

## AGENCIES IN ACTION PROGRAM

- **Serving** income-eligible residential customers since 2007
- **Providing** energy efficiency and weatherization measures
- **Saving** electricity and money
- **Meeting** state requirement to spend 10% targeted to low-income

### KEY CHALLENGES

- Single family homes - opportunities limited
- Growing city with newer, more efficient housing stock
- Mature program/market saturation
- Increasing energy efficiency baselines

## SOLUTION

# MULTIFAMILY HVAC RETROFIT PROGRAM

Frontier Energy developed and deployed a new approach in 2015: a low-income weatherization program component that targets all-electric multifamily housing for replacement of aging HVAC systems with new, high efficiency heat pumps. The program requires multifamily complex owners to bid on incentives requested.

- ✓ **MULTIFAMILY CARVE-OUT**
- ✓ **COST-EFFECTIVE MEASURES**
- ✓ **LEVERAGING COMPETITION**

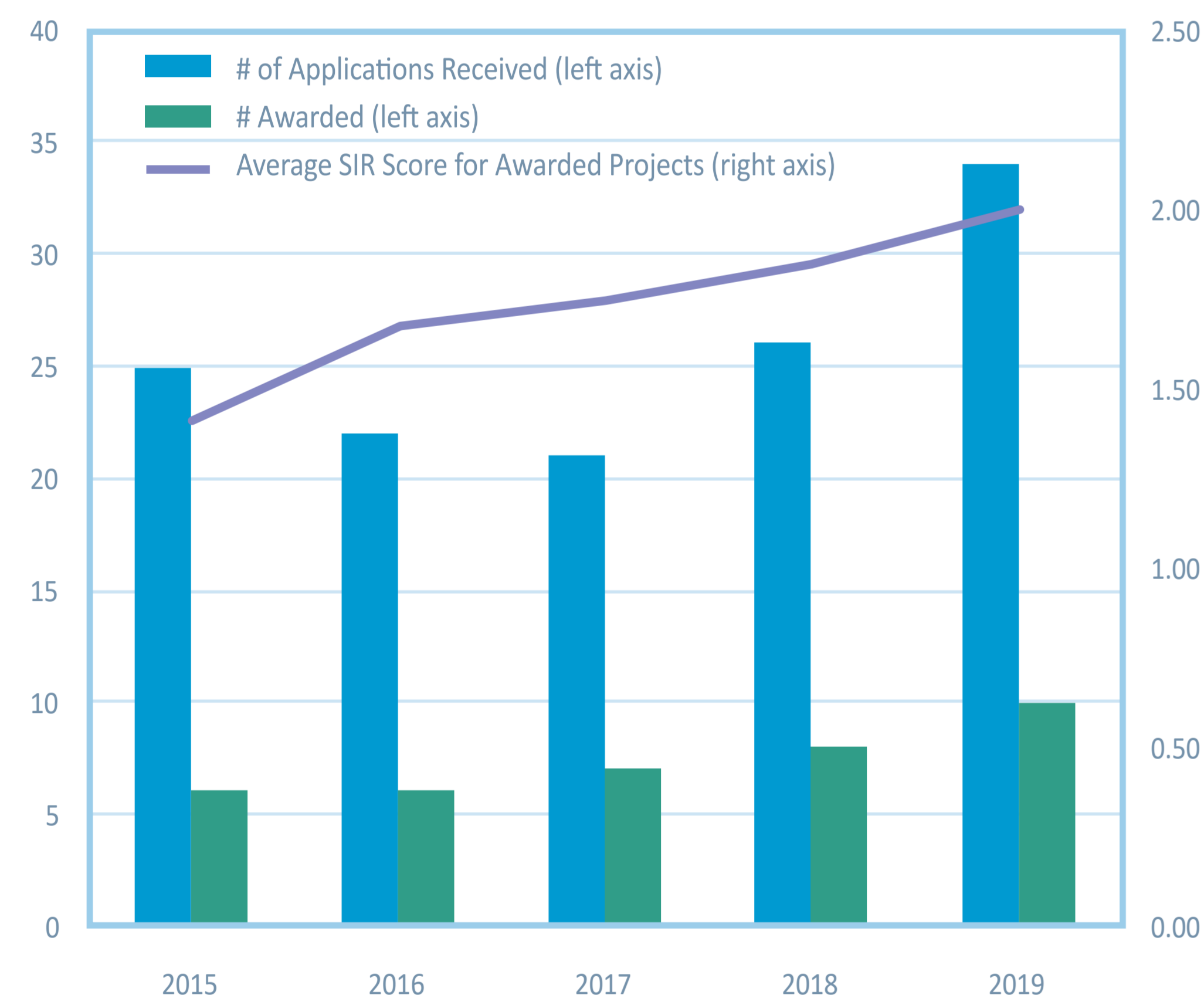
## PROCESS

- 1 RFP, SCORING & INITIAL SELECTION
- 2 DUE DILIGENCE & NOTICE OF AWARD
- 3 CONSTRUCTION
- 4 VERIFICATION & PAYMENT

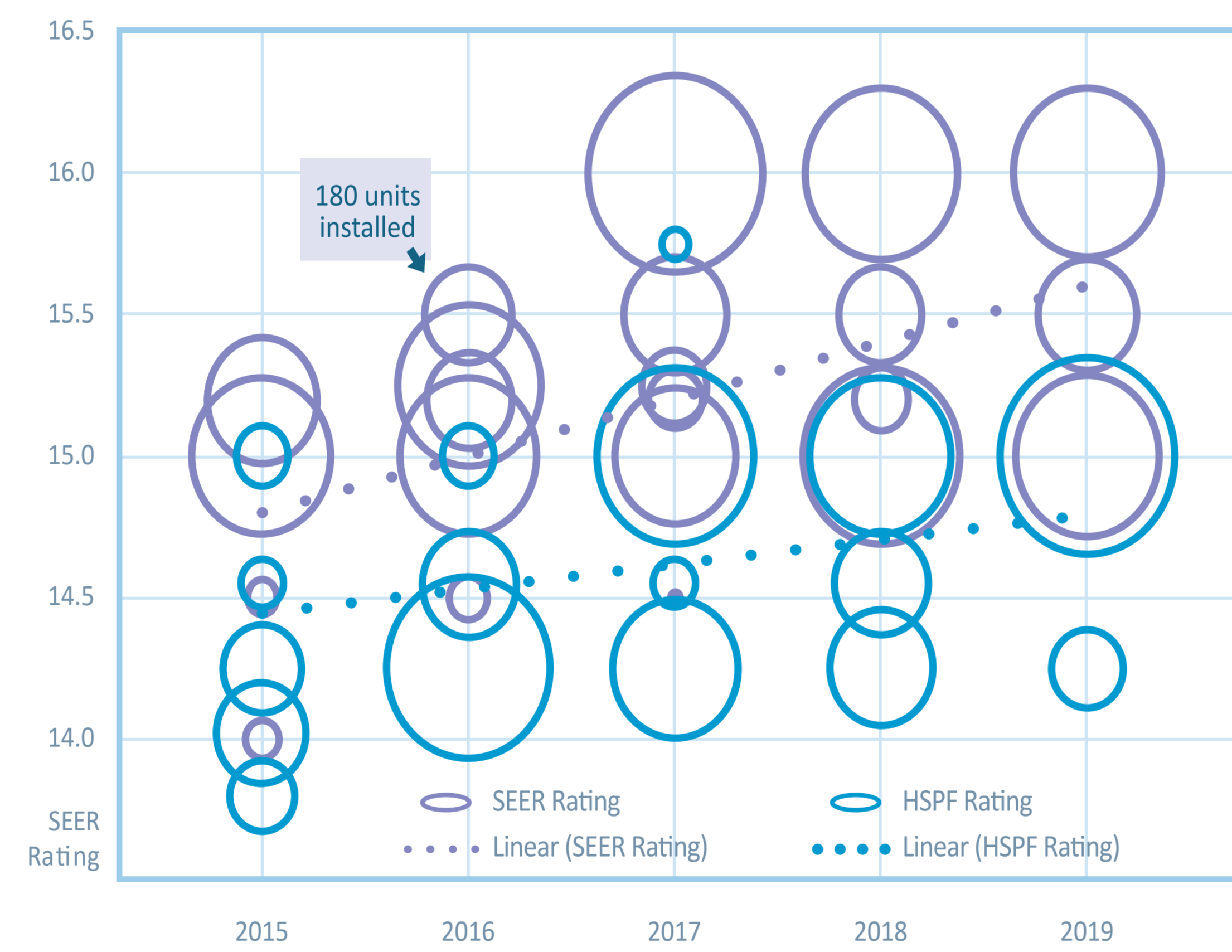
## OUTCOMES - 5 YEARS OF PROGRAM PERFORMANCE

These graphs represent the impacts, cost-effectiveness, and trends of CenterPoint Energy's Multifamily HVAC program implemented by Frontier Energy over the past 5 years.

