

2018 – 2020 Draft Statewide Energy Efficiency Plan

June 16, 2017

Presentation to the NH Energy Efficiency and
Sustainable Energy Board

NHSAVES

EVERSOURCE

 Liberty Utilities

 NEW HAMPSHIRE
Electric Co-op

 Unitil
energy for life

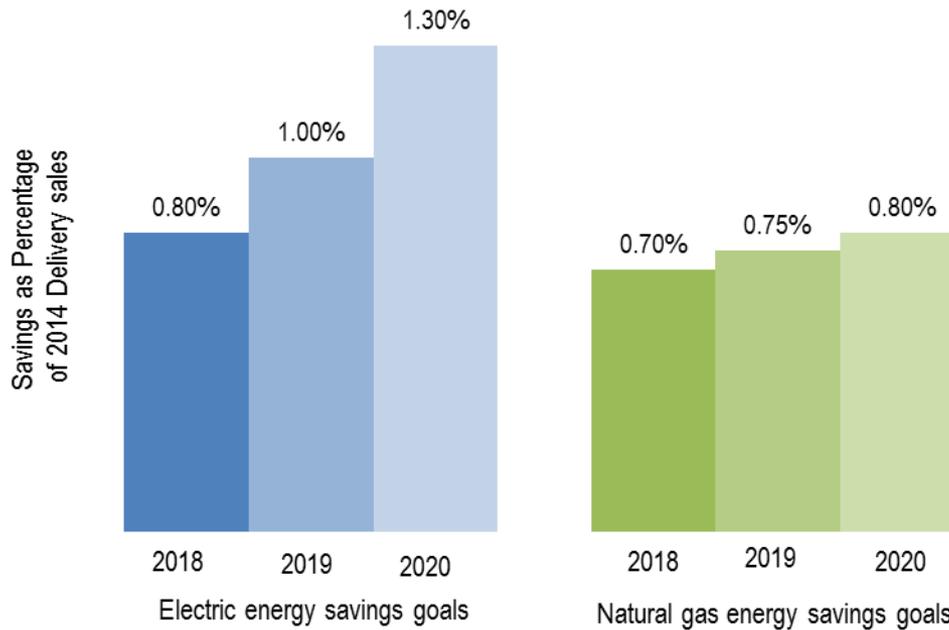
Vision for Energy Efficiency

- Energy Efficiency is a key strategy for building a modern and sustainable energy future
 - Market Transformation
 - Capturing all cost-effective energy efficiency
 - Delivering the value of energy efficiency to the NH economy

Vision for the 2018-2020 Plan

- The 2018-2020 Plan makes significant progress toward the larger vision
 - Expanding the reach of NH's successful programs
 - Delivering increased energy savings
 - Serving more customers
 - Implementing new initiatives
 - Deepening relationships with contractor and stakeholder partners
 - Serving as trusted advisors

