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Environmental and
Energy Study Institute

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Strategies to Lower Utility Bills Now for Households and Small Businesses

Thursday, March 12, 2026

About EESI



Nonpartisan Educational Resources for Policymakers

A bipartisan Congressional caucus founded EESI in 1984 to provide nonpartisan information on environmental, energy, and climate policies



Direct Assistance for Equitable and Inclusive Financing Program

In addition to a full portfolio of federal policy work, EESI provides direct assistance to utilities to develop “on-bill financing” programs



Commitment to Diversity, Equity, Inclusion, and Justice

We recognize that systemic barriers impede fair environmental, energy, and climate policies and limit the full participation of Black, Indigenous, people of color, and legacy and frontline communities in decision-making



Sustainable Solutions

Our mission is to advance science-based solutions for climate change, energy, and environmental challenges in order to achieve our vision of a sustainable, resilient, and equitable world

Policymaker Education



Briefings and Webcasts

Live, in-person and online public briefings, archived recordings, and written summaries



Climate Change Solutions

Bi-weekly newsletter with everything policymakers and concerned citizens need to know, including a legislation and hearings tracker



Fact Sheets and Issue Briefs

Timely, objective coverage of environmental, clean energy, and climate change topics



Social Media (@EESlonline)

Active engagement on Bluesky, Facebook, LinkedIn, X, and YouTube





EESI
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What did you think of the briefing?

Please take 2 minutes to let us know at:

www.eesi.org/survey

Materials will be available at:

www.eesi.org/031226energy

Post about the briefing:

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Thursday, March 12, 2026



STRATEGIES TO LOWER UTILITY BILLS NOW FOR HOUSEHOLDS AND SMALL BUSINESSES

EESI Briefing - March 12, 2026

Shane Bulick,

Board Member, Building Performance Association; Director of Programs, Earth Forward Group



| About BPA



The Building Performance Association (BPA) is a nonprofit industry association working to make America's homes more energy efficient, comfortable, healthy, and safe.

What We Do:

Industry Insights: Inform the industry on best practices, technology, and policy

Advocacy: Drive state & federal policies that grow the industry

Collaboration: Unite the industry through conferences, workshops and events

Business & Professional Growth: Connect professionals to networking, careers, training and development



Residential Energy Efficiency means jobs



Energy efficiency jobs in 2024 (per BPA's 2025 Energy Efficiency Jobs in America Report):

- **Nearly 2.4 million EE jobs** across 99% of all U.S. counties – most of any energy subsector
- 280,000 EE jobs in rural areas
- 54% of EE jobs involve construction and repairs



| Residential EE Upgrades Save Lives



Energy Efficiency measures looks different to a contractor...



Let me tell you a story... (before and after?)



A single mother living in an **end-rowhome in York, PA** was struggling with overwhelming energy costs.

Her **electric bill regularly exceeded \$500 per month**, while her **gas bill topped \$400 per month**.

High utility costs created significant financial pressure for the household and her newborn.



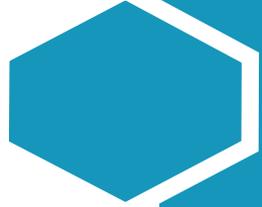
Energy audit findings led to a **customized plan** to reduce energy use, lower bills, and improve comfort. The home was **30× leakier than a new home built today**.

Coordinated **LIURP, LIHEAP, and DOE WAP** to remove barriers and maximize air sealing and insulation.

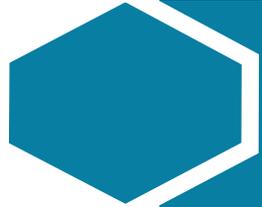
Programs that support weatherization and energy efficiency are not abstract policy — they deliver real relief to real families every single day.



| What Congress can do to help...



Authorized, well-funded, Weatherization Assistance Program



Funding for all federal residential energy-efficiency programs



Support for incentives like the Home Energy Rebates program.



Access to utility data to spur innovation and evaluation – “you can’t manager what you don’t measure”





**BUILDING
PERFORMANCE**
ASSOCIATION



Get BPA Updates

Connect!

Shane Bulick

Director of Programs – Earth Forward Group

shane@earthforwardgroup.com

(814) 232-7061

Any questions? – Ask BPA's Chief
Policy Officer Kara Saul Rinaldi:
kara@anndyl.com ; 202.276.1773





*Energy Efficiency in Wisconsin and the Nation:
Benefits for All*

March 12, 2026

Joe Fontaine

Division Administrator

Public Service Commission of Wisconsin

- Focus on Energy is Wisconsin's statewide energy efficiency (and renewable energy) program
 - Many states have ratepayer-funded programs, but they're more commonly operated by individual utilities.
 - Focus program infrastructure also used to operate WI's IRA Home Energy Rebates
- Focus on Energy has had 25 years of success, with a wide range of benefits:
 - Cost-effective from all perspectives
 - Positive customer service experience
 - Economic and environmental benefits