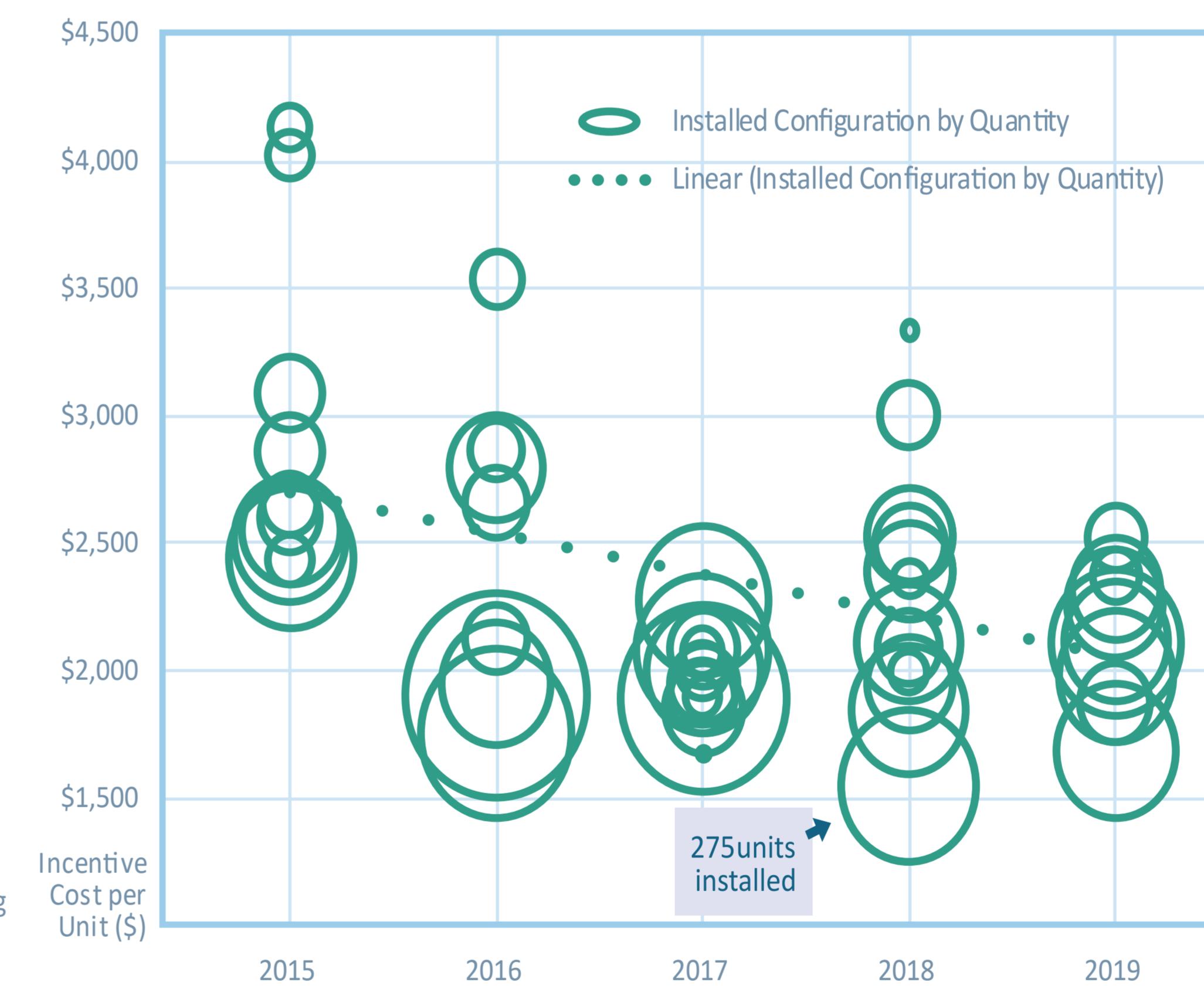
### INCREASINGLY COMPETITIVE APPLICATION POOL



