

DUNSKY ENERGY CONSULTING

WHO WE ARE | WHAT WE DO | WHO WE SERVE

WINTER 2017



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DUNSKY OVERVIEW



EXPERTISE

- ▶ **Energy Efficiency** & Demand Management
- ▶ **Renewable Energy** & Distributed Resources
- ▶ **Sustainable Mobility**

SERVICES

- ▶ **Assess** clean energy opportunities
- ▶ **Design** policies, plans, programs and strategies
- ▶ **Evaluate** performance

CLIENTELE

- ▶ Governments
- ▶ Utilities
- ▶ Private firms
- ▶ Non-profits

DUNSKY **MISSION & VALUES**



MISSION

Our mission is simple:

“To help our clients build a **sustainable energy future.**”



VALUES

Our mission is supported by four key values:

1. QUALITY We work tirelessly to ensure that our work is conducted to the highest standards, and that we are either leading, or abreast of, the latest innovations in our field.

3. COMMITMENT We treat both clients and staff as partners, committing ourselves to their objectives, being responsive to needs as they arise, and going the extra mile to help them achieve their goals.

2. INTEGRITY We are duty-bound to provide our clients with consistent, honest and unbiased analysis and counsel. Integrity is our North Star.

4. SUSTAINABILITY As a mission-driven firm, we are committed to leading by example – by minimizing our footprint, and by supporting those who encourage stewardship of the planet.

DUNSKY FOCUS AREAS



We address the **three key pillars** of a sustainable energy future:



EFFICIENCY

We help our clients **improve the energy performance of buildings, equipment and processes.**

We focus on efficiency, demand response, fuel switching, and other cost-effective opportunities to squeeze more value out of less energy.



RENEWABLES

We help our clients **accelerate the transition to clean and renewable energy solutions.**

We focus on solar energy, wind power, emerging technologies, and the advanced storage solutions (and market strategies) that will make it all work.



MOBILITY

We help our clients **transform vehicle fleets and other means of transportation.**

We focus on electric and alternative fuel vehicles, shared mobility solutions, and other means of moving people or goods more cleanly and efficiently.



We deliver value through **three types of services:**

ASSESS Opportunities



What can be achieved?
At what cost (and benefit)?

- Potential studies
- Technology reviews
- Market assessments
- Building optimization
- Business case analysis
- Cost-effectiveness analysis
- *and more...*

DESIGN Strategies



How do we make it happen?
With which tools?

- Policies & frameworks
- Comprehensive plans
- Incentive & financing programs
- Market transformation
- Enabling strategies
- Codes & standards
- *and more...*

EVALUATE Performance



What was achieved?
How can we do better?

- Baseline studies
- Impact evaluations
- Process evaluations
- Evaluation planning
- Strategic assessments
- Performance benchmarking
- *and more...*

strategic counsel | technical support | regulatory support | stakeholder engagement | decision-aid tools



ASSESS Opportunities



What can be achieved?
At what cost (and benefit)?

DESIGN Strategies



How do we make it happen?
With which tools?

EVALUATE Performance



What was achieved?
How can we do better?

SAMPLE PROJECTS

POTENTIAL STUDIES

In Iowa, Dunsky was retained to lead a large-scale study of the achievable potential for energy, peak demand and carbon savings across every sector and market segment. Our detailed, bottom-up assessment will identify where opportunities lie, and what is both cost-effective and achievable. Using our proprietary, user-friendly tool, results will be used to establish targets and design programs with confidence.



TECHNOLOGY ASSESSMENTS ("SMART" THERMOSTATS)

With the rapid emergence of new thermostat technologies, Eversource and National Grid retained Dunsky to assess the opportunity for Massachusetts. Dunsky studied technology options, features, capabilities and, critically, the full array of value propositions for customers, utilities, and third parties alike. We then assessed the 10-year market opportunity, supporting a strategy for deploying this exciting new technology.





ASSESS Opportunities



What can be achieved?
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DESIGN Strategies



How do we make it happen?
With which tools?

EVALUATE Performance



What was achieved?
How can we do better?

SAMPLE PROJECTS

COMPREHENSIVE DSM PLANS

Dunsky played a pivotal role in developing New Brunswick's first comprehensive, integrated electric DSM plan. We assessed the cost-effective potential for savings across the province, then designed a portfolio that includes both energy efficiency programs and innovative demand response initiatives. We also provided an array of other technical, planning, and strategic support services to the provincial utility, NB Power.



PROGRAMS & STRATEGIES (GREEN BANK)

Dunsky supported Rhode Island, a national leader, in designing a strategy to leverage financing mechanisms to accelerate statewide efficiency and renewable energy at lower cost. Our recommendations led to creation of the state's first Infrastructure Bank and its subsequent programs, including PACE financing. We continue to related issues, including successful integration with National Grid's initiatives.





ASSESS Opportunities



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With which tools?

EVALUATE Performance



What was achieved ?
How can we do better?

SAMPLE PROJECTS

PROGRAM EVALUATION

In partnership with another firm, Dunsky was selected by the California state regulator to lead the impact evaluations of a broad portfolio of innovative financing programs. These programs cover all sectors, and an array of financing mechanisms. We were also selected by the state's investor-owned utilities, under another umbrella contract, to work on the process evaluation of California's new statewide financing pilots.



