

Profiles In (EE) Courage: EE Leadership in New England

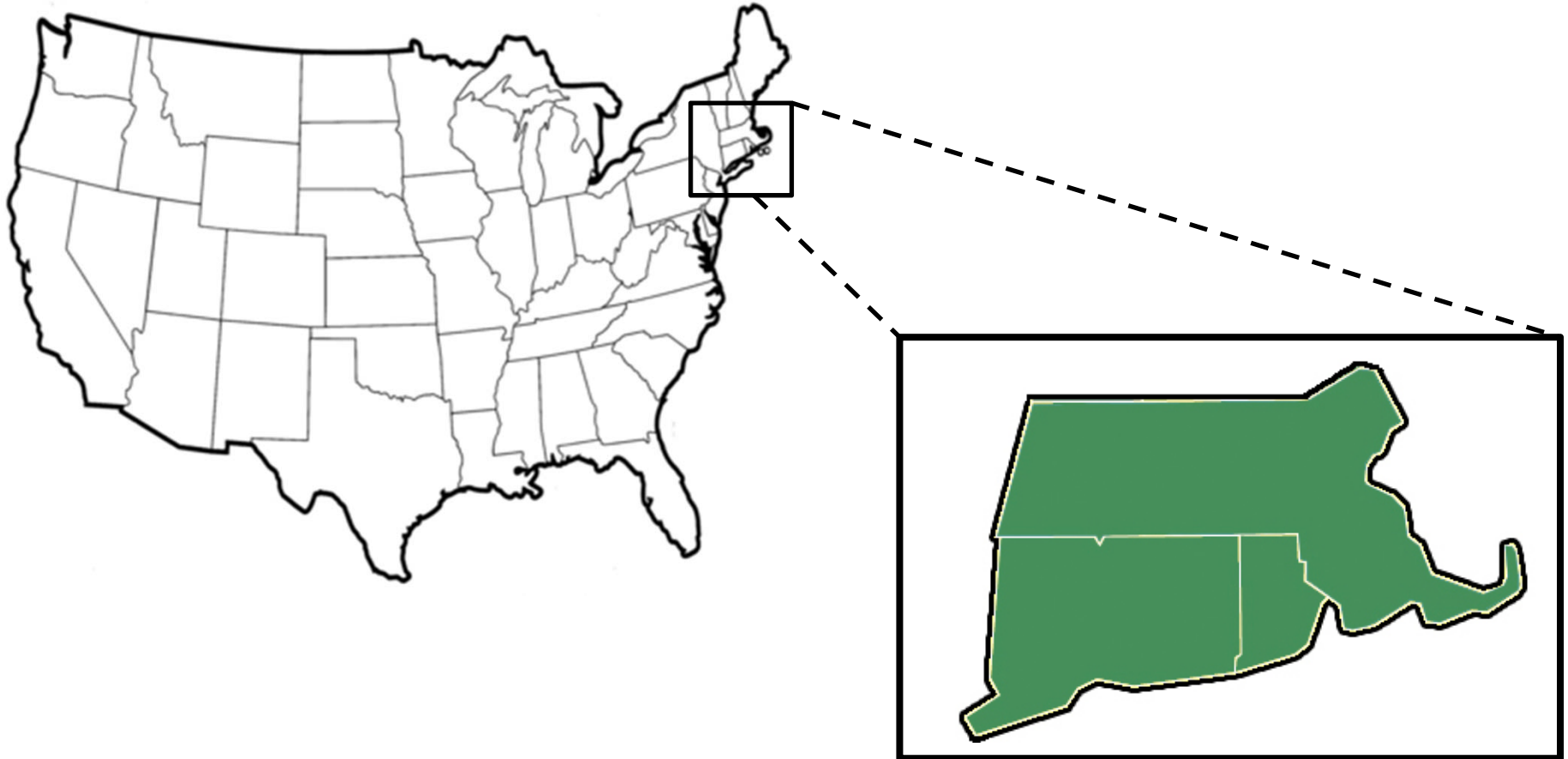
Jeff Schlegel*
Schlegel & Associates, LLC

**ACEEE Energy Efficiency as a Resource Conference
September 27, 2011**

*With production assistance from Ellen Zuckerman and Tyler Schlegel

Disclaimer: All comments are those of the presenter and not those of my clients.

