

## APS Solutions for Business program wraps up year of success

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The APS Solutions for Business Program is busy wrapping up its first full year of program implementation, which has seen substantial enrollment by local businesses in the energy savings program.



To highlight the program and to thank customers who enrolled, **Wayne Dobberpuhl** (top photo), Senior Engineer and program manager, Customer Information & Programs, and his team are running two ads in newspapers across the state. The first ran last Friday and the second will run this Friday, Dec. 14 in the *Arizona Republic*, the Tribune newspapers, *The West Valley View*, *Flagstaff Daily Sun*, the *Yuma Daily Sun* and the *Casa Grande Dispatch*.

"With the ad, we certainly want to thank our participating customers but we also want to have other businesses take notice and consider enrolling in the program," said Dobberpuhl.



Last week, program representatives including **Valerie Wynia** (bottom photo), Account Executive, and **Michele Negley**, Program Manager, Customer Information and Programs, presented the program results at the APS Community Development all hands meeting.

"Among the biggest challenges last year was developing and then quickly implementing the program," Dobberpuhl said. "Since then, things have moved quickly and enrollment has grown steadily."



According to the presentation, the more than 320 businesses enrolled in the program through September 2007 will save more than \$50 million on their electric bills and 799,000 megawatt hours of energy over the lifetime of the various measures taken. This is equivalent to the electricity consumption of more than 58,000 Arizona homes.

Additionally, the businesses will reduce carbon dioxide emissions by 732 million tons and save nearly 186 million gallons of water.

Wynia said office buildings comprise the largest segment of applications to date, followed by school and retail customers.

Surprisingly, she said, response from schools has been stronger than originally anticipated. "While school district comprises less than 8 percent of the APS nonresidential energy use, they have received 20 percent of the program funds for their energy efficiency projects."

Dobberpuhl and his team are ready to do it all over again in 2008 and will push for more aggressive enrollment in the program. "We hope to use more of our company resources, such as the

Community Development staff and Customer Key Account representatives, to get the word out about our program. We also will continue to host energy technical training seminars for our customers and trade allies. In addition, we will use more advertising and public relations to help us spread the word about the program benefits," he said.

The Arizona Corporation Commission approved the program in February 2006. Customers can obtain [APS Solutions for Business applications](#) online or by calling 1-866-277-5605 for more information.