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Harry M. Barton Senior Counsel Legal Department -- Regulatory

August 28, 2019

By Hand Delivery

Ms. Lora W. Johnson, CMC, LMMC Clerk of Council Council of the City of New Orleans Room 1E09, City Hall 1300 Perdido Street New Orleans, LA 70112

> Re: In Re: 2018 Triennial Integrated Resource Plan of Entergy New Orleans, LLC <u>Docket No. UD-17-03</u>

Dear Ms. Johnson:

Entergy New Orleans, LLC respectfully submits its September 11, 2019 Public Technical Meeting Materials in the above referenced Docket. Please file an original and two copies into the record in the above referenced matter, and return a date-stamped copy to our courier.

Should you have any questions regarding the above, I may be reached at (504) 576-2984.

Sincerely

Thank you for your assistance with this matter.

Harry M. Barton

HMB/bkd Enclosures

cc: Official Service List (via email)

AUG 2 8 2019

BY:

Utility. Reimagined.

ENOL 2018 IRP Technical Meeting #5
Docket No. UD-17-03
September 11, 2019

Entergy New Orleans, LLC





SAFETY TOPIC





Agenda

- Introductions
- Proposed PY10-12 Offerings
- Third Party Administration,
 Implementation and Evaluation
 Team
- PY10-12 Proposed vs. PY7-9
 Offering Comparison
- Program Offerings Review
 - Residential

- Commercial & Industrial
- Potential Studies Matrix
- Scenario Model Review
 - Scenario 1
 - · Scenario 2
- Demand Response Offerings
 - Residential
 - Commercial & Industrial





PROPOSED PY10-12 OFFERINGS

PROGRAM YEAR 10-12





PY10-12 Proposed Offerings

Residential Offerings

- Home Performance with Energy Star ("HPwES")
- Multifamily Solutions
- A/C Solutions
- Retail Lighting and Appliances
- Income Qualified Weatherization
- School Kits & Education and Community Outreach
- Behavioral
- Appliance Recycling & Replacement Pilot
- Rewards

Commercial & Industrial Offerings

- Small Commercial & Industrial Solutions
- Large Commercial & Industrial
 Solutions
- Publicly Funded Institutions
- Commercial & Industrial
 Construction Solutions
- Commercial Real Estate

Demand Response Offerings

- Residential (EasyCool)
- Commercial & Industrial





Energy Smart Program Year 10-12 Team

| Third-Party Administrator | Third-Party Implementers | Third-Party Evaluator |
|------------------------------|------------------------------|-----------------------|
| APTIM | APTIM | ADM Associates |
| | Franklin Energy | |
| | Green Coast Enterprises | |
| | Energy Wise Alliance | |
| | ILSI Engineering | |
| | TSG Services | |
| | Baynham Environmental | |
| | Urban League of Louisiana | |
| | EnergyHub* | |
| | ARCA* | |
| *Inc | dicates a new program ven | dor |





PY10-12 Proposed vs. PY7-9 Offerings Comparison

Program comparison table

| Portfolio | PY 7-9 Program Offerings | PY 10-12 Program Offerings | | | |
|--------------------------|---|--|--|--|--|
| | Home Performance with Energy Star | Home Performance with Energy Star | | | |
| | Energy Smart for Multifamily | Multifamily Solutions | | | |
| | High Efficiency AC Tune Up Program | A/C Solutions | | | |
| <u> </u> | Residential Lighting and Appliances | Retail Lighting and Appliances | | | |
| nti | Low Income Program | Income Qualified Weatherization | | | |
| Residential | NOLA Wise School Kit and Community | School Kits & Education and Community | | | |
| es. | Outreach Program | Outreach | | | |
| ď | Residential Direct Load Control | EasyCool | | | |
| | Behavioral Program | Behavioral | | | |
| | N/A | Appliance Recycling & Replacement Pilot | | | |
| | N/A | Rewards | | | |
| ් | Small Business | Small Commercial & Industrial Solutions | | | |
| <u>a</u> <u>a</u> | Large Commercial & Industrial Solutions | Large Commercial & Industrial Solutions | | | |
| erc | Publicly Funded Institutions | Publicly Funded Institutions | | | |
| Commercial Industrial | N/A | Commercial & Industrial Construction Solutions | | | |
| ပိ | N/A | Commercial Real Estate* | | | |





