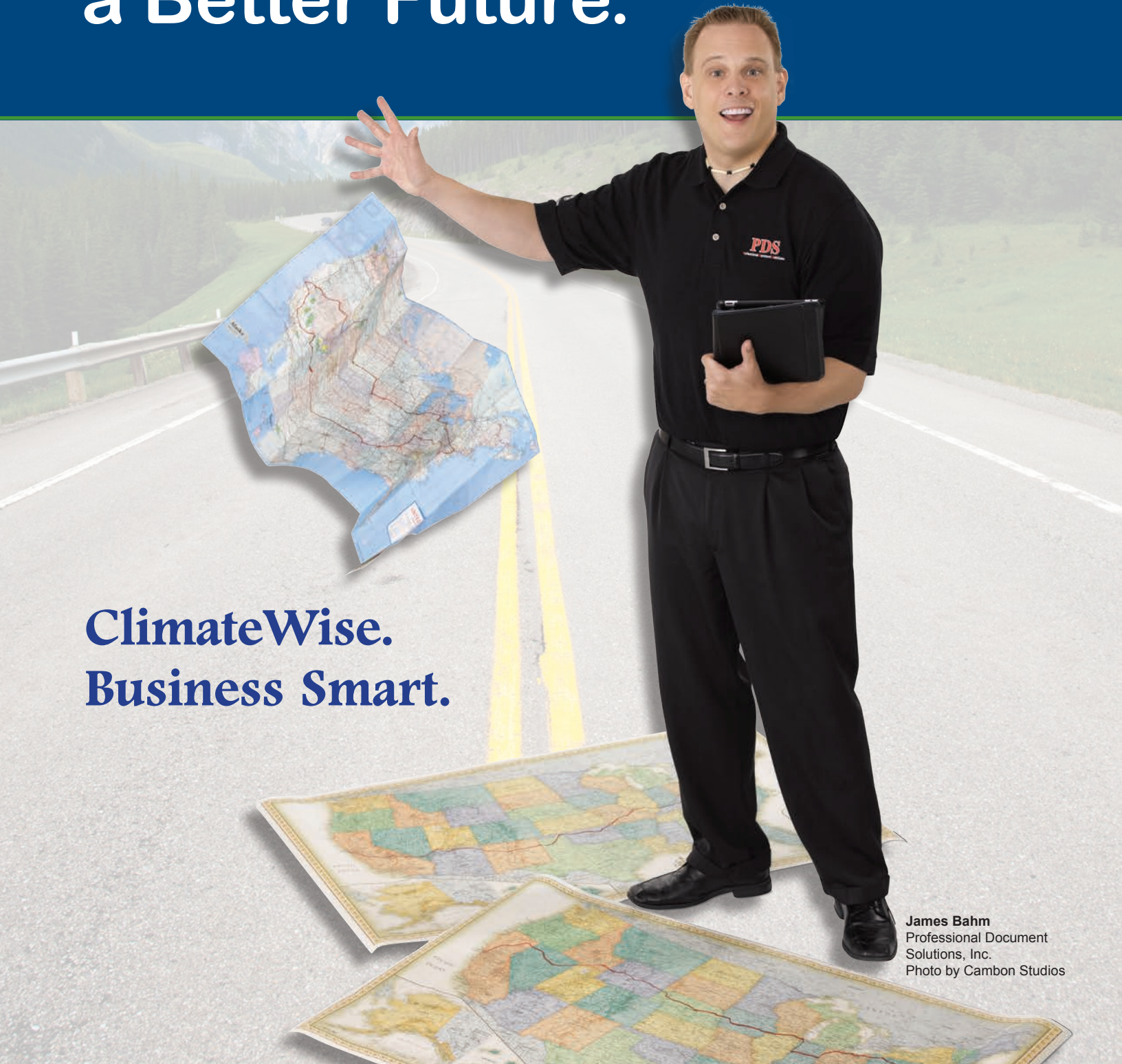


Working Together to Reach a Better Future.



**ClimateWise.
Business Smart.**

James Bahm
Professional Document
Solutions, Inc.
Photo by Cambon Studios

From the Chief Sustainability Officer.

Continued business innovation—that's what made 2011 another remarkable year for ClimateWise.

More than 50 new businesses joined ClimateWise, bringing the total to over 300 partners—ranging from small one-employee businesses to Colorado State University, the largest employer in Northern Colorado.

