



CLEAResult[®]

Driving Investment in Energy Efficiency Through Standardization

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EXCEPTIONAL DELIVERY

 **4,500+**
GWH SAVED ANNUALLY

 **54M+**
THERMS SAVED ANNUALLY

30,000+
CONTRACTOR
PARTNERS



SUPPORTIVE

60+ OFFICES
ACROSS US AND CANADA

MEASURABLE RESULTS

480K+ 
REBATES
PROCESSED ANNUALLY

SECURE

 **\$320M+**
INCENTIVES
PROCESSED
ANNUALLY

 **800+**
ACTIVE
PROGRAMS



SOPHISTICATED

 **8M+**
CALLS HANDLED
ANNUALLY

2,500+
CURRENT EMPLOYEES



What is stimulating change?

Challenges

- Public & regulatory policy dynamics
- Business models being challenged
- Flat unit sales – almost no new load
- Same or higher costs distributed over fewer ratepayers
- Reliability and resiliency concerns
- Lack of system integration; energy efficiency is not time or location specific
- Systems benefits charges not sufficient to meet new targets, policy objectives
- DERs and centralized generation in opposition in current regulatory models

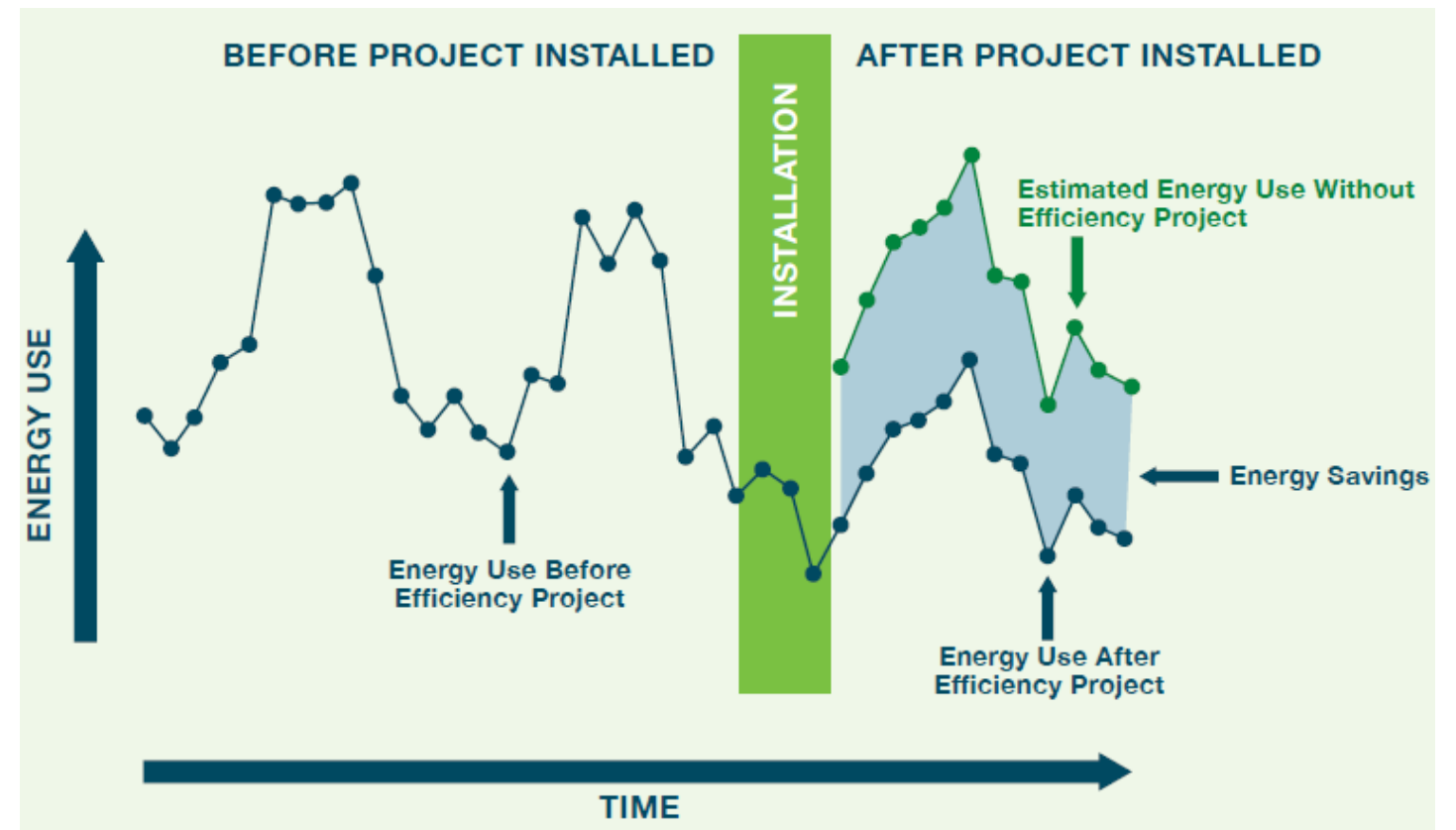
Opportunities

- Enabling innovative technologies now available
- Treat energy efficiency as capacity
- Use efficiency and DR to replace infrastructure investments
- Create new revenue streams through energy services to customers
- Align business, environmental and economic objectives
- Generate cash flows for investors
- Allow energy efficiency to truly compete alongside other DERs in a marketplace

Metered EE as a Vehicle to Stimulate Solutions

Savings Methodologies

Deemed Savings: Technical Resource Manual	IPMVP Option A: Isolation Retrofit; stipulated savings
IPMVP Option C: (or other) Normalized Whole Building Estimation	IPMVP Option D: Calibrated Computer Simulation
IPMVP Option B: Isolation Retrofit, All parameters measured	Randomized Control Trial e.g. Behavior



State and Local Energy efficiency Action Network. 2012. *Energy Efficiency Program Impact Evaluation Guide*. Prepared by Steven R. Schiller, Schiller Consulting, Inc., www.seeac.on.energy.gov.

