



Ensuring Real MWs from Your C&I Demand Response Participants

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February 9, 2010

To get more savings from C & I DR, you can

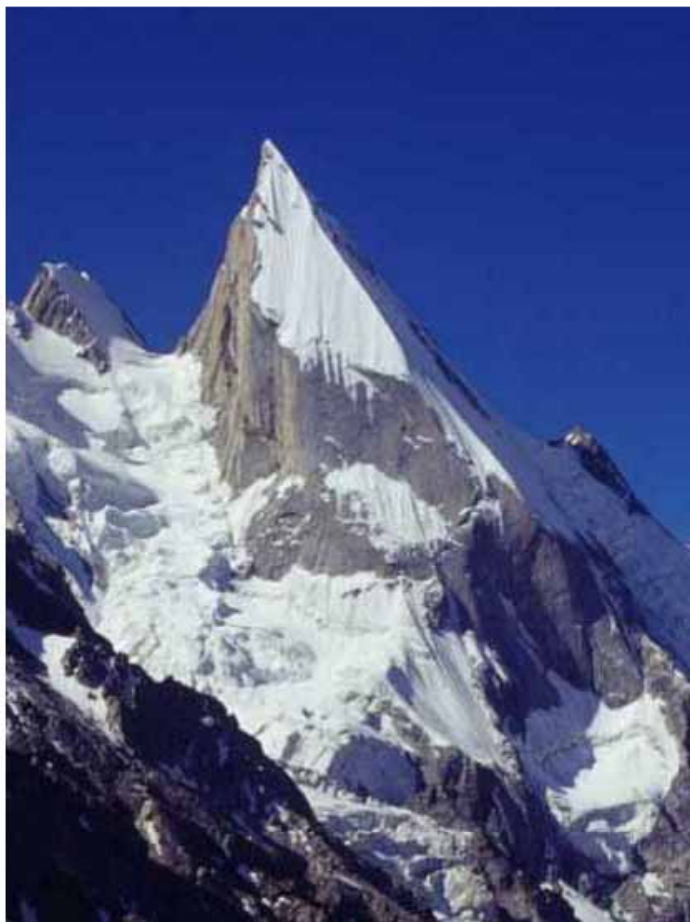
- Get more participants
 - Develop customer-friendly programs
 - Target appropriate facilities
- Get more from each participant
 - Understand sector-specific strategies

Customer-friendly C & I Demand Response programs

- PG&E's PeakChoice
- KCP&L's MPower
- Hydro One's Double Return



Do C&I customers know what this is?



Key to those programs, and to securing MWs



Remember, to get more savings from C & I DR, you can

- Get more participants
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Target appropriate facilities

- Look through utility records and perform research
 - See if they previously participated in energy efficiency
 - Determine whether they are industry leaders in energy or environmental programs
 - Talk to Key Account Managers



Target appropriate facilities

- Conduct an interview to determine whether
 - Have an energy manager or individual dedicated to energy management.
 - Understand and actively manage the facility.
 - Excess production capacity.
 - Operational flexibility.
 - Local ownership or national DR program.
 - Need the revenue created from DR programs.



Do a facility walk-through

- While you are there, look for
 - Large loads to curtail
 - Non-essential loads. This includes decorative lighting, signage, fountains, etc.
 - Fuel switching or energy storage options
 - Energy management system
 - Backup generators



Which sectors meet those criteria?



