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This document was filed electronically via ePUC

November 1, 2021

Ms. Mary Jo Krolewski, Utilities Analyst
Vermont Public Utility Commission
112 State Street
Post Office Drawer 20
Montpelier, Vermont 05620-2701

Re: Case No. 19-0302-INV – Annual Progress Report for Energy Savings Account (ESA) Pilot Program

Dear Ms. Krolewski:

Efficiency Vermont is submitting this letter to provide the second annual progress report for the Energy Savings Account (ESA) Pilot Program, as directed by the Public Utility Commission (Commission) in its May 16, 2019 and December 20, 2019 Orders in this proceeding. The time period covered by this progress report is July 1, 2020 through June 30, 2021.

There are 9 Participants in the ESA Pilot Program. These include Chroma Technology Corporation, Collins Aerospace, Ethan Allen Operations, Jay Peak Resort, Killington Resort / Pico Mountain Resort, Mack Molding Company, Weidmann Electrical Technology, Inc., Westrock Converting, LLC, and Vail Resorts Management Company.

From July 1, 2020 through June 30, 2021, the following activities took place related to the ESA Pilot Program. In addition to work accomplished by ESA Participants, Efficiency Vermont performed work related to program development and administration of the ESA Pilot Program and provided support to ESA Participants.

Program Administration

- As of June 30, 2021 all Participants had signed the ESA Pilot Program memorandum of Understanding (MOU) with Efficiency Vermont as well as the subsequent MOU amendment. The scope of the MOU and amendment cover Efficiency Vermont work to be performed in support of the ESA Pilot Program in accordance with Commission Orders.
- Participants regularly submitted ESA contributions information to Efficiency Vermont, based on which Efficiency Vermont maintained ESA funds balance information. This funds balance information included calculation of net funds available based on

applicable weatherization and gross receipts taxes and Participant reimbursements. Efficiency Vermont provided ongoing, regular outreach to Participants to facilitate their submissions of ESA contributions information through a standardized reporting process, with a goal for monthly submissions.

- Total ESA Pilot Program collections, representing aggregate Participant contributions for the period of July 1, 2020 through June 30, 2021, was approximately \$1.36 million. During the same period, approximately \$170,000 of ESA Pilot Program-related expenses were submitted by Participants for reimbursement and subsequently paid out of available ESA funds. Additional detail on ESA Pilot Program funds levels can be found in Table 1.

Project-Related Activities

- Participants continued to conduct activities in support of the development of their individual Energy Management Plans (EMPs), such as audits of facilities and project identification and prioritization.
- Efficiency Vermont participated in and facilitated several meetings with multiple Participants to clarify program requirements and procedures.
- Efficiency Vermont completed societal cost-effectiveness screening for 19 measures on behalf of six Participants.
- Efficiency Vermont and the Vermont Department of Public Service (Department) reviewed and provided comments for draft EMPs, new and updated, for four Participants.
- Three Participants filed new and updated EMPs with the Commission.

Program Guidance and Support

- In July 2020 the Department, Efficiency Vermont, and the Agency of Commerce and Community Development (ACCD) jointly sent a letter intended to provide clarification on process and content related to the development and submittal of an EMP pursuant to the requirements of your participation in the ESA Pilot program.
- In September 2020, at the invitation of the Associated Industries of Vermont, Efficiency Vermont and the Department provided an overview of the ESA Pilot Program for Participants.
- In March 2021, Efficiency Vermont and the Department provided a joint letter to all Participants confirming they are aware of the required Weatherization Tax (0.5%) and Gross Receipts Tax (0.525%) associated with their ESA funds balance.
- In April 2021, Efficiency Vermont and the Department provided a joint letter to all Participants providing a recommended timeline to assist with project planning and implementation given the Pilot Program three-year period.

Table 1: Summary of ESA Pilot Program collections, Participant reimbursements and ESA funds balance through June 30, 2021

	July 2020 – June 2021	Cumulative (July 2019 – June 2021)
ESA Aggregate Gross Collections¹	\$1,363,081	\$2,803,734
Wx and Gross Receipts Taxes	\$13,830	\$28,447
ESA Net Collections	\$1,349,251	\$ 2,775,288
Participant Reimbursements	\$ 171,730	\$171,730
ESA Funds Balance	\$1,177,522	\$2,603,558

Attachment A of this letter is a compilation of annual progress report letters from all nine ESA Pilot Program Participants. Attachment B includes copies of program guidance letters sent to Participants during the reporting period, as identified earlier in this letter. Per Section 2(i) of Act 150, a copy of this filing is being submitted to the Department and the legislative standing committees of jurisdiction.

Sincerely,



Michael Crowley
Portfolio Manager
Efficiency Vermont

¹ ESA Collections information in Table 1 is not fully complete, as data is still being compiled for some ESA accounts. As remaining data is obtained, it will be included in future reporting.

