2014 EE Marketing Preview

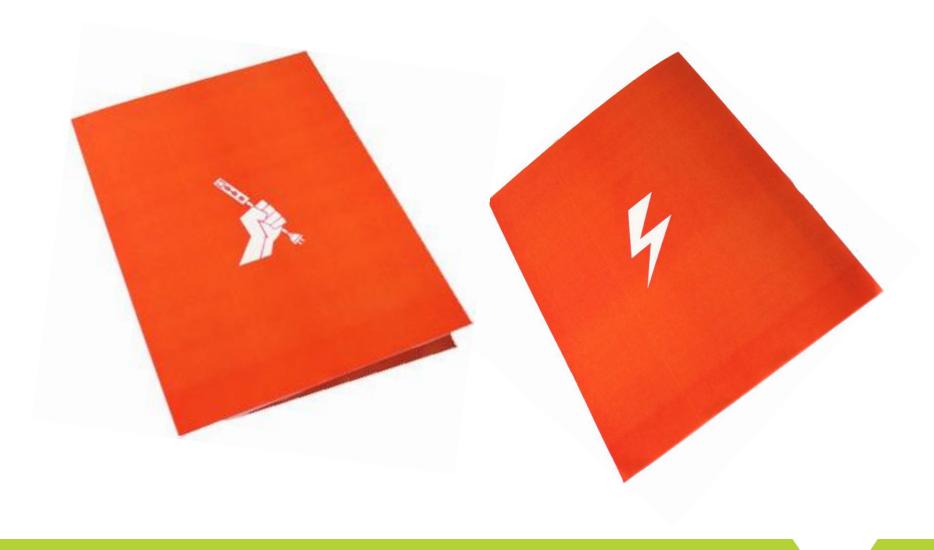
2014 EE Marketing Preview

- Introduce "Save The Power" campaign
- Preview the Commercial Marketing Toolkit
- Review the Residential Marketing Toolkit
- Example from Justin H @ Mason PUD 3
- Upcoming Marketing Materials currently in development.
- Gather feedback and requests

Save The Power

- Promote smart power strips in a commercial setting to your customers by increasing product awareness, educating end-users on installation, and communicating available incentives.
- Direct mail, email, and print collateral

Folder



Folder



Folder



Brochure Front/Back

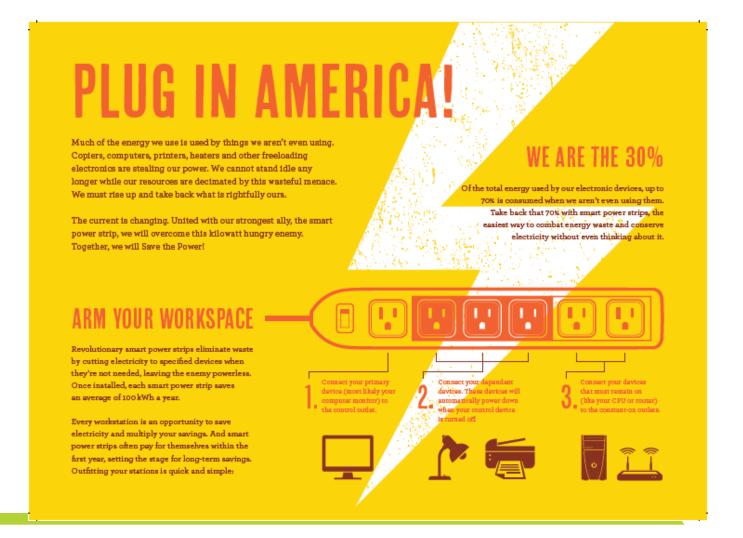


Join the Revolution. Outfit your work spaces and save on every smart power strip purchase. Utilities and efficiency contractors have joined the cause and have put up a united front against the wasteful forces occupying your outlets by offering valuable incentives to make Smart Power Strips more affordable.

Together we will Save the Power!



