

March 8, 2012

**Written Testimony
Of
Schneider Electric, Inc.
In Support of HB 5385: An Act Concerning Energy Retrofits for Certain
Buildings and the Disclosure of the Energy Efficiency of Certain Buildings.**

**Respectfully,
Christopher Bleuher, Business Development Manager for Connecticut**

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centers/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, and efficient, the company's 110,000 plus employees achieved sales of more than \$26 billion in 2010, through an active commitment to help individuals and organizations "Make the most of their energy." www.schneider-electric.us.

As part of Schneider Electric's Energy Solutions group, my responsibilities are in the development of a market presence and customer outreach to the State and local government entities across Connecticut. We currently have offices in Danbury and Rocky Hill as well as a small manufacturing facility in North Haven that produces electrical capacitors.

Our support of HB 5385 is a direct function of the bill's emphasis on the collection of energy data. Energy data by itself is valuable and can be utilized in the decision-making process but it doubles in value when it is used to guide long-range strategic energy planning for communities and corporations. Over the past nine months we have begun to see the implementation of the details of PA 11-80. Part of PA 11-80 endorses and supports the implementation of energy performance contracting as a vehicle for improving the efficiency of residential, state and municipal facilities. Before an energy performance contract or any energy efficiency retrofit can be considered, you need to

know the baseline energy usage for a building. The utility information that would be collected under HB 5385 would be used to create such a baseline and would allow for a comparison between the economic and technological value of different efficiency measures.

By having this energy information available through a system such as the EPA's Energy Star Portfolio Manager, Schneider Electric, or any of the other energy services companies that operate in Connecticut, would benefit through a decrease in the time and resources required to design, develop and implement an energy efficiency project.

HB 5385 takes another step forward in Connecticut's goal of creating an attractive environment for energy businesses to operate in by reducing the barriers to entry.

Thank you.