

# IMPLEMENTATION UPDATE: C&I RETROFIT

## A Deeper Dive

► July 8, 2014

[www.ma-eeac.org](http://www.ma-eeac.org)

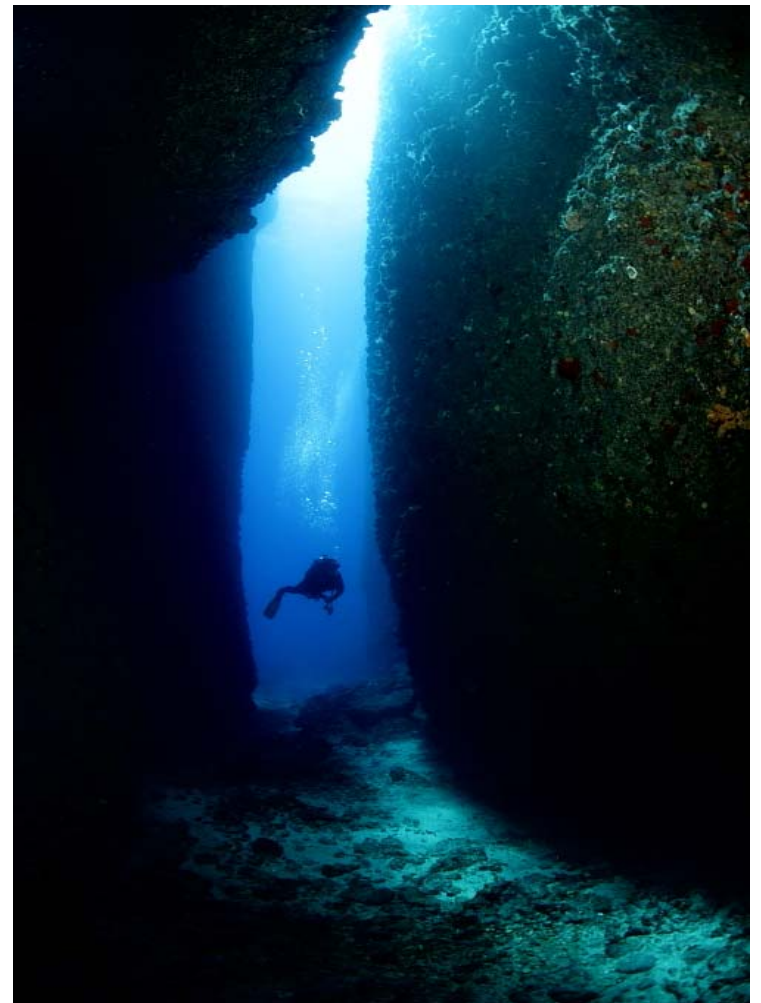
# SUMMARY OF KEY POINTS

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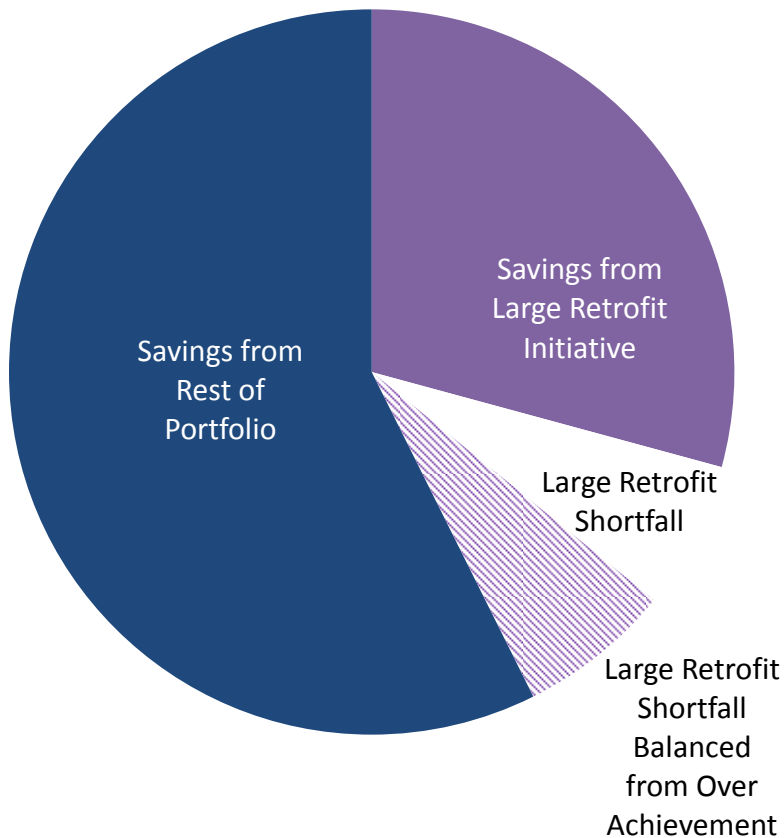
- ▶ **Why CI Retrofit Deeper Dive**
- ▶ **Large Retrofit shortfall**
  - What happened in 2013
  - Likely to persist in 2014 and 15
  - Cumulative effect of 3 years of shortfalls is significant to 3 Yr. Plan Goals
- ▶ **Increased savings in other initiatives and programs**
- ▶ **PAs and Consultants working to accelerate savings**
- ▶ **Areas to improve**
  - Systematically review and adopt effective practices
  - Need information to forecast the 3 Year portfolio

