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January 30, 2018

Via Hand Delivery

Ms. Lora W. Johnson
Clerk of Council
Council of the City of New Orleans
Room 1E09, City Hall
1300 Perdido Street
New Orleans, LA 70112

RECEIVED
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BY: AH

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Re: Filing of Entergy New Orleans, LLC Energy Smart Quarterly Report for the Period of October 1, 2017 to December 31, 2017 (Resolutions R-11-52, R-17-31, R-17-176, R-17-177; UD-08-02)

Dear Ms. Johnson:

On February 3, 2011, the Council of the City of New Orleans ("Council") adopted Resolution R-11-52 requiring periodic reports regarding Energy Smart to be filed with the Council. A series of Council Resolutions, R-17-31, R-17-176, and R-17-177, approved the continuance of the Energy Smart for Program Years 7-9 with APTIM, Environmental and Infrastructure ("APTIM") as the Third Party Administrator.

On behalf of APTIM, Entergy New Orleans, LLC submits the enclosed original and three copies of the Energy Smart Quarterly Report for the period of October 1, 2017 to December 31, 2017. Should you have any questions regarding this filing, please contact my office at (504) 670-3680.

Thank you for your assistance with this matter.

Sincerely,

Gary E. Huntley

Enclosures
cc: Official Service List UD-08-02 (*via electronic mail*)



Quarterly Report

Energy Smart Program
Quarter 3

October, November, December 2017
Submitted: January 30, 2018

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Executive Summary

The Energy Smart Program (the “Program”) was developed by the New Orleans City Council (“Council”), is administered by Entergy New Orleans, LLC (“ENO”) and is currently implemented by APTIM (formerly CB&I), the Third-Party Administrator (“TPA”). This report contains data on the Program, including pre-evaluated kWh savings results and other information regarding the New Orleans and Algiers portions of the Program, specific to both the Residential and Commercial programs. More detailed and complete information, including post-evaluation results, will be provided in the Program Year 7 (“PY7”) Annual Report.

The current Energy Smart portfolio of programs runs from April 1, 2017 through December 31, 2019. To ensure success in current and future programs, the program, led by APTIM, has engaged a number of subcontractors that have extensive experience in energy efficiency programs and in the New Orleans market to implement the program, including:

- Accelerated Innovations
- Energy Wise Alliance
- Franklin Energy Services
- Green Coast Enterprises
- Green Light New Orleans
- ILSI Engineering (ILSI)
- KT Consulting
- Resource Innovations
- TSG Services (TSG)
- Urban League of Louisiana

This report contains data on the Energy Smart Commercial & Industrial and Residential programs which span the east bank of New Orleans and Algiers territory.

- kWh savings and total participation by program
- Summaries of activity by program
- A comprehensive review of each program's data and activity

Program Year 7 is divided into three quarters:

- Quarter 1: April-June, 2017
- Quarter 2: July-September, 2017
- Quarter 3: October-December, 2017

