



conEdison

REV LMI Demonstration Projects

New Energy Solutions for LMI Customers
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Tamara Bryan
Project Manager
Con Edison

What is a demonstration project?

The Public Service Commission (PSC) has asked Con Edison and other utilities to conduct demonstration projects that advance clean energy goals.

Demo projects can include:

New business models, technologies, products, and services

New means of engaging with customers

Better ways of delivering existing products and services

Why is Con Edison conducting an LMI demonstration project?

Market Access Challenges

LMI customers and communities are underserved by the private market for energy solutions

Affordability Challenges

LMI customers pay a disproportionate share of their monthly income to energy bills

Missed Opportunities

The LMI customer segment has unmet potential for energy efficiency, clean energy, and innovation

How is low- and moderate-income defined?

We are following NYSERDA's criteria for defining low- and moderate-income based on percent of the State and Area Median Income

Low-income

Less than 60% of the State Median Income (SMI)

Equivalent to less than \$51,800 for a family of four

Moderate-income

Between 60% and 80% of the Area Median Income (AMI)

80% of the AMI for a family of four = \$72,500

Con Edison LMI Demonstration Project Goals

Access

- Assist LMI customers in accessing clean energy
- Promote access to innovative tools and services

Affordability

- Empower customers to manage their energy use
- Help customers control costs and reduce energy burden

Impact

- Grow energy awareness and engagement; reduce emissions
- Test community-oriented delivery models

Progress and Next Steps

Progress to Date

- Listened and conducted stakeholder outreach
- Released solicitation for partners
- Publicly answered all 115 questions about the solicitation
- Received proposals
- Evaluated each proposal using a committee of internal and external subject matter experts
- Selected three finalists for further development.

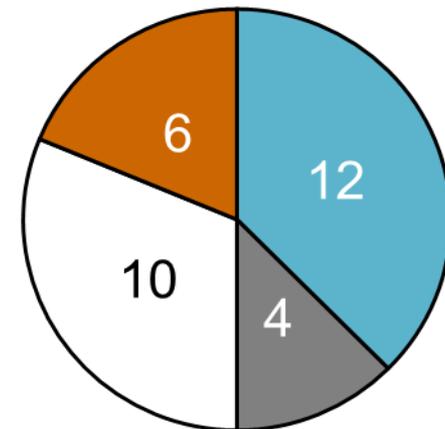
Next Steps

- Communicate project concepts publicly
- ***Q2/Q3 file project concepts and implementation plans with DPS***
- Run demonstration projects, 2-3 years

LMI REV Demonstration Projects Selected

- Received 33 proposals from 96 organizations via RFI
- Filing in Q2 for 3 Demos:
 - 1) A self-sustaining model for financing community distributed generation for LMI customers
 - 2) “Pay for Success” energy efficiency financing model for LMI 1-4 family EE
 - 3) “High touch” behavioral energy efficiency model for multifamily buildings that combines EE and payment

of Proposals Received by Category



- Energy Efficiency
- Financing & Billing Innovations
- DERs
- Education & Outreach

LMI Demonstration Projects #1

“Community Power”

A new, self-sustaining model for supporting LMI community DG



- 1 MW of solar on NYCHA, affordable housing, and commercial buildings
- 351 direct-metered Con Edison customers in NYCHA housing participate
- Participants share benefits through cooperative membership
- Participants pay a subscription, receive a fixed-percent discount on solar credits and see a net monthly energy bill savings
- No credit worthiness or capital outlay is required
- Installation completed by under-employed NYCHA residents

LMI Demonstration Projects #2

“EnergyFit”

A new model for financing and capturing energy efficiency savings in one- to four-family LMI buildings



- Utilizes “Pay for Success” as a third-party financing structure
- Leverages a portfolio approach to similar housing stock
- Streamlines measures and customer engagement
- Intends to reach 1,500 electric and gas customers
- No cost to the customer to participate

LMI Demonstration Projects #3

“Capture the Savings”

A new “high touch” model for achieving behavior-driven energy efficiency savings in LMI multifamily buildings



- Uses “human-centered” or customer-lead project design
- Include customer-centric flexible payment options, bill forecasts, and EE related calls to action
- Intends to reach 2,900 direct-metered customers living in NYCHA and affordable housing developments,
- No cost to the customer to participate
- A minimum 4% monthly customer energy savings expected – two to four times higher than traditional behavioral initiatives

Does this project portfolio address our goals?

1. Increase Access, Affordability and Impact

It Increases: Participating LMI customer access to innovative tools and services, reduces energy costs, and individual and community benefits

2. Reach a variety of LMI customer segments

It Reaches: 1-4 family LMI buildings, multifamily public housing, and LMI multifamily affordable housing

3. Address multiple desired learning areas

It Addresses: Financing, energy literacy, trust, payment, and other unique LMI segment challenges and barriers

4. Spur innovation and new business models

It Innovates: Using new financing mechanisms, payment tools, engagement strategies, and partnerships that can animate markets

How can I get more information?

Visit:

<https://www.coned.com/en/business-partners/low-moderate-income-cust>