Leading States – Continuing to Lead: Massachusetts, Connecticut, and Rhode Island



Vermont's EE leadership was covered during the lunch presentation on Monday.

Key EE Policies in New England

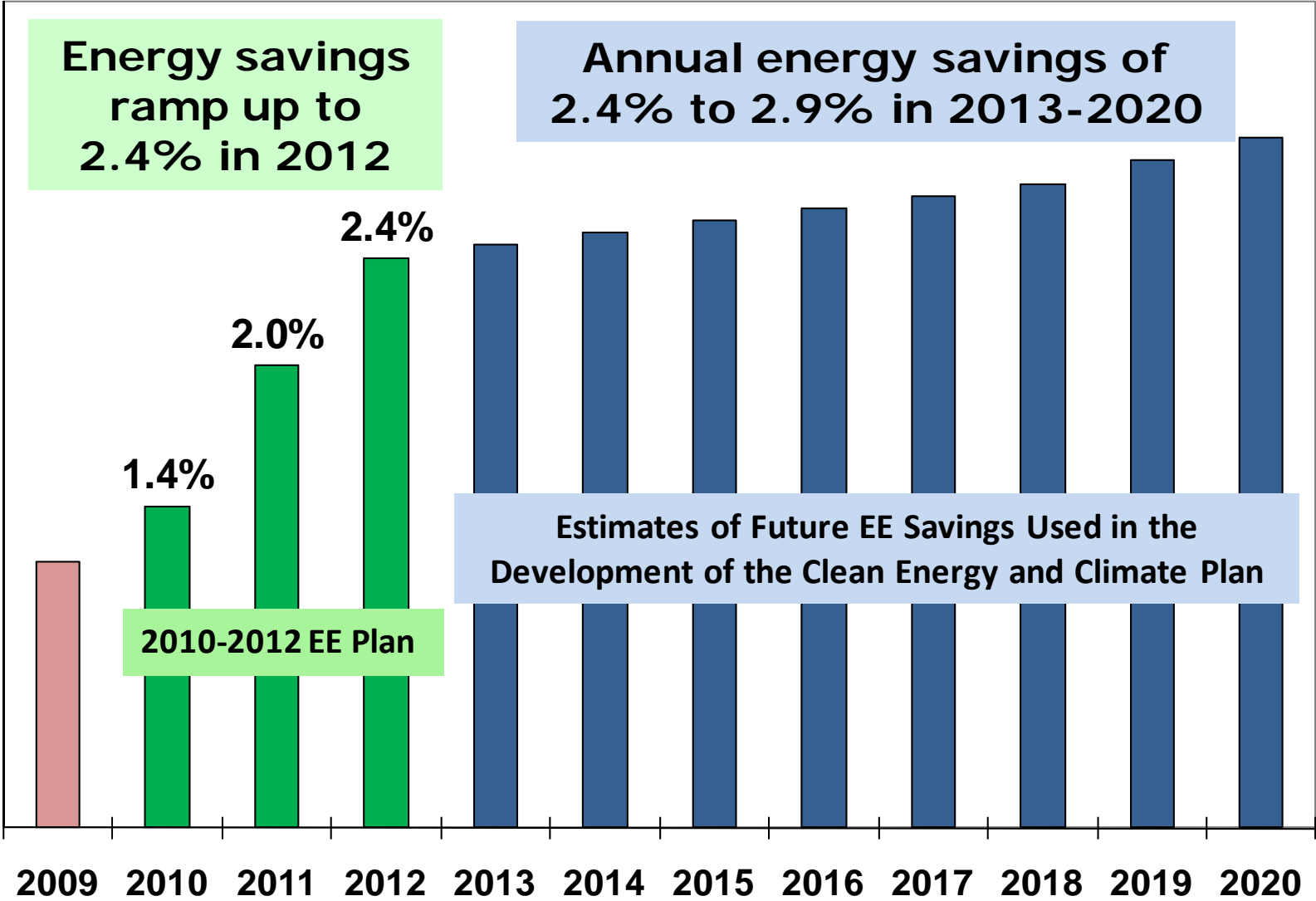
- Acquire all cost-effective energy efficiency
- Require the procurement of all cost-effective energy efficiency that is cheaper than supply (through statutes and regulations)
- Emphasize the multiple benefits of EE (including the economy, jobs, & environment)
- Establish stakeholder boards or councils to oversee planning, implementation, & reporting
- Reduce utility disincentives to EE through decoupling, and offer performance incentives

“We choose to go to the moon not because it is easy but because it is hard...”

