



Contractor Exchange

WWW.UTILITYEXCHANGE.ORG

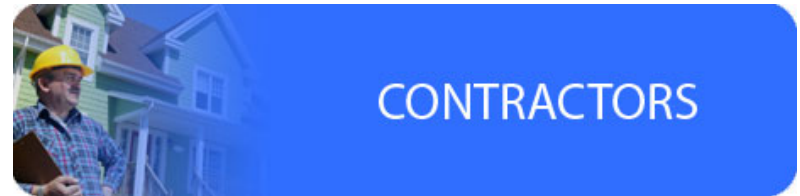
**EGIA SERVICES OVERVIEW
&
NATIONAL ENERGY EFFICIENCY TRENDS**

**January 26, 2010
Downey, California**

EGIA Electric & Gas Industries Association

EGIA Electric & Gas Industries Association

Advancing Energy Efficiency & Renewable Energy Solutions



CONTRACTORS



MANUFACTURERS &
DISTRIBUTORS



UTILITIES &
PROGRAM SPONSORS



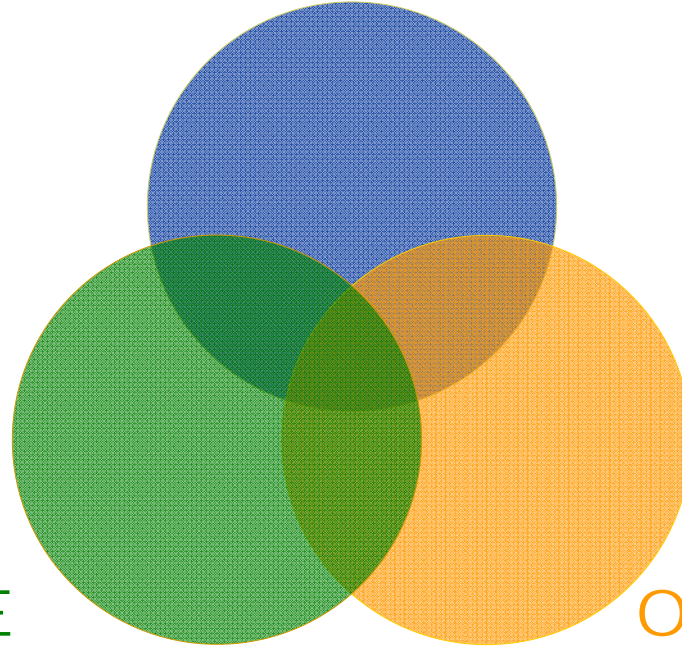
HOMEOWNERS

EGIA Contractor Services

Driving Sustained Growth & Profitability

EGIA CONTRACTOR LEADERSHIP
ACADEMY

INCREASE
PROFITABLE
SALES



REDUCE
OPERATIONAL
COST





EGIA Contractor Leadership Academy

WORKSHOPS CONDUCTED BY SEASONED PROFESSIONALS TO HELP CONTRACTING FIRM OWNERS AND SENIOR MANAGEMENT DEVELOP MORE PROFITABLE AND SUSTAINABLE BUSINESSES

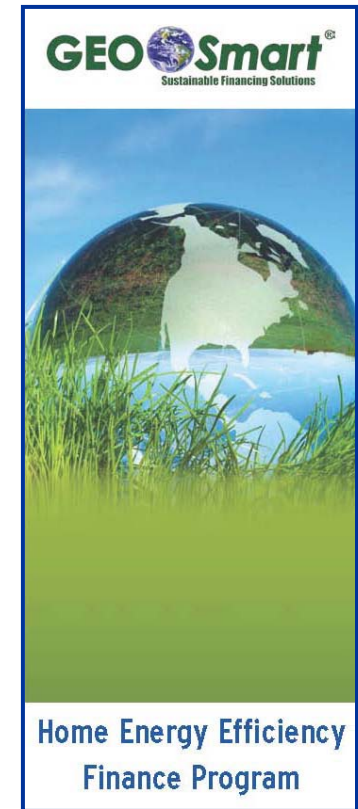
CONTRACTOR MANAGEMENT WORKSHOP SERIES

- ***Accounting Basics: Transforming Financial Statements Into Management Tools (Register Now!)***
- ***Dynamics of Leadership***
- ***21sts Century Service Manager***
- ***Positioning Your Company as The Quality Contractor***
- ***Effective Team Building & Problem Solving***

