



JANUARY 2018

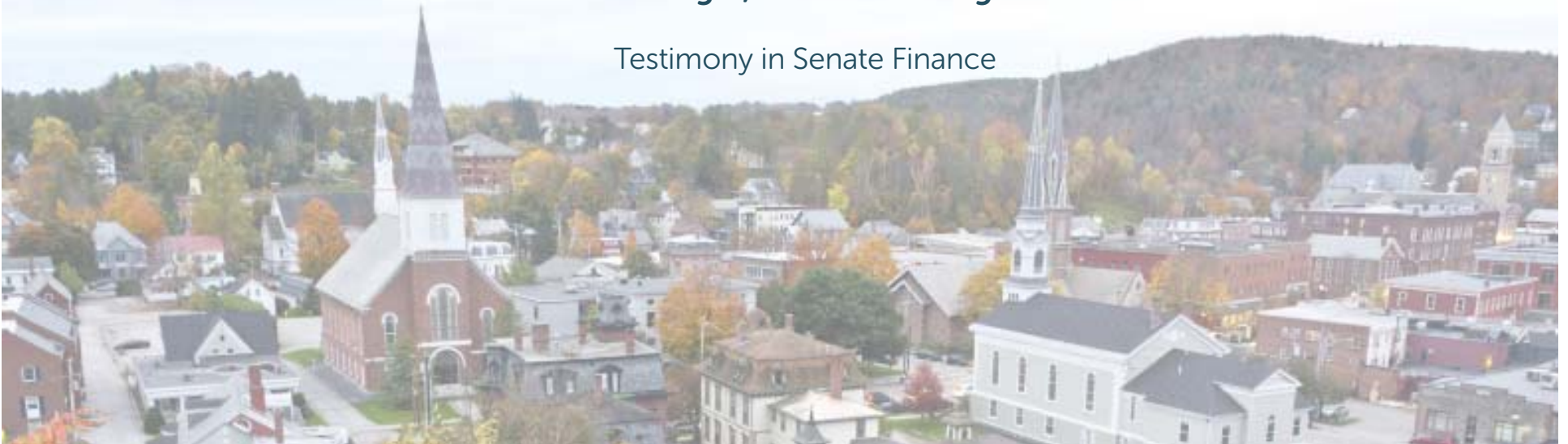
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# Energy services for small businesses

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Testimony in Senate Finance



# Outline

I. About Efficiency Vermont

II. Services to small businesses

III. Results and impact

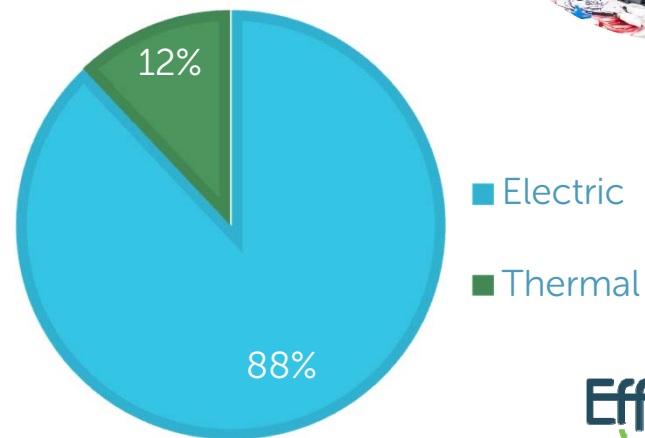
IV. 2018-2020 performance period

# Who we are

- Founded in 2000
- Statewide independent energy efficiency utility (electric and thermal)
- Administered by VEIC, regulated by the PUC
  - Goals and budgets set by the PUC
- 3-year performance periods



2016 Budget: \$57.3 M



# What we do

- Bring efficiency to scale through education, services, rebates & financing
- Manage and train Vermont's efficiency workforce
- Account-manage top 300 electric users