# PURPOSE

- ▶ **Implementation Update:**
  - Check in on performance relative to 3YP
- ▶ **Deeper Dive**
  - Understand PA projections and adjustments in IU
  - Understand deviations from interim targets
  - Inform course corrections



# 2013 IMPLEMENTATION UPDATE



- ▶ **C&I Large Retrofit 39% of three year goal**
- ▶ **Missing CI target has large impact on total EE portfolio**
  - Large Retrofit shortfall is an ongoing issue
- ▶ **Resulted in deeper dive**

# CI RETROFIT DEEP DIVE – KEY QUESTIONS

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- ▶ **Why did many PAs come up short in 2013**
- ▶ **What changes are in progress to increase savings**
- ▶ **What level of savings can we expect in 2014 & 2015**
- ▶ **Are there additional adjustments or course corrections needed**



# 2013 IN REVIEW



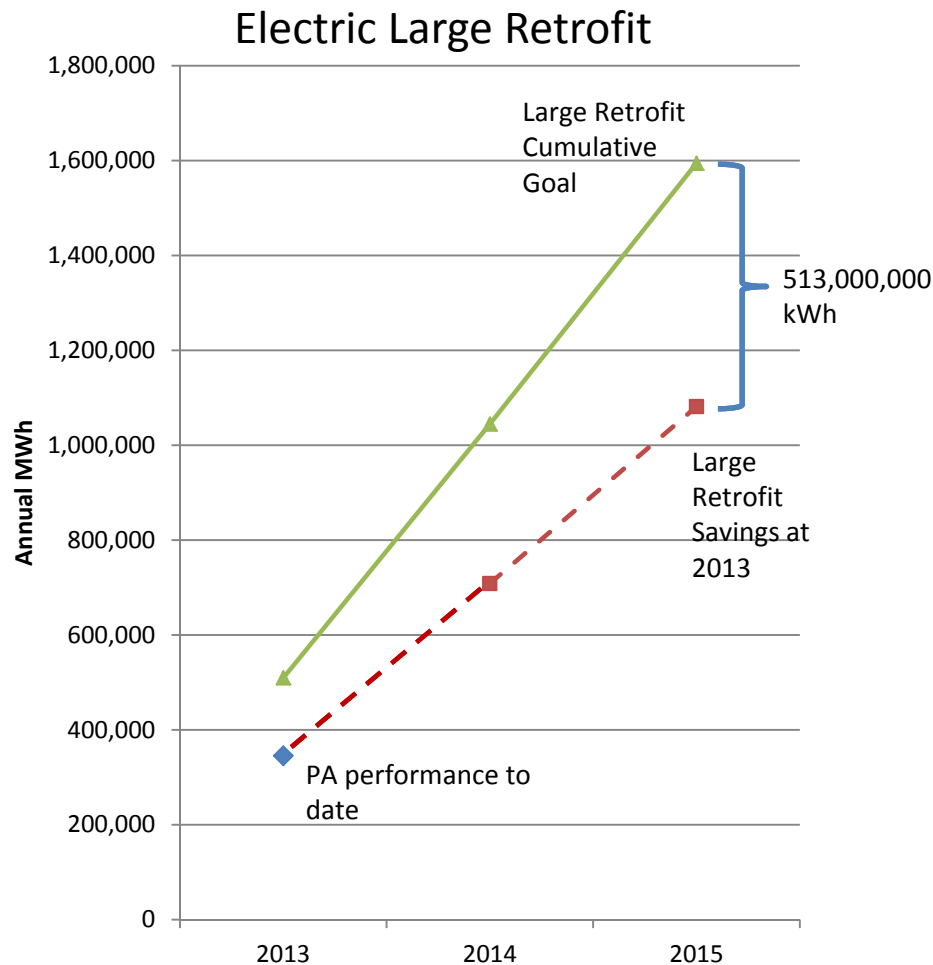
## ▶ 3 smaller PAs exceeded goal

- Focus on engineering
- Invest early to fill pipeline
- Developed large projects that comprised 40-50% of goal

## ▶ Reasons CI Retrofit savings below goal

- Longer ramp up time for new initiatives
  - Tuning market stimulus to meet actual market needs
- Ramping up resources (staff/vendors) in 2013
- Territory specific differences
  - Increase new construction in 495 circumference & upstream lighting
    - shift savings to new construction
  - Large business closures in Fall River area

# LOOKING AHEAD



- ▶ **Continued growth in CI Retrofit**
- ▶ **CI Retrofit savings will be lower than 3YP goals**
  - Targets increase
  - Large retrofit projects have long development cycle
  - Market stimuli can take time to get right
- ▶ **Continued shift to CI New Construction and Direct Install**