Efficiency: The Lowest-Cost Resource

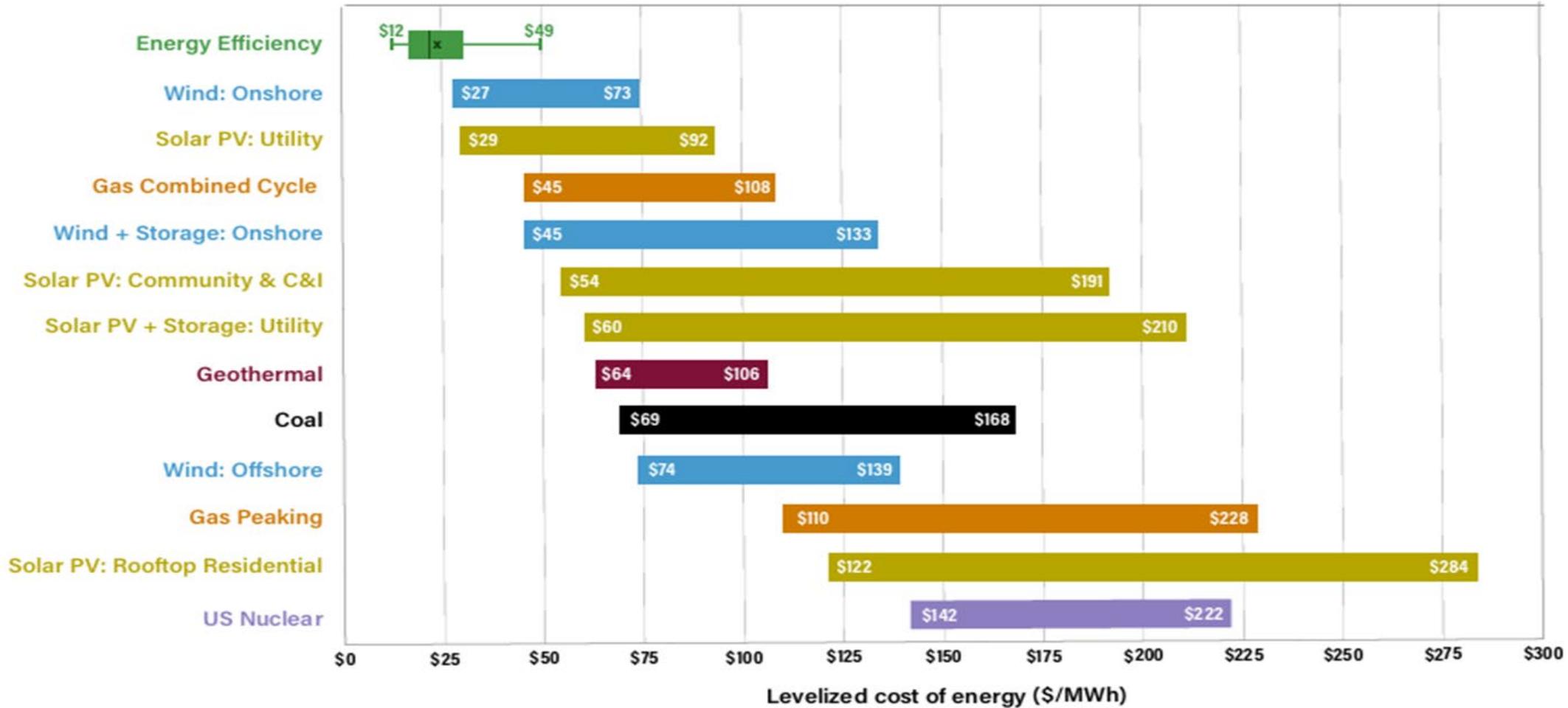


Figure ES-1. A comparison of the levelized cost of energy efficiency and supply-side resources. Vertical line and “X” represent the median and mean costs of energy efficiency, respectively. Cost data for supply-side resources calculated by Lazard (2024).

Cost data from ACEEE’s 2026 Research Report “Faster and Cheaper.” <https://www.aceee.org/research-report/u2601>

- **Utilities?** \$4.76 in avoided energy costs for every \$1 in program spending
 - Historical electric savings equal to the energy produced by at least two standard-sized power plants
- **The general public?** \$4.65 in benefits for every \$1 in program costs, when incorporating:
 - Reduced energy costs
 - Health benefits
 - Reduced emissions
 - Reduced water Usage
- **Customers?** More than \$60 million in savings per year- hundreds of millions over the lifetime of a project
- **The Wisconsin economy?** More than \$400 million in economic benefits from:
 - Reduced fuel imports
 - More disposable income
 - In-state job creation
 - Manufacturing support

2024 Focus on Energy Independent
Evaluation conducted by Cadmus.
[CY 2024 Focus on Energy Volume I](#)

A Positive Customer Experience

- Customers pay for the cost of efficiency programs through their rates- but Focus makes sure they get their money's worth in return:
 - **State law:** requires Focus to offer a range of programs so all who pay in through rates have the opportunity to participate
 - **Commission policy:** allocate budget so that business and residential customers don't subsidize each other; set performance goals to maximize savings while also reaching historically underserved customers (rural, low-income)
 - **Program design:** Make participation easy (free packs, online marketplace); provide technical expertise to support complex projects

