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## **NASEO Annual Meeting**

# **Residential Program Design and Implementation Plenary Session**

**Thursday, October 13, 2022**

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**Franklin Energy, and ways 3rd party providers can assist states**

Lloyd Kass, VP Strategy & Market Development

[lkass@franklinenergy.com](mailto:lkass@franklinenergy.com) | 646.522.4070



# 2021 COMMUNITY IMPACT REVIEW

IN 2021:

WE DISTRIBUTED MORE THAN  
**\$168 MILLION**  
dollars in energy efficiency  
incentives to customers

WE DISTRIBUTED  
**\$28 MILLION**  
in incentive dollars to  
low-income customers

OUR WORK THROUGH OUR CLIENT  
UTILITIES RESULTED IN THE REDUCTION  
**1.6 MILLION**  
metric tons of carbon dioxide

MORE THAN  
**3,500 NEW JOBS**  
were created

OUR **1,100** ENERGY EFFICIENCY  
EXPERTS SERVED OVER  
**3.2 MILLION**  
**CUSTOMERS**

ACROSS THE US, OUR PROGRAMS  
IN LOCAL COMMUNITIES CREATED  
ECONOMIC ACTIVITY WORTH  
**\$712 MILLION**

Over the lifetime of the water- and energy-efficient measures we installed in 2021,  
our clients and utility customers will save:

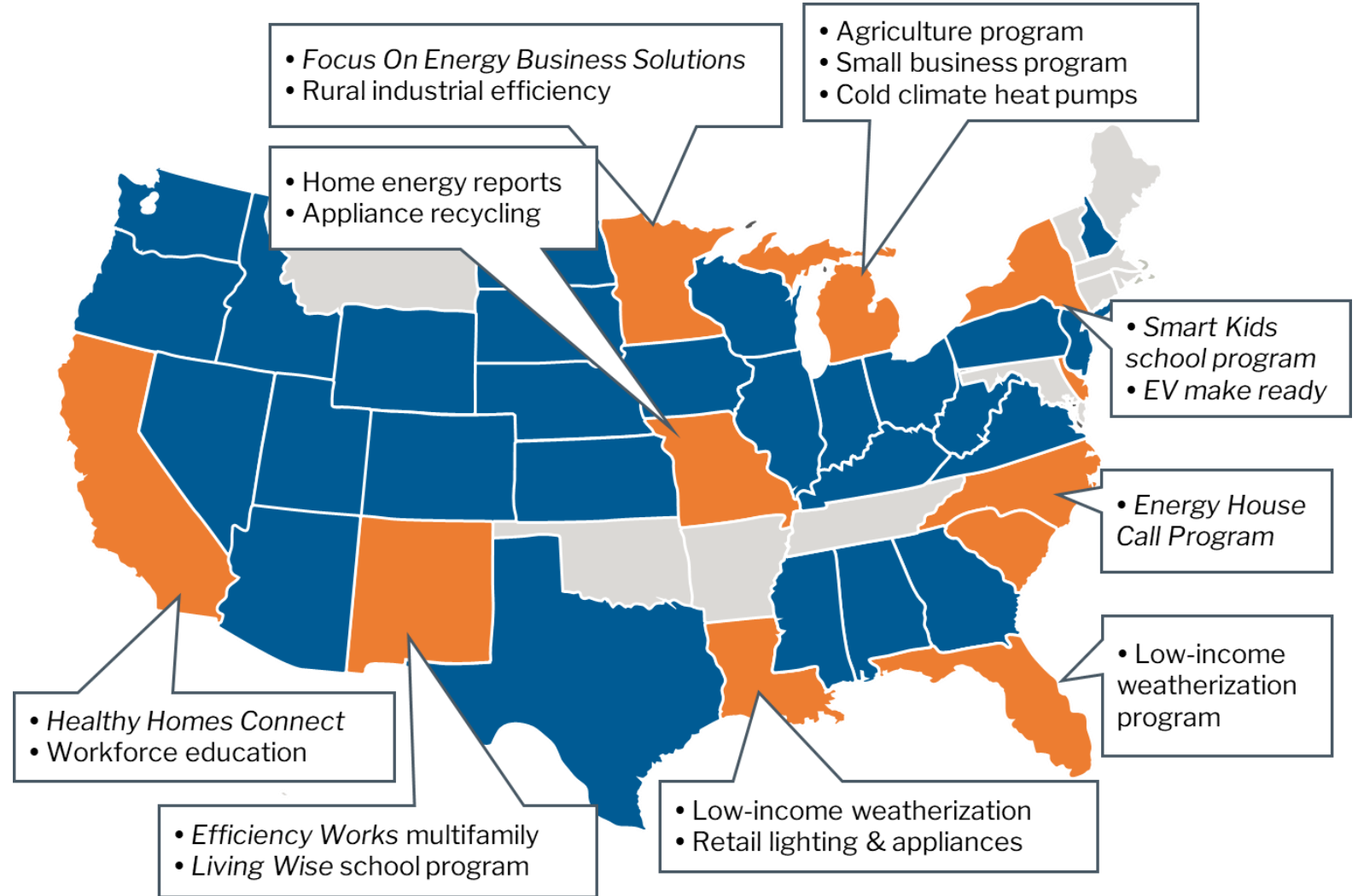
**22 BILLION kWh**  
equivalent to powering  
over 170,000 homes for a year

**1.6 BILLION therms**  
carbon equivalent to taking more than  
144,000 cars off the road for a year

**48 BILLION gallons of water**  
equivalent to 73,000  
Olympic-sized swimming pools for a year

## National Footprint, Range of Programs

- Residential – Market Rate and Low/Moderate Income
- Commercial & Industrial
- Multifamily - Market Rate and Low/Moderate Income
- Public sector & Schools Facilities
- Beneficial electrification
- Products and kits



\*Franklin Energy operates in all states above colored in blue and orange

# Residential Program Solutions and the Customer Experience



\* We work closely with diverse businesses and community-based organizations.

# How can 3<sup>rd</sup> party providers assist state energy offices?

- Plan/design programs targeting unmet needs – and underserved communities
- Bring proven best practices and technology tools for efficient program operations and high delivery standards
- Recruit and grow local contractors and diverse businesses as trusted channels driving program participation
- Create one-stop experience for citizens and businesses, optimizing utility rebates, government programs, and tax credits