

Massachusetts Mass Save[®] Low-Income Energy Programs

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Action for Boston Community Development, Inc.
May 17, 2017



Today's Topics

I. Low Income Overview & Results

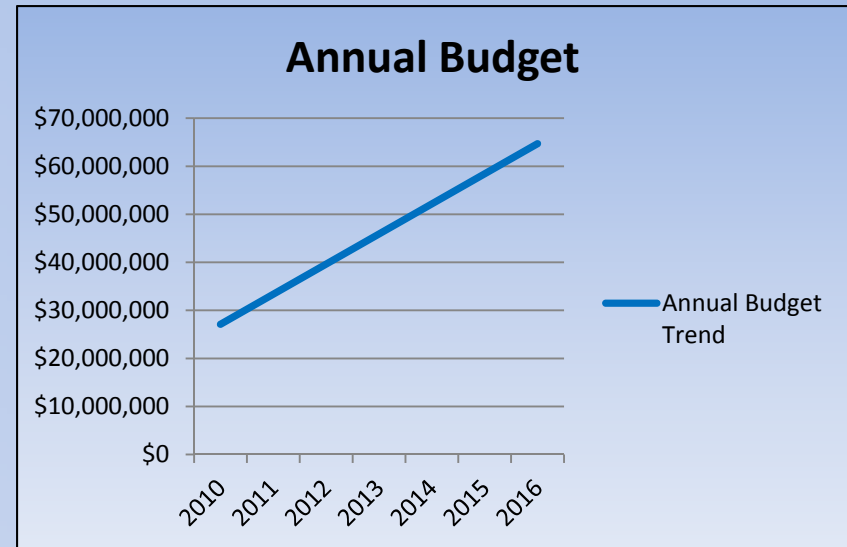
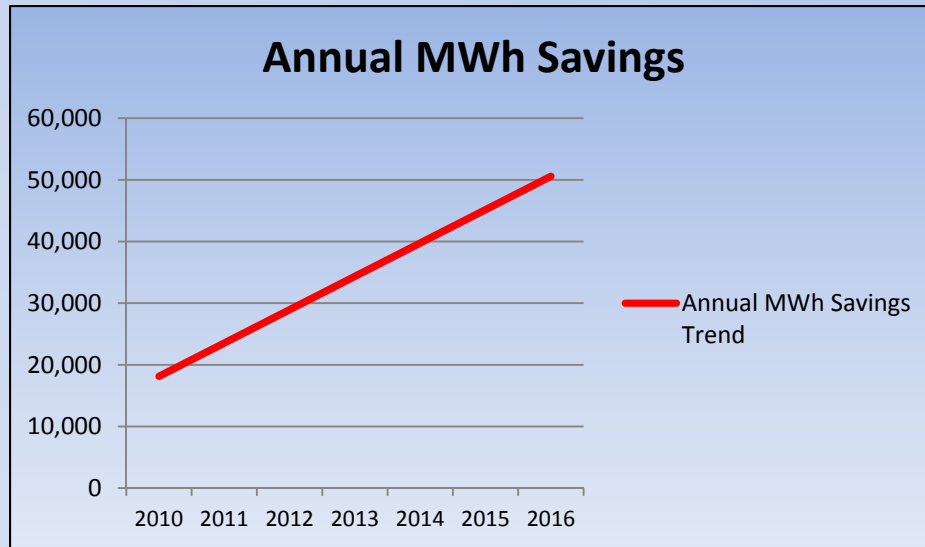
II. Low Income Process/Planning: Key Drivers & Federal
Funding