Once again, ClimateWise partners exceeded their greenhouse gas reduction goals by implementing more than 1,100 innovative conservation projects, which saved a total 149,000 tons of CO₂e and more than \$13 million. Since 2000, partners have cumulatively saved \$59 million.

On behalf of the City of Fort Collins, I thank all ClimateWise partners for your continued creativity and commitment to reducing greenhouse gas while saving money. Like you, the City—through the Office of Sustainability, ClimateWise and other conservation programs—is committed to leading our community toward a more sustainable future.

Sincerely,



Bruce Hendee
Chief Sustainability Officer



Business Smart.

ClimateWise was recognized as “A Top 50 Innovative Government Program” by Harvard University.



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Here's Your Change.



It just keeps getting better.

Every year, new partners join ClimateWise. They make the commitment to change how they do business. By agreeing to conserve energy and water, engage in recycling and waste reduction, optimize fleet trips and find alternative transportation options, they join more than 320 other ClimateWise partners who are creating significant and lasting improvements—right here in Fort Collins.

These changes go far beyond making sure items that can be recycled or reused are diverted from the landfill. Or, that employees choose to travel on two

wheels to work every day, not just on Bike To Work Day. Or, even coming up with unique solutions for their unique business cultures.

These changes impact our partners' bottom lines. Ask Advanced Energy or the United States Department of Agriculture. Both of these organizations are seeing major savings by increasing energy efficiencies.

Green Ride is turning trash to treasure, and creating a darned cool office space while it's at. EcoMaids saves thousands of gallons of water while cleaning with products that won't trigger sensitivities and allergies. It saves big bucks by reusing magical cloths.

Xerox provides its sales force with tools that have reduced enough driving miles to travel across the country. Three times.

Our very own Colorado State University serves up soda while saving enough energy to power six homes in a year. Yes, a year. Imagine what a university can do with that kind of boost to its budget.

Odell Brewing Company has completely revamped how it handles trash and recycling; improving the way trash is managed and cutting back on pick ups. Cha-ching.

More than this, these changes are engaging employees. They are involving them in the big picture and giving them something worth their investment of changed behavior. ClimateWise is honored and proud to be a part of these changes. We help our partners find innovative solutions that work for them and for their bottom line. We show them change doesn't have to be hard or intimidating. It can dovetail easily into their daily routines.

Change is good, and it doesn't get better than that.

Article by Michelle Venus



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When Is 400 Tons Less Than 190 Tons?

Never, right? Wrong.

During a 2011 building upgrade and retrofit, Advanced Energy replaced an old, inefficient 190-ton water chiller with two 200-ton units. Even though the new chillers are more than twice the capacity of the old one, they've already saved AE approximately \$3,000 annually in cooling costs.

"Chillers have a life expectancy of about 15 years, and this one was already 16," explains Stephen Maynard, Tolin Mechanical facility engineer on-site at AE. "That's about 100 years old for a chiller." So, chiller years are like dog years? Exactly, according to Maynard. And, he says, by the time they get that old, so much maintenance—in time and money—is being invested in them, replacement makes the most sense.

The old chiller operated on a reciprocating compression system. In laymen's terms, that means, it's either on or off. There's no in-between. The new chillers use a computer controlled scroll compressor that constantly monitors the processed water temperature of the 93,000 square-foot facility and varies the voltage based on load demand.

"ClimateWise was a catalyst for us to brainstorm ways to be more efficient," Maynard says. "Its staff suggested

simple things like making sure work stations are turned off when employees leave at the end of the day. ClimateWise really got the ball rolling."

AE also is switching to more efficient lighting across its large campus. That will happen slowly on an as-needed basis. With such a large facility to manage, a complete overhaul in a short time frame isn't possible or practical.

Clearly, AE has a lot of bright ideas that are totally chill.

