

Dores Dairy (2-min)

Video Script

- I love what I do because it's not work, because I'm with animals and outdoors. My name is John Dores, and I'm a partner at Dores Dairy. The first time I met Chelsea, she came out to explain that there was a discrepancy in our bill, that we owed PG&E. Obviously, that was a big concern, so we started discussing ways that we could conserve energy to make up the difference.

- I formed a pretty good relationship with John, and we able to bring a resolution out of it. We started looking at opportunities for savings, and we started with lighting.

- Chelsea suggested that LED lighting would be a way that we could save energy, and she guided through every step of the way. Cash flow was tight, so she suggested that we could do on-bill financing, where PG&E would finance 100% of the cost of the new lighting system. After looking into it, we agreed to do it. We installed new LED lighting in the milk barn, in the shop, and in the free-stall barns where are the cows are at. Any doubts or questions I had, I'd call Chelsea and she'd clarify it, and it was very simple. We liked the new lighting for the brightness. It makes it for a better work environment.

- The dairy industry faces a lot of challenges, and any dollar that we can save them and put back into their business, rather than into their utility bill, is a win. What makes John stand out in my mind is just the pleasant relationship that I had with him throughout the process.

- Chelsea is PG&E. She's the face of PG&E that I never knew before. My opinion of PG&E was they're just an energy provider, but they made it feel like they care about their customer. We would not have been able to do this project without the help from PG&E.