

# Integrated Systems Coordinating Committee (ISCC)

## Q2 2024 Meeting Agenda



**DATE:** Wednesday 22<sup>nd</sup> May and Thursday 23<sup>rd</sup> May  
**TIME:** 12:30 – 4:15 pm Pacific Standard Time  
**LOCATION:** Online via Microsoft Teams  
**TEAMS LINK** [Click here to join the meeting](#) (Meeting ID: 284 620 502 428 | Passcode: YEe7Hi) (if  
**for DAY 1:** needed) Call-in audio only: 971-323-0535 Phone Conference ID: 965 622 623#

**ISCC OBJECTIVE DESIRED OUTCOME:** Collaboration on coordination and optimization of NEEA programs and related activities by (1) identifying and managing through potential implementation challenges between NEEA and local utility activities, and (2) identifying and seizing leveraging opportunities that can drive amplified market influence.

### Day 1 - Wednesday 22<sup>nd</sup> May

(All Times Pacific)

			Page #
12:30 - 1:00 pm (30 mins)	<b>Welcome, Agenda, Packet Review &amp; Introductions</b>	Anouksha Gardner	--
1:00- 1:45 pm (45 mins)	<b>Regional Priority Topic</b> <ul style="list-style-type: none"> <li>● <b>Extended Motor Products – Pumps 101</b></li> </ul> <i>Desired Outcome: Committee members understand the basics on pumps, including pump applications and why energy efficiency is a big opportunity for NEEA’s regional program efforts in transforming this market.</i>	Warren Fish	5
1:45 – 1:55 pm	<b>BREAK</b>		
1:55-3:15 pm (80 mins)	<b>Regional Roundtable</b> <i>Committee members and NEEA program staff share program and organization updates, highlight areas of possible interest and coordination with others.</i>  <i>Desired Outcome: All are updated on each other’s activities and better understand what’s happening across the region.</i>	All	--
3:15 – 3:25 pm	<b>BREAK</b>		
3:25 – 3:45 pm (20 mins)	<b>Coordinating Committee Assessment</b> <ul style="list-style-type: none"> <li>● Guiding principles for streamlining</li> <li>● Proposed adjustments to meeting structure</li> </ul> <i>Desired Outcome: Get committee feedback regarding the recommendations and findings presented in the assessment memo.</i>	Alisyn Maggiora & Anouksha Gardner	6-7
3:45 – 3:55 pm (10 mins)	<b>Recap, Next Steps, Adjourn</b>	Anouksha Gardner	--

# Integrated Systems Coordinating Committee (ISCC)

## Q2 2024 Meeting Agenda



**TEAMS LINK for DAY 2:** [Click here to join the meeting](#) (Meeting ID: 258 941 103 397 |  
 Passcode: HsxQXk) (if needed) Call-in audio only: 971-323-0535  
 Phone Conference ID: 348 301 053#

### Day 2 – Thursday 23<sup>rd</sup> May

(All Times Pacific)

			Page #
9:30-9:45 am (15 mins)	<b>Welcome</b>	Anouksha Gardner	--
9:45- 11:15 am (90 mins)	<b>Regional Priority Topic</b> <ul style="list-style-type: none"> <li>● <b>Luminaire Level Lighting Control- Takeaways from LLLC Projects</b></li> </ul> <i>Desired Outcome: Utility driven presentation where data is shared and the committee can glean insights on LLLC, discuss implications for lighting programs, and regional coordination opportunities.</i>	ISCC Committee Members, Anne Curran	8
11:15-11:25 am	<b>BREAK</b>	All	
11:25– 11:35 am (10 mins)	<b>Q2 Topic Check In</b> <ul style="list-style-type: none"> <li>● <b>Efficient Fans 101</b></li> <li>● <b>Any additional relevant topics</b></li> </ul> <i>Desired Outcome: Committee members confirm there is enough interest in this topic to hold time on the Q3 agenda and to invite anyone else who is working on custom projects and drive programs.</i>	Tamara Anderson, Anouksha Gardner	9
11:35-11:50 am (15 mins)	<b>Housekeeping</b> <ul style="list-style-type: none"> <li>● <b>Announcements &amp; Upcoming Meetings/Events</b></li> </ul>	Anouksha Gardner	--
11:50– 12:00 pm (10 mins)	<b>Recap, Next Steps, Adjourn</b>	Anouksha Gardner	--

# Memorandum- *Agenda Items*

May 8<sup>th</sup>, 2024



TO: Integrated Systems Coordinating Committee (ISCC)

FROM: Anouksha Gardner, Stakeholder Relations Manager

SUBJECT: **Meeting Packet Agenda Items. Informational Updates and Additional Information**

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## MEETING PACKET APPROACH

This packet continues the “tiered” approach:

- Tier-1 memos for active agenda items
- Tier-2 memos for informational updates on items not currently requiring agenda time.
- Tier-3 materials provided as additional detail for those interested, accessible via links in the Tier 1 and Tier-2 memos. All other Tier 3 materials are listed below.

## AGENDA ITEMS (Tier 1)

- Page 1-2: Meeting Agenda
- Page 3: Meeting Packet Informational Updated Meeting
- Page 4: Topic Preparation Highlights
- Page 5: Memo: Regional Priority Topic- Extended Motor Products (XMP) – Pumps 101
- Page 6-7: Memo: Coordinating Committee Assessment
- Page 8: Memo: Regional Priority Topic- Luminaire Level Lighting Control (LLLC)= Takeaways from LLLC Projects
- Page 9: Memo: Q3 Regional Priority Topic Check In - Efficient Fans

## INFORMATIONAL UPDATES (Tier 2)

- Page 10: Electric Portfolio, 2024 Flowchart
- Page 11: 2024 Integrated Systems Coordinating Committee Annual Workplan

## PROGRAM ACTIVITY REPORTS

- Page 12-15: High- Performance HVAC
- Page 16-21: Luminaire Level Lighting Control
- Page 22-25: Extended Motor Products Pumps & Circulators
- Page 26-29: Efficient Fans
- Page 30-33: Better Bricks

## ADDITIONAL LINKS (Tier 3)

- Committee Materials (*meeting notes include links to recordings, packet, and slides*)
  - Q1 2024 ISCC [Meeting Notes](#), [Agenda Packet](#), and [Slides](#)
  - Q1 2024 PCC [Meeting Notes](#), [Agenda Packet](#), and [Slides](#)
  - 2024 Workplan: [Integrated Systems \(ISCC\)](#) | [Products \(PCC\)](#)
  - Charters: [RPAC](#), [ISCC](#), [PCC](#)
- [Q1 2024 Market Research and Evaluation Newsletter](#)
- [Q1 2024 Emerging Technology Newsletter](#)
- [Q4 2023 Codes, Standards and New Construction Newsletter](#)

# ISCC Q2 2024 – Meeting Topic Preparation Highlights



## Preparation for All Committee Items:

- Review packet, including agenda, informational updates and all memos. See additional preparation for specific agenda items below.

### Day 1

#### ➤ REGIONAL PRIORITY TOPIC for Extended Motor Products Pumps & Circulators– Pumps 101

*Topic format is expected to be a shareout from NEEA Program Manager Warren Fish on pump basics , including pump applications and why energy efficiency is a big opportunity for NEEA’s regional program efforts in transforming this market.*

Review Tier 1 memo on p. 5 and **come prepared to:**

(1) Bring questions regarding:

- ✓ Overview of how pumps are applied
- ✓ Where pump energy efficiency opportunities are and what utilities should know

(2) Discuss how utilities can support ongoing Northwest activity on pump efficiency

#### ➤ ROUNDTABLE

Committee Members & NEEA Program Managers will share highlights from their work, programs and/or organization since the Q1 meeting.

