

PNM Energy Efficiency Programs

Nov 9, 2009

The power to make life better. Together.



PNM Generation At-A-Glance

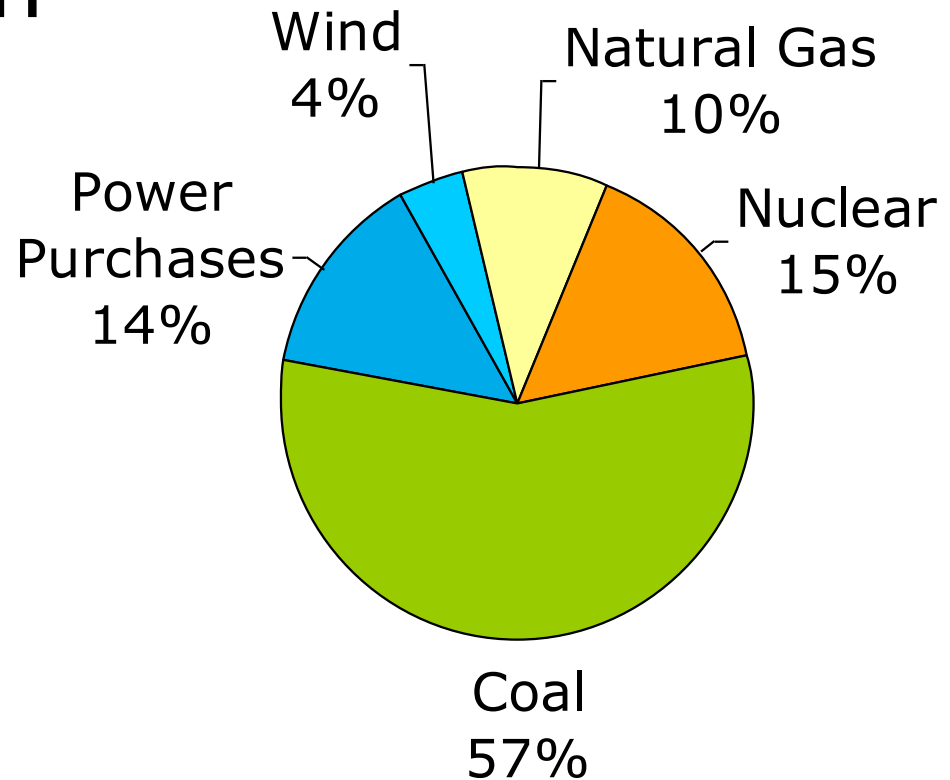
Electricity Mix

8 - Power Plants

(7 in New Mexico)

Own & Maintain

17,400 miles Power Lines



Supply Portfolio

Renewables

Wind



PNM Sky Blue®

Residential Subscribers

17,500 for 100 GWh

Non-Residential Subscribers

1,500 for 80 GWh

NREL rated at 7th best based in country
(based on energy sold)

