

Welcome to Verpol!

A Calcium Carbonate Processing Facility

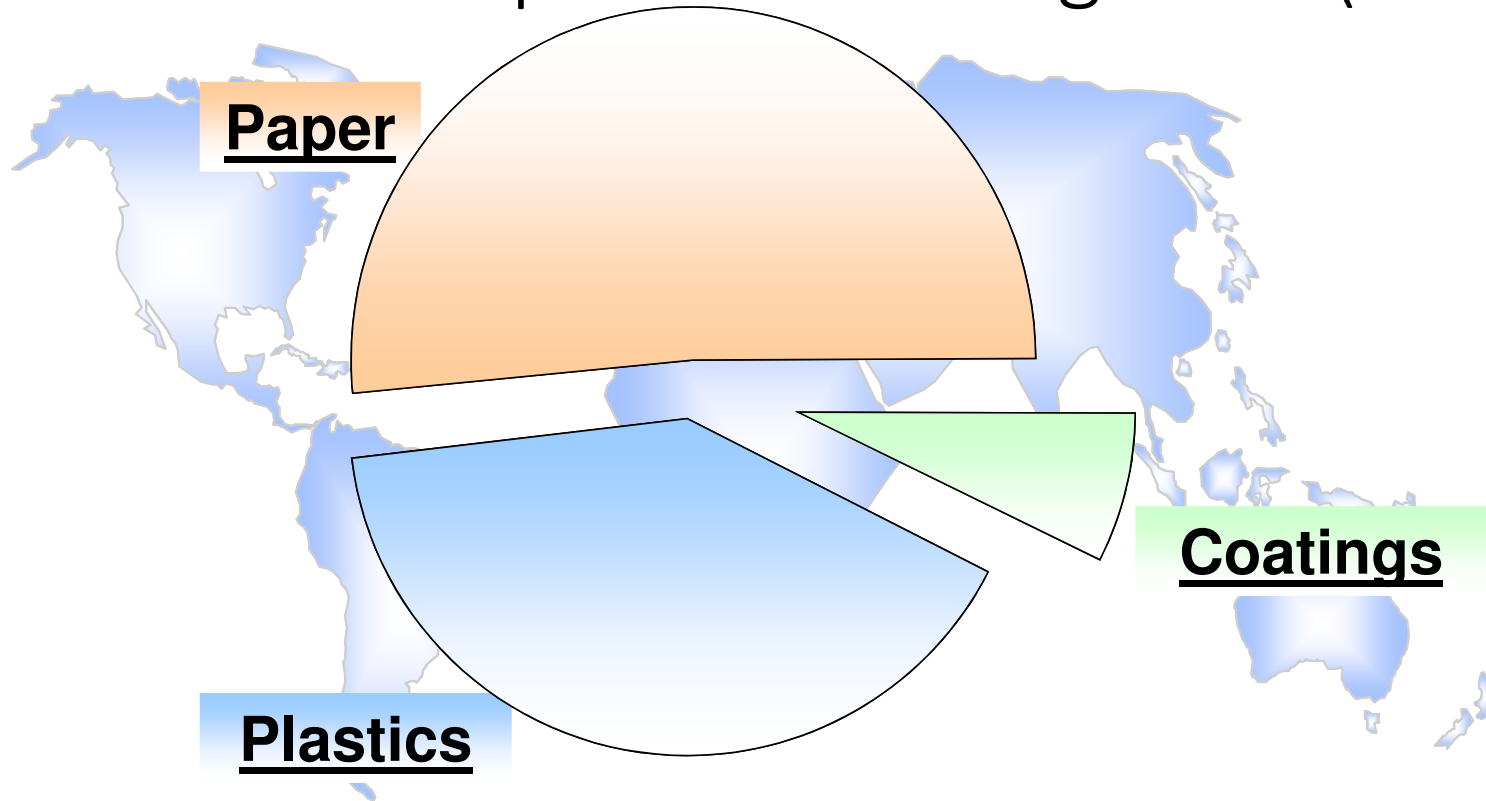
Verpol Plant

Omya Inc. – Region Americas

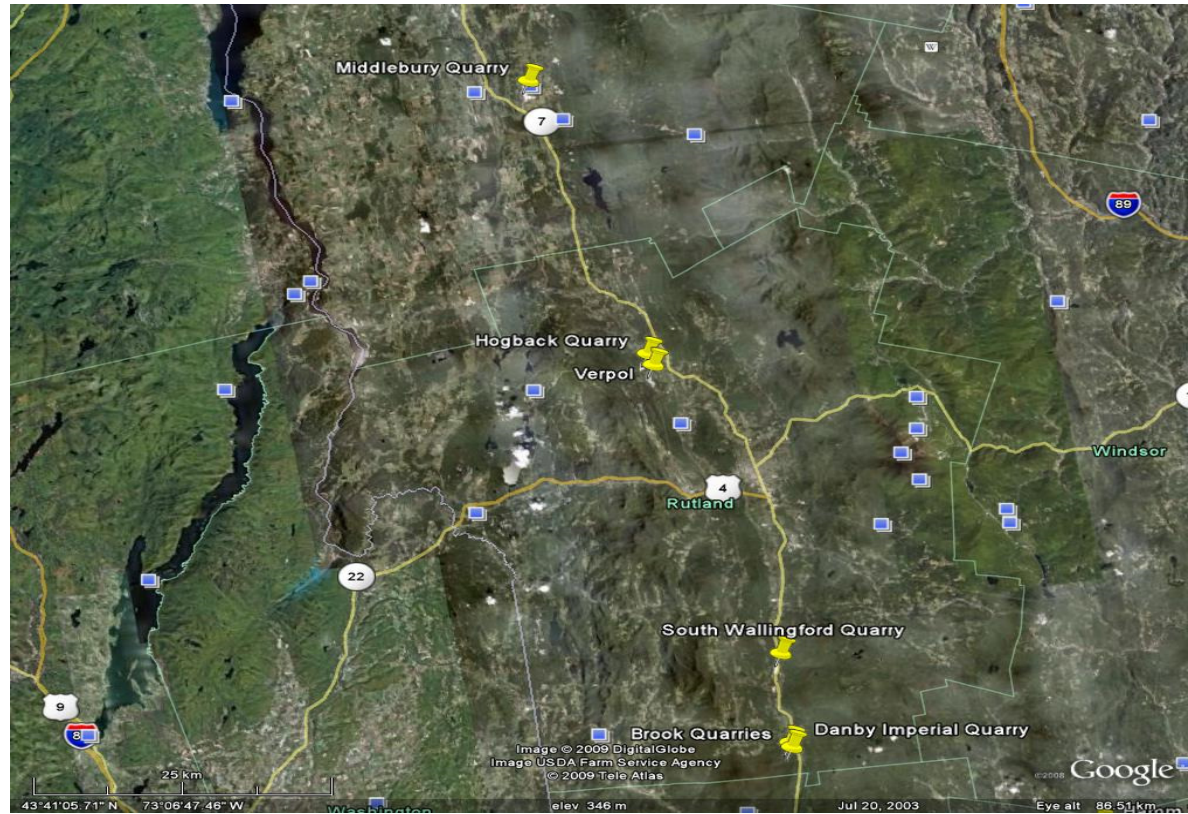


- **Founded 1884; Switzerland**
Over 180 plants worldwide and
± 7,000 employees
- **Built Vermont Facility in 1978**
- **Processor of industrial minerals; calcium carbonate**
- **Markets: Paper, Plastics, Paints, Food, Pharmaceutical**
- **1000+ direct employees in Region Americas**
- **20 Operations in 9 Countries**
- **9 U.S. States – VT, PA, KY, TN, AL, AZ, CA, MI**
- **VT – 140 employees and 200 contractors**

Sales – Volumes per Market Segment (Verpol)



Omya Marble Quarries



April 2017

USFL - Quarries



Middlebury – [81%]

Hogback – [19%]



