

Commercial Advisory Committee (CAC)
Thursday, October 18, 2018
NEEA Office, Portland, OR



Committee Attendees:

In Person:

Jamie Anthony – Bonneville Power Administration
Michelle Lichtenfels – Bonneville Power Administration
Oliver Kesting – Energy Trust of Oregon
Sinh Tran – Snohomish PUD
Kevin Smit – NW Power & Conservation Council
Mattias Jarvegren – Clallam County PUD
Blake Shelide – Oregon Department of Energy

On Phone:

Katie Pegan – Idaho Office of Energy & Mineral Resources
Joe Fernandi – Seattle City Light
Lorri Kirstein – Avista Utilities
Peter Meyer – Tacoma Power
Shelley Martin – Idaho Power
Michael Lane – Puget Sound Energy
Nancy Goddard – Pacific Power
Deb Martin Young – Northwestern Energy

Guests: Amy Cortese (New Buildings Institute), Jeremy Del Real (TRC)

NEEA Staff: Emily Moore, Alisyn Maggiora, Maria Alexandra Ramirez, Debbie Driscoll, Anne Curran, Chris Wolgamott (phone), Warren Fish, Neil Grigsby, Dulane Moran, Elaine Miller, Rachel Zakrasek, John Jennings

Resources

- [Packet link on Conduit](#)
- [Slides link on Conduit](#)
- [Meeting Recording](#) *Note: Video unavailable due to technical difficulties; however, a backup audio recording is available (there are two – they are split by lunch). Timing cues provided below for reference.*

Welcome, Introductions, and Housekeeping Items

Maria Alexandra Ramirez (NEEA) introduced the meeting and provided the overview. Refer to [slides 2-6](#) 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

- 1) Meeting commenced at 10:10am

B. Meeting [packet](#) review; see page 3 for links to newsletters and past meeting notes

- 1) Notetaking Change for Advisory Committees p.11
- 2) Proposed 2019 CAC Meeting Dates p.12
- 3) CAC Conference Coordination p.13
- 4) Update on Market Research & CBSA Update p.14
 - a) Dulane Moran reinforced the need for utility support in conducting site outreach for the study; please expect her to reach out to you for contacts and connections. Please contact her if you have any questions in the interim: DMoran@neea.org

C. Announcements

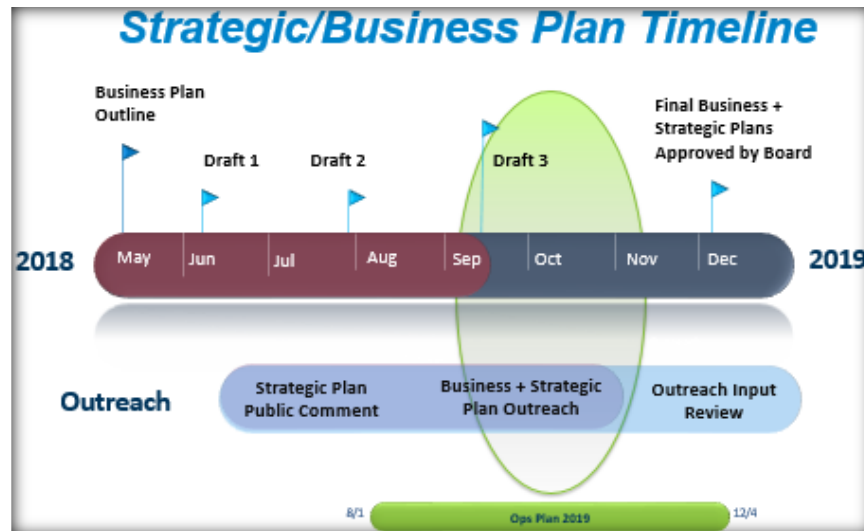
- 1) 2019 Efficiency Exchange May 14-15 in Coeur d'Alene, ID; offer your session ideas by Nov 1 using this link: <https://conduitnw.org/pages/session-proposals.aspx>
- 2) Feedback on draft NEEA Business and Strategic Plans due tomorrow, Oct 19. Reference information can be found on Conduit here: <https://conduitnw.org/neea2020>
- 3) SEM Collaborative Workshop scheduled for October 25. Click [here](#) to register and find out more.