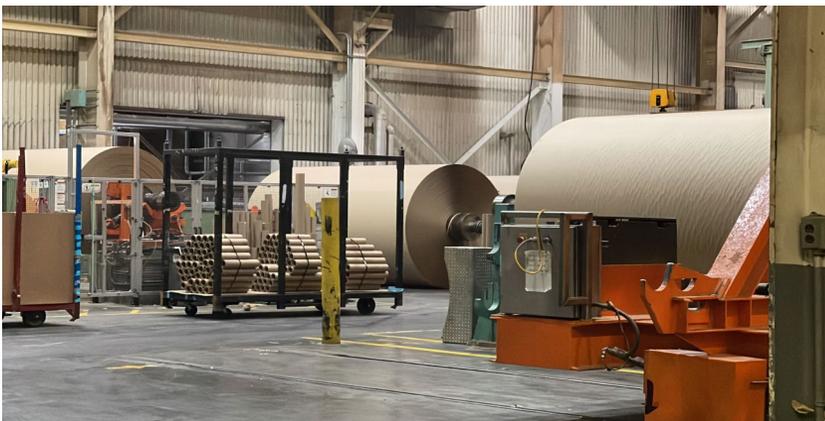
Focus Customer Satisfaction:
9.4 out of 10



Business Offerings Enhance Competitiveness

- Ahlstrom Thilmany Paper Mill in Kaukauna
 - 60 projects over a decade- lighting, pumps, motors, heat recovery
 - Save money and maintain operations at a historic mill

[Ahlstrom Thilmany: A Legacy Mill Leading... | Focus on Energy](#)



Residential Offerings Benefit Customers- and Their Contractors

- Focus incentives enhance consumer choice and understanding by making product performance and long-term benefits transparent
 - Range of offerings for your needs and budget
 - Energy Star provides a foundation for many offerings
- Contractors can offer multiple options and advertise rebates

National Association of Regulatory Utility Commissioners (NARUC) Resolution, February 2026:

- Electricity use and utility bills are increasing
- As the lowest reasonable cost, most cost-effective source of energy supply-
invest in energy efficiency first!
 - There are plenty of energy efficiency savings yet to be tapped
 - Keep capturing efficiency's additional economic and societal benefits

“unlock this low-cost energy supply by maintaining and enhancing existing federal energy efficiency programs, investments, and standards, and work together with states, utilities, the commercial and industrial sector, and other stakeholders in...encouraging efficiency initiatives as cost-effective tools to address the challenges of rising bills and demand.”

[NARUC Resolution on Unlocking Energy Efficiency to Support Adequate Energy Supply and Curb Electric Bill Increases](#)



LAMBEAU FIELD



Thank you!



IN HEALTH GATE *bellini*



Daikin Group in the U.S.

EESI - Strategies to Lower Utility Bills
Now for Households and Small Businesses

March 12, 2026 – Mark Trzyna

About Daikin in the U.S.

We are the largest global provider of Heating, Ventilation, Air Conditioning, and Refrigeration (HVAC&R) solutions, employing more than 98,000 globally and 22,000 talented colleagues in the U.S.

Daikin has played a leading role in transforming the HVAC&R industry and U.S. market for 30 years, through a relentless focus on:

- Open innovation
- Sustainability goals
- Indoor air and comfort
- And enabling stronger communities

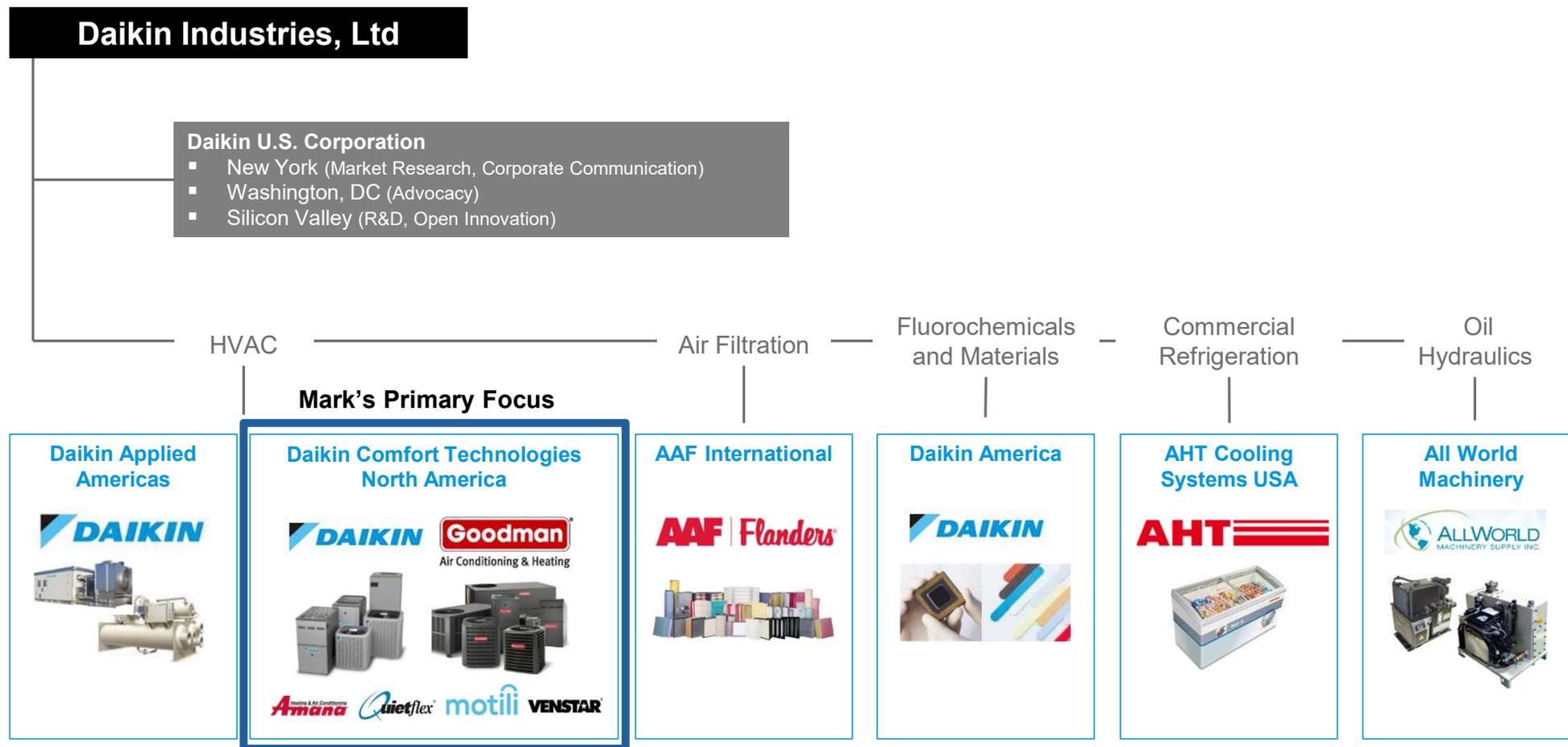
With significant operations today across the U.S., Daikin is committed to fostering a better future for everyone – from businesses to consumers to society.



