

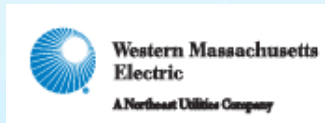
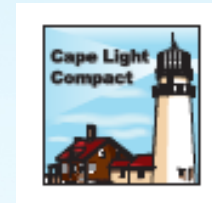


Welcome

2011 Trade Ally Open House
Sponsored by Mass Save



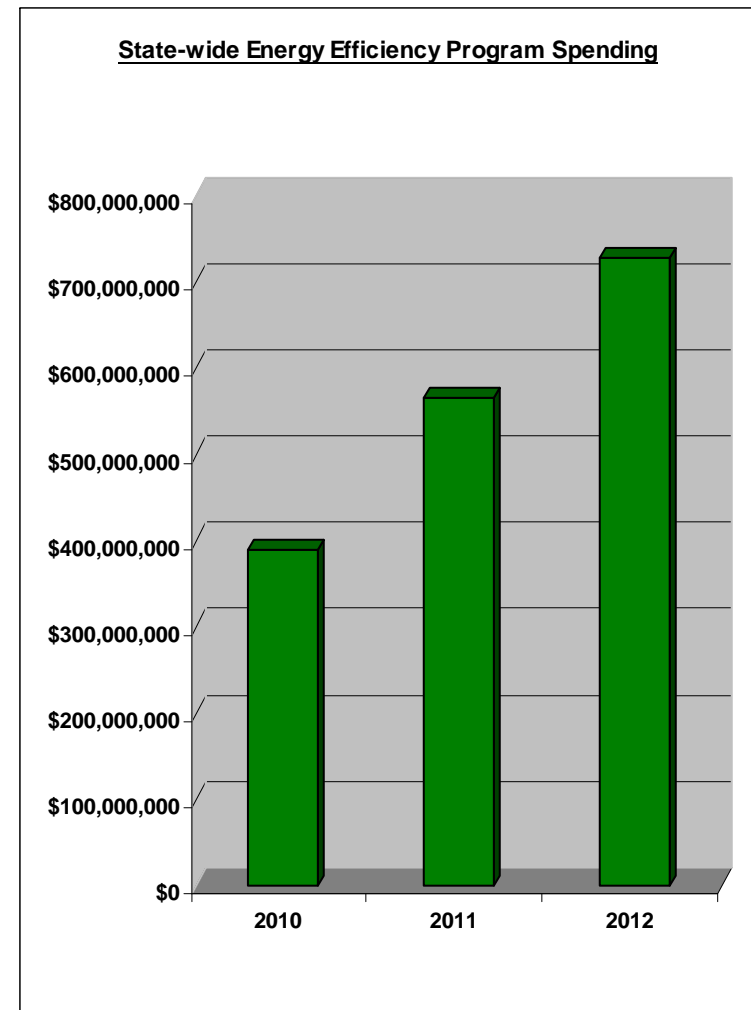
Mass Save Utility and Energy Efficiency Program Sponsors





Quick Review

- Green Communities Act signed into law on July 2, 2008 to promote enhanced gas and electric energy efficiency throughout the Commonwealth.
 - Program Administrators to develop state-wide Three Year Plan providing for acquisition of all available cost effective energy efficiency.
- The Three Year Plan reflects:
 - Aggressive – unprecedented – savings goals
 - Gas/electric program integration and seamless delivery across Program Administrators
 - Focus on going “deeper” (more comprehensive) in buildings; and “broader” (more customers participating)





2010 - Year 1 of Three Year Plan

- Thank you for helping Massachusetts businesses in 2010
 - Saved MA businesses approximately \$55 million on annual electric and gas bills
 - More than 11,000 businesses participated in business energy efficiency programs
 - Economic benefits of investing almost \$150 million



2011 – Working Together to Meet the Continued Growth

- Continued growth of approximately 60%
- This level of growth requires we do some things differently including:
 - Identifying and addressing barriers such as customers' needs for financing
 - Identifying and promoting new technologies such as LEDs and the Massachusetts Technical Assessment Committee
 - Reducing customer and Program Administrator costs by identifying gas and electric savings for projects such as demand control ventilation and air compressors with heat recovery
 - Retro-commissioning and pay-for-performance
 - Continuing to identify and fund good CHP projects
 - Increased incentives for multiple prescriptive apps and greater savings on custom projects



2011 – Working Together to Meet the Continued Growth

- Some tools to help strengthen our relationship, in addition to meeting the Program Administrators here today...
 - Identify your customer's electric or gas company
 - <http://db.state.ma.us/dpu/qorders/frmCityUtilities.asp>
 - Don't know who to call? Contact us at "efficiency@_____.com"
 - Berkshire Gas: efficiency@berkshiregas.com
 - Cape Light Compact: efficiency@capelightcompact.org
 - Columbia Gas: efficiency@columbiagasma.com
 - Fitchburg Gas & Electric / Unitil efficiency@unitil.com
 - National Grid: efficiency@us.ngrid.com
 - New England Gas: efficiency@sug.com
 - NSTAR: efficiency@nstar.com
 - Western Massachusetts Electric Co: efficiency@wmeco.com
 - Visit www.masssave.com for program applications and other resources such as CHP guidebook