



An AGL Resources Company

Energy  
Efficiency  
Program

# Nicor Gas Energy Efficiency Program

*Program Year 1 - Q3 and Q4 Program  
Results*

*Program Year 2 Planning Topics*

# Nicor Gas Energy Efficiency Program

## Program Year 1 - Q3 and Q4 Program Results Program Year 2 – Planning Topics and Preview

- Plan Year 1 – Quarter 3 Results
- Plan Year 1 – Quarter 4 Projections
- Plan Year 1 - Accomplishments
- Plan Year 1 - Challenges
- Plan Year 2 – Planning Topics and Preview



# Nicor Gas Energy Efficiency Program

## Program Year 1 – Quarter 3 and 4 Actual and Projected Results

### All Programs

Nicor Gas	Program Net Therms Through Q3	PY1 Net Therm Projection	Net Therm Goal	Projected PY1 Goal Results
Savings	3,699,134	5,464,274	6,836,159	80%

### Excluding programs that didn't launch at the start of PY1 \*

Nicor Gas	Program Net Therms through Q3	PY1 Net Therm Projection	Net Therm Goal	Projected PY1 Goal Results
Savings	3,699,134	5,464,274	6,288,471	87%

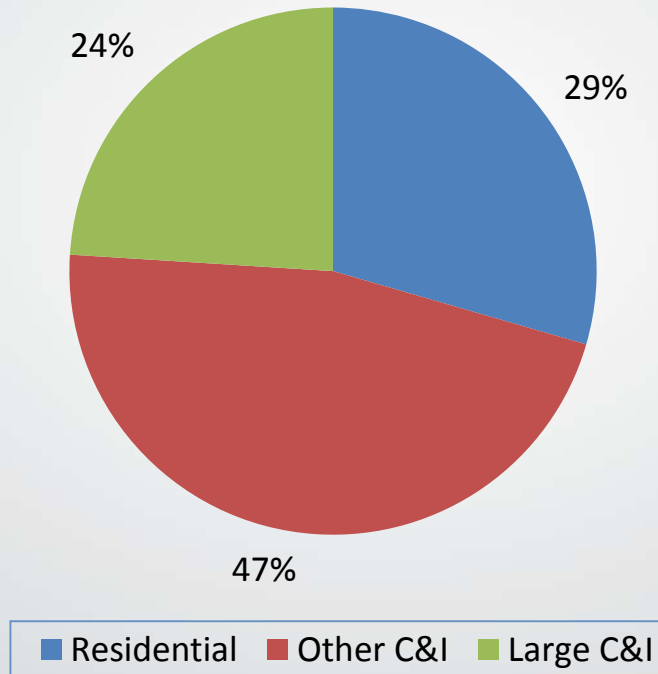
- \* Residential New Construction
- \* Behavioral Energy Savings

