

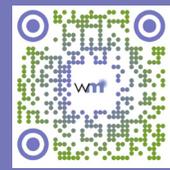


# walker•miller

Energy Services

***Catalyzers of Equity in the Clean Energy Economy***

EMPOWERING PEOPLE  
ENRICHING  
COMMUNITIES



**CORE VALUES DRIVEN**



**BOLDLY GO**



**EMBRACE EQUITY**



**HUMBLE  
CONFIDENCE**



**INCLUSIVE  
STEWARDSHIP**



**VALUE REPUTATIONS**



**EXTRAORDINARY  
EXPERIENCES**

## ABOUT US

Walker-Miller Energy Services (Walker-Miller) is a Certified B Corporation and trusted partner with deep roots in the energy industry. Headquartered in Detroit, MI, with offices throughout the United States, Walker-Miller changes lives through energy. Led by Carla Walker-Miller, Founder and Chief Executive Officer, Walker-Miller's commitment to Empower People and Enrich Communities is the bedrock of a unique, people-centered culture that values all people and normalizes diversity, equity, and inclusion as a strength. With a team that reflects the rich diversity of this country, Walker-Miller designs programs, sources products, trains inclusive workforces, develops outreach strategies, and provides innovative research and development, successfully engaging communities with low participation rates in energy efficiency efforts. Our goal is to act as a bridge to equity as this country transitions from the traditional utility to a new low carbon reality. Walker-Miller has curated a diverse, talented team of engineers, certified energy managers (CEM), BPI certified energy analysts, building analysts, Six Sigma practitioners, and other professionals to deliver exceptional energy efficiency services. The company's credentials as a certified BPI Goldstar Contractor allow us to train with industry best practices in mind and staff programs with individuals who hold safety and customer satisfaction paramount. Through our Department of Energy (DOE) Home Energy Score Partnership, we continue to empower families to understand the systems and behaviors that contribute to their energy burdens. Our efforts help decrease energy burdens, drive equitable access to clean energy jobs, invite diverse businesses into the clean energy economy, and serve the needs of asset limited income constrained communities with compassion, and through an equity lens provide thought leadership to utilities, municipalities, businesses, and communities to help achieve energy reduction goals and drive the benefits of clean energy to all communities.

## CATALYZING EQUITY. CATALYZING EXCELLENCE.





Walker-Miller is a Certified B Corporation, making us part of an exclusive global network of fewer than 10,000 Certified B Corporations in the world – leaders in the global movement for an inclusive, equitable and regenerative economy.

B Corp Certification is a global designation that a business is meeting high standards of verified performance, accountability, and transparency on factors from employee benefits and charitable giving to supply chain practices and input materials. To achieve certification, a company must:



Demonstrate high social and environmental performance by achieving a B Impact Assessment score of 80 or above and passing our risk review. Multinational corporations must also meet baseline requirement standards.



Make a legal commitment by changing their corporate governance structure to be accountable to all stakeholders, not just shareholders, and achieve benefit corporation status if available in their jurisdiction.



Exhibit transparency by allowing information about their performance measured against B Lab's standards to be publicly available on their B Corp profile on B Lab's website <https://www.bcorporation.net/en-us>.

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*"As thought leaders in clean energy equity, we are committed to help lead the charge in Michigan and across the U.S. to dispel the narrative that businesses must choose between creating a healthy culture that values people or one that generates profit. We can do both."*

**-Carla Walker-Miller**

## CORE SERVICES

### Program Design & Delivery

- Single and Multifamily
- Electrification Transportation
- EV Infrastructure
- Residential & C&I Kit Distribution
- Contract Management

### Specialized Services

- Engineering
- Advising and Planning
- Field Services
- QA/QC
- Marketing and Outreach
- Customer Journey Mapping

### Market Development Initiative

- Diverse Vendor Procurement
- Workforce Development Training
- Contractor Incubator Program
- BPI Training (Upskill & New)

### Product Sales

- Energy Efficiency Products
- EV Chargers & Powerwall
- Transformers, Breakers, Capacitors

# 25

Years leading clean energy solutions

# 100%

Customer satisfaction scores

# 250K+

Homes served

# 300+

Projects complete and over 5 years delivering workforce development training programs

### CLIENTS

- Gas & Electric Utilities
- Municipalities
- Local, State, and Federal Government
- Developers
- Community Based Organizations (CBOs)