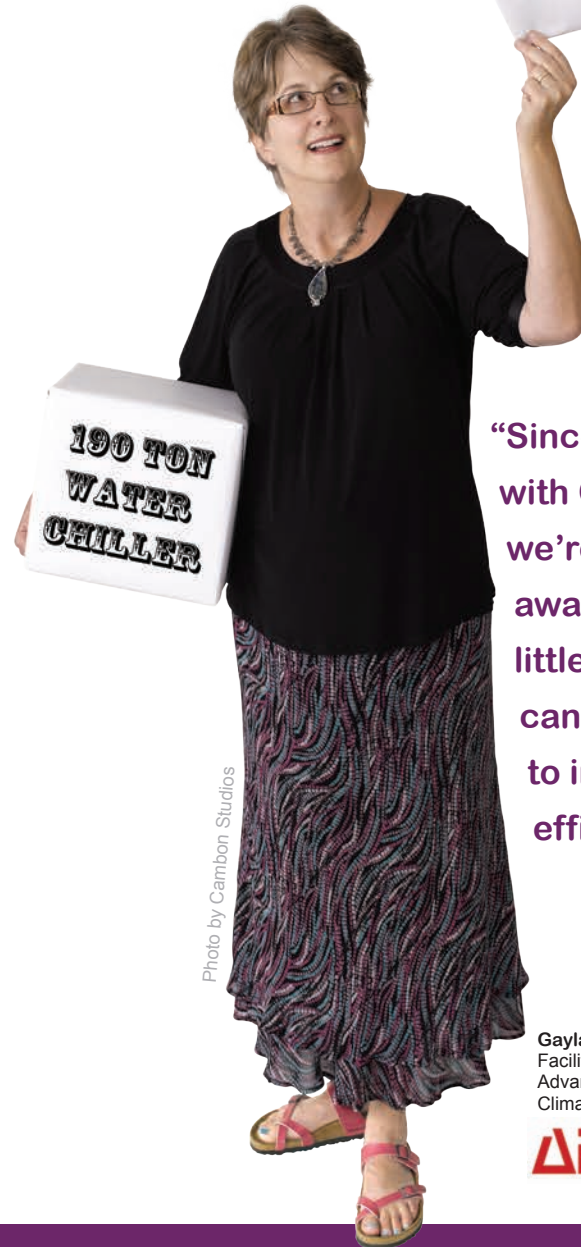


Photo by Cambon Studios

"Since working with ClimateWise, we're more aware of the little things that can be done to increase efficiency."

Gayla Johnson
Facilities Coordinator
Advanced Energy
ClimateWise Gold Partner



Article by Michelle Venus

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Power Pop.

It's an age-old question. "Coke or Pepsi?"

It's a question Colorado State University has to answer every 10 years, when the University negotiates exclusive 'pouring rights' with soft drink companies. In 2011, when CSU signed a contract with Coca-Cola, new vending machines were installed. On the surface, that may not seem like an important difference. But consider this: the total energy savings from updating the machines is more than 270,000 kWh/year, or the equivalent of enough energy to power a half dozen Fort Collins homes for one year.

Next question: "How did they do that?"

Two ways. First, 70 fewer vending machines were placed throughout the campus, amounting to much less electrical use. Secondly, even though the new machines are ENERGY STAR® rated, the front-panel display lights were removed at the University's request, resulting in even more energy savings.

It doesn't stop there. Without the lights, less machine maintenance is required. Less maintenance means fewer trips by Coke vending support to replace light bulbs. Fossil fuel consumption goes down, and fewer bulbs need to be recycled. These projects clearly add to the energy-savings measures, which begs the question: How far-reaching are the program's influences?

A seemingly small step—using less lighting—made a big difference. Your mother was right when she told you to turn off the lights.

"There are no small measures when you work a campus as large as ours, because even "small" projects done many times add up to big impacts."




Stacey Bamgarn
Campus Energy Coordinator
Colorado State University
ClimateWise Platinum Partner



Article by Michelle Venus

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Spit and Polish.

We've all seen those commercials on television:

Someone washing floors with an old mop, sloshing water all over and generally not happy with the end result. Then along comes a miracle mop with microfiber pad, and the day is saved. Really?

"They really do a better job than the traditional mop-and-bucket system," says Tom Legget, owner of EcoMaids. A microfiber measures less than one denier, or 1/100 of a human hair. When these threads are woven together, the surface area is much greater than that of a cotton rag and attracts dust and dirt.

EcoMaids employees put microfiber to good use. Color-coded (by room and use) pads and cloths pair up with biodegradable, plant-based cleaning solutions that are sprayed onto floors, countertops, sinks and toilets to get to the shine. This cleaning process saves on average, six four-gallon buckets of water per team per day. Five days of

"I started this business because every time I cleaned my bathroom, it was followed by a couple hours of asthmatic breathing. I knew there had to be a better way."

Article by Michelle Venus



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"We've worked with Fort Collins Utilities to help more than 105 Climate Wise partners pay for energy efficiency projects."