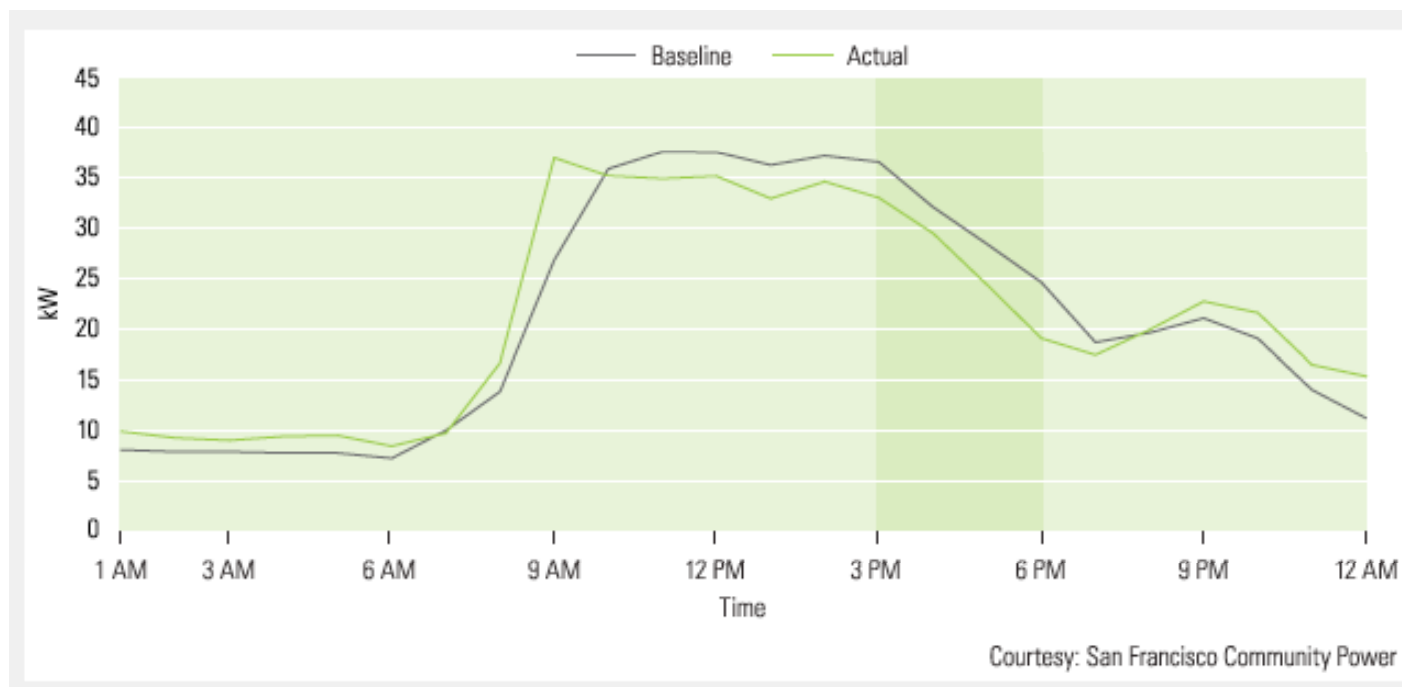
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Schools

Common strategies

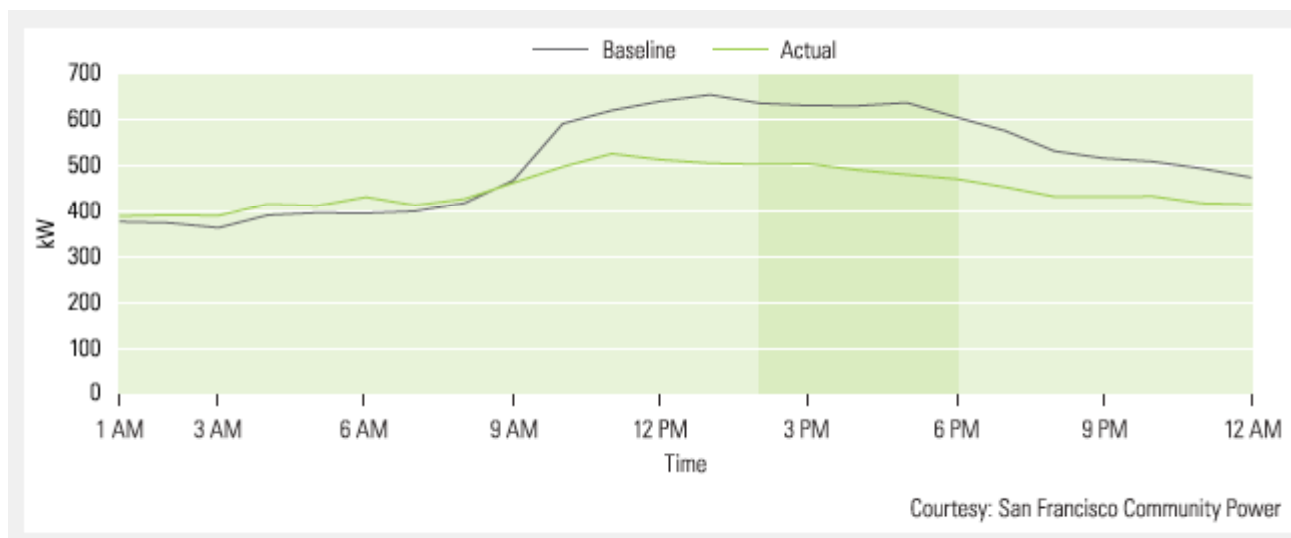
- Curtail lighting
- Change HVAC settings
- Manual reductions
- Shift loads
- Precool
- Use a BAS