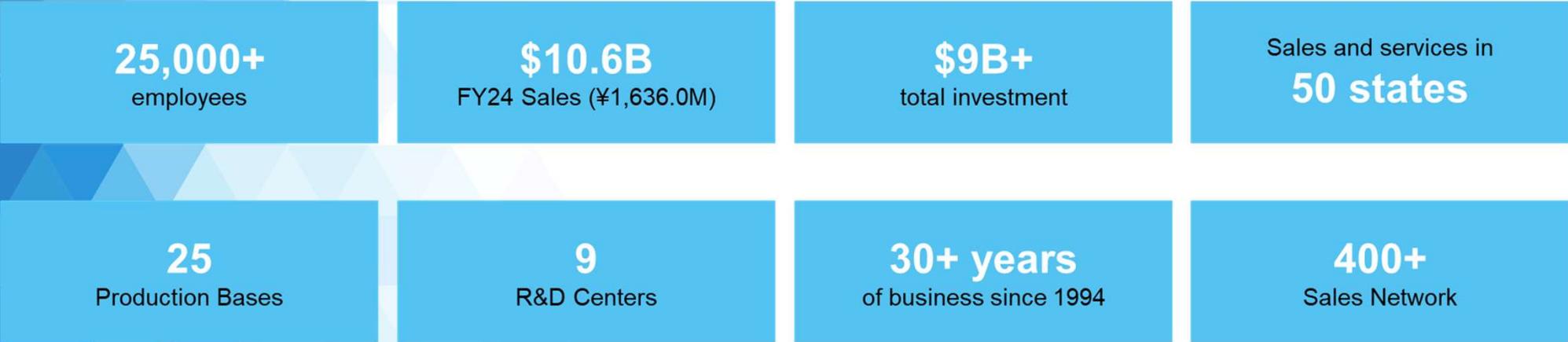
U.S. Business Structure



Specialized companies provide superior solutions to residential and commercial sectors across the U.S.



Our Presence in the U.S.