*Specific topics for Committee Members to consider highlighting include:*

- ✓ Questions/thoughts on NEEA program activity reports
- ✓ Program and organizational updates
- ✓ Any questions of your peers

#### ➤ Coordinating Committee Assessment Check In

*Stakeholder Relations will share findings and recommendations from Coordinating Committee assessment.*

Review Tier 1 memo on p. 6&7 and **come prepared to:**

(1) Give your feedback on the opportunities for improvement

### Day 2

#### ➤ REGIONAL PRIORITY TOPIC for Luminaire Level Lighting Control Takeaways from LLLC Projects

*Topic format is expected to be a presentation by a few ISCC Coordinating Committee members on the takeaways from their LLLC Projects.*

Review Tier 1 memo on p. 8 and **come prepared to:**

- (1) Hear insights and data about LLLC Projects in the region
- (2) Discuss data and findings
- (3) Share insights from your territory as applicable

#### ➤ REGIONAL TOPIC CHECK IN

*A review of the regional priority topics slated for Q3 (15<sup>th</sup> August) 2024 and checking in regarding collaborators and relevance of topic.*

Review Tier 1 memo on p. 9 and **come prepared to:**

- (1) Confirm interest in Efficient Fan’s 101 presentation led by NEEA Program Manager Tamara Anderson
- (2) Bring any ad hoc topics you’d like to discuss in Q3

# Memorandum – Agenda Item (Tier 1)



May 8<sup>th</sup>, 2024

TO: Integrated Systems Committee  
FROM: Warren Fish, Program Manager for XMP - Pumps  
SUBJECT: Pumps 101

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### Our Ask of You:

***Bring your questions about pumps to this broad overview of how pumps are applied, where pump energy efficiency opportunities are, what utilities should know, and how you can support ongoing Northwest activity on pump efficiency.***

### Brief Overview:

Pumps are everywhere and come in many different sizes and types. They are essential to our modern world and are used in almost every sector of the economy and in a huge range of applications. If you'd like to get a bit more oriented on the topic ahead of our Pumps 101 session, please look at the Hydraulic Institute's "Imagine a World Without Pumps" series [here](#). It will provide helpful information about where pumps are used and why they are so important to our modern world. Or, check out Hydraulic Institute's "Pump Pros Know" series [here](#) if you are already familiar with the basics and would like to know some general but technical information about pump selection, energy consumption and system design.

Our primary focus for our Pumps 101 topic will be on the subset of clean water pumps and circulators with [Energy Rating](#) Labels and which are covered by a federal minimum energy efficiency standard. That standard provided an important opening for energy efficiency efforts because it mandates lab testing be done on every clean water pump sold in the U.S. (with some exceptions), resulting in detailed data on energy consumption for over 15,000 pump and circulator models.

Another goal of this session is to answer your questions, so please reach out ahead of time if there are key desired topic areas on pumps so the overview and discussion is targeted accordingly.

Please contact Warren Fish, [wfish@neea.org](mailto:wfish@neea.org) if you have questions about this topic or this memo.

### PROGRAM LIFECYCLE STATUS



# Memorandum – *Agenda Item (Tier 1)*



May 8<sup>th</sup>, 2024

TO: Integrated Systems Coordinating Committee (ISCC)  
FROM: Anouksha Gardner & Alisyn Maggiora, Stakeholder Relations  
SUBJECT: NEEA’s 2024 Coordinating Committee Assessment

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**Ask:** Review the following coordinating committee assessment and come prepared to discuss the opportunities for improvement presented below.

**Background:** In 2019, the alliance conducted a streamlining effort that transitioned NEEA’s three sector advisory committees into two coordination committees. Since that time, continuous improvement efforts have continued year-over-year leading to more streamlined meetings and the introduction of an annual planning process to co-create regional priority topics and increase value exchange.

As part of NEEA’s 2024 Stakeholder Satisfaction Survey, respondents were asked to provide input on the overall effectiveness of the coordinating committees and to identify further opportunities for improvement. NEEA staff also solicited one-on-one input from both committee members and other NEEA staff who contribute to coordinating committee meetings. Overall, stakeholder feedback on the committee process was very positive. However, there were some areas identified for further improvement related to meeting timing, length and materials.

**Opportunities for Continuous Improvement in the Coordinating Committee Process:**

Based on stakeholder input, NEEA staff have identified some potential improvements to the coordinating committee process for members to consider. Any changes aligned on by coordinating committee members would be implemented in 2025. Potential improvements include:

- Reducing meeting frequency – propose shifting from four meetings to three per year.
- Increasing flexibility within meeting agendas by adding more time for ad hoc topics, including those more broadly related to market trends or utility needs.
- Ensuring one hybrid meeting each year for each committee.
- Discussing ways to streamline the packets.
- Officially adopting a sector-based structure for the coordinating committees (i.e., residential and commercial/ industrial) to better align with the organizational structure within utilities. Note: with recent changes to program assignments, the committees are technically organized into residential and commercial groups right now, which NEEA calls ‘Products’ and ‘Integrated Systems.’ A name change may also be proposed as a result.

In developing these potential changes, staff applied the following guiding principles.

- Committee meetings should continue to prioritize regional convening as well as identifying coordination opportunities for NEEA and utility staff.
- Any recommended changes should not require additional time commitments from committee members beyond current topic coordination approaches.
- The committee structure should prioritize having the right people in the room.
- NEEA staff should remain flexible and maintain a flexible process to adapt to changing realities throughout the year.

**Next Steps:**

Time	Task
May/June	Discuss assessment insights and share action plan with coordinating committees
June	Internal recommendation review/feedback
July/August	Present action plan to RPAC for consultation and feedback
August/September	Propose final adjustments to coordinating committees for review and approval
October/November	Share and affirm final proposed changes to implement in 2025 with RPAC and coordinating committees

Please contact [Alisyn Maggiora](#) or [Anouksha Gardner](#) if you have questions about this memo.

# Memorandum – *Agenda Item (Tier 1)*



May 8<sup>th</sup>, 2024

TO: Integrated Systems Coordinating Committee (ISCC)

FROM: Anne Curran, Sr. Program Manager

SUBJECT: Q2 Regional Priority Topic: Luminaire Level Lighting Control- Takeaways from LLLC Projects and how to leverage these insights to bolster demand

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**Our Ask of You:**

**Please come to the meeting ready to engage in discussion on market adoption of Luminaire Level Lighting Control, led by our utility committee members.**

**Brief Overview:**

The Q2 regional priority topic will focus on the Takeaways from LLLC Projects and how to leverage these insights to bolster demand. During this utility-driven presentation, facilitated by Julie Banerjee, we will hear from Eric Mullendore (Bonneville Power Administration), Andrew Pultorak (Puget Sound Energy), and Julie Banerjee (Tacoma Power). The context will be results of quantitative analysis and observations. The purpose of the presentation is to share utility program insights based on experience and data.

Committee members are requested to contribute to the conversation and share their own examples if any.

Please contact [Anne Curran](#) or [Anouksha Gardner](#) if you have questions about this memo.

# Memorandum – Agenda Item (Tier 1)

May 8<sup>th</sup>, 2024

TO: Integrated Systems Coordinating Committee

FROM: Tamara Anderson, Program Manager

SUBJECT: Efficient Fans Program



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### Our Ask of You:

Please come prepared to provide input on the Efficient Fans 101 Topic for Q3. The purpose of this topic is to learn the basics about the Efficient Fans program, which was approved unanimously by NEEA’s Regional Portfolio Advisory Committee (RPAC) in Q3 of 2022, and to gain a shared understanding of what utilities and NEEA are working on related to efficient fans. Please let us know if this topic still resonates with you, and/or if you have particular areas of interest for us to focus on next quarter.

### Brief Overview:

2023 was the Efficient Fans first full year as a program in NEEA’s portfolio. Initial successes included:

- Continued partnership with the [Air Movement and Controls, Association, Inc. \(AMCA\)](#), who rates fan products via its certified ratings program, including [fans rated with Fan Energy Index \(FEI\)](#).
- Completed [Fan Manufacturer Regional Market Share Study](#) to inform strategic manufacturer partners for the program. Partnered with two major manufacturers, including data acquisition.
- Launched [Fan Systems Market Characterization Study](#), which described the path-to-purchase for efficient fans, including the roles, motivations, and perspectives of relevant market actor groups.
- Influenced the first [federal test procedure](#) for fans which included the Fan Energy Index metric.
- Conducted two FEI-focused training sessions December 2023 in partnership with Twin City Fan.
- Launched [Efficient Fans on BetterBricks.com](#).

