

# Peoples Gas and North Shore Gas High-Level 4-Year Plan

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Presentation to the Stakeholder Advisory Group

March 14, 2017



# Agenda

- Budget
- Program Discussion – Low Income
- Program Discussion – Residential
- Program Discussion – Business
- Feedback

# Summary – Peoples Gas

PEOPLES GAS	PY7	PY8	PY9	PY10	Total
Throughput (Therms)	1,754,194,737	1,754,194,737	1,754,194,737	1,754,194,737	7,016,778,948
Statutory Savings Goal (Percent)	1.40%	1.50%	1.50%	1.50%	n/a
Statutory Savings Goal (Therms)	24,558,726	26,312,921	26,312,921	26,312,921	103,497,489
Utility Proposed Modified Savings Goal (Therms)	10,938,836	10,671,350	10,592,935	10,606,600	42,809,720
Utility Proposed Modified Savings Goal (Percent)	0.62%	0.61%	0.60%	0.60%	n/a
Portfolio Budget	PY7	PY8	PY9	PY10	Total
Budget Cap	\$27,471,487	\$27,471,487	\$27,471,487	\$27,471,487	\$109,885,948
Research & Development (Emerging Technologies)	\$824,145	\$824,145	\$824,145	\$824,145	\$3,296,580
EM&V Implementation	\$824,145	\$824,145	\$824,145	\$824,145	\$3,296,580
Portfolio Administration (Including Planning)	\$1,373,574	\$1,373,574	\$1,373,574	\$1,373,574	\$5,494,296
Portfolio Marketing & Education	\$1,373,574	\$1,373,574	\$1,373,574	\$1,373,574	\$5,494,296
Market Transformation	\$274,715	\$274,715	\$274,715	\$274,715	\$1,098,860
Studies (i.e., Potential Studies External costs)			\$240,000		\$240,000
<b>Total Portfolio Costs</b>	<b>\$4,670,153</b>	<b>\$4,670,153</b>	<b>\$4,910,153</b>	<b>\$4,670,153</b>	<b>\$18,920,612</b>
<b>Available Program Budget</b>	<b>\$22,801,334</b>	<b>\$22,801,334</b>	<b>\$22,561,334</b>	<b>\$22,801,334</b>	<b>\$90,965,336</b>
New Programs					
Local Government (10%)	\$2,747,149	\$2,747,149	\$2,747,149	\$2,747,149	\$10,988,596
Low Income (150% Federal Poverty)	21.5% \$5,906,370	\$5,906,370	\$5,906,370	\$5,906,370	\$23,625,480
<b>Low Income Actual</b>	<b>\$6,414,695</b>	<b>\$6,414,695</b>	<b>\$6,414,695</b>	<b>\$6,414,695</b>	<b>\$25,658,780</b>

# Summary – North Shore Gas

North Shore Gas	PY7	PY8	PY9	PY10	Total
Throughput (Therms)	346,897,375	346,897,375	346,897,375	346,897,375	1,387,589,500
Statutory Savings Goal (Percent)	1.40%	1.50%	1.50%	1.50%	n/a
Statutory Savings Goal (Therms)	4,856,563	5,203,461	5,203,461	5,203,461	20,466,945
Utility Proposed Modified Savings Goal (Therms)	2,103,421	1,912,445	1,734,171	1,882,276	7,632,313
Utility Proposed Modified Savings Goal (Percent)	0.61%	0.55%	0.50%	0.54%	n/a
Portfolio Budget	PY7	PY8	PY9	PY10	Total
Budget Cap	\$3,982,889	\$3,982,889	\$3,982,889	\$3,982,889	\$15,931,556
Research & Development (Emerging Technologies)	\$119,487	\$119,487	\$119,487	\$119,487	\$477,948
EM&V Implementation	\$119,487	\$119,487	\$119,487	\$119,487	\$477,948
Portfolio Administration (Including Planning)	\$199,144	\$199,144	\$199,144	\$199,144	\$796,576
Portfolio Marketing & Education	\$199,144	\$199,144	\$199,144	\$199,144	\$796,576
Market Transformation	\$39,829	\$39,829	\$39,829	\$39,829	\$159,316
Studies (i.e., Potential Studies External costs)			\$240,000		\$240,000
<b>Total Portfolio Costs</b>	<b>\$677,091</b>	<b>\$677,091</b>	<b>\$917,091</b>	<b>\$677,091</b>	<b>\$2,948,364</b>
<b>Available Program Budget</b>	<b>\$3,305,798</b>	<b>\$3,305,798</b>	<b>\$3,065,798</b>	<b>\$3,305,798</b>	<b>\$12,983,192</b>
New Programs					
Local Government (10%)	\$398,289	\$398,289	\$398,289	\$398,289	\$1,593,156
Low Income (150% Federal Poverty)	<b>8.8%</b>	\$350,494	\$350,494	\$350,494	\$1,401,976

