

Georgia Power

New Brand, New Products,
Same Great Service



GPC ET On Road Overview – July 2017

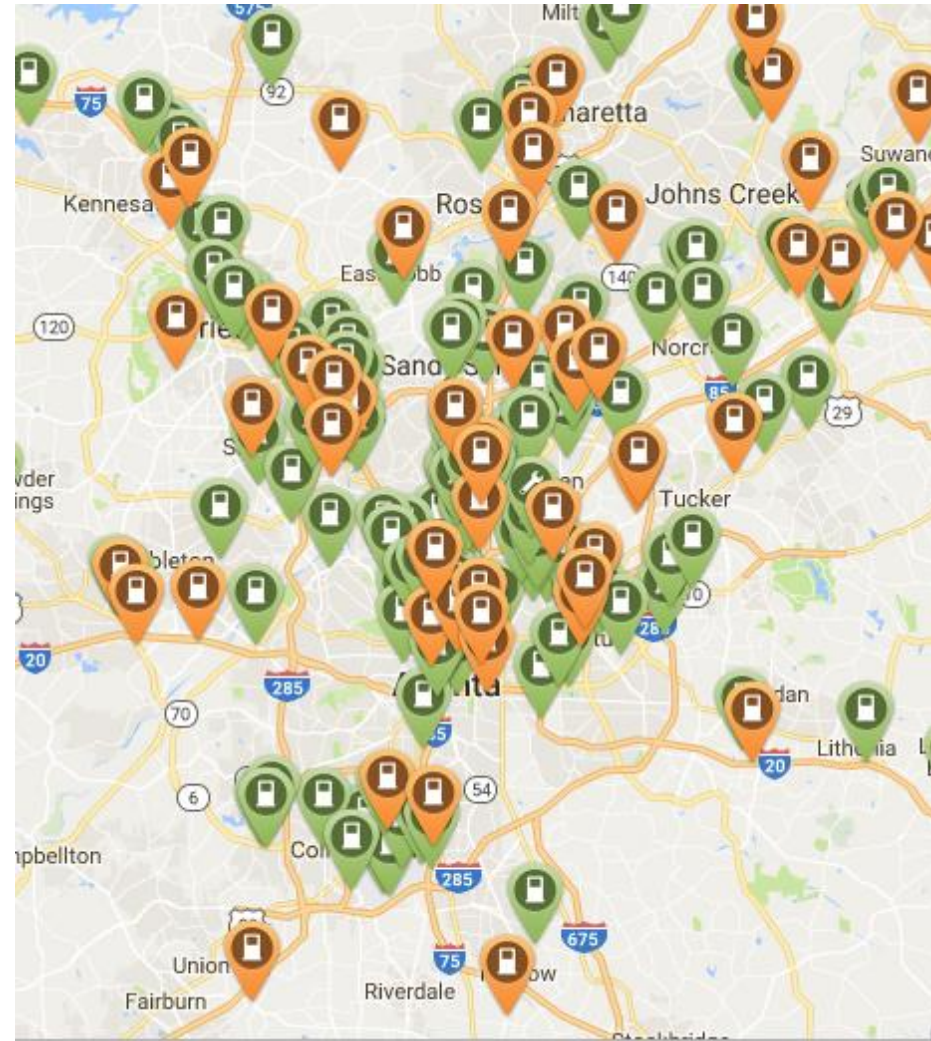
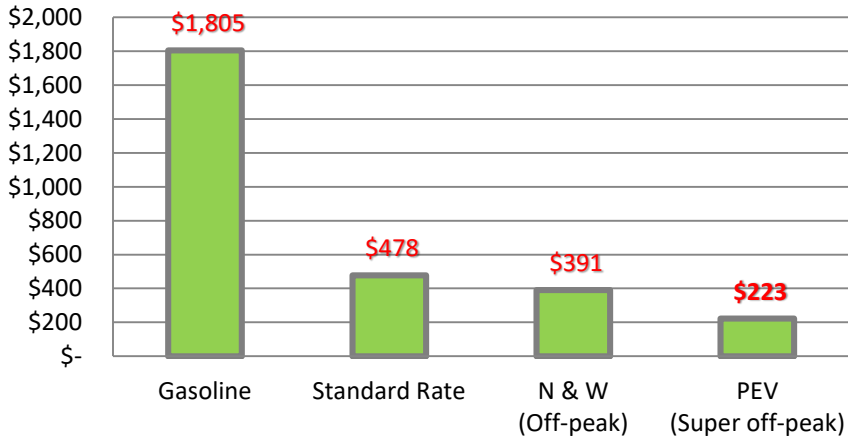
Todd Allums



Electric Vehicles are HERE

- 26,000+ Registered Electric Vehicles in Georgia
- Amenity for public, workplace & fleet charging
- Destination charging for attractive demographic
- Longer dwell time leads to shopping & dining
- Standard in NEW Multi-family developments
- Messaging as a leader in sustainability

Annual Costs to fuel vehicle



Electric Vehicles are HERE

PHEV



BEV



BEV w/ DCFC



GM / CHEVY

Plug-in Hybrid VOLT & 100% BOLT

Tesla

S3XY

Volvo

All new models will have plug-in option 2019

Volkswagen

Aiming for “market leadership in electric mobility by 2018” and all new models will have a plug-in option

BMW

Built a sub-brand with BMW i—expects all models by 2025 to have a plug-in electric option

Porsche

All new models will have plug-in option

Daimler

Three additional PHEVs and four BEVs on the roadmap

Audi

Five new PHEVs on the roadmap

Plug in Models:

25 models nationally / 18 in GA now

Additional **26** models by **2019**



Georgia Power Networked Community Chargers



COMMUNITY CHARGERS

Sessions
Energy

53,576
342MW

37



Benefits of Charging Infrastructure

Benefits for Business

- Value added Workplace and Public Amenity
- Attract and retain employees and/or customers
- Longer dwell time leads to shopping & dining
- Position your company as a leader in innovation
- Contribute to company sustainability goals

Benefits for Employee/Customer

- Save \$ - No Fuel and Low vehicle maintenance costs
- Take advantage of Vehicle incentives & Tax Credits
- Reduce travel time and costs with free HOV/HOT access
- Convenient and reliable recharging at home, work, & play
- Often preferred or free parking at up front



