

CONSULTANT TEAM PRESENTATION ON PA Q1 REPORT **DRAFT**

▶ June 19, 2019

www.ma-eeac.org

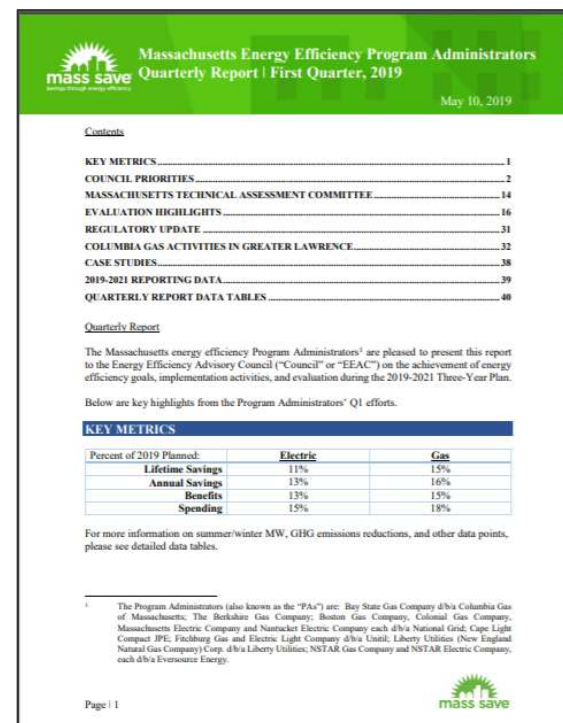
INTRODUCTION



- ▶ **Q1 is early to draw many meaningful conclusions based on data**
- ▶ **Purpose of this presentation is to:**
 - Review proposed changes to quarterly reporting format
 - Highlight and address most important Council priorities
 - Discuss first KPI results
- ▶ **Future Consultant Team presentations on quarterly reports will:**
 - Cover most important Council priorities and actions needed to achieve 2019-2021 goals
 - These priorities may differ quarter to quarter
 - Forecast on whether PAs and programs are on track or not

PROPOSED QUARTERLY REPORT FORMAT

- ▶ Updated to include activities related to 2019 Council priorities
- ▶ Summary table upfront; bar charts moved to end of report
- ▶ “Program Highlights” section folded into Priorities section
- ▶ Provides update on CMA activities in Greater Lawrence
- ▶ Includes data on KPIs



COUNCIL PRIORITIES REPORTING OBSERVATIONS

- ▶ **#1. 2019 – 2021 Plan: Monitor and ensure progress toward 2019 – 2021 Three-Year Plan goals**
 - Report contains limited information about “Residential Program Design and new enhancements” item
 - Residential priorities in general include less detail than some of the C&I and demand focused priorities
 - Strategic Energy Management (SEM) cohort kicked off in MA
 - PAs unable to fill the cohort with enough customers from MA – supplemented with RI customers
 - Participating customers from NGrid and CMA
 - No mention of strategies for increased electric and gas savings from custom HVAC controls in C&I



COUNCIL PRIORITIES REPORTING OBSERVATIONS

► #2. Peak Demand Reduction: Ensure new, active demand reduction programs are developed and executed effectively

- PAs' target for Q1 activities was to be operationally ready to call events by the end of May 2019 for summer 2019
- Additional info needed on active demand reduction and preparation for summer at this point (mid May) – quick update from PAs?
 - Where do the PAs stand now relative to Plan for summer 2019?
 - How are sign-ups and enrollments going for summer 2019?
 - How many MWs of demand reduction will be available for summer 2019?



COUNCIL PRIORITIES REPORTING OBSERVATIONS

► #3. 2019-2021 Plan – other new offerings: New program initiatives developed and executed in timely manner

- Energy Optimization (EO) and fuel conversions covered under this priority
- New air source heat pump incentives issued
- Additions and renovations offer rolled out
- Concerns about January as res EO rollout date
- C&I EO strategy and roll out unknown
- Report indicates “extensive engagement” with heat pump installers and manufacturers, but actual activities unclear
 - How is engagement going?
 - Are contractors specifying and installing equipment appropriately?