Low Income Energy Affordability
Network

LEAN

Low Income Overview & Results

Statewide Electric



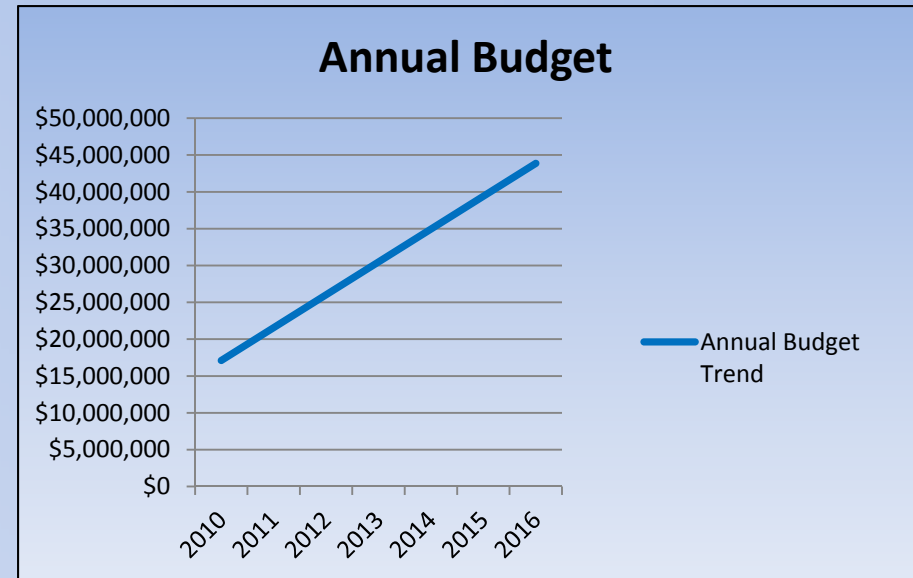
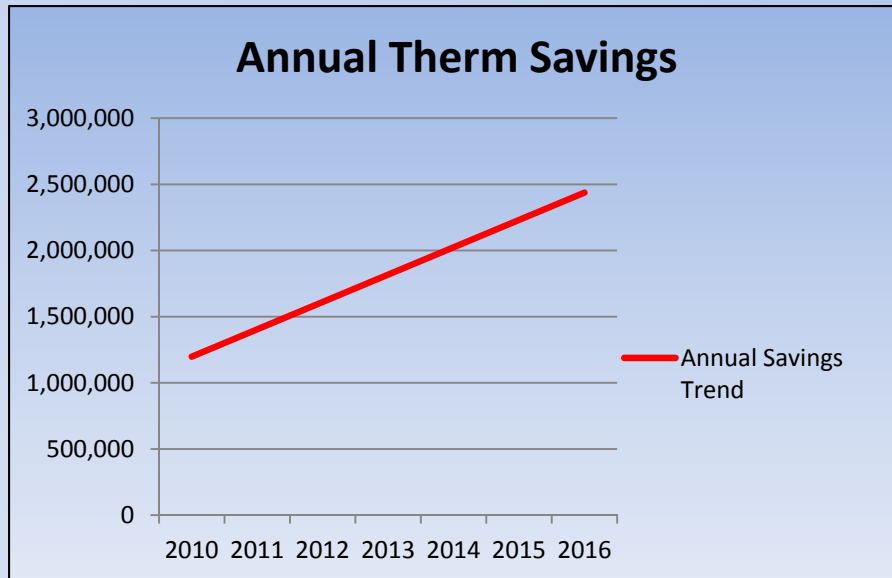
Achieved an average of 116% of annual savings goal and 94% of budget over this period

- *Current results against very aggressive goals
- *LED changeover 99% complete – CFLs almost completely phased out



Low Income Overview & Results

Statewide Gas



Achieved an average of 132% of annual savings goal and 103% of budget goal over this period

Factors in LEAN's Success

- Long history in EE programs (since 1977)
- Strong network leveraged to reach goals
- Experienced and skilled field staff and managers
- 100% Quality Control on all work, high customer satisfaction
- Experience implementing large scale EE work (ARRA, other grants)
- Ongoing discussions with stakeholders
- Comprehensive/Whole House approach
- Training



Low Income Overview & Results

Looking Ahead

Low Income Electric Statewide				
Year	MWh Savings	% Change YoY	Budget	% Change YoY
2016	40,559	57.24%	\$66,163,503	24.33%
2017	39,212	-3.32%	\$66,615,606	0.68%
2018	38,201	-2.58%	\$66,348,001	-0.40%

Low Income Gas Statewide				
Year	Therm Savings	% Change YoY	Budget	% Change YoY
2016	2,054,911	38.27%	\$43,550,296	18.36%
2017	2,061,664	0.33%	\$43,972,289	0.97%
2018	2,076,231	0.71%	\$44,611,456	1.45%

