

Sean Armstrong

Managing Principal at Redwood Energy

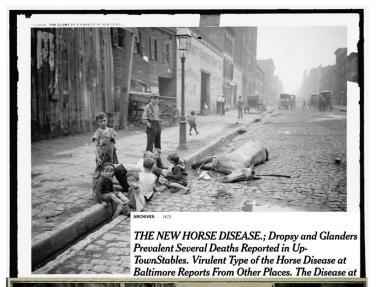
- Began working at a demonstration house for renewable energy in 1995 at HSU's campus
- Science teacher ('02-05')
- Development Project Manager ('05-'11)
- Redwood Energy with Michael Winkler (2011-Present) and Staff
- International Leadership in Electrification + ZNE Scale Solar







SOLARIZED		ZNE PROJECTS	
PROJECTS, UNIT	SOLARIZED	(80% - 120%), UNIT	ZNE PROJECTS
COUNT	PROJECTS	COUNT	(80% - 120%)
5,377	68	2,063	32





MORTON STREET, CORNER OF BEDFORD, LOOKING TOWARD BLEECKER STREET, MARCH 17, 1893.

The Analogy of a Previous Methane Emitting Technology: Disease, pollution, housing, infrastructure, land use and operating costs.



"The horse has become unprofitable. He is too costly to buy and too costly to keep."—Munsay Magazine, late 1800s

DISPENSE WITH A HORSE



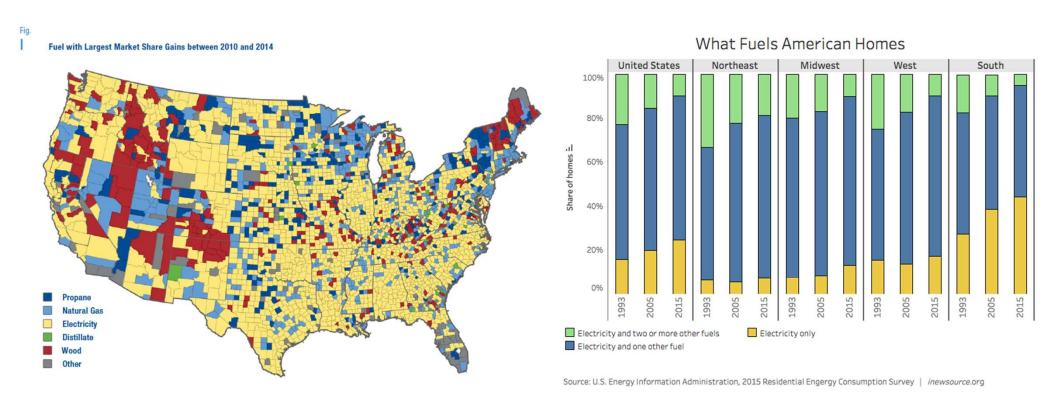
keeping it. To run a motor carriage costs about 1/2 cent a mile. THE WINTON MOTOR

CARRIAGE

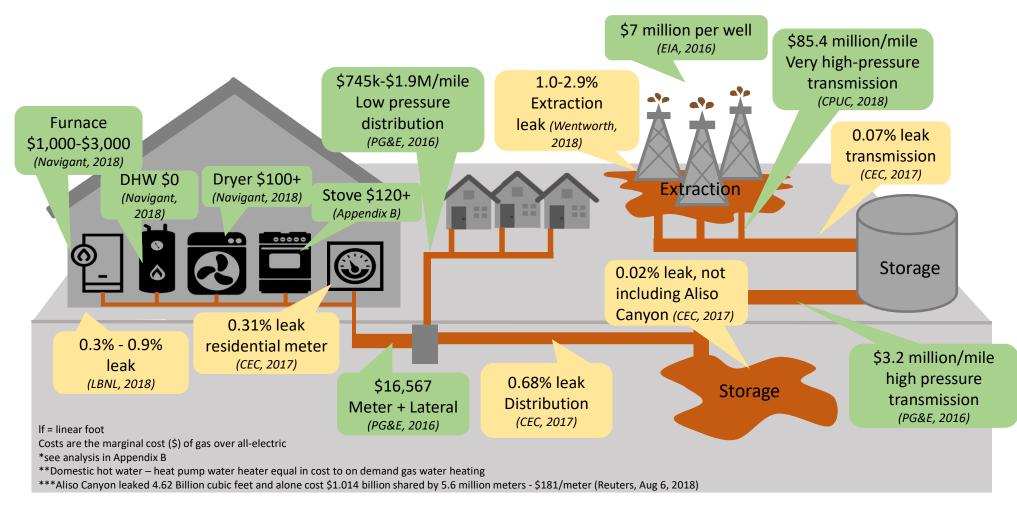
Price \$1,000. No Agents. from 3 to 20 miles an bon motor is simple and powerful. No odor, no vibration. Suspension Wire Wheels. Pneumatic Tires. Ball Bearings. ** Send for Catalogue.

