

New Mexico Gas Company: Holistic Natural Gas Programs



New Mexico
GAS COMPANY®
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Topics

- New Mexico Gas Company History
- Current Residential Programs
 - Collaboration with Electric Utilities
- Innovations
- Responding to increasing baselines
- Customer loyalty
- Beyond EE

NMGC History

- Originally part of Public Service Company of New Mexico (PNM)
- Sold to Continental Energy Systems in 2009
- Immediately began offering gas focused EE Programs
- Main residential program was ENERGY STAR® New Homes Program
- Bought by Tampa Electric Company in 2014
- In 2016, became part of Emera Company



ENERGY STAR New Homes Program

- History 2009-2012
- Single Program Administrator
 - Collaboration conduit with both PNM and El Paso Electric (EPE)
- Overlapping Service Territories
- Successful Years
- ES v 3.0
- Sunset

Bridge/Prescriptive Offerings

- After Sunset of ES New Homes
- New Construction vs. Retrofit Offerings
- Continued Momentum

Current Residential Offerings

- Space Heating
 - Furnaces/Boilers (new & existing)
 - Attic/Ceiling Insulation (existing only)
 - Smart Thermostats (existing only)
- Water Heating
 - Tankless/Condensing Water Heaters (new & existing)
 - Low Flow Water devices (existing only)
- Collaboration with PNM's HEC Program

NMGC

ThermSmart Homes

- New for 2017
- Single Program Implementer (ICF)
- New Home Builder Network
- Reinitiated collaboration with Electric Utilities (PNM & EPE)
- Performance Path
 - More robust therm savings

Performance Path

- Utilizes REM/Rate or Ekotrope building files to capture “house as system” savings
- Requires RESNET credentialed HERS Rater to Participate
- Incentives are significantly greater than prescriptive

Base Therm Incentive (10% minimum)	\$1.50
15% - Performance Bonus	\$200
20% - Performance Bonus	\$300
30% - Performance Bonus	\$500
Maximum incentive for Performance-based incentives (based + performance bonus)	\$1,500
ENERGY STAR®	\$100



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Beyond Energy Efficiency

- Retention & Growth
 - Brand Attribution
- New Home Builder Initiative
- Increase Throughput
- Offer New Marketing Support And Financial Incentives To Plumb For More NG
- In Addition to Space and Water Heating...
- Plumb For: Laundry, Cooking, Indoor Hearth, Outdoor Cooking, Outdoor Firepits, Outdoor Gas Lamps

Questions?



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