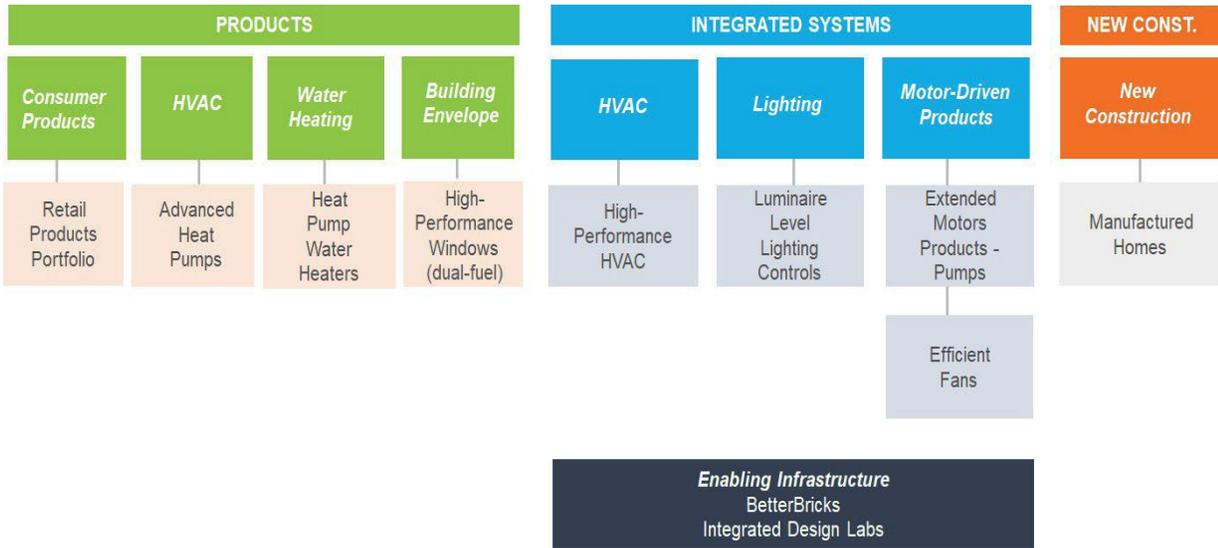
2024 activities include:

- [Fan Systems Market Characterization Study](#) on neea.org.
- The program is pivoting to include partnering with manufacturer representatives as a primary strategic intervention in addition to partnering with manufacturers for the program based on research from Cadeo last fall and the results of the Market Characterization Study.
- NEEA submitted [comments](#) on the first ever [Notice of Proposed Rulemaking for Fans and Blowers](#).
- NEEA will also be conducting technical research to understand more about what drives fan system efficiency in specific applications and to understand more about the performance of fan systems.

Please contact [Tamara Anderson](#) if you have questions about this memo.

### PROGRAM LIFECYCLE STATUS





## Snapshot of Regional Priority Topics

Q1 Meeting 29 <sup>th</sup> February, Thursday	Q2 Day 1 Meeting 22 <sup>nd</sup> May, Wednesday	Q2 Day 2 Meeting 23 <sup>rd</sup> May, Thursday	Q3 Meeting 15 <sup>th</sup> August, Thursday	Q4 Day 1 Meeting 6 <sup>th</sup> November, Wednesday	Q4 Day 2 Meeting 7 <sup>th</sup> November, Wednesday
<p><b>COMM LIGHTING:</b> <u>Luminaire Level</u> <u>Lighting Controls</u></p> <p><b>Topic 1:</b> Recent LLLC Market Research and <b>Topic 2:</b> Regional Utility Toolkit (NEEA Update category) <i>30-45 mins each placeholder</i></p>	<p><b>MOTOR-DRIVEN PRODUCTS:</b> Pumps &amp; Circulators (XMP)</p> <p><b>Topic:</b> Pumps 101 <i>45 to 60 mins</i></p>	<p><b>COMM LIGHTING:</b> <u>Luminaire Level</u> <u>Lighting Controls</u></p> <p><b>Topic:</b> Takeaways from LLLC Projects and how to leverage these insights to bolster demand. <i>At least 90 mins</i></p>	<p><b>MOTOR-DRIVEN PRODUCTS:</b> <u>Efficient Fans</u></p> <p><b>Topic:</b> Introduction to Efficient Fans and Fans Energy Index <i>35 mins</i></p>	<p><b>COMM HVAC:</b> <u>High Performance HVAC, Very High Efficiency DOAS (VHE DOAS)</u></p> <p><b>Topic:</b> High-Performance HVAC – TBD  PM to check in with Stakeholders and have conversation about coordination and discuss successes or <u>failures</u> <i>Time TBD</i></p>	<p><b>Annual Planning Session</b></p>

# ISCC Q4 2023 HIGH-PERFORMANCE HVAC ACTIVITY REPORT

## NEEA IDENTIFIED COORDINATION & LEVERAGING OPPORTUNITIES SUMMARY (SEE PP. 2-4 FOR DETAILS):

- ❖ NEEA technical support still available to encourage VHE DOAS on potential HVAC upgrades
- ❖ Leverage growing number of reports, case studies blog posts available on [BetterBrick's VHE DOAS Page](#)

## KEY UPDATES:

- **PROGRAM:**
  - **Updated!** [Very high efficiency DOAS system requirements](#) revised to include minor clarifications on several requirement elements
  - **New!** [Heat/Energy Recovery Ventilator Compliant Products](#) as stand-alone document, as well as in system requirements. Now includes *seven manufacturers and over 100 qualifying products*.

## ADDT'L RESOURCES FOR UTILITIES:

- [Very High Efficiency DOAS Comprehensive Design Guide](#) revised to integrate last two years of market and technical learnings.
- [Case Studies](#) for all demonstration projects in the Northwest
- [ACEEE 2022 Summer Study Paper](#) which provides performance summary of all 12 demonstration projects completed within NEEA's target market(s)
- [Report on COVID-19 Risk Reduction Strategies and HVAC System Energy Impact](#)
- [VHE DOAS Introduction](#) and [2-page fact sheet](#)
- [Short animated video](#) about very high efficiency DOAS - How it works and why it matters

Program Overview	
Program Manager	Maria Murphy
Product Group	HVAC
MT Goal	The majority of eligible buildings will use very high efficiency DOAS system approach in both new construction and renovation projects.
Program Status	<ul style="list-style-type: none"> <li>Market Development (August 2022) – see p. 4</li> </ul>
Product Description	Very high efficiency DOAS is an approach that pairs a very high efficiency heat/energy recovery ventilator (HRV/ERV) type of DOAS with a high efficiency heating and cooling system, while following set design principles that optimize efficiency.
Sector(s)	Commercial
Target Market(s)	Existing Buildings and New Construction; specifically, Schools, Offices and Retail
Key Market Actors	<ul style="list-style-type: none"> <li>HVAC manufacturers</li> <li>HVAC vendors (Manufacturer's Representatives/Distributors)</li> <li>HVAC designers (architects, engineers, design build firms, etc.)</li> <li>Building owners and managers</li> </ul>
Implementation Contractors	<ul style="list-style-type: none"> <li>Cadeo Group, HRV/ERV Manufacturer outreach</li> <li>Energy 350, Lead contractor on technical support</li> <li><b>New!</b> UW IDL, WSU IDL &amp; MSU IDL, Outreach and education support</li> </ul>

**KEY 2024 OPERATIONS PLAN ACTIVITIES** – click [here](#) for current Operations Plan (p 57-62)

The High-Performance HVAC program is focusing on informing design of market intervention activities associated with its first area of focus- an HVAC systems approach called very high efficiency DOAS. Key areas of focus for 2024 include (1) Continued market engagement through NEEA’s midstream incentive strategy with manufacturer’s reps/distributors and HVAC design team participants more generally (2) Continuing to grow the E/HRV Complaint Products List (CPL) and (3) continue generating market and performance data to inform codes.

