



December 6, 2014

# GMP eHome

## Energy Efficient Home of the Future - Today

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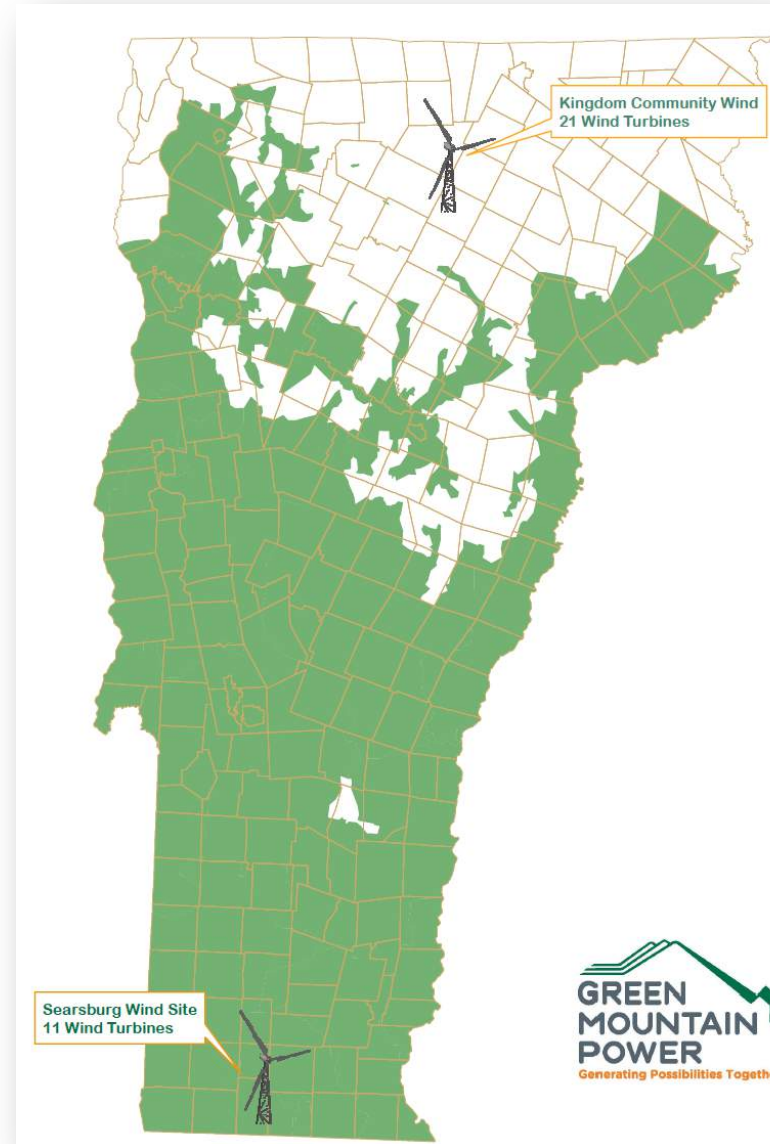
## OVERVIEW OF TODAY'S DISCUSSION

- Who is GMP?
- What is an eHome?
- How Does it Work?
- Discussion



# Who is GMP?

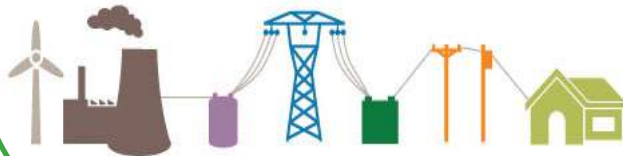
- Vertically integrated Vermont utility
- We serve
  - 260,000 Customers
  - 202 towns covering 7,500 square miles of service territory
- We operate
  - 32 Hydro Plants
  - 6 Peaking Plants
  - 12 Solar Projects
  - 2 Wind Farms
  - 2 100KW Wind Turbines
  - 1 Joint-Owned Biomass Plant (McNeil)
- We maintain
  - 976 miles of transmission lines
  - 11,273 miles of distribution lines
  - 185 substations



# Electricity and Delivery Model is Changing

*Policy and technology are shrinking the distance between supply and demand of electricity.*

