



To whom it may concern:

**Re: Letter of support**

In my role as a Principal Engineer at NREL, I have led our work to improve the safety and reduce the energy use of laboratory buildings. I was a founding member of the Laboratories for the 21<sup>st</sup> Century (Labs21) program, which evolved into the International Institute for Sustainable Laboratories, I2SL.

I first met the Xmark Labs team through their work with 3Flow, Inc. During the past two years, Xmark Labs created a series of videos for the I<sup>2</sup>SL Smart Labs initiative, which focused on the details of airflow and ventilation management. During the production of those videos, Mr. Napp approached me for feedback on Xmark's low-cost sensor concept. The team has since updated the design to incorporate my feedback, adding features such as a simple occupancy sensor. The addition of this sensor makes the device far more useful in energy reporting.

Airflow systems use enormous amounts of energy and many of them are not performing as expected. Building-wide monitoring is a key component to informing effective ventilation, but currently available options are expensive and often complex to install. Xmark Labs' product will make it possible for any commercial building to gain a much deeper understanding of their building's airflow, occupancy, and energy usage. It will also help assess potential safety risks such as changes in air quality. I believe there is a significant market for a robust product that can easily be retrofitted to any space.

NREL and Xmark Labs are currently negotiating a Cooperative Research and Development Agreement (CRADA) to pilot up to 25 sensors in our ESIF laboratory building in Colorado. My team will work with Xmark to install sensors and gather data. We anticipate starting the pilot in March 2021.

It is my pleasure to provide this letter of support on behalf of Xmark Labs' application. My contact information is provided below. Please contact me if you should require any further information.

Sincerely,

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