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## **Feng Associate Program**

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### **1. About Footprint Engineering (“Feng”)**

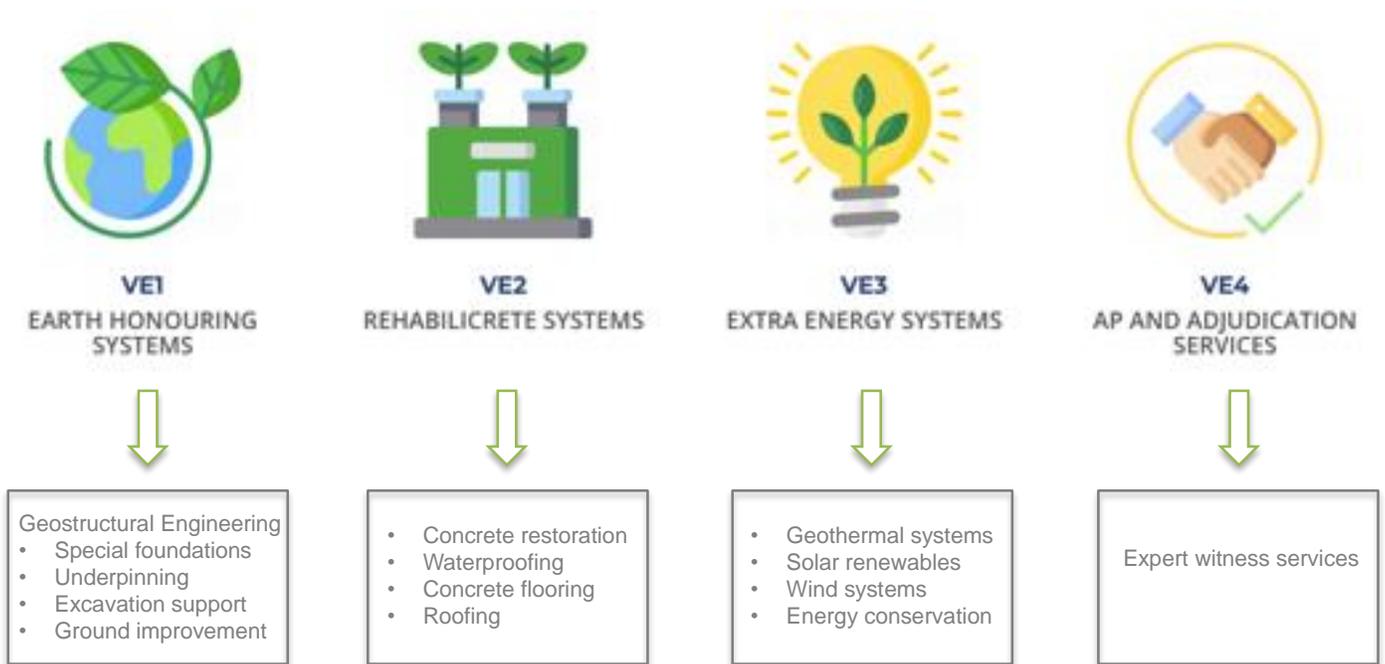
Footprint Engineering (“Feng”) offers Value Engineering (“VE”) Systems designed to lower the carbon footprint of a project, which in turn lowers project cost and reduces overall project schedule.

The lower use of carbon materials (such as concrete and steel) in the Built Environment is a goal all designers can embrace. The goal of a resilient design always starts with better systems choices.

While cost-savings generally drives stakeholders in the planning and design of projects, including those that use the Earth’s precious natural materials, Feng believes that value can be found in other project areas including taking measures to increase functionality, lower the cost of materials with a view to lowering labour and equipment costs, reducing carbon-based fuel consumption, and increasing the life-cycle of the finished project. This is accomplished through the licensed use of Feng’s patented VE Systems and/or custom VE Systems, in consultation with Feng’s advice network of experts (“Feng Associates”).