Themes & Objectives

- Drive Participant Engagement
 - Provide more options for customers
 - Offer attractive incentives
 - Evolve the customer journey
- Make Offerings More Scalable
 - Streamline participation
 - Target customer sectors
- Evolve the Program
 - Make the program more comprehensive
 - Integrate energy efficiency & build demand response







Residential Concepts

Modify Existing Offerings

- Increase number of measures and adjust incentives
- Revise HPwES and Multifamily eligibility
- Expand offerings for Multifamily customers
- Formalize Home Energy Kits offering
- Expand measures for gas homes
- Qualify trade allies to deliver air sealing for Income-Qualified offering
- Expand Retail Lighting & Appliance products

New Offerings

- Online Marketplace
- Appliance Recycling & Replacement Pilot
- Rooftop Unit ("RTU") Early Retirement + Smart T-stat
- DR-enabled Smart T-stats
- New Homes/Major Renovations incentives
- Rewards





Residential Offerings Overview

Home Performance with ENERGY STAR

- Configuration revision: 1-4 units
- Expand measures for gas homes (attic insulation, air sealing, smart T-stats)
- Introduce incentives for new home construction and gut rehabs
- Formalized Home Energy Kit offering
- Smart T-stats (200-300 per yr) with DR capability

Multifamily Solutions

- Configuration revision: 5+ units
- Expand measures for gas units
- Offer more measures (water conservation and tier 2 power strips)





Residential Offerings Overview (Cont.)

A/C Solutions

- Adjusted replacement incentives
- Promote early retirement incentives
- Promote replacements for equipment nearing end of life
- Smart T-stats (300 per yr) with DR capability

Retail Lighting & Appliances

- Launch an Online Marketplace
- Expanded product offerings (specialty LEDs, smart T-stats, ceiling fans, dehumidifiers, low-e windows, tier 2 power strips)
- Offer Smart T-stats (1000-1450 per yr)





Residential Offerings Overview (Cont.)

Income Qualified Weatherization

- Qualify Trade Allies to deliver air sealing measures
- Introduce incentives for new home construction and gut rehabs
- Offer Smart T-stats with DR capability

School Kits & Education and Community Outreach

 Kit lighting modification (smart power strips and hot water restrictor valves)

Behavioral

- Home Utility Reports will be available through the Customer Engagement Portal (CEP)
- Rewards Program will potentially provide gift cards for signing up for programs, completing home assessments and other activities.

Appliance Recycling & Replacement Pilot

- Recycling of low efficiency appliances (refrigerators, freezers, dehumidifiers)
- Recycling and replacement incentives for income-qualified customers





Commercial & Industrial Concepts

Modify & Enhance Existing Offerings

- Increase number of deemed prescriptive offerings
- Adjust incentive levels
- Promote Retro-commissioning incentives

New Measures & Offerings

- Small Business Direct Install and Kits
- Launch a C&I New Construction offering
- Offer short-term Trade Ally bonus
- Rooftop Unit ("RTU") early retirement +
 Smart T-stat
- Offer Smart T-stats for Small C&I
- Bonus incentives
- Launch a Commercial Real Estate offering (Scenario 2 only)





Commercial & Industrial New Offerings

Commercial & Industrial New Construction

- New program offering designed for ground-up construction, additions/expansions, gut rehabs that will include whole building design, lighting, prescriptive and custom incentives
- Engage with architecture and engineering firms, developers, etc.

