



## Memorandum

To EEAC  
From Eric Belliveau and the EEAC Consultant Team  
Date 8 March 2012  
Subject Monthly Report – February 2012

The Consultant Team is pleased to provide this monthly update to the Council on our recent and planned activities.

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### Highlights from the Advisory Groups

#### Planning & Analysis Advisory Group

- Discussed and reviewed drafts of planning and analysis activities for the initial stages of the development of the next Three-Year Plans (2013-2015).
- Reviewed and analyzed the market opportunity analysis being conducted by two PAs; large C&I surveys/interviews and market analysis; analysis of the economy and its effects; information available in EM&V studies and reports; and updated results from potential studies in the region.
- Compiled and analyzed the above data to develop an initial assessment of EE potential, for presentation to the Council in March.
- Worked with the Council and PAs to develop a proposed schedule for the next Three-Year Plan process, and presented the schedule to the EEAC at its February meeting.
- Worked with the PAs to develop templates for completion of the Initial Draft Plans to be submitted to the Council in April 2012.
- Developed additional analysis and recommendations on the DPU EE Guidelines NOI regarding net savings and environmental/carbon compliance costs for the consideration of the Council and individual Councilors, as directed. Further analyzed the two topics including options for addressing the issues, summarized the issues at the EEAC meeting in February, and briefed and answered questions from councilors.
- Continued discussions of approaches for documenting energy savings and baselines for future planning, including in meetings with the PAs.





- Reviewed and analyzed the 2011 preliminary year-end estimates and Q4 reports, reviewed preliminary PA data on 2011 performance—benefits, savings and other Council priorities, and reported to the Council during its February meeting.
- Reviewed the 2010 Annual Reports, results relative to the 2010 Plan values, and performance incentive claims and metrics submitted to the DPU by the PAs.
- Reviewed the variation in 2010 and 2011 performance across the sectors and across PAs.

### **C&I Advisory Group**

- Began Three-Year Planning Process with PAs. Held multiple input sessions with all PAs on program priorities, enhancements, and strategies to be incorporated into the Three-Year Plan. Reached general consensus agreement on priorities.
- Developed list of all evaluations underway with expected completion dates. Prioritized to determine what is most important and what can be included in Three-Year planning process.
- Held meeting with Healthcare without Harm to discuss their Three-Year Plan input that was delivered to the Council and DPU. Summarized input and sent to PAs for discussion at next Management Committee Meeting.
- Worked with PAs on a path forward on defining how codes and standards savings and attribution would be evaluated. PAs are in the process of developing a straw proposal, and have engaged with our team and EM&V and set up a meeting to review and discuss their proposal in March.
- Completed preliminary analysis of the 2011 year end data, with particular attention to variances by PA. Findings are that PA variances have decreased over time, and there appear to be some reasonable explanations for remaining outliers, which primarily occur for the very small PAs. For example, while CLC has significantly higher costs/kWh saved than others, we believe these are roughly what would be expected from the fact that CLC pays higher incentives for small DI and municipal work, has many fewer large customers, and often has lower hours of use of equipment because of the seasonal nature of many buildings.
- Reviewed the Large C&I Process Evaluation Trade Ally survey instrument and exchanged email with the evaluators to clarify scope and advise on appropriate lighting measures for inclusion. As a result of consulting team input, the evaluation team have revised the surveys to be custom for each market segment instead of using a single, less specific survey instrument.
- Reviewed the Multi-family 4-8 story Process evaluation and provided substantive comments. Summarized evaluation findings and issues for internal review in preparation for their use in work with PAs in three year planning for multifamily.
- Participated in Large C&I Evaluation Planning Meeting and helped identify top priority evaluation activities.



- Develop a roadmap for market characterization and baseline studies that will ensure that research is performed and information available to inform the 2015 three year planning work while providing key interim data in targeted areas.

### **Residential Advisory Group**

The Residential Advisory Group covered key program areas by engaging with several working groups.

