



E Source Efficiency & Demand Response Programs Service Overview

Adam Maxwell
Product Manager, Efficiency Services

Agenda

- Introductions
- Who are we and what do we do?
- Ask member inquiries!!!
- Efficiency and Demand Response Programs Service
- Tools and resource to take advantage of
- How best-in-class utilities leverage E Source

Q&A Anytime



Who Is E Source?

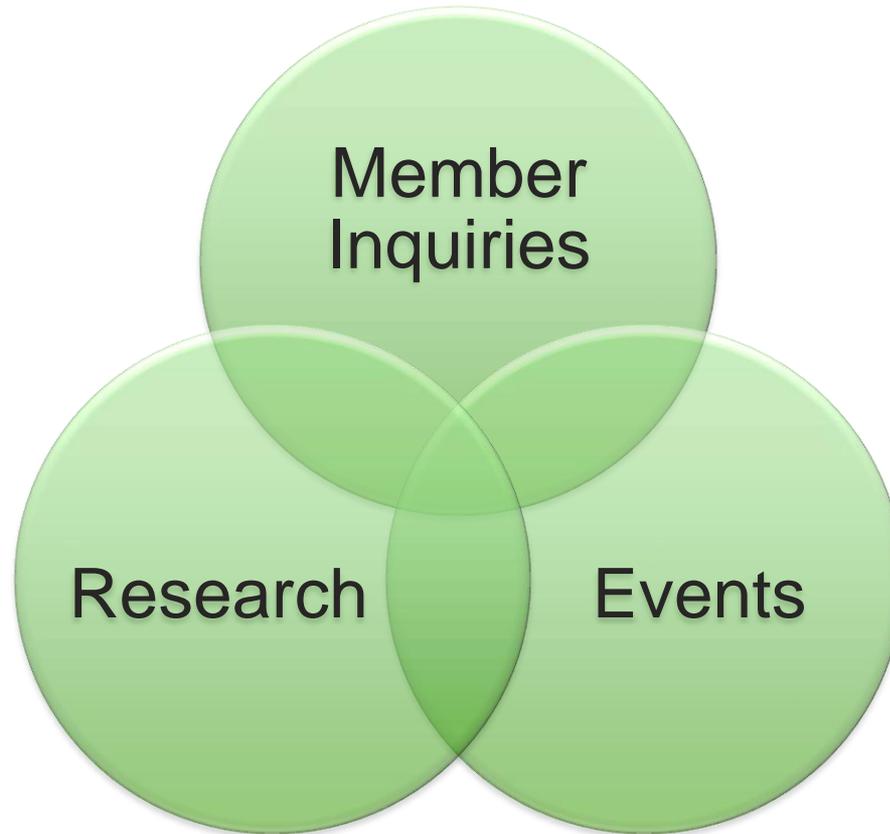
- Membership-based energy information and advisory service
- Utilities are our focus, but we also work with Fortune 500 corporate energy managers
- Unbiased research and analysis
 - Fuel-neutral
 - Product-neutral
 - Vendor-neutral
 - Program-neutral
- About 80 people on staff
- E Source is your resource
 - Think of us as an extension of your staff



E Source Services for Utility Customers



E Source Service Structure



Logging Into Our Web Site

On your first visit, follow these steps:

1. Go to www.esource.com
2. In the right hand “Login” box, click the link “Register Now”
3. Follow the instructions using Access Code: **Ask your EERS!**
4. An activation link will be sent to your e-mail; click the included link to activate your account
5. Check the “remember me” box next time you log in



Member Inquiries: Best Way to Leverage E Source!

The screenshot shows the E Source website interface. At the top, there is a navigation bar with the E Source logo and a search site field. Below the navigation bar, there are several sections: "My E Source" with a description of the service, "My Favorites" with a list of saved items, "My Newsletters" with a list of newsletters, "My RSS Feeds" with a list of feeds, "Latest Research" with a list of research articles, "Web Conferences" with a list of upcoming conferences, "Meetings" with a list of upcoming meetings, "Latest News" with a list of news articles, and "Tools & Other Resources" with a list of resources. A green arrow points to the "Member Inquiry" section in the bottom right corner of the screenshot.

The screenshot shows the "Member Inquiry" form on the E Source website. The form is titled "Member Inquiry" and includes a note: "The (*) asterisk indicates required information." The form fields are: "Name:" (Andrea Patterson), "Company:" (E Source Companies LLC), "Email:" (andrea_patterson@esource.com), "Subject: *" (empty), and "Your Question: *" (empty). Below the form, there is a disclaimer: "We always strive to provide timely, thorough responses, but when asked to respond within a very short time frame, we may not be able to make our answers as comprehensive as we'd like. This is especially true when it's necessary for us to do original research. It takes time to communicate with our sources before responding to you. Therefore, the more time you can give us, the more robust the answer to your question is likely to be." Below the disclaimer, there is a "PLEASE NOTE: We cannot guarantee a response to inquiries in less than 3 business days. If your deadline is urgent, please specify any date and time requirements in the question field, and we'll do our best to help you. Our business hours are 8:30 a.m. to 5:00 p.m. Mountain Time." Below the note, there are two dropdown menus: "Select Your Time Allowance: *" (6 to 10 business days) and "Select Desired Level of Detail for the Response: *" (Balanced). At the bottom of the form, there is a "Submit" button.

Member Inquiry Scenario

Your task:

Recruit more contractors to perform energy efficiency installations

Where to even begin...?

Submit a member inquiry!

How have other utilities incentivized contractors to join their trade ally network?

Example Inquiries

Do you have information on what utilities will look like 5 years from now?

What are the drivers behind utility DSM programs?

Is DSM dying...?

