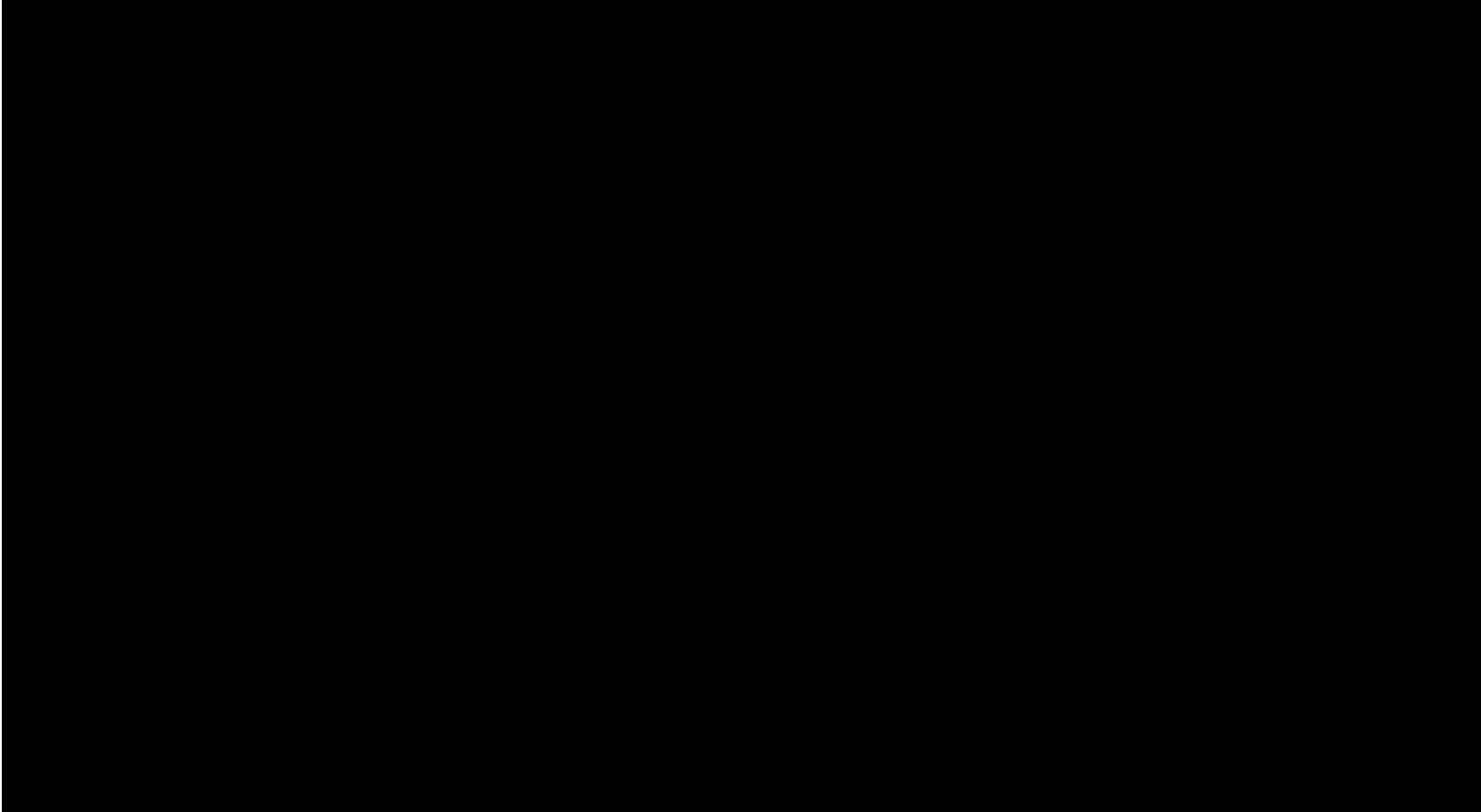




Empowering you to make
smart energy choices

Business Sustainability Challenge HWAC Presentation

BSC Program Overview



Introduction

- What does sustainability mean to you?

Introduction

- Does your company have issues or questions like:
 - Energy costs?
 - Too much waste?
 - Solar panels?
 - Recruiting and keeping the right people?
 - Storms and business continuity?
- These are all parts of sustainability!