The Current vs. Future Model of Procuring EE

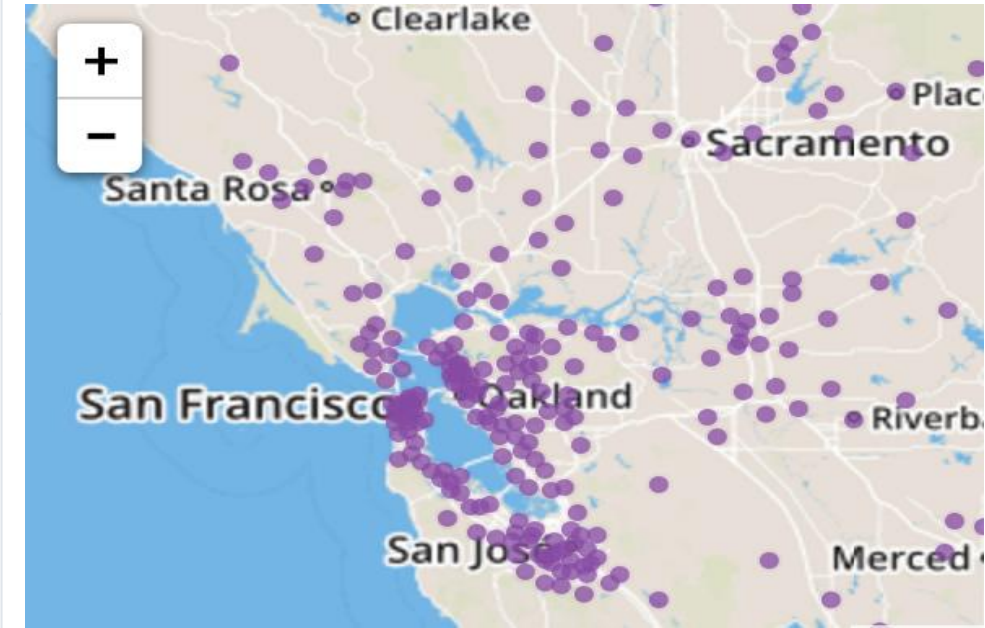
Current Model



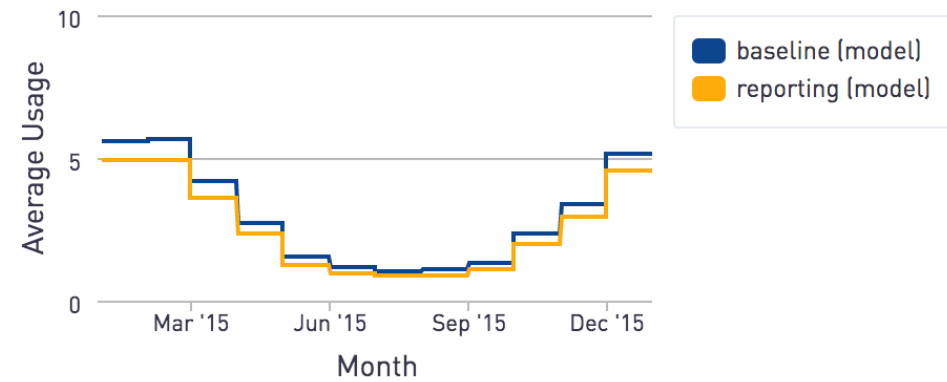
New Model



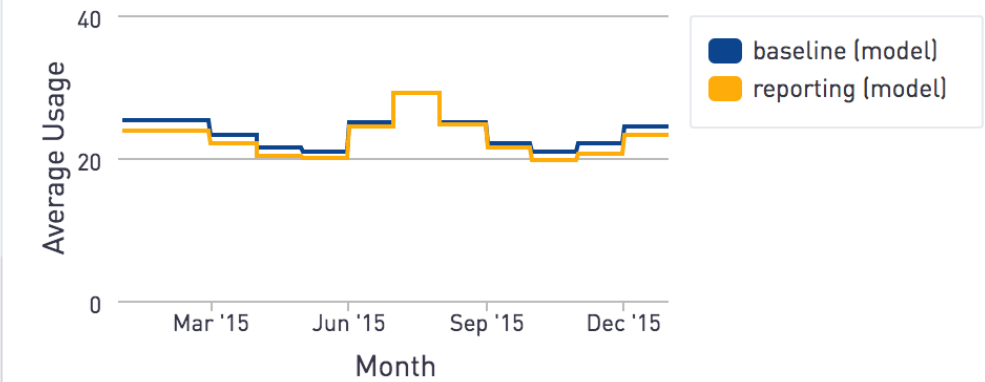
Open Source Real-time Metered Efficiency



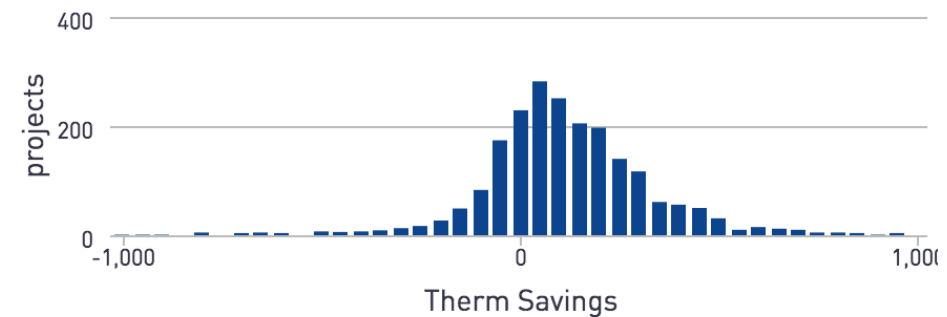
Natural Gas Savings [Average Normal Year]



