



MEEA Workshop

1/27/21



- Emerging Technology
- Education
- Market Conditioning

Looking at Gas Heat Pumps



Energy Efficiency Programs



Gas Heat Pump Technology will significantly advance the HVAC and Water Heating Product Offerings in our Residential Portfolio



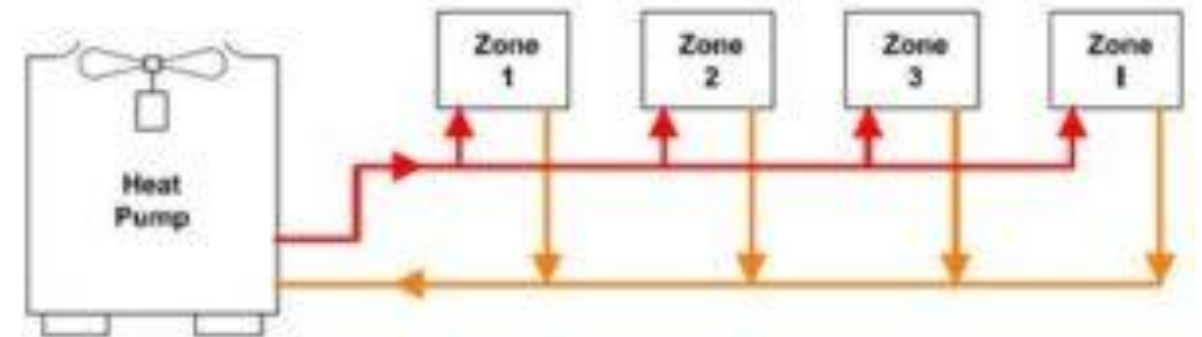
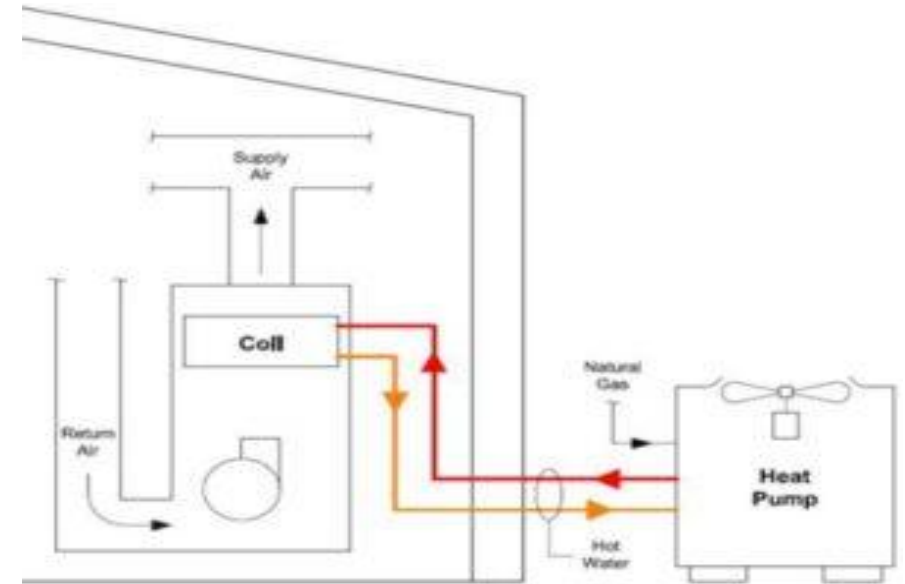
Our focus:

Market
Conditioning
Program
Structure

Natural Gas Heat Pumps

Forced Air or Hydronic Systems

- Moves the needle for gas space heating efficiency





How

- Energy Efficiency Programs to our customers through our contractors
- Gas Heat Pump Technology moves the gas efficiency product offerings above 100% efficiency
- Market Conditioning will be our focus and strategy

Why

- The average customer uses 80 % of their total yearly therm consumption to heat their home.
- Using Thermal Heat Pumps could reduce residential customers heating usage by up to 40%
- Associated GHG savings would be greater than moving to an EHP in many service territories



- Internal

- Initiate creative program design to help launch this new product category
 - ❖ Adopt a Measure Tier 3 for products above 97% and prepare for the advanced Tier
 - ❖ On Bill Repayment and access to programs for LMI communities
- Installer Training and Support
 - ❖ Work with and support local tradespeople to be prepared for product launch

- External

- Membership in the North American Gas Heat Pump Collaborative
- Public Utility Commission education and awareness
- Carbon Reduction Education
- Working with GTI to understand and inform best in class products and best practices for install
- Working with others – CEE, AGA, ESC, ACEE, AHRI



- Designate performance achieved by gas heat pumps
- A Crucial First Step in Aligning the Market
- Helps to define and capture the superior performance of this new product category

Gas-Fired Forced Hot Air Specification

Level	AFUE*
CEE Tier 1	≥ 92%
CEE Tier 2	≥ 95%
CEE Tier 3	≥ 97%

Level	AFUE**
Advanced Tier	≥ 120%

Gas-Fired Boiler (Hydronic) Specification

Level	AFUE*	Other Requirements
CEE Tier 1	≥ 90%	Thermal Load Management [^]
CEE Tier 2	≥ 95%	

Level	AFUE**	Other Requirements
Advanced Tier	≥ 120%	Thermal Load Management [^]

****ANSI Z21.40.4**



- Educate the C Suite for all Possible Market Strategies
- Allocate and socialize a long-term budget
- Local data and information for market potential
- Education and more Education
- Provide Exceptional Customer Service

- Engage OEM's and the full supply and distribution chain, Distributors, Retailers, Installers
- Push for greater efficiencies while maintaining product safety and quality
- Continue to Support Decarbonization Strategies
- Scale of commitment drives lower price and cost