

Expo Snapshots



② OUR TARGET

- **Passive standby** where power is used by the product to keep it ready to switch on
- **Active Power Wastage** where the product is on but not performing its main function (e.g. TV is on but is not being watched)

② OUR SOLUTION

- EASY SETUP
- EXCEPTIONAL CONVENIENCE
- EVERYDAY VERSATILITY
- PROVEN SAVINGS
- FUTURE PROOF



Active power wastage

Australian Success – in Numbers

- ② Under a Direct Install program, from Aug 2011 until Jan 2013, Embertec – *with selected and approved installation partners* - has installed **over 1,800,000** units into **800,000 Australian homes**
- ② Resulting in a deemed annual energy savings of over 600 GWh annual and **6,000 GWh** deemed lifetime savings
- ② **Direct Install** into homes has proven to be a very cost effective way to reach demanding energy savings goals and is ideal for APS offering
- ② The cost per kWh is typically **\$0.03 or less**
- ② Independent audits of 1000 homes by the **Victorian government** proved of **all brands** of products installed an **84% retention** rate has been achieved program wide.
- ② Internal audits conducted on 5% of Embertec installed products show a **98.5%** consumer retention satisfaction index due to Embertec's advanced program design and product ease of use focus

LETS DO A PILOT TOGETHER

Direct supply works very well with quantities below 10,000 units and it is a cost effective way to test the technology and process

☺ **Training-Utilize your current direct install contractors or staff**

If you already have a DI contractor or staff we offer constant support for training, re-fresher training, technical support for the contractor, and high level customer support if required

☺ **Typical pilot scenario based on 5,000 units/2,500 homes**

- Average annual savings per unit 436 kWh (2 per home 872kWh)
- Average cost per unit \$45.95
- Total savings 21,000,000 kWh (2,180,000 kWh annual)
- Deemed life of 10 years
- Approximately < \$0.01 cost per kWh

Expo Snapshots





Staples & Associates

Fueled by
creativity and
efficiency,
Staples &
Associates
delivers dynamic
solutions in the
fields of energy,
golf and
entertainment



StaplesEnergy
innovative savings solutions

Making energy
efficiency a way of
life



StaplesGolf
the golf resource group

Driving profitability
and playability
through innovative
and sustainable
design



CONVERGE

Producing celebrity
content for the
digital generation

- Rapid Audit of Businesses below 250kW
- No cost to customer
- Paperless report delivered through Energy SnapShot™
- Immediate savings through installation of LED open signs and CFLs
- Entrée to future opportunities for energy savings via Rapid Audit findings

Roseville Electric Rapid Audit Program

Mark Riffey and Mike Ward

- Paperless assessment conducted via Energy SnapShot
- Direct install of various measures
- More than 2000 assessments conducted

PG&E Energy Watch Direct Install Program

Scott Landrum

- Statewide program
- 135 trained electrical contractors
 - All use paperless energy assessment tool
- Only 8 months
- More than 5800 customer assessments
- More than 50,000,000 kWh
- Huge economic impact

Trade Ally Approach

Nathan Baer

Expo Snapshots



WAPA is...

- PMA under DOE
- Wholesale electric power supplier
- 17,135 miles of high-voltage transmission lines in 15 states
- 56 hydropower plants
- 10,505 MW of installed capacity

