Legislative Summit
Atlanta
August 12-15
Outline

- History of Energy Efficiency - Since early 90’s
  - Focus on Customer Productivity
- Least Cost Procurement – Enabling Rules
- How does National Grid deliver energy savings
- Innovative Strategies for customers
  - Highlights from State EE Plans to Public Utility Commissions
- Customer Highlights: Case Studies
- How EE helps States be Competitive:
  - Societal and Customer Benefits
- Future of Utility: integrated energy services company
History of National Grid’s Energy Efficiency Programs since 2000

Annual “Electric” Achieved/Planned MWh

Annual “Gas” Achieved/Planned MMBtu
Least Cost Procurement (LCP)

- Established in 2006 law (RI)
  - Transitioned to multiyear planning in 2009
  - Green Communities Act (MA)
  - Energy Efficiency Portfolio Standard (NY)
- Intended to promote energy efficiency
- Resources must be cost effective, and cheaper than supply
- Progressive regulatory and stakeholder environment
- All Customers can benefit from this policy
2012-2014 Plan: Four Central Themes for Energy Efficiency Services

Energy Efficiency is for Everyone!

Energy Efficiency Services

- Reaching Customers where they live and work

- Innovation

Economic Growth
How Does National Grid Delivery Energy Efficiency?

Collaborative approach to innovate with customers

- View **customers as partners**: listen, and deliver customer-driven solutions
- Promote **collaborative innovation** through engagement: customers, business partners, local organizations, and government and regulators
- Develop **holistic, integrated energy solutions** to address unique customer needs: residential, business, municipal, industrial
- Specific **delivery mechanisms and solutions** for the following market sectors (list for 2013, expand to more sectors later):
  - Grocery
  - Municipal & School buildings
  - Data centers
  - Manufacturing & Industrial
  - Hospitality
  - Multifamily Housing
  - Universities & Hospitals
Innovative Strategies: Highlights from Plans

- **Market Strategy**
  - Strategic Energy Management Plan (SEMP) - Multiyear MOU with top energy usage customers, “deeper” energy savings

- **Market Delivery**
  - Upstream lighting & HVAC - Discounted price at point of sale, cuts admin time, less upfront cost for customers

- **Financing**
  - On Bill Repayment (for small & large businesses) and possible expansion through third party financing

- **Technology**
  - Combined Heat and Power (CHP) -Higher incentives to promote CHP

- **Behavior Change**
  - Home Energy Reports – Energy use information and savings tips to home owners through monthly reports
Let Customers Speak for themselves:

Providence Place Mall:
Better Lighting, safety for shoppers, AND……
Utility savings for mall owner

http://www.youtube.com/watch?v=PvXMgFgHpyo
Efficiency in Educational Facilities

URI PHARMACY BUILDING

- Energy-efficient lighting systems, high-technology mechanical systems
- LEED Gold expected
- 20% less energy than conventional buildings
- Will save $160,000/yr in utility bills

MUNICIPAL SCHOOLS: Shea High School, Pawtucket

- Lighting and controls upgrades
- Savings: 97,000 kWh/yr, $13,000/yr in utility bill savings, payback=2.3 years
- Financial assistance: incentives 75% of project cost, 25% OBR
- Motivated to go beyond lighting, into HVAC savings in early 2013
Efficiency in Small Businesses

CHELO’S RESTAURANT (9 Locations in RI)
- Reduced electric and gas consumption at each of their nine (9) locations.
- Install pre-rinse spray valves, and replace their incandescent lighting with screw-in LED bulbs.
- Annual estimated savings for the lighting upgrade is over 280,000 kWh.

VALENTI TOYOTA, Westerly
- Exterior lighting: a huge usage in car showrooms
- Replaced exterior lights with high performance lighting
- Upgrade at this site will save upwards of 500,000 kWh annually
Study: Job impacts from National Grid’s energy efficiency services in 2012
Conducted by New England Clean Energy Council (NECEC) Institute

Results:

- Approx 500 full time jobs were supported by these services in 2012
- Over 600 firms (mostly located in RI) involved in delivering energy efficiency services
How Energy Efficiency Helps States be Competitive

- Benefits to participants
  - Energy cost savings
  - Facility or production cost savings
  - Property value
  - Employee satisfaction

- Benefits to non-participants
  - Lower supply costs
  - Avoided investment in distribution facilities
  - Increased awareness of energy efficiency through education

- Broader benefits
  - Job creation and economic benefits
  - Environmental benefits
Building and Enhancing Partnerships!

Integrated Energy Services Company

- Alternative energy
- LEED/Net-Zero Buildings
- Operating practices, education & engagement
- Smart, resilient microgrid
- Alternative fuel vehicles

Energy Integration
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