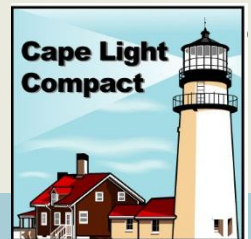


CFL Baselines: A Lesson in Coordination



**MARGARET SONG
RESIDENTIAL PROGRAM MANAGER
CAPE LIGHT COMPACT**

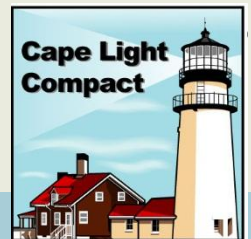
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Background on Cape Light Compact



- Municipal Aggregator (Power Supply)
- Energy Efficiency
- Consumer Advocacy
- Approximately 200,000 customers
- Cape Cod and Martha's Vineyard
- Funding: Systems Benefit Charge
- With 2008 legislation, funding increased in 2009 and beyond
 - Focus is all cost-effective measures



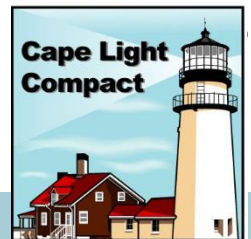


Scope of Today's Discussion

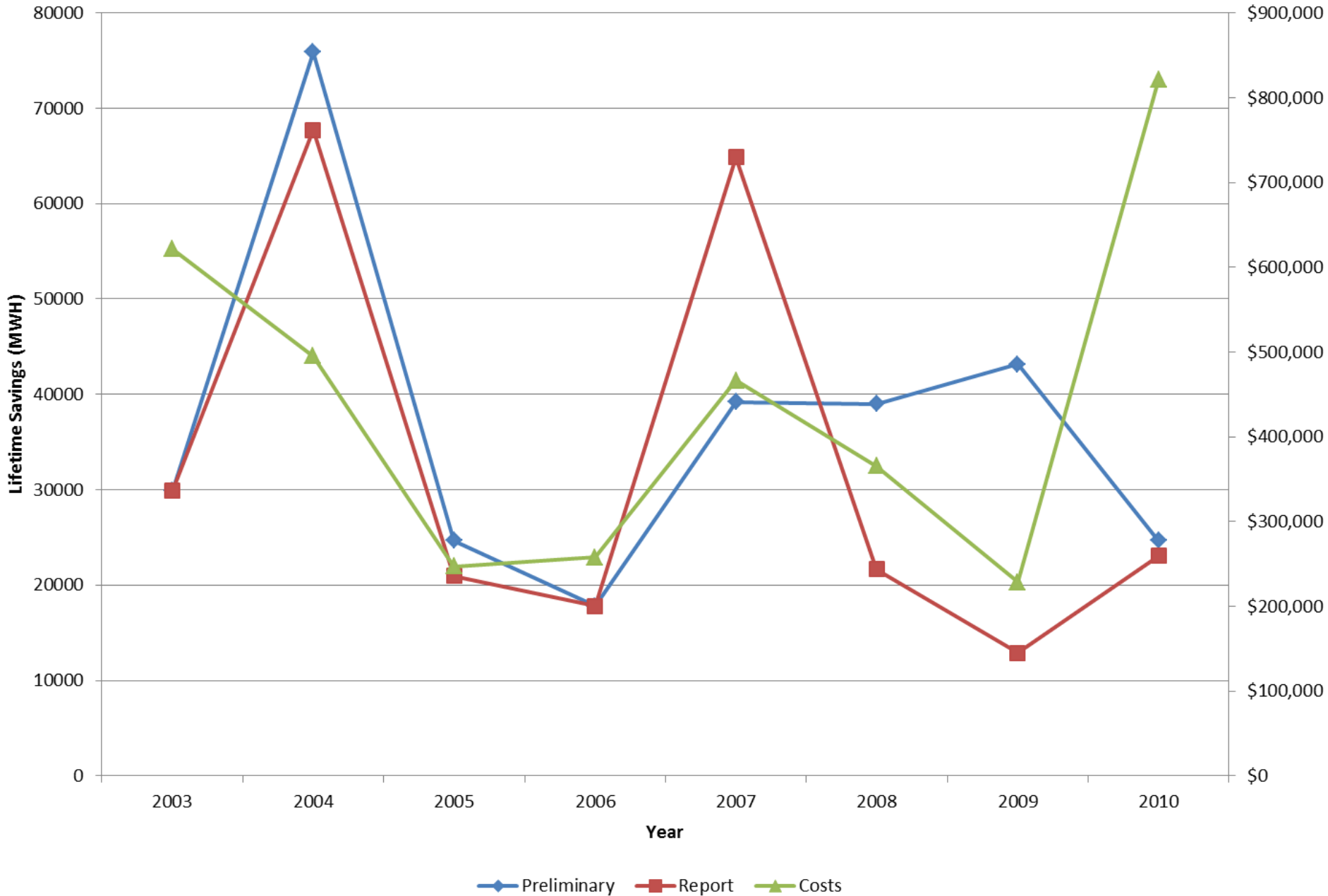
How do we work together to create good baselines for implementation?



