

### Letter from the AESP Chair

## AESP Membership: \$195 Access to Regulatory Data: Priceless

Did you hear the news? Last week, AESP introduced an important new addition to its list of member benefits. We launched a powerful new resource, available just for members, called the AESP Commission Database.

Now what is the AESP Commission Database, you ask? Well, even if you didn't ask, I knew that's what you were thinking. For those of you whose jobs involve having to track rulemakings related to energy efficiency (like me), you are probably getting very excited just hearing about this. Imagine – somewhere I can go to find out information about statewide rulemakings related to energy efficiency, Smart Grid/Demand Response and renewable portfolio standards from all 50 states and the District of Columbia. Thanks to this new resource (powered by iStateLink4 software) this means you can now have access to regulatory info from all the different public utility and public service commissions...all in one place!

I have heard of organizations paying thousands of dollars to purchase or access software like this, but with your AESP membership, you can access it for – drum roll please – FREE. Users can also generate reports and charts based on their search criteria, enter hearings into their calendar, and download them into a spreadsheet. It's like having a Regulatory Department at your fingertips. So go ahead and check out this nifty new member benefit today through your [member portal](#). There's also a [Brown Bag webinar](#) scheduled for September 18 to demonstrate all of the practical features of this database.



**John Hargrove**  
NV Energy

*September 2012*

[Click here to view a printer friendly version](#)

#### Upcoming Events

##### Chapter Events

[Ontario \(Canada\) Chapter Survey](#)

September 13 - Mid-Atlantic Chapter Meeting and Happy Hour

October 2 - Northeast Chapter AESP-NEEC Conference

October 16 - California Chapter Meeting at Fall Conference

October 25 - Rocky Mountain Chapter switch~2 event

##### Brown Bags

September 13  
[Innovation in Commercial Whole Building Programs](#)

September 18  
[AESP's NEW Commission Database Demo](#)

September 20  
[Effective Presentation Skills](#)

If you would like to organize a Brown Bag, please contact Kisha Gresham at [kisha@aesp.org](mailto:kisha@aesp.org).

##### AESP Training Courses

October 15, 2012  
Long Beach, CA  
Principles of Demand Response (DR) and

By the way, on the subject of the [member portal](#), how many of you have visited your member portal recently, hmm? If you haven't, I encourage you to go in and look around...and most importantly, update your profile. Is your mailing address, workplace, job title, etc. up to date? Having current information ensures that you are receiving all your AESP member benefits, so it's important!

And after all, isn't all of this why you joined AESP in the first place? To have access to the best information about our industry and to make sure that those in the industry have access to you? Those are two of the main reasons why I'm a member of AESP and I plan to stay. Enjoy this month's issue of Strategies.

Share   

## Industry News

---

["Can Demand Response Programs Help Meet the Renewable Energy Integration Challenge?"](#)

["Boulder County's New Energy Efficiency Program Kicks Off"](#)

["Energy Efficiency: The New Energy Superhero of the Southeast"](#)

["States Increasingly Support Utility Energy Efficiency Efforts"](#)

["Study Finds That Energy Efficient Homes Often Command Higher Prices"](#)

["O&M the Key to Keeping Green Buildings Optimized"](#)

["Building Owners Gain Confidence in Sustainable Design"](#)

["Making the Case for Smart Grid to Shave Peak Power"](#)

## Featured Articles

---

### [Strategies for Energy Efficiency](#)

## AESP News

---

### [Bill Streetman joins AESP](#)

## Industry News

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

finding DR Opportunities with your Customers

October 17-18, 2012  
Long Beach, CA  
Principles of EM&V

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

## Conferences

October 15-17, 2012  
[AESP's Fall Conference](#)  
[Evaluation & Implementation: No Longer an Odd Couple](#).  
Long Beach, CA