# CURRENT PA ACTIVITIES TO INCREASE SAVINGS



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## ▶ **Capacity:**

- Staffing additions
- Reassignments and streamlining

## ▶ **Contracting**

- Additional focused sub-contractors
- Increase custom projects from DI vendors

## ▶ **Market Initiatives**

- Grocery, ECM Motors, Manufacturing, Mid-sized, Muni

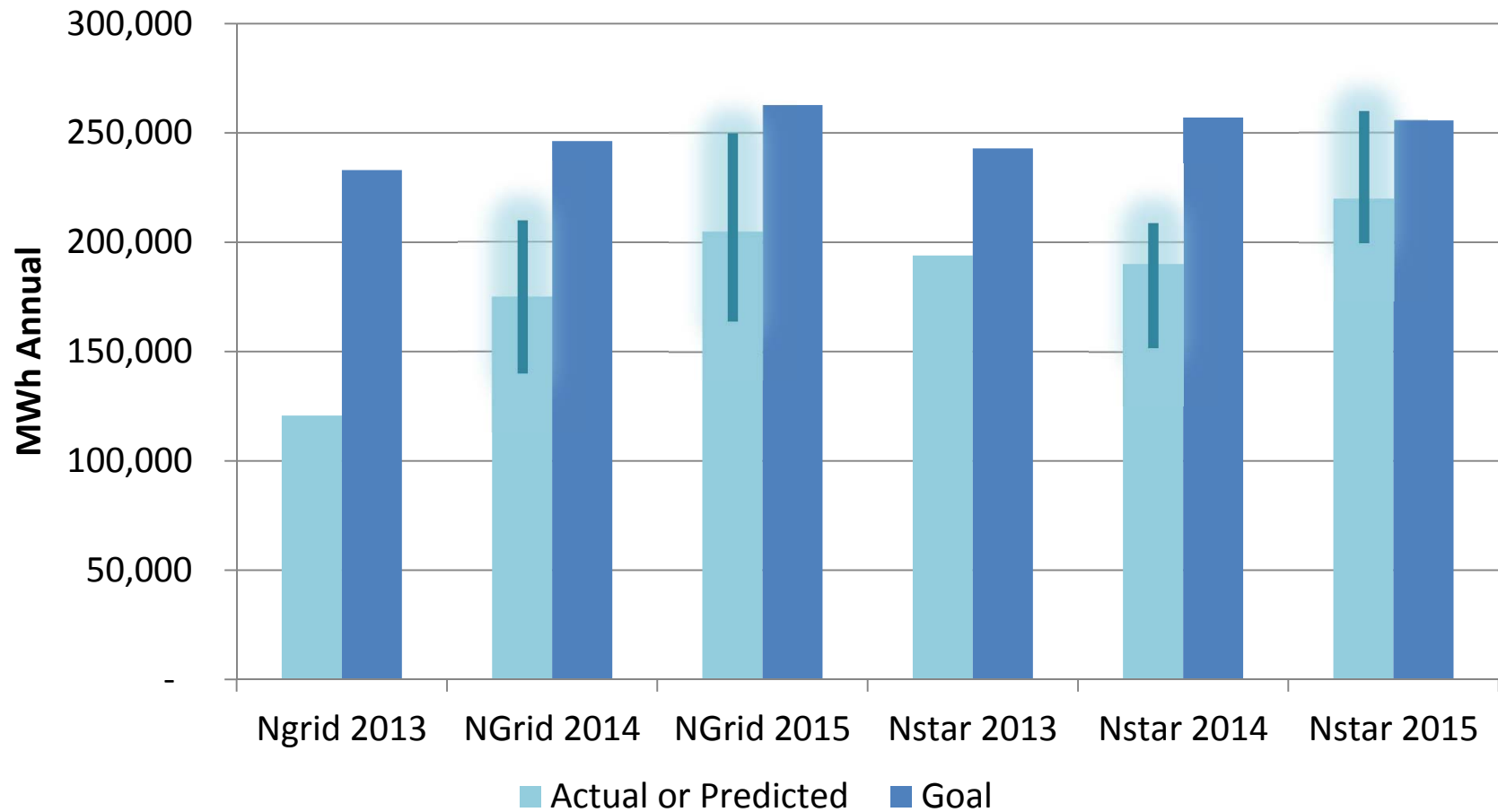


