

ADVISORY COMMITTEE APPLICATION FOR BOARD APPOINTMENT

<p style="text-align: center;">It is the applicant's responsibility to keep this information current. To advise the County of any changes please contact Christine Coble by telephone at 606-5300 or by e-mail at CobleC@leoncountyfl.gov</p> <p style="text-align: center;">Applications will be discarded if no appointment is made after two years.</p>	
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Name: Collins Proctor	Date: 16-Jul-2014
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Home Phone: (850) 222-5962	Work Phone: (850)322-9763X	Email: cproctor@kwcontrol.com
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Occupation: ENERGY MANAGEMENT	Employer: KW CONTROL
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Preferred mailing location: Work Address

Work Address: 1705 METROPOLITAN BOULEVARD
SUITE 102

City/State/Zip: TALLAHASSEE FL 32308

Home Address 139 MEADOW WOOD COURT

City/State/Zip: TALLAHASSEE FL 32312

Do you live in Leon County? Yes If yes, do you live within the City limits? No

Do you own property in Leon County? Yes If yes, is it located within the City limits? No

For how many years have you lived in and/or owned property in Leon County? 45.00 years

Are you currently serving on a County Advisory Committee? No

If yes, on what Committee(s) are you a member?

Have you served on any previous Leon County committees? No

If yes, on what Committee(s) are you a member?

Please indicate your of expertise. If you have experience in more than one field, please check all that apply.

<input checked="" type="checkbox"/> Finance/Banking	<input checked="" type="checkbox"/> Real Estate/Property Development
<input checked="" type="checkbox"/> Energy	<input type="checkbox"/> High Performance Materials
<input type="checkbox"/> Biotechnology/Biomedical	<input type="checkbox"/> Aerospace/Aviation

If you are appointed to a Committee, you are expected to attend regular meetings.

How many days permonth would you be willing to commit for Committee work? 2 to 3

And for how many months would you be willing to commit that amount of time? 6 or more

What time of day would be best for you to attend Committee meetings? Day, Night

(OPTIONAL) Leon County strives to meet its goals, and those contained in various federal and state laws, of maintaining a membership in its Advisory Committees that reflects the diversity of the community. Although strictly optional for Applicant, the following information is needed to meet reporting requirements and attain those goals.

Race: Caucasian Sex: Male Age: 45

Disabled? No District: District 4

In the space below briefly describe or list the following: any previous experience on other Committees; your educational background; your skills and experience you could contribute to a Committee; any of your professional licenses and/or designations and indicate how long you have held them and whether they are effective in Leon County; any charitable or community activities in which you participate; and reasons for your choice of the Committee indicated on this Application.

PREVIOUS LEON COUNTY COMMITTEES: I HAVE NOT SERVED ON OTHER LEON COUNTY COMMITTEES.

EDUCATION: BACHELOR OF ARTS (VANDERBILT UNIVERSITY), MASTERS IN BUSINESS ADMINISTRATION (MBA, EMORY UNIVERSITY).

REASON FOR COMMITTEE CHOICE: AS THE LCRDA IS SEEKING A BOARD MEMBER THAT REPRESENTS AND CAN PROVIDE INSIGHT TO THE "ENERGY" INDUSTRY, I WOULD WELCOME THE OPPORTUNITY TO SERVE. AS MY BUSINESS PROVIDES ENERGY MANAGEMENT SERVICES PRIMARILY IN THE SOUTHEAST, THE ABILITY TO ALSO APPLY MY SKILLSET ON A VOLUNTEER BASIS TO BENEFIT THE COMMUNITY IN WHICH I LIVE GIVES ME A GREATER SENSE OF BALANCE AND PURPOSE. IT'S SIMPLY THE RIGHT THING TO DO, AND I ENJOY IT.

