

Commercial Advisory Committee (CAC)
Tuesday, February 12, 2019
NEEA Office, Portland, OR



Committee Attendees:

In Person:

Michelle Lichtenfels – Bonneville Power Administration
Oliver Kesting – Energy Trust of Oregon

On Phone:

Katie Pegan – Idaho Office of Energy & Mineral Resources
Joe Fernandi – Seattle City Light

Lorri Kirstein – Avista Utilities
Shelley Martin – Idaho Power
Nancy Goddard – Pacific Power
Deb Martin Young – Northwestern Energy
Sinh Tran – Snohomish PUD
Natasha Houldson – Tacoma Power
Bill Hibbs – Clark PUD
Blake Shelide – Oregon Department of Energy
Andy Paul – Avista
Mark Lenssen – Puget Sound Energy

Guests: Mark Fretz, University of Oregon ESBL (phone); Kevin Van Den Wymelenberg, University of Oregon ESBL (phone), Chad Gilliss, Stillwater Energy, Heather Burpee, University of Washington Integrated Design Lab (phone)

NEEA Staff: Emily Moore, Alisyn Maggiora, Maria Alexandra Ramirez, Debbie Driscoll, Anne Curran, Chris Wolgamott, Warren Fish, Dulane Moran, Elaine Miller (phone), Julia Harper, Rachel Zakrasek (phone), Geoff Wickes (phone)

Resources

- **Packet link on neea.org:** <https://neea.org/advisory-committee-documents/cac-2019-q1-meeting-packet>
- **Slides link on neea.org:** <https://neea.org/advisory-committee-documents/cac-q1-2019-meeting-slide-deck>
- **Meeting Recording:** Due to technical difficulties, no recording is available

Welcome, Introductions, and Housekeeping Items

Maria Alexandra Ramirez (NEEA) introduced the meeting and provided the overview. *Refer to [slides 2-4](#) and page 1-3 in the [packet](#) for greater detail. If you have questions about the meeting, logistics, or general thoughts, please contact Maria Alexandra (MARamirez@neea.org).*

- A. Welcome
- B. Meeting [packet](#) review; see page 3 for links to newsletters and past meeting notes
 - 1) CAC Conference Coordination p.27
 - 2) Advisory Committee Streamlining p.28 – Streamlining discussion underway at RPAC level, talk to your RPAC member if you have questions
 - 3) Market Research & Evaluation Updates p.29
 - 4) Integrated Design Lab Biannual Progress Update p.30-31

Portfolio Overview Updates & 2019 Work Plan

Emily Moore (NEEA) provided the overview, which included highlights on the commercial portfolio and the 2019 workplan for impending program milestone votes. *The desired outcome is for committee members to be aware of key updates on commercial programs and the plan for 2019 milestones. Refer to [slides 5-15](#) and pages 3-6 in the [packet](#) for greater detail. If you have questions about this presentation please contact Emily (EMoore@neea.org).*

Overview Topics w/ Key Discussion Points, Action Items & Decisions:

- A. Commercial Portfolio Highlights
 - 1) Staffing Update: Program Manager vacancy on Commercial Real Estate and Window Attachments will be filled by Natalie Fish; Natalie has worked at NEEA for four years in the Marketing department with a focus on both of these programs.
 - 2) Expect to transition Top Tier Trade Ally infrastructure program from NEEA management by mid-cycle 6 (approximately 2022), and will begin developing strategy for a transition later in 2019.
 - 3) NEEA staff working this quarter to confirm scope and opt-ins for special funding of Strategic Energy Management (SEM) infrastructure program in Cycle 6; expect to have more clarity on what this looks like by end of Q2.
- B. Proposed 2019 Work Plan
 - 1) Expect to move Reduced Wattage to Long-Term Monitoring and Tracking phase in Q2
 - 2) Throughout the year, committee members can expect to hear updates on each commercial program
 - 3) Reminder that the Commercial Real Estate (CRE) program will transition to the BetterBricks platform by the end of 2019 – committee members can expect to receive outreach before that time.
 - 4) Refer to [slides](#) 14-15 for the full 2019 workplan
- C. Key Discussion Points / Decisions
 - 1) Energy Trust expressed interest in providing input on the CRE/BetterBricks transition

