



On-Bill Tariff Stakeholder Meetings

June 30, 2021



WELCOME



Connecting our members and communities with safe, reliable, affordable and sustainable energy solutions.



Peter Muhoro, Ph.D
Vice President -
Strategy and
Technology



AGENDA

Welcome and Introductions – *Peter Muhoro, REC*

Remarks-*Bettina Bergoo, Department of Mines, Minerals and Energy*

Recap of Comments (Meeting #1) – *Wesley Holmes, SEEA*

REC Overview and Program – *Joyce Bodoh, REC*

Detail Program Overview – *Tammy Agard, EETility*

———— **Breakouts** ————

Report Out and Next Steps – *Wesley Holmes, SEEA*

Closing Remarks – *John Hewa, REC*



SPEAKERS



Peter Muhoro, Ph.D., REC
*Vice President
Strategy & Technology*



Wesley Holmes, SEEA
*Director
Strategy & Development*



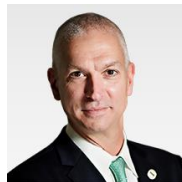
Joyce Bodoh, REC
*Director
Energy Solutions & Clean Energy*



Tammy Agard, EETility
President and CEO



Bettina Bergoo, DMME
*Energy Efficiency &
Financing Programs Manager*



John Hewa, Dr. Eng., REC
President & CEO



REC'S STAKEHOLDER PROCESS

May 21

Meeting #1 : On-Bill Tariff 101 and VA SB 754 Context

Overview of Rappahannock Electric Cooperative and Programs
Education on on-bill tariff investment programs and model tariff & Virginia law
Overview of REC's draft on bill tariff program and stakeholder listening session

June 30

Meeting #2 : REC Program Design Review and Key Design Elements

Consumer experience (obligations and commitments, protections, billing example)
Program management process and quality assurance protocols

August 26

Meeting #3 : Stakeholder Questions, Clarifications and Feedback

Review summary of submitted questions
Address written questions (via breakout groups if needed) and invite additional requests for clarification in real time



REC WANTS TO HEAR FROM YOU

Three opportunities to submit questions on today's presentation.

1. Submit clarifying questions via chat during the presentations.
 2. Submit questions and comments for REC during the stakeholder listening session via chat or voice.
 3. Submit written questions and comments via email at EnergyEfficiencyProgram@myrec.coop
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Bettina Bergoo
Energy Efficiency
and Financing
Programs Manager

The logo for DMME, featuring the letters "DMME" in a bold, blue, italicized sans-serif font. To the right of the text is a green, stylized arrow or swoosh shape pointing to the right. The entire logo is centered within a white rectangular box on a blue background.

DMME



Wesley Holmes
Director - Strategy
& Development



SEEA
SOUTHEAST ENERGY EFFICIENCY ALLIANCE



SUMMARY OF ON-BILL TARIFF

Improvements to energy performance of homes and buildings is an:

- Investment in system reliability
- Development of lower cost distributed energy resources, such as energy efficiency.

The utility uses its authority and existing processes for issuing bills and collecting revenue to:

- Make investments
- Seek cost recovery through tariffs

On-Bill Program Model





SUMMARY OF COMMENTS

Ensuring Equitable Opportunity

- Engage in process, participate in program, be a service provider

Safeguarding Member Owners

Be a model for other utilities

- By tracking and sharing program impacts
-



Joyce Bodoh
Director -
Energy Solutions
& Clean Energy



REC OVERVIEW

REC Program Design

Process Flow Example



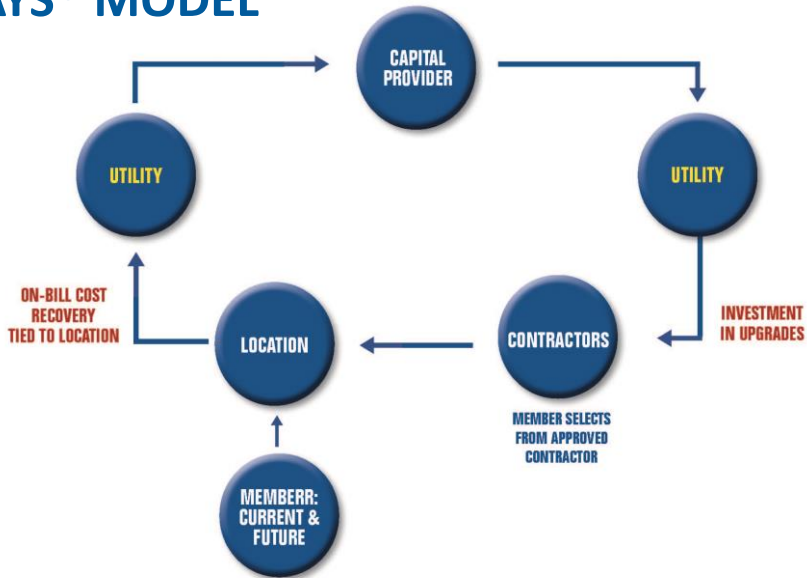
REC PROGRAM DESIGN

REC has chosen to use the Pay As You Save (PAYS[®]) model administered by EEtility

EEtility works with utilities to identify and upgrade energy intense homes through the PAYS[®] on-bill tariff program.

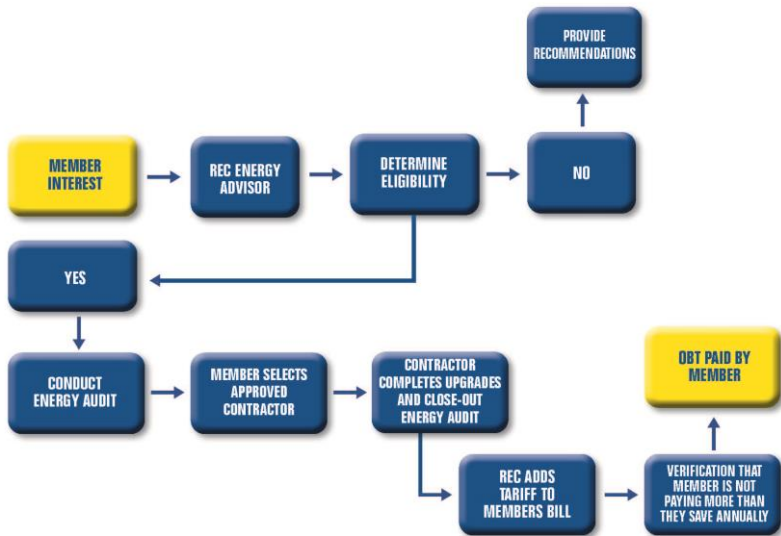


PAYS[®] MODEL





ON-BILL TARIFF PROCESS





Tammy Agard
President and
CEO of EETility





EETILITY OVERVIEW

Design Parameters

Member Experience

Easy Plan Illustration

Contractors



MEMBER BENEFITS

-
- **All-inclusive path for energy savings**
 - **Average investment**
 - **20% of estimated annual savings stays with participant**
 - **Increase comfort and health of home**



MEMBER ELIGIBILITY

-
- **Ineligibility parameters:**
 - **Health and Safety Issue**
 - **Heating with non-electric sources**
 - **Mobile homes older than 25 years**
 - **Mobile home without permanent foundation**



ENERGY AUDIT

- Energy Audit Process
- Blower Door Test, inspection notes and photos entered into EEtility app
- Personalized retrofits recommendations and creation of a monthly Easy Plan





EETILITY EASY PLAN

Estimated Annual Energy Savings and One Time Cost

* Total prices includes fees for program operations, quality assurance, measurement and verification

| | Electric Savings | Fuel Savings | Payback (Years) | Upgrade Cost |
|---|-------------------|--------------|-----------------|---------------|
| Reduce ventilation rate by 20% leakage or better. | \$ 38.96 | | | |
| Seal duct system 1 to 10% leakage or better. | \$ 196.08 | | | |
| | | | | |
| Increase Attic Insulation to R- 38 | \$ 272.45 | | | |
| | | | | |
| | | | 5.1 | \$ 3,464.77 |
| Upgrading HVAC 1 to a ASHP 3 Tons, 16 SEER, 8.5 HSPF & Smart T. | \$ 1,223.75 | | 6.0 | \$ 6,720.06 |
| | | | | |
| | | | | |
| | \$ 1,731.24 | \$ - | | * \$10,184.83 |
| | Total \$ 1,731.24 | | | |

Your Goodman HVAC Quote is provided by Keithley Heating and Air and includes a 3 year preventive maintenance agreement.