- LEAN expects to achieve savings goals and spend budget in 2017, and is actively conducting marketing and outreach efforts to address territories with high completion rates (MF gas, oil) to reach goals in 2018
- GCA statute requires at least 10% of overall EE Electric program funds and 20% of overall EE Gas program funds be allocated to the Low Income sector
- All territories achieving goals
- See shift in large MF work to smaller buildings (5-25 units) and more single family properties

3 Year Planning Elements/Drivers

- Working in partnership w/PAs
- Impact of lighting changes
- Potential New Measures



3 Year Planning Elements/Drivers

Working in Partnership w/PAs

Best Practices:

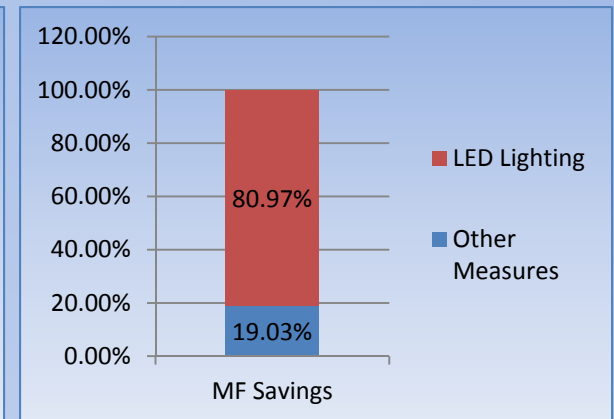
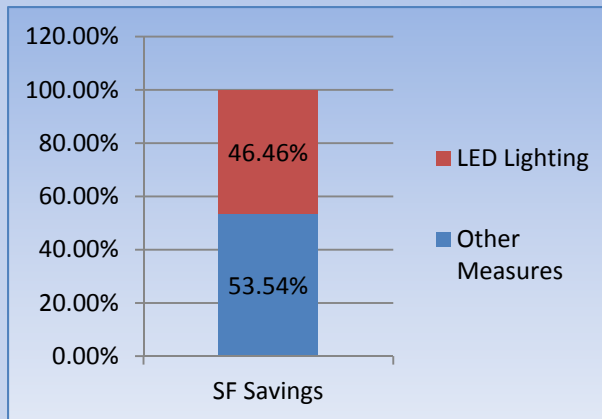
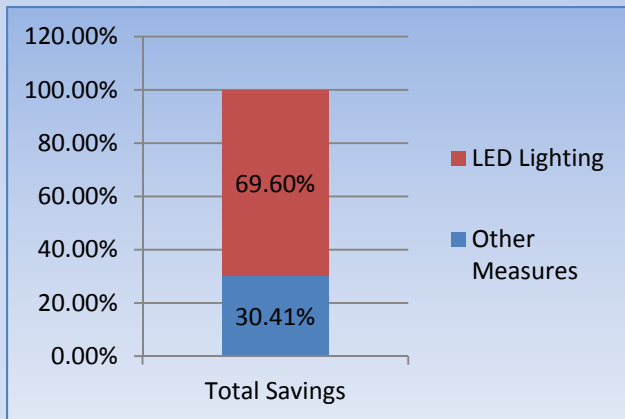
Quarterly meeting between PA's & LEAN that covers issues including (but not limited to):

- Administrative issues
- DHCD Report
- Contractor and Auditor Training
- Lighting (and other continuing topics)
- Consumer Education
- Program issues (Healthy Homes, outside funding etc.)
- Mass Save® marketing, website
- Code Review
- Goals and Budgets
- TRM Review
- Summaries and references to past decisions
- Special Topics
- New Measure Review

*Best Practices meetings are primary vehicle and forum for introducing new measures into Low Income Programs

3 Year Planning Elements/Drivers

Impact of Lighting Changes



- Scale of work over last 7 years has been tremendous, and all should be proud of the success.
- This success has led to some CAP Lead Agencies in PA LI territories implementing additional outreach strategies (particularly oils, Eversource Gas MF, Eversource Electric MF), so lighting changes will affect work in field. That said, opportunity to address lighting in remaining properties exists beyond 2018.
- Lighting accounts for majority of electric savings (particularly MF)
- Next 3 Year Plan must account for these changes

