

Integrated Systems Coordinating Committee



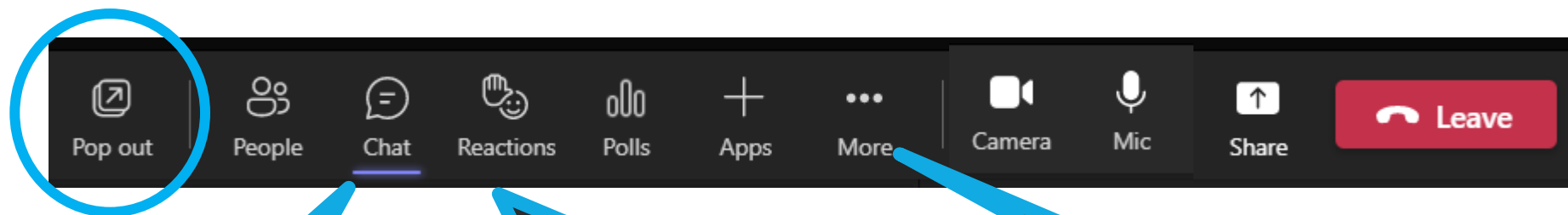
Q1 2024 Meeting

*Thursday, February 29, 2024
12:30 – 4:15 pm, Pacific Time*





Tools for Today: Engaging on Teams



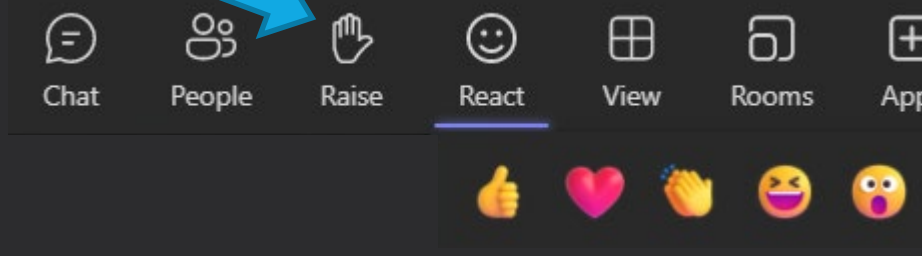
The chat is not captured in the recording.

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

Heads up:
“Spotlighting” Speakers





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

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Packet Review & Informational Updates



- Tier 1: Agenda Items

- ✓ *Luminaire Level Lighting Control (LLLC) Market Research (pg. 4)*
- ✓ *Q2 Regional Priority Topic Check In (pg. 5)*
- ✓ *Luminaire Level Lighting Control (LLLC) Regional Utility Toolkit (pg. 6)*
- ✓ *Regional Portfolio Advisory Committee (RPAC) Updates (pg. 7)*

- Tier 2: Informational Updates

- ✓ *Coordinating Committee Assessment (pg. 8)*

- Tier 3: Additional Resources *(links on pg. 2)*

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



» *ISCC Members Update*

- Welcome to ISCC!
 - Andrew Paul (Avista)
 - Drew Thompson (Chelan)
- Thank you for your contributions!
 - Michael Lane (PSE)



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Introductions + Committee Roundtable



Introduction Prompt (All)

- Name
- Organization
- *And...*

XXX



Roundtable Focus (NEEA PMs & PCC members)

- Highlights since August
 - Programmatic updates
 - Organizational updates



Please aim for 3-5 min max, thanks!

» *Break!*

Please return at 2:15pm PDT



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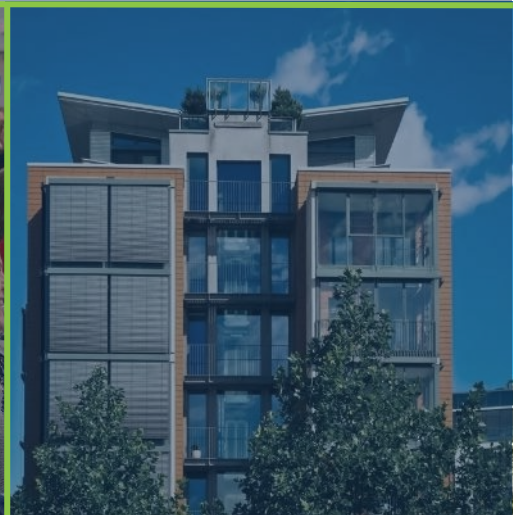


