

Triennial Plan II: Straw Proposal

Business Programs Follow-up



Business Program Follow-up

- Topic Follow-up
 - How does EM's list of measures compare with other programs?
 - What are the costs that make custom more expensive than prescriptive?
 - Should we increase the flow of custom projects?
 - Should EM focus on obtaining deep savings?

Other State Programs (Electric Programs)

	Efficiency Maine	Efficiency Vermont(1)	Oregon Trust	Mass Save	Cape Light	NYSERDA
Prescriptive Lighting	X	X	X	X		X
Prescriptive HVAC	X	X-VFD's	X			X
Prescriptive Heat Pumps			X			
Prescriptive VFD	X			X	X	X
Prescriptive Agriculture	X	X				
Prescriptive Refrigeration	X	X	X		X	X
Prescriptive Compressed Air		X	X	X		
Prescriptive Vending Misers					X	
Prescriptive Swimming Pools		X				
Performance Lighting					X(2)	
Custom Lighting	X			X	X	
Custom HVAC	X	X			X	
Custom Compressed Air	X			X	X	
Custom VFD	X			X	X	
Custom Misc	X					
Insulation (Prescriptive)			\$/sq ft			
Performance Based						X

(1) Efficiency Vermont - Market Sector Specific

(2) Performance Lighting - Tier 1(\$0.40)/Tier 2 (\$1.00) Watt Saved

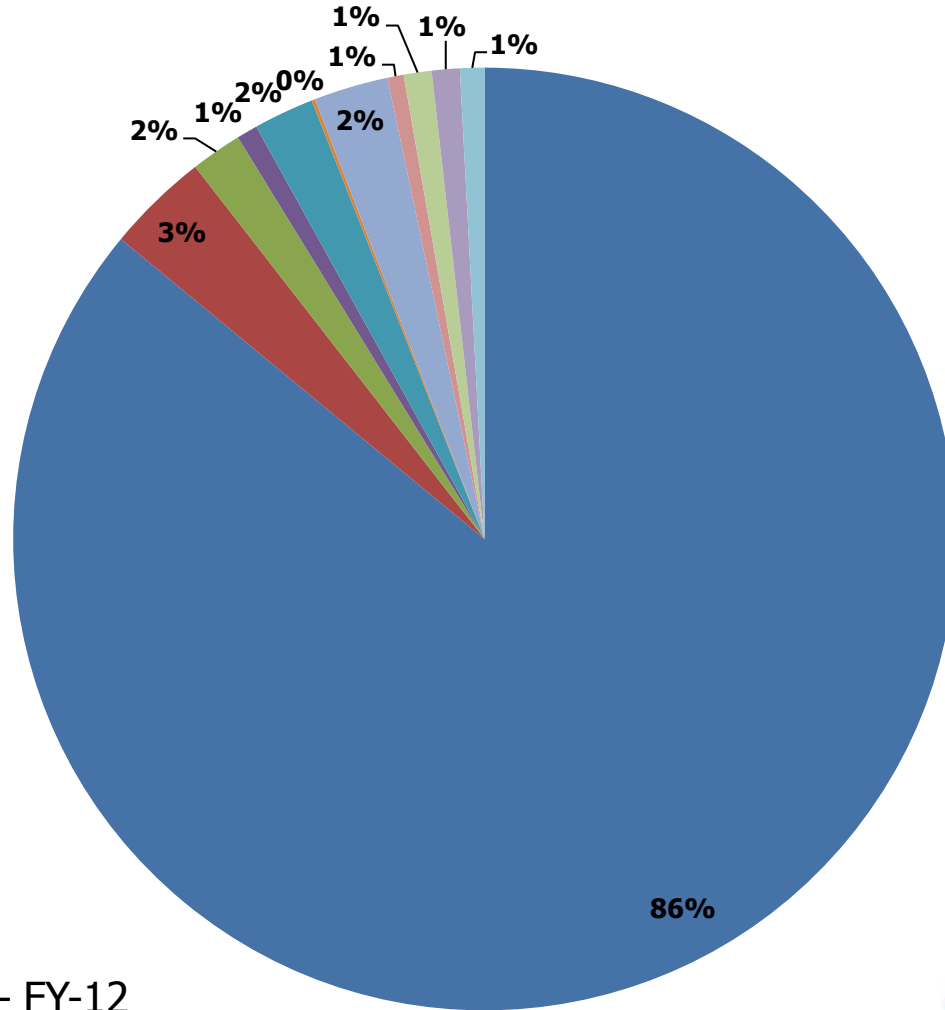


Summary of Incentives by Project Type - July 1, 2011 - June 30, 2012

Project Type	# of Projects	# of Participants	Total Incentive Paid	Annual kWh Savings	Annual kW Savings	Lifetime kWh Savings	Participant Costs	1st yr \$/kWh saved