Staff List

Name	Title	Company	Location
Kristin McKee	Program Director	APTIM	New Orleans, LA
Mike Dessilla	Project Lead	APTIM	New Orleans, LA
Nicky Chokran	Project Lead	APTIM	New Orleans, LA
Robyn Munici	Project Lead	APTIM	New Orleans, LA
Spencer Kurtz	Energy Engineer	APTIM	Charlotte, NC
Jessica Wagner	Program Marketing	APTIM	Madison, WI
Nate Warren	Program Support	APTIM	Madison, WI
Philip Russo	Engineering Intern	APTIM	New Orleans, LA
Tom Quasius	TPA Director	APTIM	Chicago, IL
Michael Slaughter	Finance	APTIM	Baton Rouge, LA
Frank Montagna	VP, Managing Director	Franklin Energy Services	Atlanta, GA
Leanne Boudreaux	Program Manager	Franklin Energy Services	New Orleans, LA
Alan Mitchell	Operations Manager	Franklin Energy Services	New Orleans, LA
Atom Davis	Trade Ally Liaison	Franklin Energy Services	New Orleans, LA
Karen O'Brien	Project Coordinator	Franklin Energy Services	New Orleans, LA
TBD	Energy Auditor/ Specialist	Franklin Energy Services	New Orleans, LA
James Phillips	Energy Auditor/Specialist	Franklin Energy Services	New Orleans, LA
Matthew Siano	Energy Advisor	Franklin Energy Services	New Orleans, LA
Dwayne Haley	Energy Advisor	Franklin Energy Services	New Orleans, LA
Atticus Doman	Program Design Consultant	Resource Innovations	Chicago, IL
George Leonard	Engineer	ILSI Engineering	New Orleans, LA
Michael Sullivan	Demand Response Installer	TSG Services	New Orleans, LA
Keeley Evans	Administrative Support	TSG Services	New Orleans, LA
Jackie Dadakis	QA/QC and Publicly Funded Institutions	Green Coast Enterprises/GCE Services	New Orleans, LA
Joe Ryan	QA/QC	Green Coast Enterprises/GCE Services	New Orleans, LA
Jared Sessum	QA/QC	Green Coast Enterprises/GCE Services	New Orleans, LA
Jamie Wine	School Kits and Community Outreach	EnergyWise Alliance	New Orleans, LA
Kim Thomas	Algiers Outreach	KT Consulting	New Orleans, LA
Greg Ravy	Algiers Outreach	KT Consulting	New Orleans, LA
Andreas Hoffman	Direct Install	Green Light New Orleans	New Orleans, LA
Bernadelle Tilus	CSR	Franklin Energy Services	New Orleans, LA
Linda Baynham	QA Subcontract	Baynham Environmental	New Orleans, LA

Program Performance & Activity

	KWH SAVINGS	KWH GOAL*	% TO SAVINGS GOAL	ACTUAL INCENTIVE SPENT	INCENTIVE BUDGET	% TO BUDGET
Algiers – Commercial	393,564	768,799	51.19%	\$38,354	\$81,898	46.83%
Algiers - Residential	379,864	607,002	62.58%	\$87,867	\$338,579	25.95%
N.O. - Commercial	12,677,639	11,597,577	109.31%	\$1,161,975	\$1,211,414	95.92%
N.O. - Residential	6,429,185	6,975,299	92.17%	\$978,849	\$1,243,194	78.74%
TOTAL	19,880,252	19,948,677	99.66%	\$2,267,045	\$2,875,085	78.85%

* Results are subject to change based upon evaluation. Goals are reflective of the Supplemental and Amended Energy Smart Implementation Plan PY 7 – 9, approved 12/14/2017.

Summary tables show savings and incentive spend from April 1st, 2017 through December 31st, 2017.

Residential

The third quarter showed a huge increase and push to the end of the year in the residential programs. By the end of the year, Franklin Energy Services (formerly “GoodCents”) performed 700 assessments and installed over 2,200 direct install items (faucet aerators, shower heads, light bulbs, power strips, pipe wrap, and door sweeps) in those 700 homes across the residential programs. Trade allies worked diligently to install follow up measures (air sealing, duct sealing, AC tune-ups, and attic insulation) in these homes. As expected, savings results increased significantly in the final three months of the program year, reaching over 5 million kWh saved.

Home Performance with Energy Star

The Home Performance with ENERGY STAR program increased in momentum through the last quarter of the year. The measures that have been installed by trade allies continued to be primarily AC tune-ups and duct sealing. The program team has signed up insulation contractors to increase the installation of this measure for the new program year. The program has scheduled 30 customers for insulation installation and to home assessments completed in the 1st quarter of the new program year. This will help to achieve the balance of measures that is being promoted. Franklin Energy Services is continuing to align the HPwES program with ENERGY STAR guidelines and continues reporting to the Department of Energy (“DOE”) quarterly.