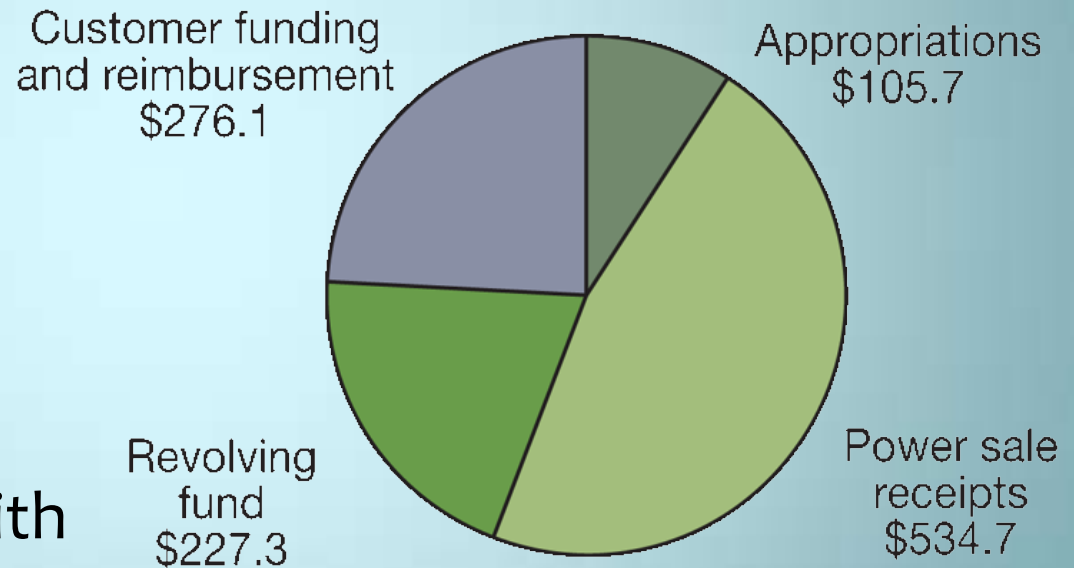


How we Partner

- Funded by customers and Congressional appropriations
- Cost-based rates
- Repay U.S. Treasury
- Voluntarily comply with FERC rulings