# Energy Services for Small Businesses

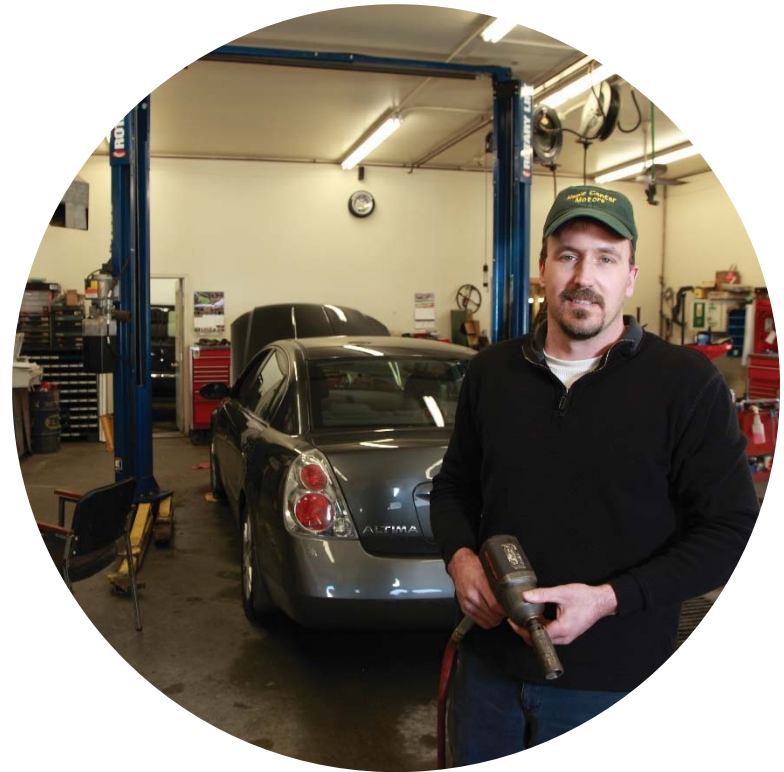
# Support to small businesses

## Services

- Opportunity identification
- Project facilitation
- Engineering services
- Standard and custom rebates on HVAC, refrigeration, lighting, appliances, new construction, and building shell improvements
- Financing

## Sectors

- Hospitality
- Retail
- Grocery
- Small manufacturing
- and more...





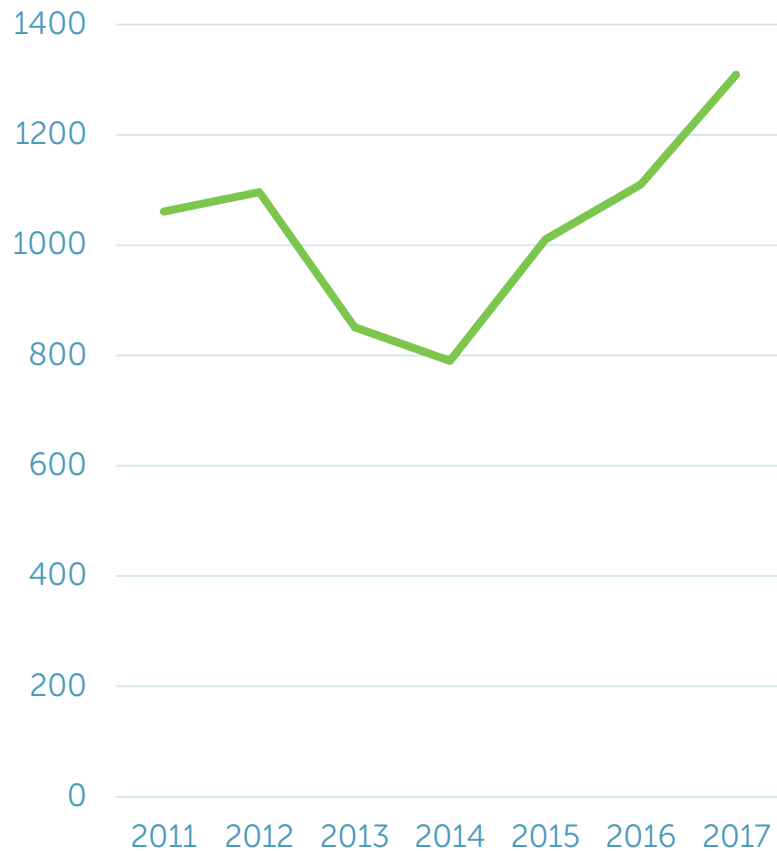
# Partnerships and referrals

- Member organizations, including Chambers of Commerce and RDCs
- Targeted communities in partnership with ACCD, municipalities, VCRD, and more
  - Randolph
  - Bennington
  - Barre
  - White River Jct.
  - Vergennes
  - Morrisville
  - Newport (2018)
  - Springfield (2018)