January 28-31, 2013  
[23rd National Conference](#)  
Orlando, FL

April 29-May 1, 2013  
AESP's Spring Conference  
Dallas, TX

## WELCOME & THANK YOU to our New and Renewing Members!

---

### *New Individual Members*

Adam Greenwade, Nexant  
Allison Bard, Cadmus  
Allison Carlson, Opinion Dynamics Corp  
Brandon Johnson, CMMPA  
Caroline Chen, StatWizards LLC  
Clint Wheelock, Navigant  
David Wolpa, EnergySavvy  
Dirk Chiles, PPL  
Emma van Moorsel, PNM  
Erinn Monroe, Opinion Dynamics Corp  
Hemang Nerlekar, Student--Univ of Colorado  
Isaac Moubarek, CLEAResult  
James Perich-Anderson, Puget Sound Energy  
Jane Colby, Cadmus  
Jay Murdoch, Efficiency First  
Joe Craig, Ameren  
Josh Keeling, Cadmus  
Julie Tran, British Columbia Utilities Commission  
Keith Forsman, PG&E  
Kevin Lyons, Lennox Industries  
Kim Baslock, Tetra Tech  
Kyle Golden, Lennox Industries

## Can Demand Response Programs Help Meet the Renewable Energy Integration Challenge?

*AOL Energy (08/09/12) Perlstein, Bruce W.*

The Renewables Portfolio Standard (RPS) of California requires that by 2020, all utilities in the state use renewables to generate at least 33 percent of the electricity provided to retail customers. Wind and solar generation are anticipated to supply nearly all of the extra renewable energy necessary for reaching the RPS target. But to keep the electric grid stable, it will be necessary for supply and demand to be continuously in balance through the use of "ancillary" services and load-following services. Such services are commonly provided by quick start fossil-fueled power plants. However, a state environmental policy requires the retrofitting or retirement of 17,000 MW of "once through cooling" fossil-fueled power plant capacity by 2017, reducing such resources. Demand response (DR) programs that can rapidly adjust the amount of electricity customers use might provide some of the need ancillary and load-following services. California's Demand Response Measurement & Evaluation Committee recently requested Navigant to prepare a whitepaper that gives stakeholders an idea of the benefit of using the DR programs of the state's three investor-owned utilities (IOU). The whitepaper revealed that several IOU DR programs might be able to provide these services if they increased the frequency with which the DR program could be "dispatched," used telemetry for real-time communications and load control, and automated changes in customer load in response to control signals. The implementation of these types of DR programs also would curb the cost of integrating the wind and solar energy needed to meet California's RPS goal by 2020.

Share    | [Return to Headlines](#)

## Boulder County's New Energy Efficiency Program Kicks Off

*Daily Camera (08/08/12) Snider, Laura*

Energy advisers from Boulder County, Colo.'s EnergySmart program have a new tool — access to financing — available to encourage property owners to take action on energy efficiency improvements. The EnergySmart loan program, which is being administered by Elevations Credit Union, officially kicked off on Aug. 8 with interest rates as low as 2.75 percent. "This is really, really exciting," said Jeremy Epstein, energy efficiency and finance specialist for the EnergySmart program. "This has been in the works for almost three years." While EnergySmart advisers have tried to make it as easy as possible for clients to make upgrades, they have not been able to point clients in the direction of a

Lauren Schumacher, CMMPA  
Lia Silverthron, London Hydro  
Lynne Safford, Ameren  
Melissa Culbertson, CLEAResult  
Nancy Barba, Bevilacqua-Knight, Inc.  
Randy McVicar, London Hydro  
Sebe Ratcliffe, Georgia Power  
Shea Dibble, PECI  
Steve Culbertson, Bevilacqua-Knight, Inc.  
Steven Montgomery, 2D2C, Inc  
Sue Coakley, NEEP  
Tim Johnson, EnergyMobile Studios, Inc  
Tony Barnes, EnergySavvy  
Vince Faherty, EnerNOC