Office buildings

Common strategies

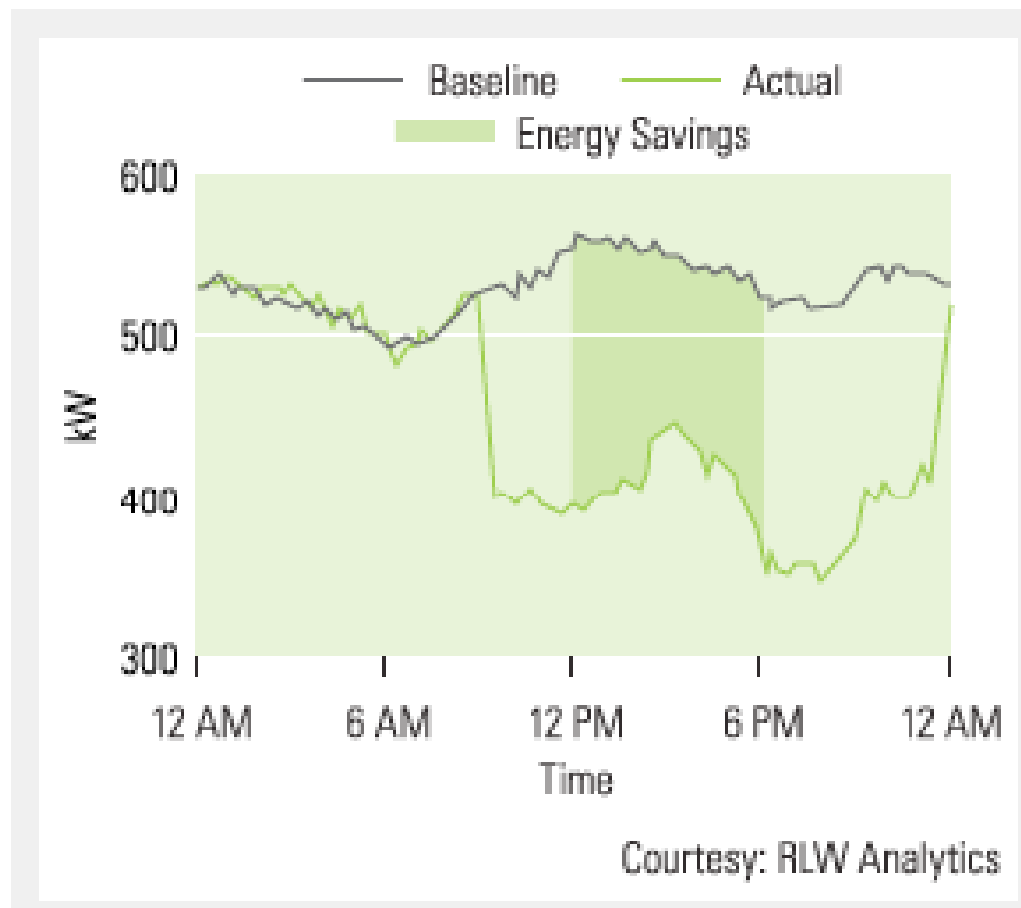
- Adjust thermostat
- Adjust chiller setpoints
- Decrease fan speed
- Precool
- Curtail lighting
- Manual reductions
- Switch to backup generation
- Use a BAS



