

# Welcome to Today's Webinar

## Utility Cost Control Strategies during COVID-19:

*A Peer-sharing Discussion for NC Hospitality and Tourism*

May 7, 2020

9:30 – 10:45 am EDT

Presented by the  
Division of Environmental Assistance and Customer Service,  
NC Department of Environmental Quality

# Event Hosted By



*Special thanks to all our North Carolina tourism stakeholders.*

# Today's Agenda



- Welcome, Logistics
- Four Panelist Presentation (35 minutes)
- Q&A Session & Discussion (20 minutes)
- Resources

# Webinar Housekeeping & Questions

- Technical Difficulties:
- Audio Issues? Use your Phone
  - United States: +1 (914) 614-3221
  - Access Code: 852-599-820
  - Webinar ID: 514-812-083
- Resource Slides and Recording:
- **How to Ask Questions**: Use the Questions Tool on your GoToWebinar menu to type in your questions.
- Questions will be addressed during the Q&A Session.

# Today's Panelists

## **Seth Gross**

Owner

Bull City Burger and Brewery,  
Pompieri Pizza & Bull City Solera and Taproom,  
Durham, NC

## **Bryan Lach**

Director of Purchasing

Washington Duke Inn and Golf Club  
Durham, NC

## **Brian Postelle**

Communications Manager

NC Aquarium on Roanoke Island  
Manteo, NC

## **Adonai Colon**

Business Energy Advisor  
Duke Energy

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# THE PIE PAN RESTAURANT FAMILY

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Two vertical lines extending downwards from the bottom horizontal line, one on the left and one on the right.

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# OUR THREE RESTAURANTS

B-Corp Certified

City of Durham Gold Level for Sustainability

It's part of our DNA to make decisions by

- People
- Planet
- then Profit



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## Core Values & Impact

- › Each restaurant has core values we use as our guides to making decisions
  - › All restaurant core values include:
    - › Making everything from scratch
    - › Use as local ingredients as possible
    - › Only pasture-raised meats
  - › Make sustainable decisions vs. cost decisions
  - › Be good stewards of our environment
  - › Improve the community leading by example
  - › Teach our customers and employees about food systems
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# DURING COVID -19

Saving utility costs

**Immediately shut down all electrical items not necessary**

**Consolidate refrigeration**

**Run gas appliances at a minimum**

**Turn off lights**

**Changed AC programming**

**Turn off bar dish machines**

**Cut slowest moving menu items**

**Cut least profitable menu items**

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**WE MAKE PEOPLE HAPPY  
THROUGH FOOD. WE TEACH  
THROUGH FOOD. WE SUSTAIN  
OUR COMMUNITY THROUGH  
FOOD**

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Washington Duke  
Inn & Golf Club®



JB DUKE  
HOTEL

Bryan Lach,  
Area Director of Purchasing



NORTH CAROLINA  
AQUARIUM  
Roanoke Island

Brian Postelle  
Communications Coordinator  
North Carolina Aquarium,  
Roanoke Island  
[brian.postelle@ncaquariums.com](mailto:brian.postelle@ncaquariums.com)

