



Fortune 100 Company

When this Fortune 100 Company was seeking to identify where to locate its million square foot distribution center, STEP Resources provided the site selection team guidance on energy issues. STEP Resources evaluated the energy supply options and long term electric operating costs of taking service from each provider. In addition, we evaluated the infrastructure reliability and cost to extend facilities to the various potential sites. STEP then narrowed the site selection to two major cities and was able to demonstrate to the preferred city [and the local utility] that the cost of operating at the preferred site was nearly \$2 million higher. As a result, STEP was successful in obtaining more than \$1.8 million (on an NPV basis) in incentives directly related to energy spend that went to the customer's bottom line. STEP provides a variety of services, including site selection, for this Fortune 100 Company. Our efforts included detailed energy and infrastructure analysis for a variety of sites, as well as methods for reducing energy costs and identifying incentives with cities and the state.