

**I&M DSM/Energy Efficiency  
Program Implementation Oversight Board Meeting  
June 13, 2019 Quarterly Meeting Minutes  
(9:30:00 a.m. – 11:30 a.m. – In-person)**

**Board member attendees:** CAC: Jennifer Washburn, Sydnee Cseresznyes  
OUCC: Karol Krohn, John Haselden  
I&M: Jon Walter, Regiana Sistevaris.

**Members of the public in attendance:** None.

**I. Introductions**

Introductions made. Agenda reviewed.

**II. Meeting Minutes from March 14, 2019**

Jon provided the meeting minutes from the Q1 2019 OSB meeting. No objections. Minutes accepted.

**III. April 2019 Scorecard Review & Program Status Update**

Jon reviewed I&M's April 2019 scorecard. Jennifer W. noted that C&I Direct Install is going well. Discussed custom rebates. Also discussed need to manage budgets within prescriptive program. Jon noted pipeline for custom/prescriptive/direct install is close to target. Will exceed 70 GW hours across the three programs. Noted I&M is having good activity even with reduced rebates. Jon noted feedback from trade allies it that businesses will do lighting regardless of rebates.

Jon discussed that overall portfolio should come in at target. Any shortfall areas will be made up by the C&I group.

Group discussed WEM. Jon noted that I&M is still considering WEM. I&M looking at WEM program in combination with the 2019 IRP. Noted that the Kansas City was doing WEM via Innovari and they are looking for a new vendor for their program. If I&M decides to move forward with WEM, it will be reflected in the next 3-year plan.

Karol K inquired about the status of actual spend against budget in the Customer Engagement indirect program. Jon indicated he would check into the actual spend progress and provide an update to address Karol's question.

Jon discussed I&M/AEP corporate vendors being engaged at the AEP level. Karol inquired about vendors being selected at the AEP level and cost allocation. Jon noted that AEP utilities can opt out to do something different based upon regulatory requirements. Jon provided example of appliance recycle program. He noted not all AEP utilities have the same program. Karol asked if there is an AEP wide contract, can I&M show that it is only paying its fair share of contract. Jon noted that DSM programs have to pass the cost benefit tests.

Jennifer W inquired about EECO status. Jon noted that waiting for peak times. Jon also discussed the EECO deployments. I&M had two new deployments in 2018 for a total of three deployments in service

and operating. The fourth deployment is in 2019 and is being tested now. Group discussed once in service, EECO capital costs are in rider until rolled into base rates. Once in base rates, I&M continues to report savings.

Jennifer W. noted that the top 3 C&I programs will pick up the bottom 3. Discussion turned to the PES program and the lack of customer interest. Jon discussed changes to program due to settlement in Cause No. 44967, i.e. program adjusted to payment upfront. Discussed I&M streetlight rate design not seeing savings due to rate design. Not seeing energy savings. Jon noted Michigan PES program is doing well as it is cost neutral. Jon is looking at PES again for the next 3-year plan. Jon stated that City of Fort Wayne is doing prescriptive for streetlighting. Jon noted I&M will balance IRP with what customers want. Noted City of Elkhart is also doing some prescriptive for lighting. Jon stated City of Fort Wayne has better volume buying for streetlighting. Group discussed solar power streetlighting, noting this needs a battery. I&M has not done solar streetlighting yet.

Jennifer inquired about Indiana PES vs. Michigan PES. Jon indicated that MI is cost neutral and IN follows the 44967 settlement. The 44967 settlement results in cities having to have money in the budget for the program.

Group discussed HEM. Jon noted for the HEM program, I&M is waiting to see savings from AC usage. Jon noted that the plan overestimated by 5-10% the energy savings. I&M will be seeing lower energy savings compared to the plan. Jon further stated the new HEM forecast would reflect what I&M is seeing. Discussed that Tendril is the vendor. Group also discussed I&M's award for the HEM program. PLMA award.

Jennifer inquired about the IQW program. Jon stated I&M is expecting to meet goal. I&M is looking at apartment complexes and communicating with property owners. Apartment audits are being done. Issue is what apartments can afford. I&M sent a solicitation letter. Jennifer W. noted the CAC was pleased to see this letter go out.

Group discussed Center Management project. Noted they are keeping baseboard heating in bedrooms, as mini-splits were not working. Economics played a role in the design and the need for multiple heads. I&M looking at direct install measures for Center Management.

Karol asked about outreach to senior living communities and if I&M has an interest in targeting them. Jon noted that I&M has worked with these communities in the past under various programs, including new construction.

Jennifer asked about target for home weatherproofing. Jon stated he would have to look at forecast. The Plan targets were set over three years ago and I&M has not met targets in past. Not going to hit the 1.1 GWH. Maximum in past was 500,000. Jon discussed need to find the right customers for the program. I&M has two full time auditors plus contract auditors. Jennifer asked about active marketing for the program. Jon noted I&M has done this with little uptick in the program. I&M is looking at different designs for home weatherproofing.

Discussed overall residential programs for energy achievement. Jon noted 2018 was at 75% of target and he expects a similar result for 2019. However, C&I was 110% for 2018. I&M working to hit overall savings but a majority of the residential programs contain lighting. CAC indicated the next frontier for lighting is controls. John H not in agreement with this.

**IV. Hickory Creek Apartment Complex**

John H recommended I&M treat this proposal like a pilot. Not precedent. John does not want to subsidize the company. Jennifer W noted CAC likes the project. Jennifer noted these are hard to reach properties. Jon will follow up on ownership of property.

The group discussed the end use customer benefits. Benefits include increased comfort, avoid rental increase. Karol would like to show benefit to tenants even if it is the form of some type of upgrade to the complex.

John H noted that mini split heat pumps not being done is a disappointment. John H inquired about other rebates available for complex. Discussed whether or not pilot would be under residential or C&I with the group concluding it would be a residential pilot for residential unit improvements.

Cost estimate for project is \$90,000, without heat pumps. Estimate includes efficient refrigerator replacements for qualifying units with older refrigerators. I&M has the contractors and materials ready to begin work.

**V. I&M Income Qualified Qualification**

Group discussed the qualification document. I&M seeks confirmation of IQ but does not want to own customer financial information or PII. I&M confirmed to CAC that other forms of IQ identification/confirmation will be accepted, such as school free lunch vouchers, etc.

**VI. C&I LED Lighting Re-launch**

Jon updated the group on re-launch. I&M did two webinars with trade allies and customers. I&M sent out approximately 2800 emails. Feedback was good. Customers understand reduced level. Some doing lighting anyway. Others say they want rebate to do programs.

**VII. 3-Year Plan Filing**

Jon indicated a new 3-year plan would be submitted 1-2 months after the IRP. Noted challenge to get an order by the end of the year. Group discussed the Duke approach. After Duke filed new 3-year plan they filed for interim authority. OUCC on-board with this approach. CAC stated they would be willing to meet with I&M to help in the development of a 3-year plan.

**VIII. The meeting was adjourned.**