Attachment A

Compilation of ESA Pilot Program Participant Annual Progress Report Letters

Chroma Technology Corporation
Collins Aerospace
Ethan Allen Operations
Jay Peak Resort
Killington Resort / Pico Mountain Resort
Mack Molding Company
Weidmann Electrical Technology, Inc.
Westrock Converting, LLC
Vail Resorts Management Company



Chroma Technology
10 Intec Lane
Bellows Falls, VT 05101

October 12, 2021

Re: Energy Savings Account Pilot Program Annual Progress Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, VT 05404

Mr. Crowley:

I am writing to provide a summary of Chroma Technology's activity related to the Energy Savings Account (ESA) Pilot Program during the second year of the program (July 1, 2020, through June 30, 2021). This information should be included in Efficiency Vermont's annual progress report on the ESA Pilot Program, which will be filed with the Public Utilities Commission.

- Participated in an Associated Industries of Vermont (AIV) sponsored meeting with Efficiency Vermont staff and other ESA participants on 9/11/2020. Reviewed key content in the ESA Participant MOU (EVT rates and required services) and steps related to development, review, and submittal of EMPs.
- On February 3, 2021, Chroma Technology filed an Energy Management Plan with the Public Utilities Commission. This included meetings over a two month period with the State of Vermont PSD and EVT for them to define and provide feedback on exactly what was required for submission.
- Submitted costs associated with EMP project for reimbursement from ESA funds balance. The first payment took an excessive amount of time and interaction with Efficiency Vermont as the payment of over \$46,000 was requested on February 25, 2021 and the amount was finally received on April 13, 2021.
- Submitted monthly ESA EEC Contributions information to Efficiency Vermont throughout the reporting period.



- Have completed key commitments of our energy management plan. The first conversion of an optical coating deposition chamber required significant equipment and process engineering to reestablish the highly technical manufacturing process due to the change from a cryogenic pump to a Turbo Molecular pump. We are currently conducting the process qualification work for the second chamber that has been converted.

The interaction between energy savings and the manufacturing process is significant and demonstrates the very limited value of an external organization in supporting this work and the need to significantly reduce the administrative overhead associated with energy programs by the State of Vermont PSD and Efficiency Vermont. The fundamentals of the ESA Pilot program are important to remember and should be continued, but with a significant reduction in the administrative approach.

Sincerely,

Janette K. Bombardier, P.E.

Janette K. Bombardier, P.E.
Chief Technology Officer
Chief Operating Officer
Chroma Technology



Collins Aerospace

A United Technologies Company

100 Panton Rd
Vergennes, VT 05491
United States of America
Phone: 802-877-4832
Email: Nathan.hill@collins.com
www.collinsaerospace.com

Nathan Hill
Sr. Mgr, EH&S and Facilities
Collins Aerospace

September 22, 2021

Re: Energy Savings Account Pilot Program Annual Progress Report

Mike Crowley

Efficiency Vermont

20 Winooski Falls Way, 5th Floor

Winooski, VT 05404

Mr. Crowley:

I am writing to provide a summary of Collins Aerospace's activity related to the Energy Savings Account (ESA) Pilot Program during the second year of the program (July 1, 2020, through June 30, 2021). This information should be included in Efficiency Vermont's annual progress report on the ESA Pilot Program, which will be filed with the Public Utilities Commission.

- Participated in an Associated Industries of Vermont (AIV) meeting with Efficiency Vermont staff and other ESA participants on 9/11/2020. Reviewed key content in the ESA Participant MOU (EVT rates and required services) and steps related to development, review, and submittal of EMPs.
- Collins Aerospace began development on an LED lighting upgrade project for our production area that will be submitted to Efficiency Vermont for societal cost effectiveness screening during the third year of the program.
- Submitted monthly ESA EEC Contributions information to Efficiency Vermont throughout the reporting period.

Sincerely,

Nathan Hill, CEM
Sr. Mgr, EH&S & Facilities – Mission Systems

Stephen Montague
Ethan Allen Operations
27 Railroad Ave.
Orleans, VT 05860

June 4, 2021

Re: Energy Savings Account Pilot Program Annual Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, Vt 05404

Mr. Crowley:

I am writing to provide a summary of Ethan Allen Operations' activity related to the Energy Savings Account (ESA) Pilot program during the first year of the program. This information should be included in Efficiency Vermont's annual report on the ESA Pilot Program, which will be filed with the Public Utilities Commission.

From July 1st,2020 through June 30, 2021, Ethan Allen Operations completed the following activities related to the ESA Pilot Program.

- Signed the ESA Pilot program MOU with Efficiency Vermont
- Reported monthly Energy Savings Account balance to Efficiency Vermont
- Conducted activities in support of the development of Ethan Allen Operation's Energy management Plan, including (audits of facilities, project identification)
- No anticipated projects identified at this time.

Sincerely,

Stephen Montague
Ethan Allen Operations

Andrew Stenger
Jay Peak Resort
4850 Jay Peak Road
Jay, Vermont 05959

October 12, 2021

Re: Energy Savings Account Pilot Program Annual Progress Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, VT 05404

Mr. Crowley:

I am writing to provide a summary of Jay Peak's activity related to the Energy Savings Account (ESA) Pilot Program during the second year of the program (July 1, 2020, through June 30, 2021). This information should be included in Efficiency Vermont's annual progress report on the ESA Pilot Program, which will be filed with the Public Utilities Commission.