THE WINTON MOTOR CARRIAGE CO., Cleveland, Ohio.

Nation-wide Electrification Trend Dates from 1993, Accelerating Since 2010 with New "Cold Climate" Heat Pumps



California's Natural Gas Leaks at 2.4%-4.3% and Adds ~\$40,000/House in Construction Costs



California's CEC, CPUC, and CAISO Commissioners Agree: All-Electric construction and infrastructure is better for developers and tax payers



California's Next Frontier: Clean Electricity for Everything

Posted: 24 May 2016 11:46 AM PDT

By David Hochschild and Mark Ferron

Electrification can also reduce costs. California home builders such as City Ventures and KB Homes have begun building homes without gas lines, where gas central heating, hot water and stoves are replaced by electric appliances. By avoiding the need to install gas pipelines under the streets and inside homes, these forward-thinking builders are able to reduce the price of the home by \$4,500.

California rejects gas peaker plant, seeks clean energy alternatives

The California Public Utilities Commission rejected a refurbishment of the Southern California Edison's Ellwood Peaker Plant, paving the way for a solar+storage solution instead.

OCTOBER 4, 2017 FRANK ANDORKA

"At this time, absent very compelling circumstances, we should be directing all of our investments in infrastructure and energy to clean energy resources," said Clifford Rechtschaffen, one of the commissioners. "The proposed refurbishment is not a good use of ratepayer dollars."



Extra Gas Costs, Including Infrastructure, Can Be More than \$40,000 per residence

SoCalGas:	SoCalGas: Average of \$33,400 of Gas Main Cost Per Service						
City Name Buttonwillow Selma City Rosamond California City					Porterville City	Allensworth	
Services Per City	23	44	619	1796	133	125	
Price Per Service (\$1277+ \$1398)	2675	2675	2675	2675	2675	2675	
Total for services	\$61,525	\$117,700	\$1,655,825	\$4,804,300	\$355,775	\$334,375	
Main costs	\$1,520,000	\$3,675,000	\$7,260,000	\$7,400,000	\$3,360,000	\$670,000	
Pressure up project				\$1,050,000	\$495,000		
Total	\$1,581,525	\$3,792,700	\$8,915,825	\$13,254,300	\$4,210,775	\$1,004,375	
Total Main and Pressure Up Costs Per Service	\$66,087	\$83,523	\$11,729	\$4,705	\$28,985	\$5,360	



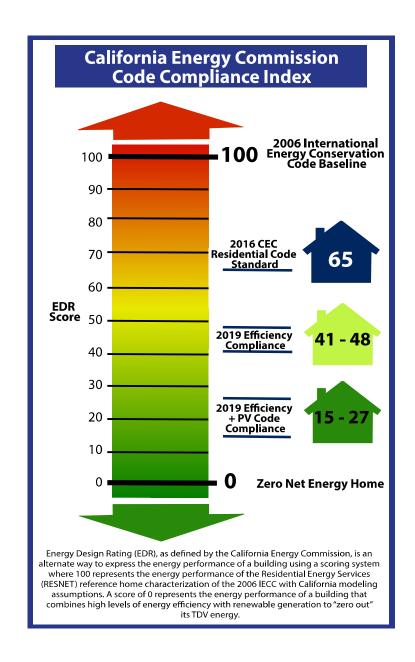
Price Quote	Source
\$8841 (single-family)	Palo Alto
\$17,634 (8-unit MF)	Palo Alto
\$1000 (single-family)	EPRI for SMUD
\$600 (per unit of MF)	Contractor quote, north coast
\$2000 (per bldg. of MF)	Contractor quote, north coast
\$14,768 (single-family)	PG&E, Richmond
\$10,000 (MF)	Pasadena



