

Panel Session 2D

Moving Goal Posts: Tracking DSM's Evolving Impact

PERSPECTIVES FROM COAST TO COAST

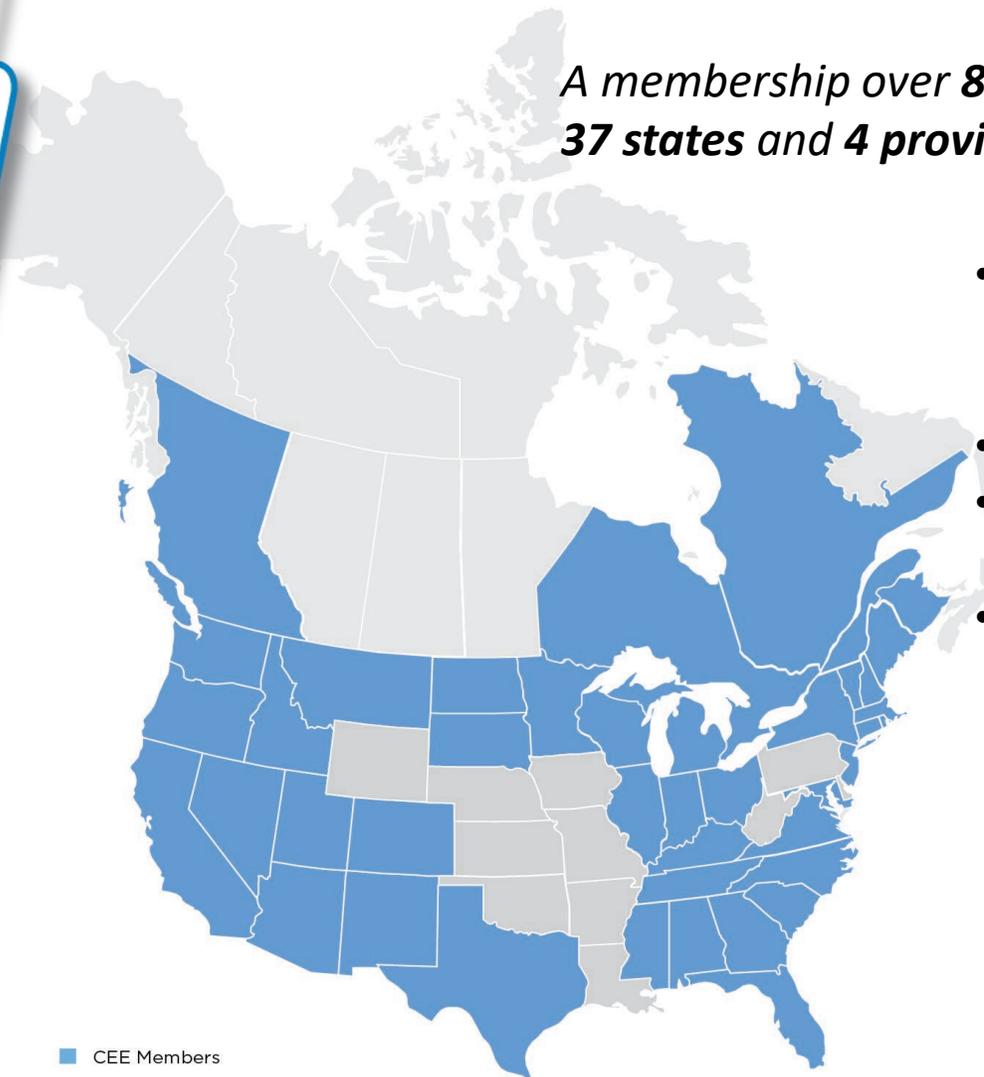
CONSORTIUM FOR ENERGY EFFICIENCY



*A membership over **80 Utilities** serving all or part of **37 states and 4 provinces in North America.***

