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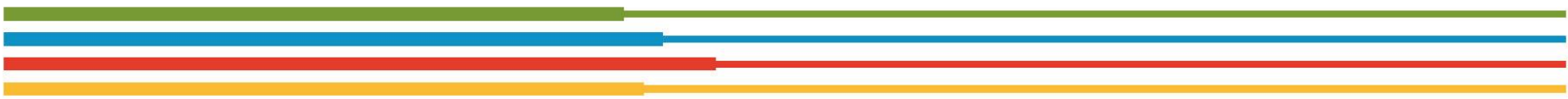
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National Grid's Industrial Initiative

Energy Efficiency Solutions for Industrial Customers



February 9, 2016



Our discussion today

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- Review of Industrial Initiative
- 2015 Results
- Finding Energy Incentives that enhance your production month
- Questions

Industrial Initiative

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- So you have retrofitted your lights at least three times over the past 20 years now what?
- National Grid has Industrial Energy Advisors to work with you and your contractors to secure incentives quickly and cost effectively!
- Our Industrial Energy Advisors specialize in non-lighting custom type measures
- National Grid has streamlined the approval process so that you receive confirmation on your incentive as quickly as possible



2015 Results

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- **160** customers visited
- **500+** Energy efficiency measures identified
- **220** NGRID industrial energy incentive applications
- **\$21,500,000** in projects in various stages of development and completion
- **\$6,260,120** in incentives approved
- **\$3,570,683** in customer savings
- **93%** non-lighting measures
- **64%** of “custom applications approved within 8 weeks of 1st site visit
- **140%** increase from 2015 to 2016 in applications under construction
- **Streamlined** “custom” application approval process
- **Metering equipment** on hand and ready to be deployed on site visits



A data driven approach – What is in your trunk?

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How can you participate?

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- Customers greater than 300 kW demand – Industrial Initiative team coordinates with appropriate NGRID and schedules site visit
- Team performs walk thru
- One page summary of opportunities
- Determine next steps in developing “projects” that qualify for incentives
- We work with your contractors (or can recommend one) for project quotes



Next Steps – Questions?

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