

**CALIFORNIA ENERGY COMMISSION**1516 NINTH STREET  
SACRAMENTO, CA 95814-5512Energy Innovation Group, LLC  
Sidney Pelston, Managing Partner  
1545 Wilshire Blvd, Suite 804  
Los Angeles, CA 90017

April 23, 2003

Dear Sid,

This is to express my appreciation for EIG's achievement in administering and marketing the BOMA contract with the California Energy Commission (Commission) to deliver 17 megawatts of peak period electric demand reduction and in helping make the Commission Innovative Program so successful.

Yours was a noteworthy undertaking. You created a partnership with the property management industry, trade associations, individual companies, cities, and energy services companies to communicate to the marketplace and to stimulate interest. Your use of the media, email, fax alerts, direct mail, phone contacts, and speaking engagements created an environment of enthusiasm.

You were able to secure participation of over 350 buildings in the program, encompassing virtually every type business from small buildings with a few hundred dollars in rebate to larger buildings receiving over \$150,000 in rebates. Your outreach brought many participants likely never before involved in rebates and energy programs. Your guidance of the customers in dealing with vendors appears to have greatly contributed to the comfort of many of those that participated in the program. In addition, it appears that you brought in and coordinated the efforts of over 25 suppliers, contractors and energy services companies to provide the products and services to program participants.

Through conversations I have had with many participants you secured, I learned that your integrated program management, facilitation, and comprehensiveness, made it easy for these companies to move ahead and contributed to their recognition of the opportunity and their decision to participate.

Seven case histories of BOMA projects that EIG brought into the program will be placed onto the Commission's website. I found the diversity of so many energy technologies, including lighting, window film, power factor correction, VFDs, CO sensors, energy efficient motors, HVAC upgrades, lighting controls, and thermal storage to be another added value that led to participants taking a more comprehensive approach to energy efficiency, rather than a single measure through a contractor.

The Commission gained participation of over 350 buildings without having to manage 350 separate projects. The reports you provided, and your independent inspections, were extraordinarily accurate. Every building the Commission or its appointed M&V contractors independently inspected, confirmed the accuracy of the information provided by EIG. The Commission secured 17-megawatts demand reduction at a lower overall cost than most program or contracts in which we have engaged.

I hope to work with EIG in the future and again thank you for your contribution in helping to reduce the costs and protect the future reliability of energy supply for the people of the State of California.

Sincerely,

A handwritten signature in black ink, appearing to read "Adel Suleiman".

Adel Suleiman  
Project Manager  
California Energy Commission