Example of cost and savings shift	
Measure	Cost/kWh*
LED Bulb	\$0.27
LED Fixture	\$0.85
Refrigerator	\$1.10
Electric Heat Weatherization	\$3.25

*installed cost for 1 kWh of savings



3 Year Planning Elements/Drivers

Impact of Lighting Changes

- LEAN aware of impact of lighting changes
- LEAN already addressing changes with electric contractors
- Preparing CAPs for shifts in measures and shift from MF to SF work (electric)
- Budget and Program Adjustments are part of the 3 Year Plan Discussion
- While new measures will provide opportunities (next slide), as mentioned these measure will be more expensive to achieve the savings

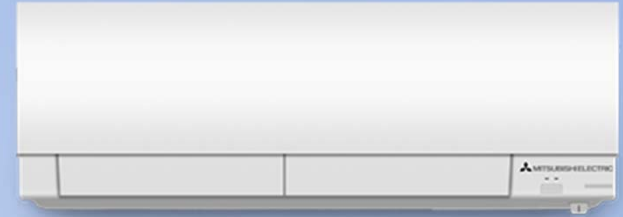


3 Year Planning Elements/Drivers

Potential New Measures

Air Source Heat Pumps

- Marginally cost effective on electrically heated buildings, not a “slam dunk”
- Already in MF utility program
- No current savings data - will have data after next heating season on SF (installs completed through MassCEC grant)
- Barriers: Higher cost for savings, currently only solution for spot heating, not cost effective for gas and deliverable fuels
- Opportunities: innovative design – multi-zone products for whole house



Thinking forward:

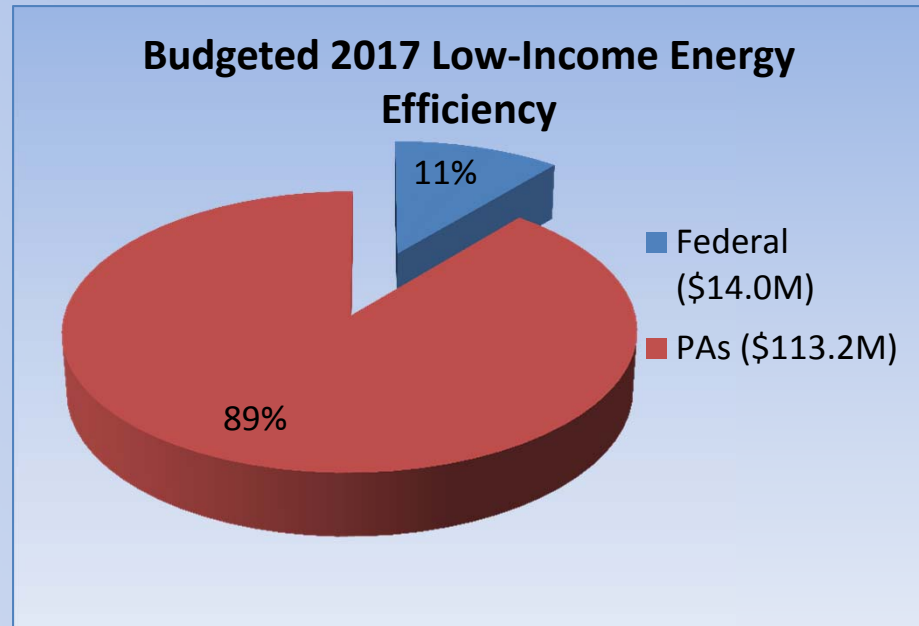
- Very early stages/brainstorming
- Demand Reduction
- Battery Storage



Impact In Changes in Federal Funding

How WAP/HEARTWAP impacts LI Programs:

- Provided initial infrastructure for statewide EE work
- Leveraged funding (blended with PA funding) for SF weatherization & heating system replacements
- Leveraging allows for addressing pre-weatherization barriers including knob & tube as well as asbestos
- Additional Inspection of work conducted by DHCD
- Leveraged funds include WAP, HEARTWAP and other grants (MassCEC and others)



2017 :Budget OK, 6.3% increase over 2016

2018: Budget Unknown, likely level

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*Low Income Energy Affordability
Network*

LEAN

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