

# The Peoples Gas and North Shore Gas Natural Gas Savings Programs

## Program Year 4, Quarter 2 Results

Pat Michalkiewicz — Peoples Gas and North Shore Gas

Paige Knutsen — Franklin Energy Services

Presented to the Illinois Stakeholder Advisory Group  
February 24, 2015



# Today's Agenda

- PY4 Q2 Results–ICC Reports
- Programs in Action
- Increasing Customer Awareness
- Opportunities and Action Plans
- On-Bill Financing
- Questions and Open Discussion

# PY 4 Q2 Results—ICC Report



# PGL Portfolio Results—PY4 Q2

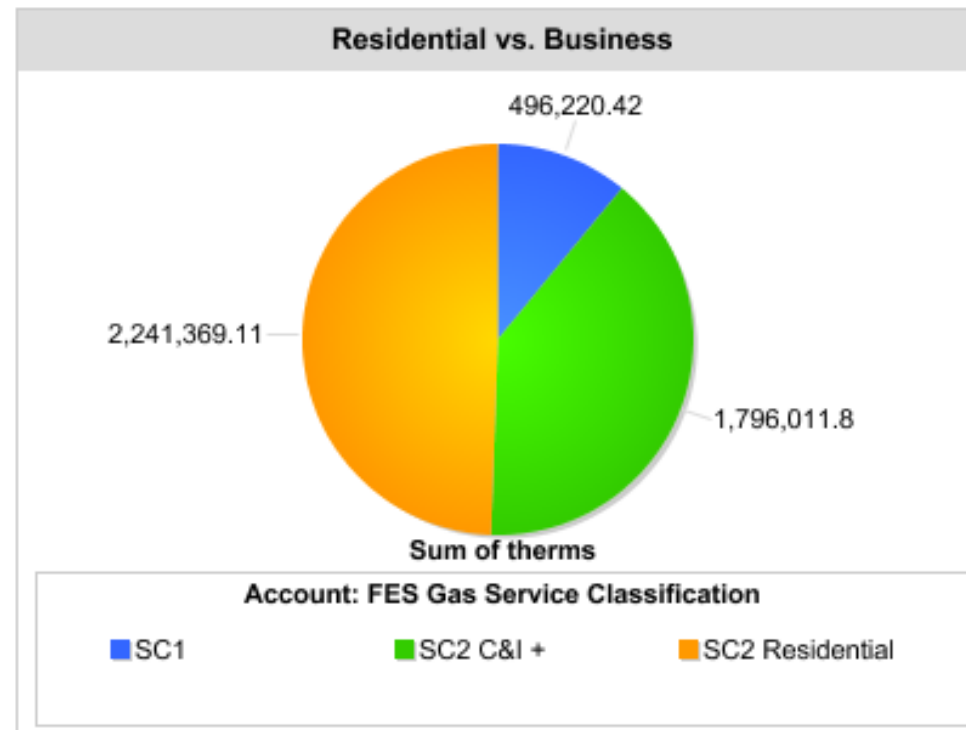
Overall Utility EEP Portfolio			
Energy Savings (Net Therms)			
Indicator	Cumulative Net Therms YTD	Filed PY4 Goal*	PY4 Pct. Achieved
Total	3,731,803	7,585,904	49%
Program Costs			
Indicator	Cumulative Costs YTD	Filed PY4 Budget	PY4 Pct. Invoiced
Total	\$7,455,935	\$19,255,192	39%

Utility EEP Residential Programs			
Energy Savings (Net Therms)			
Indicator	Cumulative Net Therms YTD	Revised PY4 Residential Goal*	PY4 Pct. Achieved
Total	2,118,916	3,990,972	53%
Program Costs			
Indicator	Cumulative Costs YTD	Revised PY4 Residential Budget	PY4 Pct. Invoiced
Total	\$3,711,795	\$9,414,409	39%

Utility EEP Business Programs			
Energy Savings (Net Therms)			
Indicator	Cumulative Net Therms YTD	Revised PY4 Business Goal*	PY4 Pct. Achieved
Total	1,612,887	3,594,932	45%
Program Costs			
Indicator	Cumulative Costs YTD	Revised PY4 Business Budget	PY4 Pct. Invoiced
Total	\$2,599,849	\$8,159,375	32%

