



2020 UNNY PEX

Congratulations to National Grid's 2020 Upstate New York Project Expeditors

Project Expeditors, or PEXs, are energy efficiency vendors selected by National Grid through a competitive process to participate in a specialized trade ally network. The PEXs install energy efficiency projects for commercial and industrial customers across Upstate New York and leverage National Grid's energy efficiency incentives and financing programs to encourage customers to make energy efficiency upgrades by offsetting the expenses of recommended energy updates.

Since its launch in the fall of 2017, the PEX Program has grown to include 26 firms, welcoming four new participants in 2020 and has led to the launch of a Downstate New York PEX program.

The 2020 awards honored several PEXs who have distinguished themselves in various categories highlighting energy and money savings for customers across upstate, including:

- **Top PEX Gas Producers**—selected based on the total number for gas applications and total annual therms in paid savings
- **Top PEX Electric Producers**—selected based on the total number of electric applications and total annual megawatt-hours in paid savings
- **Lead PEXs**—an honor named once a PEX achieves a total of 1,000 megawatt-hours or 50,000 therms in paid savings for a calendar year
- **2020 PEX Customer Satisfaction Leaders**—reflects the satisfaction National Grid customers have with the services they receive from their PEXs

National Grid is happy to recognize this year's winners who have helped its upstate New York customers achieve more than \$3 million in annual energy savings and have connected customers with \$5.1 million in National Grid incentives to help customers become more energy efficient.

Learn more at ngrid.com/business

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Centrica Business Solutions, Albany, NY

- Gold—2020 PEX Customer Satisfaction Leader
- 2020 Lead PEXs Nominee

Centrica Business Solutions operates across the UK and Ireland, Europe and North America and is at the forefront of the distributed energy market. With price predictability a thing of the past, increasing volatility of supply, and new energy technologies emerging, Centrica provides energy expertise to help customers become economically and environmentally sustainable.

Through acquisitions of market leading energy specialists ENER-G, Panoramic Power, REstore, Vista Solar, CES Energy and SmartWatt, Centrica provides innovative thinking as well as the energy insights, optimization and on-site generation solutions its customers need to achieve their goals.

IntegraLED, Latham, NY

- Silver—Top PEX Electric Producers
- Bronze—2020 PEX Customer Satisfaction Leaders

IntegraLED LLC specializes in the design of cost-saving LED lighting solutions for corporate, municipal, and nonprofit clients. Converting outdated lighting systems over to technologically advanced, more cost- and energy-efficient LED lighting gives its growing roster of satisfied customers a practical and effective way to control operating costs and increase their profit margins.

John W. Danforth Company, Buffalo, NY

- Bronze—Top PEX Gas Producers
- 2020 Lead PEXs Nominee

Danforth is one of the largest Mechanical Contractors in the Northeast regions of the United States and has been providing comfort solutions since 1884. Danforth primarily focuses on Heating, Ventilation, Air Conditioning, Refrigeration, and Plumbing Systems for Industrial and Commercial Markets, including Industrial, Healthcare, Higher Education, K-12 Schools, Municipal, and Commercial office buildings.

Danforth is headquartered in Buffalo, NY and has regional operations in Rochester, Syracuse, Albany and the Hudson Valley

in New York, and Columbus, Ohio. The company works collaboratively with its union labor partners including the United Association of Plumbers and Pipefitters, the Sheet Metal, Air, Rail and Transportation (SMART) Workers, and several other labor partners across many local union jurisdictions throughout the northeast and beyond.

Power Management, Rochester, NY

- 2020 Lead PEXs Nominee

Power Management provides energy management and sustainability services to a diversified customer base. Founded in 1997, Power Management currently manages over 24,000 commercial and industrial utility meters throughout North America. We take energy management to a higher level through a process that includes comprehensive research, recommendation and implementation.

New in 2020, National Grid recognized the 2020 PEX Collaborator Leaders, honoring the importance of the collaboration between National Grid sales representatives, technical representatives and PEXs. This year's winners included:

- Lisa Diffenback, National Grid Eastern New York Senior Sales Representative
- James Marchione, National Grid Eastern New York Senior Engineer

As one of the largest energy companies in the northeast, National Grid plays a vital role in connecting millions of people to the energy they use and rely upon every day. The company's Net Zero Plan is aimed at achieving Net Zero by 2050, including emissions from the delivery of natural gas and electricity to customers. The plan builds on the company's Responsible Business Charter, which established National Grid's commitments to the environment, employees, customers and communities. In upstate New York, over the past three years, National Grid has spent nearly \$15 million on incentives for a variety of energy efficiency projects that have saved nearly 964,000 megawatt hours of electricity and 2.1 million dekatherms of natural gas.

PRES Energy, Buffalo, NY

- Silver—Top PEX Gas Producers
- Bronze—Top PEX Electric Producers

PRES is an Implementation Contractor and is a STARK Tech Group company

that focuses on energy related infrastructure projects to numerous private and public sector clients. Its talented and diverse team of Engineering, Construction, Energy, and Facilities Management Professionals; average over 20 years in the business. With an established operations engine, PRES is designed to operate on a local or national basis to meet the needs of its customers.

RISE Engineering, Albany, NY

- Gold—Top PEX Electric Producer

RISE Engineering works with utilities and other energy program sponsors to offer energy users comprehensive efficiency services that reduce their environmental footprint and operating expenses.

A pioneer in turnkey energy-efficiency services, RISE Engineering helps residential, commercial, industrial, and government-sector energy users reduce their environmental footprint and operating expenses. The core elements of these services are identifying energy-efficiency improvements, installing appropriate measures and helping to make those measures affordable.

Trojan Energy Systems, Troy, NY

- Gold—Top PEX Gas Producers
- Silver—2020 PEX Customer Satisfaction Leaders
- 2020 Lead PEXs Nominee

Trojan Energy Systems was incorporated in August 1991 and today employs more than 20 full-time and part-time staff in the sale and service of commercial and industrial boilers. Located in Troy, New York, Trojan Energy Systems has more than 6,000 square feet of warehouse, a fully-stocked inventory of parts, general office space, customer parking, and state-of-the-art training room.

With more than 125 years of combined experience, Trojan Energy Systems is prepared to handle any combustion project, from small commercial boiler service work to large industrial boiler installations and annual preventative service contracts, and provides 24-hour emergency service 365 days a year.

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