

Thank you, Dani, Scott, and Jana for recognizing the efforts that Colonial Needle has made in becoming more energy efficient. It is a pleasure to be here today!

I originally started these projects in an attempt to make my facility more comfortable. In the winter, employees were wearing their coats indoors although the heat was cranking, and it was pretty drafty. We weren't comfortable and we weren't productive.

Changing out windows, insulation, and roofing was what got me started. We were becoming more comfortable and I started saving money on my energy bills. Then we started upgrading building equipment such as lighting and HVAC to more energy efficient equipment. The energy savings and financial savings continued to build. Now, we are in the process of installing a solar PV system.

I engaged the help of Bonnie Hagen of Bright Energy Services and Marc Karell of Climate Change and Environmental Services – both WGBC Participants – to consult with me on the energy upgrade plus secure the financial incentives for the improvements.

I cannot thank them enough for helping this little small business customer, because without them I would not have filled out all of the paperwork and did the correct things to allow me to receive the rebate money I received!

I am proud to say that that through the various initiatives we saved approximately 65% on our energy bill and we will continue to save more when the solar PV system gets completed! We also secured about \$10,000 in rebate money and received a tax deduction last year of \$1.80 per square foot, which is about \$36,000. It pays to be green! I hope you all consider going green too!

Thank you, Everyone!