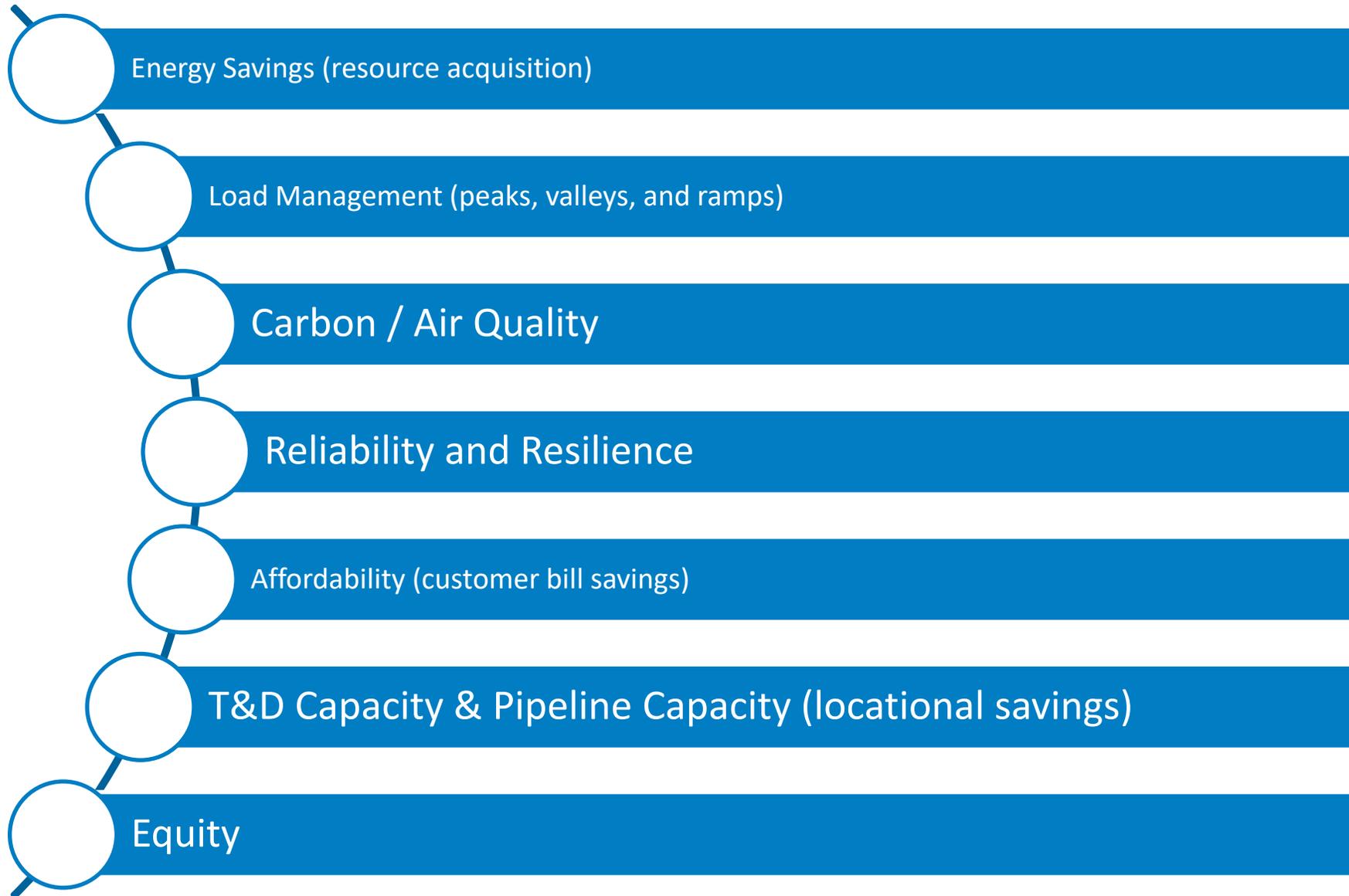
CEE MISSION

As the Consortium for Energy Efficiency, United States and Canadian efficiency program administrators develop cutting-edge strategies to accelerate commercialization of energy efficient solutions to benefit gas and electric customers, utility systems, and the environment.



- Representing over 100M electric and 50M gas customers
- Founded in 1991
- Focused on shared ratepayer-funded IDSM goals
- Governed by utility/PA leadership

NEW METRICS AND THE INTEGRATED-DSM VALUE STACK



Welcome Panelists!