### *New Group Members*

Bevilacqua-Knight, Inc  
Nicor Gas  
Venture Lighting

### *Renewing Group Members*

AM Conservation  
Ameren  
Apogee  
Cadmus  
ClimateMaster  
D&R International  
Ecofitt Corp  
EnergySavvy  
Geavista  
Georgia Power  
GRU  
Integral Analytics  
Lockheed Martin  
Mad Dash  
Michaels Energy  
NSTAR  
Pentair Aquatic Systems  
Pepco Holdings  
Peregrine Energy Group  
Research into Action  
Simantel  
Southern California Edison  
SWEPCO  
Tetra Tech  
We Energies

### Follow:



---

AESP is a member-based association dedicated to improving

large-scale loan program that is specifically geared to energy efficiency upgrades. In 2008, Boulder County voters approved a ballot initiative that created the ClimateSmart Loan Program, which allows county residents to borrow money through the county for energy efficiency upgrades that would be paid back over time as a property assessment. But the program was canceled in 2010 after Fannie Mae and Freddie Mac balked at buying secondary mortgages of homes that had liens on them from programs, such as ClimateSmart. Under the new EnergySmart loan program, interested property owners — after meeting with an energy adviser — can apply for the program at Elevations Credit Union using a process that's similar to getting a personal loan. The interest rates for the energy loan program are likely to be much lower, thanks to a loan loss reserve set up by the county. Elevations plans to loan out up to \$35 million for upgrades in Boulder County and Denver, and the loan loss reserve — which is set up using money from a federal grant — will equal \$8 million. As the initial loans are paid back, that money will be made available again for more loans. The loans available for homeowners range from \$500 to \$25,000, are available for terms of three, five, seven, or 10 years, and have a starting interest rate of 2.75 percent. Epstein said that, just like the ClimateSmart loan program, the EnergySmart program is breaking new ground and setting up a model for others. "Other institutions are going to be watching this to see what the default rates end up being," he said. "We expect them to be pretty low."

Share    | [Return to Headlines](#)

### **Energy Efficiency: The New Energy Superhero of the Southeast** *CleanEnergy.org (08/07/12)*

The Southern Alliance for Clean Energy's recent review of 2011 energy efficiency impacts for the major utilities in Georgia, Florida, the Carolinas, and Tennessee found that all major utilities are now offering energy efficiency programs and have shown marked improvements in the past five years. From 2009-2011, efficiency savings have nearly tripled, and in 2011 alone, consumers in the region saved about 1,800 gigawatt hours of electricity. Meanwhile, regulatory filings indicate that the utilities plan to continue to save more energy. The organization expects utility energy efficiency programs in the region will be reaching towards energy savings representing 1 percent of retail sales per year, with the potential to go still higher. Most utilities in the Southeast are currently in the 0.2 percent to 0.3 percent range; while this is relatively low on a national scale, for utilities in Georgia, North Carolina, and South Carolina it marks a tenfold improvement over 2006 when none of

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.

---

AESP  
15215 South 48th Street,  
Suite 170  
Phoenix, AZ 85044  
(480) 704-5900

---

Submissions are due by the 12th of each month to Adeline Lui at [Adeline@aesp.org](mailto:Adeline@aesp.org)  
(480) 704-5900

---

### **Editorial Committee**

Adeline Lui, Editor,  
[adeline@aesp.org](mailto:adeline@aesp.org)  
Laura Orfanedes, Vice Chair,  
Publications Committee  
Lani MacRae, Board member  
Tracy Narel, Board member  
Elizabeth Titus, Board member  
Katherine Johnson, Board member  
Greg Wikler, Board member  
Matt Daunis, Board member

those state's utilities reported more than 0.02 percent savings. In just two years since 2009, overall savings have nearly tripled across the region. TVA has doubled its energy efficiency savings from 0.13 percent to 0.27 percent in two years, and utilities in the Carolinas went from 0.05 percent to almost 0.50 percent. Duke Energy saved about 0.70 percent of its sales with energy efficiency in 2011, significantly more than any of the other utilities in the Southeast. Much of the savings from Duke Energy's program came from lighting programs.

