



Strategies

Monthly Member Newsletter

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Letter from the Chair



Carol White, AESP Chair

We Came, We Saw, We Energized...

By: Carol White, AESP Chair

This year AESP's National Conference in Orlando rose to new heights of learning and connecting. I hope you were there to enjoy all it had to offer.

The Sessions!

Nicole Lauria, the keynote speaker from the Disney Institute, inspired us to step back and really think about our organizations and how we can deliver world-class customer service both within the organization and to our customers. Throughout the conference, the multi-track sessions ranged from experts discussing policy and evaluation issues to marketing and implementation. I overheard many remarks about how tough it was to choose which sessions to attend. The pre- and post-conference Training Courses further increased attendees' learning opportunities.

New this year were interactive Roundtable discussions that received high marks for innovation, interesting topics and the ability to openly share information with colleagues. These will definitely be back next year! We also held a well-attended New Member Orientation featuring a lively networking session and an outstanding overview of energy efficiency from the last 25 years. The AESP Energy Award recipients were announced (see details below), and Brad Kates from Opinion Dynamics Corporation was awarded the prestigious B.H. Prasad Award for exceptional contributions to AESP.

The Networking!

A lot of time is devoted to networking at AESP conferences, and this year was no different. In the Expo Hall, during meals and at the evening receptions, people were sharing ideas, discussing industry changes and making connections. This is a major benefit of being a member of AESP, so I hope you take advantage of having immediate access to thought leaders, peers and new suppliers.

The Fun!

Did you have your photo taken with Mickey Mouse or Goofy? Contact Kim at AESP (kim@aesp.org) for information on how to retrieve your picture. Maybe you preferred having your caricature done and you left with a frame-worthy piece of art! Perhaps you took advantage of the Executive Massage stations and enjoyed a ten-minute respite from all the activity. All in all, fun was found in every corner of the conference.

February 2011

Please email feedback on Strategies to kisha@aesp.org

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Upcoming Events

Brown Bags

February 10, 2011
EISA: The End of Residential Lighting Programs

March 3, 2011
Reaping Deeper Energy Savings through a Commercial Market Sector Approach: Myth or Reality

March 10, 2011
Community-based Marketing Programs that Get Results

If you would like to organize a Brown Bag, please contact Kisha Gresham at kisha@aesp.org.

AESP Training Courses

If you would like to schedule an onsite training please contact Suzanne Jones at (480) 704-5900 or suzanne@aesp.org. For more information about the AESP Institute, [click here](#).

Conferences

May 16-19, 2011
AESP's Spring Conference: What's New in Program Marketing &

Let's Do It Again!

Mark your calendars now for February 6–10, 2012, in San Diego! In the meantime, consider attending AESP's Spring Conference (What's New in Program Marketing & Implementation) May 16–19, 2011, in Atlanta, and the Fall Conference (Customer Behavior & the Smart Grid) October 3–6, 2011 in Dallas.

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AESP News

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Stimulus News

The following executive summaries of current news items were written for Strategies after being compiled from various news sources.

Energy Efficiency Rebate Money Still Available

Xcel Energy is urging customers to apply soon for its remaining \$1.3 million in energy efficiency rebates before the program ends. Xcel Energy and other North Dakota utilities, working in partnership with the North Dakota Department of Commerce, launched special limited-time rebate programs last summer after the state received funding for energy programs through the American Recovery and Reinvestment Act (ARRA). Federal tax credits for home energy efficiency improvements have also been extended for 2011, although at lower levels than last year. "There will never be a better time than right now to purchase energy efficient equipment," says Mark Nisbet, North Dakota principal manager for Xcel Energy. "The rebates and tax credits make purchases much more affordable and you can reap the benefits of the energy savings every month on your utility bill. With a significant amount of rebate money still available, we encourage home owners and businesses to evaluate their options and consider making upgrades

Atlanta, GA

October 3-6, 2011
AESP's Fall Conference: Customer Behavior and The Smart Grid
Dallas, TX

February 6-10, 2011
AESP's 22nd National Conference & Expo
San Diego, CA



AESP is a member-based association dedicated to improving the delivery and implementation of energy efficiency, energy management and distributed renewable resources. AESP provides professional development programs, a network of energy practitioners, and promotes the transfer of knowledge and experience.

