



Joint PA/Consultant Presentation on Performance Metrics

Presentation to the EEAC

January 15, 2013





Status of Performance Metrics

- Initial drafts reviewed by Council in November; Council indicated desire for metrics, but did not act on metrics
- Final metrics agreed to by PAs and consultants
- PA/consultant metrics reviewed by Executive Committee in November, with 3 of 4 members supporting
- Metrics filed with the Department on December 4, 2012
- Per hearing officer, the Department will review the performance metrics after February 1, 2013
- Council may consider resolution on performance metrics for February meeting



Overall Goals of Performance Metrics

- Metrics are intended to enhance PA focus on specified program outcomes or objectives
- Metrics enable PAs and stakeholders to highlight and increase attention to certain elements of the Plan
- Metrics have been included in the Plan as a component of the incentive mechanism based on a desire by the Council to retain metrics and as set forth in the Term Sheets
- The proposed metrics are intended to apply to calendar year 2013, but set up a framework for 2014-2015, particularly for C&I, where metrics have been written to allow for three-year application

Residential





1. Whole House/Home Energy Services: Deeper Savings (65% Resi weight)

- Purpose: Increase audit versus contract closure rates as a means to increase penetration of weatherization products and services
- Description: Achieve an increase in the overall close rate of Full Assessments in Home Energy Services (“HES”)
- Achievement: Based on increase in close rate of Full Assessments (comprehensive HES audit) of x% over 2012
 - Threshold- 6%
 - Design- 10%
 - Exemplary- 12.5%



2. Whole House/Home Energy Services: Early Boiler Replacement (35% Resi weight)

- Purpose: To encourage replacement of the “will not die” very inefficient heating systems
- Description: PAs to promote deeper savings for single family homes and encourage landlords to invest in major energy efficiency upgrades in multi-unit dwellings (e.g. triple deckers) by increasing early boiler replacements over the 2013 planned goal
- Achievement: Based on x% increase over the 2013 planned goal
 - Threshold- 6%
 - Design- 8%
 - Exemplary- 10%

Low-Income





1. Strategic Targeting (75% LI weight)

- Purpose: Take outreach/marketing efforts to the next level by developing and implementing new strategies designed to target harder to reach communities and residents; use segmented strategic approach versus historical broad-based outreach
- Description: In coordination with LEAN, PAs to develop and implement a marketing strategy/plan to increase program participation through targeting Gateway cities and/or identified challenged communities and/or hard-to-reach communities with the intent to educate consumers within these communities about available low-income program offerings
- Achievement:
 - Threshold - PAs and LEAN to develop marketing strategy to be submitted to EEAC Consultants and DOER by May 1, 2013; each PA to target at least one (1) city or hard-to-reach community within their service territory.
 - Design - PAs and LEAN to implement marketing strategy by August 1, 2013; PAs to submit a list of the communities in which strategies are being deployed to EEAC consultants and DOER; PAs to track participation uptake, including kWh and/or therm savings, at the onset of deployment.
 - Exemplary - Each PA to increase program participation in designated community(s) by 5% in Q3/Q4 compared to equivalent 2012 baseline; PAs to submit reports in February 2014



2. Multi-family Building Inventory (25% LI weight)

- Purpose: Facilitate benchmarking for identification of energy retrofit potential in low-income multifamily buildings and screen potential projects. Benchmarking allows the Low-Income Multifamily Program to identify and target the most energy-inefficient buildings in order to maximize deep, comprehensive savings. The information will support development of an energy efficiency standard (e.g., BTUs of energy per square foot of heated space) for low-income multi-family buildings.
- Description: In coordination with LEAN PAs to continue to support the development and ongoing efforts of the 2010-2012 statewide non-profit multi-family building inventories, begun in 2010 and scheduled to conclude by the end of 2013.
- Achievement:
 - Threshold – Continue to support effort, which provides building square footage and at least a year of energy consumption data.
 - Design - Each utility PA to conduct an inventory in its service territory, reaching a statewide total of 838.5 accounts per month, allocated to each PA
 - Exemplary - Each PA to submit status report showing its inventory results with a summary of lessons learned relating to the energy consumption in these multi-family buildings (e.g., average BTUs/square foot, reasonable target consumption, reasonable threshold consumption for weatherization measures, etc.), and recommendations as appropriate.

Commercial & Industrial





1. C&I Large Retrofit Depth of Savings

- Purpose: Continuous improvement in capturing deep savings among medium to large existing buildings
- Description: Increase the number of Large Retrofit Program projects that achieve the savings depth target. To meet the depth target, projects for customers that use gas must include both gas and electric savings
- Achievement: Based on x% increase of qualifying projects over 2012
 - Threshold- 5%
 - Design- 10%
 - Exemplary- 20%



2. C&I New Construction Depth of Savings

- Purpose: Continuous improvement in capturing deep savings in the new construction and major renovation market
- Description: Each year, increase the percentage of new construction and major renovation projects that achieve the savings depth target (20%-25%, depending on combination of fuels used in project)
- Achievement: Based on x% increase of qualifying projects over achievement in 2012
 - Threshold- 5%
 - Design- 10%
 - Exemplary- 20%



3. Small Business Direct Install Depth of Savings

- Purpose: Continuous improvement in capturing deep savings in existing small business facilities
- Description: Each year, increase the average depth of savings of all SBDI projects. Savings depth will be measured as a percentage of electric and/or gas usage
- Achievement: Based on x% increase in average percentage depth over achievement in 2012
 - Threshold- 5%
 - Design- 10%
 - Exemplary- 20%

Summary





Summary of Total Dollars to Metrics in 2013

Metric	Electric	Gas
Resi 1- Deeper Savings	\$832,491	\$87,241
Resi 2- Early Boiler	\$448,264	\$46,976
Low-Income 1- Strategic	\$747,107	\$78,293
Low-Income 2- MF Building	\$249,036	\$26,098
C&I 1- Large Retrofit	\$426,918	\$44,739
C&I 2- New Construction	\$426,918	\$44,739
C&I 3- Small Business DI	\$426,918	\$44,739
TOTAL	\$3,557,652	\$372,824