Prescriptive Lighting	2,158	1,332	\$3,163,124.11	24,105,193	6,099.72	313,140,111	\$9,486,374.50	\$0.13
Prescriptive Hvac	88	75	\$160,586.56	713,289	383.75	9,263,642	\$225,826.09	\$0.23
Prescriptive VFD	44	37	\$171,117.72	2,007,162	289.39	26,093,106	\$523,035.02	\$0.09
Prescriptive Agriculture	18	17	\$23,700.00	340,210	84.74	5,355,748	\$74,028.00	\$0.07
Prescriptive Refrigeration	52	34	\$62,240.00	1,457,980	171.99	21,065,074	\$191,610.75	\$0.04
Prescriptive TPM	3	2	\$1,435.00	50,925	6.77	763,881	\$2,221.00	\$0.03
Custom Lighting	64	43	\$315,784.75	2,369,005	370.00	28,498,757	\$1,106,806.00	\$0.13
Custom HVAC	14	11	\$828,939.97	2,463,289	642.60	36,885,265	\$1,787,311.00	\$0.34
Custom Compressed Air	24	21	\$295,277.67	1,469,542	144.90	12,700,115	\$597,974.00	\$0.20
Custom VFD	24	19	\$164,336.30	1,104,838	113.80	8,197,770	\$496,388.00	\$0.15
Custom Misc	21	17	\$1,196,280.77	4,551,293	663.38	66,532,205	\$4,272,202.00	\$0.26
Total	2,510	1,608	\$6,382,822.85	40,632,727	8,971.04	528,495,674	\$18,763,776.36	\$0.16



- Prescriptive Lighting
- Prescriptive Hvac
- Prescriptive VFD
- Prescriptive Agriculture
- Prescriptive Refrigeration
- Prescriptive TPM
- Custom Lighting
- Custom HVAC
- Custom Compressed Air
- Custom VFD
- Custom Misc