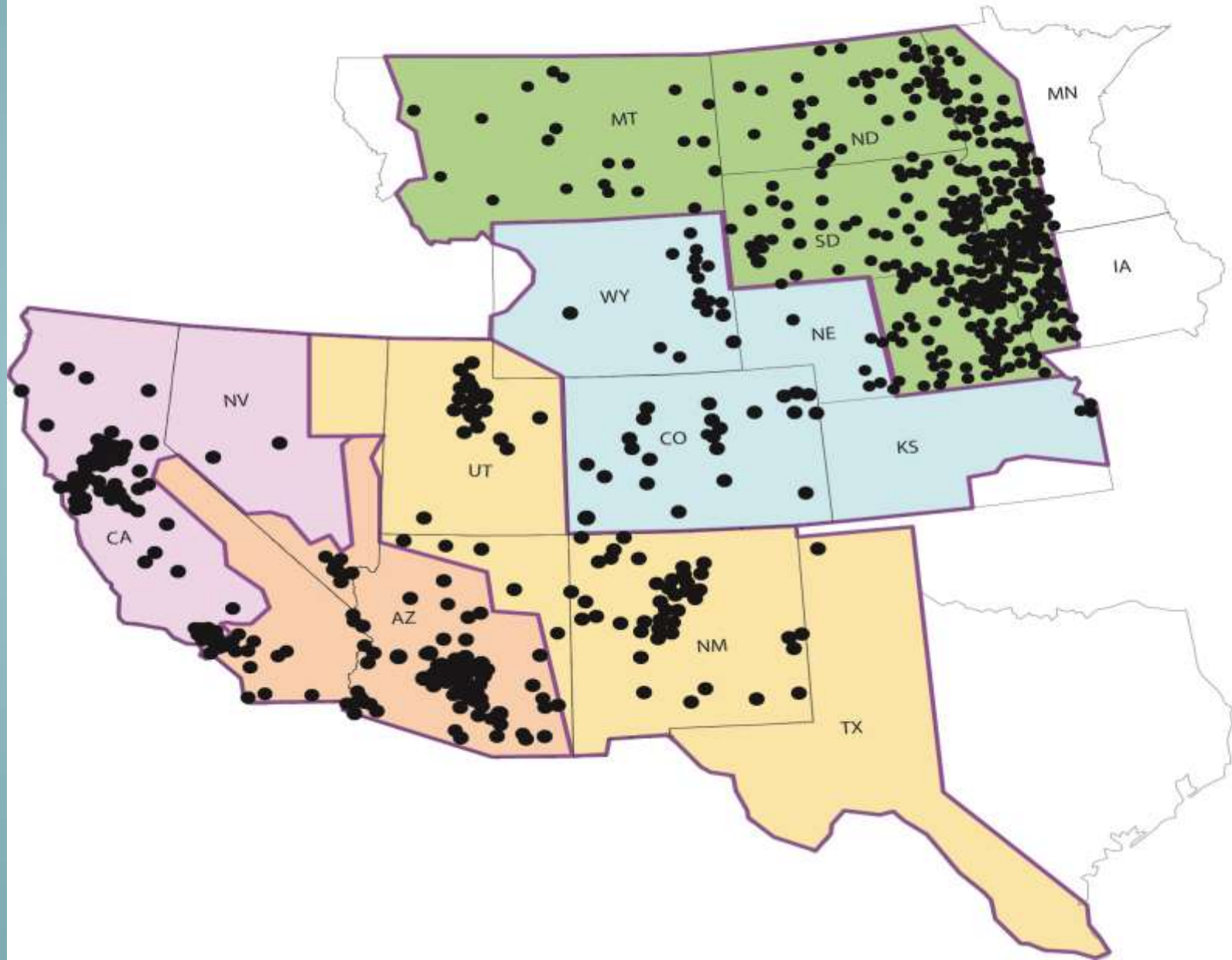
Sources of Western's funding FY 2011

Dollars in millions



Total funding sources
in FY 2011: \$1.14 billion

Customer Locations



Expo Snapshots





Energy Federation, Inc. est. 1982

- The nation's premier energy efficiency product and program fulfillment company for the past 31 years
- We offer:
 - *Rebate processing services*
 - *Co-branded online store design and implementation*
 - *Marketing tools and services*
- We also offer wide range of EE Lighting, weatherization, air sealing/one and two-part foam, water conservation and fan ventilation products
- Dedicated national teams who can customize solutions to your specific needs

We help utilities exceed their energy efficiency/savings goals by:

- Marketing Tools
- Customer Engagement
- Rewarding Customers
- Reach “Hard to Reach” Customers



EFI's Client List



Expo Snapshots



Powersmiths is a recognized industry leader in development and manufacturing of products that save energy and contribute to organizations' sustainability goals. Products include ultra-efficient low loss dry-type distribution transformers, PDU's, advanced metering to validate losses and efficiency. Powersmiths WOW - a cloud-based sustainability management platform that enables integration of live data for real metrics, rich media for stakeholder outreach



Utilities recognize new opportunities for Energy and Carbon savings with incentives to replace aging transformers with DOE CSL-3 class efficient transformers, 35-Year Life Cycle



- DOE proposed Candidate Standard Level 3 (CSL-3) Lowest Life Cycle Cost
- Exceed TP1 efficiency rating by up to 50% reduced losses
- Exceeds AIA Carbon Neutrality Challenge of 50% reduction by 2030
- Right sizing for infrastructure
 - Downsizing existing
 - Consolidating multiple units into one
- 30-40 year lifecycle savings with
- 25 year warranty
- Optional Metering, Hinged Door Service option. IR Port
- WOW Certified - Sustainability Management Platform

nationalgrid

THE POWER OF ACTION

Transformer Replacement Program for Low-Voltage Dry-Type Transformers Implementation Manual

April 4, 2013

National Grid provides incentives to commercial and industrial customers for early replacement of low-voltage dry-type transformers with transformers that meet or exceed the current TP-1 standard.

National Grid is an international electricity and gas company and one of the largest investor-owned energy companies in the world. Major presence in the UK and Northeast USA.

Shaw Air Force Base

INTEGRITY · SERVICE · EXCELLENCE

AMERICA'S AIR FORCE



Twelve existing low voltage transformers were replaced with Powersmiths Ultra-High Efficiency Dry-type Transformer, exceeding DOE CSL-3 class efficiency. Local Utility Rate \$0.065 /kWh

Annual
Operating Cost
Savings

\$15.2K

Life Cycle
Savings
Over 35 Years

\$524,291

Ann. Reduction in
Greenhouse Gases
(per EPA)

537
Tons of coal

Ann. Reduction in
Greenhouse Gases
(per EPA)

165
Tons of CO₂

Equivalent to

31
Acres of
Trees Planted



150-kVA

Transformer Inventory (2) 45-kVA, (5) 75-kVA, (4) 112.5-kVA, (1)