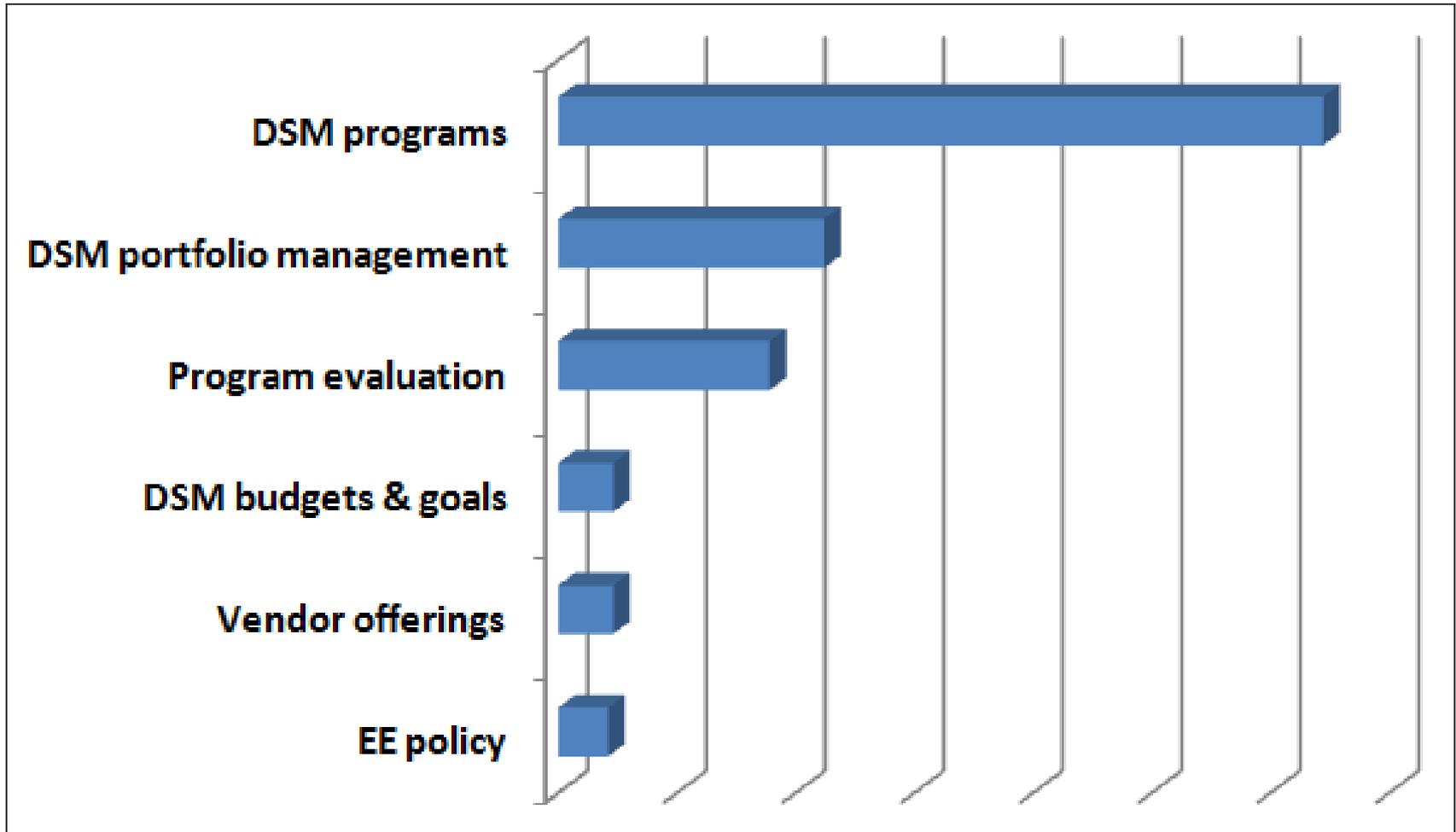
How much energy savings are utilities claiming from K-12 EE kits?

How do utilities measure rebound from DLC events?

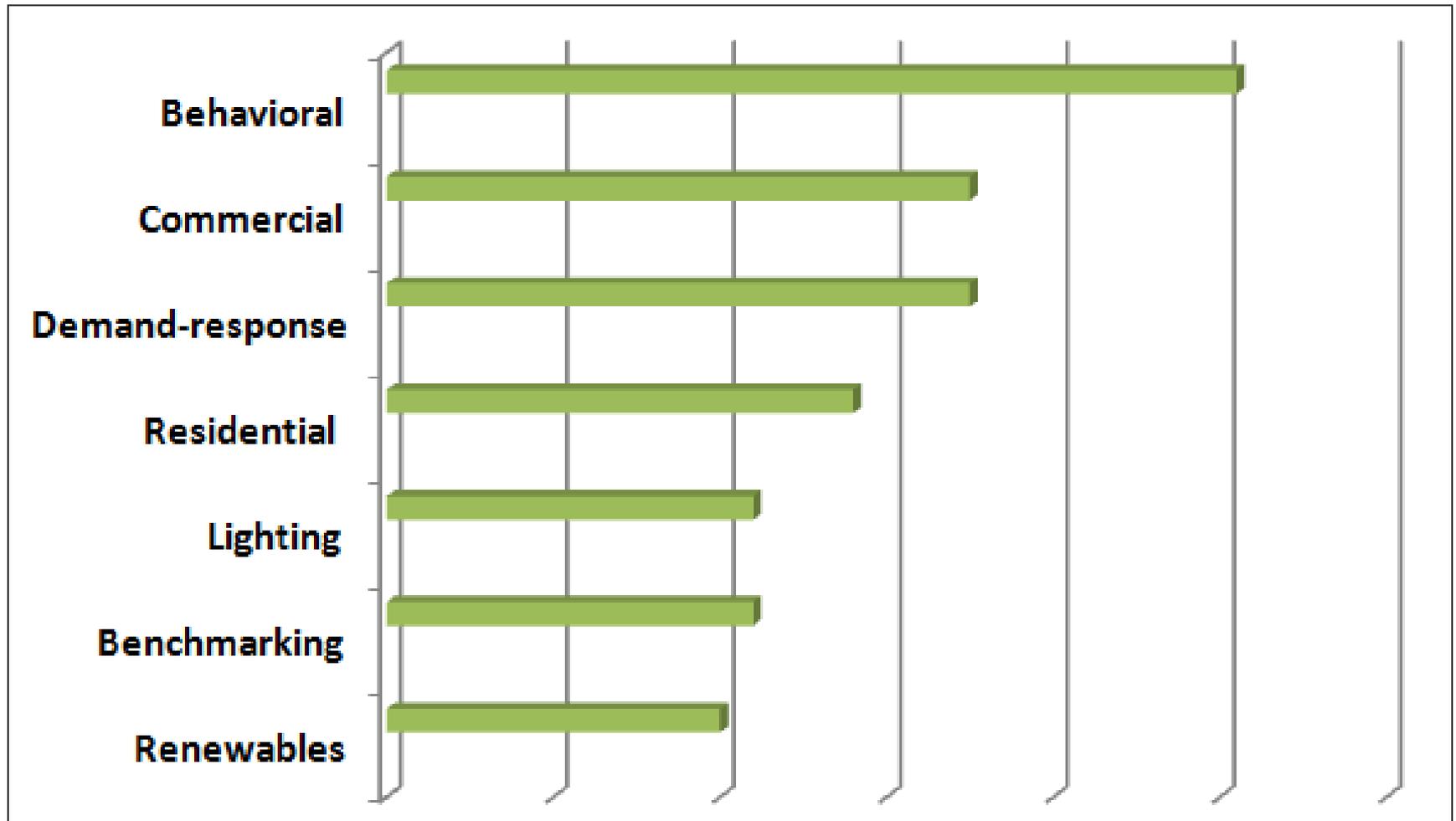
Contacts for Business Cooling Efficiency programs

Is there a definition for “deep savings?”