We've Moved!

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Editorial Staff

Meg Matt, President & CEO

Carol White, Board Chair

during the upcoming year." There are four rebate programs available for homeowners: heating (for the purchase of energy efficient furnaces and boilers), water heating, insulation, and ground source heat pumps. A residential customer can receive up to \$5,000 in rebates. Along with the ARRA rebates, residential natural gas customers may apply for existing Xcel Energy heating and water heating rebates, further increasing their savings. Businesses can qualify for rebates by purchasing energy efficient boilers, furnaces, and lighting equipment. Each business can qualify for up to \$15,000 in rebates.

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From "Energy Efficiency Rebate Money Still Available"
Prairie Business (01/11/2011)

Stimulus Funds Used for Local Energy Projects

The New York State Energy Research and Development Authority was able to secure more than \$1.1 million in American Recovery and Reinvestment Act funding for projects in Clinton County. One project is taking place at Plattsburgh (NY) International Airport. Construction of a 4,000-square-foot SolarWall to help heat a hangar at the airport has been supported by \$120,000 in federal funding. Airport manager Tom Long says bids will be opened soon on a second project, which will help heat three more buildings. That project, to construct about 16,840 feet of solar wall, has been awarded \$500,000 in stimulus funding. The Energy Research and Development Authority estimates the two projects will help trim the airport's utility costs by \$40,000 a year. The technology on the project, patented by Conserval Engineering, uses special perforated collector panels installed several inches from a south-facing wall to create an air cavity. In this case, the panels are covered by a polycarbonate laminate. The metal panels are heated by sunlight, and ventilation fans draw the air through the perforations and into the building heating and ventilation system. The air has been heated anywhere from 30 to 70 degrees on a sunny day, so the work of the heating system is greatly reduced. Meanwhile, Plattsburgh State was awarded more than \$400,000 for an energy-conservation study and installation of a campus-wide metering system. Plattsburgh State Facilities Financial Manager Chris Jackson says the meters will allow the university to more accurately measure utility usage to identify areas of waste. It presently has one meter for electricity and one meter for natural gas for the whole campus, which makes it difficult to see where the systems might be inefficient. The funding will be used to install separate electric, gas and water meters on each of the 37 buildings on campus. "We will be able to better measure our utility consumption and be able to target our capital dollars to improve utility efficiency," Jackson says.

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From "Stimulus Funds Used for Local Energy Projects"
Plattsburgh Press Republican (NY) (01/03/11) Heath, Dan

Industry News

The following executive summaries of current news items were written for Strategies after being compiled from various news sources.

Katherine Johnson, Vice Chair,
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Kisha Gresham,
Strategies Managing Editor

Duke, Progress Energy Merger Provides Bigger Clout to Energy Efficiency

The merger between the utilities Duke Energy Corp. and Progress Energy Inc. may have a critical impact on the congressional debate over U.S. energy policy. The more than \$13 billion utility merger would provide electricity service to upward of 7 million customers in North Carolina, South Carolina, Florida, Indiana, Kentucky, and Ohio, if approved by federal and state regulators and the Justice Department. Leading the unified utility will be Jim Rogers, current CEO of Duke Energy and slated to be executive chairman of the new company, also to be called Duke Energy. Rogers has been a vocal leader on promoting energy efficiency as the "fifth fuel." His sphere of influence will expand with the new company, utility lobbyists say, especially in the Southeast region. "Leadership in that region and those states will have a much more positive impact than anything outside the region," says Kateri Callahan, president of the Alliance to Save Energy. "It's always been a tough sell in the Southeast to get them to look at California and New York [energy efficiency programs] and say, 'You should follow suit,'" says Callahan, who is originally from the Southeast. That perspective could prove vital in brewing conversations about a "clean energy standard" in Congress, a policy that would require utilities to meet a certain percentage of electricity generation through renewables, nuclear, carbon capture and sequestration, and certain natural gas. Southeastern utilities and lawmakers have been the greatest obstacles facing supporters of a mandate of certain electricity generation. Duke's energy efficiency programs are held up as the high standard in utility programs by energy efficiency advocates, and Rogers has pushed for utilities to embrace it as part of its generation, arguing with regulators to pay utilities for the "negawatts" of energy. Callahan says she sees a bigger platform for Rogers to influence energy efficiency issues across the nation. "Clearly Duke Energy has emerged under Jim Rogers' leadership as a moving force for energy efficiency not only in Southeast but really in the U.S.," she says.