The Algiers service territory showed an increase in movement because of the addition of two contractors that have a large customer base in the territory. The increased efforts of Energy Wise Alliance promotions at food banks and other events also assisted in the increased awareness of the programs in Algiers.

Residential Lighting & Appliances

The retail lighting measure showed exponential growth over the last quarter of the year as the tri-party agreements solidified and the lighting measures were marketed in the participating retail locations. All possible SKUs were included in the program offering in an effort to reach the large program goal. By the end of the quarter, sales were averaging approximately 10% of the goal per week. The contracts remain valid until April 2018. At that point, the program team is planning to adjust the program offerings to include more specialty bulbs and less standard bulbs to adjust for possible market saturation. Once the sales are leveled with this process, the program team will evaluate the possible addition of more retail locations.

The retail appliance rebates were much lower than anticipated. As a result, the plan for the first quarter of 2018 is to aggressively pursue retail locations that sell the appliances and increase the presence and information provided regarding the program.

Low Income Audit & Weatherization

The income qualified weatherization program is designed to offer income qualifying customers free energy efficiency projects ranging from direct install measures (such as LED bulbs and water savings measures), to smart thermostats and comprehensive follow-up measures (envelope measures and AC Tune-ups) delivered by local contractors. This program saw a significant increase in production in the third quarter. This increase is attributed to a few different factors. The process of providing the scope of work to trade allies based on the assessments was established by the program team. There was also an increase in awareness to be attributed to the outreach efforts at food banks by Energy Wise Alliance. The program team plans to more aggressively target multi-family customers that are also income-qualified in the next program year, as the team sees significant opportunity within this sector.

High Efficiency Tune Up

The AC Tune-Up program saw significant success in the third quarter as it did through the whole year. This program provides a path to have an AC Tune-up for customers who do not wish to have a home assessment or who have already had an assessment in one of the previous program years.

Most of the participation in the AC program was primarily provided by one trade ally. The program team will focus its attention on gaining participation by the other participating trade allies in the next program year. Additionally, there will be a targeted effort to engage AC vendors to promote the AC replacement rebate offering.

Multi-Family Program

The Multi-Family program increased momentum in the third quarter of the year to reach the program goals. This was achieved in complexes with the installation of the programmable thermostats as well as by completing assessments and installing direct install measures in duplexes. There will be an aggressive effort to engage trade allies to reach out to multi-family customers that received an assessment to offer follow up measures. The program staff will also identify complexes that are eligible

for insulation and duct sealing to increase the benefit to the customers of managed complexes. Franklin Energy Services will also increase outreach to occupants of duplexes in the city by leveraging the partnership with Energy Wise Alliance and other non-profit organizations.

Direct Load Control

This opt-in load control initiative allows the utility to cycle off a participant’s home central air conditioners (“CAC”) condenser during peak events. To minimize discomfort, the enabling technology allows the air-handler fan to remain powered to circulate air throughout the house.

Direct Load Control Cycling Events				
Date	9/28/2017	9/27/2017	9/21/2017	9/19/2017
Start Time (hours)	1400	1400	1400	1400
End Time	1830	1830	1830	1830
# Devices Controlled	396	396	396	396
Cycle Strategy (ex. 40%)	50% STANDARD (15 min. on/15 min off)			

During the third quarter, Franklin Energy Services has completed a plan to install approximately 1,800 switches during PY8 and has hired a local technician to perform the installs. Franklin Energy Services will work to install the switches during the first six months of the new program year to have them completed by the cycling season start.

Green Light New Orleans

In the third quarter of 2017, Green Light New Orleans installed 1,810 energy efficient lamps in homes throughout the service territory, with 350 being installed in Algiers and 1,460 being installed in New Orleans. These installations accounted for 38% of the total lamps installed and 37% of savings goal attainment in 2017.

