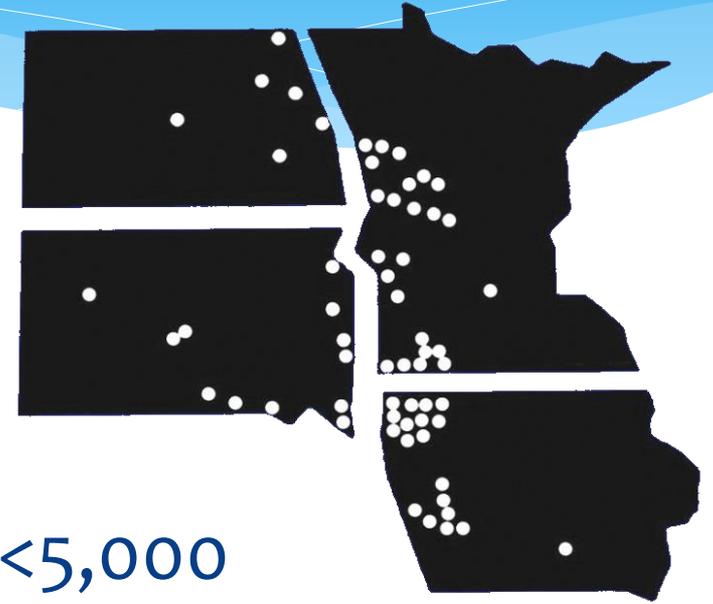




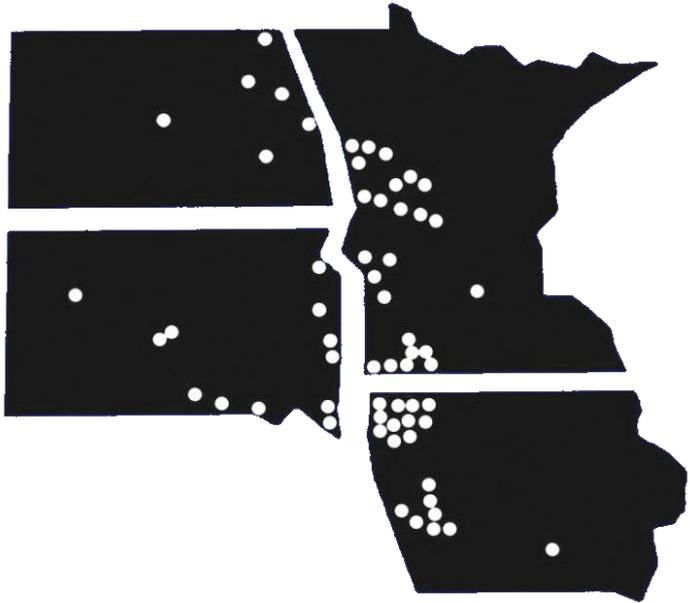
Shannon Murfield
Energy Services Manager
February 22, 2016

About MRES

- * Joint Action Agency
- * Based in Sioux Falls, SD
- * 60 municipal members
- * Board of Directors - 13
- * Average member population <5,000
 - * Smallest: Pickstown, SD (215)
 - * Largest: Moorhead, MN (39,400)