## Historical Utility Delivery



**Political and Technological forces**

## Customer Energy Service Providers



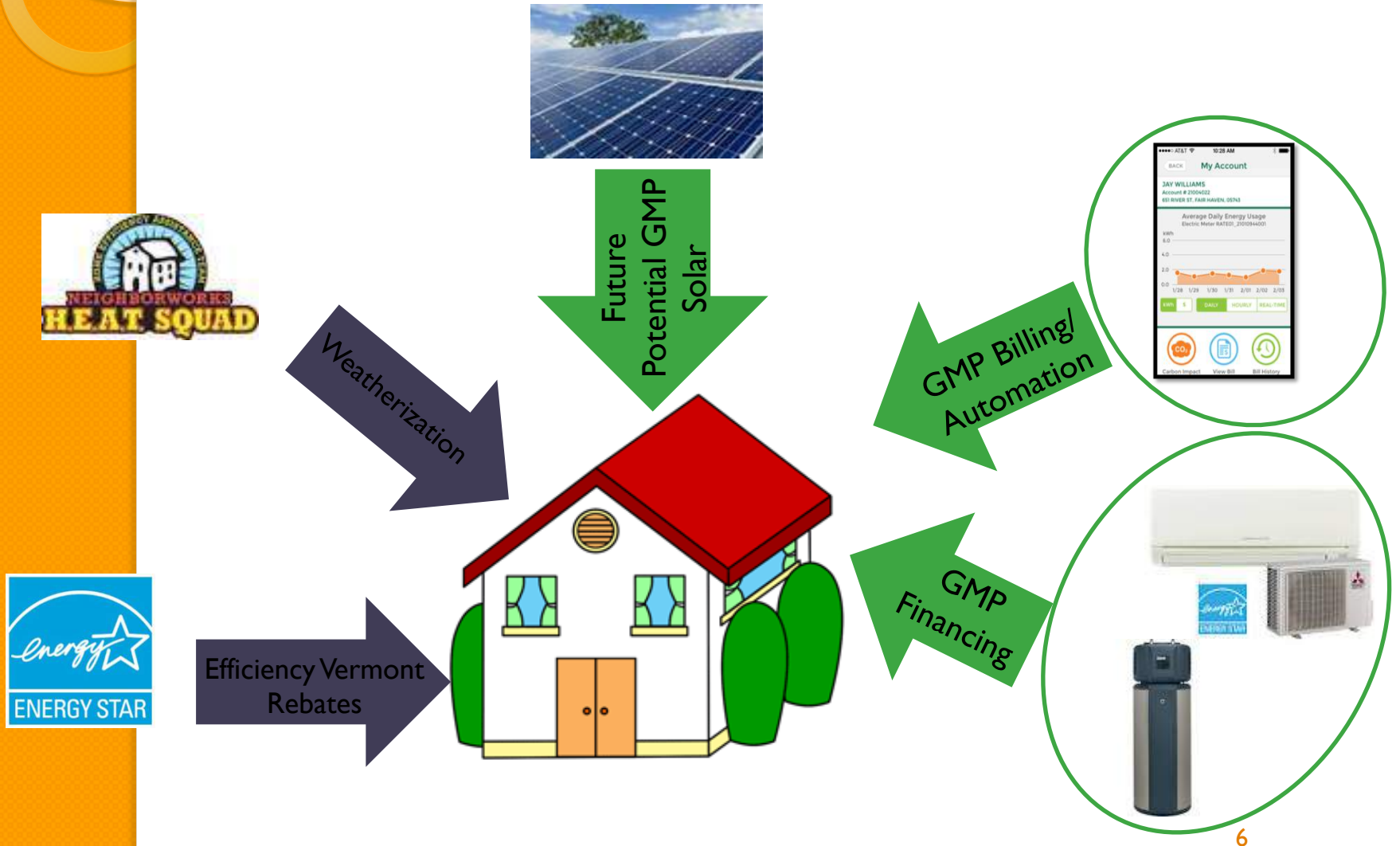
*Traditional utilities are losing customer relationships. The utility of the future should endeavor to provide these services.*