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From "Duke, Progress Energy Merger Provides Bigger Clout to Energy Efficiency"
New York Times (01/13/11) Ling, Katherine

Hourly Pricing to Cut Electric Bills

PPL Electric Utilities in Allentown, Pa., is providing a strong financial incentive for residential customers to switch to a new hourly pricing plan. The utility has unveiled a new time-of-use pricing scheme in which residential customers could get discounts of up to 34 percent on power supply for consumption during off-peak hours. The two-tiered pricing plan is a move away from flat rates, which have characterized electrical billing for the last century. "The nice thing is that customers have these options that they didn't have before," says Ryan Hill, a PPL spokesman. Time-of-use pricing is made possible with the growing installation of advanced electric meters that measure power consumption hourly—or even more frequently—so that the price can vary according to demand. PPL completed installation of an earlier generation of advanced meters in 2004 but needed several years to devise software to manage the massive flow of hourly rather than monthly data. "We're following through on a promise we made to our customers," Hill says. By offering discounts for off-peak power—and charging a premium for peak power—utilities can reduce the need to build more infrastructure to handle short-duration spikes in consumption, ultimately reducing the overall cost of power. "Time-of-use and dynamic pricing are really hallmarks of competition," says Silvio Marcacci, a spokesman for the Compete Coalition, an organization that lobbies to encourage competitive electricity markets. PPL's new offering may appeal to bargain shoppers and customers who heat their homes with electricity. Off-peak pricing, which during the non-summer months covers all but 5 p.m. to 7

p.m., will be 6.1 cents per kilowatt-hour. That is 34 percent less than PPL's current "price-to-compare" generation charge of 9.27 cents.

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From "Hourly Pricing to Cut Electric Bills"
Philadelphia Inquirer (01/06/11) Maykuth, Andrew

Ariz. Regulators Approve Decoupling Policy for State's Electric, Gas Utilities

The Arizona Corporation Commission recently approved a policy statement to eliminate disincentives for electric and gas utilities. Southwest Energy Efficiency Project Arizona Representative Jeff Schlegel said the revenue decoupling policy statement seeks to remove disincentives for utilities to undertake energy efficiency efforts. Several utilities in the state already have set financial performance incentives for energy efficiency programs and receive awards if they meet or exceed goals, he noted. "An internal conflict exists for utilities between sales growth and promotion of programs or technologies which reduce sales, as these sales offer the opportunity to recover fixed costs and earn profit; sales erosion may impact recovery of fixed costs and investment returns," the policy statement said. The policy also said decoupling should not occur as a pilot because it inadequately supports demand-side management efforts. Rather, a three-year review period should initially be used for commission staff or contractors to evaluate programs. Full decoupling is preferable to partial decoupling because it contributes to greater rate stability, according to the policy. The policy adds that utilities are encouraged to develop customer rate designs that support energy efficiency and that decoupling adjustments should be blended and applied across customer classes to discourage dramatic changes for any one class.