EETILITY EASY PLAN

1. Annual Energy Cost

| | |
|-------------------------------|-------------|
| Ouachita Electric Cooperative | \$ 4,847.25 |
| All Electric | N/A |
| | <hr/> |
| | \$ 4,847.25 |

2. Air Leakage

The current ventilation rate for your home is 2493 cfm50 which is equivalent to a 1.0 square foot hole. The minimum rate for your home is 1500 cfm50.

3. Attic Insulation

The current R value of your home's attic insulation is R-8. It has been proven by the Department of Energy that R-38 is the most cost effective R value for your area's climate.

4. Health, Safety & Comfort

No comfort Issues, All Health and Safety Tests Passed, HVAC - Repair Needed, No unvented gas heaters in home.

5. Duct System

53% Leakage; Rigid Duct; 90% Access to Ducts.

6. Heating and Cooling

ASHP 3 Ton 7.7 SEER, 5 HSPF, Package, Whole House

7. Lighting

You currently have 2 incandescent light bulbs, 22 CFL bulbs and 19 LED bulbs.

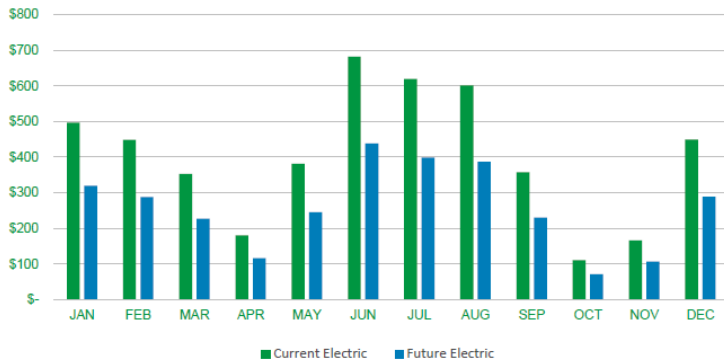
8. Appliances

Fridge 1; Side-by-side w/ TDI; Kitchen; 25 Cu. Ft.; \$91/yr
Fridge 2; Single-door no freezer; Other room; 12 Cu. Ft.; \$41/yr



EETILITY EASY PLAN

Current and Estimated Future Electric Cost



When you make energy upgrades to your home you help the environment too! Here is a look at the estimated annual environmental impact that can occur by having this work completed.

| kWh Reduction | CO2 Reduction | lbs of Coal Saved | Veh. Miles Offset |
|---------------|---------------|-------------------|-------------------|
| 15,054 | 19,571 | 13,549 | 21,506 |



MONITORING PERFORMANCE AFTER UPGRADE

- Member's energy savings are routinely monitored
- If energy use is higher than expected, assessment is done to determine why.
- Reasons for higher-than-expected bill:
 - Member's choices OR
 - Malfunction of the heating and air system OR
 - If we cannot determine fault, charge is lowered



MEMBER PROTECTIONS

- **100% quality assurance –contractor's payment is not authorized without it**
- **Recruiting professional diverse set of contractors with appropriate licensure, insurance, with blower-door and duct-blaster certifications through BPI**
- **Contractor protocols set by EEtility manual**
- **Contractors will receive on-site support in real-time**



Stakeholder Listening Session



SEE A
SOUTHEAST ENERGY EFFICIENCY ALLIANCE



STAKEHOLDER LISTENING SESSION ROOMS

- **Room #1:**
 - **Contractor Enrollment and Management**
- **Room #2:**
 - **Member Experience**
- **Room #3:**
 - **REC Program Design and Outreach**



STAKEHOLDER LISTENING SESSION

Questions

- What would you like to know more about?
 - What would help to increase your clarity on the program design?
 - Is there anything you would like REC to consider in finalizing the program model?
-



Joyce Bodoh
Director -
Energy Solutions
& Clean Energy



WHAT HAPPENS NEXT?

- REC will send an email to all attendees following this presentation.
- Attendees will be provided with
 - A copy of all slides
 - A shareable registration link for the next session
- If you have additional questions about this process or REC's program design, you can contact REC directly.



Joyce Bodoh

Director - Energy Solutions
& Clean Energy

EnergyEfficiencyProgram@myrec.coop



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THANK YOU

