

August 6, 2019

Commercial Advisory Committee Q3 2019 Meeting



- Name, Organization, and...



Tell us three things about yourself:

- *Two of them are true*
- *One of them is a lie*

Ask people to guess which is the lie.

Agenda

- Welcome, Intros, Packet Review, Info Updates
- Updates on Cycle 6 & Commercial Portfolio
- Window Attachments Program Update
- *Lunch!*
- CAC Member Share Out/Round Robin
- *Break!*
- Commercial Real Estate Infrastructure Program: Transition to BetterBricks Platform
- Opportunity for Public Comment & Feedback
- *Adjourn!*

Informational Updates

- Integrated Design Lab (IDL) Q1 & Q2 Progress Report pp. 8-9
- CAC Conference Coordination p.10
- MRE Field Activities Planned in Q3 & Q4 p.11

Quarterly Newsletters & Reports

- Q3 Emerging Technology Newsletter
- Q3 C&I Regional Strategic Market Plan Update

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Cycle 6 & Commercial Portfolio Update

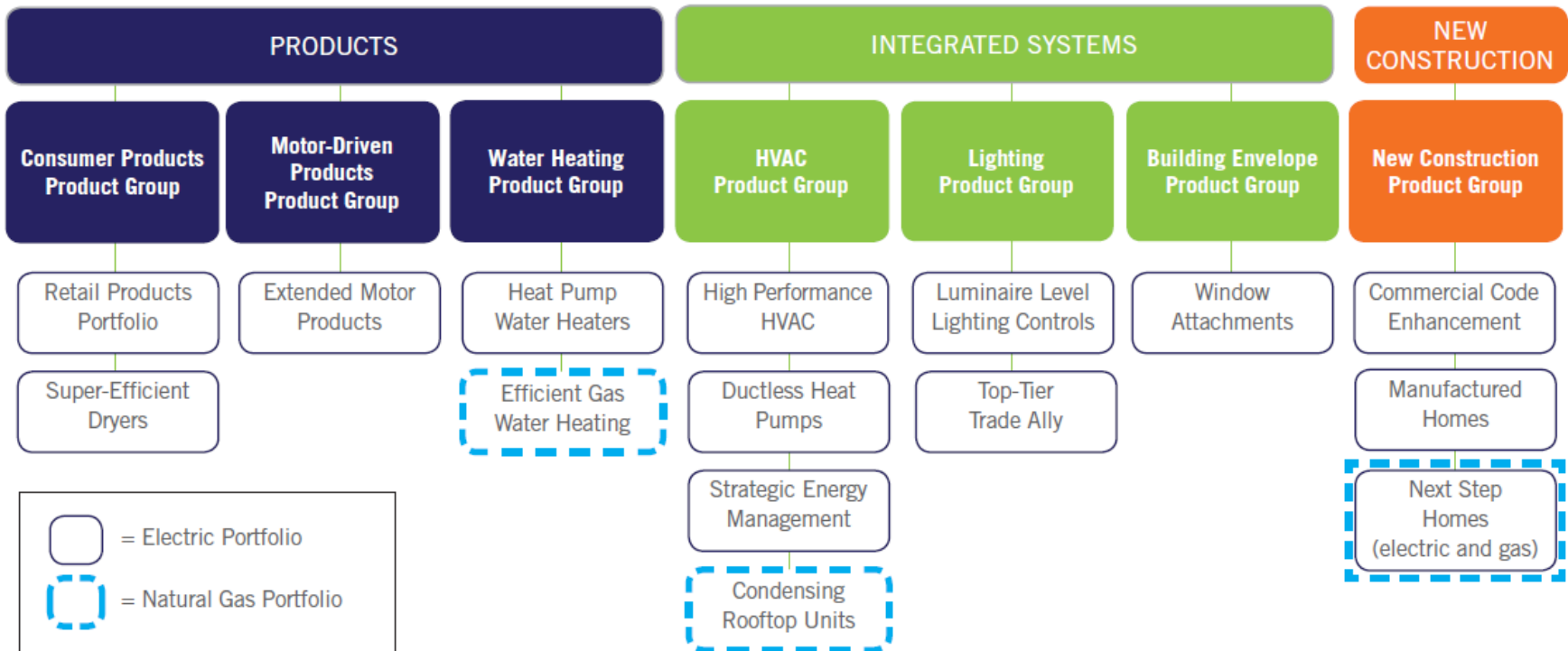
Emily Moore



Updates for Cycle 6

- NEEA is implementing organizational changes to align with 2020-24 Business Plan
- New structure around ‘product groups’ (rather than sectors)
- RPAC recommendation on improvements to advisory committee roles and structure will go to the Board next for review and approval

Product Group Structure



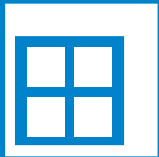
2020 Ops Plan Timeline



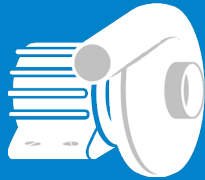
Commercial Portfolio

MT Initiatives

Window Attachments



Extended Motor Products