- **General:** Engaged the PAs on high level Residential Sector issues at the bi-weekly Residential Management Committee (RMC) meeting, including on pre-weatherization, retirement of old boilers, and Three-year planning. Drafted "Residential Vision Paper" outlining a vision of where the Massachusetts residential programs could be in three and ten years, and presented it to the RMC, after DOER review. Recent RMC successes include a vetted PA proposal to address pre-weatherization, and all working groups using RMC meeting agenda/minutes templates and posting documents on the 'Huddle' website. Communicated with the DOER Residential Team, at their weekly calls, about residential sector issues. Participated in weekly EEAC Consulting Team calls and bi-weekly RES Consulting Team coordination calls.
- **Home Energy Services:** Reviewed and monitored progress of the HES working group and Contractor Best Practices group.
- **Deep Energy Renovation pilot:** Participated in planning calls with DOER and others on modeling work being performed to support the draft 2013-15 proposal for a cost-effective DER-HES program.
- **Products:** Participated in discussions with PAs, NEEP and D&R (market lift contractor) regarding implementation of a market lift pilot for lighting. Discussions with EPA on LED incentive eligibility. Attended Working Group meeting to discuss Three-year planning, including strategic approach to promoting LEDs in 2012 and beyond.
- **HVAC:** Attended GasNetworks meeting to discuss initial Three-year planning activities. Provided RMC recommendation on Manual J requirement for HEAT Loan for fossil fuel fired heating systems. Brought Cool Smart measure (ductless air conditioning) savings and tracking issue to Sponsors attention
- **Low Income Retrofit:** Reviewed and monitored progress of the Low Income Best Practices working group. Attended the LEAN meeting to discuss and get input on Three-year planning.
- **Codes and Standards:** Met with PAs, their consultants and advocates to review plans for development of codes and standards proposal and plans to feed into Three-Year plan.
- **Residential New Construction:** Participated in Joint Management Committee (JMC) working group discussions as we start the Three-Year planning process, including baseline evaluation results and cost-effectiveness issues.



### **Evaluation, Measurement & Verification Advisory Group**

- Evaluation planning. Nailed down a majority of the additional studies to be initiated in 2012 as the current round of studies nears completion. Met in person with PA planning and evaluation managers to discuss the 2013-2015 EM&V plan to be included with the Three-Year Plan, along with possible changes to the system through which EM&V projects are administered in 2013-2015. Reached agreement to establish a statewide overall EM&V management committee, parallel to the RMC and MA PA committees. Also discussed was the potential for changes to the manner in which research areas are organized and contractors are recruited.
- In-Progress studies. Moved forward some 25-30 studies already in the implementation phase, including a comprehensive process evaluation and market assessment of large C&I programs, C&I non-energy benefits study, approximately 9 C&I impact evaluations, impact evaluation of the Home Energy Services program, a combined impact and process evaluation of Low-Income programs, and a process evaluation of multi-family programs. Reviewed draft reports on the following studies: 4-8 story multifamily pilot evaluation; solar water heating pilot evaluation; brushless fan motor evaluation; small C&I summer logger study; and a residential lighting consumer survey.
- EM&V Activities: Began working with PAs to develop a proposed approach to attribution for savings from codes and standards support programs; collaborated with C&I program staff on the development of an on-site verification process for the C&I upstream lighting program, which is to be coordinated with a later impact evaluation of the same program; laid the groundwork for evaluation of a number of Education & Training efforts that are currently ongoing, including CLC's K-12 program and C&I gas trade ally training events; contributed to the development of the legislatively mandated savings potential analysis, focusing on the contribution to be made by completed EM&V studies; provided EM&V-related input into the DPU investigation on the savings basis NOI; worked with cross-cutting PA EM&V staff to initiate an evaluation of Northampton and Pittsfield CMI pilots.
- Implementation of EM&V Forum Studies. Provided input to the implementation of the latest incremental costs study, the market lift pilot for residential lighting, and the VSD load shape study.

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### **Upcoming Activities**

Per your request you will find at the end of this report a monthly calendar of upcoming events related to our Consultant activities, PA implementation work, and important filings and work-product milestones. A two-month calendar appears after the Advisory Group summaries.