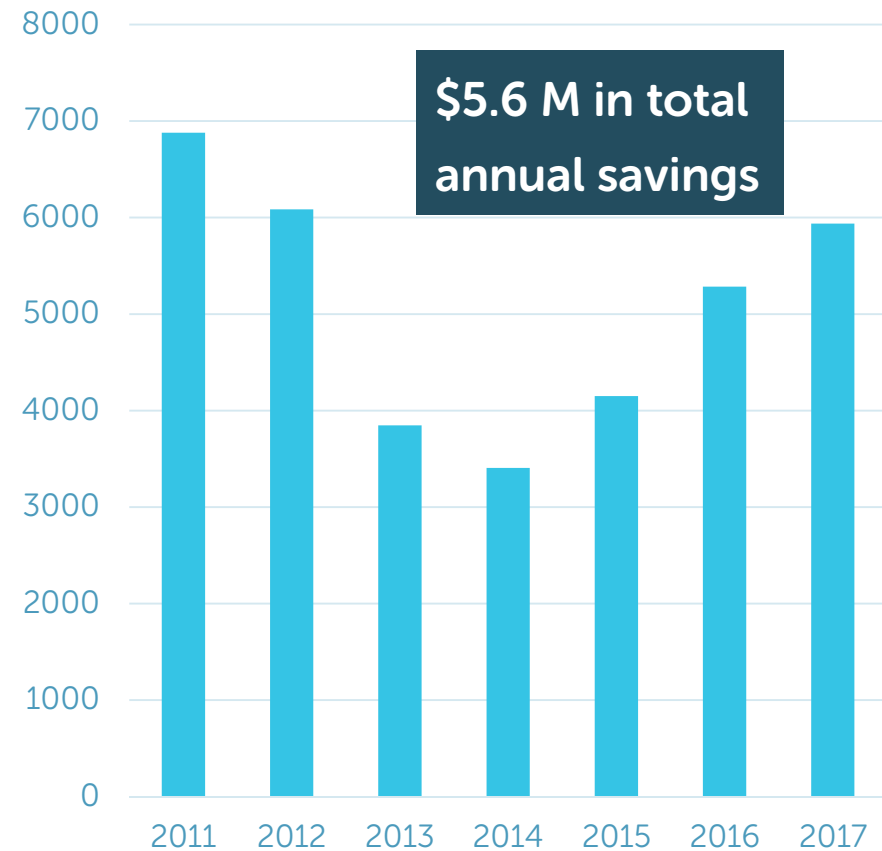


# Small business results

Customers Served



Annual Energy Savings (MWH)





# Voice of the customer

"We'll just keep doing what we can, when we can. It's worked out so far, and the future looks good."

– Twiggs Gastropub,  
Saint Albans



"We've done great projects and seen great energy savings, which has helped us grow."

– Built by Newport,  
Newport

"By switching to LEDs, we're saving labor, and the cooler lights make performers happier."

– Paramount Theater,  
Rutland



"The store looks much more inviting, and the products look fresher. I know that sales have increased."

– Lisai's Market,  
Chester

# Sector impact: Agriculture

## Types of projects:

- Lighting
- Ventilation
- Pumps, motors, and drives
- Maple reverse osmosis
- Variable frequency drives
- Refrigeration

## Lifetime savings:

- \$56 million
- 450,000 MWh
- 335,000 metric tons of CO<sub>2</sub>
  - 71,700 cars off the road for 1 yr



“Working with Efficiency Vermont has been easy, and the energy efficient upgrades are making a real difference.”

