

HERE'S TO THE CALIFORNIANS WHO RECOGNIZE THAT PROTECTING THE ENVIRONMENT DOESN'T COME AT A COST, BUT A SAVINGS.



As a state, we saved an estimated 4 billion kilowatt-hours (kWh) this year — enough to power more than 650,000 homes in your community. The following are just a few organizations that have played an important role in helping us all use less energy. They designed the tools and technologies that make our everyday appliances, equipment and operations more efficient, produce fewer emissions and allow for more reliable power. What's more, their innovations let the rest of us spend our money where it counts — toward resources for our schools, our families and our businesses — rather than on energy bills. We thank them for making it easier to make saving energy a way of life!

Fat Spaniel Technologies provides Web-based energy management software to help customers identify energy wasting equipment and evaluate the impact of various efficiency activities, including shifting or shedding electricity load during peak hours. The program, which also specializes in monitoring and modeling photovoltaic systems, transforms raw energy data into dynamic, easy-to-understand presentations for the Web. Fat Spaniel's own facilities incorporate energy efficiency and renewable energy.

Menlo Worldwide Logistics is on track to save \$89,000 annually and 46% (more than 500,000 kWh) of its total electricity usage, based on one quarter's savings data, through a comprehensive lighting retrofit. The company not only replaced or upgraded every fixture in its Fremont distribution center, it also added infrared occupancy sensors, placed photocells next to skylights for daylight harvesting, and replaced incandescent exit signs with light-emitting diode (LED) signs.

The University of California (UC) and California State University (CSU) systems jointly launched an energy efficiency program that aims to save 18.4 million kWh, 2,700 kW of electrical demand and 860,000 therms of natural gas across 33 campuses. Administered in partnership with the state's utilities and overseen by the UC Board of Regents and CSU Board of Trustees, the \$15 million program will train energy managers to identify and implement changes and showcase results.

Agilent Technologies in 2005 pledged to cut energy use worldwide by 2%. In California, this effort will save 2.7 million kWh across 3.5 million sq. ft. Agilent's Energy Conservation Program Manager meets regularly with site managers to plan projects and track performance. Site managers also share best practices and help each other reach goals. At Agilent's Santa Clara campus, two chiller replacements saved 900,000 kWh.

Gap Inc.'s 297 California stores have cut electricity usage 27%, since 2001, by implementing simple design improvements. Gap set a goal of reducing greenhouse gas emissions 11% per sq. ft., between 2003 and 2008, by installing energy-efficient equipment and lights, maintaining "closed door" policies to conserve cooled air and reducing after-hours lighting. Features such as efficient conveyance systems, operable windows, under-floor ventilation and green roofs save thousands of kilowatt-hours at Gap headquarters and distribution centers.

S. Martinelli & Company saved more than 700,000 kWh and \$86,000 on its electric bill by retrofitting lights; installing skylights, motion sensors and an energy management system; and upgrading its air compression systems at two facilities. In total, S. Martinelli & Co. has cut its annual electricity use 13% in 2005 (compared to 2004). S. Martinelli & Co. is a participant in the Monterey County Green Business Program and is working to become certified as a green business.

Wells Fargo in 2000 set a goal of reducing energy consumption 20% by year-end 2001. Since then, the company has implemented an energy management plan and launched a series of efficiency projects including lighting retrofits and HVAC upgrades. In the Concord branch, one chiller upgrade saved the company an estimated 397,000 kWh annually. In the first half of 2005, energy use was down roughly 21% (relative to 2000 figures).

Carmanah Technologies, Inc.'s LED signs require no maintenance and consume as much as 90% less energy than fluorescent or neon signs. The company also produces solar-powered LED lights, which are simple to install, require no energy from the grid and need little maintenance or servicing. Carmanah's LEDs have a lifetime of up to 100,000 hours — 20 times as long as incandescent lights and twice as long as fluorescent lights.

To learn more about these and other leaders, visit www.FYPower.org where you will also find energy-saving tips, incentive information, energy-efficient product information and more to help you save energy, save money and help protect the environment. Please note a correction to our November 4 advertisement: California State Teachers' Retirement System (CalSTRS) and California Public Employees' Retirement System (CalPERS) expect to reduce electrical power demand by a total of 72,000 kW through energy efficiency investments across their combined real estate holdings, worth \$16 billion.

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