DSM-Related Member Inquiries



Program-Specific Member Inquiries



Efficiency and Demand Response Programs Service

The E Source Efficiency and Demand Response Programs Service identifies industry best practices and offers proven guidance on program structures and innovative design for your energy-efficiency and demand-response programs to improve their effectiveness

- Service assists utilities with:
 - What programs to include in DSM portfolios
 - Designing the most effective DSM programs
 - Evaluating programs, new and old alike
 - Benchmarking programs and portfolios
 - Understanding who's doing what in DSM
 - Network with peer utilities

Program Design

Selling Out Isn't a Good Thing: Avoiding Rebate Oversubscription

By Kate Drexler

✓ Recommend (1)

Contents

COMMON PROBLEMS WITH REBATE OVERSUBSCRIPTION
HOW TO AVOID OVERSUBSCRIPTION
WHAT TO DO IF YOU EXPERIENCE OVERSUBSCRIPTION
RESOURCES
NOTES

Efficiency Beyond Widgets: C&I Behavioral Program Options

By Dulcey Simpkins

✓ Recommend (2)

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EDUCATION, FEEDBACK, AND NORMS DRIVE C&I BEHAVIORAL SAVINGS
BUILDING OPERATOR CERTIFICATION
SUBSIDIZED ENERGY MANAGER PROGRAMS
STRATEGIC ENERGY MANAGEMENT AND ENERGY TEAMS
EMPLOYEE AWARENESS PROGRAMS
ENERGY CHALLENGES FOR BUSINESSES, GOVERNMENT, AND SCHOOLS
BEHAVIORAL PROGRAM SYNERGIES
RESOURCES
NOTES

Improving Programs

RESEARCH BRIEF | EDRP-RB-3 | PUBLISHED: APRIL 28, 2010



Lessons Learned from Comprehensive C&I Programs

By Kim Knox

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THE QUEST FOR DEEPER SAVINGS

COMMITTING TO AN ACTION PLAN

GETTING THE INCENTIVE STRUCTURE

RESOURCES

THE QUEST FOR DEEPER SAVINGS

Utilities have achieved significant energy

Table 1: Tiered incentives encourage complex projects and greater energy savings

Avista's custom incentives are tiered so that projects with longer payback periods earn higher incentives.

Measure	Simple payback period	Incentive level (per first-year kWh or therm saved)
Electric efficiency	1 to 2 years	\$0.08
	2 to 4 years	\$0.12
	4 to 6 years	\$0.16
	6 to 13 years	\$0.20
Fuel conversion (electricity to natural gas only)	1 to 2 years	\$0.01
	2 to 4 years	\$0.03
	4 to 6 years	\$0.05
	6 to 13 years	\$0.07
Natural gas efficiency	1 to 2 years	\$2.00
	2 to 4 years	\$2.50
	4 to 6 years	\$3.00
	6 to 13 years	\$3.50

Notes: kWh = kilowatt-hours.
Simple payback period is capped at 8 years for
all lighting measures.

© E Source; data from
Avista Utilities



Benchmarking Programs & Portfolios

TABLE 1: Budgets and goals for demand-side management

We compiled the individual 2010 goals and budgets for 33 electric utilities (A) and 17 gas utilities (B). The full table, which includes actual budgets and goals for 2010 through 2012 and our analysis of them, is available for download as a Microsoft Excel workbook.

Organization	State or Province	A. Electric utilities				
		2010		2010		
		Energy reduction goal (MWh)	Demand reduction goal (MW)	Energy reduction budget (\$)	Demand reduction budget (\$)	Total reduction budget (\$) ^a
Alliant Energy IPL	IA	147,000	314	36,216,379	28,368,838	64,585,217
Alliant Energy IPL	MN	12,164	2	2,257,040	0	2,257,040
Alliant Energy WPL	WI	100,000	150	25,000,000	0	25,000,000
APS	AZ					
Avista Utilities	ID, MT,					
Baltimore Gas & Electric	MD					
BC Hydro	BC					
Commonwealth Edison	IL					
Consolidated Edison	NY					
Dominion	VA					
Detroit Edison	MI					
Fort Collins Utilities	CO					
Fortis BC	BC					
Idaho Power	ID					
JEA ^b	FL					

TABLE 1: Market penetration rates for residential direct load control programs

Penetration rates are influenced more by marketing efforts, program goals, and a utility's long-term commitment to a program than by incentive levels.

State	Utility	Program name	Technology used	Incentive	Number of participants	Total residential customers	Penetration rate (%)	Year ^a
California	Southern California Edison	AC Cycling Summer Discount Plan	Corporate Systems Engineering switches	Summer bill credits from \$50 to \$200	354,000	3,944,639	9	2009
		Peak Corps	Switches	Summer bill credits from \$10 to \$20	100,000	485,909	21	2009
	Pacific Gas and Electric	SmartAC	Honeywell thermostats or Cannon adaptive algorithm switches	\$25 upon enrollment	120,000	5,100,000	2	2009
Colorado	Xcel Energy	Saver's Switch	Cannon switches with custom adaptive algorithm	15% summer bill reduction	85,000	1,102,157	8	2008
Florida	Florida Power and Light	On Call	TWACS Power Line Carrier	Annual savings up to \$137	800,000	4,000,000	20	2009
Idaho	Idaho Power	A/C Cool Credit	Cannon switches	Summer bill credit of \$7 per month	22,500	404,373	6	2008
Illinois	ComEd	Smart Ideas Central AC Cycling	Converge or Cannon switches	Summer bill credit of \$5 to \$10 per month	63,000	3,800,000	2	2008
Minnesota	Otter Tail Power	Residential Demand Control	Mostly water heater load control	Reduced rates	7,000	101,000	7	2006

DSM Portfolio Management

Do They Qualify? Trade Ally Screening Practices

By Todd Camnitz and Kim Burke

✓ Recommend (0)

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COMMON QUALIFICATION REQUIREMENTS FOR TRADE ALLIES
TRADE ALLY SCREENING CRITERIA FOR 10 ORGANIZATIONS
RESOURCES
NOTES

Structuring Implementation RFPs

A Guide to Maximizing Value from Contractors

By Alexandra Behringer

✓ Recommend (2)

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CRAFTING RFPs TO MITIGATE CHALLENGES WITH IMPLEMENTATION CONTRACTORS
RFP GUIDELINES: PROGRAM SUMMARY
RFP GUIDELINES: SCOPE OF WORK OR SCOPE OF SERVICES
RFP GUIDELINES: STAFF QUALIFICATIONS
RFP GUIDELINES: PERFORMANCE REQUIREMENTS
FINAL THOUGHTS

Evaluation Guidance

When to Do DSM Program Evaluation

By Dulcey Simpkins

✓ Recommend (0)

Q: When should I conduct process and impact evaluations of my DSM programs? When should I get evaluators involved?