– Brace Farm,  
Saint Albans

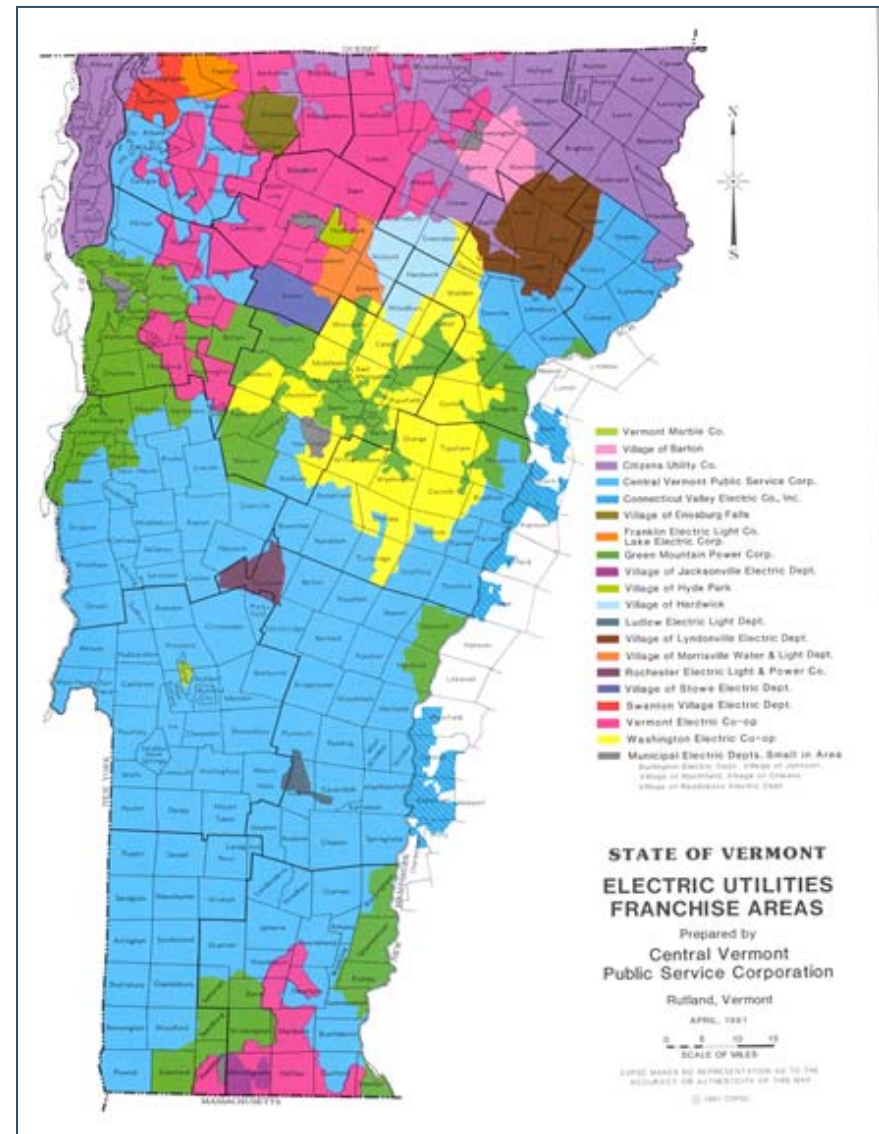
# 2018 focus areas

- Improve ease of participation
- Engage more property owners
- Customize services and incentives to business needs: comfort, productivity, savings, etc.
- Continue Target Communities and Climate Communities
  - Newport
  - Springfield