# PGL Portfolio Current Results—PY4 YTD

## Realized Therm Savings by Gas Service Type



# NSG Portfolio Results—PY4 Q2

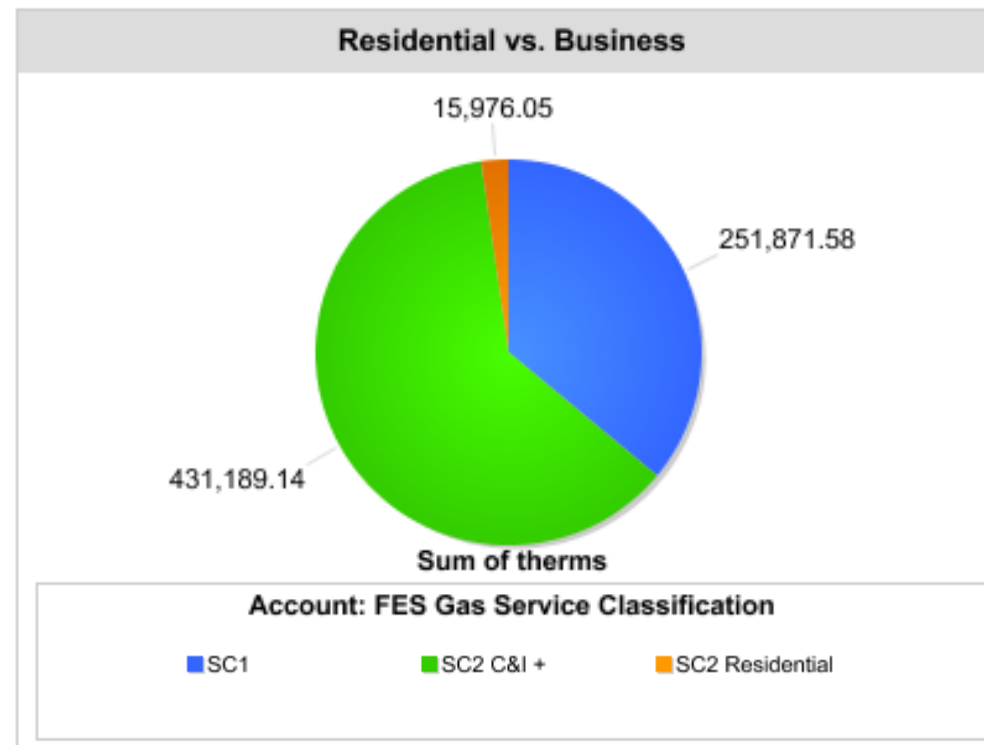
Overall Utility EEP Portfolio			
Energy Savings (Net Therms)			
Indicator	Cumulative PY4 Net Therms YTD	Filed PY4 Goal*	PY4 Pct. Achieved
<b>Total</b>	<b>616,592</b>	<b>1,401,315</b>	<b>44%</b>
Program Costs			
Indicator	Cumulative PY4 Costs YTD	Filed PY4 Budget	PY4 Pct. Invoiced
<b>Total</b>	<b>\$1,417,246</b>	<b>\$3,384,507</b>	<b>42%</b>

Utility EEP Residential Programs			
Energy Savings (Net Therms)			
Indicator	Cumulative PY4 Net Therms YTD	Revised PY4 Residential Goal*	PY4 Pct. Achieved
<b>Total</b>	<b>192,387</b>	<b>904,884</b>	<b>21%</b>
Program Costs			
Indicator	Cumulative PY4 Costs YTD	Revised PY4 Residential Budget	PY4 Pct. Invoiced
<b>Total</b>	<b>\$671,914</b>	<b>\$1,733,702</b>	<b>39%</b>

Utility EEP Business Programs			
Energy Savings (Net Therms)			
Indicator	Cumulative PY4 Net Therms YTD	Revised PY4 Business Goal*	PY4 Pct. Achieved
<b>Total</b>	<b>424,205</b>	<b>496,431</b>	<b>85%</b>
Program Costs			
Indicator	Cumulative PY4 Costs YTD	Revised PY4 Business Budget	PY4 Pct. Invoiced
<b>Total</b>	<b>\$666,494</b>	<b>\$1,239,659</b>	<b>54%</b>

# NSG Portfolio Results—PY4 YTD

## Realized Therm Savings by Gas Service Type



# High Level Achievements—PY4 YTD

- Peoples Gas:

- Served 8,633 participants (individual households and businesses)
- 4,371,188 therms saved
- Paid incentives: \$4,133,233

- North Shore Gas:

- Served 2,268 participants (individual households and businesses)
- 744,444 therms saved
- Paid incentives: \$918,141