SKILLSET AND EXPERIENCE: WITH THE SUPPORT OF OTHER LOCAL INVESTORS, "KW CONTROL"

Attachment #7
Page 2 of 8
WAS FORMED WITH A CORE FOCUS OF PROVIDING "FINANCIALLY SMART" ENERGY MANAGEMENT SOLUTIONS TO OUR CLIENTS. WITH THE UNIQUE COMBINATION OF PERSONNEL SKILL-SETS (ENERGY, ENGINEERING, FINANCE, REAL ESTATE) WE HAVE HAD GREAT SUCCESS IN THIS EFFORT WHILE EARNING CLIENTS SUCH AS: COX ENTERPRISES, THE STATE OF FLORIDA, LEON COUNTY SCHOOLS, FLORIDA STATE, HOLIDAY INN WORLDWIDE, TMH, AND OTHERS.

"ENERGY EFFICIENCY" ALONE IS NOT EFFECTIVE; INSTEAD, IT MUST HAVE SUFFICIENT FINANCIAL AND OPERATIONAL BENEFITS TO BE SUSTAINABLE IN THE LONG TERM. OUR FIRM IDENTIFIES AND IMPLEMENTS SUCH SUSTAINABLE SOLUTIONS. AS AN OWNER AND COO OF KW CONTROL, I WOULD BE PLEASED TO CONTRIBUTE ENERGY AND ENGINEERING INSIGHTS TO THE LCRDA. I BELIEVE THE LCRDA COULD ALSO BENEFIT FROM THE EXPERIENCE AND BEST-OF-CLASS PRACTICES THAT WE SHARE WITH OUR LARGER CLIENT PARTNERS. FOR EXAMPLE, COX ENTERPRISE IS THE NATION'S CORPORATE LEADER IN ENERGY INVESTMENTS AND SUSTAINABLE PRACTICES; THEY HAVE BEEN A WONDERFUL COLLABORATIVE PARTNER AND RESOURCE FOR OUR FIRM. I AND COX WOULD BE HAPPY TO SHARE BEST-OF-CLASS ENERGY PRACTICES THAT CAN BENEFIT LEON COUNTY COMMUNITY EFFORTS FOR ENERGY-EFFICIENCY.

OTHER DETAILS/BACKGROUND INFO: SEE ATTACHED RESUME

THANK YOU.

References (you must provide at least one personal reference who is not a family member):

Name: STEVE EVANS Telephone: 850-445-3513
Address: 3920 BOBBIN BROOK CIRCLE, TALLAHASSEE, FL 32312

Name: JIM STEPHENS (FSU FACILITIES/ENE Telephone: 850-644-3884
Address: FSU, CENTRAL UTILITIES PLANT, 32304

IMPORTANT LEGAL REQUIREMENTS FOR ADVISORY COMMITTEE MEMBERSHIP

AS A MEMBER OF AN ADVISORY COMMITTEE, YOU WILL BE OBLIGATED TO FOLLOW ANY APPLICABLE LAWS REGARDING GOVERNMENT-IN-THE-SUNSHINE, CODE OF ETHICS FOR PUBLIC OFFICERS, AND PUBLIC RECORDS DISCLOSURE. THE CONSEQUENCES OF VIOLATING THESE APPLICABLE LAWS INCLUDE CRIMINAL PENALTIES, CIVIL FINES, AND THE VOIDING OF ANY COMMITTEE ACTION AND OF ANY SUBSEQUENT ACTION BY THE BOARD OF COUNTY COMMISSIONERS. IN ORDER TO BE FAMILIAR WITH THESE LAWS AND TO ASSIST YOU IN ANSWERING THE FOLLOWING QUESTIONS, YOU MUST COMPLETE THE ORIENTATION PUBLICATION www.leoncountyfl.gov/bcc/committees/training.asp BEFORE YOUR APPLICATION IS DEEMED COMPLETE.

Have you completed the Orientation? Yes

Are you willing to complete a financial disclosure form and/or a background check, if applicable? Yes

Will you be receiving any compensation that is expected to influence your vote, action, or participation on a Committee? No

If yes, from whom?