Renewables

Photovoltaics

Residential

- 506 – 1.6 MW
- 229 applications ~ .61 MW

Commercial

- 5 sites - .137 MW
- 27 applications ~ 6 MW



PNM Customer Mix

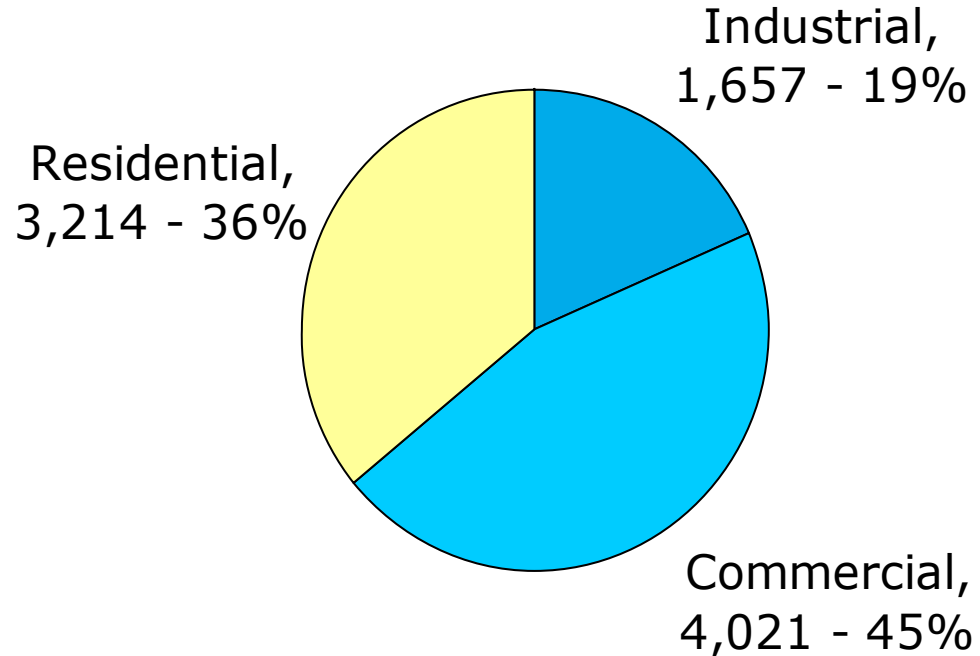
At-A-Glance

Customers

494,000 Total

- **440,934 Residential**
- **282 Industrial**
- **52,959 Commercial**

Electricity Sales GWh



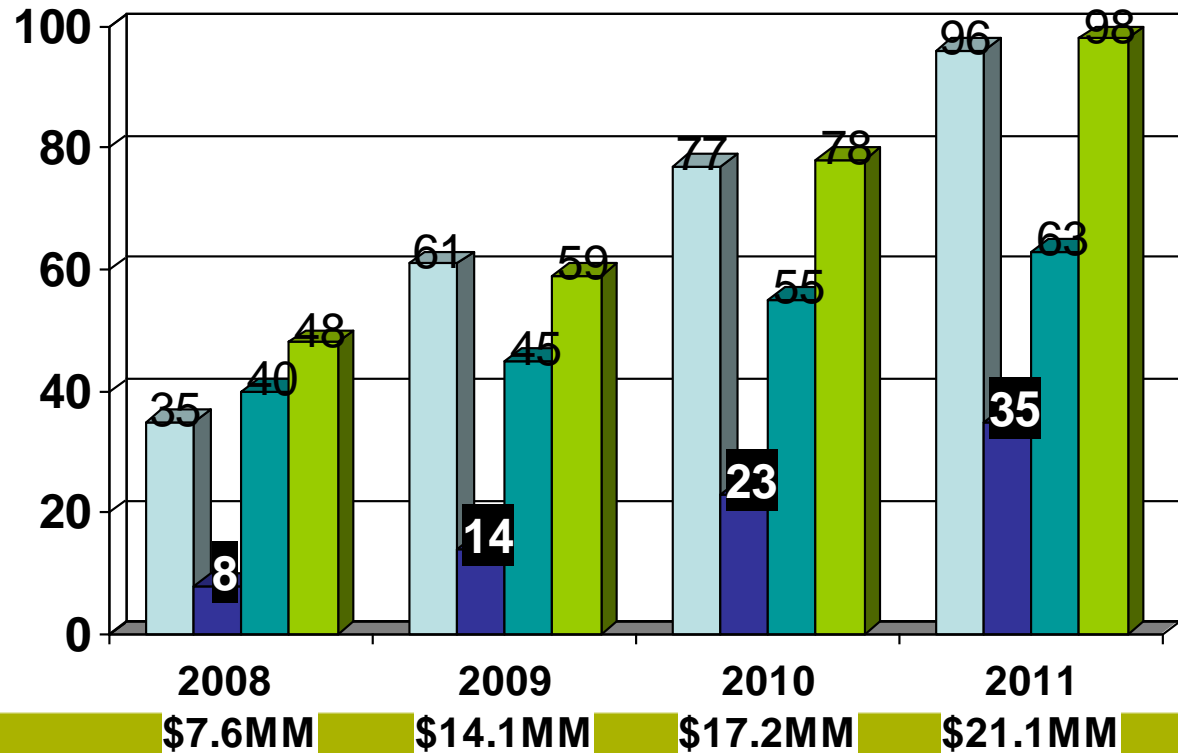
PNM

Energy Efficiency Forecast & Budget

Program Year (PY)