Iowa Members

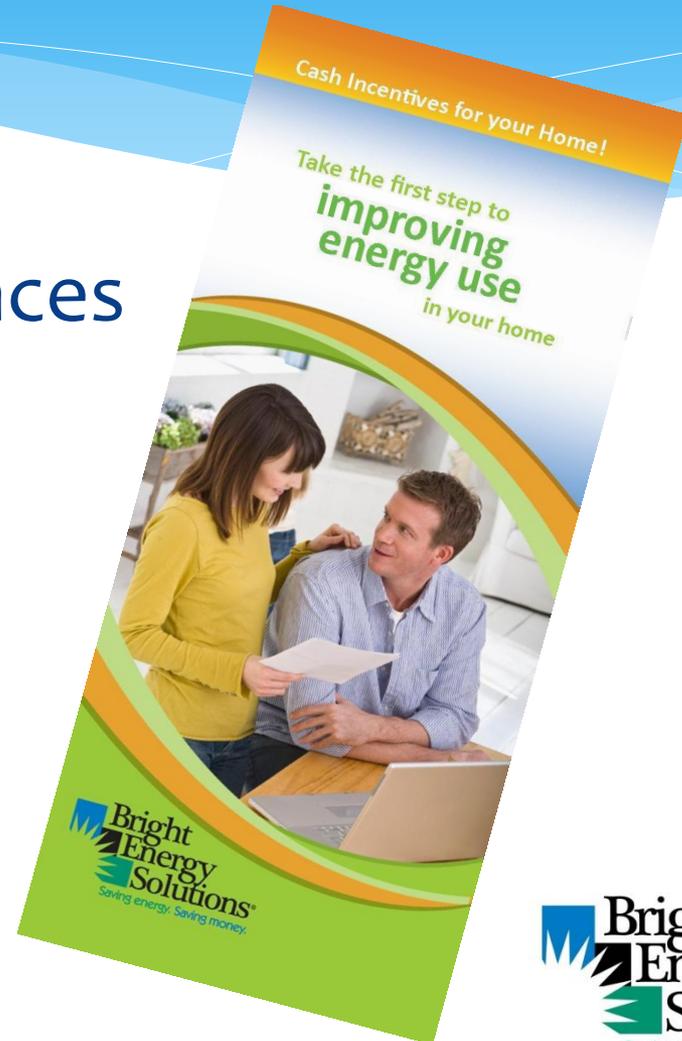


Alton
Atlantic*
Denison
Hartley
Hawarden
Kimballton
Lake Park
Manilla
Orange City

Paullina
Pella
Primghar
Remsen
Rock Rapids
Sanborn
Shelby
Sioux Center
Woodbine

Residential Programs

- ENERGY STAR® Appliances
- Lighting – LEDs & CFLs
- Heating & Cooling



Commercial & Industrial Programs

- Compressed Air
- Commercial Refrigeration
- Food Service Equipment
- Heating & Cooling
- Lighting
- Pumps & VFDs



Commercial & Industrial Programs

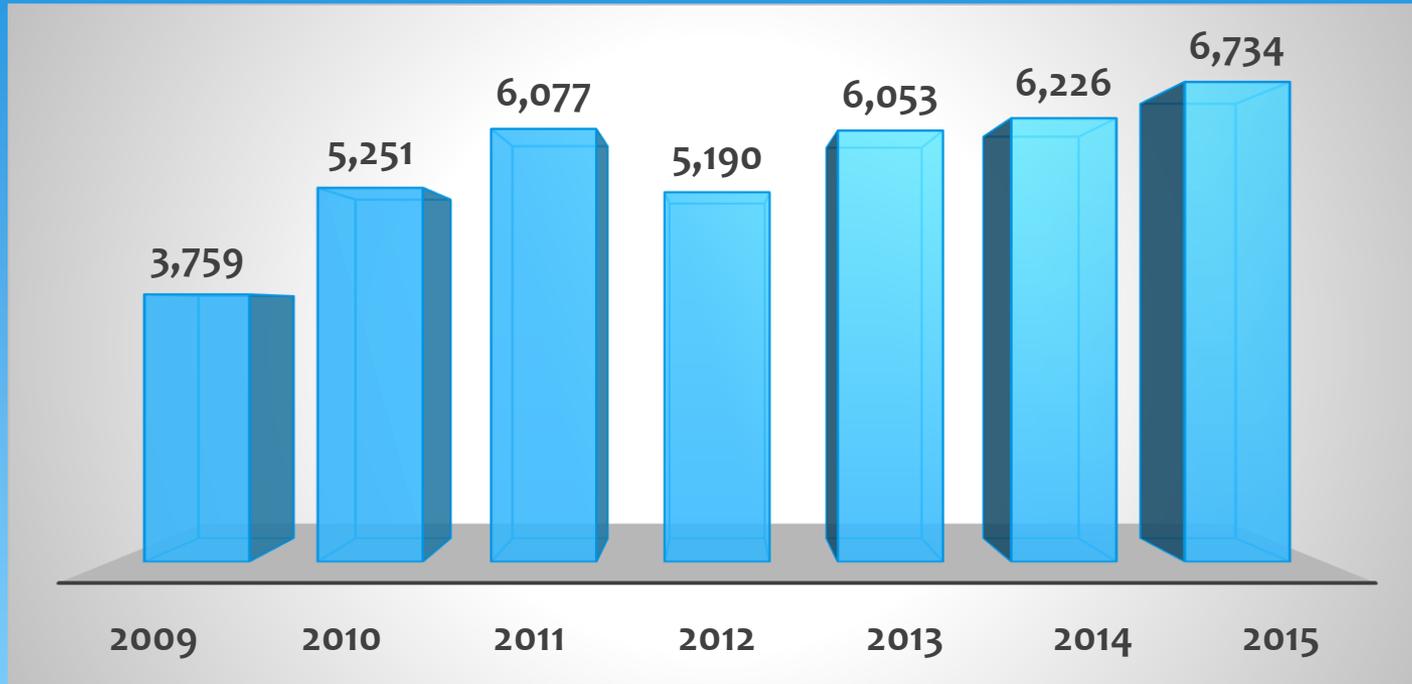
- Custom
- LED Direct Installs
- Construction Design Review
- Industrial Audits
- Retro-commissioning



