



NEWS RELEASE

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LINC SERVICE® POWERS 2009 CONTINUING EDUCATION CONFERENCE

Annual Event Features Green-Themed Address from Christine Ervin

PITTSBURGH – February 10, 2009 – Distinguished green expert Christine Ervin’s message of opportunity and value with green buildings highlighted the 2009 Linc Service Continuing Education Conference in Dallas recently.

Ervin made a compelling case that green is far from being just another fad, but rather a whole new way of doing business. A former president & CEO of the U.S. Green Building Council (USGBC) and Assistant Secretary of Energy under the Clinton administration, she spoke to the audience of mechanical contractors about how green buildings can deliver a broad stream of benefits. Specifically, Ervin said green buildings can lower operating costs and increase building value while enhancing occupant productivity and helping companies retain the best employees.

“I’m impressed by what Linc Network is doing to bring the latest in green market developments to its franchise network,” Ervin said. “That’s smart business for them, and certainly for Linc Service® Contractors, who are constantly looking for ways to lower customers’ operating costs and stay competitive in this very challenging economy.”

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Guided by the theme of “Powered by Linc,” the annual Conference brought together nearly 700 employees from Linc Service® Contractor locations for two days of class sessions that focused on training tools and sharing best practices. Linc Service Contractors follow the disciplines of the Linc System® to deliver preventive maintenance – as well as heating, ventilation, and air conditioning (HVAC) service and bundled energy solutions – to the commercial market. Collectively, Linc Service Contractors comprise the Linc Service® Network, a growing, global organization with more than 145 members across the United States, Canada, Bermuda, and Mexico.

“In today’s marketplace, customers in virtually every sector are looking for ways to lower operating costs and stay competitive amidst a tough economic climate,” Linc Network President & CEO Scott Giacobbe said. “The stakes are even higher for existing properties that now must compete with high performance green buildings already on the market. It’s never been more important for those existing properties to reach higher levels of performance. Helping building owners and facility managers reach those levels are what Linc Service Contractors do best.”

Ervin discussed how, despite much evidence to the contrary, perceptions of high costs are the single biggest obstacles to more buildings going green. Citing several studies, Ervin said there is no statistical difference in average construction costs for green projects – most of which have been completed within existing budgets, despite recent construction cost increases. In fact, many projects report no cost increase, and for those that do, the average payback is less than two years.

Ervin also discussed the impact of climate change on the building industry, namely how government, corporate America, and customers are issuing directives that cannot be ignored. Since the building sector has emerged as the largest source of greenhouse gas emissions, decision-makers are focused on finding the fastest, cheapest, most effective ways to cut emissions early. This presents a unique opportunity for the energy services sector, Ervin said, because energy efficiency in buildings is the fastest, least-cost way to achieve reductions – an idea that’s getting the attention of decision-makers in business and government.

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“Never before has your industry been in such a position to contribute so much value for society,” Ervin said in conclusion to those in attendance. “Whether it’s lowering operating costs, being part of an overall, high-performance green building, helping to create jobs, or cutting carbon emissions – you play a critical role. Besides, knowing that you’re contributing so much adds to the personal balance sheet as well.”

Headquartered in Pittsburgh, Pa., and Atlanta, Ga., Linc Network, LLC – ranked #130 on *Franchise Times*’ list of the Top 200 franchise systems in the U.S. – is the franchisor of the Linc System, a business format for operating a commercial heating, ventilation and air conditioning (HVAC) service business. Founded in 1979, the Linc Service Network provides energy solutions to commercial building owners worldwide. For more information, visit Linc’s Web site at www.lincservice.com. Linc Network, LLC, is part of The Linc Group (TLG), one of the nation’s most successful, single source providers of high-value facilities management and building system services. TLG maintains its corporate office in Irvine, Calif. Collectively, TLG companies service more than 20,000 facilities in 45 states and select international markets through a professional workforce totaling more than 2,400 employees. For more information about TLG and its companies, visit www.thelincgroup.com.

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