



National Grid: Small Business Services Program
Presented by: Kerrin Nikiel, Lime Energy

Thursday, November 8, 2012

LIME ENERGY HAS COMPLETED 2010 & 2011 AS THE LEADING DIRECT INSTALL PROVIDER IN N.Y.S.



Lime Energy implemented 6,000 energy efficiency upgrades across Western New York.

Economic and Environmental Impact:

- Reduced operating costs for WNY facilities by some \$6.7 million per year
- Created more than 150 jobs directly and indirectly related to energy efficiency in small business
- 1,940,790 megawatt-hours of electric consumption was averted through energy efficiency
- Environmental impact equivalent to removing 223,292 cars from the road

Lime Energy WNY Office



- Located in Buffalo at
190 Lawrence Bell Dr. Suite 104,
Buffalo, NY 14221
- Exclusive Program Administrator
of National Grid's
Small Business Services Program
- 20 local employees
- 20 local electrical contractors
- 10,000 sq ft. warehouse



LIME ENERGY: EXCLUSIVE REGIONAL PROGRAM ADMINISTRATOR FOR NGRID SBS



- **Small Business Services (SBS):**
 - Free energy efficiency audit for Lighting
 - Coolers (audited by N.R.M.)
 - Available to National Grid customers with a monthly demand of 100 kW or less
 - Total Project Cost Incentivized as much as 70%
 - Payment Options
 - 1 yr., 2 yr. free financing on-bill
 - Lump sum (additional 15% discount)
 - Turnkey project implementation





ECM Plan Cost Summary - Proposed		ECM Plan Cost Summary - Final	
Proposed Material Cost	\$ 13,692.45	Final Material Cost	\$ 14,405.51
Proposed LaborCost	\$ 13,011.42	Final LaborCost	\$ 13,841.41
Total ProposedCost	\$ 26,703.87	Total Final Cost	\$ 28,246.92

ECM Plan Savings Summary - Proposed		ECM Plan Savings Summary - Final	
Gross kW Savings	21.57	Gross kW Savings	22.63
Gross kWh Savings	69,501.32	Gross kWh Savings	72,799.16
Net kW Savings		Net kW Savings	23.69243
Net kWh Savings		Net kWh Savings	70287.21525
Estimated Annual Savings	\$ 7,728.55	Estimated Annual Savings	\$ 8,095.27

Customer Copay Split	
Customer Copay Amount	\$ 8,011.16
Cents/Gross kWh Value	\$ 0.26
Incremental Customer Cost	\$ 2,478.05
Lump Sum Discount	15.0 %



69,501 kWh Reduction
\$8,100 Annual Savings





Proud Participant

National Grid Small Business Program
for Energy Efficiency

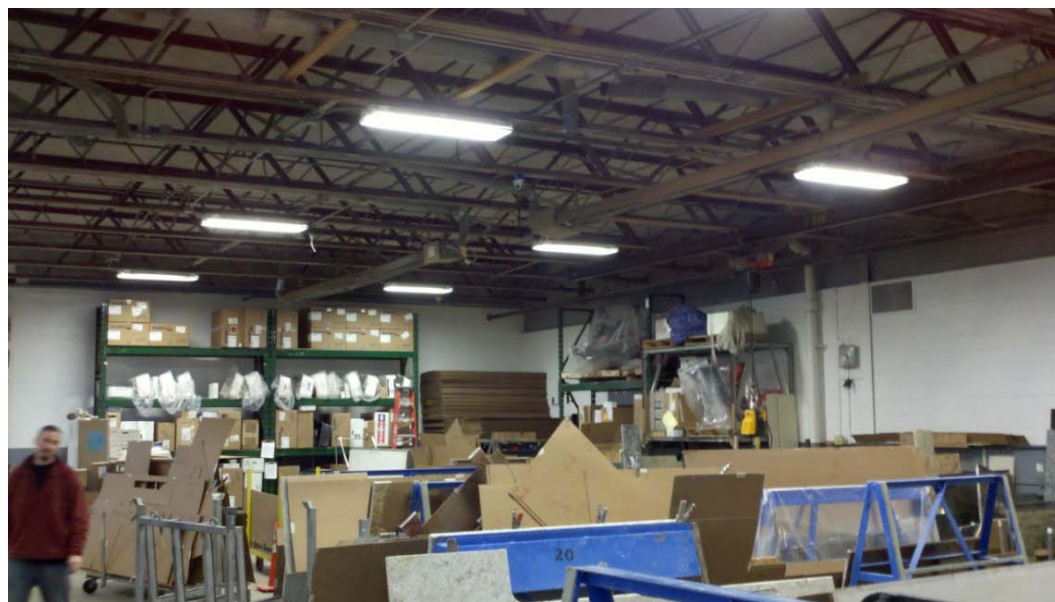
**The Power of Energy
Efficiency at Work**

nationalgrid

The power of action.

