



Integrated Systems Coordinating Committee

Q4 2024 Meeting – Day 1

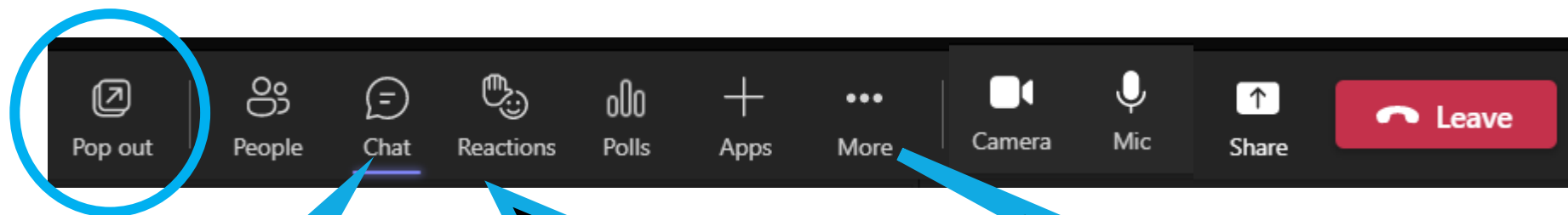
Wednesday, November 6, 2024

12:30 pm, Pacific Time





Tools for Today: Engaging on Teams

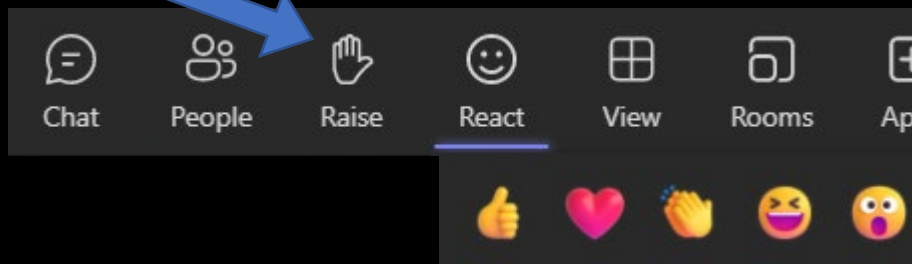
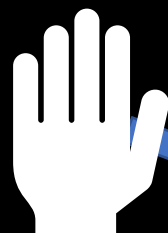


The chat is not captured in the recording.

Do you have any accessibility challenges with this technology today?

Comments/Questions?

Please raise your virtual hand or chime in
Chat & reactions also welcome



“...” More includes:

- ✓ Settings: mic & video
- ✓ Background effects



Collective Role – Working Together

- **Share your organization's activities**
- **Come prepared to actively participate**
- **Be transparent**
- **Identify any potential conflicts/challenges**
- **Flag any potential opportunities to leverage**
- **Be present in the conversation and stay flexible**

AGENDA

(All Times Pacific)

12:30 -12:45	Welcome, Agenda & Packet Review
12:45- 2:05	Introductions & Regional Roundtable
2:05 - 2:15	<i>BREAK</i>
2:15 – 2:45	Regional Priority Topic <ul style="list-style-type: none">• Efficient Fans Program Updates
2:45 – 3:00	Housekeeping <ul style="list-style-type: none">• Announcements & Upcoming Meetings/Events
3:00 – 3:10	<i>BREAK</i>
3:10 – 3:40	Committee Ad hoc Discussion <ul style="list-style-type: none">• “Managing fluorescent baselines and related LLC incentives”
3:40 – 3:45	Recap, Next Steps, Adjourn

Packet Review & Informational Updates

- **Tier 1: Agenda Items**

- Regional Priority Topic: Efficient Fans Program Update Memo (pg. 5-6)
- Annual Planning Memo (pg. 7)

- **Program Activity Reports**

- High-Performance HVAC (pg. 10-12)
- Luminaire Level Lighting Control (pg. 13-16)
- Extended Motor Products Pumps & Circulators (pg. 17-20)
- Efficient Fans (pg. 21-23)
- Better Bricks (pg. 24-26)

- **Tier 3: Additional Resources (links on pg. 3)**

Committee materials (charters & recent meeting resources, functional newsletters (Market Research & Eval, Emerg Tech, Codes + Standards + New Construction)



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WELCOME

*New Committee
Members &
NEEA Staff*

- *Joe Hull* from Eugene Water & Electric Board
- *Alexis Muench*, Efficient Fan's NEEA Program Manager
- *Dave Hammond*, High Performance HVAC NEEA Program Manager





Introductions + Committee Roundtable



Introduction Prompt ***(All)***

- **Name**
- **Organization**
- ***And...***



Roundtable Focus ***(NEEA PMs & ISCC members)***

- Highlights since Q2 of 2024
 - Programmatic updates
 - Organizational updates

Please aim for 3-5 min max, thanks!