kW losses
Before

27.50

kW losses
After

2.45

Annual kWh
Before

248,683

Annual kWh
After

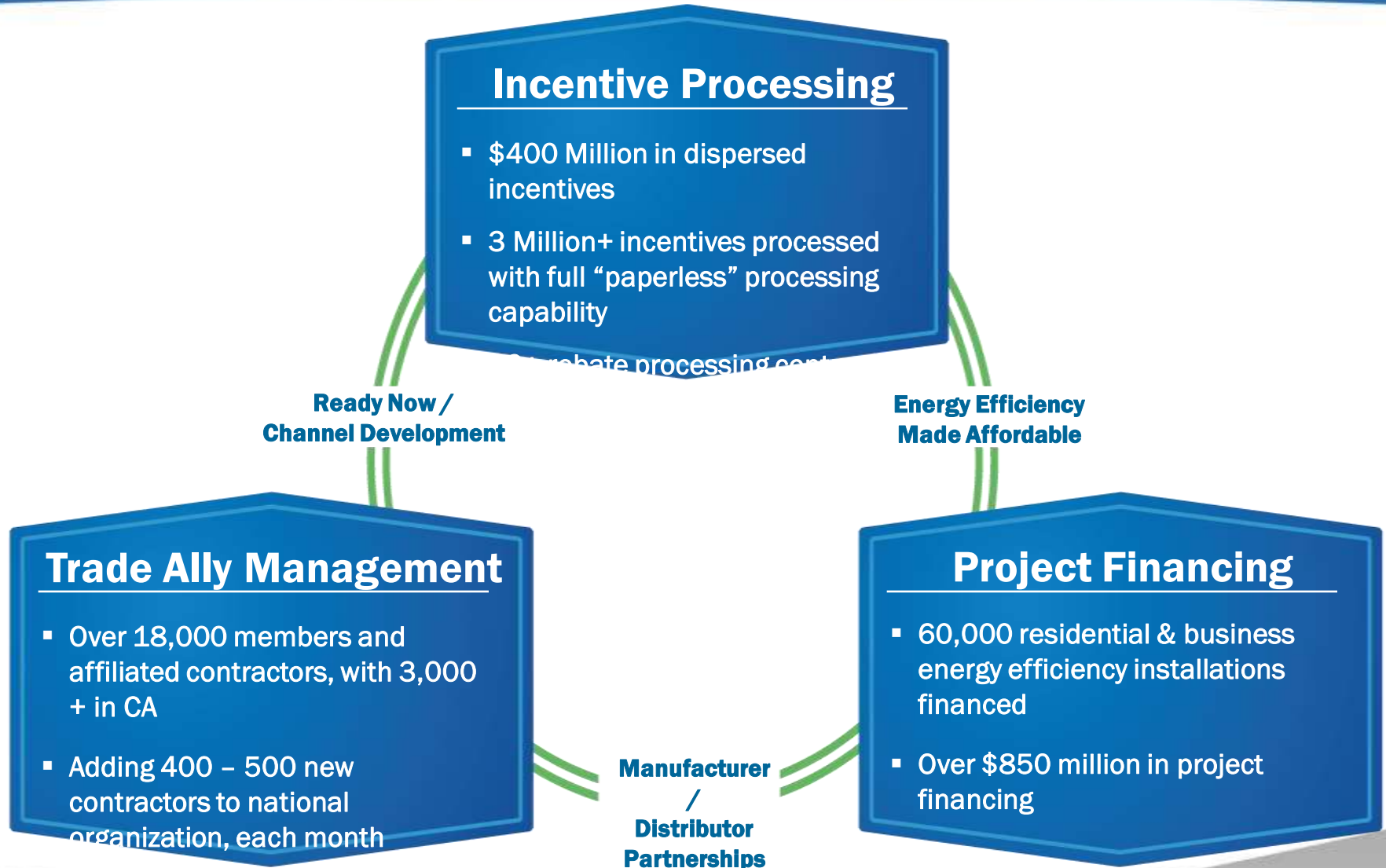
24,651

Expo Snapshots



EGIA UTILITY SUPPORT SERVICES

Improving Program Operational Efficiency



INCENTIVE PROCESSING SPOTLIGHT

Metropolitan Water District of Southern California

EGIA implements all aspects of the region-wide residential and commercial water conservation program , including:

- 100% “Paperless” Online Application Processing
- Online Reservation System *(independent funds tracking for 300 separate agencies)*
- Real-time Program Performance Reporting *(with reporting dashboard customized by water agency)*
- Consumer and Supply Chain Marketing
- Website Development & Management
- Onsite QA Inspections
- Paperless Contractor Enrollment and Screening Process
- Geocoding of All Applicant Measure Data



- 5-Year \$90 million water conservation incentive program
- MWD provides services to 18 million California water consumers
- Nearly 300 separate participating water agencies



TRADE ALLY NETWORK MANAGEMENT SPOTLIGHT

- Contractor Outreach, Recruitment & Screening
- Coop Marketing & Advertising Program Administration
- Buying Group Discount Program
- Manufacturer & Regional Distributor Engagement
- Development & Management of Trade Ally Awards Program
- Website Development and Contractor Portal Administration
- Sales, Marketing & Business Development Training
- Training Grants & Scholarships Program
- EGIA GEOSmart Residential & Business Loan Programs



- 260,000 customers in 96 WA and OR communities



Expo Snapshots



Synergy Companies
has been partners in energy
efficiency for over 30 years



Customers Served in 2012

- 35,000 Residential Customers
- 10,000 Small Commercial Customers
- 100 schools
- Saved
 - 25,000,000 kWh
 - 15,000 kW
 - 750,000 Therms



Some of Synergy's Partners in Energy Efficiency in CA

- City and County of Alameda
- City of Palo Alto
- City and County of Riverside
- City and County of Santa Clara
- EGIA
- Pacific, Gas, and Electric (PG&E)
- RHA
- Sacramento Municipal Utility District (SMUD)
- Southern California Edison (SCE)
- Southern California Gas (SCG)
- San Diego Gas and Electric (SDG&E)
- Imperial Irrigation District (IID)
- Wildan



