

PROGRAM NAME	Large-customer Energy Analysis Program (LEAP)
Objective	<p>Provide Illinois manufacturing companies, large hospitals and other large customers with total energy cost optimization and energy management planning.</p> <p>Assist large customers in identifying energy efficiency opportunities to take advantage of DCEO's and the utilities' Prescriptive and Custom programs (market those programs).</p> <p>Develop within Illinois a robust energy efficiency services industry for large and complex customer loads to enable DCEO and the utilities to meet the later year EEPS goals.</p>
Target Market	Illinois manufacturers, hospitals and other large customers with energy costs greater than \$500,000 a year. All targeted customers taking delivery service from ComEd or Ameren are eligible for this program regardless of their choice of supplier.
Program Duration	Beginning June 1, 2008 and continuing throughout the three-year EEPS plan period.
Program Description	<p>LEAP is a rebranding and expansion of the Manufacturing Energy Efficiency Program (MEEP) that was introduced by DCEO in 2004. In this time, it has worked with approximately 70 different manufacturing companies in Illinois. LEAP targets the industrial sector, hospitals and other large customers by assisting them with the development of an energy management plan using one of two separate methods (or other similar methods that may be developed in the future):</p> <ul style="list-style-type: none"> • Large customers may participate in a sustainable energy planning workshop where "hands on" consulting and coaching support can be provided as a follow-up to the workshop for the customer in developing the energy management plan, or • Large customers may participate in a "One-2-Five" software based diagnostic tool session that benchmarks the customer's energy management performance against over 1800 businesses worldwide and helps identify the best practices in energy management. The results from the diagnostic tool and survey are combined into an energy efficiency action plan for the customer to implement and achieve improvements, increase staff awareness, experience cost savings and enhance corporate reputation.
Eligible Measures	The program will offer energy management planning and technical analysis services using the above mentioned methods. Large customers who have participated in the development of an energy management plan are eligible for the program funding to include follow on technical services.

Implementation Strategy

The program utilizes approaches such as Envinta's "One-2-Five" energy diagnostic software and Utilivate's sustainable energy management plan. One critical advantage of the program is that facilitators have been trained and additional facilitators will be trained on the use of energy diagnostic tools, building the expertise and capacity of Illinois-based large-customer energy efficiency analysis firms. Manufacturers, hospitals and other large customers willing to send energy management staff and CFO-type officers to a workshop can take advantage of the sustainable energy management plan workshops. These workshops will be made available at several locations around the state. Such customers willing to commit two hours of senior management staff time on a One-2-Five diagnostic session in their facility can take advantage of developing an energy management action plan. In order to implement the program, DCEO will use Envinta on to train and advise facilitators on the use of the One-2-Five diagnostic tool. Facilitators will require grants with DCEO in order to conduct sessions and work with manufacturers. Customers will pay the facilitators for their services and DCEO will give rebates for 50% of the cost up to \$10,000 for the development of action plans and another rebate for 50% of the cost up to \$10,000 for technical services provided by the facilitators. DCEO will also work with companies such as Utilivate to conduct the sustainable energy workshops and assist manufacturers with developing their energy management plans. Customers will pay a portion of the workshop expense. The program may be expanded along similar lines to support large customer assessments through approaches other than those of Utilivate and Envinta.

Marketing Strategy

The program will be marketed by DCEO, Envinta, Utilivate, and the facilitator/consulting community. DCEO will market the program through regional offices, presentations at workshops, industrial and business associations, direct mailings and limited cold calling where appropriate. A list of interested manufacturers, hospitals and large customers is already available. Envinta will help market the program through the development of marketing brochures, mailings and presentations at workshops. Utilivate will market the workshops through internal efforts to include developing brochures, working with trade organizations and municipal organizations. Facilitators will help market the program by bringing Illinois manufacturers, hospitals and other large customers to the program from previous energy conservation efforts. Facilitators will also follow-up with initial leads provided by DCEO with availability of services and program description.

