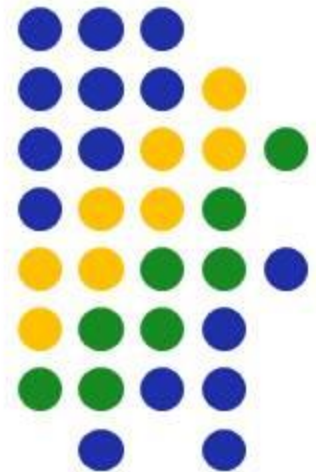


The Other Guys

Trends and Challenges for Gas Efficiency Programs

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

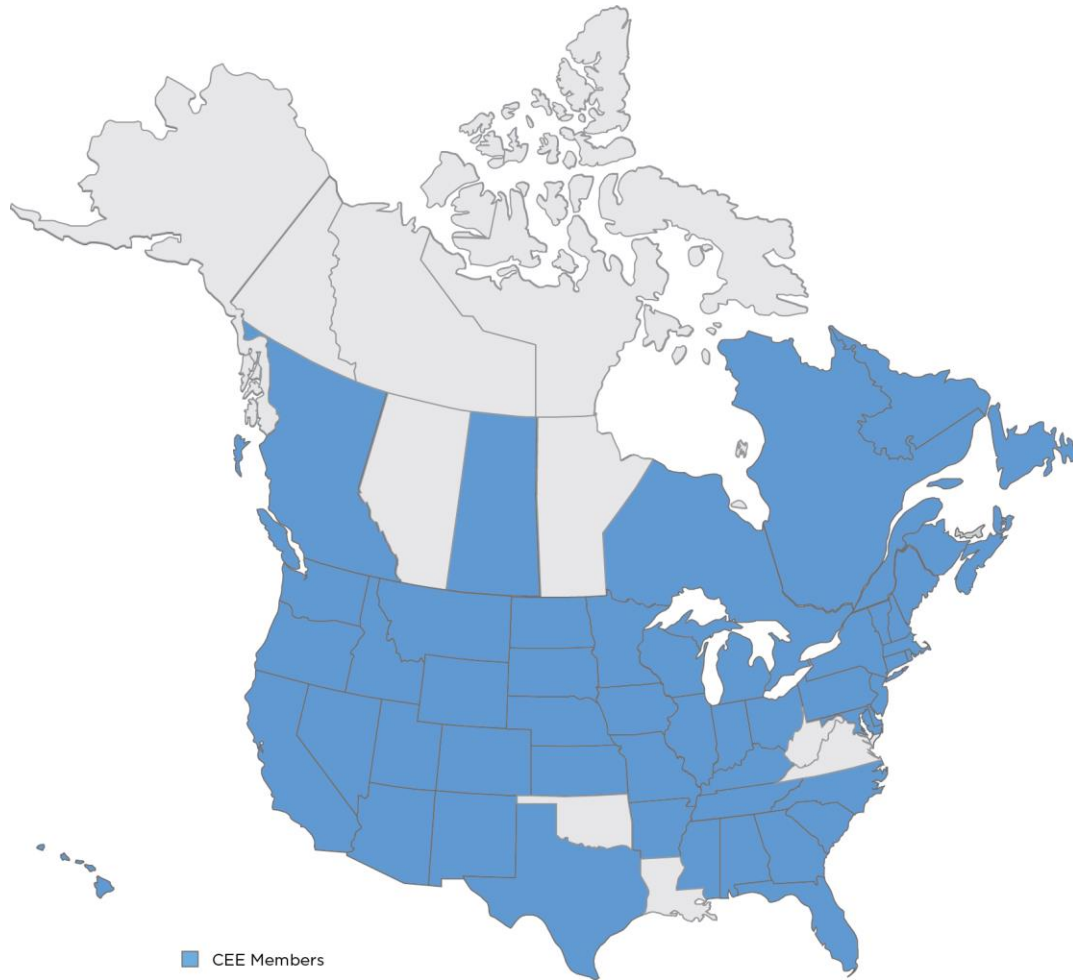