- On January 20, 2021, Jay Peak filed an Energy Management Plan with the Public Utilities Commission. This Plan was developed with the assistance of Cx Associates and included one project to recover waste heat from the Ice Haus and Hotel Jay for use in the Water Park.
- Cx Associates developed schematic design drawings for the Heat Recovery project, issued bid documents to contractors, and managed the bidding process through to selection.
- A tentative schedule has been developed to ensure the project will be complete by the end of the ESA Pilot period.
- Jay Peak submitted ESA reimbursement requests for projects associated with the EMP.
- Jay Peak submitted monthly ESA EEC Contributions information to Efficiency Vermont throughout the reporting period.

Sincerely,

Andrew Stenger
Director of Facilities & Resort Services

Jeff Temple
Killington Resort / Pico Mountain Resort
4763 Killington Road
Killington, VT 05751

September 22, 2021

Re: Energy Savings Account Pilot Program Annual Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, VT 05404

Mr. Crowley:

I am writing to provide a summary of Killington Resort / Pico Mountain Resort's, (KPSRP) activity related to the Energy Savings Account (ESA) Pilot Program during the second year of the program, (July 1, 2020 through June 30, 2021). This information should be included in Efficiency Vermont's annual report on the ESA Pilot Program, which will be filed with the Public Utilities Commission.

As noted in last years report, and at the end of the first year of the program, the Resort was able to resume partial operations for the winter season. With that, construction projects resumed late winter 2021 along with project research for our EMP, and those activities are listed below.

From July 1st, 2020 through June 30, 2021, KPSRP completed the following activities related to the ESA Pilot Program.

- We submitted our monthly EEC contribution information to Efficiency Vermont throughout the reporting period.
- We signed a contract on March 15th, 2021 with Efficiency Vermont to assist us with project identification and the development of an Energy Management Plan (EMP).
- From March 15th on, our Resort technical team met several times with EVT and product vendors to finalize the identification of prospective and energy impactful projects that tie to KPSRP's environmental mission.
- As of the end of the reporting period, projects have been identified and final analysis is taking place to move them into an EMP.
- For the reporting period, contributions were \$176,166 for a total of \$367k over the first two years of the program.
- Requests for reimbursements have followed the prescribed process.

Sincerely,

Jeffrey Temple

Jeff Temple

Director of Planning

KPSRP

jtemple@killington.com

o 802.422.6219

c 802.770.8866

Marc Colety
Mack Molding Company
608 Warm Brook Road
Arlington, VT 05250

September 22, 2021

Re: Energy Savings Account Pilot Program Annual Progress Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, VT 05404

Mr. Crowley:

I am writing to provide a summary of Mack Molding Company's activity related to the Energy Savings Account (ESA) Pilot Program during the second year of the program (July 1, 2020 through June 30, 2021). This information should be included in Efficiency Vermont's annual progress report on the ESA Pilot Program, which will be filed with the Public Utilities Commission.

1 – We have tracked and reported our monthly utilities' ESA EEC Contributions information for our three locations: Cavendish, East Arlington and Arlington.

2 – We participated in an Associated Industries of Vermont (AIV) meeting with Efficiency Vermont staff and other ESA participants on 9/11/2020. Reviewed key content in the ESA Participant MOU (EVT rates and required services) and steps related to development, review, and submittal of EMPs.

3- We have developed an EMP that was submitted to the PUC of Vermont during the course of the year, our first submittal was on December 9th, 2020. We added more projects until May 12th, 2021, the date of our last EMP Filing.

4– We screened six projects with Efficiency Vermont and received notification that all projects passed societal cost-effectiveness screening.

Projects include: LED lighting Conversion projects at all three locations, Steam System Repairs at Cavendish and East Arlington, and Installation of Mini Split Air Conditioning Units at Arlington.

5– All six projects are in progress or just about to begin with a completion date of Spring of 2022.

6– The Mini Split project has been completed in full. LED conversion projects are in varying degrees of completion. A steam survey has been completed in Cavendish and East Arlington.


7– The six screened projects are projected to save our company over \$46,500 per year in energy costs.

8 – As of June 30th, 2021 we have been reimbursed in excess of \$34,000 for our project expenses. We had billed an additional \$25,000 plus, but this reimbursement was placed on hold during a question of internal billable labor that was not clarified until July 14th, 2021. This clarification came via the PUC and Efficiency Vermont.

9– Mack has continued to conduct activities in support of Mack Molding Company's Energy Management Plan, including audits of our buildings and possible project identification for the upcoming year.

This concludes the list of work completed in the requested time frame. We look forward to continuing our work in the third and final year of the ESA Program. We have some interesting projects planned and we are excited to finish out the program in June of 2022.

Sincerely,

A handwritten signature in black ink that reads "Brian K. Sullivan". The signature is written in a cursive, slightly slanted style. It is positioned on a light gray rectangular background.