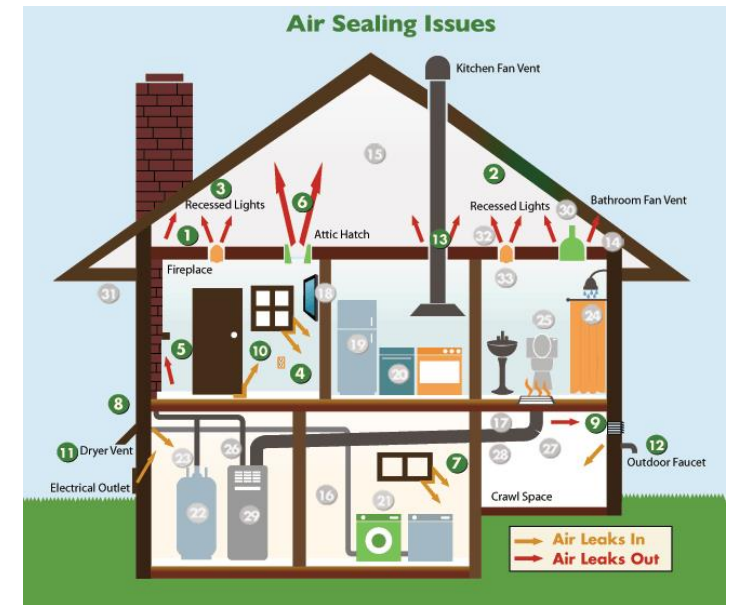


# Programs in Action



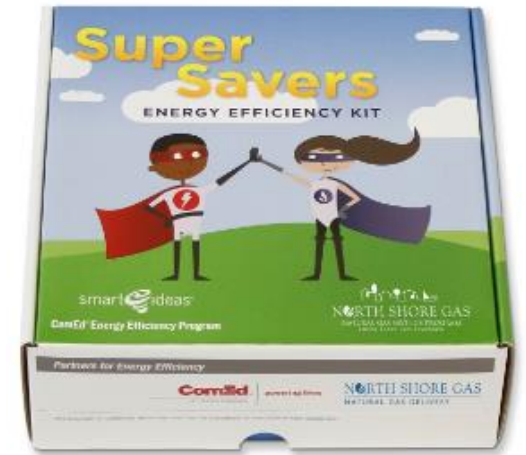
# Programs in Action—Residential

- Home Energy Jumpstart
  - Averaging 44 therms/home
  - Customer participation up 65% compared to PY3 performance in Q1/2
- Residential Program Innovations
  - Email notifications launched in October
  - Vehicle telematics in all direct install vehicles, promoting safety in the field
  - Prepared for air sealing and weatherization launch, held training sessions with trade allies



# Programs in Action—Elementary Education

- Program Overview
  - School curriculum lesson plans for teachers and take-home kits for students
- Q2 Progress
  - Teacher enrollment began on November 1; kits distributed on November 21
  - Peoples Gas
    - Enrolled 4,741 students (exceeding goal by close to 500)
  - North Shore Gas
    - Goal is 770 students (exceeding goal by 70)



# Programs in Action—Business Customers



- Presence Health, Chicago (3 locations)
  - \$1.25 M in rebates (PY1-present)
  - 800,000 therms saved (PY1-present)
- Project Details
  - Boiler Efficiency Improvements
  - Gas Optimization Studies
  - Steam Traps
  - Pipe Insulation
  - Demand-controlled ventilation
- Win-Win-Win
  - Presence Health
  - Peoples Gas
  - Environment



