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LIPA BUSINESS NEWS



www.lipower.org

Message from LIPA

Despite an unprecedented global economic crisis, I believe it is important for LIPA to move forward with its investment in renewable energy. We must be committed to the notion of weaning ourselves off of our dependence on fossil fuels for the generation of electricity.

LIPA has been leading the way in New York State in this arena. LIPA was recently named among the top ten utilities in the United States with the most solar electricity integrated into its energy mix by the Washington, D.C.-based Solar Electric Power Association.

This year I have increased funding for LIPA's renewable programs. The increase not only expands incentives provided for the residential Solar Pioneer program, but includes the creation of a new Solar Entrepreneur program for businesses and municipal solar installations.

Just last month, the Authority made a recommendation of an award on the Request for Proposals issued last year by LIPA at the request of Governor Paterson for 50 Megawatts of solar energy to be generated on Long Island, which could be installed at school buildings, on commercial and municipal rooftops, along parking lots, atop landfills and at Brownfield sites. The 50MW will be the single largest block of solar energy in New York State. One site could be at Brookhaven National Lab which will also help BNL remain competitive for more research jobs.

Also included in this year's budget is LIPA's new Backyard Wind Power initiative. The new program will provide rebates to homeowners, businesses, municipalities, and nonprofits seeking to harness the power of the wind through the use of land-based wind turbines.

We are not only in an economic crisis but an energy crisis as well. While fuel costs have decreased over the last 6 months, it's only a matter of time before those costs spike upward again. Although the current economic crisis presents a whole new set of challenges for LIPA, we can not make our long-term energy planning decisions based on today's economic conditions. Energy planning must be done with a longer-term vision.

Our demand for energy will continue to grow, despite the current recession, as will the impacts of climate change, meanwhile the supply of fossil fuels will continue to diminish. Whether it be sunlight, water, or wind, there is no better time than now to invest in alternative energy.

Kevin S. Law
President & CEO

MAKE YOUR BUSINESS MORE EFFICIENT

Controlling costs is a central theme for all business owners. LIPA offers some tangible ideas on how you can save energy and money. From storage areas to lighting, there are many ways to control your energy costs.

Whether you operate a small or medium-sized business, the following tips can make a real impact on your bottom line:

- **Repair controls:** Take the time to periodically check thermostats and other controls. For businesses like restaurants or delicatessens, replacing or repairing broken control panels on refrigerators will improve performance and reduce energy costs.
- **Switch to compact fluorescent lights:** Replacing incandescent bulbs with efficient compact fluorescent lights (CFLs) saves energy and lowers maintenance costs since CFLs last longer.
- **Illuminate signs with LEDs:** Replace neon exit and exterior signs with fixtures lit by light-emitting diodes (LEDs). LEDs are the best choice for replacing neon "open" and "exit" signs since they use 80 percent less energy to operate.



- **Daylighting controls.** Daylighting control systems use sensors or dimmers to adjust electric lighting levels in response to available daylight. These systems offer the potential to cut energy use, reduce peak demand and create a more desirable indoor environment for your business.
- **Turning things off:** Be conscious of energy use and turn off lights or equipment when not in use. Another option is to install occupancy sensors or timers to turn off lights and equipment during unoccupied hours.

So take action to increase your business efficiency and use the cost savings to help boost your bottom-line.

For additional cost savings information, visit us online at www.lipower.org/commercial or call our Business Call Center at 1-800-966-4818.

The Future of Clean, Renewable Energy is Blowing in the Wind!

LIPA's new Backyard Wind initiatives offers businesses, schools, municipalities and not-for-profit organizations the ability to generate their own "green" electricity utilizing wind turbines. Wind is created by the uneven heating of the Earth's surface by the sun. Wind turbines harness the energy of moving air in a clean conversion process.

To find out more information and incentive levels for LIPA's Backyard Wind initiatives, visit www.lipower.org/efficiency/wind-programs.html.



...your non-profit municipal electric utility

IS YOUR BUSINESS “GREEN” ENOUGH?

A greener workplace can mean a lighter carbon footprint, a healthier and more productive place to work, and good news for your bottom line.