**GOAL 1) Educate and motivate early adopter manufacturer’s reps/distributors to promote the system approach and support tracking of market progress**

**Target: Generate at least seven joint promotional efforts for NEEA’s target supply chain audiences by end of 2024**

Recent Progress	What’s Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>ASHRAE paper and presentation with partner manufacturer at winter conference/AHR</li> <li>Joint development of video series with manufacturer’s rep partner</li> <li>Manufacturer leveraged NEEA-contracted subject matter expert in their podcast on high performance buildings</li> </ul>	<ul style="list-style-type: none"> <li>TBD support for participant events and/or activities</li> </ul>	<ul style="list-style-type: none"> <li>NEEA supports mid-stream incentives and proposals from manufacturer’s reps/distributors, sometimes in concert with their manufacturer partners, to integrate support for the system approach into their educational and promotional materials and activities. Where the NEEA team sees an opportunity to include local utility partners, the NEEA PM will reach out.</li> </ul>

**GOAL 2) Raise supply chain and end-user awareness of the system approach, and its significant cost savings and non-energy benefits**

**Target: 15 featured events in collaboration with alliance partners, key industry and/or professional/ trade organizations**

Recent Progress	What’s Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>Lighting Design Lab/Building Design Lab webinar on Delivering High Performance Using VHE DOAS- 3/28</li> <li>ACEEE Hot Air &amp; Hot Water Forum Session on Best Practicing for Energy Modeling: Maximizing Heat Recovery in Dedicated Outdoor Air Systems (DOAS)- 3/12</li> <li>Hybrid Lunch and Learn with McKinstry staff on Very High Efficiency DOAS Approach- 2/28</li> <li>Association of Professional Energy Managers (APEM) Winter Webinar: Smart Buildings Lower Demand, Consumption &amp; Emissions- 2/24</li> <li>Co-Authored Paper/Presentation with manufacturer partner at ASHRAE 2024 Winter Conference on “Decarbonizing Buildings with High Performance Dedicated Outdoor Air Systems (DOAS)”- 1/24</li> </ul>	<ul style="list-style-type: none"> <li>ASHRAE Regional Conference- 8/2</li> <li>IFMA Seattle Lunch and Learn- 5/31</li> <li>NW Facilities Expo- 5/9</li> </ul>	<ul style="list-style-type: none"> <li>The Program team will coordinate with utility partners through NEEA’s BetterBricks relationships where applicable. For program-specific partnership opportunities, NEEA PM will coordinate with local utility partners.</li> </ul>

### GOAL 3) Increase availability of qualifying E/HRVs

**Target: At least 2 new capacities, 2 new price points or 2 new manufacturers with eligible equipment**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>NEEA's compliant product list grew to exceed 100 eligible models</li> <li>Program team included the second major ventilation manufacturer into NEEA's compliant product list with three eligible models.</li> </ul>	<ul style="list-style-type: none"> <li>Team will continue engaging with manufacturers to build the compliant products list</li> </ul>	<ul style="list-style-type: none"> <li>❖ N/A</li> </ul>

### GOAL 4) Provide market data and evidence to influence the advancement of local, state and federal codes development

**Target: 1 revised code change proposal for ASHRAE 90.1-2025 and/or 2027 IECC development process.**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>Reviewed results from the scanning work completed in late 2023 on market data/analysis to inform proposed DOAS definition revision for 2027 IECC and parallel incorporation into ASHRAE 90.1-2025. Based on these results, NEEA's Codes lead helped the team determine priority data needed to inform 2027 IECC development process.</li> </ul>	<ul style="list-style-type: none"> <li>Identify sources and resources from which to gather data deemed priority by Code lead</li> </ul>	<ul style="list-style-type: none"> <li>❖ N/A</li> </ul>

### Program Lifecycle



## MARKET ACTORS AND TIMING

		Market Actors									Utility Role	
		Manufacturers	Manuf Reps/ Sales Agencies	Distributors	Retailers	Builders/ Developers	Contractors/ Installers	Architects/ Engineers	Designers/ Specifiers	End Use Customers/ Building Owners & Managers		Other (specify)
<b>Key Program Activities</b>	Lab & Field Testing											
	Data Collection & Assessment											
	Incentives		Q1-Q4	Q1-Q4								
	Market Channel Dev	Q1-Q4	Q1-Q4					Q1-Q4	Q1-Q4	Q1-Q4		Q1-Q4
	Market Evaluation											
	Market Research											
	Marketing											Q1-Q4
	Technical Support			Q1-Q4				Q1-Q4	Q1-Q4	Q1-Q4		Q1-Q4
	Training							Q1-Q4	Q1-Q4	Q1-Q4		Q1-Q4
	Technical Research											
Other (specify)										Q1-Q4 research to inform Codes		

= Potential Coordination Opportunities (see Coordination & Leveraging Opportunities on p.2-3 for details).

Utility/Program Administrator Related Activities			
Check the box under the activities you are currently implementing			
Training	Incentives	Marketing	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Notes:			

# ISCC Q2 2024 LUMINAIRE LEVEL LIGHTING CONTROL (LLLC) ACTIVITY REPORT

## NEEA IDENTIFIED COORDINATION & LEVERAGING OPPORTUNITIES SUMMARY (SEE PP. 2-5 FOR DETAILS):

- ❖ Identify opportunities for case study success stories
- ❖ Host and promote training sessions
- ❖ Distribute educational resources and leverage marketing materials
- ❖ Share market insights from utility incentive program experience
- ❖ Collaborate on event and speaking opportunities

## KEY UPDATES:

- **PROGRAM:** Collaboration with manufacturers’ local sales channels to educate specifiers. Leverage of professional and trade organizations to increase LLLC acceptance. (see pp. 2-4)
- **MARKET RESEARCH:** A [Market Progress and Evaluation Report](#) was published Q4 2023. In Q1 2024, [Market Sizing of Parking Lot Applications](#) for LLLC plus a [Key Assumptions Review](#) of the energy savings model were completed. [MRE newsletter](#) p.9-10
- **EMERGING TECH:** Integrated LLLC-HVAC controls study is expected to begin in Q2 2024. A project is underway to explore how LLLC parking lot applications might reduce peak demand. [ET newsletter](#) p. 20

## RESOURCES FOR UTILITIES:

- [LLLC Toolkit](#) for Alliance members
  - LLLC technical handout series with 10 topics
  - Customizable marketing collateral
  - Case Studies –Enumclaw High School, Southlander Business Park, Associated General Contractors of Washington, [Vision Profile Extrusions \(new\)](#)
- [BetterBricks LLLC](#) public facing hub, including Industry Voices interview series
- [LLLC Video Playlist](#) including Ask the Expert series

Program Overview	
Program Manager	Anne Curran
Product Group	Lighting
MT Goal	Adoption of LLLC becomes standard practice for commercial buildings, as the majority of lighting products come with embedded sensors and controls as the default option.
Program Status	<ul style="list-style-type: none"> <li>• Market Development (March 2019) – see p.5</li> <li>• Market Progress Evaluation Report #2 Q4 2023</li> </ul>
Product Description	A type of wireless networked lighting control (NLC) that integrates controls and sensors into the luminaire, enabling communication with each other and transmission of data.
Sector(s)	Commercial, Industrial
Target Market(s)	Office, Schools, Healthcare, Warehouse
Key Market Actors	<ul style="list-style-type: none"> <li>• Lighting manufacturers</li> <li>• Sales agencies (manufacturer representatives)</li> <li>• Distributors</li> <li>• Installation contractors</li> <li>• Lighting designers and engineers</li> <li>• Building owners and managers</li> </ul>
Implementation Contractors	<ul style="list-style-type: none"> <li>• Cadeo Group with Evergreen Consulting</li> <li>• C+C (marketing)</li> </ul>
Program Partners	<ul style="list-style-type: none"> <li>• Lighting Design Lab</li> <li>• Integrated Design Labs</li> <li>• Design Lights Consortium</li> <li>• DOE’s Integrated Lighting Campaign</li> </ul>

**KEY 2024 OPERATIONS PLAN ACTIVITIES** – click [here](#) for link to current Operations Plan (p 65-69)

The LLLC program uses a multi-faceted approach incorporating specification development, market awareness building, training, utility program support, supply chain interventions, and integration with energy codes to transform the market so that LLLC systems become standard practice for commercial buildings.

