



Energy Efficiency New Directions and Challenges

3rd Annual Conference on Clean Energy
Boston, MA

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October 29, 2007



Conservation Services Group



CSG

- Founded in 1984
- Nonprofit corporation
- More than 300 staff
- 14 offices nationwide
- Over 1.2 million homes and facilities served
- Manage the delivery of over 250 million dollars in energy efficiency and renewable energy programs and projects per year



Conservation Services Group



1978-2007 Industry Development

- Efficiency industry responds to two major factors
 - Energy prices
 - Public policy (reflecting environment/national security/jobs)
 - We have gone through 4 phases

CSG history tracks these phases





Phase I (1978-1986)

- Massachusetts only
- Residential services
- Public programs
- Energy audits





Phase II (1986-1996)

- Utility programs resource acquisition
- National expansion
- Maintain residential focus
- Incentives for utilities to deliver energy efficiency





Phase III (1996-2004)

- Utility restructuring
- System Benefit Charge (SBC) funding and Non-utility administration
- Renewable energy programs expand
- Commercial services
- Mergers/acquisitions
- Market Transformation
- Energy Service Companies – institutional contracting





Phase IV (2004-2009)

- Climate change strategies
- Clean energy imperative
- Resource acquisition
- Environmental markets – carbon and more
- Green power / renewable energy
- Capacity challenge – FCM
- Demand Resources – newly defined





Future (2009-???)

- Demand Response – efficiency
- Distributed Generation
- Managing multiple market participants
- Community-based initiatives
- Introducing new technology
- Comprehensive solutions: multi-fuel
- Technology-specific startups
- More \$ / VC and government
- Regulatory decoupling & incentives





What matters

- Good public policy
- Consistent public policy
- Energy market incentives that meet clean energy objectives
- Workforce development support
- Supportive national policies
- R&D





What is at stake

- Climate change goals need massive investment
- Political stability – globally – cannot be achieved without efficiency as a core resource with a broad array of other clean technology resources.





Thank you!

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