

NARUC Summer Meeting

NARUC Joint Committees

On

Electricity and Consumer Affairs Panel

On

Electricity Efficiency

July 21, 2008

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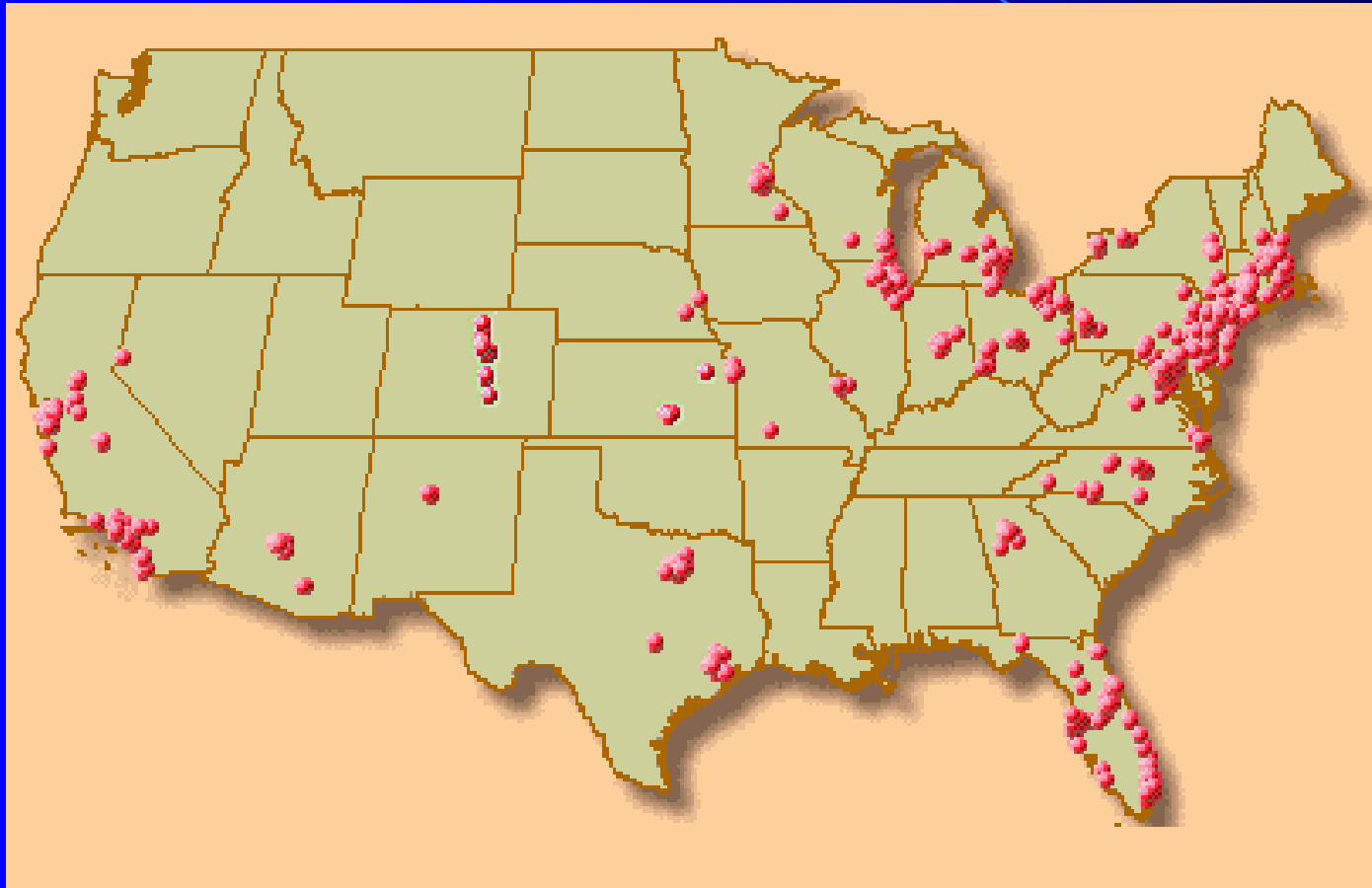


