



Conservation Services Group

PRESS BACKGROUNDER

Renewable Energy Products and Services Conservation Services Group

Conservation Services Group (CSG) has been an active player in the renewable energy market since 1996. The company provides extensive services to residential and commercial renewable energy projects throughout the country. Working with developers to expand renewable energy markets, CSG uses Renewable Energy Certificates (RECs) to stimulate investment by increasing the value that renewable energy projects can secure from these market mechanisms. This involves acting as a marketing and development representative to provide strategic planning, certificate creation and management, sales strategies, transaction processing, proposal development, and long-term policy and regulatory representation.

CSG arranges REC sales on behalf of renewable generators. In this rapidly changing market, CSG tracks trends and works with buyers to develop markets at both the wholesale/regulatory compliance level and the retail green power, or REC market level. This is accomplished through the efforts of CSG's retail energy products and through sales to third-party green power suppliers. CSG represents more than 20 different generating facilities in the sale of RECs.

In addition to REC market development efforts, CSG's Renewable Energy Division installs, operates, manages, and maintains photovoltaic (PV, or solar) energy generating stations. Regulatory and policy consulting on restructuring, interconnection, and transmission issues is available through CSG.

CSG manages several award-winning renewable/solar energy programs and offers educational programs and technical workshops to complement these initiatives. CSG owns and operate solar electric power plants in eight states totaling over 540 kW and has been involved in the design, construction, and maintenance of other systems totaling more than 1500 kW. In 2003, CSG completed electrical design and installation of a 1.2 MW PV facility in Palm Springs, Calif. and is working on another 400 kW in new projects.

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CSG Renewable Energy Backgrounder/2

CSG founded Sun Power Electric, the nation's first solar electric "utility" in 1998. The company builds solar electric power plants and sells the energy produced into deregulated electric utility markets. In 2002, Sun Power Electric became the first organization in the U.S. to trade "Green-e" certified renewable credits and the first to trade solar credits in New England. Sun Power's ReGen green power product and GreenerWatts New England (introduced in 2003), were designed to bring renewable energy to the retail market, expanding the availability of clean, alternative power options for consumers. ClimateSAVE, launched by CSG in 2005, is another "Green-e" certified product and focuses on reducing greenhouse gas emissions.

CSG works closely with customers and allies to use policy initiatives to help expand the opportunities for renewable resources. This includes developing low cost accounting systems to allow renewable certificates to reach their highest value customer, as well as the promotion of green power markets and Renewable Portfolio Standard (RPS) regulations. These efforts help stimulate the development of landfill gas recovery, wind, biomass, and hydro resources. In addition, CSG combines engineering and markets capabilities to provide consulting support to a wide range of utilities, trade associations, government agencies, and power companies looking to expand the role of renewable energy in the mix of resources in the country.

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