



# 2019-2021 Portfolio Overview

## Proposed Energy Efficiency Programs



# Partnership



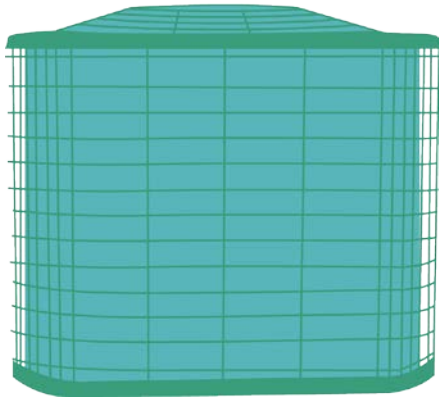
*NIPSCO remains committed to assisting customers in reducing their energy usage and providing incentives to eligible customers for being more efficient!*

*Lockheed Martin Energy has been selected as the implementer for both residential and commercial programs through 2021.*

*Programs and savings targets shown herein are draft as of September 15, 2017 and contingent on 2019-2021 regulatory filing and approval. Programs, budgets and/or savings may change prior to regulatory filing.*



# Proposed Residential Energy Efficiency Programs



## HVAC Energy Efficient Rebates Program

Designed to incentivize residential customers to replace inefficient HVAC equipment with energy-efficient alternatives. Rebates are paid per-unit installed, reimbursing customers for a portion of their cost.



## Lighting Program

Designed to increase the purchase and use of energy-efficient lighting products. The program provides instant point of sale discounts on lighting products that meet the energy efficiency standards set forth by the Environmental Protection Agency's ENERGY STAR® program.



## Home Energy Assessment Program

Provides eligible customers with the direct install of energy-efficient products followed by the delivery of a Comprehensive Home Assessment (CHA) report to the customer. In addition to the energy efficiency measures installed during the initial site visit, the CHA illustrates the value of selecting recommended follow-on work such as additional efficiency measures.



## Appliance Recycling Program

Provides a rebate to residential customers who choose to recycle an inefficient refrigerator and/or freezer.



## School Education Program

Produces cost-effective electric and natural gas savings by influencing fifth grade students and their families to focus on the efficient use of electricity and natural gas. It provides classroom instruction, posters, and activities aligned with national and state learning standards and energy education kits filled with energy-saving products and advice.



## Multifamily Direct Install Program

Designed to provide a “one-stop shop” to building owners, managers, and tenants of multifamily units containing three or more residences receiving NIPSCO natural gas and/or electric service. Provides direct install of energy-efficient products in the tenants’ units, in addition to identifying common area measures that may be eligible for commercial incentives.



## Home Energy Report Program

Designed to encourage energy savings through behavioral modification. The program provides customers with Home Energy Reports that contain personalized information about their energy use and provide ongoing recommendations to make their homes more efficient.



## New Construction Program

Designed to increase awareness and understanding among Home Energy Rating System (HERS) rating companies and home builders of the benefits of energy-efficient building practices, with a focus on capturing energy efficiency opportunities during the design and construction of single family homes.



## HomeLife Energy Efficiency Calculator Program

Online audit tool that provides education, self-install kits, and assistance in finding contractors to take advantage of other programs.



## Employee Education Program

Offers valuable education and assistance to employees of NIPSCO's commercial and industrial customers by providing in-office energy efficiency training seminars, employee energy efficiency kits, and educational materials to inform residential customers of opportunities and methods to proactively manage their energy consumption.



## Income Qualified Weatherization (IQW)

Provides energy efficiency products and services to qualifying low-income households. In order for a household to be eligible to participate in the IQW Program, the customer must be a NIPSCO residential customer with active natural gas and/or electric service and must not have received IQW services in the past 10 years from the date of application.



## Home Energy Management System (HEMS)

Provides customers a rebate for the purchase and installation of home energy management system components (e.g., smart lights, smart bulbs, smart thermostats, occupancy sensors, smart outlets, smart power strips, and smart appliances) that deliver greater energy savings and control over a home's energy consumption.

