



CLEARResult Consulting, Inc.

- Presenting: Glenn Garland, President
- CLEARResult designs and implements energy efficiency and renewable programs for utility organizations
 - Currently working for over 15 utilities in 8 states
 - Core senior consultants have over 130 years of combined experience
 - Helped launch EE programs in several states (TX, AR, LA, OK, NC)



EE Market Status

- Public and utility-funded EE program delivery is a multiple billion \$ industry.
- There are many Conservation Service Providers throughout the U.S.
- Programs are multiplying and expanding in many states
- Although there is high demand, the market is nevertheless competitive.



Program Management

- EDCs are in the best position to offer customer-focused programs quickly.
- EDCs should manage and administer programs that are designed and delivered by independent firms who have the most experience, capability, and capacity .



Effective Program Delivery

- Rapid deployment by national experts applying lessons learned in other states
- The flexibility to ramp up or down quickly as the market dictates
- Customized program delivery based on unique characteristics of each EDC service territory



Quick Start and Rapid Evolution

- PA should focus on starting pilot programs quickly based on successful models in other states (This model has proven successful in TX, OK, OR, AR, LA, NM ,etc.)
- The Pilot programs can then evolve to full programs in 2-3 years .



Ensuring Success

- A majority of jurisdictions have found that approaches are most successful when they are focused on specific customer types (Retail, Health Care, Schools, etc) in the Commercial Sector and,
- Technology focused programs or Solutions-based approaches in the Residential Sector.
 - Technology focused –(Residential Lighting and Appliances, Insulation and Infiltration improvements, HVAC, etc), or
 - Solutions Based – (Existing home whole-house improvements, residential new construction)