BUILDINGENERGY BOSTON

Scaling Heat Pumps for LMI Communities through Trusted Local Partnerships

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Market landscape and challenges

- Many LMI homes lack awareness of electrification technologies and rely on trusted community channels for information and decision-making
- Traditional financing and rebate structures often require households to front costs or navigate complex applications, limiting accessibility
- High upfront installation costs remain one of the largest barriers, even when electrification reduces long-term energy bills
- Older housing stock frequently requires electrical upgrades, weatherization, or other improvements before electrification can occur
- The market is fragmented across utilities, contractors, program administrators, and community organizations, creating a difficult customer journey

Integrated, streamlined solutions can reduce risks

Fragmentation

Customers face challenges navigating disjointed systems with multiple contractors and complex processes

Simplification

Streamlined, all-in-one solutions reduce complexity and enhance program delivery

Adoption

Integrated models drive higher customer adoption and engagement by building trust and clarity

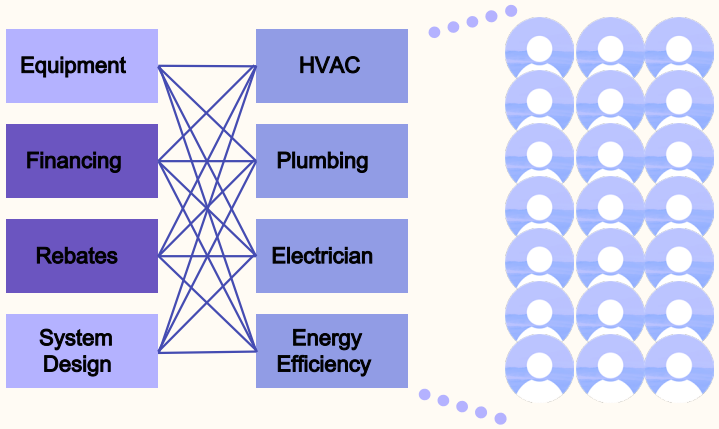
Consistency

Unified processes ensure a reliable, consistent experience across the entire customer journey

Elephant coordinates the electrification ecosystem

Simplifying equipment, financing, incentives, and contractors into one delivery model

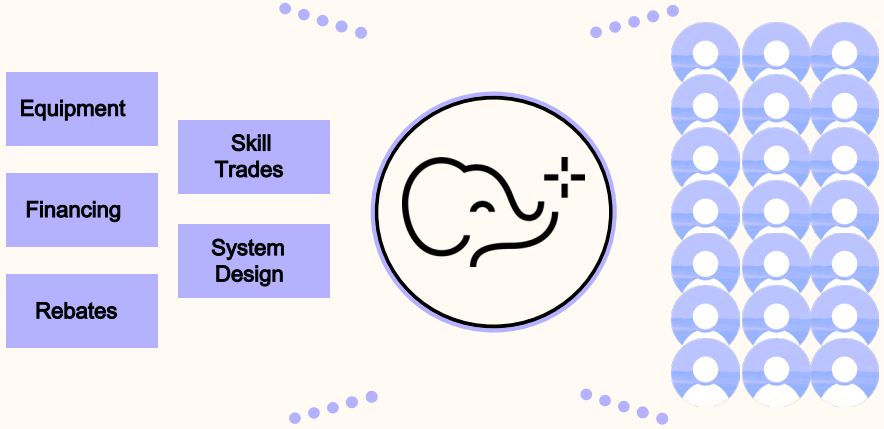
Fragmentation



- ✓ Highly fragmented, localized labor pools
- ✓ Skilled labor dependence
- ✓ Tech-lag in operational efficiency
- ✓ Risk-aversion to new technologies

VS.

