

DEMAND SIDE MANAGEMENT

Penne Fugate, Sales Representative, Colorado and Kansas Division

THREE YEARS SAVING

- 2018 26,969 dkthm
 - 2017 14,215 dkthm*
 - 2016 13,196 dkthm
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- * Launched HERS, delay in getting started – reduced annual savings

CHANGES TO 2020-2022 PLAN

- Remove Energy Audit Program and allocate dollars to other programs
- Adding an online store component to promote advanced thermostats with the use of QR codes
- Increase the Dollars/therm for Income Qualified measures
- Supplementing snail mail HERS with email HERS
- Piloting an AMI Initiative
- Intentional meetings with contractor groups to promote the DSM programs and measures

CHALLENGES AND OPPORTUNITIES 2017-2019

- Reduced Federal, State and private funding have made it difficult to achieve savings goals for the Income Qualified portion of our DSM goals
- Atmos serves most rural customers making it challenging to find contractors to administer Residential Audits
- HERS program launch was time consuming but has results in large savings
- Colorado continues to grow which creates more opportunities to increase spending/savings in our Custom Program for non-residential buildings

MEASURES/PROGRAMS

- HERS 53%
- CUSTOM PROGRAM 17%
- INCOME QUALIFIED 14%
- REBATES 9%
- ENERGY KITS 6%
- HOME ENERGY AUDITS 1%