

1 2018

M08604

2
3 **NOVA SCOTIA UTILITY AND REVIEW BOARD**

4 **IN THE MATTER OF:** The *Public Utilities Act*, R.S.N.S. 1989, c.380 as amended
5 -and -

6 **IN THE MATTER OF:** E-ENS-R-18 – EfficiencyOne – 2019 Demand Side Management
7 (DSM) Plan Application, 2017 Annual Progress Report and 2017
8 Evaluation Reports
9

10 **INFORMATION REQUESTS**
11

To: EfficiencyOne
From: NS SBA
Responses Due: May 30, 2018
Contact People: E.A. Nelson Blackburn, Q.C.
Blackburn Law
Small Business Advocate
Phone (902) 835-8544
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13 Issued at Bedford, Nova Scotia, this 9th day of May, 2018.

14 **Request IR-1:**

15 Please explain the method used by EfficiencyOne and NSPI in setting the investment level of
16 \$34.05 million for the proposed 2019 DSM Plan. (EfficiencyOne 2019 DSM Plan Filing –
17 Evidence, Page 19 of 23, Line 15)
18

19 **Request IR-2:**

20 Please explain the reasons for setting the energy savings and demand savings targets of 127.2
21 GWh and 20.2 MW, respectively, for 2019 DSM Plan. (EfficiencyOne 2019 DSM Plan Filing –
22 Evidence, Page 19 of 23, Line 13)
23

24 **Request IR-3:**

25 Please explain the method used by EfficiencyOne in breaking down proposed 2019 DSM Plan
26 total annual budget and energy savings and demand targets by program types listed in Table 1,
27 Appendix A of 2019 DSM Plan Filing.
28

Request IR-4:

Please explain the reason for not performing the cost-effectiveness testing for selecting proposed programs for 2019.

Request IR-5:

Please provide analysis (reports, memos, presentations, excel work papers) performed by EfficiencyOne to support the following statement made in the Filing (EfficiencyOne 2019 DSM Plan Filing – Evidence, Page 19 of 23, Line 2): “EfficiencyOne is confident that the programs proposed in 2019 are cost-effective.”

Request IR-6:

Please provide any economic analysis (reports, memos, presentations, excel work papers) of proposed 2019 DSM Plan performed by EfficiencyOne in addition to the analysis conducted for the forward-looking Rate and Bill Impact Analysis (RBIA) included in Appendix C of the Application.

Request IR-7:

Regarding the savings from lighting and non-lighting measures:

a. Please provide the energy and demand savings of DSM programs offered in 2017 by breaking down among lighting and non-lighting measures.

b. Please provide the estimated energy and demand savings for each DSM program that are being offered in 2018 and 2019 by breaking down among lighting and non-lighting measures.

Request IR-8:

Regarding the lighting measures included in EfficiencyOne DSM portfolio:

a. Please provide any research studies commissioned by EfficiencyOne in estimating market penetration levels and free-ridership ratios of the lighting measures included in DSM portfolio. Please note the date of each of the above study.

b. Please state how the studies identified in part (a), if any, have been used to selecting lighting measures in both ongoing 2018 DSM Plan and proposed 2019 DSM plan.

c. Please supply a table that includes free-ridership ratio assumed for lighting measures included in each of the DSM program of 2016, 2017, 2018, and 2019. Furthermore, for 2016 and 2017, please provide evaluated free-ridership ratios of the lighting measures included in each of the program.

Request IR-9:

For Efficient Product Rebates of BNI category of proposed 2019 DSM Plan, please provide the budget and targets, both energy savings and peak demand savings, by following proposed list

1 of measures included in DSM Filing (EfficiencyOne 2019 DSM Plan Filing – Appendix A, Page
2 13 of 24, Line 4 – 8):

3 “A variety of measures are supported in this program. The list of measures will continue
4 to evolve over time, and is expected to include measures such as: lighting; HVAC
5 systems and controls; agricultural equipment; variable speed drives for motors;
6 compressed air; refrigeration; kitchen / food service and IT technologies.”
7

8 **Request IR-10:**

9 Regarding the DSM programs offered to small business customers:

10 a. What is the criteria used by EfficiencyOne and NSP to define a small business
11 customer?
12

13 b. For these DSM programs offered in 2016 and 2017, please provide the
14 performance metrics (budget, energy and demand savings, and first-year unit cost)
15 including only measures offered to the small business customers.
16

17 c. For these DSM programs currently offered for 2018 and proposed in 2019,
18 please provide the performance metrics (budget, energy and demand savings, and first-
19 year unit cost) including only measures that will be offered to the small business
20 customers.
21

22 **Request IR-11:**

23 Regarding the measures included in Direct Installation program

24 a. Please supply a table that contains list of measures offered via Direct Installation
25 program for every year during 2016 and 2017. In the same table, please include the
26 measure-level actual budget spent, achieved energy and demand savings, and first-year
27 unit costs for 2016 and 2017.
28

29 b. For 2018, please provide the estimated budget, energy and demand savings
30 target, and estimated first-year unit cost for each of the measure that are currently being
31 offered in Direct Installation program.
32