A: To the extent possible, complete program evaluations. Consecutive evaluations involve

Behavior Counts: Claiming Behavior-Based Savings from Subsidized Energy Manager Programs

By Kate Drexler

✓ Recommend (0)

Q: How are some utilities getting credit for the behavioral impacts of their energy manager programs?

A: You can install a more efficient cooling system, but that doesn't guarantee it will work properly or be used less. It's largely undisputed that working with energy managers is key to achieving deep, comprehensive, and lasting savings within commercial demand-side management programs. Energy managers monitor and control energy usage within a

Repository of Publicly Available Technical Reference Manuals

By Todd Camnitz

✓ Recommend (3)

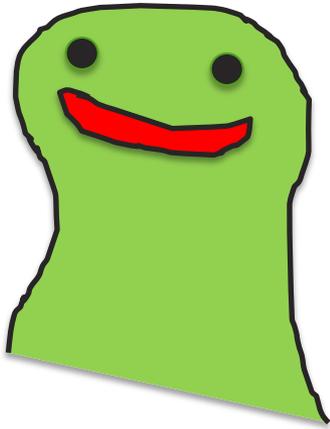
Q: Where can I find a repository of demand-side management (DSM) deemed savings values or other measure-specific assumptions? Is there a national database with this information?

A: A good way to find deemed savings values and other savings assumptions is to consult a technical reference manual (TRM). E Source gathered information about as many TRMs as we could find, and those resources—including links—are listed by region at the end of this report.

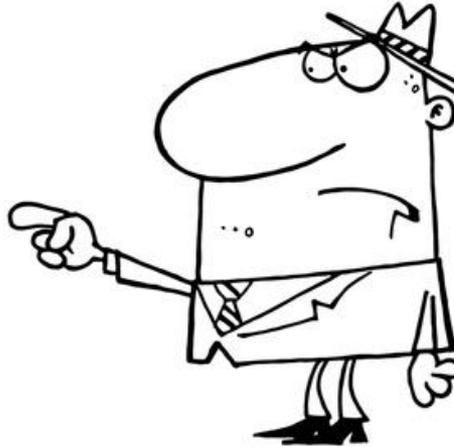
businesses adopt

Benchmarking Programs

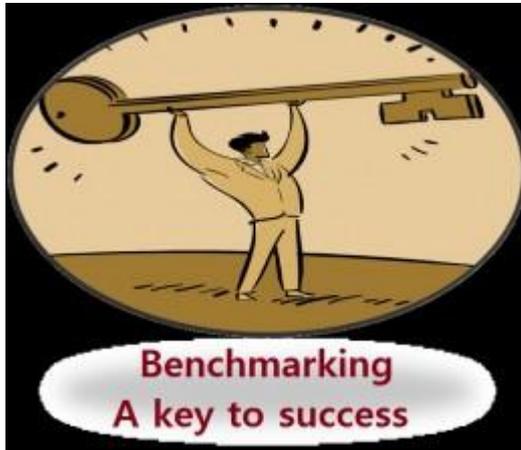
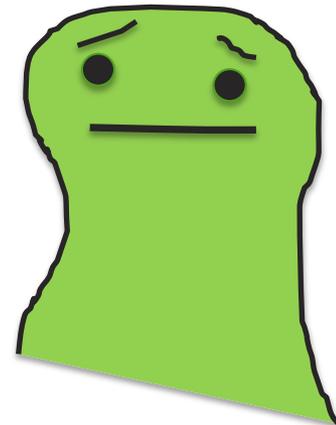
My program is
Fantastic!



ARE YOU SURE?

