

# Montclair Electrification Pilot

February 1, 2026



# Background

In 2025, Montclair Presbyterian Church's electrification team (part of the Earth Care Committee) partnered with **CalNEXT** to install two new ultra-climate-friendly **heat pump water heaters** in the Manse and the rental house next door.

- CalNEXT's pilot program provided the church with both heat pump water heaters **free-of-charge**.
- The church also received **\$9,200 in rebates** from the TECH Clean California program.
- These top-of-the-line units provide **more hot water at lower cost**.
- They're saving the church **hundreds of dollars annually**.
- Unlike gas water heaters, they cause essentially zero greenhouse gas emissions thanks to their **climate-friendly coolants** and the church's enrollment in **100% renewable electricity** through AVA Community Energy.



Montclair Presbyterian  
Church



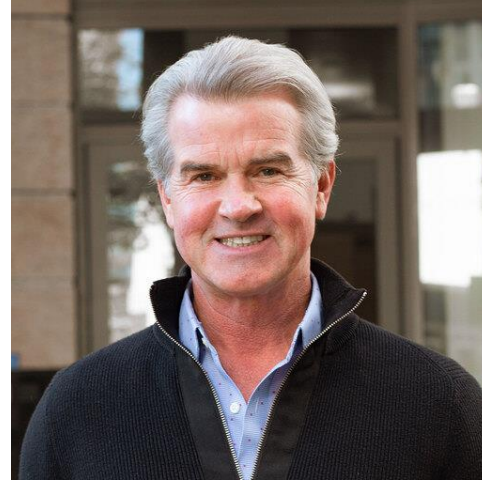
# Meet the Team



**Kurtis Deschamps**  
*Project Manager*  
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**Adam Popp**  
*Senior Trade Ally Manager*  
Energy Solutions



**Chris Burmester**  
*Chief Strategy Officer*  
Energy Solutions



**Robert Marcial**  
*Energy Efficiency Workforce  
Education & Training*  
PG&E

**Contractors** We Can Do It Plumbing | Good Fit Plumbing

# Chris Burmester

*Chief Strategy Officer*  
Energy Solutions

# About CalNEXT

CalNEXT is the statewide emerging technology program designed to identify, test, and grow electric technologies and delivery methods to support California's decarbonized future.


- Launched in June 2022
- Completed over 100 projects so far
- CalNEXT supports new, emerging technologies by bringing ideas and projects to life, delivering real results, and publishing studies and resources.
- CalNEXT is funded by California's investor-owned utilities as part of their commitment to meeting the state's decarbonization goals.
- Montclair Presbyterian Church helped make an impact by providing insight for future community organization heat pump adoption opportunities.



# Pilot Focus

## Goal

To break down barriers of commercial heat pump water heater adoption in the marketplace.



## Barriers identified include:

1. **Lack of customer and contractor familiarity** with light duty heat pump water heaters.
2. Existing water heating program **eligibility limitations**.
3. **Electrical capacity requirements** when switching from gas water heaters.
4. **Lack of participation** in existing water heating programs.
5. **Limited understanding** of customers best suited for commercial light duty heat pump water heaters.

# Overview of Pilot Findings

- Retail and office spaces would fare better as targets for light-duty heat pump water heaters.
  - These light duty heat pump water heaters service residential homes as well.
- Word of mouth has been an unexpected but strong communication pathway for prospective sites.
  - This is the reason why we are here at Montclair Presbyterian.
- CalNEXT provided just above \$13,500 in heat pump water heater incentives throughout the duration of the pilot.
- The CalNEXT project team worked with 17 contractors to find commercial heat pump water heater opportunities.

# Commercial Building Types and Heat Pump Suitability



Commercial Buildings **Best Suited** for Light Duty Heat Pump Water Heaters:

- Retail
- Small Offices
- Conditioned Storage



Commercial Buildings **Sometimes Suited** for Light Duty Heat Pump Water Heaters:

- Quick Service Restaurants
- Warehouses



Commercial Buildings **Not Often Suited** for Light Duty Heat Pump Water Heaters:

- Educational Institutions
- Fast Food Restaurants
- Hospitals
- Hotels

Our engineering analysis is based on average hot water use by standard commercial buildings. Keep in mind that hot water use can vary widely so make sure you **talk to a contractor about your needs to select the right equipment.**

# Pilot Findings

Things to keep in mind for installations:

- physical space constraints
- potential electrical upgrades
- easiest to do electric resistance replacements
- tank sizing (when switching from gas, tank size may need to be increased)

## Recommendations

Through our work on this pilot, we made recommendations for future updates to the incentive offerings that would allow for more light duty heat pump water heater options for installations.

# Upcoming Pilot: 120-Volt Heat Pump Water Heaters

- This pilot aims to test whether targeted outreach through training and direct homeowner/community involvement will increase the adoption of 120v appliances.
  - We will work with communities to support appliance electrification with education, training, and financial support.
- Contractors will be partnered with homeowners and community volunteers on electrification projects including heat pump water heaters, heat pump washer dryers, and micro heat pumps.
- Homeowners and community volunteers can attend contractor led trainings, upgrade their own household and participate in other community electrification projects.
- This project is in the development phase; detailed information will be available later this year.

# Working with Incentives

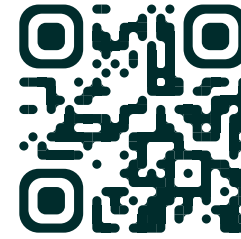
Incentives may be available from many sources like your utility, city, or federal funds, so it is always a good idea to check when you have a project in mind.

Keep in mind that these programs have limited budgets and may not always be available.

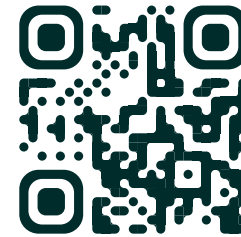


You can also find out more about TECH Clean California, the Statewide initiative to accelerate the adoption of clean space and water heating technology across California homes.

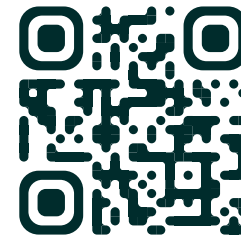
## Incentive Resources



[switchison.org/ca](https://switchison.org/ca)



[pge.com/en/save-energy-and-money/rebates-and-incentives](https://pge.com/en/save-energy-and-money/rebates-and-incentives)

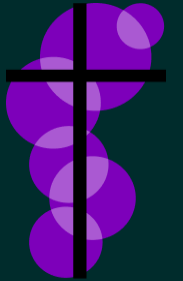


[techcleanca.com](https://techcleanca.com)

# Learn more about the Montclair Electrification Pilot



[calnext.com/news/breaking-down-barriers-how-to-get-heat-pump-water-heaters-into-californias-commercial-buildings/](https://calnext.com/news/breaking-down-barriers-how-to-get-heat-pump-water-heaters-into-californias-commercial-buildings/)



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Thank You!