WELCOME TO THE NORTH CAROLINA  
AQUARIUM  
On Roanoke Island





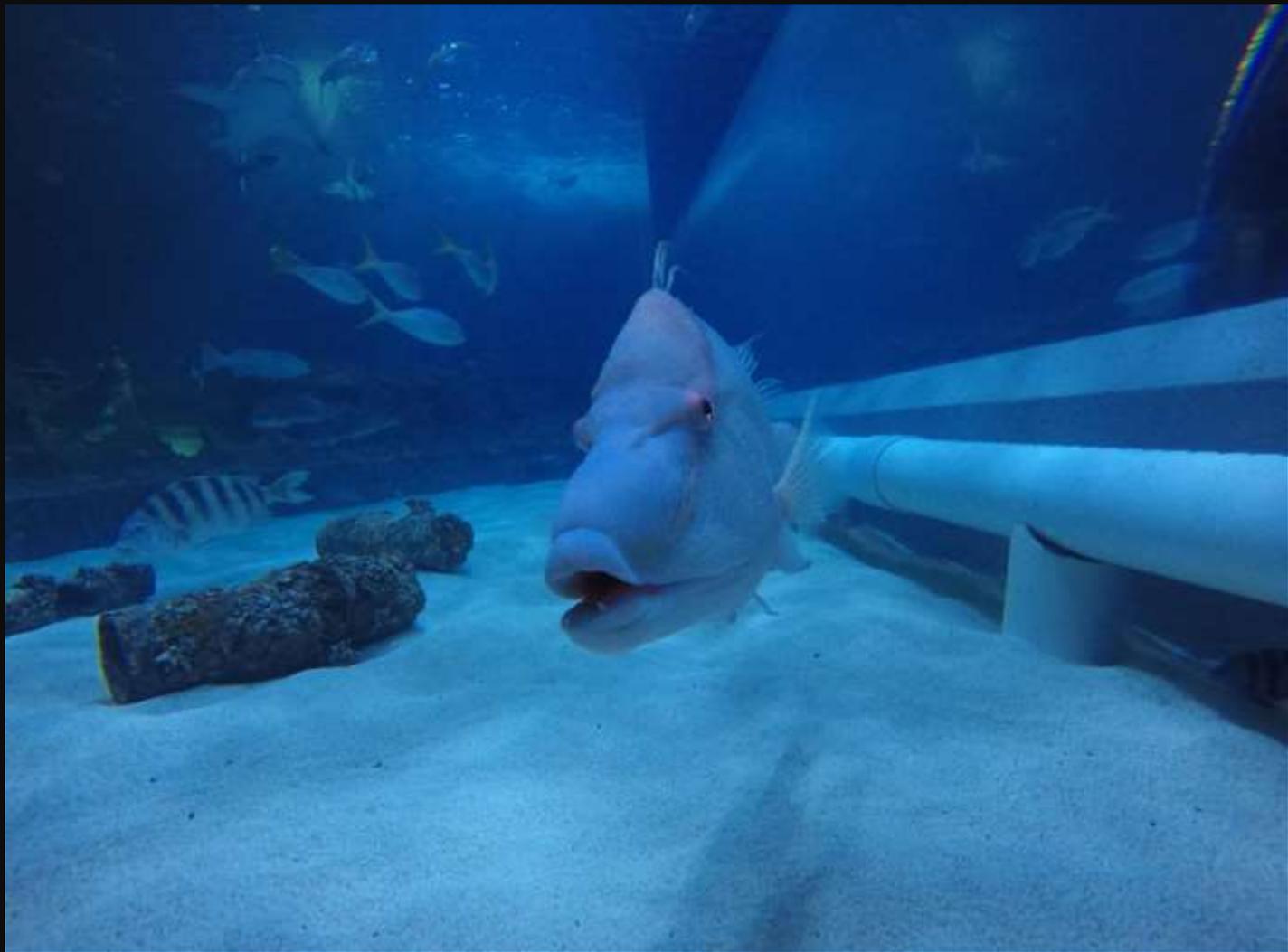
















North Carolina  
**AQUARIUM**  
Roanoke Island



# NC Green Travel Energy Solutions Meeting

WORKING TOGETHER TO BETTER SERVE AND SUPPORT OUR COMMUNITY



# Business Energy Advisor

A promotional banner for Business Energy Advisor. The top half features a smiling woman on a mobile phone. The text "Business Energy Advisor" is overlaid on the left. Below it is the tagline "Your guide to help save on energy costs." The bottom half of the banner is white and contains the text "Let's work together as you manage your energy expenses." followed by a paragraph of smaller text.