- \* Economic Redevelopment
- \* Building Performance with ENERGY STAR



## Program Year 1 - Savings by Class through 3<sup>rd</sup> Quarter

### Residential vs. Business



# Nicor Gas Energy Efficiency Program

## Plan Year 1 - Accomplishments

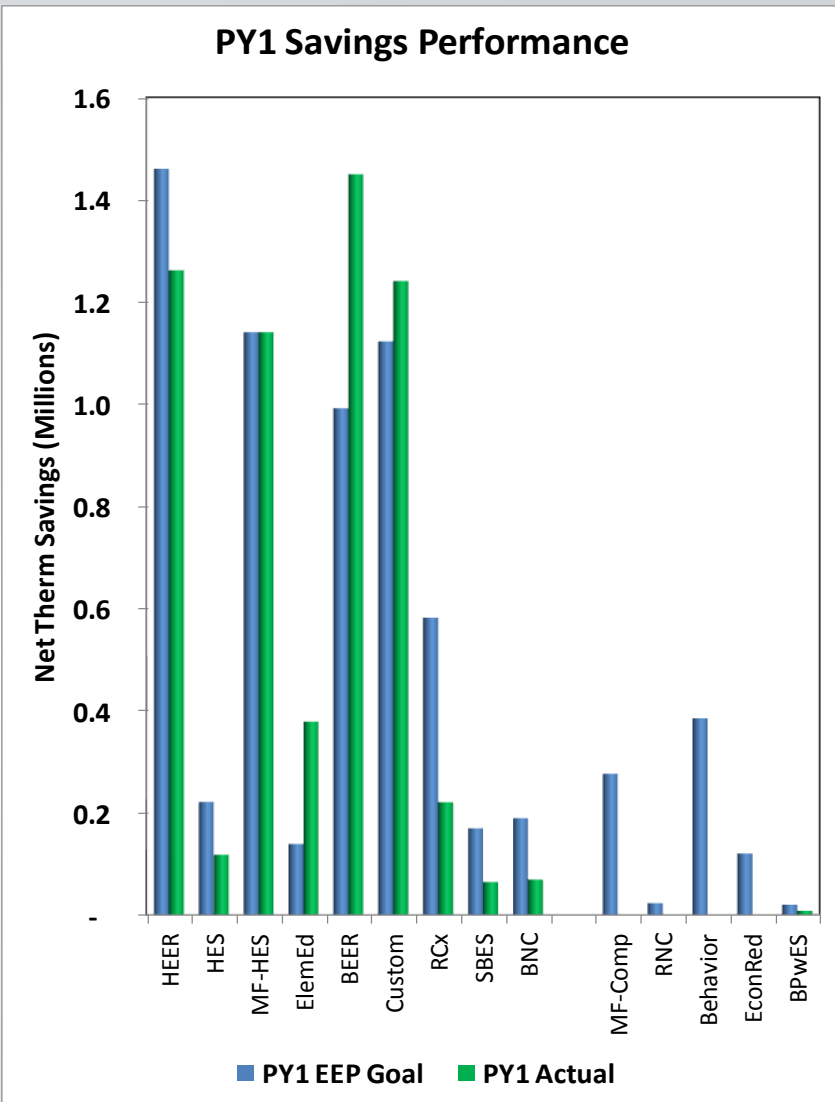
- **Launching Portfolio**
  - 5 programs extended from Rider 29
  - 8 new program contractors hired
- **Collaborating with Partners**
  - Jointly delivering 8 programs with ComEd
  - Coordinating with ComEd and Peoples Gas / North Shore Gas and Ameren on marketing and other portfolio functions
- **Building Internal Capability**
  - Began hiring and training internal staff team
  - Tracking system nearing completion
- **Serving Customers**
  - Will process >45K residential and >2K business rebates
  - 10,000 95% furnace rebate milestone achieved in May



