Source Upstream
Technology Trends and Opportunities for Upstream Programs

Luther Kopf
Energy Solutions, Director of Program Implementation
About Energy Solutions

Mission: Create large-scale energy and environmental impacts by leveraging market-based solutions.
Why Upstream could be important in your portfolio?

1. Increasing savings goals
2. Establish market relationships – short and long term
3. Access to valuable sales and device performance data
81% of buyers purchased what was recommended by distributor ††

††Source: California PUC NTG Study, September 2016.
Opportunities for Upstream Programs

- Upstream programs run in parallel with downstream programs
Opportunities for Upstream Programs

- Maintain customer touchpoints
  - Direct customer outreach
  - Service-based follow ups
Electric Technology Trends

- **Lighting**: IESA 2020 standard on lamps (8-20% of upstream lighting savings)
- **HVAC**: Increased saving through performance curves (250-400%), VRFs
- **Pumps**: Circulator pumps
- **Electrification**: Space heating, water heating, cooking, VRFs, EV infrastructure
Gas Technology Trends

Foodservice
Proven reliable gas savings, with excellent customer touchpoints

Water Heating
Tankless in multifamily and high-rise
Market Actor – Implementer alliance delivering upstream programs nationwide

Proven upstream experience.
Deep industry relationships.
Unparalleled access to data and technology.
Confidence and scalability.
## Source Upstream Program Benefits

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<thead>
<tr>
<th><strong>To Utilities</strong></th>
<th><strong>To Market</strong></th>
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<tbody>
<tr>
<td>1. Market-vetted program designs</td>
<td>1. Consistent data processes and requirements</td>
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<td>2. Pre-committed market actor participation</td>
<td>2. Formal input on program design</td>
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<td>3. Program impacts supported by market data</td>
<td>3. Confidently base business models around programs</td>
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<td>4. Steady influx of new technologies and measures</td>
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Thank You

Contact:
Luther Kopf
Energy Solutions
Director of Program Implementation
lkopf@energy-solution.com
(510) 482-4420 ext. 230
Potential Southwest Water Heater Programs

New Mexico Gas Company Service Territory

Therm Savings by Technology

Key Performance Indicators

Total Therm Savings: 551,615
Total Units: 473