Expo Snapshots



AMCG Conservation Overview



Exclusive Focus on Energy and Water Conservation Products and Programs

Water Conservation



Energy Efficient Lighting



Energy Conservation



Kits



Weatherization



Promotional



Western U.S. Regional Utility Program



Leading Material Supplier to Direct Install Programs



One stop shop

Same day
shipping

Competitive
pricing

U.S. Partner Relationships



Sample of National Utility Customers

FirstEnergy

JEA



Duke Energy

iapl
an AES company

Colorado Springs Utilities
It's how we're all connected

ONTARIO
POWER AUTHORITY

EMPIRE
SERVICES YOU COUNT ON
Progress Energy
People. Performance. Excellence.

BH
Black Hills Energy

AUSTIN
ENERGY

Ameren UE
UEfficiency.com

ENERGIZING
INDIANA
Together we'll do powerful things.



PSEG

Consumers Energy

VECTREN
Live Smart

SMECO
People. Power. Progress.

SCE&G
A SCANA COMPANY

GEORGIA
POWER

BGE

PNM

conEdison

AEP **AMERICAN**
ELECTRIC
POWER

PECO
An Exelon Company

PG&E

aog
Energy for Life.

DTE Energy

Managed largest Energy Efficiency Kit Program in U.S.

Assisted with Largest K-12 Educational Program in U.S.

Expo Snapshots



Company Summary

- Founded in 2006, headquartered in Half Moon Bay
- Offices in San Francisco, Chicago, Indianapolis, and Madison
- Design and implement utility energy and water efficiency programs throughout California and the mid-west
- Wholly-owned subsidiary of CLEAResult (Austin, TX) bringing rich experience in school and municipal energy benchmarking, planning, upgrades, and continuous improvement
- Key areas of expertise

K-12 Schools

Dairies

Local Government

Colleges/ Universities

Wineries

Technical Services

Small Business

Data Centers

Water/ Energy

Western Region Experience

Schools Sector

- School Energy Efficiency Program (PG&E)
- Program for Resource Efficiency in Private/Public Schools (SoCalGas)

Small Business

- WeDIP (Pasadena Water & Power)

Agriculture

- Wine Industry Efficiency Solutions (PG&E)
- Dairy Industry Resource Advantage (PG&E)
- Agricultural Audits (TID)
- Dairy Energy Efficiency Program (SCE)

National and International Presence

National

- Gas Energy Efficiency Program (Illinois)
- Schools Conserving Resources – SCORE (Texas, New Mexico, Oklahoma)
- Energy Smart Schools (NV Energy)
- School Building Assessment Program (Indiana)
- School Kits Program (Indiana)
- DI Programs (Texas, Arkansas, New Mexico, Oklahoma, Iowa)
- CitySmart Program (Arkansas, Texas, New Mexico)

International



Energy Services Program
(BC, Canada)



Expo Snapshots





Efficiency Services Group - utility professionals specializing in development/administration/delivery of a wide range of complete, turnkey energy/water-efficiency programs.

Working with electric/gas utilities, public agencies municipal governments, electric cooperatives, public utility districts, investor-owned utilities, end-use customers in:

- * **California**
- * **Idaho**
- * **Nevada**
- * **Oregon**
- * **Washington**





Working with Redding Electric Utility

Energy Audits – In-field auditing to augment utility staff

diTrak Licensing – Allows REU to use their staff to perform Snapshot audits and data collection

Keep Your Cool – Installing highly cost-effective refrigeration measures to commercial customers





WATER | ENERGY | LIFE



Working with Riverside Public Utility

Installing **Keep Your Cool** measures
for small to mid-sized commercial customers

Anti-sweat Heater Controllers

Automatic Door Closers

Door Gaskets

EC Motor Controllers

LED Case Lighting

Programmable EC motors

Strip Curtains



Expo Snapshots





Keeping Pace



March 2012
Volume 4, #1

Oregon Rural Electric Cooperative Association

Important ORECA Dates

- March 13-14
PNMG board meeting -
PNMG, Portland
- March 14
ORECA GAC -
PNMG, Portland
- March 15
ORECA board
meeting - ORECA
office, Salem
- March 15
Hood River
annual meeting
- April 3-4
PFC Meeting
Portland
- April 7
Douglas Electric
annual meeting
- April 4-5
PNMG board meeting -
PNMG, Portland
- April 13
Central Electric
annual meeting
- April 21
Umwilla Electric
annual meeting
- April 30-May 2
NRECA Legislative
Conference -
Washington, D.C.