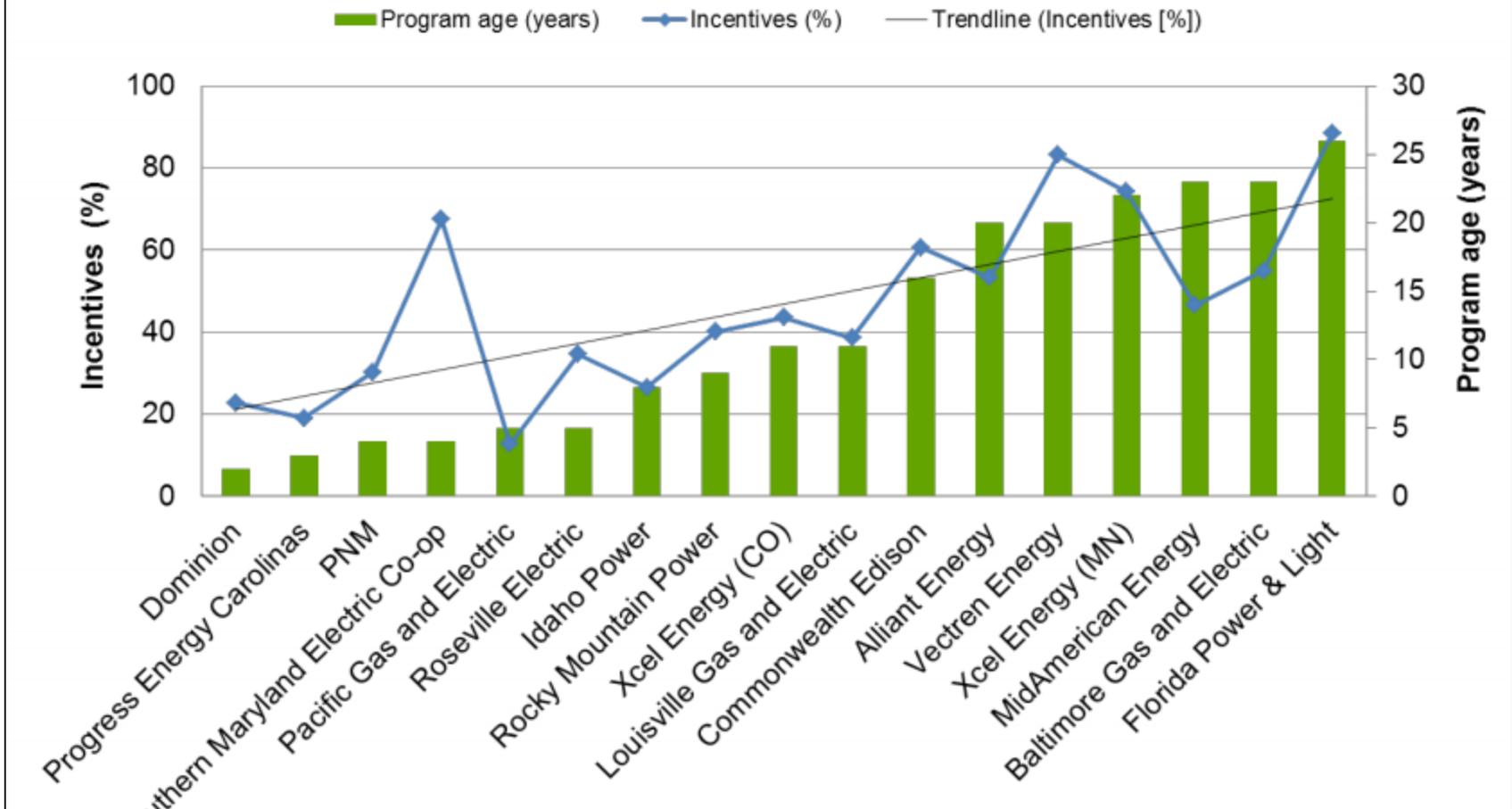


I think so...?



Direct-Load Control Benchmarking

Incentives as Percentage of Total Expenditures by Program Age



Low-Income Programs Benchmarking

TABLE 1: Cost-effectiveness of utility low-income programs

Cost-effectiveness, measured in dollars per kilowatt-hour saved, varies considerably among utility low-income programs.

See image full size

Organization	Program year	Expenditure (\$)	Annualized		Cost-effectiveness test required?	Partner with WAP	Included costs
			Annualized kWh savings	\$/kWh saved			
PacifiCorp (Utah)	2010	260,000	2,100,000	0.12	Yes	Yes	Electric
Public Service Company of Colorado (Xcel)	2010	2,150,000	13,000,000	0.17	No	Yes	Electric
MidAmerican Energy	2010	445,000	1,400,000	0.31	No	Yes	Electric
Efficiency Maine	2010	1,000,000	3,000,000	0.33	NA	Yes	Electric
Idaho Power	2010	1,300,000	3,700,000	0.35	Yes	Yes	Electric
National Grid (Rhode Island)	2010	2,000,000	2,300,000	0.87	Yes	Yes	Electric
Sierra Pacific Power	2010	590,000	470,000	1.25	Yes	No	Electric
Cape Light Compact	2010	2,100,000	1,400,000	1.50	No	Yes	Electric and gas
Baltimore Gas and Electric	2011	5,880,000	3,685,000	1.60	No	Yes	NA
Austin Energy	2009–2010	800,000	500,000	1.60	No	No	Electric
NV Energy	2010	2,800,000	1,700,000	1.64	Yes	No	Electric
Interstate Power and Light Co.	2010	2,300,000	1,200,000	1.92	NA	Yes	Electric and gas
PacifiCorp (Washington)	2010	450,000	200,000	2.25	Yes	Yes	Electric
Pacific Gas and Electric						NA	Electric and gas

Notes: kWh = kilowatt-hours; NA = not applicable

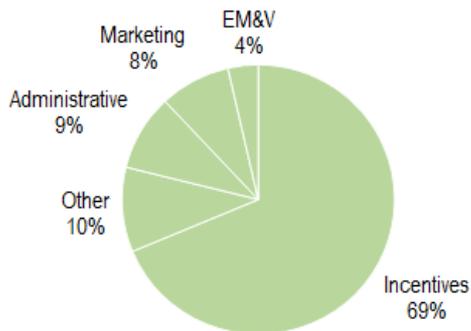
© E Source; data from organizations

Efficiency measure	Incentive to WAP partner (\$)
Ceiling insulation R-11 to R-38	715
Wall insulation R-3 to R-11	670
Refrigerator replacements	631
Furnace AFUE 78-92	623
Compact fluorescent lamps (16 lightbulbs)	48

How Utilities Allocate DSM Budgets

FIGURE 1: Average budget allocations of 13 DSM programs

On average, incentives made up the largest portion of the demand-side management (DSM) budgets we studied.

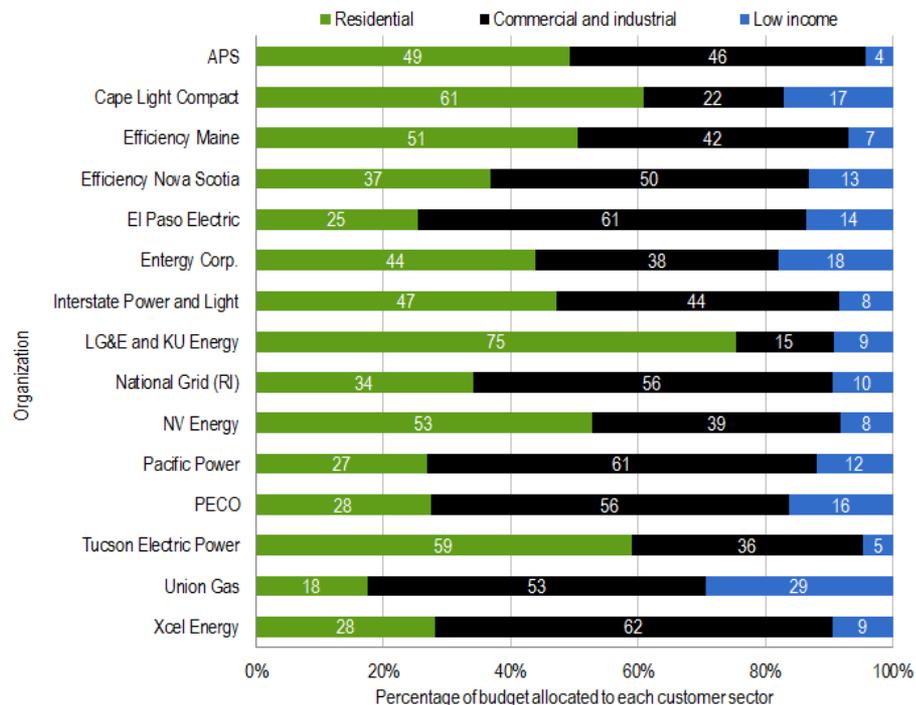


Note: EM&V = evaluation, measurement, and verification.

© E Source; data from organizations

FIGURE 8: DSM budgets allocated by customer sector

The percentage of demand-side management (DSM) budget allocated to each of three customer sectors varies by organization. We can find no trend: Some organizations weight their budgets toward the commercial and industrial sector and some favor the residential sector.