VEIC:
Ben Plotzker, EM&V Manager



Avangrid (CT, NY, MA):
Jillian Winterkorn, Manager of Planning, Evaluation,
and Data Analytics and Engineering



Pacific Gas & Electric:
Lester Sapitula, Senior Strategic Analyst – Building
Electrification & Energy Programs' EE Policy and
Technical Oversight

2025 IEPEC CEE New Metrics Panel

Pacific Gas & Electric Company





Pacific Gas & Electric Company

Company Facts

- Fortune 200 company
- CA Investor-Owned Utility (IOU)
- 23,000 employees

Energy Supply

- Provide services to ~16M customers:
 - 5.5M Electric accounts
 - 4.5M Natural Gas accounts
- Delivered **98% greenhouse-gas free electricity** to customers who purchase their power directly from us (2024)*
- Helped customers avoid the emission of **8.3 million lifecycle metric tons** of CO₂ through energy efficiency programs (2024)*

Service Territory

- 70,000 sq. miles with diverse topography
- 125,147 circuit miles of electric transmission and distribution lines
- 48,579 miles of natural gas transmission and distribution pipelines



*Explore 2025 Corporate Sustainability Report at:
www.pgecorp.com/sustainability





CA Energy Efficiency Portfolios

In 2021, CPUC established that EE program administrators segment their portfolios into three categories starting with PY 2022*.

Segment	Description
Resource Acquisition	Programs with a primary purpose of, and a short-term ability to, deliver cost effective avoided cost benefits to the electricity and natural gas systems.
Market Support	Programs with a primary objective of supporting the long-term success of the energy efficiency market by educating customers, training contractors, building partnerships, or moving beneficial technologies towards greater cost-effectiveness.
Equity	Programs with a primary purpose of providing energy efficiency to hard-to-reach or underserved customers and disadvantaged communities.

*CPUC Decision 21-05-031 (link to Decision: [385864616.PDF](#))





CA's Primary Goals Metric for Energy Efficiency

Starting with PY 2024, Total System Benefit (TSB) officially replaced energy and peak demand savings goals as the single goals metric for Resource Acquisition programs*

- Includes energy savings (over full lifecycle), **time & location, grid impacts, GHG impacts**
- Expressed in NPV dollars
- Better captures **full value of EE to customers, electric and gas systems, and CA's climate goals**



*CPUC Decision 21-05-031 (link to Decision: [385864616.PDF](#))





PG&E's 2026 EE Application Objectives

In February 2026, PG&E will file its 2028-2031 Application and Business Plan



Accelerating Efficient Building Electrification

- Targeted, enhanced customer experiences that accelerate market adoption and result in high customer satisfaction.



Enabling Flexible Load Management

- Deploying EE solutions that align with grid needs and availability of affordable, clean energy resources.



Supporting Customer Affordability

- Building a portfolio of offerings and developing partnerships that prioritize and drive the reduction of rates for all PG&E customers

Electrified future with clean energy, reduced rates, and satisfaction for customers



Equity Electrification Pilots & Formative Evaluation



EmPower My Home

Take advantage of PG&E's EmPower My Home program to upgrade to efficient, modern electric appliances at little to no cost, making home improvements simpler and more accessible than ever.

Find out if your home qualifies.



Thank You!

Lester Sapitula

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New Metrics in Vermont and DC: GHG and Flexible Load

Ben Plotzker, EM&V Manager



VEIC and its Energy Efficiency Utilities

- VEIC
 - VT based non-profit, founded in 1986, program administrator and consultant
- Efficiency Vermont (EVT)
 - Nation's first statewide energy efficiency utility. Established in 2000, its primary mission is to help Vermonters reduce their energy costs and GHG by providing technical assistance, rebates, and other financial incentives for energy-efficient products and practices.
- District of Columbia Sustainable Energy Utility (DCSEU)
 - Helps District residents and businesses save energy and money through energy efficiency and renewable energy programs since 2011. Funded by the DC government, it works to reduce GHG, create green jobs, and promote clean energy across the city.



Policy Drivers in Territories

- State decarb goals have introduced a need to look at GHG impacts and load flexibility
 - Combining electric and fuel impacts into singular GHG (energy and non-energy) and flexible kW goals
- Screening tool inputs – AESC, developing and proposing avoided costs to regulators
 - Lack of standard approaches in industry for new metrics
- Forward Capacity Market priorities
 - ISO-NE allows EE, supports thermal funded projects
 - PJM disallowing EE
- Restricted budget for new metrics in Vermont (flex load and refrigerant management)
- DCSEU goal is now total GHG, no more kWh or MMBtu goals

Metric Backgrounds

GHG – EVT and DCSEU

- Refrigerant Management
 - Leak detection
 - Lower GWP refrigerants in commercial and residential systems
 - Reach in refrigerators/freezers, heat pumps, window A/Cs, etc.
 - Low GWP Insulation
- Data sensitivity for grocery stores
- Avoided costs development

Flexible Load - EVT

- Enable customers to flex, not control their load ourselves, queue up utility to flex customer – water heaters, EV charging, compressors, HVAC systems
- Avoided costs development



Point of Discussion

- Competing issues of decarbonization and cost effectiveness screening
 - With portfolios having lower benefit cost ratios and lighting savings dried up, it's hard to move more budget to new programs with lower yields
 - How are utilities managing screening issues associated with new decarb goals?

