

Charting a Course to Energy Independence

Providence, RI
August 9-12, 2009





Utility Partnership

The Power of Partnership



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Utility Partnership

Getting Started

- 💡 Utilize your Electric, Gas and Water Utilities
- 💡 Contact their Customer Service Dept.
- 💡 Contact their Conservation Dept.
- 💡 Research their programs

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Getting Started

-  **Get to know each others issues, concerns & goals**
-  **Ask for their assistance**
-  **Provide assistance, volunteer for committees**
-  **Get involved with your utility**

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Getting Started

- 💡 **Find your main POC for each utility**
- 💡 **Utility may have a Key Account Manager**
- 💡 **Propose meetings & communicate**

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Utility Partnership Programs/Benefits

-  **Large Scale Retrofit**
-  **Toilet Distribution & Rebates**
-  **HE Washing Machine Rebates**
-  **Cooling Tower & Irrigation Audits**

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Programs/Benefits

-  **Workshop Education**
-  **Industrial, Commercial & Institutional Consultation**
-  **Commercial Certification Programs**
-  **Conservation Awards**
-  **Recognition is GOOD!**

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Utility Partnership Programs/Benefits

LAFB

- 💡 received the largest single energy efficiency rebate issued by CPS Energy
- 💡 almost \$1. million
- 💡 for our lighting retrofit partnership
- 💡 anticipating another large rebate for 2010

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Utility Partnership Pays



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Utility Partnership Programs/Benefits

- **A team of utility personnel have been assigned to work with FSH on BRAC-related construction projects;**
 - **Includes having a utility employee stationed at FSH during the BRAC construction process**
 - **Helps to ensure that electric projects are completed on time.**

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Buyer Be Ware

- 💡 **It is the responsibility of the customer to:**
 - 💡 **Learn applicable rates**
 - 💡 **Ensure that your facilities are getting every benefit.**
- 💡 **Don't depend on the utilities to do everything!**

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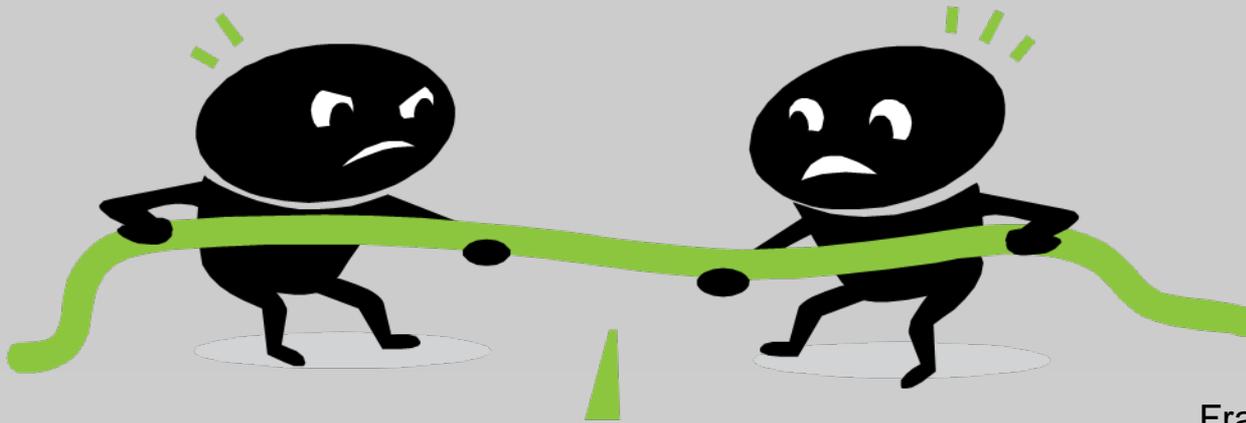


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Shop for Best Value

In deregulated markets, utilities...

-  **Compete**
-  **Compare rates**
-  **Compare services**



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Utility Partnership Optimization

-  **Form a Partnership**
-  **Be a Partner**
-  **Let the Utility partners know what you need/want**
-  **Work with your utility partners**

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Enjoy the POWER of Utility
Partnership



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THANK YOU

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