# PA PIPELINE AND PROJECTIONS

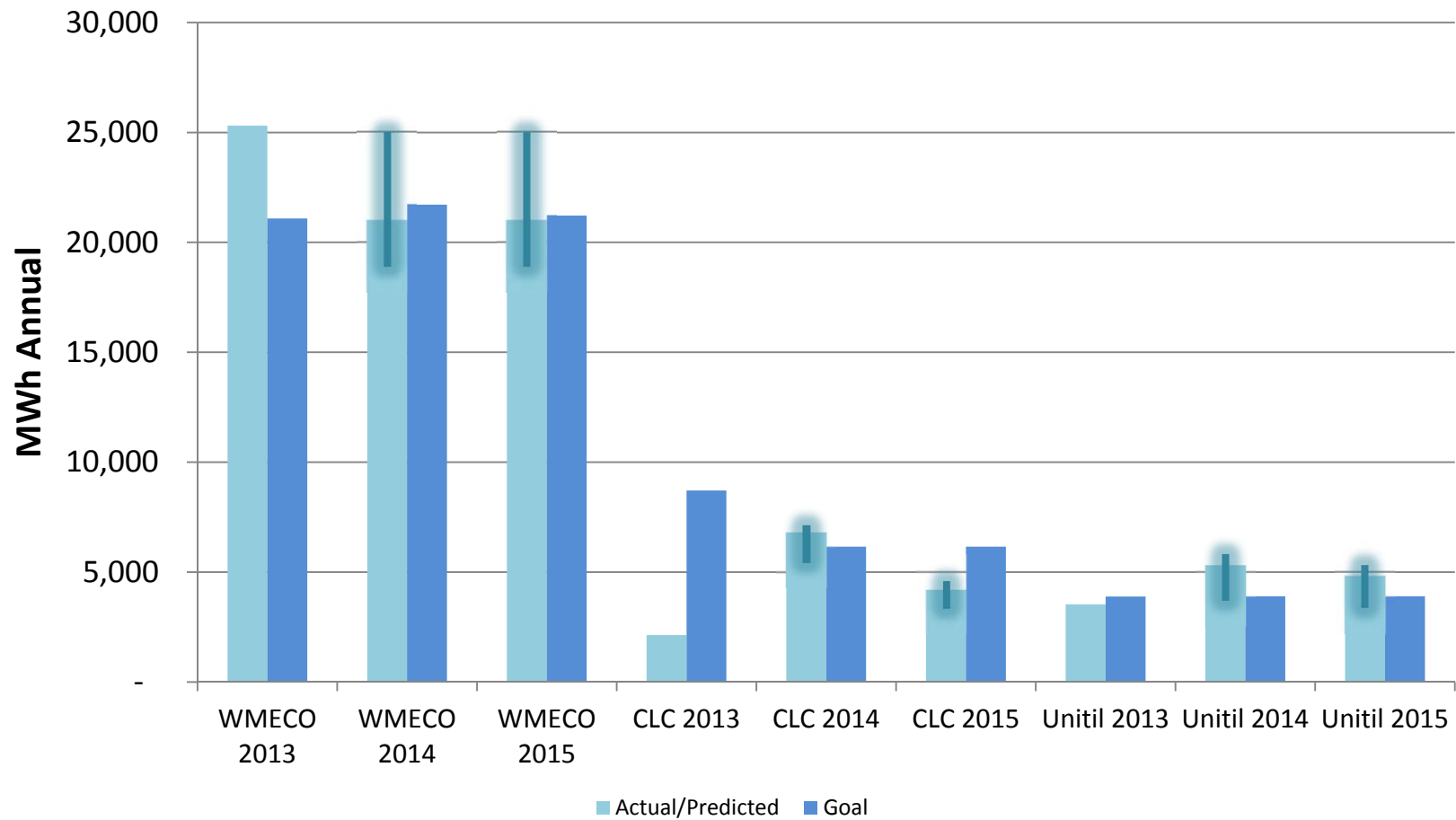
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- ▶ **Pipeline information essential to forecasting savings levels**
- ▶ **Individual conversations with each PA**
- ▶ **Limited 2014 data – varied by PA**
- ▶ **Very little 2015 information except CHP**
- ▶ **Developed Large Retrofit projections year over year for each PA**

