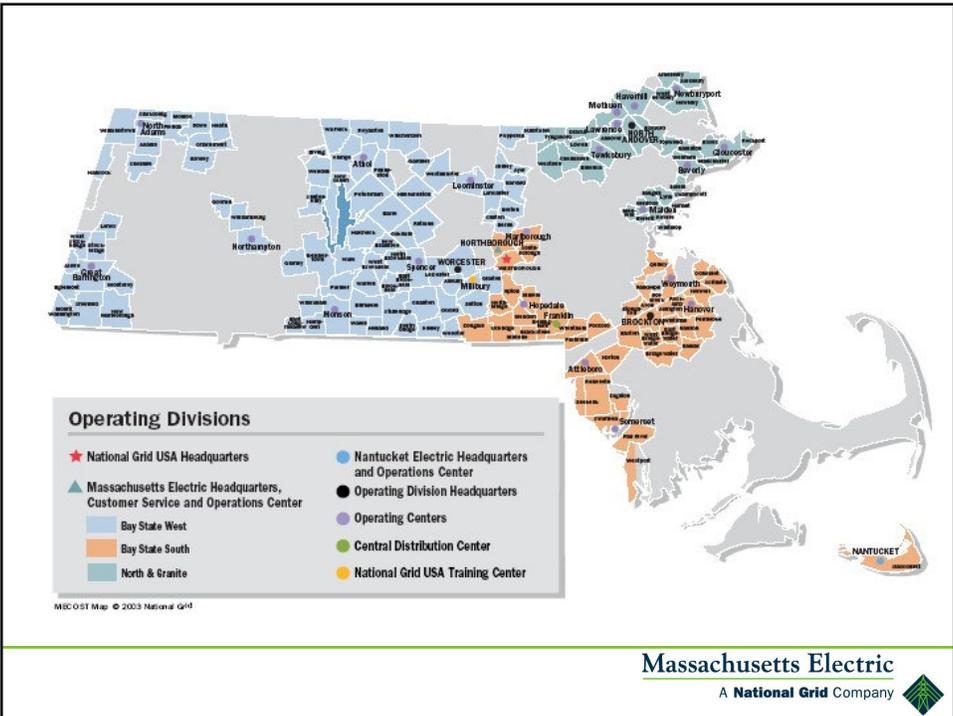


Massachusetts Electric Company

Efficiency Is the Bottom Line: How Bay State Businesses Can Prosper By Saving Energy

August 30, 2005

Massachusetts Electric
A National Grid Company 



Massachusetts Electric
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What is a Kilowatt Hour?

- ✓ 1000 watts of power running for 1 hour = 1 kWh
- ✓ *Example:* 10, 100 watt bulbs running for 1 hour = 1 kWh
- ✓ One kWh, on average, costs .10 cents
- ✓ For every kWh charged, \$0.0025 goes into the Energy Efficiency Fund



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Efficiency Programs Benefit the Environment and Support Greenhouse Gas Initiatives

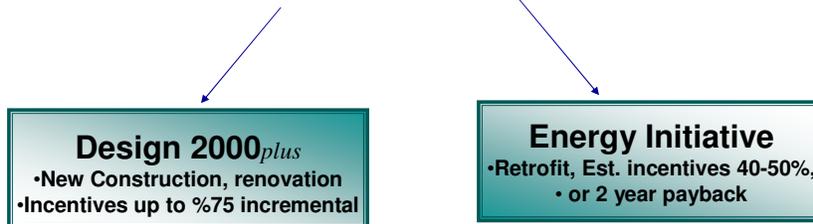
- ◆ Equivalent savings in electricity to supply 303,000 homes a year
- ◆ Reduced smoke stack emissions since 1987
 - ✓ 277,175 Tons Coal Reduction
 - ✓ 788,517 Barrels Oil
 - ✓ 1,450,608 Tons CO₂
 - ✓ 8,756 Tons SO₂
 - ✓ 2,547 Tons Nox

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How is the Energy Efficiency Fund Distributed?

- ◆ Residential Programs
- ◆ Commercial & Industrial Programs

Commercial & Industrial Programs



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Small Business Services Program

Eligibility Requirements:

- ◆ Monthly kW of 200 or less

Payment:

- ◆ Company will pay up to a maximum of 80% of the total costs of the installation.
- ◆ Customer can finance, interest free, remaining 20% for up to 24 months on bill.



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Small Business Services Program

Energy Efficient Measures:

- ◆ Energy Saving Lighting Upgrades
- ◆ Walk-In Cooler Efficiency Measures
- ◆ Photo Cells For Outdoor Lighting
- ◆ Energy Efficient Time Clocks
- ◆ Programmable Thermostats
- ◆ Occupancy Sensors



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Small Business Services Program

Retail Lighting

- ◆ Compact Fluorescent – Hard Wire Fixtures
- ◆ Saves 75% over incandescent – less maintenance
- ◆ Now standard practice for “high-hats” in new construction
- ◆ Excellent opportunity if you are still using incandescent.
- ◆ Rebates on dimmable CFL’s – think about your conference rooms.



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Show Me the ...



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AMI Leasing – Customer Profile

◆ **Energy Efficiency Program:**

- Small Business Services

◆ **Measures include:**

- Updated lighting to:
 - T-8 lamps
 - 2.8W LED Exit signs



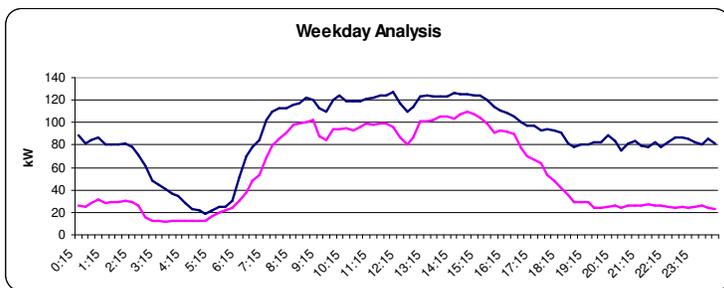
- Energy Savings per year: \$1,601 or 18,294 kWh
- Cumulative Incentives Paid: \$6,752 since 1992

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Example – East Coast Welding

October 2003 – prior to changing high bay lighting

October 2004 – after job completed



Annual Decrease by 35%

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Fidelity Investments

Reach for Best Design Practices

- ◆ **Design 2000_{plus}**
 - Comprehensive Design Approach
- ◆ **Efficiency Measures**
 - Indirect Lighting
 - Low Temp Air Dist
 - High Performance Glass and Daylight Dimming



- Energy Savings per year: \$27,000 or 388,000 kWh
- Incentives Paid: \$217,000 with 1 year payback
- Incremental cost: \$245,000

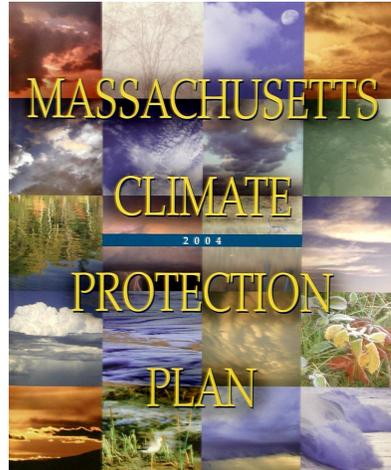
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Take Away Message

- ◆ Reducing energy costs for customers is good business practice
- ◆ Customers look to us as premier energy solutions providers for their business
- ◆ Maintains best relationship building with regulators
- ◆ Sustainable Design practices will become an increasing part of business priorities and follow changes in ways buildings are valued and constructed



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Just a phone call away!



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