Do you anticipate that you would be a stakeholder with regard to your participation on a Committee? No

Do you know of any circumstances that would result in you having to abstain from voting on a Committee due to voting conflicts?

If yes, please explain. No

Do you or your employer, or your spouse or child or their employers, do business with Leon County? Yes

If yes, please explain. MY FIRM PROVIDES ENERGY MEASUREMENT SERVICES TO LEON COUNTY SCHOOLS

Do you have any employment or contractual relationship with Leon County that would create a continuing or frequently recurring conflict with regard to your participation on a Committee? No

If yes, please explain.

All statements and information provided in this application are true to the best of my knowledge.

Signature: L. Collins Proctor

This application was electronically sent: 7/16/2014 3:43:54PM



Collins is a founding partner of Tallahassee-based **kW Control**, an innovative, regional energy management firm serving government, non-profit, education, and commercial clients. kW Control's energy management team applies and develops advanced technologies and engineering to reduce energy consumption and costs while improving the useful life of capital equipment. kW Control's services typically reduce energy expenses by over 20% while providing an average annual investment return of over 30%. kW Control is also able to provide its services in exchange for a share of the measured and verified savings created.

Collins has extensive experience in energy-efficiency, building controls, finance, and real estate, including: design and construction, acquisitions, development, real estate and equipment financing, investment analysis, facilities management, and project management.

Early in Collins' career and following five years with NationsBank's Leveraged Leasing division in Atlanta, Collins spent six years as Vice President of an Atlanta-based national commercial real estate consulting firm specializing in services such as strategic planning, financial analysis, headquarter build-to-suit acquisitions, data center acquisitions/dispositions, land acquisition, and extensive site selection and lease negotiations.

After returning to Tallahassee to own and manage his own corporate & institutional real estate consulting company (with concentrated services in acquisition, development, finance, and construction management), with the help of a solid team of resources, Collins' firm grew to over \$12,000,000 in annual revenue over a four year period.

Following the sale of his business in 2003, Collins co-founded Red Brick Partners, a small, regional, real estate investment and private equity firm focused on maximizing the efficiency and value of its investments. In late 2010, and with the integration of critical engineering talent and utility expertise, this led to the evolution of **kW Control – Holdings, LLC** ("**kW Control**") for which Collins' serves full time full-time as Principal and COO...ensuring financially smart energy management and facility investments.

Collins is currently a board director with The **Tallahassee Downtown Improvement Authority** and **Prime Meridian Bank**, and is a member of the **Exchange Club of Tallahassee**.

EDUCATION

Emory University -- Masters of Business Administration

Vanderbilt University -- Bachelor of Arts

PROFESSIONAL EXPERIENCE

kW Control - Holdings, LLC (Tallahassee) Partner / COO [Energy Management / Facility Efficiency]

Red Brick Partners, LLC (Tallahassee) Investor/Partner [Real Estate Investment / Private Equity]

The Staubach Company-North Florida, LLC (Tallahassee) Owner/President [Corp. & Gov't Real Estate Consulting]

The Staubach Company – Southeast, Inc., LLC (Atlanta) Vice President

NationsBank (Atlanta) Vice President, Leveraged Leasing Division

PROFESSIONAL OVERVIEW

- Approximately 4 years as co-founder/COO of kW Control, with clients such as The State of Florida, Department of Transportation, FSU, Cox Enterprises, Leon County Schools, and Tallahassee Memorial Hospital.
- Over 23 years in real estate investment, construction management, facilities management, finance, and development
- Managed 20-person team in the renegotiation of a \$150 million annual budget and 17 million square feet for the State of Florida, resulting in savings of over \$85 million for Florida taxpayers.
- Managed and closed over \$4 billion in real estate securities and equipment investments with BankAmerica (NationsBank) in its Leveraged Leasing division
- Lead strategic planning and financial analysis for **Coca Cola** for the construction and consolidation of new 1 million square foot downtown Atlanta corporate headquarters. Provided similar consulting services to **MCI Telecommunications** (900,000 square feet), **Bass Hotels and Resorts** (Holiday Inn, Crowne Plaza, Staybridge Suites, etc.) (400,000 square feet), and the **Presbyterian Church of America** (100,000 square feet).
- Other acquisition projects under Proctor's management have included:

E*Trade	90,000 sf	Data Center	Atlanta, GA
Domtar Industries	35,000 sf	US Headquarters	Atlanta, GA
Interland	130,000 sf	US Headquarters	Atlanta, GA
Tree of Life	70,000 sf	HQ Build-to-Suit/Lease	St. Augustine, FL
CSC	32,000 sf	Lease Acquisition	Sarasota, FL
Cisco Systems	25,000 sf	Lease Acquisition	Jacksonville, FL
Corinthian College	70,000 sf	Leases Acquisition (2)	Jacksonville, FL

Building Commissioning/Improvement



State of Florida Capital Circle Office Complex



Over 75% ROI: Lowered average operating expenses to enable 100% payback within 18 months and an infinite return on investment thereafter.

Principal-In-Charge services in support of commissioning the HVAC and Electrical systems on all of the buildings that make up this 2 million square foot complex.

Measurement/Management

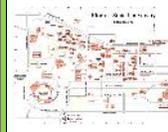


State of Florida Capital Circle Office Complex



Responsible for designing, installing, and integrating a visual, real-time energy measurement platform for all facilities and their occupants. This measure is designed to promote a disciplined program of financial and environmental accountability for all agencies and employees of the State.

Lighting



Over 50% Savings: Reduced average lighting expense by over 50%.

Our team members are 1 of 5 approved engineering resources selected to facilitate building commissioning and engineering improvements. kW Control is also responsible for supporting certain energy saving and lighting improvement programs throughout campus. Typical savings have exceeded 50%.



NASA Space Life Sciences Laboratory



100,000 sq. ft. laboratory to house research labs, processing labs and payload support spaces for experiments launched into space. Capabilities include biological systems; animal sciences; and flight hardware development/processing.

Wayne Dunn provided principal-in-charge services in support of commissioning the HVAC and Electrical systems on all of the building that make up this complex.



TMH & Doctor's Memorial Hospital



Over 30% Savings: Reduced total energy consumption (electric/gas/water) via facility commissioning, utility plant upgrade, and building controls.

A perfect example of kW Control and its client committing to and achieving a comprehensive energy management solution to optimize the existing facility operations and ensure financially smart capital equipment upgrades: Real-time measurement and verification, retro-commissioning, chiller plant and controls upgrade, turnkey 100% financing.



Headquarters, Tallahassee, FL



Over 75% Savings: Reduced average lighting expense by over 75%.

This one was easy. A simple retrofit of current lighting, Prime Meridian was able to save over 75% in utility costs for the retrofitted fixtures. With an annualized return of over 40% over a 15 year period, this simple project provides an unusually sound investment for its shareholders.



Holiday Inn Express



Projected 20% Savings: Guest Room Consumption Reduction: Reduced HVAC costs through occupancy sensors and automated controls.

Integrated occupancy controls with internet enabled master controls eliminate wasted HVAC cost when guests have vacated the room for a minimum period of time. Real-time monitoring of common area consumption has also enabled hotel staff to realize and control unnecessary waste precisely when it occurs.



Holy Comforter School

Holy Comforter School, Florida



In conjunction with the completion of its new STEM facility, kW Control is responsible for designing, installing, and integrating a real-time energy measurement "Dashboard". This technology will provide student awareness and education of energy resources and consumption. One of the fastest growing industries, "energy" awareness will be a key component of STEM and campus wide culture.



Historic Gallie Alley, Tallahassee, FL



Over 75% Savings: Reduced average lighting expense by over 75%.

Again, a simple retrofit of its inefficient lighting, the City of Tallahassee was able to provide much more attractive and effective lighting in this historic downtown alley. Not only is the City able to tout its green mindedness, it created an investment return for its shareholders far greater than any other possibility.