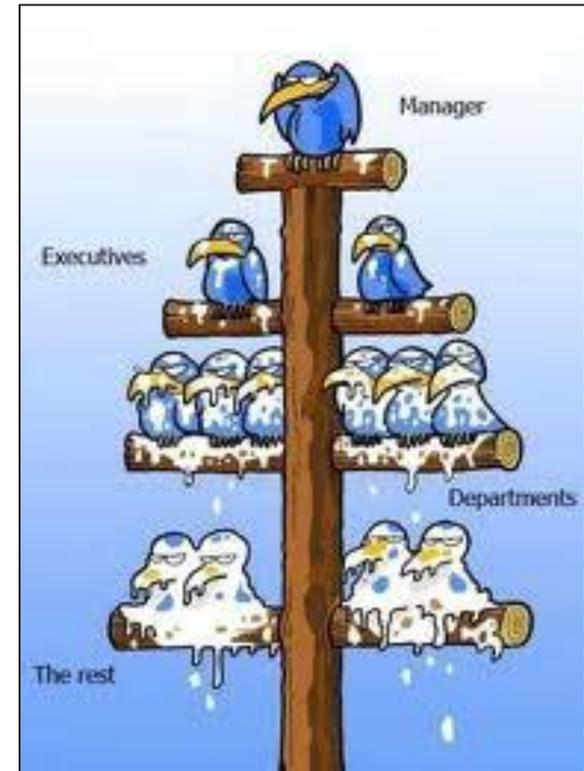


© E Source; data from organizations



Who Doesn't Love A Re-Org?

	Avista Utilities	Con Edison	National Grid	NSTAR	Pacificorp	Pacific Gas and Electric	Progress Energy Florida	Seattle City Light
Organized by								
Sector (residential, small business, etc.)	▪	▪	▪	▪	▪	▪	▪	▪
Fuel	▪	▪	▪	▪				
Geography	▪	▪	▪				▪	
Program type (energy efficiency, demand response, etc.)	▪	▪	▪	▪	▪		▪	
Target market/customer segment						▪		
Reports to								
Sustainable Energy Solutions	▪							
Law and Regulatory Affairs		▪						
Products and Services			▪					
Customer Care				▪				
Communications and Division Services					▪			
Marketing and Customer Innovation						▪		
Efficiency and Innovative Technologies							▪	
Power Supply and Environmental Affairs								▪
Relationship between energy efficiency and demand response								
In same department	▪	▪		▪	▪		▪	▪
In different departments			▪				▪	
Outsourcing								
Program implementation	▪	▪	▪	▪	▪	▪	▪	▪
Program management		▪				▪		
Smart grid								
In DSM department	NA	▪	NA	NA	NA		NA	
In other department	NA	▪	NA	NA	NA	▪	NA	▪



Source: aliensi2000.com

DSM Tracking Systems

How to Choose the Optimal DSM Tracking System Results from an E Source Roundtable Discussion

By Alexandra Behringer

✓ Recommend (0)

Contents

EXECUTIVE SUMMARY

FULL REPORT

SETTING THE STAGE

DSM TRACKING SYSTEMS: BACKGROUND AND CHALLENGES

LONG ISLAND POWER AUTHORITY

NATIONAL GRID

SOUTHERN CALIFORNIA EDISON

DISCUSSION

EXECUTIVE SUMMARY

DSM Tracking and Management Systems Leadership Call

Date: Tuesday August 7, 2012

Time: 12:00 pm MDT

Duration: 1 hour

» **Click here to register**

Moderator: Adam Maxwell

Agenda:

The DSM Tracking and Management Systems Leadership Call is a quarterly, interactive, discussion-based conference call with utility leaders from across North America. This is a vendor-free call, allowing individuals who work with demand-side management (DSM) tracking and management systems to discuss high-level issues, including how to:

Wireless Meter Opt-Out Policies

TABLE 1: Consumer opt-out choices at five utilities

In response to customers requesting an alternative to wireless meters, utilities are implementing opt-out policies that apportion a fee to those who select a noncommunicating meter.

Utility	Alternative to wireless meter	Up-front fee (\$)	Monthly fee (\$)	Low-income provision
Central Maine Power	Option A: Noncommunicating wireless meter	20.00	10.50	Rate reduced by 50% or 75%
Central Maine Power	Option B: Analog meter	40.00	12.00	Rate reduced by 50% or 75%
Central Vermont Public Service	Analog meter	0.00	10.00	Under consideration
City of Naperville, Illinois	Noncommunicating wireless meter	68.35	24.75	No information
Pacific Gas & Electric	Analog meter	75.00	10.00	Up-front fee: \$10.00 Monthly fee: \$5.00
Portland General Electric	Noncommunicating wireless meter	254.00	51.00	No information

© E Source; data from utilities

Behavioral Programs – All the Rage

- K-12 school competitions
- Continuous energy improvement
- Energy challenges
- Social norms
- Energy use feedback
- Education & awareness
- Energy teams
- Subsidized energy managers



DSMdat – Who's Running This Program?

The screenshot displays the DSMdat website interface. At the top, there is a navigation bar with links for 'What's New', 'My Saved Programs', 'About DSMdat', 'DSMdat Help', and 'Contact Us'. Below this is a header section with the DSMdat logo and the text 'DSMdat || Who's Doing What in DSM Programs'. A secondary navigation bar contains 'BASIC SEARCH' (highlighted) and 'ADVANCED SEARCH', along with links to 'Navigate to DSMdat', 'Navigate to R&IF', 'Create Content', and 'Admin Search'.

The main content area is titled 'BASIC SEARCH' and features a search form with the following fields and options:

- Keyword Search:** A text input field.
- Country:** A dropdown menu currently set to '<Any>'.
- State or Province Name:** A dropdown menu currently set to '<Any>'.
- Sponsor:** A list box containing the following entries: AEP Ohio, AEP Texas Central Company, AEP Texas North Company, Alabama Department of Economic and Community Affairs, Alabama Power, Alagasco, Alameda Municipal Power, and Alaska Energy Authority.
- Sector:** A list box containing: Business, Business - agricultural, Business - commercial, Business - industrial, Business - new construction, Business - small, Government | schools | institution, and Residential.
- Purpose:** A list box containing: Demand response, Energy efficiency | conservation, Load building, Peak load management, and Renewable energy.
- Channel:** A list box containing: Architects | engineers | designer, Building owners and operators, Contractors and builders, Distributors, and Educators | students.
- Incentive Method:** A list box containing: FINANCIAL METHODS, -Bill credits, -Bill guarantees, -Coupons, and -Direct installation.