- Focus on the Residential Lighting Program
- Focus on Cape Light Compact's numbers (with some insight on statewide trends)
- Lighting is still a large part of the portfolio
- Socket saturation is still low (under 30%)
- Retroactive evaluation impacts



Residential Lighting Program Savings Preliminary v. Report and Costs



Evaluation and Implementation Worlds Meet

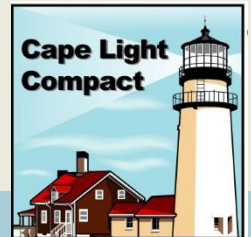


Pre-2008

- Net-to-gross was not really a big impact until 2008
- The residential lighting programs were not the biggest part of the programs.

Post-2008

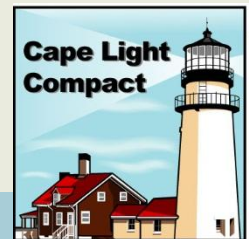
- Implementation staff started to get very involved in the evaluation studies
- Evaluation staff provided input to implementation for work



What happens now?



- Evaluation and implementation are working hard together to test new concepts like market lift for MA.
- Evaluation continues to work with implementation on the studies.
- Implementation and Planning staff continues to work with evaluation to create good baselines.
- In March, the Department of Public Utilities held a technical session to discuss the issue of retroactive evaluation impacts.



What is happening to the costs?

Focus on specialty (given new net-to-gross factors)

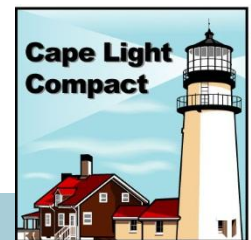
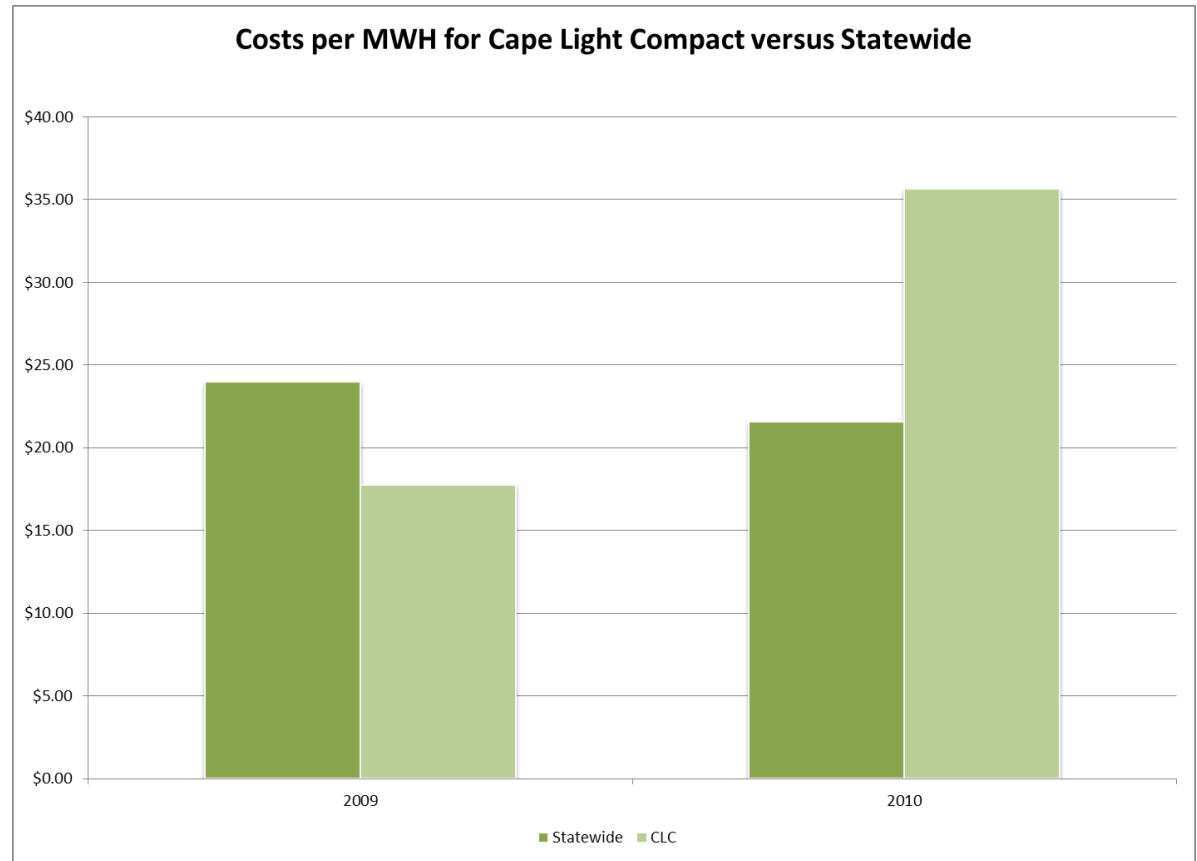
Focus on hard-to-reach customers

Different measure mixes

EISA baselines

Inclusion of LEDs

Still cost-effective



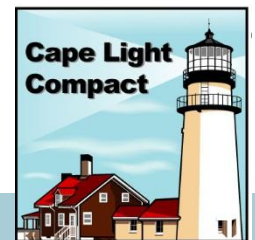


Regulatory Concerns

Regulators have indicated that residential lighting (CFLs and LEDs) continue to be valid as measures in the next 3 year plan.

- Regulators see lighting (CFLs and LEDs) as part of the future as valid measures.
- How do we establish proper baselines for savings and life times?
 - EISA
 - Complex analysis of different types of lamps

MA EEAC Consultant Team
Preliminary Assessment of Potential
(3/5/12)



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