

# LOW INCOME PROGRAM PRESSURES AND OPPORTUNITIES AS ATTRIBUTABLE LIGHTING SAVINGS DECREASE

► **May 17, 2017; v4.4**

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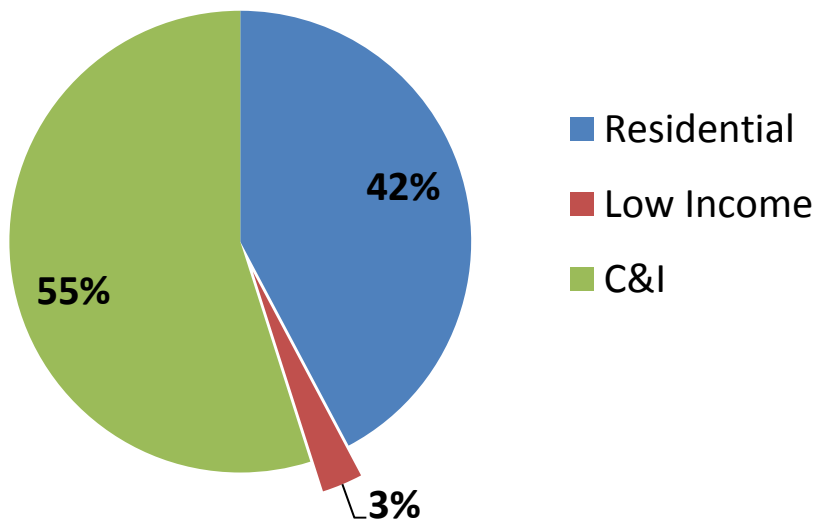
# MA LOW-INCOME PROGRAMS: A PROVEN TRACK RECORD

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- ▶ **LEAN has a robust, functioning, and award-winning implementation infrastructure.**
  - **28 Community Action Agencies**
- ▶ **Consistently meets savings goals.**
- ▶ **20,000 – 30,000 low-income units served annually.**
- ▶ **A workforce representing 900+ jobs.**
- ▶ **Strategically leverages other funding streams.**

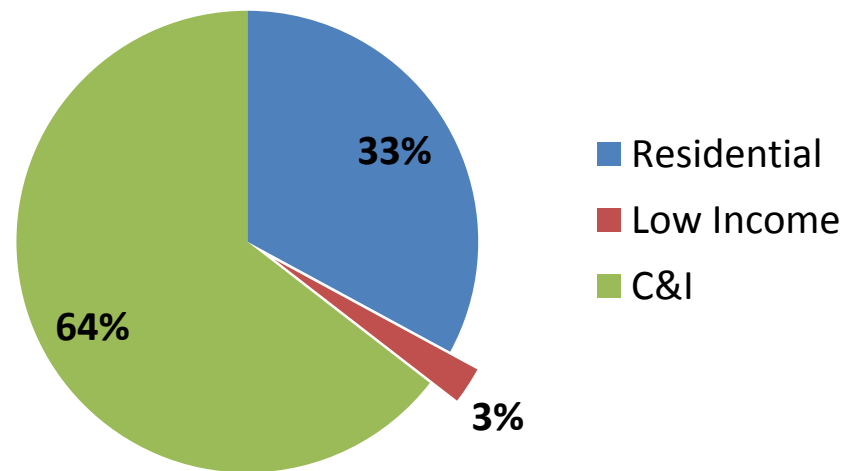
# 2016-2018 LOW INCOME ELECTRIC SAVINGS AS A % OF PORTFOLIO SAVINGS

### 2016-2018 Planned Annual Electric Savings



3% = 117,972 MWh

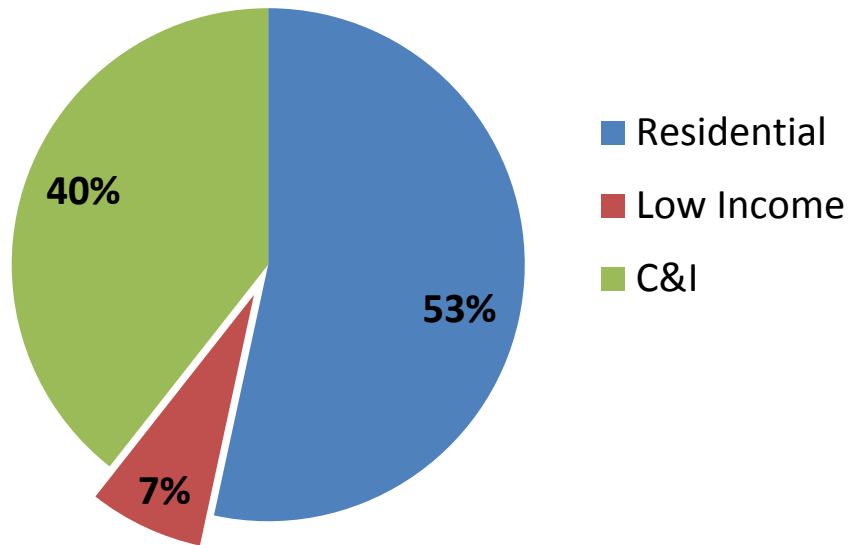
### 2016-2018 Planned Lifetime Electric Savings