**GOAL 1) Increase decision-maker acceptance of the LLLC value proposition**

*Target: Feature four new success stories in earned media or at professional associations*

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>• Two case study videos completed in collaboration with Snohomish PUD: <a href="#">Vision Profile Extrusions</a> and <a href="#">Novanta</a>.</li> <li>• BUILDINGS.com featured a program authored article "<a href="#">Luminaire Level Lighting Controls: The Right Move for the Bottom Line</a>"</li> <li>• Two LLLC articles featured in EC&amp;M magazine:               <ul style="list-style-type: none"> <li>○ In Q4, "<a href="#">Why performance specification language is so important in lighting projects</a>"</li> <li>○ In Q1 "<a href="#">Balancing safety, efficiency with LLLC in manufacturing facilities</a>"</li> </ul> </li> <li>• A <a href="#">decision-maker focused guide</a> called "So, you're ready to explore Luminaire Level Lighting Controls (LLLC) for your lighting project. What's next?" is now available.</li> </ul>	<ul style="list-style-type: none"> <li>• Feature early adopters in resources, earned media and awareness building with professional organizations               <ul style="list-style-type: none"> <li>○ Planned collaboration with Clark PUD to explore a case study</li> <li>○ Roll out two additional profiles in Industry Voices series</li> <li>○ Article for Facility Executive magazine in development</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>❖ Identify opportunities for additional case studies and Industry Voices spotlights</li> <li>❖ Distribute educational resources included in <a href="#">LLLC Toolkit</a> and in the <a href="#">LLLC Video Playlist</a></li> <li>❖ Collaborate on event opportunities as they arise</li> </ul>

**GOAL 2) Strengthen promotion of LLLC by key manufacturer sales channels.**

*Target: Increase local manufacturer representatives that have featured LLLC in strategic meetings or events targeting specifiers by 25%*

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>• The team continues to partner with local manufacturing representative agencies on strategic engagements of specifiers. These collaborations include both private lunch and learns and public events.               <ul style="list-style-type: none"> <li>○ Seven events took place in Q4 and Q1, involving 19 manufacturer representatives</li> </ul> </li> <li>• An additional manufacturer was added to the program's set of focused partners.</li> </ul>	<ul style="list-style-type: none"> <li>• Continued engagement of manufacturers and their priority local representative agencies and distributors to ensure they are well positioned to champion LLLC               <ul style="list-style-type: none"> <li>○ Working with new manufacturer partner to develop a detailed collaborative action plan to engage their local sales channels</li> </ul> </li> <li>• Continued collaboration with manufacturer representative agencies to motivate specifiers to consider LLLC for their projects</li> </ul>	<ul style="list-style-type: none"> <li>❖ Identify manufacturer reps and distributors that you would like to see prioritized</li> <li>❖ LLLC program will reach out as local opportunities arise</li> </ul>

### GOAL 3) Influence leading specifiers to include LLLC in their ongoing business practices

**Target: Increase specifiers collaborating with the program on media content, events or educational activities by 30%**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>• LLLC featured at industry forums:               <ul style="list-style-type: none"> <li>○ Joint Engineers Conference in MT, with NorthWestern Energy</li> <li>○ Illuminating Engineering Society (IES) Oregon chapter, with Energy Trust</li> <li>○ International Brotherhood of Electrical Workers (IBEW) Eastern Washington chapter, with Pacific Power and BPA's Trade Ally Network NW</li> <li>○ Washington Association of Maintenance and Operations Administrators (WAMOA) in Yakima with BPA's Trade Ally Network NW and Pacific Power</li> <li>○ Lighting Slam in Seattle hosted by Illuminating Engineering Society (IES), International Association of Lighting Designers (IALD) and Women in Lighting Design, with BPA's Trade Ally Network NW, Puget Sound Energy, Seattle City Light, Snohomish PUD and Tacoma PUD</li> <li>○ I Love Controls SeaTac, with BPA's Trade Ally Network NW, Puget Sound Energy, Seattle City Light, Snohomish PUD and Tacoma PUD</li> <li>○ I Love Controls Spokane, with BPA's Trade Ally Network NW, Avista and Pacific Power</li> </ul> </li> <li>• Collaboration with utilities on their trade ally training events, including BPA's Trade Ally Network NW, Pacific Power, and Energy Trust of Oregon</li> <li>• 5 additional demonstration boards rolled out for a total of 12               <ul style="list-style-type: none"> <li>○ Release of two additional online training modules done in collaboration with manufacturers Lutron and RAB.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Partner with leading lighting specifiers to serve as role models who are benefiting from including LLLC into how they serve their clients               <ul style="list-style-type: none"> <li>○ Continue to seek market actors to feature in Influential Voices campaign</li> </ul> </li> <li>• Planning underway with utilities for 2024 trade ally training collaborations</li> <li>• Production of additional demonstration boards planned</li> <li>• Leverage professional organizations' events and resources events to reach target audiences               <ul style="list-style-type: none"> <li>○ LightSpec West</li> <li>○ NW Facilities Expo</li> <li>○ IFMA Seattle Lunch &amp; Learn</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>❖ Identify opportunities for additional case studies and Industry Voices spotlights</li> <li>❖ Host an educational webinar for your trade allies and customers</li> <li>❖ Borrow LLLC demonstration boards for events and training</li> <li>❖ Promote <a href="#">NXT Level</a> and host a jump start session for your trade allies</li> <li>❖ Distribute educational resources included in <a href="#">LLLC Toolkit</a> and in the <a href="#">LLLC Video Playlist</a></li> <li>❖ Collaborate on event opportunities as they arise</li> </ul>

## GOAL 4) Increase visibility and demand for LLLC through strategic engagements

**Target: Strengthen strategic alignment with four national or extra regional partner organizations**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>• Illuminating Engineering Society (IES) committee processes are underway to add LLLC to its Recommended Practices documents for offices (RP-1), libraries (RP-3) and educational facilities (RP-4) and to its Lighting Practices document (LP-6). This will increase visibility and credibility of LLLC as a solution among specifying engineers.</li> <li>• Discussions held with Design Light Consortium (DLC) on LLLC market development strategies, as well as on exterior LLLC applications.</li> <li>• The program continued its collaboration with Center for Energy and Environment in Minnesota with a focus on data gathering, analysis and insights.</li> </ul>	<ul style="list-style-type: none"> <li>• Continued participation in IES committee processes to incorporate LLLC in recommended practices.</li> <li>• Continued discussions with Design Light Consortium (DLC)</li> <li>• Continued collaboration with CEE so that respective market transformation efforts stay aligned and joint leverage opportunities are identified</li> <li>• Coordination with DOE's Integrated Lighting Campaign</li> </ul>	<ul style="list-style-type: none"> <li>❖ Participate in <a href="#">Design Light Consortium</a> (DLC) member meetings and committees. Contact <a href="#">Anne Curran</a> if interested in getting more involved.</li> <li>❖ Join an <a href="#">IES committee</a> to help influence recommended practices. Contact <a href="#">Chris Wolgamott</a> if interested in getting more involved.</li> <li>❖ Work with your LLLC customers to get recognition for their projects from DOE's <a href="#">Integrated Lighting Campaign</a>.</li> </ul>

