Tuesday, July 10, 2012

Residential Energy Efficiency Solutions Conference
Shared Value in Utility & Efficiency Partnerships
Nikki Kuhn, Senior Consultant
Session Objectives

Grantee Partnerships with Utilities / Program Administrators

- Why are they important?
- How do they work? *Many examples*
- What can you do to initiate new relationships / maximize existing relationships?
Session Format

• Overview – “Partnering with Utilities and Energy Efficiency Programs”
• 4 Case Studies
  - Cynthia Adams, LEAP – VA
  - Dimitrios Laloudakis, City of Phoenix
  - Kerry O’Neill, Earth Markets, CT
  - Lisanne Altmann, Long Island Power Authority
• Questions & Discussion
Capturing Lessons Learned

• Use “Post-It” Notes and Sharpies to provide feedback

• Fill out “Lessons Learned Insights” sheets and put them in box at back of room

• Provide ideas/feedback via Twitter – Hashtag: #ResEE2012
VEIC

- Mission-driven nonprofit
- 25 years reducing economic, environmental costs of energy
  - 3 regional hubs
  - 35 states, 6 Canadian provinces
  - 6 Countries in Europe, Asia
- Energy efficiency, renewable energy & transportation
VEIC

• National & international consulting & implementation
  - Program design, planning, & evaluation; policy & advocacy, research & development
  - Regulators, government agencies, utilities, foundations, advocates

• 3 Energy Efficiency Utilities
  - Efficiency Vermont: nation’s 1st energy efficiency utility
  - Efficiency Smart: efficiency services to 48 Midwest municipal electric systems
  - DC SEU: sustainability services in the nation’s capital
Overview

“Partnering with Utilities and Energy Efficiency Programs”
Types of Program Administrators

- Electric & Gas Utilities
  - Investor Owned Utilities
  - Municipal Utilities
  - Rural Electric Cooperatives
- State and Local Governments
  - Energy Office
  - Separate Entity (e.g., NYSERDA, Efficiency Maine)
- Third Party Administrators
  - Non-profits or For-profits (e.g., VEIC, SAIC)
  - Some or All Aspects of EE Programming
Drivers for EE Programs

- Economic Development & Job Creation
- Lowered Energy Costs to Consumers
- Energy Security & Increased Reliability
- Reduced Need for T&D Investments
- Reduced Energy Demand & Fossil Fuel Use
- Public Health & Environmental Benefits
- Etc.
## Common Types of EE Programs

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<th>Residential</th>
<th>Commercial</th>
<th>Industrial</th>
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<td>• Existing Homes</td>
<td>• Retrofit</td>
<td>• Process Heating</td>
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<td>• Low Income</td>
<td>• Financing/ESCO</td>
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Partnership Types

• If there ARE local efficiency programs…
  - Collaborate on a project
  - Add value to existing programs
  - Fill a gap
• If there ARE NOT local efficiency programs
  - Partner to run a program
  - Provide information on the benefits of efficiency
GET STARTED
CREATING SUCCESSFUL PARTNERSHIPS WITH ENERGY EFFICIENCY PROGRAM ADMINISTRATORS

Step 1
Identify Potential Partners

Step 2
Assess Government Efficiency Programs and Assets

Step 3
Research Outside Efficiency Programs

Step 4
Evaluate Partnership Approaches

Step 5
Establish a Relationship
Contact Information

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