10th Annual
Southwest Regional Energy Efficiency Workshop
November 21-22, 2013
Boulder, Colorado

Black Hills Energy
Colorado Electric
Matt Daunis
## Agenda

### What I Plan to Present to You Today

- **BHE Colorado Electric**
- **Program Design**
- **PY 2012-2013 – Overall Results YTD**
- **PY 2009-2013 – Savings**
- **PY 2012-2013 – Individual Program Results YTD**
- **Questions**
Black Hills Energy–Colorado Electric
Energy Efficiency Rebate Territory

Communities Served
- Cañon City
- Cripple Creek
- Florence
- Fowler
- Manzanola
- Onley Springs
- Penrose
- Pueblo
- Pueblo West
- Rocky Ford
- Silver City
- Victor
- Westcliffe

12/3/2013
Small Utility/Big Savings
BHE Colorado Electric Program Design
(2012-2015)

- Design basis
- Previous program plan changes
- Program sectors
Black Hills Energy (BHE)
PY 2012-2013
Overall Results YTD
## PY 2012-2013 Actuals

<table>
<thead>
<tr>
<th>Plan</th>
<th>2012-2013 Goal</th>
<th>2012-2013 Actual</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expenditures</td>
<td>$6.3 MM</td>
<td>$5.4 MM</td>
<td>86%</td>
</tr>
<tr>
<td>Participation</td>
<td>186,460</td>
<td>195,466</td>
<td>105%</td>
</tr>
<tr>
<td>Impacts - MWh</td>
<td>30,936</td>
<td>29,913</td>
<td>97%</td>
</tr>
</tbody>
</table>
PY 2012-2013 – Individual Program Results
Residential Programs with Big Savings

• High Efficiency Lighting
  • Instant rebates at participating stores
  • APT implements

• High Efficiency Cooling
  • Rebate incentives and training
  • Training coordinated with EEBC

• High Efficiency Appliances
  • Rebate incentives
### PY 2012/2013 Residential Programs

<table>
<thead>
<tr>
<th>Program</th>
<th>Impact Goal - kWh</th>
<th>Actual - %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lighting</td>
<td>7,901,905</td>
<td>116%</td>
</tr>
<tr>
<td>Cooling</td>
<td>887,335</td>
<td>92%</td>
</tr>
<tr>
<td>High Eff. Appliances</td>
<td>204,012</td>
<td>105%</td>
</tr>
</tbody>
</table>
Non-Residential Programs with Big Savings

- Custom Program
- Small Business Direct Install Program
  - Smartwatt implements
- New Construction
  - The Weidt Group implements
## PY 2012/2013
### Non-Residential Programs

<table>
<thead>
<tr>
<th>Program</th>
<th>Impact Goal - kWh</th>
<th>Actual - %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Custom Program</td>
<td>1,903,532</td>
<td>358%</td>
</tr>
<tr>
<td>Small Business Direct Install</td>
<td>4,305,006</td>
<td>121%</td>
</tr>
<tr>
<td>New Construction</td>
<td>229,235</td>
<td>111%</td>
</tr>
</tbody>
</table>
Special Programs with Big savings

• School Based EE Program
  o Education & awareness of EE to students
  o Implemented by Research Action Programs

• Low Income Assistance Program
  o Implemented by the CEO and NeighborWorks of Pueblo
## PY 2012/2013 Special Programs

<table>
<thead>
<tr>
<th>Program</th>
<th>Impact Goal - kWh</th>
<th>Actual - %</th>
</tr>
</thead>
<tbody>
<tr>
<td>School Based EE</td>
<td>757,373</td>
<td>108%</td>
</tr>
<tr>
<td>Low Income Assistance</td>
<td>1,672,406</td>
<td>77%</td>
</tr>
</tbody>
</table>
It's QUESTION TIME!!