Warehouses

Common strategies

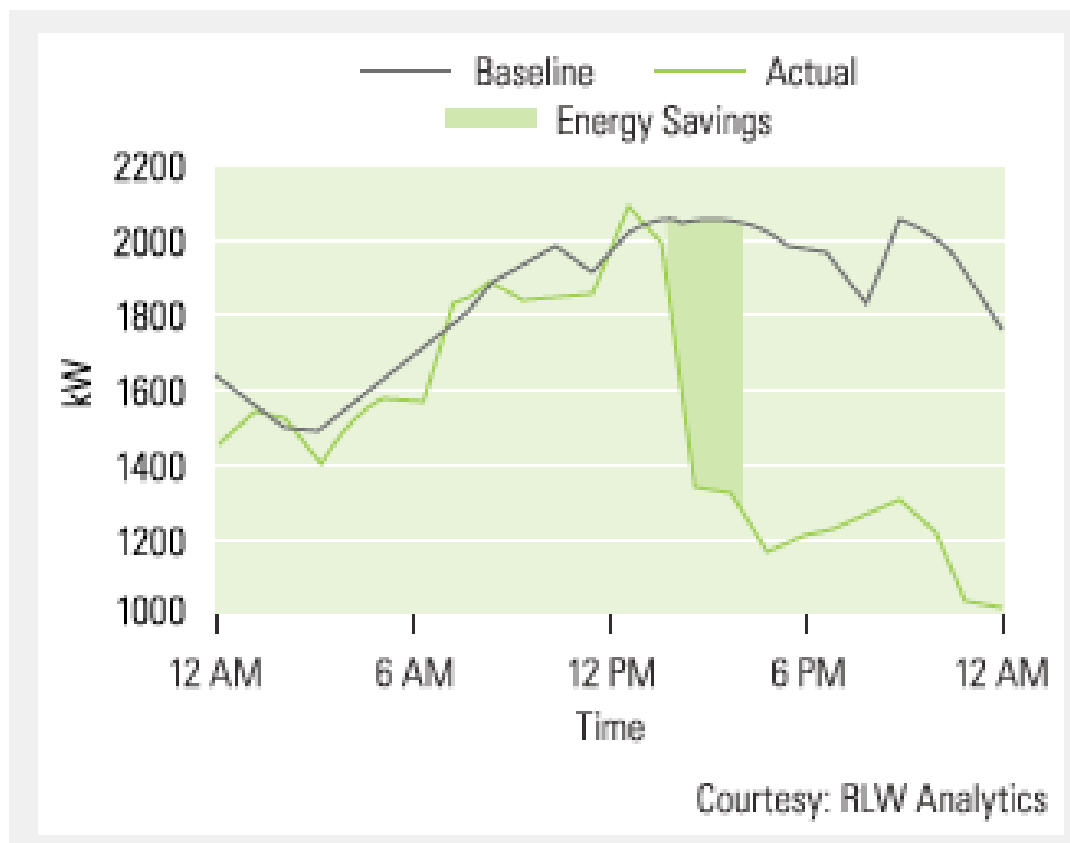
- Precool
- Shut off refrigeration
- Shift processes to off-peak
- Curtail lighting



Manufacturing facilities

Common strategies

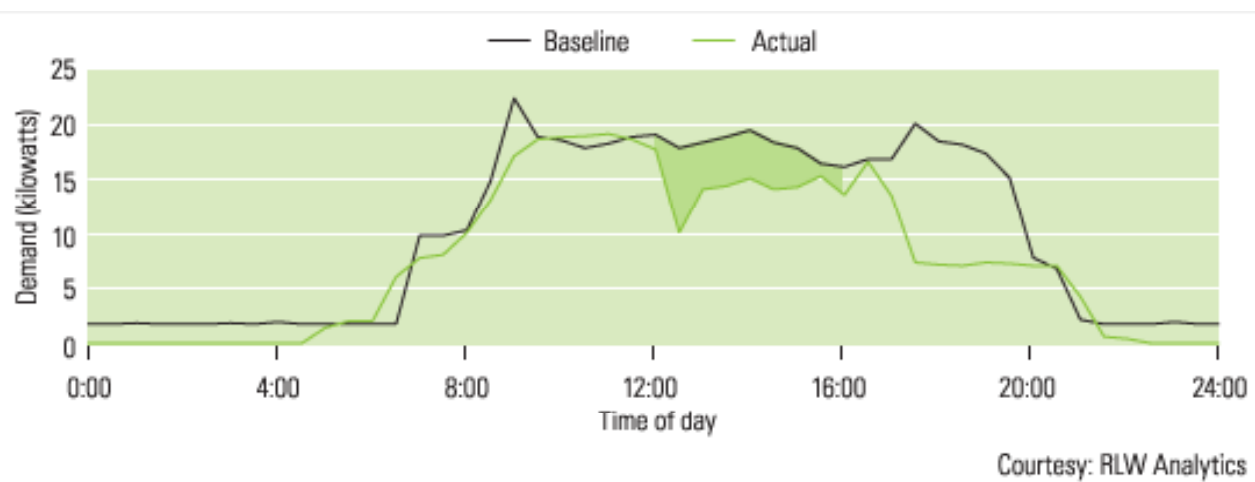
- Move processes to off-peak
- Switch to backup generation
- Curtail lighting
- Use a BAS
- Manual reductions