**Georgia Power provides
Turn-Key Installations**

\$500 Rebate



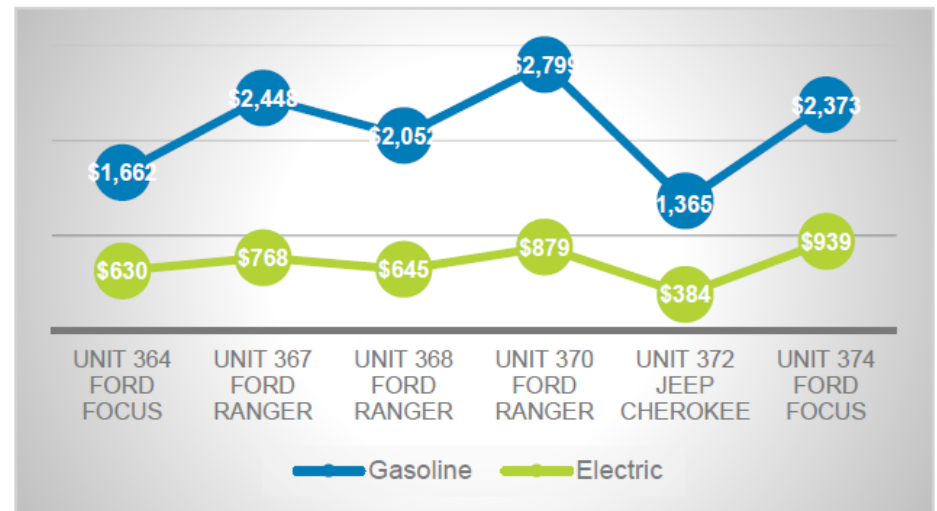
Will-it-Work Fleet Electrification



- **Suitability Assessment:** qualifying existing fleet utilizing data to identify those vehicles / application where Electric Vehicles may be suitable
- **Extended Demonstration:** of the vehicle in YOUR day-to-day application to build confidence in capabilities of vehicle in conjunction with capturing vehicle performance data to summarize financial benefits.
- **Procurement & Infrastructure:** we assist in navigating options for procurement and deployment charging infrastructure and/or vehicles

Specific Application with Significant Benefits

70% Cost Savings in Fuel & Maintenance



Special Electric Vehicle Pricing

Extended September 30th 2017



7,500
(Federal EV Tax Credit)

+

10,000
(Clean Cities Fleetail)

17,500
(Net Savings)



Contact

- Direct customers directly to **Todd Allums** for any questions regarding:
 - Design consultation
 - Types of EVSE hardware
 - Installation process
 - Eligible rebates
 - Fleet Analysis & Conversions

Todd Allums

ET Market Specialist

Customer Resource Center

O: 404-506-7350 / M: 205-532-7377

ptallums@southernco.com



Off Road Transportation – July 2017

Osman Bholat



Off Road Electric Transportation

If it runs on Gas, Diesel or other Fossil Fuels,
Georgia Power wants to move it with Electricity!

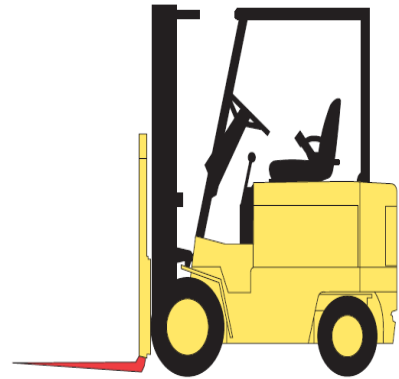
“Will It Work™”

- A process for transportation fleet evaluation
- Data based, transparent and accurate
- Provides deep information about your fleet operations
- Can be used to make informed decisions
 - Fleet right sizing,
 - Shift run times
 - Potential operational and service savings.



Electric Forklifts

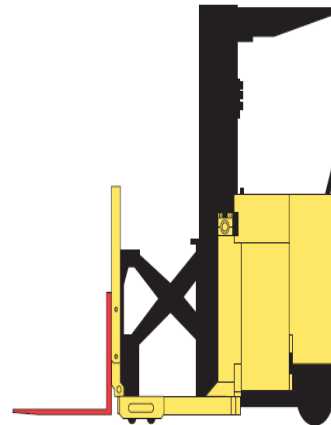
Class I: Electric-motor, Sit-down rider, Counter-balanced Trucks



Easy to control

- Sweet spot is 3000-5000 lbs lifts
- Inside or outside use
- Attachments for lifting Paper Rolls and other specific uses
- Up to 15000lb lifts
- Best savings for 2-3 shift operations

Class II: Electric-motor, Narrow-aisle Trucks



Operates effectively in close quarters



Terminal Trucks



- Heavy Duty Electric Truck, Class 8
- Moves trailers around warehouse facility.
- 15 hours – up to 102,000 lbs GCWR
- 1/3 cost of fuel cost
- Minimal maintenance, tires and brakes
- 14 yr battery life



Electric Transportation



Fossil Fuels to Electric

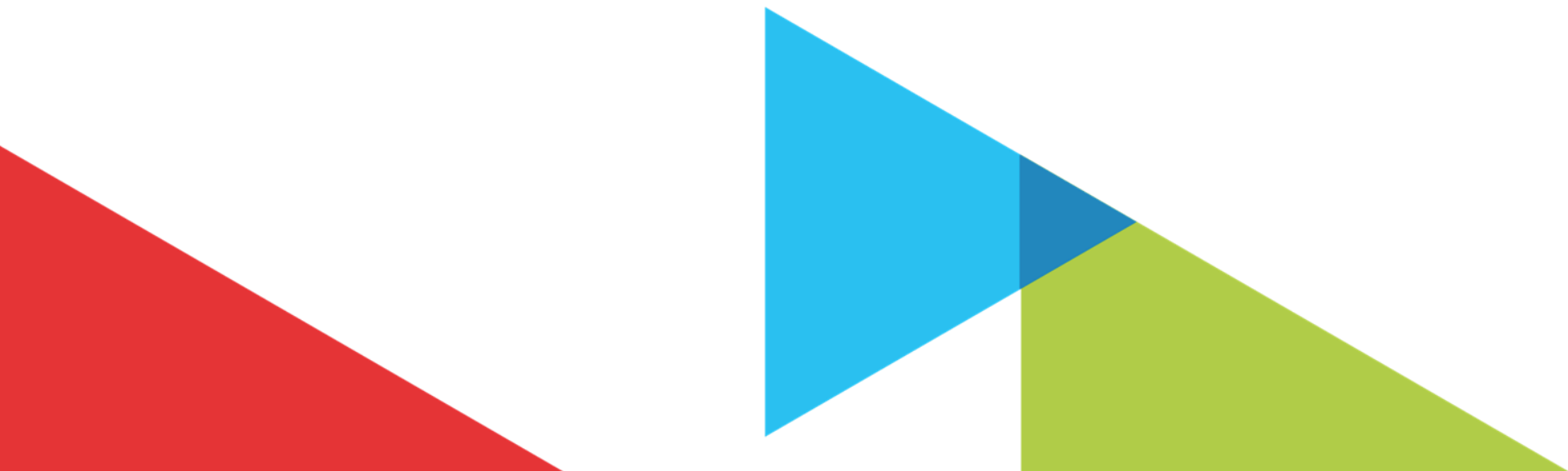
- With Quick charging 80% in less than an hour and significant Fuel savings (1/3)
- Minimize maintenance, Tires up to 50% + savings a year

