

Comment of Tim Blanchard, TNT Energy
to the Massachusetts Energy Efficiency Advisory Council
January 20, 2015

Good afternoon and thank you for the opportunity to introduce my company and myself. My name is Tim Blanchard and I am a Partner in TNT Energy. TNT Energy is an energy services company with (3) offices in located in Massachusetts, with our corporate headquarters in Raynham and satellite offices in Woburn and Westfield. I have been involved in the energy efficiency field since the early 1990's and co-founded TNT Energy in 2002. At our inception TNT worked primarily under the umbrella of larger performance contract companies implementing energy efficiency at the local level and working with our local utilities to secure any incentives on their behalf.

In 2009 we successfully responded to NSTAR's Small Business Program RFP, now called Direct Install. Being awarded that initial contract sparked off a chain of growth that continues today. That year TNT was a 3 person organization and today we employ 20 full time and 3 part time employees and this is all due to Energy Efficiency programs. The predictability and stability of these programs have enabled us to grow confidently throughout the past 6 years. Due to successes in these programs we now currently hold (7) contracts with MA utilities to implement EE to small business, municipalities and large commercial and industrial customers.

Our initial NSTAR contract was the springboard for not only our growth but also the growth of our community and its members. Since 2009 we tripled our staff at our Raynham location from 3 to 9, purchased a new building to house our growing business, enlisted the services of 25 local electrical companies and serviced over 1,500 small businesses, 200 large commercial and industrial customers and 11 municipalities. Since 2009, our Raynham office servicing just small business customers we have saved over 36 million kWh.

In 2012, through another successful RFP bid, we were awarded one of the direct install contracts with Western MA electric. Upon receiving that contract we started hiring local personnel and set up an office in Springfield that has now moved to Westfield to be more central to the territory that we serve. Currently we staff 5 full time employees, employ the services of 18 local electrical companies and have implemented EE projects to over 400 small businesses as well as 3 municipalities and over 50 large commercial and industrial customers, including the Eastern States Expo in Springfield or the Big E as it is well known. Through all of our programs served by our Westfield office we have saved WMECO customers over 10 million kWh.

Our latest direct install contract is with National Grid serving their North Shore and Merrimack Valley customers. Again, awarded through a competitive RFP process, TNT won this contract late in 2013 with 2014 being our freshman year in this program. Within the first 3 months, we hired 3 full time employees and opened an office in Woburn to service our territory. We have already moved our offices to a larger space due to our growing staff that is currently at 6 full time and 1 part time. In 2014, we have hired 20 electrical companies, serviced over 600 small business customers and saved over 9 million kWh.

The just mentioned achievements by TNT are a small representation of what companies like ours have accomplished through EE programs. TNT and our vendor partners work together collectively to meet our utility provided goals for our programs. All of our companies have very similar growth and success stories, as these programs have been very robust since the first 3-year plan. These programs have afforded a stable environment for all of us to grow our businesses and the businesses we serve.

In summary, over the past year alone TNT has:

- Implemented EE with over 1,300 customers
- Saved over 25 million kWh for customers through EE programs
- Hired 7 full time and 2 part time employees
- Employed the services of over 60 local electrical companies and increased purchasing of EE products with local distributors

This is all due to the EE programs offered in the State. The continued funding of these programs at their current levels is a necessity for TNT and many other companies to maintain our presence in the marketplace, follow through with our future growth and expansion plans and to support the prosperity and sustainability goals of thousands of businesses throughout the Commonwealth.

Thank you again for your time.