Retail

Common strategies

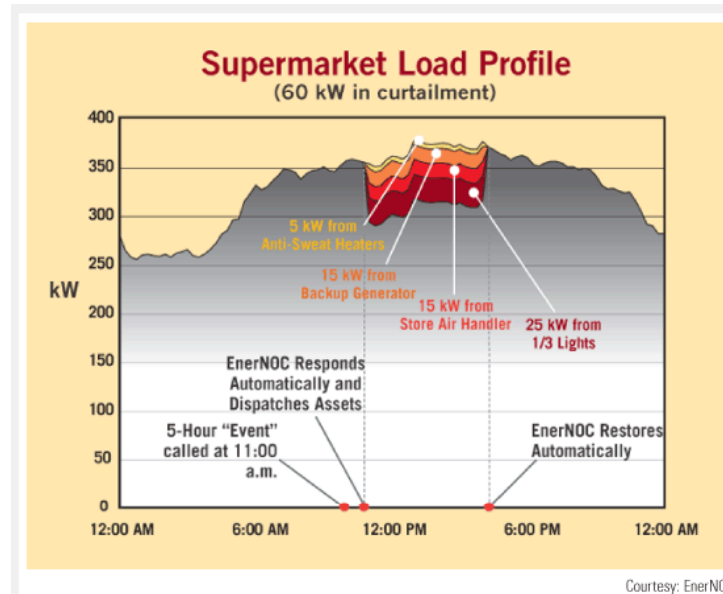
- Turn off lights
- Reduce HVAC
- Manually turn equipment off
- Program BAS
- Precool
- Switch to backup generation



