

## Professional Summary

Jim Grevatt has 30 years of experience in energy efficiency, with a primary focus on residential and income-eligible program design and implementation. At Energy Futures Group Jim has advised regulators, program implementers, and advocates in two dozen states and provinces, and has provided expert witness testimony in fourteen of those jurisdictions, with a frequent emphasis on improving energy efficiency programs for customers in historically disadvantaged communities. Jim has hands-on experience with industry-leading approaches to designing and managing energy efficiency programs, including multi-family, low income, residential retrofit, new construction, HVAC, and efficient products programs. His in-depth knowledge of program operations and clear understanding of strategic thinking and planning ensure that programs achieve their desired market impacts. In past leadership roles at Efficiency Vermont, the DCSEU, and Vermont Gas, Jim had overall responsibility both for program design and operations.

## Experience

2013-present: Managing Consultant, Energy Futures Group, Hinesburg, VT

2012-2013: Director, Targeted Implementation, Vermont Energy Investment Corp., Burlington, VT

2010-2012: Managing Consultant, Vermont Energy Investment Corp., Burlington, VT

2005-2010: Director, Residential Services, Vermont Energy Investment Corp., Burlington, VT

2001-2005: Manager, Energy Services, Vermont Gas Systems, S. Burlington, VT

1998-2001: Manager, Residential Energy Services, Vermont Gas Systems, S. Burlington, VT

1996-1998: Manager, HomeBase Retrofit Program, Vermont Gas Systems, S. Burlington, VT

1994-1996: Technical Specialist, Vermont Gas Systems, S. Burlington, VT

1991-1994: Associate Director and Technical Specialist, Champlain Valley Weatherization Program, Burlington, VT

## Education

B.F.A., University Honors, University of Illinois, 1982

## Selected Projects

- **The Coalition for Affordable Utility Services and Energy Efficiency in Pennsylvania.** Provided expert witness testimony in Philadelphia Gas Works Petition for Approval of Revised Demand Side Management Implementation Plan Fiscal Years 2025-2029. (2023)

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- **Coalition of Maryland Energy Efficiency Advocates.** Prepared written comments and multiple appearances before the Commission to present evidence regarding Maryland utilities' 2015-2017, 2018-2020, 2021-2023, and 2024-2026 EmPOWER Maryland energy efficiency plans, and in additional proceedings related to utility goal setting, cost-effectiveness testing, best-practices in low-income programs, and energy efficiency financing. (2014-2023)
- **Metropolitan Housing Coalition, Kentuckians for the Commonwealth, Kentucky Solar Energy Society, and Mountain Association.** Provided expert witness testimony in Kentucky Utilities Company and Louisville Gas and Electric Company Application for Approval of a Demand Side Management Plan. (2023)
- **South Carolina Coastal Conservation League, Southern Alliance for Clean Energy, and Sierra Club.** Provided expert witness testimony on energy efficiency levels incorporated in Dominion Energy South Carolina's 2023 Integrated Resource Plan. (2023)
- **Sierra Club and Earth Justice.** Provided expert witness testimony on electrification programs in Baltimore Gas and Electric Company's Application for an Electric and Gas Multi-Year Plan. (2023)
- **Sierra Club and Earth Justice.** Provided technical support for comments on Washington Gas Light Company's Application for Approval of Energy Efficiency Programs. (2023)
- **Appalachian Voices.** Provided expert witness testimony in Virginia Electric and Power Co.'s application for approval of its 2022 DSM Update. (2023)
- **Natural Resources Defense Council and Sierra Club.** Provided expert witness testimony in Public Service Company of Colorado's Demand-Side Management and Beneficial Electrification Strategic Issues proceeding. (2022-2023)
- **British Columbia Sustainable Energy Association.** Provided expert review, discovery, and evidence regarding Fortis BC's proposed RNG Gas Connections service. (2022)
- **The South Carolina Coastal Conservation League, Southern Alliance for Clean Energy, and Vote Solar.** Provided expert witness testimony describing the need for energy efficiency programming as a result of Duke Energy Progress' proposed rate increase. (2022)
- **The South Carolina Coastal Conservation League and Southern Alliance for Clean Energy.** Provided expert witness testimony critiquing Dominion Energy South Carolina's petition for new natural gas efficiency programs. (2022)
- **Appalachian Voices.** Provided expert witness testimony in Virginia Electric and Power Co.'s application for approval of its 2021 DSM Update. (2022)
- **Natural Resources Defense Council and Sierra Club.** Provided expert witness testimony in Tri-State Generation and Transmission Association's 2020 Electric Resource Plan Proceeding. (2021)
- **West Virginia Citizens Action Group, Solar United Neighbors, and Energy Efficient West Virginia.** Provided expert witness testimony in Monongahela Power Company and the Potomac Edison Company Petition and General Investigation to Determine Reasonable Rates and Charges (2021)



