



## JEFFREY M. LOITER, PARTNER

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### PROFESSIONAL EXPERIENCE

**Optimal Energy**, Hinesburg, VT. *Partner*, 2015-present; *Managing Consultant*, 2006-2014.

As a Partner, Mr. Loiter is responsible for business development, administrative systems, and staff development in addition to project management. In addition, he provides quality control and editing for all of Optimal's client deliverables. His project work includes designing and developing statewide and utility-specific efficiency programs and supporting program implementation for both public and private-sector clients. He works primarily in the commercial sector on programs targeting electric, natural gas, and un-regulated fossil fuel consumption and specializes in developing solutions that fit the needs of specific customer segments and markets. Mr. Loiter is also an experienced analyst and uses these skills in a variety of contexts, such as reviewing and critiquing utility Integrated Resource Plans and efficiency potential studies.

**Independent Consultant**, Cambridge, MA, 2005-2006.

As an independent consultant for the Massachusetts Renewable Energy Trust SEED Initiative, Mr. Loiter evaluated renewable energy technology companies' applications for early-stage funding. Responsibilities included leading due diligence efforts on three applications and contributing to several others. Awards recommended for approval totaled \$1.4 million. For a separate client, prepared two articles describing the potential impact of proposed federal legislation to increase domestic oil refining capacity, published in *Petroleum Technology Quarterly* (1Q 2006) and *BCC Research/Energy Magazine* (2006).

**Industrial Economics, Inc.**, Cambridge, MA. *Associate*, 1997-2000; *Senior Associate*, 2001-2004.

Managed multi-disciplinary qualitative and quantitative assessments of natural resource damages and environmental policy for clients such as NOAA, USFWS, USEPA, USDOJ, the National Park Service, the State of Indiana, and the United Nations.

**URS Consultants, Inc.**, New Orleans & Boston., 1991-1995.

Prepared water, air, and solid and hazardous waste permit applications for state and federal agencies on behalf of industry clients.

### EDUCATION

**Massachusetts Institute of Technology**, Cambridge, MA

Master of Science in Technology & Policy, 1997

**Cornell University**, Ithaca, NY

Bachelor of Science with distinction, Civil and Environmental Engineering, 1991

## REPRESENTATIVE PROJECT EXPERIENCE

### **Concord Municipal Light Plant, Strategic Planning Guidance and Modelling (2016-2017)**

Optimal Energy and partner Industrial Economics, Inc, engaged the municipal electric utility in a strategic planning process with objective of charting a path towards accomplishing a range of town and utility goals, including greenhouse gas reductions, cost control, customer engagement, and beneficial electrification. The key deliverable from this project was an innovative strategic planning tool that allows the town to assess the overall effects of implementing multiple initiatives in a way that captures the interaction between sales, costs, revenues, rates, and greenhouse gas emissions.

### **Delaware Department of Natural Resources and Environmental Control, Energy Efficiency Advisory Council Program Development and Support (2015-present)**

Optimal Energy provides broad program planning, analysis, and strategic guidance to the Delaware Energy Efficiency Advisory Council as it begins developing a new model for joint utility and public-sector delivery of energy efficiency services, with the objective of dramatically increasing energy savings and demand reductions in that state. In support of the Council, Mr. Loiter drafted Council organizing documents and regulations specifying evaluation, measurement, and verification (EM&V) procedures and standards. He also provided the Council with proposed electric and gas energy savings targets as supported by an earlier potential study.

### **Connecticut Municipal Electric Energy Cooperative, Conservation and Load Management Consulting (2006-present)**

Optimal has provided energy efficiency consulting services to the Connecticut Municipal Electric Energy Cooperative (CMEEC) since the inception of their conservation and load management programs. Mr. Loiter contributes to the full range of these services, including program planning, program savings analysis and reporting, developing incentive and delivery strategies, and managing CMEEC's participation in the ISO-NE Forward Capacity Market. The latter has included drafting M&V plans specifying procedures for meeting all ISO-specified M&V rules and developing a web-based data tracking and reporting system. Mr. Loiter also helps CMEEC develop strategy for and manage participation in new FCM auctions and arranges for required annual certification reviews.

