



Benchmarking 2.0

Enbridge's Energy Compass Program

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What is Energy Compass ?

- Energy benchmarking of commercial buildings within a portfolio
- Strategy to help portfolio managers allocate capital effectively
- A method to identify future DSM sales opportunities for Enbridge.

Key take away points

- 1) Portfolio managers value Energy Compass program
 - strategy to maximize their Return on Investment (ROI)
- 2) Program provides positive results for Enbridge
 - uncovers opportunity for capital and operational improvements
- 3) Program aligned with next generation DSM
 - increased focus on customer value added services & data driven decision making.

Participating portfolios

140,000,000 ft² of benchmarked area

- + Multi Residential property management
- + Warehouses portfolios
- + Office tower portfolios
- + Long Term Care facilities
- + Hospitals
- + Real Estate Investment Trusts (REIT)

Benchmarking 2.0

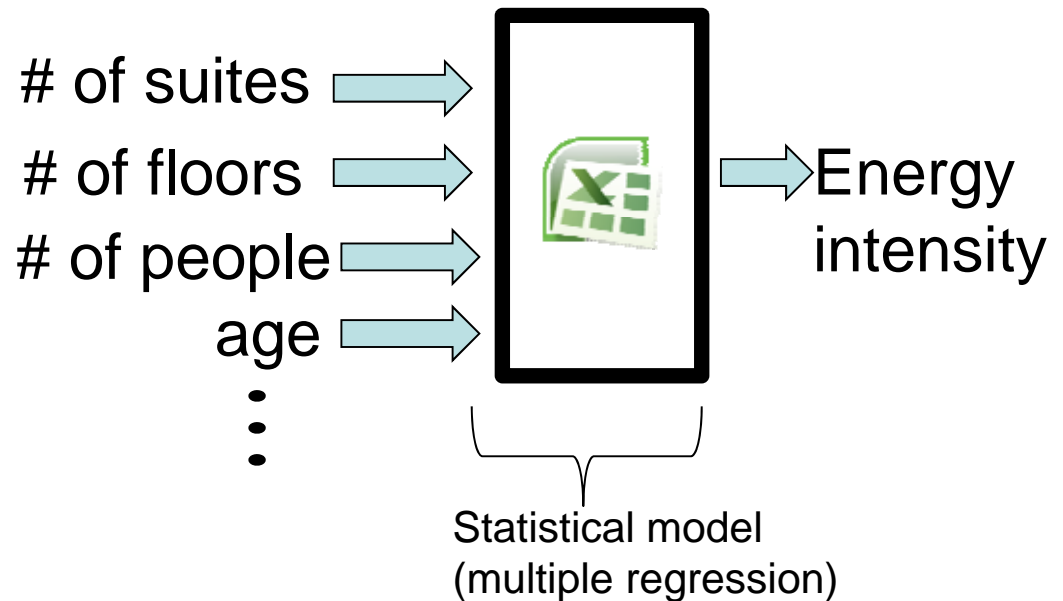
Previous Practice

$$\text{Energy intensity} = \frac{\text{m}^3 \text{ (energy)}}{\text{ft}^2 \text{ (area)}}$$

What about # suites ?
What about # floors ?
What about # people ?
What about age ?

- Benchmark against industry peers
- No building specific solutions

Enbridge Energy Compass



6 week turnaround time for Energy Plan

Step 1

- Sell the idea of energy benchmarking to senior management
- Obtain signed Memorandum Of Understanding

Step 2

- Gather all information from customer
- Automated process for past consumption & statistical analysis