Share    | [Return to Headlines](#)

### **States Increasingly Support Utility Energy Efficiency Efforts**

*FierceEnergy (07/19/12) Vergetis Lundin, Barbara*

According to the Institute for Electric Efficiency (IEE), utilities' budgets have increased 80 percent over the past four years. The IEE reports that about 40 states have initiatives for compensating utilities on lost revenue due to energy efficiency programs, while six states have introduced decoupling measures. In 13 states, measures have been implemented to compensate utilities for lost revenue from energy efficiency initiatives. More than 23 states have performance incentives available for achieving energy efficiency goals, though utilities can be penalized for failing to meet these same goals. The IEE says supportive regulatory frameworks are the key to expanding the electric power industry's commitment to energy efficiency, which will also support utilities' long-term financial planning.

Share    | [Return to Headlines](#)

### **Study Finds That Energy Efficient Homes Often Command Higher Prices**

*Washington Post (07/20/12) Harney, Kenneth R.*

Homes that have green certification labels reap an average of 9 percent greater selling value, according to a recent large study. The study analyzed the sales of 1.6 million homes in California between 2007 and early 2012. During that period, more than 4,300 ENERGY STAR(R), LEED, or Green Point Rated homes were sold. The researchers determined the impact of the green label on the selling price of the home after accounting for other factors, such as location, school district, crime rate, period of sale, views, and amenities. They found that green-rated homes sold for an average of 9 percent more than similar non-rated homes. Likewise, a recent European study found an average price premium of 10 percent on energy efficient homes in the European Union. The researchers also identified a "Prius effect" in areas where

many residents own hybrid cars in which consumers pay a premium for green-certified homes. Although actual energy consumption did not correspond with more green-home purchases, areas with warmer climates had more consumers willing to pay a premium for the energy-saving features of green-certified homes. The National Association of Realtors has lobbied against Congressional attempts to institute mandatory energy labeling of existing homes, fearing a negative impact on home sales, while the National Association of Home Builders sees green labeling as a helpful marketing tool for new homes.

Share    | [Return to Headlines](#)

### **O&M the Key to Keeping Green Buildings Optimized**

*Heating - Piping - Air Conditioning Engineering (08/12) Workman, James*

After a building has been optimized for performance, it is essential for building owners to conduct operations and maintenance (O&M) appropriately. The Environmental Protection Agency's (EPA's) ENERGY STAR Portfolio Manager is a useful tool for examining a building's energy consumption in the form of British thermal units per square foot per year. This tool can then be used to determine a building's energy-use baseline, compare the building to similar buildings, and develop an energy initiative. If the energy consumption of a building is comparatively low based on its mechanical type, the focus should be on basic preventive-maintenance tasks. But if energy consumption is high, other areas will need to be addressed. Another important O&M area is the building-automation system (BAS), which enables the monitoring of key building trends. The BAS may show that in 50 rooms, the temperature falls at a rate of 1 degree Fahrenheit every 8 hours, while other rooms are warming in the morning at a rate of 1 degree Fahrenheit per hour. The cause might be due to a problem with the building envelope or an equipment issue like incorrect coil sizing, a dirty coil, or an airflow problem. To ensure that the BAS provides accurate data, the system's sensors should be calibrated regularly, and the building should undergo sequences of operation from time to time. Buildings that lack individual gas and electric meters should be outfitted with submeters, which are necessary if the owner wants to obtain ENERGY STAR certification in the future. Connecting submeters to a BAS allows building owners to monitor building load and can issue alerts of changes from optimal performance.