High Performance HVAC



Luminaire Level Lighting Controls



Reduced Wattage Lamp Replacement



Enabling Infrastructure

Top-Tier Trade Ally



Commercial Lighting Regional Resources



Commercial Real Estate



Strategic Energy Management



Distributor Platform



Initiative Lifecycle View: 2019



Top 5

Commercial Program Highlights

1. Training participation
2. Pumps distributor engagement
3. Targeted engagement with supply chain on VHE DOAS
4. Expanding reach of lighting distributor engagement and full category data
5. C&I SEM infrastructure as a 'Special Funding Project' in Cycle 6

Top 5 Areas for Collaboration

1. Marketing case studies for LLLC
2. Continued training coordination
3. Technical assistance for VHE DOAS projects
4. Field tests for Window Attachments program
5. Leverage commodity lighting data and learnings from midstream pilots



Discussion

- What questions do you have?
- Which programs do you feel you need more information or follow-up on?
- What programs do you feel require more coordination? In what ways?

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Window Attachments Program Update

Natalie Fish



Agenda



Window Attachments
Program Overview



Program Key
Activities



2020: Field Tests



Program Overview

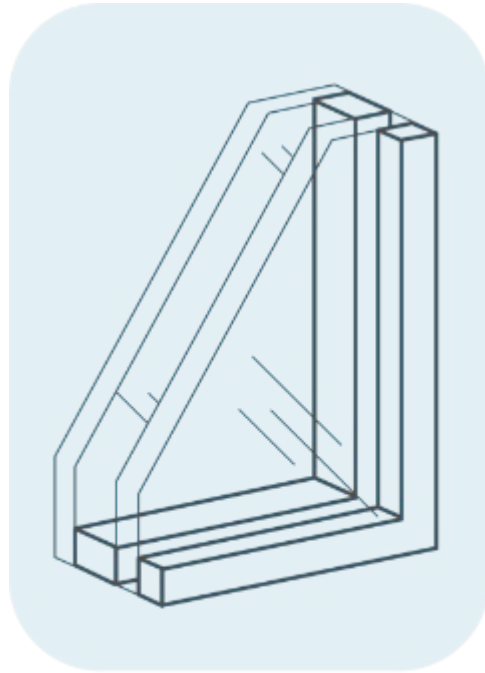
MT Goal: High performance window attachments become established as a standard product and practice for addressing low performing windows in commercial, residential and multifamily buildings.



