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## 'Too good to be true' Norway to implement energy conservation program

By PETE FRECCHIO, Staff Writer

NORWAY — A chance conversation between Norway City Manager Ray Anderson and State Rep. Tom Casperson, R-Escanaba, has led to the city and an Escanaba firm to team up to find ways to save the city money.

The partnership was announced Wednesday at the Norway City Hall by Anderson and Ron Lindberg, president of E2P2 Solutions of Escanaba.

"About a year ago, I was down in Lansing speaking to Rep. Casperson on a variety of topics, and Rep. Casperson asked me if we (the city of Norway) were looking at any type of energy efficiency projects," Anderson said.

"Rep. Casperson noted there was a new program being looked at on the state level and he wanted to know if we were interested in finding out more about it. I said, 'Sure, I'm interested in looking into any programs that can help us save money,'" Anderson said.

Casperson soon had Anderson and Lindberg talking about the possibility of the city and E2P2 Solutions working together.

Almost a year after their initial meeting, an agreement between the city and E2P2 Solutions has been announced.

A key part of the program is that no new money is used to pay for the E2P2 Solutions' services.

Payments are made from money saved through energy reduction costs. It's money that was already budgeted for energy expenditures, officials said.

The energy efficiency project will cost the city \$616,000 in facility upgrades that will be paid for from annual energy savings of approximately \$88,000 a

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year.

"Some may think this is a program that is too good to be true, but in fact, it is that good, and we are very excited to be a part of it," said Anderson.

In the last three years, E2P2 Solutions has worked with 20 municipalities and school districts in the Upper Peninsula to help them save more than \$300,000 annually by becoming more energy efficient.

Lindberg explained how his company works.

"E2P2 Solutions Inc. is an energy services provider consultant, bringing forth many sources of technology and expertise to provide energy saving solutions, estimated costs and estimated savings," he said. "Once projects are approved, E2P2 Solutions gets contractors' quotes, secures funding, oversees the project to completion and provides energy management to verify the savings are exceeding expectations."

Lindberg thanked all who had help this program succeed including federal, state and local officials.

"The city of Norway management and City Council are to be commended for their forward thinking in taking advantage of a program that upgrades and improves facilities, reduces energy consumption and pollution and at the same time reducing the cost of operating the city," said Lindberg.

In addition to saving money, the program will also reduce pollution, improve facilities, and provide local employment and business opportunities, he said.

One of the first projects to be targeted is the replacement of old water meters with more high-tech water meters that can be read by remote control and will give the city a more accurate reading of actual water usage.

Other ideas include changing to more efficient lighting and upgrading city heating systems.

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