April 2017



April 2017

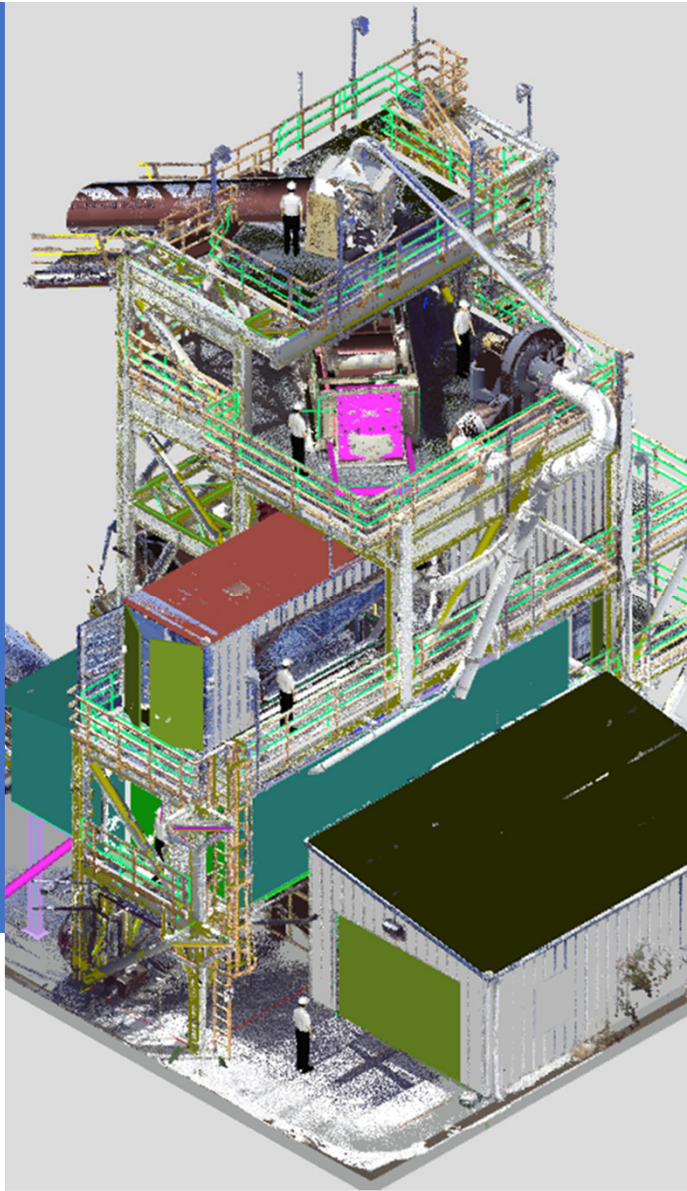
Customer Credit Program and Energy Efficient Projects

February 1st, 2018



THINKING OF TOMORROW

omya.com



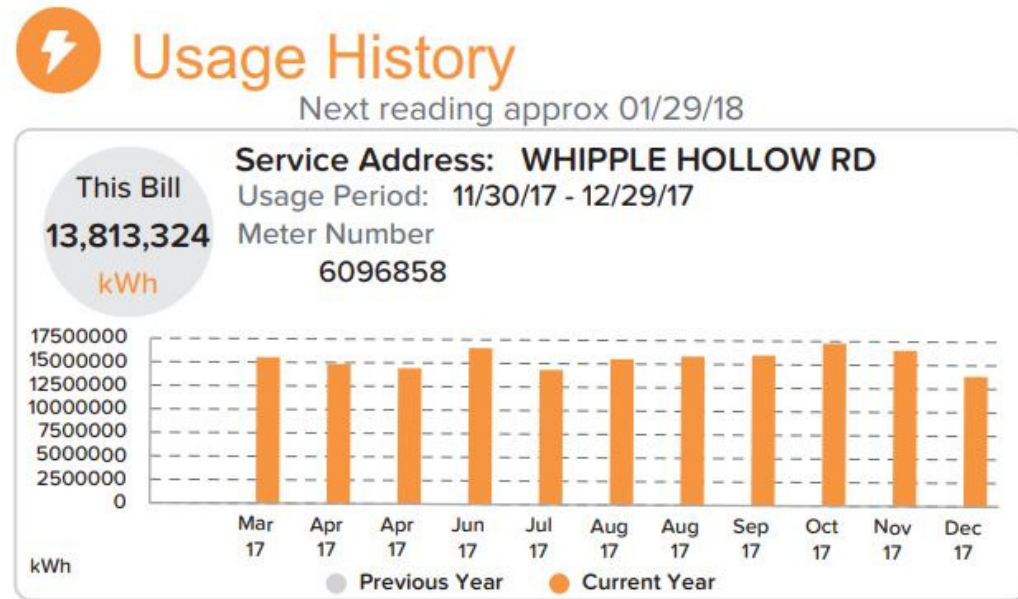
AGENDA

1. Energy Usage Summary
2. Overview of CCP and Omya Experience
3. Omya Energy Efficiency Projects
4. Our Progress and Challenges
5. Our Proposal



Omya Energy Usage

- 2nd largest energy consumer
- Average peak demand – 26MW
- Average energy consumption – 16,000,000 KWH/month
- Participant of Solar Net Metering Program
(10 – 500MW Solar facilities)
- LNG storage - use onsite and in Casella fleet (switch from diesel)