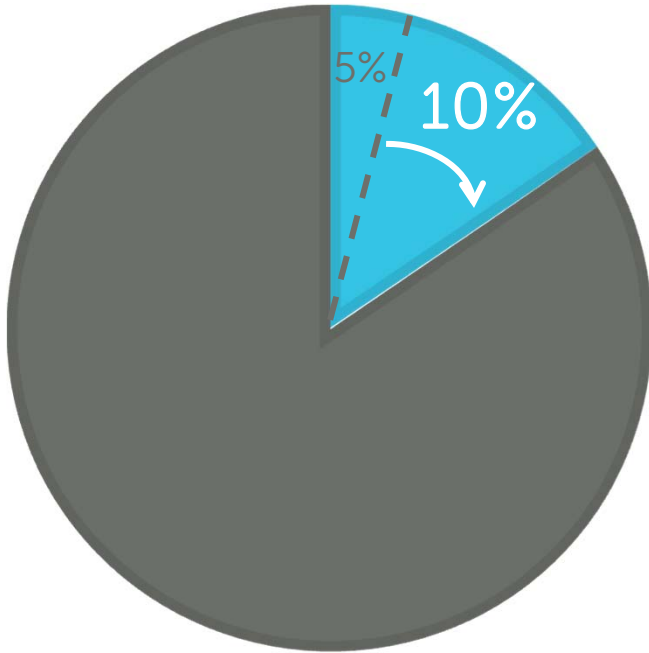
# Efficiency Vermont Statewide Results and Impact

# Before Efficiency Vermont

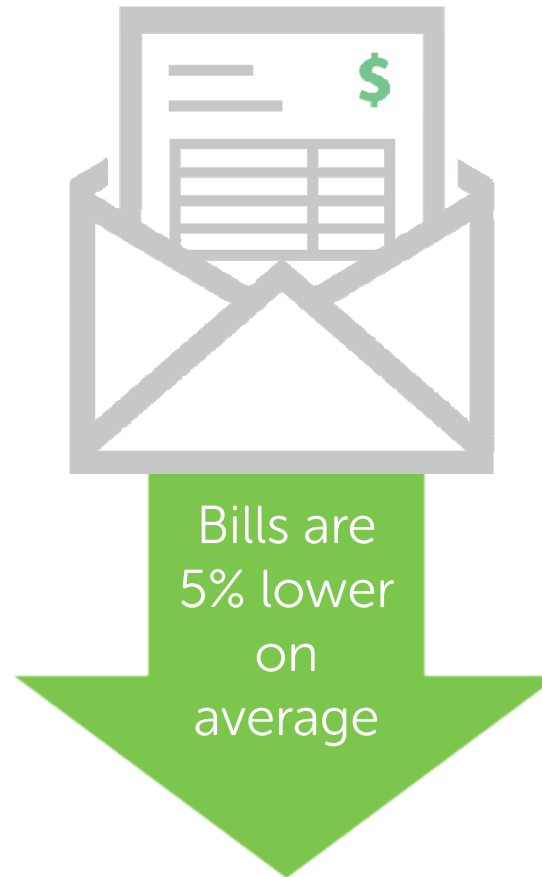
- Efficiency services provided across 22 utilities
- Electric and gas utilities required to provide “least cost” services
- EEU model represented:
  - Transparency
  - Statewide equity
  - Check and balance
  - Independence
  - Performance-based approach