Portfolio Overview Updates (36:15 in recording 1)

Emily Moore (NEEA) provided the overview, which included highlights on the commercial portfolio. *The desired outcome is for committee members to be aware of key updates on commercial programs, as well as current NEEA Business & Operations planning. Refer to [slides 8-25](#) and [page 4-7](#) 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 team updates
 - 1) Reminder that Neil Grigsby (Commercial Code Enhancement) now transitioned to the Codes & Standards department (announced at Q3 meeting in July)
 - 2) Strategic Energy Management (SEM) program manager shifting from Warren Fish to Debbie Driscoll
- B. Overview of high-level 2018 progress and 2019 focus areas on Market Transformation initiatives and infrastructure programs
- C. Key areas NEEA is seeking funder collaboration in 2019
 - 1) LLLC Scale Up
 - 2) Case studies for LLLC
 - 3) Field data for pumps research
 - 4) Collaboration on commodity lighting data and learnings from midstream pilots
 - 5) SEM Infrastructure scope and opt-in funding for next cycle
 - 6) 2019 Operations plan going forward to Board Dec 4 for approval; comment period on operations plan is now closed
- D. CEE Committee Update on Pump Specification work
 - 1) Warren Fish working with CEE pumps working group to develop a Pumps Program Specification for utilities looking to incentivize energy efficient pumps. Contact Warren for additional information: WFish@neea.org
- E. NEEA Draft 2020-2024 Business Plan
 - 1) Strategic and Business Plans going to Board meeting Dec 4 for approval
 - 2) Key Commercial changes in proposed Business Plan
 - a) Portfolio Categories: Lighting, HVAC, Building Envelope, Motor-Driven Systems, New Construction, Water Heating, Consumer Products
 - b) Decrease in Infrastructure investments
 - 3) Timeline



F. Key Discussion / Thoughts

- 1) BPA interested in Commercial High-Performance HVAC field testing collaboration; the program team is seeking to get feedback from the design/engineering industry as well as get more manufacturers on board.
- 2) Conversion rate low for NXT Level trainings this year - have lots of applications but finding folks just don't have the time to complete the training. Working on collaborative "jump start" efforts with utilities and made improvements to the learning modules to help resolve the conversion issues.

C&I Lighting Regional Strategy Update: Network Lighting Controls (1:09:20 in recording 1)

Debbie Driscoll (NEEA) provided an overview of current commercial market strategy efforts. *The Desired outcome is support for sharing and utilization of networked lighting control marketing and training materials. Refer to [slides](#) 26-32 and page 8 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. 2018 Strategic Priorities
 - 1) Increase adoption of networked lighting control systems
 - 2) Inform program planning for commodity lamps
- B. Results of Work Group Efforts on Controls
 - 1) Use regionally consistent terminology
 - 2) Share controls marketing materials/ resources via the Work Group
 - 3) Offer regionally-consistent trainings
- C. Next Steps
 - 1) Lighting data dashboard that combines pricing and market share data – market data dashboard concept in progress; pricing data dashboard already available.
 - 2) Share results of commodity lighting pilots throughout region
- D. Networked Lighting Controls training in collaboration with Lighting Design Lab – NEEA picking up half of cost for funders during rollout through June 2019; reach out to Anne for more information | ACurran@neea.org).

Luminaire Level Lighting Controls (LLLC) Update (1:16:55 in recording 1)

Anne Curran (NEEA) provided the overview. *The Desired outcome is to build an understanding of progress to-date and bring awareness to priorities for market development. Refer to [slides](#) 34-51 and page 9 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. A new paradigm: an integrated lighting system designed to work together
- B. Market
 - 1) Good momentum, particularly on the supply side; however, still slow uptake in the market
 - 2) Starting to see merge of controls and lighting manufacturers, as well as interest from other industries like HVAC and Building Controls
 - 3) Need to accelerate adoption in order to realize 54 aMW savings potential
 - 4) Primary barriers (*greater detail on progress and next steps available in [slides](#) 43-47*)
 - a) Product readiness – Key partner: Next Generation Lighting Systems (effort led by PNNL)