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three teams works out to a savings of 15,600 gallons of water that is not poured down the drain. Every year. Think of it this way, a little more than 19,000 gallons of water fills a 16 ft x32 ft in-ground pool.

The cloths and pads are laundered and reused. High-quality microfiber products last through hundreds of machine washings, making them an economical choice as well as an environmentally friendly one.

For Legget, the tracking tools that ClimateWise provides have been invaluable.

Since the water used for cleaning is supplied by his clients, he doesn't have before and after water bills to compare. The tools help him monitor usage and accurately track savings and efficiencies.

And, that is not just a drop in the bucket.



It's Not You, It's Us.

"I think we should see less of each other."

Usually, these words make the heart sink. But for Odell Brewing, they actually made its relationship with Waste-Not Recycling stronger. Midway through 2011, the microbrewer completely overhauled its recycling program. And reduced the number of recycling pickups by 75 percent.

All it took was a little bit of fine tuning. The collaboration resulted in a simple and elegant solution. A roll-off dumpster collects glass. A dry trailer stores cardboard bales and poly, along with co-mingled recycling and miscellaneous recyclable materials.

"It's really convenient to put everything from plastic and metal barrels to light bulbs on the trailer and know they will be recycled properly," says owner Doug Odell. "But the best part is that our pickups have been dramatically reduced. This alone is saving fuel and labor and makes Odell a safer work environment."

With time, the new recycling program will become a profit center. The baled cardboard and poly are considered processed materials, and the brewery is reimbursed by Waste-Not for these commodities. They are looking into purchasing a chipper for the polyethylene terephthalate (a plastic resin-polyester product also known as PET) banding waste. A huge amount of the banding (straps that secure delivered raw materials) is accumulated from bulk packaging pallets. Currently, the banding is folded and knotted together, leaving a pretty bulky package when it's tossed into the dry trailer, resulting in a lot of unusable space. The chipper will turn the PET banding into a processed, salable material that takes up a lot less room.

For Odell Brewing and Waste-Not recycling, less is most certainly more.



Photo by Cambon Studios

Article by Michelle Venus

Odell Brewing Co.
Karla Baise
 Community Outreach
 Coordinator
 Odell Brewing Co.
 ClimateWise Gold Partner

Re-purpose for Decoration.

Green Ride is turning trash into treasure. Literally. The airport shuttle company finds its treasure trove—hubcaps—along the byways between Northern Colorado and Denver International Airport.

Hubcaps. That's right. Hubcaps.

"We have a growing collection, which we've found in various places," said Deborah Flynn, who helped founders Ray Schofield and her husband, Bob from the beginning of the adventure. "A few have come from our own vehicles, most from the side of the road, and all will be used to decorate our new office space."

Not only are the folks from Green Ride designing a themed décor, they found a new home for leftover floor tiles as well as bonding and cleaning agents. These extra products were listed on Craig's List and given to a couple from Longmont who will incorporate them into an art project. That's 150 pounds that's not going to the landfill. Every piece of furniture and artwork in the office was purchased from thrift stores. Just another way to keep perfectly good material out of the landfill, and save money at the same time.

And, there's more.

Green Ride has instituted driving policies that increase efficiencies. For instance, shuttle drivers are required to

accelerate and decelerate slowly and drive a maximum of 68 to 70 miles per hour. These practices are safer, quieter, and conserve fuel. They also reduce wear and tear on tires, brakes, and moving components, all of which helps fleet vehicles last longer and lengthens the time between purchases of new vans. And no idling. Ever.

Green Ride doesn't just talk the talk, it rides the ride. Every mile of the trip.



Deborah Flynn
Tasmanian Devil
Green Ride
ClimateWise
Platinum Partner



Photo by Camboon Studios

Article by Michelle Venus



**Larimer County
Government**



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Revolving Doors and Energy Savings: a Perfect Circle

USDA Building A on Colorado State University's south campus used to have a wind tunnel. At least, it seemed that way.

Originally, the building had two sets of sliding doors on the west-facing entrance, and during wintertime, leaves and snow would blow into the lobby every time someone came through them. "Our receptionist would bundle up in a coat and stocking cap throughout the winter," observes Matt Oberle, a forester and chairman of the building's Green Team. "The snow came in and the heat went out: not a good exchange."

