

# FACILITY SOLUTIONS *group*

December 1, 2016

Chair Jay Scott Elmer  
Kansas Corporation Commission  
1500 SW Arrowhead Road  
Topeka, KS 66604

RE: KCP&L / Westar Merger

Dear Mr. Elmer,

My name is Steve Frank, I am the branch manager of the Kansas City location for Facility Solutions Group, Inc., and I support the merger between Westar Energy and KCP&L.

Facility Solutions Group, Inc. has a national footprint, and is very active with many electrical utility programs across the country.

Our local branch has over 50 full time employees who live across the Kansas City metro area, both on the Kansas and Missouri sides of the state line. Their jobs encompass a variety of skills and responsibilities: ranging from administrative, sales, marketing and management positions as well as a full array of field electricians from entry level through master electricians.

Our total annual salaries exceed \$ 3.5 million.

The annual revenues for our branch are approximately \$ 12 million. An estimated, nearly \$ 10 million dollars, of which, wind up back in the local economy annually.

Approximately 50% of our business is related in some way to the KCP&L Energy Rebate Programs.

KCP&L's progressive approach to incentivizing energy savings has far reaching benefits that extend well beyond FSG and its employees.

The customers who participate in KCP&L's programs to reduce their consumption by the installation of energy saving equipment receive the greatest benefit. Improved tenant comfort leads to higher productivity, and improved cash flow allows businesses to expand and hire more employees.



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Over the past 9 years we have completed hundreds of projects that have saved millions of dollars in electrical consumption.

Our customers come from all types of businesses, not only large corporations and nation chains, but small, privately owned and operated business as well. Such as:

- Retail Stores of all sizes
- Restaurants
- Office Buildings
- Public and Private Schools and Universities
- Manufacturing Facilities
- Warehouses
- Convenience stores
- Banks
- Churches
- Car Dealerships

Many of our current customers that have facilities in Kansas have expressed frustration that they have not had the opportunity to participate in programs that Missouri customers benefit from.

The successful merger of Westar Energy and KCP&L, and the expansion of energy rebate programs to Kansas customers, will spur activity and growth for industries like ours. We will be able to expand by opening satellite branches and hiring local people in markets like Topeka and Wichita. Additionally, long term, impactful, energy savings will be gained for Kansas electrical customers, adding to their bottom line and providing an opportunity for growth in their businesses.

Thank you for allowing me the opportunity to provide my input on the impact of the pending merger between Westar Energy and KCP&L.

Sincerely,



Steve Frank  
Division Manager  
Facility Solutions Group