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Hi,

The EnergyPrint News is designed to keep you "in the know" about EnergyPrint, as well as events and news from around the industry.

Please take a moment to check out this valuable information and keep in touch with our frequent [twitter](#) feeds and news updates to www.energyprint.com. Let us know what you think and be sure to pass it on to your co-workers and peers in the industry.

Feel free to [contact us](#) with comments, suggestions or questions.

EnergyPrint Happenings

Honorable Mention and Finalist in State-Wide Business Competition

EnergyPrint finished as a Honorable Mention and Finalist in the Minnesota Cup, a business competition in search of the best entrepreneurial and early-stage businesses in the state. We finished in the top 2% of over 1,000 entrants! Participating in the competition provided us with valuable insights, and helped us to better develop our company's business and messaging.

Going Beyond the Utility Bill: EnergyPrint Team Tours District Energy St. Paul

The average utility bill tells you how much you owe, how much you've used, and if you're lucky, a percentage increase or decrease from your last bill. Is that enough to truly understand the energy that you are using? EnergyPrint felt our team needed more than a closer look at the bill to give honest insights into energy use. So the team put on their hard hats and safety glasses to explore District Energy St. Paul, a centralized energy provider delivering heating and cooling to downtown St. Paul, Minnesota. The District Energy engineers led us through the facility, explaining the generation, distribution and billing processes. They also answered questions to give the EnergyPrint team a first-hand look at what that utility bill really means.



District Energy St. Paul explained and demonstrated several types of energy production for us, including biomass, co-generation and solar thermal. We were happy to learn about District Energy's focus on their environmental impact, and also gain a better understanding of their production process.

The EnergyPrint team had a great day learning, and we want to thank District Energy St. Paul for their time and answering all of our questions.

New Employee Profiles

We will continue to highlight EnergyPrint team members to provide you with a view of who works to serve our customers.

Krystal Geurkink, New Customer and Utility Relationship Specialist—

Krystal's strong background in customer service and process management enables her to lead EnergyPrint customers through the on-boarding process quickly and thoroughly. She works closely with both customers and utility companies nationwide to gather historical data so that customers can begin using EnergyPrint to reduce their energy expenses.



Prior to joining EnergyPrint, Krystal worked in customer service and office management for a payroll service company and two manufacturers. She is a business graduate of the University of Wisconsin-Stout.

Amy Sluciak, Customer Energy Analyst— Amy works diligently turning raw energy and water use into valuable energy intelligence that is simple to use. Her work takes the numbers collected from utility statements, and turns them into usable insights that customers can relate to and apply to their business needs. Amy's degree from the University of Minnesota-Duluth in Statistical and Actuarial Science prepared her for the job of creating methods of measurement that add value to EnergyPrint customers.

The Value of Macro-Level Performance Metrics

**By Priscilla Koeckeritz
CEO and President**

Macro-level performance metrics, utilizing use and expense data from a building's utility bill, is an accurate, cost-effective way for building owners and managers to find, track and prove energy savings - and all buildings already have this data....[more](#)

Customer Spotlight

First Potomac Realty Trust

First Potomac Realty Trust, one of the leading owners of office and industrial properties in the Greater Washington D.C. region, is a publicly-traded real estate investment trust. Headquartered in Bethesda, Maryland, First Potomac Realty Trust specializes in the ownership, management, development and redevelopment of office and industrial properties.



First Potomac partnered with EnergyPrint to provide a streamlined utility data management service along with a simple and intuitive utility dashboard for fifty of their buildings. Using EnergyPrint will enable First Potomac to better manage energy and water use and expense, and maintain a competitive advantage. With so much time and effort saved by having EnergyPrint take on the task of finding, tracking and verifying energy and water savings, the sustainability team at First Potomac Realty Trust can focus on delivering simple, actionable ideas at the property and portfolio level to keep utility costs as low as possible.

For more information on First Potomac Realty Trust, visit <http://www.first-potomac.com/>.

Referral Network Spotlight

Enviro-Max

Enviro-Max is a leading provider of energy solutions, energy-efficiency projects, energy management systems, and energy supply and risk management in the Indianapolis, Indiana area. They implement innovative technology to deliver comprehensive energy solutions, all while guaranteeing savings.



Enviro-Max also provides turn-key solutions by managing the entire project through the design, engineering, installation and monitoring phases. They will arrange financing as well.

For more information on Enviro-Max, visit <http://www.enviro-max.net/>.

In The News

EnergyPrint is continuously researching industry news and insights with weekly updates to the [News](#) section of our website and frequent [tweets](#).



The American Council for an Energy-Efficient Economy found that energy efficiency is still cheaper than natural gas in their recent white paper. Read more about their white paper [here](#).

In an effort to reduce energy and water consumption, many counties and cities in California launched the nation's largest PACE program, an innovative financing tool that will allow commercial property owners to use municipal bonds for energy upgrades. Read more about the program [here](#).

In response to the Washington D.C. District Benchmarking Regulation, DC Sustainable Energy Utility has created a Benchmarking Help Center to provide assistance with the ENERGY STAR Portfolio Manager. [For more details](#).

The new World Trade Center buildings will include a multitude of sustainable features that maximize energy efficiency, reduce waste and minimize the environmental impact from buildings of this size. [Read more](#).

A Maspeth, New York warehouse recently changed to LED lighting, making it the most energy-efficient building in the United States in terms of watts per square foot used. [Read more](#) about this lighting retrofit.

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