Brochure Inside



Extras

- Posters
- Sticker Sheets

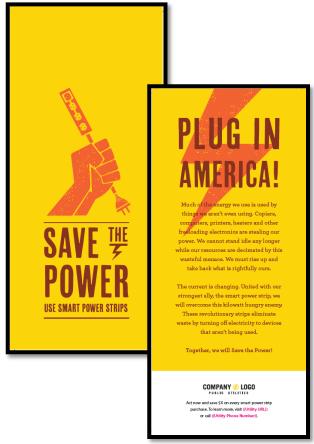




Bill Inserts

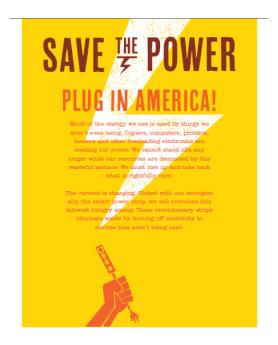


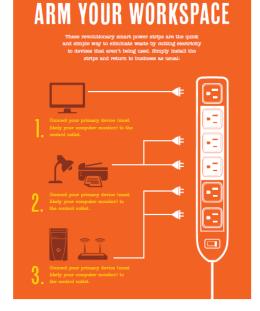


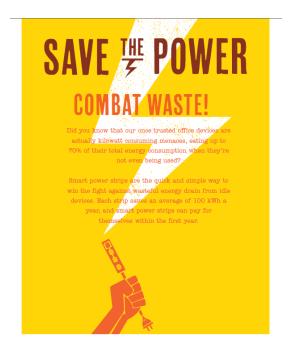


HTML Email Templates

 Email Templates will also be available for utilities to customize and use at their discretion.









PUBLIC UTILITIES

Act now and save \$X on every smart strip purchase
To learn more, visit yourutility.com or call (pool) 2002-2000X
\$X on every smart strip purchase.

COMPANY 6 LOGO

Additional Resources

- We are working to provide utilities access to HTML code to add an informational webpage to their own websites.
- All marketing resources will be available online by early March as part of the Commercial Marketing Toolkit

Commercial Marketing Toolkit Preview

- Developing a suite of marketing resources to target commercial end-users.
- Starting with...

Smart Power Strips

LED Lighting

Generator block



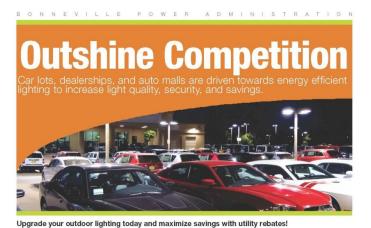




Canopy Lighting



Parking Lot Lighting



opgrade your outdoor lighting today and maximize savings was attinty resultes.

Auto sellers across the region are benefiting from upgrading to enery efficient lighting. These new innovative lighting solutions provide unparalleled energy efficiency, tangible cost savings, and can drama

can lower energy consumption by an estimated 50% compared to These cost savings, paired with utility rebates will postively impact y experience.

Energy Savings & Rebate Information

Rebate amounts vary based on the individual project. .

| Measure | Description | Watt Baseline | Required W Reduct |
|---------|-------------------------|---------------|----------------------|
| E1 | Electronic Metal Halide | 100-199 | ≥509 |
| E2 | Electronic Metal Halide | 200-299 | ≥509 |
| E3 | Electronic Metal Halide | 300-399 | ≥509 |
| E4 | Electronic Metal Halide | 400-499 | ≥509 |
| E6 | Electronic Metal Halide | ≥500 | ≥509 |

^{*}Pulse-start metal halides are not eligible for incentives



OUTSHINE COMPETITION

Car lots, dealerships, and auto malls are driven towards energy efficient lighting to increase light quality, security, and savings.

Security Wallpack Lighting



Upgrade your security lighting today and maximize savings with utility rebates!

Outdoor security lighting is essential for commercial properties entrances, stairwells, loading docks, common areas, and exter saving security lights can now select from a wide range of LED nearly every commercial building or warehouse space, helping are designed to be an energy efficient alternative to Metal Halic savings, LED wall packs have other great benefits; they are du lighting resulting in low maintenance costs, and have no ultravi today to see what incentives are currently available for LED wal

Energy Savings & Rebate Information

Rebate amounts vary based on the individual project.

| Measure | Description | Watt Baseline | Requ |
|---------|-------------|---------------|------|
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| | | | |



SAFETY, SECURITY, SAVINGS

Secure your commercial property while saving money by upgrading to **LED Wallpack Lighting**

Retail Lighting



Upgrade your retail display lighting today and maximize savings with utility rebates!

Store layout, atmosphere, and visual merchandising dis environment so retail stores of all types demand excell utilizing high performance screw-in LED lighting to illum efficient LED's cost less per month, last longer, and rec LED lighting offers a range of light temperatures so wh ambiance for your store. Additionally, LED lighting has decorations safe while properly displaying their true tes upgrading to screw-in LED lights.

Energy Savings & Rebate Information

Rebate amounts vary based on the individual project

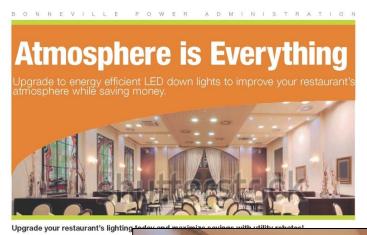
| Measure | Description | Watt Baseline |
|---------|-------------|---------------|
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| | | |
| | | |
| | | |



SHOWCASE IN STYLE

Enhance visual merchandising, improve customer experience, and increase sales with LED retail lighting.

