NCSL – Energy Policy Summit
Schneider Electric State Engagement

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Schneider Electric at-a-glance

- Global Fortune 500 in energy management and automation
- Revenues €25 billion in FY2014
- 170,000 employees serve customers in over 100 countries
- 1/3 of the business in the USA, with 32,000 employees
What we do:

Help customers manage and automate their operations:

- **Clients in the US**: power plants and utilities; states and municipal districts; schools and hospitals; industrial facilities; data center providers and customers with data centers; commercial building owners and managers; residential customers.

- **Most well-known products**:
  
  **Manufacturing**: switch-gear and switchboard panels (Square D); transformers for buildings, factories, and power plants; safety switches; inverters (including solar), data center cooling

  **Software and Solutions**: energy management; power plants and pipelines; cybersecurity; smart cities; data centers; Performance Contracting; renewables; microgrids; storage; EV charging stations; commercial weather service.
Key Priorities in States

- Defending state energy efficiency goals. Room for improvement for some programs?

- Understanding industrial users of efficiency. Self direct programs rather than opt out

- Understanding utility concerns over cost recovery and how EE is affected

- Crossover between state EERS and Clean Power Plan goals

- Financing energy efficiency projects: commercial buildings and EE financing, PACE, Green Banks, other portfolio approaches to more energy efficiency upgrades

- Innovation: Microgrids and storage: promoting projects, joint projects, R&D
# Examples of Residential Programs Impacted by EERS Rollbacks

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<thead>
<tr>
<th>Program</th>
<th>Description</th>
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<tbody>
<tr>
<td>Existing Homes</td>
<td>Promotes a whole house approach to energy efficiency by offering incentives for comprehensive home energy checkups and the installation of energy efficient equipment, measures, and appliances.</td>
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<tr>
<td>Low Income Weatherization</td>
<td>Improves the energy efficiency of homes for income eligible customers by implementing home energy efficiency upgrades.</td>
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<tr>
<td>Consumer Products</td>
<td>Promotes purchase of highly efficient lighting, equipment, and appliances through rebates and upstream incentives.</td>
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<tr>
<td>Appliance Recycling</td>
<td>Facilitates and promotes recycling of old appliances and equipment such as refrigerators, freezers, and HVAC units.</td>
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<td>New Construction</td>
<td>Promotes high-efficiency construction practices for new homes by providing builders with incentives for meeting certain energy efficiency requirements.</td>
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<tr>
<td>Multi-Family</td>
<td>Promotes direct installation of energy efficient measures at apartment complexes. Promotes high-efficiency construction practices for new multi-family buildings by providing builders with incentives for meeting certain energy efficiency requirements.</td>
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<tr>
<td>Conservation Behavior</td>
<td>Provides customers with reports containing information designed to motivate them to change their energy usage behavior.</td>
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# Examples of Commercial, & Industrial Programs Impacted by EERS Rollbacks

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<tr>
<td>Large Existing Facilities</td>
<td>Provides prescriptive and custom incentives for owners and operators of large non-residential facilities for energy efficiency improvements in technologies such as lighting, HVAC, motors, refrigeration applications, etc. Also offers marketing, technical assistance, performance contracting support, and other services.</td>
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<tr>
<td>Small/ Medium Business</td>
<td>Promotes installation of energy efficient equipment at small and medium businesses by offering prescriptive incentives for improvements in lighting, HVAC, motors, and refrigeration, etc., and through the direct installation of energy efficient technologies.</td>
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<tr>
<td>Retro-Commissioning</td>
<td>Promotes a systematic approach to quality building operations, and delivers operational and process improvements by providing design assistance, building and controls diagnostics, facility assessment incentives, and incentives for energy efficiency upgrades.</td>
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<tr>
<td>New Construction</td>
<td>Offers design assistance incentives, feasibility study incentives, custom incentives, and prescriptive incentives to integrate energy efficiency into new construction and major renovation projects.</td>
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Indiana Analysis

Indiana SB340's Impact on Annual EE Investment (5 IOUs)

- $203 million

- Million

- Customer Investment

- Utility Program Investment

2012 EE Program Spending

2013 EE Program Spending

Est. 2015 EE Investment @ 1.3% Savings Target (If EE Standard Had Not Been Repealed)

2015 Proposed Program Budgets
EPA Clean Power Plan

- Educating customers on the 4 building blocks and SE’s existing solutions for all four building blocks

- Understanding state needs and requirements to use third-party delivered efficiency

- Allow third-party, non-utility delivered energy efficiency projects to count towards goals

- Develop proper mechanisms for M&V of such projects

- National Registry for Efficiency projects

- EE crediting and trading mechanisms