Commercial Real Estate (CRE)

- Launch a commercial real estate offering, aimed at large Class A & B office space
- Leverage targeted outreach and offerings to meet the unique needs of CRE decision makers





2018 INTEGRATED RESOURCE PLAN

DSM POTENTIAL STUDIES MATRIX





| | Navigant Base Cas | se . | | Optimal Prog | ram Achiev | able | Case | APTIM Propo | sed Portfolio | |
|------------------|--|------|------------------------------|--|------------------|-------|------------------------|--|----------------|------------------|
| 2020 2021 | • | | \$/kWh \$ 0.27 \$ 0.28 | budget \$19.2M \$25.8M | GWh 80 109 | \$ | \$/kWh 0.24 0.24 | budget \$16.0M \$15.9M | GWh 69.2 \$ | |
| 2022 | • | | \$ 0.28 | \$27.3M | 115 | • | 0.24 | \$18.6M | 88.7 | |
| Top C&I Measures | Lighting HVAC Retrocommission VFDs Lighting Controls | ing | | HVAC Lighting Retrocommis Industrial Pro Refrigeration | cess | | | Lighting HVAC Retrocommis Commercial k Lighting Cont | Citchen | |
| | | | | potential in 203 | 37, limited lig | hting | 7 | | | |
| Top Res Measures | HVAC Lighting Envelope Appliance Plug Load | | | HVAC DHW Appliance Plug Load Lighting | | | | Lighting HVAC Envelope Appliance DHW | | |
| | | | | | | | | | | |
| | inc. / IMC | TRC | discount rate | inc. / IMC | TRC | d | iscount rate | inc. / IMC | TRC | discount rate |
| | 50% | 1.7 | 7.72% | 50% | 3.2 | | 3.00% | 67% | 1.22 | 7.79% |





SCENARIO MODEL REVIEW





SCENARIO 1

PLAN TO ACHIEVE COUNCIL'S 2% SAVINGS GOAL





Scenario 1: Plan to Achieve Council's 2% Savings goal

| Program Year | Portion of Total Annual Sales | EM&V | Implementation | Incentives | kWh Target | TRC Ratio |
|-----------------|----------------------------------|-------------|----------------|--------------|------------|--------------|
| 10 | 1.14% | \$1,038,284 | \$6,180,352 | \$8,802,265 | 69,217,074 | 1.20 |
| 11 | 1.34% | \$1,031,328 | \$6,385,418 | \$8,497,851 | 77,483,144 | 1.23 |
| 12 | 1.54% | \$1,205,294 | \$7,248,439 | \$10,120,061 | 88,688,744 | 1.23 |

- Improve Scalability of Current Programs
 - Prescriptive offerings & incentives
 - Increase number and types of measures offered
 - Enhance Trade Ally engagement

- Launch New Offerings
 - Appliance Recycling & Replacement Pilot
 - C&I New Construction
 - Next Generation Residential Demand Response





Scenario 1: PY10-12 Summary

| Offering | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|--------------|-------------|-----------|
| Small Commercial & Industrial Solutions | \$420,139 | \$2,569,250 | \$3,432,741 | 24,527,828 | 1.00 |
| Large Commercial & Industrial Solutions | \$1,246,918 | \$7,148,750 | \$10,664,364 | 88,520,335 | 1.32 |
| Commercial Real Estate | \$0 | \$0 | \$0 | - | NA |
| Publicly Funded Institutions | \$196,632 | \$1,478,125 | \$1,330,897 | 10,323,382 | 1.19 |
| Commercial & Industrial Construction Solutions | \$154,359 | \$1,376,000 | \$829,133 | 6,154,370 | 1.08 |
| Home Performance with Energy Star | \$344,576 | \$963,299 | \$3,959,222 | 10,844,262 | 1.43 |
| Retail Lighting & Appliances | \$187,872 | \$655,607 | \$2,028,285 | 13,837,431 | 1.48 |
| Multifamily Solutions | \$73,997 | \$497,795 | \$559,302 | 2,681,247 | 2.05 |
| Income Qualified Weatherization | \$279,996 | \$1,897,743 | \$2,102,196 | 5,085,874 | 0.93 |
| A/C Solutions | \$132,735 | \$638,372 | \$1,257,838 | 6,798,935 | 1.20 |
| Appliance Recycling & Replacement Pilot | \$77,569 | \$618,125 | \$490,000 | 4,861,700 | 0.66 |
| School Kits & Community Outreach | \$104,758 | \$1,180,342 | \$316,200 | 2,043,396 | 0.43 |
| Behavioral | \$55,356 | \$790,800 | \$0 | 59,710,204 | 2.14 |
| Rewards | \$0 | \$0 | \$450,000 | - | NA |
| Total | \$3,274,906 | \$19,814,209 | \$27,420,177 | 235,388,962 | 1.22 |





