

PROPOSED KEY PERFORMANCE INDICATORS (KPI)

► February 13, 2019

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INTRODUCTION

- ▶ **2019-2021 Term Sheet indicated PAs will report on up to 6 additional KPIs in quarterly reports**
- ▶ **KPIs to be mutually agreed upon by the PAs and Council without material associated costs**
- ▶ **KPIs intended to measure progress towards Council priorities**
- ▶ **Presentation identifies proposed KPIs**
- ▶ **Discussions with PAs ongoing**



RESIDENTIAL KPIS



KPI	Purpose
Conversions (recommended to installed) for insulation, air sealing, duct sealing (#s and %)	<ul style="list-style-type: none">• Shows success of PAs efforts to secure customer participation• Current calculation includes customers with no weatherization opportunity
# of measure installations by end use (more granular in some cases)	<ul style="list-style-type: none">• Assesses the success of the PAs' various new strategies• Aggregates data currently available and does so in timelier manner
Indicator to help track energy optimization activity	<ul style="list-style-type: none">• Assesses implementation of energy optimization in a timely manner

C&I KPIS



KPI	Purpose
% of lighting projects with controls installed at same time by PA (Also separate upstream from other lighting offerings)	<ul style="list-style-type: none">• Provides timely insight into lighting projects with controls• Controls will be critical to maintaining high savings levels• Highlight best practices
Average savings from custom HVAC projects by PA	<ul style="list-style-type: none">• Provides more timely data to understand program performance• HVAC savings important as lighting market transforms
% of C&I turnkey initiative savings coming from non-lighting and non-refrigeration measures	<ul style="list-style-type: none">• Assesses comprehensiveness of C&I turnkey initiative

THANK YOU

Questions?

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