# Why energy efficiency

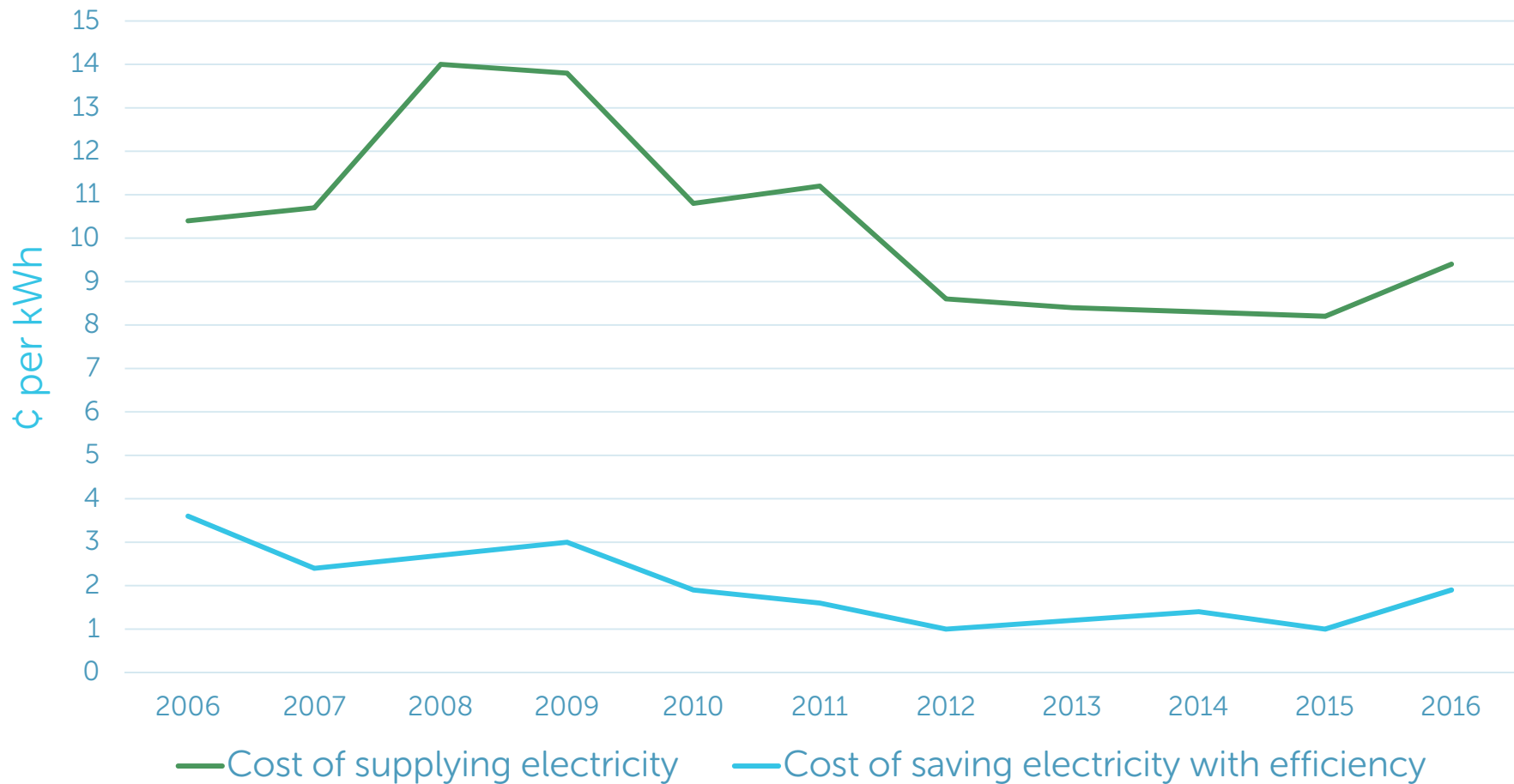


- Makes up 15% of energy mix
- Up from 5% a decade ago
- Supplied at less than half the cost of purchasing new



Sources: Public Service Department Report to Legislative Joint Energy Committee, 2016, Efficiency Vermont's 2016 Annual Report.

# Why energy efficiency





# System-wide savings

As a result of energy efficiency...



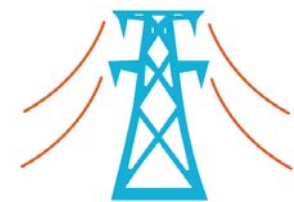
Utilities are buying less power.



Fewer power plants are needed because demand is lower.



Vermonters are paying less to maintain and build the New England power grid.



Utilities are spending less on transmission and distribution.

In 2014, peak was reduced by 100 MW, saving Vermonters roughly \$34 M.

Source: Public Service Department Report to Legislative Joint Energy Committee, 2016