- An Affiliate of Sun Capital Partners, Inc.
- Headquartered in Golden, Colorado
- Over 550 company-owned, fast casual restaurants
- Catering
- Convenient Meal Solutions (CMS)
- Frozen Entrees marketed by H.J. Heinz Company



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BOSTON MARKET LOCATIONS



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Financial Value – Limited Service



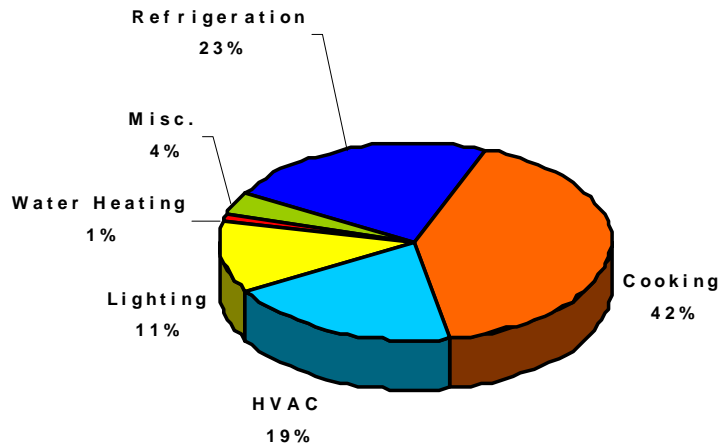
- For the average limited service restaurant, **every dollar saved in energy costs improves profits by as much as increasing sales by \$18.**
- A 10% reduction in energy costs for the average restaurant is equivalent to:
 - ✓ Increasing net profit margin by 4 percent
 - ✓ An additional 7,674 checks
 - ✓ Increasing sales per square foot by \$17

Assumptions:

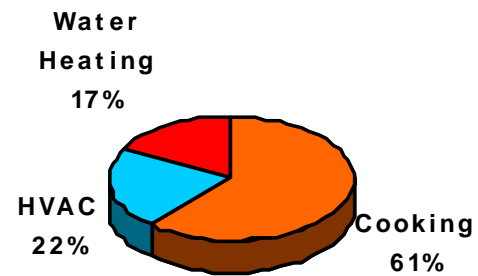
- 1) Income and expense data source NRA 2006/2007 Restaurant Operations Report
- 2) Average Square Footage = 3,000 sq. ft.
- 3) Average Sales per sq. ft. = \$308
- 4) Utility Services = 3.1%
- 5) Average Profit Margin = 5.49%
- 6) Tax Rate = 33%
- 7) Median Average Check Value = \$6.75



Electric Energy Usage



Natural Gas Energy Usage



Energy Efficiency Initiatives

- White Roof
- High Efficiency Rooftop Units
- Make-up air management
- EMS Controls for HVAC and Exterior Lighting
- Hood Controls
- High Efficiency Lighting
- Occupancy Sensors
- Tankless Water Heaters
- Cooking Equipment
- Ice Makers
- Fire-Up Schedule



Served By

- 124 Electric Entities
- 88 Natural Gas Entities
- 7 Propane Entities



REGULATORY OPPORTUNITIES

Energy Efficiency Incentives

- Process is too cumbersome
- Need to increase prescriptive opportunities
- Simplify custom protocols



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U.S. Department of Energy
Energy Efficiency and Renewable Energy

