



Letter from our Chief Executive Officer

In 2018, Nova Scotia reached an important milestone: ten years of investment in efficiency programs. In that time, we have reduced the province's electricity use by an impressive 11 per cent. Nova Scotians are saving over \$180 million in annual energy costs, and we've reduced one million tonnes of CO2 emissions—1 tonne for every person in the province.

We are also reaching more customers today than ever before, with new support for oil-heated homes and new services for low-income renters and Mi'kmaq Communities. In 2018, we launched a new program to make solar projects more affordable for homeowners and received hundreds of applications within months of the program's launch.

Our success in the past year has helped support continued growth in Nova Scotia's efficiency industry. Our programs are delivered by more than 200 partner companies that employ 1,400 people across the province - an impressive group of experts in energy efficiency technologies and services.

Looking ahead, we will continue to expand our partnership network in order to help even more people and continue to build a better world through efficiency. Our next three-year efficiency plan, which

we recently filed with the Nova Scotia Utility and Review Board, builds on our record of achievement and outlines new ways to help residents and businesses achieve greater energy and cost savings, while also reducing harmful emissions that impact climate change. We believe strongly that it provides the best value to Nova Scotians—delivering more than \$5 in savings for every \$1 invested in efficiency programs. Our results to-date are because of the hard work and dedication of our staff, delivery agents and partners.

I invite you to read the stories and results in our Annual Report and to show your support for efficiency by sharing them widely.

Stephen MacDonald,

**Chief Executive Officer
EfficiencyOne**