



Physical Plant
Broward Campuses
W. Reid Morgan, Director

ASKEW TOWER
111 East Las Olas Boulevard, Room 616B
Fort Lauderdale, Florida 33301
Phone 954-762-5033
Fax 954-762-5032

March 13, 2009

To Whom It May Concern:

Florida Atlantic University, Broward County, Davie Campus has maintained a service agreement with Thermal Concepts for the last four years.

During this time we have upgraded our Johnson Controls Metasys building management system to the Johnson Controls Facility Explorer building management system. This has proven to be a sound economical decision for us.

In cooperation between FAU and Thermal Concepts we have reduced our energy consumption by approximately 45%. Through the continual monitoring of the Johnson Controls building management system and with Thermal Concepts recommendations for improvements it has helped reduce our average costs of just less than \$ 3.00 per square foot to \$ 1.67 per square foot. With the current budget constraints this savings is very important to our operations.

We also use Thermal Concepts to monitor our building management system during the evening hours and during the weekends. It is a pleasure to make one phone call and knowing a problem will be quickly resolved.

I would highly recommend Thermal Concepts Controls Division as a service provider.

Sincerely,

A handwritten signature in blue ink, appearing to read "W. Reid Morgan", is written over a light blue grid background.

W. Reid Morgan
Physical Plant Director
Broward Campuses

Subject: FW: FPL graphs-End of Year 08-09

Importance: High

Ok, I know a challenge when I see it. These graphs are not only unbelievable at first glance, but to see that we have reduced electrical consumption at Davie Campus by 27% in one year. This fiscal year (08-09) alone we reduced the electrical costs at just Davie by \$167,000. This is like getting the custodial contract for Davie at half price or it could pay the entire three-man Physical Plant staff salaries.

I am most proud that the team of South Florida Trane and Thermal Concepts has once again helped FAU maintain all the mechanical systems in good working order, but we have not had more than several hours of "down time" in the past year. I can remember less than five years ago we could not even keep the buildings cool and that was before we added the Student Union. And speaking of five years ago the graph will show that we are actually using less kwh than we did in 2004. Now that is incredible and I want to thank everyone for all their hard work to accomplish these wonderful goals. Thanks for being on the FAU- Broward Team. I hope you have received your renewing contracts for 2009-10. Let's make next year even better.

W. Reid Morgan
Physical Plant Director, Broward Campuses
111 E. Las Olas Blvd.
Fort Lauderdale, FL 33301
Office: 954 762 5033
Fax: 954 762 5032
Cell: 954 214 5671



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