

# POWERED BY PARTNERSHIPS

## POWER SMART PARTNERS OVERVIEW FOR INDUSTRIAL DISTRIBUTION CUSTOMERS

### LINK UP TO YOUR COMPANY'S ENERGY FUTURE WITH POWER SMART PARTNERS

You don't need to be an expert to know that energy is a major expense for industrial facilities. Sometimes, though, it does take an expert to point out exactly where your opportunities are hiding. That's where you can count on us.

The Power Smart Partners Program includes a variety of initiatives designed to help BC Hydro's industrial distribution customers take complete control of their energy use—which means reduced costs, less waste, improved performance, and a smaller environmental impact. In addition to invaluable expertise, we offer full or partial funding for everything from performing energy studies and audits, to hiring an energy manager, to carrying out individual energy-efficiency projects.

We want you to know that we created these initiatives with a model of continuous improvement in mind. That means, very simply, that we aim to help you develop an integrated, sustainable approach to managing energy, so that you'll save today, save tomorrow, and ultimately save for many years to come.

### IS POWER SMART PARTNERS FOR YOU?

The Power Smart Partners initiatives outlined in this brochure are designed for our medium industry customers such as wood product producers, manufacturers and food processors (billed under distribution rate 1200,1201, 1210 or 1211). Individual initiatives that have additional eligibility are outlined in this brochure, or get in touch with us for more details.

We also have a line-up of initiatives designed especially for large industry customers such as pulp and paper, large sawmills, mining, chemical plants and large manufacturing (billed under transmission rate 1823). To find out more, visit [bchydro.com/industrial](http://bchydro.com/industrial).

### KNOW THE SCORE

With our energy studies and audits, you can find out exactly how much your systems are costing you and how much you could be saving.

### PLAN WITH THE EXPERTS

Put together an airtight business case and minimize your project risk by working alongside our engineers and Power Smart Alliance energy experts.

### BECOME AN ENERGY LEADER

Get recognition from your customers and business peers as you blaze the trail toward cutting-edge efficiency and environmental stewardship.

### REAP LONG-TERM SAVINGS

Enjoy lower operating and maintenance costs as you insulate yourself against rising energy costs, both tomorrow and for years to come.

## WE'LL HELP YOU DISCOVER

### Customer Site Investigation

A 1-day walkthrough of your facility to analyze current energy use and find opportunities—particularly low-cost opportunities—to be more energy efficient.

- **Who it's for:** Individual sites that consume \$50,000 to \$1,000,000 of electricity annually.
- **Offer:** 100 per cent funding.

### End-Use Assessment

A high-level, low-cost investigative activity on a specific system that is used to decide if further investigation is worthwhile.

- **Who it's for:** End-use systems that have more than 200 horsepower.
- **Offer:** 100 per cent funding to a maximum of \$5,000.

### Energy-Efficiency Feasibility Study

This study will closely analyze a single system for potential energy solutions, helping you to build your business case by outlining energy savings estimates, implementation costs and other benefits.

- **Who it's for:** End-use systems that have more than 200 horsepower.
- **Offer:** 75 per cent funding, with potential for full funding if you follow through with an energy-saving project.

### Metering and Instrumentation Lending Library (MILL)

Data collection is the only way to determine if your plant is operating efficiently. The MILL can help by providing metering and instrumentation equipment so you can build on your energy successes.

- **Who it's for:** Companies that consume more than \$500,000 of electricity annually.
- **Offer:** Equipment lending is free of charge.

## WE'LL HELP YOU TAKE ACTION

### Incentive Funds for Capital Projects

We offer funds to help you reduce the capital cost of implementing energy-efficiency projects. This compelling offer is designed to reduce payback on projects that would not otherwise get past your internal investment hurdles.

- **Who it's for:** Energy efficiency projects that are hard-wired (meaning permanent) and save a minimum of \$2,500 annually (e.g. 50,000 kWh at the \$0.05/kWh blended rate).
- **Offer:** Up to 75 per cent of the project cost, or buy down your payback period to as little as a one year.

