



Efficiency Vermont

your resource for energy savings



Overview of Current Energy Efficiency Services in Vermont

**Blair Hamilton
Director
Efficiency Vermont**

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Market-Based Approach

1. Focus on market-driven opportunities for efficiency



4. Work via existing market structures that are recognized and used by customers

- Retailers & Suppliers
- Architects and Engineers
- Trade Associations



2. Identify and focus on those who make and influence efficiency decisions

3. Establish relationship as trusted advisor to decision makers

5. Raise general awareness of the benefits of energy efficiency



Retail Lighting & Appliances

- Emphasis on ENERGY STAR Label and Partnership with Retailers
- Participation:
Over 1 in 3 Households
- Over 300,000 bulbs
- Over 60% of Clothes Washers & Room Air Conditioners



Business Equipment Efficiency Upgrade

**Focus on Market-Driven
Replacement, Renovation
and Expansion
Opportunities**

**Work through Existing
Market Mechanisms**

**Custom Technical
Assistance, Financial
Incentives and Financing**

Plastic Injection Molding Equipment



“This was the best return we’ve ever made on an investment. We kept waiting for the other shoe to drop- thinking this was just too easy- but it never did.” - Tom Cleland, Plant Manager

Example:

Fairbanks Scales

**250,000 square foot
office and manufacturing
facility**

Project Cost:

\$47,000 (USD)

**Annual Customer
Savings:**

>\$50,000 (USD)

**Lifetime Customer
Savings:**

>\$870,000 (USD)



Vermont Ski Areas

- Snowmaking
- Base Facilities
- Residential New Construction

**Annual Savings
on Bills:**

**over \$1.9
Million (USD)**



New Construction

- High Participation with Performance Target 30%+ Above Code
- Focus on Working Through Design and Construction Professionals
- Extensive Technical Assistance and Financial Incentives