Aggregation

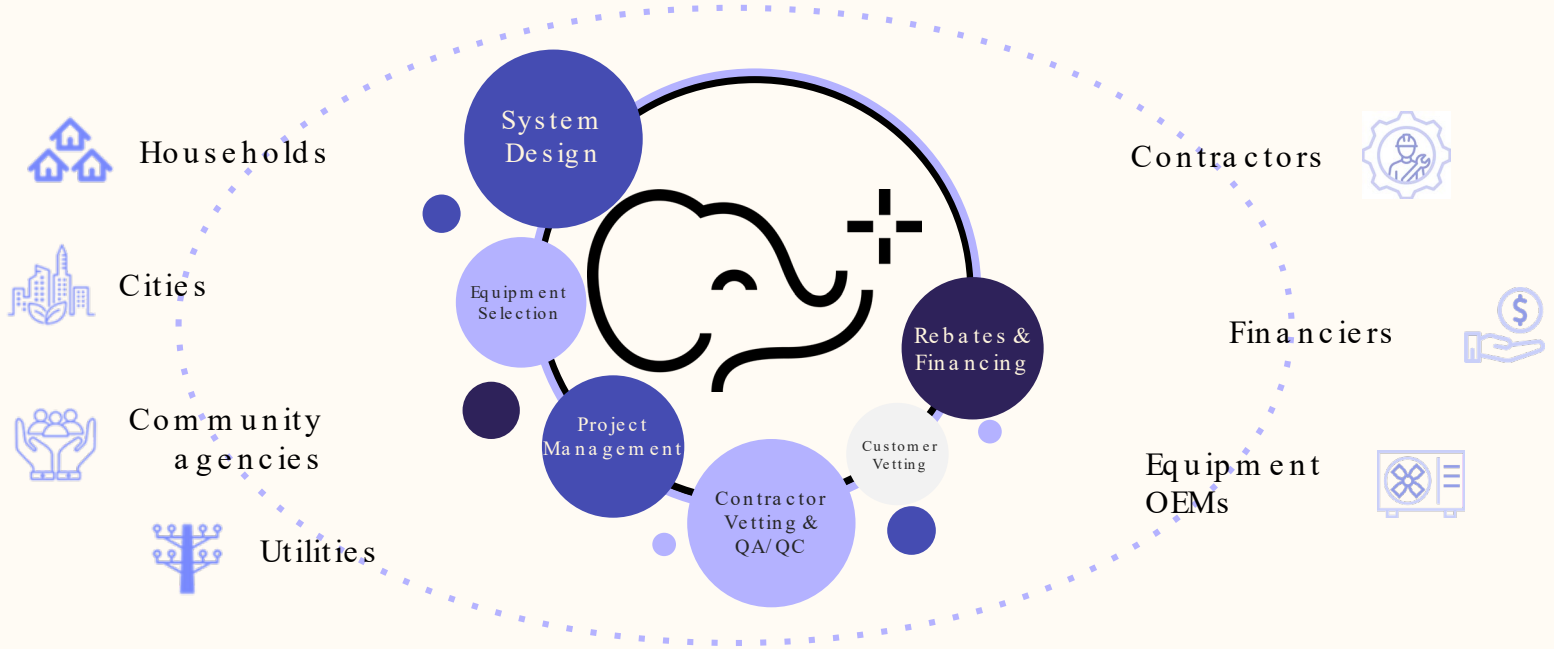


- ✓ Software-driven efficiency
- ✓ Asset-light model
- ✓ Scalable national solutions
- ✓ Limited SKUs

Electrification accelerated through local partnerships

Lessons from Colorado projects

In Colorado, we serve as the conduit for electrification upgrades



We're the connective tissue across all stakeholders that helps simplify electrification and energy efficiency, unlocking the best value at a competitive price

Colorado partnerships enabling electrification

Community organizations, public funding, and technical delivery working together

Energy Outreach Colorado

Statewide nonprofit supporting energy affordability.
Funded through Xcel Energy programs and CASR to deliver fully subsidized efficiency and electrification upgrades for income qualified households

