

## Justin E. Kale, CRE, CEM, SMT

Justin co-founded Energility in 2015 with a retired Honda engineer to provide energy management services to non-profits, small businesses, and commercial enterprises. They have conducted over 200 energy audits and supported over 150 projects (\$12+M) for their clients reducing over 8,000 metric tons of CO2 and savings over \$1.8M annually. Energility believes every business deserves access to an energy manager. Nonprofit organizations, small businesses, and commercial enterprises benefit from our proven energy intelligence. The cornerstones of our mission: transfer our operations knowledge to owners of buildings, create action plans to improve equipment and operations, establish results which lower environmental disruption, and support local economies by collaborating with resources in the community.

*Energility builds Energy Plans using a comprehensive energy audit of a commercial and industrial business and include a feasibility of on-site renewable energy generation. We work with stakeholders to assess the implementation by collaborative review of measures and programs from the Energy Plan. Then we support their approach to design, manage, and commission energy conservation and energy efficiency measures. We consult on the addition of onsite renewable energy projects and energy purchasing contracts.*

- *Reduce use/ costs through energy conservation*
- *Effectively use/ spend through energy efficiency*
- *Use or offset renewable energy for all necessary consumption*

*Once sustainable building outcomes are achieved, we conduct verification of ENERGY STAR® or other building performance rating achieved and generate reports on progress.*

He is an active partner with Metropolitan Building Solutions where he engaged real estate owners to help build a benefit stack for existing building retrofits. The benefits enable Owner's to take full advantage of eligible financial benefits to make their assets more sustainable and increase the use of energy efficiency.

For 4+years, he consulted on energy efficiency projects for commercial and industrial clients for AMP-Ohio's Efficiency Smart program in Ohio, Michigan, and Pennsylvania. He was responsible for reviewing customer projects, performing analysis, conducting technical walk-throughs and providing recommendations for energy efficiency improvements. His results on nearly 300 projects yielded over \$3.4M in annual benefits.

He has a background in commercial real estate spending 15 years with Hines in a 1.4M SF Class-A high-rise office tower and parking structure. He delivered successful results with the facility engineering team. He established skills in operations of boilers, chillers and the energy management systems, and managed preventive maintenance. His last four years were in an engineering leadership role where he strengthened his knowledge by leading efforts for energy procurement, management, and efficiency and coaching eight building engineers.

Justin holds the Counselor of Real Estate (CRE) designation as a trusted advisor and problem solver for real estate owners across multiple asset classes. He holds the Certified Energy Manager (CEM) designation through the Association of Energy Engineers (AEE) and American National Standards Institute (ANSI). He also has the Systems Maintenance Technician (SMT) designation through BOMI International.