

## Training and Events

### DEMAND SIDE MANAGEMENT

**PRESENTED BY:**  
Energy Efficiency Business Coalition

**DATE:** May 26, 2011  
**TIME:** 8:00 am - 9:30 am

**LOCATION:** Carrier, 4800 Osage Street, Denver

Have you ever wondered WHY utilities provide rebates and financial incentives to consumers to encourage them to use less energy and ultimately buy less of their product? It goes far beyond just being “responsible by nature”. Eric Stern of CLEARResults Consulting and Mark Detsky of Dietz & Davis, PC will be discussing the history, theory, and future of Demand Side Management programs in this 1.5 hour class. Learn the basics on how DSM programs are designed and implemented. Learn about true third party implementation options, and how the Public Utilities Commission is involved in deciding how utility DSM programs should be designed and implemented. Understand how utilities profit from successful DSM programs. And get a glimpse into how other states manage their DSM programs.

We encourage all of our members to attend this class to gain a better understanding of the basics of DSM programs!

**FREE TO EEBC MEMBERS**  
*don't miss it!*



# EEBC OUTLOOK

Quarterly Newsletter of the Energy Efficiency Building Coalition

Spring 2011

### IN THIS ISSUE

MEMBER FOCUS . . . . . pg 1  
Paul Bonow, General Manager Champion Windows  
LEGISLATIVE UPDATE . . . . . pg 1  
THE NEW SMART ENERGY LIVING . pg 3  
TRAINING . . . . . back page  
CONTRACTOR FOCUS GROUP . . pg 2  
New Building Energy Codes  
by Jim Myers . . . . . pg 3

### LETTER FROM SHANE

#### Strategic Issues Docket Settlement

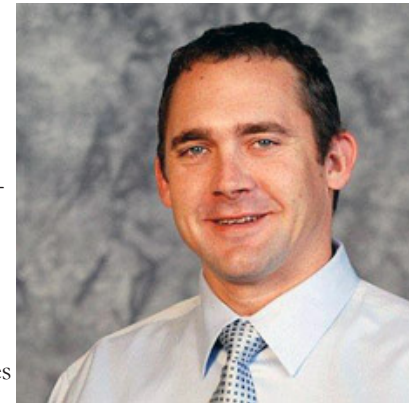


As you have read from past newsletters and weekly updates, we recently came to a settlement agreement with Xcel Energy on changes to how they administer and manage their demand side management program (DSM) that provides rebates and incentives to businesses and consumers to encourage energy efficiency upgrades to their homes and buildings. Like we did in past dockets, the EEBC was able to make a number of important changes that should have a positive impact on the level of influence that energy efficiency businesses have on how DSM programs are managed. (continued on page 2)

### MEMBER FOCUS

## Congratulations Paul Bonow

**Paul Bonow Inducted into  
Champion Windows  
Masters Club -  
One of only six inductees  
nationwide**



At a recent national meeting at the Cincinnati headquarters of Champion Windows, Paul Bonow, Division Manager of Champion Window Company of Denver, received the coveted Masters Award.

Each year, Champion Windows recognizes its top performing divisions by inducting them into the Champion Masters Club, using a set of pre-determined standards. Denver was one of only six markets nationwide to be inducted into this year's Masters Club.

Paul grew up in Eastern Nebraska and participated in the family construction business. He came to Colorado in 1986, where he continued to work in the construction industry. In 1997, he joined the Champion Window Company in Ft. Collins working as a ground floor installation manager. After four years with the company, he graduated to the Denver location of Champion working in the manufacturing facility. Six years ago he became an equity partner with Champion Windows.

Paul was one of the original founders of the Energy Efficiency Business Coalition in 2007. He, along with 9 other founders, saw the need for representation of Colorado businesses in legislation and in dealing with utilities. Paul continues to reside in Ft. Collins with his wife and 4 children ranging in age from 6 – 18.

### LEGISLATIVE UPDATE

HB11-1083: Hydroelectricity and Pumped Hydroelectricity. STATUS: Passed House 02/15/2011; Passed Senate 03/15/2011.

HB11-1132: On-bill Energy Efficiency Improvement Financing. STATUS: 03/09/2011: Postponed indefinitely.

HB11-1191: Utility Resource Usage Data Sharing. STATUS: 02/24/2011: Postponed indefinitely.

HB11-1262: Electricity utility PUC transparency in bidding. STATUS: Passed House 02/28/2011; Passed Senate 03/22/2011. (CONT. ON PAGE 3)

## LEGISLATIVE UPDATE (CONT)

HB11-1312: Reorganizing of the Governor's Energy Office. STATUS: Moved to the committee of appropriations 05/02/2011.

SB11-030: Transparency in Gas and Electric Utility Bills. STATUS: 02/10/2011 Postponed Indefinitely.

For detailed information about these and other bills please go to <http://www.leg.>

## MEET THE BOARD

President  
Dave Schrock  
Comfort Air

Vice President  
Paul Bonow  
Champion Windows

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Owens Corning

Jim Meyers  
SWEEP

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Energy Logic

Seth Portner  
WellHome

## Strategic Issues Docket Statement (cont. from pg 1)

Since this docket was focused on the specifics of how Xcel Energy runs their entire DSM program, it was outside of the scope of our intervention to discuss specific products or rebate amounts. However, we approached this docket as an opportunity to lay the ground work for us to be more effective and influential in making changes to future programs.