Atlas V Launch VSL Complex 41



Wayne Dunn provided principal-in-charge services in support of commissioning the HVAC and Electrical systems for this entire complex. Wayne Dunn also led a team that managed on-site documentation and conducted all the HVAC & ECS testing.



FLORIDA DEPARTMENT OF REVENUE

Main Campus



The Department of Revenue was the first Florida agency to embrace the fact that, with effective, real-time energy measurement, it's new campus could be better commissioned and managed for years to come. This "dashboard" is being used to validate improvement effectiveness and to promote a culture of competitive accountability by the occupants to manage the environmental resources and tax payer dollars appropriately.



Market Square Retail Development



Over 65% Savings: Reduced average lighting expense by over 65%.

CMC Management is responsible for the office and retail assets of its clients. CMC understands the premium appeal to prospective tenants of an environmentally conscious landlord. It also understands its competitive advantage in the marketplace by being able to tout lower utility costs than its competitors. kW Control retrofitted CMC's outdoor lighting to provide better security and more attractive lighting at approximately 35-40% of the original utility cost.

Get back in Control.

*Reduce facility expenses and improve profits
with a customized plan from*



"Thanks to kWControl, we had larger savings than expected.

The solution was not "risky" ... we just did the math.

They guided the process and put us back in Control!"