There are no limits!



Power Services Organization

Mike Joyner, P.E.



What is “Power Services”

- Georgia Power’s - **Power Services** is our “beyond the meter” business unit set up to provide electrical infrastructure products and services across Georgia
- We deliver **customer owned projects** with the world class quality and reliability that you would expect from Southern Company
- Power Services builds **long-term partnerships** with our customers thru our Key Account Managers, *we are here for the “Long haul”*



Capabilities

- True “Turn Key” Electrical Project Design and Execution
- OH and UG Distribution System Construction
- Concrete Encased Duct Banks
- MV/LV Switchgear Design/Build
- Emergency Generator Systems (typically >300kW)
- CEP Design/Build
- 24/7/365 Emergency Response
- Maintenance and Repair Contracts (TMR)
- Sub Metering
- Solar Interconnects
- Asset Ownership Program for D/B Infrastructure
- Forestry and ROW Services
- Joint Trench Services



Experience

Georgia Power – Power Services will provide all necessary design and construction services to deliver electrical systems from 230kV to 480v - *Distribution...Switchgear...On- Site Generation*

Transmission and Distribution

- Georgia Power's Transmission and Distribution service provides services and support to customers who own their own electric power system (480 V to 230 kV).
- Services Include:
 - Electrical power distribution system design, construction and maintenance
 - Long-term solutions and assistance as energy needs change
 - Single-source accountability



Standby Generation

Leverage our PowerSecure Team's experience in Standby Generation

- PowerSecure, founded in 2000 purchased by Southern Company in 2016, designs, manufactures, installs and operates distributed generation systems at commercial, institutional and industrial operations.
- Approximately 2GW of installed and monitored generation capacity nationally.

PowerSecure National Applications:

- Phoebe Putney Memorial – Americus, Ga – 3.6MW
- Phoebe Sumter, Albany, Ga – 13.0MW
- WellSpan – York, Pa – 7.5MW
- Coastal Sunbelt Produce – 3MW
- Colonial Pipeline – 14MW
- Aligned Energy Data Center – 15MW
- Tampa General, Tampa – 6.0MW
- Houston County Landfill – 4MW



Forestry Services

Georgia Power's Forestry Services provides support to customers who have land or rights-of-way that need vegetation or forest management.

Services Include:

- Right-of-way vegetation management
- Right-of-way reclamation and hazardous tree removal
- Forest management – site prep, planting, forest roads and culverts



Benefits:

- Trained and experienced staff of certified arborists, registered foresters and licensed pesticide applicators to manage projects from start to finish
- Variety of experienced, pre-qualified contractor resources to ensure project success
- Fast emergency response, if needed



AMI for Water and Gas

Georgia Power's AMI Water and Gas service provides support to customers who want to transition to AMI for reading their water and gas meters.

Services Include:

- Hourly meter read data for Water and Gas through the Georgia Power AMI infrastructure.

Benefits:

- Allows customers the use of the most robust, proven AMI system available in Georgia (the current Georgia Power electric meter-reading system)
- Secure web access to customer accounts, alarms (leak detection, theft, etc.) and consumption reports
- Deferred capital outlay with flexible lease-payment options
- Single-source accountability
- Trained and experienced support staff



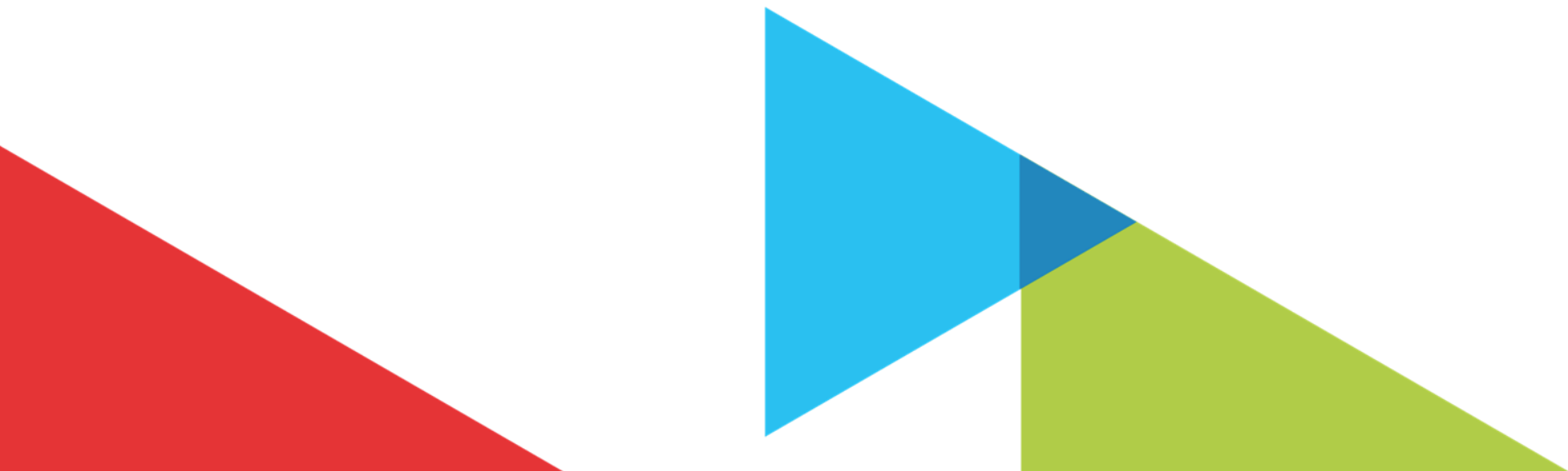
Performance

- **“True” Turnkey project design and management – from start to finish with trailing maintenance**
 - Transparency and corroboration with your team
 - Financial risk mitigation from firm-fixed pricing
 - Seamless start up and commissioning services
 - Lifecycle maintenance and emergency response/repair/replace
- **Single Source Accountability – Mission Critical Reliability – Easy To Do Business With**
 - Find comfort knowing that we are going to stand behind our product and will be here for you in the future.
 - ***We pride ourselves on designing and constructing projects without change orders***



Technical Sales/Audit Overview and Energy Services

Scott Kicklighter



What is an Energy Audit?