Quarter	# Lamps – New Orleans	kWh Savings – New Orleans	# Lamps – Algiers	kWh Savings - Algiers
Quarter 1	1,046	25,654	37	917
Quarter 2	1,721	43,071	156	3,769
Quarter 3	1,460	34,020	350	8,585
Total	4,227	102,745	543	13,271
Goal		126,112		73,013
% to Goal		81%		18%

School Kit Program

Energy Wise achieved the target goal of 1,500 kits in PY7, with nearly 86% of all kits distributed in the third quarter. Across PY7, Energy Wise distributed 1,272 to students in New Orleans and 228 to students in Algiers.

Residential Program Summary

	KWH SAVINGS	KWH GOAL*	% TO SAVINGS GOAL	ACTUAL INCENTIVE SPENT	INCENTIVE BUDGET	% TO BUDGET
ALGIERS – HOME PERFORMANCE	85,605	72,604	117.91%	\$22,885	\$18,903	121.07%
ALGIERS – LIGHTING & APPLIANCE	3,607	242,465	1.49%	\$1,450	\$22,238	6.52%
ALGIERS – MULTI-FAMILY	5,713	19,340	29.54%	\$1,815	\$5,667	32.03%
ALGIERS – LOW INCOME	158,049	74,694	211.60%	\$41,393	\$25,545	162.04%
ALGIERS – HIGH EFFICIENCY TUNE UPS	69,095	85,830	80.50%	\$12,453	\$15,767	78.98%
ALGIERS – DLC**	-	-	-	\$0	\$3,850	0%
ALGIERS – SCHOOL KITS	44,524	39,056	114.00%	\$6,683	\$6,800	98.27%
ALGIERS – GREEN LIGHT	13,271	73,013	18.18%	\$1,189	\$243,659	0.49%
N.O. – HOME PERFORMANCE	858,806	980,222	87.61%	\$200,656	\$254,629	78.80%
N.O. – LIGHTING & APPLIANCE	2,861,847	3,277,546	87.32%	\$212,300	\$302,072	70.28%
N.O. – MULTI-FAMILY	337,003	259,377	129.93%	\$68,923	\$72,053	95.66%
N.O. – LOW INCOME	870,487	985,729	88.31%	\$246,465	\$339,110	72.68%
N.O. – HIGH EFFICIENCY TUNE UPS	1,149,901	1,092,377	105.27%	\$203,970	\$206,519	98.77%
N.O. – DLC**	-	-	-	\$0	\$51,150	0%

N.O. – SCHOOL KITS	248,396	253,937	97.82%	\$37,282	\$51,000	73.10%
N.O. – GREEN LIGHT	102,745	126,112	81.47%	\$9,253	\$17,813	51.94%
TOTAL	6,809,048	7,582,301	89.80%	\$1,066,716	\$1,581,773	67.4%

* Results are subject to change based upon evaluation. Goals are reflective of the Supplemental and Amended Energy Smart Implementation Plan PY 7 – 9, approved 12/14/2017.

**Participant Incentives for the Direct Load Control Program will be distributed in the first quarter of 2018. Updated results will be in the PY7 Annual Report.

Commercial and Industrial Programs

In the third quarter of 2017, the C&I Programs experienced the typical “hockey-stick” trend in annual savings achievement and program spend. Across the C&I portfolio, 85% of the savings were achieved in the final quarter and 80% of the incentive budget was distributed to participating customers, amounting to over 11 million kWh saved and nearly \$1M in paid incentives. Across all of PY7, the C&I portfolio surpassed goal by achieving 106% of energy savings targets.

Small Commercial

The Small Commercial program achieved 100% of the PY7 savings goal. The program continued to engage existing and potential trade allies through marketing and outreach efforts, as well as hands-on assistance with application support. Small Commercial program achieving 98% of savings goals in New Orleans and 116% in Algiers can be attributed to continued general awareness building efforts and ongoing engagement with small contractors. The Small Commercial program portfolio saw primarily custom lighting projects as well as some custom non-lighting and prescriptive projects.