When it came time to replace the sliding doors, an employee suggested it would be the perfect time to install a revolving door in their place. According to Oberle, the suggestion was like a compact fluorescent lamp turning on. Installing the revolving door was an \$18,000 investment: not cheap, by any means. But the first year, USDA Building A reported to ClimateWise a saving of more than \$24,000 from its utility bill. And now the receptionist can take off her coat when she comes to work!

The Green Team and ClimateWise have worked in parallel ever since. With CSU, for example, the Green Team also initiated a pilot study, collecting food waste and used paper towels for local composting and diverting approximately 30 tons of waste from the local landfill each year. The costs associated with the composting program can be shown to offset CSU's landfill fees, and a net savings would be realized by adopting Building A's composting effort.

"We focus on projects with a positive return on investment and effort, allowing us to meet our sustainability objectives while saving tax dollars." says Oberle. A perfect circle of investment and reward.



Article by Michelle Venus

Photo by Cambon Studios



Matt Oberle
Forester
USDA Natural Resources
Research Center, Bldg A
ClimateWise Gold Partner

From New York to San Francisco. And Back. And Back Again.

If you drove from New York to San Francisco three times, your car's odometer would click up 16,000 miles. That's a lot of driving. The six-person Xerox Professional Document Solutions (PDS) Northern Colorado team logged that in the last half of 2011. No matter how it's divvied up among them, it's still a lot of driving.

But that was before PDS put its transportation plan into action.

PDS was determined to find ways to lower mileage and greenhouse gas emissions without impacting the number of client calls the team made. The company implemented a carpooling program where trainees ride along with mentors. Not taking two cars to one location immediately cut mileage in half.

Xerox customized a sales tracking tool called "Mobile Pro," a client relations and time management tool with an internal Map It component that helps PDS representatives plan highly productive days while, at the same time, drive as little as possible. To put it simply, representatives select clients they want to visit, click on the Map It! link on their iPads and the application brings up all the clients in the area, helping them plan the most efficient route that day. James Bahm, PDS's Larimer County representative, will even use the

feature to plan walking routes "especially in downtown Fort Collins where I can park my car for a few hours and visit several clients in the area."

"We've calculated our representatives have lowered their mileage from 100 to 80 miles a day," says Sabrina Zimmerman, PDS marketing specialist.

The math is simple: (6 people x 20 miles) x 5 days x 52 weeks = 32,000 miles (projected 2012 savings with carpooling ride-alongs and walking).

And PDS keeps on truckin.'



Photo by Cambon Studios

Article by Michelle Venus

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2011 Stats

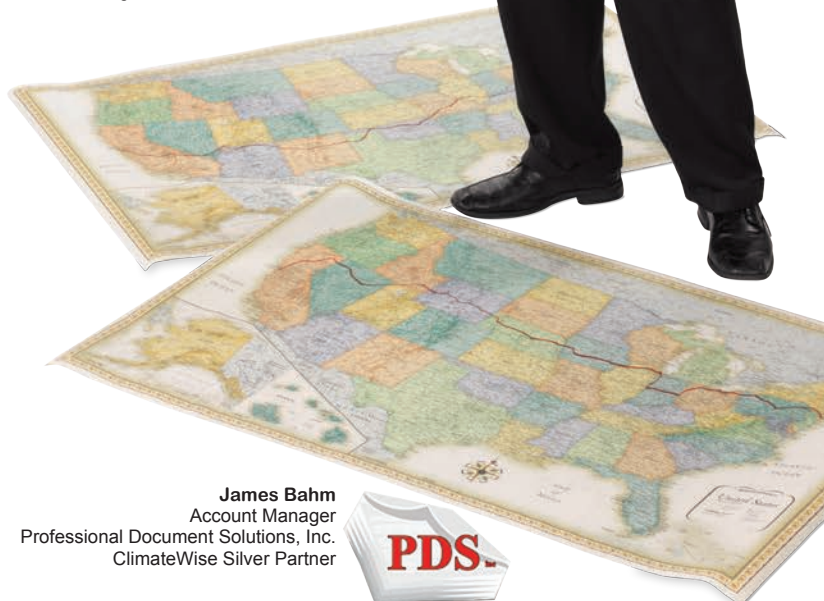
BEFORE: 78,000 miles travelled

AFTER: 62,000 miles travelled

SAVINGS: 533 gallons of gas x

\$3/gallon = **\$1,600***

* Not including staff time or wear and tear on vehicles



James Bahm
Account Manager
Professional Document Solutions, Inc.
ClimateWise Silver Partner



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Larimer County Government
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Platte River Power Authority
Poudre School District
RB+B Architects, Inc.
ReSource
Rio Grande Mexican Restaurant
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2011 Gold Partners.