### **Planning & Analysis Advisory Group**

Three year planning activities are ramping up quickly and will be the major focus of nearly the entire Consultant Team for the next several months. Some of the specific tasks we anticipate are:

- Conduct analysis for and review of the development of the 2013-2015 Three-Year Plans. Will include further review of and input on analyses such as the market opportunity analysis being conducted by several PAs, large C&I surveys/interviews and market analysis, analysis of the economy and its effects,

# MA EEAC



## CONSULTANT TEAM

- information available in EM&V studies and reports, and updated results from potential studies in the region. Contribute analysis towards the assessment of EE potential.
- Compile and analyze the above data to develop an initial assessment of EE potential, for consideration as part of the next Three-Year Plans. Present the initial analysis to the Council in March, with a more complete and thorough analysis (informed by additional data and analysis) in April.
  - Develop and analyze initial options and recommendations for goals for the next Three-Year Plans, for Council review and consideration.
  - Working with the PAs, develop/refine templates and processes for completion of the Initial Draft Plans to be submitted to the Council in April 2012.
  - Work with the Council and the PAs to prepare the Initial Draft Three-Year Plans (due April 30).
  - Support the EEAC by continuing analysis and work on the DPU EE Guidelines NOI regarding net savings and environmental/carbon compliance costs, as directed by the Council. Follow up with the Council including on any Council documents as required. Participate in any DPU technical sessions as directed.
  - Participate on behalf of the Council in any other DPU 08-50 processes, potentially including reporting and bill impacts, as scheduled and as assigned.
  - Review, compile, and comment on 2012 dashboard monthly reports and trends.
  - Analyze progress towards full incorporation of the key building blocks for accomplishing the goals of the Three-Year Plans to achieve deeper savings and other key priorities.
  - Support the EEAC as needed during the DPU review the 2010 Annual Reports, including the PA performance incentive and metric claims in the Annual Reports.

### **Residential Advisory Group**

- General: Engage with PAs on Three-Year planning activities and provide feedback on proposed program savings and budgets. Revise "Residential Vision Paper" after PA review and feedback.
- Products: Provide PAs with recommendation on eligibility for LED product incentives. Continue to work with PAs, NEEP, D&R, and Evaluation Advisory Group to implement market lift model.
- HVAC: Develop revised gas/electric HVAC integration plan. Work with Cool Smart Sponsors to make final HPWH rebate offering. Continue participation in RMC discussions on expanded boiler replacement opportunity, including review of updated measure screening.
- Codes and Standards: Continue the dialogue with the PAs, their consultants and advocates to develop codes and standards plan for both residential and C&I sectors.



### **C&I Advisory Group**

The C&I Advisory Group will continue to have on-going engagement, monitoring and review of PA plans, activities and accomplishments. In the coming weeks, we will

- Contribute to the "Vision Paper" in support of Three-Year Plan efforts.
- Complete memorandum regarding CHP program implementation research, to be provided to EEAC by March 9.
- Draft a memorandum for the PAs and DOER on the Vermont experience with overcoming barriers to implementation of a Street Lighting Program.

### **EM&V Advisory Group**

- Continue moving in-progress studies through the implementation process.
- Receive draft (for review and comment) or final reports on numerous studies, including the following: umbrella marketing surveys of residential and non-residential end-users; residential lighting and electronics on-sites; multifamily market characterization and potential study; C&I code compliance study; single-family residential new construction baseline study; small C&I summer logger study.



# March 2012

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
			1	2 Stretch Code Workshop, Sturbridge
5	6	7	8 Mass Save Vendor Open House, Clarion Hotel, Northampton	9
12	13	14	15	16
19	20 Deep Energy Measure Verification Workshop sponsored by DOER, Peabody	21	22 Stretch Code Workshop, Needham	23
26 Exec Comm. Meeting	27	28 DPU Technical Session-EE Program Net Savings	29	30



# April 2012

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
2	3	4	5	6
9	10 EEAC Council Meeting	11	12	13
16	17	18	19	20
23	24	25	26	27 Stretch Code Workshop, Mansfield
30 PAs submit initial draft of Three-Year Plan				