Recent Luminaire Level Lighting Control (LLLC) Market Research

Zdanna King

Market Research & Evaluation (MRE) Scientist, NEEA

2/29/2024





LLC Market Research: Agenda

- Methods & Sample
- About the study
- Market research insights
- Discussion

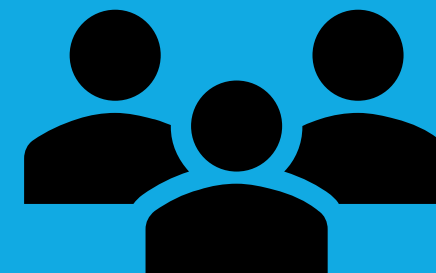
Follow [link to report](#), if you'd like to learn more.



Methods & Sample

Participant Summary

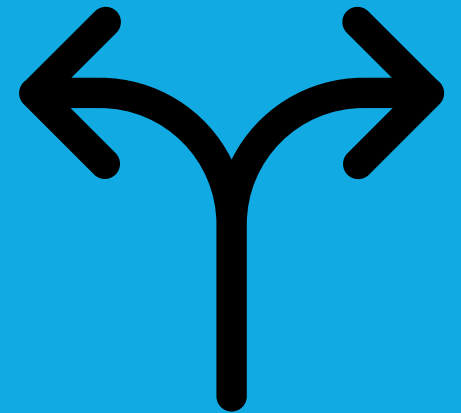
Method	# of Participants
Market Actor Surveys:	
Manufacturers	4
Manufacturer Representatives	7
Distributors	1
Design/Specifying Company Reps	27
Installation Company Reps	30
Decision-maker Interviews	8
Alliance Utility Program Managers	5
NEEA LLLC Program Staff	3





