

Accelerating Residential Energy Efficiency Upgrades with People-First Approaches



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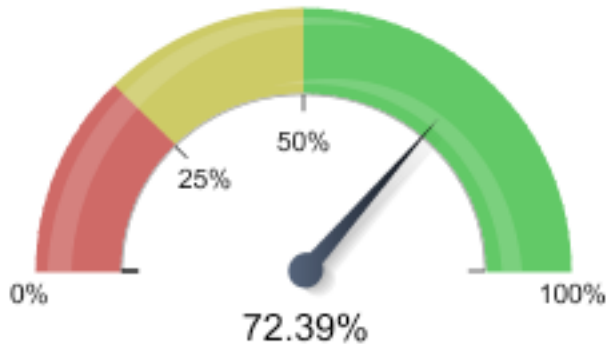
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People First, Buildings Second™

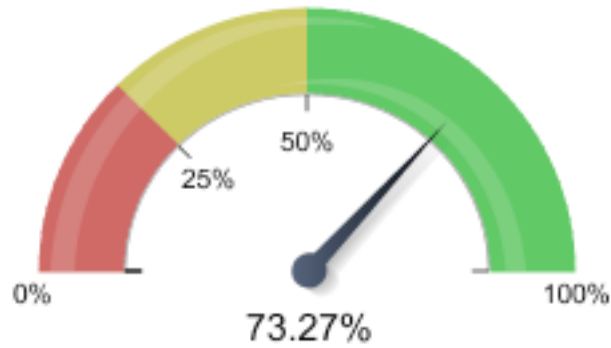
Conversion to Energy Upgrades

Owner Occupied



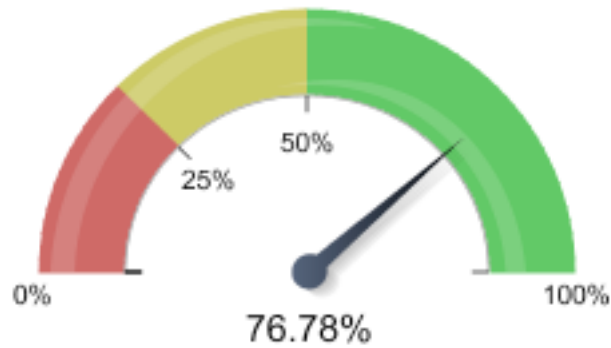
Upgrade Conversion Rate (%)

Xcel Territory-Owner Occupied



Upgrade Conversion Rate (%)

City of Boulder Owner Occupied

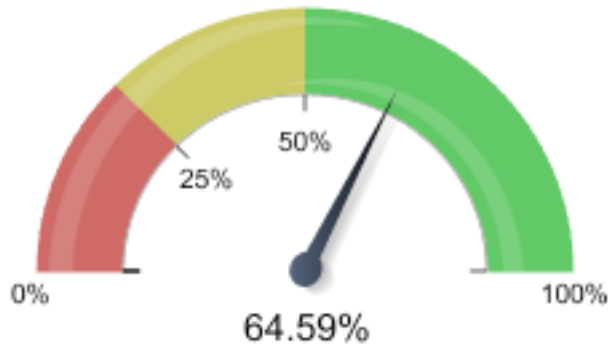


Upgrade Conversion Rate (%)



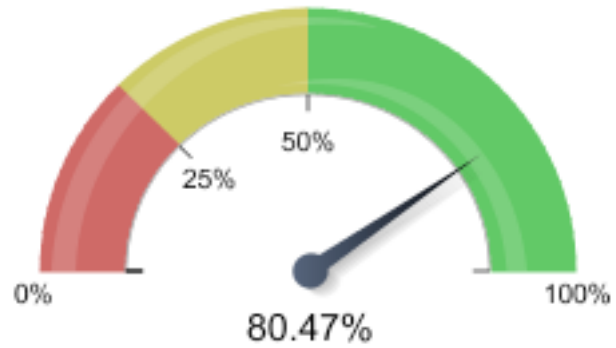
energysMART
Your Efficiency Solutions

Homes w Audit



Upgrade Conversion Rate (%)

Single Family_Advisor Only Services



Upgrade Conversion Rate (%)



Normative Messaging

Narrative Listening

Retrogrades™



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