Residential = ~40GWh

Average TRC 1.72



PNM

Energy Efficiency

Initial Launch Oct 2007

Residential

Low Income, Demand Response
Lighting, Evap Cooling
Refrigerator Recycling

Business

Lighting, Demand Response

Additional Programs July 2009



Energy Efficiency Programs Residential



Refrigerator Recycling
Residential Lighting
Low Income Refrigerator and Lighting
Low Income Energy Wise
School CFL Exchange
Load Management
Market Transformation

Energy Efficiency Programs Non-Residential

ENERGY STAR Homes

Refrigerator Recycling

Load Management

Power Saver (Less than 150 kW)

Peak Saver (Greater than 150 kW)

Commercial Comprehensive

Retrofit Rebates

New Construction Rebates

Quick Saver™ (Less than 100 kW demand
Direct Install Program)

Market Transformation

Self-Direct



Energy Efficiency Refrigerator Recycling



- Administered by JACO
- Anticipated ARRA bump, NM statewide goal is 3,000.
- Working with Sears & Best Buy

Actual to Date

- 5,784 units
- Print, TV, Radio
- Door Hangers
- Bill Inserts, back of envelope, freestanding
- 54 Commercial

Target

- 10,000
- Target lowered from 12,000 in July Filing
- **PY Budget - \$1.53M**

Energy Efficiency Residential Lighting



- Administered by APT
- Two local reps.
- Expecting Q4 Bump

Actual to Date

- 568,000
- 160 stores incl. Costco, Wal-Mart, Home Depot, Ace, Walgreens, Sam's, Grocery, CVS, etc.
- Over 1MM in '08

Target

- 900,000 lamps
- 21,600 MWh Net
- **Budget \$1.56M**

Energy Efficiency

Low Income Refrigerator & Lighting



Administered by
MFA –
Began in July.

Actual to Date

- July & August
- 41 Refrigerators
- 579 CFL's

Target

- 1,000 Refrigerators
- 20,000 CFL's
- 2.13 MWh
- **PY Budget \$956,000**

Energy Efficiency

Low Income Easy Savings®



“Kit” includes:

- Showerhead
- Fridge Thermometer
- 6 CFL’s 13,18,23 W
- Quick Tips.

Actual to Date

- >7,500
- Mailer sent to ~31,000 LIHEAP qualified.

Target

- 7,500
- 2.16 MWh
- **PY Budget \$591,000**

Energy Efficiency School CFL Exchange



Sierra Club initial point of contact – Interfaith Power & Light is the prime implementer.

Actual to Date

- 23,875 units
- Community Events

Target

- 50,000 bulbs
- 960 MWh
- **PY Budget \$104,000**

Energy Efficiency Demand Response - Residential



Power Saver
Administered by Converge

- Began in 2008
- 1.64 kW/unit
- 4 consecutive days in July 2009.

Actual to Date

- 27.3 MW
- **2009** -10,997 Installs
- **Total** – 22,091 Installs
- **NET** – **16,637 Installs**

Target (Cumulative)

- 18.75 MW
- 15,244 installs
- **PY Budget \$2.0M**

Energy Efficiency Market Transformation



- National Energy Education Development Project (NEED) materials
- Community Events
- Non-Profit partnerships

Actual to Date

- School Outreach
- “Learning and Conserving” kits
- Multimedia educational ad Campaign Q4

Target

- 81,000 kWh
- **PY Budget \$621,000**

Energy Efficiency Energy Star Homes



Launched Oct '07

As of July 2009:

- 3-tier program
 - HERS 85 - \$500
 - HERS 70 - \$750
 - HERS 50 - \$1,000
- Administered by ICF
- Partnered with NMGCO
 - At Tier 1 only
- ~25% market share in ABQ metro

“Under Contract”

- 2009 -764 (273 paid)
- HERS 85 – 447 (69%)
- HERS 70 – 292 (38%)
- HERS 50 – 25 (3%)

2009 Target

- 400
- 1 Local person hired
- Rater and Builder “sales” presentations
- PY Budget \$516,000