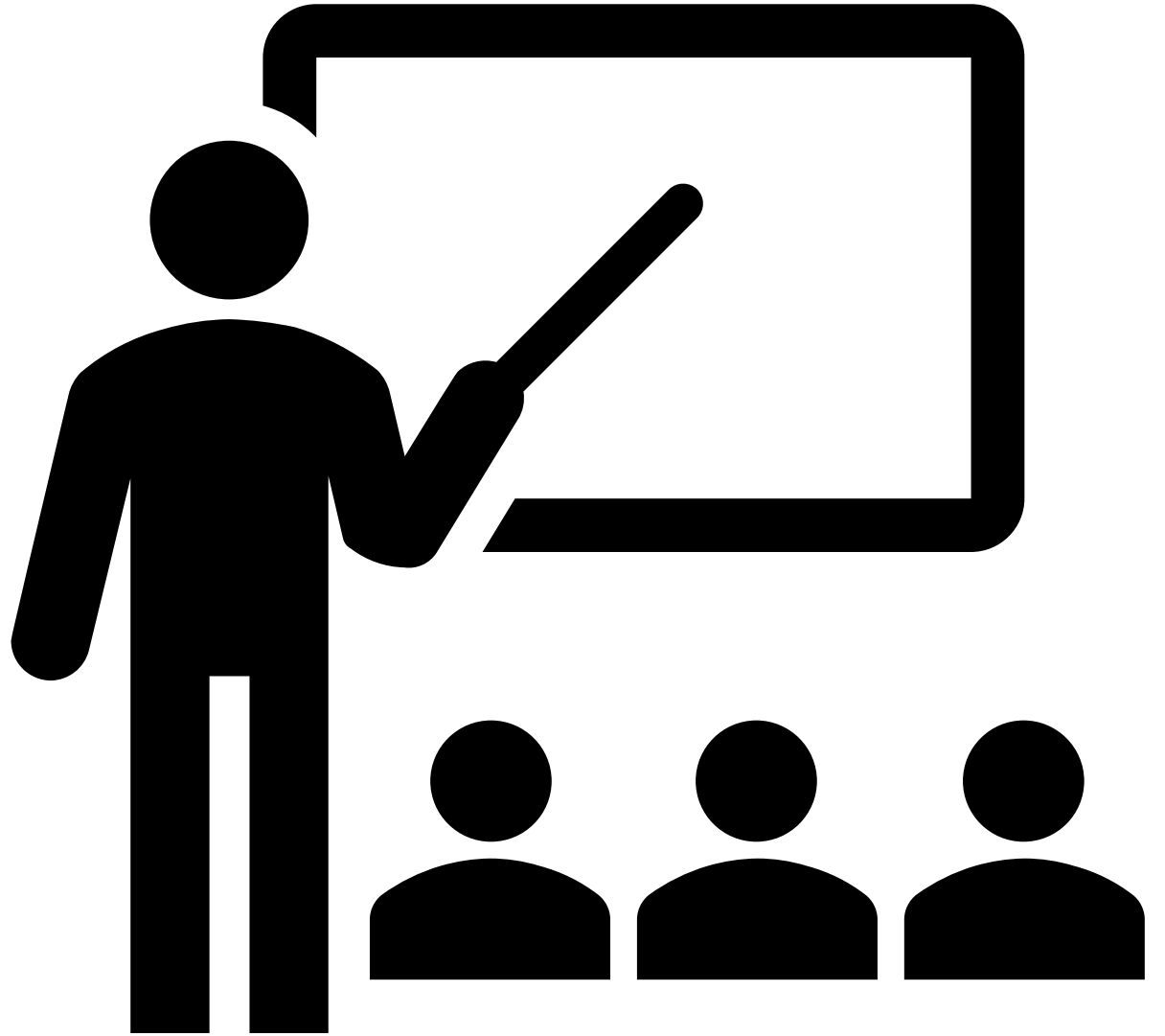
A few words about the study and sample

- This study wasn't designed to provide statistically significant results
- Smaller sample sizes → good for indicating directions, but specific & fully representative results would require a great deal more resources
- So, pay attention to ideas and directional shifts, and less to specific numbers





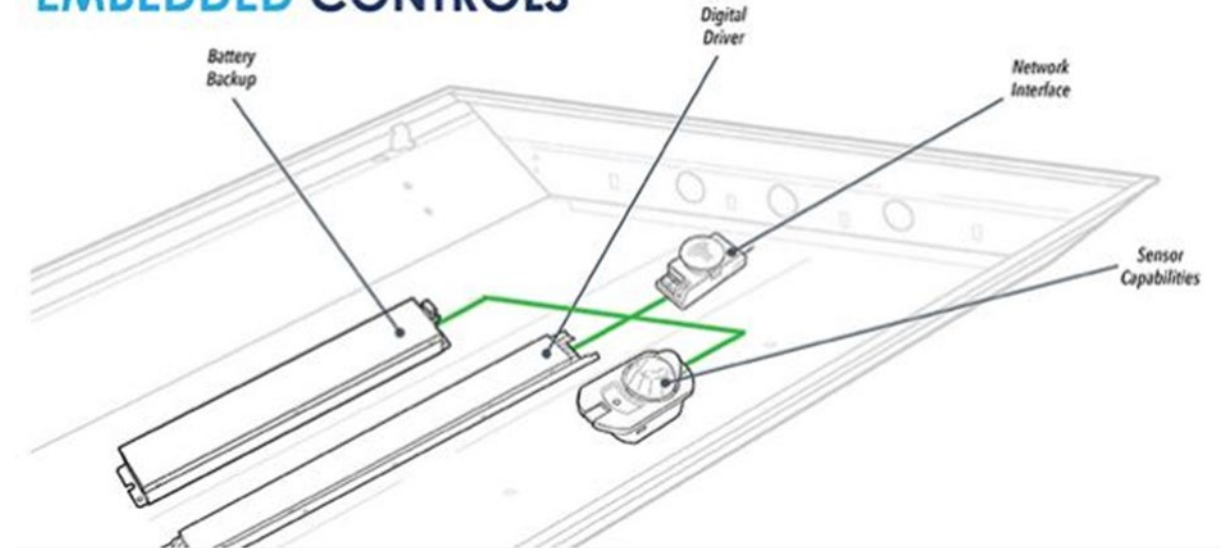
*Like the previous study,
all manufacturers the
contractor spoke with
were incorporating LLC
into their trainings.*