2025 IEPEC CEE New Metrics Panel

Jillian Winterkorn, Manager of Energy Efficiency for CT, MA & NY



~\$48B assets in 23 states



8 utilities in NY, CT, ME, MA



92% emissions-free power generation capacity



Over 10 GW total power generation capacity



Serving 3.4M electric & natural gas customers



~8,000 employees



2nd largest world utility by market cap



Presence in Europe, U.S., Brazil, UK, Mexico, APAC



#1 Wind Power Generator (Europe & US)



>36M customers



~42,000 employees



45 GW renewable capacity



Avangrid: Holistic Platform to Enable Energy Transition



Selected 2024 Operational Data

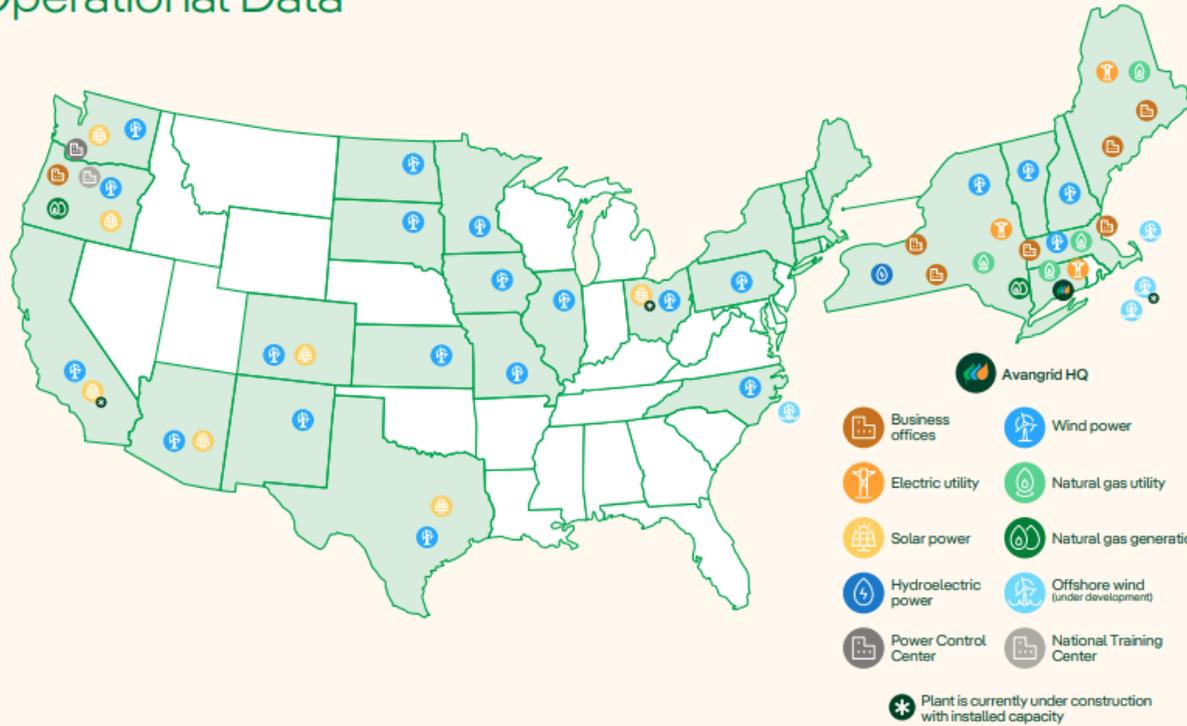


37,642 GWh
electricity delivered

210M DTh
natural gas delivered

10.5 GW
installed capacity

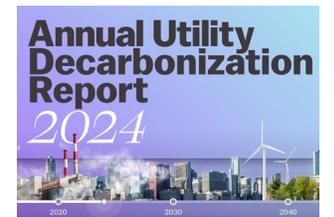
24,785 GWh
net electric generation



- 92%** emissions-free capacity
- Operations in **23** U.S. states
- \$48B** in assets
- 27.5 GW** power projects pipeline
- \$3B** invested in networks capital projects
- 8** electric and natural gas utilities in CT, MA, ME and NY
- 8,269** employees

All data as of December 31, 2024. Some values have had rounding applied that does not materially change the value.