Step 3

- Conduct site visits on all high energy intensive buildings

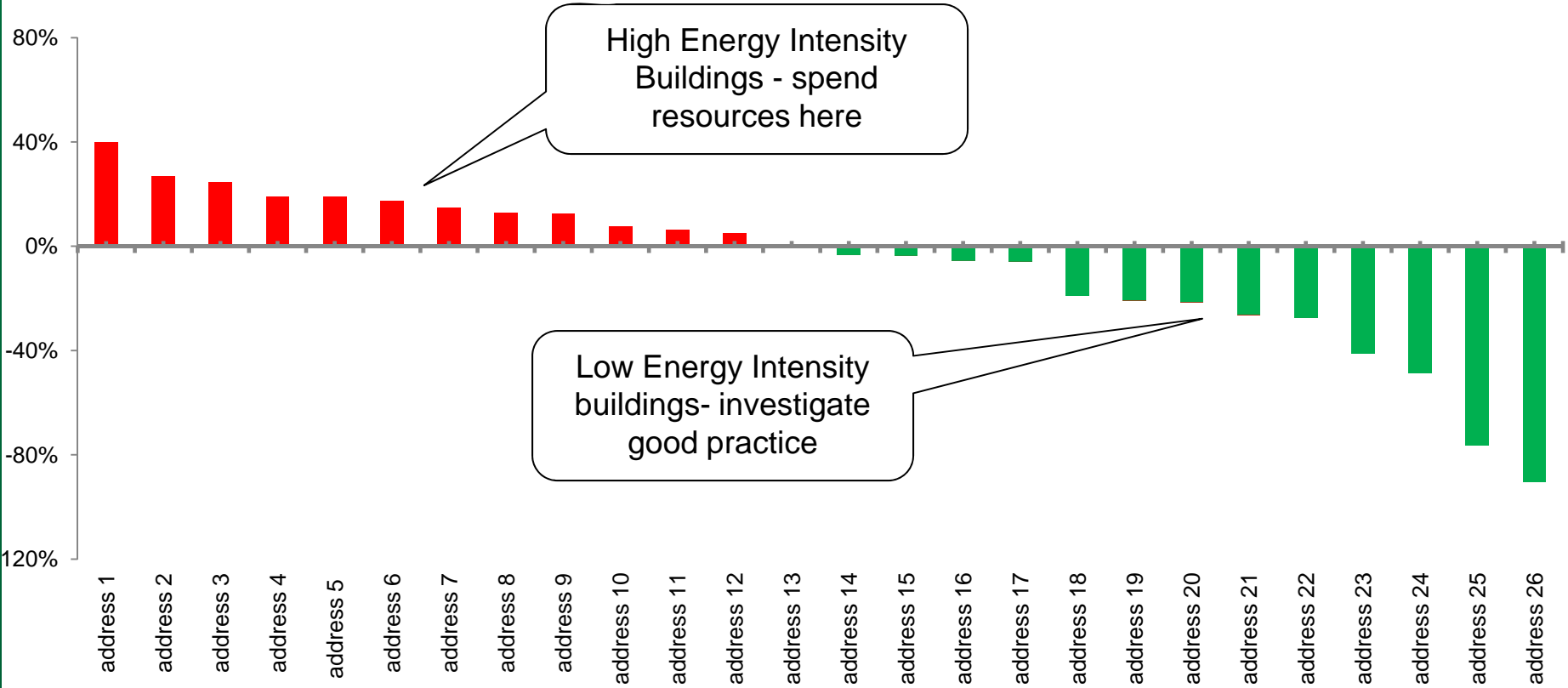
Step 4

- Prepare final Energy Compass Plan
- High / Low energy intensive buildings, specific recommendations / next steps