# Nicor Gas Energy Efficiency Program

## Plan Year 1 - Challenges

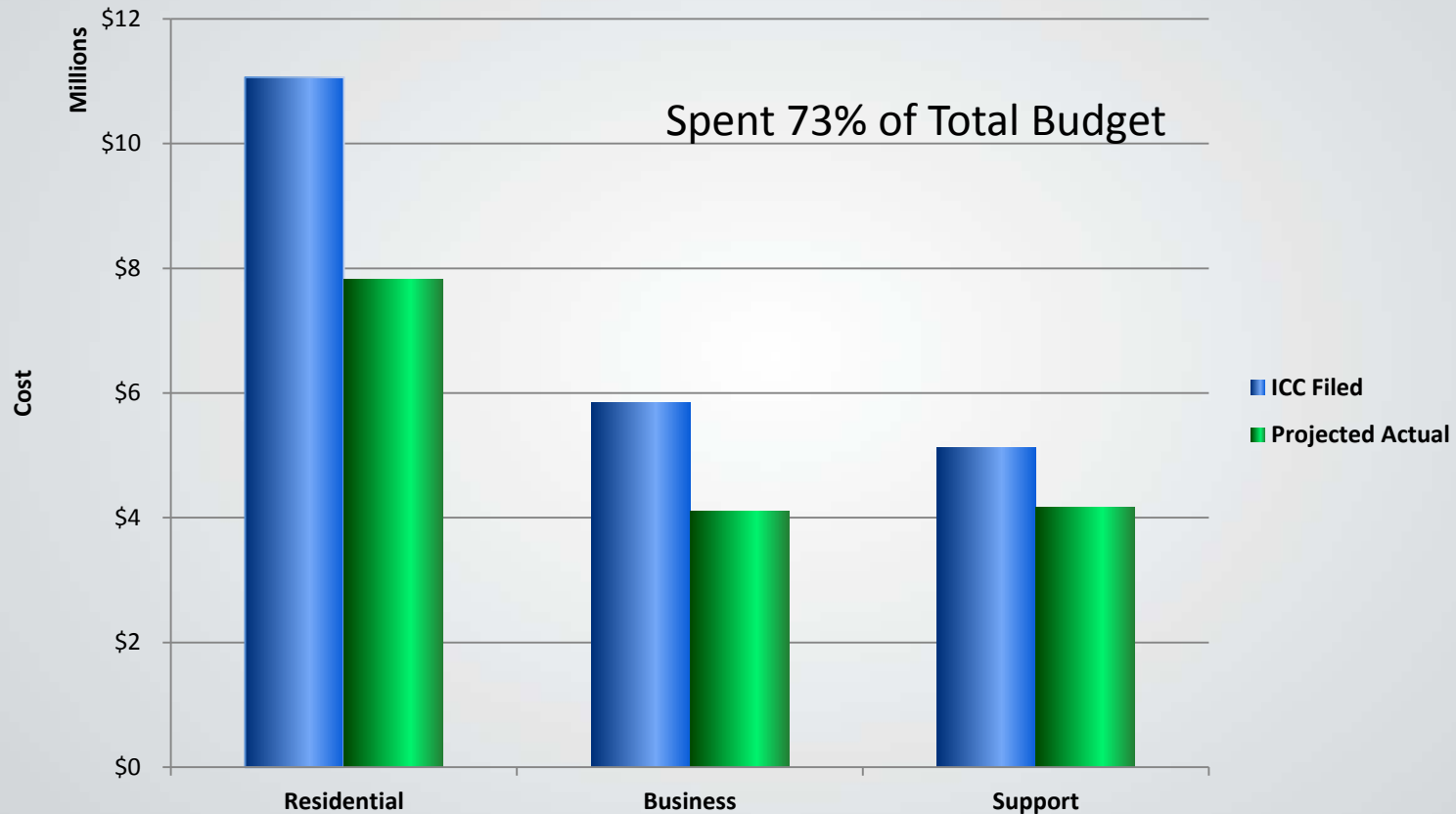
- **Slow Start**
  - Some programs launched late in PY1 will deliver no PY1 savings
  - Other programs meeting EEP goals (in aggregate)
  - HES, Small Biz and RCx programs continue to ramp slowly
- **Customer Awareness**
  - General customer awareness of program major challenge