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Coloradoan
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Drahota
ExperiencePlus! Bicycle Tours
Feet (The) /
Professional Document Management
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Fort Collins Veterinary
Emergency Hospital
Green Events, LLC
Hot Corner Concepts
Houska Automotive Services
In-Situ, Inc.
Mountain Whitewater Descents
Neenan Company (The)
North Front Range MPO
Odell Brewing Company
Poudre River Public Library District
Poudre Valley Hospital
Primal Echo, LLC
Public Service Credit Union
Sign-A-Rama Fort Collins
Toolbox Creative
USDA Agricultural Research Service
USDA Nat. Resources Research
Cntr, Bldg A
Water Pik, Inc.

2011 Silver Partners.

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Air Comfort, Inc.
AlphaGraphics
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Armstrong Hotel (The)
Be Local Northern Colorado
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Ben & Jerry's
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Coopersmiths Brewing Co
Cottonwood Condos
Crossroads Safehouse
DDA - Downtown Development Authority
Dellenbach Motors
Dennis Consulting, LLC
EcoMaids
Eco-Thrift
Exodus Moving & Storage
Faith Evangelical Free Church
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First United Methodist Church
Food Bank for Larimer County
Foothills Mall
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of Commerce
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Fort Collins Club
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Fort Collins Nursery
Front Range Community College
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Careers (IBMC)
Integrated Computer Consulting
Investors Properties of Colorado, LLC
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Laser Engraving Designs, LLC
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Outpost Sunsport
Pathways Hospice
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Rainbow Restaurant & Catering (The)
RE/MAX Advanced, Inc.
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Hans Breuer
Vineyard Church
of the Rockies
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REI (Recreational Equipment, Inc.)
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RLR, LLP
Rocky Mountain Innosphere (RM12)
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Living Association
Rosabella Consulting, LLC.
Saint John's Lutheran Church
Shaw & Associates CPAs
& Financial Advisors
Sitzman-Mitchell (Scotch Pines Village
Shopping Center)
Snooze Eatery
Spirae, Inc.
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Vaught Frye Larson Architects
Vista Solutions Corporation
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Wild Iris Living
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Young Peoples Learning Center

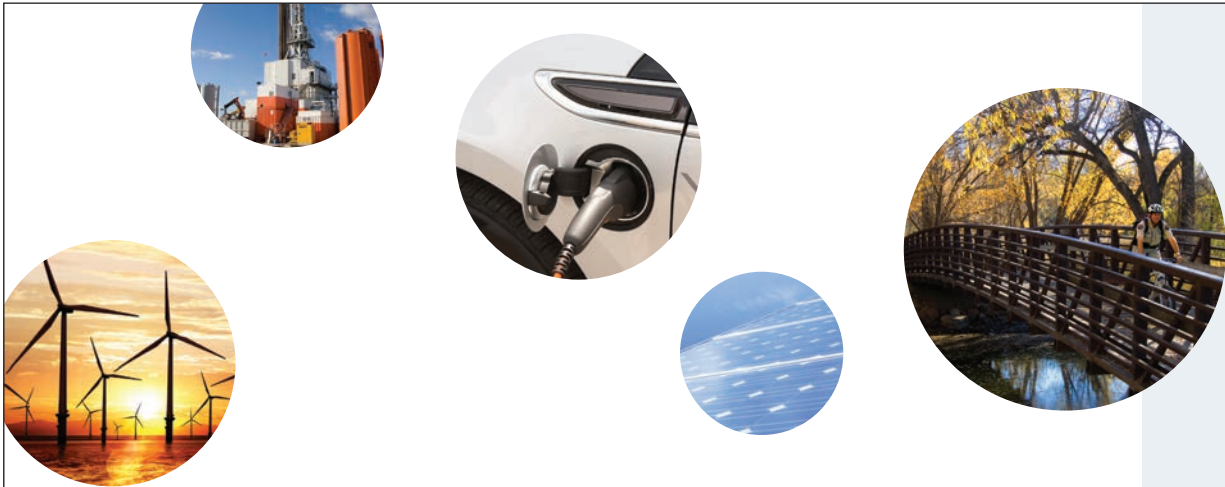
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