- **Natural Resources Defense Council and Sierra Club.** Provided expert witness testimony in Public Service Company of Colorado's 2021 Electric Resource Plan and Clean Energy Plan proceeding. (2021)
- **The Institute for Sustainable Communities.** Partnered with Common Spark Consulting to develop an energy efficiency action plan to support increased energy efficiency programs for disadvantaged communities of the Southeast Florida Regional Climate Change Compact. (2022)
- **Natural Resources Defense Council, Sierra Club, and Southwest Energy Efficiency Project.** Provided expert witness testimony to the Public Utility Commission of Nevada regarding the Application of Southwest Gas Corporation for Approval of a Conservation and Energy Efficiency Plan for the Years 2022, 2023 and 2024. (2021)
- **Energy Efficient West Virginia, West Virginia Citizen Action Group, and Earthjustice.** Provided expert witness testimony in Appalachian Power Company and Wheeling Power Company's Petition regarding EE/DR program approvals. (2021)
- **Appalachian Voices.** Provided expert witness testimony in Virginia Electric and Power Co.'s EM&V proceeding and its application for approval of its 2020 DSM Update. (2021)
- **The South Carolina Coastal Conservation League, Southern Alliance for Clean Energy, Upstate Forever, Sierra Club, and Natural Resources Defense Council.** Provided expert witness testimony critiquing the market potential study used in Duke Energy Carolinas and Duke Energy Progress 2020 Integrated Resource Plans. (2021)
- **The Coalition for Affordable Utility Services and Energy Efficiency in Pennsylvania ("CAUSE-PA").** Provided expert witness testimony in support of robust low income efficiency programs in Philadelphia Gas Works Petition for Approval of Demand-Side Management Plan and PECO, Duquesne, and First Energy Act 129 Phase IV Plan proceedings. (2020-2021)
- **Appalachian Voices and Natural Resources Defense Council.** Provided expert witness testimony in Virginia Electric and Power Co. Phase VIII DSM Program Application. (2020)
- **Citizens Action Coalition of Indiana.** Provided expert witness testimony in Duke Energy Indiana 2020-2023 DSM Plan. (2020)
- **The Consumers' Association of Canada (Manitoba) and Winnipeg Harvest.** Provided expert witness testimony in the Efficiency Manitoba 2020/23 Efficiency Plan proceeding. (2019-2020)
- **British Columbia Sustainable Energy Association.** Provided expert review, discovery, and evidence in DSM-related aspects of multiple proceedings with Fortis BC, BC Hydro, and FEI. (2017-2020)
- **Southern Environmental Law Center.** Provided technical support to environmental and social justice advocates in the Carolinas, and ongoing participation in the Duke Energy EE Collaborative (2019-2020) and Dominion South Carolina EE Advisory Group, as well as technical support for SELC staff regarding pre-pay programs and other policy issues. (2015-2022).
- **Southern Alliance for Clean Energy and Earthjustice.** Provided expert witness testimony in the Florida Energy Efficiency and Conservation Act goal setting proceeding. (2019)