# Low Income Program – Peoples Gas

	TRC	PGL PY7			PGL PY8			PGL PY9			PGL PY10		
		Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms
Low Income Outreach & Education		\$120,000	201,763	370,860	\$120,000	131,148	245,165	\$120,000	120,981	227,067	\$120,000	114,059	214,746
Low Income Retrofit SF		\$3,746,591	193,091	2,896,359	\$3,746,591	193,091	2,896,359	\$3,746,591	193,091	2,896,359	\$3,746,591	193,091	2,896,359
Low Income Retrofit MF		\$2,249,664	670,622	9,222,833	\$2,249,664	670,622	9,222,833	\$2,249,664	670,622	9,222,833	\$2,249,664	670,622	9,222,833
Low Income New Construction SF		\$145,440	26,873	484,013	\$145,440	26,873	484,013	\$145,440	26,873	484,013	\$145,440	26,873	484,013
Low Income New Construction MF		\$153,000	61,000	915,000	\$153,000	61,000	915,000	\$153,000	61,000	915,000	\$153,000	61,000	915,000
<b>Total Low Income Program</b>	<b>1.00</b>	<b>\$6,414,695</b>	<b>1,153,349</b>	<b>13,889,066</b>	<b>\$6,414,695</b>	<b>1,082,734</b>	<b>13,763,370</b>	<b>\$6,414,695</b>	<b>1,072,566</b>	<b>13,745,273</b>	<b>\$6,414,695</b>	<b>1,065,645</b>	<b>13,732,952</b>

# Low Income Program – North Shore Gas

	TRC	NSG PY7			NSG PY8			NSG PY9			NSG PY10		
		Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms
Low Income Outreach & Education		\$29,000	38,470	38,470	\$29,000	24,832	17,999	\$29,000	22,698	8,694	\$29,000	37,370	4,600
Low Income Retrofit SF		\$300,385	15,527	232,903	\$286,185	15,527	232,903	\$286,185	15,527	232,903	\$286,185	15,527	232,903
Low Income Retrofit MF		\$21,109	6,981	104,266	\$21,109	6,981	104,266	\$21,109	6,981	104,266	\$21,109	6,981	104,266
Low Income New Construction SF		\$0	-	-	\$0	-	-	\$0	-	-	\$0	-	-
Low Income New Construction MF		\$0	-	-	\$0	-	-	\$0	-	-	\$0	-	-
<b>Total Low Income Program</b>	<b>0.54</b>	<b>\$350,494</b>	<b>60,977</b>	<b>375,639</b>	<b>\$336,294</b>	<b>47,340</b>	<b>355,168</b>	<b>\$336,294</b>	<b>45,205</b>	<b>345,863</b>	<b>\$336,294</b>	<b>59,878</b>	<b>341,769</b>

# Low Income Outreach and Education

- *Behavior Change (SF/MF)*: Customers receive reports containing information on their energy use, a comparison to other homes, and actions to affect natural gas energy use.
- *Energy Efficiency Education (SF/MF)*: Fifth-grade students receive a kit containing EE products to install at home. Teachers receive lesson plans and activities designed to teach students about energy production, energy efficiency and conservation.