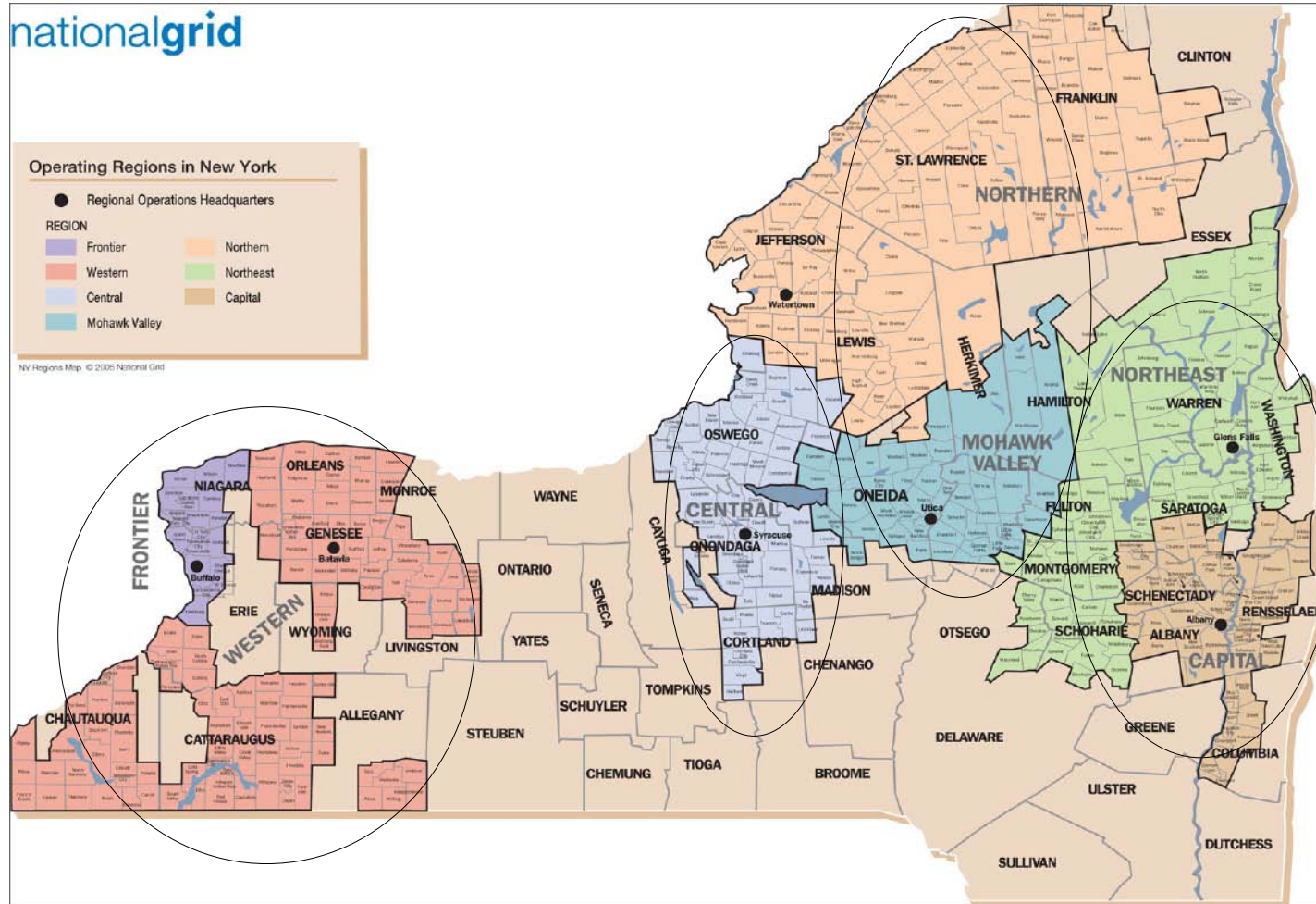
www.powerofaction.com/smallbusiness







LIME ENERGY: NGRID SBS TERRITORY



LIME ENERGY: Contact Information



- Contact Information

Visiting the National Grid website:

<http://thinksmarthinkgreen.com/smallbusiness>

Completing and sending in the registration form attached to the brochure

Toll free—1-800-332-3333

Office Number—716-683-6739

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