Luminaire Level Lighting Controls (LLLC) Stage Gate Check-in

Anne Curran (NEEA) provided the overview. *The desired outcome is to build an understanding of and support for the Scale-Up vote at the February 26 RPAC meeting. Refer to [slides](#) 16-25 and pages 7-24 in the [packet](#) for greater detail. If you have questions about this presentation, please contact Anne (ACurran@neea.org).*

Overview Topics w/ Key Discussion Points, Action Items & Decisions:

- A. Brief recap of program vision, market understanding and program approach to market transformation
- B. What We Heard During Check-ins
 - 1) Minor edits to milestone documentation
 - a) Added a checkpoint with RPAC within 2 years
 - b) Clarified leverage of NEEA programs
 - c) Clarified transition strategy as it relates to lagging markets
 - 2) Follow up conversations still in process
 - 3) Generally, viewed as a valuable initiative
 - a) Alignment with RSMP
 - b) Barriers identified resonate
 - c) Market transformation strategies and tactics make sense
 - d) Complimentary and supportive of utility program efforts
 - e) Initial training efforts have been helpful
 - 4) Some asked if market is sufficiently moving on its own
 - 5) Importance of learning and collecting data
 - 6) Challenging, evolving market necessitates checkpoints
 - 7) Some funders see additional opportunity related to demand (outside NEEA program)
- C. Committee Feedback/Considerations from Today:

- 1) Tacoma Power: *Usability – what are you seeing as the limiting feature that might still be a challenge?* NEEA Staff clarified that they are seeing a different set of skills in the next generation of lighting systems; seeing second generation of the apps come out, and installer base is less inclined to learn new management mechanisms like phone apps.
 - 2) Energy Trust: Appreciate the outreach and multiple discussions; would still like to ensure a check-in cadence after this milestone. NEEA Staff clarified that there are built in opportunities for check-ins and review of program and market progress once a program enters market development. We'll continue to share progress with CAC and RPAC, and via annual operations planning. Also, in market development more formal evaluations will be conducted – Market Progress Evaluation Reports (MPERs) – which will provide a good view of market adoption, learnings, and program strategy refinements that are needed. Additionally, funders can always make specific requests for more information – or advisory committee discussion – as the program progresses.
 - 3) BPA: Still have a lot of work to do on contractor training side; see this as a really important regional effort. Appreciate and support NEEA in moving this forward. Looking forward to the annual Market Progress Evaluation Reports (MPERs). Working closely together on this program will be critical to ensure efforts are complimentary and not conflicting.
 - 4) NorthWestern: *Appreciate your evaluation of sub areas that are lagging; also want to know what/how is evaluated in the MPERs.* NEEA Evaluation Staff clarified that they focus on evidence from the market, and can isolate and oversample specific areas as requested or when it appears there are gaps.
- D. Roll Call: Do you have any reservations about recommending a yes vote to your RPAC member?**
- 1) **Energy Trust**: none
 - 2) **BPA**: none
 - 3) **Clark PUD**: none
 - 4) **ODOE**: none
 - 5) **NorthWestern**: Working with NEEA Staff to evaluate exit strategy language; no reservations about this going to RPAC
 - 6) **Seattle City Light**: none
 - 7) **Idaho Office of Energy & Mineral Rsrcs**: none
 - 8) **Avista**: RPAC member has reservations and NEEA staff is setting up a follow-up meeting to discuss; cannot specify feedback or concerns, as the concerns are at the RPAC-level. Avista is undecided at this time.
 - 9) **PSE**: none
 - 10) **Tacoma Power**: none; have some questions about some of the technology details but will follow up on that separately, no reservations moving forward
 - 11) **Idaho Power**: none
 - 12) **Snohomish PUD**: none

Utility Share-outs/Round Robin

Committee members shared out current activities within their organizations since last meeting. Key highlights or announcements included:

- A. Updated BPA rate period implementation manual will be released April 1, to be effective Jan 1, 2020; there will be several incentive changes.
- B. Pacific Power noted that LED adoption has been really strong; their counterpart with Rocky Mountain Power in Utah is proposing different incentives based on customer size (inverse relationship between incentive amount and customer size to encourage smaller customers to engage more) – **if other committee members are interested in learning more about this segmented approach, contact Nancy Goddard (nancy.goddard@pacificorp.com)**.

