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

2009: 3,759
2010: 5,251
2011: 6,077
2012: 5,190
2013: 6,053
2014: 6,226
2015: 6,734

40,000 Kilowatts
Annual Megawatt Hours (Energy) Saved

<table>
<thead>
<tr>
<th>Year</th>
<th>Megawatt Hours</th>
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</thead>
<tbody>
<tr>
<td>2009</td>
<td>16,737</td>
</tr>
<tr>
<td>2010</td>
<td>26,494</td>
</tr>
<tr>
<td>2011</td>
<td>29,825</td>
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<tr>
<td>2012</td>
<td>24,326</td>
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<tr>
<td>2013</td>
<td>28,176</td>
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<tr>
<td>2014</td>
<td>32,851</td>
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<tr>
<td>2015</td>
<td>32,384</td>
</tr>
</tbody>
</table>

191,000 Megawatt Hours
Incentives: $13.3 million
2015 Demand (kW) Savings

- Lighting Retrofit, 23%
- Custom, 34%
- Lighting New Construction, 9%
- Residential, 17%
- Commercial HVAC, 5%
- Compressed Air, 5%
- VFDs & Pumps, 4%
- Commercial Refrigeration, 2%
- Food Service, 1%
2015 Energy (MWh) Savings

- Lighting Retrofit, 29%
- Residential, 14%
- Lighting New Construction, 12%
- Commercial HVAC, 2%
- Compressed Air, 7%
- VFDs & Pumps, 3%
- Commercial Refrigeration, 5%
- Food Service, 1%
- Custom, 27%
Team Approach

Utility BES Champions

Trade Allies

MRES Energy Services Team
BES Champions

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

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