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From "Ariz. Regulators Approve Decoupling Policy for State's Electric, Gas Utilities"
SNL Power Week (01/03/11) Stanfield, Jeff

Smart Grid Implementation Strategies for Success

Two long-term issues can impede consumer acceptance of smart grid: providing adequate assurances that electric utility customers are not asked to pay onerous costs for the modernization; and while efficiencies promise savings over the long-term, the short-term costs may be higher. Few dispute that the initial costs for smart grid are steep. Investment, however, also can reap benefits. A 2010 report from Sandia National Laboratories and Lockheed Martin identified \$220 billion total in potential benefits to the U.S. economy of 19 electric energy storage technologies within the next decade. Electric storage can best be implemented with a smart grid in place and is crucial to carrying out strategies to ease supply bottlenecks during peak-use hours. More than 33 percent of those potential benefits might come from time-of-use energy cost management, a significant payback related to adopting smart grid.

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From "Smart Grid Implementation Strategies for Success"
Electric Light & Power (12/10) Grant, Rebecca

Let the Sun Shine In: New Thinking About the Oldest Lighting Strategy

Daylighting options are being reconsidered by facility managers seeking ways to cut lighting and cooling energy costs, and there are simple but effective measures to help realize such savings. "When you have an amply day lit space, simply turn off the lights," suggests Heschong Mahone Group Managing Principal Lisa Heschong. "Or turn off half the lights." Daylight also can impact worker performance—negatively, if there is too much light and glare. Rerouting direct sunlight to the ceiling and letting it be diffused over a larger space is one solution to the problem of glare and a way of deepening daylight's advantages to the building's interior, according to MCLA Architectural Lighting Design Principal Maureen Moran. "The problem is many buildings have an abundance of daylight at the perimeter," she notes. "To satisfy LEED requirements, however, you need to get more daylight into the building's core." Greater light penetration can be facilitated by light shelves and low partitions placed perpendicular to the daylight, while overhangs and retractable awnings outside can shield areas where daylight may be excessive. Several field studies on daylighting performance demonstrated that daylighting strategies using windows exhibited a much higher failure rate than skylighting strategies. Avoiding errors in daylighting requires starting with an integrated design team prior to the architect's drafting of the building or its remodel, experts say. "Daylighting needs input from an architect, lighting designer, energy engineer and the owner or operator who knows how the space will be used; someone who knows where people sit, their expectations for light levels," says Scott Hackel with the Energy Center of Wisconsin. Architects are rethinking their building design strategies due to new energy codes and LEED, and young architects are being trained to consider daylighting as a design element.

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From "Let the Sun Shine In: New Thinking About the Oldest Lighting Strategy"
Building Operating Management (12/10) Vol. 57, No. 12, P. 10 Tatum, Rita

Energy Audit Program Offered for Small Businesses in West Virginia

The United States Department of Agriculture is sponsoring a grant under the Rural Energy for America Program aimed at helping qualified West Virginia rural businesses become more energy efficient by providing a free energy audit. The "Energy Audit and Renewable Energy Development Assistance" program will allow for-profit small rural businesses with fewer than 500 employees in designated areas to apply for free energy audits performed by Industries of the Future — West Virginia. Ed Crowe, an engineering scientist with the National Research Center for Coal and Energy's Energy Efficiency Division, says the audits will help serve many different types of businesses. "We can go in and help very small businesses like grocery stores, small commercial businesses ... as well as agricultural businesses, so it gives us a very broad range to provide services in the state." Businesses that apply for the audit will provide energy bills, so usage and cost can be utilized during the auditing process. "It gives us an idea how much energy consumption they have and what they pay for energy," says Crowe. "Lighting is one thing we look at quite a bit because when you get into smaller commercial businesses it has a higher percentage of their electric use." Crowe says auditors will not endorse or advocate one energy source over another. "What we're trying to do is to show people how to be more energy-efficient," he states. "What we are doing is showing how you can help use your energy more efficiently whether it's through upgrades to lighting, maybe heat ventilating, air conditioning systems, building envelopes and thermal pane windows and things like that."

