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## Dave Pestillo

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## Where We've Been, Where We Are, and Where We're Going!



As we enter our 15<sup>th</sup> year in business, we'd like to say "Thank You" to all of our customers! We'd also like to take a quick moment to see how things have changed since 2010.

Back then, Hosted Phone Systems were not very reliable, Internet over Fiber was still very expensive, LED's weren't quite ready for prime time yet, and CT electricity supply rates were in the mid 11's. Things have come a long way! Premise-Based Phone Systems are mostly a thing of the past (thanks to the reliability of Hosted Phone Systems), Internet over Fiber has become more common (thanks to more companies investing in the technology, which has led to lower prices), and LED's are absolutely everywhere! CT Electricity supply rates have gone up & down over the years, but are up about 25% compared to 2010.

So what's the prediction for 2024? Energy incentives will continue to be available for things other than just lighting (such as Advanced Rooftop Controls, sensors, electric vehicle charging stations & solar solutions). Internet over Fiberoptics will continue to replace Internet over co-ax & copper, and outdated Premise-Based Phone Systems will continue to change-over to Premise-Based Systems.

## Client Highlight: St. Margaret Church in Madison



Father Dan McLearen first became an Emendee client in 2010, when he was the Pastor of St. Francis of Assisi in New Haven. We upgraded their lighting and made things much brighter (while cutting costs).

His next assignment was at St. Margaret Church in Madison, where we

kept in touch, implementing an energy upgrade and cutting costs on their telecom network.

After being re-assigned to St. Joseph Cathedral for 3 years, he's back at St. Margaret Church, where we picked up where we left off. He now has a state-of-the-art Hosted Phone system, and his telecom costs have been dramatically reduced. He also signed up for a lower fixed rate for his electricity supply service.

According to Father Dan, "Dave has been able to save an incredible amount of money for the communities that I have overseen for over a decade. All I have to do is invite him to visit my parishes, and he does all of the work to seek out the savings. Thank you for your work, Dave!"



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