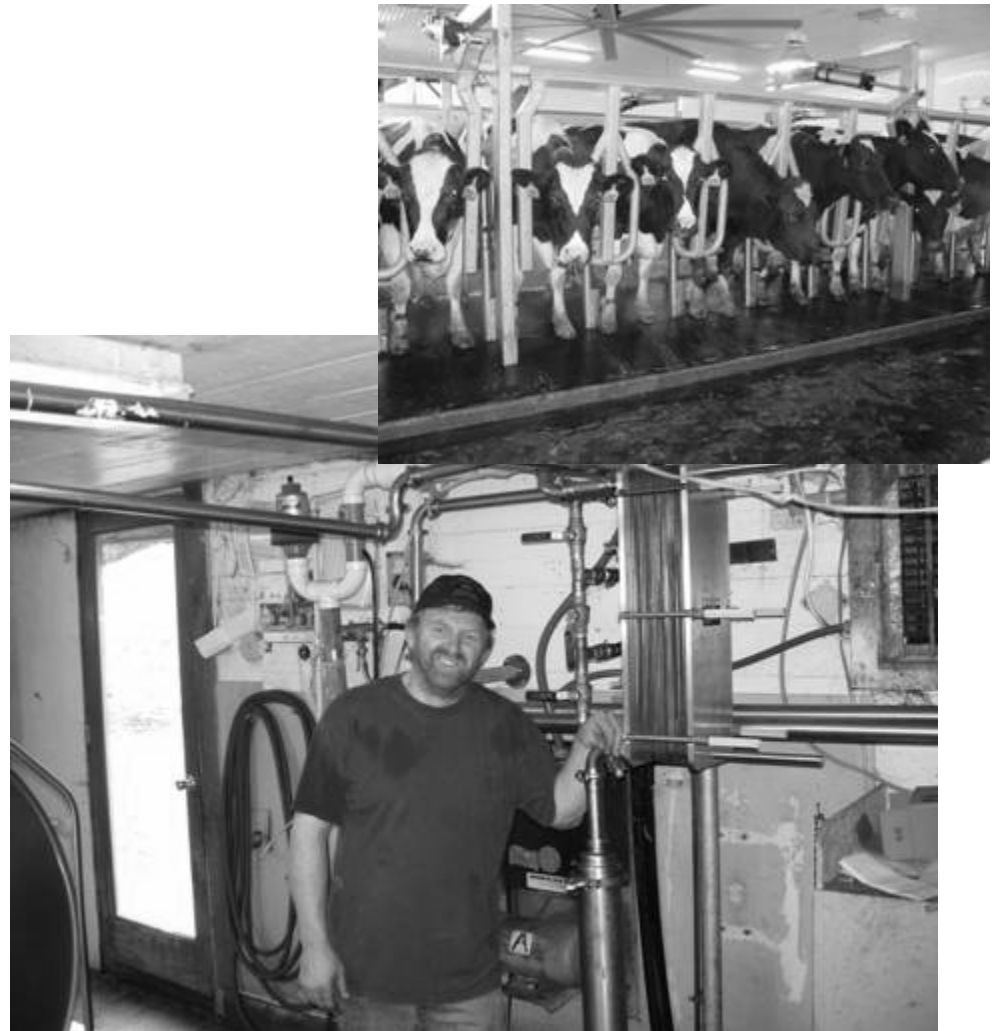
Schools

- Projects completed at 91 different schools (at 85 of ~ 330 public schools)
- Saving \$610,000 annually on bills
- 6,250 annual MWh savings
- Active projects with 73 schools
- Energy Education in the Classroom



Dairy Farms

- 650 Projects to date
- Total incentives paid to VT dairy farmers = \$850,000
- Annual energy cost savings for VT dairy farmers = \$385,000





Greg's Meat Market

Small Business

- Lighting
- Refrigeration
- Heating, Ventilation and Air Conditioning
- Prescriptive and Custom Measures and Incentives

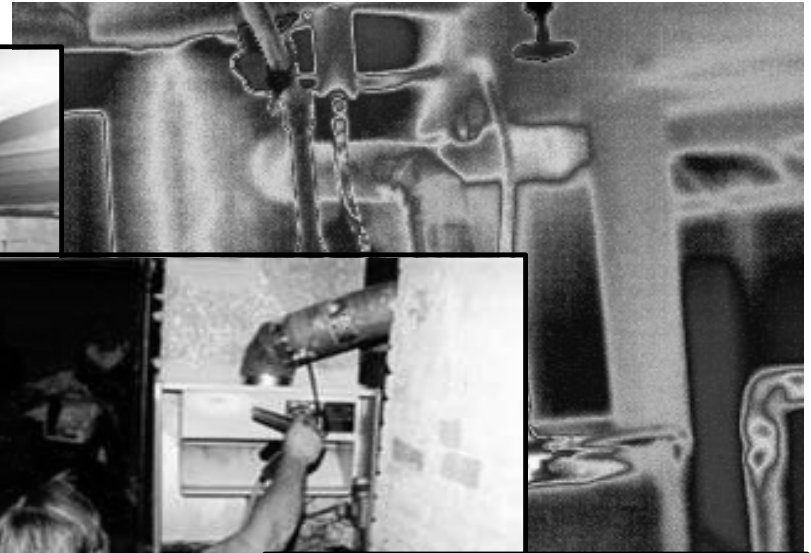
Low-Income Services



Low income single family households are served by contracting with 5 community-based agencies to deliver electricity-saving measures, including lighting retrofit and replacement, selective refrigerator replacement, fuel switching and weatherization for homes with electric space heat

