

# DEMEC

Delaware Municipal Electric Corporation



## Energy Efficiency Program

**Emily Greene**

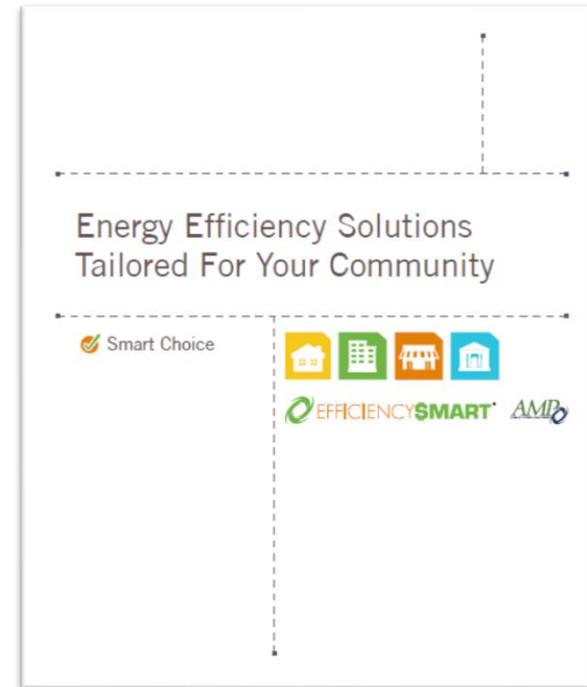
*Energy Services Manager, DEMEC*

# Overview

- Energy efficiency program
- DEMEC communities currently participating
- Benefits for the municipality and its customers
- Program flexibility
- Experience and guarantee

# Energy Efficiency Program

- Product rebates
- Engineering services
- Account management
- Community engagement
- Marketing and promotions
- Customer service
- Performance tracking
- Evaluation, measurement and verification



# DEMEC Communities Currently Enrolled in the Program



- **New Castle** – Joined March 2018
- **Clayton** – Joined March 2018
- **Milford** – Joined March 2018
- **Seaford** – Joined March 2018
- **Newark** – Joined April 2019
- **Middletown** – Joined June 2019
- **Lewes** – in process

# Key Benefits for Municipalities

- Upgrade Municipal Facilities
  - LED streetlight conversion
  - Municipal Buildings
  - Water & Wastewater Treatment Plants
- Aid in Local Economic Development
  - Business retention and attraction
  - Support businesses and contractors

# Benefits for Municipal Electric Systems

## Enhance customer satisfaction

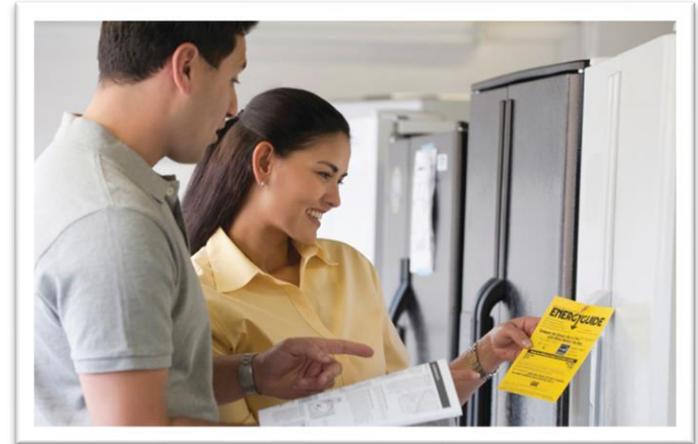
- Generate positive publicity
- Energy awareness for community events
- Address high bills
- Demonstrate sustainability

## Reduce costs and verify results

- Cheaper than new power supply
- Reduces coincident peak
- Reduces Transmission and Distribution (T&D) charges
- Defers T&D upgrades
- Ability to bid capacity savings into PJM

# Key Benefits for Customers

- Rebates, Incentives and Discounts
- Technical Assistance
- Objective Information
- Account Management Services
- Customer Call Center



# Customized for Your Community

## Services include:

- Community-specific savings targets
- Ability to prioritize
- Promotions to drive sales at local businesses
- Participation in community events



# Efficiency Smart Experience and Guarantee

- Completed 8 years, 60+ municipalities served
- Lifetime savings achieved as of 2017
  - 2.4 million MWh
  - 27 MW peak demand
  - \$200 million customer savings
- Evaluation, measurement and verification
  - Meets national standards
  - Qualified for PJM auction
  - High realization rates
- ***Guarantee 70% of MWh savings target***

# DEMEC 1<sup>st</sup> Year Achievements

*From March 2018 to March 2019*

- **First four communities:**
  - Installed 3,300 energy efficient measures
    - (i.e. light bulbs, refrigerators, HVAC, etc.)
  - Achieved over \$353,000 in lifetime customer savings
  - Over 570 completed projects

*“Partnering with DEMEC to bring Efficiency Smart to our community is one of the best decisions we’ve made. The Efficiency Smart program has been a valuable tool for engaging with businesses and providing a program any and all of our customers can use.”*

**- Pam Patone**

General Manager, MSC of the City of New Castle

# Thank You

## Emily Greene

*Energy Services Manager*

[egreene@demecinc.net](mailto:egreene@demecinc.net)

22 Artisan Dr, Smyrna, DE 19977

(302)653-2733

[www.PublicPowerDE.com](http://www.PublicPowerDE.com)