Share    | [Return to Headlines](#)

## **Building Owners Gain Confidence in Sustainable Design**

*Greentech Media (08/03/12) Knapschaefer, Johanna*

Commercial landlords are more willing to invest in green building to reap the long-term benefits of reducing energy consumption. Buildings consume more than 40 percent of U.S. energy, using 70 percent of the country's electricity and more than 50 percent of its natural gas resources, according to the U.S. Department of Energy and the National Renewable Energy Laboratory. Greensburg, Kan., which was nearly destroyed by a tornado in 2007, used green building methods for 13 new town buildings, saving \$200,000 a year in energy costs. Many states now use economizers that efficiently cool commercial buildings with fresh air in order to comply with the American Society of Heating, Refrigerating, and Air Conditioning Engineers' 90.1 energy standards. Building owners also are employing innovative methods, such as using cool outside air to cool buildings, eliminating compressors by using deep water lakes for water-side economizers, capturing and containing hot and cool air to prevent mixing, and using captured rainwater for cooling. For example, the California Institute of Technology's Institute for Environmental Science installed heat exchangers that use captured rainwater, which is cooled at night, for cooling in its HVAC system. It also uses it to cool spectrometers, lasers, and other lab equipment that produce heat, reducing the lab's energy use by 87 percent.

Share    | [Return to Headlines](#)

## **Making the Case for Smart Grid to Shave Peak Power**

*GreenTechMedia (08/02/12) St. John, Jeff*

Smart grid technology could reduce a utility's peak energy demand by 15 percent to 20 percent, according to estimates from IBM, the World Energy Council, and others. Professionals in the smart grid industry will have to answer the question of how one measures the value of a power plant never built — and how one justifies the uncertain returns on the hard costs of deploying the smart grid to make that happen. "What's the value of that avoided cost?" John Chevrette, president of management consulting division at utility technology services firm Black & Veatch, asked during an Aug. 1 press event in San Francisco. "It's a very debatable point in the industry." Executives from Black & Veatch cited real-world evidence of smart grid technologies cutting peak power and improving overall energy efficiency. For example, conservation voltage reduction (CVR), or volt/VAR optimization (VVO) deployments, can lower overall voltage across the grid, both for overall efficiency and to shed load during peak demand times. That can result in 4 percent to 6

percent efficiency gains and save enough power to avoid building new power plants. GTM Research's "Distribution Automation, 2012-2016: Technologies and Strategies for Grid Optimization" report notes that conservation voltage reduction is "poised for an explosion of acceptance among utilities looking to reduce peak load and defer capital expenditures through CVR or increase control of voltage and reactive power levels on the distribution grid." However, that increase in acceptance will only happen if utilities are incentivized to shave peak load through decoupling or other methods that avoid losing money for selling less power.

Share [in](#) [f](#) [t](#) | [Return to Headlines](#)

Abstract News © Copyright 2012 [INFORMATION, INC.](#)



---

## Strategies for Energy Efficiency

by *Meg Matt*



Energy efficiency continues to gain momentum in the buildings sector as facility managers (FMS) realize that being efficient delivers more than a “feel good” benefit. When viewed through that lens, energy efficiency is a bona fide revenue stream as well as an opportunity to incorporate sustainable design. So what are current, impactful ways to enhance efficiencies in commercial and institutional buildings? What follows is a list of tips and strategies (not in any particular order) intended to help FMS move toward their energy goals.

**Do not equate energy efficiency with capital expenditures.** An easy first step is to stop thinking that energy efficiency automatically necessitates a huge capital expense. Creating changes in human behavior, modifying existing systems, and measuring performance so it can be benchmarked are all effective strategies to increase efficiencies without making it a line item on the expense side of the ledger. Efficiency will, however, become a revenue item.

**Become familiar with the EPA’s ENERGY STAR® program, and take advantage of the free tools available to measure building performance.** The EPA’s ENERGY STAR Portfolio Manager is designed for commercial buildings, and it allows facility managers to

measure and track energy usage. If the building fits into one of 15 predetermined categories, Portfolio Manager will rate the building's efficiency on a scale of one to 100. If a building does not fit into a category, the tool can still be used to benchmark energy use intensity to track performance and/or compare it to national averages.