## 2. Value Engineering (“VE”) Systems

Feng’s VE Systems are offered in 4 interrelated areas:



### a. Feng VE Delivery Systems

Feng provides:

- i. Consulting services in each of the VE Systems categories; and
- ii. Commercial licensing of Feng’s Intellectual Property (“FePatents”).

#### i. VE Systems Consulting

The delivery of Feng VE Systems involves collaboration between the network of Feng Associates: Subject Matter Experts (“SMEs”), Nexus Circle of Excellence Meetings (engineers, contractors, and product suppliers), Best Products, and Best Detailed Design Associate Firms, as well as formal functional analysis as required.

An expert opinion from Feng and its network of associates can often be free of charge to reduce CO<sub>2</sub>.

When a more developed solution or system is required, then:

- a. standard engineering rates are applied; or
- b. monthly retainers can be arranged; or
- c. in certain circumstances, fees can be based on a percentage of costs actually saved, based on cost audit of first plan and a Feng-affected final plan.

## **ii. Commercial Licensing**

Feng offers specific pre-engineered VE Systems, protected by patent applications and patents, and as detailed in Feng's publicly-available RSS documents, for commercial licensing.

The stable of FePatents and FeTrademarks are available as a collective package for licensing at a set yearly rate plus a per-project fee.

### **VE1: EARTH HONOURING SYSTEMS™** – Geostructural engineering support

Geotechnical choices are a matter of experience and testing. Feng provides expert geotechnical design in conjunction with its network of associates.

Safe geotechnical parameters are not always efficiently designed from the onset. Avoiding testing costs often lead to added expenses later. Feng works with clients on projects to account for all variables ahead of time. Excellent design and strategy leads to a seamless, profitable and environmentally sustainable project.

### **VE2: REHABILICRETE™ SYSTEMS** – Concrete installation, restoration and waterproofing

Feng REHABILICRETE™ Systems aim to extend the service life of existing structures and enhance the performance of new structures during the construction phase through the use of innovative engineering, niche products, and systems.

Concrete structures built decades ago were not built with an emphasis on durability. This has led to the deterioration of many structures due to the progressive dissolution of the cement by the migration of calcium atoms. Calcium leaching is responsible for an increase in concrete porosity and, consequently, increased permeability; this allows water and other aggressive elements to enter concrete, leading to carbonation and corrosion problems. Ordinary cement is vulnerable to water and other aggressive elements, which leads to carbonation and chloride ion attacks resulting in corrosion problems. Through innovative products and engineering, REHABILICRETE™ Systems provide solutions to these typical below and above grade challenges such as cracks, moisture penetration, shrinkage, etc.

Increasing structural durability has a significant impact on the environment and reduces maintenance costs over time. Increasing durability from fifty years to five hundred years means a reduction in environmental impact by a factor of ten. In addition to an increase in compressive strength of concrete, this also reduces the amount of reinforced steel needed in a project by as much as 50%.

### **VE3: EXTRA ENERGY SYSTEMS™** – Energy conservation and efficiency services

Footprint Engineering provides design, building, operating and enhancing services using sustainable energy that combines energy generation, distribution, and utilization in an environmentally responsible and economically beneficial manner.

Geothermal energy offers a viable and reliable option to access renewable energy. Geothermal piles are a type of energy foundation which utilize subsurface geothermal energy to heat or cool the structure which it supports. Geotechnical and drilling expertise is a critical component for success in Geothermal energy piles, which Feng is best positioned to address given its strong experience in geotechnical, geostructural and foundation engineering.

Feng also offers:

- Renewable energy design services through Feng Associates;
- Engineering design and structural analysis of roofing structures to support racking systems for solar panels;
- Design and analysis of foundation systems for onshore and offshore wind energy systems;
- Foundation testing services for onshore wind farms; and
- Design of foundation and ground analysis for geothermal energy systems including heat pumps, buried systems, and energy storage systems.

