

NOVA SCOTIA ENERGY BOARD

IN THE MATTER OF: The *Public Utilities Act*, RSNS 1989, c 380, as amended

– and –

IN THE MATTER OF: An Application by EfficiencyOne for Approval of the 2027–2031 Demand-Side Management (DSM) Purchase Agreement between EfficiencyOne and Nova Scotia Power Inc., the establishment of a final agreement between the parties, and approval of a 2027–2031 Demand Side Management (DSM) Resource Plan.

INFORMATION REQUESTS

TO: EFFICIENCYONE

FROM: EASTWARD ENERGY INC.

RESPONSES DUE: MAY 28, 2026

COPIES: 1 ELECTRONIC COPY (PDF SEARCHABLE)

CONTACT PERSON: JORDAN MACNEIL

PHONE: 902-229-1568

EMAIL: jmacneil@eastwardenergy.com

1 **Group 1: Appropriate Baseline for New Construction Measures**

2
3 **Request IR-1**

4 **Reference:** Exhibit E-3, 2025 DSM Evaluation Report (page 7 of 1098)
5 includes the following definition of “Baseline”:

6 “To determine gross savings, a baseline (or base case) is
7 established providing detailed information about the reference
8 (e.g. pre-existing or standard) measure or equipment chosen
9 to be compared with the efficient measure or equipment. For
10 the reference measure or equipment, the baseline may include
11 such information as the hours of operation, wattage, and base
12 consumption”.

13 Exhibit E-3, Custom Incentives Program 2025 DSM Evaluation,
14 Table 23, (page 493 of 1098) presents “Evaluated 2025 New
15 Construction Gross Electrical Energy and Peak Demand
16 Savings.”

17 (a) Please confirm that these savings are calculated relative to a baseline that includes
18 electric space heating equipment only.

19 (b) Please provide any other available assumptions regarding baseline space heating
20 equipment type and efficiency.

21 (c) Please provide evidence that supports electric space heating equipment as the
22 “standard...equipment chosen” in new construction projects in Nova Scotia, rather than a
23 baseline that includes natural gas space heating equipment. Please reference the findings
24 of the 2025 New Construction Impact Evaluation or other relevant studies or information
25 as appropriate.

26 **Request IR-2**

27 **Reference:** Exhibit E-3:
28 Custom Incentives Program 2025 DSM Evaluation, New
29 Construction Impact Evaluation, Section 5.2.1 Sampling

Methodology (page 491 of 1098) states “the Evaluator used a stratified sampling approach to select 12 projects for review from a total of 33 projects completed in 2025.”

Custom Incentives Program 2025 DSM Evaluation, Appendix VIII (page 556 of 1098) and Appendix IX (page 564 of 1098) provide the New Construction Participant Interview Guide (CPA Stage) and the New Construction Participant Guide (Completed Projects), respectively.

Custom Incentives Program 2025 DSM Evaluation, Section 5.3 (page 494 of 1098) states that “The NTGR is applied to calculate net savings, that is, the savings that can be reliably attributed to a service.”

(a) Please confirm that non-participants (e.g., decision-makers in the construction of new buildings who did not receive an incentive from E1) were not interviewed or otherwise considered as part of the evaluation. If not confirmed, please summarize the findings from the non-participants interviewed.

(b) Please confirm that participant builders were not asked what space heating fuel they would have selected for their building in the absence of an incentive. If not confirmed, please summarize the space heating fuels that would have been selected in the absence of rebates.

(c) For an electric energy efficiency program such as the Custom New Construction Incentives Program, please discuss whether the NTGR (net-to-gross ratio) applied to adjust gross savings should account for builders’ space heating fuel choice in the absence of an incentive. If builders’ space heating fuel choice in the absence of an incentive is not considered within the NTGR, please discuss the appropriate treatment.

(d) For an electric efficiency program such as the Custom New Construction Incentives Program, please confirm the following for space heating efficiency savings “that can reliably be attributed to a service”:

The savings **include** instances where the builder would have chosen less efficient electric space heating equipment in the absence of a utility incentive

The savings **exclude** instances where the builder would have chosen natural gas as their space heating fuel in the absence of an incentive.

If not confirmed, please explain.

(e) If non-electric space heating equipment is selected for new buildings as opposed to electric space heating equipment, what is the directional impact on peak electricity demand?