Brian K Sullivan

Mack Molding Company

HQ Facility & Mack North EHS Manager

608 Warm Brook Rd

Arlington, VT 05250

Tom Bradley
Vail Resorts
P.O. Box 39
Park City, Utah 84060

October 10, 2021

Re: Energy Savings Account Pilot Program Annual Progress Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, VT 05404

Mr. Crowley:

I am writing to provide a summary of Vail Resorts' activity related to the Energy Savings Account (ESA) Pilot Program during the second year of the program (July 1, 2020, through June 30, 2021). This information should be included in Efficiency Vermont's annual progress report on the ESA Pilot Program, [which will be filed with the Public Utilities Commission](#).

- Submitted reimbursement request for costs associated with EMP project identification December 2020.
- Met with Efficiency Vermont staff May 13, 2021, to review ESA program requirements, and timeline for EMP development. A follow-up meeting was held on June 2 to review societal cost-effectiveness screening questions.
- Submitted monthly ESA EEC Contributions information to Efficiency Vermont throughout the reporting period.

Sincerely,



Tom Bradley
Sustainability Manager

Bob Achilles
Weidmann Electrical Technology, Inc.
1 Gordon Mills Way
Saint Johnsbury, VT 05819

September 24, 2021

Re: Energy Savings Account Pilot Program Annual Progress Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, VT 05404

Mr. Crowley:

I am writing to provide a summary of Weidmann Electrical Technology 's activity related to the Energy Savings Account (ESA) Pilot Program during the second year of the program (July 1, 2020, through June 30, 2021). The second year of the program has proved to be difficult with the issues caused by the COVID pandemic. The shutdown of "non-essential" manufacturing combined with the isolation protocols we had to employ caused delays in purchasing equipment and labor shortages for installation. We continue to make progress despite the increased costs and labor shortages.

- Received confirmation that our lighting project passed the societal cost-effectiveness screening, July 2021.
- Submitted our HVAC project for the societal cost-effectiveness screening, August 2021. We continue to work with Efficiency Vermont and our HVAC contractor to complete this process.
- Submitted monthly ESA EEC Contributions information to Efficiency Vermont throughout the reporting period.

Sincerely,

Bob Achilles
Electrical Engineer
Weidmann Electrical Technology Inc.



October 13, 2021

Re: Missisquoi Mill Energy Savings Account-Partnership Pilot Program 2021 Progress Report

Mike Crowley
Efficiency Vermont
20 Winooski Falls Way, 5th Floor
Winooski, VT 05404

Mr. Crowley:

Please find below a summary of WestRock Missisquoi Mill's efforts related to the Energy Savings Account-Partnership Pilot (ESAPP) for the timeframe 1 July 2020 to 30 June 2021, in compliance with the reporting requirements of Act 150. The Mill has continued its internal process of energy project identification, evaluation, ranking, and selection.

The Missisquoi Mill has placed a high importance on its continued development of its Combined Heat and Power (CHP) project that would replace existing outdated steam systems. This project is important to the Mill due to its high thermal efficiency (~89%), economic savings, and risk mitigation. However, the development of ESAPP administrative and regulatory processes has been delayed, and several questions related to the ESAPP and the eligibility of certain expenditures for ESAPP funds were still pending as of the dates covered by this report. WestRock is reluctant to expend ESAPP funds on the CHP project until these have been addressed.

With that in mind, the following projects are being held in reserve in the event that WestRock is unable to use ESAPP funds for the CHP project.

- a. Refiner Horsepower-Day/Ton feasibility study. Refiners constitute approximately 15% of the Mill's electrical consumption.
- b. Vacuum Pump Distribution, Management, and control study. Vacuum pumps are the second largest process consumer of Mill electricity at 11%.
- c. Mill Steam Insulation – Steam and condensate return insulation to reduce line transportation losses. Potential partnership with Vermont Gas Systems.
- d. Mill receiving area wall insulation,
- e. Variable Frequency Drive for the side wall screen and 4 chest pump. < 100 HP.
- f. Pulper White Water chest heating system.
- g. Paper Machine #2 Chiller

The Mill is continuing to provide an ESAPP contribution accounting to EVT. All our EEC Pilot funds currently remain unspent as of the period covered in this report, pending clarification of regulatory requirements.

Sincerely,

A handwritten signature in blue ink that reads "Jerry Brown." The signature is written in a cursive, flowing style.

Jerry Brown, Ph.D, PE-Ret.
WestRock Missisquoi Mill
369 Mill Street
Sheldon Springs, VT 05485

Attachment B

Copies of Guidance Documents provided to ESA Pilot Program Participants

1. ESA EMP Guidance and Template Letter (July 2020)
2. ESA Guidance on Weatherization & Gross Receipts Taxes (March 2021)
3. ESA Guidance on Recommended Timeline and Planning (April 2021)
4. ESA Pilot Program presentation to AIV (September 2020)



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July 10, 2020

To: Energy Savings Account (ESA) Pilot Program Participants

Re: ESA Energy Management Plan (EMP) Guidance

Dear ESA Pilot Program Participants:

This letter, jointly sent from the Department of Public Service (Department), Efficiency Vermont, and the Agency of Commerce and Community Development (ACCD) is intended to provide clarification on process and content related to the development and submittal of an Energy Management Plan (EMP) pursuant to the requirements of your participation in the ESA Pilot program.