Our Purpose

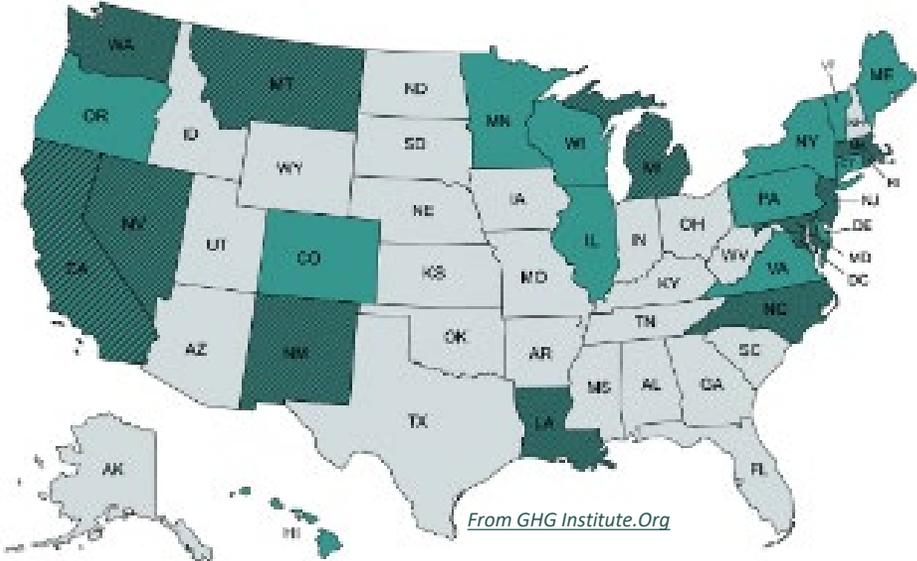


Strong Alignment of State and Company Commitments



STATE EMISSIONS REDUCTION GOALS

- 40% of U.S. states have emissions reduction goals
- Including every state where Avangrid operates
- State energy regulators and agencies set corresponding agendas, to ensure progress



AVANGRID EMISSIONS GOAL

Carbon neutral by 2030 for Scope 1 and Scope 2 emissions

- States with Emissions Reduction Targets
- States with “NetZero” Targets

IBERDROLA EMISSIONS GOAL

“NetZero” by 2040



2024 Key Emissions Drivers and Actions



Avangrid's Emissions		
Scope 1	<ul style="list-style-type: none"> Emissions from gas generation (636 MW gas plant) Fugitive emissions (CH4) from gas pipeline/storage Fugitive emissions (SF6) from network equipment Emissions in facilities Vehicle emissions 	<ul style="list-style-type: none"> \$250M in leak-prone main gas pipeline replacement 20% alternative fuel fleet vehicles
Scope 2	<ul style="list-style-type: none"> Electricity consumption from generation on standby Electricity consumption in buildings Electricity network losses 	<ul style="list-style-type: none"> 60% renewable electricity in corporate buildings Increased renewable energy reducing emissions from network losses
Scope 3	<ul style="list-style-type: none"> Supply chain Employee commuting Travel Electricity and gas purchased on behalf of customers 	<ul style="list-style-type: none"> ~83% of suppliers are sustainable 7.7 % reduction in emissions from gas purchased on behalf of our customers Electric Vehicle Incentive Program for employees
Reducing Emissions in Communities we Serve		
	<ul style="list-style-type: none"> Increasing renewable energy Energy efficiency Access to EVs 	<ul style="list-style-type: none"> 9.7 GW of renewable capacity (66% increase from 2015) >4k installed EV charge points on networks 725 GWh saved from energy efficiency programs (equivalent to powering about 69k homes)



Plan Priorities

- Decarbonization
- Equity
- Affordability

Utility Goals

- Savings (GHG, MMBtu, kWh/ccf)
- Benefits (TRC, CTET, SCT)
- PMI Metrics (MA & CT)

State Goals

- CT**
 - **Wx 80% Homes by 2030**
 - GHG 45% < 2001 by 2030, net zero by 2050
 - 100% zero-carbon electric grid by 2040
- MA**
 - GHG 50% < 1990 by 2030
 - Net zero by 2050
- NY**
 - Zero-emissions grid by 2040
 - GHG 85% < 1990 by 2050, 40% by 2030
 - **35% benefits directed to DAC**