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From "Energy Audit Program Offered for Small Businesses in West Virginia"
Beckley Register-Herald (01/04/11) Brockman, Nick

Green Grid Creates More Metrics for Energy Efficiency in Data Centers

The Green Grid consortium is developing two metrics to add to its power usage effectiveness metric for measuring energy efficiency in data centers. The new metrics will address carbon usage effectiveness (CUE) and water usage effectiveness (WUE). CUE will help officials determine how much greenhouse gas emissions come from the IT equipment in data centers, and WUE will help managers determine how much water is used by a facility for IT operations, according to the Green Grid. Companies have been under pressure to improve the overall environmental profile of data centers following a report to the U.S. Congress, which calculated that data centers comprise 1.5 percent of all U.S. energy consumption—a percentage that could double next year. Data centers also use a significant amount of water to cool their equipment. Meanwhile, cloud computing has been targeted as a source of global warming, and Europe has imposed carbon taxes for large energy consumers. The CUE and WUE metrics will be discussed at the Green Grid's Technical Forum next March.

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From "Green Grid Creates More Metrics for Energy Efficiency in Data Centers"
IDG News Service (12/02/10) Niccolai, James

PNNL Project Pushes Energy Efficiency

Pacific Northwest National Laboratory (PNNL) has received \$21 million in federal economic stimulus money that it will use to make commercial buildings nationwide more energy efficient. The money will allow PNNL to fund a three-year project to encourage and demonstrate energy efficiency by retrofitting existing structures or designing new structures. Commercial building owners and operators will receive technical expertise to help them significantly curb energy usage while also getting reasonable returns on their investments; they must contribute at least 20 percent of the cost. PNNL will collaborate with Home Depot in California; Grand Valley State University in Michigan; the U.S. Army in Fort Bragg, N.C.; the U.S. General Services Administration in New England; the U.S. Job Corps in Reno, Nev.; and the Smart Grid Development in Kingstown, R.I. Project partners will each receive technical assistance valued at between \$200,000 and \$700,000. For Home Depot, the team will design and construct an energy-efficient prototype store; the aim for all of the projects is to surpass current energy efficiency codes by at least 50 percent for new buildings and 30 percent for existing buildings. Some buildings will rely on renewable energy and energy efficiency measures to generate as much energy as they use each year. Lawrence Berkeley National Laboratory in California and the National Renewable Energy Laboratory in Colorado are similarly collaborating with commercial building owners.

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From "PNNL Project Pushes Energy Efficiency"
Tri-City Herald (WA) (01/05/11) Cary, Annette

New Energy Sources Are Coming Online Faster Than Idaho Utilities Can Handle Them, Frustrating Entrepreneurs

Idaho's renewable energy economy is growing faster than the state's infrastructure can keep up with it, but Idaho entrepreneurs would disagree, saying they are ready to spend their capital to build new wind, solar, geothermal, and anaerobic digester power plants. Idaho Power has 472 megawatts of wind generation expected to operate by the end of the year, and the company expects to have 1,100 megawatts of wind energy soon. The utility has been working to lower usage during peak times and to build a business model around energy efficiency. The company's changes come as Idaho's governor touted solar power during his re-election campaign. Idaho Power also has geothermal and biofuel power coming online and has one solar developer planning to build a power plant near Mountain Home. These new projects are allowing Idaho Power to move away from coal, which is how the company handled growth and demand in the past. However, the change has not been easy to deal with. Idaho Power, Avista Utilities, and PacifiCorp have filed a petition with the Idaho Public Utilities Commission (PUC), with the hope that wind projects will be delayed and the regulatory system can catch up to the transitioning energy markets. Congress passed the Public Utility Regulatory Policies Act in 1978 in order to promote renewable energy development to get rid of fossil fuels. The law requires utilities to buy power from small producers at the rate that it would cost to produce power at a new plant. The point of the law was to help smaller producers to get business, but utilities say most wind projects are commercial-scale, so it does not work any longer. The utilities want the PUC to lower the amount that companies must purchase at the set rate to 100 kilowatts because many wind projects being developed could end up having more power than they need during certain times of the year. The utilities hope a better power system will arise from the petition if it passes.

