

Optimizing Rebates and ROI to Reduce Energy Consumption



Upgrades Completed

- Variable Frequency Drives
- Garage lighting upgrades
- Retro-Commissioning
- Encourage Tenant Participation
- Cooling Tower Replacement
- Elevator Upgrades

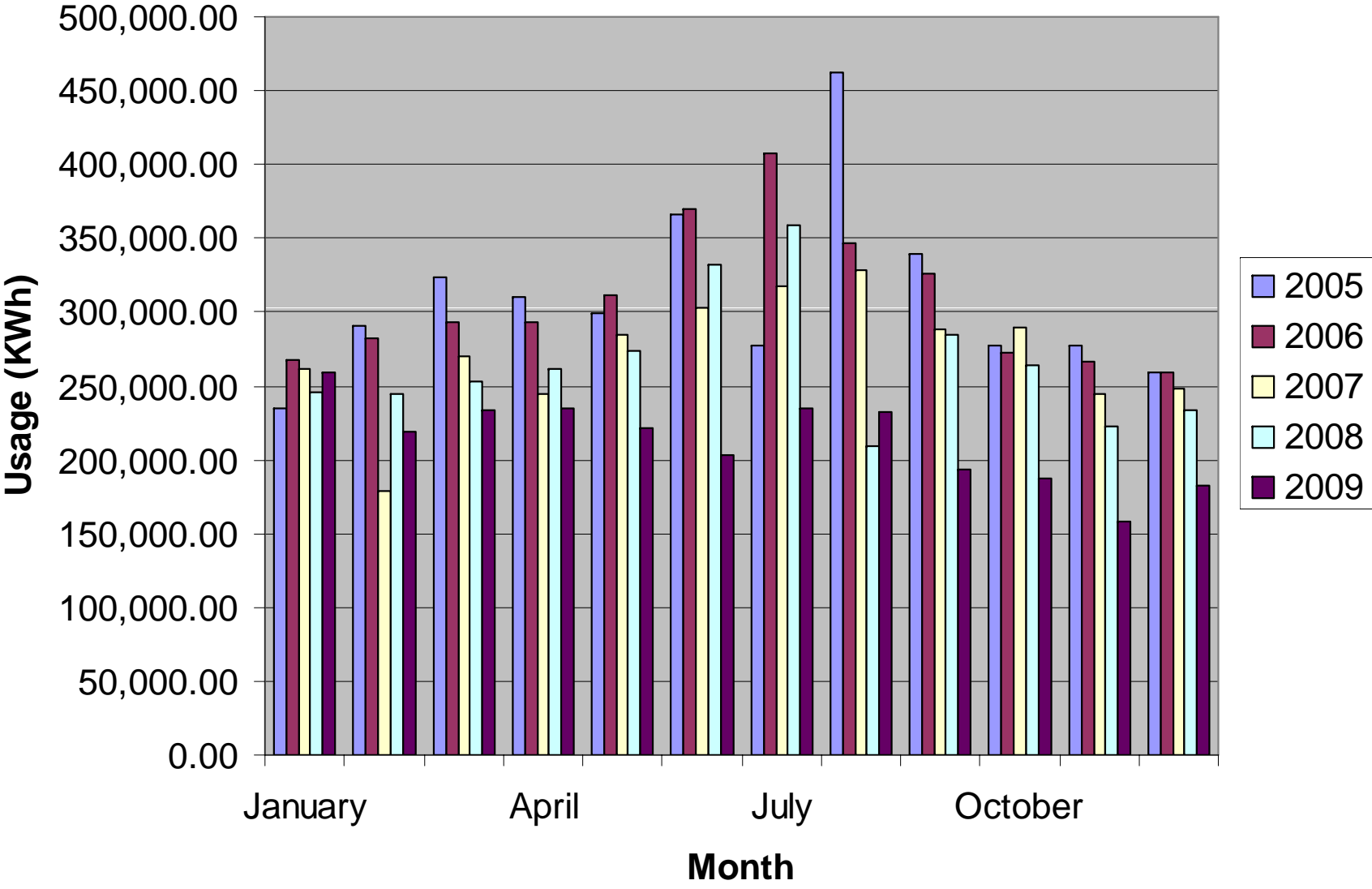
Why?