# What's an eHome?

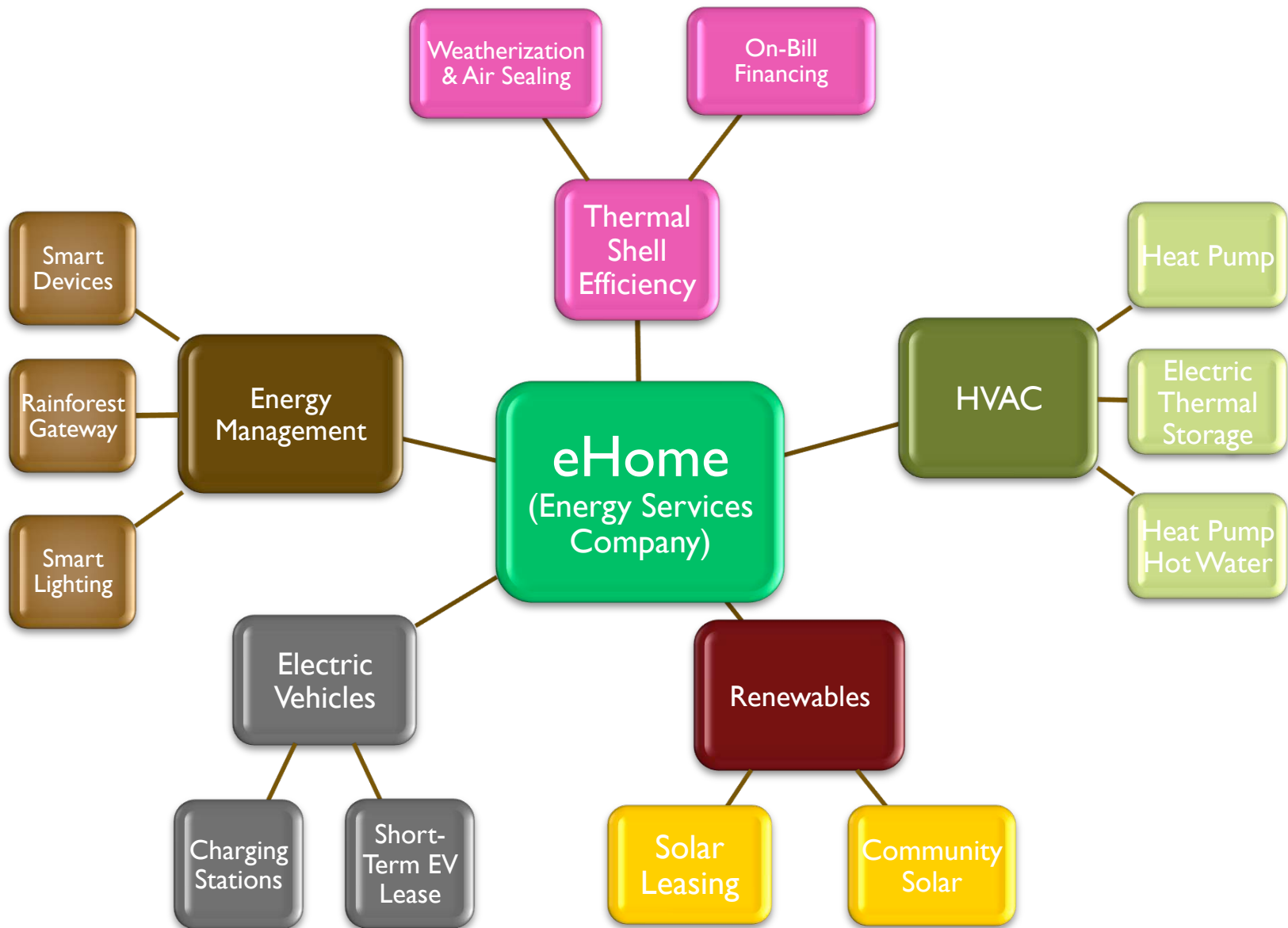
- Home/business owners have many opportunities to save money and energy
- However, there's a major hassle-factor
  - Multitude of products, technologies, applications, service providers
- Enter eHome
  - Bring Energy Efficient Home of Future to Home/Business owners TODAY
  - Holistic approach to addressing entire energy picture
  - Strategically partner with vendors and contractors for a one-stop shopping experience

