

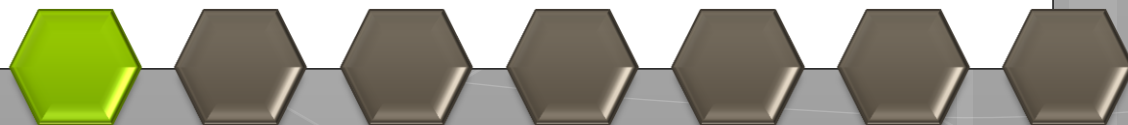
February 4,
2013

CIP & TRC

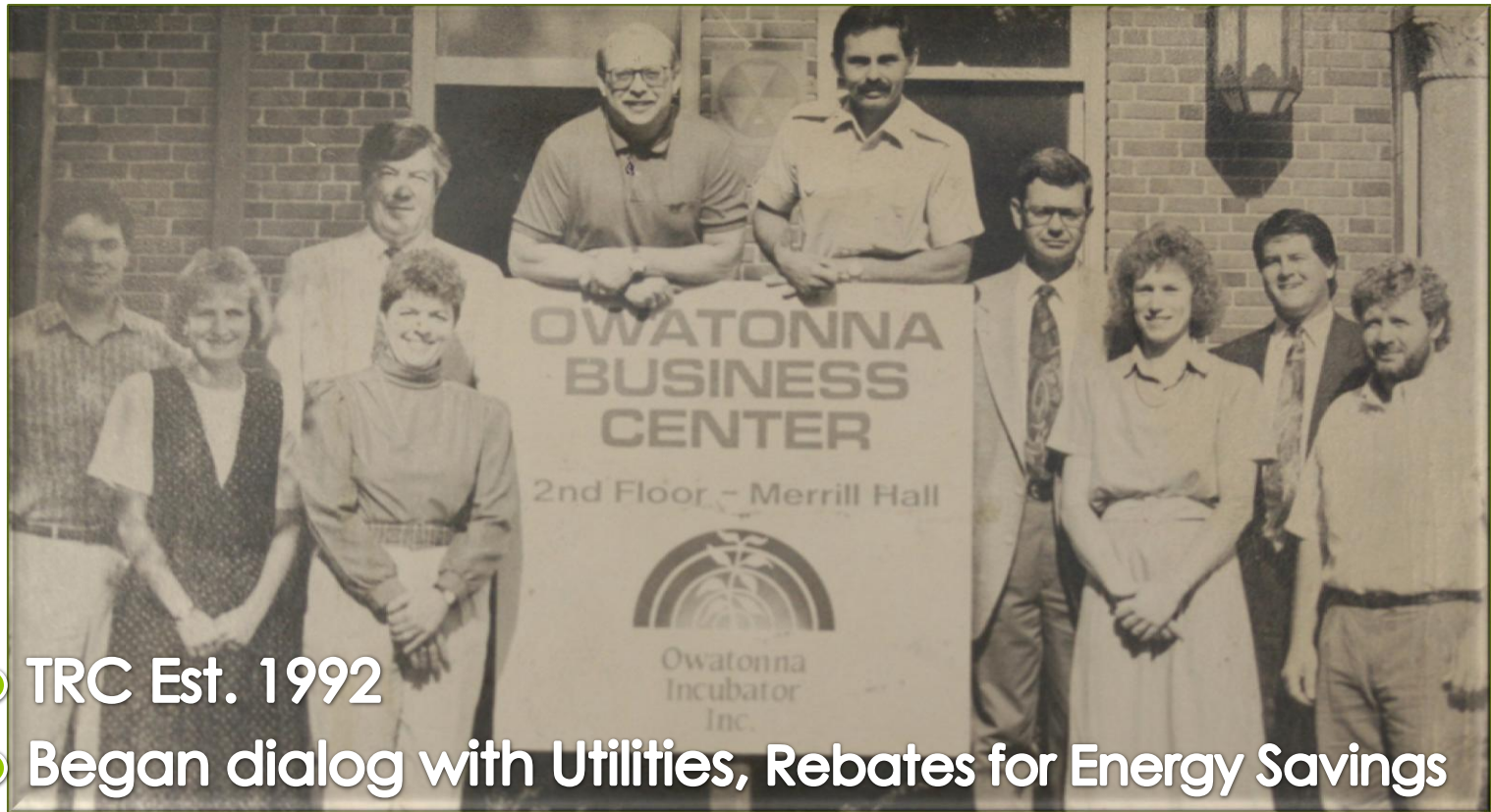
Small business history:
How a MN firm thrives & helps others
achieve sustainability goals