Increase Energy Savings

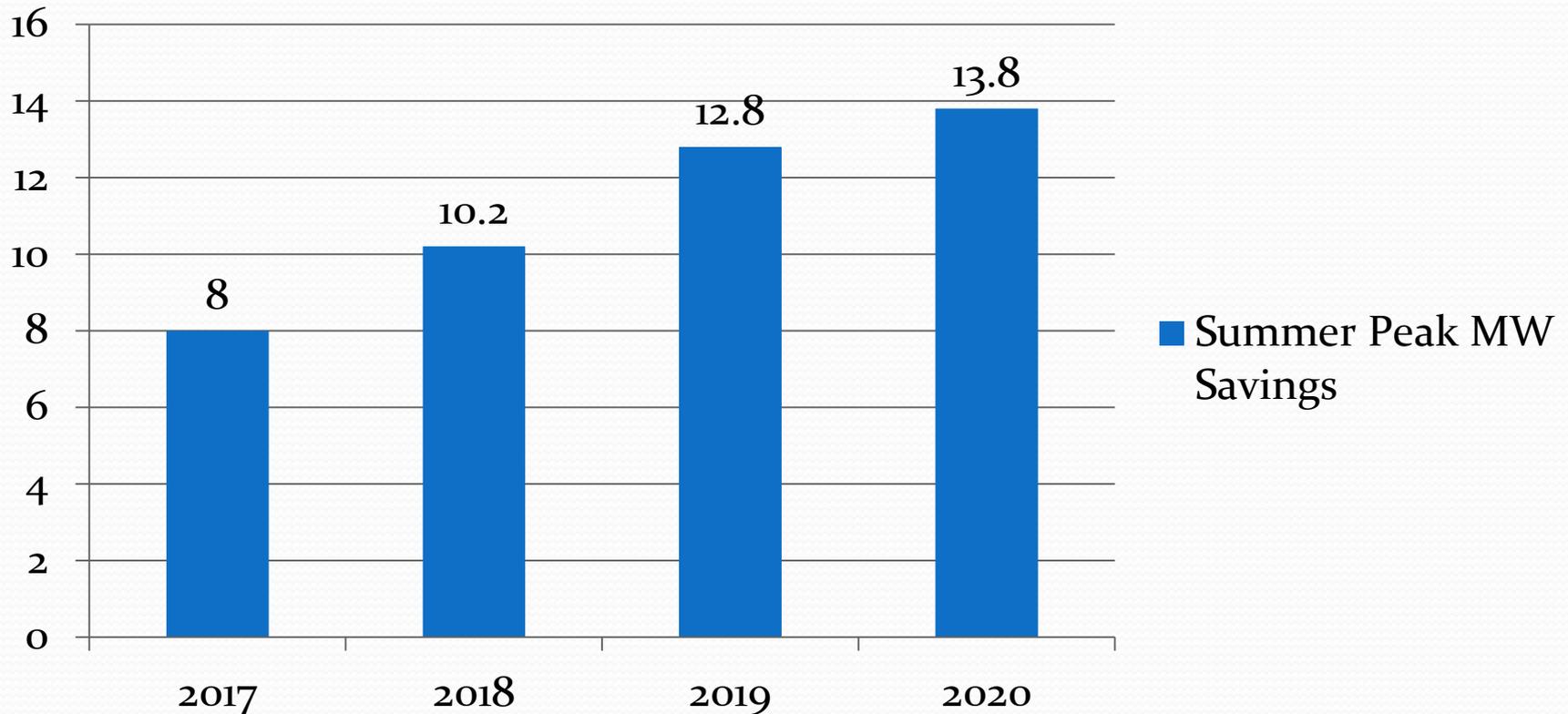


2014 Delivery Sales (MWH)	Electric Savings Statewide Target (MMH)				2014 Delivery Sales (MMBtu)	Natural Gas Savings Statewide Target (MMBtu)			
	2018	2019	2020	2018-2020		2018	2019	2020	2018-2020
10,782,973	86,264	107,830	140,179	334,272	23,352,672	163,469	175,145	186,821	525,435



