



# CIP, ESP<sup>®</sup> & MN

*2008 to 2012*

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## Energy Platforms

- Software company focused on EE domain
- Small, growing company
- Shakopee, MN
- 2008 contract to help with Next Generation Energy Act of 2007
- Solution: ESP<sup>®</sup>

## ESP: On-Line IT Platform

- Tools for utilities to implement & report
- Accountability & transparency tools
- Simplifies CIP (make possible?)
- Leverages IT/engineering/knowledge
- Helps MN achieve CIP goals
- At the lowest possible cost

## CIP: 2008 - 2012

- Spent \$719M on utility EE programs
- Saved 52,870 Gwh (lifetime of measure)
- Kwh cost of EE: 1.36 cents (vs 8-9 cents retail)
- Save(d) consumers over \$3.5B
  - $(8.0 - 1.36 \times 52.9\text{B Kwh} = \$3.5\text{B})$
  - 488% ROI
  - Money stays in MN

## Electric Savings

### Performance Summary

Spending & Savings	2008	2009	2010	2011	2012
Total Expenditures	\$103,044,006	\$145,037,513	\$174,414,683	\$140,548,772	\$155,901,070
Conservation Expenditures	\$76,637,698	\$118,562,468	\$153,289,918	\$118,535,468	\$135,031,277
% Cons Exp / Total Exp	74.4 %	81.7 %	87.9 %	84.3 %	86.6 %
Total Savings (kWh)	571,706,427	620,719,158	1,206,899,238	805,381,920	881,082,278
Total Low Income Cost	\$3,656,015	\$4,525,678	\$6,598,795	\$6,134,936	\$6,477,764
Low Income Cost/Res Op Rev	0.2 %	0.2 %	0.3 %	0.3 %	0.3 %
% kWh Savings/Sales	0.8 %	1.0 %	1.8 %	1.2 %	1.3 %
% Total Exp / GOR	1.8 %	2.6 %	2.8 %	2.2 %	2.4 %

## Gas Savings

### Performance Summary

Spending & Savings	2008	2009	2010	2011	2012
Total Expenditures	\$17,821,907	\$21,592,967	\$36,593,885	\$40,580,905	\$42,776,157
Conservation Expenditures	\$17,821,907	\$21,592,967	\$36,593,885	\$40,580,905	\$42,776,157
% Cons Exp / Total Exp	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Total Savings (MCF)	1,550,336	1,837,905	2,571,463	2,780,578	2,716,324
Total Low Income Cost	\$2,524,576	\$2,748,206	\$4,149,088	\$3,909,248	\$3,999,427
Low Income Cost/Res Op Rev	0.2 %	0.2 %	0.4 %	0.4 %	0.5 %
% MCF Savings/Sales	0.5 %	0.6 %	0.9 %	0.9 %	0.9 %
% Total Exp / GOR	0.6 %	1.0 %	1.8 %	2.0 %	2.7 %

Geography: **S - Minnesota** ▾

Electric Organizations: **All Organizations** ▾

Category Type:

Year: **2012** ▾

Gas Organizations: **All Organizations** ▾

Market Segment:

	Spend / kWh Saved Lifetime	Annual Kilowatt Hours Saved	Annual Kilowatt Hours Saved Lifetime	Kilowatts Saved	Spending Total	Program Count
<b>Electric Utility Infrastructure Improvements</b>	0.0033	20,011,678	400,233,550	1,803	1,313,828	
<b>Specialty Non-Residential</b>	0.0062	94,320,053	1,414,800,793	10,402	8,735,359	
<b>Compressed Air</b>	0.0065	17,488,032	262,320,486	2,580	1,703,490	
<b>Motors &amp; Drives</b>	0.0066	54,712,738	820,691,065	7,516	5,409,780	
<b>Non-Residential Custom Efficiency</b>	0.0077	61,846,569	927,698,528	75,568	7,148,165	
<b>Agricultural Efficiency</b>	0.0096	2,070,241	31,053,615	209	299,159	
<b>Residential Building Envelope</b>	0.0100	81,789	1,635,780	11	16,321	
<b>Other - Direct</b>	0.0100	13,726,386	205,895,796	140,155	2,058,316	
<b>Residential Space Heating (non-Heat Pumps)</b>	0.0102	1,480,261	22,203,919	1,914	226,928	
<b>Residential Heat Pumps</b>	0.0111	25,333,011	303,996,131	4,451	3,378,900	
<b>Residential Behavioral Change</b>	0.0113	34,862,658	174,313,292	6,053	1,965,010	
<b>Non-Residential Computer Efficiency and Plug Loads</b>	0.0121	22,149,315	132,895,892	1,919	1,602,856	
<b>Non-Residential Refrigeration</b>	0.0124	1,961,682	19,616,822	282	243,052	
<b>Non-Residential Lighting</b>	0.0140	221,575,740	2,658,908,880	557,357	37,117,307	
<b>Public Infrastructure</b>	0.0148	952,245	14,283,669	11,190	211,271	
<b>Non-Residential Space Cooling (Non-Heat Pumps)</b>	0.0148	17,343,159	346,863,181	10,515	5,148,099	
<b>Non-Residential Behavioral/Operations</b>	0.0149	200,110	1,000,550	7	14,922	
<b>Non-Residential Heat Pumps</b>	0.0157	3,011,517	36,138,203	994	568,501	
<b>Food Service</b>	0.0159	260,655	3,000,825	48	62,027	