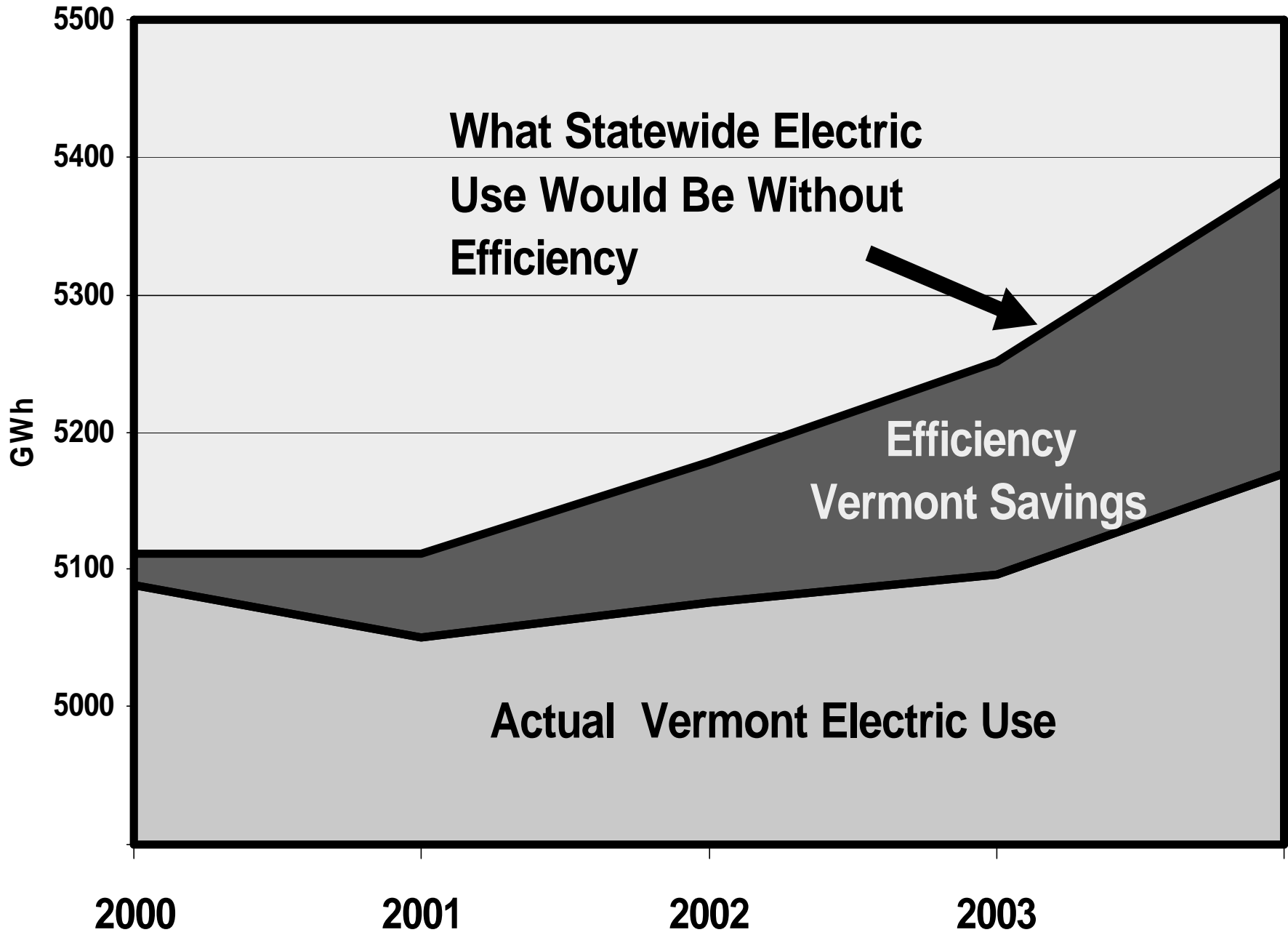
Using a Technically-Sophisticated, Whole-House Approach

- Instrument-guided energy audit, including air leakage testing, pressure diagnostics, infra-red, duct testing, combustion and venting testing
- Health and safety
- Blower-door guided air sealing
- Heating system repair/replacement
- Client education
- Post-work inspection



Low income multifamily buildings

- We work with all new construction and major rehab of affordable multifamily housing
- Based on partnership with virtually all affordable housing owners developers in the state, as well as the design and construction professionals that they typically use
- Provides one-on-one technical assistance from highly qualified experts on our staff, from initial concept development to plan review, energy analysis, final plan and specification review, on-site visits, testing and final inspection
- Addresses building shell, mechanical systems, lighting, appliances and related building quality, health and safety
- Financial incentives are negotiated on an individual basis, with consideration of a cash-flow investment analysis
- Valued by clients who now bring us all their new projects



Efficiency Vermont 2004 Results