Risk-Free Savings Solutions for

Government/Education/Commercial/Non-Profit

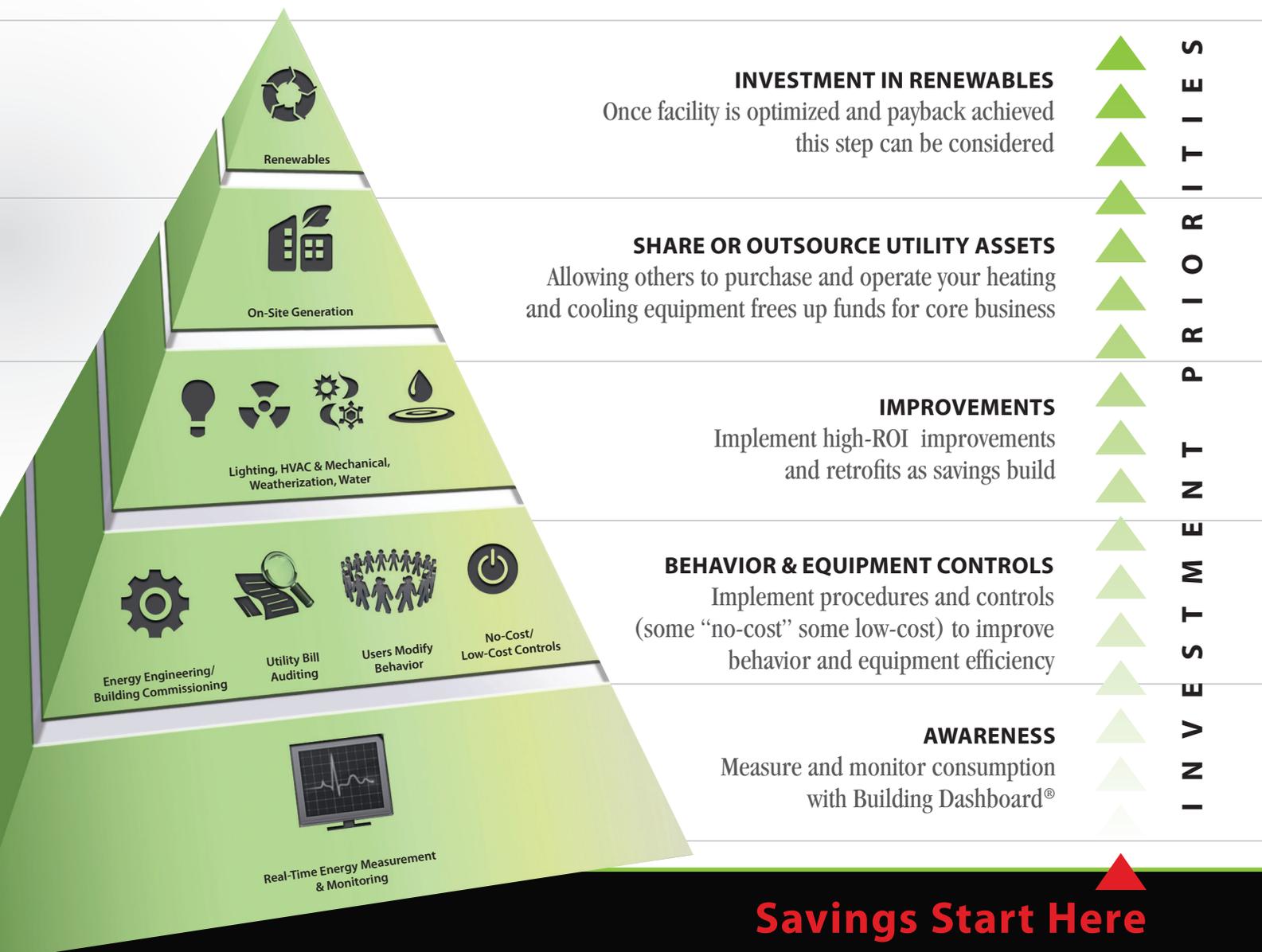


Reduce facility expenses. Increase profits. Risk free.

Our Services & Philosophy

Prioritize your efforts to save energy costs

based on items that derive the highest return.



Our Role: Ensuring Solid Investments

- We help you avoid making well-intended, but often wasteful investments in an effort to be green. Whether you want to build a new facility or improve an existing one, we make certain your investments yield a 20-50% return on investment (ROI).
- Pay only for the improvements you approve.
- Our expertise means you enjoy the added benefit of measurable, third-party verification of the results. kWControl engineers and lighting specialists identify, design, and execute your strongest investment opportunities in key areas: Human Behavior, HVAC, Lighting, and Building Envelope (insulation).



Building Dashboard® is a key component in monitoring and managing your facility expenses and improving profits.

lucid.

Sample Investments with High Returns

Smart investment opportunities within your facility are limited, but they do exist. We identify and prioritize this “low hanging fruit” so that you can capitalize on these opportunities. kW Control can even “walk the talk” by making this investment on your behalf in exchange for a share of the savings created. Just ask us about our “Shared Savings” Agreements.

	Solution	Payback	Annualized Return
	Behavior Modification and Controls	6 Months	30%–200%
	Exterior and Garage Lighting	12-18 Months	40%–50%
	Interior Lighting	2-5 Years	20%–40%
	HVAC/Electric	3-6 Years	15%–40%

It's Simple to Start

We first ask you to commit to measuring (the Building Dashboard®) and a reasonable no-obligation “look” at the possibilities available to you (ie: a preview of your plan). Here is the process...

1. You tell us your required investment return (whether it's 10% or 100%).
2. We identify solutions to meet and exceed your required return.
3. Pay only for the improvements you approve.
4. We implement the solution.
5. You make your return and build your reputation for sustainability.
6. You have third-party measurement and verification of the results.

Our engineers and lighting specialist identify, and execute your strongest savings opportunities in 6 key areas: Human Behavior, HVAC, Lighting, Plug Loads, Automation/Controls, and Building Envelope (insulation).

Benefits

- Real-Time energy measurement and awareness.
- “Select” investments with 20%-50% annualized ROI.
- Guaranteed 20% reduction of energy costs, annually!
- Financing if you want it . . . Net savings immediately!
- Outsourced process management.
- Sustainability.
- Shared-savings agreements available.

Asset Value & Shareholder Value

- As you begin to realize substantial, risk-free savings, your Asset Value and Shareholder Values can immediately increase.

*Get back in Control. Start today by calling
850-322-9763 for a no-obligation consultation.*



We offer our customers many products and services, including Lucid's Building Dashboard*