# Low Income Single Family

- *Retrofit*
  - High Level Assessment
  - Deeper Retrofits: a list of qualifying measures will be developed (examples: insulation, air sealing, etc.)
  - Emergency Replacement: heating system, water heater
  - Heating System Clean and Tune
  - Health and Safety Measures
  - Inspections
- *New Construction*: Enhanced rebates



# Low Income Multi-Family

- *Retrofit (MF and Public Housing)*
  - High Level Assessment
  - In-Depth Assessment: energy advisors identify and recommend eligible prescriptive projects available to the property
  - Deeper Retrofits: a list of qualifying measures and incentives will be developed (examples: insulation, steam traps, etc.)
  - Health and Safety Measures
  - Inspections
- *New Construction:* Enhanced rebates

# Residential Program

Programs	Residential			
	Single Family		Multi-Family	
	Existing	NC	Existing	NC
Path				
Outreach & Education				
- Behavior	x		x	
- EEE	x		x	
Assessments				
- High level (w/DI)	x		x	
- In Depth			x	
- Gas Optimization			x	
Rebates				
- Standard Rebate	x	x	x	x
- Partner Trade Ally	x		x	
- Custom Rebate			x	x

- No major changes from approved triennial

- High impact measures

Advanced/Smart Thermostat  
 Behavior  
 Furnace >95% AFUE  
 Pipe Insulation - Steam (incl. Fittings & Valves)  
 Programmable Thermostat  
 Showerhead

# Residential Program – Peoples Gas

	TRC	PGL PY7			PGL PY8			PGL PY9			PGL PY10		
		Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms
Residential Outreach & Education		\$421,300	597,772	1,175,034	\$421,300	400,901	824,603	\$421,300	372,577	774,187	\$421,300	353,240	739,767
Residential Assessments SF		\$2,332,093	691,266	5,250,864	\$2,332,093	691,266	5,250,864	\$2,238,804	663,614	5,040,809	\$2,332,093	691,266	5,040,809
Residential Assessments MF		\$1,569,003	366,562	3,148,464	\$1,569,003	366,562	3,148,464	\$1,512,597	354,290	3,040,117	\$1,569,003	366,562	3,040,117
Residential Rebates SF		\$1,503,109	647,367	9,644,540	\$1,503,109	647,367	9,644,540	\$1,491,109	647,367	9,644,540	\$1,503,109	647,367	9,644,540
Residential Rebates MF		\$2,028,372	2,459,953	35,325,037	\$2,028,372	2,459,953	35,325,037	\$2,018,517	2,459,953	35,325,037	\$2,028,372	2,459,953	35,325,037
<b>Total Residential Program</b>	<b>2.99</b>	<b>\$7,853,877</b>	<b>4,762,920</b>	<b>54,543,939</b>	<b>\$7,853,877</b>	<b>4,566,049</b>	<b>54,193,508</b>	<b>\$7,682,327</b>	<b>4,497,801</b>	<b>53,824,690</b>	<b>\$7,853,877</b>	<b>4,518,388</b>	<b>53,790,269</b>