Scenario 1: PY10

| Offering | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|-------------|------------|-----------|
| Small Commercial & Industrial Solutions | \$141,152 | \$860,000 | \$1,156,455 | 7,577,283 | 1.01 |
| Large Commercial & Industrial Solutions | \$417,416 | \$2,311,250 | \$3,651,839 | 27,135,952 | 1.30 |
| Commercial Real Estate | \$0 | \$0 | \$0 | - | 0.00 |
| Publicly Funded Institutions | \$66,748 | \$473,000 | \$480,537 | 3,345,607 | 1.18 |
| Commercial & Industrial Construction Solutions | \$30,844 | \$322,500 | \$118,126 | 768,009 | 0.74 |
| Home Performance with Energy Star | \$105,940 | \$291,648 | \$1,221,775 | 3,388,955 | 1.43 |
| Retail Lighting & Appliances | \$53,482 | \$187,316 | \$576,710 | 4,096,373 | 1.51 |
| Multifamily Solutions | \$23,300 | \$151,635 | \$181,216 | 841,905 | 2.05 |
| Income Qualified Weatherization | \$84,880 | \$567,009 | \$645,569 | 1,568,168 | 0.93 |
| A/C Solutions | \$39,342 | \$182,392 | \$379,638 | 2,021,586 | 1.19 |
| Appliance Recycling & Replacement Pilot | \$22,619 | \$188,125 | \$135,000 | 1,481,900 | 0.65 |
| School Kits & Community Outreach | \$34,109 | \$381,877 | \$105,400 | 681,132 | 0.43 |
| Behavioral | \$18,452 | \$263,600 | \$0 | 16,310,204 | 1.79 |
| Rewards | \$0 | \$0 | \$150,000 | _ | NA |
| Total | \$1,038,284 | \$6,180,352 | \$8,802,265 | 69,217,074 | 1.20 |





Scenario 1: PY11

| Offering | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|-------------|------------|-----------|
| Small Commercial & Industrial Solutions | \$135,492 | \$849,250 | \$1,086,355 | 8,120,295 | 0.99 |
| Large Commercial & Industrial Solutions | \$375,604 | \$2,257,500 | \$3,108,273 | 27,102,540 | 1.33 |
| Commercial Real Estate | \$0 | \$0 | \$0 | - | 0.00 |
| Publicly Funded Institutions | \$63,680 | \$494,500 | \$415,212 | 3,385,031 | 1.21 |
| Commercial & Industrial Construction Solutions | \$50,577 | \$430,000 | \$292,527 | 2,213,933 | 1.12 |
| Home Performance with Energy Star | \$106,552 | \$300,397 | \$1,221,775 | 3,388,955 | 1.45 |
| Retail Lighting & Appliances | \$61,835 | \$218,536 | \$664,825 | 4,510,769 | 1.46 |
| Multifamily Solutions | \$23,688 | \$156,184 | \$182,216 | 841,905 | 2.04 |
| Income Qualified Weatherization | \$92,286 | \$621,203 | \$697,167 | 1,668,011 | 0.93 |
| A/C Solutions | \$45,632 | \$212,791 | \$439,100 | 2,388,674 | 1.21 |
| Appliance Recycling & Replacement Pilot | \$22,619 | \$188,125 | \$135,000 | 1,481,900 | 0.67 |
| School Kits & Community Outreach | \$34,911 | \$393,333 | \$105,400 | 681,132 | 0.43 |
| Behavioral | \$18,452 | \$263,600 | \$0 | 21,700,000 | 2.23 |
| Rewards | \$0 | \$0 | \$150,000 | - | NA |
| Total | \$1,031,328 | \$6,385,418 | \$8,497,851 | 77,483,144 | 1.23 |