Project Breakdown – FY-12



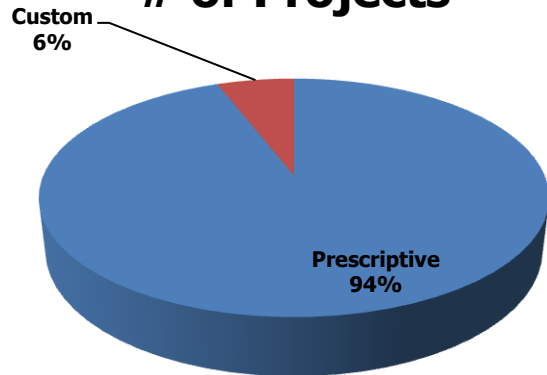
Breakdown by Type - FY-12

Prescriptive								
Project Type	# of Projects	# of Participants	Total Incentive Paid	Annual kWh Savings	Annual kW Savings	Lifetime kWh Savings	Participant Costs	1st yr \$/kWh saved
Prescriptive Lighting	2,158	1,332	\$3,163,124.11	24,105,193	6,099.72	313,140,111	\$9,486,374.50	\$0.13
Prescriptive HVAC	88	75	\$160,586.56	713,289	383.75	9,263,642	\$225,826.09	\$0.23
Prescriptive VFD	44	37	\$171,117.72	2,007,162	289.39	26,093,106	\$523,035.02	\$0.09
Prescriptive Agriculture	18	17	\$23,700.00	340,210	84.74	5,355,748	\$74,028.00	\$0.07
Prescriptive Refrigeration	52	34	\$62,240.00	1,457,980	171.99	21,065,074	\$191,610.75	\$0.04
Prescriptive TPM	3	2	\$1,435.00	50,925	6.77	763,881	\$2,221.00	\$0.03
Total	2,363	1,497	\$3,582,203.39	28,674,760	7,036.36	375,681,562	\$10,503,095.36	\$0.12
Custom								
Project Type	# of Projects	# of Participants	Total Incentive Paid	Annual kWh Savings	Annual kW Savings	Lifetime kWh Savings	Participant Costs	1st yr \$/kWh saved
Custom Lighting	64	43	\$315,784.75	2,369,005	370.00	28,498,757	\$1,106,806.00	\$0.13
Custom HVAC	14	11	\$828,939.97	2,463,289	642.60	36,885,265	\$1,787,311.00	\$0.34
Custom Compressed Air	24	21	\$295,277.67	1,469,542	144.90	12,700,115	\$597,974.00	\$0.20
Custom VFD	24	19	\$164,336.30	1,104,838	113.80	8,197,770	\$496,388.00	\$0.15
Custom Misc	21	17	\$1,196,280.77	4,551,293	663.38	66,532,205	\$4,272,202.00	\$0.26
Total	147	111	\$2,800,619.46	11,957,967	1,934.68	152,814,112	\$8,260,681.00	\$0.23

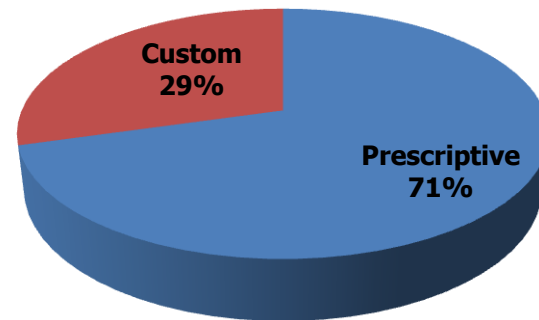


Prescriptive & Custom Projects – FY-12

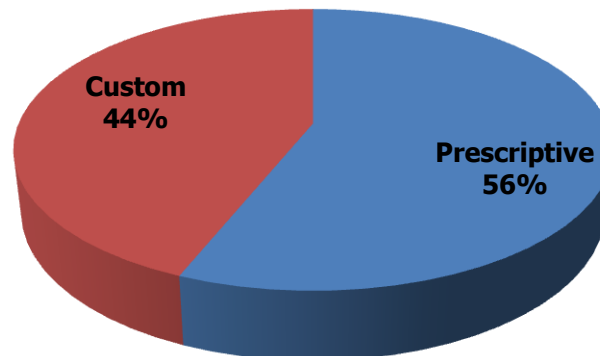
of Projects



kWh Savings (1st yr)



