

# Enabler of Growth: Value Pillar Text

Our customers love energy efficiency. It provides a variety of benefits, not the least of which is lower energy bills.

The broader economic effects—what our customers do with that extra money—appeals to regulators and other stakeholders. Businesses can enhance productivity and retain workers, while the cost savings get reinvested in other projects or grow the bottom line. Residential customers can better manage bills and might spend that money on other things. Homeowners might see increased home resale values.

Plus, energy efficiency is delivered by local businesses—retailers, HVAC contractors, home builders—so much of the funding stays in the community, creating local jobs.

For our shareholders, energy efficiency has the potential to yield direct shareholder returns. It also can improve the business case for grid modernization projects and other capital investments that help us manage and dispatch resources to specific locations. Regulators and customers are more likely to support utility investments that deliver energy efficiency benefits.