



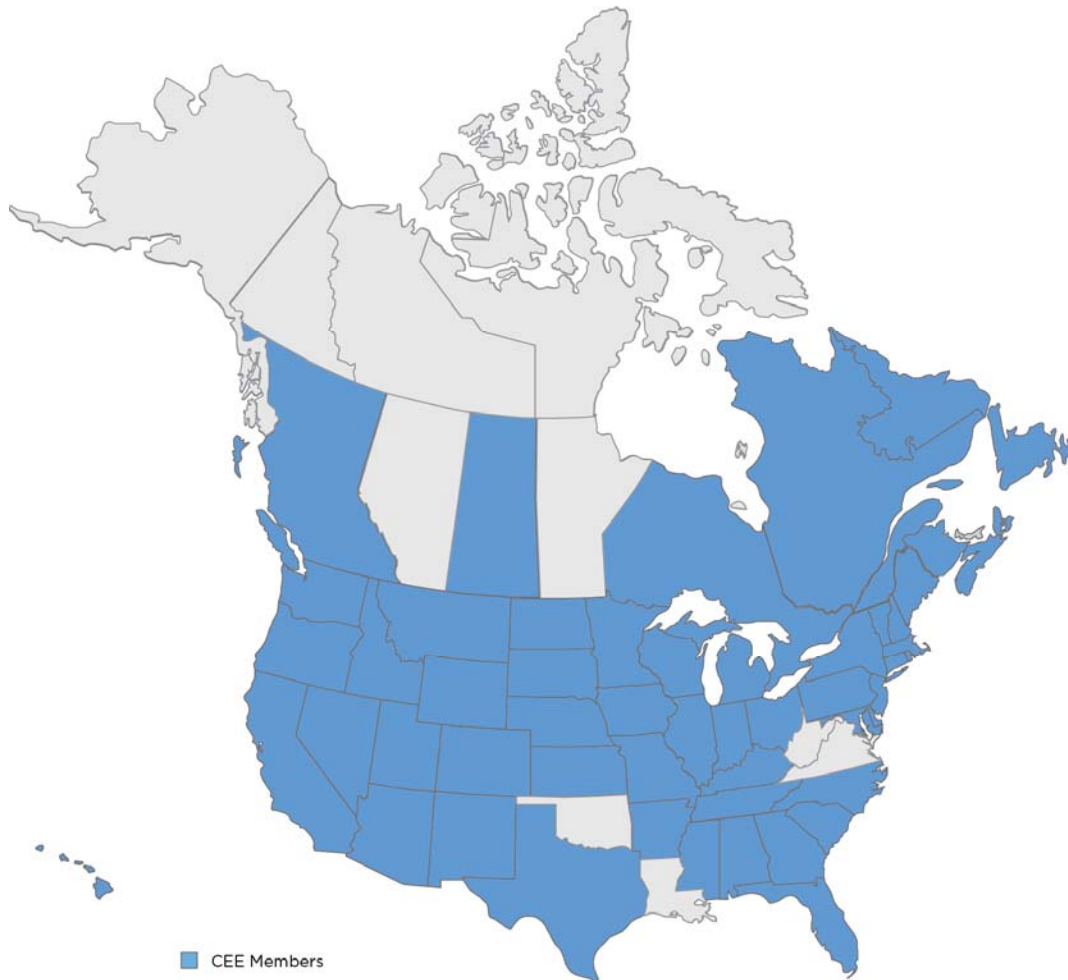
Consortium for Energy Efficiency


ACEEE Plenary Session

George M. Chapman
Senior Program Manager
February 22, 2016
ACEEE Hot Water Forum

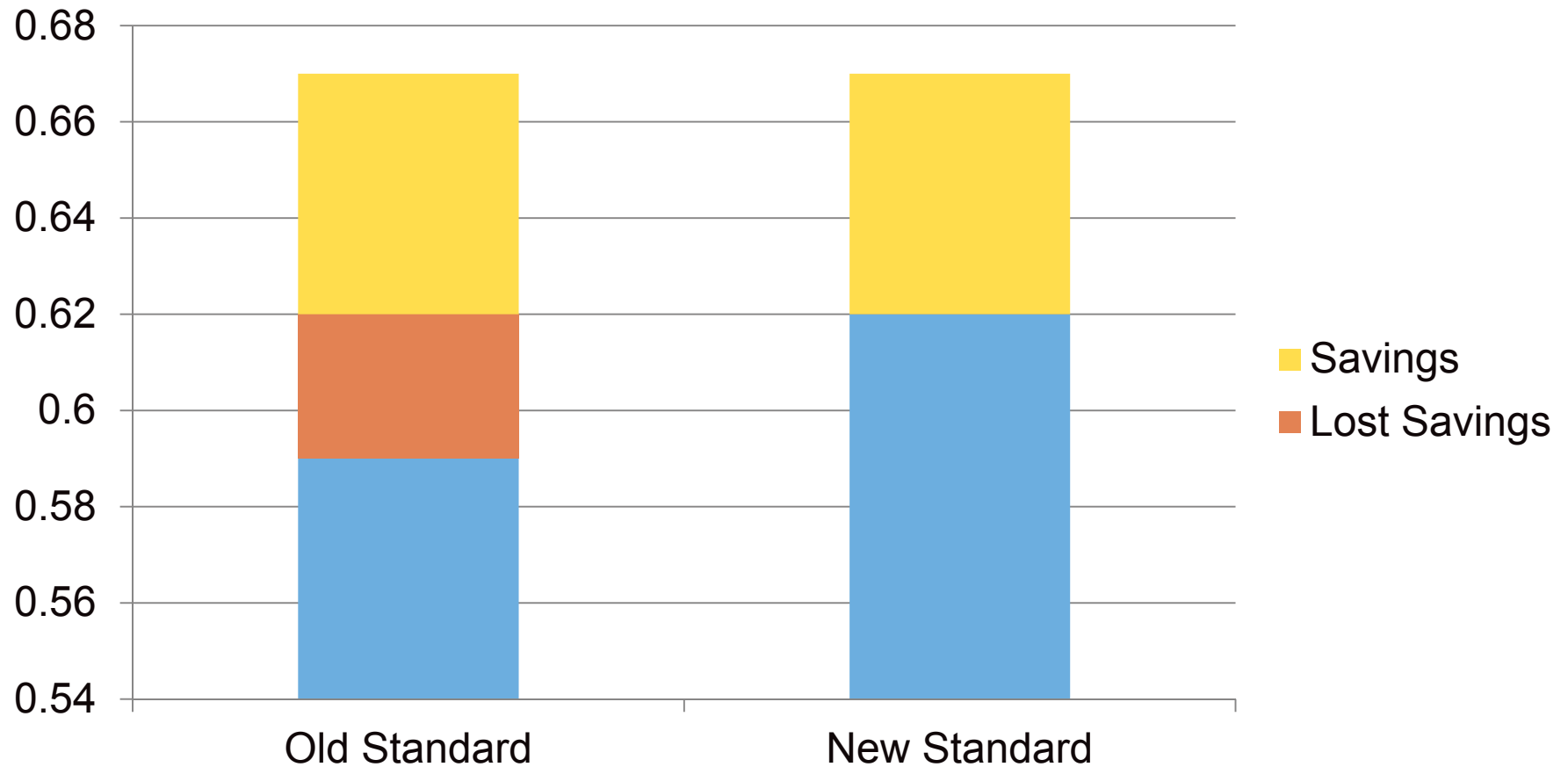


CEE Today



- ▶ 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

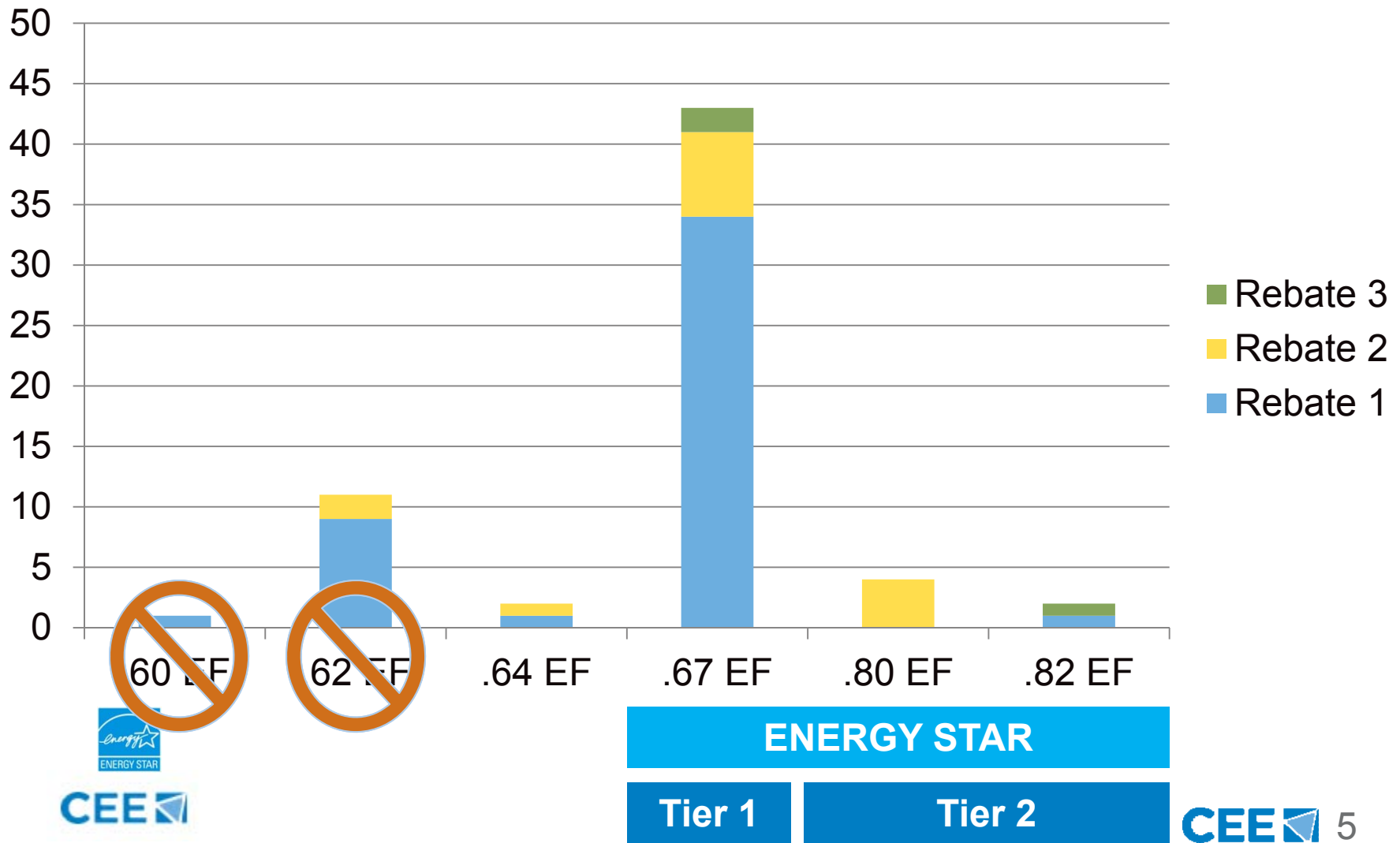
Rising Baselines = Decreased Savings



Decreased Savings = Challenging Cost Effectiveness

$$\frac{B}{C} > 1 \quad \rightarrow \quad \frac{B - n}{C} > 1$$

Federal Changes Also Require Program Changes



Program Changes Require Changes to Marketing Materials



UIL HOLDINGS COMPANIES

Water Heating*

Equipment Type	Fuel Type	Qualification Criteria	Incentive Amount*
Heat Pump Water Heater	Electric	ENERGY STAR with COP of 2.0 or greater	\$400 instant discount at participating distributors (\$300 instant and \$100 mail-in at retailers)
Condensing Storage	Natural Gas Only	ENERGY STAR with TE of 0.95 or greater	\$300 instant discount at participating equipment distributors
Tankless On-Demand	Natural Gas Only	ENERGY STAR with 0.94 EF or greater	\$300 instant discount at participating equipment distributors

* Visit www.EnergizeCT.com/hpwh or www.EnergizeCT.com/gaswaterheating for more info and a listing of participating equipment distributors.