Large Commercial

The Large Commercial program surpassed the savings goal in New Orleans by achieving 106% of goal. Within the Large C&I portfolio, 66% of the projects were custom lighting, 31% were custom non-lighting projects, and 3% were prescriptive projects.

Publicly Funded Institutions

The Publicly Funded Institutions program also surpassed the savings goal by achieving 124% of goal. All projects within the Publicly Funded Institutions portfolio were custom non-lighting projects. While the Publicly Funded Institutions program was unable to complete projects within Algiers in PY7, several projects are currently underway and will complete in future program years. Additionally, the program continues to identify opportunities to build awareness and engage Algiers business customers to promote participation.

Commercial & Industrial Program Summary

	KWH SAVINGS	KWH GOAL	% TO SAVINGS GOAL	ACTUAL INCENTIVE SPENT	INCENTIVE BUDGET	% TO BUDGET
ALGIERS – SMALL C&I	277,664	240,297	115.55%	\$31,254	\$28,297	110.45%
ALGIERS - LARGE C&I	115,900	466,229	24.86%	\$7,100	\$47,428	14.97%
ALGIERS – PFI	-	62,273	0.00%	\$ -	\$6,173	0.00%
N.O. – SMALL C&I	2,031,779	2,069,113	98.20%	\$236,036	\$243,659	96.87%
N.O. - LARGE C&I	9,831,543	8,934,372	110.04%	\$875,376	\$908,863	96.32%
N.O. – PFI	814,317	594,092	137.07%	\$50,563	\$58,891	85.86%
TOTAL	13,071,203	12,366,376	105.70%	\$1,200,329	\$1,293,312	92.8%

*Results are subject to change based upon evaluation. Goals are reflective of the Supplemental and Amended Energy Smart Implementation Plan PY 7 – 9, approved 12/14/2017.

Marketing

Residential Marketing and Outreach Highlights

Energy Smart conducted 40 outreach activities across New Orleans in this quarter. The program partnered with the New Orleans Mayor's Office of Resilience for Energy Efficiency Day on October 5. The program placed an information table with the bike generator in the lobby of City Hall throughout the day and made a presentation to city hall employees about the benefits of the program. Residential Energy Smart digital ads continued to run throughout Q3 on Entergy website pages. The program is currently working with a web developer to revamp the website, which the program plans to launch in early 2018. As most collateral pieces were completed already, there was less creation of materials and more focus on distribution and outreach. The marketing team met with the Entergy Digital Media team to discuss the strategy for digital media and marketing in 2018, the program plans to integrate with Entergy's Customer Relationship Management (CRM) software by Q2 of 2018. This will allow the program team to better target and track digital marketing efforts.

Algiers

Of the 40 outreach events completed this quarter, 12 of them were in Algiers. Energy Smart had an information table at "Wednesdays on the Point" events in Algiers throughout the quarter. The program team met with the Algiers Economic Development Foundation board on opportunities for strategic outreach to Algiers businesses. They are working to include Energy Smart on their website as a resource to Algiers businesses.

Commercial Marketing and Outreach Highlights

The program partnered with the Office of Economic Development to present at two small business workshops. The first workshop was held at the Norman Mayer library in Gentilly and the second at the Sanchez Center in the Lower 9th ward. Additionally, through the partnership with LifeCity, the program presented at two workshops geared toward businesses in Broadmoor and Downtown. Finally, the program presented to City Park employees about Energy Smart opportunities at the park and for their homes, as almost all the attendees live in Orleans Parish. The program solidified a partnership with the New Orleans Redevelopment Authority (NORA) to be a presenter at their Facade Renewal Grant Workshops, which are scheduled to take place in January 2018.

Energy Smart Scorecard

As of December 31, 2017, the Energy Smart Scorecard program had 1,866 enrolled customer accounts.