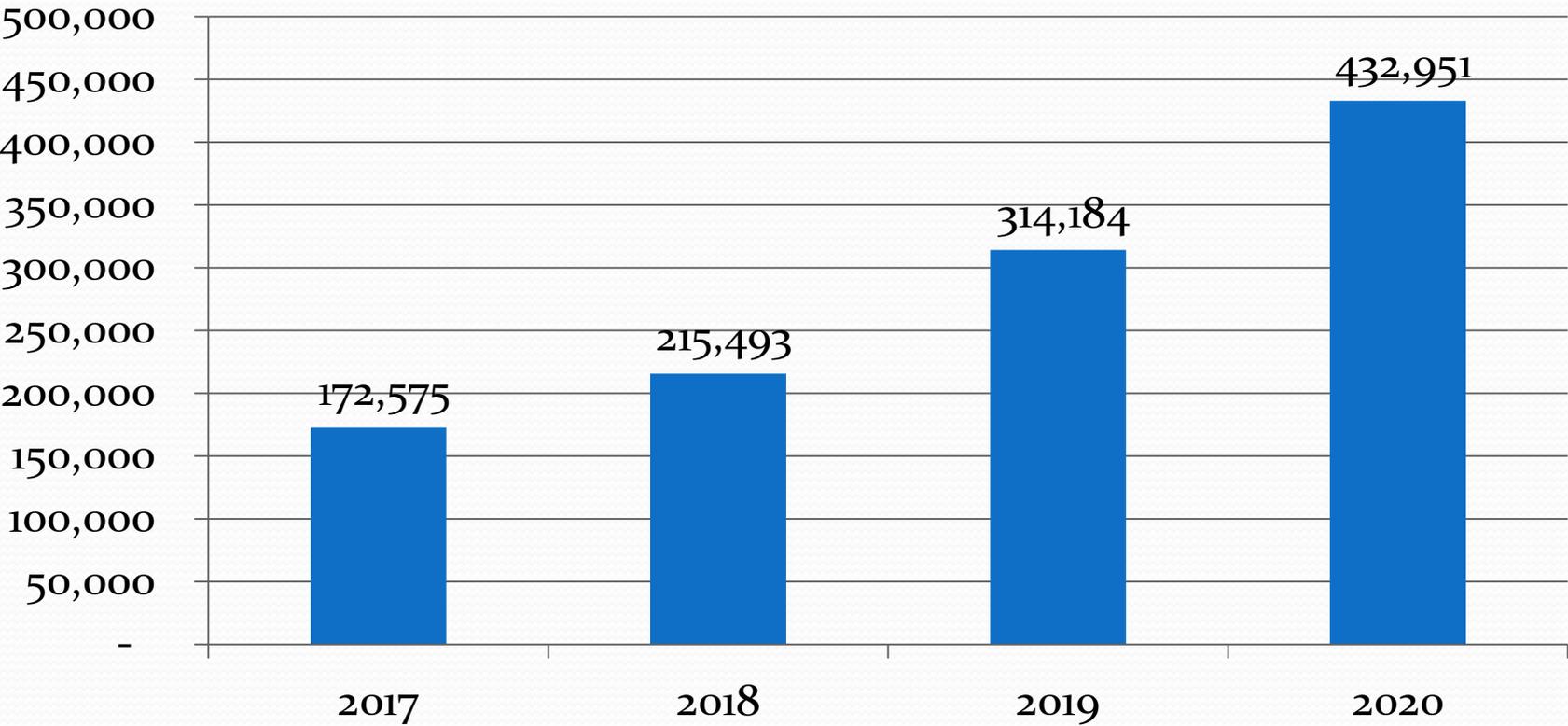
Increased Peak Savings

Summer Peak MW Savings



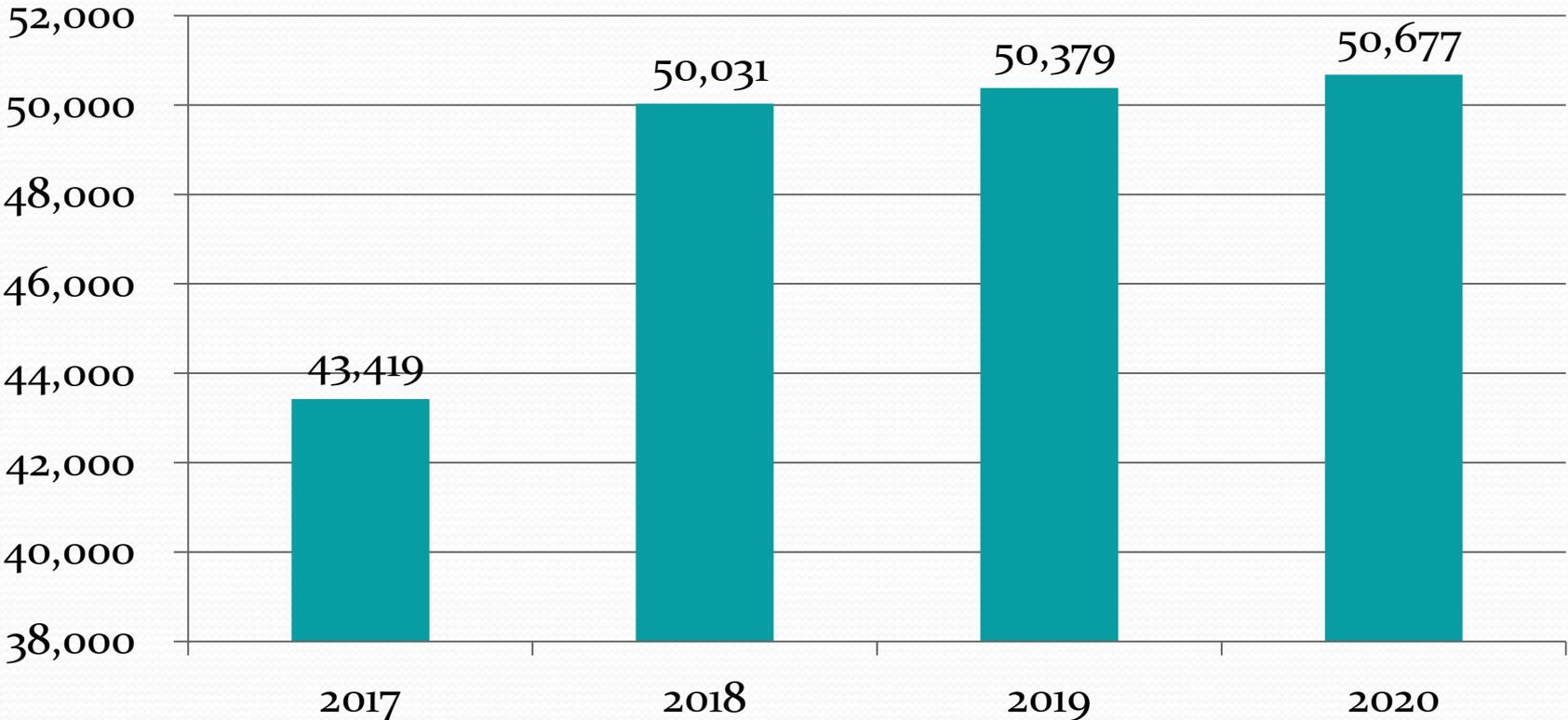
Serving and Engaging More Customers

Electric Projects



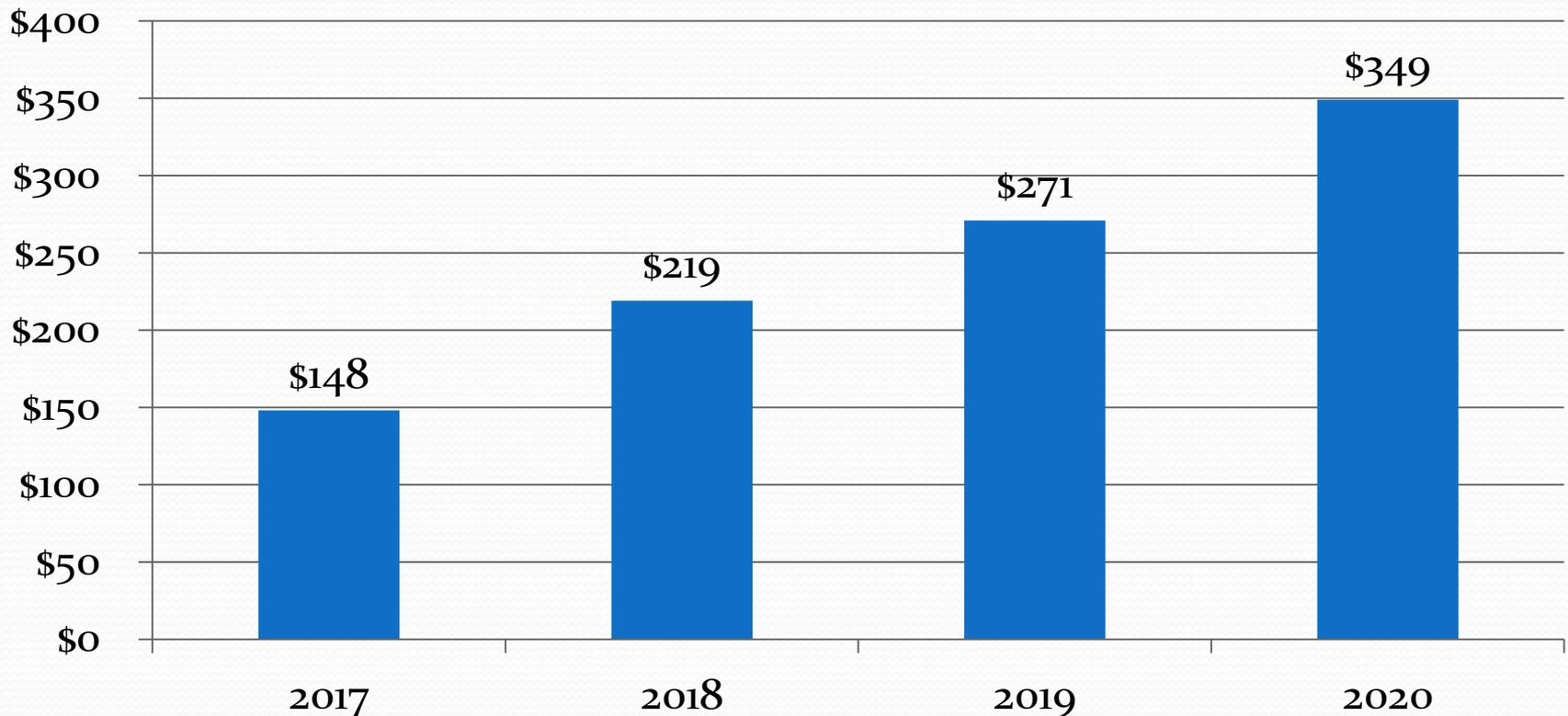