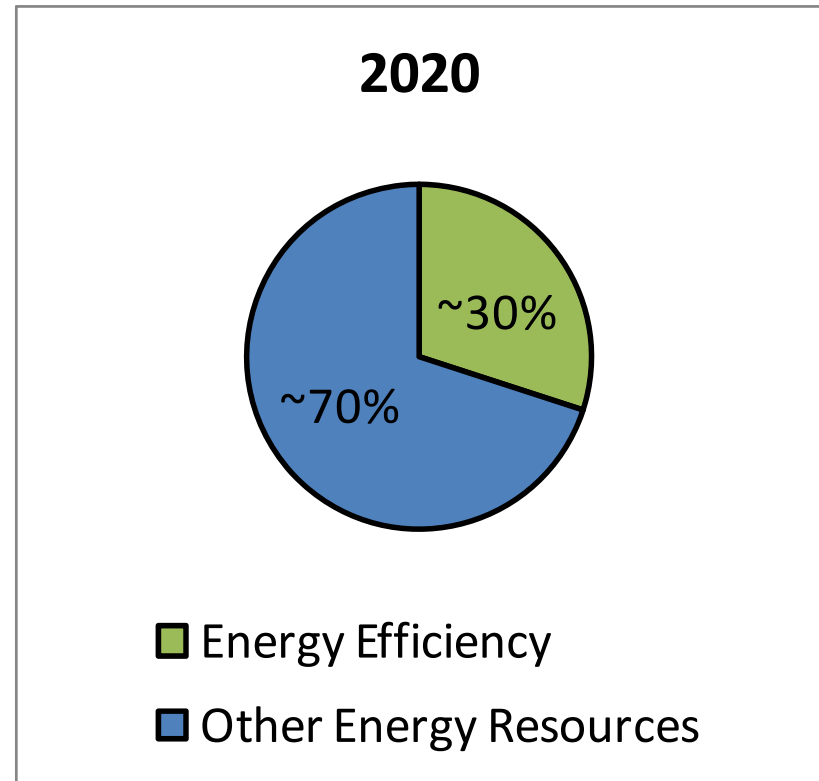
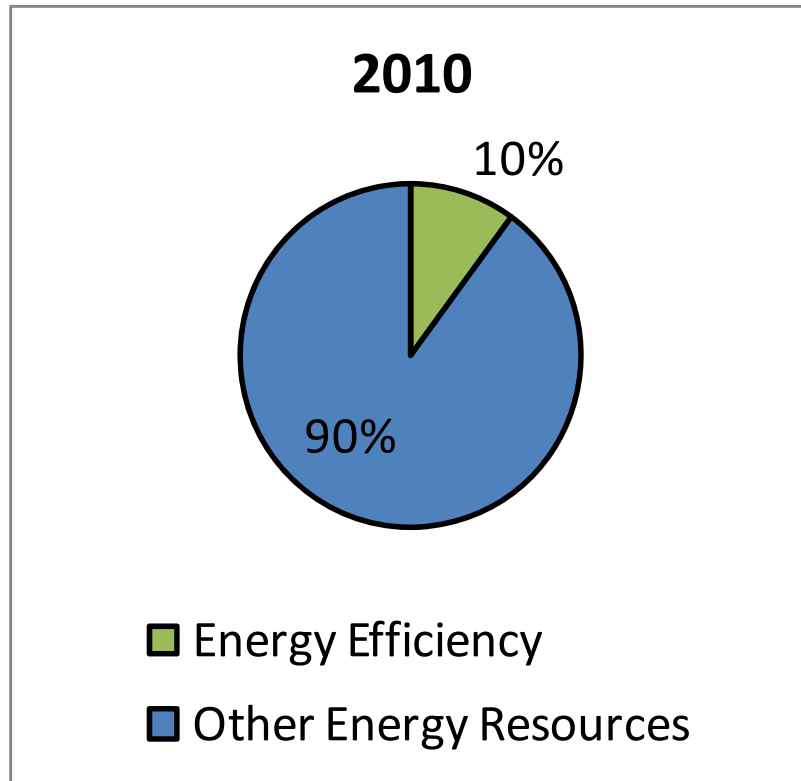
High Energy Savings Goals (annual savings as % of retail sales)