3% = 1,039,871 MWh

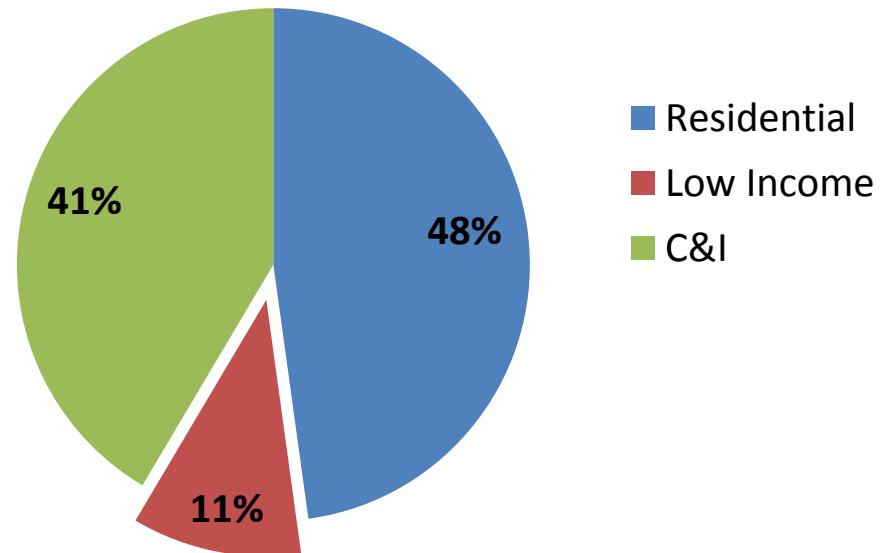
# 2016-2018 LOW INCOME GAS SAVINGS AS A % OF PORTFOLIO SAVINGS

2016-2018 Planned Annual Gas Savings



7% = 6,192,807 Therms

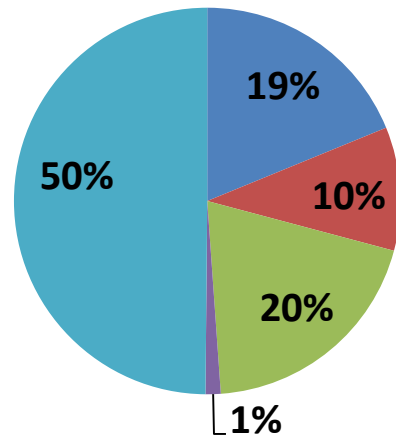
2016-2018 Planned Lifetime Gas Savings



11% = 122,879,250 Therms

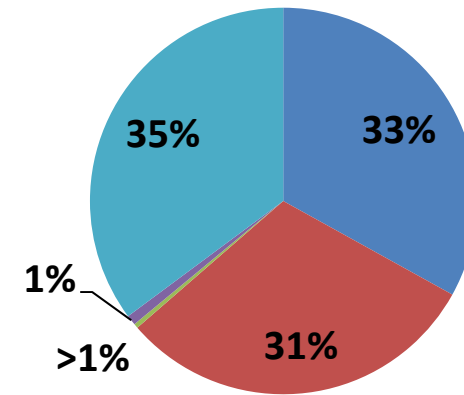
# 2016 GAS AND ELECTRIC EVALUATED LOW INCOME BENEFITS

**Low Income Single Family**



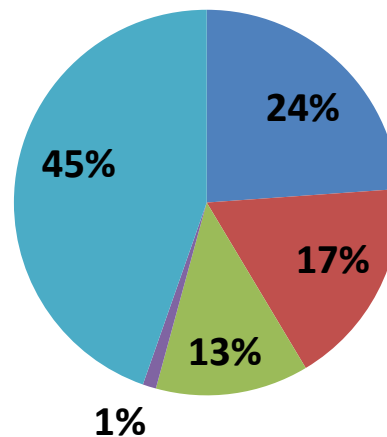
Total LI SF Benefits =  
\$128.2 million

