

## **CON EDISON - EEPS Executive Summary**

**October 2011**

Con Edison's EEPS efforts continued during October. The following summary offers some of the program highlights for the month.

- Members of the EE and DM department, and senior Electric Operations staff have met with DPS senior staff and Commissioners frequently over the past months. We have put forward our ongoing concerns with DPS Staff and PSC Commissioners on the EEPS process, and educated them on the system benefits that engineering upgrades have created, relaying our broad efficiency approach.
- On October 3rd we issued a response to the PSC SAPA regarding reductions to savings goals as a result of changes made to the Technical Manual. We are requesting further reductions, which is additional to what DPS Staff proposed in their NOPR of Aug 16th.
- As a result of the Commission's October 25th Order, and conversations with DPS staff we have had and continue to have about the appropriate deemed savings for many measures, we believe our penalty is not likely to be below \$3 million. We are waiting for confirmation from the PSC.

### **Small Business Direct Install Program**

- For October 2011 the SBDI program generated approximately 8,180 MWh in energy savings. Overall the program has achieved 53% of the MWh, 187% of the surveys, and 97% of the customer installations goals.
- We are continuing to push the program by working closely with Economic Development and the local Business Improvement Districts, (BIDs). Our implementation contractor continues to add sales people. Con Edison employees continue to support contractor sales forces in targeted zip codes in Manhattan, and the outer boroughs.
- We have shifted resources for the balance of 2011 from site surveys to installs and inspections to drive acquired savings for 2011.
- The SBDI Implementation RFP has integrated input from O&R, our internal staff and the CSC consultants. A list of 25 potential vendors was created, and the RFP was released on Nov 8. To-date 23 of the 25 potential vendors have expressed interest in responding by the December 5, 2011 due date.

### **SBDI Implementation**

Con Edison has dedicated several members of their staff to accompany Willdan sales auditors and SBDI subcontractors during street sweep outreach activities. The purpose of this effort is to overcome the customer's initial skepticism of the SBDI program, thus increasing the survey conversion rate.

## **Chain Accounts, High-Profile Customers, and Vertical Markets**

### **Parking Garages**

Installations continue to be performed at parking garages throughout the service territory, particularly in Manhattan. In October, installations were performed at Champion Parking, Imperial Parking and Parkit, which resulted in first year energy savings of nearly 700,000 kWh.

### **Supermarkets and Food Stores**

Refrigeration subcontractors have been particularly focused in servicing supermarkets, and other food store customers. Through the installation of lighting and a variety of refrigeration measures, approximately 330,000 kWh of first year energy savings was acquired in this vertical market.

### **Hotel Accounts**

Large scale CFL installations have been agreed to at three major hotels in Manhattan, including the Marriott Execustay and Chelsea Hotel. The installations taken place in nearly 200 rooms will be performed over the next two months and should result in nearly 200,000 kWh of acquired energy savings.

## **Residential HVAC Programs**

As of the end of October 2011, we acquired 28% of the 6,388 MWh savings goal for the electric program and 44% of the 116,918 Dth goal for the gas program. In October we received 246 electric rebate applications and approved 229. For the gas program we received 122 applications and approved 117.

## **Residential Room AC Program**

The 2011 RAC program was officially opened on May 2nd and ran through September 6, 2011.

Here are some of the highlights:

- Currently forecasted to achieve over 80% of 2,620 MWh goal
- The online application process went live allowing customers to completely submit their applications on-line or pre-complete their application and proceed to mail receipt information to Honeywell's processing center.
- Mailed a second missing information letter to 3,557 applicants
- Continued analysis of rebate processing times; early analysis indicates a reduction in rejection rate from 30% to 7%

## **Residential Direct Install and Appliance Bounty**

Through October 2,387 Home Energy Surveys were performed. Net acquired energy savings to date is 17.2% of the 6,425 MWh program savings goal through 2011.

For the Appliance Recycling Program, 3,568 applications have been received and 3,076 processed. The net acquired energy savings to date is 18.8% of the 15,685 MWh program savings goal through 2011.

## **Steps to improve Residential program performance:**

- Created a streamlined process for communicating with the Con Edison oil to gas conversion team
- Honeywell finalized the Cost to Savings Calculator to be used by contractors to sell the advantages of energy efficient equipment while engaged with the customer
- Added a formal weekly full staff training on the full suite of programs

## **Multifamily (RRP) Program**

For October 2011, the following program information and metrics were provided by our implementation contractor, The Association for Energy Affordability (AEA).

## **MARKETING/EVENTS**

### **Bedford Stuyvesant Restoration Corp – WEATHERIZATION DAY**

Bedford Stuyvesant Restoration Corporation is a non-profit organization providing their community with weatherization services. The focus of the “Weatherization Day” street fair is to provide the community with information and resources on energy conservation in order to better the community which they serve.

