

Are Savings from Behavioral Programs Ready for TRM Prime Time?

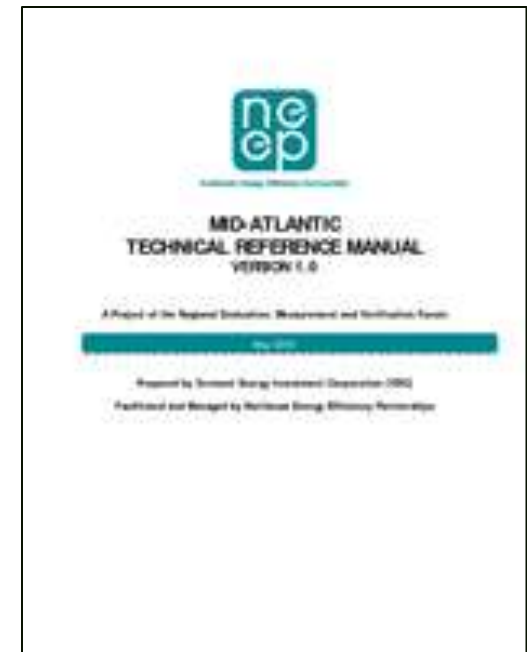
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What is a TRM?

- Total Research Madness?
- Totally Reliable Measures?
- Technical Reference Manual
 - Expected savings/algorithms
 - Also provide other parameters
 - Typically focused on “high impact” measures



Purpose of a TRM

“Serve as a common reference document ...to provide **transparency [and consistency]** to all parties regarding savings assumptions and calculations...”

Source: State of IL TRM, September 2012



How TRMs are Used

- Deemed values vs. algorithms?



Which States are Impacted by TRMs?



How Are Behavioral Programs Handled in TRMs?

- Most states don't address behavioral programs
- MA deems a value
 - Based on prior evaluation
- AR and PA have protocols
 - AR Based largely on SEE/LBNL protocols



So Back to the Original Question...

Are Savings from Behavioral Programs Ready for TRM Prime Time?

- Yes



- Behavioral programs becoming more and more common
- Likely to represent a larger percentage of savings

- No



- Significant uncertainty on how savings achieved
- Questions on persistence

Recommendation

- TRMs should adopt evaluation protocols – Not Values
- Will ensure transparency and consistency in approach
- Can address policy issues
 - Persistence
 - Double counting
- Highly recommend either fully or partially adopting SEE/LBNL document
 - <http://behavioranalytics.lbl.gov>

Questions?

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