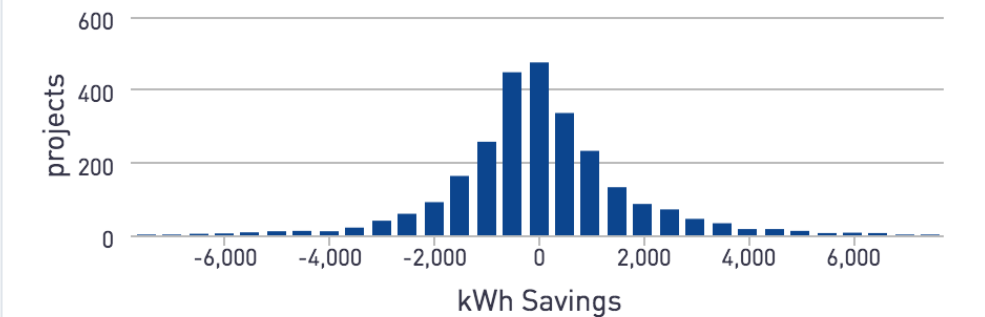
Electricity Savings (Average Normal Year)



Therms Savings Distribution

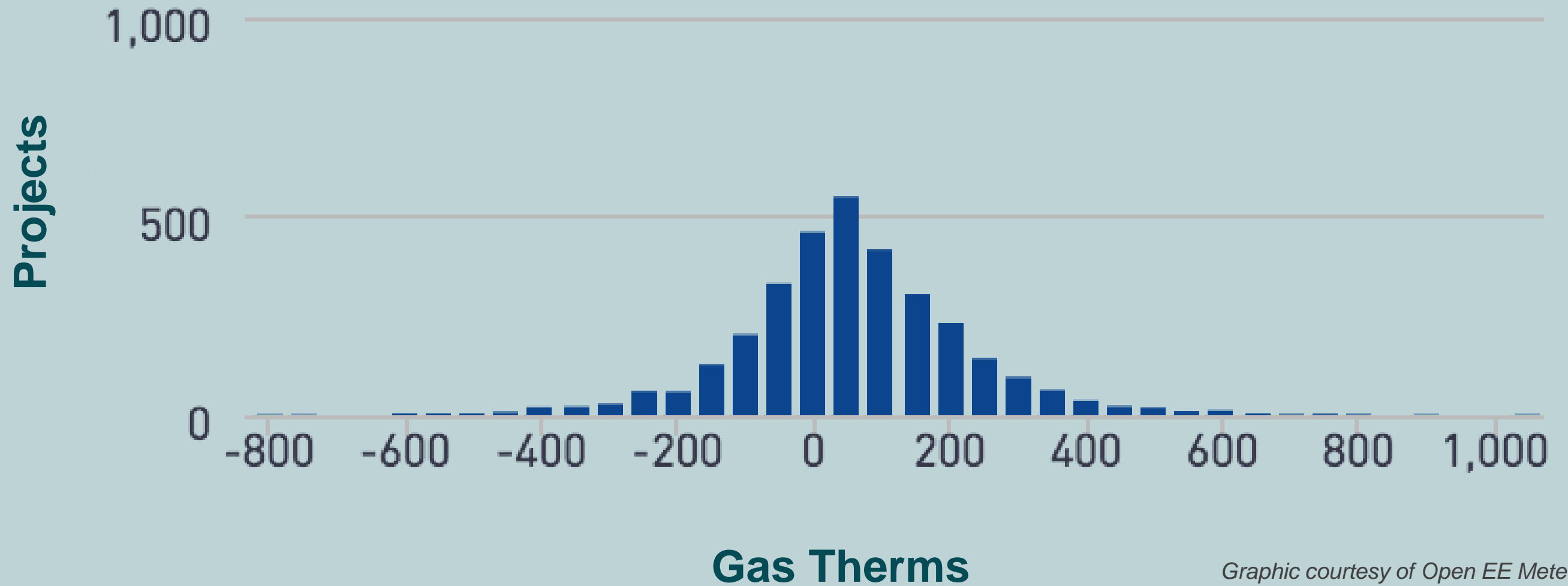


kWh Savings Distribution