- How do we compete with new “green” buildings
- Rising Electrical Costs
- Desire to drive operating costs down
- The “Right thing to do”
- ROI versus Cost of Avoidance
- Persistent account manager

Impacts

- Massive KWh Reduction
- Reduced Electrical Bills
- Reduced Operating Costs
- Energy Star Ratings
- LEED EB Certification
- Tenant Retention

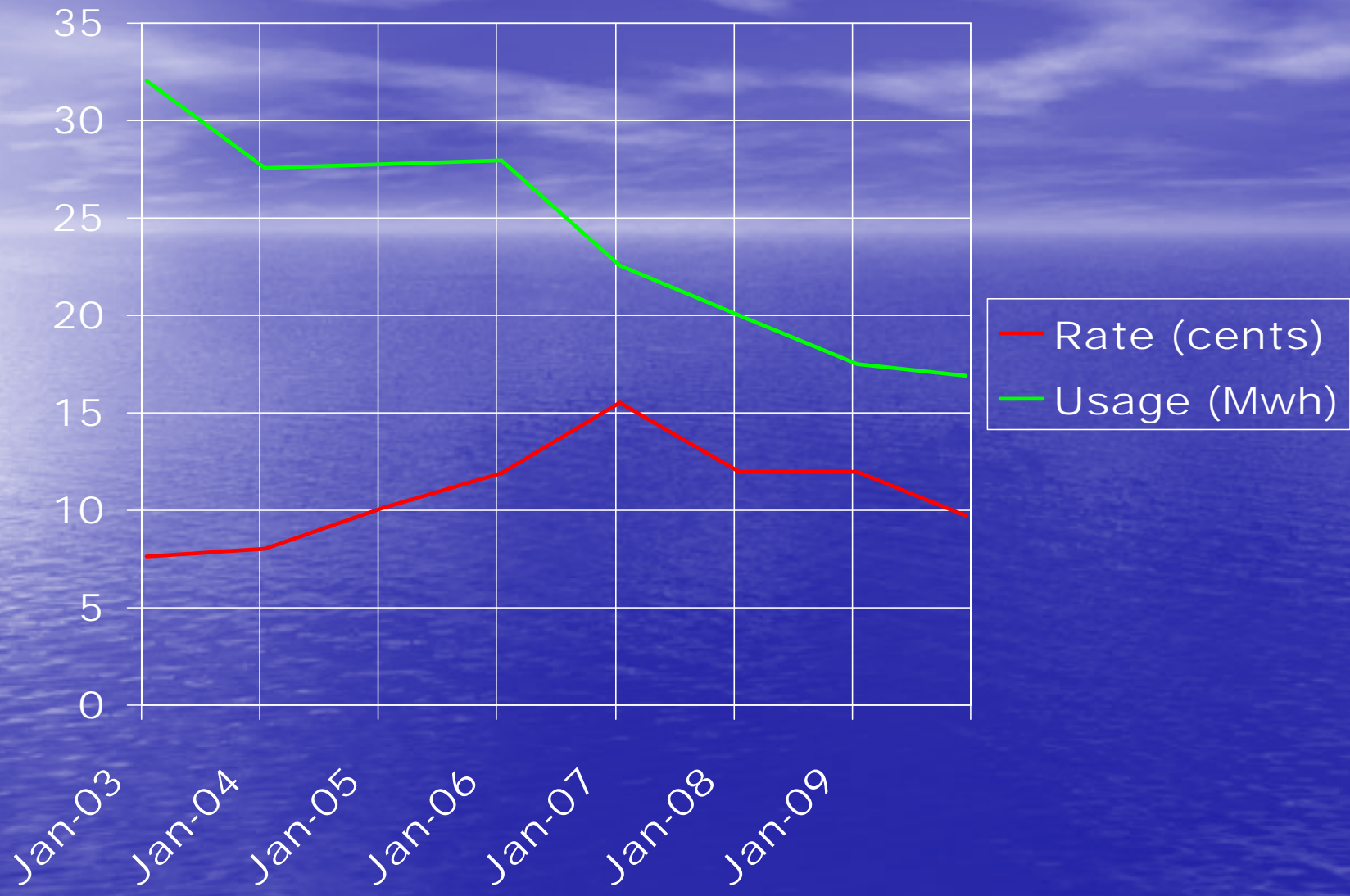
Merritt 7 - 5 Year Electrical usage



The Facts

- 4,750,000 KWh usage in 2000
- 3,484,000 KWh usage in 2005
- 2,299,000 KWh usage in 2009
- 2,451,000 Kwh reduction over 9 years
- \$416,000 savings yearly

