Next Wave of State Energy Efficiency Plans

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New England Successes

Massachusetts #1 four years in a row by ACEEE

Connecticut ranked between 5-6 past four years by ACEEE

Rhode Island jumped to #3 by ACEEE in 2014, ranked 5-7 in prior years

Each state on track to deliver on its three year goals

Leading Nationally

Sources: ACEEE 2014 Scorecard; MA 2014 Q4 Report
2012-2014 Programs provided $8.2B in benefits and $1.3B in customer incentives.

MassCEC estimates 65,000 EE workers in MA and more than 4,000 firms.

Energy savings equivalent to the output of a 500MW power plant; ISO-NE forecasts declining load.

Statewide Electric Savings
Annual MWh

Statewide Gas Savings
Annual Therms

Highlights for 2016-2018:

• Over $1.7 billion in incentives to customers

• $65 million of interest buydown on loans to customers

• 3,520,000 MWh savings over 3 years

• 75,000,000 Therms savings

• 3,250,000 Participants Annually
2016-2018 Challenges and Solutions

**Building Codes:** Reduced opportunity in customer facilities

- PAs are launching Codes and Standards advocacy efforts to ensure code compliance

**Equipment Baselines:** Increasing baselines decrease savings

- PAs will support new products and new tactics to get to existing equipment
  - Examples – Upstream EMC pumps, or Early Boiler Replacement

**Lower Avoided Costs:** More challenging to achieve cost effectiveness

- PAs will shift to the right retail channels for product support
  - Example – Upstream Water Heating Equipment

**Lighting:** EISA Standards and evaluations reduce attributable savings

- Opportunity remains in Residential and C&I Linear products; LED support essential for converting sockets to efficient lighting.
Innovations for Continued Success

**Services Targeted to Underserved Customers**
- Renter initiative
- Moderate income residential customers
- Small & medium sized business customers through Channel Sales

**Continuing to focus on improving the customer experience.**
- Online participation options
- Training robust workforce to meet demand for EE

**Multi-year engagement plans with key customers**
- Strategic Energy Management Plans/Memorandums of Understanding

**Tailoring efforts to key business segments**
- Hospitality
- Industrial Initiative
Diving Deeper

- Continue to engage with local communities
  - Nonprofit Referral Program a new approach to building customer relationships

- Utilize tools like demand response (DR) and geo-targeting to alleviate constraints at times of peak demand
  - Leverages EE technology in our portfolio (i.e. Wi-Fi Thermostats) to deliver more complete solutions to customers
Thinking Outside the MassSave Box

Leverage EE to achieve additional environmental benefits and goals (i.e. CECP)

Exploring promotion of Electric Vehicle (EV) charging stations through the energy efficiency programs

Residential demonstrations of new technologies that include exploring solar/storage and smart appliance integration and smart appliance control

Commercial demonstrations of new technologies that include lighting controls with demand response, sustainable office design
Direct Engagement of Large Customers

2% of Customers Account for 80% of Usage

- Personal Relationships, Targeted Efficiency Solutions
- Long Term MOUs
Mass Marketing

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Reaching the Customer Base

Achieving All Cost Effective efficiency requires engagement across all customer segments.

- Advertising
- Community Outreach
- Eversource Customer Engagement Platform
Eversource

Programs Across Three States

- Applying lessons learned across territories

Proven, Successful Delivery Model

- Core model with state-specific regulatory considerations

Strong Stakeholder Partnerships
Eversource CT & NH

- CT Partnering with US DOE for first-in-the-nation Home Energy Score pilot

- Comprehensive, long-term energy plans for customers
  - Deeper savings, integrating renewables

- New Hampshire completing restructuring in 2015
  - PUC investigating establishment of EERS

- Program design able to be quickly ramped up
National Grid – Rhode Island Strategies

Promoting Cost Efficiency

Empowering Communities and Markets

Innovating to Capture Untapped Savings

Cultivating Future Opportunities
Thank you!

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