An Energy Audit is:

1. Identification of energy using devices(Lights/HVAC/Motors/Etc.)
2. Identification of how the devices are being used
3. Identification of the building envelope features
4. Identification of any energy management systems

Next, all of the data collected is used to determine if any efficiency improvements are available.



Analyzing the Data

- What replacement options are readily available to purchase?
- What is the price to convert to new technology?
- What will be the energy savings for the conversion? Note: This is specific and based off of the customer's actual rate and billing history.
- Are there any savings from maintenance reduction?
- Does safety play a role in equipment conversion?

All of these factors are used to develop a customized report that includes an executive summary with estimated project payback. In cases where GPC rebates are available, they are included in the report.




What Type Customer's Do We Audit

- Municipal – County and City Governments
- School Systems
- Hospitals
- Warehouses
- Federal
- Processing
- Manufacturing
- Some commercial and retail facilities.

Note: Typically 250kW + facilities (aggregate). However, we do have programs and work with small to medium size customers as well.





georgia power commercial self audit 

All News Shopping Maps Images More Settings Tools

About 226,000 results (0.37 seconds)

Energy Audit | For My Business | Georgia Power

<https://www.georgiapower.com/business/programs-and-services/energy-audit.c.shtml> ▼

Start here for your personalized business energy audit to lower your energy bill. Energy Checkup ...
Log in so Energy Checkup can use your business' actual power bills to give you a customized report. You will then ... Commercial Heat Pumps.



- My Account Login
- Pay Bill
- Register
- Turn On/Off Power
- Report/Check an Outage

Energy Audit



For My Business

- Opening & Relocating
- Pricing & Rates
- Billing Options
- Payment Options
- Electric Products
- Programs & Services
- Energy Efficiency
- Save Money & Energy

Specialty Links

- EnergyDirect
- Property Managers
- Find a Contractor
- New Construction
- Customer Resource Center
- Business Tariffs
- Electric Vehicles
- Rebate Center

Start here for your personalized business energy audit to lower your energy bill.

Online: 15 minutes



Business Energy Checkup

Personalized for your business based on how your business actually uses energy. **Log in** so Energy Checkup can use your business' actual power bills to give you a customized report. You will then enter information about your business to measure how you use energy and find ways to save.

- Find ways to **save money**
- Quick and easy - takes **15 minutes or less**
- Better understand your **energy use**

[Login Now](#)

Just need an estimate? With an **Estimated Energy Checkup**, your energy use is based on average facilities rather than your actual business location. You will be asked to enter information about your facility to estimate how you use energy. For a more precise and personalized report, use our **Personalized Energy Checkup** instead.



* You must be a Georgia Power customer to be eligible and the energy checkup must be performed on premises served by Georgia Power.





Please fill out your Facility Profile:

Business Type	<input type="text" value="Retail Facilities"/>
Building Type	<input type="text" value="Banks"/>
Building Age	<input type="text" value="0 - 9 years"/>
Annual Operating Hours	<input type="text" value="2860"/>
SqFt Heat/Cool	<input type="text" value="4000"/>
Total SqFt Parking	<input type="text" value="3000"/>
Heating Type	<input type="text" value="Electric"/>
Heat Setting (F.)	<input type="text" value="70"/>
Cooling Type	<input type="text" value="Electric (Typical)"/>
Cool Setting (F.)	<input type="text" value="72"/>
Lighting (Watts/SqFt)	<input type="text" value="2.39"/>
Water Heat Type	<input type="text" value="Electric"/>
Windows (Panels)	<input type="text" value="Double Pane"/>
Cooking Equipment	<input type="text" value="None"/>
Refrigeration	<input type="text" value="No"/>
Elevator / Escalator	<input type="text" value="No"/>

Calculate

Welcome to the Commercial Energy Calculator which will show you:

- Where your facility's energy dollars are going, and
- Tips on how you can save money and energy.

This screening tool is designed to model single-building/single-use facilities and will estimate electric and fuel usage, as well as estimate potential areas for savings. Please be aware that there are situations where a single building model is no longer a realistic way to model a facility. For example, university style hospitals, college campuses, and resorts are often multiple building situations. In addition, many large office buildings have restaurants, banks, and retail areas in the lower floor areas.

Just fill in the facility profile shown here on the left. Tips will appear on the right side of the page to help make the best selections for your building type and business use. If you don't see the exact match to your situation, just pick one that is close. Then, press the Calculate button at the bottom of the screen to receive your personalized energy analysis for your facility.

Estimated Energy Checkup

The CommercialEnergyCalculator uses your local Weather and Energy Rates. This is only an estimate of your actual energy use.