2012 Session Punts on Energy; 10-Year Plan and RPS Issues Loom Large for 2013

Energy issues may not have dominated the committee rooms of the Oregon Legislature like health care and education, but they received plenty of discussion where it also matters: in the corridors of the Capitol and the cramped offices of Oregon legislators.

The 35-day session came off as advertised, a dead sprint with only a handful of bills able to survive the legislative gauntlet. For electric cooperatives, the mission was to look out for potential threats and set the stage for the 2013 session, which could be one for the ages.

On the heels of the devastating January storms, ORECA Executive Director Ted Case testified in support of a bill (SB 1546) to give the Oregon Department of Energy more flexibility when it comes to removing "danger" trees from state highways. In his testimony, Case cited the recent storm in West Oregon Electric Cooperative territory that knocked down lines across the highway.

While legislation to address the unintended consequences of data centers and renewable portfolio standards did not pass, the issue received considerable

attention in the energy community among legislators.

"This issue is not going away," Case. There was also considerable interest in Gov. John Kitzhaber's 10-Year Energy Plan, which will be released later this spring.

"This issue is not going away."

legislators—including by force—had no input in and were unaware of the. The governor assembly address issues such as efficiency and facility cooperative leaders on any task force.

"I look forward and giving the gov an honest assessment said Case. Legislation 10-Year Energy focus of the 2013

ORECA Pushes Credits for Hydro Upgrades

ORECA is working with other hydro interests to convince the Oregon Department of Energy to finalize a procedure for renewable energy credits (RECs) and upgrades to existing hydro facilities. The Oregon Renewable Portfolio Standard allows efficiency upgrades on hydro facilities for compliance with the standard, and includes projects such as

new turbine runners at federal facilities (see photo). RECs from upgrades on the Federal Columbia River system will benefit cooperatives that have to meet the RPS standard by 2025.

In February, ORECA wrote the Oregon Department of Energy urging action and met with several legislators on the importance of prompt action.



A turbine runner at Joseph Dam.



POWER OF COMMUNITY
A Grassroots Program of Oregon Electric Cooperatives

A 10-Year Energy Plan is Good (An Everyday Energy Plan is Even Better)

Gov. John Kitzhaber has initiated a 10-year energy plan to address the ongoing energy needs in the state of Oregon.

The plan will explore many aspects of the industry, including energy efficiency, renewable energy and making sure the state has the necessary resources and infrastructure to provide Oregonians reliable electricity.

These are important topics, and we stand ready to work with the governor and his team on this important planning document.

For electric cooperatives, this is more than a binder on a shelf. These are topics we think about not just every decade, but have thought about each and every day for the past 70 years. Since completion of the first powerhouse in 1938 at Bonneville Dam, Oregon's electric cooperatives have been pleased to offer carbon-free, renewable electricity through the Bonneville Power Administration.

In addition to providing low-cost hydroelectricity, Oregon's electric cooperatives have made conservation and energy efficiency a centerpiece of our efforts, as well as maintaining the poles and wires to keep the lights on. Along with your local utility staff and your locally elected board of directors, cooperatives actively invest in their communities.

There will be important issues to explore in the next 10 years—and beyond. We look forward to working with the governor to implement a workable, common-sense plan for the 200,000 members of Oregon's electric cooperatives.

In the meantime, we will not change what you have come to count on for the past 70 years: affordable and reliable electricity, each and every day. ■

Provided by the Oregon Rural Electric Cooperative Association for its Power of Community members. To learn more or sign up, go to www.oreca.org.





BILLING CYCLE CHANGES

You may notice a change when you receive your monthly bill. Canby Utility has reduced our billing cycles from four (4) to three (3) beginning in April. Questions, please call our office 503-266-1156.

Canby Utility · PO Box 1070 · 154 NW 1st Avenue · Canby, OR 97013 · Phone: (503) 266-1156 · Fax: (503) 263-8621 · customersupport@canbyutility.org



SEARCH

our website

1

WEBSITE NAVIGATION

- Home
- About Canby Utility
- Customer Service
- Departments
- Contact Info & Office Directions
- Water & Energy Efficiency
- Conference Room Reservations
- Community Links
- Rates, Fees & Other Charges
- Community Donation & Assistance
- Projects & Bid Awards
- Forms

PRESS RELEASE

Canby Utility Board Proposes 9.95% Water Revenue Increases June 1st This Year and Next Year

[Click here for full Press Release](#)



Delivering electricity and water for your future

Annual Water Quality Report



[Learn More About Us...](#)

WATER RATE HEARING

Canby Utility proposes new Water Base charges effective June 1, 2013. Rate Hearing scheduled May 14, 2013 at 7:00 in our conference room at 154 NW First Ave. See notice below for rate schedule.

