



Commercial/Industrial

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Welcome

- Our expectations
- Background on program concepts
- Suggested Approach



What we are looking for...

- Creativity
- Identifying additional value
- Different perspectives
- Balanced approach



BLACKSTONE
GAS COMPANY



Columbia Gas
of Massachusetts
A NISource Company

nationalgrid

New England Gas Company



Western Massachusetts
Electric
A Northeast Utilities Company

Why are programs needed?

Barriers to scaling efficiency-

- Financial
- Priority
- Risk
- Resources
- Efficiency is not core business/expertise!



High Level Program Concepts

- Promotion of opportunity
- Technical Assistance
- Implementation assistance
- Financial assistance
 - Emotional: 25%-45% of project cost for large customers
 - Criteria: 1-5 year payback depending upon segment



Two Businesses

Retrofit

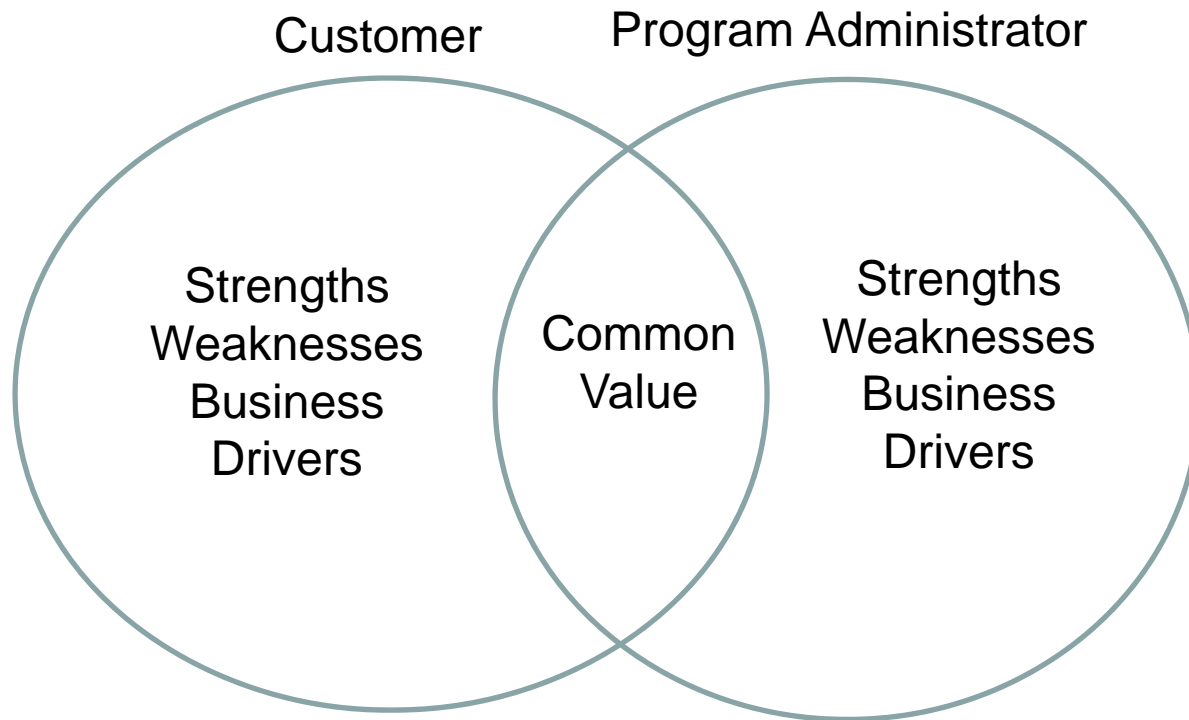
- Equipment is working but could be improved
- Incremental cost is total cost of project
- Decision makers are typically facility manager
- Trade Ally's are ESCO's, energy engineers, specialists
- Efficiency is the core business of these Trade Ally's

New Construction/Equipment Replacement

- Planned upgrades or equipment failure
- Time dependent
- Decision makers vary and usually multiple
- Trades are architects, engineers, contractors
- Generally, efficiency adds cost to trades



Suggested Approach



Thank you!