Since the time of the original Request for Proposals for ESA Pilot Program participation, two Commission Orders have been issued (Track 1 Order on May 16, 2019 and Track 2 Order on December 20, 2019), which establish certain requirements for participation in the ESA Pilot. Based on these Orders, we are providing a template that we encourage all participants to use for development of an EMP, and steps to take for development and submittal of the plan.

EMP Development and Submittal

Section 2(e) of Act 150 requires that each customer selected for the ESA pilot program work with Efficiency Vermont to “develop an energy management plan for the three-year period of the pilot with projects to be implemented, energy savings targets, and a timeline for projects and investments.” As a participant in this pilot, we strongly recommend the following steps to ensure the requirements are satisfied and your projects can be a success:

Step 1 - Project Development and Analysis: Develop estimates for project(s) design and implementation costs, and savings estimates for both energy and non-energy savings. Efficiency Vermont may be used as a resource to assist with this work.

Step 2 - Project Screening: Provide project(s) cost and savings estimates to Efficiency Vermont. Efficiency Vermont will perform societal cost-effectiveness screening. Only projects that pass societal cost-effectiveness screening based on screening criteria established by the Public Utility Commission under the terms of this ESA Pilot may be included in a Participant’s EMP.

Step 3 - Project Selection: Make final decision regarding which projects of those that are societally cost-effective to include in the EMP.

Step 4 - EMP Development: Develop a Draft EMP based on the template attached to this letter. (Participants may use a different format for an EMP provided all required information is included in it.) Efficiency Vermont may be used as a resource to assist with this work. Please note:

- EMP must include estimates for project(s) costs, savings, and timeline.
- EMP must include a description of information and data to be collected for project EM&V, as well as estimated costs for EM&V. The Department may be consulted for estimating EM&V costs.
- For customers with Natural Gas savings, EMP must include estimates regarding costs and savings share across ESA and Vermont Gas.

Step 5 - Draft EMP Review/Comment. Submit a Draft EMP to the Department and Efficiency Vermont for review and feedback. For customers with Natural Gas savings, the draft EMP should also be submitted to Vermont Gas. At this point, the Department will be able to provide feedback on necessary EM&V activities.

- The Department and Efficiency Vermont are available to discuss EM&V needs related to savings verification and/or Forward Capacity Market (FCM) requirements. The Department may reach out as needed to your organization to for more information to better understand the scope and of proposed projects.

Step 6 - EMP Submittal: After incorporating feedback from Efficiency Vermont and the Department, the EMP must be filed with the Commission, and a copy of the final plan sent to the Department, Efficiency Vermont, ACCD, and Vermont Gas (if applicable).

Please note that any work performed by Efficiency Vermont in support of project analysis, screening, and EMP development will be billed to the Participant. All costs will be in accordance with the ESA Pilot Program Memorandum of Understanding (MOU) with Efficiency Vermont and are eligible for payment from the balance of the Participant's ESA account.

Should you have any questions, please feel free to contact Efficiency Vermont at ESAInfo@efficiencyvermont.com.

We look forward to continuing to work together toward successful project planning and implementation.

Best Regards,

Michael Crowley
Efficiency Vermont

Kelly Launder
Vermont Public Service Department

Kenneth Jones
Vermont Agency of Commerce and Community Development



Energy Savings Account (ESA) Pilot Program

Energy Management Plan [Template]

7/9/2020

Business Name:

Lead Contact Name:

Lead Contact email:

Lead Contact phone:

Overarching ESA Objectives:

Please describe the overarching objectives for the work you intend to undertake within the ESA Pilot Program.

- 1.
- 2.
- 3.

Metrics to measure progress towards objectives:

Please list the metrics by which you will determine if you've met your overarching objectives. Metrics may be energy related or non-energy related. Please also provide a description of what you intend to measure to assess success of your project(s). The Department may reach out to your organization as needed for more information to better understand the scope and requirements of proposed projects.

Metric	Baseline	Target

Action Plan to Achieve Targets

Project #1:

Project Description:

Please provide a short description of the project you will undertake.

Key Results:

Key results should indicate the data and information to be collected for the project and include estimates for both energy-related results/metric (e.g., electric energy, electric demand, fossil fuel savings, etc.) and non-energy related results/metrics (e.g., job creation, productivity improvements, maintenance cost savings, etc.). Examples of information and data that may be collected was provided by the Department as part of Case 19-0302; please see the attachment at the end of this template.

Estimated Costs:

Estimated costs should include anticipated amounts for project planning work, implementation activities, and evaluation, measurement & verification (EM&V).

Milestones	Date	Estimated Cost	Estimated Results

Project #2:

Project Description:

Key Results:

Estimated Costs:

Milestones	Date	Estimated Cost	Estimated Results

ATTACHMENT A:

Examples of Information and Data to be collected for evaluation and verification of projects, as presented in Department comments and included in the Commission's Track 2 Order of December 20, 2019 (pp 14-15).