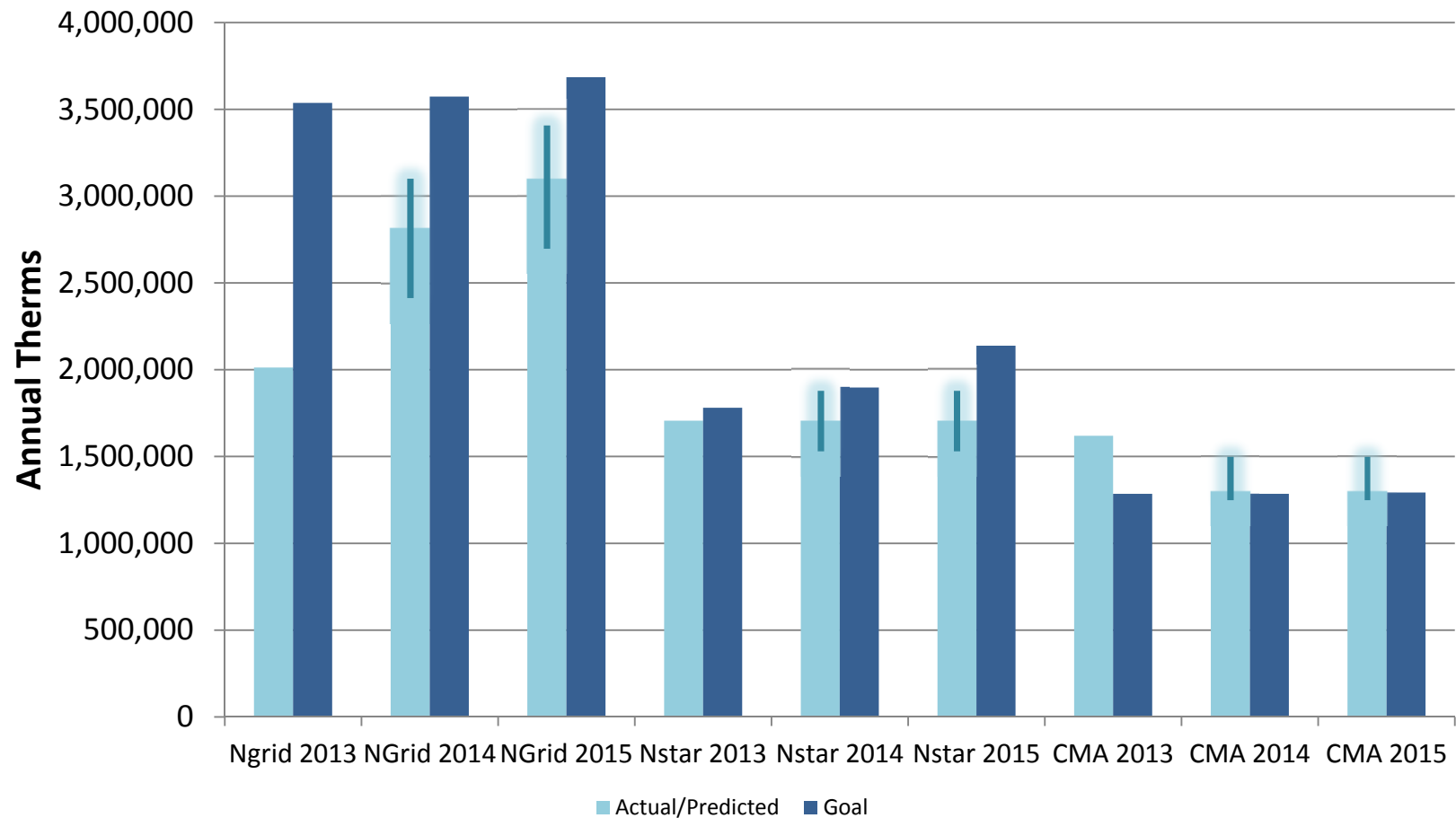
# SAVINGS FORECAST – LARGE ELECTRIC PAs



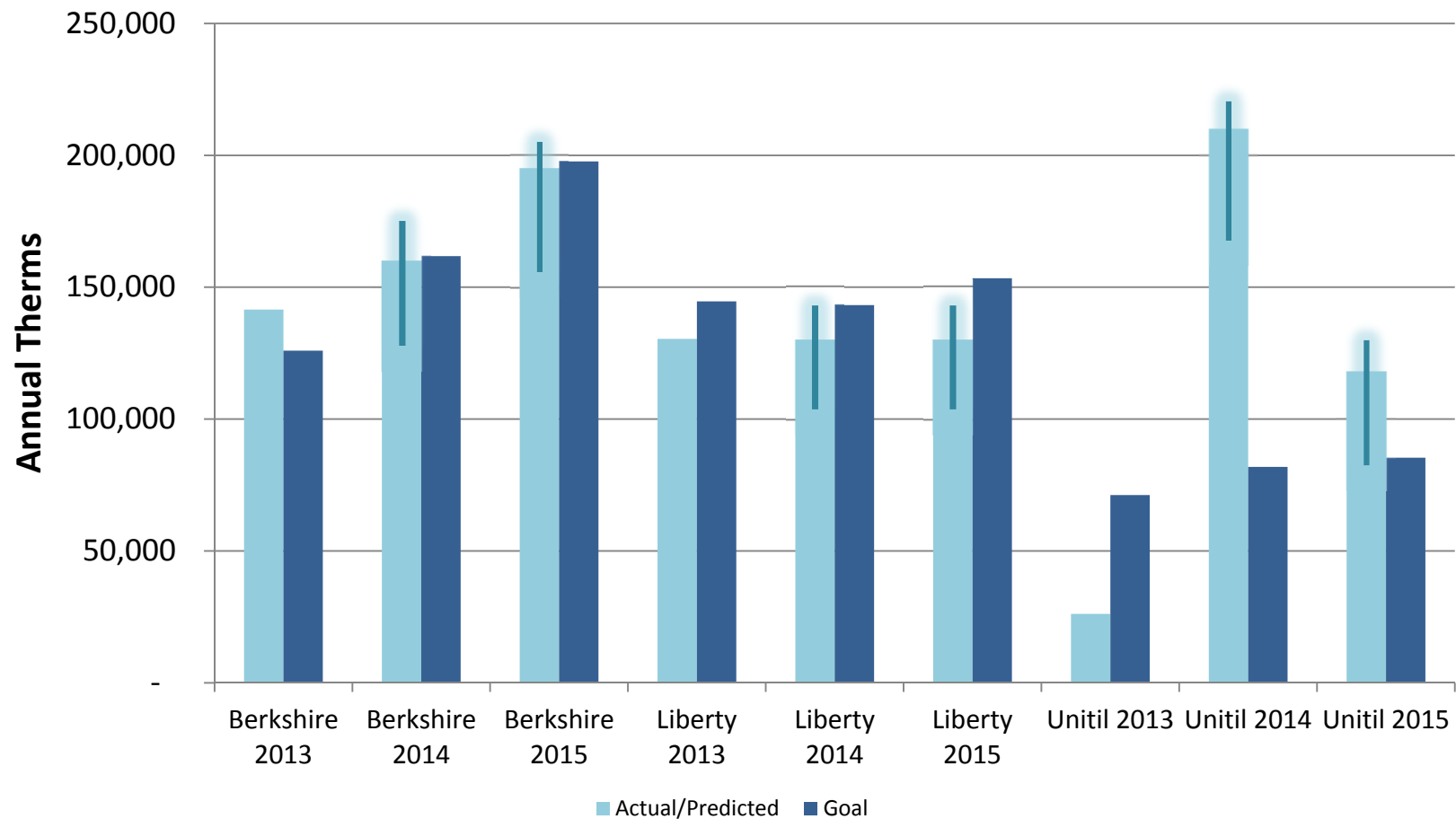
# SAVINGS FORECAST - SMALL ELECTRIC PAs



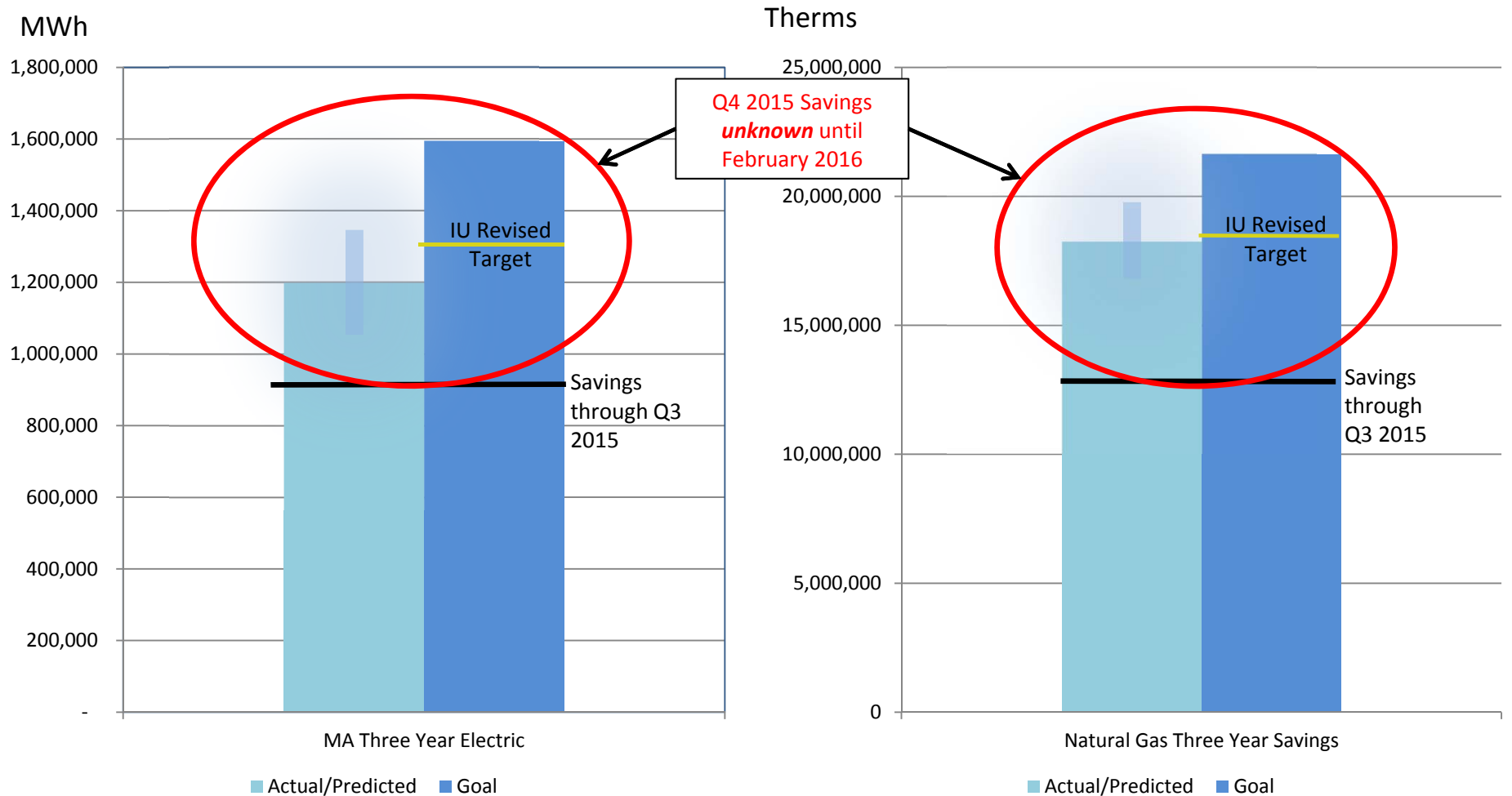
# SAVINGS FORECAST – LARGE GAS PAs



# SAVINGS FORECAST – SMALL GAS PAs



# CUMULATIVE EFFECTS: SAVINGS SHORT OF 3 YR GOAL & LARGE % OF SAVINGS UNKNOWN Q4 2015



# ACCELERATING SAVINGS THROUGH ADVANCING EFFECTIVE PRACTICES

- ▶ **PA specific responses to short falls**
  - PAs need flexibility
  - Opportunity – test and expand effective practices