Step 5

- Present report insights to senior management

Energy Compass provides quantitative energy strategy for building portfolios



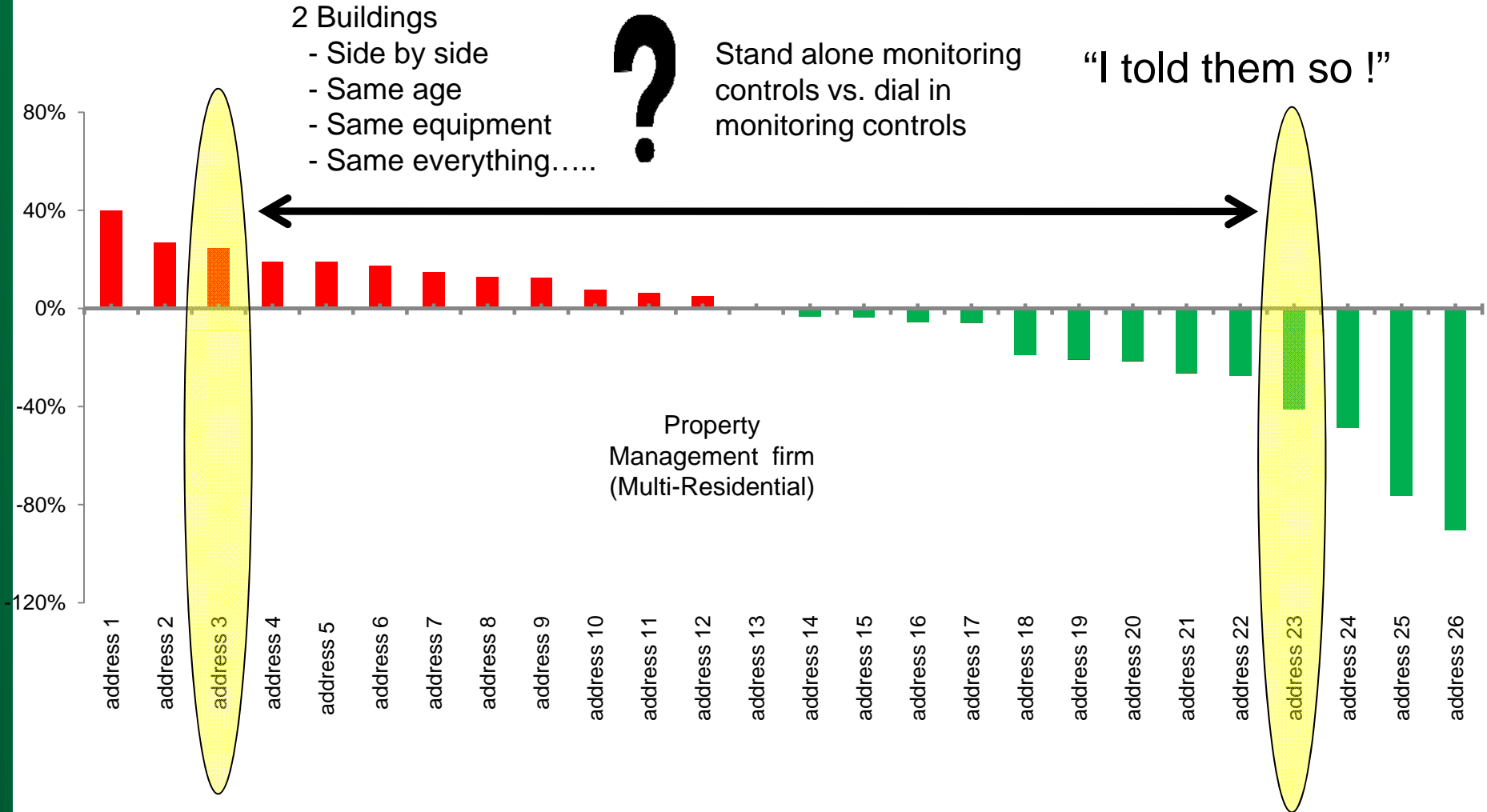
Energy Compass provides specific recommendations based on site tour and past DSM projects

Address	Past DSM projects	Recommendations
XXXXXXX	Front load washer (2007) Showerheads (2001)	<ol style="list-style-type: none"> 1. Retrofit original space heating boiler 2. Retrofit original DHW boiler 3. Reflective panels behind hot water radiators
XXXXXXX	<ol style="list-style-type: none"> 1. DHW retrofit (2004) 2. Space heating boiler retrofit (2008) 3. Front load washers (2007) 4. Showerheads (2007) 	<ol style="list-style-type: none"> 1. Ideal candidate for Enbridge's Operational Improvement program. Capture low cost – no cost operational savings.