Efficiency  
Vermont

2018-2020

Performance Period

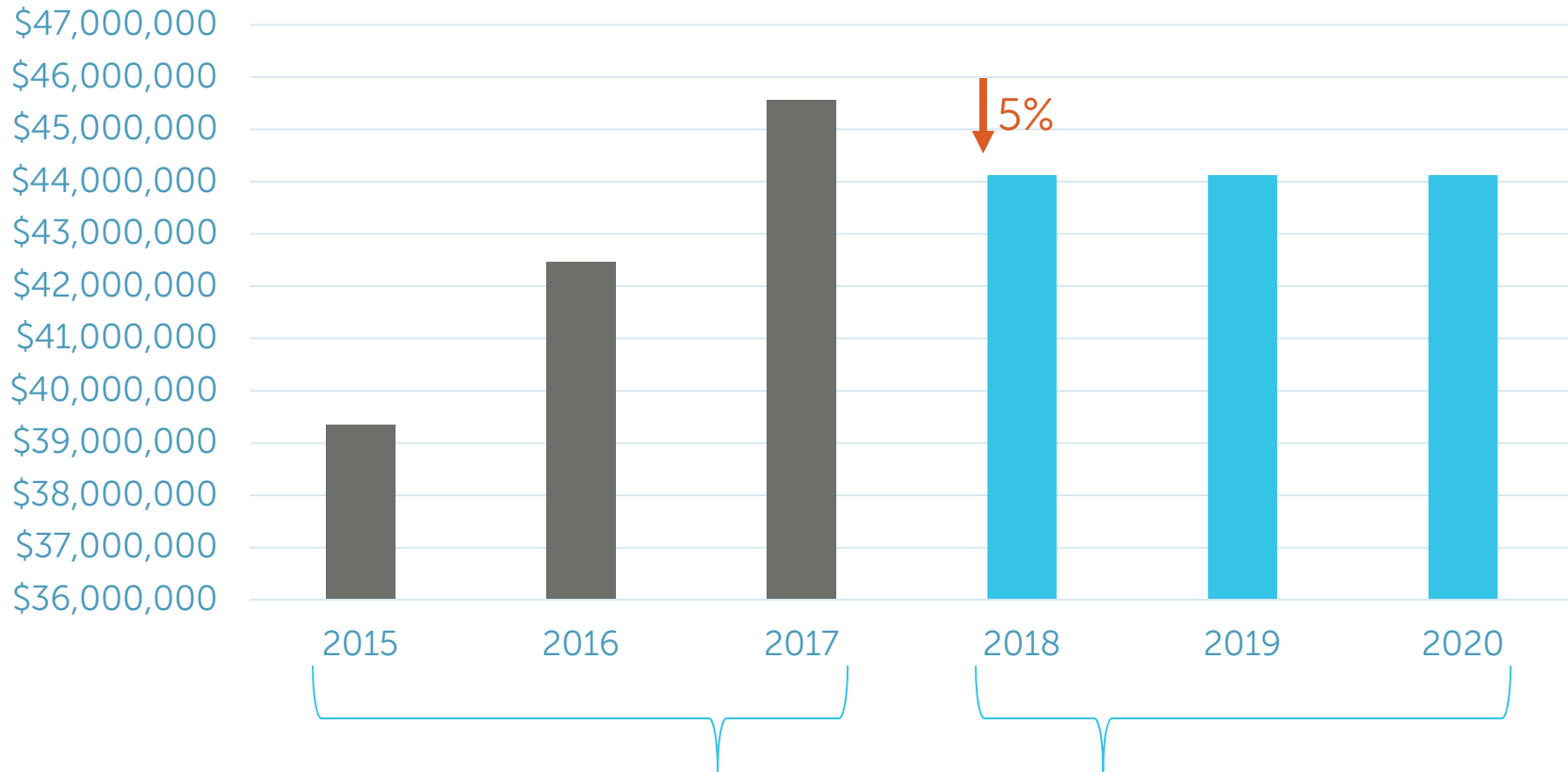
# 2017 PUC EEU Budget Order

“Continued investment in cost-effective energy efficiency will result in total electric and natural gas costs for Vermont ratepayers that are lower than they would otherwise be absent energy efficiency efforts.”

These efforts not only yield savings for customers who install electric and natural gas efficiency measures, but also result in savings for all ratepayers through reduced need for power purchases by utilities and deferred need for system upgrades such as new transmission facilities.

# 2018-2020 performance period

Electric Resource Acquisition Budgets



Equivalent annual MWH savings  
across performance periods

# 2018 focus areas

- Workforce development
- Advanced wood heating
- Heathy homes partnerships
- Heat Saver Loan
- DIY weatherization
- Personalized, data-enabled tools



# Thank you

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