# Nicor Gas Energy Efficiency Program

## Cost Analysis Plan Year 1

### Plan Year 1 Cost Assumptions by Type

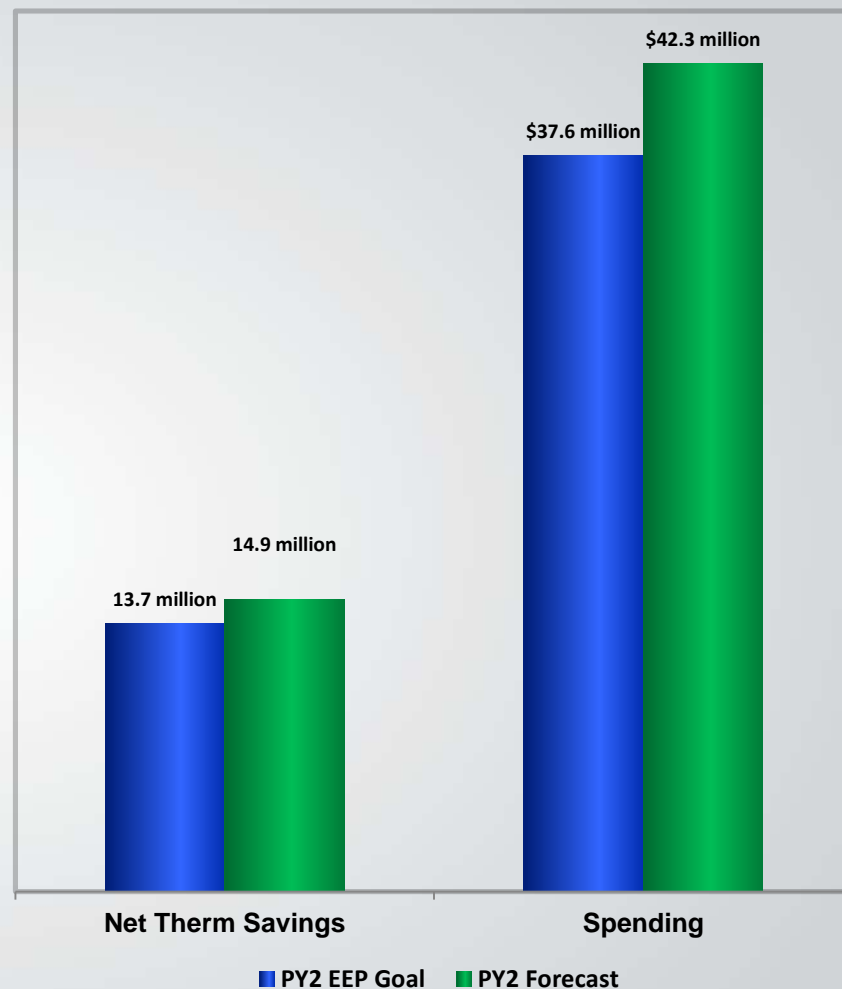


# Nicor Gas Energy Efficiency Program

## Plan Year 2 Forecast

### Plan Year 2: Overview

- **Savings Projected above Goals**
  - Most programs making up PY1 shortfall
  - Some programs recalibrating to market realities
  - Additional therms likely from “reinvestment” activity
- **Plan Year 1 Cost Savings Reinvested**
  - Additional measures and rebates
  - Advertising & promotion
  - Customer acquisition channels





## Plan Year 2 Enhancements: New Rebates & Measures

Residential Programs	
<p><b>Home Rebates</b></p>	<p>Top-Tier Furnaces                      Thermostats                      Windows                      Pipe Insulation                      Top-to-Bottom Bonuses                      Frequent Flyer Bonuses</p>
<p><b>Home Energy Savings</b></p>	<p>Home Performance w/ENERGY STAR Track</p>
<p><b>Multifamily</b></p>	<p>Comprehensive Track</p>
Business Programs	
<p><b>Business Rebates</b></p>	<p>Steam Trap Surveys</p>
<p><b>Custom</b></p>	<p>Higher Rebate Caps</p>
<p><b>Retro-Commissioning</b></p>	<p>Industrial Process                      Monitoring-Based Commissioning                      Mid-sized Customers</p>



# Nicor Gas Energy Efficiency Program

## *Plan Year 2 Investments:*

## Portfolio Advertising & Promotion

- **Increased Spending**
- **Focus Areas**
  - Increase media buys, focusing on radio, billboards, internet
  - Expand PR/earned media coverage
  - Expand web/social media presence
  - Expand (and focus) outreach events
  - Create grass-roots/community marketing approach



# Nicor Gas Energy Efficiency Program

## *Plan Year 2 Investments: Additional Support*

- **Community Block Grant Partnerships**
  - Working with Energy Impact Illinois and local communities with ARRA grants
  - EECEBG funds provide supplemental rebates and outreach
  - Nicor Gas programs provide proven delivery infrastructure
- **Electric Utility Partnerships**
  - DCEO providing funding to support joint programs with municipal utilities
  - Ameren partnership in Bloomington area
- **Financing**
  - On-bill financing for qualifying measures
  - Additional low-cost financing through Energy Impact Illinois
- **Emerging Technologies**
  - Identifying next-generation technologies and programs for Plan Year 3 & beyond



# Nicor Gas Energy Efficiency Program

## Summary:

### As Planned and Designed, the Program Is:

- Ramping up and building momentum
- On track to achieve 3 year savings goals
- Building core competencies at Nicor Gas
- Building collaboration with utilities and municipalities
- Building positive economic impacts and creating jobs