# Integrated Smart Home/Business

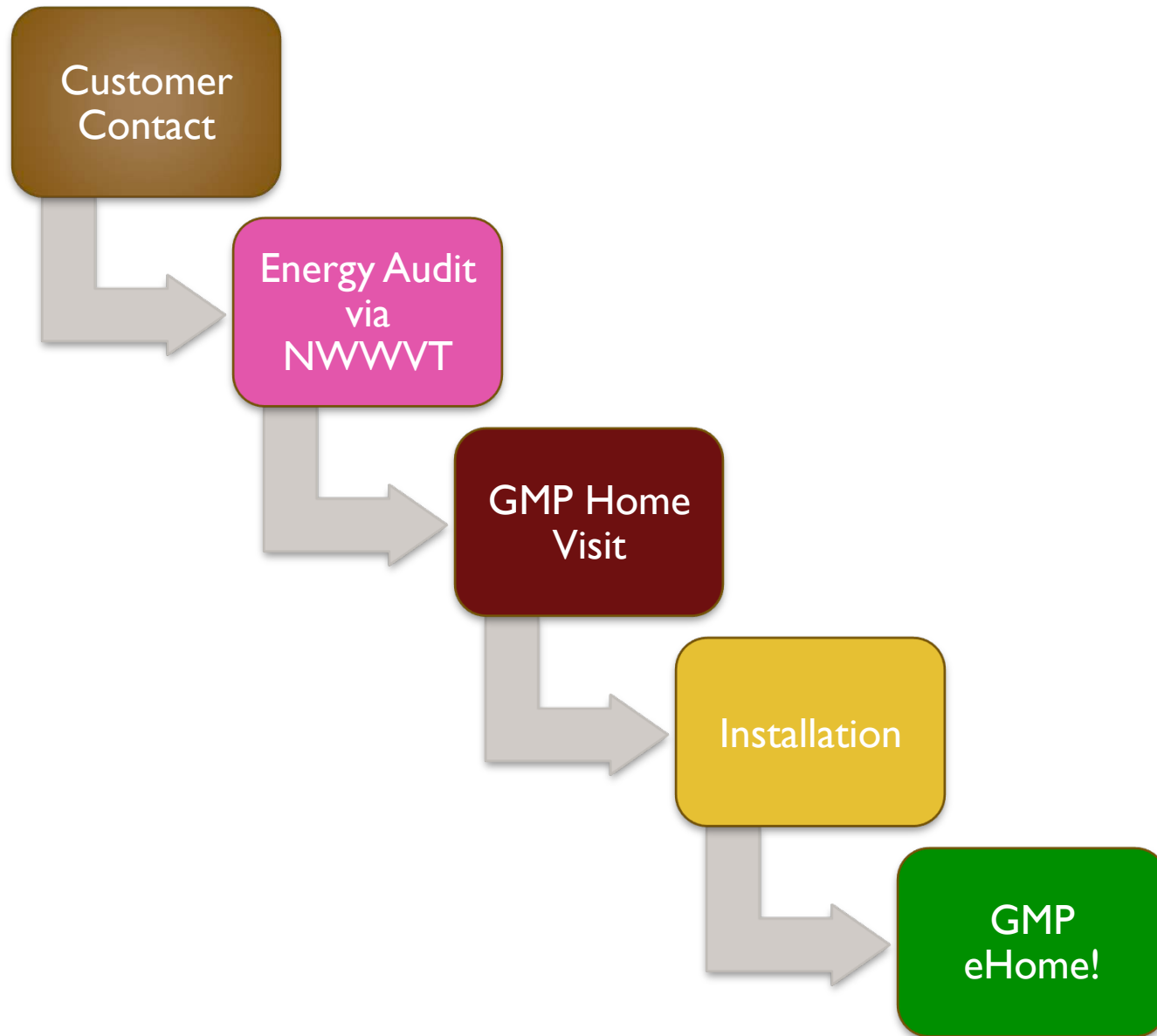
- **Bundle a whole home/business energy solution through key partnerships.**
- **Garner new revenue from equipment financing and partner fees**
- **Create customer “stickiness” through deeper involvement and commitment**