	2010	2011	2012	2013	2014
Massachusetts	<i>1.4%</i>	2.0%	2.4%	TBD: all cost-effective EE	
Connecticut	<i>1.4%</i>	1.5%	2.1%	TBD: all cost-effective EE	
Rhode Island	<i>1.1%</i>	1.3%	1.7%	2.1%	2.5%

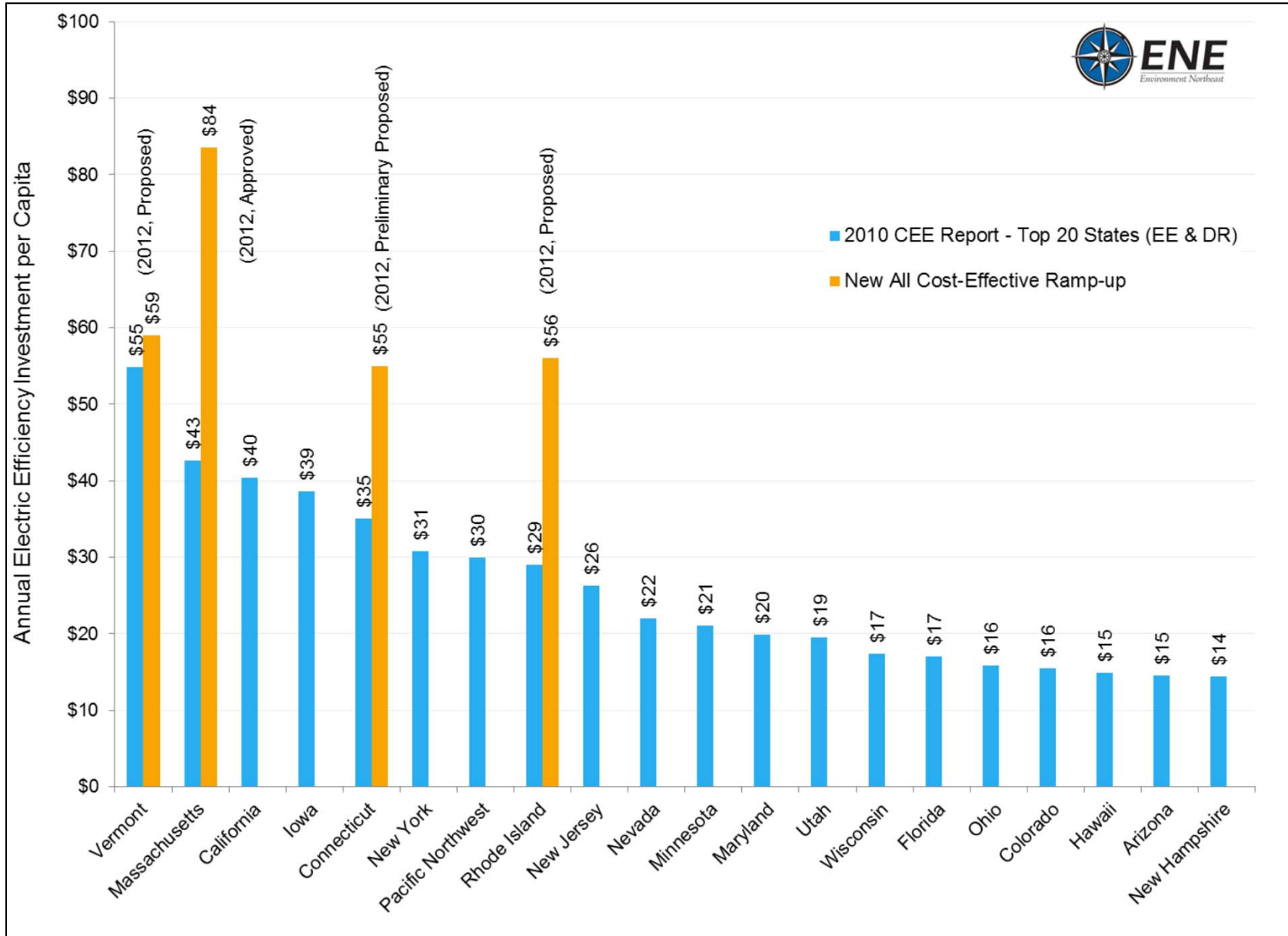
Pursuing Savings Through the Decade



EE is a Large Contributor to Total Resources