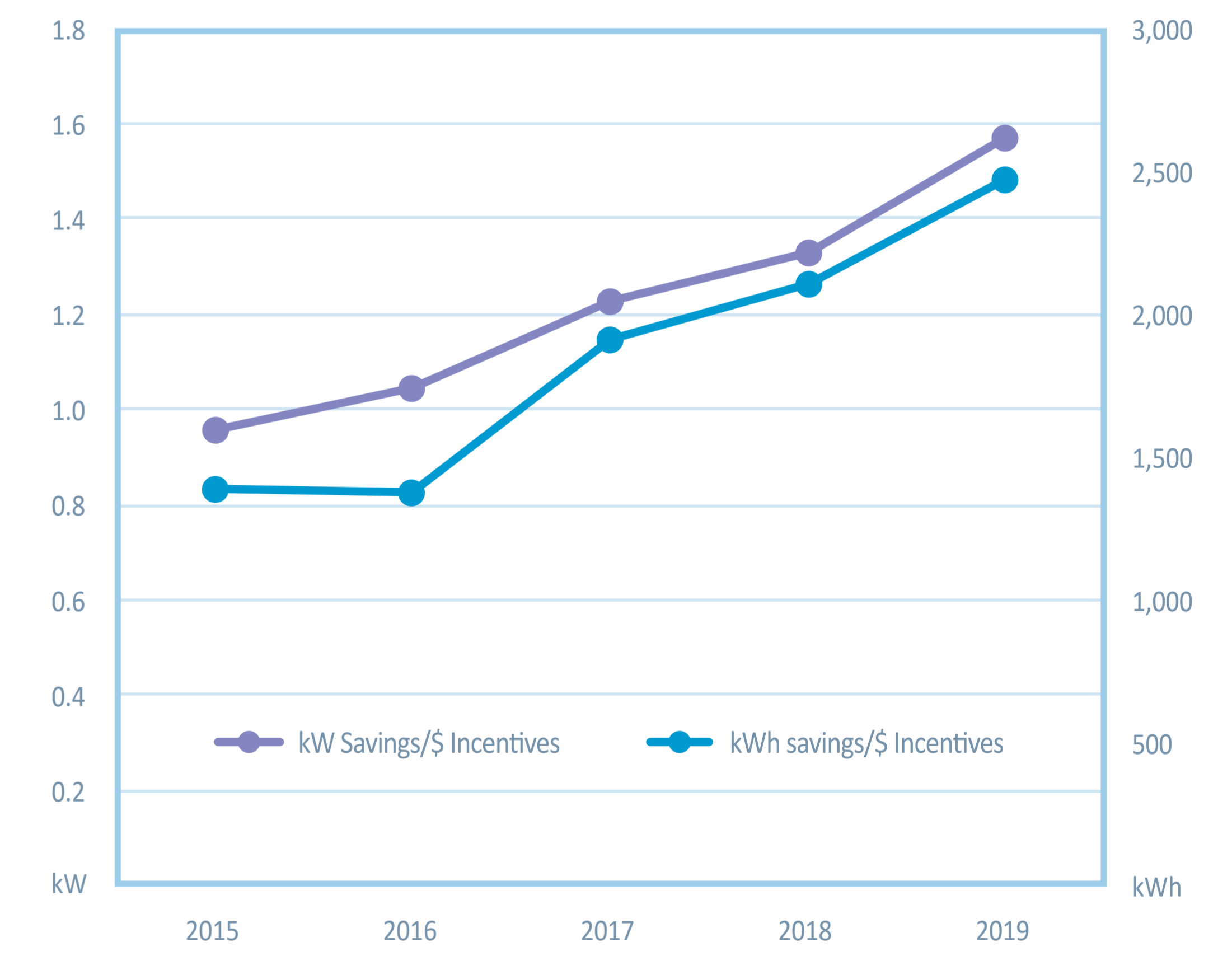
### HIGHER EFFICIENCY HVAC EQUIPMENT INSTALLED



### LOWER INCENTIVES REQUESTED



### GREATER COST EFFECTIVENESS



- Commercial Foodservice**  
Restaurant programs and education. ISO-accredited lab and field testing.
- Energy Engineering**  
State-of-the-art sustainability for healthy, efficient buildings. Zero Net Energy.
- Electric Transportation**  
Clean mobility planning for cities. World leader in fuel cell vehicle deployment.
- Advanced Power Generation**  
Energy storage and grid security. 30 years of experience in power industry research.

### ELECTRIC TRANSMISSION & DISTRIBUTION AND POWER GENERATION

- Maintain wires, poles and electric infrastructure serving more than 2.5 million metered customers in the greater Houston area and in southwestern Indiana
- Own and operate nearly 1,300 megawatts of electric generation capacity in Indiana

### NATURAL GAS DISTRIBUTION

- Sell and deliver natural gas to 4.5 million homes and businesses in eight states: Arkansas, Indiana, Louisiana, Minnesota, Mississippi, Ohio, Oklahoma and Texas
- Invest in modernizing natural gas infrastructure and are committed to eliminate cast-iron pipe in all our territories

### COMPETITIVE ENERGY BUSINESSES

- Natural gas marketing and energy-related services
- Energy efficiency, sustainability and infrastructure modernization solutions
- Construction and repair services for pipeline systems, primarily natural gas over 40 state footprint

### MIDSTREAM INVESTMENTS

- Own 54.0 percent of the common units representing limited partner interests in Enable Midstream Partners
- Enable operates and develops natural gas and crude oil infrastructure assets



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