Price Quote/Estimate	Source		
\$578 - \$718 (single family)	Homewyse Web Site		
\$300 - \$1000 (single family)	Costhelper.com		
\$259 - \$733 (single family)	homeadvisor.com		
\$200 - \$500 (singe family)	Fixr.com		
\$550 (single family)	EPRI for SMUD		
\$200/fixture (MF)	Contractor quote, north coast		
\$200-\$300/fxtr. (MF)	Contractor quote, Pasadena		

Getting Rid of the Last 15-27 EDRs of Gas in the Code





Do We Need Gas: COLD Climate Habitat Studio NetZero Energy

Houses completed by 2015

- Started with CMHC's Equilibrium Initiative in 2007
- 5400° C (9700° F) Heating Degree Days
- \bullet -34 $^{\circ}$ C (-29 $^{\circ}$ F) Design Temperature





Belgravia NetZero

Parkland NetZero LEED Platinum



Riverdale NetZero



Mill Creek NetZero



South Windsor Park NetZero



Holyrood Near NetZero Retrofit



Building your vision

Google Campus Methane Infrastructure Costs

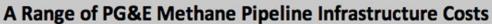
A Range of PG&E Methane Pipeline Infrastructure Costs

(From Rulemaking No. 15-03-010, October 12, 2016, An Order Instituting Rulemaking to Identify Disadvantaged Communities in the San Joaquin Valley and Analyze Economically Feasible Options to Increase Access to Affordable Energy in Those Disadvantaged Communities)

	Currently Without Methane Service	Cost per 1000 Feet of Methane Piping	Type of Methane Piping	Cost of Connection: Lateral + Meter Set	
	Le Grand	\$599,747	4" Transmission Line	\$16,567	
	French Camp	\$359,848	6" Distribution Rib	\$16,567	
F	Dos Palos	\$340,909	4" Distribution Rib	\$16,567	
	Madera	\$317,235	6" Distribution Rib	\$16,567	
	French Camp	\$156,150	2" Distribution Line	\$16,567	
	Dos Palos	\$156,150	2" Distribution Line	\$16,567	
Ĺ	Madera	\$156,150	2" Distribution Line	\$16,567	
4	Le Grand	\$153,414	2" Distribution Line	\$16,567	
Z	Le Grand	\$141,108	2" Distribution Rib	\$16,567	

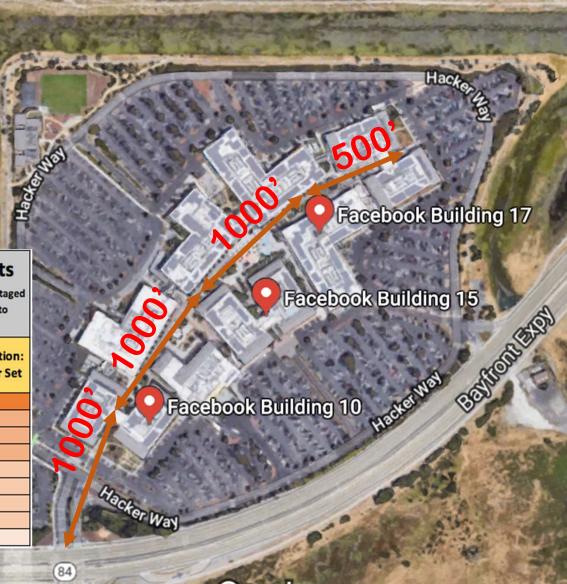


Facebook Campus Methane Infrastructure



(From Rulemaking No. 15-03-010, October 12, 2016, An Order Instituting Rulemaking to Identify Disadvantaged Communities in the San Joaquin Valley and Analyze Economically Feasible Options to Increase Access to Affordable Energy in Those Disadvantaged Communities)

Small Central Valley Town Currently Without Methane Service	Cost per 1000 Feet of Methane Piping	Type of Methane Piping	Cost of Connection: Lateral + Meter Set
Le Grand	\$599,747	4" Transmission Line	\$16,567
French Camp	\$359,848	6" Distribution Rib	\$16,567
Dos Palos	\$340,909	4" Distribution Rib	\$16,567
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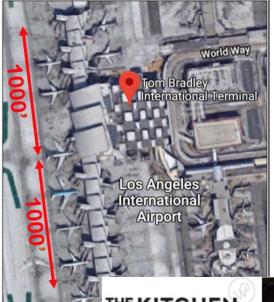


Avoided Methane Costs at LAX Bradley Terminal

A Range of PG&E Methane Pipeline Infrastructure Costs

From Rulemaking No. 15-03-010, October 12, 2016, An Order Instituting Rulemaking to Identify Disadvantaged Communities in the San Joaquin Valley and Analyze Economically Feasible Options to Increase Access to Affordable Energy in Those Disadvantaged Communities)