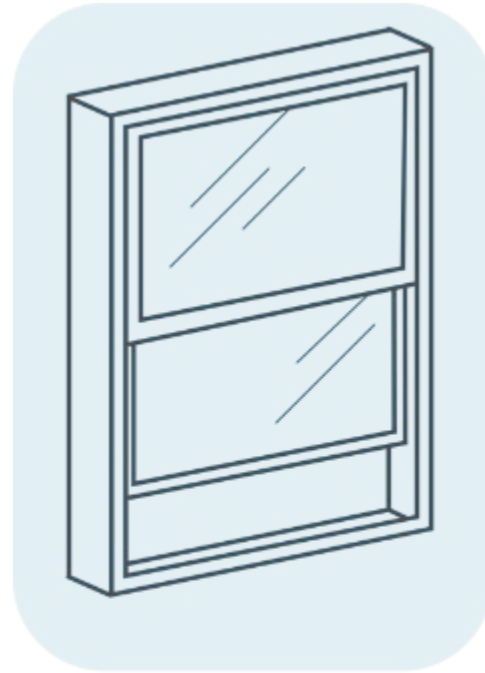
Program Overview



Secondary Window Products



**Secondary
glazing systems**



Storm windows

Program Overview

What Are The Key Barriers?

1. Limited market awareness
2. Lack of supply side expertise
3. Product differentiation
4. Proof of performance in region



Program Overview



What Are The Key Opportunities?

1. Attachments Energy Ratings Council (AERC) certification development
2. Product cost compared to replacement windows
3. Manufacturer engagement and diversity
4. State and local policies and action plans



AERC TIMELINE:

Attachments Energy Rating Council

2014



DOE grant funds,
AERC created

2016



Initiative Start
Milestone

NEEA's Window
Attachment
Program passes
IS, joins AERC

2017-2018



AERC residential
certification and
label. ENERGY
STAR

2019



U of O IDL
provides
technical support
developing
commercial
certification

2020



Launch of
commercial
certification



Where we are

Program Key Activities



Program Key Activities



Program Key Activities



Program Key Activities



Program Key Activities





Seeking Your Support



THANK YOU

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Lunch!

CAC Member Share-out

Break !

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Update on transition of Commercial Real Estate program to BetterBricks

Natalie Fish



Agenda

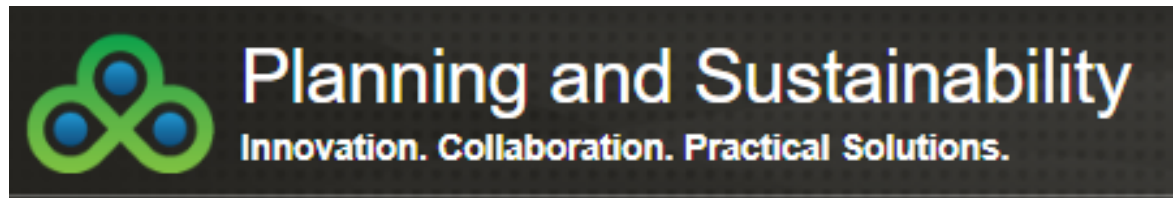
- Overview of Commercial Real Estate (CRE) Program
- Review of BetterBricks Platform
- Status of Spark Tool
- Discussion

CRE Program Overview



- Cycle 4: Focus on Strategic Energy Management
- Cycle 5: Became Infrastructure program
- 2019: Transition and Sunset

CRE Program Accomplishments



CRE Transition to BetterBricks

new



BetterBricks Platform



Relationships

Relationships with trade and member organizations



Brand and Channels

LinkedIn, YouTube, website, newsletter



Data Collection

BetterBricks digital surveys, web analytics



Tools & Resources

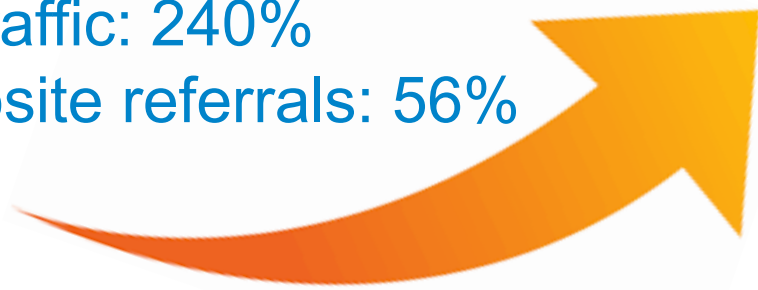
Case studies, calculators, CRE Hub, etc.