Incentives



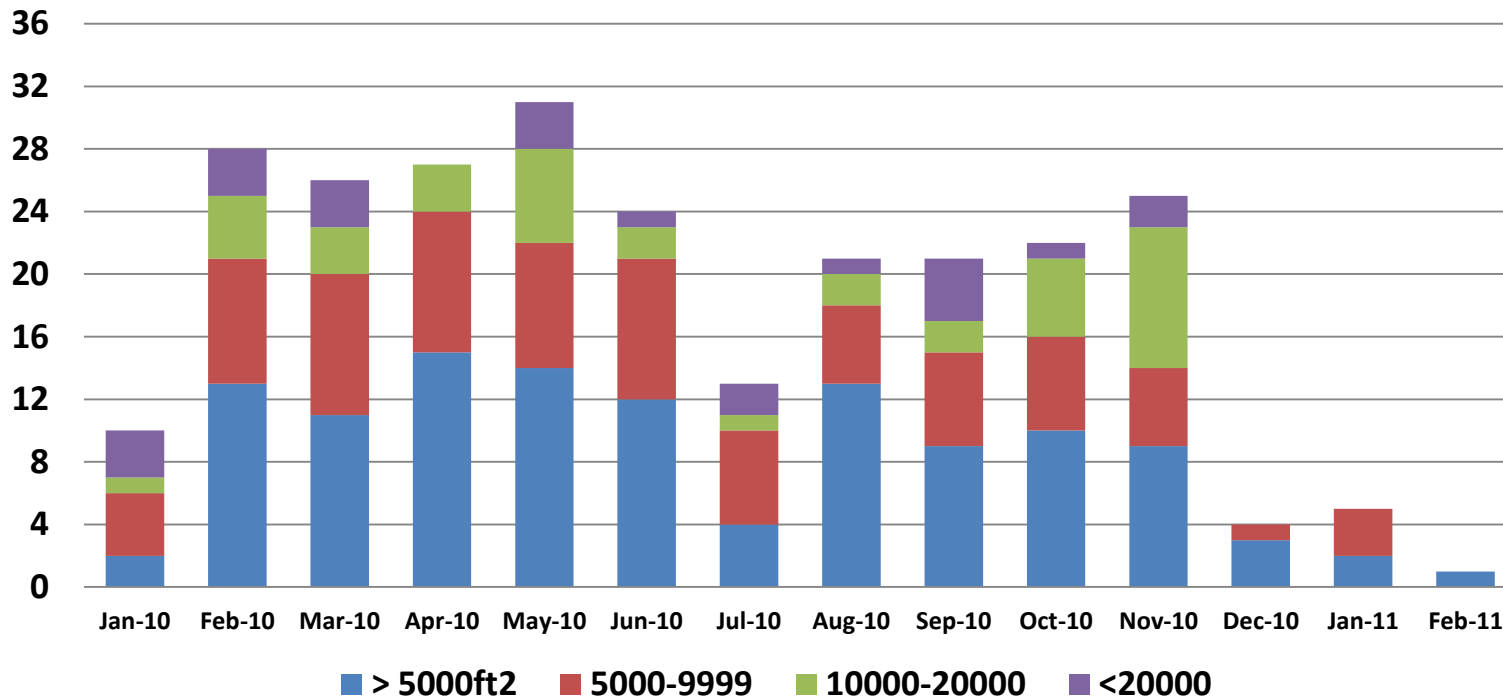
Business Program Follow-up

- Topic Follow-up
 - Should we reconsider the definition of small business?
 - What alternatives are there to the Maine Advanced Building or a Commercial New Construction Program?
 - Should EM offer a C&I audit program? How should it be structured and measured?
 - What budget level achieves all cost-effective energy savings?