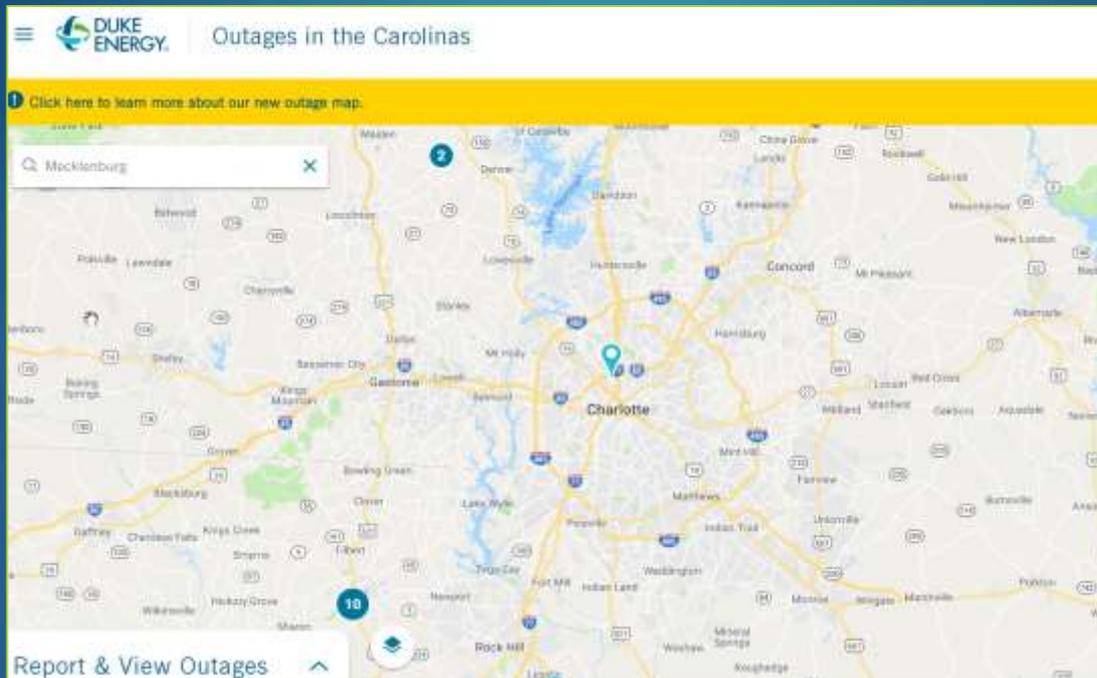
## Business Energy Advisor

Your guide to help save on energy costs.

Let's work together as you manage  
your energy expenses.

Discover tips to help make your business more profitable with a free energy consultation. Ready to start now? Call 800.976.9146 or use the Contact Me link below. One of our Business Energy Advisors will contact you within three to five business days.

# New Outage Map



## Outages

- ▶ New Proactive outage alert
- ▶ Smart meters
- ▶ Virtual Meter status check



# More New Features

- ▶ Usage Alerts
- ▶ High Bill Alerts
- ▶ Pick your own Due Date
- ▶ Payment Confirmation



# What to look for on your bill



COMPANY  
0000 STREET

Account Number: 000000000  
Verification Code: 0  
Bill Date: 06/21/2014  
Current Charges Past Due After: 06/07/2014

Service From: APR 23 to MAY 23 (30 Days)      Your next scheduled meter reading will occur between: JUN 22 and JUN 27

PREVIOUS BILL AMOUNT	PAYMENTS (-)	NEW CHARGES (+)	ADJUSTMENTS (+ OR -)	AMOUNT DUE (-)
\$1,823.87	-\$1,823.87	\$4,318.97	\$0.00	\$4,318.97

METER NUMBER	METER READINGS PREVIOUS	METER READINGS PRESENT	MULTIPLIER	TOTAL USAGE	RATE SCHEDULE DESCRIPTION	AMOUNT
000000	0.00	0.31	380	112 KW	LOS-Large General Service	
	170	317	380	112 KW	Actual Demand	
				67,920 kWh	Billing Demand	4,026.42
					Electricity Usage	262.55
					Sales Tax	
<b>Amount Due</b>						<b>4,318.97</b>

Electricity Usage	This Month	Last Year
Total kWh	52,920	N/A
Days	30	N/A
Avg kWh per Day	1,764	N/A
Avg Cost per Day	\$134.65	N/A

Our records indicate your telephone number is 000-000-0000. If this is incorrect, please follow the instructions on the back of the bill.