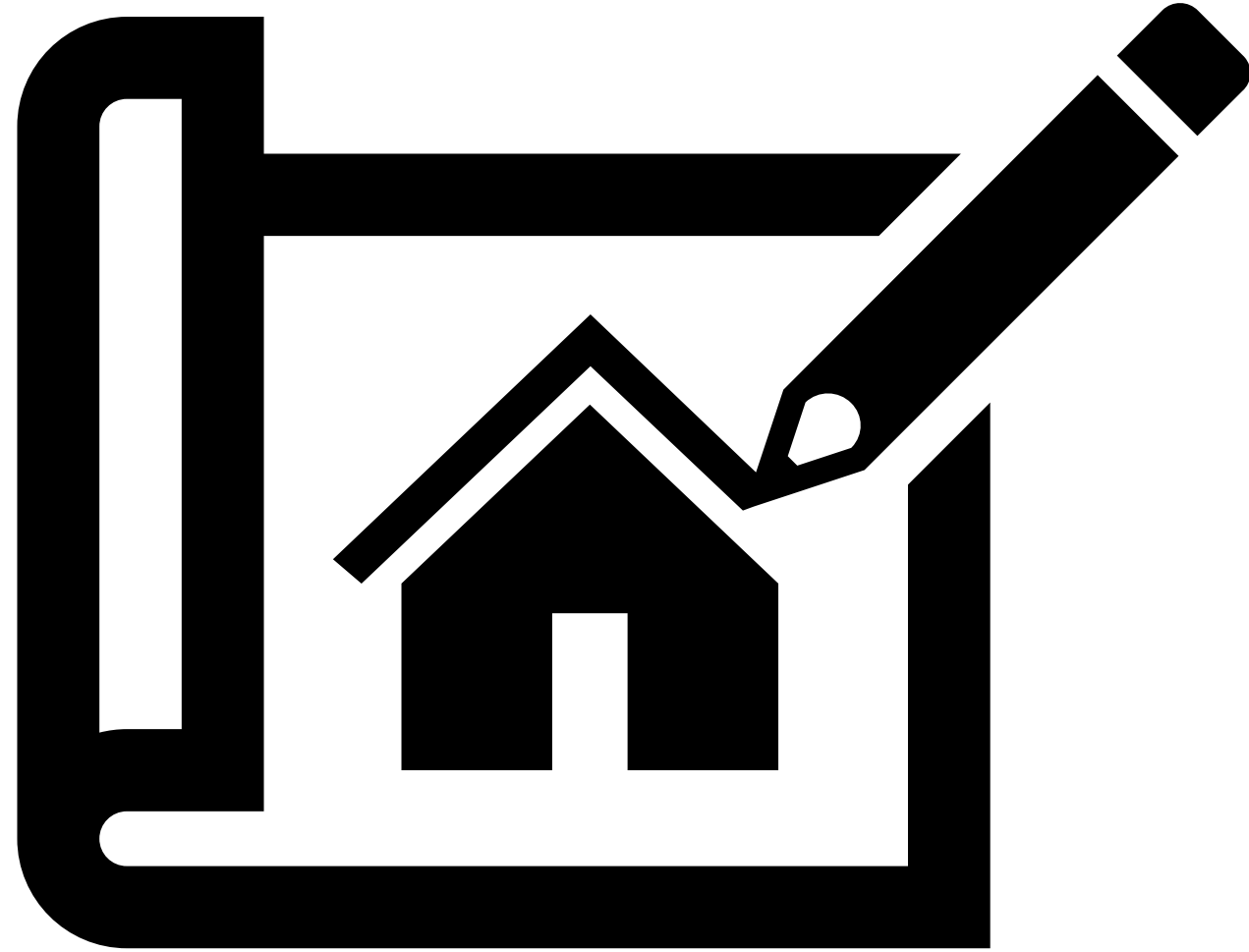
*Most lighting installers
were aware of LLLC,
similar to last year.*

EMBEDDED CONTROLS





However, there was slight growth in the awareness or designers' and specifiers' awareness, bringing it more in line with installers.



