A vision for measured savings
Meet Sealed
Your full-service partner to stop home energy waste and electrify your home.

Sealed is a climate tech company on a mission to stop home energy waste and electrify all homes.

Sealed designs, manages, and finances home weatherization and electrification projects, making it easy and affordable for people to be more comfortable while using less energy.

Our offerings include insulation, heat pumps, and smart tech.
Sealed covers the upfront costs, and coordinates all the work.

1. We identify energy waste and make a custom plan for homeowners.
2. We find the right contractor and coordinate all the work. At no upfront cost.
3. Sealed gets paid based on energy reductions. If we don’t cut energy waste, we don’t get paid.

We only get paid if we cut energy waste.
The IRA HOMES program injects significant investment into energy efficiency efforts nationwide.

- $4.3 billion
- 2 paths
- 2X for Equity
- Virtual power plants

Source: IRA SEC. 50121-C
**US: Measured Savings has Significant Benefits**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Measured approach</th>
<th>Modeled approach</th>
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<tbody>
<tr>
<td>More money</td>
<td>$2.2K-$14.4K(^1)</td>
<td>$2K-$8K</td>
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<td></td>
<td>for typical projects</td>
<td>via predetermined thresholds</td>
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<tr>
<td>Consumer protection</td>
<td>100% savings realization rates</td>
<td>30-50%(^2) savings realization rates</td>
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<td>Bigger impact</td>
<td>7+ TWh savings over IRA program lifetime</td>
<td>3+ TWh savings over IRA program lifetime</td>
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<td>Greater simplicity</td>
<td>&lt;20% likely administrative costs</td>
<td>40%+(^3) likely administrative costs</td>
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Note: (1) ranges include market-rate and low- or moderate-income (LMI) estimates for weatherization, electrification (HPWH and HP HVAC), and combined scenarios (2) based on market scan of past programs included in appendix (3) assumes 40% of allocated budget, based on an EIA study of energy efficiency program costs, where ~40% was spent on non-incentive spending (e.g., admin) leaving only ~60% for actual incentive payments. Measured energy savings incentive estimates are based on pre-built NREL ResStock database scenarios. All scenarios on this slide are based on homes that have natural gas as primary heating fuel in baseline. Additional baseline heating fuel scenarios (propane, oil, electricity) to come. Energy savings converted to incentives based on per-state kWh-equivalent incentives as prescribed in Inflation Reduction Act SEC. 50121 - C 2 A iii I. Mkt homes adjusted for higher than average size (130% of state average); LMI homes do not include adjustment. TWh savings estimates for measured and modeled based on (1) funding allocation as outlined in press release less a 20% administrative haircut, (2) per-kWh incentive rates calculation; for modeled, we assume 40% realization rate (Source: NREL ResStock database, EIA electricity and natural gas consumption rates by state, EIA study on admin costs, and press release on funding allocations
To run measured savings programs, stakeholders need to be involved and aligned

**State Energy Office**
- Allocates funds in accordance with laws and regulations

**Program implementer, open-source advanced M&V***
- Creates and runs measured savings program, and calculates energy savings, time-of-use, and/or greenhouse gas reductions

**Data provider**
- Supplies data for energy baseline and savings calculations

**Aggregator**
- Develops projects and takes on energy savings performance risk

**Contractor**
- Completes the home efficiency / electrification project

**Consumer**
- Opt-in to program and receives quality of life benefits

Notes: (*) depending on program, program implementer and open-source advanced M&V may be separate entities; (**) depending on program, data provider may also be a program administrator (e.g., a utility)
When it comes to addressing climate change, incentives for weatherization and HVAC are most popular.

Q: Which of the following approaches to addressing climate change are you most supportive of? Please select the two you support the most.

Most supported climate change approach (pick two)

- Tax credits and incentives for households for weatherization and electrification: 31% of Democrats, 49% of Independents, 62% of Republicans
- Clean energy standards
- Product performance standards
- Tax credits for companies that generate clean energy
- Government investment in research and development
- A carbon tax on companies
- A cap and trade system

Source: Sealed YouGov national poll February 2023 (N=1,091); wording of answers shortened on slides for simplicity; full question and answer wording as presented to respondents can be viewed [here](#).
Voters believe in the value of measured savings - and are even willing to wait longer for programs to be done right.

Q: Which comes closer to your view:

The most important thing when giving incentives to households and contractors for energy efficiency upgrades is...

- Investing in technology based on measured results even if it takes longer
  - Democrats: 65%
  - Independents: 78%
  - Republicans: 74%

- Spending the money as quickly as possible, to ensure we improve energy efficiency quickly

Source: Sealed YouGov national poll February 2023 (N=1,091); wording of answers shortened on slides for simplicity; full question and answer wording as presented to respondents can be viewed here.
Our overall guidance for state funding applications

Prioritize measured path
The measured savings approach is the easiest, simplest, and most valuable pathway.

Enable aggregator data flexibility
Flexibility ensures that the measured pathway is as accessible as possible, increasing participation.

Build a competitive market
Prevent a given stakeholder double-dipping from administrative funding and incentive funding.

Keep the program simple
Simple program requirements will encourage aggregators to grow the market, particularly LMI.
Thank you!

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