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LIPA BUSINESS NEWS



www.lipower.org



I am excited to share with you information about how LIPA is restructuring the way it does business. The new improved business model is designed to enhance the quality of customer service, provide long-term workforce stability on Long Island, and allow LIPA to manage its costs more effectively. At its meeting on October 27, 2011, the LIPA Board of Trustees approved The Brattle Group's recommendation to adopt an improved business model (ServCo option).

In 2010, LIPA retained The Brattle Group to conduct a year-long independent study that considered three primary strategic alternatives:

1. Transferring the National Grid workforce required for LIPA into LIPA's organization ("municipalization");
2. Continuing to contract for the operation of LIPA's electric utility business, but under a different arrangement ("ServCo"); and
3. Selling the assets and business to a private entity, with the buyer becoming the new electric utility for Long Island ("privatization").

This decision will allow LIPA to retain the efficient operations achieved by private utilities, take advantage of LIPA's tax-exempt financing, subject LIPA to less transition risk compared to municipalization, and preserve LIPA's opportunity to move to alternative business models in the future if it would benefit LIPA's customers.

For more information, refer to LIPA's Web site at <http://www.lipower.org/strategicreview>.

Michael D. Hervey
Chief Operating Officer
Long Island Power Authority



Is Your Modern Office Using Outdated Lighting Technology?

Enhance your workspace and your energy savings with new, high-efficiency lighting. Once you make the switch, the savings will start before you even flip a switch. LIPA's *Commercial Efficiency Program* will provide rebates of up to \$200,000 per project per year.

What measures qualify for rebates?

High Intensity Fluorescent Fixtures, High-Performance T8 and T5 Systems and Fixtures, LED Systems and Lamps, CFL Retrofit Kits, Refrigerated Case Lighting, and Low-Wattage Ceramic Metal Halides.

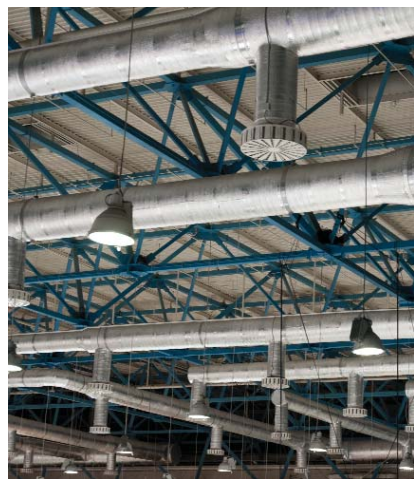
Before starting any project, contact LIPA. These measures are only eligible in applications specified by LIPA, and note that new construction projects are not eligible.

For more information and to see if your project qualifies, call our Energy Infoline at 1-800-692-2626 or visit www.lipower.org/efficiency.

HEATING UP FOR WINTER: ENERGY-SAVING TIPS FOR BUSINESSES

Before winter is the perfect time to make sure your building is operating efficiently. These straightforward heating efficiency measures have the potential to save significant amounts of energy, leaving you with more money for your business while maintaining or improving occupant comfort.

HVAC temperature setbacks. Because HVAC systems account for a large amount of the energy consumed by businesses, adjusting temperature settings can be a source of substantial savings. The easiest way to save is to turn down temperature settings during unoccupied hours and on weekends during the winter. You can automate these settings with programmable thermostats or through a building automation system. You can also try implementing small temperature setbacks during working hours — a simple temperature change of 1° or 2° Fahrenheit will frequently go unnoticed by occupants.



HVAC filters. During the winter months, filters should be changed on a regular basis to make sure that the furnace fan isn't using more energy than necessary trying to push air through clogged filters. If you are located next to a highway, a construction site, or another place where the air may be dirtier than usual, consider changing filters more often.

much energy as a laptop does in a month. Because the cost of heating an area with a highly efficient, well-maintained HVAC system is usually much lower than relying on personal space heaters, the best approach is to maintain the HVAC system so that it provides adequate and evenly distributed heat, and to discourage employees from using space heaters if at all possible.

Personal heaters. Personal space heaters can consume a significant amount of energy, and they can pose a fire hazard if left on overnight. Over the course of an eight-hour workday, even a modestly sized space heater can use as

Radiant heaters. If you have facilities with large open spaces, consider installing gas or electric radiant heaters to reduce heating costs. These heaters primarily heat surfaces, rather than the surrounding air, and when mounted above work areas they can keep employees comfortable even when ambient air temperature is as low as 40° to 50° Fahrenheit. The reduction in overall indoor air temperature can dramatically reduce energy consumption, sometimes by as much as 50 percent.

Weatherization. Gaps and cracks in the exterior shell of a building can greatly increase the amount of energy needed for heating. Look for drafty or broken windows and gaps around frames, doors, and loading docks, and seal them whenever possible. Most air leaks around doors and windows can be easily sealed with weather stripping that is available at any local hardware store.

LIPA'S ONLINE SERVICES GIVE YOU MORE TIME

Sign up for "My Account" services and manage one or more accounts with a single log-in.

You can:

- Manage your account at your convenience, 24/7
- Go paperless with e-LERT – get bills online that look just the same as printed bills, without the paper clutter
- Enroll in DirectPay – never worry about due dates with automatic bill payments

It's all available for free at www.lipower.org/account.



LIPA'S BUSINESS CALL CENTER

Give us a call when you need a trusted resource to assist with the energy needs of your business.

LIPA's Business Call Center is staffed by specially-trained representatives focused on answering your questions – about your bill or how to lower it through energy efficiency.

Give us a call at **1-800-966-4818**.

Religious organizations, Veterans organizations and qualified community residences may choose service under an appropriate residential or non-residential service classification, subject to a minimum term of one year. Please call **1-800-490-0025** for additional information.