



Next Step Living

12th AESP-NEEC Conference

October 2, 2012

Next Step Living is a one stop shop for home energy needs



Next Step Living is a residential energy efficiency company that:

- Provides home energy diagnostics and improvements to the greater New England area.
- Is a socially-conscious, environmentally focused, and results-driven organization
- Is dedicated to helping our customers lower their energy bills, increase the comfort of their homes, and reduce their carbon footprint.
- Works collaboratively with utilities, communities, and employers, we strive to help bring social, economic, and environmental change to cities and towns across the country.

NSL helps our customers take action on energy savings with...



Excellent customer service- Our Account Managers will not only fully prepare you for your visit but will follow up to go over your contract and any incentives that are available to you.



Comprehensive Home Energy Assessment- Our Energy Advisors will go through your home to identify all opportunities for energy efficiency and help you start saving immediately



Weatherization Barrier Assistance- Our Advisors understand and help remediate any Health and Safety issue preventing you from moving forward



Quality Insulation and Air sealing Work- Our crews or trusted partners will consistently deliver the highest quality weatherization work

This is where the energy savings opportunity begins...



Deeper energy and dollar savings come from greater energy work...

Packages of services:

Any combination of...

- Weatherization
- Heating and Cooling Systems
- Windows
- Solar



NSL provides a customized offer that:

- Allows homeowners to take advantage of a home's true energy efficiency potential
- Meets the needs of any state or utility energy efficiency program
- Incorporates any rebates or incentives available
- Drives real savings for home owners...

Nevertheless, upfront cost remains the biggest barrier...

Capital remains a key barrier...

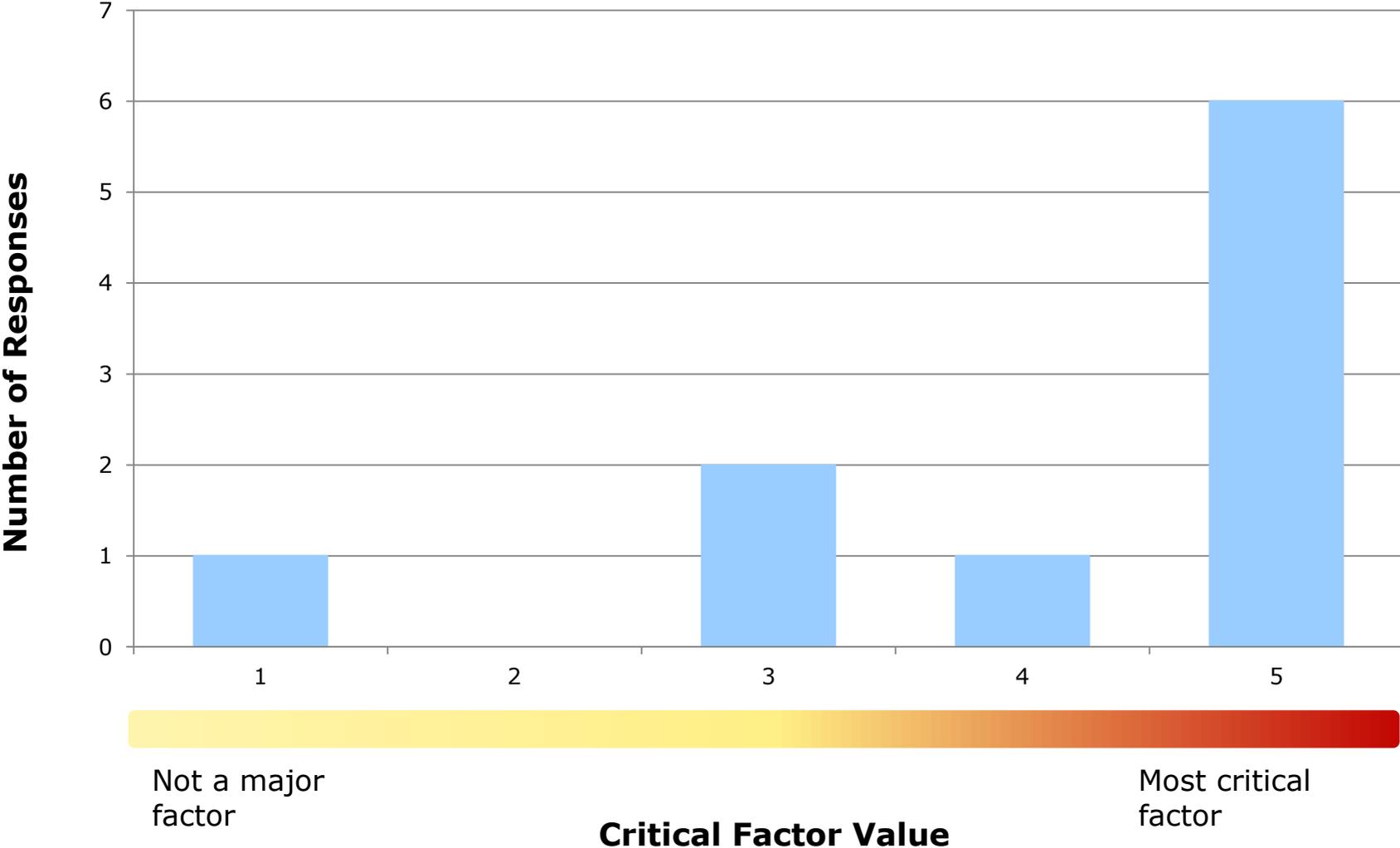
- Attendees at a recent CT Focus Group assert that upfront costs present the greatest barrier to measure installation¹
- NSL also did a focus group study with Fraunhofer Center for Sustainable Energy...