Groceries

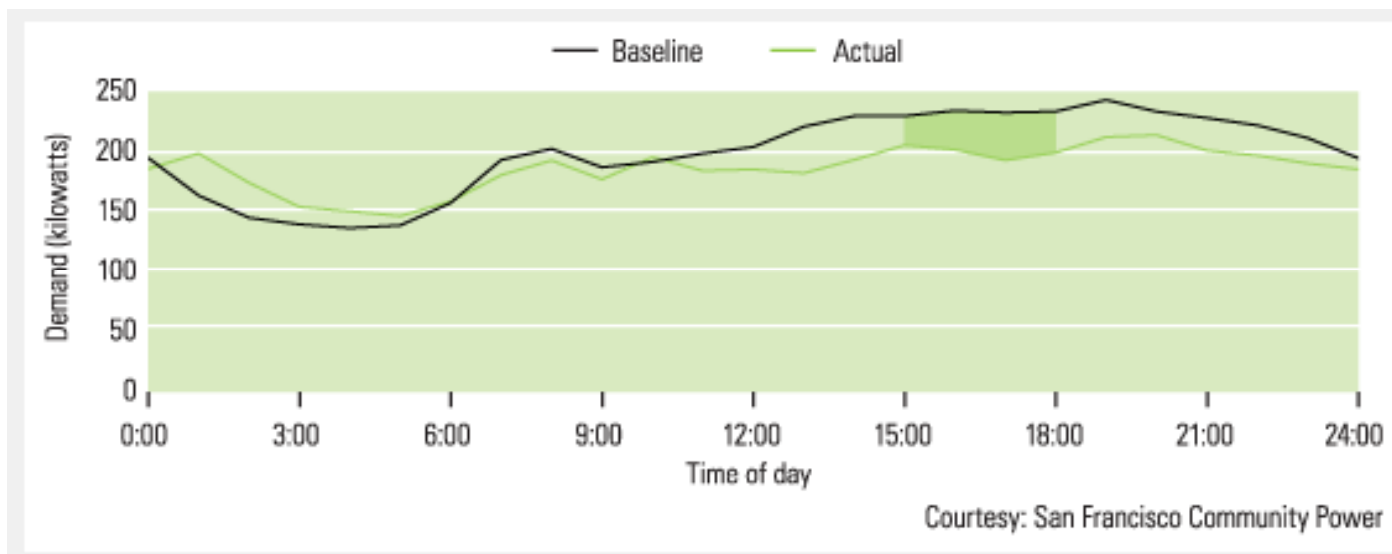
Common strategies

- Turn off lights
- Adjust thermostat
- Turn off antisweat heaters
- Shut off refrigerated cases
- Switch to backup generation
- Shift processes to off-peak



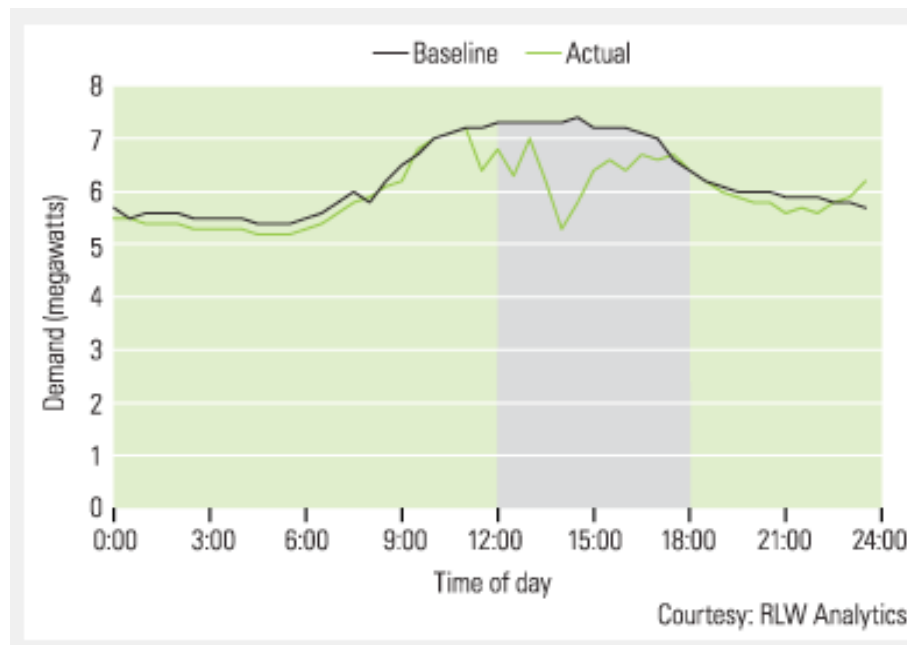
Hotels and Motels

- Common strategies
 - Curtail lighting
 - Reduce AC
 - Manually reduce loads
 - Turn off fountain pumps
 - Shut down elevators and escalators
 - Switch to backup generation



Hospitals

- Common strategies
 - Curtail lighting
 - Set back chillers
 - Shift loads to off-peak
 - Use a BAS
 - Switch to backup generation



Get more details



An action plan

- Brings it all together
- Benefits the customer and the utility



For more information

Rachel Reiss Buckley

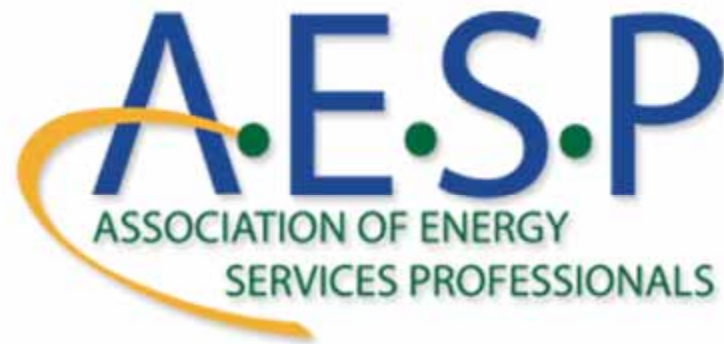
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