Group 2: Hybrid Heating in New Construction

Request IR-3

For a baseline new electrically heated multi-unit residential building in Nova Scotia with annual electricity consumption of 300,000 kWh and a peak demand of 230 MW, please compare the Custom New Construction Program incentives for the following scenarios:

(a) Scenario 1: Baseline electrically heated building vs a high efficiency electrically heated building, where the annual electricity savings are 180,000 kWh and the peak demand savings are 115 MW.

(b) Scenario 2: Baseline electrically heated building vs a hybrid heated building (high efficiency electric heating and natural gas backup), where the annual electricity savings are 250,000 kWh, the peak demand savings are 230 MW, and the annual natural gas impacts are 570 GJ.

Request IR-4

(a) Please confirm that the Custom New Construction Program provides incentives for all-electric heating scenarios.

(b) Please describe the impacts of all-electric heating system scenarios on peak electricity demand.

(c) Please describe the directional impacts of all-electric heating system scenarios on electricity rates.

(d) Please explain how the provision of incentives for all-electric heating scenarios is consistent with the least-cost planning framework.¹

Request IR-5

(a) Please confirm whether the Custom New Construction Program provides incentives for heating scenarios with natural gas.

(b) Please describe the directional impacts of heating system scenarios that include natural gas on peak electricity demand and electricity rates.

Request IR-6

Reference: Exhibit E-1, 2027-2031 DSM Plan, Section 3.3 Demand Response (pages 34-35 of 419), states “The demand response design in the 2027-2031 DSM Plan was informed by a combination of observed implementation experience, updated modelling assumptions, evaluation insights, DSMAG member feedback, and alignment with planning objectives.”

EfficiencyOne 2027-2031 DSM Resource Plan Application (page 35 of 71) says “As committed in the BCA matter, E1 did consider hybrid heating measures and worked collaboratively throughout the modelling process with both Eastward Energy and NS Power.”

(a) Please identify each hybrid heating measure E1 considered in the Energy Efficiency and Demand Response portfolios and provide the modelling analysis for each such measure.

(b) Please confirm whether E1 modeled any hybrid measures under energy efficiency for New Construction and under the Custom program.

(c) Please summarize the collaboration with Eastward Energy throughout the modelling process.

¹ 2027-2031 DSM Plan Application, page 69.

Group 3 – Other Questions

Request IR-7

Reference: Exhibit E-1: Table 59 of Section 9.4.4 (page 185 of 419) identifies the heat pump water heater pilot as a market transformation area of focus.

(a) Please define “market transformation” as used by E1 in relation to the heat pump water heater work, including the criteria, objectives and expected market changes E1 uses to distinguish market transformation initiatives from other DSM or Energy Efficiency programming.

(b) Please provide all evidence supporting the decision to pursue a market transformation strategy for heat pump water heaters.

(c) Please provide any modelling, analysis, data, assumptions, workpapers or other documents relating to the cost-effectiveness of electric heat pump water heaters, including any assessment of baseline technologies and energy savings.

(d) Table 60 states that the heat pump water heater pilot will undergo at least one evaluation during the 2027-2031 Plan. Please explain how the baseline will be assessed in this evaluation.

Request IR-8

(a) Please provide E1’s opinion on whether E1 can provide incentives that would support the adoption of hybrid gas/electric space heating systems in new buildings.

(b) If not, please provide justification for why incentives that would support hybrid gas/electric space heating systems in new buildings are not permitted in E1’s opinion.

1 **Request IR-9**

2 Exhibit E-2, Table 1 of the 2025 DSM Annual Progress Report (page 10 of 69) provides overall
3 results for the Custom Incentives program. Please provide the same information specifically for
4 the Custom New Construction program, broken out separately from the other Custom offerings,
5 for each year 2023, 2024, and 2025, including:

- 6 (a) number of completed projects;
7 (b) first-year gross electrical energy savings;
8 (c) first-year net electrical energy savings;
9 (d) gross peak demand savings;
10 (e) net peak demand savings;
11 (f) lifetime energy savings; and
12 (g) expenditures.

13
14 **Request IR-10**

15 Other than the Custom New Construction program, what other E1 programs could a new
16 construction multi-unit residential building be eligible for?