## RECENT EXPERIENCE

### Ameren Illinois EE Portfolio

Walker-Miller Energy Services implements a multitude of programs that benefit Ameren Illinois residential and business customers by saving money, lowering the state's carbon emissions, and advancing diverse business owners in the clean energy economy, including,

**Ameren Illinois Energy Efficiency Program  
Home Efficiency Income Qualified Initiative**

**Ameren Illinois Energy Efficiency Program  
Community Action Agency Channel**

**Ameren Illinois Energy Efficiency Program  
Retail Products**

**Ameren Illinois Diverse Program Ally  
Incubator Program**

**Ameren Illinois Energy Efficiency Program  
Diverse Vendor Procurement Program**

### Portfolio Highlights + Innovation

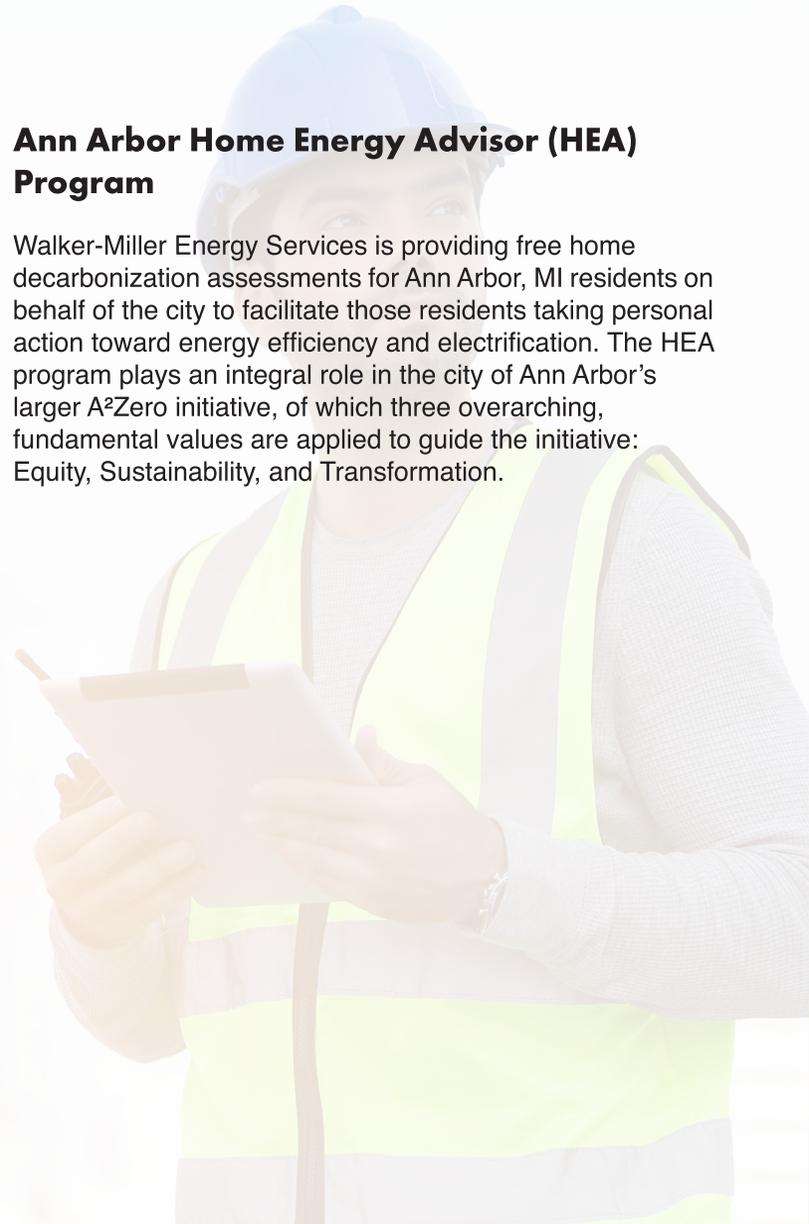
2024 HEIQ Savings: kWh: 7,060,551 Therms: 143,423

HEIQ completed 824 total projects in 2024. This included 690 retrofit projects and 134 building envelope projects

Completed a comprehensive review of all collateral to ensure equitable language and enhance readability for diverse audiences

### Ann Arbor Home Energy Advisor (HEA) Program

Walker-Miller Energy Services is providing free home decarbonization assessments for Ann Arbor, MI residents on behalf of the city to facilitate those residents taking personal action toward energy efficiency and electrification. The HEA program plays an integral role in the city of Ann Arbor's larger A<sup>2</sup>Zero initiative, of which three overarching, fundamental values are applied to guide the initiative: Equity, Sustainability, and Transformation.



