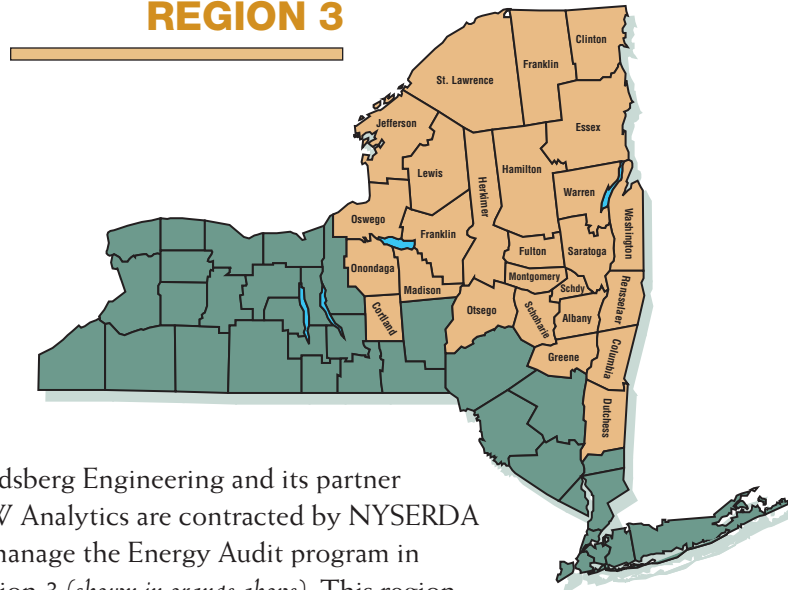


ENERGY AUDIT PROGRAM

REGION 3



Landsberg Engineering and its partner RLW Analytics are contracted by NYSERDA to manage the Energy Audit program in Region 3 (shown in orange above). This region covers Syracuse, Utica, Albany, Poughkeepsie, and all counties north of these areas. NYSERDA has contracted with several firms to manage other regions.

To arrange for an energy audit or for more information, contact:

RLW Analytics
Ed Smyth
(518) 880-0331
ed@rlw.com

Region 3 Manager contact:

Landsberg Engineering
Dennis Landsberg
(518) 383-9406

NYSERDA



SMALL BUSINESS ENERGY AUDIT PROGRAM

**REDUCE YOUR
OPERATING COSTS...**



**TAKE ADVANTAGE OF
ENERGY EFFICIENCY
MONEY COLLECTED
FOR YOUR BENEFIT...**



**HELP REDUCE ACID RAIN AND AIR POLLUTION
THAT DAMAGE NEW YORK FORESTS...**



REGION 3

**LANDSBERG
ENGINEERING, P.C.**

The New York State Energy and Research Development Authority (NYSERDA) has taken a new step in supporting small business in New York State. NYSERDA is now providing you with the ability to identify and reduce your operating costs in heating, cooling, lighting, and electrical use.

The **Energy Audit Program** is a simple, fast track way for you and other small businesses or organizations to:

- Identify things in your building that can be replaced with high quality, high efficiency choices
- Reduce your energy operating costs
- Take advantage of cash benefits collected and available to you through the NYSERDA Energy\$mart Program
- Reduce the demand for electricity from fossil fuel power plants that emit pollutants which cause forest- and lake-damaging acid rain

HOW THE PROGRAM WORKS

- 1. Contact the program contractor** (*see back page*). We'll answer any questions, and ask a few questions ourselves to get a sense of how your building operates and what possibilities there may lie in improving heating, cooling, lighting, and other electricity use
- 2. We'll arrange with a local provider to conduct the audit.** There is a small charge that is refundable to you once you install at least one of the recommendations given to you. We'll explain this more once you reach us.
- 3. We'll analyze the data collected from the audit and promptly return the results to you.** The results will compare what your building has versus what it could use, and determine what your reduction in operating costs would be.
- 4. In our follow up, we'll describe the NYSERDA programs that you can use to support your project, and help you along to the next step.**

QUESTIONS

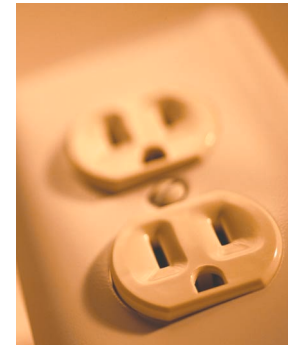
Where does this money come from?

The Energy\$mart Program is funded mainly through a small charge collected through everyone who is a customer of one of six major utilities in New York State. This charge, called a "System Benefit Charge", is collected and forwarded to NYSERDA to deliver energy efficiency benefits to all customers who pay into it.

Who is eligible for the Energy Audit program?

There are a number of benefits available through the Energy\$mart program to all industrial, commercial, and residential ratepayers. This particular program was designed specifically for small business owners and organizations who:

- Have yearly electricity bills of \$100,000 or less
- Are an electricity service customer of one of these upstate utilities in Region 3 (*see back page*): Niagara Mohawk (NIMO), New York State Electric and Gas (NYSEG), or Central Hudson Gas and Electric Company (CHG&E). These are some of the utilities that collect a System Benefit Charge from all their customers.



To ensure the program is used only by small businesses and organizations, the building or business owner must be operating under their own electric meter.

Are there other NYSERDA programs that can be used?

Yes. NYSERDA has a wide number of loan, equipment rebate, and technical assistance programs that can be tapped into. You will find out more during the audit follow up. You are always welcome to contact the program contractor for information (*see back page*). For general information about NYSERDA call (518) 862-1090 or visit their website at www.nyserdera.org. Homeowners can also visit at www.getenergysmart.org.