Below the search form are two tabs: 'Program List' (active) and 'Program Details'. The 'Program List' tab displays the message: 'No saved searches found for this view.' Below this, a welcome message reads: 'Welcome to DSMdat. Please use the filters to your left to search for programs that match the criteria you are looking for.'



DSMdat – Program List

Program List
Program Details

Matching programs: 331

No saved searches found for this view.

Name: * Save this search

1 2 3 4 5 6 7 8 9 ... next › last »

STATE OR PROVINCE	PROGRAM	SPONSORS	PROGRAM WEB SITE	
OH	Advanced Energy Fund	Ohio Department of Development Energy Office (Ohio Energy Office)	Program website	Edit Program Save this Program
CT	Affordable Housing Initiative	Connecticut Clean Energy Fund	Program website	Edit Program Save this Program
AL	Agriculture Energy Efficiency Programs	Alabama Department of Economic and Community Affairs	Program website	Edit Program Save this Program
AL	Alabama SAVES	Alabama Department of Economic and Community Affairs	Program website	Edit Program Save this Program
IA	Alternate Energy Revolving Loan Program (AERLP)	Iowa Energy Center	Program website	Edit Program Save this Program

PA	Alternative and Clean Energy Program	Pennsylvania Department of Community and Economic Development	Program website	Edit Program Save this Program
MT	Alternative Energy Investment Tax Credit	Montana Department of Environmental Quality	Program website	Edit Program Save this Program
MT	Alternative Energy Loan Program	Montana Department of Environmental Quality	Program website	Edit Program Save this Program
ID	Alternative Energy Tax Deduction	Idaho Office of Energy Resources	Program website	Edit Program Save this Program
NY	Anaerobic Digester Gas to Electricity Program	NYSERDA	Program website	Edit Program Save this Program
MD	Anemometer Loan Program	Maryland Energy Administration	Program website	Edit Program Save this Program
AK	Anemometer Loan Program	Alaska Energy Authority	Program website	Edit Program Save this Program
WY	Anemometer Loan Program	Wyoming Business Council	Program website	Edit Program Save this Program
MB	Bioenergy Optimization Program	Manitoba Hydro	Program website	Edit Program Save this Program

DSMdat – Program Details

Program List
Program Details

Matching programs: 331

No saved searches found for this view.

Name: * Save this search

1 2 3 4 5 6 7 8 9 ... next › last »

Advanced Energy Fund

Edit Program
Print Program PDF Program

Program Status
Inactive

Date Last Reviewed
2011-01-18T00:00:00

Added By
kbell

Old ID
1915

Pilot
No

Date Added
2007-04-23T00:00:00

Program ID
1122

Reviewed By
tcamnitz

Sponsors & Locations

Ohio Department of Development Energy Office (Ohio Energy Office)	OH
-------------------------------------------------------------------	----

Contacts:

Overview
The Ohio Energy Office offers grants to business, institutional, government and residential customers for distributed generation projects, energy efficiency improvements and renewable energy projects.
[Program website](#)

Eligibility
Eligible applicants include commercial businesses, industrial businesses, local governments, institutions and residential customers, with projects located in Ohio and served by one of the four participating electric distribution companies:

American Electric Power, Duke Energy, Dayton Power and Light, and First Energy (which is comprised of Ohio Edison, Illuminating Company, and Toledo Edison).
[Program website](#)

Incentives
Distributed Energy Resources projects. The grant covers 25% of the costs of eligible projects, capped at \$100,000 per project. Owner's cash equity requirement is 10% of total project cost. Eligible projects include but not limited to industrial heat recovery, combined heat and power and landfill or biomass methane for electric generation. Systems up to 25 MW for commercial, institutional, and industrial applications will be eligible.

Notice of Funding Available: <http://development.ohio.gov/cms/uploadedfiles/CDD/OEE/DERNOFA0701.pdf>

Energy Efficiency (EE) Program for Manufacturers: Qualifying EE projects will be eligible to apply for grants to cover 50%, capped at \$250,000 per corporate entity. A minimum of 15% energy use reduction from existing conditions is required. New construction projects must show (theoretical model) a 15% reduction in energy use from standard code requirement.

Notice of Funding Available: <http://development.ohio.gov/cms/uploadedfiles/CDD/OEE/EE%20NOFA%2010-03.pdf>

Renewable Energy Program (for the installation of solar electric, solar hot water and/or wind energy systems for all non-residential customer classes, including agricultural, commercial, industrial, institutional, governmental, and non-profit): Eligible solar electric systems receive \$3.50/watt (minimum 10kW DC), maximum incentive of 50% of system costs, capped at \$150,000. Eligible wind electric systems receive \$2.00/kWh (minimum 3,000 kWh AC), maximum incentive of 40% of system costs, capped at \$200,000. Solar thermal systems receive \$30 per kBtu per day, maximum incentive of 50% of system costs, capped at \$150,000.

<http://development.ohio.gov/cms/uploadedfiles/CDD/OEE/NOFA.pdf>

EDRP Research

DSM Programs Research

- Efficiency Beyond Widgets: C&I Behavioral Program Options
- Managing the Uncertainty of Building Modeling in New Construction Programs
- Do You Have What It Takes to Implement a Deep Energy Retrofit Program?
- Industrial Energy-Efficiency Technologies and Program Strategies

DSM Portfolio Management Research

- Structuring Implementation RFPs: A Guide to Maximizing Value from Contractors
- Do They Qualify? Trade Ally Screening Practices
- Justifying Initially Cost-Ineffective Programs
- Selling Out Isn't A Good Thing: Avoiding Rebate Oversubscription
- A Review of Wireless Meter Opt-Out Policies
- How to Choose the Optimal DSM Tracking System

Evaluation Research

- Cracking the Code: Approaches to Claiming Savings From Building Codes
- Behavior Counts: Claiming Behavior-Based Savings from Subsidized Energy Manager Programs
- Repository of Publicly Available Technical Reference Manuals
- Net vs. Gross Savings: Who's Doing What and Why

Benchmarking Research

- Low-income weatherization benchmarking
- Direct-Load Control Program Benchmarking (upcoming)

Leaders Group Calls and Web Conferences

- Small Business Programs Leadership Call
- Demand-Response Leadership Call
- DSM Tracking and Management Systems



My E Source Landing Page

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E Source

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My E Source

My E Source consolidates your E Source research, analysis, and tools into one place. You can set up RSS feeds, save your favorite reports, sign up for newsletters, update your account information, and more. All of your news and research is listed here and this content is automatically updated when something new is published.

My Favorites

Use the favorites button on news and research to save an article to this list. Refresh your browser to update this list.