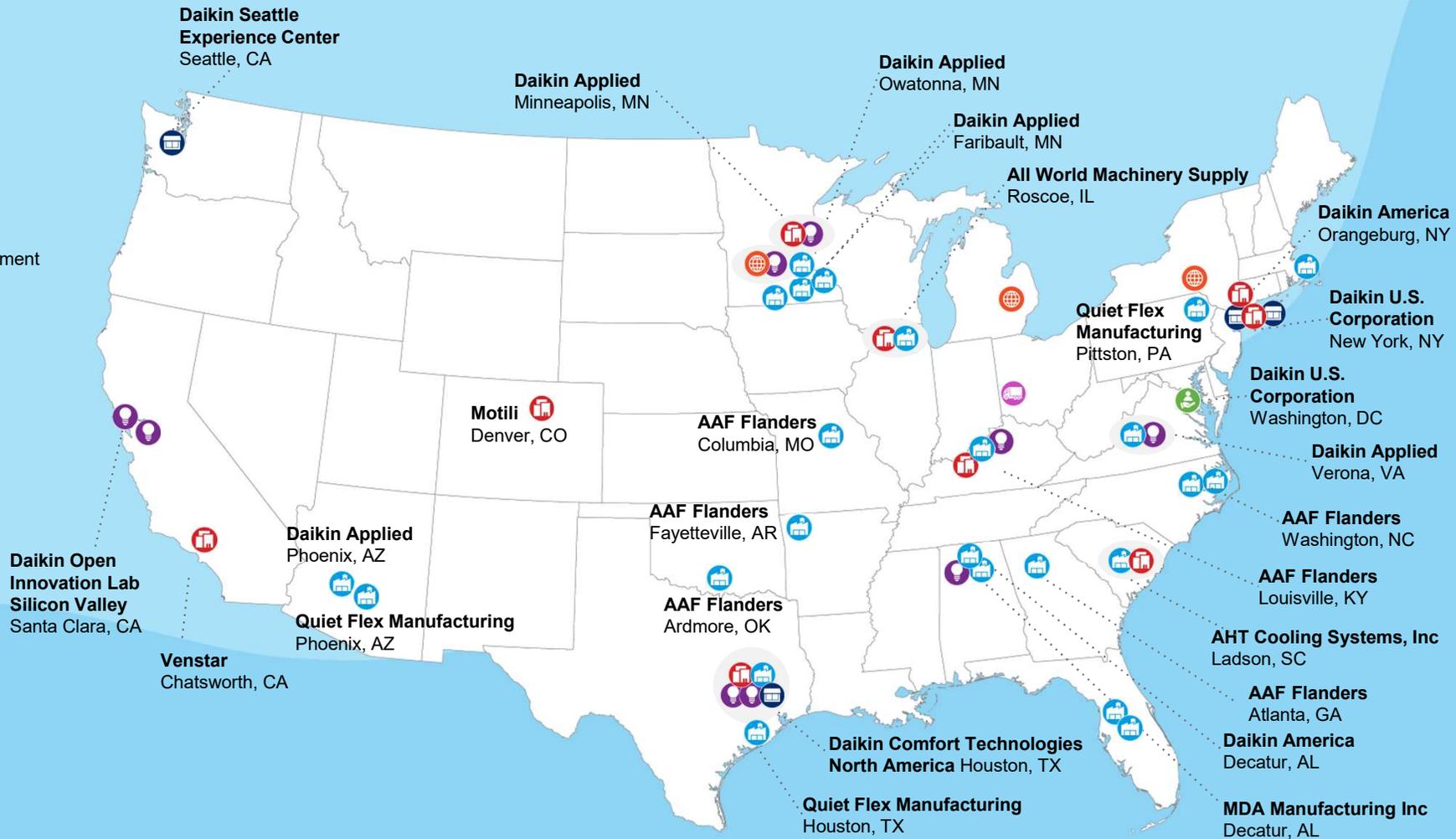


As of March 31, 2025, \$1=¥153

Key Locations Across the Nation

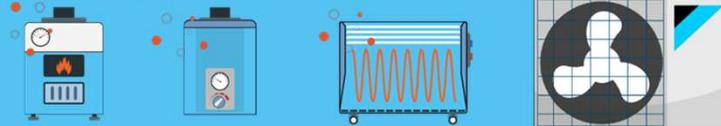
Daikin Key Locations

- Headquarters
- Production Bases
- Research & Development
- Showroom
- Office/Operations
- Distribution
- Advocacy Office



1 HEAT PUMP

Heat pumps are more energy-efficient heating and cooling technologies than traditional combustion or electric systems, transferring heat into or out of the home or building without needing to generate heat itself



Gas/Oil
Energy Efficiency Ratio
Less than 1

Electric Heat
Energy Efficiency Ratio
1

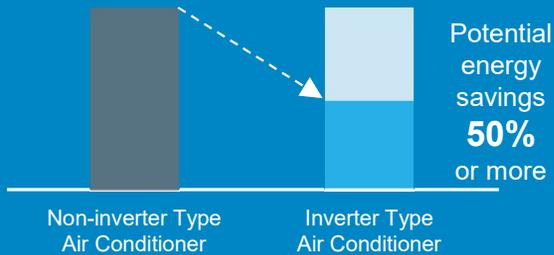
Heat Pump
Energy Efficiency Ratio
3 to 5 times

2

INVERTER

An inverter is an energy management and savings technology, eliminating wasted operation in air conditioners or heat pumps by efficiently controlling motor speeds

Immediate Impact by Inverter Technology



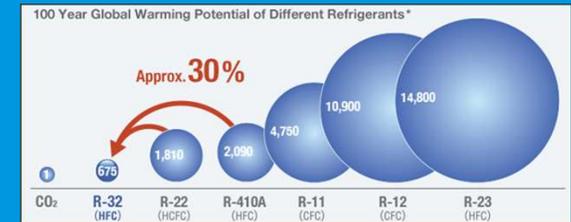
Daikin Core Technology

Approximately **10%** reduction in electricity consumption

3

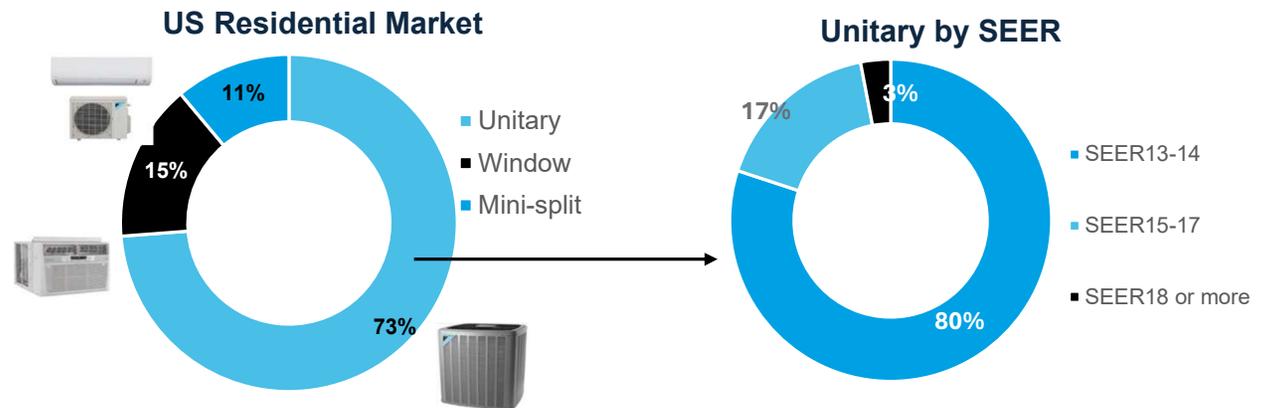
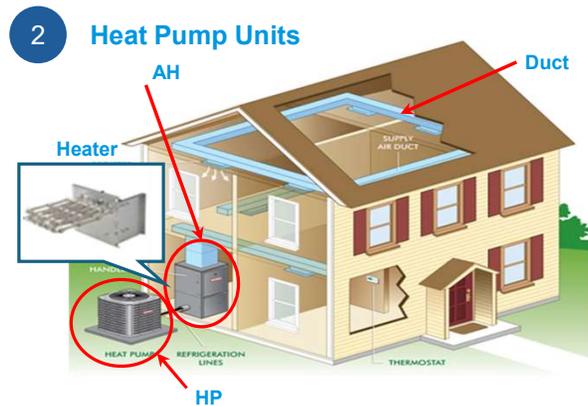
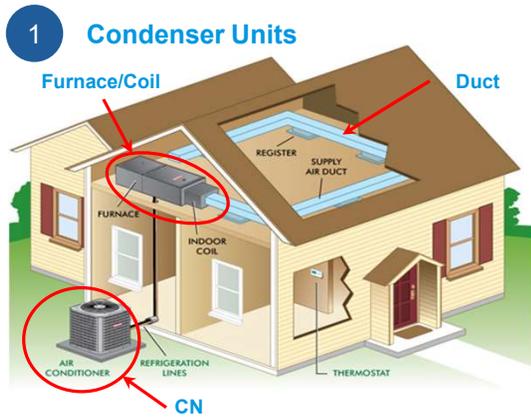
R-32 REFRIGERANT