Overview of CCP and Omya experience

- Participated in Customer Credit Program since 2012
- Program Design: Market-driven, Retrofit projects and Third-party audits
- Credit Net Pay Option & Net Pay Option
- 2years ← Available Funds → Current Calendar year
(3 year Cycle)

Efficiency
Vermont



Overview of CCP and Omya experience



- Energy Efficiency Charge (EEC)
- \$1.5 million = 8.6% Electricity Bill
- Omya → 89.1%

- Project proposal
- EVT approval per assumptions

- Project Implementation
- Initial Omya investment

- Project Report
- Energy Efficiency Case

- Rebates if approved

PROJECT LIFE CYCLE



6 Months

12 Months



Omya Energy Efficiency Project Examples

- Lighting retrofit (LED) project - 2012,2013 & 2014

- Cost = \$2.525M
- Rebate = \$2.209M
- Net Cost = \$ 316K
- Annual Energy Savings = 2,765,665 KWH = \$257K

- Tank 24-26 Variable Speed Drives, 2015

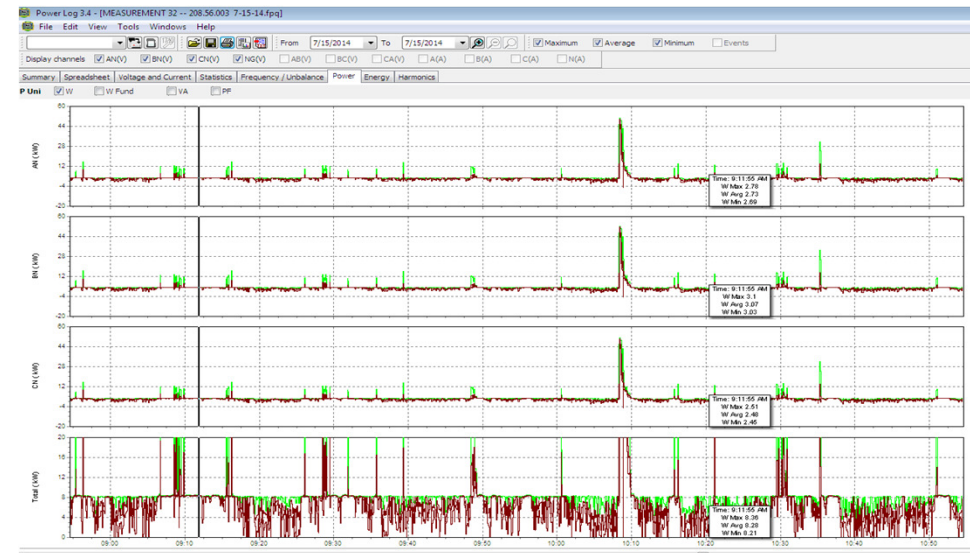
- Cost = \$51K
- Rebate = \$46K
- Net Cost = \$5K
- Annual Energy Savings = 376,607 KWH = \$5K

- PX7000E Rebuild, 2017

- Cost = \$217K
- Rebate = \$144K
- Net Cost = \$73K
- Annual Energy Savings = 783,032 KWH = \$73K