### **UHAB Energy Fair**

UHAB is a non-profit organization receiving funding through the American Recovery and Reinvestment Act (ARRA) to become a temporary sub-grantee for the Weatherization Assistance Program (WAP.) The focus of this two day energy fair was to provide information and resources to the HDfC community they provide weatherization services to.

The AEA account manager was able to obtain three new leads from attending this event

### **Building America Forum/Retrofit Implementation–One Neighborhood at a Time**

This expert meeting is hosted by Steven Winter Associates (SWA) and the Pratt Center for Community Development, members of the Building America research team, Consortium for Advanced Residential Buildings (CARB). Speakers presented information about implementing energy efficiency packages in existing homes.

The objectives of the forum were to identify specific technical barriers that can be addressed by DOE and Building America teams and to provide a forum for retrofitters to share information and exchange ideas on opportunities for improvement in production delivery of energy efficiency packages.

### **10<sup>TH</sup> Annual Trade Show (Bronx, Manhattan North Assoc of Realtors)**

The 10<sup>th</sup> Annual Trade Show was sponsored by Bronx-Manhattan North Association of Realtors Inc. The show was attended by realtors, property managers, bankers and EE product/service companies. There were panel discussions for real estate professionals. The event provided an opportunity to reach out to contractors with exhibits at the event. AEA was one of the exhibitors.

The AEA account manager was able to acquire ten new leads from attending this event.

## **NYARM Event – *Burning #6 Fuel Oil?***

This event was a panel discussion with engineers, contractors and various officials who are involved in making the city's clean heat initiative happen. Attendees consisted of contractors, property managers and government officials.

The AEA account manager was able to acquire fifteen new leads from attending this event.

## **OPERATIONS:      TRADE ALLY NETWORK**

During the month of October 2011, AEA conducted one of its monthly contractor orientations. This orientation is for contractors interested in becoming a “qualified participating contractor” in the MFEE program. Orientation session consisted of program rules and “best practices”.

Schedule for the month of October, 2011:

- October 11, 2011 – 7 contractors attended this session.

There are currently a total of 174 qualified participating contractors for the MFEE program. AEA's website has a separate link for contractors who perform oil to gas conversions. There are currently 37 qualified participating contractors performing oil to gas conversions.

In addition to conducting contractor orientations 2<sup>nd</sup> of each month, AEA is reaching out to contractors by trade to confirm the measures they will install and the geographic areas they will serve, to help to connect them with owners interested in beginning work on program eligible installations.

## **OPERATIONS ACTIVITY (Cumulative):**

- |                                  |                |
|----------------------------------|----------------|
| • Active Building Pipeline       | 2527 Buildings |
| • Building Applications Received | 1561 Buildings |
| • Common Area Surveys Completed  | 1621 Buildings |

## **COMMITTED:**

- |                                 |                           |
|---------------------------------|---------------------------|
| • Committed buildings           | 69 buildings = 2600 units |
| • In-unit Free Surveys/Installs | 1088 units                |
| • 151,321 therms committed      |                           |
| • 760,113 kWh committed         |                           |

## **ACQUIRED:**

- |                                     |                           |
|-------------------------------------|---------------------------|
| • Acquired buildings (electric/gas) | 74 buildings = 2796 units |
| • In-Unit Free Surveys/Installs     | 1088 units                |
| • 85,927 therms acquired            |                           |
| • 691,240 kWh acquired              |                           |

## **Large Commercial Programs**

- We currently have 600 market partners in the program. The combined electric pipeline (rebate plus custom) is currently at 110% of the new revised goal. The gas rebate program

has a pipeline currently at 50% of goal. We have shifted resources for the balance of 2011 from sales to installs and inspections to drive savings for 2011.

- We plan to expand our efficiency program offerings to data centers and hospitals, with new targeted marketing efforts in the New Year. We also are adding additional measures, such as elevator optimization, and commercial kitchen electric and gas equipment. These underserved market segments have great potential for energy efficiency savings.

The following table summarizes the suite of C&I program activity through October 2011:

Program Name	October 2011 Acquired Savings	Program-to-Date Acquired Savings	Applications Received To-Date
Electric Rebate	5,722 MWh	29,837 MWh	994
Gas Rebate	1570 Dth	29,360 Dth	60
Electric Custom Efficiency	5,722 MWh	9,705 MWh	316
Gas Custom Efficiency	0 Dth	29,360 Dth	8
Totals			<b>1,378</b>

### **Forecasting / Modeling / Custom Measures**

In October we worked on follow-up inquiries from the Department of Public Service in regards to our October 3<sup>rd</sup> submission. We are working with Staff to provide the best reductions for our programs as a result of the Technical Manual. We are also working on approving new measures for the program through the IAG. We have finalized the TRC for the Multifamily redesign project.