- C. ODOE noted that Oregon Commercial Energy Code ASHRAE 90.1 2016 will take effect January 1, 2020 – Required calculation for amount of energy predicted to be used with evaluation of what it would take to make the building net zero.
- D. In Idaho, the 2018 IECC is under discussion with the Idaho Building Code Board. If the 2018 codes pass a vote with the code board later this year, they will go in front of the 2020 state legislature to be adopted with an effective date of Jan 1, 2021.

Extended Motor Products (XMP) Initiative Update

Warren Fish (NEEA) provided the overview. *The desired outcome is to build an understanding of progress to-date and current program activities. Refer to [slides](#) 27-47 and page 25 in the [packet](#) for greater detail. If you have questions about this presentation please contact Warren (WFish@neea.org).*

Overview Topics w/ Key Discussion Points, Action Items & Decisions:

- A. Working towards Product Readiness Assessment phase this year (NEEA internal review/approval)
- B. Quick Summary of XMP - Hydraulic Institute Energy Rating Label and Database (enables quick comparison of a pump's energy efficiency). Our focus is on 50hp and below, pumps and circulators, working with distributors to shift the market toward efficient pumps with integrated controls.
- C. Data Collection & Research
 - 1) Leverages existing pump data from utility custom programs, building owners and operators, implementers, pump manufacturers, and many, many others.
 - 2) Supplements existing data with primary data collected from the field for this project in targeted applications
 - 3) Wrapping up data collection now, conducting analysis, and aim to complete final report by end of Q3.
 - 4) Expect to present findings to RTF in Q4 in hopes of transitioning measures from “planned” to “proven.”
- D. XMP Technical Workgroup (research approach / regional engagement)
 - 1) Next meeting scheduled for April 17, 2019
 - 2) Conduit page with info on research including slides from each Technical Workgroup meeting: <https://conduitnw.org/Pages/Community.aspx?rid=255>
- E. Market Characterization
 - 1) Will help program staff better evaluate what's happening on the sales network side
 - 2) Estimate market size and gather data on market trends
- F. Distributor Outreach
 - 1) Pursuing targeted distributor outreach to test mid-stream incentives and program approach (50 hp and below)
 - 2) Leveraging assets of Distributor Platform and Reduced Wattage Lamp Replacement
- G. Committee Feedback/Considerations:
 - 1) *What's the “good to know” around potential funder and NEEA program coordination points?*
 - a) NEEA focused on 50hp and below
 - b) Custom projects with customers are critical
 - c) The NEEA touch point is at the distributor level to move stocking and sales
 - d) NEEA is promoting pumps with integrated controls (packaged pump systems)

C&I Lighting Regional Strategy Update: Progress & Proposed 2019 Approach

Debbie Driscoll (NEEA) provided an overview of current commercial market strategy efforts. *The desired outcome is to inform Committee members on the latest activities and solicit feedback and support for the*

2019 priorities. Refer to [slides](#) 48-67 and page 26 in the [packet](#) for greater detail. If you have questions about this presentation please contact Debbie (DDriscoll@neea.org).

Overview Topics w/ Key Discussion Points, Action Items & Decisions:

- A. Progress To-Date
 - 1) Over past 4 years, established the collaborative, prioritized goals and actions and made updates to those, and last year, focused priorities and refined approach.
 - 2) 2018 priority strategies focused on networked controls and commodity lamps
- B. Proposed Approach for 2019 (as recommended by the Steering Committee)
 - 1) Increase adoption of network lighting controls
 - 2) Inform program planning for commodity lamps
 - 3) New sales and pricing dashboard goal
- C. Key Discussion Points / Decisions
 - 1) Lighting Program Manager workgroup webinar details will be shared out later this week
 - 2) If people are interested in seeing the commodity lamp sales and pricing data dashboard, reach out to Debbie.

Wrap up/Feedback on Meeting

- A. Public Comments: Nice to hear other perspectives, appreciate the opportunity (C.Gilless)
- B. Committee Feedback:
 - 1) Went well
 - 2) Appreciated the advance planning in preparation for the inclement weather
- C. Next meeting: Q2 2019 CAC scheduled for Thursday May 9, 2019 in Portland at NEEA's office.