Challenges

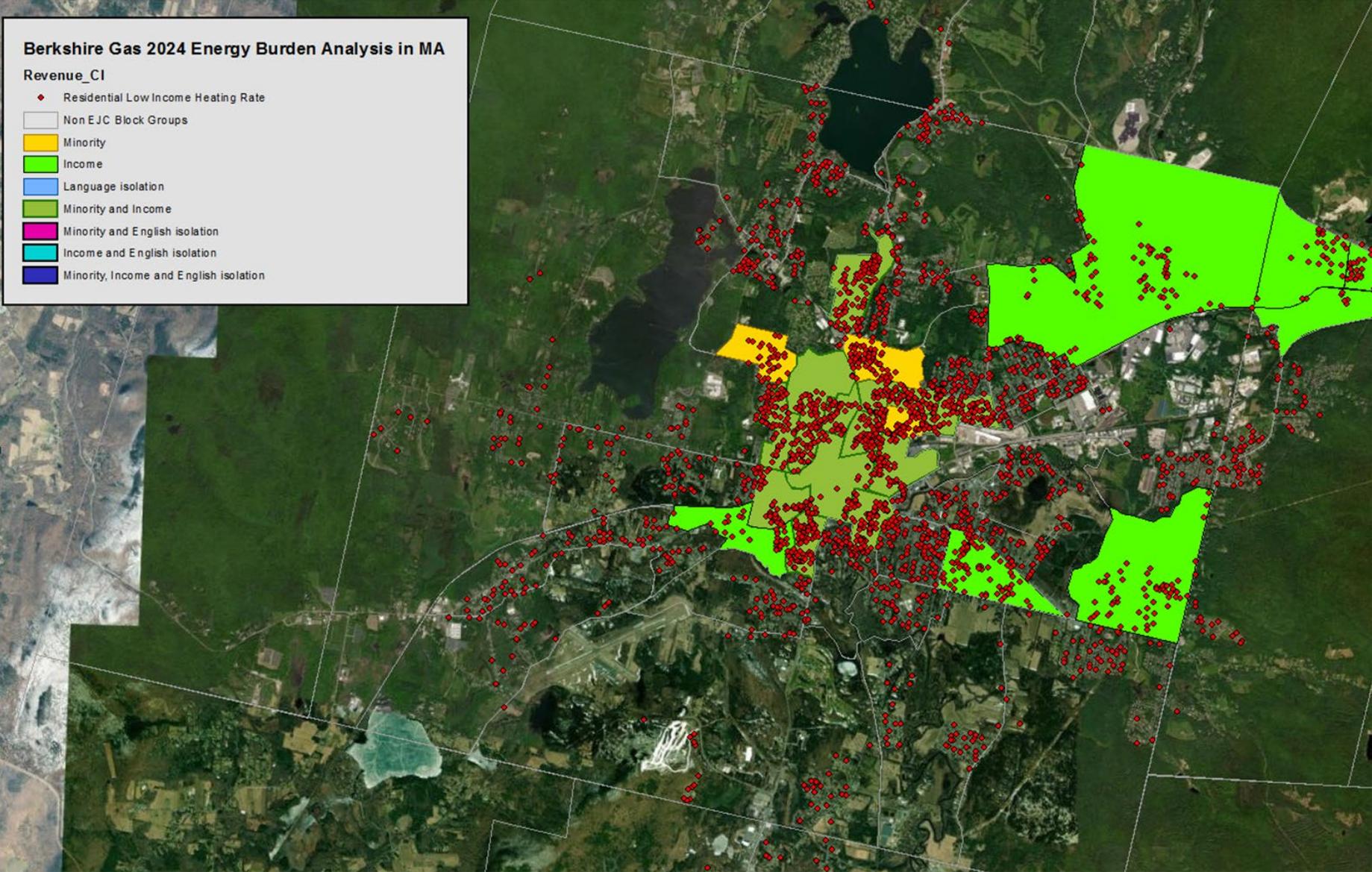
- GHG & Electrification vs bill savings
- Equity vs energy savings
- Cost of program delivery to ratepayers
- Measure mix has changed
- Load flexibility

Metrics

- Serving EJCs/DAC** – ex. NY 35% benefits DAC
- Increase Wx** for R & C& - ex. MA 164k homes/small business, CT # of SBEAs Wx projects
- Increase hps** – ex. MA 87k in homes
- Comprehensiveness** – ex. CT coordination w/ EV/solar teams



Pittsfield Customers on Low Income Heating Rate





Thank you!



MODERATED DISCUSSION AND DELIBERATION



OPEN Q&A



THANK YOU!