# Residential Programs



## Proposed Electric Budgets and Savings Goals 2019-2021

Residential Program Name	Total Budget (\$)				Electricity Goals (kWh)			
	2019	2020	2021	2019-2021	2019	2020	2021	2019-2021
HVAC	\$521,685	\$520,956	\$520,253	\$1,562,894	2,396,083	2,392,565	2,389,167	7,177,815
Residential Lighting	\$4,757,257	\$4,757,257	\$4,757,257	\$14,271,771	26,171,797	26,171,797	26,171,797	78,515,391
Home Energy Analysis	\$852,009	\$851,004	\$850,039	\$2,553,052	2,145,113	2,142,584	2,140,155	6,427,852
Appliance Recycling	\$431,926	\$431,417	\$430,929	\$1,294,272	1,647,000	1,645,058	1,643,197	4,935,255
School Education	\$638,244	\$637,491	\$636,740	\$1,912,475	2,580,200	2,577,158	2,574,119	7,731,477
Multifamily Direct Install	\$377,689	\$377,244	\$376,817	\$1,131,750	1,127,141	1,125,812	1,124,538	3,377,491
Home Energy Reports (Behavioral)	\$709,126	\$708,287	\$707,452	\$2,124,865	9,785,867	9,774,283	9,762,758	29,322,908
New Construction	\$341,730	\$341,730	\$341,730	\$1,025,190	853,605	853,605	853,605	2,560,815
Home Life EE Calculator	\$487,373	\$486,799	\$486,225	\$1,460,397	2,064,160	2,061,726	2,059,295	6,185,181
Employee Education	\$279,497	\$279,167	\$278,838	\$837,502	1,006,278	1,005,091	1,003,906	3,015,275
Income Qualified Weatherization	\$424,502	\$424,002	\$423,520	\$1,272,024	1,197,477	1,196,070	1,194,706	3,588,253
<b>Total</b>	<b>\$9,821,038</b>	<b>\$9,815,354</b>	<b>\$9,809,800</b>	<b>\$29,446,192</b>	<b>50,974,721</b>	<b>50,945,749</b>	<b>50,917,243</b>	<b>152,837,713</b>

# Residential Programs



## Proposed Gas Budgets and Savings Goals 2019-2021

Residential Program Name	Total Budget (\$)				Gas Goals (Therms)			
	2019	2020	2021	2019-2021	2019	2020	2021	2019-2021
HVAC	\$2,222,044	\$2,218,772	\$2,214,389	\$6,655,205	1,572,094	1,569,783	1,566,773	4,708,650
Residential Lighting	\$0	\$0	\$0	\$0	0	0	0	0
Home Energy Analysis	\$456,168	\$455,630	\$455,095	\$1,366,893	135,831	135,671	135,511	407,013
Appliance Recycling	\$0	\$0	\$0	\$0	0	0	0	0
School Education	\$379,013	\$378,566	\$378,119	\$1,135,698	174,400	174,194	173,989	522,583
Multifamily Direct Install	\$194,286	\$194,057	\$193,828	\$582,171	129,093	128,941	128,789	386,823
Home Energy Reports (Behavioral)	\$102,601	\$102,480	\$102,359	\$307,440	364,802	364,372	363,943	1,093,117
New Construction	\$44,699	\$44,699	\$44,699	\$134,097	29,432	29,432	29,432	88,296
Home Life EE Calculator	\$267,109	\$266,794	\$266,480	\$800,383	139,520	139,355	139,191	418,066
Employee Education	\$149,477	\$149,301	\$149,125	\$447,903	68,016	67,936	67,856	203,808
Income Qualified Weatherization	\$482,841	\$482,272	\$481,703	\$1,446,816	130,962	130,808	130,653	392,423
<b>Total</b>	<b>\$4,298,238</b>	<b>\$4,292,571</b>	<b>\$4,285,797</b>	<b>\$12,876,606</b>	<b>2,744,150</b>	<b>2,740,492</b>	<b>2,736,137</b>	<b>8,220,779</b>

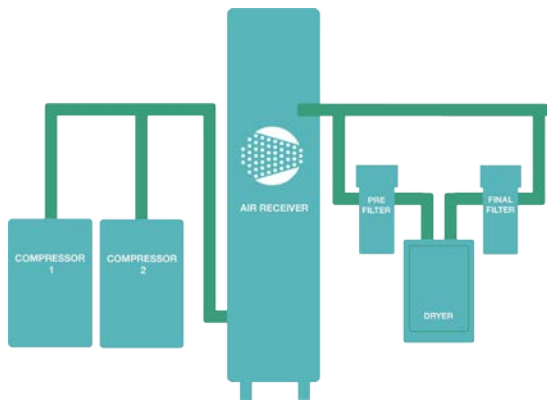


# Proposed Commercial & Industrial Energy Efficiency Programs



## Prescriptive Program

The “gateway” to energy efficiency for many commercial and industrial NIPSCO customers. Prescriptive incentives, based on a set list of available measures, are paid per unit installed reimbursing the customer a portion of their cost for efficient upgrades to equipment.



