

The Money Saving Model for Energy Saving Expertise

A proven approach for small utilities



For a small utility, the cost of dedicating staff to develop and manage energy efficiency programs may seem to outweigh the benefits. Evergreen Consulting Group removes that barrier. We provide technical expertise built on years of working with utilities, trade allies, vendors and government agencies. Utilities gain the full-time expertise they need but only when they need it.

Efficiency opportunities for smaller utilities

There are solid reasons utilities engage commercial, industrial and residential customers in efficiency initiatives. Beyond the cost savings for everyone, these programs elevate customer satisfaction, reduce environmental impacts and help achieve kilowatt-hour reduction goals.

Our small utility clients rely on us for the simplicity of turnkey programs and customized solutions that help them achieve efficiency goals.

Utilities hire Evergreen to run an entire program or to provide any combination of individual services in concert with utility staff. Typically, a full-service, turnkey program includes:

- Planning and implementation
- Marketing through local print, web and other communication channels
- Prequalification of equipment, products or technology
- Connections with approved trade ally network contractors
- Post verification to ensure compliance with incentives
- Paperwork preparation and submission

By tapping Evergreen’s knowledgeable team, including local field specialists, utilities expand staff resources and assist more customers with energy efficiency upgrades throughout their service area.

SMALL UTILITY PROGRAMS

- C&I Lighting
- Ductless Heat Pump
- Performance Tested Comfort Systems
- Residential Weatherization
- Smart Power Strips

EVERGREEN CLIENTS

- Central Electric Cooperative (CEC)
- City of McCleary
- Elmhurst Mutual Power and Light, WA
- Lakeview Light & Power, WA
- Lane Electric Cooperative, OR
- Modern Electric Water Co., WA
- Northern Lights Electric Cooperative, ID
- Okanogan PUD, WA
- Orcas Power & Light Cooperative (OPALCO)
- Pacific County PUD
- Parkland Light & Water, WA

TOTAL 2015 KWH SAVINGS

More than 2,400,000 kWh

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An energy efficient business partnership

Elmhurst Mutual Power and Light, located within the densely populated Tacoma, Washington area, serves 14,400 customer meters. In 2009, the utility worked with Evergreen as part of Bonneville Power Administration's commercial lighting incentives pilot program. Following the pilot's success, Elmhurst retained Evergreen to continue managing the lighting program, and in four years commercial lighting customers saved more than one million kilowatt hours, which equals approximately 58 percent of the utility's total energy savings over the same period. Evergreen fully manages three additional initiatives for the utility: residential ductless heat pump incentives, low-income residential weatherization and the advanced power strip program.



“We want to participate in the incentive programs out there, which come and go. It's expensive to employ someone onsite and then have to let them go when the program ends. Evergreen has been the ideal business partner for our needs.”

Dan Brooks, General Manager, Elmhurst Mutual Power and Light

How Can We Help Your Small Utility?

- Turnkey programs
- Training
- Experienced management
- Expanded resources
- Technical experts
- Enhanced customer support
- Energy savings at work in your community

Evergreen Consulting Group develops and implements commercial, industrial and residential energy efficiency programs for utilities and organizations across the country.

To learn how we can put our expertise to work for you, contact Mike Porter at mike.porter@evergreen-efficiency.com.

Full time service without the full time costs

Located in rural north central Washington state, **Okanogan PUD #1** serves approximately 20,000 residential, commercial and irrigation accounts. While the utility has nearly 100 employees, none have the training or bandwidth to manage the commercial lighting incentive program. Instead, the utility seamlessly connects agricultural and other business lighting upgrade prospects with Evergreen program experts who guide customers through the process, from selecting products, lining up contractors and submitting incentive requests. “Okanogan relies on us to run this program from A to Z,” explains Mike Porter, Evergreen's small utility program manager. “We're available to them and their customers anytime, but they only pay for the hours we work on their behalf.”

Flexible options, consistent quality

With 29 employees providing electricity to 4,400 households in Tacoma, Washington, **Parkland Light and Water** may not be large, but it has the distinction of being the first mutual cooperative formed in the U.S. (in 1914). Contracting with Evergreen to manage energy efficiency programs is an affordable way for the utility to maintain a vital link with customers while controlling its costs. With Evergreen's assistance, Parkland promotes energy efficiency incentives on ductless heat pumps and offers free advanced power strips.



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