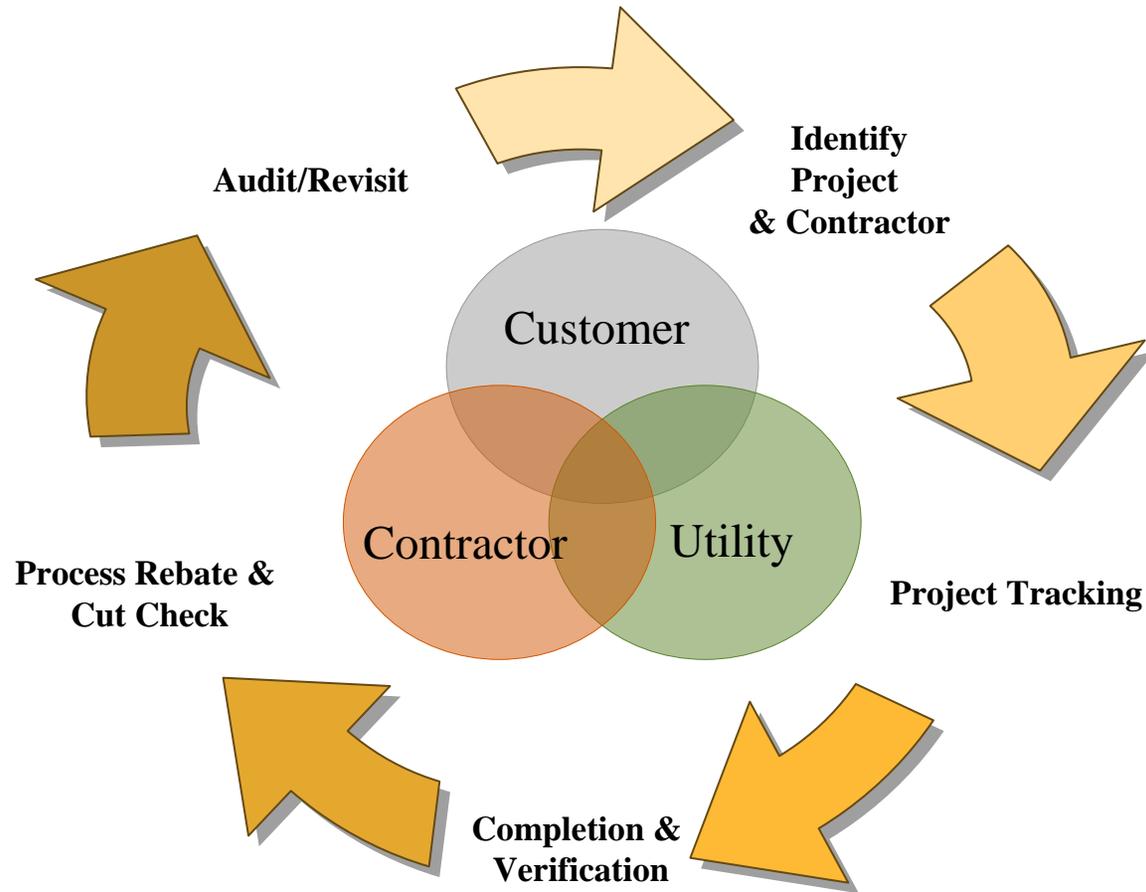


# Accomplishments

- ❖ Conducted 322 audits
  - Reached 35 different utility services areas in six months
- ❖ 2.7mm kWh to date
- ❖ 67 utilities participating
- ❖ Created and developed marketing materials and customized website
- ❖ Added new measures to the program
- ❖ NW staff of 20 by year end (all programs)

# Process Flow



# What I can expect from my FEA

- ❖ Audits typically conducted Mon-Thur
- ❖ FEA will conduct audits, revisits & contractor development
- ❖ 2-5 hours to complete audit



# Expectations

- ❖ Savings take time
- ❖ This is a long-term program with long-term customer relationships
- ❖ PECl can only move as fast as the customer
- ❖ Audits will not all be completed at one time
- ❖ PECl recommends starting with the biggest opportunities (i.e. supermarkets to grocer to convenience to restaurant)



## How can utility support program

- ❖ Attend an audit to gain better understanding
- ❖ Talk with your customers about program services and incentives
- ❖ Pass along contractors utility has worked with in the past
- ❖ Provide feedback to PECl. What are your customers saying?



Thanks for your time