Introduction

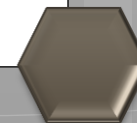
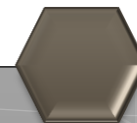
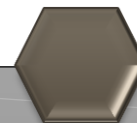
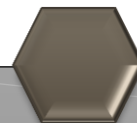
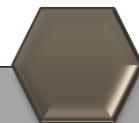
- Steve Kath
 - The Retrofit Companies
 - President & Founder
 - Lighting Industry since 1986



Promoting CIP Programs

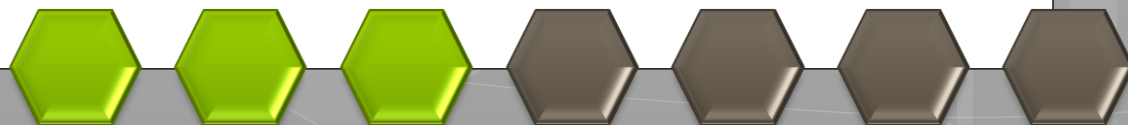
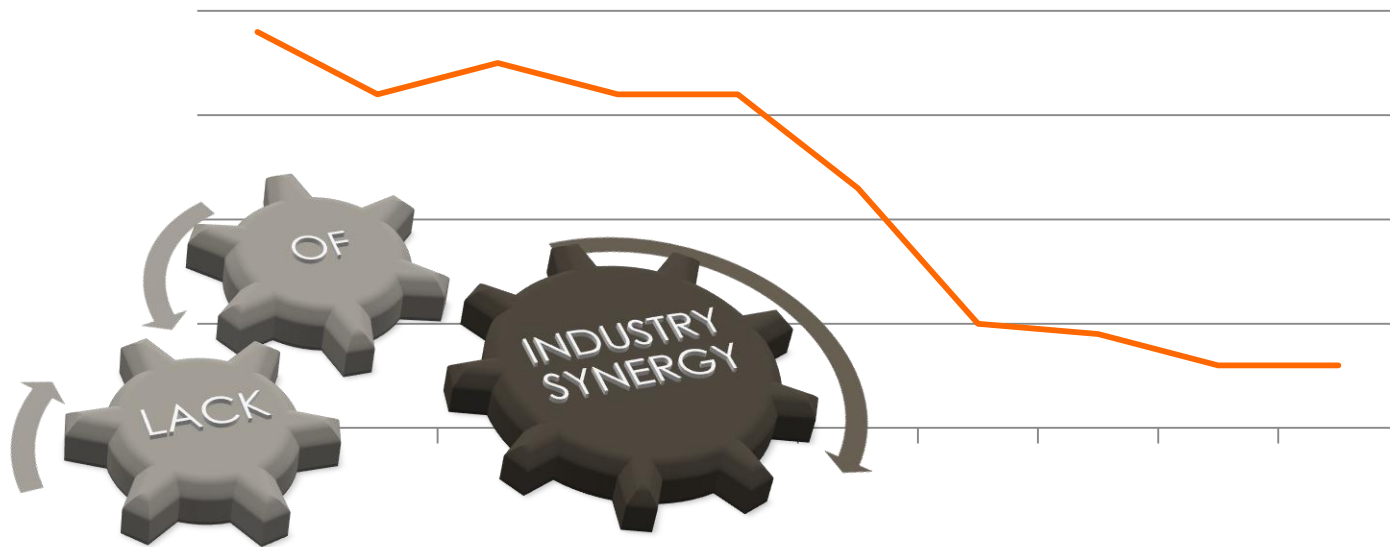


- ◎ TRC Est. 1992
- ◎ Began dialog with Utilities, Rebates for Energy Savings



Impact of Loss of CIP

- NSP eliminates reps for small biz support
- Loss of funding impacts TRC & Clients



CEE Program Partnership

- TRC is invited to be a partner
- A boon for business!
- How financing appealed to TRC Clients



growth & success



CIP's Help
Businesses
Succeed



TRC Employment & Growth

- 20th Anniversary
 - 65 employees
 - 2 locations

\$8.7M

Energy
Efficiency
Projects in 2012

- 10th Anniversary
 - 56 employees
 - 2 locations



- 1992
 - 2 employees
 - 1 location



Questions?



thank you.

Thank You!

- www.retrofitcompanies.com
-  TheRetrofitCo
- 800-795-1230
- skath@retrofitcompanies.com

