

# Reaching The Hard to Reach – Rapid Audit

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# Who We Are?

- Municipally Owned Utility
- 97 Miles West of South Lake Tahoe
- 120,000+ Residents



# Who Do We Serve?

- Everyone in Roseville – Almost
- In excess of 55,000 Meters
- 6,400 Non Residential Meters
- Est. 90% defined as “small business”
  - 250 KW or less Peak Demand



# Rapid Audit and DIM

- No Charge to Customer
- Onsite Audit & Report
  - Tablet Technology
  - Paperless
  - List of Recommendations
- Retrofit of CFL's & LED Open Signs





# Audit Reporting

- Audit report includes:
  - Findings – What is there today?
  - Recommendations – What can they do to save energy?
  - Info Sheet – Utility messaging



# The Numbers

- 11 Complexes “Visited”
- 750+ MF Tenant Audits
- 360+ Commercial Audits
- 4,400+ CFL’s Retrofit
- 210+ LED “Open” Signs



# What's Next

- Keep On Going
- Follow Up / Up Selling
  - Contractor to offer rebate eligible retrofits with co-pay
- Contact Info – Commercial Only
  - Electronic Newsletter



# Keeping The Momentum

- First True Multi-Family Only Program
- Small Business
  - Two Five-O
  - Rapid Audit
  - What's Next?





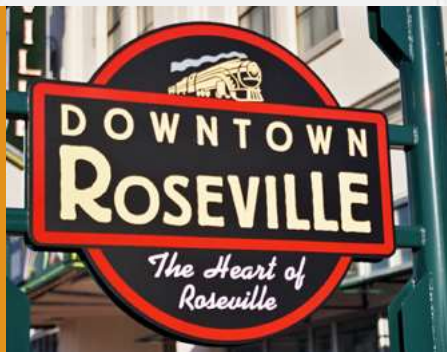
# Record Keeping

- Database Reporting
  - Multi-Family – One record per complex
- Data Upload
  - Paperless
  - One Entry



# Lessons Learned

- Contractor is Key
- Partnership is Paramount
  - Staples & Associates
- Customer Communication is Critical
- No-Cost is Non-Negotiable



# That's It

Thank You

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