Serving and Engaging More Customers

Natural Gas Projects



Increase Customer Savings

Total Customer Savings (\$ Millions)



Economic and Environmental Benefits

Customers will save more than \$838 million dollars on energy costs, which can be reinvested in the NH economy

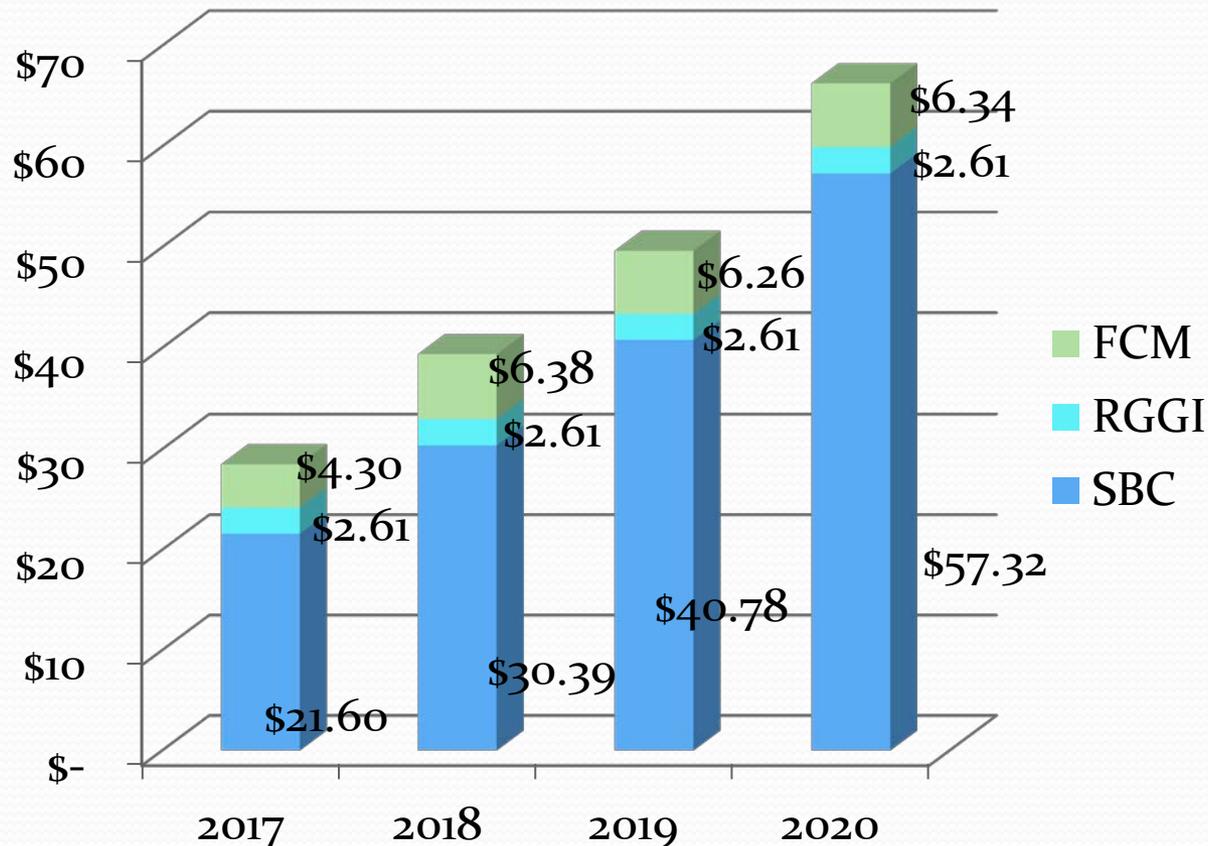
The 2018-2020 Plan will support 2,100 full time equivalents or 4.4 million work hours.