Here are some practical steps that can lay the groundwork for a healthy, low-impact workspace:

- 1) **Turn off or consolidate equipment:** Some people are under the impression that it's more efficient to leave computers on overnight. This is a myth. Turn off all the electronics when you leave the office.
- 2) **Purchase energy efficient computers & equipment:** If possible, replace aging computers with laptops or one of the new breed of energy-efficient desktops. ENERGY STAR models use up to 90% less energy. If you're looking to purchase new office equipment, look for ENERGY STAR® qualified products to cut down energy use and pollution.
- 3) **Ditch your bottled water habit:** Americans throw out over 35 billion plastic water bottles every year. Offices are major offenders in this area. You can sign up for a water delivery service or have everyone use a ceramic or glass cup.
- 4) **Use recycled/recyclable office paper and products:** From business envelopes to post-it notes, most office paper products now come in a recycled version. You can find many of these products at most office supply stores or online.
- 5) **Monitor paper usage:** According to the Environmental Protection Agency (EPA), each employee in a typical business office generates 1.5 pounds of waste paper per day. There are several ways to cut down on how much paper you use, including:
 - Make hard copies only when necessary.
 - View documents on your computer instead of printing them out.
 - Use a stick-on label on the first page of a fax instead of a full-cover sheet.
 - Reuse paper that only has printed material on one side.
 - Make sure all printers and copiers are set up to print on both sides of the paper.
- 6) **Green your commute:** American workers spend an average of 47 hours per year commuting through rush hour traffic. This adds up to 23 billion gallons of gas wasted each year. We can ease some of this strain by carpooling, taking public transit, biking, walking, or a creative combination thereof. If phasing out your car is not an option, consider getting a hybrid vehicle, a motorcycle or using a car sharing service.

LIPA Business Events Corner

Come visit LIPA at the HIA 21st Annual Trade Show & Conference “Survive & Thrive in 2009”!

When: May 21, 2009

Where: SCCC Sports & Exhibition Complex (LIE Exit 53, 1/4 mile south on Wicks Rd.)

How about a “Paperless” Business!

Back in the early days of personal computers, it was widely anticipated that we would eventually be enjoying the benefits of a “paperless” working life, where the printed document would be nothing more than a historical artifact.

Well, we're not there yet. In fact, trends indicate that the more we fill our offices with fax machines, desktop computers, copiers, laser and inkjet printers, laptops, etc., we have actually been producing more paper, rather than less. So, if you're starting to lose sight of the surface of your desk or if the carpeting along the way to your printer has a path worn deep enough that you could follow it in the dark, you might want to consider some steps toward reducing that paper dependency.

But don't worry. If you can't achieve a state of being a “Paperless Office,” you can at least be a “Less-paper Office.” Going paperless won't happen overnight, so don't make plans to ship off those filing cabinets just yet. You'll need to get everyone to buy into the transition. With a bit of fine tuning and adjustment of routines, a lot of the following tips will save you time, expense, and paper.

Paper Recycling is Good, But Paper Reduction is Better:

While we certainly don't wish to discourage recycling the office paper you are using, you will see a bigger result by reducing the amount of paper (both printed and “pre”-printed) that comes into your office to begin with.

Don't Copy, Scan: Rather than copying a document and then storing the copy in a file cabinet, it may take less time to scan a document and electronically store a copy.

Print Only What You Need: For large documents, be sure to select only the pages that you really need, rather than printing out the entire file.

Fax From Your Desktop: Faxing over IP (Internet Protocol) options are worth exploring, and eliminate the need to produce a hard copy before faxing a document.

Subscribe to Paperless Billing and Payment programs

from your vendors: Contact your vendors or check out their Web sites and subscribe to programs that send your billing statements electronically as well as programs that give you the ability to pay electronically.

LIPA offers online electronic billing and payment programs that are secure and free of charge. Paper bills are eliminated as well as the monthly ritual of writing and mailing checks. No checks, no hassles and best of all it's PAPERLESS!

To subscribe, visit www.lipower.org/commercial/account.html

Harness the Power of the Sun

Harnessing the Sun's energy and converting it to electricity, that's using renewable energy for a cleaner tomorrow.

LIPA's New *Solar Entrepreneur Program* helps commercial, municipal and not-for-profit customers do just that. Photovoltaic or PV panels convert the sun's energy to electricity and can reduce the amount of electricity you purchase from LIPA.

To find out if becoming a Solar Entrepreneur is right for your business, visit www.lipower.org/efficiency/solar-comm.html for more information and incentive levels