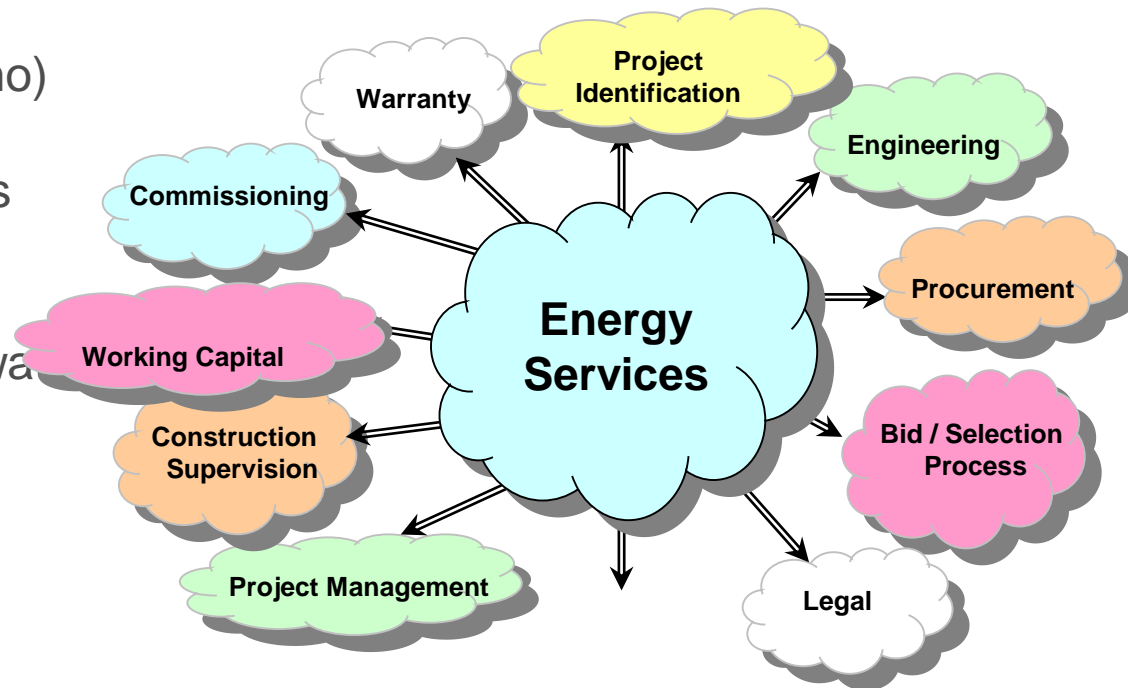
For a more detailed self audit, choose the **Personalized Energy Checkup** option. This will require you to sign in to our online system. It will use your actual historical power bills for the analysis. It takes about 10-15 minutes to enter the information and get a detailed report.

Last, if you have questions about the information that needs to be entered or the online option is not the best option for your business, please reach out to us. We have an excellent Region Energy Services representative in this area (Kyle Ramsey) that can assist you with your needs.



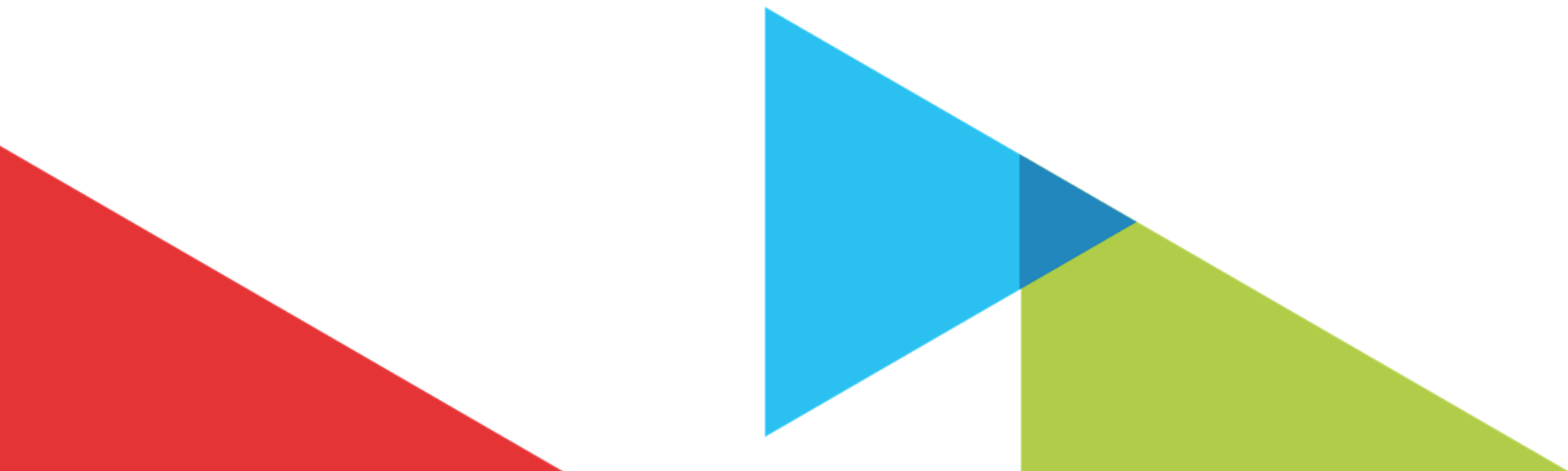
Georgia Power Company's Energy Services

- **Turnkey installation** of energy efficient products
- Provides multiple aspects of project development thru completion
- Products installed include:
 - HVAC equipment (boilers, chillers, etc)
 - Lighting & lighting control systems
 - Building automation
 - Central plant (install & demo)
 - Major mechanical
 - Pumps, motors, VFD/VSDs
 - Water conservation
 - Thermal lines
(chilled water, steam, hot water)
 - Solar & solar thermal



2017 Commercial Energy Efficiency Program

Cindy Swan



Eligible Equipment*

Existing Building Lighting

New Construction Lighting

Heating & Cooling

Food Service & Grocery

Reflective Roofing

Custom Savings

Agricultural

High Efficiency Servers



** Apply for preapproval prior to purchase and install of equipment for all measures*

Interior Lighting - Retrofit*

LED screw-in: \$2/Lamp



LED Specialty Lighting: \$4/Lamp



TLED and Linear Fixtures: \$3/Lamp



LED Integrated Retrofit kit:
\$25/fixture



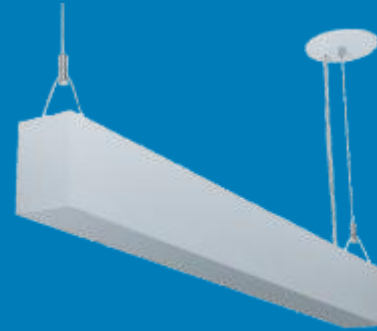
*Maximum rebate is \$25,000 per building per year.