R-32 is a next-generation refrigerant with less Global Warming Potential and better efficiency than previously used R-410A. It has already been used in 280M units worldwide



U.S. Residential AC Market – Importance of Developing a Strong Contractor Network

Duct type air conditioning is common for United States and it is about 70% of the market. Inverters are used only in high-efficiency units (less than 3%)

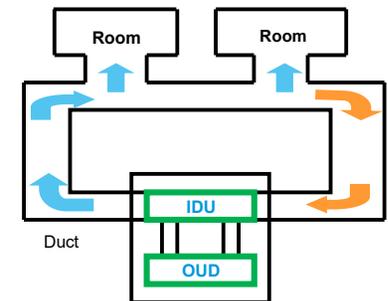


2016 BSRIA
 ※Not including Package units

Inverters are used only in high-efficiency units

Duct type

- This type of heating and cooling system heats and cools air or water in an air conditioner that integrates the indoor and outdoor units into one unit. Air-conditioned air is then conveyed to each room through pathways called ducts.
- Because it is extremely difficult to adapt equipment individually for a large-scale building where one floor is roughly more than 990 square meters, most large building use central air conditioning.



The Traditional Heat Pump (OLD)

Traditionally, heat pumps have not been widely popular in the US.

1970s

Heat Pumps were:



Louder



Expensive to run because they used large amounts of electric heat, and

Did not perform well in temperatures below 40°.F



The prevalence of gas furnaces and separate A/C systems made switching over complex

The Modern Heat Pump (NEW)

Now, inverter technology is revolutionizing heat pumps.



Greater efficiency and quieter



Less expensive to run

Performs well in temperatures as low as -20°F



Greater compatibility with smart connected homes and all-electric systems



Heat pumps are gaining in popularity...

In 2020, more heat pumps were installed than furnaces (for the first time ever)

* Source: Air-Conditioning, Heating, and Refrigeration Institute

Heat Pumps – Advanced Heating Technology

A Heat Pump provides efficient and reliable heating and cooling, using only a small amount of electricity without the direct use of fossil fuels – supporting broad decarbonization initiatives in the U.S.

The Challenges

More than 40%

of U.S. energy consumption comes from heating and cooling houses, buildings and water

10 million+ homes

In the Northeast U.S. still rely on gas-fired furnaces

That accounts for

20% of U.S. greenhouse gas emissions



Heat Pumps enable building Decarbonization

Heat pumps are proven to be 3 to 5 x more efficient

than comparable fossil-fuel-burning furnaces or electric heaters

How a Heat Pump Works

- 1 Heat energy is abundant in outside air, all the way down to -15F



- 2 Heat is always attracted to something colder. Heat pumps use a small amount of electricity to compress refrigerant making it colder than the outside air



- 3 During cold months, the heat pump absorbs any heat from the outside air and transfers it into your home to heat your house



- 4 In warm months, the heat pump switches direction, extracting excess heat from inside your home and transferring it to the outdoors keeping the space inside cool



Inverter – Energy Efficient Technology

An inverter is an energy saving technology that eliminates wasted operation in air conditioners and heat pumps by efficiently controlling motor speed.

Conventional HVAC systems
Conventional systems switch on and off depending on when heating or cooling is needed, causing energy consumption to surge.

Inverter heat pumps
Low energy consumption
An inverter is adaptive and adjusts the speed of the compressor to match heating and cooling requirements.