## RECENT EXPERIENCE- CONTINUED

### ComEd Beneficial Electrification

Walker-Miller Energy Services is the implementation contractor in ComEd's efforts to advance the widespread adoption of zero-emissions transportation by ensuring equitable access to electrical vehicles and the benefits that come with them. The ComEd Beneficial Electrification Program offers the highest rebates and reserves 50 percent of funds for equity-eligible communities through new, targeted incentives focused on residential customers, business, and public sector customers.

#### Portfolio Highlights + Innovation

~3350 EV charging ports installed with ComEd rebates (L2/DCFC), of which nearly 280 are public and rest are residential or private C&I

>170 fleet EVs purchased with ComEd rebates, including over two dozen heavy duty/school/transit buses

57% rebates paid to income eligible and EIEC customers diverse audiences

### DTE HEC & MultiFamily Programs

The Energy Advisors at Walker-Miller Energy Services provided home energy assessments for DTE customers residing in single-family homes and multifamily units. Upon performing the home energy assessment, our Energy Advisors implemented valuable installations around the home to assist customers with reducing energy usage and saving on energy costs; provided critical information and education to further aid customers along their continued energy efficiency journey; and, shared additional resources for customers to take advantage of in making their home more energy efficient and comfortable.

#### Portfolio Highlights + Innovation

130,000 MWh and almost 900,000 MCF total energy savings achieved

Over 25 100% monthly & quarterly customer satisfaction scores achieved across programs from 2019-2023

Developed trade ally network of over 50 participating contractors annually

Over 120,000 single-family HH customers served

Robust Weatherization and Low-Income Housing Tax Credit Customer Pathways developed within Multifamily

## APPROACHING COMMUNITIES WITH CARE

We engage communities utilizing best practices in working with Socially and Economically Disadvantaged Individuals (SEDI).

We meet families where they are, without judgement; actively facilitating awareness first, followed by access and uptake of energy efficiency programs.

We conduct targeted research to understand the unique challenges community members may face that may limit their adoption of energy efficiency solutions.

We hire diverse teams and train team members in culturally competent outreach engagement.

**We don't just engage the community; We are the community.**



\*Research provided by the San Francisco State University Health Equity Institute

## PECO ENERGY EFFICIENCY EDUCATION OUTREACH

At the core of our operations we embrace equity and foster inclusivity. Walker-Miller manages the PECO Energy Force Ambassador Program, partnering with nonprofit organizations in the Philadelphia, PA community to train adults with developmental disabilities to serve as ambassadors for PECO's Energy Efficiency initiatives. Walker-Miller also leads the PECO community engagement strategy that educates customers on ways to improve the energy efficiency of their homes or facilities. Targeted outreach efforts focused on residential electric customers, K-12 students, and small business customers, and are performed through various methods including fun, interactive demonstrations at community outreach events via display and exhibit booths, speaking engagements, and student education.

*"Whoever came up with the PECO Ambassador Program should be commended! My son Joshua and I went to the training on the first day and realized it was going to be a positive adventure. The Walker-Miller Team does a phenomenal job at managing this program! He is meeting new people, learning how to express himself better and being part of a diverse community which gives him more confidence."*

**-Carla Gaskin**



## PROGRAM DESIGN AND IMPLEMENTATION

We ensure equitable program design, providing historically excluded residential and commercial customers the ability to access all associated benefits of energy efficiency programs. Our delivery model is uniquely tailored to meet your customers where they are through **transparent, clear, consistent, and culturally competent** communication on program goals, benefits, and processes.



### Customer-Centric Approaches



### Flexible Service Models



### Localized Engagement Strategies

## EQUIPMENT SOURCING AND VENDOR MANAGEMENT

The Equipment and Sales Division has 30+ years of experience working with major manufactures to provide the highest quality in equipment and services sourcing current and obsolete equipment. We also help utility clients with researching, pricing and managing vendors, allowing their supply chain to be more efficient in their procurement process; reducing transaction costs.

### Products & Equipment

#### Substation Equipment

Transformers, Switchgear, Circuit Breakers, Bushings, Disconnect Switches, Capacitors

#### Power Plant / Substation Field Services

Turbines, Generators and miscellaneous auxiliary equipment

#### Residential LED Lighting

#### Commercial LED Lighting

#### Water Measures

#### Weatherization Products

#### Energy Saving Product Kits

#### EV Charging Infrastructure

## Energy Efficiency Kits



Customizable energy efficiency and water saving kits for residential, multifamily, small business, and commercial options. Equipped with convenient and easy to install measures, these customer facing kits help residents save energy and money and have a proven success rate for small businesses' energy efficiency goals.