**Low Income Multi-Family**



Total LI MF Benefits =  
\$70.8 million

**Low Income Total**

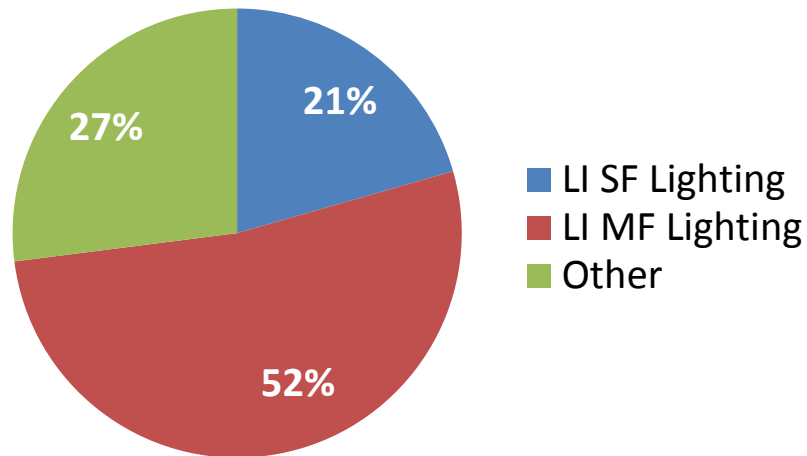


Total LI Benefits = \$199.0 million

# MA LOW INCOME PROGRAMS: A FAST CHANGING ENVIRONMENT

- ▶ Preparing for a significant shift in program due to the loss of claimable lighting savings

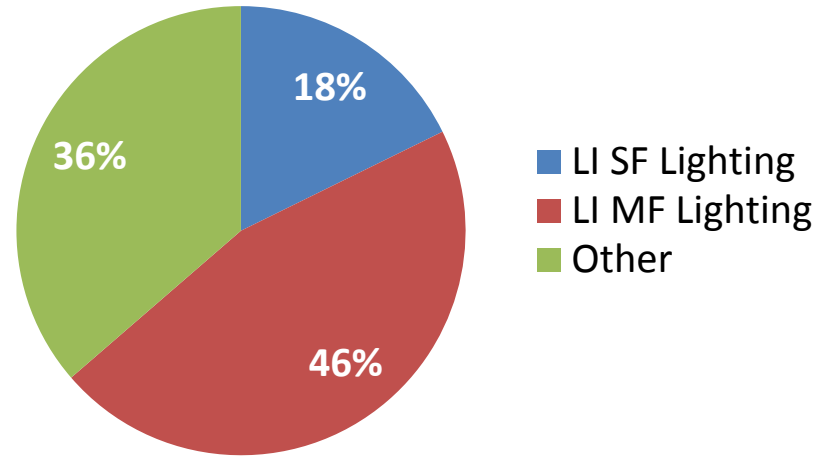
2016 Evaluated Low Income Annual Electric Savings



Total LI Lighting Annual Savings = 30,020 MWh

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2016 Evaluated Low Income Lifetime Electric Savings



Total LI Lighting Lifetime Savings = 224,308 MWh

Low Income Program Pressures and Opportunities

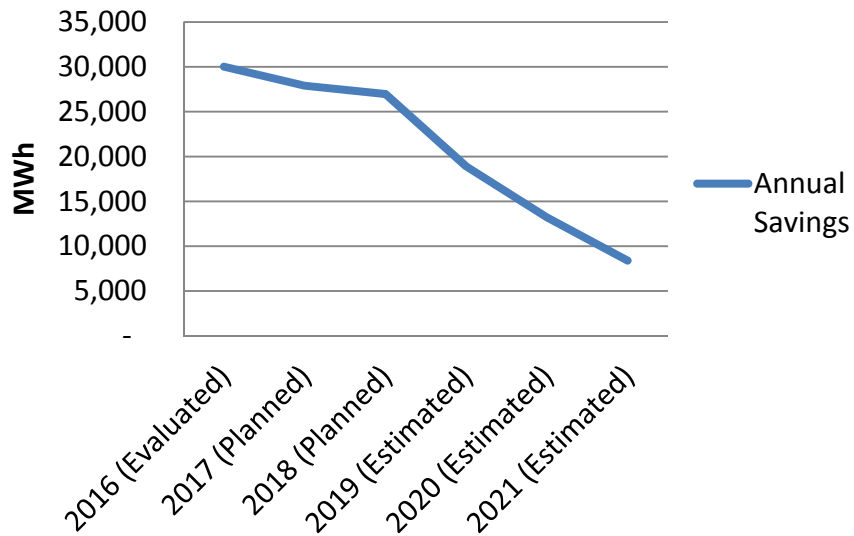
# IMPACT OF LOSS OF LIGHTING ON 2016 EVALUATED LOW INCOME BCRS