Small Central Valley Town Currently Without Methane Service	Type of Infrastructure Methane Piping Used	Cost per 1000 Feet of Methane Piping	Cost per Mile of Methane Piping
French Camp	6" Distribution Rib	\$359,848	\$1,900,000
Dos Palos	4" Distribution Rib	\$340,909	\$1,800,000
Madera	6" Distribution Rib	\$317,235	\$1,675,000
French Camp	2" Distribution Line	\$156,150	\$824,472
Dos Palos	2" Distribution Line	\$156,150	\$824,472
Madera	2" Distribution Line	\$156,150	\$824,472
Le Grand Le Grand	2" Distribution Line 2" Distribution Rib	\$153,414 \$141,108	\$810,028 \$745,050



All-Electric LAX International Terminal Saves Hundreds of Thousands of Dollars



High performance Electric DHW is similar in cost to modestly efficient Gas Water Heaters





Rheem Prestige Hybrid Electric Water Heater - 50 Gal

\$1,289.00 from GP Conservation

Rheem · Tank · Electric · 50 gallon

The Rheem Prestige Hybrid Water Heater is simply the most efficient water heater available. Its Efficiency Factor (EF) of 3.50 is unequaled by any ...

370% Efficient Electric Tanks

AO Smith HPTU-50N 50 Gallon Voltex Residential Hybrid Electric Heat Pump Water Heater

\$1,379.95 from 4 stores

*** 12 product reviews #1 in Heat Pump Water Heaters

Efficient Electric Hot Water The A.O. Smith Voltex line heats water with a high efficiency electric heat pump rather than ...

A. O. Smith · Tank · Electric · 50 gallon · Energy Star · Heat Pump

Other size options: 66 Gallon (\$1,560) 80 Gallon (\$1,845)



Rheem Residential Gas Water Heater

\$1,223.73 from 5+ stores

Rheem · Tank · Natural Gas · 40 gallon

19-3/4 In., First Hour Recovery - Water Heaters 68 gph, Draft Hood Size 2 In. or 3 In., Recovery @ 90 F Rise 40.4 gph, Low N Yes. Max ...

Other size ontions: 50 0 Gal (\$1 963)



Westinghouse 11 GPM High ★★★★ (3)

\$133800_{/each}



Westinghouse 11
GPM Ultra Low
(75)

\$98800/each



Westinghouse 8.2 GPM High ★★★★ (5)

\$121500/each



Rheem
Performance
★★★★ (3)

\$132900/each



Rheem
Performance

\$139900/each



Rheem
Performance

\$119540/each

67% and 90% Efficient
Gas tanks and tankless



3 Ton 14 Seer Rheem / Ruud Air Conditioning System

from The AC Outlet

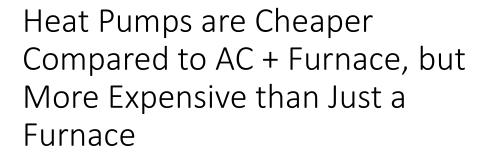
Rheem · 36,000 BTU · With Heater

Air Conditioning Systems are Split Systems which consist of the outdoor air α (blower, fan coil). For added warmth during the coldest ...

See more details at The AC Outlet »

\$1,758.20

Free shipping. No tax The AC Outlet 92% positive (396)





Rheem 3 Ton 14 SEER Heat Pump Split System R410A Refrigerant

from ACWholesalers.com

Rheem · Heat Pump · With Heater

Overview for Rheem RH1T3617STANJA RP1436AJ1NAThis Rheem 3 Ton 14 SEER Heat Pump Split System Bundle comes with a highly featured and reliable Rheem RP1436AJ1NA heat pump ...

See more details at ACWholesalers.com »

\$2,085.38

Free shipping. No tax

ACWholesalers.com

**** (3,949)

Rheem 3 Ton 14 SEER 80% AFUE 75K BTU R410A Complete Split System AC and Gas

from Ingrams Water And Air Equipment

Rhee

Condenser Model: RA1436AJ1NA Coil Model: RCF3617STAMCA Furnace Model: R801SA075417MSA Rheem 3 Ton 14 SEER 80% AFUE 75K BTU R410A Complete Split System AC and Gas Rheem RA14 3 ...