One of the most important outcomes of the settlement is that Xcel is now obligated to share the details of and assumptions used in their cost/benefits calculations. This is very important because the TRC cost benefit analysis (this is the analysis method mandated for use by the Public Utilities Commission) is the sole calculation that determines whether a rebate or incentive program is feasible, and if so, how much of a rebate may be offered.

In the past, the details of this calculation (including the cost assumptions used) were not available for review. That meant that if Xcel said a program did not meet the TRC cost benefit analysis, we had to take their word for it. Under this new settlement agreement we are granted access to review the calculations to determine if, in our professional opinion, the assumptions used were in fact accurate. Further, we will be able to gain a better understanding of how the calculation works so we can offer more informed recommendations in the future.

Another important outcome of the settlement was to establish direct points of contact within Xcel Energy's DSM program management team. EEBC business is now handled directly by senior level decision makers on the team. This will make our efforts more efficient, reduce the potential for miscommunication within Xcel's team, and ensure that our members' ideas and concerns are being heard.

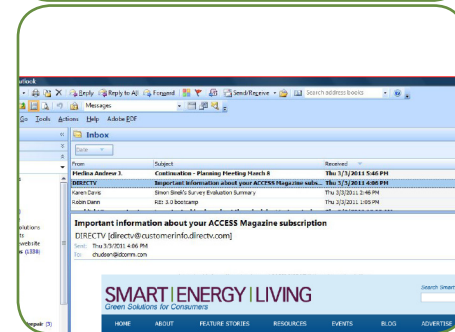
Finally, we addressed the issue of the "training" classes offered by Xcel Energy. Many of our members have expressed concern over the level of quality and value of mandated trainings offered by Xcel. These training events often come with high costs, are not relevant to the Colorado climate, and Xcel typically gets to claim energy saving credit just for holding these events. After expressing our concerns, Xcel agreed to work more closely with the EEBC to develop future training offerings.

Looking ahead, we are already working on our strategy for the next Xcel DSM filing in July, which addresses the 2012-2014 DSM programs.

We hope that you will take the opportunity to join one of the EEBC committees to share your thoughts, and have your voice heard.



**Shane Flansburg – EEBC Executive Director**



## MEMBER BENEFITS

### THE NEW SMART ENERGY LIVING *Smart Energy Living invites EEBC partners to join in an exciting launch*

We are pleased to announce the return of Smart Energy Living and to invite members of the EEBC to be part of its future. Smart Energy Living was started by founders of the EEBC and the two organizations have long enjoyed a close association. For years, the magazine educated Colorado consumers about energy efficiency and served as a key way for EEBC members to reach their customers.

When the parent nonprofit went out of business last year, *Smart Energy Living* editor Rebecca Cantwell bought the magazine and created a new company, Smart Energy Living LLC. She has been working since to recreate the brand as a digital as well as print publication in order to better serve the needs of the marketplace.

Cantwell, a nationally award-winning journalist who previously worked as reporter and editor at the Rocky Mountain News and Denver Post, plans bi-weekly e-newsletters to more than 20,000 consumers who have requested information about energy choices. The e-newsletters will drive traffic to a dynamic web site that will have constantly updated tips, success stories, issue-oriented feature stories and a blog that will allow consumers to share their discoveries and help one another purchase products that support a more sustainable future.

Smart Energy Living will also continue to publish a print magazine with the next one slated for fall 2011. The "keeper" publication will be filled with compelling articles that will make it an ideal leave-behind product for EEBC members visiting customers' homes.

Smart Energy Living is offering specially discounted advertising packages to EEBC members in order to provide an important element of a comprehensive marketing program. We look forward to talking with you soon. Call Chris Hudson at 720-854-4877 or email her at [chudson@cumulatemarketing.com](mailto:chudson@cumulatemarketing.com). **EEBC members receive 10 percent off the price of advertising packages and another 10 percent discount for forwarding the e-newsletter to your list.**

## What Would a House Look Like Without Newer Building Energy Codes?

By Jim Meyers

It would definitely be less comfortable than houses built to the current model energy code. It may well continue to have envelope systems that are not optimized for the local environment. Picture living in Alaska with 2x4 walls with R-11 insulation. It just won't cut it anymore. And where does fenestration fit into the picture? Remember how we used to build houses? A heat supply under each window to offset the conductive losses.

Today's energy code goes well beyond the code minimum the law would allow only five years ago. With the release of the 2009 International Energy Conservation Code (IECC) and the early release of the 2012 IECC this year, homes will be significantly more energy efficient than in 2006. We're talking on the level of 30 percent more energy efficient.

Fenestration plays a major role in the newer energy codes to achieve these levels of energy savings. With improved U-factors across a majority of climate zones to reduced solar heat gain coefficients, fenestration is leading the way along with other envelope components to achieve these high levels of energy efficiency in new homes.

The houses of today may look similar to yesterday's house, but they sure will be much more comfortable due to fenestration and envelope efficiency improvements.

Jim Meyers works at SWEEP, where he collaborates with state and local governments to adopt, enforce, and educate on the latest energy codes. Jim can be reached at [jmeyers@swenergy.org](mailto:jmeyers@swenergy.org)

This article was first published in the *NFRC Insider*, April 18, 2011.