Energy Efficiency Demand Response



PNM Power Saver

Demand < 150 kW

- 5412 units

PNM Peak Saver

Demand > 150 kW

- 62 Customers

Actual to Date

24.9 MW

< 150 kW

- **8.9 MW**

> 150 kW

- **16 MW**

2009 Target (cumulative)

26.25 MW

< 150 kW

- **Not separated**

> 150 kW

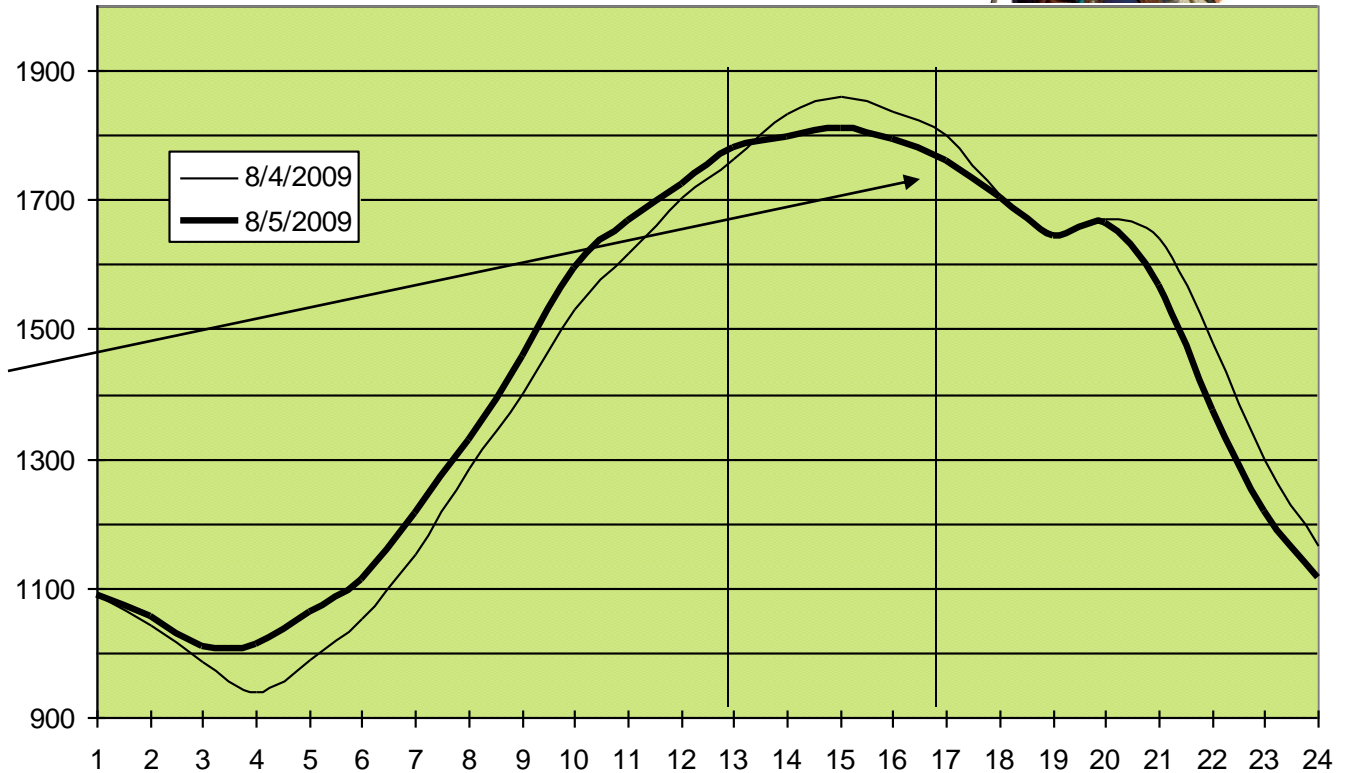
- **Not separated**

- **PY Budget \$2.79 MM**

Energy Efficiency Demand Response



**Total Demand
Reduction -
55 MW**
No “Bounce!” ...
• i.e. EE Savings



Energy Efficiency Comprehensive Program



Retrofit Rebates (Prescriptive)

Lighting

HVAC (including VSD's and Window Film)

Refrigeration (incl. Ice Machines Strip Curtains,
Fan Motors, Vending)

Motors -NEMA Premium

Custom

New Construction Rebates

Lighting (watt/sqft)

Whole Building (10% & 20% > ASHRAE 2007)