[Click here for Proposed Water Base charge schedule](#)

view your bill and

PAY ONLINE



upcoming events and

MEETINGS



Tuesday, May 14, Starts at 7:00 p.m.

Board Meeting

Tuesday, May 28, Starts at 7:00 p.m.

Board Meeting

Tuesday, June 11, Starts at 7:00 p.m.

Board Meeting

current news and

REPORTER

keeping you informed

[View Current Issue](#)

[Notices & Announcements](#)

[Bids & Awarded Projects](#)

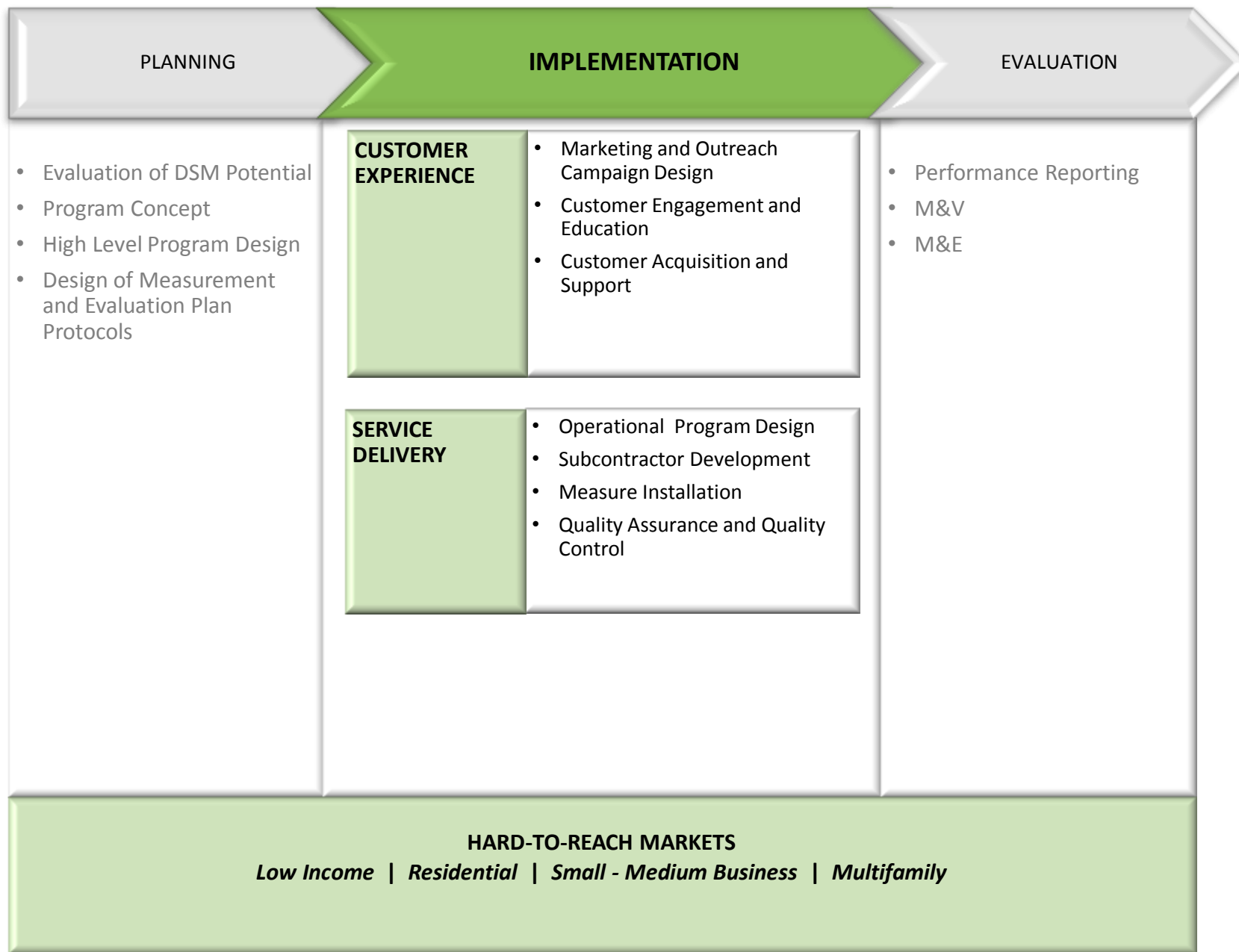
Call Before You Dig

811



Expo Snapshots





Our Comparative Advantage

“Advancing behavioral change and technology adoption in the mass market to make sustainable solutions more effective.”