open source
initiative

Efficiency is Manageable as a Portfolio



Graphic courtesy of Open EE Meter

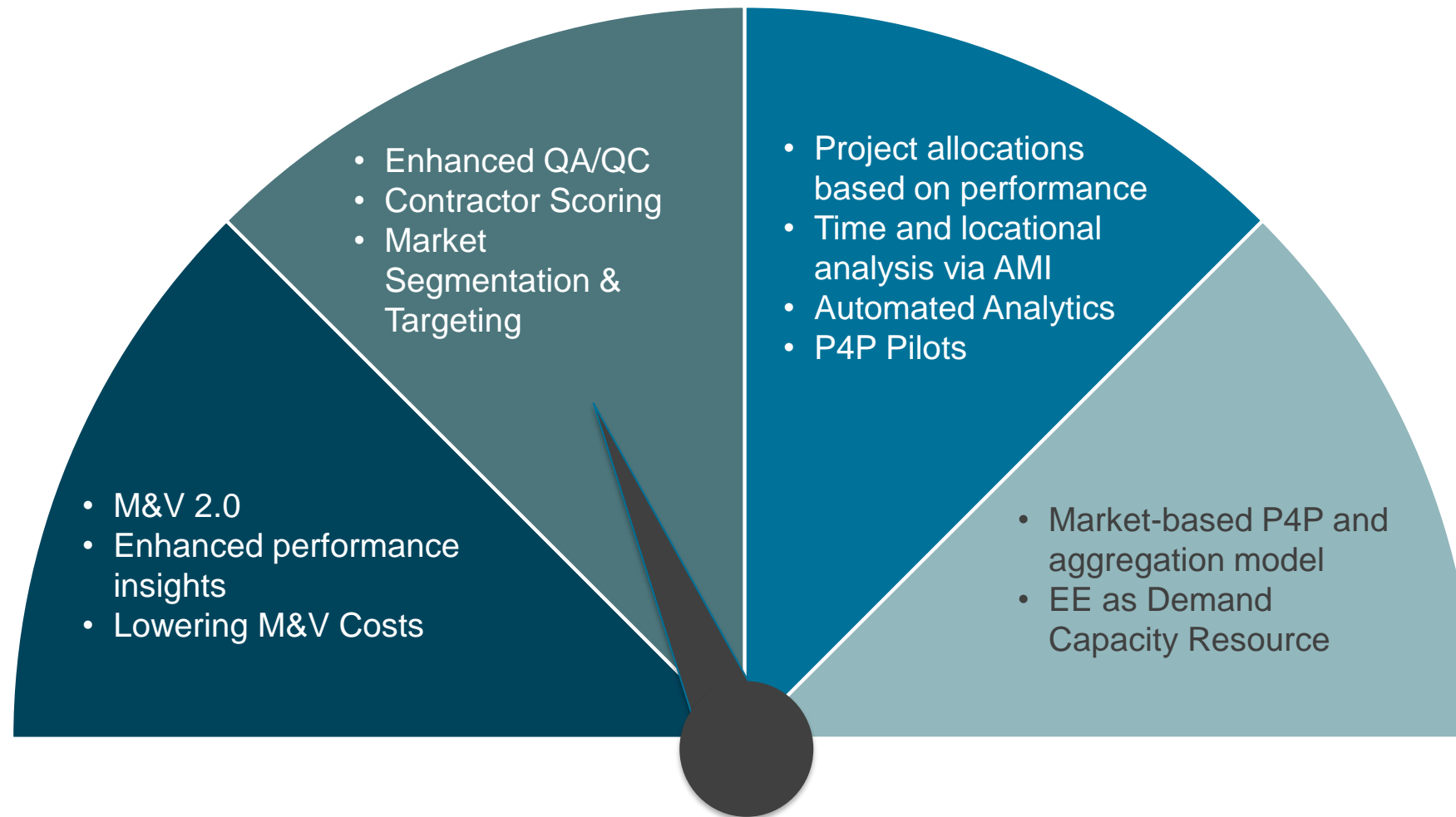
What is Pay-for-Performance (P4P)?