Interior Lighting – New Fixtures*

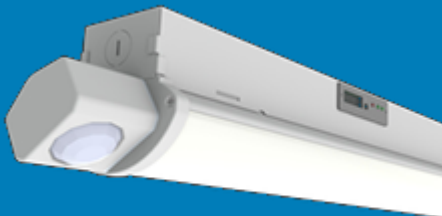
Cans, Track Lights, Downlight Fixtures: \$10/Fixture or Head



New LED Fixture: \$25/Fixture



LED Stairwell Fixture w/ integrated occupancy control: \$20/Fixture



LED Exit Signs: \$7/fixture



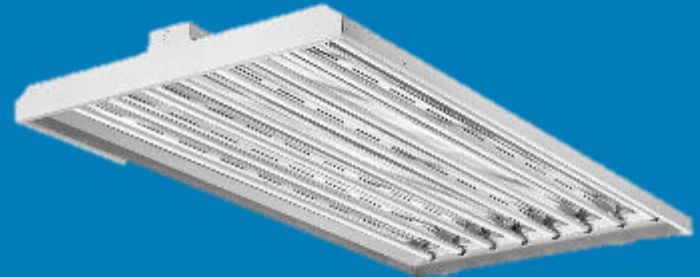
*Maximum rebate is \$25,000 per building per year.

Interior Lighting - New High/Low Bay Fixtures*

New LED High/Low Bay: \$30-
\$100/Fixture



New Fluorescent High/Low Bay: \$20-
\$50



*Maximum rebate is \$25,000 per building per year.

Interior Lighting - New Lighting Controls*

Occupancy Control, Wall or
Fixture Mounted: \$7/Control



Indoor Daylight Sensor:
\$25/Control



*Maximum rebate is \$25,000 per building per year.

Exterior Lighting Eligibility - DLC Primary Use

Outdoor Luminaires

- Whole fixture replacements only
- Exceed Specified Lumens

Specified Primary Use

- Parking Garage Luminaires
- Fuel Pump Canopy
- Stairwell and Passageway
- Outdoor Pole/Arm Mounted Area Luminaires

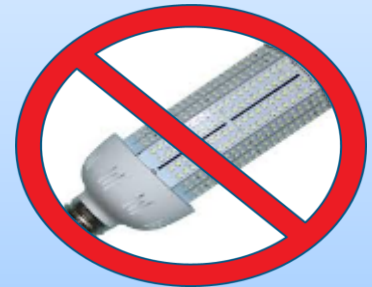
Outdoor Retrofit Kits

- **None are Eligible**



Mogul (E39) Screw Base Replacements

- **None are Eligible**



Exterior Lighting*

LED Exterior Fixtures:
\$10-\$120/Fixture



LED Parking Deck Fixtures:
\$30-\$50/Fixture



LED Fuel Canopy Fixture:
\$50/Fixture



*Maximum rebate is \$25,000 per building per year.

Exterior Lighting – Pole-Mounted Fixtures*

LED Pole-Mounted Fixtures: \$10-\$120/Fixture



- Retrofit kits are not eligible
- Must be replacing existing pole mounted fixtures
- Incentives paid to Customer, no 3rd party rebates
- Lights are behind a meter

*Maximum rebate is \$10,000 per building per year.

Heating and Cooling

Set-Back Programmable
Thermostat: \$50/Unit



Smart, Wi-Fi Enabled Thermostat:
\$75/Unit



HVAC: Variable Frequency Drives
(VFDs): \$50/Horsepower on existing
motors only



*Maximum rebate is \$25,000 per building per year.

Reflective Roofing



ENERGY STAR Qualified

- \$0.05/sq ft of applicable roof area capped at \$10,000 per building per year
- Roof over conditioned space only

*Maximum rebate is \$10,000 per building per year.

New Construction or Major Renovation



Lighting Rebates:
20% Better than ASHRAE
90.1-2007 Energy Code
\$0.20/per watt reduction
for lighting wattage per
square foot

*Maximum rebate is \$25,000 per building per year.

Custom Savings



Custom Preapproval Form Required

Rebate is \$0.08 per kWh saved in 1st year
Capped at \$40,000 per building per year up to 50% of project costs

Applications must include: proposed cost, baseline and proposed energy consumption, and supporting calculations

Examples: Energy management systems, chillers, motors, demand control ventilation



Program Caps

Project Type	Unique Cap per building per year
Any Combination of Prescriptive Rebates	\$25,000 *Capped at 50% of equipment cost
New Construction Lighting	\$25,000 *Capped at 50% of project cost
Outdoor Pole-Mounted Lighting	\$10,000 *Capped at 50% of equipment cost
Custom Savings	\$40,000 *Capped at 50% of project cost
Reflective Roofing	\$10,000 *Capped at 50% of project cost

How Do I Apply?

Prior to Purchasing Equipment

- Apply for preapproval online at www.georgiapowerrebates.com/commercial
- Upload Documentation:
 - Quote, Purchase Order, or Bid
 - Equipment spec sheets
 - Payee Designation, if necessary
 - W9 for entity receiving the rebate



After Project Completion

- Upload final invoice and make edits to equipment as needed
- Final invoices should be uploaded within 60 days of project completion.

ADD EXISTING BUILDING LIGHTING

Location of Lighting

Ex: 'Floor 1 Offices' or 'Building 3 Class'

Annual Hours of Operation

0

Install Date



Installed in air conditioned space?

Yes No

Fixture Upgrade Type:

New Retrofit

Install Location Type:

Interior Exterior Highbay Pole-Mounted Outdoor

Existing Lighting

Type

-- select --

Proposed Lighting

Type

-- select --

Rebate Amount

Savings

0 % Reduction

0 kW Savings

0 kWh Savings

Online Resources

- Program Website: www.georgiapower.com/commercialsavings
- Rebate Application: www.georgiapowerrebates.com/commercial
- Eligible equipment details
- Find a Trade Ally link
- Trade Ally Program Information

Contacts

- ICF Commercial Account Manager:
 - Cindy Swan: 912.663.8855; cindy.swan@icf.com
- GPC Commercial Energy Efficiency Program Manager:
 - Steve Morton: 404.218-8975; ssmorton@southernco.com
- Program Website: www.georgiapower.com/commercialsavings
- Call Center: 1-877-310-5607

Customer Resource Center

Cal Holloway



The Customer Resource Center provides value as an:

- Educational & Learning Center
- Demonstration Facility
- Solutions Provider: Engineered Energy Solutions

Atlanta Customer Resource Center



4404 North Shallowford Rd

Savannah Customer Resource Center



12016 Abercorn St

Map of the Customer Resource Center (Atlanta)



Full Service Electric Demonstration Kitchen

“I enjoyed my tour of the Customer Resource Center’s test kitchen. The state-of-the-art training facility and a neutral third-party demo area is an asset to all School Nutrition Programs around the state. School system nutrition directors can examine and use the equipment before making big-ticket purchases.”