Initiative	Original BCR	BCR-No Lighting*	Percent Change
<b>Electric</b>			
LI Single Family	2.81	2.67	-5%
LI Multifamily	1.11	0.91	-17%
<b>Gas</b>			
LI Single Family	2.66	2.66	0%
LI Multifamily	1.68	1.68	0%

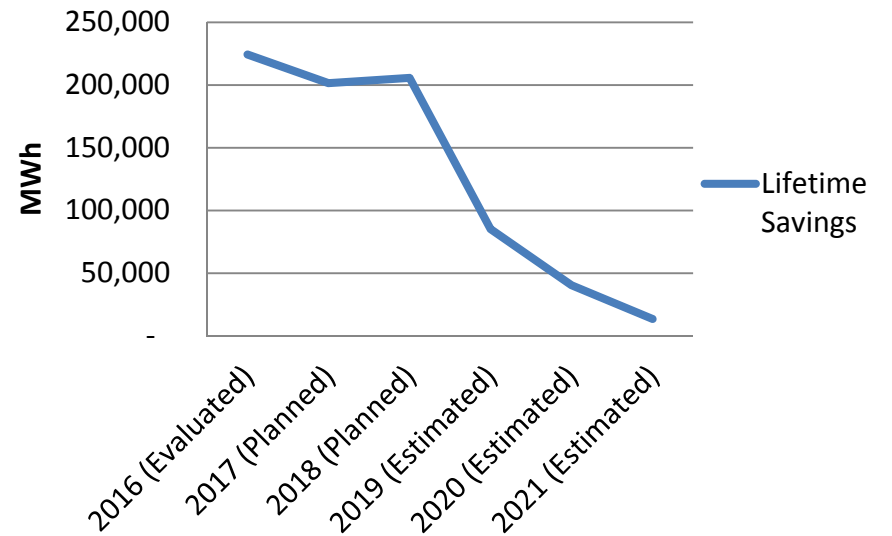
\*The lighting costs removed to recalculate the BCRs represent measure costs only.

# WE HAVE A SHORTENING TIMEFRAME TO FIGURE THIS OUT

### Low Income Annual Lighting Savings



### Low Income Lifetime Lighting Savings





# SIGNIFICANT INCREASE IN BCRS DUE TO NEW NON-ENERGY IMPACTS (NEIS)

Low Income Single Family Initiative	2016 Plan	2016 Evaluated
Electric BCR	2.04	2.81
Gas BCR	1.31	2.66

# WHAT CAN BE DONE NOW TO PREPARE FOR PROGRAM CHANGES?

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- ▶ **Define key questions**
- ▶ **Conduct program evaluation**
- ▶ **Continue program innovations**
- ▶ **Incorporate additional non-energy impacts**

# DEFINE KEY QUESTIONS

- ▶ **What are the main priorities, parameters, and goals when altering the low-income program without claimable lighting savings?**
  - How can we maintain the same level of savings and budgets that we see today? Is it even possible?
    - Depth of savings/ participation?
  - What impacts will there be on program delivery?
  - Are there key factors that impact low-income residential programs that are different than market rate residential programs?
  - What are the key value propositions and how are they changing for program implementation stakeholders?
  - Are there opportunities to bring in other funding streams?

# CONDUCT PROGRAM EVALUATION



## ▶ **Recently Completed Evaluations**

- Low Income Single Family and Health Related Non Energy Impacts Study (2016)
- Low-Income Multifamily Impact Evaluation (2015)

## ▶ **Conduct process evaluation**

- How does the program system operate today?
  - Where are the program strengths and potential vulnerabilities after lighting leaves?

## ▶ **Formal evaluations**

- Process evaluation
- Market assessment

# CONTINUE PROGRAM INNOVATIONS



## ► **Identify new measures**

- There is no “silver bullet” to make up for the loss of lighting
- Though there are some measures that need to be considered.

## ► **Alternative effective practice innovations**

- Are there cutting edge technologies and/or program services that could be tested/ demonstrated?
  - Co-Funding

# INCORPORATE ADDITIONAL NON-ENERGY IMPACTS

- ▶ **What are the implications of the new NEIs for low income programs?**
  - Single family (complete) vs. multi-family (est. 2 years until revised values available)
  - Do the higher NEIs provide an opportunity to include measures that have historically not screened?
  - Opportunity to provide more (measures, savings, benefits, etc.) to customers as a result of a higher BCR?
  - What are the most significant timeline considerations?
  - Are there other NEIs that should be assessed beyond health?