



## **US Army Base Fort George G. Meade Selects Viridity Energy for Demand Optimization**

*Viridity Energy provides load control measures including ice storage to one of the largest army bases in the US*

**CONSHOHOCKEN, PA– June 7, 2011** – [Viridity Energy](#), a company leading the next generation of distributed energy resource management, today announced it has been selected to provide energy optimization services by Fort George G. Meade, Maryland. Viridity Energy will enable Fort Meade to provide virtual power onto the electric grid, creating new revenue credits for the army installation by monetizing energy reductions across PJM energy markets. The effort will include a variety of load control measures including HVAC optimization, generator dispatch and leveraging ice storage. Sain Engineering will provide onsite energy professionals to facilitate and manage the program for Fort Meade.

“We’re very excited that Fort Meade has taken the initiative to further improve overall energy efficiency, power surety, and capitalize on advanced energy management by partnering with Viridity Energy,” said Audrey Zibelman, President and CEO, Viridity Energy. “There is a great economic opportunity for military bases across the country to reduce their energy expense and achieve their energy reliability and security goals by integrating their many energy assets as virtual power onto the power grid. We are proud to do our part to increase energy optimization and energy reliability at an installation such as Fort Meade, which is so vital to our nation’s security and safety.”

Viridity Energy recently announced an agreement with Defense Logistics Agency – Energy (DLA Energy) to pursue load curtailment at federal and military facilities across the United States. Viridity Energy started its relationship with Fort Meade on June 1, 2011. The Fort Meade installation has the fourth largest workforce of any army installation in the United States, and with over 42,000 personnel, is Maryland’s largest employer. Fort Meade has 85 tenant units, covers 5,067 acres and has 1,517 buildings.

“Given the size and scope of Fort Meade and its operations, this partnership represents a substantial opportunity for us,” according to Randy Williams, Public Works Engineering Division Chief for Fort Meade. “With Fort Meade being located in the heart of PJM along the Baltimore-Washington corridor, we are dealing with some of the highest retail energy rates, and grid congestion in the country. This initiative will help us leverage new and innovative programs that can both reduce our energy use and enable us to provide unused capacity back into the grid at premium prices to improve grid stability.”

“We are pleased to provide strategic management of this important energy program,” said Stephen Sain, CEO of Sain Engineering. “Our experience working with utilities and government installations make this a great fit. We look forward to accomplishing the goals of this project to conserve energy and create revenue credits through load reduction and optimization at Fort Meade.”

Viridity Energy combines state-of-the-art knowledge and forecasting of the wholesale electricity markets, automated communications with building management systems and distributed energy resources, into Viridity Energy's proprietary VPower™ energy optimization platform. These tools work together to maximize the economic and environmental benefits that clients can achieve through dynamically optimized integration and management of their load, storage and supply resources. Viridity Energy will represent Fort Meade in PJM's key wholesale markets for capacity, energy and for ancillary services such as synchronized reserve. Viridity Energy will receive compensation for its work by sharing in the revenues from those markets.

#### **About Fort George G. Meade**

Dedicated to providing quality support to service members, Department of Defense civilian employees, family members, and military retirees, more than 100,000 people seek the services Fort Meade offers. Its primary mission is to provide a wide range of services to 95 partner organizations from the Army, Navy, Air Force, Marines and Coast Guard, as well as to several federal agencies including the National Security Agency, the U.S. Army Recruiting Command, the Defense Information School, the Defense Courier Service, the U.S. Army Field Band and most recently the U.S. Cyber Command.

#### **About Sain Engineering**

Sain Engineering Associates, Inc. (SEA) is a USBA certified small business headquartered in Birmingham, AL. SEA is a consulting firm with over 20 years of energy management experience specializing in facility energy efficiency. SEA has clientele worldwide and currently provides onsite Resource Efficiency Managers to over 60 locations for the Department of Defense including Army and Air Force, the Air National Guard, General Services Administration and the US Coast Guard. SEA is recognized as a leader in energy conservation expertise and as the provider of choice for the Resource Efficiency Manager program in the federal sector. SEA strives to assist its clients in conserving energy, reducing costs and managing their resources. For more information, visit [www.saineng.com](http://www.saineng.com).

#### **About Viridity Energy**

Viridity Energy is making the next generation of the smart grid a reality by providing large energy consumers with powerful tools to increase energy efficiency and decrease energy costs. The company's unique and flexible VPower™ platform solution enables customers to dynamically shift and balance energy load, integrate advanced energy technologies and convert existing energy investments into lucrative new revenue streams. Viridity Energy helps organizations achieve sustainability goals and contribute to the greater good by stabilizing energy price fluctuations. Headquartered in Conshohocken, Pennsylvania, Viridity Energy was founded in 2008 by former executives of PJM Interconnection. For more information, visit [www.viridityenergy.com](http://www.viridityenergy.com).

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