### Program Lifecycle



## MARKET ACTORS AND TIMING

		Market Actors									Utility Role	
		Manufacturers	Manuf. Reps/ Sales Agencies	Distributors	Retailers	Builders/ Developers	Contractors/ Installers	Architects/ Engineers	Designers/ Specifiers	End Use Customers/ Building Owners & Managers		Other (specify)
Key Program Activities	Lab & Field Testing											
	Data Collection & Assessment	Q1-Q4										Q1
	Incentives											Q1-Q4
	Market Channel Dev	Q1-Q4	Q1-Q4	Q1-Q4						Q1-Q4		
	Market Evaluation	Q3-Q4	Q3-Q4	Q3-Q4			Q3-Q4	Q3-Q4	Q3-Q4	Q4		
	Market Research	Q3-Q4	Q3-Q4	Q3-Q4			Q3-Q4	Q3-Q4	Q3-Q4	Q4		
	Marketing		Q1-Q4	Q1-Q4		Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4		Q1-Q4
	Technical Support											
	Training		Q1-Q4	Q1-Q4			Q1-Q4	Q1-Q4	Q1-Q4			Q1-Q4
	Technical Research											
Other (specify)												

 = Potential Coordination Opportunities (see Coordination & Leveraging Opportunities on p.2-3 for details)

Utility/Program Administrator Related Activities			
Check the box under the activities you are currently implementing			
Training	Incentives	Marketing	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Notes:			

## ISCC Q2 2024 *EXTENDED MOTOR PRODUCTS (XMP)* ACTIVITY REPORT

### NEEA IDENTIFIED COORDINATION OPPORTUNITIES SUMMARY (SEE ‘ASKS’ ON PAGES 2-3 FOR DETAIL):

- Identify and co-develop case studies on Smart Pumps with NEEA
- Collaborate with NEEA and manufacturers’ representatives on presentations to relevant industry associations in your service territory
- Share smart pumps [video](#) and leverage marketing [tools](#)
- Offer local insights from the supply chain and pump end users

### KEY UPDATES:

- **PROGRAM:** Eight regional pump distributors sharing full category sales data with NEEA and promoting energy efficient products. Extensive pump sales database managed internally by NEEA.
- **MARKET RESEARCH:** Market Progress Evaluation Report (MPER #1) project now underway and due to publish at year-end 2024.
- **EMERGING TECH:** Working with manufacturers and trade association on ER label improvements; Investigating new savings opportunities in electric double-diaphragm pumps & ANSI pumps.
- **CODES AND STANDARDS:** Final Rule for first-ever circulator pump standard is expected to be issued by US DOE in 2024.

### RESOURCES FOR UTILITIES:

- “All About Smart Pumps” two-minute [video](#), hosted on Hydraulic Institute (HI) website, YouTube, and BetterBricks
- [Case study on](#) smart pumps at Tower 333 in Bellevue, WA
- [BetterBricks](#) page
- Pump industry marketing [tools](#) and collateral specifically designed for utility program efforts: Lifecycle Cost Calculators for C&I pumps and for circulators, Energy Rating label marketing materials and FAQ, HI pumps infographic, Example TRM workbook, CEE Pumps Program Specification guidebook
- Market Test Assessment [Report](#), Q1-22; Extended Motor Products Variable Load Baseline and Constant-Load to Variable Load Savings Key Assumptions [Review](#), Q1-23

Program Overview	
Program Manager	Warren Fish
Product Group	Motor Driven Systems
MT Goal	The marketplace specifies, stocks and sells efficient motor driven products, focusing on pumps and circulators 50hp and below, which will influence future federal standards
Program Status	Market Development
Initial Product Description	Motor-driven systems with an active-end that converts electric power into mechanical power; initial focus on high efficiency Energy Rating (ER) labeled pumps and circulators, including Smart Pumps with integrated drives and controls
Sector(s)	All
Target Market(s)	Office, municipal, healthcare, schools, hospitality, multifamily, municipal water conveyance, industrial, irrigated agriculture
Key Market Actors	<ul style="list-style-type: none"> <li>• Manufacturers’ representatives &amp; manufacturers</li> <li>• Distributors</li> <li>• Installation contractors</li> <li>• Mechanical engineers and equipment specifiers</li> <li>• Building owners and managers</li> </ul>
Implementation Contractors	<ul style="list-style-type: none"> <li>• Cadeo Group: Lead; supply chain; engineering</li> <li>• Evergreen Energy Partners: Field education</li> <li>• Summit Conservation Strategies: Incentive design; midstream engagement</li> </ul>
Program Partners	<ul style="list-style-type: none"> <li>• Hydraulic Institute</li> <li>• WSU Integrated Design Lab</li> </ul>

**KEY 2024 OPERATIONS PLAN ACTIVITIES** – click [here](#) for link to current Operations Plan (p 76-80)

The XMP program uses a multi-faceted approach incorporating midstream partnerships with manufacturer’s representatives, market awareness building, training, utility program support, and integration with energy codes and standards to transform the market so that selecting energy efficient pumps with Energy Rating (ER) labels and integrated controls becomes common practice.

**GOAL 1) *Raise awareness of energy-efficient pumps, the Energy Rating (ER) label, and the specific benefits of smart pumps related to installation and maintenance costs***

Recent Progress	What’s Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>• In Q1-24, participating manufacturer’s rep firms completed 10 events reaching 112 regional participants with energy efficient pumps educational content.</li> <li>• <a href="#">BetterBricks pumps and motors</a> blog posts</li> <li>• Began a new field outreach effort under a new implementation contract, with Evergreen Energy Partners as a new subcontractor</li> <li>• Updated and developed new marketing collateral and presentation content to support field outreach; Built out a 2024 engagement plan and schedule</li> </ul>	<ul style="list-style-type: none"> <li>• Continuing to support ER label awareness               <ul style="list-style-type: none"> <li>○ Promoting lifecycle cost calculator tool with sales teams at rep firms</li> <li>○ Developing Smart Pump case studies in partnership with utility programs</li> <li>○ Program Support Plan activity implementation by participating distributors (using NEEA funding)</li> </ul> </li> <li>• Active participation with Hydraulic Institute and pump manufacturers on current awareness building campaign: “What Does BEP (Best Efficiency Point) Mean to You.”</li> </ul>	<ul style="list-style-type: none"> <li>• Partner with NEEA and manufacturers’ representatives on smart pump presentations to groups in your service territory</li> <li>• Support case studies about smart pumps, by sharing completed case studies with customers and identifying additional case study opportunities</li> <li>• Promote the ER label, smart pumps and smart circulators, and lifecycle cost calculators to your customers and trade allies using marketing and technical tools from BetterBricks and Hydraulic Institute</li> </ul>

**GOAL 2) Motivate participating manufacturers' representative firms to preferentially stock and sell highly efficient pumps and circulators.**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>• Eight Northwest pump distributors participating, enabling data collection on pump and circulator sales, and refinement of program design</li> <li>• Database housed in NEEA cloud and managed by internal NEEA staff; data visualization dashboards to analyze progress</li> <li>• Customized Program Support Plans in place six participating distributors, enabling co-investment on energy efficiency focused marketing, sales, inventory, and training</li> <li>• Monthly meetings with each participant where we review detailed analysis of recent sales progress</li> </ul>	<ul style="list-style-type: none"> <li>• Continued collaboration with participating companies to increase fleetwide average ER, increase sales of the highest efficiency pumps and circulators (Smart Pumps)</li> <li>• Manufacturers' representatives will soon have access to more Smart Pump demonstration units for hands-on learning at lunch and learns, conferences and special events, supported through Program Support Plan co-investments</li> <li>• Encouraging rep firms to use ER in all quotes and leverage other efficiency sales tools</li> </ul>	<ul style="list-style-type: none"> <li>• Bring pump training content to your utility SEM cohorts</li> <li>• Leverage data from XMP to enhance utility DSM portfolios</li> <li>• Promote new streamlined pump and drive measures from BPA to increase sales of pumps with high ER's (and low Pump Energy Index (PEI) ratings which equate with high ER)</li> </ul>

