



VERMONT ENERGY
INVESTMENT CORPORATION

Tuesday, July 10, 2012

Residential Energy Efficiency Solutions Conference
Shared Value in Utility & Efficiency Partnerships
Nikki Kuhn, Senior Consultant



Session Objectives

Grantee Partnerships with Utilities / Program Administrators

- Why are they important?
- How do they work?
Many examples
- What can you do to initiate new relationships / maximize existing relationships?



Session Format

- Overview – “Partnering with Utilities and Energy Efficiency Programs”
- 4 Case Studies
 - Cynthia Adams, LEAP – VA
 - Dimitrios Laloudakis, City of Phoenix
 - Kerry O’Neill, Earth Markets, CT
 - Lianne Altmann, Long Island Power Authority
- Questions & Discussion



Capturing Lessons Learned

- Use “Post-It” Notes and Sharpies to provide feedback
- Fill out “Lessons Learned Insights” sheets and put them in box at back of room
- Provide ideas/feedback via Twitter –
Hashtag: #ResEE2012



VEIC

- **Mission-driven nonprofit**
- **25 years reducing economic, environmental costs of energy**
 - 3 regional hubs
 - 35 states, 6 Canadian provinces
 - 6 Countries in Europe, Asia
- **Energy efficiency, renewable energy & transportation**



VEIC

- **National & international consulting & implementation**
 - Program design, planning, & evaluation; policy & advocacy, research & development
 - Regulators, government agencies, utilities, foundations, advocates
- **3 Energy Efficiency Utilities**
 - Efficiency Vermont: nation's 1st energy efficiency utility
 - Efficiency Smart: efficiency services to 48 Midwest municipal electric systems
 - DC SEU: sustainability services in the nation's capital





VERMONT ENERGY
INVESTMENT CORPORATION

Overview

***“Partnering with Utilities and
Energy Efficiency Programs”***



Types of Program Administrators

- Electric & Gas Utilities
 - Investor Owned Utilities
 - Municipal Utilities
 - Rural Electric Cooperatives
- State and Local Governments
 - Energy Office
 - Separate Entity (e.g., NYSERDA, Efficiency Maine)
- Third Party Administrators
 - Non-profits or For-profits (e.g., VEIC, SAIC)
 - Some or All Aspects of EE Programming



Drivers for EE Programs

- Economic Development & Job Creation
- Lowered Energy Costs to Consumers
- Energy Security & Increased Reliability
- Reduced Need for T&D Investments
- Reduced Energy Demand & Fossil Fuel Use
- Public Health & Environmental Benefits
- Etc.



Common Types of EE Programs

Residential	Commercial	Industrial
<ul style="list-style-type: none">• Lighting & Appliances	<ul style="list-style-type: none">• Lighting	<ul style="list-style-type: none">• Lighting
<ul style="list-style-type: none">• HVAC	<ul style="list-style-type: none">• HVAC	<ul style="list-style-type: none">• HVAC
<ul style="list-style-type: none">• New Construction	<ul style="list-style-type: none">• New Construction	<ul style="list-style-type: none">• Motors/ Drives
<ul style="list-style-type: none">• Existing Homes	<ul style="list-style-type: none">• Retrofit	<ul style="list-style-type: none">• Process Heating
<ul style="list-style-type: none">• Low Income	<ul style="list-style-type: none">• Financing/ESCO	<ul style="list-style-type: none">• Custom
<ul style="list-style-type: none">• Financing	<ul style="list-style-type: none">• Custom	<ul style="list-style-type: none">• Pilots
<ul style="list-style-type: none">• Pilots	<ul style="list-style-type: none">• Pilots	



Partnership Types

- If there ARE local efficiency programs...
 - Collaborate on a project
 - Add value to existing programs
 - Fill a gap
- If there ARE NOT local efficiency programs
 - Partner to run a program
 - Provide information on the benefits of efficiency



Contact Information

Vermont Energy Investment Corporation
128 Lakeside Avenue, Suite 401
Burlington, VT 05401
www.veic.org

Nikki Kuhn
Senior Consultant
nkuhn@veic.org
(802) 540-7812