In an effort to boost participation, resulting in anticipated overall kWh savings realized, ENO and Accelerated Innovations (AI) intend to transition the behavioral program from a participant “opt-in” enrollment format to an “opt-out” enrollment format. In support of this transition and to ensure consistency and accuracy of impact analyses, third party program evaluator ADM is providing guidance and recommendations for this format amendment. AI will approach the enrollment format transition of the Energy Smart Scorecard program for period years 8 and 9 of the Energy Smart suite of programs.

Working with Entergy New Orleans and the Energy Smart program’s third-party evaluator, ADM Associates, Inc., the transition to an opt-out program model will involve the design and implementation of a randomized control trial (RCT) participant enrollment and energy-savings evaluation methodology. The program will identify and engage a participant (i.e., Treatment) population while also analyzing the energy use of a non-participant (i.e., Control) population targeted to be of sizes shown in the table below:

Group	PY8	PY9
Treatment	25,000	40,000
Control	10,000	17,000
Total	35,000	57,000

Given that the Energy Smart Scorecard distribution model is digital, customers with known email address contacts will be the most cost effective to pursue. Higher costs at initial launch are typical in programs such as this due to upfront costs to develop the treatment and control groups. However, the cost of administration declines when future efforts are focused on maintenance of the selected group.

AI’s original contract with its subcontractor, Whisker Labs (formerly Weather Bug), ends as of January 31, 2018. Accordingly, in February of 2018, AI will be distributing a newly formatted version of the scorecard to enrolled customers. Improvements to the scorecard will include better performance comparisons (against neighborhood and weather, etc.) and improved timing of delivery (enrolled customers will receive their scorecard within a few days of the end of their billing cycle, as opposed to collectively at the end of each month.)

AI is planning to launch a program promotional advertising campaign with the New Orleans RTA – to raise awareness about the availability of the program. Beginning February 2018 and running through

March 2018, large (2.5 feet x 5.6 feet) advertisements promoting the program will be posted at 25 different bus shelters throughout Orleans Parish, specifically in locations with high traffic and ridership.

The following metrics reflect the number of customized scorecards distributed to enrolled customers to date:

- October 2017: 1,967 scorecards distributed
- November 2017: 1,252 scorecards distributed
- December 2017: 1,236 scorecards distributed

Trade Allies

In Q3, program efforts focused on the ramp up of trade ally interest, engagement and participation in residential and commercial portfolios. The program team developed and finalized the Registered Commercial & Industrial Trade Ally Network guidelines and requirements, including review from Entergy legal and marketing teams. This network will be fully launched in early 2018. The Residential program focused on conducting QA/QC on the existing participating contractors' completed projects, while working on developing a comprehensive trade ally plan to roll out in early 2018.

Contractor Interest

Interest is defined as local contractors who are in contact with the program and/or have opted into the trade ally distribution list.

Category	# of Companies
C&I Network	99
Residential Network	47
Cross-sector Network	10
Total Trade Ally Network	156

Contractor Engagement

Engagement is defined as contractors who have applied and been approved to become Registered Residential Trade Allies or, in lieu of an operating Registered C&I Trade Ally Network, contractors who applied for one or more C&I project in 2017.

Category	# of Companies
C&I Network	30
Residential Network	12
Total Engagement	42

Contractor Participation

Category	# of Companies
C&I Network	23
Residential Network	9
Total Engagement	32

Program Training

Overall

Third quarter training initiatives focused on a ramp up of retail training efforts. Program participation workshops, customer info session trainings and trade ally advisory group events were also held.

Financial Update

The overall Energy Smart Program portfolio has spent 79% of the total incentive budget for PY7, bringing the portfolio comfortably under budget.

