

# **Residential Whole House Breakout Session: Existing Homes**

June 12, 1:30 – 3:00 Eastern  
Boston, MA



**Working Together, Advancing Efficiency**

# Introduction

- Session Objectives
  - Understand context in which whole house programs operate
  - Determine interest in developing a national strategy that CEE members can use in programs
- Ground Rules
  - This is a broad topic!
  - Use parking lot to capture topics not directly related to today's discussion

# The Opportunity

- Programs need to deliver more savings
- Savings potential of end uses is decreasing
- New homes market is in a downturn
- Number of existing homes dwarfs new homes built annually
- Product manufacturers exploring efficiency in existing homes market

# The Challenges

- Whole house programs are hard!
  - Identifying customers who would benefit
  - Assessing savings opportunities
  - Supporting infrastructure that can deliver upgrades
  - Having contractors recommend “retail” products
  - Verifying that improvements were made and function as expected
- Limited availability of consumer credit to fund improvements

# Discussion Questions

- How important is capturing savings in existing homes for your program?
- What are the opportunities and challenges you see for existing homes efforts?
- How can we make progress in this area by working together at CEE?

# Continuing the Conversation

## Working Group – Summer

Develop a strawman

Form the agenda for meeting with industry

## CEE Industry Partner Meeting

October 15-16, New Orleans



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