A reduction of more than 2.4 million tons of greenhouse gas emissions – the equivalent of taking 520 thousand passenger vehicles off the road for one year



Funding Sources - Electric Program

(in Millions)



- EE SBC
 - 2017 - \$0.00198
 - Settlement, 2018 - \$0.00309
 - Draft Plan, 2018 - \$0.00282

Funding Sources – Natural Gas Program

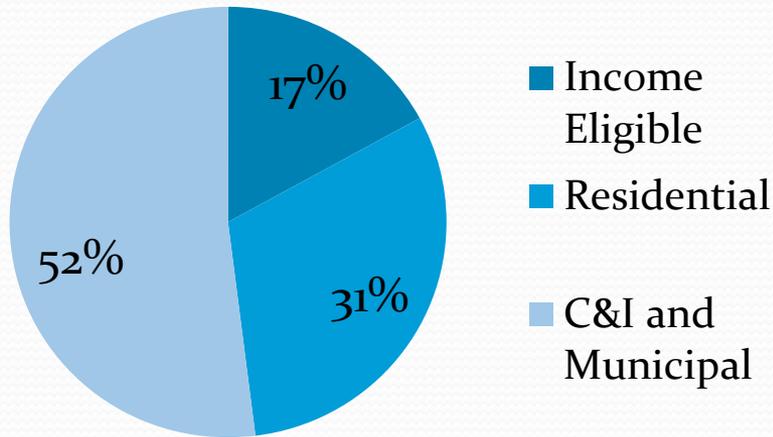
(in Millions)

Local Delivery Adjustment Charge

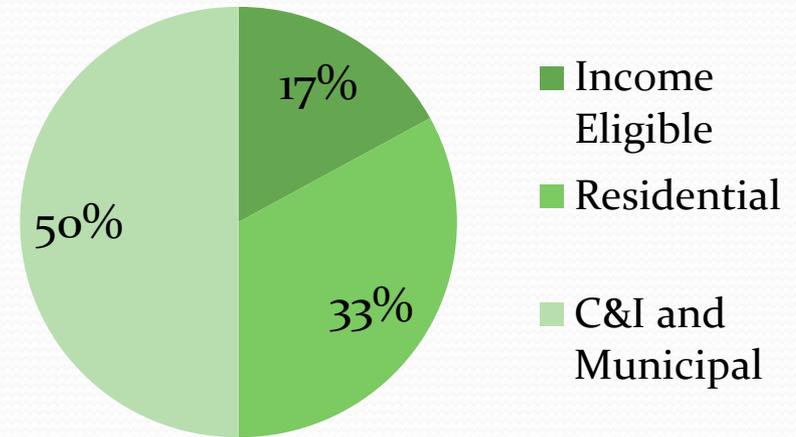


Budget Allocation by Sector

Electric - percent of budget allocated



Natural Gas - percent of budget allocated



Residential NHTSaves Programs

- **ENERGY STAR® Homes** provides incentives to customers or builders who are constructing highly efficient new homes.
- **Home Performance with ENERGY STAR (HPwES)** provides comprehensive energy efficiency improvements for existing homes.
- **Home Energy Assistance** provides energy-saving support to income eligible residents.
- **ENERGY STAR Products** provides rebates and markdowns to encourage customers to purchase energy-saving products such as lighting, appliances, and heating systems.



