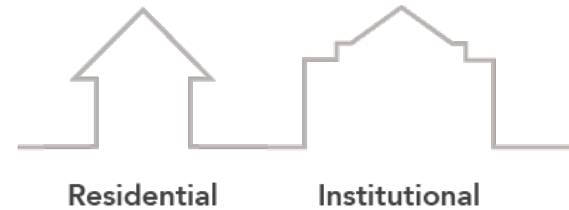
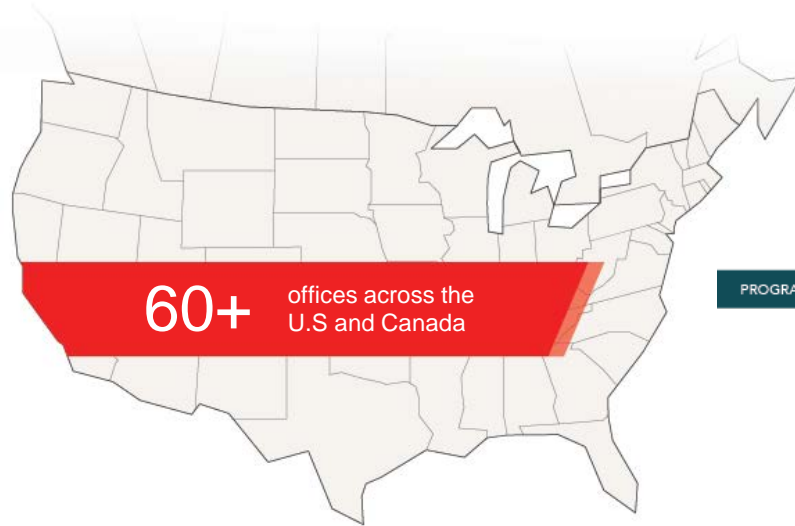


# Third-Party Programs

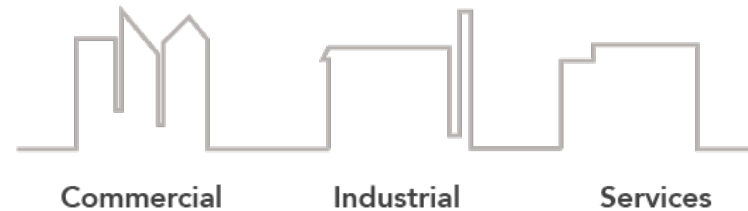
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Paul Kylo

# CLEAResult helps utilities, businesses and individuals define and achieve energy efficiency goals





PROGRAM FILING • PLANNING & DESIGN • IMPLEMENTATION • MEASUREMENT & EVALUATION • PILOTS




 **2,700+**  
current employees

**30,000+**  
contractor partners

 **500M+**  
Incentives processed  
annually

 **900+**  
active programs

**10M+**  
calls handled annually

 **4,000+**  
GWh saved annually

**65M+**  
Therms saved  
annually

# What We're Doing

- Equipment Replacement
  - Upstream/Midstream
    - Focused on distributor and/or manufacturers
    - Provides incentives to stock and sell high-efficiency equipment
  - Downstream
    - Provide customers a rebate to replace existing equipment with high-efficiency equipment
- Equipment Installation
  - Contractor incentives for installation of equipment per industry standards (e.g. ACCA 5)
- Equipment Maintenance
  - Incentives for performing inspection and maintenance tasks included in ASHRAE Standard 180
  - Additional incentives for retrofit items such as digital economizers, VFDs, DCV, etc.

# What Works

- Holistic program that addresses all aspects of equipment life cycle
- “Plug and play” incentives that enable contractors/customers to participate in ways that make sense for them
- Common standards that allow consistent evaluation of results
- Positive distributor engagement

# What Doesn't Work

- Inconsistent deployment across California
  - Measures, processes and systems
- Lack of program longevity, consistency, and commitment
  - Impacts product stocking and company staffing decisions
- Need for distributors to collect and validate customer installation addresses
  - Attribution and double dipping
- Limited contractor participation
  - Stringent program requirements; upfront tool purchases
- Code enforcement
  - Who is responsible?
- Market cannibalization
  - Multiple program interventions targeting the same “customer”
- Lack of clarity about who gets the rebate/incentive
- Program influence
  - Are programs having an impact?