*Customer
Engagement and
Customer Service*



*Reaching the
Hard-to-Reach*



*Management of
Third Party
Networks*

Program Design + Management

Utility Program Management

PG&E ESA Program

- 115,250 units completed in 2012
- 87% customer satisfaction
- 93% and 97% measure pass rate

PG&E Energy Fitness Program (EFP)

- 4,573 units completed last cycle
- 94% customer satisfaction

PG&E Light exChange Program (LCP)

- 11,526 units completed last cycle

Consumer Outreach

California Health Benefit Exchange

- Enrolling 7 million uninsured Californians
- Manage network of 26,000 Assisters and Navigators
- Administer \$50 million in federal grants
- Develop and manage advanced IS/IT systems

Expo Snapshots





World's largest manufacturer of swimming pool equipment

- **EcoSelect – Saves Energy, Conserves Water, Avoids Chemicals**
- **Flagship – Variable Speed Pool Pump – IntelliFlo**



EE & DR program support – Best Practices

- 2000 Watt -> 300 Watt Filter Pump
- CA has 1.5M pools, Dedicated 6 power plants



ENERGY STAR – March 1st 2013



Variable Speed Pool Pump Adoption Rates



ecova™



Pentair Contribution

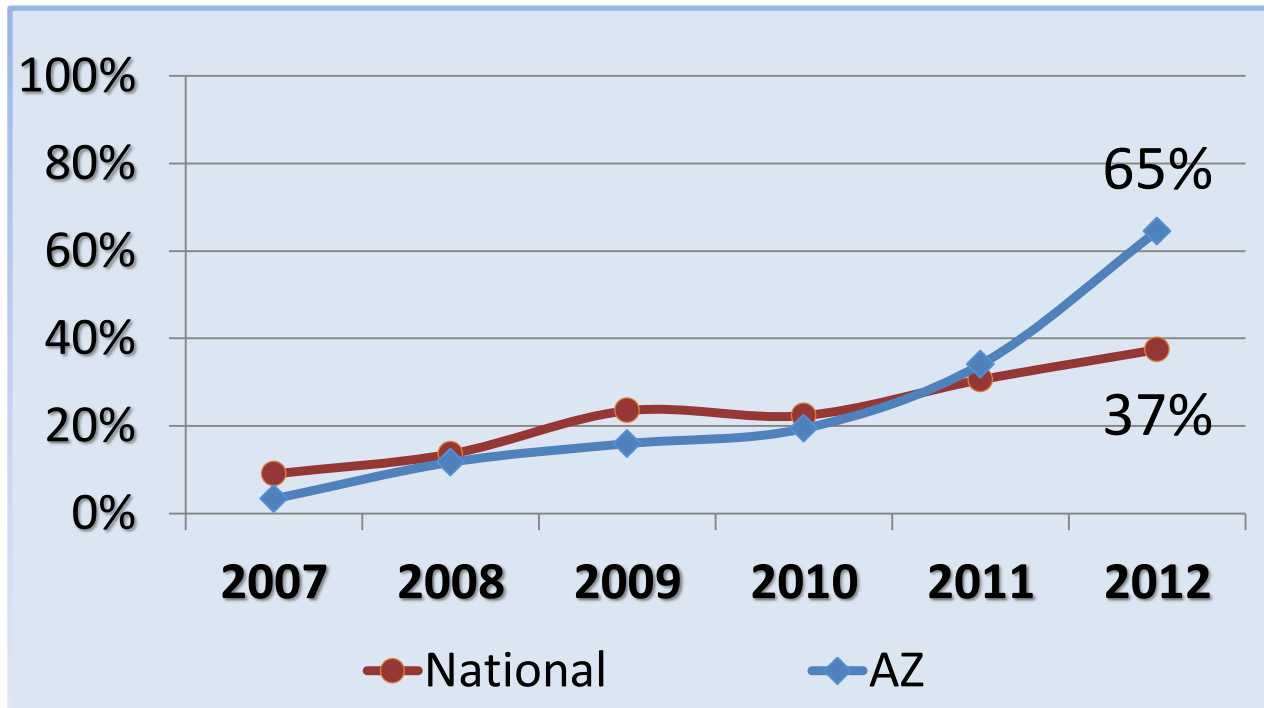
- Program Consultation
- Contractor relationships
- Non-Biased Training
- Marketing
- Field Support



AZ Rebate Totals:

2011 = 2923 Variable Speed pumps

2012 = 8848 Variable Speed Pumps



Partnerships for Swimming Pool Savings

Incentives and DR



ZigBee
Member

Whole Home Programs



Expo Snapshots