Increase Profitable Sales



- **GEOSmart Loan Program**
- **EGIA Approved Contractor Program**
- **Free Customer Leads**
- **Sales Training & Pitchbook Development**
- **Website Development & Web Optimization**
- **Job Cost Quoting Tools**



Reduce Operational Costs



- **Business Insurance and Employee Benefits**

- **Payroll Processing and Tax Compliance**



- **Collections and Debt Recovery**



Home Improvement Market In Transition

“Rising home energy costs and growing environmental concerns have boosted demand for green remodeling projects in an otherwise soft market...”

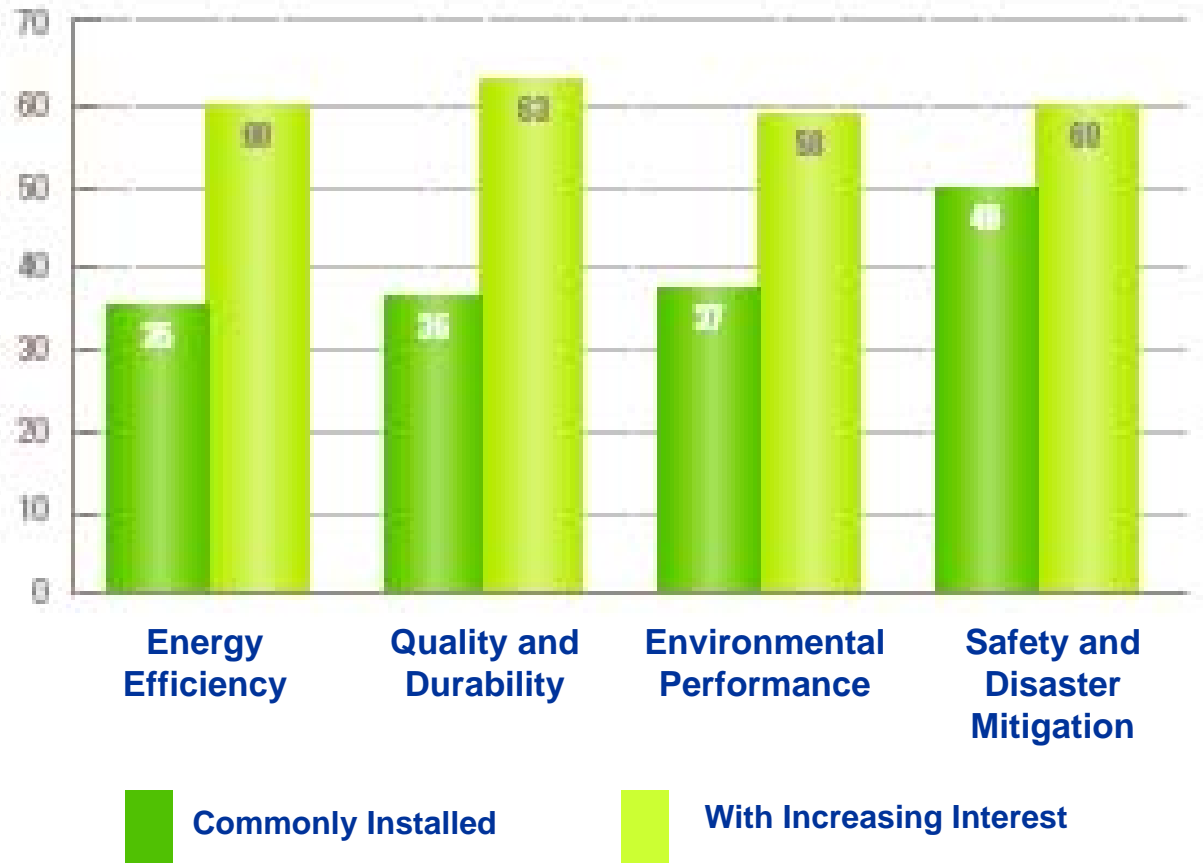
“Having a “green” reputation is a competitive strength in that these contractors can assure customers that they will use appropriate products and installation procedures to ensure favorable results.”