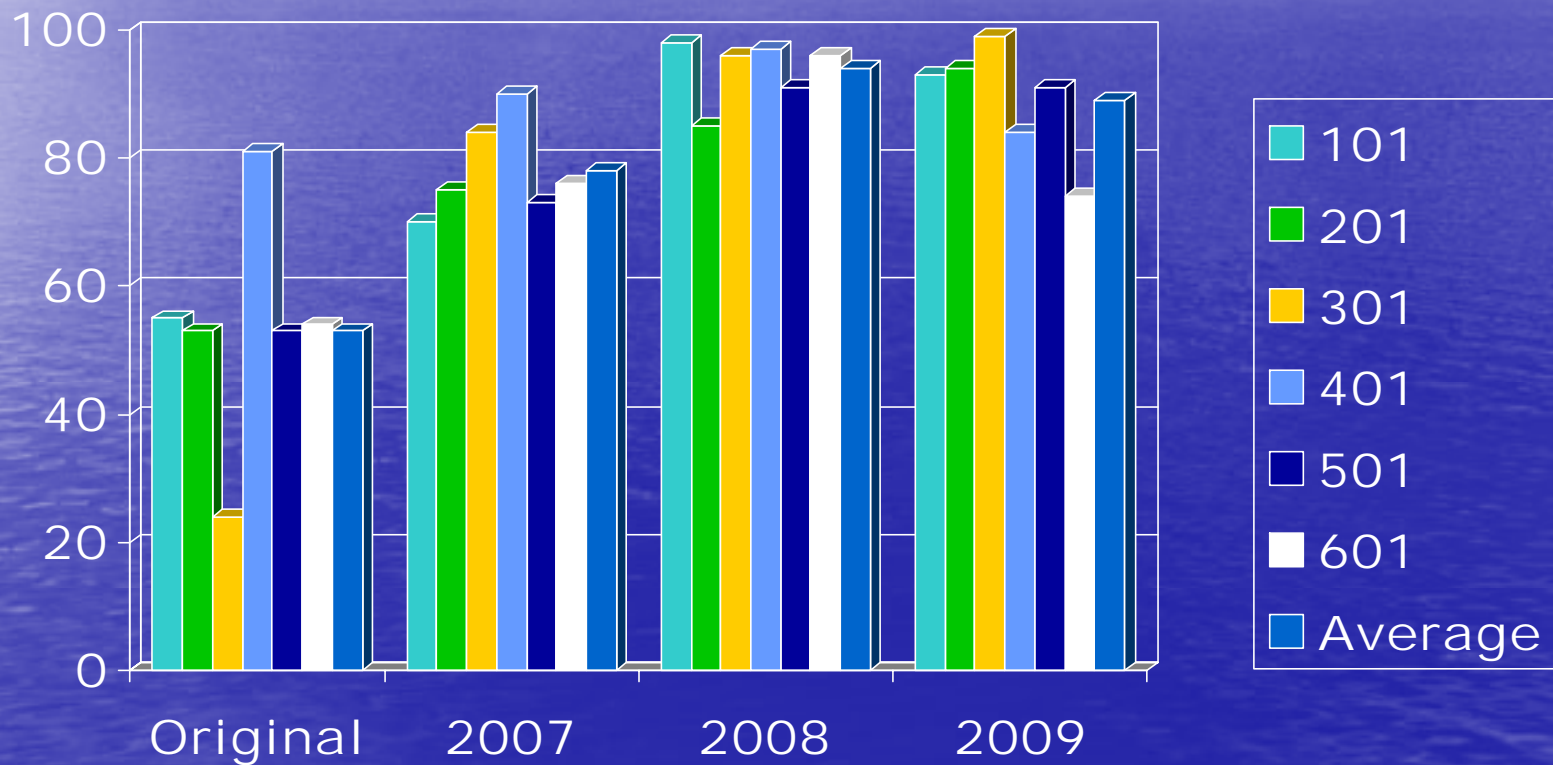
This is for one building!



Merritt 7 Corporate Park Impact

- Approximately 14,000,000 KWh reduction over a 9 year period (yup – 14 million!)
- Approximately \$2,380,000 cost savings for our tenants
- Average per SF cost for electrical - \$2.00

Merritt 7 Energy Star History



What is Next?

- Always looking for new products:
 - LED Site/Garage Lighting
 - Elevator Motor Controls
 - Common area motion sensors
 - Investigate new products and technologies
 - Never think you are done
 - Ongoing benchmarking
 - TALK WITH YOUR CL&P REP!!