Scenario 1: PY12

| Offering | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|--------------|------------|-----------|
| Small Commercial & Industrial Solutions | \$143,495 | | \$1,189,931 | 8,830,250 | 1.00 |
| Large Commercial & Industrial Solutions | \$453,898 | \$2,580,000 | \$3,904,252 | 34,281,844 | 1.31 |
| Commercial Real Estate | \$0 | \$0 | \$0 | - | 0.00 |
| Publicly Funded Institutions | \$66,204 | \$510,625 | \$435,147 | 3,592,744 | 1.19 |
| Commercial & Industrial Construction Solutions | \$72,939 | \$623,500 | \$418,479 | 3,172,427 | 1.17 |
| Home Performance with Energy Star | \$132,085 | \$371,254 | \$1,515,672 | 4,066,352 | 1.42 |
| Retail Lighting & Appliances | \$72,555 | \$249,755 | \$786,750 | 5,230,288 | 1.47 |
| Multifamily Solutions | \$27,009 | \$189,976 | \$195,869 | 997,437 | 2.06 |
| Income Qualified Weatherization | \$102,829 | \$709,532 | \$759,461 | 1,849,695 | 0.93 |
| A/C Solutions | \$47,760 | \$243,189 | \$439,100 | 2,388,674 | 1.20 |
| Appliance Recycling & Replacement Pilot | \$32,331 | \$241,875 | \$220,000 | 1,897,900 | 0.66 |
| School Kits & Community Outreach | \$35,737 | \$405,133 | \$105,400 | 681,132 | 0.44 |
| Behavioral | \$18,452 | \$263,600 | \$0 | 21,700,000 | 2.40 |
| Rewards | \$0 | \$0 | \$150,000 | - | NA |
| Total | \$1,205,294 | \$7,248,439 | \$10,120,061 | 88,688,744 | 1.23 |





SCENARIO 2

PLAN FOR MORE AGGRESSIVE ENERGY SAVINGS





SCENARIO 2

PLAN FOR MORE AGGRESSIVE ENERGY SAVINGS

| Program Year | Portion of Total Annual Sales | EM&V | Implementation | Incentives | kWh Target | TRC Ratio |
|-----------------|----------------------------------|-------------|----------------|--------------|------------|--------------|
| 10 | 1.21% | \$1,087,540 | \$6,382,758 | \$9,303,513 | 72,604,669 | 1.19 |
| 11 | 1.44% | \$1,148,759 | \$6,860,033 | \$9,700,807 | 86,840,401 | 1.22 |
| 12 | 1.64% | \$1,296,075 | \$7,508,395 | \$11,142,692 | 95,937,149 | 1.23 |

- Residential Portfolio
 - Expand Retail Lighting & Appliance product offerings
 - Target Multifamily properties, particularly large complexes

- Commercial & Industrial Portfolio
 - Introduce a new Commercial Real Estate offering aimed at the large Class A & B office sector
 - Increase outreach to Large Commercial & Industrial customers





Scenario 2: PY10-12 Summary

| Offering | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|--------------|-------------|-----------|
| Small Commercial & Industrial Solutions | \$420,139 | \$2,569,250 | \$3,432,741 | 24,527,828 | 1.00 |
| Large Commercial & Industrial Solutions | \$1,308,912 | \$7,525,000 | \$11,173,742 | 93,200,648 | 1.32 |
| Commercial Real Estate | \$62,760 | \$322,500 | \$574,070 | 6,339,663 | 1.18 |
| Publicly Funded Institutions | \$196,632 | \$1,478,125 | \$1,330,897 | 10,323,382 | 1.19 |
| Commercial & Industrial Construction Solutions | \$154,359 | \$1,376,000 | \$829,133 | 6,154,370 | 1.08 |
| Home Performance with Energy Star | \$344,576 | \$963,299 | \$3,959,222 | 10,844,262 | 1.43 |
| Retail Lighting & Appliances | \$289,826 | \$807,646 | \$3,332,725 | 21,627,624 | 1.32 |
| Multifamily Solutions | \$103,756 | \$583,984 | \$898,248 | 3,864,334 | 1.66 |
| Income Qualified Weatherization | \$279,996 | \$1,897,743 | \$2,102,196 | 5,085,874 | 0.93 |
| A/C Solutions | \$132,735 | \$638,372 | \$1,257,838 | 6,798,935 | 1.20 |
| Appliance Recycling & Replacement Pilot | \$77,569 | \$618,125 | \$490,000 | 4,861,700 | 0.66 |
| School Kits & Community Outreach | \$104,758 | \$1,180,342 | \$316,200 | 2,043,396 | 0.43 |
| Behavioral | \$55,356 | \$790,800 | \$0 | 59,710,204 | 2.14 |
| Rewards | \$0 | \$0 | \$450,000 | \$0 | NA |
| Total | \$3,531,374 | \$20,751,187 | \$30,147,012 | 255,382,219 | 1.21 |