- ▶ **Model for advancing effective practices**
  - Identify practices
  - Determine viability and approach
  - Limited engagement test
  - Track and assess
  - Share successful models
  - Replicate across PAs
- ▶ **PA innovative approaches - CIMC quarterly topic**

# ADVANCING EFFECTIVE PRACTICES: CONSULTANT FOCUS

## ► **Retrocommissioning (RCx)**

- Selected PAs, customers and RCx providers
- High up-front incentive (up to 100%) tied to project implementation by 2015
- Focused studies and projects – single system NOT whole building
- RCx provider technical training fall 2014

## ► **Health Care Best Practices Study in Sept.**

## ► **Advancing Segmentation - Hospitality**

## ► **New Areas of Focus:**

- Energy Performance Metrics (major systems: chiller plants, boiler plants, air handlers)
- Turn-key CHP
- Ramp up LED lighting - comprehensive retrofit
- Ventilation



# CONCLUSION



- ▶ **PA focus and push toward higher levels of savings**
  - Good, but unlikely to be enough
- ▶ **Consultants closely engaged in identifying and advancing additional effective practices**
  - **Need:** improved method for PAs to systematically prototype, review and adopt effective practices statewide
- ▶ **New information available in fall 2014**
  - Successful project study
  - PA differences study
  - 2013 DNV GL data tables

*To help identify and promote best practices*

*- to provide more detailed 2013 data*
- ▶ **Need: mechanism to understand progress towards targets**
  - Large Retrofit savings rates and pipeline
  - Savings shifts to Direct Install, New Construction and Residential

# THANK YOU

## C&I Retrofit Deeper Dive

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