

**From:** Springer, Darren [Darren.Springer@state.vt.us]  
**Sent:** Tuesday, April 21, 2015 9:32 PM  
**To:** Hopkins, Asa  
**Subject:** Re: How efficient is Efficiency Vermont?  
**Attachments:** image001.png; image001.png

Thanks good stuff. I talked to Kelly Lucci too they are prepping on this as well. Told Bray you or I can speak to this.

Sent from my iPhone

On Apr 21, 2015, at 9:22 PM, Hopkins, Asa <[Asa.Hopkins@state.vt.us](mailto:Asa.Hopkins@state.vt.us)> wrote:

We go deeper, get more savings as a fraction of sales than other states which are "cheaper" -- they are still just getting low hanging fruit. We understand that we need to acquire all savings over time, so can't miss opportunities now that are a little more expensive, because we may never have the chance to get them again. Also, we force EVT to do more in residential than they might if they were only going after the cheapest savings, in the name of rate class equity (residential pays more of the EEC than they get back in efficiency program dollars).

ACEEE rankings are imperfect, as they give credit for money spent as well as for performance -- I would drop the money spent piece as sending the wrong signal. Also, overall ranking from them includes a lot of things beyond utility EE programs.

Also, climate matters -- in warmer states they can claim much more electrical savings from AC and insulation measures; we don't have that tool in our toolbox to the same extent.

Benchmarked against our peers (which is not the same as the set of states in that slide), EVT does very well.

Asa

Sent from my iPad

On Apr 21, 2015, at 8:00 PM, Springer, Darren <[Darren.Springer@state.vt.us](mailto:Darren.Springer@state.vt.us)> wrote:

I can touch on benchmarking, ACEEE rankings, other thoughts?

Sent from my iPhone

Begin forwarded message:

**From:** Christopher Bray <[cbray@sover.net](mailto:cbray@sover.net)>  
**Date:** April 21, 2015 at 6:39:02 PM EDT  
**To:** "Darren M. Springer"  
<[Darren.Springer@state.vt.us](mailto:Darren.Springer@state.vt.us)>  
**Subject:** Fwd: How efficient is Efficiency Vermont?

Darren,

It would be helpful if you could be prepared to address this potential challenge (see email below) tomorrow.

Asa is on at 8:45 to talk about the model.

Do you want 5-15 minutes to address this charge that EVT is the second least efficient efficiency program?

It would be helpful if you could assess the validity and the impacts of this analysis.

--Chris

Begin forwarded message:

From:  
<[mark@energizevermont.org](mailto:mark@energizevermont.org)>  
Subject: How efficient is Efficiency Vermont?  
Date: Apr 21, 2015 11:57:24 AM EDT  
To: "[cbray@leg.state.vt.us](mailto:cbray@leg.state.vt.us)"  
<[CBray@leg.state.vt.us](mailto:CBray@leg.state.vt.us)>,  
John Rodgers  
<[jrogers@leg.state.vt.us](mailto:jrogers@leg.state.vt.us)>

I have no axe to grind about Efficiency Vermont, but I found these materials interesting.

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**From:** [Mark Whitworth](#)

**Sent:** Wednesday, April 8, 2015

8:05 AM

**To:** [agreshin@leg.state.vt.us](mailto:agreshin@leg.state.vt.us)

Adam,

I enjoyed your comment a few weeks ago that if Efficiency Vermont were so effective at leveraging its money, we should invest the entire general fund in it.

Here's a report about a study that says Efficiency Vermont is the second least efficient efficiency program in the country:

<http://www.greentechmedia.com/articles/read/Why-Top-Down-Efficiency-Is-So-Expensive>.

Perhaps it's best captured in this graph. Have we reached a point of diminishing returns?

Regards,

Mark

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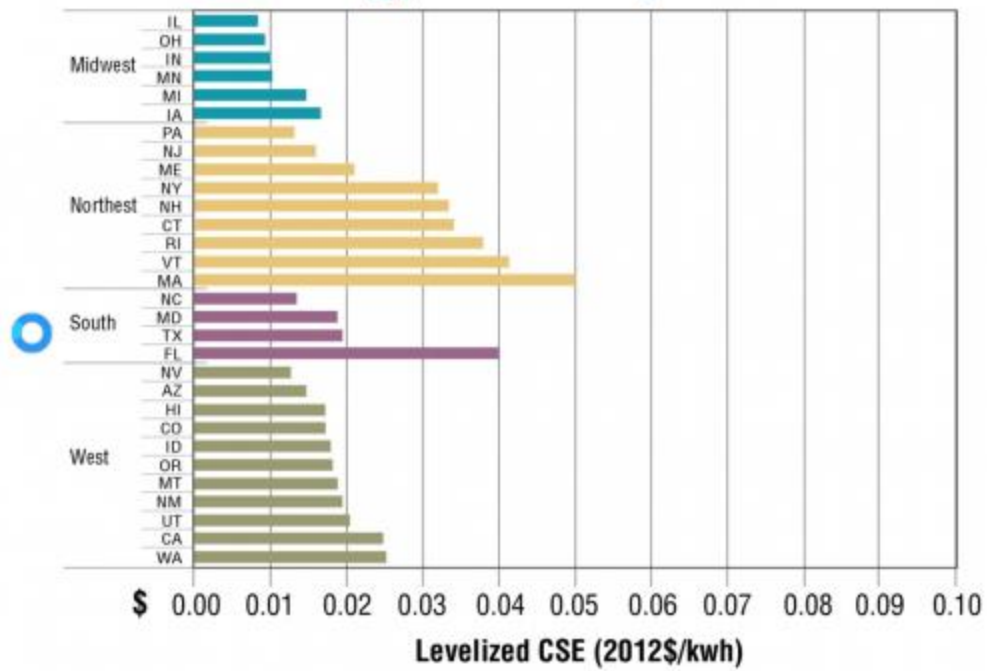
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## Cost of Saved Energy Results by State



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