Restaurant Lighting



Restaurants, coffee shops, bars, and clubs acro dining areas. LED down lights reduce overhead ambiance while being energy conscious, LED d Also, utility incentives on LED down lights can si available for upgrading to LED downlights.

Energy Savings & Rebate Informat Rebate amounts vary based on the individual pr

| Measure | Description | Watt Bas | |
|---------|-------------|----------|--|
| | | | |
| | | | |
| | | | |
| | | | |

place your logo here

ATMOSPHERE IS EVERYTHING

Upgrade to energy efficient LED down lights to improve your restaurant's atmosphere while saving money.

Engine Generator Block Heater Customizable Promos



Start Your Engines!

Upgrade to energy efficient engine block heaters to save energy while reducing maintenance costs.



Upgrade to Engine Block Heaters and maximize savings

Hospitals, data centers, cell towers, high-rise buildings, utility facilities, satellite facilities all rely on standby and emergency gensets to keep running in an outuindustial spaces don't waste unnessary power while maintaining quick-start rengine Blook Heaters for oost effective energy savings.

Backup generators that use these heaters to stay warm and ready save energ maintenance and replacement costs.

Energy Savings & Rebate Information

Rebate amounts vary based on the individual project.

| Replacement Heater Size | |
|-------------------------|--|
| <3kW | |
| >3kW | |

For more information, contact:

Utility Name Utility Address Line 1

Utility Address Line 2
Phone Number



Start Your Engines!

Upgrade to energy efficient engine block heaters to save energy while reducing maintenence costs!

Need Help Customizing? Contact Us

- We can help...
 - Update color palates
 - Insert logos
 - New images
 - Customize copy

Residential Marketing Toolkit

- BPA wanted to leverage our regional marketing work to support our customers
- Reaching out to utilities, we discovered demand for:

HVAC





Water Heating



Water Heating



control of energy waste and make your home A Good Place To Be

Contact us at yourutility.com or call (xxx) xxx-xxxx about upgradi efficient electric water heater.



COMPANY 6 LOGO PUBLIC UTILITIES

Heat Pump Water Heaters are the most efficient way to heat your water and can lower hot water costs by up to 50%. Insert utility name here offers incentives to help keep costs low. Take control of energy waste and make your home A Good Race To Be.

Contact us about installing a heat pump water heater at yourutility.com or call (xxx) xxx-xxxx.



at Pump Water Heaters are the st efficient water heating option, lucing energy waste and hot water its by up to 50%.

Most Efficient Way to Heat Water

stalling a heat pump water heater not only can you save a icant amount on your electric bills, but Insert utility name also offers incentives to help keep costs low. A heat pump heater can save you up to 50% on your hot water costs ffers you the flexibility to meet all your hot water needs.

anced Technology That's Easy to Install

ng like a refrigerator in reverse, the heat pump water heater heat from the surrounding air and transfers it to the tank for ost efficient water heating technology possible. A heat pump heater is also designed to work with your existing plumbing lectrical systems, so installation is fast and easy when rmed by a trained technician.

utility name here can recommend a heat pump water trained contractor who can assess your home's needs to help elect the perfect system.

ontrol of energy waste and make your home A Good Place To Be.



Contact us about installing a heat pump water heater at yourutility.com or call (XXX)XXX-XXXX.

HVAC



Ductless Heat Pumps are a proven alternative to outdated heating systems and can lower your customers' heating costs by 25-50%.



Install the Savings

Replacing or supplementing inefficient heating systems like baseboard heaters, wall heaters and electric furnaces with Ductless Heat Pumps (DHP) has provided energy savings for approximately 17,000 homes across the Northwest. One DHP in the central living space of a home delivers warm air in the winter and cool air in the summer, to keep your customers comfortable year-round.

Efficient Heat

A DHP transfers heat, rather than using resistance elements, offering a much more even and efficient heat source. It's easy to



install, leaving a small footprint and little disruption on your customer's home. Plus, utility incentives and tax credits can help offset installation costs.

DHP Benefits

- · Lower heating costs
- Consistent heat delivery to reduce hot and cold spots
- Both heating and cooling for year-round comfort
- · Built-in filter to improve air quality
- · Ultra quiet fan
- Remote control and programmable night-time setting



Learn more about ductless heat pump technology and the incentives available to your customers. Visit **yourutility.com** and the partner resources page at **goingductless.com**, or call **(xxx) xxx-xxxx**.