Benefits of Inverter



Lower monthly energy bills



Comfortable indoor conditions



Low operating sound levels



Consistent indoor conditions



Less Environmental Impact

Daikin Texas Technology Park (DTTP)



One of the 10 largest U.S. manufacturing plants -- the headquarters of our residential business



\$500M
investment

26 lines
assembly line

100 Acres
(7 football fields)

Opened in
2017

10,000+
employees

Annual production
4.7M Units (FY22)

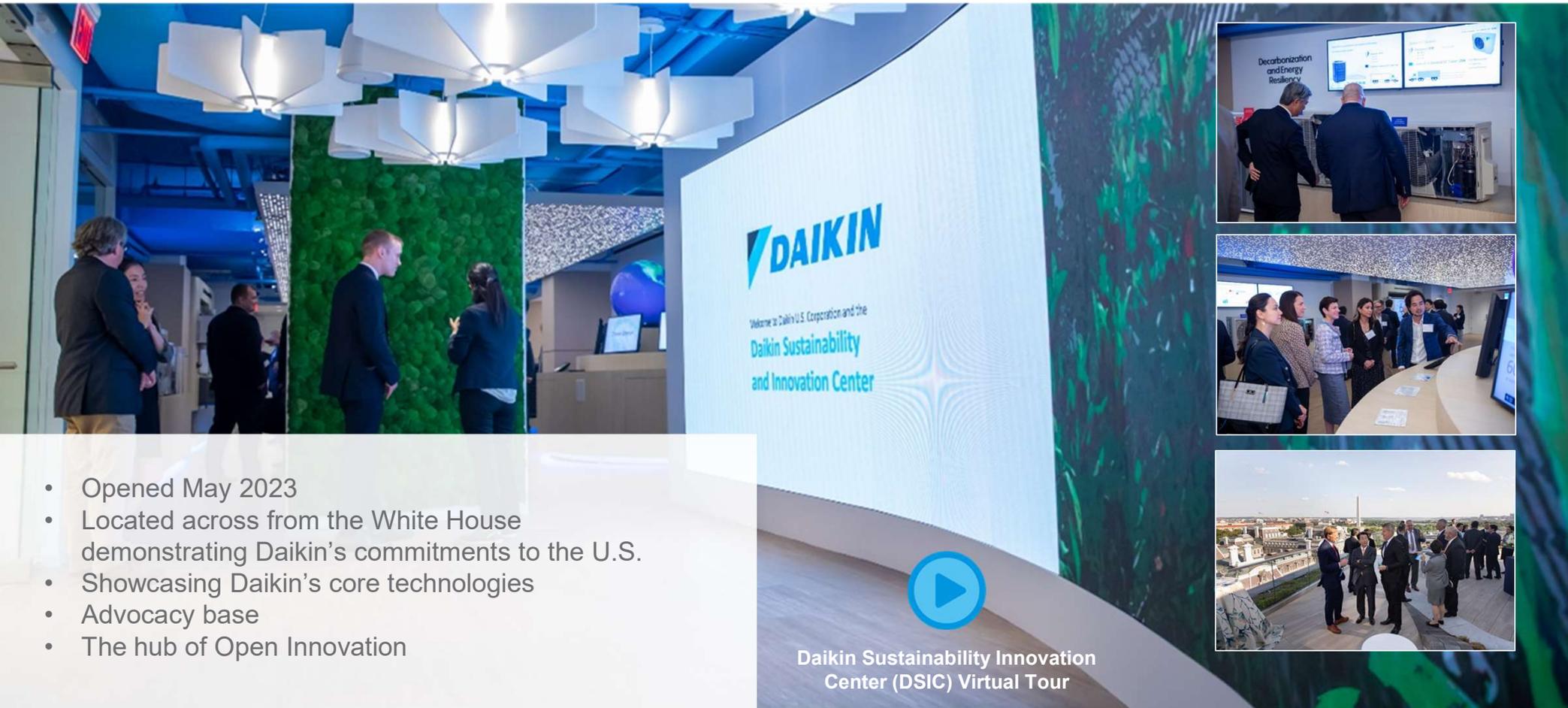
Function: Manufacturing, warehouse, office, showroom, home of North American R&D



D.C. Office and Daikin Sustainability Innovation Center



Daikin's new hub fosters open innovation with government, NGOs, competitors, academia, and startups to advance new sustainable technologies and domestic manufacturing.



- Opened May 2023
- Located across from the White House demonstrating Daikin's commitments to the U.S.
- Showcasing Daikin's core technologies
- Advocacy base
- The hub of Open Innovation



Daikin Sustainability Innovation Center (DSIC) Virtual Tour

Our HVAC Product/Solutions Lineup

Daikin offers a wide range of products and solutions from residential, commercial, to industrial.

Residential

T-Stat Platform
Communicating
Wi-Fi Interface
Daikin One Cloud Services



Control is available through popular voice activated systems.

Commercial



HERO Cloud Services



iTM BACnet Client

SURVEYOR
Skyport Cloud



Industrial

Solutions (Energy Management, IAQ, Connected BAS, etc.)

Residential AC



Unitary
AC &
HP,
furnaces

Unitary
IAQ

Air Purifiers



Air Purifiers



VRV Systems



VRV IDU



Ventilators



For Small Shops & Offices



Rooftops



Applied ACs



Chiller

Air Handler

Applied Terminal Systems



Fan Coils



Water Source
Heat Pump



Unit Ventilators

Buyers Guide – Efficiency Calculator – www.daikincomfort.com



Digital Calculators

Explore digital tools to discover product benefits and savings.

[Build Your Solution](#)

[Repair vs Replace Calculator](#)

01/04

What matters most to you in choosing a new HVAC system?

Cost: Yes Somewhat No

Energy Efficiency: Yes Somewhat No

Comfort: Yes Somewhat No

Air Quality: Yes Somewhat No

Environmental Impact: Yes Somewhat No

Sound Level: Yes Somewhat No

02/04

What does your home need?