Commercial NHTSaves Programs

- **Large Business Energy Solutions** provides incentives to large commercial and industrial customers who are retrofitting existing facilities or equipment, constructing new facilities, adding equipment, or replacing equipment that is at the end of its useful life.
- **Small Business Energy Solutions** provides incentives for new and retrofit projects and also includes turn-key energy services to small commercial customers who lack the time, resources, or expertise to implement energy saving solutions.
- **Municipal Energy Efficiency Program** provides incentives to municipal customers who are constructing new facilities or retrofitting existing facilities.

Additional Offerings

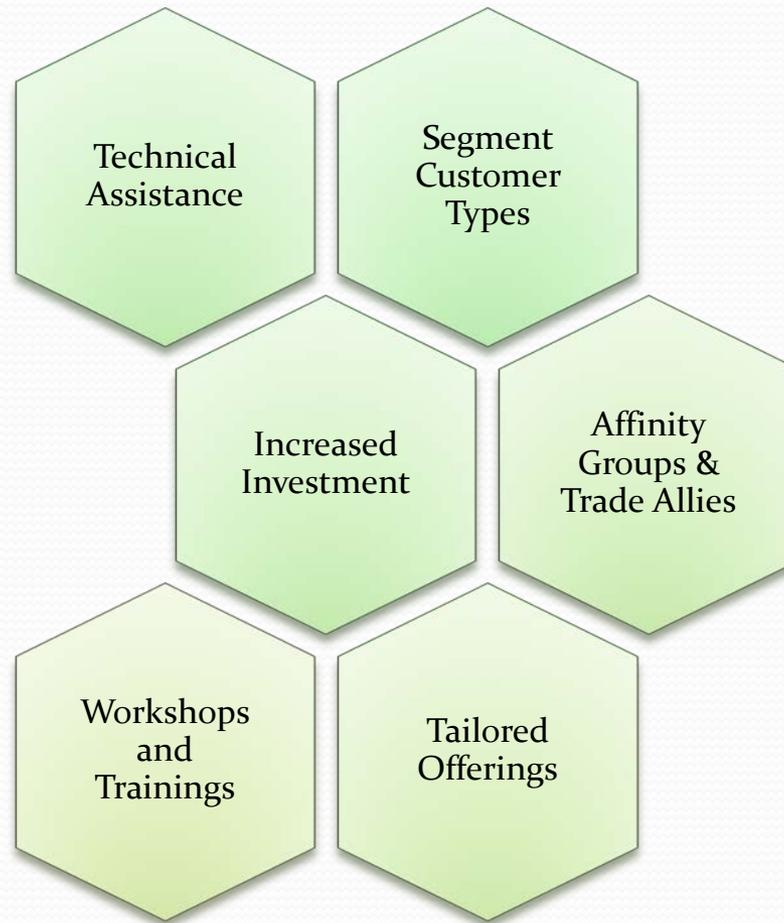
- **Home Energy Reports** compare energy performance among homes and encourage greater efficiency.
- **Energy Rewards RFP** encourages customers to submit comprehensive projects as part of a competitive bid process.
- **Customer Engagement Platform** utilizes self-service tools to help customers learn more about energy efficiency and develop a customized energy savings plan.
- **Customer Financing** helps some customers move forward with energy efficiency projects



Residential Program Expansions



Commercial Program Expansions



2018-2020 Innovations



Residential

New Homes – multiple offerings
HPwES – new audit option and new software
HEA – capture more electric savings
Products – Ready to adjust with the market