# Residential Program – North Shore Gas

	TRC	NSG PY7			NSG PY8			NSG PY9			NSG PY10		
		Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms
Residential Outreach & Education		\$361,000	496,420	911,378	\$361,000	319,082	595,716	\$361,000	291,440	546,514	\$361,000	276,375	519,698
Residential Assessments SF		\$482,000	141,142	1,066,179	\$482,000	141,142	1,066,179	\$463,467	135,715	1,025,202	\$482,000	141,142	1,025,202
Residential Assessments MF		\$81,254	19,099	185,807	\$81,254	19,099	185,807	\$75,779	17,799	173,225	\$81,254	19,099	173,225
Residential Rebates SF		\$393,675	198,851	2,597,922	\$393,675	198,851	2,597,922	\$389,675	198,851	2,597,922	\$393,675	198,851	2,597,922
Residential Rebates MF		\$40,484	19,059	268,313	\$40,484	19,059	268,313	\$40,280	19,059	268,313	\$40,484	19,059	268,313
<b>Total Residential Program</b>	<b>1.84</b>	<b>\$1,358,413</b>	<b>874,571</b>	<b>5,029,599</b>	<b>\$1,358,413</b>	<b>697,233</b>	<b>4,713,938</b>	<b>\$1,330,201</b>	<b>662,864</b>	<b>4,611,176</b>	<b>\$1,358,413</b>	<b>654,526</b>	<b>4,584,360</b>

# Residential Outreach and Education

- *Behavior Change (SF/MF)*: Customers receive reports containing information on their energy use, a comparison to other homes, and actions to affect natural gas energy use.
- *Energy Efficiency Education (SF/MF)*: Fifth-grade students receive a kit containing EE products to install at home. Teachers receive lesson plans and activities designed to teach students about energy production, energy efficiency and conservation.

# Residential Assessments

- *High Level Assessment w/ DI (SF/MF)*: Free energy assessment and installation of free/co-pay energy savings products
- *In-Depth Assessment (MF)*: Energy advisors identify and recommend projects eligible for rebates available to the property
- *Gas Optimization (MF)*: Large users receive an advanced gas usage study to identify energy conservation measures related to building heat

# Residential Rebates

- *Standard Rebates (SF/MF)*: Rebates for prescriptive (pre-qualified) measures
- *Partner Trade Ally (PTA)*
  - *Weatherization (SF/MF)*: Network of contractors to perform weatherization
  - *PTA Rebates (MF)*: Network of qualified contractors offer customers higher incentives on most prescriptive measures
- *Custom (MF)*: Rebates for non-prescriptive measures, including new construction
- *New Construction (SF)*: Incentives designed to push building efficiency beyond what is required through compliance with building codes

# Business Program

Program	Business					
	Small Business		C&I		Local Gov't	
	Existing	NC	Existing	NC	Existing	NC
Path						
Assessments						
- High level (w/DI if appro)	x		x		x	
- Gas Optimization			x		x	
- RCx			x		x	
- Engineering Studies			x		x	
Rebates/Grants						
- Staffing			x		x	
- Standard Rebate	x	x	x	x	x	x
- Partner Trade Ally	x	x				
- Custom Rebate	x	x	x	x	x	x

- Now includes local government

- High impact measures

Custom  
 Gas Optimization  
 Retrocommissioning  
 Pipe Insulation - Steam (incl. Fittings & Valves)  
 DCV Kitchen



# Business Program – Peoples Gas

	TRC	PGL PY7			PGL PY8			PGL PY9			PGL PY10		
		Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms
Business Assessments C&I		\$2,454,574	1,510,358	22,584,762	\$2,454,574	1,510,358	22,584,762	\$2,417,474	1,510,358	22,584,762	\$2,454,574	1,510,358	22,584,762
Business Rebates C&I		\$2,117,078	1,542,482	22,307,705	\$2,117,078	1,542,482	22,307,705	\$2,101,965	1,542,482	22,307,705	\$2,117,078	1,542,482	22,307,705
Business Assessments SB		\$206,788	113,317	1,095,554	\$206,788	113,317	1,095,554	\$206,788	113,317	1,095,554	\$206,788	113,317	1,095,554
Business Rebates SB		\$1,007,173	664,670	8,182,579	\$1,007,173	664,670	8,182,579	\$990,936	664,670	8,182,579	\$1,007,173	664,670	8,182,579
Business Assessments Local Gov't		\$1,066,830	543,658	7,895,464	\$1,066,830	543,658	7,895,464	\$1,066,830	543,658	7,895,464	\$1,066,830	543,658	7,895,464
Business Rebates Local Gov't		\$1,680,319	648,082	8,466,291	\$1,680,319	648,082	8,466,291	\$1,680,319	648,082	8,466,291	\$1,680,319	648,082	8,466,291
<b>Total Business Program</b>	<b>2.05</b>	<b>\$8,532,762</b>	<b>5,022,567</b>	<b>70,532,354</b>	<b>\$8,532,762</b>	<b>5,022,567</b>	<b>70,532,354</b>	<b>\$8,464,312</b>	<b>5,022,567</b>	<b>70,532,354</b>	<b>\$8,532,762</b>	<b>5,022,567</b>	<b>70,532,354</b>