Enbridge Capital
Retrofit program

Enbridge
Operational
Retrofit program

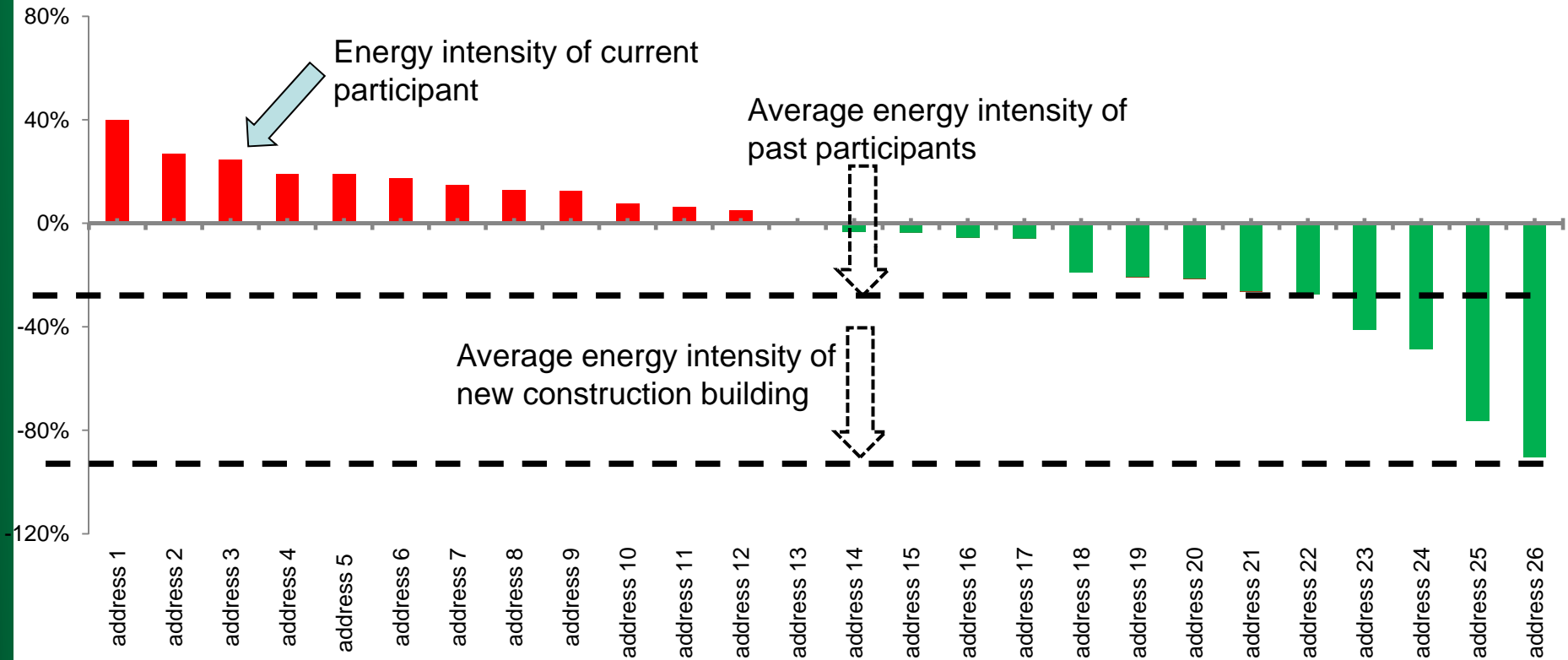
Customer feedback has been very positive



Customer feedback has been very positive !

- Multi-Residential – property management firm
 - “wow !!..... amazing !!”
- Long Term Care firm
 - “We just went through an Initial Public Offering, and we can use this information to value our buildings and Return on Asset profitability index”

Future vision : Develop a standard to compare buildings with past participants and with new construction standards



Conclusions

- 1) Customers value the Energy Compass program
- 2) Program provides positive results for Enbridge
- 3) Program aligned with next generation DSM



Save the Date

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Jan. 28-31, 2013

AESP's 23rd National
Conference & Expo
Orlando, FL

Apr. 29-May 1, 2013

AESP's Spring Conference
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