Criterion	Evaluation to Include	Data Examples
Job Creation/Retention	<ul style="list-style-type: none"> – Interviews to help determine jobs created and retained, and determine what might have happened otherwise Estimate of indirect job creation (service or supply resulting from company growth) 	<ul style="list-style-type: none"> – Capital investment – Capital avoidance – Resource (energy, water) savings – O&M net benefits – Output information (e.g. production figures) – Customer labor and employment data (e.g., number of full-time equivalents) – Average compensation for created jobs
Energy Savings, Total Energy Cost Reductions	<ul style="list-style-type: none"> – Engineering analysis of the completed projects – Analysis should use approved avoided costs – Reduced on- or off-peak demands and associated charges 	<ul style="list-style-type: none"> – Baselines (e.g., existing conditions, nameplate information, operating hours) – Invoices for purchase and installation of equipment Detailed project summaries including equipment cut sheets – Historical peak demand times, demands, and charges
Energy Productivity	<ul style="list-style-type: none"> – Measurement by MMBtu/\$ – output or unit of output – (machine or facility specific) Examples of these metrics include: MMBtu/dry ton (per day/week/month); MMBtu/ton of paper (per day/week/month) MMBtu/per silicon wafer (or multiples thereof) – Metrics should be normalized for weather and then converted into a percentage of energy saved to allow some comparison across industry types 	<ul style="list-style-type: none"> – Baseline: Average amount of energy required to make one unit of the same product (or total output) in the two years preceding implementation of the measure, or average amount of energy required to make one unit of the same product (or total output) for an appropriate reference period given the nature of the product Average amount of energy required – to make a similar product, extrapolated from the reference product that was being made – Equipment availability data pre- and post-project implementation, and energy use pre- and post-project implementation (accounting for energy use differences in the production and idle modes, if applicable) – Throughput data for equipment for a specific product from the reference period, or for current product output extrapolated from earlier production

Capital Applied and Leveraged	<ul style="list-style-type: none"> – Invoice/capital expenditure review – Capital avoided 	<ul style="list-style-type: none"> – Invoices and costs related to participation in self-managed programs – Program expenditures versus capital expenditures
Greenhouse Gas Reductions	<ul style="list-style-type: none"> – Analysis of net energy savings by fuel to be multiplied by greenhouse gas coefficients 	<ul style="list-style-type: none"> – Net energy savings



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March 16, 2021

To: Energy Savings Account (ESA) Pilot Program Participants

Re: Weatherization and Gross Receipts Tax on Energy Savings Accounts

Dear ESA Pilot Program Participant:

This letter is to confirm that you are aware of the required Weatherization Tax (0.5%) and Gross Receipts Tax (0.525%) associated with your total Energy Savings Account (ESA) funds balance. The collection of these taxes is applied to all energy efficiency charge collections in Vermont.¹ As such your "net" available ESA funds balance will be an amount equal to your energy efficiency charge collections minus the required taxes.

We are attaching an updated ESA account balance spreadsheet showing the available ESA funds balance (i.e., net of the taxes). Should you have any questions, please feel free to contact Efficiency Vermont at ESAInfo@efficiencyvermont.org.

Sincerely,

Mike Crowley
Efficiency Vermont

Kelly Launder
Vermont Department of Public Service

¹ The inclusion of the Weatherization Tax and Gross Revenue Tax in the Energy Efficiency Charge is addressed in Public Utility Commission Rule 5.305(B) (see attached).



April 30, 2021

To: Energy Savings Account (ESA) Pilot Program Participants

Re: ESA Pilot Program Timeline Guidance

Dear ESA Pilot Program Participants:

This letter, jointly sent from the Department of Public Service (Department), Efficiency Vermont, and the Agency of Commerce and Community Development (ACCD), is being provided to assist you with project planning outcomes and deadlines related to the requirements of your participation in the ESA Pilot program.

Energy Management Plan (EMP) Development and Submittal

Per Act 150 of 2018 and PUC Order on 5/16/2019 in Case 19-0302 the ESA Pilot Program ends on June 30, 2022. It's important to consider all necessary program planning and implementation steps as you establish a timeline for projects.

When establishing your ESA project(s) timeline, please consider the following:

- Project identification and EMP development.
- Lead time for delivery of project equipment.
- Labor hours and schedule required for project completion.
- Equipment startup and commissioning, if applicable.
- Lead time of receiving invoices from your contractors/vendors.
- Pre and post installation information easily available for verification. (sub-meter data, operating hours, model information etc.)

The following is a recommended timeline to meet the June 30, 2022 end date of the Pilot Program. This timeline accommodates the process steps previously identified in the EMP process letter sent to Participants on July 10, 2020.

Step 1 - Project Identification. Recommended completion date: June 30, 2021.

Identify all projects you expect to include in your EMP. Finalize cost estimates for project(s) design and implementation and estimates for both energy and non-energy savings. If you need assistance with this step, Efficiency Vermont is available to support project identification through a services contract.

Step 2 - Project Screening. Allow 5-10 business days.