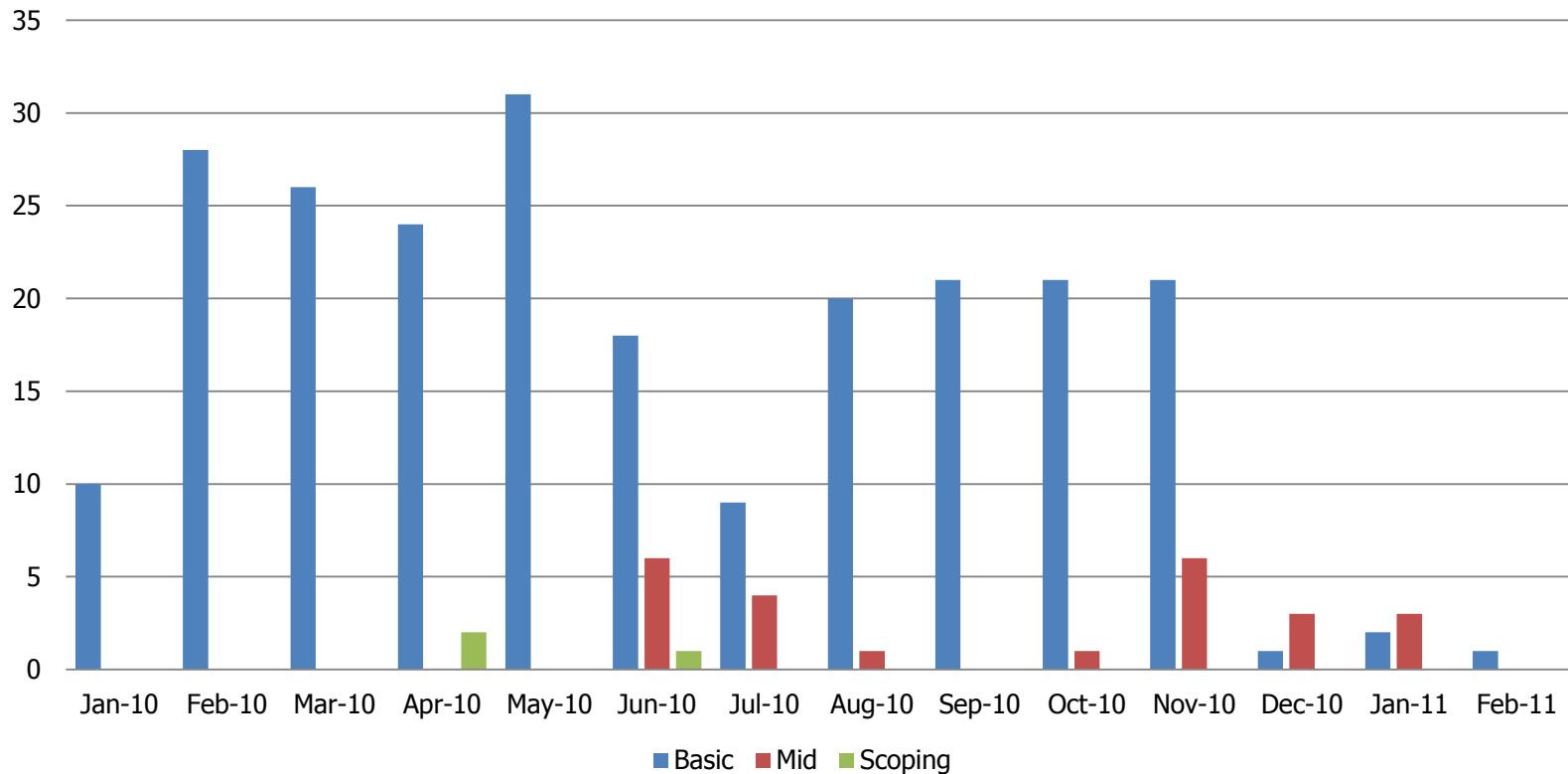
ARRA Funded Audit Program Participation

Completed Audits by Building Size



ARRA Funded Audit Program Participation

Completed Audits by Audit Type



For Fee Audit Program

<i>Audit</i>	<i>Type</i>	<i>Facility Size (ft²)</i>	<i>Audit Fee</i>	<i>Minimum Project Cost*</i>	<i>Months to Complete</i>
I	Walk-through Analysis	1,000 – 4,999	\$250	\$500	4
II	Energy Survey & Analysis	5,000 – 9,999	\$500	\$800	6
III	Scoping Audit	10,000 – 50,000	\$800	\$1,000	10

** Efficiency Maine will provide an additional cash incentive equal to the audit fee upon completion of any audit recommended energy efficiency measure*



For Fee Participation Dec 2010- Aug 2011

- Completed Audit
 - Level I - 19
 - Level II - 9
 - Level III – 0

- Returned to Free Audits (Only Basic)
 - December 2011
 - Program Ended April 30 2012
 - 123 Completed Audits

Other???