#### **VE4: AP AND ADJUDICATION SERVICES**

Feng's adjudication services help clients around Ontario settle disputes such as valuation of services, payment of services, payment holdbacks, and other financial issues that may arise between parties during a construction project.

Feng offers adjudication services that are:

- **Cost-Effective.** Rather than resorting to arbitration or litigation, adjudication allows for both workers and businesses to be properly paid in a timely manner.
- **Experienced.** Not only do our registered Adjudicators have 30+ years of service in the construction industry, but our network of Feng Associates creates a team with a wide range of knowledge. With this level of experience at every level of a project, Feng provides a fair and impartial assessment of disputes.
- **Efficient.** Feng's company-wide focus on sustainability means that efficiency and waste reduction in any construction project is important. This translates into Feng's adjudication services, as the Feng team ensures that correct resolutions to disputes are found as quickly as possible.

### **3. Feng Associate Program**

The network of Feng Associates includes strategically selected detailed engineering design firms and contractors, subject matter experts, and strategic product and system design partners – which each and collectively focus on helping clients decide on and execute the right system choice. Together with its Feng Associates, Feng consults on Feng systems, provides the best products, and oversees Quality Assurance (“QA”) of a system choice from design to execution.

The Feng Associates Program features three types of Associates:

## Type A - Feng Associate (FA)

Feng Associates are the detailed design firms and contractors who carry out the labour.

Good execution is put through a Feng filter on quality control and technical support to the customer or client, which ensures every opinion is also based on good established values.

## Type B - Feng Associate Partner (AP)

Feng Associate Partners are a group of Subject Matter Experts (SME) which are second to none. An AP may have control of a firm, be an independent consultant, or an employed expert that may have a unique advisor benefit in one of Feng's Value Engineering categories. Many of these associate partners have over 30 years of related experience.

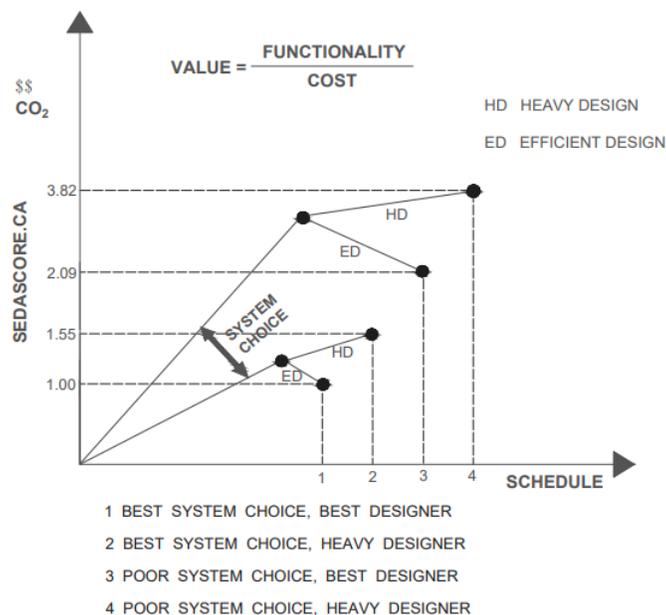
## Type C – Feng Strategic Partner (SP)

Feng Strategic Partners are companies that produce great products or great system designs. Feng combines ideas with leaders of these firms to produce systems in Feng's VE categories.

## 4. The Criteria: Simple Rules for the Feng Associate Program

Companies are carefully chosen by Feng for inclusion in the Feng Associates program, based on:

- Great support for contractor training or detailed designer needs on any system or product choice, in accordance with Feng's value chart:



- Reputation for honest dealings.
- Avoiding conflicts of interest.
- Sustainability thinking, stated in Associate's mission.
- Communication (e.g. returning phone calls from the network of Feng Associates within 24 hours when possible).
- A commitment to honouring the funnel and protecting a customer contract. As part of the Feng Associate Program, the funnel will often share a commission if the lead was generated by the Feng AP.