Incentives subject to change at any time.

SCG and CNG Residential Gas Conversion Rebates

Visit www.socongas.com or www.cngcorp.com and click on "convert to gas" for more information. Rebate form provided by Gas Sales Representative.

Residential Financing Options

AFC First Heating Loan Information: www.EnergizeCT.com/heatingloan or call (855) 803-3090

CHIF Home Energy Solutions Loan: <http://www.chif.org/page/borrower-information-and-application> or call (860) 233-5165

Smart-E Loan through The Green Bank: www.EnergizeCT.com/smarte or email smarte@ctcleanenergy.com

Commercial Incentives:

~Upstream instant discounts available at participating equipment distributors for ductless heat pumps and cooling systems, gas water heaters, and gas space heating equipment. Talk to your distributor or call Jim Zanvettor at UI for more information: 203-499-3672

~Financing Options for Commercial Projects: <http://www.energizect.com/businesses/solutions/financing>

GENERAL ENERGY EFFICIENCY AND CLEAN ENERGY QUESTIONS: Call 1-877-WISE-USE (947-3873)

Or visit www.EnergizeCT.com

Program Changes Also Require Education and Outreach

Big Changes for Residential Water Heaters

What Every Contractor Needs to Know

NAECA
April 16
2015

Water heaters are changing. Minimum standards are rising to cut energy waste and save customers money.

Like other code changes, contractors need to be ready to keep their business moving forward.

What is Happening?

Product lines are shifting to improve energy efficiency. This means water heaters will feature new technology or better insulation as manufacturers implement new standards under the National Appliance Energy Conservation Act (NAECA) in April 2015.

New Minimum Standards	40 gallon	50 gallon	60 gallon	75 gallon
Gas Storage Models	0.62 EF	0.60 EF	0.75 EF	0.74 EF
Electric Storage Models	0.95 EF	0.95 EF	1.99 EF	1.97 EF

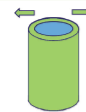
What Does This Mean for Installers?

- Larger, heavier units may be less maneuverable during installation.
- Tight spaces without room to install a larger replacement water heater might mean choosing a new location, installing a smaller capacity storage model, or installing a tankless unit.
- Installers need to be familiar with condensing and heat pump equipment, including venting and condensate requirements.
- New opportunities will arise to sell premium equipment.
- Training for all employees will be essential. Look to efficiency programs, trade associations, and manufacturer reps for classes.

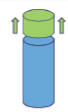


Visit www.eswaterheaters.com to get ready

Storage Water Heaters Will Get Larger



Thicker insulation will make storage tanks one to three inches wider and taller.



Heat pump water heaters are taller than basic models. Most are five to seven feet tall.

Water Heaters Over 55 Gallons Will Use Gas Condensing or Electric Heat Pump Technology



Gas condensing units extract extra heat from exhaust gases.



Heat pump models concentrate heat from the surrounding air in the storage tank.

What About Tankless Water Heaters?

Most instantaneous water heaters on the market already meet new energy efficiency standards. Few existing products will be affected.

How Will These Changes Impact My Business?

New models often mean higher-margin installations and long-term energy savings for your customers. Contractors will need to explain product changes to customers. Heat pumps and condensing equipment mean fewer DIY installations by homeowners.

Will ENERGY STAR® Water Heaters Change?

ENERGY STAR® qualified water heaters will continue to offer superior energy savings and reliability. Gas, electric, and solar models must meet strict performance criteria to earn ENERGY STAR® recognition.

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Uncertainty Surrounding These Changes Impacts Planning



Contact



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