Evaluation / Measurement / Verification (EM&V)

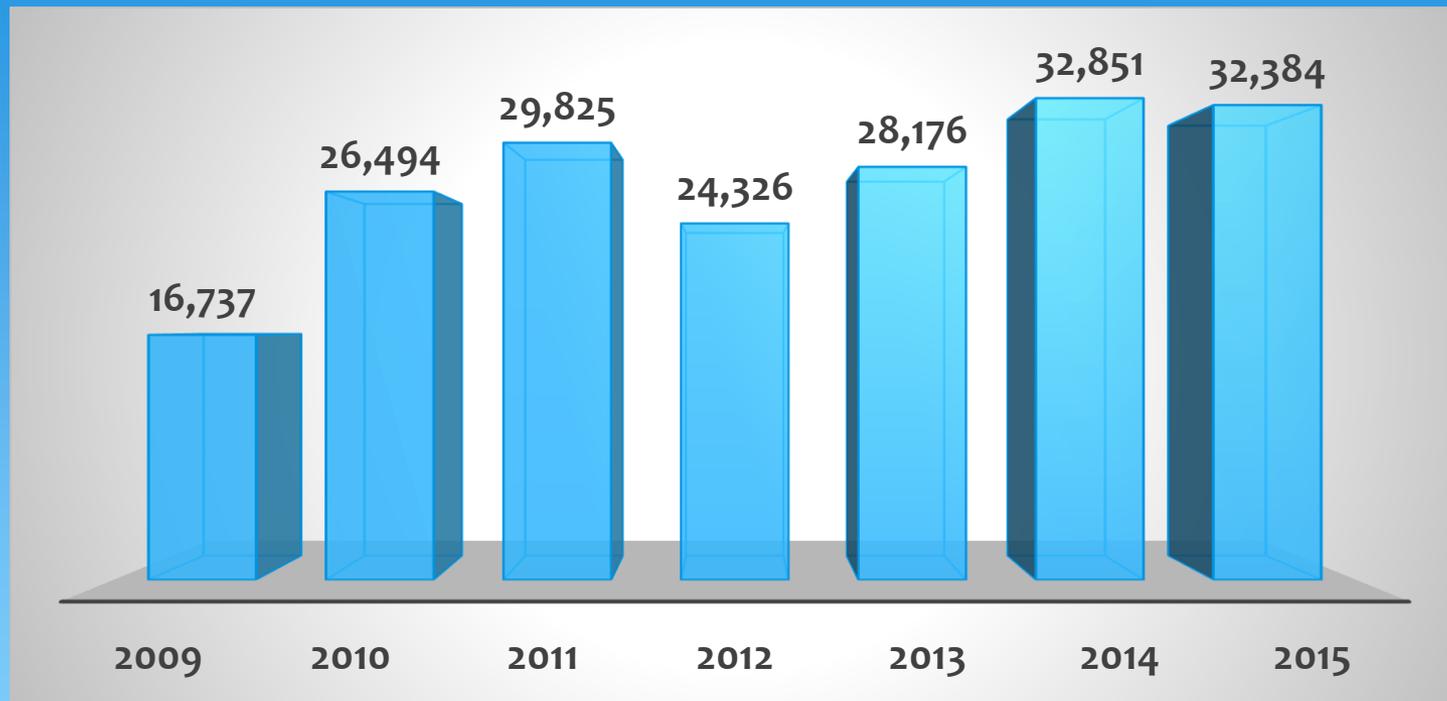
- * Deemed savings
- * Tracking system – AHRI & ENERGY STAR[®]
- * Common custom measures evaluated by BES
- * Use consulting engineers for other custom projects
- * Inspected more than 30% of C&I projects in 2015
- * EM&V critical to reliance on EE as resource