BetterBricks Digital Campaign Update



Website traffic: 240%

Utility website referrals: 56%



BetterBricks Video Update



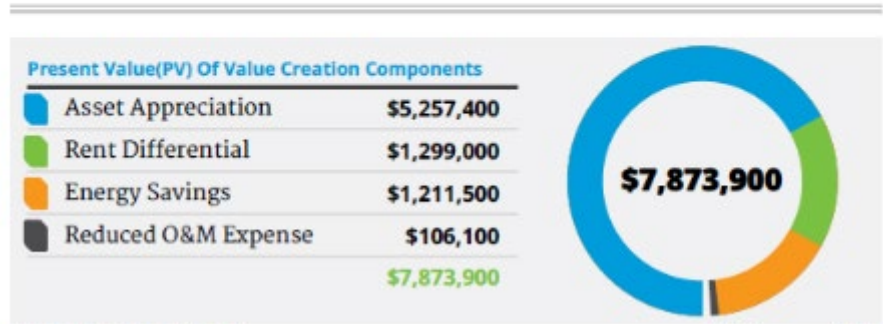
Spark Tool Overview

Overview of Spark Tool



KEY INDICATORS

Internal Rate Of Return (IRR): **12%**
 Net Present Value (NPV): **\$1,831,900**



Estimated Project Costs

		\$/rsf	\$/gsf
Total Project Cost	\$6,042,000	\$49	\$46
Project Incentives (est)	\$120,000	\$1	\$1
Net Project Cost	\$5,922,000	\$48	\$46

Net Operating Income - with stabilized vacancy

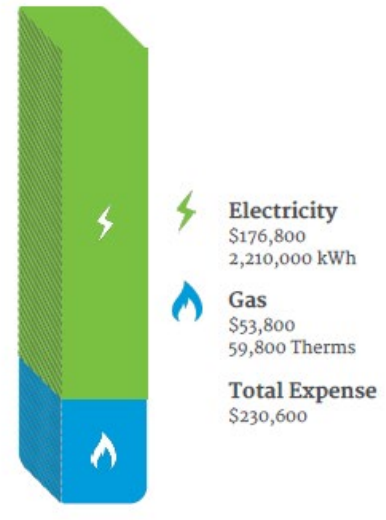
	Year 1	Year 10
Energy Savings	\$146,800	\$209,000
O&M Expense Reduction	\$13,400	\$17,500
Rent Differential	\$22,400	\$445,800
Total	\$182,600	\$672,200

Key assumptions

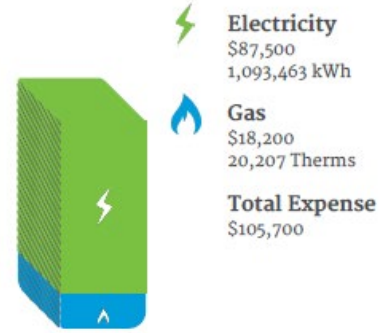
Time horizon for analysis	10 year fixed
Consumer price index (CPI) or Inflation	3.0%
Capitalization (CAP) rate	6.0%
Discount rate	7.0%
Energy cost escalation	4.0%

ENERGY PERFORMANCE

104 kBtu/sf-yr
Existing Building
 Energy Use Intensity (EUI)



44 kBtu/sf-yr
Renewed Building
 Energy Use Intensity (EUI)



Energy Use: **↓ 57%**
 Energy Cost: **↓ 54%**
 Annual Energy Savings: **\$124,900**

Spark Tool Research



Spark users



Key Stakeholders
(IDLs, City of Seattle)



Utility stakeholders



NEEA stakeholders



The Path Forward

Discussion

What questions do you have about this approach?

What do you anticipate needing to support whole building approaches in the future?

Are there tools or resources that could be beneficial at a regional-level?



Thank You

Natalie Fish: Nfish@neea.org

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Meeting Wrap-Up

- Any public comments?
- Any feedback on any of the following?
 - Agenda, pre-meeting packet materials, slides
 - Facilitation / Discussions ?
 - What worked? What was missing? What needs improvement?
 - Did you understand relevance to THIS committee?
 - Anything else?



Thank you!

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