Weatherization



energy waste with weatherization solutions from your utility. **Season Proof Your Customers' Homes** Many homeowners aren't aware of the gaps and air leaks around their homes, or that they may need more insulation. Basic weatherization can go a long way in reducing energy waste and making homes more comfortable. By working with your customers to add insulation and eliminate air leaks, you can help them save money on their energy bills, and keep them comfortable year round. These Homes Need Your Help You have the expertise to identify areas in a home where energy is being wasted and suggest cost effective weatherization measures, (Insert utility name here) is here to support you with tools to educate homeowners, and incentives to reduce installation costs. COMPANY (6) LOGO Contact (Insert utility name here) about weatherization programs and the PUBLIC UTILITIES Incentives available at yourutility.com or call us at (xxx) xxx-xxxx.

Multiple Formats Available

HTML Email



Bill Inserts



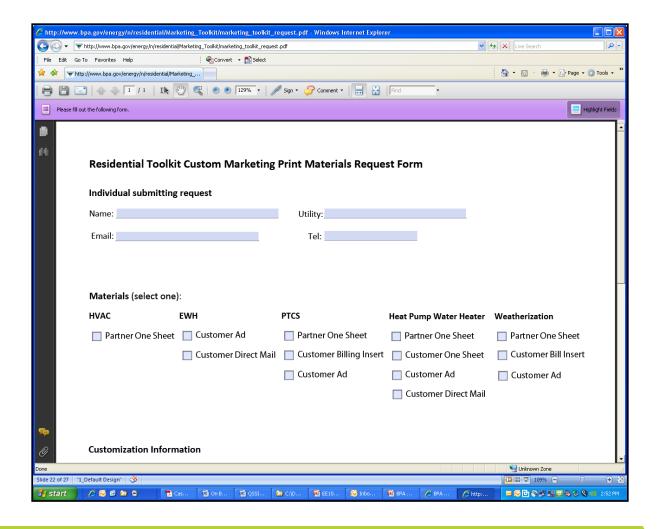


One Page Communication





Request Customization

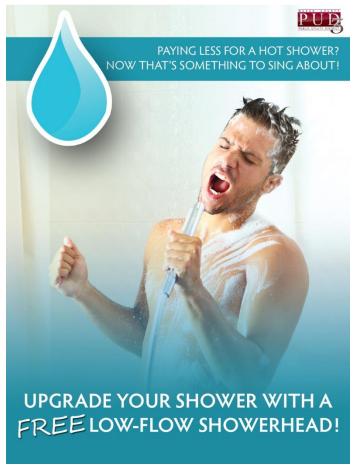


Where can I find these wonderful materials?





Sign v1



Sign v5



Sign v6



In Development...

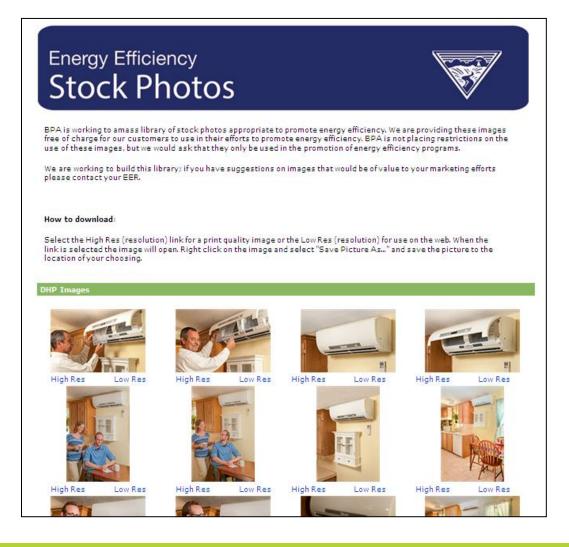
- Agricultural Sector Promos
- Growing stock photo library

Agricultural Marketing

| Marketing Deliverables | VFDs | SIS | Irrigation Hardware | LEPA | Custom Projects (dairies, wineries, lighting) |
|---------------------------|------|-----|---------------------|------|---|
| Raw Assets and | | | | | |
| Templates | | | | | |
| Copy library* | X | Χ | X | X | X |
| Market Ready | | | | | |
| One-page flyer | X | Χ | Χ | Χ | X |
| Email | X | | X | | |
| Print Advertising | X | Χ | X | | |
| Web banners | X | Χ | X | Χ | |

^{*} Copy/message library includes headline and body copy of short, medium, long length for collateral; web content.

Stock Photo Library





BONNEVILLE POWER ADMINISTRATION

Requests for specific materials?