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Texas-New Mexico Power

PROGRAM PLAN SUMMARY

CONTRACTOR ENGAGEMENT CHALLENGES AND PROGRAM STRATEGIES AS A SMALL UTILITY



2025 Projections			
Program	Budget	kW	kWh
Commercial	\$2,441,198	2,855	8,603,434
COMPASS for Small Business MTP	813,733	1,077	1,259,368
COMPASS for Schools/Government MTP	813,733	884	2,102,426
COMPASS for Large Commercial MTP	813,733	895	5,241,640
Load Management	\$494,052	10,625	10,625
Winter Load Management	87,186	1,875	1,875
Summer Load Management	406,866	8,750	8,750
Residential	\$2,266,827	6,448	2,782,665
High-Performance Homes MTP	639,361	933	1,434,853
Residential SOP	1,394,970	1,487	1,335,728
Residential Demand Response Pilot	232,495	4,028	12,085
Hard-to-Reach	\$1,336,846	1,448	5,698,558
Hard-to-Reach SOP	581,238	762	1,140,032
Low-Income Weatherization	755,609	686	4,558,525
Total	\$6,538,923	21,376	17,095,282
R&D	\$85,000		
EM&V	\$52,588		
Total	\$6,676,511		

2026/27 POTENTIAL PROGRAMS

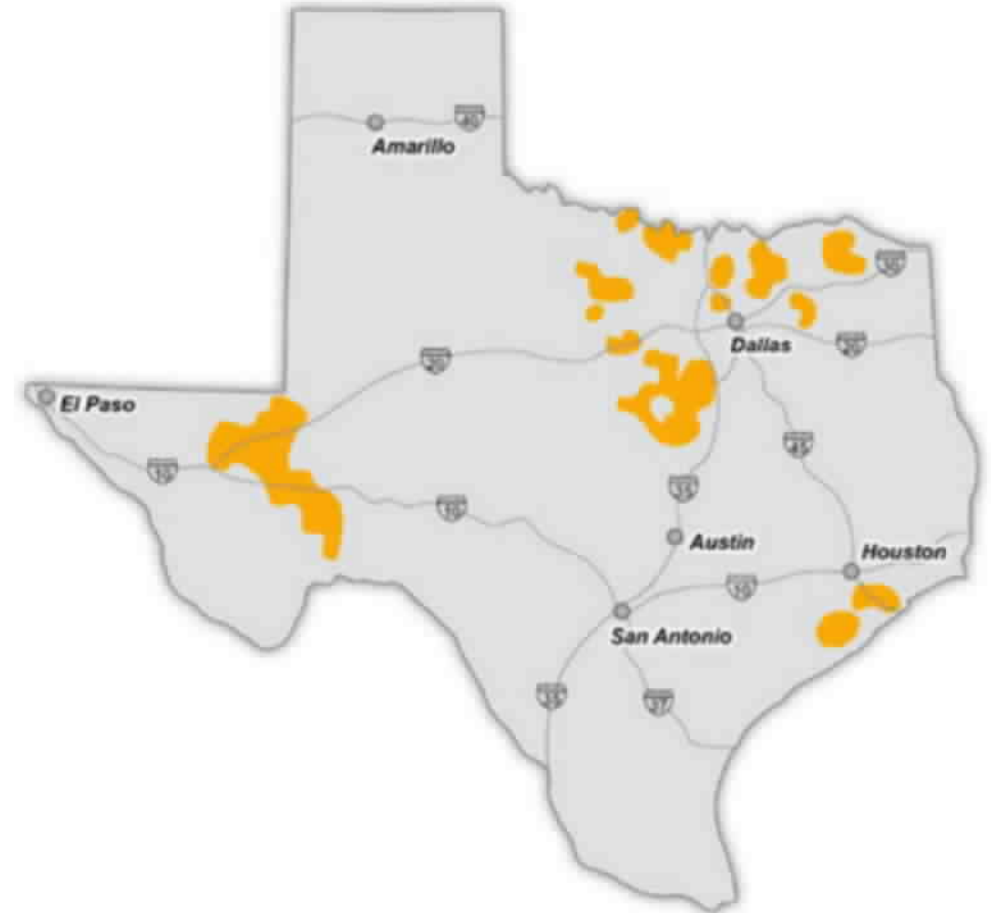


COMMERCIAL	RESIDENTIAL	LOW INCOME
COMPASS for Small Business MTP	High-Performance Homes MTP	Hard-to-Reach SOP
COMPASS for Schools/Government MTP	Residential SOP	Low-Income Weatherization
COMPASS for Large Commercial MTP	Residential Demand Response	
Winter Load Management		
Summer Load Management		

Contractor Engagement Challenges and Program Strategies as a Small Utility

Challenges

- ★ Noncontiguous service territory
- ★ Year-over-year participation
 - Res SOP - contractor turnover
 - LIW - under resourced agencies
 - Commercial - local service providers
- ★ Marketing and customer awareness



Contractor Engagement Challenges and Program Strategies as a Small Utility



Challenges

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Strategies

- ★ Program design
 - Incentive levels
 - Low cost/no cost measures
 - Contractor networks
- ★ Marketing and customer awareness
 - Third-party social media support
 - Community liaisons
 - Internal stakeholder education