¹ Energize Connecticut's report: Home Energy Solutions: Priorities/Enhancements; Additional Measures and Financing Focus Groups

Fraunhofer posed the following scenario...

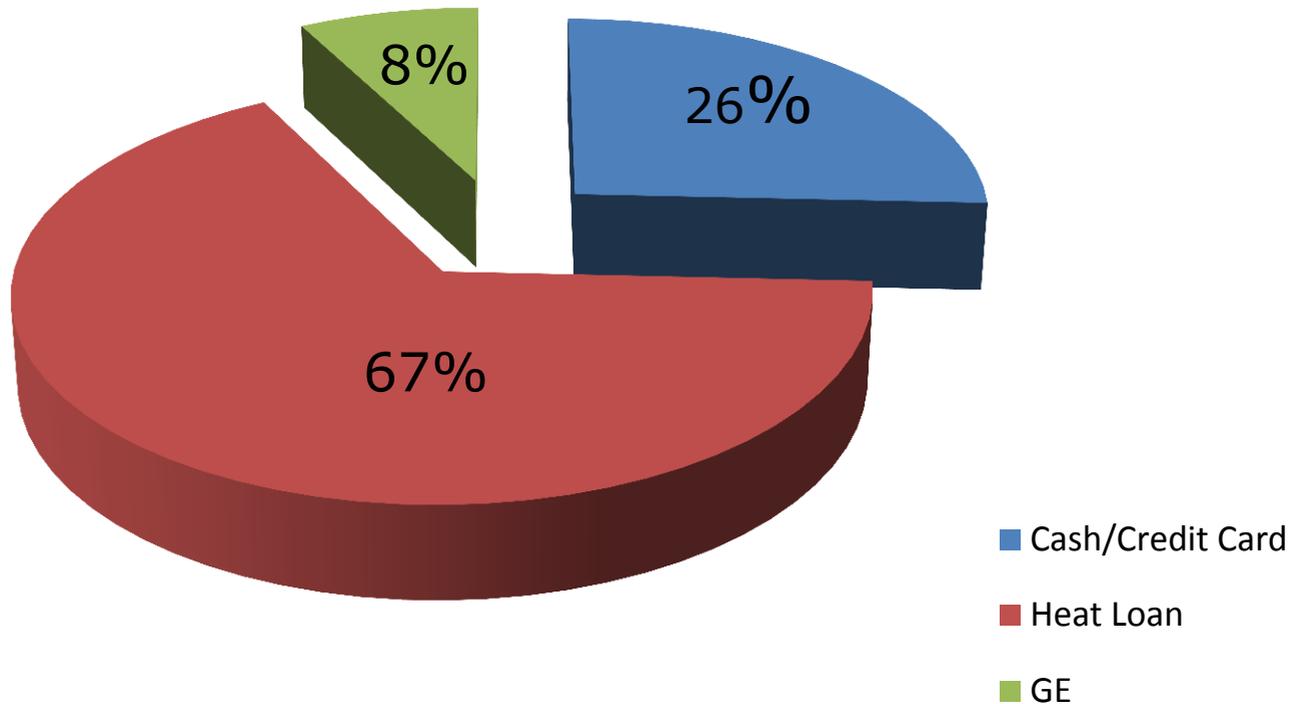
- So NSL has been in your home and identified that your home can save some money through weatherization and insulation, plus an upgrade of your heating system.
- The Savings add up to \$2160 per year,
- But there is an upfront cost of \$15,000,
- How critical is the upfront cost in your decision to move forward or not?.....

Upfront cost is a major factor for customers...



Credit helps most customers choose to take action on larger energy saving projects...

NSL's Experience over the last 6 months with heating system and window upgrades



So we offer innovative funding solutions that help home owners overcome the upfront cost barrier



Funding your Project-

- NSL educates homeowners about:
 - State and Federal funding
 - Utility funding
- We process the rebates and incentives
- Then provide a consultation armed with:
 - The suggested retrofit measures
 - The projects costs
 - Energy and cost savings
 - Return on investment and
 - Payment options and plans
 - Ranges of 12 months to 20 years

Bringing innovative technologies into the home

- NSL uses available and proprietary technologies to:
 - Target customers with the greatest opportunity for energy savings
 - Develop accurate and meaningful energy savings and cost proposals
 - Establish customer facing processes
 - Collect, analyze, and provide on-going information about energy use
 - ▶ *In-home*
 - *Thermostats*
 - *Metered and other Usage data:*
 - ▶ *Leveraging Utility account information*
 - ▶ *WEGO Wise partnership*
 - ▶ *Disaggregation*
 - ▶ *Pre and Post Retrofits*

We are interested in speaking with companies who have technologies in any of these areas...

NSL provides a unique vehicle to:

bring new technologies into the home, along with a larger overall retrofit project,

- speeding the pathway to market and
- improving the economics of getting new technologies into the residential market.

Thank you!