**Cindi Dean,
Nutrition Director
Rabun County School System**



Demonstrate: Different Lighting Displays

- Lighting demo
- Demonstrate design
 - LED
 - T-8, T 5
 - Induction
 - Lighting controls



Summary

- Educate through seminars
 - Lunch and learn
 - Vendor hosted and promoted seminars
 - Industry specific
- Provide solutions through product demonstrations
 - Bring your products and test
 - Paint or powder vendor, system integrator, customer, all under one roof
 - Develop management reports from product testing
 - Verify vendor recommendation solutions
- Provide engineered energy solutions
 - Expert energy solutions
 - Subject matter experts develop engineering solutions

If you want to know more:

- Contact your Key Account Manager to set up a visit to our Customer Resource Center
- georgiapower.com/crc

Outdoor Lighting

Jody Camak





Lighting and LED's

- Customers want it!
- Better Light (quality/white light + uniformity)
- Better control (of light + of fixture (NLCs))
- Flexibility (customization)
- Reduced maintenance
- Light trespass minimized/eliminated
- Instant on/No warm-up



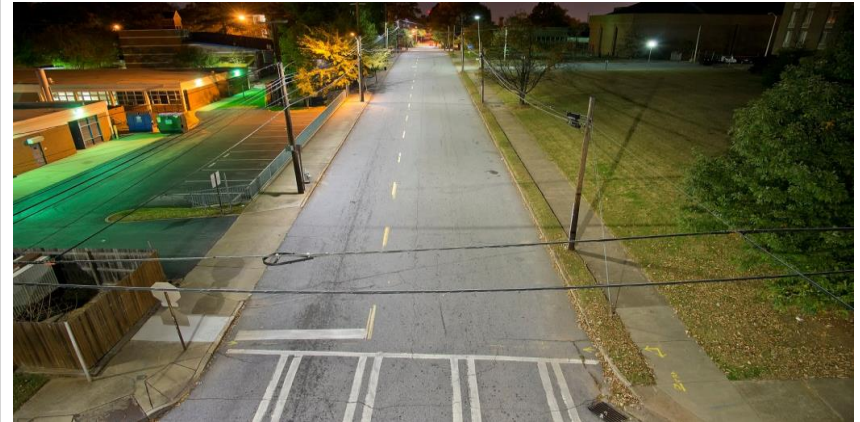


Why LED?

HPS



LED



City of Atlanta – Recent roadway LED conversion

Beckwith St. near Vine St.



Why LED?

HID

LED

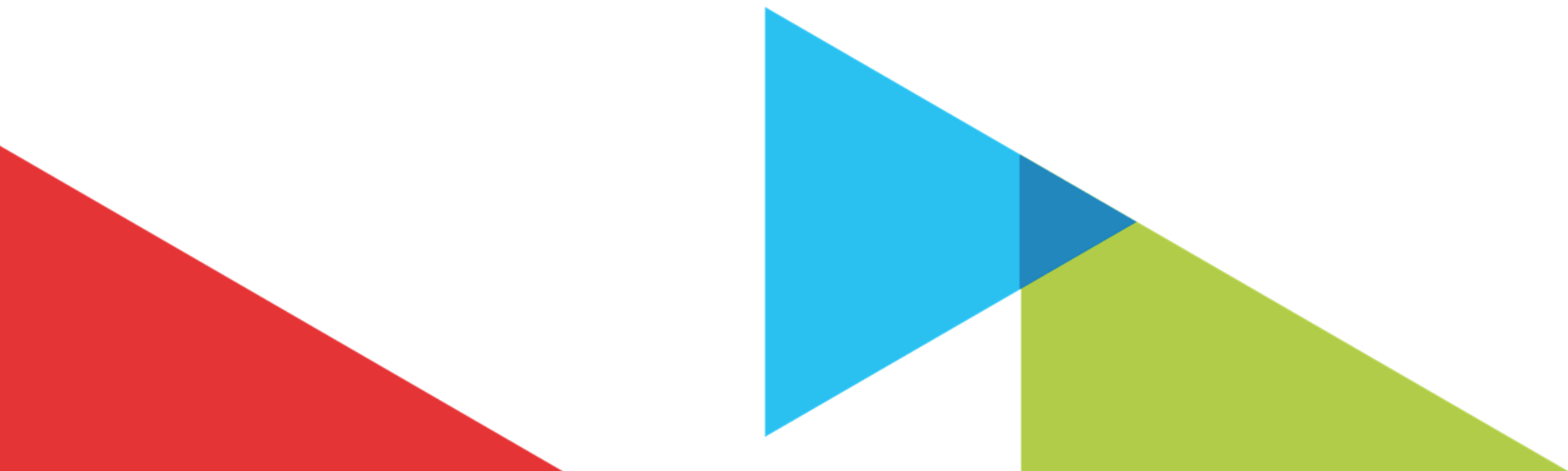




Types of Fixtures



SiteView™ Video Surveillance as a Service





SiteView™ Video Surveillance as a Service: Value Proposition

- No upfront capital investment
- Valuable vantage point from our vertical infrastructure
- Georgia Power owns the camera equipment
- No assets to manage or maintain
- One single call to Georgia Power for support
- Exterior cameras only
- A monthly fee for equipment, network or internet connection and energy
- Options for either cloud or local onsite video storage
- An option to directly connect and share video with local law enforcement where supported



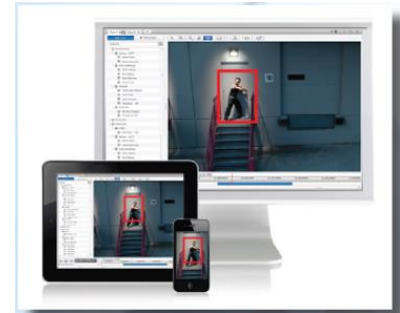
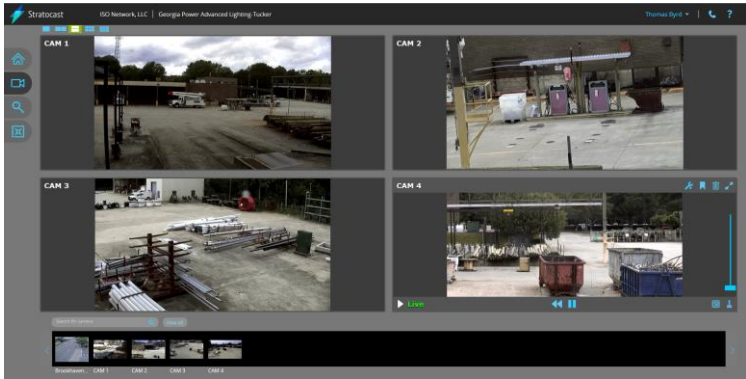
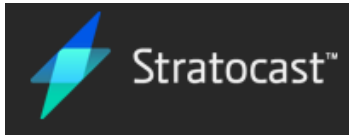
SiteView™ What are we offering?