- **Energy Efficient West Virginia, West Virginia Citizen Action Group, and Earthjustice.** Provided expert witness testimony in Appalachian Power Company and Wheeling Power Company's Petition regarding EE/DR program approvals. (2019)
- **Alliance for Affordable Energy and Natural Resources Defense Council.** Provided expert technical support for Louisiana Public Service Commission EE Rulemaking and Entergy New Orleans DSM Plan. (2019-2021)
- **New Jersey Clean Energy Program.** Planning support for NJCEP implementation team. Facilitated focus groups, worked with Board of Public Utilities Staff, program administrators, utility companies, and other stakeholders to identify opportunities to improve NJCEP strategic direction and increase benefits for ratepayers. Lead author drafting strategic plan. (2015-2020)
- **Natural Resources Defense Council and Sierra Club.** Provided expert witness testimony in Public Service Company of Colorado's Strategic Issues, 2019-2020 DSM Plan, and 2021-2022 DSM Plan proceedings. (2017-2020)
- **Natural Resources Defense Council and Sierra Club.** Provided expert witness testimony in Nevada Energy Company's 2019-2038 Triennial Integrated Resource Plan and 2019-2021 Energy Supply Plan, and 2019 and 2020 DSM Update proceedings and participated in stakeholder collaboratives. (2018-2021)
- **Environmental Law & Policy Center and Iowa Environmental Council.** Provided expert witness testimony in DSM proceedings regarding MidAmerican Energy Company's and Interstate Power and Light's 2019-2023 Energy Efficiency Plans. (2018)
- **Pueblo County Colorado.** Provided expert witness testimony in DSM proceedings regarding Black Hills Energy Company's 2019-2021 DSM Plan. (2018)
- **Sierra Club.** Provided expert witness testimony in proceedings regarding Kentucky Power Company's DSM programs and cost-effectiveness. (2017-2018)
- **California Alternative Energy and Advance Transportation Financing Authority.** Provide technical assistance on development of commercial energy efficiency financing pilot. (2017-2019)
- **Energy Efficiency for All.** Expert technical support for affordable multifamily energy efficiency advocacy in Pennsylvania and Virginia. Worked with a coalition of energy efficiency and affordable housing advocates to shape advocacy efforts with utilities and regulators. (2015-2020)
- **Regulatory Assistance Project.** Researched and co-authored with Chris Neme: The Next Quantum Leap in Efficiency: 30 Percent Electric Savings in Ten Years, addressing program and policy questions related to doubling the best efficiency program results. (2016)
- **Natural Resources Defense Council.** Provided expert witness testimony in support of NRDC's intervention in Ameren Illinois' 2014-2016 energy efficiency plan. Testimony demonstrated that Ameren would be capable of capturing significantly greater efficiency savings than it had proposed. (2013)
- **Regulatory Assistance Project.** Expert technical support for DSM in China. Worked with various government agencies and grid companies, as well as advocacy organizations to provide technical support related to advancing DSM and energy efficiency in China. (2015)



- **Vermont Public Service Department.** Evaluation of Clean Energy Development Fund. Conducted interviews of staff and key stakeholders under contract to NMR and prepared memo outlining process findings and recommendations. (2014-2015)
- **Evaluation of Efficiency Maine Low-Income Multi-Family Weatherization Program.** Responsible for program staff and building owner interviews and process evaluation under contract to NMR and Efficiency Maine. (2014-2015)
- **Northeast Energy Efficiency Partnerships.** Researched and co-authored meta-study of the use of energy efficiency to defer T&D investments. (2014)
- **Northeast Energy Efficiency Partnerships-** Researched and co-authored meta-study of ductless heat pump performance and market acceptance. (2014)
- **New Hampshire Electric Co-op.** Conducted assessment of the co-op's environmental and social responsibility programs' promotion of whole building efficiency retrofits, cold climate heat pumps and renewable energy systems. Presented recommendations to the co-op Board. (2014)
- **High Meadows Fund.** Co-authored a study assessing the market viability of "High Performance Homes" in Vermont. (2014)
- **Energy Savings Potential Study, Delaware Department of Natural Resources.** Led narrative development for the residential programs for a study of the energy efficiency savings potential in Delaware. (2013-2014)
- **Regulatory Assistance Project.** Provide technical support to energy efficiency advocates in proceedings in Maryland, Mississippi, and Missouri. (2013-2017)
- **Better Buildings Solutions Center, U. S. Department of Energy.** Energy Futures Group's lead author in drafting and reviewing web content for ten how-to "handbooks" detailing proven approaches to designing and implementing residential retrofit efficiency programs. (2013-2014)
- **Utility Program Benchmarking.** Led research on behalf of a large IOU to compare the cost of saved energy across ~10 leading utility portfolios. The research sought to determine if there are discernable differences in the cost of saved energy related to utility spending in specific non-incentive categories, including administration, marketing, and EM&V. (2013)
- **Research on trends in multi-family, HVAC, and new construction programs.** Developed an analysis of emerging program trends on behalf of a leading energy efficiency industry firm. (2013-2014)
- **Efficiency Power Plant, Regulatory Assistance Project.** Partnered with RAP to develop a demonstration tool to show how energy efficiency measures can be used to mitigate air quality impacts related to power production. (2013)
- **Natural Gas Energy Efficiency Analysis, the Green Energy Coalition.** Provided analytical support to demonstrate in testimony that Enbridge Gas could reduce the scale of its proposed pipeline expansion by implementing aggressive energy efficiency programs. (2013)
- **Targeted Implementation, VEIC.** Responsible for market analysis and strategic planning for a new division expanding VEIC's energy efficiency program implementation projects. (2012-2013)
- **DC Sustainable Energy Utility.** Led the planning and startup implementation of Residential programs for the DC SEU, including single and multi-family and retail market programs. Led the