Quick Saver™

- Direct Install Program < 100 kW demand

Energy Efficiency

New Construction & Retrofit Rebates

(Comprehensive Program)



Quick Saver (Direct Install)

Launched -
November 2009
as part of the
comprehensive
program
administered by
KEMA

Actual to Date

7.1 GWh

- 2.8 GWh Comprehensive
- 4.3 GWh Bus Lighting

Target

9.0 GWh CY

- 6.27 GWh Comprehensive
- 2.76 GWh Bus Lighting
 - Bus Lighting Jul '09 End
- PY Budget \$3.43 MM

Energy Efficiency

New Construction and Retrofit Rebates

As of Oct 30, 2009

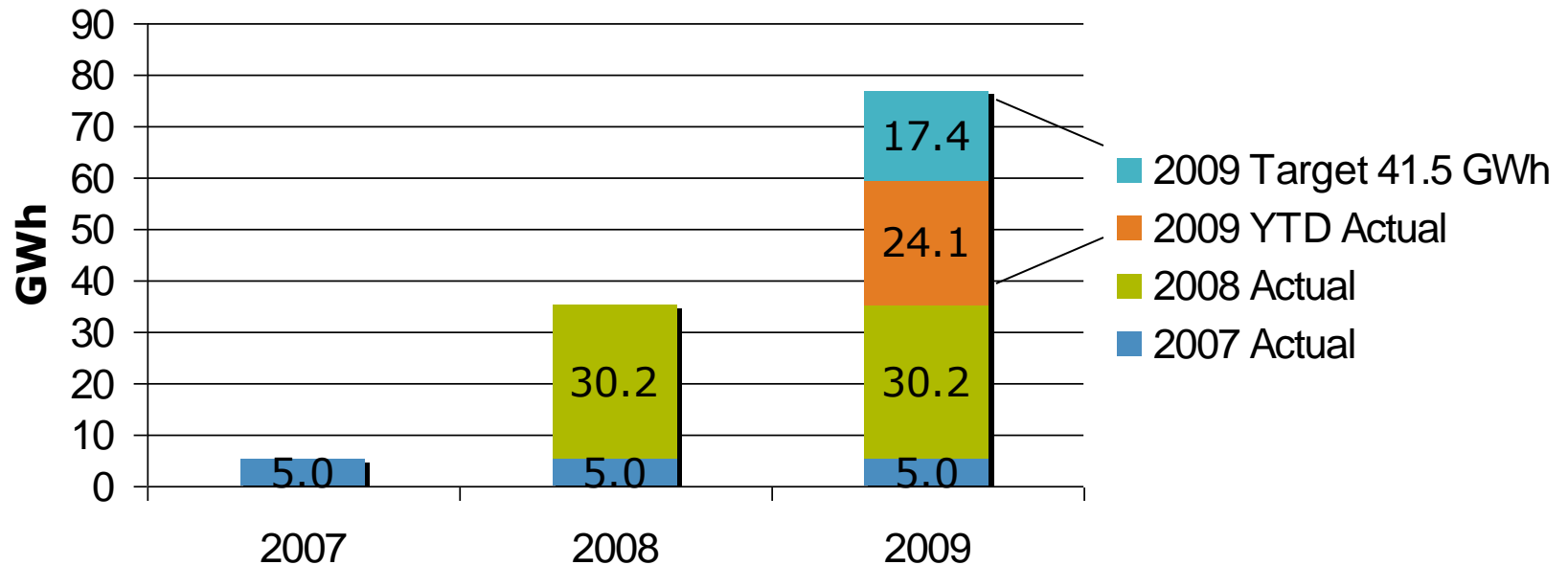


Status	# of Apps	Calculated Incentive	Annual kWh Saved	Lifetime kWh Saved	Coincident Peak kW Saved
Paid	13	\$91,221	1,669,303	16,935,333	296
Final Review	7	\$92,505	1,213,868	14,953,293	195
Pre Review	19	\$959,318	15,969,196	279,500,250	1,307
Total	39	\$1,143,044	18,852,367	311,388,876	1,798

Energy Efficiency Status

Cumulative Energy Savings

Calendar Year (CY)



Energy Efficiency New Developments



Statewide M&V

ARRA

Utility Incentives

Co-ops

New Programs

Energy Efficiency Questions?

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