Let's take BREAK!



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Efficient Fans Program Updates

Efficient Fans Team

Alexis Muench, Program Manager

Tamara Anderson, Manager, Program Operations

Nick Michel, Market Transformation Manager, Motor-Driven Systems

November 6, 2024





Initiative Lifecycle

We are here





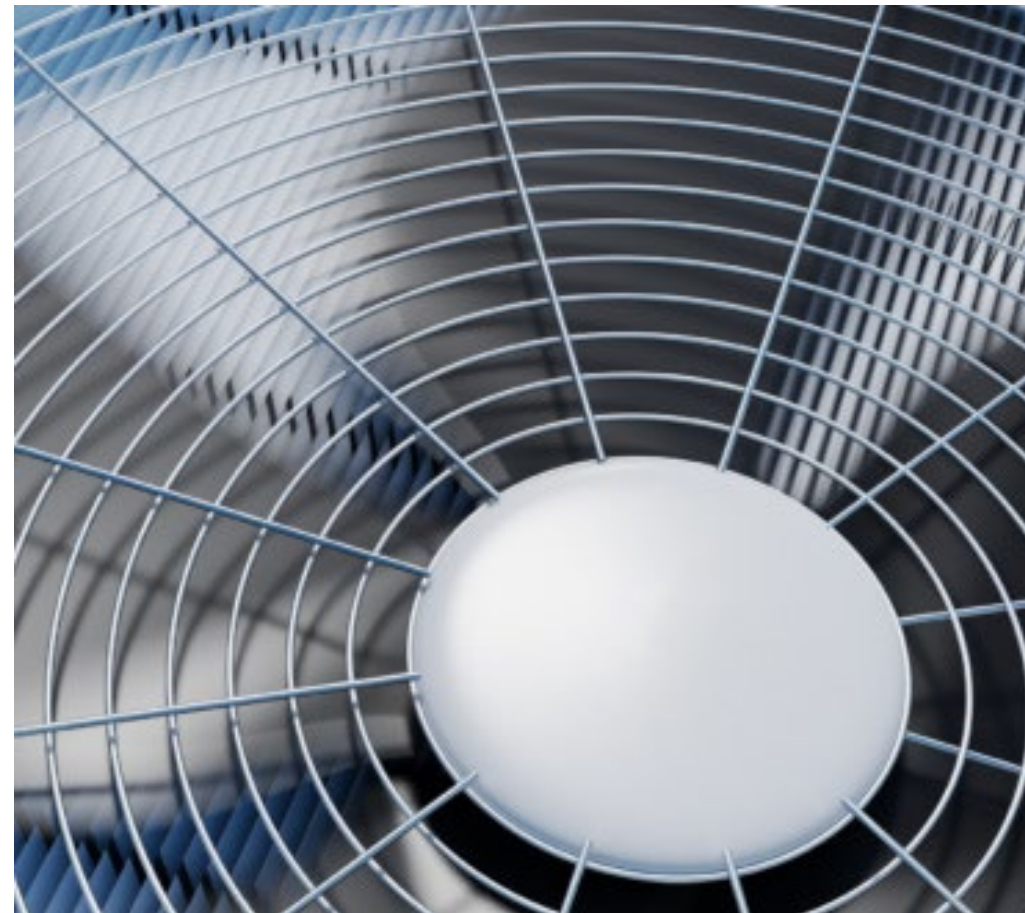
Efficient Fans Product Description

- AMCA certified fans with a **Fan Energy Index (FEI) >1**
- **Horsepower ≥ 1**

-
- Fans sold and installed as a **standalone fans** that are not included in another piece of equipment...

OR

- Fans sold and installed in another piece of packaged equipment and that packaged equipment is **not rated** by any efficiency metrics - such as Annual Fuel Utilization Efficiency, Heating Seasonal Performance Factor (HSPF), Seasonal Energy Efficiency Rating, SEER, etc.





Common Applications

Commercial

- Building exhaust and supply
- Garage ventilation

Industrial

- Process exhaust
- Product drying
- Dust collection
- General manufacturing

Most commonly applied to:

- New construction
- Planned replacement

Examples

- Roof mounted
- Inline tube axial
- Wall mounted
- Mixed flow



Market Transformation Story

- Large program savings opportunity
- **Low awareness of the fan energy index (FEI) metric**
 - **Partner with leading manufacturers** to optimize fan selection software to highlight FEI and develop a compelling value proposition for efficient fans.
 - **Engage with manufacturer reps** to increase FEI awareness and prioritize efficient fan sales
 - **Educate specifiers and installers** on the benefits of efficient fans.
- Raise the minimum FEI available in the market
- Increase in fan efficiency by 2041 that is 25% better than the baseline.

