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New World Systems
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Subject: SUPPORT Inclusion of a Small to Medium Sized Business Category and funding in the GGRF Investment Plan

Comment:

REV provides sustainability education and training to small-to-medium sized enterprises (SMEs), organizations and communities. The REV Sustainability Circles® program provides multiple environmental and economic benefits that help reduce GHGs, grow the green economy through adoption of best practices, specific initiatives within the framework of a customized five year Sustainability Action Plan. This holistic six month Sustainability program brings together up to 10 local companies, organizations and communities into a powerful peer-learning community. REV support includes identifying and engaging local experts on all the relevant topics needed to develop the comprehensive 5 year Action Plan with all the metrics needed to make the right decisions for each participating organization.

Two REV coaches are dedicated to each Circle for the entire 6 months and provide one-on-one onsite coaching to all participants. An average of 30 and up to 115 initiatives are identified and key outcomes are metrics such as investments required, payback, ROI, energy savings, water reduction, cost savings and, most important, **GHG reductions**. Average metrics over 75 recent California Circle graduates are as follows:

- **GHGs – 1059 tons reduced per year / participant**
- **Water reduction – 2.1 million gallons / year**
- **Energy savings– 1.5million kWh per year**
- **Cost savings: \$316,166 per year**

The REV Circles help businesses adopt leading edge greenhouse gas reduction practices, verifies results and improvements and generates reliable outcome metrics and reports for REV's utility customers. REV's Sustainability Circles® program directly meets the GGRF funding priority of projects that result in **significant measurable GHG emission reductions** and multiple environmental benefits while providing economic benefits for Circle participants and extending program benefits to disadvantaged communities. We strongly encourage your Board, the Governor's office, and the State legislature to include major funding for small and mid-size businesses, organizations and communities in your investment plan so that programs like the REV Sustainability Circles®, the California Green Business Network, and others can truly grow the green economy and greatly reduce GHG emissions throughout California. The GHGs locked up in SMEs are enormous. The challenge has been that this sector is referred to as "the hard to reach sector" for good reason. REV is demonstrating its ability to unlock those doors and is beginning to make real impact.

My own business, **ABC** participated in a Circle with 9 other organizations in my community. The experience was not only fulfilling but educated us about the opportunities to improve our financial well being while we do our part to improve our environment and reduce our greenhouse gas emissions. I strongly recommend that you not only fund SMEs to engage in the REV Sustainability Circles® program and assist with the financing of the GHG related

initiatives, but that you fund other programs focused on California's SMEs that are demonstrating significant reductions in GHGs while providing other relevant benefits.

Thank you for listening,

David P. Darlington