Program administrators formed CEE

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

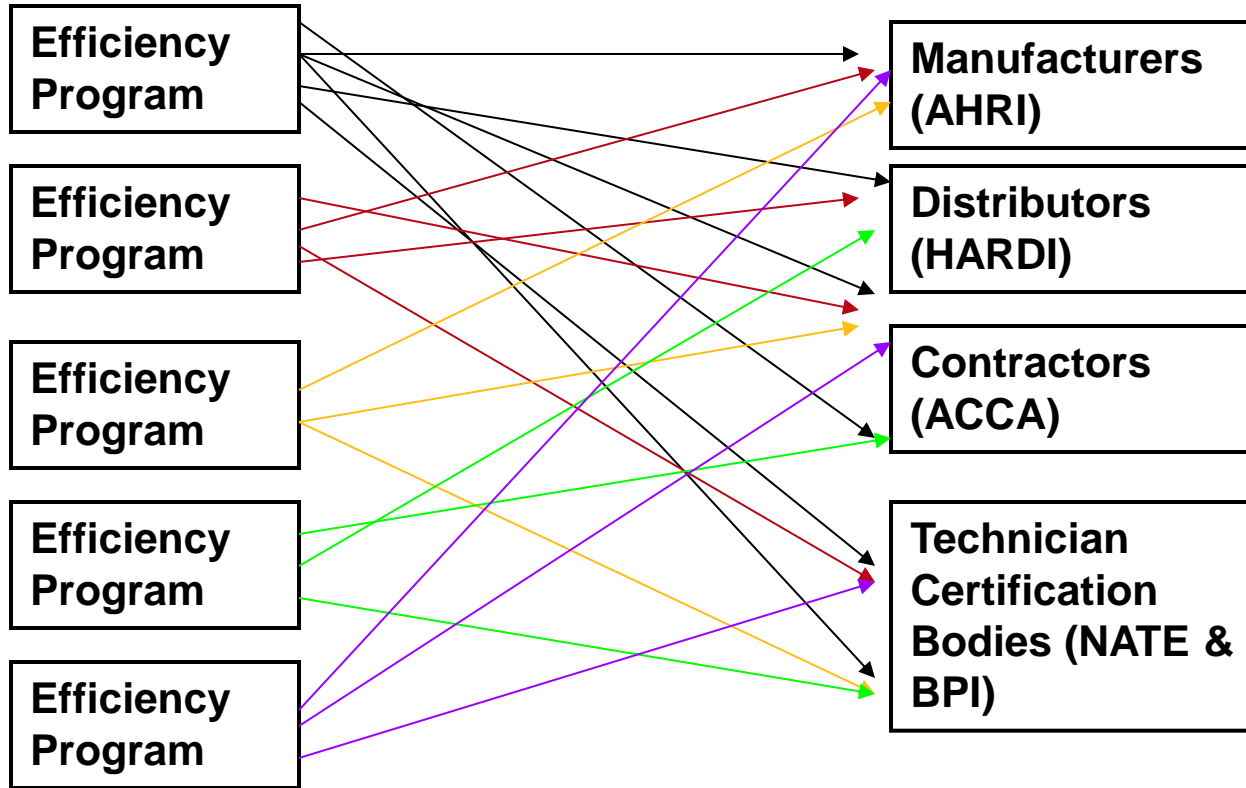


CEE Today



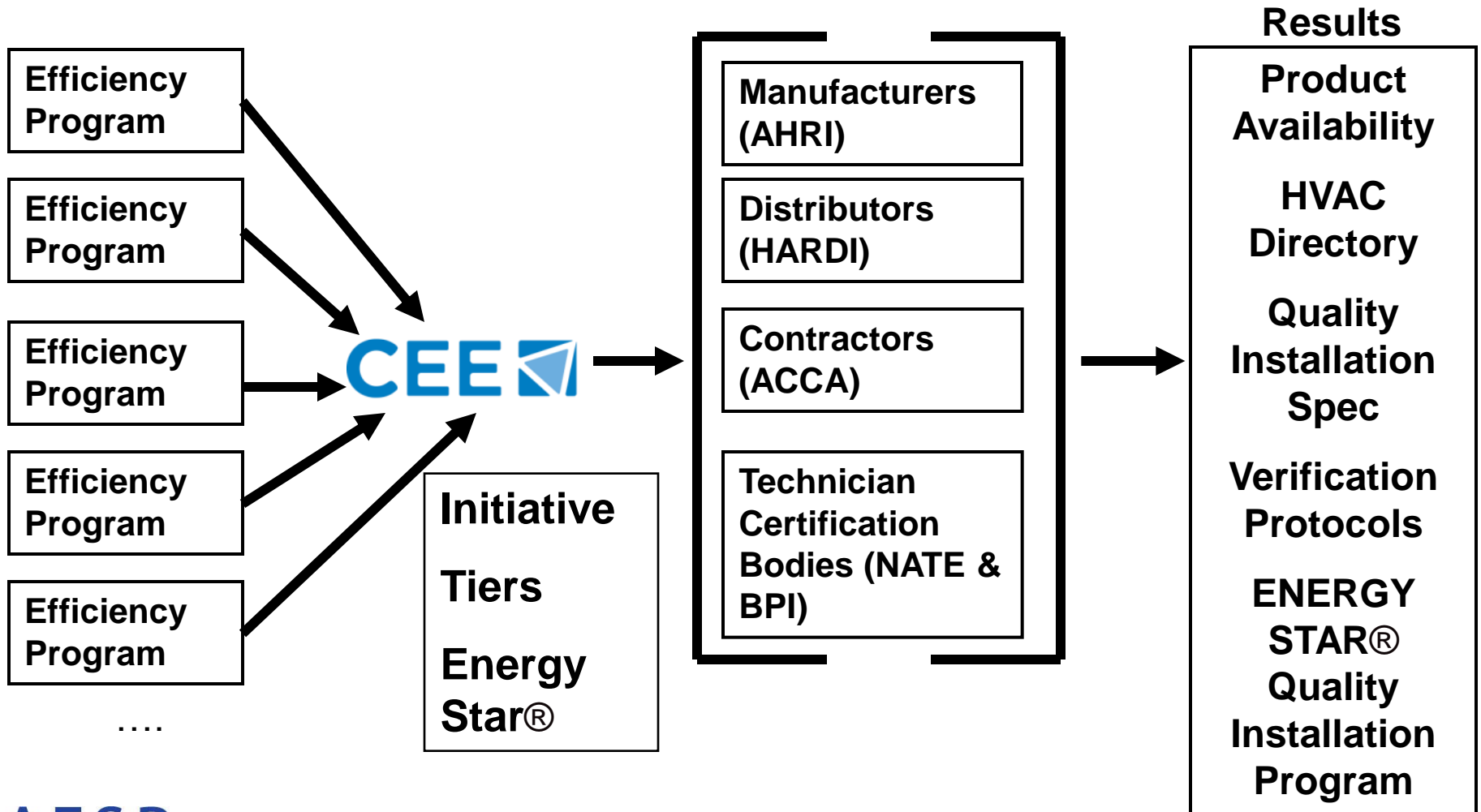
- CEE brings together 100 program administrators serving all or part of 45 states and 7 provinces
- CEE program model was recognized by the EPA with the 2009 Climate Protection Award 
- CEE is a member-driven nonprofit, governed by a Board of Directors from member organizations

