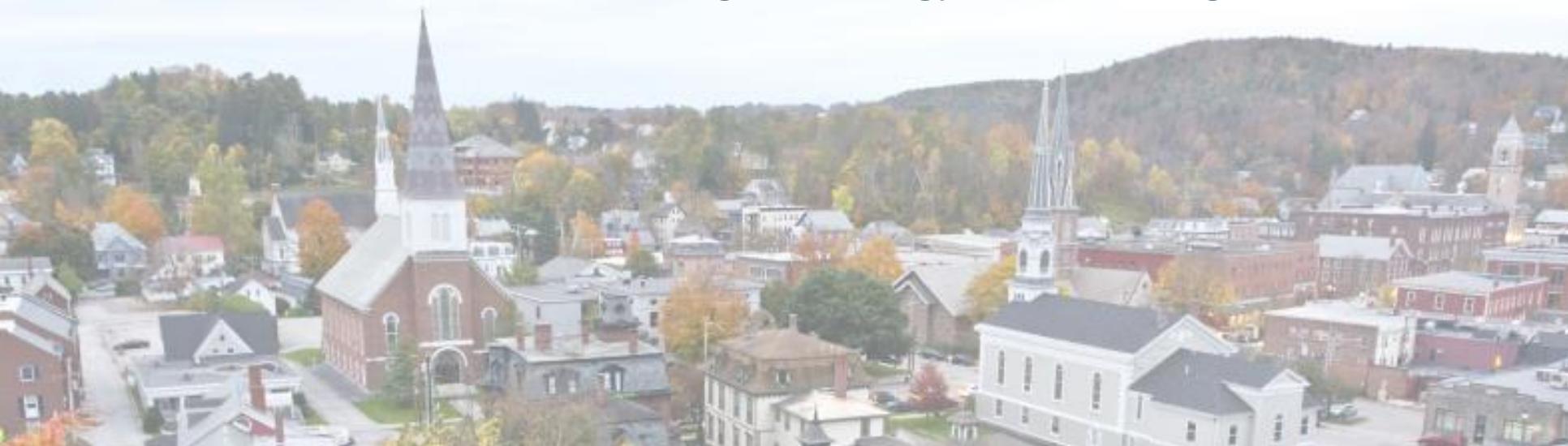


H.411 Benefit for All

Lara Bonn

Manager, Strategy and Planning



Efficiency Vermont

- Founded in 2000
- Statewide independent energy efficiency utility
- Administered by VEIC, under appointment of Public Service Board
- Provide education, services, rebates & financing
- Manage a statewide network of contractors, retailers, distributors, etc.
- Account-manage top 300 electric users



H.411 Overall Benefit

- Great intent: helping Vermonters
 - Choice with savings
- Vermont leadership
- Markets are transforming nationally
- Manufacturers want to sell; tons of in state competition



Lighting Market

- Variety of LED products
 - Manufacturers
 - Styles (Color, Performance, Dimming)
 - Form Factors
 - Availability
- Pricing
- Overall Customer Experience

Standards Positive Impact

- Choosing efficient products
 - Habit
 - A lot of diversity of product
 - Minus inefficient option
- Low-Income benefit
 - Huge expense
 - Long term system benefit
- Manufacturers/Retailers are ready
- Standards in place today; first federal lighting shift not big disruptor for customers

Thank you!

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