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From "New Energy Sources Are Coming Online Faster Than Idaho Utilities Can Handle Them, Frustrating Entrepreneurs"
Idaho Statesman (12/19/10) Barker, Rocky

Local Electric Utility Offering Energy Efficiency Financing to Entrepreneurs

Lodi Electric Utility is offering the Lodi Energy Efficiency Financing Pilot Project to qualifying businesses who are in good standing with the city of Lodi, Calif., for the past 18 months and do not have any late payments. Participating customers can earn up to \$50,000 in an unsecured, interest-free loan while improving their energy conservation. Businesses conducting HVAC replacements, process equipment change-outs, lighting retrofits, and other energy-efficient upgrades can qualify for the program. The city of Lodi is the first municipality in California to offer such a program, says Rob Lechner, manager of customer service and programs for the city. "We're not required to do this," Lechner says, "but we decided we want an added tool in our handbag to pursue energy conservation management."

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From "Local Electric Utility Offering Energy Efficiency Financing to Entrepreneurs"
Lodi News-Sentinel (01/12/11) Guinn, Jordan

Featured Articles

Featured Article — ComEd Increases Efficiency through Its Energy Usage Data System



Kevin Bricknell

ComEd Increases Efficiency through Its Energy Usage Data System

By: Kevin J. Bricknell, ComEd

ComEd, an electric utility serving approximately 3.8 million customers across Northern Illinois, implemented a software solution in 2008 to enable benchmarking using whole-building usage data collected from its databases. The project made great strides in reducing the complexity and administrative burden of collecting, validating and submitting whole-building, multi-tenant energy usage data to ENERGY STAR® Portfolio Manager.

The installation has enabled building managers to benchmark and track the energy use of more than 2,400 buildings in ComEd's service territory, which covers more than 350,000 businesses. Benchmarking helps building managers to compare the energy consumption of similar buildings, set their buildings' investment priorities, verify and track progress of improvement projects, and work toward earning the ENERGY STAR label.

Many buildings in ComEd's service territory are individually metered. Prior to 2008, a building manager had to retrieve an entire building's electricity usage data as a special request through ComEd. Consequently, the process to acquire an entire building's usage data for multi-tenant buildings was a time-consuming, paper-driven process with costs that had to be carried by the customer. Only a small percentage of building managers actually took the time to gather the hard data on a yearly basis. The manual process, which could take up to 12 days, tied up many resources within ComEd and was never automated because of the low perceived demand.

With the launch of its energy efficiency portfolio in 2008, ComEd saw an opportunity to automate this paper-driven process by developing and deploying a Web portal to query its database directly for tenant usage information. A major improvement to the software made in 2009 automates the building electricity data transfer directly to ENERGY STAR Portfolio Manager. This enhancement provides for an end-to-end process of seamlessly updating and transmitting data monthly.

The end result is a cutting-edge enterprise Web system Energy Usage Data System (EUDS) for building managers to fully manage their energy data requests. As a result of its new (EUDS) application, ComEd has processed more than 4,500 requests.

Since inception, EUDS has provided over 10,000 months of whole building customer data, and more than 430 building managers have benchmarked more than 2,400 buildings (an estimated total of more than 475 million square feet).

There is an extremely high correlation of those who gather whole-building data and those who use the data in ENERGY STAR Portfolio Manager. This will have a direct impact and will lead to the ability for more buildings to earn the ENERGY STAR label. Benchmarking is viewed as the first step toward identifying opportunities for energy efficiency upgrades within a facility. Once a building is benchmarked, ComEd offers its customers a variety of programs under the Smart Ideas for Your Business portfolio. These programs offer customers technical assistance and incentives to help increase their buildings' energy efficiency.

