

# What is ESG? I call it Sustainability



Environmental, social, and governance (ESG) criteria are a set of standards for a company's operations that socially conscious investors use to screen potential investments.

## Environmental

- Energy Usage
- Carbon Emissions
- Green Energy Initiatives
- Sustainability
- Energy Efficiency

## Social

- Diversity
- Human Rights
- Labor Standards
- Workplace Safety
- Consumer Protection

## Governance

- Employee Relations
- Executive Compensation
- Management Structure
- Transparent Accounting
- Business Ethics

# Mass Enterprises ESG Offerings

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- Demand Response
- Power Factor Correction
- Renewable Generation in Energy Procurement
- Building Automation + Management Systems
- Usage Analytics
- Carbon Footprint Calculation and Validation
- Facility Efficiency Projects (LED, HVAC, Windows, etc.) Coming Soon

# What is Renewable Generation?

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- Renewable Energy Credits (REC)
- Offsite and Community Solar
- Onsite Solar Customer Goals

# Renewable Energy Credits (REC)

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- RECs are proof that the bearer owns one MWh of renewable energy
- RECs can be sold to those looking to offset their carbon emissions
- One REC = 1 MWh (1,000 kWh)
- RECs are certified by third-parties that ensure credits are retired/aren't reused

# Off-Site & Community Solar

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- **Alternative to installing panels at a customer's location**
- **Community solar works like a subscription service for clean energy**
- **Community Solar does not guarantee power comes directly from solar**
- **Currently Available in 16 US States**

# On-Site Solar

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- **Customer must have the space and capital (or financing) for solar**
- **If Customer funded, some costs can be offset**
- **One way to lower costs is through a Power Purchase Agreement**
- **Customer has option to add on-site battery storage**
- **20-Year Commitment**

# Renewable Generation

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When it comes to renewable generation, customers have options such as:

## Renewable Energy Credits

- Lowest Cost & Shortest Commitment
- Legal Claim for Use of Renewables

## Power Purchase Agreement

- Purchase Renewable from Supplier
- Long-Term Commitment (10-20yrs)

## Renewable Energy - Competitive Supplier

- Multi Source into Competitive Supply Agreement
- Renewable sourced from Same Grid

## On-Site Generation - Behind the Meter

- Large Upfront Cost & Space Requirements
- Potential to sell excess energy

# Demand Response – Curtailment

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This is for a client that can shut down a portion of their operation when the utility calls for it. This can be very financially rewarding for electricity customers, and when done correctly, comes with little to no impact to customers. Here are some benefits:

## **Build Loyalty & Trust**

Build loyalty and trust with customers as they get paid through the program

## **No Cost to Customers**

Customers will never pay any money to participate in demand response

## **No Risk – All Reward**

Customers never have to worry about untimely interruptions to service

## **Higher Commissions**

Brokers get paid commission at higher negotiated rate



# Strategic Solutions

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Providing pricing strategy and more sophisticated pricing options for large customers

- In-Depth Contract & Usage Analysis
- Demand Response & Management
- RFP Management & Execution
- Custom Proposals & Presentations
- Target Pricing & Recommendations
- Market Timing & Knowledge
- Custom Pricing Solutions
- Community Solar Options
- On-Site Solar Analysis