



SAVING together

NORTH BAY HYDRO C

Realize Savings



The Capitol Centre in downtown North Bay received financial incentives for their conservation and energy efficiency upgrades (photo courtesy of North Bay Hydro).



North Bay Hydro's Penny Charette presents the Capitol Centre with an incentive cheque as part of the utility's Demand Reduction Program (photo courtesy of North Bay Hydro).

In today's commercial environment, it is simply good business practice for companies to incorporate energy efficiency and demand reduction measures into their existing operations. For thousands of commercial and industrial facilities throughout the province, implementing measures to reduce demand is helping their bottom line and saving money on their electricity bills.

And yet, there are many other companies who have not realized the benefits of using demand reduction measures in their day-to-day operations. Some find that the up-front costs of making changes can be prohibitive. Many other companies simply do not know where to start. They may want and intend to make changes, but simply have not done so to this point.

With this in mind, North Bay Hydro recognized the importance of offering a well-structured demand reduction program that provides incentives for their local commercial and industrial customers to act.

Working in partnership with local consultants, contractors, suppliers and the local distributor, many North Bay commercial and industrial customers are seeing the benefits that energy efficiency upgrades have made to their operations and their bottom line.

Twenty-five projects have been completed in the North Bay region and companies are now realizing 1,843,800 kWh in savings through these efforts. North Bay Hydro has paid out \$108,700 in incentives through its successful and popular Demand Reduction program.

North Bay Hydro has realized the importance of making the process as simple as possible for customers. Utility staff conduct an initial walk through to assess the potential for energy savings, and if that potential exists, an audit of the facility is then conducted. The audits are performed by a contractor, supplier or consultant, and provide the necessary input to conduct a technical screening analysis. Total Resource Costs (TRC) are then determined and incentive financing for the project is calculated by the utility. The value of the incentive is communicated to the customer, contracts are signed, and then monies are awarded once the project and/or upgrades have been made and verified by the distributor.

COMMERCIAL/INDUSTRIAL CUSTOMERS through Demand Reduction Program

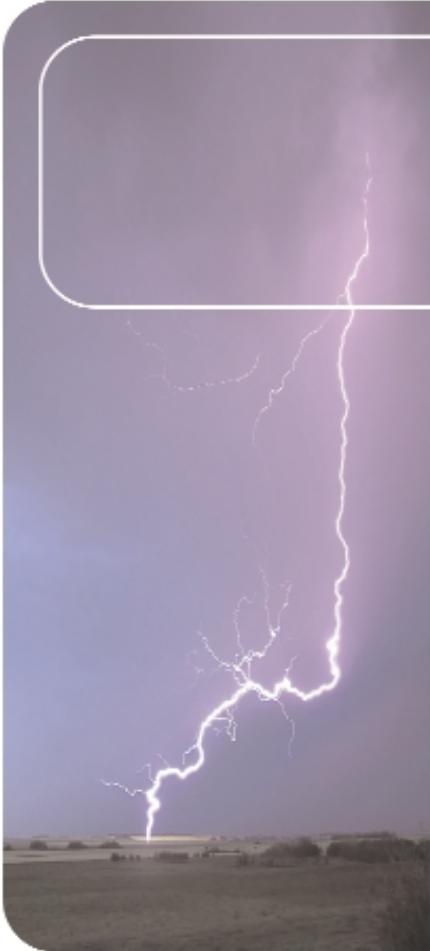
Upgrades and efficiency measures related to lighting and related technologies have been particularly popular. The installation of occupancy sensors and dimmer switches, better light control zones within industrial plants, and installing photocell technologies have all proven popular upgrades for customers enrolled in the program.

And whether it is the local YMCA or the Beaches Condo complex in the City of North Bay, organizations and companies have been given the tools that are allowing them to save money on their electricity bills.

North Bay Hydro has realized the importance of making the process as simple as possible for customers.

The Demand Reduction Program will continue through 2007, and will be re-assessed this year to determine the future direction of the program. ■

North Bay Hydro operates a number of incentives designed to reduce the amount of energy being consumed, and to promote effective environmental conservation. North Bay Hydro services the City of North Bay and has 23,000 customers.



"What I worry about are the commercial bankruptcies that come out of the blue"

Comment from the CFO of an LDC, 2006

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