A Summary Discussion of Partnership and Local Government Programs

Lessons Learned

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Nick Hall
TecMarket Works

Partnership and Government Programs

Partnership / Local Govt. Programs

- Some perform well – meet goals
- Challenge for some organizations

What makes the difference?

Here are some thoughts.

Hand-Holding For New Programs

- Partnership and govt. programs with good planning, support and execution and past experience can be great programs and help reach IOU energy goals.
- IOUs may find that their new partnership or govt. programs need added
  - planning and support services
  - management monitoring, and
  - execution assistance.

Contracted Savings

- May not always support the need for contacted savings levels.
- Seem okay with goals, but may not want to be held accountable for goal attainment.
- May prefer a "*best-try-is-okay*" approach to goals.

Contracted Savings

- Have seen evaluations “gig” programs for freeriders at levels beyond projected.
- Realize that they may not be able to fully control freeriders.
- Realize that it is tougher than they first thought to reach evaluation-confirmed goals.

Contracted Savings

- With good management, planning and implementation can meet or exceed their energy goals.

Misc Observations

- Tend to under-estimate the planning time needed in the early phases.
- Tend to under-estimate the level of effort needed in the beginning, but learn a lot in year 1.
- Often find the need to establish a stronger focus on key-path efforts.

Misc Observations

- Tend to learn the value of a clearly focused program-theory and logic-model to guide key efforts, after the program has progress issues.
- Sometimes under-estimate the type and number of market actors from which they need support.

Misc Observations

- May need help in understanding the markets and the complexity of the markets they are attacking.
- Need to clearly identify the benefits to the partners and get confirmed support decisions.
- Need to know exactly what resources they have available and how they can use them.

Misc Observations

- May need help in understanding the need for rapid-response decisions.
- May need help in setting up a decision system that eliminates delays and bottlenecks.
- May need help in understanding the need for a decision approach that is also directly responsible for goals.

Misc Observations

- May need help in understanding the conditions and timing under which resources are available.
- Management should have well established monthly progress goals than signal when progress is slow.
- Have a plan for catching up with goals when they are slowed.

Misc Observations

- May need help in understanding barriers.
- May need help in understanding cause-effect relationships as it relates to goal attainment.
- Need to set up and maintain partner communication systems.

Evaluation Observations

- Some not fully understand the evaluation field or the evaluation environment.
- Some not sure what makes up a good evaluation or a bad one.
- Would like to have more say in what the evaluations should look at and what findings they provide.
- Don’t always agree with evaluation findings.

2002-2003 Energy Saving

Type	kWh Goals	Claimed kWh	Evaluation Estimated kWh Savings	Percent Claimed vs. Goals	Evaluated versus Claimed Realization Rate	Evaluated to Goal Achievement Rate
Local-GOV	**4,491,000**	**5,341,667**	**4,280,328**	**119%**	**80%**	**95%**
Local-IOU*	15,828,201	8,357,868	13,060,337	53%	156%	83%
Local-TPI	137,647,786	138,514,795	118,547,460	101%	86%	86%
SW-IOU*	1,062,018,741	1,285,409,084	1,134,214,131	121%	88%	107%
Total	1,219,985,728	1,437,623,414	1,270,102,256	118%	88%	104%

Partnership and Govt Programs

- Questions and Responses
  - 5 minutes for Q&A

Evaluation of Marketing Programs

Nick Hall
TecMarket Works
- Offices In -
Oregon Wisconsin & Berkeley California
608 835 8855
NPHall@TecMarket.net