

Cross Country Commercial Program Highlights

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Today:

•Overview

- Program Involvement
- How we are involved
- What we have learned from program structure

Program Types:

- Industrial

- PG&E's HIEEP (3rd party)
- SCE's Industrial Program (3rd party)

- Commercial Custom

- PG&E's NRR-DR (Utility Admin)
- SCE IDSM (Utility Admin)
- ComEd (3rd party)
- Consumer's Energy (3rd party)
- DTE (3rd party)



Program Types Continued:

- Performance Contracting
 - Alliant-IPL (hybrid)
- Energy Auditing Programs
 - PG&E (Utility Admin)
 - SCE (Utility Admin)
 - State of Illinois (3rd party)

Industrial Program Highlights:

- PG&E's HIEEP Program & SCE Industrial Program (3rd party admin)
 - Incentive Levels
 - \$0.05/kWh for Lighting
 - \$0.09/kWh for Other
 - \$0.14/kWh for AC&R
 - \$100/kW “kicker”
 - \$1.00/therm



Industrial Program Insights:

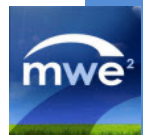
- Utility only pays for “installed” energy savings
- 3rd party is proactively selling the program
- Review process can be cumbersome
- Limited to approved NIACS Codes

Commercial Custom Highlights (California):

- PG&E's NRR-DR / SCE's IDSM / SDG&E
 - Consistent Statewide
 - Incentive Levels
 - \$0.05/kWh for Lighting
 - \$0.09/kWh for Other
 - \$0.14/kWh for AC&R
 - \$100/kW “kicker”
 - \$1.00/therm
- Project capped at 50% of measure cost

Commercial Custom (California) Insights:

- Utility administered
- Account representatives and project sponsors sell the program
- Review process carried out by independent firms
- Promised vs. approved savings
- Impact evaluation conducted “after the fact”



Commercial Custom Highlights (Midwest):

- ComEd / Consumers Energy / DTE
 - Programs in their infancy
 - 3rd party administered by same company
 - Incentive Levels ComEd
 - \$0.03/kWh for < 5 year life
 - \$0.07/kWh for > 5 year life
 - Incentive Levels Consumers Energy
 - \$0.08/kWh & \$5.00 per MCF
 - Incentive Levels DTE
 - \$0.08/kWh & \$4.00 per MCF



Commercial Custom (Midwest) Insights:

- Entire commercial program 3rd party administered
- Sold by trade allied group
- Minimal utility involvement/ control
- Small budgets due to infancy

Performance Contracting Highlights:

- Alliant – IPL
 - Incentive Levels
 - \$0.06/kWh for Lighting
 - \$0.09/kWh for Other
 - \$0.14/kWh for AC&R
 - 1.5 x annual dollar savings for gas

Performance Contracting Highlights Continued:

- Alliant – IPL
 - Incentives paid to project developers vs. customer
 - Bonus Incentives for comprehensiveness:
 - If 50% of savings are “Other”, lighting is paid at \$0.09
 - If 75% of savings are AC&R, paid at \$0.14 /kWh

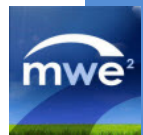


Performance Contracting Insights:

- Project developers (23 approved) sell the program
- Full M&V independent evaluator for each project
- Risk shifts from customer to project developer

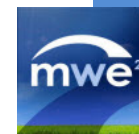
Energy Auditing Program Highlights:

- Integrated Audits (PG&E / SCE)
 - Small pool of highly specialized auditors, typically high costs associated
- Technical Assistance (State of Illinois)
 - Grant funded
 - Similar to ASHRAE Level II
 - Large pool of approved auditors



Energy Auditing Program Insights:

- PG& E / SCE
 - Customers are prescreened
 - Projects assigned by utility
- State of Illinois
 - Open to all commercial & governmental excluding non-profits
 - Auditors can solicit own customers
 - Large pool of auditors for small program budget



Thank you!

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