**GOAL 3) Leverage relationships with pump manufacturers, distributors and industry associations to benefit long-term MT and accelerate the pace of smart pump and variable load pump market adoption**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>Socialized our ER Label research findings with manufacturers and the HI at their Fall Conference in October 2023, with our proposal to improve the ER Label Program due to be implemented in late 2024</li> <li>Broadened the program's understanding of the technical potential, non-energy benefits, and end-user value proposition for variable speed drives (both integrated and wall-mounted) through recently completed commercial Adjustable Speed Drive (ASD) penetration research, in coordination with BPA's ASD study</li> <li>Supporting Product Group strategy development for variable speed drives and electronically commutated motors (ECM) in ways that complement our discreet pump and fan programs</li> </ul>	<ul style="list-style-type: none"> <li>Expand regional coverage to include more of the regional pump market</li> <li>Co-organizing a higher education and workforce development workshop focused on pump and motor system efficiency, to be held in the Northwest in October of 2024</li> <li>Gather data to support future federal standard updates to a higher minimum ER requirement</li> <li>Collaborate with Hydraulic Institute and pump manufacturers on national energy efficiency awareness efforts</li> <li>Continue to expand presence on <a href="#">BetterBricks</a> with additional original content</li> </ul>	<ul style="list-style-type: none"> <li>SEM Coaches and Energy Efficiency Account Managers can identify and help develop in-depth smart pump case studies</li> <li>Extensive educational content on pump efficiency is available – work with NEEA to leverage it to support technical topic engagement with implementation contractors, Account Managers, and trade ally networks</li> <li>Promote smart pump value proposition to end users, engineers and installation contractors</li> </ul>

**Position in NEEA's (Program) Initiative Lifecycle**



MARKET ACTORS AND TIMING

		Market Actors									Utility Role	
		Manufacturers	Manuf Reps/ Sales Agencies	Distributors	Retailers	Builders/ Developers	Contractors/ Installers	Architects/ Engineers	Designers/ Specifiers	End Use Customers/ Building Owners & Managers		Other (specify)
Key Program Activities	Lab & Field Testing		Q1-Q4									
	Data Collection & Assessment		Q1-Q4	Q1-Q4								
	Incentives		Q1-Q4									
	Market Channel Dev	Q1-Q4	Q1-Q4	Q1-Q4								
	Market Evaluation		Q1-Q4	Q1-Q4		Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4		
	Market Research		Q1-Q4	Q1-Q4								
	Marketing		Q1-Q4	Q1-Q4		Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4		Q1-Q4
	Technical Support											
	Training					Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4		Q1-Q4
	Technical Research											
Other (specify) Case Studies												

 = Potential Coordination Opportunities (see Coordination & Leveraging Opportunities on p.2 for details)

The following to be completed by a Member of the integrated Systems Coordinating Committee

Utility/Program Administrator Related Activities			
Check the box under the activities you are currently implementing			
Training	Incentives	Marketing	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Notes:			

# ISCC Q2 2024 EFFICIENT FANS ACTIVITY REPORT

## NEEA IDENTIFIED COORDINATION & LEVERAGING OPPORTUNITIES SUMMARY:

- ❖ [Please join us at Efficiency Exchange](#) for a [Commercial and Industrial Efficient Fans Roundtable Lunch](#) on May 14.
- ❖ [NEEA, through its BetterBricks platform, is collaborating on trainings with Twin City Fan in Spokane and Boise in Q3 and Q4.](#) Utilities are invited to attend and share information with mechanical contractors on their program offerings – for fans and fan system components including variable speed drives, motors, and/or custom projects. Please reach out to Tamara Anderson [tanderson@neea.org](mailto:tanderson@neea.org) for more information.
- ❖ Utilities are encouraged to continue promoting efficient fan options through their current programs.

## KEY UPDATES:

- **PROGRAM:**  
The program is pivoting to include partnering with manufacturer representatives as a primary strategic intervention in addition to partnering with manufacturers for the program based on research from Cadeo last fall and the results of the Market Characterization Study.
- **MARKET RESEARCH:**  
The [Fan Systems Market Characterization Study](#) is complete and posted on neea.org.

Program Overview	
Program Manager	Tamara Anderson
Product Group	Motor-Driven Systems
MT Goal	Manufacturers will produce and promote efficient fan systems, resulting in an overall increase in fan efficiency of 20 – 25% above baseline.
Program Status	Program Development
Product Description	Fans that are AMCA certified with a Fan Energy Index (FEI) > 1 Fans with a Horsepower (HP) ≥ 1  Fans sold and installed as a standalone fan that are not included in another piece of equipment, or  Fans sold and installed in another piece of packaged equipment where that packaged equipment is not rated by any efficiency metrics (such as AFUE, HSPF, SEER, etc.)
Sector(s) Target Market(s)	Commercial: Office, lodging, multifamily, education, healthcare, assembly, food service, grocery, retail, and schools Industrial: Manufacturing, general, warehouse
Key Market Actors	<ul style="list-style-type: none"> <li>• Fan manufacturers and manufacturers' representatives</li> <li>• Specifiers</li> <li>• Engineers</li> </ul>
Industry Association	<ul style="list-style-type: none"> <li>• Air Movement and Control Association (AMCA)</li> </ul>

**KEY 2023 OPERATIONS PLAN ACTIVITIES** – click [here](#) for link to current Operations Plan (p 72-75)

**GOAL 1) Partner with two additional manufacturers to acquire and assess data, and to test interventions to promote FEI via their fan selection software.**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>We have acquired data from two major fan manufacturers.</li> <li>One fan manufacturer is working on a total cost of ownership calculator to implement in their fan selector tool.</li> </ul>	<ul style="list-style-type: none"> <li>The program is pivoting to include partnering with manufacturer representatives as a primary strategic intervention in addition to partnering with manufacturers for the program based on research last fall and the results of the Market Characterization Study.</li> </ul>	<ul style="list-style-type: none"> <li>None at this time</li> </ul>

**GOAL 2) Develop baseline and savings forecast along with a third-party review of the baseline and savings forecast.**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>The team wants a complete data set from existing manufacturer partners and additional partners in 2024 to have the most comprehensive information possible before beginning baseline work. This will avoid risks associated with potential re-work and/or incomplete information leading to potential re-evaluation of key assumptions.</li> </ul>	<ul style="list-style-type: none"> <li>The team anticipates the third-party review of the baseline and savings forecast to be complete by Q2 of 2025.</li> </ul>	<ul style="list-style-type: none"> <li>None at this time.</li> </ul>

**GOAL 3) Conduct field or lab verification of fan systems in order to understand more about the performance of fan systems compared to the FEI design point and to inform program strategies and interventions**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>This study is in the planning and scoping phase including conversations with manufacturer partners to identify which information would be the most beneficial to the product vision and program design.</li> </ul>	<ul style="list-style-type: none"> <li>While the study is likely to be completed by Q4 2024, reporting may extend into Q1 of 2025.</li> </ul>	<ul style="list-style-type: none"> <li>None at this time.</li> </ul>

## Program Lifecycle



## MARKET ACTORS AND TIMING

		Market Actors				Utility Role
		Manufacturers	Manufacturer Reps	Engineers/ Specifiers	AMCA	
Key Program Activities	Lab & Field Testing	Q2 – Q4				
	Data Collection & Assessment	Q1 – Q4	Q2- Q4			
	Incentives					
	Market Channel Dev	Q1 – Q4	Q1 – Q4	Q1 – Q4	Q1 – Q4	
	Market Evaluation					
	Market Research					
	Marketing	Q2- Q4	Q2- Q4			
	Technical Support					
	Training	Q3 -Q4	Q3 -Q4	Q3 -Q4		
	Technical Research					
Other (specify)						

= Potential Coordination Opportunities (see Coordination & Leveraging Opportunities on p.2-3 for details)

The following is to be Completed by Integrated Systems Coordinating Committee Member

Utility/Program Administrator Related Activities Check the box under the activities you are currently implementing			
Training	Incentives	Marketing	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

## ISCC Q2 2024 BETTERBRICKS ACTIVITY REPORT

### NEEA-IDENTIFIED COORDINATION & LEVERAGING OPPORTUNITIES SUMMARY (SEE PP.2-3 FOR DETAILS):

- ❖ Share and amplify content; provide relevant topic suggestions
- ❖ Identify opportunities for case study success stories
- ❖ Provide content and/or participate in case studies
- ❖ Highlight key events and cross-promote when applicable
- ❖ Collaborate on event and speaking opportunities

### KEY UPDATES:

- **Partnerships:** 2024 Partnership outreach and agreements in-process (see sidebar).
- **Resources:** BetterBricks published five new resources, including blog posts, a video case study and article (see goal 2 progress).
- **Market Research:** BetterBricks and NEEA MRE recently completed and released a research report detailing the decision-making process within the commercial building sector. This information will inform future strategies and is available on [neea.org](http://neea.org).

