



POWER NOTES - DOMINION RESOURCES EDITION

Up to \$24 Million Per Year Spent on Burned-Out Street Lights in Virginia

Approximately \$120 million per year is paid to power companies for street lights in Virginia. We estimate that 20% of that money, or \$24 million, is spent on lights that are not working. You can help eliminate that waste.

Street lights on public roadways are typically installed and maintained by the power provider in that area. They are paid for by the municipality or state department of transportation that is responsible for the road. Ultimately, they are paid for by taxpayers through property, sales or income taxes.

Power companies have no way of knowing when a light has failed. It is the responsibility of the city, town, VA DOT, or members of the general public to report failed lights. Unfortunately, this is often an overlooked responsibility.

The most common failure is when the street light cycles off and on. This is normal failure mode and indicates the lamp needs to be replaced.

Failed street lights result in wasted tax dollars, decreased road safety and a reduction in public safety and security. I took a walk around my neighborhood and counted the lights that were not working. In a 3 mile walk, I found 22 failed street lights - approximately one-third of the lights I passed.

If you see a light that is not working, take note of the number on the pole and a nearby street address. Call your power provider with this information and they will make the needed repairs.



How to Notify Dominion VA Power of a Failed Light

To report a street light outage to Dominion VA Power, call them at **1-866-DOM-HELP (1-866-366-4357)**.

Dominion VA Power has numbered all of their poles. The format is alphanumeric (see examples to the left). When contacting them to report lighting trouble, provide the pole number and approximate street address whenever possible. In just a few minutes, you can help increase the safety, security and aesthetics in your neighborhood.

Does this Also Apply to Lighting in Parking Lots and Yards?

Yes! If you have leased lights on your property, be sure to check if they are all coming on at night. If not, call the power company to get them repaired. You pay for them whether or not they are working. Get your money's worth!

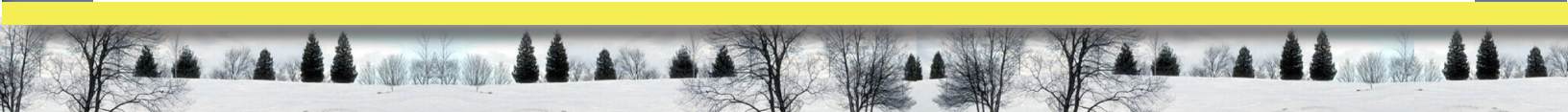
Congratulations, Myles Chatham!

We had many of you complete and return the 2016 Customer Satisfaction Survey last month, and all were entered into the drawing for an Apple Watch 2. **Myles Chatham, with Northside Church in Roswell, GA**, was our lucky winner! He was kind enough to share this photo with us when he received his prize. Watch the mail for our next survey or questionnaire and you could be the lucky one!



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The UMS Staff is Highly Certified



Brian Coughlan
PE, CEM, CEA, CEP, CDSM

Brian Coughlan is the President and Founder of UMS. He is a registered Professional Engineer, Certified Energy Manager, Certified Energy Auditor, Certified Energy Procurement Professional and a Certified Demand Side Management Professional. He has a B.S. in Electrical Engineering from VA Tech, an M.S. in Electrical and Computer Engineering from North Carolina State University, and an MBA from UNC – Chapel Hill. Prior to founding UMS, Brian worked for 15 years as an engineer and manager at Carolina Power & Light Company (now DEP).



Janessa Goldstein
Juris Doctor

Janessa Goldstein serves as Corporate Counsel and Director of Financial Operations for UMS. She holds a Juris Doctor from Charlotte School of Law and a B.S. in Business Management & HR from the University of North Carolina at Wilmington. Janessa is a two-time recipient of the CALI Excellence for the Future Award for Lawyering Processes I & II. She has experience in HR and managing various functions of Financial Operations. As a licensed NC attorney, Janessa negotiates and advocates for better rate structures for UMS customers in various administrative proceedings.



Paul McConocha
CEM, CEP, CDSM

Paul McConocha is an Account Manager based in Holly Springs, NC, serving the Piedmont and Sand Hills regions. He is a Certified Energy Manager, Certified Energy Procurement Professional, Certified Demand Side Management Professional and Certified Lean Six Sigma Black Belt. Paul has a B.S. in Biological Sciences and M.En. in Environmental Policy and Administration from Miami University in Oxford, Ohio. Prior to joining UMS, Paul's career included key facility and energy management leadership roles at North Carolina State University, Macy's, Inc. and solid waste manager for Rumpke Consolidated Companies, Inc.



Daniel Newman
CEM

Daniel Newman, a graduate of the US Naval Academy, has a Masters in Mechanical Engineering and is a Certified Energy Manager. He spent 15 years with York International and Carrier Corporation as an Executive Sales Engineer. Daniel then served as Senior Vice President for Lime Energy, a publicly traded energy services company and then as Principal of Post Energy Group, a consulting firm which offers products and services focused on reducing energy consumption and lowering overhead costs for commercial and insitutional facilities. He now is an Account Manager with UMS based in Augusta County, Virginia.



Patrick Cerri
CEM, LEED AP

Patrick Cerri graduated from the University of North Carolina at Charlotte with a Bachelor's Degree in Civil Engineering and Construction Management. He works full time for the City of Charlotte where part of his duties involve performing electric rate analysis for all City facilities, thus saving hundreds of thousands of dollars per year. Patrick always had a passion for energy efficiency and sustainability, so he joined UMS to help private sector businesses save money on their utility bills. Patrick is a Leadership in Energy and Environmental Design Accredited Professional (LEED AP) and a Certified Energy Manager.



Nikolai Lipscomb
BEP-IT

Nikolai Lipscomb joined UMS as an analyst in June 2016. He has his M.Sc. in Mathematics from the University of North Carolina - Wilmington and stays engaged in the local mathematics community with research in numerical differential equations and machine learning. Nikolai is a Certified Business Energy Professional in-training.



Jessica Hannah
BEP, CEA-IT

Jessica Hannah is an analyst in the invoicing department. She holds a B.S. in Management with concentrations in Marketing and Finance from Rensselaer Polytechnic Institute in Troy, New York. Since joining UMS in 2014, she earned the Business Energy Professional as well as the Certified Energy Auditor in-training certifications.



Nicolette Thomas
BEP-IT, CEA-IT

Nicolette is an analyst in the invoicing department. She holds a B.S. in Applied Mathematics and a M.S. in Mathematics, both from the University of North Carolina at Wilmington. Nicolette has earned the Business Energy Professional in-training and Certified Energy Auditor in-training certifications since joining the UMS staff.



James Horne
BEP-IT

James Horne graduated from the University of North Carolina at Wilmington in May 2015. He holds a BS in Business Administration with a double concentration in Finance and Economics, and is a Certified Business Energy Professional in-training. James joined the UMS team's auditing department as an analyst in 2016.

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