Groundwork Denver

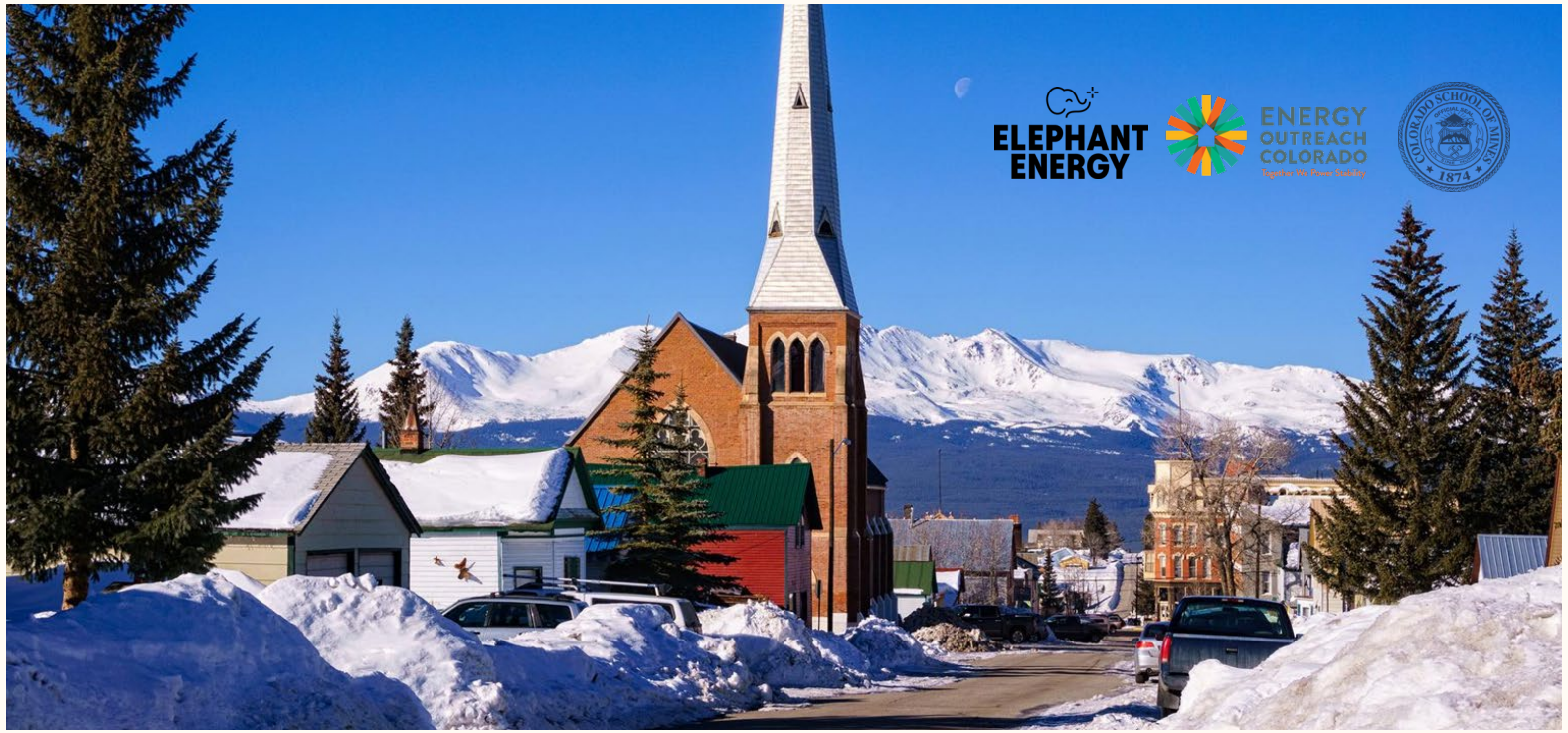
Community based organization with trusted neighborhood relationships
Leads outreach, homeowner engagement, and program participation in underserved communities

Colorado School of Mines

Academic partner advancing research in energy efficiency and grid technologies, while supporting funding and technical collaboration for community electrification initiatives

All together, these partnerships can remove financial, technical, and trust barriers to electrification.