Scenario 2: PY10

| Offering | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|-------------|------------|-----------|
| Small Commercial & Industrial Solutions | \$141,152 | \$860,000 | \$1,156,455 | 7,577,283 | 1.01 |
| Large Commercial & Industrial Solutions | \$417,416 | \$2,311,250 | \$3,651,839 | 27,135,952 | 1.30 |
| Commercial Real Estate | \$15,096 | \$107,500 | \$108,151 | 1,193,103 | 1.02 |
| Publicly Funded Institutions | \$66,748 | \$473,000 | \$480,537 | 3,345,607 | 1.18 |
| Commercial & Industrial Construction Solutions | \$30,844 | \$322,500 | \$118,126 | 768,009 | 0.74 |
| Home Performance with Energy Star | \$105,940 | \$291,648 | \$1,221,775 | 3,388,955 | 1.43 |
| Retail Lighting & Appliances | \$81,044 | \$239,765 | \$918,000 | 6,172,095 | 1.36 |
| Multifamily Solutions | \$29,898 | \$194,093 | \$233,023 | 960,675 | 1.39 |
| Income Qualified Weatherization | \$84,880 | \$567,009 | \$645,569 | 1,568,168 | 0.93 |
| A/C Solutions | \$39,342 | \$182,392 | \$379,638 | 2,021,586 | 1.19 |
| Appliance Recycling & Replacement Pilot | \$22,619 | \$188,125 | \$135,000 | 1,481,900 | 0.65 |
| School Kits & Community Outreach | \$34,109 | \$381,877 | \$105,400 | 681,132 | 0.43 |
| Behavioral | \$18,452 | \$263,600 | \$0 | 16,310,204 | 1.79 |
| Rewards | \$0 | \$0 | \$150,000 | - | NA |
| Total | \$1,087,540 | \$6,382,758 | \$9,303,513 | 72,604,669 | 1.19 |





Scenario 2: PY11

| Offering | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|-------------|------------|-----------|
| Small Commercial & Industrial Solutions | \$135,492 | \$849,250 | \$1,086,355 | 8,120,295 | 0.99 |
| Large Commercial & Industrial Solutions | \$422,314 | \$2,526,250 | \$3,506,801 | 30,774,352 | 1.32 |
| Commercial Real Estate | \$22,710 | \$107,500 | \$216,926 | 2,395,408 | 1.19 |
| Publicly Funded Institutions | \$63,680 | \$494,500 | \$415,212 | 3,385,031 | 1.21 |
| Commercial & Industrial Construction Solutions | \$50,577 | \$430,000 | \$292,527 | 2,213,933 | 1.12 |
| Home Performance with Energy Star | \$106,552 | \$300,397 | \$1,221,775 | 3,388,955 | 1.45 |
| Retail Lighting & Appliances | \$98,138 | \$273,170 | \$1,128,800 | 7,354,309 | 1.32 |
| Multifamily Solutions | \$35,396 | \$199,915 | \$305,742 | 1,288,402 | 1.60 |
| Income Qualified Weatherization | \$92,286 | \$621,203 | \$697,167 | 1,668,011 | 0.93 |
| A/C Solutions | \$45,632 | \$212,791 | \$439,100 | 2,388,674 | 1.21 |
| Appliance Recycling & Replacement Pilot | \$22,619 | \$188,125 | \$135,000 | 1,481,900 | 0.67 |
| School Kits & Community Outreach | \$34,911 | \$393,333 | \$105,400 | 681,132 | 0.43 |
| Behavioral | \$18,452 | \$263,600 | \$0 | 21,700,000 | 2.23 |
| Rewards | \$0 | \$0 | \$150,000 | - | NA |
| Total | \$1,148,759 | \$6,860,033 | \$9,700,807 | 86,840,401 | 1.22 |