### **MV&E Activity:**

The Navigant and Con Edison evaluation teams continue to meet weekly to review and finalize Process Evaluation documents. Several EEPS program draft reports are currently under internal Con Edison review. The Residential Room AC report will be completed first.

We conducted focus groups on November 15 – 17<sup>th</sup> for both participating and non-participating C&I Market Partners. These sessions were informative and gave us a good perspective on what the trade allies believe to be important for themselves and the customers. We conducted a session on Lighting, HVAC and Gas on these respective dates.

Currently we have no outstanding documents under review by DPS Staff and their review team.

### **QA/QC Activity**

Field visits with our M&V contractor, ICF International, continued on 9/16/11, 10/21/11, and 11/16/11 targeting SBDI installation sites that contain high savings to historical usage ratios. Our site visits continue to show inconsistencies with savings previously reported by our implementation contractor Willdan, although we are seeing a reduction in number of sites with these anomalies, which is positive. However, other inconsistencies with regard to fixture type and fixture counts persist. These findings have been summarized and will be communicated with EEPS implementation personnel in a newly created monthly summary.

### **Other MV&E Items**

EEPS Monthly Scorecards for September 2011 were submitted to DPS Staff on October 31<sup>st</sup>. Quarterly scorecards for Q3 2011 were issued on November 15, 2011.

We held a kick-off meeting with our Impact Evaluation team on November 16<sup>th</sup> and discussed many technical and logistical issues. The team is eager to get started and we await the submission of the initial data request.

We attended the monthly EAG meeting in person on November 2, 2011 in Albany. and via conference call on October 5, 2011. DPS Staff spent a considerable amount of time discussing ways to increase joint evaluation activity among the PA's because of the considerable dollar savings that could be achieved. We have been asked by DPS Staff, and provided our feelings on where we feel future statewide evaluation efforts make the most sense. However on the downside, the burden for administration of these joint efforts in the future would fall on Con Edison, NGrid, and NYSERDA.

MV&E has been asked to head the statewide impact evaluation effort for the Residential HVAC - Gas High Efficiency Program. This program is identical to several utilities, and so synergies can be gained by doing a combined impact evaluation through the NYS EAG Coordination Subcommittee. On October 13<sup>th</sup>, we submitted a draft of the Participation Agreement, a revised version of the proposed RFP, a draft of a Non-Disclosure agreement and Con Edison's Standard Terms and Conditions for Service Agreement Contracts. The Coordination Sub-Committee met to further discuss these documents on 10/27/11, but many of the participating companies had not received comments back from their respective Legal and Procurement departments. The next meeting was held on November 15, 2011 but comments on the documents provided by Con Edison were still outstanding. The next meeting is set for November 30, 2011.

### **Oil-to-Gas / Efficiency Issues**

To-date, 597 customers who have participated in Con Edison's Gas Conversion Incentive programs have also pursued the efficiency rebate for their installation.

## **Media Activity**

Con Edison is working with several New York City media outlets to provide testimonials of customers who have participated and benefitted from our EEPS initiatives. Attached below is a link where these media spots can be viewed:

[Con Ed WPIX Spots](#)

The programs were also featured in several news publications:

### **Union Square's Small Businesses Get Funds to Go Green**

Read more: <http://www.dnainfo.com/20111031/murray-hill-gramercy/union-squares-small-businesses-get-funds-go-green#ixzz1f78OiSrd>

The multi-family program was featured in the October edition of *Real Estate Weekly*:

"Energy management systems have saved buildings an average of \$3,000 per year on gas expenses.

"With incentives from Con Edison, I was able to replace my old hot water boiler with a high-efficiency boiler, an economical and greener alternative," said James Bakleh of Cjm-Ash LLC in Yonkers."

The C&I program was featured in the Queens Gazette:

### **Con Ed Awards Center for Energy Efficiency**

[http://www.qgazette.com/news/2011-10-12/Features/Con\\_Ed\\_Awards\\_Center\\_For\\_Energy\\_Efficiency.html](http://www.qgazette.com/news/2011-10-12/Features/Con_Ed_Awards_Center_For_Energy_Efficiency.html)

"On October 5, Councilmember Mark Weprin (third from r.) joined officials of Con Edison's Green Team in presenting a \$33,000 incentive check to the Lifeline Center for Child Development in Queens Village for energy efficiency improvements made to the school's heating systems. The Lifeline Center for Child Development, 80-09 Winchester Blvd., recently participated in the Con Edison Commercial and Industrial Energy Efficiency Program. The center replaced its hot water heater with an energy efficient model, and also added automatic temperature controls to their heating system. These two measures resulted in an annual savings of 5,070 therms of natural gas for the center, which translates to more than \$6,000 per year cost savings. In addition, these two qualified measures entitled the center to a \$33,451 rebate from the Con Edison Efficiency Programs. The original project cost was \$70,300."