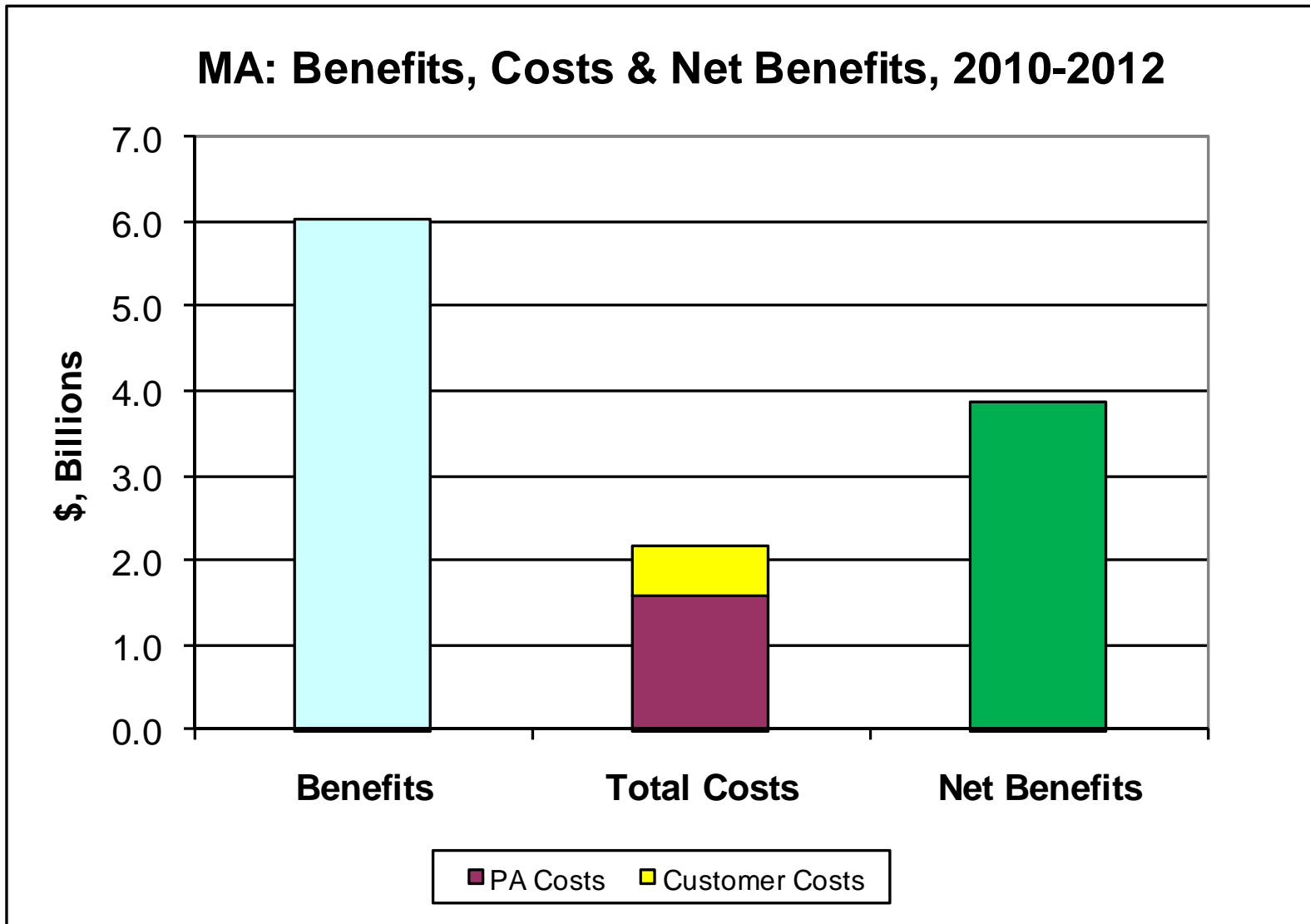
Continuing the Investment



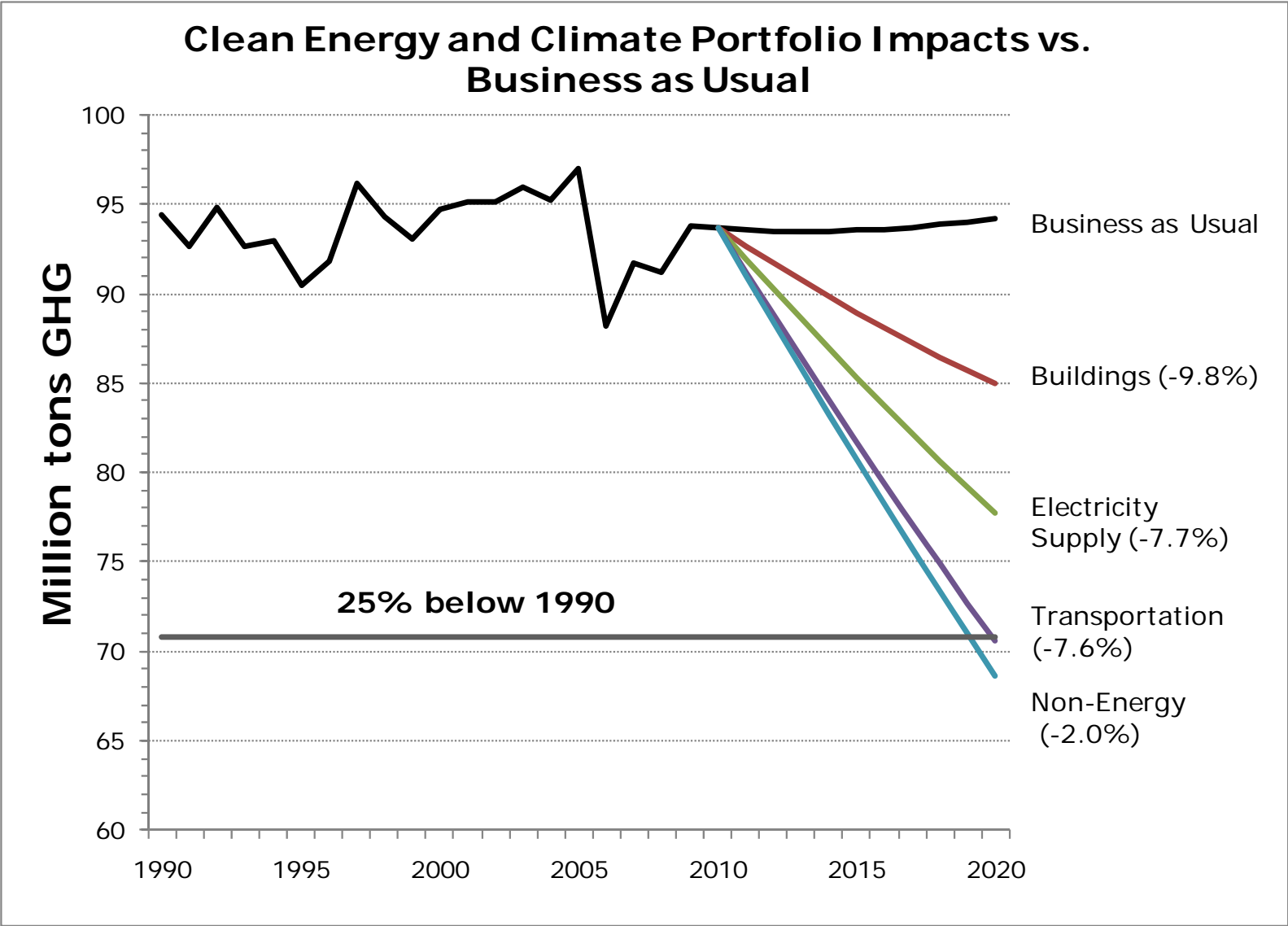
Leveraging and Stretching Ratepayer Funding