- Finance, capital, operational, and behavioral interventions occur
- Measures outcomes in real-time
- Competition among aggregation firms to provide resources
- Aggregate energy savings and sell to load serving entity

Why would IOU favor P4P?

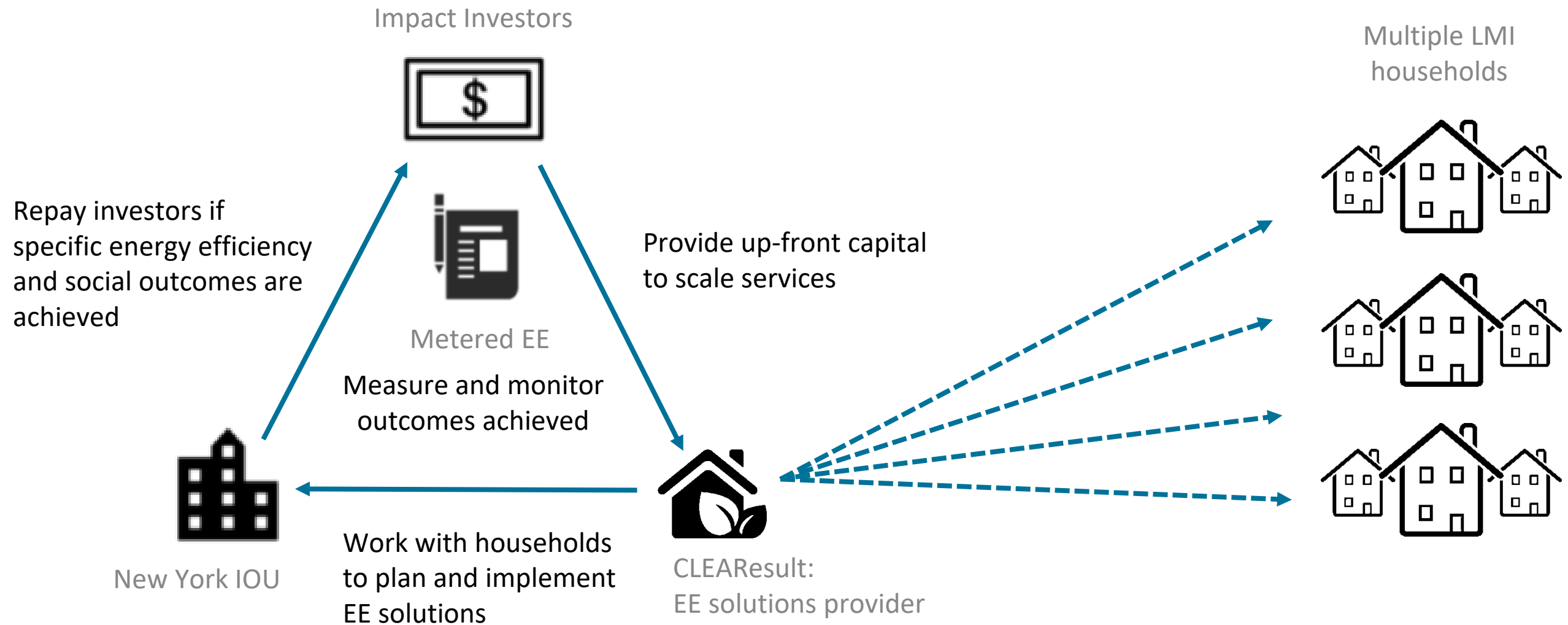
- Eliminates rate payer risks / realization rate short-falls
- Competition will drive down costs of procuring efficiency
- Appropriately designed programs will encourage additional 3rd party investment
- Cash flow benefits – EE/SBC funds can be allocated to market development activities while P4P is reimbursed over longer horizon

Spectrum of Metered EE Based Intervention – Driven by Market Readiness:



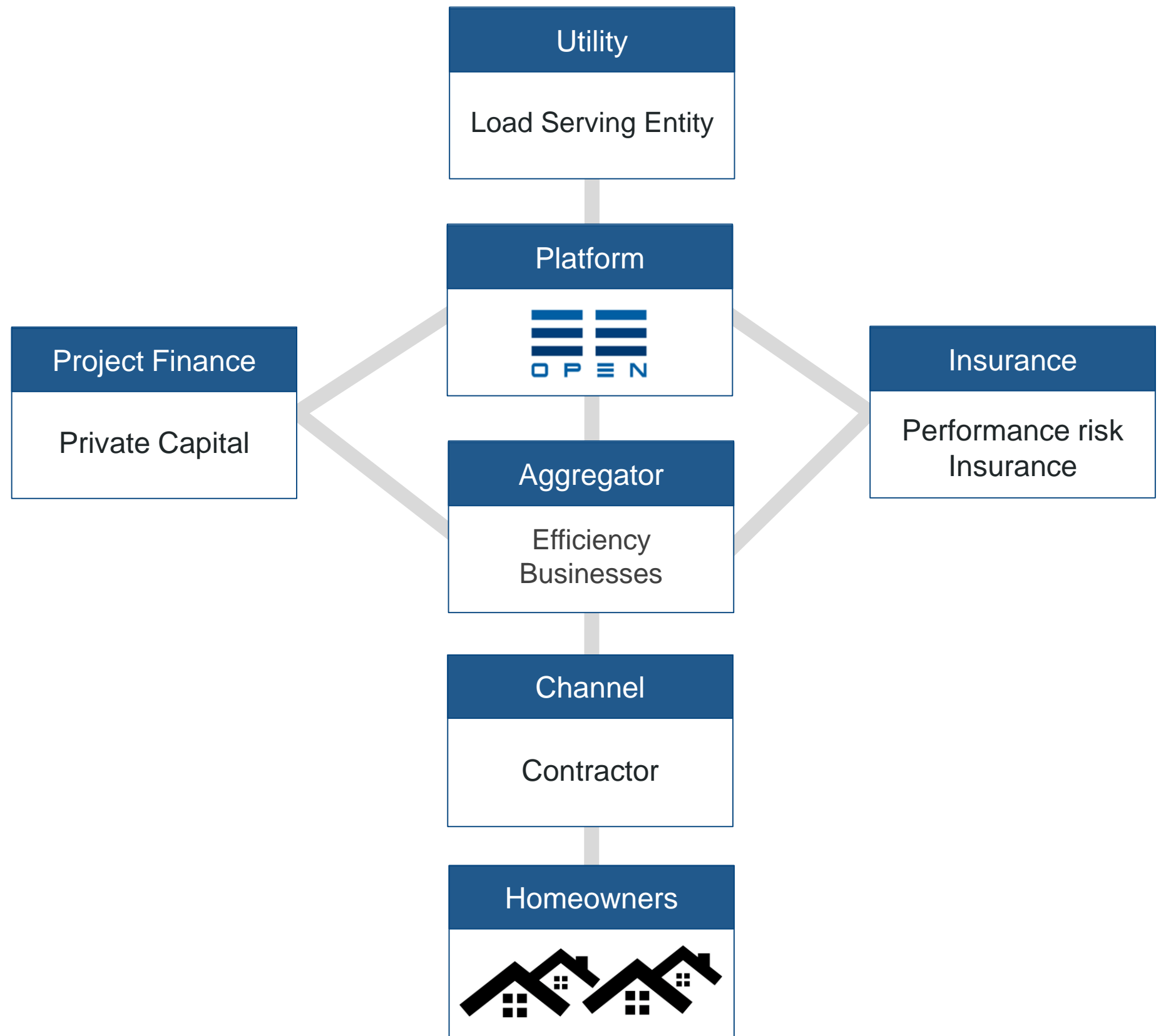
Example of P4P Project in Development

A Pay For Success (P4S) approach will de-risk the project by raising the upfront capital from impact investors



Graphic created by CLEARResult and Quantified Ventures

Pay-for-Performance Deal Structure and Financing



Slide courtesy of Open EE

Graphic created by CLEAResult and Open EE

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Thank you