



MMWEC GO



MMWEC Green Opportunities (GO) Program Newsletter

Spring 2019

What is MMWEC GO?

The Green Opportunities (GO) program assists Massachusetts municipal utilities in developing and delivering energy efficiency services to commercial, industrial, and municipal customers. MMWEC offers a variety of prescriptive and custom programs and services.

For more than five years, MMWEC's GO program has been serving customers of participating Massachusetts municipal utilities by providing incentives to drive energy savings and equipment upgrades. Customers who know where they can become more efficient can take advantage of lighting and HVAC fixture replacement through the prescriptive side of the program.

For customers seeking guidance on equipment upgrades or just looking to learn more about their energy use, scheduling a scoping audit through the custom program offering will provide a facility walkthrough and detailed report on the priority areas for efficiency gains.

Peabody Municipal Light Plant Honored for Rebate Efforts



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Spotlight on Lighting

(844) 371-6704

LED technology has transformed commercial lighting and helped countless business owners trim their operating costs. For many customers, changing out lighting is a fast and easy way to achieve significant savings goals. GO program incentives are based upon equipment eligibility, unit costs, and are capped at 50 percent of project costs. Most lighting project equipment must be listed on the **Consortium for Energy Efficiency (CEE), ENERGY STAR Qualified Product List** or the **Design Light Consortium (DLC)** to qualify.



How to Apply

Looking to reduce operating costs through energy efficient lighting and HVAC improvements? Take the first step towards savings! Visit mmwecgoprogram.org to:

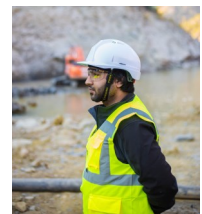
- Apply today
- View a list of qualified contractors
- Watch our video guide to navigating DLC for qualified products

Questions? Call our Prescriptive Hotline (844) 371-6704 to speak to a representative today.

Spotlight on Audits

(877) 259-3015

For some customers, there isn't enough time in the day to dive into all the operating equipment for potential savings, so let us handle that for you!



Every year C&I customers are able to achieve deeper savings by identifying cost-effective energy efficiency opportunities for retrofits, new construction, and major renovations with a custom scoping audit. After customers submit an application for enrollment, our team will begin work with the customer and your preferred contractor. The municipal utility sets the incentive limit and cap. MMWEC handles the rest.

Visit mmwecgoprogram.org or call our Custom Hotline (877) 259-3015 to get in touch with a commercial auditor today.



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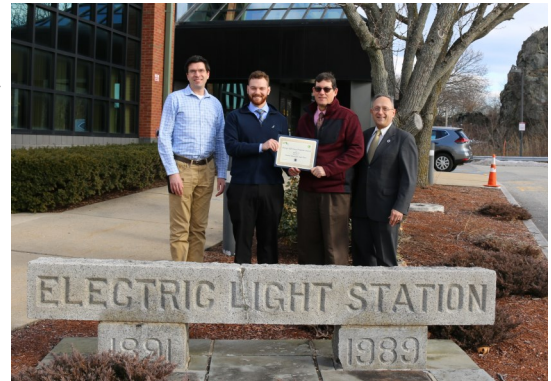
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PMLP Honored for Rebate Efforts

Peabody Municipal Light Plant (PMLP) has been recognized by the Massachusetts Municipal Wholesale Electric Company (MMWEC) for its proactive approach to offering its customers energy efficiency rebates.

The Impact Award recognizes an energy efficiency program that has seen tremendous growth and made a significant impact on energy efficiency in its community.

PMLP joined the GO program towards the end of 2016 and it has remained proactive in offering its customers incentive and rebate opportunities on LED lighting and HVAC equipment. PMLP Human Resources and Community Relations Director John Maihos and former Manager Glenn Trueira have worked to increase accessibility and availability of PMLP's rebate programs for its commercial and industrial customers, opting to double PMLP's incentive capacity per project from \$2,500 to \$5,000 in 2018. This change resulted in a significant increase in rebates credited to PMLP customers from \$9,600 in 2017 to more than \$23,000 in 2018.



PMLP Manager Charles Orphanos accepts GO Impact Award.

Maihos credits the increase to the plant's progressive approach of reaching out to customers directly to explain incentive prospects. PMLP's new manager, Charles Orphanos, supports the program too.

"Inviting the right customers to visit our offices to hear about opportunities to save on electricity by investing in their plant and equipment is our goal," Orphanos said. "PMLP hopes that more personal outreach to key accounts will yield better relationships, and a higher utilization of our energy-saving rebate programs."

Customer Case Study

True North Ale Co. looked to Ipswich Electric and the GO Custom Program to help them increase the efficiency of their new brewery through the installation of LEDs and HVAC equipment.

Project Benefits

- \$10,000 rebate
- More than \$14,000 in cost savings
- 99,775 kWh saved

"As a new brewery with very energy intensive equipment, efficient electricity consumption is a key success factor. The Go Program team provided very valuable advice and validated our LED lighting, air compressor and refrigeration unit procurement. We very much appreciate their contribution to our successful start-up."

- Rory Laughna, CFO, True North Ale Co.



Industry Trends

Looking ahead to our next issue....



Control Systems: the incentivized item you never knew you needed.

See **MMWEC GO Summer 2019 Edition** for more information.