- Other sources of EE program funding (e.g., Forward Capacity Market/FCM, RGGI greenhouse gas market, and Class III RECs)
- Increased emphasis on financing and leveraging in applicable market segments (with some pressure to increase the portion of the projects paid through financing vs. rebates)
- Other sources of financing capital & bonding (e.g., CT state bonds for state facilities)

Focusing on Benefits for Customers



EE as an Emissions Reduction Strategy



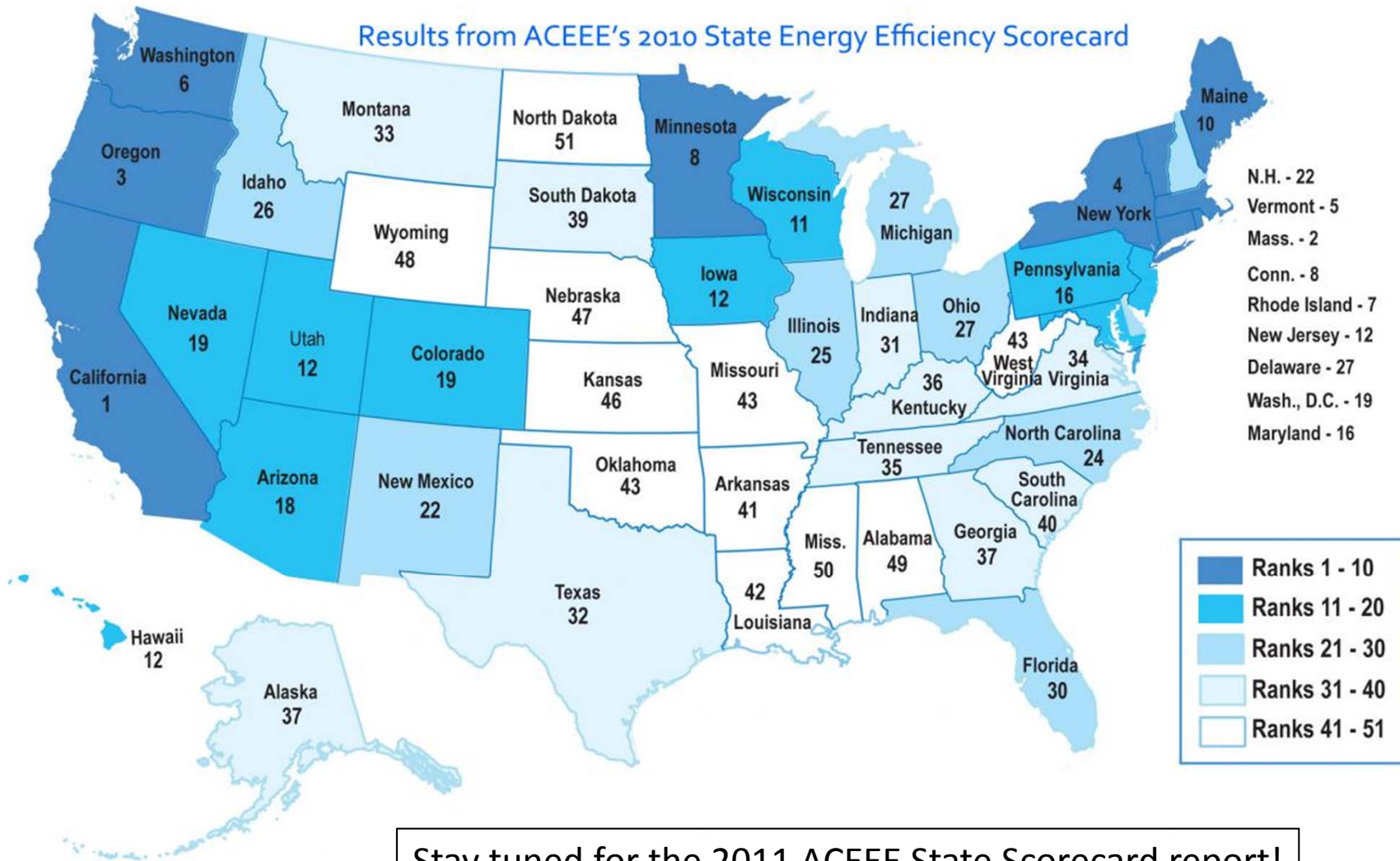
Moving Towards Deeper Savings

- **Deeper:** Capture all the cost-effective opportunities and maximize energy cost savings
- **Broader:** Reach more customers
- **Integrated:** delivery of electric, gas, & oil savings
- **To achieve the energy savings goals and to meet the requirements of the Green Communities Act and Global Warming Solutions Act:**
 - Each customer needs to *save more energy* (15% to 25% energy savings and much more)
 - EE programs need to *reach more customers*
 - Annual savings *must exceed 2% of retail sales*

Parallel Efforts in New England

- Aggressive natural gas goals and programs