### **Orange and Rockland Utilities, Energy Efficiency Program Consulting (2006-present)**

Optimal Energy supports program implementation and on-going program design and development for Orange and Rockland Utilities, a subsidiary of Consolidated Edison, Inc. Mr. Loiter managed the preparation of a DSM plan and Commission filings for this client during the initial phases of the New York State Energy Efficiency Resource Standard. He also led the commercial sector component of an electric and gas potential study for the utility, which included on-site customer audits and residential surveys.

### **New York State Department of Public Service, Generic Environmental Impact Statement and Supplement (2014-2016)**

As part of proceedings on Reforming the Energy Vision (REV) and the Clean Energy Fund (CEF), Optimal contributed to a Generic Environmental Impact Statement (GEIS) by describing alternative energy supply resources, the potential scale of their use under two future scenarios, and the magnitude of possible negative environmental impacts that would result. Mr. Loiter led a team researching several technologies, including energy efficiency, customer-sited renewables, combined heat and power, alternative rate structures, and energy storage. The research led to estimates of the potential scale and impact of these solutions to New York's future energy challenges.

### **British Columbia Utility Commission, DSM Filing Technical Support (2012-2013)**

In support of staff of the BCUC, Optimal Energy reviewed three utility filings related to DSM programs,

cost-recovery, and performance-based ratemaking. Mr. Loiter led a team that reviewed the filings, drafted interrogatories, and provided information regarding the appropriateness of program designs, measure-level costs and savings e, and cost-effectiveness inputs such as discount rates and avoided costs.

#### **Maryland Energy Administration, EmPOWER Maryland Filing Reviews (2008-2009)**

As part of efforts to reduce per-capita electric and natural gas under the 2008 EmPOWER Maryland Energy Efficiency Act, the Maryland Energy Administration was responsible for reviewing and commenting on utility-delivered energy efficiency programs and for designing and implementing its own state-wide efficiency portfolio. Mr. Loiter contributed to both of these efforts, appearing before the Public Service Commission on two occasions.

#### **EPA State and Local Branch, EPA National Action Plan for Energy Efficiency (2008)**

Prepared two documents for inclusion with EPA's National Action Plan for Energy Efficiency: a guidebook on conducting efficiency potential studies and a handbook describing the funding and administration of clean energy funds.

#### **Various Clients (2008-present)**

##### **Studies of Energy Efficiency and Demand Response Potential**

Led or contributed to several studies of efficiency and demand response potential, ranging from meta-analyses to detailed sector-specific assessments. Assessments have included both the residential sector and the commercial/industrial sectors, in locations including New York, Delaware, Vermont, New England, Texas, and a Canadian Atlantic province.

#### **Tennessee Valley Authority, Energy Efficiency and Demand Response Plan (2012)**

Managed Optimal's participation in a team developing a Five-Year Energy Efficiency and Demand Response Plan for the Tennessee Valley Authority. Optimal's role focused on programs for the commercial sector in TVA's service territory, encompassing efforts to reach a variety of markets and end-uses, including specific offerings for both very large and small commercial entities.

## **REPRESENTATIVE PUBLICATIONS**

"Collaboration that Counts: The Role of State Energy Efficiency Stakeholder Councils," (with D. Sosland, M. Guerard, and J. Schlegel), *2012 ACEEE Summer Study on Energy Efficiency in Buildings*, Pacific Grove, CA, August 2012.

"Persistence and Cost of Behavioral Programs," presented at National Association of State Utility Consumer Advocates Mid-Year Meeting, Charleston, SC, June 2012.

"Impending EISA Lighting Standards: Impacts on Consumers and Energy Efficiency Lighting Programs," presented at National Association of Regulatory Utility Commissioners Annual Meeting (with M. DiMascio), Atlanta, GA, November 2010.

"From Resource Acquisition to Relationships: How Energy Efficiency Initiatives Can Work Effectively with Large Commercial & Industrial Customers," (with E. Belliveau, J. Kleinman, D. Gaherty, and G. Eaton), *2008 ACEEE Summer Study on Energy Efficiency in Buildings*, Pacific Grove, CA, August 2008.

National Action Plan for Energy Efficiency (2007). *Guide for Conducting Energy Efficiency Potential Studies*. Prepared by Philip Mosenthal and Jeff Loiter, Optimal Energy, Inc. December.

Loiter J.M and V. Norberg-Bohm (1999), "Technology policy and renewable energy: public roles in the development of new technologies," *Energy Policy* Vol.27 no.85-97