



WELCOME!

Expanding Access to Smart Technology: Results from Pilots and Low-income Programs

Intro/PSE&G Pilot – Ben Adams, MaGrann Associates

PG&E Pilot – Peter Yeh, CLEAResult

Toronto Community Housing Project – Sarah Colvin, ecobee

Colorado WAP Pilot – Michael Blasnik, Google/Nest Labs



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CONFERENCE & TRADE SHOW

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Smart Thermostats in Low Income Multifamily

- A 942 unit pilot
 - “Lower income” (400% FPL) multifamily rentals
 - Recruitment & installation phases completed
- Determine challenges, lessons learned and impact:
 - Market characterization, recruitment & qualification
 - Technical compatibility
 - Resident & building operator experience
 - Energy savings

Multifamily Challenges

WiFi?

Language?

Smartphones?

Turnover?

Occupancy Patterns?

High/Low Temps?

Seniors?

Vacant Units?

A Holistic Approach

Connectivity
+
Building Level Controls
+
Resident Education

Solutions broadly represented in Pilot

- 5 Projects (259 units) Nest E with project level Wi-Fi
- 5 Projects (231 units) Nest E with tenant Wi-Fi if present
- 3 Projects (226 units) Ecobee 3 with tenant WiFi if present
- 3 Projects (226 units) Honeywell Lyric T6 Z-Wave with project level Mesh

- Total 73 buildings from <10 to >50 units

Market Potential

- Pilot completions
 - Accepted 16 properties (942 units) out of 43 considered (8,281 units)
 - Approx. 37% of properties reviewed (11% of units)
- Pilot rejections
 - Rejected 27 properties (7,339 units)

Rejections	Projects	Units
HVAC compatibility	19	4,787
HVAC age/condition	2	1,404
Withdrawn	6	1,148

- Ultimately, no compatibility rejections due to wiring or mounting issues

Lessons Learned

- The differing needs of property owners, managers, maintenance & residents
- The advantages and complexities of building level connectivity
- The importance of communication, education & support before, during and after installation