Approach to the Residential HVAC market before CEE

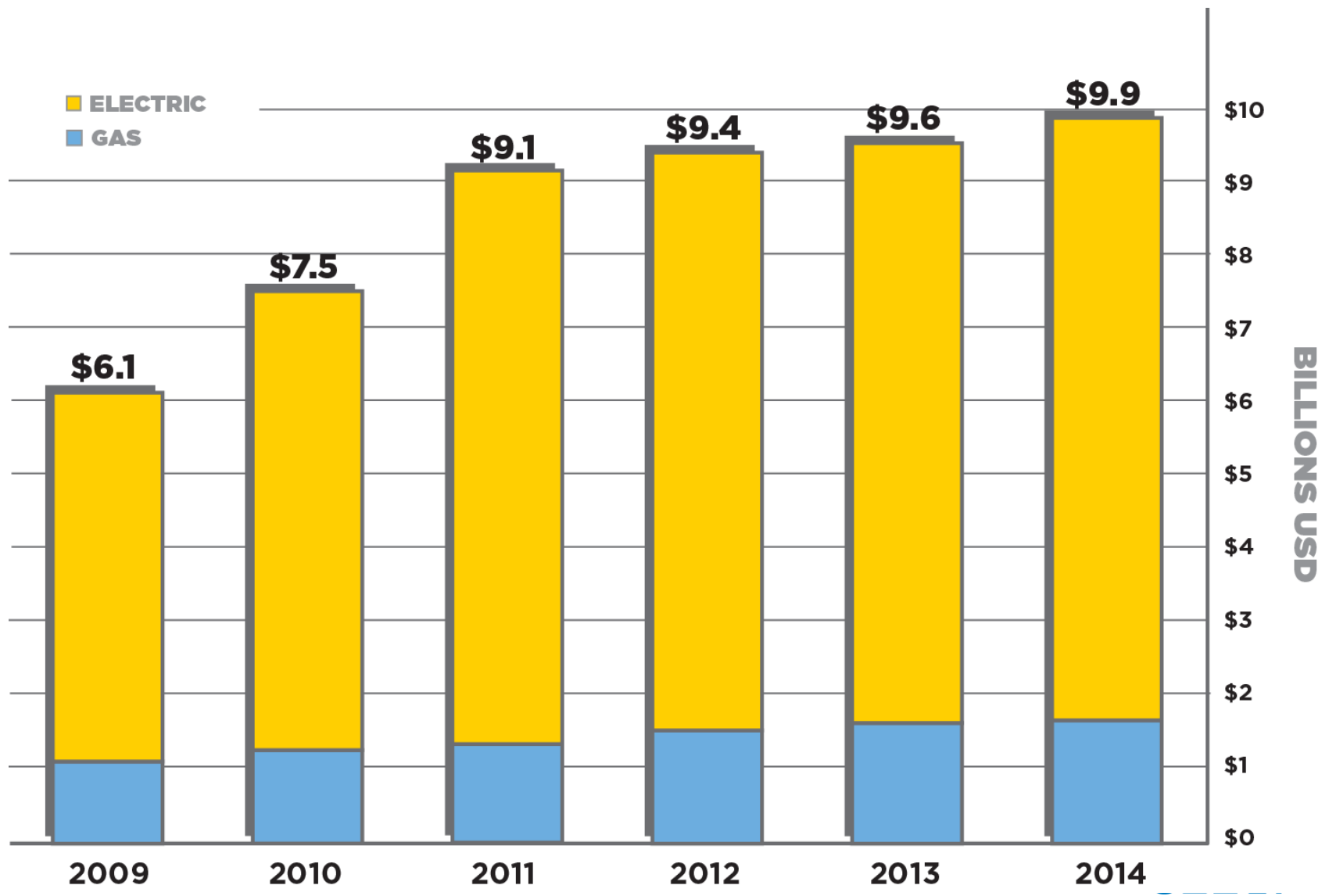


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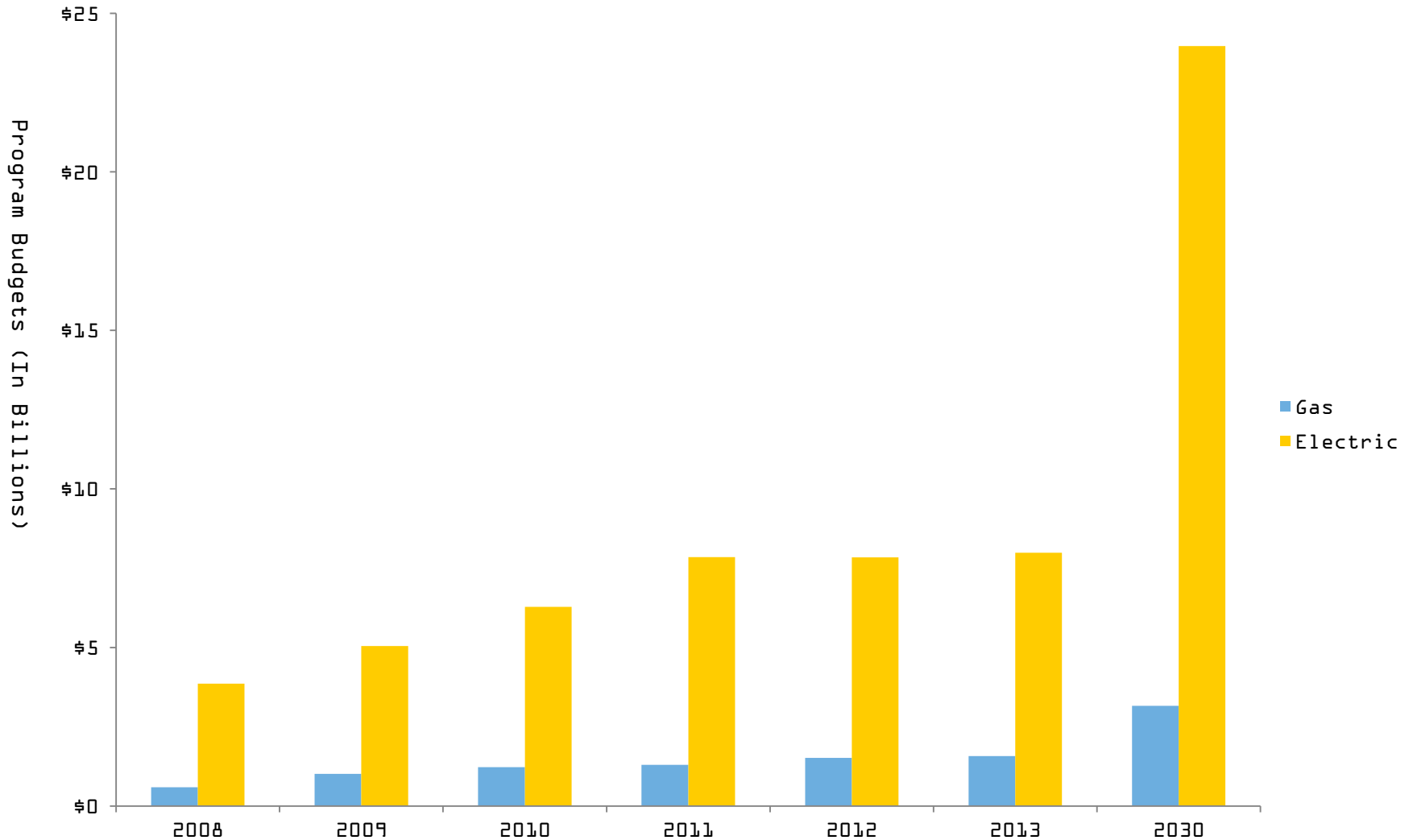
Results in more efficient products available and installed correctly



CEE 2014 Annual Industry Report



Challenges Facing Gas Programs



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



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