Introduction

- Each of these are opportunities to address sustainability and competitiveness - it is an opportunity to improve the bottom line and beyond
- We are building relationships:
 - UI as a partner for competitive and innovative business
 - Business as a partner in livable and successful communities

Business as a Force for Good

- “Business as a Force for Good - Is good for Business” The B Corp Handbook
- PricewaterhouseCoopers: “positive, statistically significant, linear association between sustainability and corporate financial performance”

Business as a Force for Good

- Sustainability does not end with reducing your environmental footprint.
- Goldman Sachs notes that “research at both the corporate and university levels suggests that this next generation of employees and consumers have specific needs at work that are dramatically different from previous generations. High among them is a desire to align personal and corporate values”.

Business as a Force for Good?



"Yes, the planet got destroyed. But for a beautiful moment in time we created a lot of value for shareholders."

Primary Sustainability Drivers

1. Resource competition: commodities are more expensive now (in real terms) than they have been since WWI
2. Climate change
3. Economic globalization
4. Connectivity and communications

Basic Business Case for Sustainability

1. Increased revenue and market share - brand
2. Reduced energy expenses
3. Reduced waste expenses
4. Reduced materials and water expenses
5. Increased employee productivity
6. Reduced hiring and attrition expenses
7. Reduced risks

BSC Goals

1. Improve competitiveness
2. Reduce energy consumption
3. Manage resources responsibly
4. Encourage renewable energy production

BSC Resources for Businesses

- Provides technical and financial resources needed to tackle common business issues like:
 - Utility costs
 - Waste and recycling costs
 - Employee engagement
 - Reputation and brand
- Connects businesses with other assistance:
 - PRIME
 - EUA

BSC Resources for Businesses

- **PRIME** (Process Reengineering for Improved Manufacturing Efficiency): lean manufacturing and Kaizen events to find low and no-cost opportunities to improve process efficiency, reduce waste, and lower energy bills per unit of product.
- **EUA** (Energy Utilization Assessment): big picture look at reducing energy use across the whole facility. Results are often reduce energy use by 10-20%.
- **UI** and **Eversource** cost cover between 50-100%

BSC Resources for Businesses

- Target customers:
 - Manufacturing
 - Other large energy users:
 - Wastewater
 - Large buildings

BSC Resources for Businesses

- Funding:
 - Unlike most funding sources, with Energize Connecticut, the more you do, the more you get.
 - Bigger projects often get a higher % paid by the utility.
 - Start early in the process to maximize the value and support.
- Financing opportunities for brick and mortar improvements:
 - Small businesses can get 0% on bill financing
 - C-PACE: can be used for clean energy and energy efficiency at bigger businesses to get low interest financing.

BSC Resources for Businesses

- The BSC supports ongoing engagement through roundtables to build on and deepen technical and financial assistance through sharing best practices:
 - Universities
 - Wastewater / municipalities
 - Manufacturing
 - Healthcare (in development)
- Drives cooperation and competitiveness across traditional business boundaries

BSC Case Study

- BSC helps improve performance, employee engagement, and brand image
 - Remember the Goldman Sachs quote from the intro?
- BSC focuses based on what the customer needs most and creates customized solutions

BSC Case Study

- We are working with a UI customer on addressing waste and recycling
- They found us by attending the HWAC Forum in February 2014 and filling out a contact card

BSC Case Study

- Conducted initial meetings to understand the issues and priorities at the company and identified an ambitious scope of work
- Began the project with a comprehensive walk through of the operations, collection locations, and dumpsters

BSC Case Study

- Collected survey results from every department about the types of wastes produced, availability of recycling, current behaviors, and barriers to improvement
- Began an “adopt a dumpster” approach with multiple observations of collection sites and dumpsters per week and written records of the results

BSC Case Study



BSC Case Study



BSC Case Study

- The survey and the adopt a dumpster brought up two fundamental issues:
 - Staff were not taking recycling seriously because they thought that the janitors were just throwing everything into the trash at the end of the day
 - The hauler was not interested in cooperating either by providing basic data or information about materials handling
- Takeaway: the company needed to deal with fundamentals before making progress

BSC Case Study

- Initial actions:
 - Set new target to reduce waste to the dumpster by 50%
 - Worked with janitorial and hauling vendors to change their behavior
 - Cleaned up dumpsters and collection areas and created basic signage
 - Mini Kaizen for recycling and waste process
 - New hauler RFP at the end of the current contract
 - Integration with strategic plan

BSC Case Study



BSC Case Study



What You Can Do Today

- Complete the BSC opportunity card
- Our team will follow up with you to schedule an initial meeting to plan how to best take advantage of the Energize CT programs such as the Business Sustainability Challenge, Strategic Energy Management, PRIME, and Energy Utilization Assessment

Thank You!

Questions?

Contact Amy McLean Salls

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