## Custom Program

Available to qualifying customers for installing new energy-saving equipment of nearly any type. Custom incentives are designed for more complicated projects, or those that incorporate alternative technologies. Project pre-approval is required for ALL Custom incentives.



## New Construction Program

Designed to encourage construction of energy efficient commercial and industrial facilities within the NIPSCO service territory. This program offers financial incentives to encourage building owners, designers and architects to exceed standard building practices and achieve efficiency, above and beyond, the current statewide building code requirements.



## Small Business Direct Install (SBDI)

Designed to help small businesses minimize energy costs, this program provides energy-saving measures and incentives paying up to the total cost of the measure (includes material and labor). The SBDI program offers a network of contractors that can identify energy saving opportunities within a small business. Contractors **MUST** install measures and incentives are paid to the contractor or the customer on a per unit basis similar to the Prescriptive program.



## Retro-Commissioning (RCx) Program

Designed to help customers determine the energy performance of their facilities and identify energy-saving opportunities by optimizing their existing systems. RCx projects holistically examine energy consuming systems for cost-effective savings opportunities.

# Commercial & Industrial Programs



## Proposed Electric Budgets and Savings Goals 2019-2021

Commercial and Industrial Program Name	Total Budget (\$)				Electricity Goals (kWh)			
	2019	2020	2021	2019-2021	2019	2020	2021	2019-2021
Prescriptive	\$2,454,485	\$2,727,206	\$2,999,926	\$8,181,617	20,880,000	23,200,000	25,520,000	69,600,000
Custom	\$3,814,322	\$4,238,136	\$4,661,950	\$12,714,408	30,240,000	33,600,000	36,960,000	100,800,000
New Construction	\$1,155,141	\$1,283,490	\$1,411,839	\$3,850,470	9,360,000	10,400,000	11,440,000	31,200,000
Small Business Direct Install	\$1,138,860	\$1,265,400	\$1,391,940	\$3,796,200	7,920,000	8,800,000	9,680,000	26,400,000
Retro-Commissioning	\$484,380	\$538,200	\$592,020	\$1,614,600	3,600,000	4,000,000	4,400,000	12,000,000
<b>Total</b>	<b>\$9,047,188</b>	<b>\$10,052,432</b>	<b>\$11,057,675</b>	<b>\$30,157,295</b>	<b>72,000,000</b>	<b>80,000,000</b>	<b>88,000,000</b>	<b>240,000,000</b>

# Commercial & Industrial Programs



## Proposed Gas Budgets and Savings Goals 2019-2021

Commercial and Industrial Program Name	Total Budget (\$)				Gas Goals (Therms)			
	2019	2020	2021	2019-2021	2019	2020	2021	2019-2021
Prescriptive	\$347,133	\$385,251	\$423,364	\$1,155,748	265,174	294,292	323,406	882,872
Custom	\$828,337	\$919,296	\$1,010,242	\$2,757,875	580,971	644,767	708,554	1,934,292
New Construction	\$240,596	\$267,015	\$293,431	\$801,042	168,747	187,277	205,804	561,828
Small Business Direct Install	\$193,051	\$214,250	\$235,445	\$642,746	130,176	144,471	158,763	433,410
Retro-Commissioning	\$85,927	\$95,363	\$104,797	\$286,087	60,267	66,885	73,501	200,653
<b>Total</b>	<b>\$1,695,044</b>	<b>\$1,881,175</b>	<b>\$2,067,279</b>	<b>\$5,643,498</b>	<b>1,205,335</b>	<b>1,337,692</b>	<b>1,470,028</b>	<b>4,013,055</b>

# Total All Programs



## Proposed Electric Budget and Savings Goals 2019-2021

Commerical & Residential	Total Budget (\$)				Electricity Goals (kWh)			
	2019	2020	2021	2019-2021	2019	2020	2021	2019-2021
Electric	\$18,868,226	\$19,867,786	\$20,867,475	\$59,603,487	122,974,721	130,945,749	138,917,243	392,837,713

## Proposed Gas Budget and Savings Goals 2019-2021

Commerical & Residential	Total Budget (\$)				Gas Goals (Therms)			
	2019	2020	2021	2019-2021	2019	2020	2021	2019-2021
Gas	\$5,993,282	\$6,173,746	\$6,353,076	\$18,520,104	3,949,485	4,078,184	4,206,165	12,233,834

# 2016-2021 Proposed Goal Comparison



Total kWh Goals (All Proposed Programs)