A late payment charge of 1.5% will be added to any past due utility balances not paid within 25 days of the bill date.

**Duke Energy offers a green power choice for customers**

Make a contribution to the solution and support a cleaner environment with solar or wind power for as little as \$4 a month. All contributions are tax-free and tax-deductible. Find out how at [www.duke-energy.com/gpac](http://www.duke-energy.com/gpac) or call 1-800-943-7585.

For Correspondence: PD BOX 1090 CHARLOTTE NC 28203-1090  
DUKE PHONE: 800-653-5307 [www.duke-energy.com](http://www.duke-energy.com)

RETURN THIS PORTION WITH YOUR PAYMENT TO THE ADDRESS BELOW. THANK YOU FOR YOUR BUSINESS.

06/21/14  
381

082345 2 AT 0.637 \*\*8020

COMPANY  
0000 STREET  
CITY ST 00000-0000

Account Number: 000000000  
Verification Code: 0  
Amount Due: \$4,318.97  
Current Charges Past Due After: 06/07/2014



# Duke Energy Savings Store



EnergyWise®  
Business >

You have enough to do. Our FREE Wi-Fi thermostat can help.

# Energy Wise

# Energy Efficient Rebates and Incentives

- ▶ Available online
- ▶ Only available to customers on EE Rate
- ▶ Rebates help offset the cost



# Energy Efficient Solutions

## Energy Efficiency Solutions



### Energy Assessments >

Professional engineering studies that identify energy conservation measures and assist in lowering energy costs.



### Energy Design Assistance >

Discover options for energy-efficient equipment during the early stages of building design.

# Other Energy Services

- ▶ Outdoor Lighting
- ▶ Back Up Generation
- ▶ EV-Charging
- ▶ Power Quality
- ▶ Interior Lighting
- ▶ We can provide these products and services with no upfront capital



A banner image showing a close-up of solar panels under a bright sky. The text 'Renewable Energy' is centered in white, with the tagline 'Our commitment to a sustainable future.' below it.

## Renewable Energy

Our commitment to a sustainable future.

### Solar Rebates >

If you'd like to install solar panels at your business, Duke Energy's Solar Rebates will help defray some of the upfront cost associated with installation.

### NC Shared Solar >

If you cannot or do not wish to have solar panels at your house, Shared Solar will allow you to subscribe to the power made from a centralized array developed or acquired by Duke Energy.

### NC GreenPower >

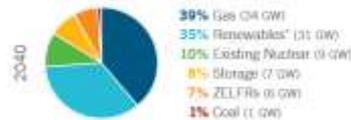
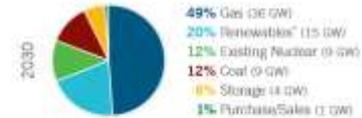
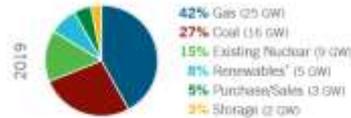
Let's keep our state green together by using electricity produced from resources – like the sun, wind, water and more – that do not pollute our environment.

### NC Green Source Advantage >

If you're looking for ways to satisfy your sustainability goals, Green Source Advantage gives you flexible options to secure solar or other renewable energy.

# Green Energy

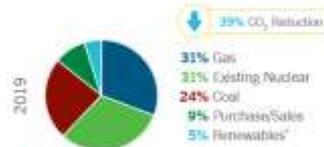
Duke Energy Regulated Generating Capacity, GW



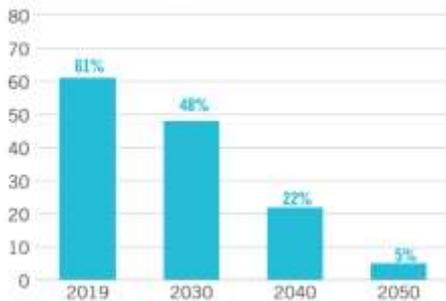
\*Renewables include hydro, wind, solar, landfill gas, biomass, etc.