The deployment of the Energy Usage Data System has helped ComEd reach customers and put them on the path toward more energy efficient buildings. With the onset of numerous regulations and incentives requiring submission of energy usage data, this deployment is a lighthouse for other utilities interested in helping their customers leverage ENERGY STAR to its fullest potential.

For more information on ComEd's Smart Ideas for Your Business programs, please visit www.ComEd.com or contact Kevin Bricknell at Kevin.Bricknell@ComEd.com

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AESP News

Updates and News from AESP

AESP Announces Winners of Its 2011 Energy Awards

AESP proudly announced the recipients of its 2011 Energy Awards during an energetic ceremony at its 21st National Conference & Expo. The winners were as follows:



Outstanding Achievement in Energy Program Design or Implementation (Residential) — Midwest Energy's How\$mart® program. This program was designed to overcome the barriers preventing economical energy efficiency measures from being installed in small commercial and residential buildings.



Outstanding Achievement in Energy Program Design or Implementation (Nonresidential) — Puget Sound Energy's Resource Conservation Manager (RCM) program. The RCM program represents smart design that meets complex customer needs and has proven to be remarkably successful over time, as measured by energy savings, increased customer participation, sustained customer relationships and high customer satisfaction.



Outstanding Achievement in Energy Efficiency Technology Deployment — OPOWER's 3.0 Platform. This dynamic and groundbreaking software platform uses behavioral psychology and direct marketing expertise to motivate people to reduce their energy consumption.



Outstanding Achievement in Pricing and Demand Response — Baltimore Gas & Electric's Smart Energy Pricing pilot program. Through the Smart Energy Pricing pilot, Baltimore Gas & Electric customers are provided with smart meters to record hourly electric usage, giving customers the opportunity to earn rebates for decreasing their usage during periods of unusually high demand.

high demand.



Outstanding Achievement in Marketing Communications — The Mass Save campaign, sponsored by The Berkshire Gas Company, Cape Light Compact, Columbia Gas of Massachusetts, National Grid, New England Gas Company, NSTAR, Unittel, and Western Massachusetts Electric Company.

Massachusetts gas and electric utilities and energy efficiency service providers, offers a wide range of services, incentives, training and information promoting energy efficiency to help residents and businesses manage energy use and related costs.

Congratulations to all the winners!

Midwest Chapter Update

AESP's Midwest Chapter will host a meeting on February 16, 2011 from 11am — 2pm at Border States Electric (9100 Wyoming, Ave, Brooklyn Park, MN 55445).

The agenda will include the following:

- Awards for past and present AESP Midwest Executive Committee Members
- Announcement of recent AESP Midwest Chapter election results
- Office of Energy Security CIP Update
- MEI Legislative Report Update

Please RSVP to Jessica Burdette at jburdette@emsenergy.com.

AESP Releases 2011 *State of the Industry Report*

If you have not done so already, download and read AESP's 2011 *State of the Industry Report*. [Click here to read the full report>>>](#)

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New and Renewing Members

New Individual Members

[Click here to view a list of new members](#)

New Group Members

EnergyLogic
NiSource
Spyrel
Threshold Marketing

Renewing Group Members

Abt SRBI
APPA
Chartwell
DataRaker
energyOrbit
Lockheed Martin
Megdal & Associates

Navigant Consulting
NEEA
Niagara Conservation
QuEST
SaskPower
Staples
Tucson Electric Power
U.S. EPA

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[AESP Elects 2011 Officers](#)

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[Poll Finds New Incentives Needed to Persuade Americans to Make Their Homes More Energy Efficient](#)

[EnerNOC Acquires M2M Communications](#)

[Utility-Industry Veteran Brad Kitterman Joins Aclara as President](#)

[Independent Research Presented by Aclara at AESP Conference Proves Online Analysis Spurs Behavior Changes and Conservation](#)

[Janja Lypse Named a Director at Conservation Services Group](#)

[Robert Boscamp Joins APOGEE as Executive Vice President](#)

[APOGEE Expands Staff in Northeast and Southwest to Serve Energy Utilities](#)

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