Retailer Energy Alliance

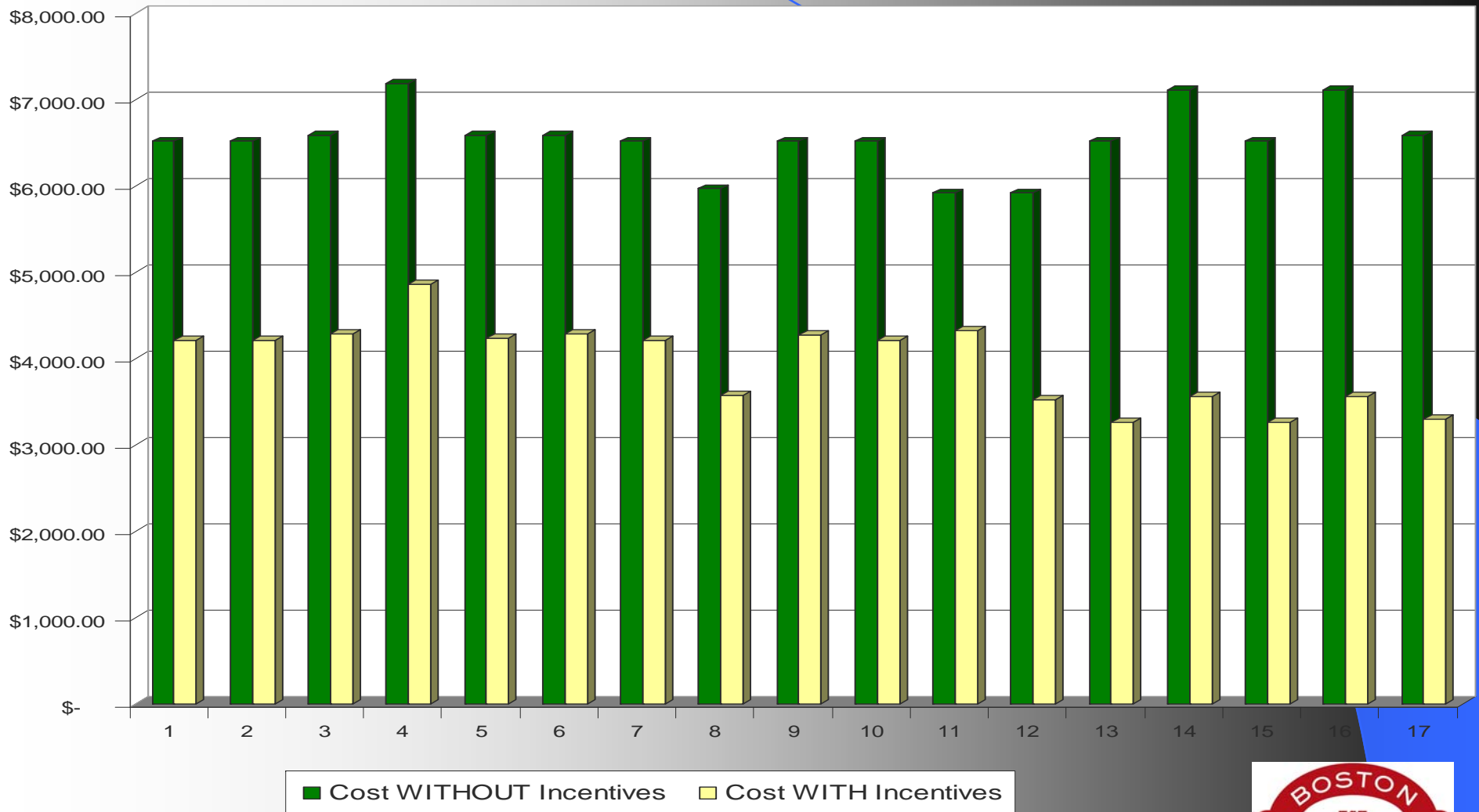
Near Term Opportunities

Library of Proven Technologies – Best
Practices/Demonstration

Source: Retailer Energy Alliance 2008. Supplier Summit, June 5, 2008.



CONNECTICUT EMS INTIATIVE



CONNECTICUT EMS INITIATIVE

Projected Savings of One EMS System

- Annual Savings - 12,783 kWh
- Lifetime Savings - 127,830 kWh

Which is equivalent to

- 65,707 Pounds of coal NOT burned
- 8,448 Gallons of oil NOT burned
- 15 Homes provided with electricity each year
- 260 Pounds of Sulfur Oxides (SO_x) emissions avoided
- 69 Pounds of Nitrogen Oxides (NO_x) emissions avoided
- 140,613 Pounds of Carbon Dioxide (CO₂) emissions avoided



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