33 c. Similarly, for 2019, please provide the estimated budget, energy and demand
34 savings target, and estimated first-year unit cost for each of the measure that will be
35 offered in Direct Installation program.
36

37 **Request IR-12:**

38 Referring to the 2017 DSM Evaluation Results of Direct Installation program

39 a. Please explain why Direct Installation category appears to include Affordable
40 Multifamily Housing Pilot results in the Small Business Energy Solutions portfolio (2017
41 DSM Annual Report, Page 29, Line 14 – 15). Please provide the UARB Order or other
42 documentation that supports this classification.
43

1 b. Please provide a revised version of Table 1 (2017 DSM Annual Report, Page 2)
2 that splits the results reported for Direct Installation into Multifamily Housing Pilot
3 program and SBES program.
4

5 c. Please confirm what part of the results for Multifamily Housing Pilot program and
6 the regular SBES program were not related to lighting.
7

8 **Request IR-13:**

9 Please provide the best estimate of the cost breakdown of Direct Installation program offered in
10 2018 into the following categories:

- 11 • Direct program incentives,
 - 12 • Indirect costs such as program support, marketing, outreach, and education
 - 13 • Direct staff costs
 - 14 • other remaining costs not identified above
- 15

16 **Request IR-14:**

17 Please list all the marketing and outreach programs completed for Direct Installation program for
18 2017 and please identify whether those programs were targeted to future participants vs Small
19 Business Energy Auditor (SBEA).
20

21 **Request IR-15:**

22 Regarding the incentive levels for measures included in Direct Installation program:

- 23 a. Please list the measure-level incentive levels proposed for 2019 DSM plan for
24 measures offered via Direct Installation program.
25
- 26 b. Are there any changes in the incentive levels of measures included in the Direct
27 Installation program between 2018 and 2019? If so, please list the incentive levels of
28 both 2018 and 2019 DSM plans.
29

30 **Request IR-16:**

31 With regard to the Small Business Energy Study (SBES) completed in 2017:

- 32 a. Please provide the recent version of the SBES study.
33
- 34 b. Please list any marketing and process improvements identified in the SBES
35 study has already been implemented by EfficiencyOne.
36
- 37 c. Please provide detail information if EfficiencyOne is planning to incorporate the
38 findings of Small Business Study in the proposed 2019 DSM Plan.
39

40 **Request IR-17:**

41 Please provide operating plan of SBES program of 2018. If the operating plan is not available,
42 please provide any guidelines, memos, email that is guiding the operation of 2018 DSM Plan.
43
44

1 **Request IR-18:**

2 Regarding Direct Installation program proposed for 2019 DSM plan:

3 a. Is EfficiencyOne planning to include Affordable Multifamily Housing Pilot in Direct
4 Installation category as it is included in 2017 Evaluation Report (2017 DSM Annual
5 Report, Page 29, Line 14 – 15).
6

7 b. Is EfficiencyOne planning to offer any other programs in addition to the Small
8 Business Energy Solutions (SBES) program?
9

10 c. Please provide further details for any other programs proposed under Direct
11 Installation besides SBES program for 2019.
12

13 **Request IR-19:**

14 Regarding the Direct Installation (SBES) program in 2019 DSM plan:

15 a. Is EfficiencyOne proposing any changes, both in terms of measures offering and
16 marketing and program delivery, in 2019 as compared with SBES programs offered in
17 2017 or currently being offered in 2018?
18

19 b. Does EfficiencyOne have separate participation and energy and demand savings
20 targets of SBES program by delivery type (Do-it-your vs Audit)?
21

22 c. What percent of SBES savings is EfficiencyOne targeting from lighting measures
23 in 2019?
24

25 d. What percent of SBES savings is EfficiencyOne targeting from non-lighting
26 measures in 2019?
27

28 e. Is EfficiencyOne planning any activities in 2019 to increase savings from the non-
29 lighting measures?
30

31 **Request IR-20:**

32 Regarding the proposed demand reduction pilots proposed under Enabling Strategies in 2019
33 DSM Resource Plan (EfficiencyOne 2019 DSM Plan Filing – Evidence, Page 16 of 23, Line 12 –
34 14), please provide response to following questions:

35 a. What is the estimated peak load reduction? What are the economics of the pilot
36 program?
37

38 b. Has NSP launched demand reduction programs? If yes, please provide
39 information on budget and estimated savings of such programs.
40

41 c. How does the proposed demand reduction programs compare/relate with peak
42 load reduction programs discussed in NSP's AMI Application (M08349) that is currently
43 under review?
44

1 d. Are technologies necessary for launching proposed Peak Load Reduction
2 programs already available?
3

4 **Request IR-21:**

5 Regarding the Rate and Bill Impact Analysis (RBIA) analysis included in Appendix C of
6 EfficiencyOne 2019 DSM Plan Filing:

7 a. What is the present value of the benefits to the participants of the DSM plan on
8 2019.
9

10 b. What is the impact of proposed 2019 DSM plan by considering avoided costs
11 and lost revenue of both participants and non-participants?
12

13 c. What are the assumptions used for estimating avoided costs related with energy
14 and demand?
15

16 d. How do DSM measures or programs selected at later date impact the RBIA
17 analysis?
18
19