# Business Program – North Shore Gas

	TRC	NSG PY7			NSG PY8			NSG PY9			NSG PY10		
		Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms	Budget	Therms	Lifetime Therms
Business Assessments C&I		\$597,633	334,123	4,976,541	\$597,633	334,123	4,976,541	\$467,295	262,111	3,896,361	\$597,633	334,123	3,896,361
Business Rebates C&I		\$525,386	498,547	6,759,025	\$525,386	498,547	6,759,025	\$449,003	432,652	5,770,600	\$525,386	498,547	5,770,600
Business Assessments SB		\$14,059	7,160	75,143	\$14,059	7,160	75,143	\$14,059	7,160	75,143	\$14,059	7,160	75,143
Business Rebates SB		\$61,524	70,111	893,055	\$61,524	70,111	893,055	\$56,457	66,247	835,095	\$61,524	70,111	835,095
Business Assessments Local Gov't		\$130,777	54,292	786,685	\$130,777	54,292	786,685	\$130,777	54,292	786,685	\$130,777	54,292	786,685
Business Rebates Local Gov't		\$267,512	203,640	2,463,358	\$267,512	203,640	2,463,358	\$267,512	203,640	2,463,358	\$267,512	203,640	2,463,358
<b>Total Business Program</b>	<b>2.34</b>	<b>\$1,596,891</b>	<b>1,167,873</b>	<b>15,953,808</b>	<b>\$1,596,891</b>	<b>1,167,873</b>	<b>15,953,808</b>	<b>\$1,385,103</b>	<b>1,026,102</b>	<b>13,827,243</b>	<b>\$1,596,891</b>	<b>1,167,873</b>	<b>13,827,243</b>

# Business Assessments

- *High Level Assessment w/ DI (C&I/SB/Local Gov't)*: Free installation of energy savings products
- *Engineering Studies (C&I/Local Gov't)*: Incentives to offset the cost of energy audits or implementation studies
- *Gas Optimization Studies (C&I/Local Gov't)*: Fund studies on central steam plant and/or process heating energy optimization to identify low/no-cost “actionable” measures
- *Retro-Commissioning (C&I/Local Gov't)*
  - Engineering Study: Fully-funded study if customer commits to spend a set minimum amount on identified implementation measures
  - RCx Building Tune-Up: Small facilities receive a fully-funded engineering study and implementation of selected operational improvements at no cost

# Business Rebates/Grants

- *Standard Rebates (C&I/SB/Local Gov't):* Rebates for prescriptive (pre-qualified) and custom (non-prescriptive) measures
  - Considering upstream incentives for commercial kitchen equipment
  - New construction incentives designed to push building efficiency beyond what is required through compliance with building codes
- *Partner Trade Ally (SB):* Qualified Trade Allies engage customers to participate in site assessments to identify additional savings opportunities
- *Staffing Grants (C&I):* Assist customers overcome internal operational hurdles to identifying, planning and implementing projects through embedded energy managers, strategic energy management or staffing grants

# Questions, Open Discussion and Next Steps

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