- development of the initial portfolio-level Annual Plan. Led client and partner interactions around planning and policy development. Member of DC SEU Senior Management Team. (2011-2012)
- **EmPOWER Maryland Critical Program Review.** Expert consultant to the Maryland Office of Peoples' Counsel in EmPOWER Maryland hearings regarding utility energy efficiency planning and reporting. Represented the OPC in stakeholder meetings that informed the current 2012-2014 EmPOWER plans. Multiple appearances before the Maryland Public Service Commission. (2010-2012)
- **Efficiency Vermont 20 year Forecast of Efficiency Potential.** Senior Advisor in developing the forecast scenarios that led to significantly increased efficiency investment in Vermont. (2010-2011)
- **Efficiency Vermont Residential Programs.** Directed 100% growth in program budgets to nearly \$10M annually. Responsible for strategic direction, leadership, and results for Efficiency Vermont's award-winning residential retrofit, new construction, retail, and low-income programs. Supported excellence in a staff of 30. (2005-2010)
- **Vermont Gas Systems Efficiency Program Leader.** Directed strategic planning and program operations that led to six programs and portfolio as a whole being recognized as exemplary in Responding to the Natural Gas Crisis: America's Best Natural Gas Energy Efficiency Programs (ACEEE, 2003). Built contractor infrastructure and internal support to consistently meet program objectives. Led development of Annual Reports, planning and budgeting. Collaborated with Efficiency Vermont staff to develop a fuel-blind, state-wide, jointly offered residential new construction program. (2001-2005)
- **Residential Retrofit Program Development.** Enhanced design and performance of VGS' residential retrofit offerings by streamlining delivery and building strong relationships with contractors, homeowners, and property managers. (1994-2005)
- **Demonstrated Technical Excellence in Approaches to Residential Retrofits.** Conducted hundreds of residential energy audits and quality assurance inspections for natural gas and alternative-fueled homes. Trained and coached installers to obtain desired quality. Worked to satisfy homeowners through explanation, education, sound listening to concerns, and ultimately assuring that concerns were addressed. Trained new staff in auditing techniques. (1991-1998)

## Selected Presentations

*Small Steps in Coordination Equal Leaps and Bounds for Pennsylvania's Underserved Families: Driving Policy Improvements through Collaborative Advocacy- ACEEE 2018 Summer Study on Energy Efficiency in Buildings, August, 2018*

*Keys to the House: Unlocking Residential Savings with Program Models for Home Energy Upgrades- ACEEE 2016 Summer Study on Energy Efficiency in Buildings, August, 2016*

*Home Upgrade Program Design & Implementation Models for Acquiring Savings in Multiple Climate Zones- 2016 National Home Performance Conference, April, 2016*

*EERS Advancements in Maryland: EmPOWER After 2015- Presentation at ACEEE Energy Efficiency as a Resource Conference, September, 2015*

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*Leveling the Playing Field for Distributed Energy Resources-* Panelist discussing the use of energy efficiency to defer T&D investments, Acadia Center forum on Envisioning Our Energy Future, February, 2015

*Residential Retrofit Programs: What's Working? Perspectives from National Program Leaders-* Panelist at AESP National Conference 2012

*Elements of Retrofit Program Incentive Design-* DOE Technical Assistance Program Publication, April, 2011

*Designing Effective Incentives to Drive Residential Retrofit Participation-* DOE Technical Assistance Program Webinar, October, 2010

*Quality Assurance for Residential Retrofit Programs-* DOE Technical Assistance Program Webinar, October, 2010

*Home Performance with ENERGY STAR, Quality Assurance in Vermont-* Panelist at the ACI Home Energy Retrofit Summit, April 2010

*Delivering on the Promise-Engaging Communities and the Public-* Panelist at 2010 NEEP Summit, March, 2010

*Home Performance with Energy Star in Vermont -* Presentation at CEE Member meeting, June 2009

*Leading by Example: Exemplary Low Income Energy Efficiency Programs* –Presented on Efficiency Vermont's Residential low income services at California's Low Income Energy Efficiency Symposium, June 2006

*"Natural Gas Efficiency Policies, Responding to the Natural Gas Crisis One Therm at a Time"* - Co-presented with Dan York and Anna Monis Shipley of American Council for an Energy-Efficient Economy (ACEEE) -ACEEE/CEE Market Transformation Symposium, 2004