Provide project(s) cost and savings estimates to Efficiency Vermont. Efficiency Vermont will perform societal cost-effectiveness screening. Only projects that pass societal cost-

effectiveness screening may be included in a Participant's EMP. Please note that societal cost-effectiveness screening criteria are established by the Public Utility Commission

Step 3 - EMP Development. 1-2 business days.

Make final decision regarding which projects, of those that are societally cost-effective, to include in your EMP. Develop a Draft EMP. Efficiency Vermont may be used as a resource to assist with this work. Please note, all EMP submissions must include the following:

- Estimates for project(s) costs, savings, and timeline.
- A description of information and data to be collected for project Evaluation, Measurement and Verification (EM&V), as well as estimated costs for EM&V. The Department may be consulted for estimating EM&V costs.
- For customers with Natural Gas savings, EMP must include estimates regarding costs and savings share across ESA and Vermont Gas.

Please use the EMP Template previously provided by Efficiency Vermont for your EMP. If you need a copy of the EMP Template or contact information, please contact:

ESAINFO@efficiencyvermont.com.

Step 4 - Draft EMP Review/Comment. Allow for 5-10 business days.

Submit a Draft EMP to the Department and Efficiency Vermont for review and feedback. For customers with Natural Gas savings, the draft EMP should also be submitted to Vermont Gas. For customers who anticipate partnering with their Distribution Utility for a Tier III project, the draft EMP should also be submitted to the Distribution Utility. At this point, based on the project information provided in the draft EMP, the Department will be able to provide feedback on necessary, post-installation EM&V activities.

- The Department and Efficiency Vermont are available to discuss EM&V needs related to savings verification and/or Forward Capacity Market (FCM) requirements. The Department may reach out as needed to your organization for more information to better understand the scope of proposed projects.

Step 5 - EMP Submittal. 1-2 business days.

Incorporate feedback from Efficiency Vermont and the Department to create a final version of your EMP. The EMP must be filed with the Commission and a copy of the final plan sent to the Department, Efficiency Vermont, ACCD, and Vermont Gas (if applicable).

Step 6 – Project Installation. Completed by June 30, 2022.

After an EMP has been filed with the Commission, the Participant can move forward with the completion of the project(s) and submit for reimbursement(s). All installations/work for which a Participant will seek reimbursement must be completed by June 30, 2022.

Step 7 – Project Reimbursement.

Upon payment by the ESA Pilot Participant of an invoice related to projects included on the Participants approved EMP, a reimbursement request can be sent to Efficiency Vermont for processing. Invoices for reimbursement must be submitted within two months of the Pilot Program end date, August 31, 2022.

Please note that any work performed by Efficiency Vermont in support of project analysis, screening, and EMP development will be billed to the Participant. All costs will be in accordance

with the ESA Pilot Program Memorandum of Understanding (MOU) with Efficiency Vermont and are eligible for payment from the balance of the Participant's ESA account.

Should you have any questions, please feel free to contact Efficiency Vermont at ESAInfo@efficiencyvermont.com.

We look forward to continuing to work together toward successful project planning and implementation.

Best Regards,

Michael Crowley
Efficiency Vermont

Kelly Launder
Vermont Public Service Department

Kenneth Jones
Vermont Agency of Commerce and Community Development

Friday, September 11, 2020

Energy Savings Account Pilot Overview



Key Documents

1

ESA Pilot Memorandum of Understanding

2

Energy Management Plan Template

MOU Review

Eligible Projects

Project Screening

Energy Management Plan

Project Implementation and Payment

Required and Optional EVT Services

Annual Reports and Program Evaluation



Eligible Projects

Project Screening

Energy Management Plan

Project Implementation and Payment

Required and Optional EVT Services

Annual Reports and Program Evaluation



- Electric energy efficiency
- Thermal energy and process-fuel efficiency for unregulated fuels and regulated fuels (for some customers)
- Energy productivity measures
- Demand management
- Energy storage that provides benefits to the customer and its interconnecting utility.

Eligible Projects

Project Screening

Energy Management Plan

Project Implementation and Payment

Required and Optional EVT Services

Annual Reports and Program Evaluation



Efficiency Vermont Project Screening Billing Fee	
# of Measures Being Screened	Fee
1 to 3	Flat fee of \$600
4 to 6	Flat fee of \$1,000
7 to 10	Flat fee of \$1,400
11+	EVT MOU staff hourly rates

Eligible Projects

Project Screening

Energy Management Plan

Project Implementation and Payment

Required and Optional EVT Services

Annual Reports and Program Evaluation



Only projects that pass societal cost-effectiveness screening are included in the EMP

Eligible Projects

Project Screening

Energy Management Plan

Project Implementation and Payment

Required and Optional EVT Services

Annual Reports and Program Evaluation



For reimbursement:

1. Inform EVT of ESA contributions each month (EVT will calculate total balance)
2. Submit monthly invoices to EVT, including documentation
3. If eligible, EVT will approve expenses and forward to the DPS, who then directs the Fiscal Agent to make payments, subject to account balance.

