. Through our network of 500 partner agencies, we distributed more than 25 million pounds of food in 2011.

Mission: Feed hungry people by distributing food through our partner agencies, and educate the public about the nature of and solutions to the problems of hunger.



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About Orion Energy Systems Inc.:

Orion Energy Systems Inc. (NYSE Amex: OESX) is a leading power technology enterprise that designs, manufactures and implements energy management systems, consisting primarily of high-performance, energy-efficient lighting platforms, intelligent wireless control systems and direct renewable solar technology for commercial and industrial customers without compromising their operations. For more information, visit www.oesx.com.

Orion has deployed its energy management systems in more than 7,600 facilities across North America, including 139 of the Fortune 500 companies. Since 2001, Orion technology has displaced more than 699 megawatts, saving customers more than \$1.48 billion and reducing indirect carbon dioxide emissions by 12.5 million tons.



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About Innovative Facilities Solutions:

IFS is a leader in the installation of energy-efficient and cost-effective lighting systems for factories, warehouses, indoor sports facilities, retail stores and more. We work closely with our customers to provide the layout and installation of lighting systems, as well as recycling of old lights, procuring utility rebates and obtaining EPACT certification. Our customers include: Cintas, Mohawk Industries, Sinclair & Rush, C.L. Smith, Rural King, Quincy Farm & Home Supply, High Brothers Lumber & Home Center and many more.



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