# GMP eHome Unplugged

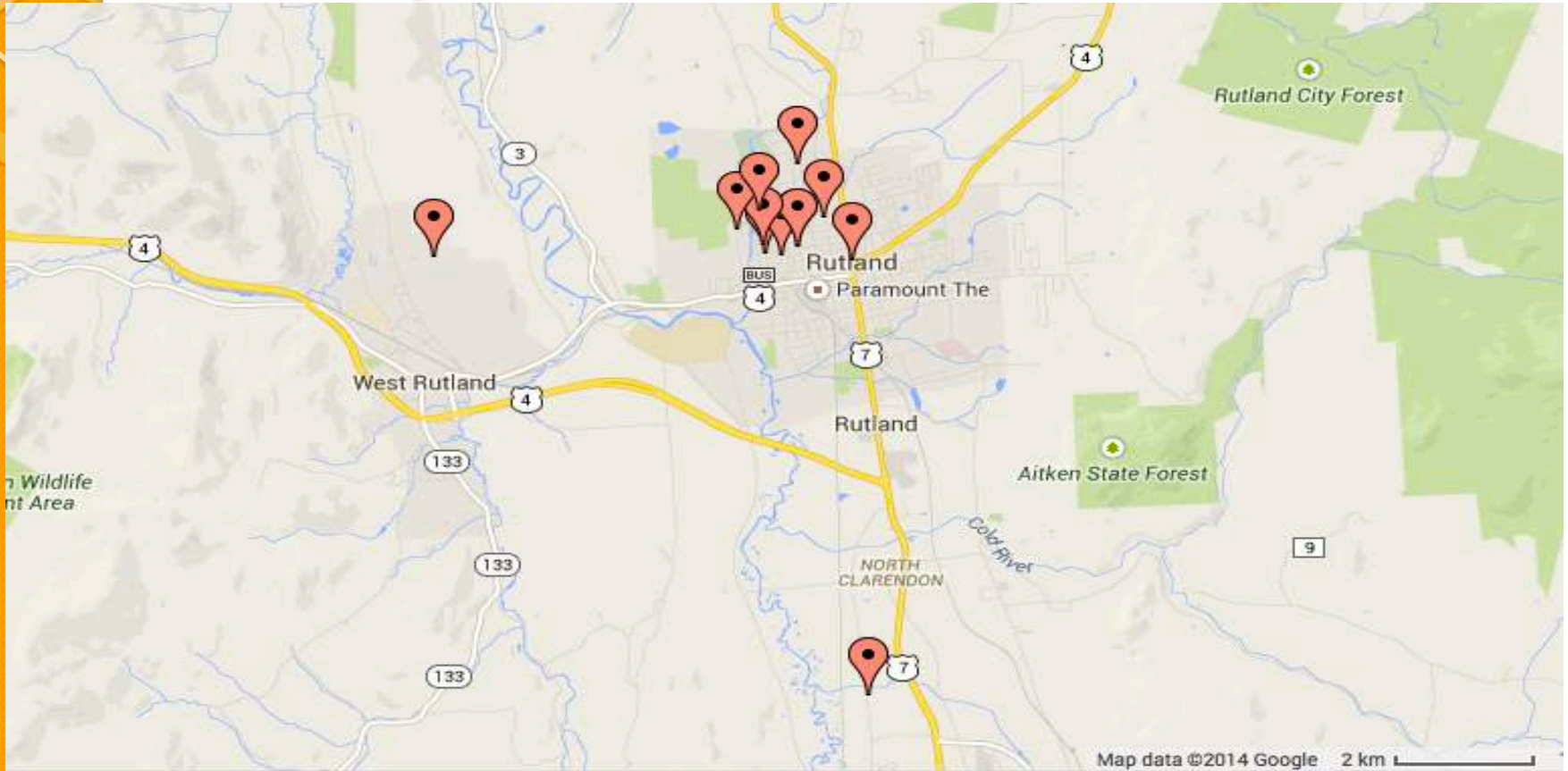


# How Does It Work?





# Completed eHomes



***“I just want to say how warm and comfortable we are all the time now in our home. I think the insulation made a huge difference and the heat pump is a dream. It's because we were led through the process by the energy team that this all happened. We're very grateful.” – Tish Lynch***

# What a Successful eHome Project Looks Like!

Energy  
Home  
of the  
Future





# QUESTIONS