The Remodeling Market In Transition
Improving America's Housing 2009
Joint Center for Housing Studies of Harvard University



Interest In Green Remodeling Extends Beyond Energy Efficiency

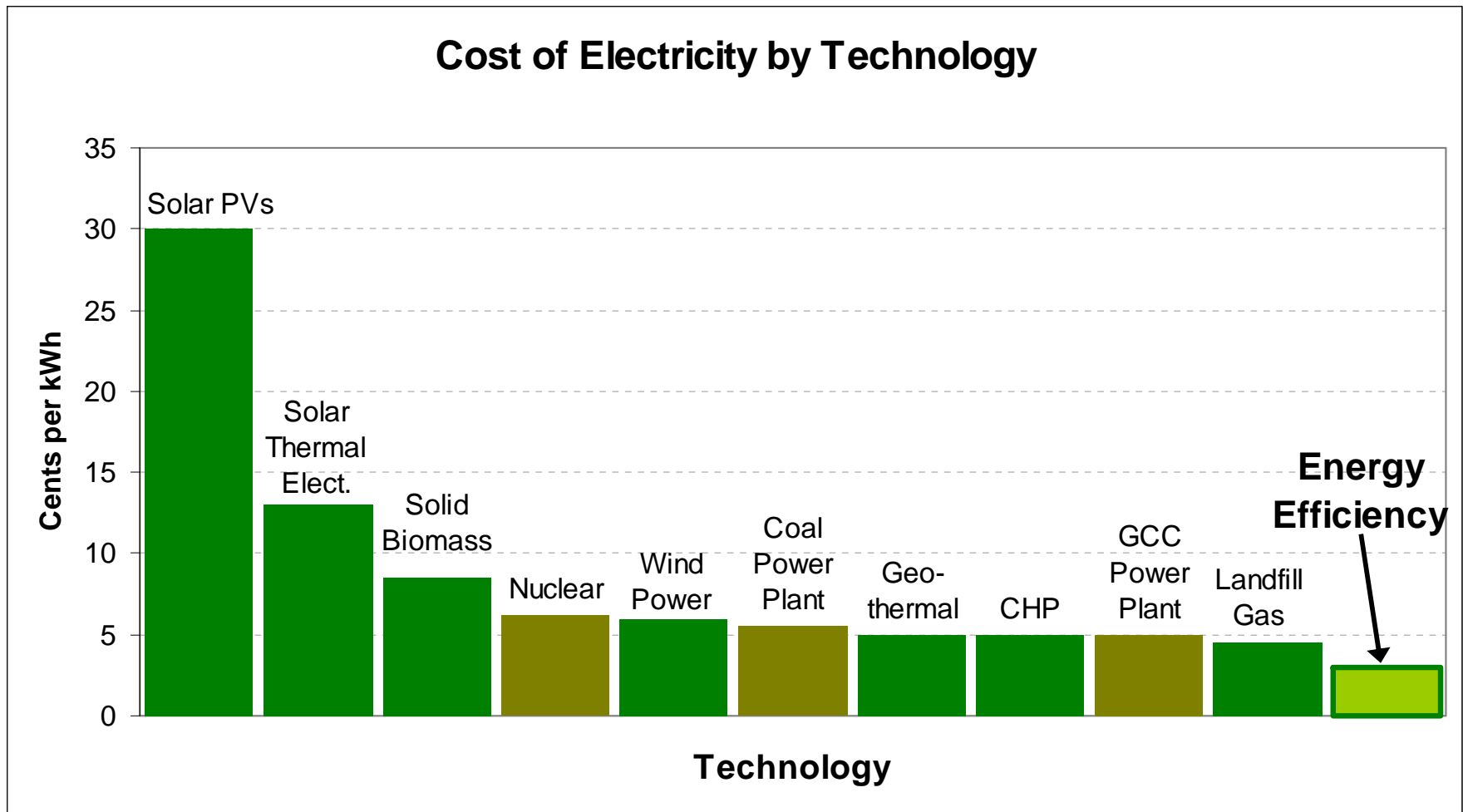
Average responses by remodeling contractors (Percent)