- Metering project – 2017,2018

- Cost Estimate = \$800K
- Annual Energy Savings = N/A



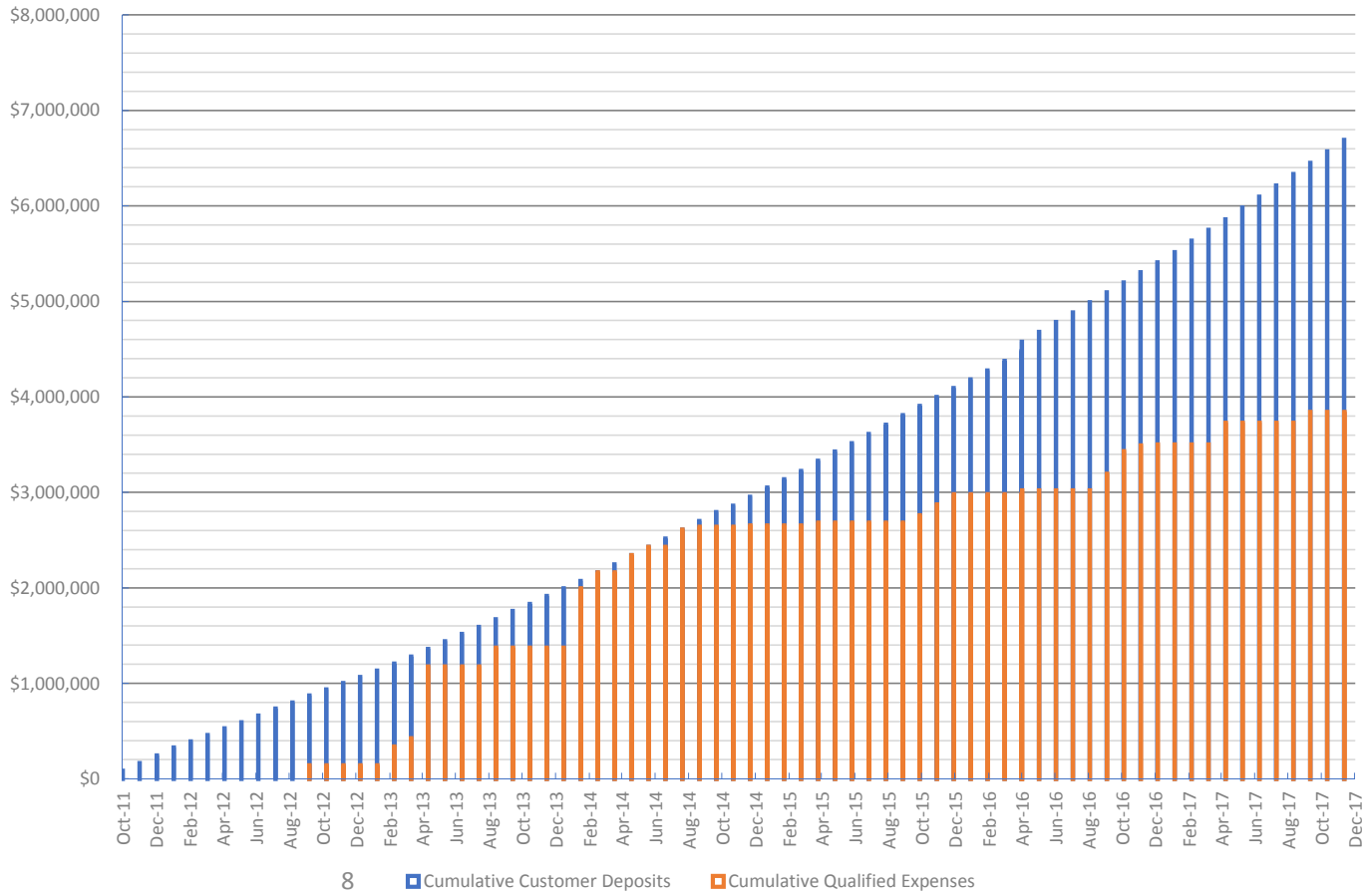
Our Progress and Challenges

Year	Number of Projects	Cost	Rebate	Net Cost to Omya	Annual KWH Savings	Equiv Annual \$\$\$ Savings
2012	1	\$226,630	\$144,667	\$81,963	929,290	\$78,060
2013	4	\$1,542,532	\$1,232,747	\$309,785	2,572,229	\$248,358
2014	1	\$1,360,931	\$1,263,658	\$97,273	1,066,276	\$99,164
2015	7	\$499,003	\$340,632	\$158,370	1,767,644	\$160,679
2016	6	\$533,500	\$516,618	\$16,881	6,287,587	\$571,542
2017	6	\$3,270,944	\$2,745,187	\$525,757	15,455,179	\$1,433,723
Total	25	\$7,433,539	\$6,243,510	\$1,190,030	28,078,205.06	\$2,591,526

Our Progress and Challenges

- Significant Omya \$\$ Investment
- Significant Omya Human Resource Investment
- Program Maturity

EEC Credit Balance



Our Proposal

- Modify current statutory language for Omya to qualify for SMEEP because:
 - Increases scope of eligible project beyond electric efficiency to all types of energy or fuels
 - Greater flexibility in project implementation timing
 - Set appropriate level of required funding
 - Allows for more efficient management of funds
- Support Act 77 Report Pilot Program creation for the same reasons



Wayne Wilmans
Omya Plant Manager
Wayne.Wilmans@omya.com

Thelma Quansah
Omya Electrical Project Engineer
Thelma.Quansah@omya.com

Thanks!



THINKING OF TOMORROW

omya.com