What's included?

- Georgia Power owned camera equipment mounted on Georgia Power or customer owned lighting only poles (not on distribution poles)
- Networking equipment required to connect the camera system
- Energy connection for the camera system on our poles
- Internet enabled remote access to live and recorded HD Resolution video through a mobile, tablet or PC device
- Full professional installation and maintenance



SiteView™ Technology Offerings



Automatic License Plate Recognition



SiteView™ Camera Options

License Plate Recognition (LPR)

- Parking lots
- Traffic patterns
- Municipal/police use









Swift Deployment Surveillance Solution


- Integrated solution combining local recording, wire transmission, day/night PTZ color camera
- Operates over wireless technologies
- Access live video or stored digital footage
- Controlled remotely with full 360° pan, tilt and zoom functions





SiteView™ View live or stored video


Stratocast ISO Network, LLC | Peachtree Hill Shopping Center Chuck Gravitt |  








Banfield Dumpster



Outparcel 2



Pleasant Hill Entrance


Kroger Fuel 2


LAF Front Parking


Outparcel 1


Search for camera  [View all](#)

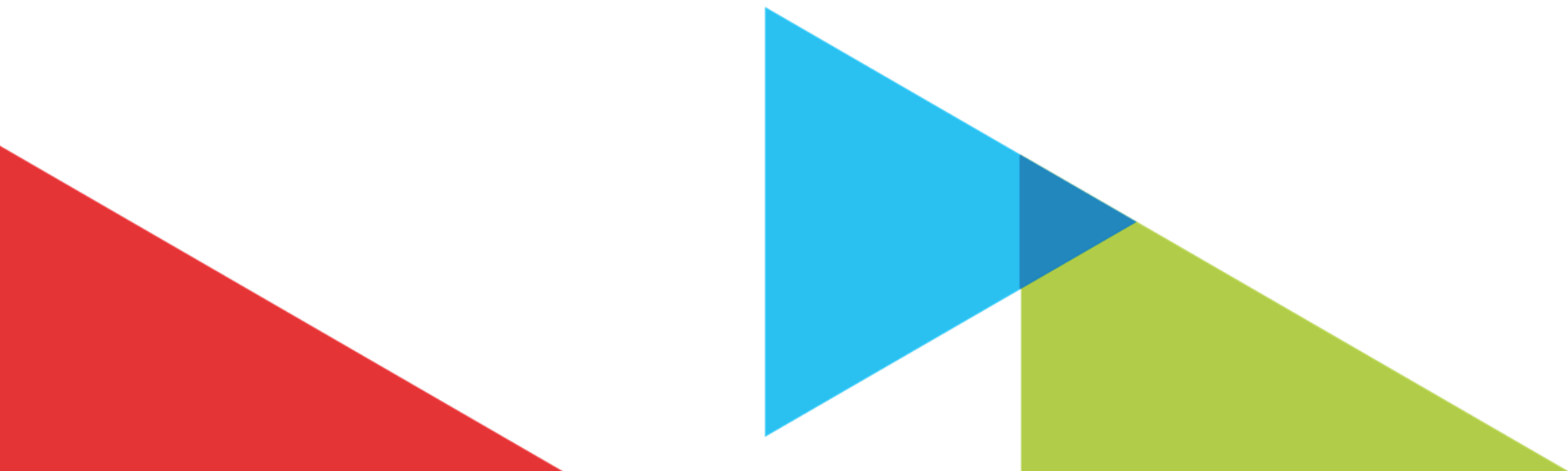


Genetec ©2016 Genetec, Inc. All rights reserved



Smart Cities

Still in early developmental stages

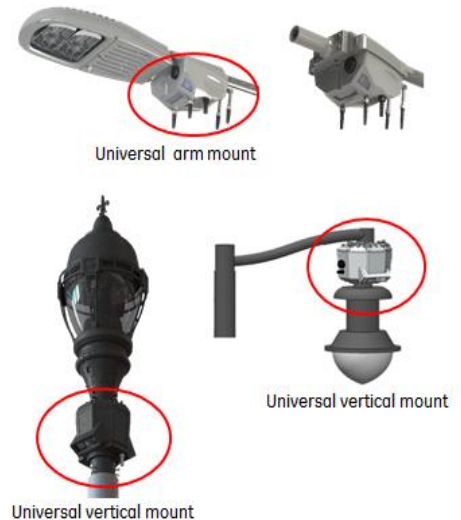


Our Capabilities, Experience and Performance

Smart Campus – “Improving the quality of life with information”

Georgia Power utilizes our existing infrastructure combined with intelligent devices to provide:

- Outdoor Lighting Control
 - Dimming and scheduling for safety and ambience
- Increased Security & Public Safety
 - SiteView™ Camera surveillance to monitor critical areas
 - Gunshot / chemical / radiation detection to detect and respond to hazards
 - Advanced camera package: facial recognition, license plate reader for increased security
- Operational Efficiency
 - Traffic pattern recognition to reduce congestion
 - Parking optimization for convenience and enforcement
 - Environmental Monitoring (temp/RH, rainfall, pollution, etc.)
- Communications/Quality of Life
 - Public Wi Fi for convenience
 - Community messaging or music via concealed placement speakers
 - Digital Signage for ad revenue or public service announcements



- **Local Georgia Power Contacts:**

Scott McArthy
Key Account Manger/Area Sales
912-267-5159
sdmcarth@southernco.com

Leah Hall
Sales Support
912-267-5155
lbeasley@southernco.com

Georgia Power

New Brand, New Products,
Same Great Service