Scenario 2: PY12

| Offerings | EM&V | Implementation | Incentives | kWh Goals | TRC Ratio |
|--|-------------|----------------|--------------|------------|-----------|
| Small Commercial & Industrial Solutions | \$143,495 | \$860,000 | \$1,189,931 | 8,830,250 | 1.00 |
| Large Commercial & Industrial Solutions | \$469,182 | \$2,687,500 | \$4,015,102 | 35,290,344 | 1.32 |
| Commercial Real Estate | \$24,954 | \$107,500 | \$248,992 | 2,751,153 | 1.25 |
| Publicly Funded Institutions | \$66,204 | \$510,625 | \$435,147 | 3,592,744 | 1.19 |
| Commercial & Industrial Construction Solutions | \$72,939 | \$623,500 | \$418,479 | 3,172,427 | 1.17 |
| Home Performance with Energy Star | \$132,085 | \$371,254 | \$1,515,672 | 4,066,352 | 1.42 |
| Retail Lighting & Appliances | \$110,645 | \$294,711 | \$1,285,925 | 8,101,220 | 1.29 |
| Multifamily Solutions | \$38,462 | \$189,976 | \$359,483 | 1,615,257 | 1.92 |
| Income Qualified Weatherization | \$102,829 | \$709,532 | \$759,461 | 1,849,695 | 0.93 |
| A/C Solutions | \$47,760 | \$243,189 | \$439,100 | 2,388,674 | 1.20 |
| Appliance Recycling & Replacement Pilot | \$32,331 | \$241,875 | \$220,000 | 1,897,900 | 0.66 |
| School Kits & Community Outreach | \$35,737 | \$405,133 | \$105,400 | 681,132 | 0.44 |
| Behavioral | \$18,452 | \$263,600 | \$0 | 21,700,000 | 2.40 |
| Rewards | \$0 | \$0 | \$150,000 | _ | NA |
| Total | \$1,295,075 | \$7,508,395 | \$11,142,692 | 95,937,149 | 1.23 |





DEMAND RESPONSE OFFERINGS

RESIDENTIAL & COMMERCIAL OPTIONS





Residential Demand Response – EasyCool

- ENO to propose to expand the current EasyCool program to include smart thermostats
- ENO will work with APTIM and Energy Hub to grow the program over the 3 year period
- ENO will provide more detail in an upcoming interim Technical Conference in Oct./Nov. 2019







Small and Large Commercial Demand Response

- On July 24, 2019, ENO issued a Request for Proposals (RFPs) to solicit new implementers and programs for Small and Large Commercial Demand Response offerings.
- The Scope of the RFP included smart thermostats, load control switches and other curtailment measures for Small C&I. For Large C&I, building management control systems, motor or process control systems, and other curtailment measures were included.
- On August 21, 2019, ENO received responses from five respondents.
- ENO is presently in the process of evaluating these submissions and expects to make a selection during September, 2019.
- ENO intends to submit new, cost-effective offerings developed as a result of this RFP with its Implementation Plan to be filed by December 9, 2019.
- ENO will provide more detail in an upcoming interim Technical Conference in Oct./Nov. 2019.





Questions & Discussion





CERTIFICATE OF SERVICE <u>Docket No. UD-17-03</u>

I hereby certify that I have served the required number of copies of the foregoing report upon all other known parties of this proceeding, by the following: electronic mail, facsimile, overnight mail, hand delivery, and/or United States Postal Service, postage prepaid.

Lora W. Johnson, CMC, LMMC

Clerk of Council

Council of the City of New Orleans

City Hall, Room 1E09 1300 Perdido Street New Orleans, LA 70112

New Orleans, LA 70112

David Gavlinski Council Chief of Staff

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New Orleans, Louisiana, this 28th day of August, 2019.

Harry M. Barton