### RESOURCES FOR UTILITIES:

- [BetterBricks.com](http://BetterBricks.com)
- BetterBricks 2024 Webinar Series:
  - #1: IT Considerations for [Connected Systems](#)
- Lighting Solutions [YouTube playlist](#)
- [LLLC utility toolkit page](#)
- [XMP Smart Pump video](#)
- Building Renewal article series:
  - [What is Building Renewal?](#), [Funding Your Building Renewal](#), [Importance of Measurement and Verification Recognizing and Mitigating Pitfalls](#), [Operations and Maintenance](#), [Marketing a High-Performance Building](#)

Program Overview	
<b>Infrastructure Lead</b>	Josh Pelham, Strategic Accounts Manager
<b>Product Group</b>	Enabling Infrastructure
<b>Description</b>	BetterBricks supports the alliance’s commercial and industrial programs by fostering market relationships and providing tools and resources to help raise market awareness and capability for energy-efficient products, services, and practices.
<b>Sector(s)</b>	Commercial, Industrial
<b>Target Market Actors</b>	<ul style="list-style-type: none"> <li>• Architects and systems designers</li> <li>• Engineers</li> <li>• Building owners and managers</li> <li>• Property Managers</li> </ul>
<b>Implementation Contractors</b>	<ul style="list-style-type: none"> <li>• Cyclops (BetterBricks marketing)</li> </ul>
<b>Program Partners</b>	<ul style="list-style-type: none"> <li>• U.S. Department of Energy: Better Buildings Initiative</li> <li>• Integrated Design Labs</li> <li>• BOMA OR</li> <li>• AIA OR</li> <li>• AIA Seattle</li> <li>• Building Potential (formerly NEEC)</li> <li>• Seattle 2030</li> <li>• New Buildings Institute</li> </ul>

**GOAL 1: Leverage BetterBricks relationships to secure and execute engagement opportunities for current and future programs.**

**Target: Secure and execute 12 market engagements with key market partners.**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>BetterBricks engaged with key partners, including Seattle 2030, BOMA Oregon, BOMA Seattle, AIA Oregon, AIA Seattle, and Building Potential, to establish 2024 partnerships and collaboration opportunities.</li> <li>In Q1, BetterBricks hosted a High-Performance HVAC lunch-and-learn with McKinstry, co-presented on smart buildings at an APEM Winter Webinar, and supported an LLLC presentation and booth at the IFMA Oregon &amp; SW Washington Symposium.</li> <li>In Q1, BetterBricks co-sponsored a BOMA Oregon luncheon on Energy Reporting along with Energy Trust.</li> </ul>	<ul style="list-style-type: none"> <li>In partnership with NEEA program teams, BetterBricks has a lighting and HVAC presentation along with an exhibit booth at the NW Facilities Expo in early May. BetterBricks is also working with Building Potential to deliver an educational webinar to IFMA Seattle chapter members in late May.</li> <li>In Q2, BetterBricks is sponsoring the AEE West Energy Conference and the New Buildings Institute Getting to Zero Conference.</li> <li>BetterBricks is continuing to monitor and track potential new partner organizations to partner with in 2024, including Building Design Lab (formerly Lighting Design Lab) and the newly formed AEE Big Sky Chapter.</li> </ul>	<ul style="list-style-type: none"> <li>❖ Recommend potential market partners and collaborations, as well as introductions via utility relationships.</li> <li>❖ Share BetterBricks communications to help boost attendance at speaking sessions/trainings</li> <li>❖ Share tradeshow booth space and/or attend industry events together.</li> <li>❖ Consider collaborating and sharing time at individual speaking engagements</li> <li>❖ Partner with BetterBricks and/or program teams on trainings (identifying training opportunities, delivering trainings, promoting trainings, etc.).</li> <li>❖ Provide info on your trainings and events for BetterBricks to amplify through its owned channels.</li> </ul>

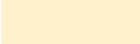
**GOAL 2: Maximize the impact, relevance, and awareness of BetterBricks content to ensure positioning as a trusted, go-to source of information and increase engagement amongst target audiences.**

**Target: Develop and distribute 20 pieces of original content supporting whole building efficiency or integrated design.**

Recent Progress	What's Ahead	Coordination & Leveraging Opportunities
<ul style="list-style-type: none"> <li>• In collaboration with NEEA program teams, BetterBricks published 5 new resources, including: 1) three blog posts covering efficient fans, pumps, and efficient gas rooftops, 2) one new video case study featuring a very high efficiency DOAS installation at a school in Monument, OR, and 3) one new article covering the benefits of decoupling your heating and cooling systems from your ventilation.</li> <li>• BetterBricks hosted a virtual webinar on connected lighting and cybersecurity. This is the first in a new quarterly series covering a range of relevant industry topics including planning and sequencing for whole-building upgrades, regional building energy codes, and financing.</li> </ul>	<ul style="list-style-type: none"> <li>• BetterBricks wrapped research efforts to better understand decision-making processes and influencers for whole-building upgrades. This work, which included market analysis and in-depth interviews with a variety of building decision-makers, concludes with a report of findings and recommendations along with a detailed framework outlining whole-building decision-making journey and will inform future approaches to accelerate whole building EE adoption.</li> <li>• Also leveraging this research, BetterBricks is initiating a website rebuild to better align with the way building assets are viewed and managed by the market, ultimately providing a vastly improved user experience.</li> </ul>	<ul style="list-style-type: none"> <li>❖ Share BetterBricks content and engage with BetterBricks on LinkedIn when applicable.</li> <li>❖ Identify, flag and/or participate in success stories for potential case studies.</li> <li>❖ Make us aware of your content and tools to which BetterBricks.com can help drive traffic.</li> <li>❖ Link to and leverage BetterBricks.com as appropriate in your work.</li> <li>❖ Consider collaborating on upcoming BetterBricks webinar series by participating and sharing information on available programs and incentives</li> <li>❖ We are still interested in increasing collaborations in ID and MT. Please reach out with any ideas or contacts.</li> <li>❖ Providing information/plans around utility partner E&amp;T efforts can inform our best practice and inventorying work, adding more opportunities for collaboration</li> </ul>

## MARKET ACTORS AND TIMING

		Market Actors										Utility Role
		Manufacturers	Manuf Reps/ Sales Agencies	Distributors	Retailers	Builders/ Developers	Contractors/ Installers	Architects/ Engineers	Designers/ Specifiers	End Use Customers/ Building Owners & Managers	Other (specify)	
Key Program Activities	Lab & Field Testing											
	Data Collection & Assessment											
	Incentives											
	Market Channel Dev						Q1-Q4	Q1-Q4	Q1-Q4	Q1-Q4		Q1-Q4
	Market Evaluation											
	Market Research											
	Marketing						Q1-Q4	Q2-Q4	Q2-Q4	Q2-Q4		Q2-Q4
	Technical Support											
	Training											
	Technical Research											
Other (specify)												

 = Potential Coordination Opportunities (see Coordination & Leveraging Opportunities on p.2-4 for details)

Utility/Program Administrator Related Activities			
Check the box under the activities you are currently implementing			
Training	Incentives	Marketing	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Notes:			