Administrative Budget Highlights

	ACTUAL INCENTIVE SPENT	INCENTIVE BUDGET*	% TO BUDGET*
ALGIERS – SMALL C&I	\$31,254	\$28,297	110.45%
ALGIERS - LARGE C&I	\$7,100	\$47,428	14.97%
ALGIERS – PFI	\$ -	\$6,173	0.00%
ALGIERS - RES	\$87,867	\$338,579	25.95%
N.O. – SMALL C&I	\$236,036	\$243,659	96.87%
N.O. - LARGE C&I	\$875,376	\$908,863	96.32%
N.O. – PFI	\$50,563	\$58,891	85.86%
N.O. - RES	\$978,849	\$1,243,194	78.74%
TOTAL	\$2,267,045	\$2,875,085	78.85%

*Goals are reflective of the Supplemental and Amended Energy Smart Implementation Plan PY 7 – 9, approved 12/14/2017.

As of January 30, 2018, ENO-Legacy Energy Smart had a remaining balance of approximately \$8.0 million left in the account. This funding is comprised of Rough Production Cost Equalization payments as well as funding stemming from a Community Block Development Grant tax treatment. ENO-Algiers Energy Smart had approximately \$35K remaining in the account.

Appendices

Schools Completed in Quarter 3

School	Date booked	Number of students	Enrollment offering	City Council District	Algiers
St. Alphonsus School	9/27/2017	39	Voucher (Private)	B	Eastbank
Joseph A. Craig Charter School	10/6/2017	39	Public	C	Eastbank
St Mary's Academy	10/13/2017	52	Voucher (Private)	E	Eastbank
Einstein Charter Middle	10/19/2017	130	Public	E	Eastbank
Lawrence D Crocker College Prep	10/20/2017	52	Public	B	Eastbank
International School of Louisiana	10/23/2017	130	Public	C	Eastbank
Bishop McManus Academy	10/26/2017	26	Voucher (Private)	E	Eastbank
Lusher Charter School	11/9/2017	156	Public	A	Eastbank
Alice Harte Charter School	12/5/2017	91	Public	C	Westbank
Lake Forest Charter Elementary School	12/7/2017	83		E	Eastbank
Morris Jeff Community School	12/11/2017	91	Public	A	Eastbank
McDonough #32 Literacy Charter School	12/13/2017	85	Public	C	Westbank
St. Alphonsus School	9/27/2017	39	Voucher (Private)	B	Eastbank
Joseph A. Craig Charter School	10/6/2017	39	Public	C	Eastbank
St Mary's Academy	10/13/2017	52	Voucher (Private)	E	Eastbank
Einstein Charter Middle	10/19/2017	130	Public	E	Eastbank
Lawrence D Crocker College Prep	10/20/2017	52	Public	B	Eastbank
Total Kits Distributed		1,286			

Community Outreach Completed in Q3

Date	Presentation Type	Location/Event Name	District	Algiers or Commercial	Total Reach
10/2/2017	Table at Public Building	Entergy CCC - Canal	B		302
10/3/2017	Fundraiser	Wings and Watts	B		372
10/4/2017	Fair or Festival	Wednesday's At the Point	C	Algiers	208
10/5/2017	Table at Public Building	Entergy CCC - Canal	B		127
10/5/2017	Table at Public Building and Presentation	City Hall - Energy Efficiency Day	C		100
10/6/2017	Table at Public Building	World Park(ing) Day	B		47
10/9/2017	Fair or Festival	Healthy Cities - Warren Easton	B		90
10/11/2017	Meeting/Presentation	Inspire NOLA Schools	C	Algiers Commercial	3
10/11/2017	Fair or Festival	Wednesday's At the Point	C	Algiers	357
10/14/2017	Fair or Festival	Entergy Bike the Big Easy	A		900
10/14/2017	Fair or Festival	Children's Museum "Birthday" Party	B		557
10/16/2017	Table at Public Building	NOPS - City Hall	B		365
10/17/2017	Meeting/Presentation	Senator Troy Carter	C	Algiers	2
10/17/2017	Fair or Festival	Night out against crime - NO East	E		165
10/17/2017	Fair or Festival	Night out against crime - Algiers	C	Algiers	67
10/18/2017	Fair or Festival	Wednesday's At the Point	C	Algiers	165
10/19/2017	Table at Public Building	Cry You One - Resilience Office Play	D		77
10/19/2017	Table at Public Building	Second Harvest/MQVDC	E		50
10/20/2017	Presentation	AEDF Board	C	Algiers Commercial	10
10/20/2017	Table at Public Building	Cry You One - Resilience Office Play	D		100
10/21/2017	Fair or Festival	Out in the Community - A celebration of Service	B		118
10/21/2017	Nonprofit Retrofit	First Unitarian Church Retrofit	A		30
10/21/2017	Table at Public Building	Cry You One - Resilience Office Play	D		150
10/25/2017	Fair or Festival	Wednesday's At the Point	C	Algiers	418
10/26/2017	Neighborhood Presentation	Know Your City Workshop- Broadmoor	B		30
10/31/2017	Fair or Festival	One Shell Square Health Fair	B		97

