



To whom it may concern,

Last June I was contacted by Jack Cunningham, a representative of Environmental Systems Corporation (ESC), who informed me of an energy conservation program Eversource was offering. The program offered up to an 80% incentive towards an energy conservation project. In order to receive the incentive, the proposal had to be submitted to Eversource by 9/1/16 with substantial installation by 12/31/16. I was a little skeptical at first, having done projects with the utility and knowing the pace and scope of these types of projects; but Jack assured me that we could meet the deadline in order to qualify for the large incentive offering, so we were thrilled to proceed.

Ultimately, Jack delivered a \$144,732 project proposal with an incentive of \$43,651. Eversource also applied an unexpected added incentive of \$22,326, which left a balance of \$78,754. We were able to take advantage of a 0% loan provided by ESC to pay the balance. The 0% loan from ESC allowed us to pay for the entire project with an extended payment structure, which kept our payments below our capital budget. This was a cash neutral project due to the Eversource's projected utility savings of \$21,322 per year. Once the loan is satisfied, this savings will go directly to our bottom line. The project included LED lighting, demand controlled ventilation, Co2 sensors as well as kitchen hood controls.

I would highly recommend ESC to assist you with your energy projects. Jack and the staff of ESC are professional, knowledgeable and efficient from project start to finish. Jack was in constant contact with our Eversource representatives and was an excellent liaison between us and the utility. They kept me informed through-out the project and were happy to discuss and address my concerns along the way. We look forward to beginning Phase II of our energy savings with the current 80% incentive programs being offered by Eversource.

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