Electrifying mobile homes in Leadville, CO



Elephant Energy partnered with Energy Outreach Colorado (EOC) to electrify low-to-moderate (LMI) mobile homes in a high-altitude town. EOC was unable to find a partner who would design and procure the equipment for a feasible and affordable electrification solution. **Elephant Energy solved the design and budget constraints, enabling the EOC to confidently electrify these homes**

$640k
budget

DESIGN GOAL

Integrate a heat pump mini-split system with a gas furnace to enable a ductless solution with backup heating

INSTALLATION DETAILS

- Weatherization and insulation improvements
- Replacement of existing gas furnaces for higher efficiency models
- Mitsubishi Hyper Heat 3 head mini split
- Homes powered by local solar garden

Lessons from the Leadville Pilot

Challenges

The Leadville project presented unique challenges beyond those typically encountered when electrifying LMI communities due to altitude and space constraints in mobile homes. There was a need to find a feasible design to transition these homes away from gas furnaces. Many believed this would be impossible in Leadville because of:

- No space to set up ductwork
- High risk of utility bills spiking
- The need to have a backup heating solution

Elephant Energy's Role

Elephant Energy took on the mission to partner with EOC, DOE and School of Mines to make this project a reality. Elephant engaged in three key roles:

1) System Design

Elephant designed a solution that **optimized heat pump use** at elevation without raising utility bills or requiring panel replacement

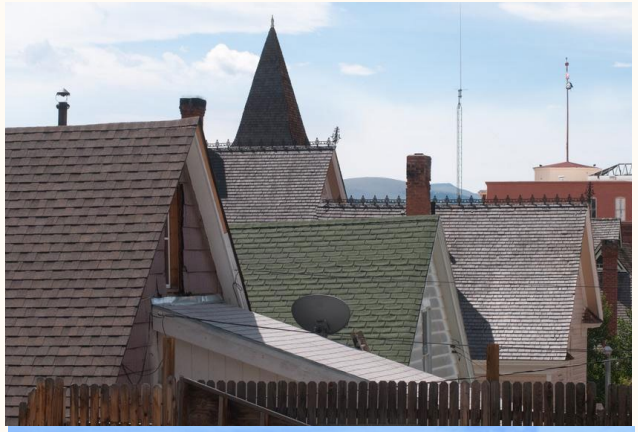
2) Equipment Procurement and Delivery

By leveraging its **strategic relationships** with OEM's, Elephant:

- Achieve a 20% lower cost vs. local contractors
- Secure delivery to the site, greatly simplifying logistics

3) Quality Assurance

Elephant's in house team provides on-site support for installers to ensure all projects perform as designed



Community driven electrification: Groundwork Denver

PROJECT GOAL

To demonstrate how home electrification can transform comfort, efficiency, and affordability for single-family households by replacing failing fossil fuel systems with modern, all-electric alternatives at zero cost to the homeowner.

THE HOME

Location: Chaffee Park Neighborhood
Size: 1,171 sq. ft.
Built: 1948
Before: No central AC, a 22-year-old failing gas furnace, and an inefficient swamp cooler

THE SOLUTION

Mitsubishi 2.5 Ton Cold Climate Ducted Heat Pump

Groundwork Denver's Role

1) Community Rooted Outreach

Connected with the homeowner through trusted local relationships.

2) Project Identification

Identified that the home would benefit greatly from a heat pump, given the failing furnace, swamp cooler, recent weatherization, and unused solar capacity.

3) Trusted Guide

Supported the homeowner in understanding electrification benefits and the process.

Expanding the Model to Affordable Housing

Elephant Energy is partnering with affordable housing owners and community organizations to deliver scalable electrification solutions for low income multifamily housing across Colorado.

PROJECT GOAL

To demonstrate how home electrification can reduce energy costs, improve comfort, and modernize aging affordable housing while building a scalable model for multifamily electrification in LMI communities.

IMPACT

102
affordable housing apartments electrified

THE SOLUTION

Dual Fuel systems
Ducted Heat Pump

Affordable Housing Projects Underway

1) Lead Delivery Partner

Elephant was selected by Energy Outreach Colorado as lead delivery partner

2) System Design

Dual-fuel heat pump systems with gas backup designed for cold climate reliability

3) Installation Management

Scope includes HVAC installation, electrical upgrades, system design, engineering drawings, and permitting

StageCoach Gardens

30 unit
affordable housing community – Greeley

Construction underway in 2026

Foothills Green

72 unit
affordable housing community– Lakewood

Construction scheduled for Spring 2026

ELEPHANT ENERGY

Closing Remarks by Brendan Ryan

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