- b) Trade Ally knowledge/capabilities – Training class available from Lighting Design Lab
 - c) Awareness of value proposition – NEEA available to support utilities in case studies
 - d) First cost – New utility incentive are helping to address this
- C. Program vision: LLLC becomes standard practice
- 1) Standard offering from manufacturers with little incremental cost
 - 2) Demand for lighting experience and business benefits
 - 3) Accepted practice in retrofits and new construction
 - 4) Connectivity and data broaden opportunity in buildings
- D. Next phase in program lifecycle – scale-up vote anticipated Q1 2019 to move program into Market Development phase



- 1) Anticipated focus:
 - a) Bringing more sales focus to our region and creating champions in the market
 - b) Building awareness among decision makers and influencers
 - c) Educating and ultimately shifting the default practice
- 2) Committee Feedback/Considerations:
 - a) Collaboration with manufacturing sales arm (BPA)
 - b) Utilities available budget is waning; ensure market is synced with this (BPA)
 - c) Snohomish PUD on board with training and pilots and ready
 - d) PSE planning to continue through 2019 and can expand beyond as needed
 - e) Tacoma Power in support; curious about WA code compliance - % of projects that select this option when going through building code compliance process
 - f) Concerns: ability to configure/program and use product in the field (installed performance), otherwise in support (Energy Trust)
 - g) Encourage having road show meetings, and include product manager (Tacoma)

Utility Share-outs/Round Robin (Start of recording 2)

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

- A. Energy Trust’s 2019 budget report out on their [website](#); public comments open until Oct 31
- B. ODOE noted they are carrying out an executive order to work on appliance standards, report will go to OR Governor and likely trigger some activity next year.
- C. Mid-term assessment for the 7th Power Plan is out on the [NWPC website](#), now open for comment
- D. Idaho Code board hearings coming up: commercial code Oct 29, residential code Nov 15; please direct questions to Katie Pegan (Katie.Pegan@oer.idaho.gov)
- E. Pacific Power interested in co-hosting a LLLC NXT Level training in the Tri Cities area
- F. NWPC holding a “whole building” analysis discussion session, Tuesday Oct 23 at 9:30am at the Council office; contact Kevin Smit with questions: ksmit@nwcouncil.org

Expanding the Energy Efficiency Value Stream for Northwest Customers (1:28:50 in recording 2)

Amy Cortese (New Buildings Institute) provided the overview. *The desired outcome is to create understanding of the barriers to comprehensive energy efficiency and to collectively explore program and policy actions to address these barrier. Refer to [slides](#) 57-73 and page 10 in the [packet](#) for greater detail. A supplemental handout provided at the meeting is available [here](#). If you have questions please contact Amy: amy@newbuildings.org*

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

- A. Four major cost tests utilities use: 1) Total Resource Cost (TRC); 2) Utility Cost Test (UTC); 3) Societal Cost Test (SCT); 4) Participant Cost Test (PCT)
- B. Three categories of barriers to expanding comprehensive energy efficiency that deliver savings:
 - 1) Stringency of advancing code baselines
 - 2) Cost-effectiveness rules (e.g. arbitrary treatment of non-energy benefits, or lack of adequate carbon valuation)
 - 3) Single-measure evaluation frameworks
- C. Proposed solutions
 - 1) Integrated Design
 - 2) Whole Building Program Approaches
 - a) Performance-based Procurement
 - b) Building Performance Optimization
 - c) Customer Engagement for Operational and Behavior Changes
 - d) Monitoring Based Commissioning
 - e) Strategic Energy Management
 - f) Look to documented successes
 - g) Step Code (BC example)
 - h) Resource Value Test – new methodology that can be customized by state to be reflective of regional goals
- D. Key Discussion Items:
 - 1) NWPCC helped craft a standard procedures manual, the overview is available on the Council website [here](#).
 - 2) Energy Trust interested in quantifying NEBs, particularly experiential ones, and cost of carbon; Seattle City Light reinforced the desire for regional support on this.
 - 3) Incorporating NEBs will swing cost-effectiveness to the positive (Pacific Power).
 - 4) Appreciated bundled approach; separate measure evaluation creates challenges with comprehensive projects (Energy Trust).
 - 5) Fuel switching remains an issue (Seattle City Light).

Wrap up/Feedback on Meeting

- A. Public Comments: None
- B. Meeting Feedback: None
- C. Next meeting: Q1 2019 CAC tentatively scheduled for Monday, February 12, 2019 in Portland at NEEA's office (note, the 2019 advisory committee schedule is not yet final).