# Programs in Action—Small Business

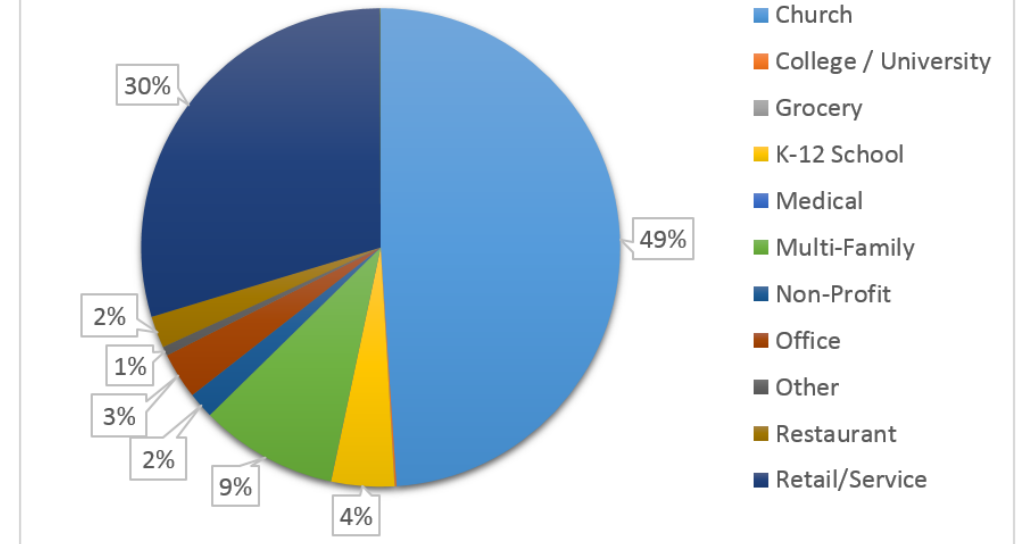
- **Outreach to houses of worship**

- Older steam systems drive quick payback savings
- Faith in Place youth “eco-ambassador” program
- “Conservation Roadshows”

- **Houses of worship by the numbers**

- 67 facilities served since June 1, 2014
- Nearly 110,000 therms saved
- More than 5,000 therms in direct install

Therm savings by customer type



# Increasing Customer Awareness



# Increasing Customer Awareness

- Spreading the word about Home Energy Jumpstart through our customers

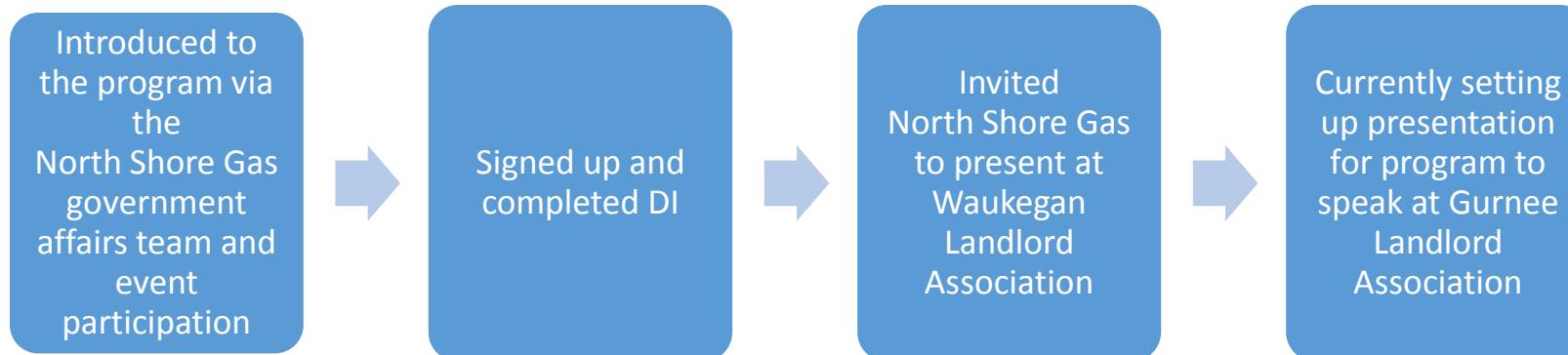


**Roland from St. Thomas**  
*Completed Home Energy Jumpstart  
and referred over 25 people to the  
program*



**City of North Chicago**  
*The Mayor and six of seven aldermen  
have participated and actively promoted  
Home Energy Jumpstart during council  
meetings*