KPI #1—RATE BY WHICH RECOMMENDATIONS BECOME CONVERSIONS



- ▶ **Conversions for insulation, air sealing and duct sealing**
- ▶ **Agreement has been reached for tracking template.**
- ▶ **Data not yet collected.**

KPI #2—RESIDENTIAL AND INCOME ELIGIBLE MEASURES

- ▶ **KPI text:** Provide quantities for all measures in the Residential and Income Eligible sectors
- ▶ **Objective:** Provide more timely information at measure level to support assessment of new residential enhancements (previously reported annually)
- ▶ Over time, measure level detail can be used for a variety of purposes, e.g.:
 - Assess new offers, such as Additions and Renovations
 - ID opportunities to boost production of specific measures
 - Analyze impact of new approach for existing buildings: single family vs. low rise multifamily vs. high rise

KPI #3—RESIDENTIAL ENERGY OPTIMIZATION FOR HEATING SYSTEMS

- ▶ **KPI text:** Number heating systems recommendations by fuel type at Home Energy Assessments
 - Future reported data will include type of system in home at assessment
- ▶ Objective: Provide information to support assessment of new energy optimization framework
- ▶ **Future data will show the rates at which the various measures are being recommended by different PAs**
 - Review of recommendations from single-fuel PAs of particular interest

RESIDENTIAL KPI REPORTING

INITIAL OBSERVATIONS

► KPI #3: # of heating system recommendations

- Large difference between # of heat pump recommendations reported by Eversource and National Grid
- No central air conditioning recommendations reported by Eversource
- # of heating system recommendations in Berkshire territory seems low, especially compared to Liberty and Unitil

	Recommendation										Total
	Gas Furnace	Gas Boiler	Oil Furnace	Oil Boiler	Propane Furnace	Propane Boiler	Electric Resistance	Dutless Minisplit Heat Pump	Central HP	Central AC	
National Grid	857	1,512	368	805	37	64	-	1,099	172	942	5,856
Eversource	769	355	196	444	25	26	-	63	10	-	1,888
CLC	86	114	47	114	-	10	-	-	-	-	371
CMA	658	922	-	-	-	-	-	-	-	-	1,580
Berkshire	1	5	-	-	-	-	-	-	-	-	6
Liberty	43	131	-	-	-	-	-	-	-	-	174
Unitil	15	41	-	-	-	-	-	-	-	-	56
Statewide	2,429	3,080	611	1,363	62	100	-	1,162	182	942	9,931

KPI #4—LIGHTING CONTROL PROJECTS

- ▶ **KPI text: Ratio of projects that include lighting controls projects to the total**
- ▶ **Objective:**
 - Provides timely insight into the number of lighting projects that include controls
 - Highlight best practices to avoid stranded savings
 - Track improvement in response to program tweaks
- ▶ **Initial assessment of data reported in Q1:**
 - Statewide results indicate 13% of projects include controls
 - Does not include Upstream or Small Business
 - Only National Grid and Eversource had projects with controls
 - The Consultants hope to see the percentage increase over time

C&I KPI REPORTING OBSERVATIONS



- ▶ **KPI #4: Ratio of projects that include lighting controls to total**
 - In Q1, 13% of C&I lighting projects included controls
 - Consultants hope to see increased uptake of controls

	Total Lighting Projects	Lighting Projects w/ Controls	% of Lighting Projects w/ Controls
National Grid	2,744	403	14.7%
Eversource	1,295	122	9.4%
CLC	-	-	0.0%
Until	8	-	0.0%
Statewide	4,047	525	13.0%

KPI #5—CUSTOM HVAC PROJECTS AND SAVINGS

- ▶ **KPI text: Electric and gas net lifetime savings from custom HVAC projects and number of projects by PA**
- ▶ Objective: Provide more timely data to understand program performance
- ▶ Initial assessment of data reported in Q1:
 - PAs getting used to collecting and collating data
 - One quarter of data can't adequately represent performance of these types of projects
 - Trend will be more telling.

KPI #6—C&I TURNKEY PROJECTS FROM NON-LIGHTING AND NON-AERATORS

- ▶ **KPI text: For electric C&I turnkey initiative, % of savings from non-lighting measures; for gas C&I turnkey initiative, % of savings from non-aerators**
- Objective: Provide insight into comprehensiveness of C&I turnkey initiative
- ▶ Initial assessment of data reported in Q1:
 - One quarter of data may not be representative of overall performance
 - There is a wide range of performance amongst the PAs, especially with respect to gas
 - The Consultants hope to see increased comprehensiveness over time

THANK YOU

Questions?

▶ June 19, 2019

www.ma-eeac.org