See more details at Ingrams Water And Air Equipment »

\$3,024.00

Free shipping. No tax
Ingrams Water And Air Equipment

(966)







Gas Venting Costs Make Gas More Expensive



000



Rheem EcoSense 36 in.Vent Length 3 x 5 in. Stainless Steel Concentric Venting Straight Vent for Rheem Indoor Tankless Gas Water Heaters

Model# RTG20151D-1

NOT YET RATED

\$**44**²⁸

Rheem EcoSense 3 in. x 5 in. Stainless Steel Vertical Concentric Termination Vent Kit for High Efficiency Tankless Gas Water Heaters

Model# RTG20211

★★★★★ (3)

\$239°°

Rheem EcoSense 3 in. x 5 in. Horizontal Stainless Steel Concentric Termination Vent Kit for Mid Efficiency Tankless Gas Water Heaters

Model# RTG20210

***** (6)

\$8900

Cost of Venting Gas Exhaust: \$270-\$850 per Appliance

Electrification Provides Cost Effective Efficiency

Energy Upgrade Recommendations E						N-2
20.4.12th Street		Documentation Author Redwo	ood Energy			
		Author Address				,
Recommended	Recommended Improvements Description				Savings	
					Site	TDV
Domestic Hot Water Heater Name = Sanden HPWH 3.40 Type = Heat Pump 3.400 EF		Volume = 200.0 gal Efficiency =	\$0	\$0	41.6 %	18.4 %
Windows U-Factor = 0.250 S.		HGC = 0.3	\$0	\$0	15.0 %	20.7 %
Domestic Hot Water Heater Name = copy of Laars HH0500EN04*BA Type = Efficiency = 0.650 %		= Gas Fired Volume = 0.0 gal	\$0	\$0	-8.5 %	-3.5 %





HVAC Electrification Retrofit Saved Construction Costs at Ethan Terrace Apts, Sacramento

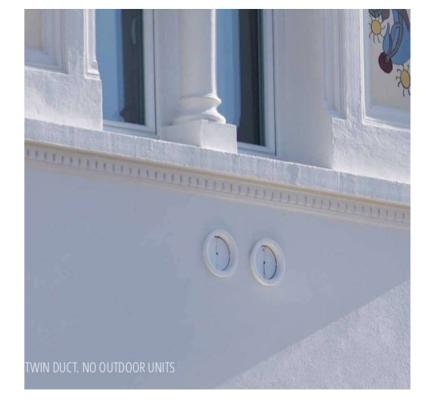
Retrofit Activity	Construction Cost	Incremental Cost Compared to PTAC	Incremental Cost per Unit (96 Units)
Cost of Intalling			
PTACs with			
Resistance Heat	\$ 202,400	\$ 14,400	\$ 150
Cost of Upgrading			
service to PTACs to			
220V	\$ 34,960	\$ 34,960	\$ 364
Avoided Cost of Wall			
Furnaces	\$ 144,000	\$ (144,000)	\$ (1,500)
Cost of removing			
Wall Furnaces,			
Drywall Patching,			
Texture and Paint	\$ 19,320	\$ 19,320	\$ 201
	Total	\$ (75,320)	\$ (785)





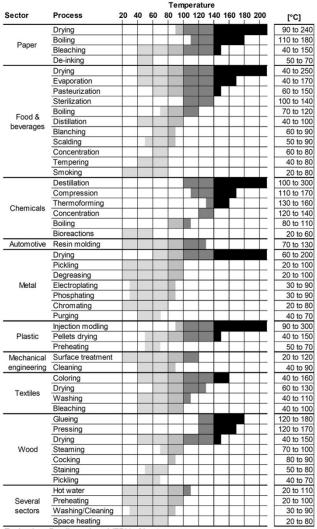


Transformative Technology: Retrofit Ready Cold Climate Packaged Terminal Heat Pumps (PTHPs)



Transformative Technology: Retrofit-ready hot water heat pumps





Heat Pumps are Ready for Most Industrial Processes

Conventional HP < 80°C, established in industry

Commercial available HTHP 80 to 100°C, key technology

Prototype status, technology development, HTHP 100 to 140°C

Laboratory scale research, functional models, proof of concept, HTHP > 140°C

Higher End Cooking Solutions

Slide-in Induction Ranges with oven



Residential/Commercial 4 Burner Induction Stovetops



Heat Pumps for Hot Tubs and Swimming Pools

Sizing Tip: 4 BTU/Hr to 6 BTU/Hr per gallon of pool water