Geography: **S - Minnesota** ▾

Electric Organizations: **All Organizations** ▾

Show Non-Reporting:

Year: **2012** ▾

Gas Organizations: **All Organizations** ▾

	Annual Kilowatt Hours Saved Lifetime	Annual Kilowatt Hours Saved	Kilowatts Saved	Spending Total	kWh Sales	Gross Operating Revenue
<b>Xcel Energy</b>	4,631,670,152	386,181,989	115,763	98,095,988	31,183,574,000	3,349,300,000
<b>Minnesota Power</b>	733,605,725	55,864,309	7,193	6,813,816	9,388,538,146	567,800,000
<b>Otter Tail Power</b>	316,236,801	28,484,130	5,950	4,816,995	2,072,980,000	155,600,000
<b>Great River Energy</b>	295,134,000	18,645,200	149,810	4	0	0
<b>Rochester Public Utilities</b>	280,084,202	23,778,384	15,320	3,297,943	1,230,443,003	126,200,000
<b>Dakota Electric Assn</b>	252,151,945	19,007,634	5,713	3,809,219	1,874,803,600	188,500,000
<b>Connexus Energy</b>	224,679,136	21,738,479	3,948	3,072,928	1,982,387,386	219,500,000
<b>Interstate Power and Light</b>	175,472,725	13,503,569	2,321	2,548,155	839,465,957	75,000,000
<b>East River Electric Power Coop, Inc.</b>	126,299,280	6,715,679	207,002	90,581	0	0
<b>Minnkota Power Coop/NMPA</b>	95,605,540	6,861,545	3	1,049,539	0	0
<b>Minnesota Valley Electric Coop</b>	89,137,998	6,683,579	1,612	1,254,068	721,469,035	68,300,000
<b>Shakopee Public Utilities (MMPA member)</b>	82,671,343	6,707,853	3,153	545,592	399,829,000	38,400,000
<b>East Central Energy</b>	81,174,825	6,609,163	1,834	1,819,728	915,576,975	109,300,000
<b>Beltrami Electric Coop, Inc.</b>	73,354,376	5,242,286	370	516,204	422,288,512	44,500,000
<b>Chaska, City of</b>	72,569,751	5,489,174	1,525	442,089	336,914,000	32,500,000
<b>Hutchinson Utilities Commission (MRES Member)</b>	66,434,501	4,751,780	687	408,553	282,861,591	25,500,000
<b>Brainerd Public Utilities</b>	63,587,553	3,959,603	305	197,734	240,530,343	18,000,000
<b>Stearns Coop Electric Assn</b>	62,636,159	4,907,555	1,228	886,631	484,862,935	47,800,000
<b>Wright-Hennepin Coop Electric Assn</b>	58,845,275	4,476,575	3,091	1,136,177	880,550,421	84,400,000
<b>Austin Utilities</b>	56,862,392	5,327,419	8,668	502,540	350,846,487	33,500,000

## Summary

- CIP 2008-2012
  - Impressive results!
  - Policy tune-up? Lifetime vs first year savings
- ESP
  - leverage tech. to achieve goals at lowest cost
  - transitioning to maintenance
- Good work: Legislature, DER, utilities