C&I

- Long-term planning
- Multi-year commitments
- Performance Based Incentives
- CHP Custom Measure

2018 – 2020 Innovations

Portfolio

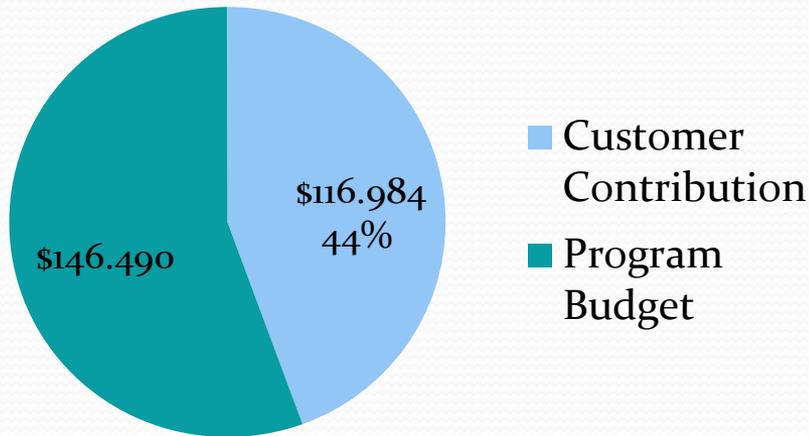


- Enhanced Stakeholder Engagement
- EM&V Framework
- Market Research
- Increased emphasis on marketing and communication

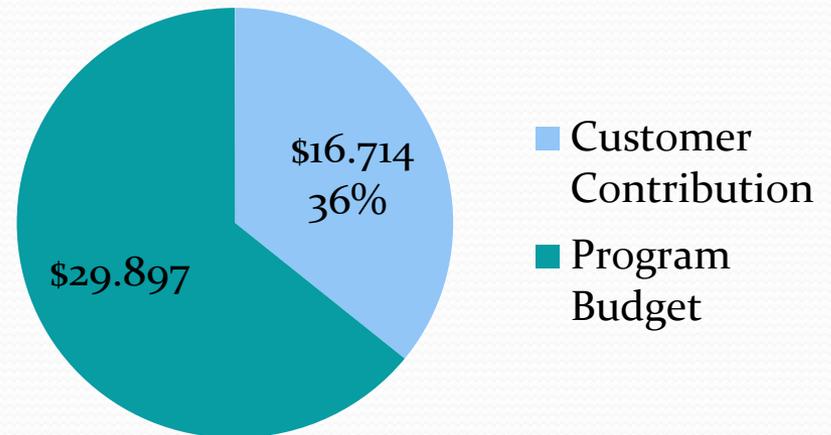
Stimulating Customer Investment

Investment in EE Measures 2018-2020 (Millions)

Electric Programs



Natural Gas Programs



*Note: Program Budgets includes all elements of the budget, not just rebate dollars. Customer Contribution includes only program co-pays, which for some measures are based on incremental cost.

Customer Focused Financing Options

- **3rd Party Financing** connects customers with EE projects to significant capital available from local lenders and builds awareness of EE in the lending community
- **On-bill offering** creates simple repayment for small residential loans and some commercial loans
- **Municipal Options** – Smart Start and on-bill offerings help municipalities move forward
- **Moderate Income offering** can help make financing an option for more customers

Partnering with NH's product and service providers

- Qualification standards and quality assurance process encourage and ensure skilled service providers
- Trainings and workshops develop knowledge
- Expanded reach of the programs requires stronger partnerships with more service providers

The NHSaves programs work with approximately 1,200 retailers, electricians, energy auditors, engineers, builders and other clean technology professionals.

Sustained, Orderly Market Development

- The comprehensive approach used by the programs helps homeowners, business owners and service providers understand a broad set of opportunities for reducing energy use.
- Building on successful existing programs maintains a positive and steady presence in the market place so that customers and contractors have the confidence to plan ahead.
- Continuous review of measures and incentive levels allows for mid-course adjustments as the market evolves.

We look forward to additional stakeholder discussion!

Thank you

Kate Peters

katherine.peters@eversource.com

6/16/17