EVALUATION PLANNING

The Dunsky team worked with a partner firm to review and redesign the Canadian Office of Energy Efficiency's program evaluation plans. We assessed the previous evaluation strategies against North American best practices, and designed a set of improved – and implementable – evaluation plans for the federal government's residential programs, its labelling initiatives, and its work developing new codes and standards.



DUNSKY APPROACH



Our work is rooted in solid analytics; in deep experience that informs not only what is best but what is workable; and in clear, compelling communications, with both clients and their stakeholders.



RESEARCH & ANALYTICS

In-depth, quantitative and/or qualitative analysis of market, economic, and technical issues



STRATEGIC COUNSEL

Recommendations rooted in best practices, solid analytics and deep experience



COMMUNICATIONS

Clear, well-written reports
Executive-level storytelling
Effective decision-making tools

EXPERIENCE

DUNSKY TEAM



The Dunsky team is both experienced and passionate.

Comprised of engineers, economists, MBAs and others, we offer more than 200 years of combined experience *specific* to our focus areas.



Philippe Dunsky
President



Alex Hill
Senior Consultant & Principal



Martin Poirier
Senior Consultant



François Boulanger
Senior Consultant



Julie-Ann Vincent
Senior Consultant



Jérôme Bilodeau
Consultant



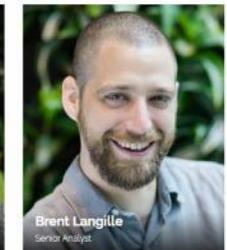
Lauren McNutt
Consultant



Leslie Malone
Consultant



Jeff Turner
Consultant



Brent Langille
Senior Analyst



Elsa Joly
Senior Analyst



David Baumann
Senior Analyst



Karine Cazerla
Analyst



Ahmed Hanafy
Analyst



Jean-Philippe Boutin
Associate Consultant



Marie-Noël Ouellet
Operations Coordinator



Sophie Geoffroy
Accounting & Administrative Technician



our external consultants

DUNSKY REPUTATION



Simply put, our success is measured by our clients' satisfaction.

For years you have contributed to our programs' successes, through strategic support, innovative programs, consistent rigor and exceptional responsiveness to our needs.

*- Head of Energy Efficiency
Planning and Integration*



Dunsky is committed, smart, strategic, compelling and led by one of the most forward-thinking people in our business today.

- Director of Planning & Evaluation



Excellent skillsets and expertise. Great team and coordination throughout project. Thanks for the great work over the past few months and the excellent final product.

*- Coordinator, Energy Efficiency,
Ministry of Energy & Mines*



Dunsky has provided us with critical research and insightful analysis for some of our most strategic projects.

- Executive Director



Your niche is quality!

- Executive Director



Your report was insightful, delivered on time and on budget, and provided excellent value. Thanks to you and your talented team.

- President and CEO



Philippe provides incredible value to his clients, (including) extremely sophisticated knowledge of demand-side management.

- Director, Evaluation and Planning



DUNSKY REPUTATION



Simply put, our success is measured by our clients' satisfaction.

Your projects have always been of extremely high quality. You keep us on track, and provide relevant and timely analysis packaged for our needs.

- Program Manager, Energy Efficiency & Conservation



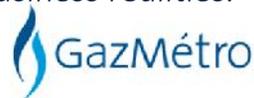
I recommend Dunsky's services. They take care to listen, build client relationships based on trust and respect, and excel at communicating complex concepts. Their work is always solid.

- Director, Energy Efficiency



Dunsky combines intellectual rigor with an ability to find practical solutions adapted to business realities.

- Director, Regulatory Affairs



The team delivered clear, well structured information. We also greatly appreciated the quick turnaround time.

- Director of Energy, North America



Thanks for your great presentation and wonderful report – it has already been incredibly useful.

- Residential Programs Manager



Dunsky's in-depth knowledge of energy issues, strategic instincts and willingness to innovate are always present.

- President and CEO



You were particularly understanding of the political environment. Responsiveness to client needs is clearly a Dunsky priority.

- Director of Strategy



You are great listeners, and your approach is at once very professional and friendly. You master the market, and I was completely confident [in the results].

- Senior Advisor



WALKING THE TALK



This is *not* why you should hire us.
But for what it's worth, we are deeply committed to walking the talk.



Dunsky is headquartered in one of North America's greenest buildings.

Certified LEED® NC *Platinum*, our offices are hyper-insulated, heated and cooled by geothermal wells, and act as a living experiment in how buildings of the future can be built and operated.



Dunsky is proud to be a certified "B Corp".

B Corps are independently certified, mission-driven, for-profit corporations that, in addition to generating shareholder returns, also produce demonstrable benefits for the broader community, and for our shared environment.



Dunsky believes in giving back.

In fact, we donate 2% of our *gross* revenue to charities involved in building a sustainable future. To share in the pleasure of giving, we also invite our staff and clients to choose recipient organizations that are near and dear to their hearts.



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