## DOE Home Energy Score Partner



Being a U.S. Department of Energy Home Energy Score Partner means that we have the tools to help homeowners and home-buyers understand how much energy a home is expected to use while providing recommendations for increasing its energy efficiency. We are helping to improve quality of life, home by home, by providing cost-effective improvements to reduce energy use and costs, and increase comfort.

## MARKET DEVELOPMENT INITIATIVE SPECIALISTS

Innovative initiatives that **engage communities** who have not previously benefited from EE programs. Specifically:

- ✓ Creating direct pathways to clean energy careers for underrepresented individuals through Workforce Development including BPI credentialing.
- ✓ Increasing revenue opportunities for diverse-owned small businesses through the Incubator Program.
- ✓ Supporting the growth of diverse vendors through the Diverse Vendor Procurement Program.

### Diverse Business Incubator

254 contractor graduates

75% diverse contractors

75% verified contractors across Energy Efficiency Programs in the state

Over 300 projects applied to utility energy saving goals

### BPI WFD Program Highlights

91% Completion/Graduation Rate

BPI Certified: 85 Building Science Principles Certified

82% Placement Rate

Average Entry Level Wage: \$21.49

# Empowering Communities through Clean Mobility

As part of our commitment to ensuring that historically excluded communities have equitable access to the clean energy economy, we develop inclusive electrification programs and advance diversity in the EV workforce so that everyone can fully participate in the rapidly transforming decarbonization movement.



## Driving Transportation Electrification Programs in Underserved Communities

Designing and managing programs for Utilities and Municipalities to advance electric vehicle adoption especially within historically excluded communities allowing them to fully participate in the benefits of electrification



## EV Charging Installation Management

Expertly manage the life cycle of Electric Vehicle (EV) chargers – from procurement and installation to maintenance. Our goal is to make EV usage simple and efficient



## Develop Diverse EV Trade Ally Networks

Design, Recruit and Manage Diverse EV Service Provider Networks for Utilities to ensure quality installations for customers and increased business growth for these service providers



## Equitable Mobility Research

Conduct qualitative and quantitative research to assess mobility infrastructure inequities and barriers to program participation. Build solutions alongside communities that better meet their needs



## EV CHARGING INSTALLATION MANAGEMENT

Walker-Miller has developed strategic partnerships to provide customers with a turnkey solution to get DCFC and Level 2 chargers installed at their properties.

In the 2025, City of Detroit has selected Walker-Miller as the implementer for a multi-year contract to undertake deployment of their EV chargers.

evconnect

 **DUNAMIS**  
CHARGE

T E S L A

CHARGEPOINT   
PARTNER

### Tesla Powerwall

A rechargeable lithium-ion battery stationary home energy storage product. This integrated battery system stores your solar energy for backup protection.

More info at: [tesla.com/powerwall](https://tesla.com/powerwall)



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Detroit, MI 48202

# We are **Hiring!**

*Catalyzing Equity. Catalyzing Excellence.*

More Info: [www.wmenergy.com](http://www.wmenergy.com)

**Walker-Miller Energy Services is a multi-year “Best Places to Work” winner with competitive benefits and great perks!**

- ☑ 401k match
- ☑ Maternity and Paternity leave
- ☑ Domestic partner coverage
- ☑ Student loan repayment benefit
- ☑ Holidays and Your Birthday time off
- ☑ Plus More!

Walker-Miller Energy Services is the proud convener of the annual **Resilience and Equity in the Clean Energy Sector Summit (RECESS)**.

Showcases cutting-edge technologies and practices that can revolutionize the sector.



Highlights the work of diverse thought leaders and change-makers who are shaping the clean energy future.



Creates networking opportunities that can lead to collaborative ventures and meaningful progress.



**REGISTRATION  
IS NOW OPEN**

### Benefits for Conference Attendees:

Connect with like-minded and diverse decision-makers and innovators

Increase your company's brand visibility and positioning in clean energy and climate action

Break down barriers for access to sustainable career opportunities in the clean energy economy

Create pathways for entrepreneurship and business growth in the clean energy sector

For sponsorship inquiries and additional conference information contact:

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