

2016 Ecology Action Energy Efficiency Programs

San Mateo County Energy Watch

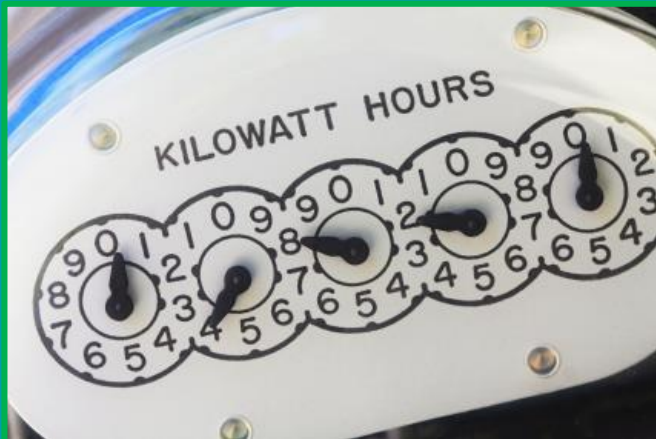


Who is Ecology Action?



- 45+ Year Old California Nonprofit
- 5 Divisions Providing Energy, Transportation, Pollution Prevention, and Community Programs

What do we do in the energy efficiency space?



- Partner with utilities and LGPs to deliver kW, kWh and therms

San Mateo Energy Watch DI Program Overview



- **Must be PG&E customer with commercial meter in San Mateo County. This includes schools, non-profits and Muni customers.**
- **Must have a peak kW demand less than 200kW (this means peak demand must not exceed 200kW in last 12 months).**
- **If alternative generation (e.g. solar) must have usage beyond on-site generation.**
- **NEW for 2016 – Hotel customers with peak kW demand under 100kW now eligible ***

2016 DI Goals



2,026,627+ kWh

284+ kW

\$401,273+ Rebate

EA DI Program Value:

- **Highest Level of Hand-Holding Available**
 - Audit
 - Specification
 - Contractor Selection
 - Installation Oversight
 - Quality Assurance
 - Rebate Processing
- **Customer Pays Nothing Until Job is Complete (and only ever pays difference between project cost and rebate)**

SMCEW Engineering Program Overview



- **Provides engineering audits to identify comprehensive opportunities for customers to retrofit or replace their existing inefficient building systems.**
- **Serves medium to large municipal, non-profit or special district and K-12 school PGE customer in San Mateo County with commercial meter.**
- **Can help schools who have not yet secured Prop 39 funding.**
- **\$170,000 T&M Budget for 2016**
- **Goal is to engage with the cities and schools to support their comprehensive EE projects and keep them moving through the construction and utility rebate process.**

Hospitality DI and Engineering Program

formerly LodgingSavers



- **Must be PG&E commercial customer with commercial meter in San Mateo County. Includes lodging but also may include other large service industry customers.**
- **Must have a peak kW demand greater than 100kW (this means peak demand must have exceeded 100kW at least once in last 12 months).**
- **Program is available in the entire PGE service territory.**

PGE Realignment & 2016 DI Strategy

What's new and how will we adapt?



Incentive Rates



- Increased rebates for HTR Regional DI customers only
- **HTR vs. Standard**

Custom Rates	Structure	Non-HTR	HTR
kW Kicker	\$/kW	\$150.00	\$300.00
Basic Lighting*	\$/kWh	\$0.03	\$0.06
Targeted Lighting**	\$/kWh	\$0.08	\$0.16
		HTR Bonus	100%

Hard to Reach



- **Must meet any two of the below criteria:**
 - English as a second language
 - Businesses or homes in areas **other** than the San Francisco Bay Area and the Greater Sacramento Area (except Monterey County)
 - Annual electric demand is less than 20kW or
 - Less than 10 employees
 - Leased or Rented Facilities

New DI Strategies for 2016:



- **Lighting: Focus Heavily on Customers Qualifying for HTR**
- **LEDs – that’s it**
- **Reorganize Sales Team Based on Market Focus**
- **Streamline OBF Processes**
- **Dedicated Resources to New Contractor/Vendor Coordination: ChannelPartner@ecoact.org**
- **DI rebates also for PTAC EMS, efficient Refrigeration Systems and Vending Controls**

Questions?

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