Kilowatts (Demand) Saved



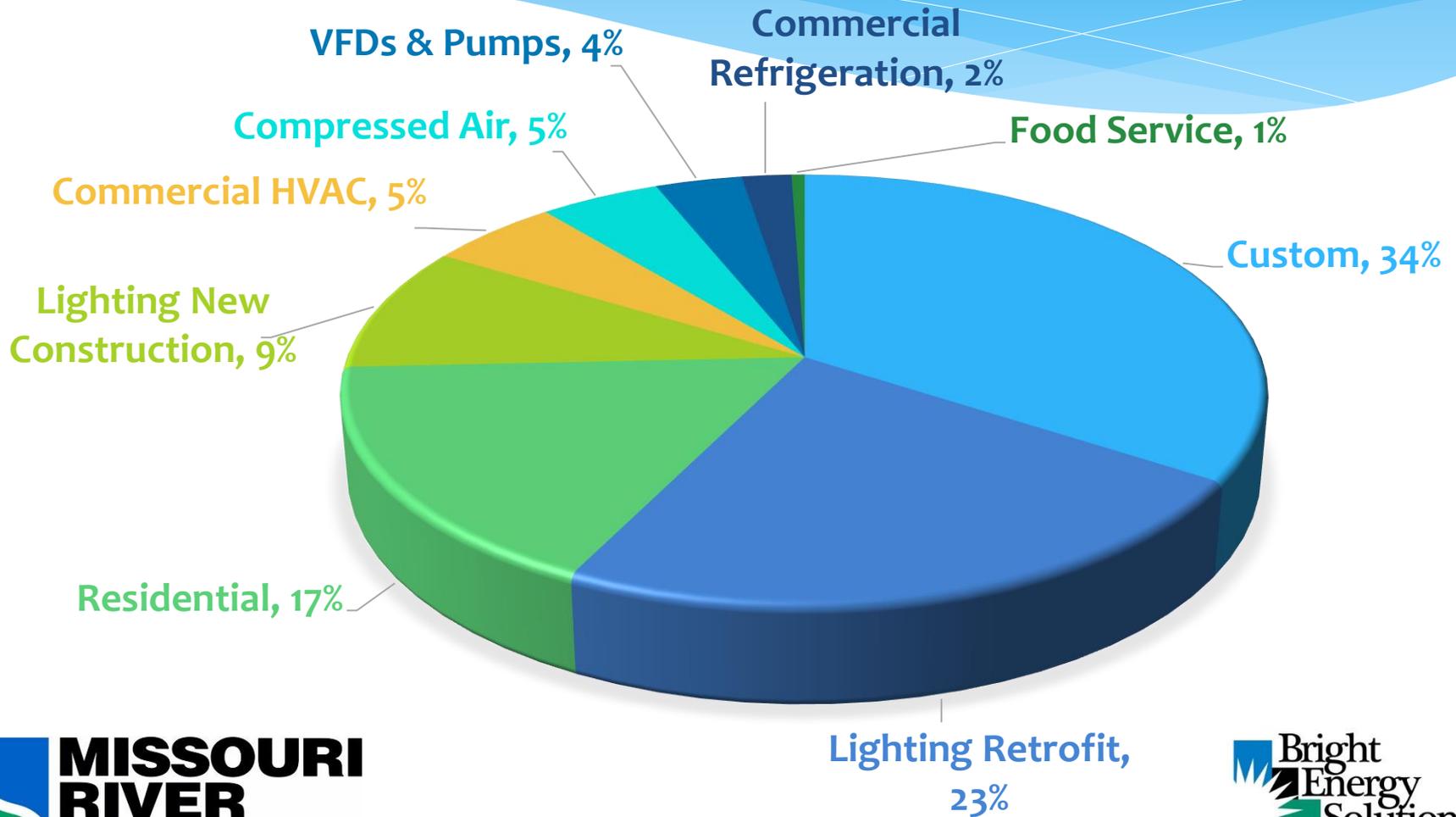
40,000 Kilowatts

Annual Megawatt Hours (Energy) Saved

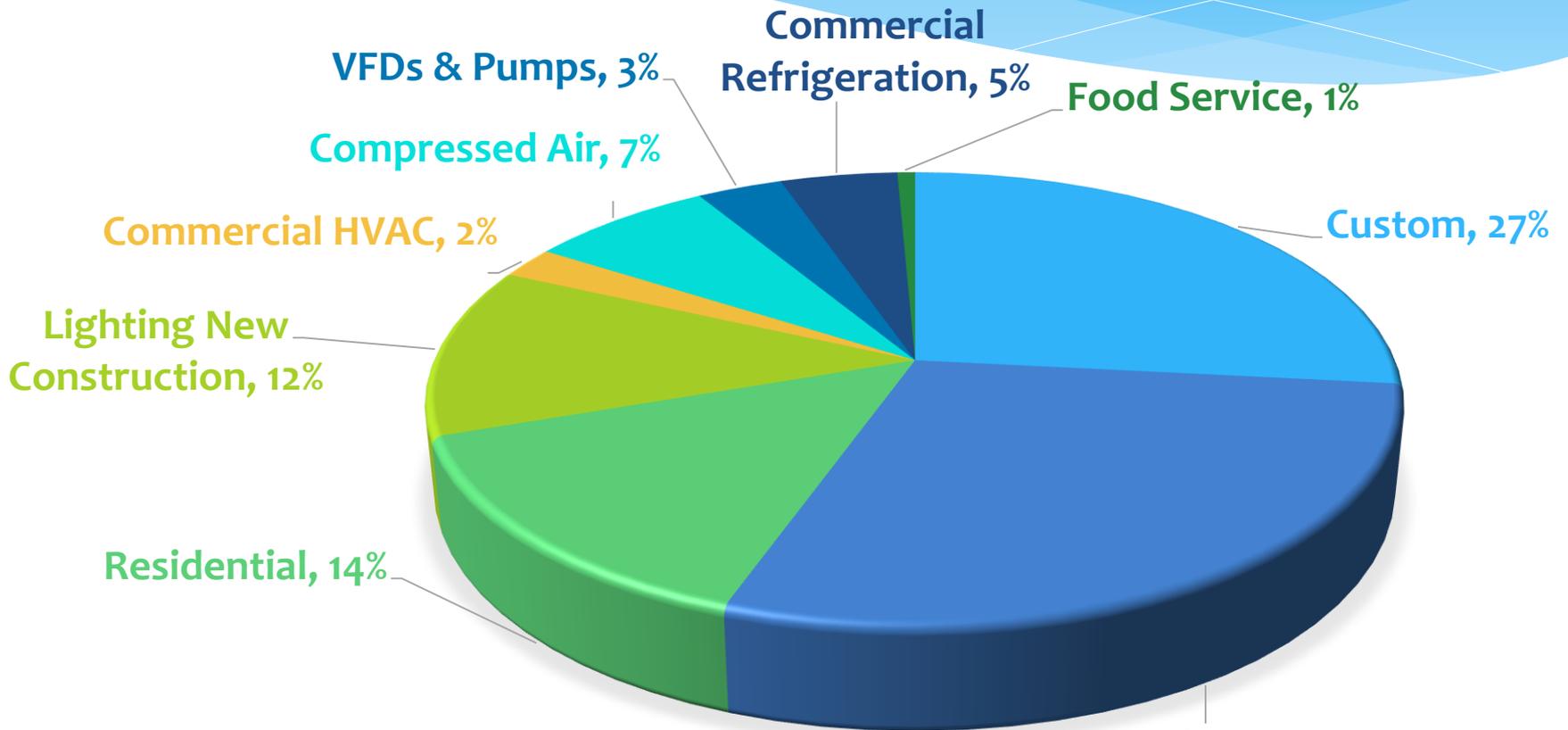


191,000 Megawatt Hours
Incentives: \$13.3 million

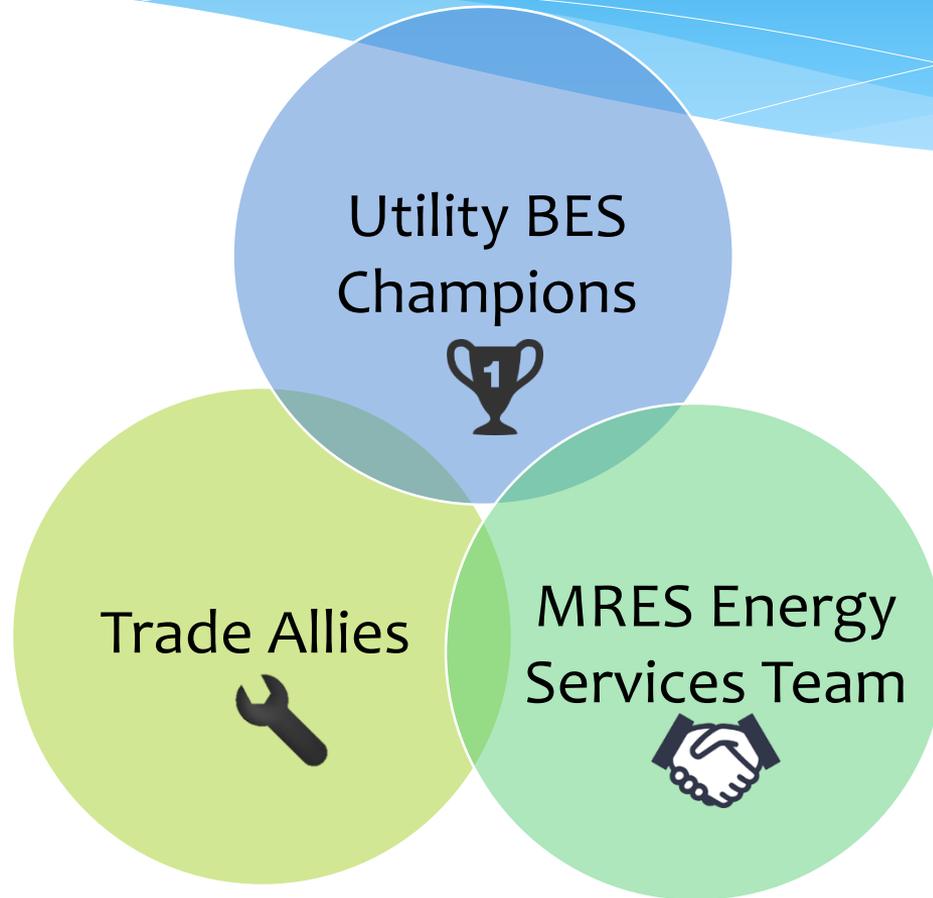
2015 Demand (kW) Savings



2015 Energy (MWh) Savings



Team Approach



BES Champions

Utility BES
Champions



- Face of the program locally
- Key Account visits
- Customer communication
- Project inspections
- Marketing & event planning
- Residential rebate processing



Energy Services Team

MRES Energy
Services Team



- Customer visits
- Technical support
- Training
- Marketing Materials
- Presentations / Events
- Inspections / Rebate processing
- Reporting



Trade Allies

Trade Allies



- Communications
- Trade Ally meetings
- Specialized training



Added Benefits

- Stronger customer relationships
- Economic development
 - \$13.3 million since 2009
- Customer utility bill savings
- Helps local businesses / trade allies
- Mission: Environmental Sensitivity



Questions?