The following charts show the company's 2019 actual regulated electric utility generation (energy) mix and potential 2030, 2040 and 2050 generation mixes (megawatt-hours) under a net-zero carbon scenario analysis.

Duke Energy Regulated Generation, MWh



Percent of 2005 CO<sub>2</sub> Emissions



# Shared Savings

## THE DIRECT EFFICIENCY DIFFERENCE

- ✓ No Upfront Cost
- ✓ Turnkey Project Management
- ✓ Customized Maintenance
  - ✓ Metered Savings
  - ✓ Aligned Incentives





Thank you all for your time.



# Q & A | Discussion

## Panelist Team and Contacts:

### **Seth Gross**

Owner  
Bull City Burger and Brewery and Pompieri  
Pizza & Bull City Solera and Taproom  
Durham NC

### **Bryan Lach**

Director of Purchasing  
Washington Duke Inn and Golf Club  
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919.313.2169  
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### **Brian Postelle**

Communications Coordinator  
NC Aquarium on Roanoke Island  
[brian.postelle@ncaquariums.com](mailto:brian.postelle@ncaquariums.com)

### Session Moderator

#### **Terry Albrecht, PE, CEM**

Waste Reduction Partners, DEACS/LOSRC  
[828 251-7475](tel:828-251-7475)  
[Terry.Albrecht@ncdenr.gov](mailto:Terry.Albrecht@ncdenr.gov)

### Q&A Moderator

#### **Scott Fister**

Division of Environmental Assistance and  
Customer Services  
NCDEQ  
[Scott.Fister@ncdenr.gov](mailto:Scott.Fister@ncdenr.gov)

#### **Adonai Colon**

Business Energy Advisor  
Duke Energy  
Charlotte, NC  
[919-600-3521](tel:919-600-3521)  
[Adonai.Colon@duke-energy.com](mailto:Adonai.Colon@duke-energy.com)



- **The NC GreenTravel Initiative is North Carolina's program to recognize hospitality and tourism businesses for their environmental stewardship, and provide no-cost technical assistance to help those businesses become more effective stewards of the environment.**
- **Businesses can apply for a free listing as a recognized green destination at: [www.ncgreentravel.org/](http://www.ncgreentravel.org/)**

*Dedicated to greening the tourism industry*



- **The NC GreenTravel website is designed so consumers can select from a list of recognized sustainable destinations when planning their travels.**
- **For information and assistance, contact:  
Tom Rhodes at (919) 707-8140 or email  
[Tom.Rhodes@ncdenr.gov](mailto:Tom.Rhodes@ncdenr.gov)**

# Waste Reduction Partners

- Provides on-site consulting services using a team of 40 retired engineers and scientists
- Assists NC businesses and institutions to improve environmental and energy management
- Identifies efficiency techniques that save money
- Non-regulatory, no cost
- Client cost savings since 2015: \$22.6 Million
- Client energy savings since 2015: 1.1 Trillion BTUs
- [COVID-19 Response: Utility Management Resources](#)



**For services, contact:** Terry Albrecht, (828) 251-7475 [Talbrecht@wrpnc.org](mailto:Talbrecht@wrpnc.org)  
Or “initiate a project” at [www.WasteReductionPartners.org](http://www.WasteReductionPartners.org)



# Need Help?

## Technical Assistance through Programs of the NCDEQ

Terry Albrecht, PE, CEM  
Waste Reduction Partners, NCDEACS/LOSRC  
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828.251.7475

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919.707.8131

Tom Rhodes  
NC GreenTravel Manager, NCDEACS  
[Tom.Rhodes@ncdenr.gov](mailto:Tom.Rhodes@ncdenr.gov)  
919.707.8140

## Duke Energy Resource

**Adonai Colon**  
**Business Energy Advisor Carolinas**  
400 S. Tryon Charlotte, NC 28202  
☎ 704-382-3084 | 📞 919-600-3521



# Thanks for Attending

Watch for a follow-up e-mail with a link to the event recording and other resources