- ★ E Source Technology Assessment Service [remove]
- ★ E Source Efficiency & Demand-Response Programs Service [remove]
- ★ Efficiency & Demand-Response Programs Service [remove]

Latest Research

Browse our library of research and analysis. Here you'll find detailed reports and reference materials focusing on specific technologies, policies, programs, trends, industry practices, and market sectors.

- Key Findings from the 2011 E-Business Metrics Survey
- Key Findings from the 2011 E-Business Metrics Survey: Data Sheets
- Behavior Counts: Claiming Behavior-Based Savings from Subsidized Energy Manager Programs
- Account Management Assessment 2011 for Pacific Gas & Electric Co.
- Account Management Assessment 2011 for Silicon Valley Power

VIEW ALL

Web Conferences

Upcoming

Past

Wednesday October 12, 2011
Utility Crisis Communications Leaders Group Call - October 2011

Thursday October 13, 2011
Gas Utility Marketing Leaders Group Call - October 2011

Thursday October 20, 2011
Segmentation & Targeting Leaders Group Call - October 2011

👤 = registered

VIEW ALL

Meetings

Upcoming

Past

There are no upcoming meetings at this time

👤 = registered

VIEW ALL

Member Inquiry

As an E Source member, you can submit any question related to the E Source content areas to which your organization subscribes.

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Google ≠ DSM: Ask Member Inquiries!

what does DSM stand for

what does dsm stand for
what does dsm mean
what does dsm stand for in psychology
what does dsm iv tr stand for

dsm

Abbreviation: Distinguished Service Medal, (in the US) a military decoration for exceptionally meritorious performance of a duty of great responsibili...

More info » [Wikipedia - Answers.com - Merriam-Webster - The Free Dictionary](#)

[What does "DSM" stand for? - DSM Forums](#)
[www.dsmtuners.com](#) » ... » [General](#) » [Frequently Answered DSM Questions](#)
May 21, 2003 – Background Information on **DSM/MMMA** October 1985, Diamond-Star Motors (**DSM**) was incorporated as a joint venture of Mitsubishi Motors ...

[1G what does this # stand for - DSM Forums](#) - Dec 27, 2010
[What does TSi stand for?? - DSM Forums](#) - Sep 11, 2006
[What is UEGO? what does it stand for? - DSM Forums](#) - Feb 27, 2005
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Mar 8, 2008 – Referring to what? If you mean, why is a Mitsubishi Eclipse called a **DSM**, then it **stands for** "Diamond Star Motors." It was an unofficial term for ...

[What does DSM IV stands for in the disease Anxiety DSM IV? - Jul 25, 2009](#)
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[acronyms.thefreedictionary.com/DSM-IV](#)
Acronym, Definition. I
edition. How to thank

how smart is |
how smart is **an octopus**
how smart is **stephen hawking**
how smart is **your right foot**
how smart is **siri**

Ask about **DSM**
programs and technologies!!

NO LIMIT to
number of
questions you
can ask!

Leaders Group Calls

Behavior-Change Leaders Group Call – June 2012

Date: Monday June 25, 2012

Time: 12:00 pm MDT

Duration:

» [Click here to register](#)

Moderator:

Agenda:

The Behavior-Change Leaders Group Call is a quarterly, interactive, discussion-based conference call with utility leaders from across North America. This is a vendor-free call, allowing individuals who work with demand-side management (DSM) tracking and management systems to discuss high-level issues, including how to:

Demand-Response Leaders Group Call – May 2012

Date: Thursday May 17, 2012

Time: 12:00 pm MDT

Duration:

» [Click here to register](#)

Moderator:

Agenda:

The Demand-Response Leaders Group Call is a quarterly, interactive, discussion-based conference call with utility leaders from across North America. This is a vendor-free call, allowing individuals who work with demand-side management (DSM) tracking and management systems to discuss high-level issues, including how to:

Date: Tuesday July 17, 2012

Time: 12:00 pm MDT

Duration: 1 hour

» [Click here to register](#)

Moderator:

Agenda:

This quarterly call will discuss the latest trends in DSM tracking and management systems, including how to:

Efficiency Leadership Call: Small Business Programs – July

DSM Tracking and Management Systems Leadership Call

Date: Tuesday August 7, 2012

Time: 12:00 pm MDT

Duration: 1 hour

» [Click here to register](#)

Moderator: Adam Maxwell

Agenda:

The DSM Tracking and Management Systems Leadership Call is a quarterly, interactive, discussion-based conference call with utility leaders from across North America. This is a vendor-free call, allowing individuals who work with demand-side management (DSM) tracking and management systems to discuss high-level issues, including how to:

Web Conferences



The In-Home Display: A Stepping Stone to Deeper Savings?

Katie Elliott
Product Manager, E Source

H. Gil Peach,
President, H. Gil Peach & Associates LLC

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Hot or Not? Direct Load Control Program Benchmarking

How Do Your Programs Compare?

Previous Web Conference

Date: Tuesday June 26, 2012

Duration: 1 hour

Moderator: Adam Maxwell

Agenda:

How do your direct load control (DLC) programs stack up against those of other utilities? Find out during this web conference!

In early 2012, we began an industrywide initiative to take an in-depth look at DLC programs. We cast a wide net, gathering data on technologies, incentives, program budgets, participation, and load impacts. We collected data from 23 DLC programs, representing utilities from across the United States. Never before has anyone conducted such comprehensive, program-specific benchmarking research. Join us to learn why certain programs are successful and steps you can take to improve your own programs.



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Staying on Top of E Source Research



E Source Efficiency Newsletter

May 2012

Using Gross Savings to Evaluate Programs

Some states have chosen to use gross savings instead of net savings when evaluating the attribution of energy-efficiency program energy savings. Basically, instead of factoring in free-ridership and spillover numbers, utilities are attributing energy savings in a more holistic way than they historically have. In a newly published report, **Net Versus Gross Savings: Who's Doing What and Why?** (from the *E Source Efficiency & Demand-Response Service*), by Dulcey Simpkins, we explore the arguments for using gross rather than net savings to evaluate program performance.



Adam Maxwell
Product Manager, E Source Efficiency & Demand-Response





E Source DSM Programs Group

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4. Participate in E Source research
5. Utilize DSMdat
6. Request conference calls
7. Actively lean on us!



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October 2–5, 2012

Westin Denver Downtown || Denver, Colorado

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- 8th Annual Account Management Summit
- Fall 2012 Customer Experience Executive Council
- Fall 2012 DSM Executive Council
- Fall 2012 Tech Strategy Roundtable
- Fall 2012 Utility Marketing Executive Council

For more information visit

www.esource.com/forum2012

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Questions?



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