Pending Federal Standard for Fans

Test procedure for fans included FEI in May 2023



Technical Support Document and Notice of Proposed Rulemaking
posted Dec 2023



NEEA submitted comments March 2024

- Included proposed FEI minimums for 18 different fan types / combinations with or without a motor controller
- Final Rule has not been issued

Fans Coalition Launch

NEEA will be launching an Efficient Fans coalition in 2025

Goals of the Efficient Fans coalition:

- More participation from the Air Movement and Control Association (AMCA) members in the existing voluntary certified ratings program
- Explore the creation of Fan Energy Index (FEI) levels beyond current federal minimums



Market Characterization Highlights

The Regional Non-Embedded Fan Market is Estimated at ~27,000 Annual Unit Sales*

**Based on the product definition in place at the time of Market Characterization data collection (Q2–Q3 2023)*

This estimate is conservative—if variation exists, it is likely to result in a larger rather than smaller market

A small number of manufacturers (< 5) likely account for a substantial share of regional unit sales

Commercial represents the largest sales sector, followed by industrial, with most non-embedded sales being to new construction

Most fans sales appear to be low-HP ($\leq 3\text{hp}$), but regional sales do include large equipment of greater than 500hp

Awareness of FEI is Low

Overall awareness as reported by respondents was 48%

Usage of FEI in manufacturers' selection software is inconsistent and unstandardized

Efficiency may be incorporated more broadly into fan selection, particularly in less urgent scenarios (not emergency replacements)

Washington state building energy code stipulates that fans satisfy FEI requirements

Opportunities Exist for Targeted Market Intervention

Develop value proposition

- Highlight non-energy benefits of efficient fans
- Articulate ROI, including calculators or other tools
- Address concerns regarding reliability relative to legacy equipment

Build FEI Awareness

- Integration into manufacturers' fan selection software
- Test market education & training messaging regarding fan efficiency and FEI
- State-level and national energy code involvement



Pivot to include Manufacturer Reps



Concept Advancement: Preliminary Target Market

Early program activities focused on manufacturers who:

- Sell AMCA certified FEI products
- Include FEI in their selection software
- Represented in the Northwest



Opportunity with Manufacturers



Optimize fan selection software to prioritize FEI



FEI awareness and value proposition development



Address technical barriers to optimize fan performance



Fans coalition



Sales data

Opportunity with Manufacturer Representatives



Increase FEI awareness amongst specifiers, contractors, and engineers



Promote non-energy benefits of efficient fan systems



Leverage influence at point-of-sale



Sales data



Recent Progress



Manufacturer Engagement

- Engaged with two leading national manufacturers
- Fan selection software optimization, Total Cost of Ownership tool development, and sales data collection
- Testing and exploring ways to support FEI awareness building
- Leveraging relationships into manufacturer rep engagement



Manufacturer Representative Engagement

- Engaged three manufacturer reps
- Build FEI awareness, test program design, hone value proposition, and gather sales data
- Training, education, and “holding the spec” have been priorities
- “Pulling” another national manufacturer to the table
- 2025 timing



Program Focus



2025 Program Development Activities



Gather data and insights from market actors to inform program messaging and education activities
Data and/or message testing results from 2-3 new partners (Q4 2025)



Conduct research to understand fan purchasing and decision-making process between supply chain and market actors (Q3 2025)



Conduct research to identify potential technical barriers to refine market transformation interventions and determine efficient fan product availability (Q3 2025)



Assess data quality, create, and 3rd party review Efficient Fans Baseline (Q4 2025)



Product Council on Dec 3rd – Save the Date!

- Enervex is a leading manufacturer of high efficiency fans and will be presenting on two types of products:
 - High efficiency (FEI) fan systems
 - Heat recovery systems
- Check back here for more information:
 - <https://neea.org/get-involved/product-council>

***Twin City Fans
Trainings – Save
the Dates!***

Dec. 4 – Boise

Dec. 5 - Spokane

**Thank you to Avista,
BPA and Idaho Power**

Efficient Fans

Find helpful resources and information related to efficient fans such as fact sheets, articles, blogs and more!


betterbricks.com/solutions/efficient-fans

[Events](#) [Blog](#) [Contact](#) [Q](#)

[betterbricks/](#) [Energy Solutions](#) [Resources](#) [Utility Programs](#) [About](#)

Efficient Fans

New energy codes and regulations around fans is starting to take effect, including a shift in the way fan efficiency is measured. The new Fan Energy Index (FEI) addresses both the fan model's efficiency *and* how a specific fan will perform based on its application, which stands to deliver significant energy savings potential for commercial and industrial buildings.