Heating



Both



Cooling

03/04

Does your home have vents in the ceilings, floors, or walls?



No



Yes

Buyer's Guide

Research, plan, and build your perfect comfort system.

04/04

What is the square footage of your home?



>1k - 2k sq. ft.



2k - 3k sq. ft.



3k - 4k sq. ft.



4k sq. ft. +

Want to get more specific? Adjust these presets for your usual temperature settings, utility costs, energy mix, seer and tonnage.

Avg. Temp: 75° - 65° | 18.51 c/kWh | 1.53 S/CCF

In the warmer months, how cold do you like your home? **75° F**
Projected cooling time: 64 days of operations

In the cooler months, how warm do you like your home? **65° F**
Projected heating time: 230 days of operations

Utility costs: 18.51 c/kWh, 1.53 S/CCF

Your current system: SEER 13, Tonnage 3

Gas/Electric Mix: Gas, Electric

Save



Total Cost of Ownership



Evaporator Coil



Heat Pump

Daikin One Touch



You're a good match for a:

DAIKIN FIT Heat Pump - DH6VS

Daikin FIT system is designed to FIT comfort, space-saving, and efficiency requirements with ease.

Annual Energy Cost Estimated **\$720**

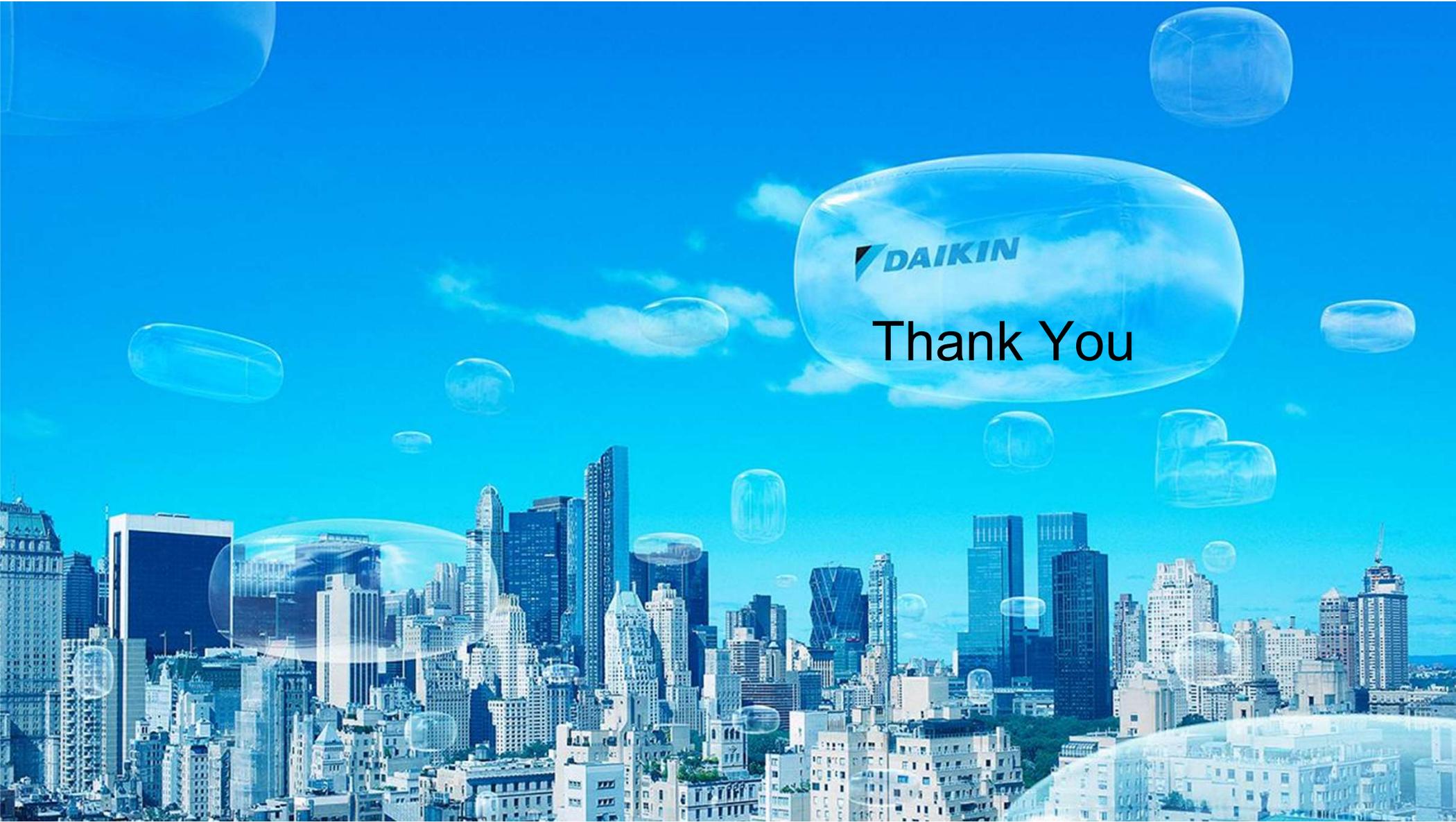
Warranty



Your Cost Savings Over 12 Years



* Estimated calculation is based on the comparison with 13 SEER single stage unit



DAIKIN

Thank You