## WE'LL HELP YOU MANAGE

### Sustainable Energy Management Planning

Through workshops and energy manager co-funding, we can help you adopt an integrated approach to energy management that's focused on continuous, long-term improvement. Includes bonus employee awareness resources.

- **Who it's for:** Companies that consume more than \$500,000 of electricity annually.
- **Offer:** Full funding for an in-depth planning workshop, and 75 per cent funding to hire a full-time energy manager.

### Energy Manager Co-funding

An industry-focused energy manager can be a key business asset, giving your organization a competitive advantage. We offer co-funding to hire a full or part-time internal or external expert who can provide leadership and guidance on all of your efficiency initiatives. (This program also includes bonus employee awareness resources.)

- **Who it's for:** Companies that consume more than \$500,000 of electricity annually.
- **Offer:** 60 per cent funding to hire a full or part-time energy manager.

### Energy Management Assessment

Participating in one of these workshops will empower you to take the first step towards improving your organization's energy management practices by developing an action plan for continuous improvement.

- **Who it's for:** Companies that consume more than \$50,000 of electricity annually.
- **Offer:** Fully funded diagnostic workshops.

### Monitoring, Targeting & Reporting

MT&R is a proven method for monitoring your energy use, setting realistic reduction targets, and enhancing the effectiveness of energy reporting in your organization. We'll help you to implement your own customized MT&R system and train your employees to make it a success.

- **Who it's for:** Companies that consume more than \$500,000 of electricity annually.
- **Offer:** 100 per cent funding for a training workshop and up to \$20,000 for implementation.

## WE'LL HELP YOU BUILD A CONSERVATION CULTURE

### Employee Energy Awareness

There is an enormous opportunity to identify opportunities and sustain energy savings every day through employee engagement. This program provides the resources and tools to help you establish an effective employee energy awareness campaign.

- **Who it's for:** All industrial companies.
- **Offer:** Downloadable web resources and information, plus we offer a full-day planning workshop (including access to additional campaign resources). Participants in the Industrial Energy Manager Program are eligible for further resources, full funding for a customized planning workshop, and Power Smart support at employee events.

## WE RECOGNIZE OUR CUSTOMERS' GOOD WORK

### Power Smart Partner Recognition Program

By signing a conservation pledge committing your organization to improved energy efficiency, your organization will be promoted by BC Hydro as a Power Smart Partner.

- **Who it's for:** Companies that consume more than \$50,000 of electricity annually and who want to show their commitment to energy conservation to their communities, customers, employees and industry peers.
- **Offer:** Once you've signed and returned your pledge, we'll set you up with a comprehensive Power Smart Partner recognition package that will formalize your commitment and heighten your profile as an energy leader in our province.

### Website profile

We feature all Power Smart Partners on our website, with extended profiles of the top ten partners by industry sector (according to how many conservation credits they've earned).

### Annual print campaign

Every year, we celebrate our industrial partners with a print advertising campaign that names every BC organization that has pledged to save energy with us.

### Milestone plaques

We'll provide you with milestone plaques to mark your achievements and improve the visibility of your conservation efforts, both inside and outside of your organization.

### The Power Smart Excellence Awards

Every year, BC's businesses get together to recognize energy champions from every industry at the Power Smart Excellence Awards. When you sign up as a Power Smart Partner, and begin to earn conservation credits, you set your team up to be nominated in a variety of awards categories. (For more information, including nomination details, visit [bchydro.com/awards](http://bchydro.com/awards).)

The Power of Our Brand—BC Hydro's Power Smart program is widely recognized as one of the provinces most trusted authorities on conservation and energy management. Your association to the brand as a Power Smart Partner will serve as tangible proof of your commitment to environmental stewardship through conservation.



## READY TO GET POWERED UP BY PARTNERSHIP?

Contact your Key Account Manager, or give our Customer Care people a call.  
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1 866 453 6400 elsewhere in BC  
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