Eligible Projects

Project Screening

Energy Management Plan

Project Implementation and Payment

Required and Optional EVT Services

Annual Reports and Program Evaluation



Required EVT Services:

- Assistance in developing EMPs, if/as requested
- Cost effectiveness screening
- Evaluation, measurement, and verification of completed projects

Optional EVT Services:

- At the election of participants
- Could include development, planning, and scoping of energy projects

Rates:

EVT Service Provider	Current Hourly Rate
Energy Consultant	\$75.00
Senior Energy Consultant	\$100.00
Account Manager	\$95.00
Evaluation, Measurement, and Verification Staff	\$90.00

Eligible Projects

Project Screening

Energy Management Plan

Project Implementation and Payment

Required and Optional EVT Services

Annual Reports and Program Evaluation



Efficiency Vermont is required to include ESA spending and savings as part of its Annual and Quarterly reports.

Participants are not charged for this work.

Participants may be asked for information to assist with reporting.

Energy Management Plan (EMP) Guidance

Step 1: Project Development and
Analysis

Step 2: Project Screening

Step 3: Project Selection

Step 4: EMP Development

Step 5: Draft EMP Review/Comment

Step 6: EMP Submittal



Step 1: Project Development and Analysis

Step 2: Project Screening

Step 3: Project Selection

Step 4: EMP Development

Step 5: Draft EMP Review/Comment

Step 6: EMP Submittal

Develop estimates for project(s) design and implementation costs, and savings estimates for both energy and non-energy savings.

Participants may request assistance from Efficiency Vermont or use their own staff or consultants for this work.

Step 1: Project Development and Analysis

Step 2: Project Screening

Step 3: Project Selection

Step 4: EMP Development

Step 5: Draft EMP Review/Comment

Step 6: EMP Submittal

Provide project(s) cost and savings estimates to Efficiency Vermont.

Efficiency Vermont will perform societal cost-effectiveness screening.

Only projects that pass screening may be included in the EMP



Step 1: Project Development and Analysis

Step 2: Project Screening

Step 3: Project Selection

Step 4: EMP Development

Step 5: Draft EMP Review/Comment

Step 6: EMP Submittal

Participants make final decision regarding which projects (of those that are societally cost-effective) to include in EMP.

Step 1: Project Development and Analysis

Step 2: Project Screening

Step 3: Project Selection

Step 4: EMP Development

Step 5: Draft EMP Review/Comment

Step 6: EMP Submittal



Contact Information:

Business Name:

Lead Contact Name:

Lead Contact email:

Lead Contact phone:

Overarching ESA Objectives:

Metrics to Measure Progress Towards Objectives:

Metric	Baseline	Target

Action Plan to Achieve Targets

For each project provide the following:

- Project Description
- Key Results

Estimated Costs:

Milestones	Date	Estimated Cost	Estimated Results

Sample Information and Data for EM&V (from Order)

Criterion	Evaluation to Include	Data Examples
Job Creation / Retention	Interviews to help determine jobs created and retained, and what might have happened otherwise.	<ul style="list-style-type: none"> Capital investment Capital avoidance Resource savings (e.g., energy, water) O&M net benefits Output information (e.g., production figures)
Energy Savings, Total Energy Cost Reductions	<ul style="list-style-type: none"> Engineering analysis of the completed projects Analysis should use approved use of avoided costs Reduced on-or-off-peak demands and associated charges 	<ul style="list-style-type: none"> Baselines Invoices for purchase and installation of equipment Detailed project summaries, including cut sheets Historical peak demand times, demands, and charges
Energy Productivity	<ul style="list-style-type: none"> Measurement energy saved by MMBTU/\$ and normalized for weather Output or unit of output (e.g., MMBTU/dry ton/day, week, or month) 	<ul style="list-style-type: none"> Baselines (e.g., avr. Amount of energy required to make one unit of the same product in the two years preceding the measure)
Capital Applied and Leveraged	<ul style="list-style-type: none"> Invoice/capital expenditure Capital avoided 	<ul style="list-style-type: none"> Invoices and costs related to participation in self-managed programs Program expenditures versus capital expenditures
Greenhouse Gas Reductions	<ul style="list-style-type: none"> Analysis of net energy savings by fuel to be multiplied by greenhouse gas coefficients 	<ul style="list-style-type: none"> Net energy savings

Step 1: Project Development and Analysis

Step 2: Project Screening

Step 3: Project Selection

Step 4: EMP Development

Step 5: Draft EMP Review/Comment

Step 6: EMP Submittal



Submit draft EMP to the Department and Efficiency Vermont for review and feedback.

For customers with natural gas savings, the draft EMP should also be submitted to Vermont Gas.

Review will include EM&V needs related to savings verification and/or Forward Capacity Market (FCM) requirements.

Step 1: Project Development and Analysis

Step 2: Project Screening

Step 3: Project Selection

Step 4: EMP Development

Step 5: Draft EMP Review/Comment

Step 6: EMP Submittal



After incorporating feedback from the Department and Efficiency Vermont, the EMP must be filed with the Public Utilities Commission.

A copy of the final EMP is submitted to the Department, ACCD, Efficiency Vermont and Vermont Gas (if applicable).

Questions?

Mike Crowley

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