ENERGY STAR initiatives are important for another reason: cities, states and federal jurisdictions across the country are implementing both voluntary programs and mandatory policies that require implementing these guidelines.

**A good idea is like a light bulb appearing.** Advances in lighting technology have made this area of building operation one of the easiest and most effective ways to enhance efficiency. In 2011, the winner of the ENERGY STAR National Building Competition was Parking Garage C at the University of Central Florida (UCF) in Orlando, FL.



According to the competition entry, the parking garage was retrofitted in two phases: interior first followed by the exterior. For the interior, high performance T-5 fluorescent lights were installed in place of existing 150 watt high pressure sodium (HPS) fixtures.

sodium (HPS) fixtures.

*Photo credit: EPA*

The installation of all 424 fixtures was completed over a four week period during non peak hours to avoid disrupting daily parking guests. During Phase II, the top deck of the garage was retrofitted with 16 LED 236 watt lights in place of existing 400 watt HPS fixtures.

Ultimately the lighting retrofit not only yielded a significant energy savings, but it has also provided better visibility for the UCF community. [...\(more\)](#)

*This article originally appeared in Today's Facility Manager. Read the full article by [clicking here.](#)*

*Meg Matt is the president and CEO of the Association of Energy Services Professionals.*

Share [in](#) [f](#) [t](#) | [Return to Headlines](#)

## AESP News

### Bill Streetman joins AESP

There's a new face in the AESP team! Bill Streetman joins AESP as our new Business Development Manager. He has worked in energy efficiency for nearly 30 years, marketing and implementing energy efficiency products and programs for residential, commercial, institutional and industrial clients. We think he is an ideal fit for this position where he will focus on building member relationships between AESP and utility companies. Welcome Bill!

### Got a K-12 Energy Education Program? We got TOOLS for you!

Does your utility have a community outreach or energy education program targeting schools? If so, then AESP has free posters and brochures on [MyEnergyGateway.org](http://MyEnergyGateway.org) that you can use. [My Energy Gateway](http://MyEnergyGateway.org) is AESP Foundation's newly created web resource for students to explore career and educational options in energy efficiency. Help us encourage more young people to enter the energy efficiency field and make a difference in our energy future! Please contact [suzanne@aesp.org](mailto:suzanne@aesp.org) to request your free posters and brochures to be mailed to you.



### Deadline TODAY - Nominations for AESP's Board

Do you know an amazing leader? The AESP Nominating Committee is seeking candidates for the AESP Board of Directors. If you would like to nominate an AESP member, please email [boardnominations@aesp.org](mailto:boardnominations@aesp.org) by September 7. [Click here for the form.](#)

### Heard Of Your Newest Member Benefit?

AESP recently introduced an exciting new member benefit called the Commission Database. Members can now quickly and easily search through mountains of regulatory data as the searchable online database contains all current regulatory rulemakings from public utility/service

commissions for all over the U.S. Each regulatory notice includes a title, summary, citation, status, upcoming action, hyperlink to the full text docket and the PUC/PSC contact information. Users can also generate customized reports and charts based on their search criteria. This database is available to AESP members at no additional charge and is accessible from their AESP member portal. A Brown Bag webinar is scheduled for September 18 to introduce this tool. Register at <https://m360.aesp.org/ViewEvent.aspx?id=58795&instance=0>

**Just 3 more weeks to register for AESP's Fall Conference**

The deadline to register for AESP's Fall Conference on “Implementation and Evaluation: No Longer an Odd Couple” is October 1. Held from October 15-17 in Long Beach, this conference will focus on DSM program implementation and evaluation, and how to achieve mutual objectives. [Register today!](#)

Share    | [Return to Headlines](#)