The Other Guys

Trends and Challenges for Gas Efficiency Programs

George M. Chapman
Senior Program Manager
February 2016
Phoenix, Arizona
Program administrators formed CEE

- To reach **binational markets**
- **Accelerate market uptake** of efficient products and services
- Which achieves **lasting public benefit** of energy efficiency
CEE Today

• CEE brings together 100 program administrators serving all or part of 45 states and 7 provinces

• CEE program model was recognized by the EPA with the 2009 Climate Protection Award

• CEE is a member-driven nonprofit, governed by a Board of Directors from member organizations
Approach to the Residential HVAC market before CEE

- Efficiency Program
- Manufacturers (AHRI)
- Distributors (HARDI)
- Contractors (ACCA)
- Technician Certification Bodies (NATE & BPI)

....
Results in more efficient products available and installed correctly

Efficiency Program
Efficiency Program
Efficiency Program
Efficiency Program

Initiative
Tiers
Energy Star®

Manufacturers (AHRI)
Distributors (HARDI)
Contractors (ACCA)
Technician Certification Bodies (NATE & BPI)

Results
Product Availability
HVAC Directory
Quality Installation Spec
Verification Protocols
ENERGY STAR® Quality Installation Program
Challenges Facing Gas Programs

Program Budgets (In Billions)

- Gas
- Electric

- 2008
- 2009
- 2010
- 2011
- 2012
- 2013
- 2030

$0
$5
$10
$15
$20
$25

2008 2009 2010 2011 2012 2013 2030
How Gas Program Administrators Feel
Gas Program Response – Broadening the Portfolio

▸ Savings through systems-based approaches
  • Such as boiler and steam systems
    – Interactive effects, sequencing, controls
  • Quality installation, operations, and maintenance
  • Strategic Energy Management

▸ Continued exploration of additional end uses
  • Such as agriculture uses or hearth products
Gas Program Response – Evaluating Emerging Opportunities

- Identifying and evaluating emerging technologies
  - Combination heat and hot water systems
  - Gas heat pumps
  - Condensing gas PACs

- Identifying and evaluating gas savings opportunities in disruptive technologies
  - Integrated Demand Side Management
  - Connected gas
Gas Program Response – Evaluating Program Development Opportunities

Exploring gas savings wherever they reside
- Cross-utility partnerships
- The energy-water nexus

Exploring marketing and customer engagement strategies
- Marketing to hard to engage customers
- Distribution channel program models
- Contractor and installer relationships and promotion strategies
Contact

George M. Chapman
Senior Program Manager
617-337-9262
gchapman@cee1.org