11/1/2017	Presentation	Office of Economic Development Small Business Workshops	D		10
11/1/2017	Table at Public Building	Entergy CCC - Westbank	C	Algiers	66
11/2/2017	Presentation	Know your City workshop-Downtown	C		20
11/3/2017	Table at Public Building	Entergy CCC - Westbank	C	Algiers	148
11/8/2017	Presentation	Office of Economic Development Small Business Workshops	E	Lower 9	15
11/15/2017	Table at Public Building	Green Project Grand Reopening Day/Recycling Fair	C		103
11/17/2017	Presentation	Urban League Veteran's Breakfast	A	Commercial	20
11/18/2017	Fair or Festival	Senator Troy Carter's Fabulous Turkey Dinner	C	Algiers	586
11/30/2017	Table at Public Building	Community Wide Garage Sale	C	Algiers	42
12/1/2017	Table at Public Building	Entergy CCC - Canal	B		278
12/2/2017	Table	Neighborhood Summit		Citywide	150
12/4/2017	Table at Public Building	Entergy CCC - Canal	B		332
12/6/2017	Neighborhood Presentation	Jericho Road post purchase workshop	B		15
12/12/2017	Presentation	City Park Employee Lunch and Learn	A	Citywide	20
Total Reach					6,712

Training and Education Completed in Q3

Date	Title	Audience	Number of Participants	Length	Objective
10/5/2017	Introduction to Energy Smart	City employees	50	40 mins	Present about ES general programs to attendees. Program promotion/overview as part of the City's Energy Efficiency Day. Energy Smart portion was roughly 1/4 of presentation.
10/12/2017	Energy Smart Retail Training	Retail Employees	5	120 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present
11/7/2017	Retail training	Dollar Tree employees	1	10 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present
11/7/2017	Retail training	Dollar Tree employees	3	10 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present
11/7/2017	Retail training	Dollar Tree employees	1	10 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present
11/8/2017	Retail training	Dollar Tree employees	4	10 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present

11/8/2017	Retail training	Dollar Tree employees	2	10 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present
11/17/2017	Introduction to Energy Smart	C&I Customers and Trade Allies	15	20 min	Train Veteran business owners (C&I customers and trade allies) on the benefits of Energy Smart and how to participate.
11/8/2017	Retail training	Costco employees	4	10 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present
11/13/2017	Retail training	Home Depot employees	7	10 min	Train the trainer style walk through of Energy Smart and ES retail program offerings including available rebates for sales with retail managers, cashiers, other applicable employees and interested customers who are present
12/1/2017	Opportunities Outlook: Energy Smart	Local Contractors	40	30 min	Present Energy Smart as a way for local contractors (especially contractors holding supplier diversity certifications) to grow their businesses as part of Urban League's Opportunities Outlook event
Totals			190	355	In Q3, the Energy Smart program provided 1,124 training hours to program employees, ENO customers, trade allies, and employees of our retail partners.