- Pursuit of fuel oil savings
- State and local governments lead by example
- Ambitious codes and green communities
- Support of federal and state energy efficiency standards
- Building labeling and disclosure
- EE and environmental compliance

5 of 6 New England States in Top Ten



Stay tuned for the 2011 ACEEE State Scorecard report!

**Ask not what your region can do for you,
but what you can do for your region.**

**And please vote for New England as
America's Best!**

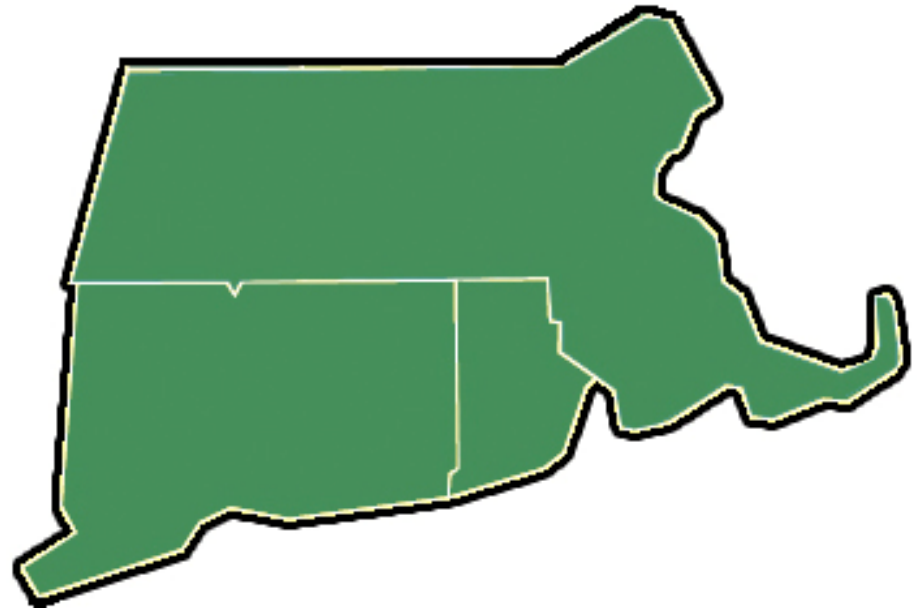
ACEEE

Energy Efficiency as a Resource

**“America’s Best” at
Energy Efficiency as a Resource**

SIR SAVE-A-LOT

**\$\$\$ BIG EE
SAVINGS \$\$\$**



Sir Save-A-Lot

Look at those savings, they are soooo big
They must be from New England....

I like big bucks and I cannot lie
You other regions can't deny
When New England walks in with
savings in your face
We always win first place

I'm hooked and I can't stop saving
Our standards just keep raising
The other regions said their piece
But the best savings come from the East

I like 'em big, deep, and cost-effective

