Third-Party Programs

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

- 60+ offices across the U.S and Canada
- 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?