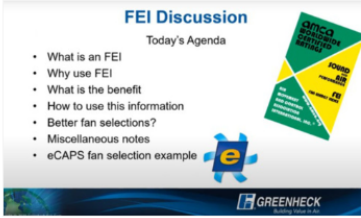


[Pumps, Motors & Fans +1 Tags](#)

Guidance for Improved Fan Performance

Properly maintained fan systems in commercial buildings provide energy savings and a healthy, comfortable environment for building occupants. But knowing when to make improvements and necessary updates can be challenging for facility managers and maintenance staff.

[Resources](#)




[Pumps, Motors & Fans +1 Tags](#)

Video: Greenheck Provides a Deeper Dive into the Fan Energy Index

Watch and listen as Greg Allen from Greenheck provides more in-depth information on the Fan Energy Index (FEI).

[Resources](#)



[Pumps, Motors & Fans +1 Tags](#)

Video: The Basics of the Fan Energy Index from AMCA

Check out this quick video from Air Movement and Control Association International to learn the critical issues commercial and industrial air systems face and the purpose of the Fan Energy Index (FEI).

[learn more](#)

Questions & Answers

***We welcome feedback on your
program or successes you have had
incentivizing efficient fan adoption***

Thank You!



Alexis Muench

Program Manager

Amuench@neea.org



NW Natural



**Seattle
City Light**



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Housekeeping



Reminder! Name Change in 2025

ISCC → CICC

2024

**Integrated
Systems**

Coordinating
Committee



2025+

**Commercial
Industrial**

Coordinating
Committee





Tomorrow! ***ISCC Annual Topic Planning***

- Time: 9:15 - ? (NLT Noon)
- Mural platform (visual guide only for discussion)
- Focus = topic development (review/discuss topic survey results)





10 YEARS LEADERSHIP IN ENERGY EFFICIENCY AWARDS

Join us for the hybrid ceremony!

NEEA's Board and staff will recognize individuals and teams for their exemplary dedication and performance in energy efficiency during the NEEA Board Annual Meeting on **December 5.**

To RSVP* go to: **neea.org/leadershipawards**

**in-person attendees must RSVP by Nov. 20*





2025 ISCC Draft Meeting Dates



Q1 (Hybrid)

- Wednesday, 26 February
- Thursday, 27 February

Q2 (Virtual)

- Tuesday, 13 May

Q3

No MEETING

Q4 (Virtual)

- Tuesday, November 4
- Wednesday, November 5

UPCOMING MEETINGS for 2024

DECEMBER

- 3rd & 4th – Products Coordinating Committee Meeting
- 5th – Leadership in Energy Efficiency Awards
- 5th & 6th – Board Meeting
- 9th – Natural Gas Advisory Committee Webinar
- 12th – Regional Emerging Technology Advisory Committee Meeting



***Any Other
Upcoming Events?
Announcements?***



Break!

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Committee Ad-hoc topic discussion

“Managing Fluorescent Baseline and related LLLC Incentives”



Ad hoc Discussion (30 min)

“Managing Fluorescent Baseline and related LLLC Incentives”

- Does your organization have plans for what's to come?
 - Challenges/Opportunities

Thank You!



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A piece of brown paper with a string tied in a bow. The string is a light brown, twisted cord. It is tied in a bow that is centered horizontally and slightly above the vertical center. The bow has two loops on the right side and two tails extending to the left and right. The background is a solid, textured brown paper.

Let's wrap it up!

Action Items| Any Final Qs?



Public Comment?
Action Items?
Closing Remarks?

Thank You!



See you tomorrow!

@9:15 am PST



NW Natural®



Seattle
City Light





Integrated Systems Coordinating Committee

Q4 2024 Meeting – Day 2

Thursday, November 7, 2024

9:15 am, Pacific Time



Welcome!





AGENDA

(All Times Pacific)

9:15 – 9:25	Welcome
9:25 – 10:00	Luminaire Level Lighting Controls
10:00 – 10:30	High-Performance HVAC (VHE DOAS)
10:30 – 10:40	<i>Break</i>
10:40 – 11:10	Extended Motor Products - Pumps & Circulators
11:10 – 11:40	Efficient Fans



NEXT STEPS

- Q1 2025 meeting
 - 26th and 27th February
 - Hybrid at NEEA office
- Draft workplan shared with committee by January
 - Confirm topics
 - Confirm relevance of Q1 regional priority topic

ANNUAL PLANNING



Thank You!

See you in 2025!



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PACIFIC POWER.