Source: JCHS National Green Remodeling Survey



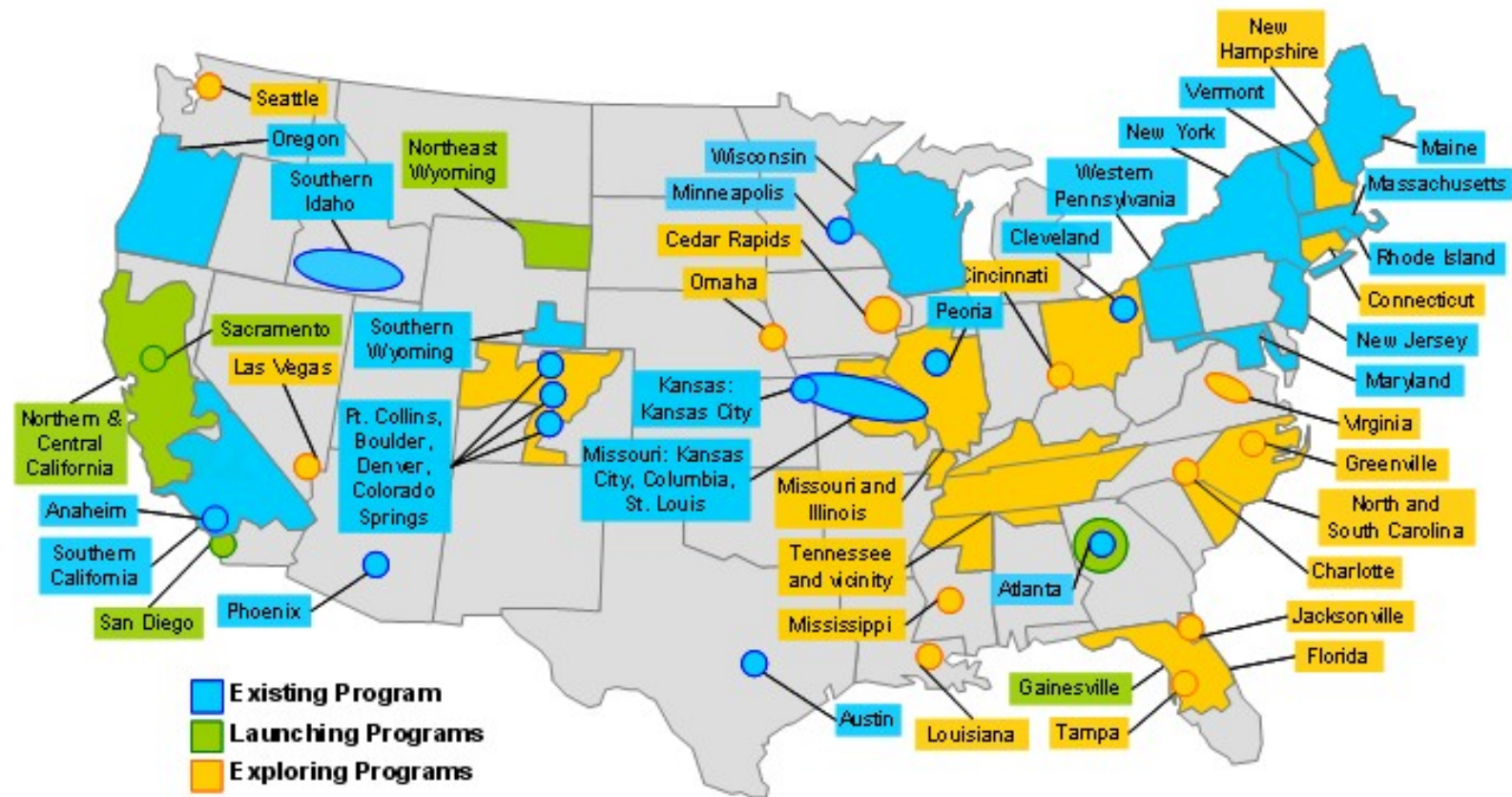
Energy Efficiency Is The Most Cost Effective Resource



Source: EPA



Home Performance Goes Nationwide



Bruce Matulich

CEO & Executive Director

(916) 480-7314 office

(408) 781-4643 mobile

bmatulich@egia.org