

Commercial and Industrial Management Committee Update

Matt Zenni, Committee Chair

C & I Program Manager & Evaluator, Energy Efficiency

New England Gas Company



Wastewater

Recently met with group from DEP/others to discuss status of efforts to date and next steps. Group included:

Nancy Seidman, MassDEP, Assistant Commissioner

Catherine Finneran, MassDEP Clean Energy Director

Sharon Weber, MassDEP Sr. Technical Advisor

Michael DiBara, MassDEP Project Manager

Aimee Powelka, MA DOER Energy Coordinator

Esource

University of Wisconsin/Madison College of Engineering



Wastewater

Past Training Topics have included:

- Pumping system technologies and operations
- Blowers and aeration system controls
- Biosolids energy recovery technologies – CHP
- Plant energy management metrics and benchmarks

New Focus on:

- Funding Strategies in lieu of the Stimulus(Positive Cash flow) **PAs**
will continue to work with DEP to address funding
- Mechanical Aeration
- Leverage DEP Inspections to identify upcoming time dependent projects



Mass Save Grocery Initiative

- Tailored Strategies for Small to Medium sized grocery and convenience stores
- Sizable sector with substantial opportunity but often too small an operation to target an individual store
- Combines typical measures for this segment targeting refrigeration, lighting and hot water (DHW) applications
- Prescriptive incentives with bonus for going deeper
- Implementation: through grocery focused vendors and installers
- Collateral for use by Program Managers, Account Executives, PEX vendors and DI Vendors is in production now



Financing Update

Working on Third Party Financing for Mass Save Prescriptive Projects

Working with Lenders to increase the loan Amount \$500,000

Performa- was developed to help CI customers evaluate EE projects beyond Simple payback. This customer friendly tool will provide a comprehensive view of multiple measures for C&I projects. Currently still in design phase.



Health Care

The PAs will continue to work with our HealthCare facilities to identify energy saving opportunities

The Fraunhofer Center for Sustainable Energy Systems

Major Medical Equipment

Computed Tomography (CT) Scanner, Fluoroscopy, Linear Accelerator, Magnetic Resonance Imaging (MRI), Positron Emission Tomography (PET) Scanners, X-Ray (non-portable)

Conclusion of the Fraunhofer Report: Savings opportunity in shutting down equipment when not in use (rather than in equipment design or wattage) and therefore interfere with the operation on the equipment/require changes to medical facility operational protocols



CHP

The PAs are continuing to pursue CHP as a priority

We are looking at other States and what is happening within Massachusetts

We have enhanced the CHP program to help promote this opportunities



CHP Details

- In order to encourage implementation of CHP systems and greater consideration of efficiency opportunities prior to CHP project development, Mass PAs have revised available incentives for CHP projects effective July 1, 2013.
- New structure highlights the importance of right-sizing the CHP system in full consideration of available efficiency opportunities.
- Also, new structure provides extra motivation/financial support for smaller CHP projects
- Provides 3 levels of incentives with greater incentives available based on greater consideration and adoption of efficiency measures prior to CHP development.
 - Level 1: \$750 per kW
 - Level 2: up to \$950/\$1,000 per kW (>150 kW / <= 150 kW)
 - ASHRAE Level 1 Audit
 - All cost-effective EE with < 3 year payback implemented within 18 months
 - Minimum CHP efficiency > 60%
 - Level 3: up to \$1,100/\$1,200 per kW (> 150kW / <= 150 kW)
 - ASHRAE Level 2 Audit
 - All cost-effective EE implemented within 18 months
 - Minimum CHP efficiency > 65%



Streetlights

PAs are working with DOER and other stakeholders to offer more efficient street lighting options

National Grid launched new rate tariff for customer-owned street lights in June 2013

National Grid, NSTAR and CLC offer a path forward for customers to install LEDs for customer-owned street lighting

PAs continue to work on possible options and offerings for utility-owned street lighting



Streetlights Additional info

PAs LED Streetlighting Working Group met with DOER on 1/8/2013 to review/discuss progress towards making available LED streetlights to communities.

C&IMC discussion of LED streetlighting on 3/13/2013 – review/discussion of Vermont experience and general opportunities/barriers

National Grid filed on March 25th and Legislation (DPU 13-69) passed May 21 for effect on June 1 regarding customer-owned streetlighting – new pricing provisions for LED installations and expanding availability of customer-owned tariff to other governmental entities and public authorities who wish to install LEDs

National Grid developing a company-owned energy only tariff to enable LED streetlight installation.

National Grid developing incentive structure to support adoption of LED streetlights within efficiency programs; also developing a financial analysis tool to be used by municipalities to evaluate the economics of LED projects.

National Grid rate department, with input from streetlighting and efficiency groups, developing a utility-owned streetlighting tariff which could enable adoption of LED streetlights



Upstream Initiatives

- Launched Upstream HVAC in April 2013
 - Transitioned former *CoolChoice* program to Upstream model
 - Selected EFI as 3rd party Program Manager
 - Signed MOUs with major HVAC manufacturers
 - ~12 distributors enrolled covering over 50 locations statewide
 - Next Steps: continued outreach and training for industry partners
- Upstream Lighting
 - Enhancing program performance with increased QA/QC and site inspections
 - Renewed focus on distributor and end-user outreach



Additional areas of focus

Main Street Program in two communities now
Municipal Program
DCAMM MOU, 700 sites in 700 days



Mass Save[®] Utility and Energy Efficiency Program Administrators



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