Energy Efficiency Program Update
August 18, 2010
AGENDA

1. Results To Date
2. New Programs – Deeper Savings
3. Three Key Take Away Points
Results To Date

• July, 2010: 9 Years of Service
  – Highly cost-effective energy efficiency programs
  – Invested over $50 million
  – Return in form of energy saving benefits 3 – 4 times the investment
  – Saving approximately 18 MW of peak capacity (~ 2% of Canal Plant)
  – Saving over 103,600 MWh of annual energy use
  – Saving our customers about $20.7 million on their electric bills

• New Statewide Planning Process for 2010-2012 Plan
  – Multi-Year Plan going forward
  – Significant Funding Increases for “all cost-effective measures”
Programs are mining deeper savings

Serving more of the marketplace

- Comprehensive Design Approach
  - Advanced Buildings

- System Based Programs
  - Comprehensive Chiller Performance Lighting

- Integrated Programs
  - One for one replacements (Prescriptive)
    - Commercial Lighting
    - Industrial Lighting
    - Compressed Air
    - Motors
    - Variable Speed Drives
    - Unitary HVAC & Controls
    - HVAC Chillers
Mining Deeper Savings

• **Home Energy Audits** now include:
  – Increased CFL penetration (more variety of bulb types)
  – Integration of Audit-Air Sealing in new program design
  – Significant increases in heating and water heating incentives (incl solar DHW)
  – Maximize opportunities for 75% incentive on insulation thru increased marketing of 0% HEAT loan (up to $15,000 for eligible measures)

• **New Construction**
  – New HERS Tier Levels – going well beyond code & new incentive package
  – Increased builder outreach/training for increased market penetration

• **Lighting**
  – Expanded upstream negotiated cooperative promotions a.k.a “buy downs”
  – Increased focus increasing availability of specialty bulbs
  – Expansion of retailer partnerships and serve “hard-to-reach” market

• **Residential HVAC**
  – Focus on growing quality installation contractor infrastructure
  – Expand upstream partnerships with HVAC manufacturers/distributors
  – Focus on seamless gas & electric HVAC equipment rebates

• **Commercial & Industrial Comprehensive Retrofit**
  – Promote ‘deep dives’ into buildings (model after comprehensive new construction)
Take Away #1: Innovative Technology and Processes

- Micro-CHP (combined heat-and-power)
- LED lighting… solid state light emitting diodes *coming fast*
- Super high efficiency gas heating & water heating
- Combined high efficiency central a/c installations with new quality installation standards
- Integrated delivery: EE-Renewable-Demand Response
- Net Zero construction practices
  - builds on CLC Green Affordable Homes initiative
- *Impressive Savings already from*…Home Energy Monitoring Systems
  - “behavior change” when customers see real-time display of use
Take Away #2:
Growing Queue of Commercial Projects
Recovery Through Energy Efficiency

• C&I Leads coming in from developers, builders, architects
• Coordination with CCCommission RPP for early review/assist
• Significant queue of new construction projects…*may be leading economic indicator of recovery…through energy efficiency!*
  — Over 70 new construction and retrofit projects in pipeline for 2011+ completion
  — Over 300 businesses are expected to participate in our C&I retrofit program this year
  — More than 50 town/municipal projects are expected to be done this year
Take Away #3: Outside Funding

Maximum Ratepayer Benefit, Minimum Cost

- USDA $100,000 Grant for Agriculture/Small Business *

*This institution is an equal opportunity provider.

- USDOE EECBG Barnstable County Allocation $736,700
Summary

Thank You!

- Award Winning Programs
- Grassroots Outreach, Education and Promotion
- Leadership and Support
- Customer, Retailer, Vendor Participation
- Hard Working Dedicated Staff