



**PAY LESS. USE LESS. SAVE MORE!**

# **COSE ENERGY SOLUTIONS**

ENERGY EFFICIENCY + SUSTAINABILITY + UTILITY SAVINGS

Energy efficiency is not only our responsibility — it's also good business. And now that Ohio has established strong new standards that will result in surcharges appearing on utility bills, COSE has designed a suite of opportunities to help businesses of any size meet mandates and better manage costs.

**ENERGY SAVINGS START HERE: [COSE.ORG/ENERGY](http://COSE.ORG/ENERGY)**

# ENERGY CONSULTATION AND PROGRAMS

Since energy is undoubtedly one of your largest expenses, COSE has developed a series of programs to help you better manage those costs:



**UTILITY REBATE PROGRAMS** Improve your ROI and lower your payback period when making energy efficiency upgrades.



**LIGHTING RETROFIT PROGRAM** Customized, turnkey lighting solutions from experienced lighting partners.



**ENERGY EFFICIENCY PROGRAM** Identify opportunities to reduce long-term costs through cost-effective improvements.



**NATURAL GAS PROGRAM** Reduce natural gas costs for your business and your employees through Integrys Energy Services.



**ELECTRIC PROGRAM** Gain access to generation savings for commercial and residential accounts through FirstEnergy Solutions. Employees are also eligible for discounts.



**GREEN PLUS™ CERTIFICATION** Improve performance and operational efficiency through sustainability.



**ENERGY RESOURCE GUIDE** Online tool where you'll find case studies, checklists and resources that'll get you started on an energy efficiency plan today.



**DSE2 RIDER CONSULTATION** The FirstEnergy DSE2 Rider is an additional cost for each kWh of electricity consumed by non-residential customers in order to recover the costs associated with peak demand reduction and energy efficiency programs. The fee can be avoided by large energy users demonstrating implementation of qualifying energy efficiency projects, including customer-sited renewables, demand response and peak demand reduction programs, as well as energy efficiency programs.

## How Do We Do It?

COSE is the small business administrator for FirstEnergy in Northeast Ohio, which means we work with both FirstEnergy and the Public Utilities Commission of Ohio to represent the interests of all the region's businesses.

So we're uniquely positioned to connect your business with energy efficiency specialists that can help you reduce energy costs, qualify for rebates and incentives, as well as mitigate surcharges.

## Save on Your Utility Bills

COSE has relationships with the following providers that allow you and your employees to save both in the office and at home.

### NATURAL GAS

Our partner provides members with competitive prices, reliable service and unprecedented rate options. Best of all, you'll get a price match guarantee, meaning if you find a lower, publicly offered annual fixed rate during your term, Integrys Energy Services will match it or allow you out of your contract, at no cost. All new enrollments are eligible for referral rewards.

You can also take advantage of an eco-friendly renewable natural gas option through Ecovations.

[cose.org/naturalgas](http://cose.org/naturalgas)



### ELECTRIC

Our partner offers great savings on electric generation costs for all COSE member businesses and their employees, providing excellent rates and long-term price certainty.

[cose.org/electric](http://cose.org/electric)



FOR MORE INFORMATION  
OR TO ENROLL VISIT  
[COSE.ORG/ENERGY](http://COSE.ORG/ENERGY) OR  
CALL 216.592.2338.



## LIGHTING RETROFIT PROGRAM

For a fast payback that does your conscience and bottom line good, COSE will match your business with one of our lighting partners to perform a thorough lighting audit of your business and provide you with detailed information on:

- Energy cost savings and rebates from the project
- Environmental benefits of the retrofit
- Estimated timeframe for payback

### Here's how the rebate program works:

Rebates are not capped but the limit cannot be greater than the total cost of the project, including labor.

The timing couldn't be better as 2012 brings the phase-out of antiquated commercial T12 (fluorescent tube lights that are twelve-eighths of an inch across). Incandescent bulbs are not banned, but they must be more efficient in order to comply with legislation mandating that by 2014 those bulbs show an efficiency improvement of at least 25 percent compared to 2007 numbers. (This is thanks to the Energy Independence and Security Act of 2007).

### The good news:

Since COSE is a designated administrator of the FirstEnergy Commercial Incentive Programs, we can assist you with the application process for pre-approval of all projects with a total rebate value of \$3,000 or more.

- Lighting accounts for up to 50 percent of your energy use in a commercial space.
- Retrofits typically have payback periods of less than three years and reduce electric consumption by more than one-third.

[cose.org/energyrebates](http://cose.org/energyrebates)



### Q: What's Green Plus™?



A: Since most businesses don't have a huge energy efficiency or sustainability budget, Green Plus™ can provide you with the resources you need to become more profitable through practical business improvement processes.

### Q: What are Green Plus™ Benefits?

A: The benefits are education, a national directory, referrals, public recognition and the opportunity to become a Green Plus certified champion.

### Q: I'm a contractor, how does this help me?

A: You can get a two percent bid discount when pursuing contracts with the City of Cleveland as a local sustainable business.

[gogreenplus.org/cleveland](http://gogreenplus.org/cleveland)

## Quick Ways to Become Energy Efficient

1. Work with COSE's Energy Team to conduct a comprehensive energy assesment to manage rising energy costs.
2. Consider LED (Light Emitting Diode) lighting. LEDs are becoming more common for can, track, under-cabinet and holiday lighting. Initial cost is more, but the lights use 10 times less energy and last 50 times longer than incandescent lights.
3. Ensure only dusk-to-dawn operation of your outdoor lights, control your fixtures with a photocell or a timer.
4. Seal the leaks and cracks—it's estimated that the average facility has enough gaps to equal a two square-foot hole.
5. Set your computer to the hibernate, sleep or energy-saver setting. If you don't, you'll spend more than three times the cost of running your microwave on high for an hour and a half a day for a full year.
6. Leave your wi-fi router off at night since it uses six times as much energy as your computer monitor on standby.
7. Flip power strips off because an office with at least 10 laser printers, 100 computers, monitors and speaker systems will save \$53,280 each year.

*"I took advantage of a complimentary energy audit through COSE and realized not only how I could achieve brighter light for my technicians, I also learned that heat was escaping through the perimeter of my building and that the refrigerator and hot water heaters were past their prime. It helped me make smart investment decisions and save nearly \$5,000 in energy costs each year."*

-Marlene Herman, AAMCO Transimission & Total Car Care



YOU

WORKERS' COMP CLAIM

## Even if you see it coming, it's what you can't see that can really hurt your business. But COSE can help.

Until you've experienced a workers' compensation claim first hand, it's hard to understand how disruptive and complex the whole process can be. But COSE has the knowledge and expertise to navigate you through any complicated workers' comp claim. With more than 70 years of collective experience, COSE's team gives you the high level of expert claims management experience and service that will have you prepared for anything.

**Don't get surprised by complicated workers' comp claims. Get a FREE quote from COSE Compensation Services: Contact us at 216.539.5181 or visit [cose.org/ac3](http://cose.org/ac3).**

**Browse our FAQs at [cose.org/wcFAQs](http://cose.org/wcFAQs).**

**NEOSC**  
NORTHEAST OHIO SAFETY COUNCIL

**COSE**  
Council of Smaller Enterprises