Incentive Strategy	<p>The program incentives are as follows. DCEO reserves the right to modify the incentive levels as needed in accordance with current market development, technology development, EM&V results and program implementation experience.</p> <table border="1" data-bbox="490 367 1205 604"> <thead> <tr> <th data-bbox="490 367 857 415">Measure</th> <th data-bbox="857 367 1205 415">Incentive Levels</th> </tr> </thead> <tbody> <tr> <td data-bbox="490 415 857 464">One-2-Five diagnostic session</td> <td data-bbox="857 415 1205 464">100% funding provided</td> </tr> <tr> <td data-bbox="490 464 857 512">Strategic Planning Workshop</td> <td data-bbox="857 464 1205 512">\$500 cost to Offered to customer</td> </tr> <tr> <td data-bbox="490 512 857 560">Energy Action Plan</td> <td data-bbox="857 512 1205 560">50% of cost up to \$10,000</td> </tr> <tr> <td data-bbox="490 560 857 604">Technical Analysis</td> <td data-bbox="857 560 1205 604">50% of cost up to \$10,000</td> </tr> </tbody> </table>	Measure	Incentive Levels	One-2-Five diagnostic session	100% funding provided	Strategic Planning Workshop	\$500 cost to Offered to customer	Energy Action Plan	50% of cost up to \$10,000	Technical Analysis	50% of cost up to \$10,000
Measure	Incentive Levels										
One-2-Five diagnostic session	100% funding provided										
Strategic Planning Workshop	\$500 cost to Offered to customer										
Energy Action Plan	50% of cost up to \$10,000										
Technical Analysis	50% of cost up to \$10,000										
Milestones	<ul style="list-style-type: none"> • February 2008: Commission approval • February-May 2008: Refine program design and protocols • June 2008: Program launch 										
EM&V Requirements	<p>The training sessions, workshops, diagnostic sessions, etc. will be evaluated through post-training surveys and interviews with clients and facilitators. Because one primary purpose of the program is to direct customers to the DCEO and utility prescriptive and custom programs, and to avoid double-counting of kWh reductions that will be counted in those programs, DCEO will not seek to claim direct kWh reductions through this program.</p> <p>DCEO supports the proposed collaborative process to review the evaluation, measurement, and verification process and other aspects of the EEPS programs. Additional EM&V requirements will be added to the Program if recommended through the collaborative process or by the EM&V contractor.</p>										
Administrative Requirements	<p>Program manager responsibilities include final program design, marketing materials development, program marketing and outreach activities, project management and QA/QC activities, tracking and reporting, and program goal achievement.</p>										
Estimated Participation	<p>Based on adding implementation financial incentives through DCEO's and the utilities' Prescriptive and Custom programs, DCEO expects more than adequate demand for the Large-customer Energy Assistance Program.</p>										

Estimated Budget

Estimated Budget				
Budget Category	2008	2009	2010	Total
Incentives	\$0	\$0	\$0	\$0
Admin & Implementation	\$100,000	\$200,000	\$400,000	\$700,000
Marketing	\$0	\$0	\$0	\$0
Total	\$100,000	\$200,000	\$400,000	\$700,000

Estimated Budget - ComEd				
Budget Category	2008	2009	2010	Total
Incentives	\$0	\$0	\$0	\$0
Admin & Implementation	\$74,054	\$147,494	\$295,458	\$517,006
Marketing	\$0	\$0	\$0	\$0
Total	\$74,054	\$147,494	\$295,458	\$517,006

Estimated Budget - Ameren				
Budget Category	2008	2009	2010	Total
Incentives	\$0	\$0	\$0	\$0
Admin & Implementation	\$25,946	\$52,506	\$104,542	\$182,994
Marketing	\$0	\$0	\$0	\$0
Total	\$25,946	\$52,506	\$104,542	\$182,994

Savings Targets

None.

Other Program Metrics

e.g. Number of trained facilitators, diagnostic sessions, strategic planning workshops, energy action plans, and technical analyses conducted.