# Increasing Customer Awareness



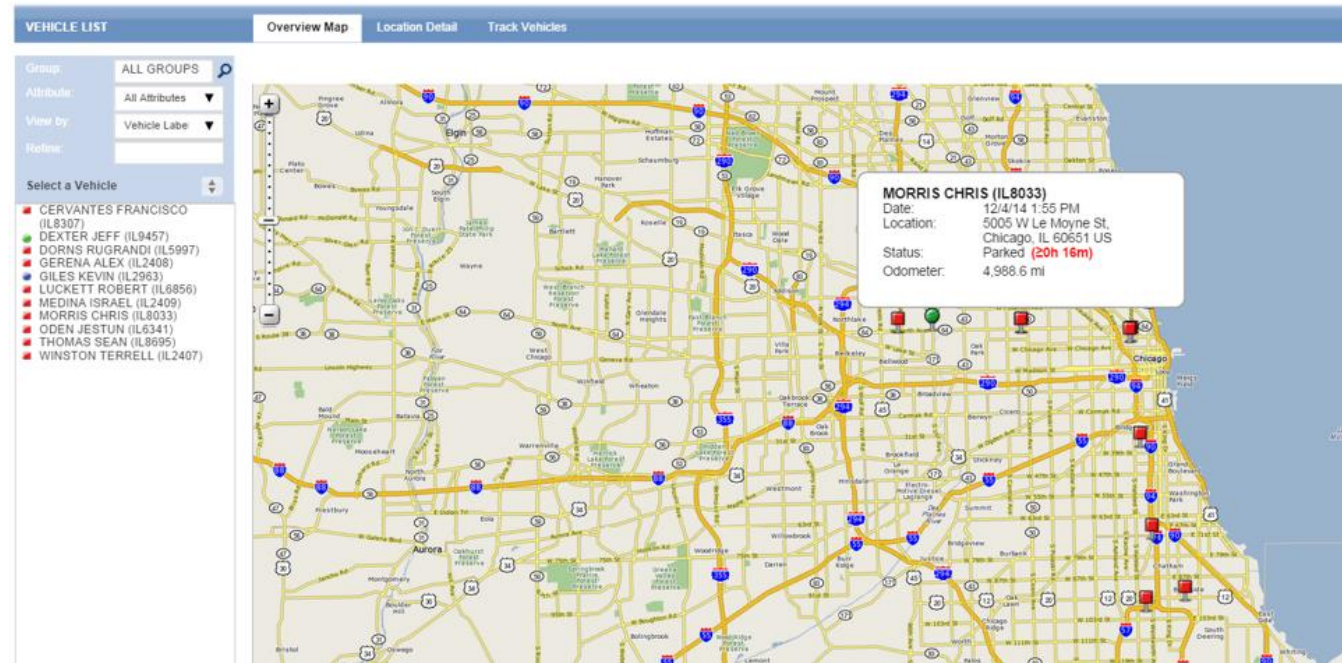


# Opportunities and Action Plans



# Opportunities and Action Plans—Residential

- Adding air sealing and weatherization
  - Home Energy Rebates
  - Multi-Family Rebates
- New initiatives
  - Telematics
  - Neighborhood Blitz
  - Email notifications and customer report



# Opportunities and Action Plans—Business

- New initiatives

- Midstream Food Service Pilot
- Waste Energy Reduction Program
- Steam Trap Monitoring Pilot
- New Construction
  - Coordinated delivery with standalone option

The Peoples Gas and North Shore Gas Natural Gas Savings Programs  
Commercial and Industrial Waste Energy Reduction Program



Partner with Peoples Gas and North Shore Gas to save energy at your facility.

Small, cost-effective changes can generate sustained energy savings for your company.

Energy is one of a company's largest operational expenses. With your input and assistance, we can help lower energy use at your facility. Using a team approach to saving energy helps business thrive, engages employees and ensures systems are maintained better.

Every business faces operational efficiency challenges. Employees are often the best resource in understanding how the building operates and where energy is wasted, but they may not feel empowered to make the easy changes to save energy. When you partner with our program, we'll challenge you and your team to discover energy waste and implement positive operational changes to save energy and lower your carbon footprint.

We are offering this exclusive pilot program to a select group of Commercial and Industrial Program customers. The Waste Energy Reduction Program will help your company change the way it approaches energy use. Best of all, the monthly team meetings and associated engineering consultations are absolutely **FREE** over the course of the two-year partnership.

[peoplesgasrebates.com](http://peoplesgasrebates.com) | [northshoregasrebates.com](http://northshoregasrebates.com) | 855-849-8928

This program is funded by Peoples Gas and North Shore Gas customers in compliance with Illinois law.  
© 2015 Peoples Gas and North Shore Gas | CIBehaviorFactSheet | 12/14



# On-Bill Financing



# On-Bill Financing—PY4 YTD

	Peoples Gas	North Shore Gas
Approved	1	5
Declined	63	18
Funded	13	17
Pending	11	4
Withdrawn	14	4
TOTAL Applications	102	48
<b>% Funded</b>	<b>14%</b>	<b>46%</b>

# On-Bill Financing—PY1 to Present

	Peoples Gas	North Shore Gas	TOTALS
Applications	658	256	914
Approved	287	175	462
Declined	371	81	452
Funded	141	125	266
Average Loan	\$4,197	\$4,716	\$4,441
Average Term (months)	88	82	85
Amount Funded	\$591,717	\$589,534	\$1,181,251

# Questions and Open Discussion

## The Peoples Gas and North Shore Gas Natural Gas Savings Programs

### **O'Hare Office:**

5450 N. Cumberland Ave., Ste. 125  
Chicago, IL 60656

### **Goose Island Office:**

1010 N. Hooker St., Ste. 302  
Chicago, IL 60642

[peoplesgasrebates.com](http://peoplesgasrebates.com)

[northshoregasrebates.com](http://northshoregasrebates.com)

855-849-8928