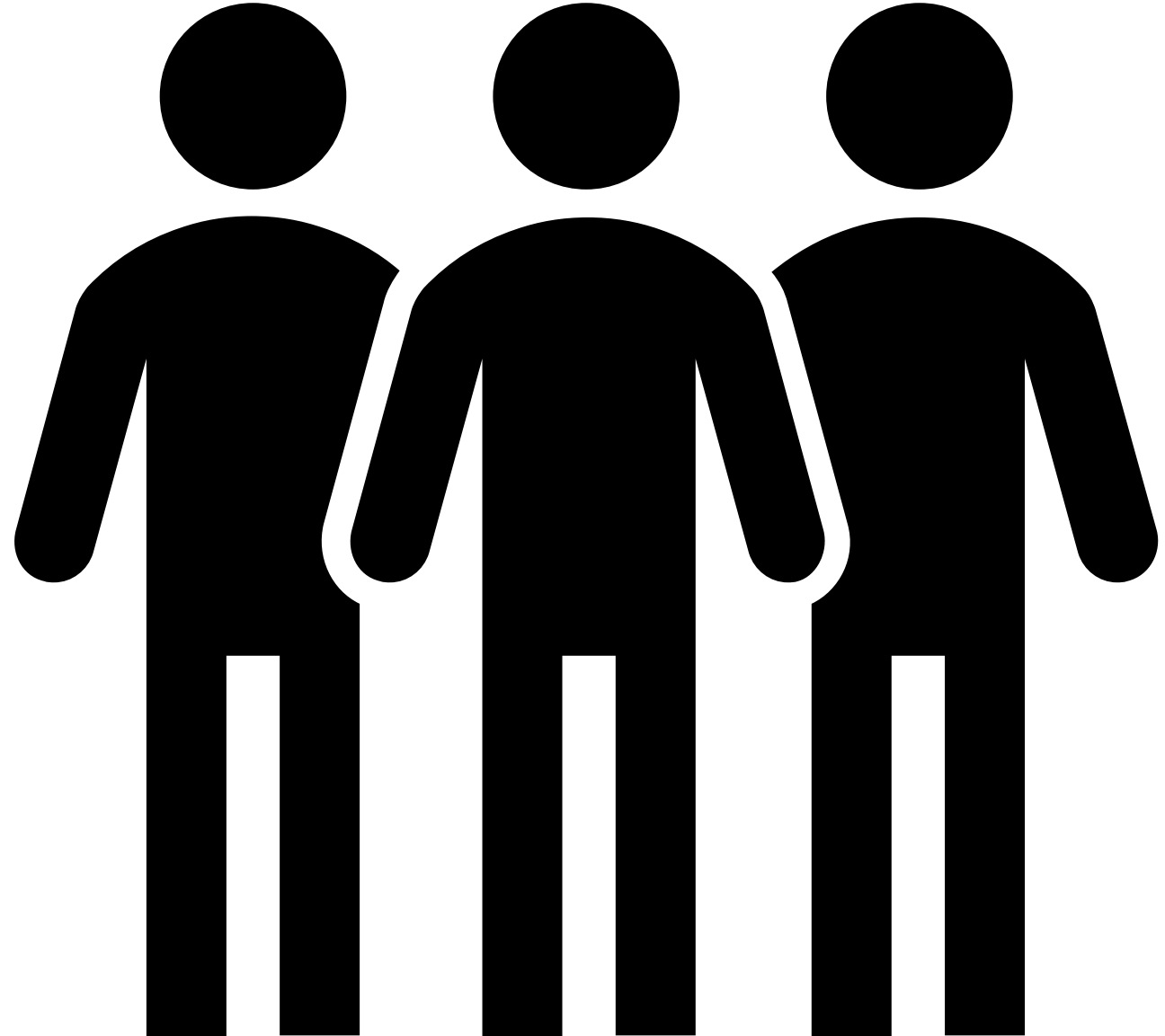


Almost all installers felt confident selling networked connected lighting; most felt confident selling LLC.





More installation companies reported they had staff trained in LLLC.



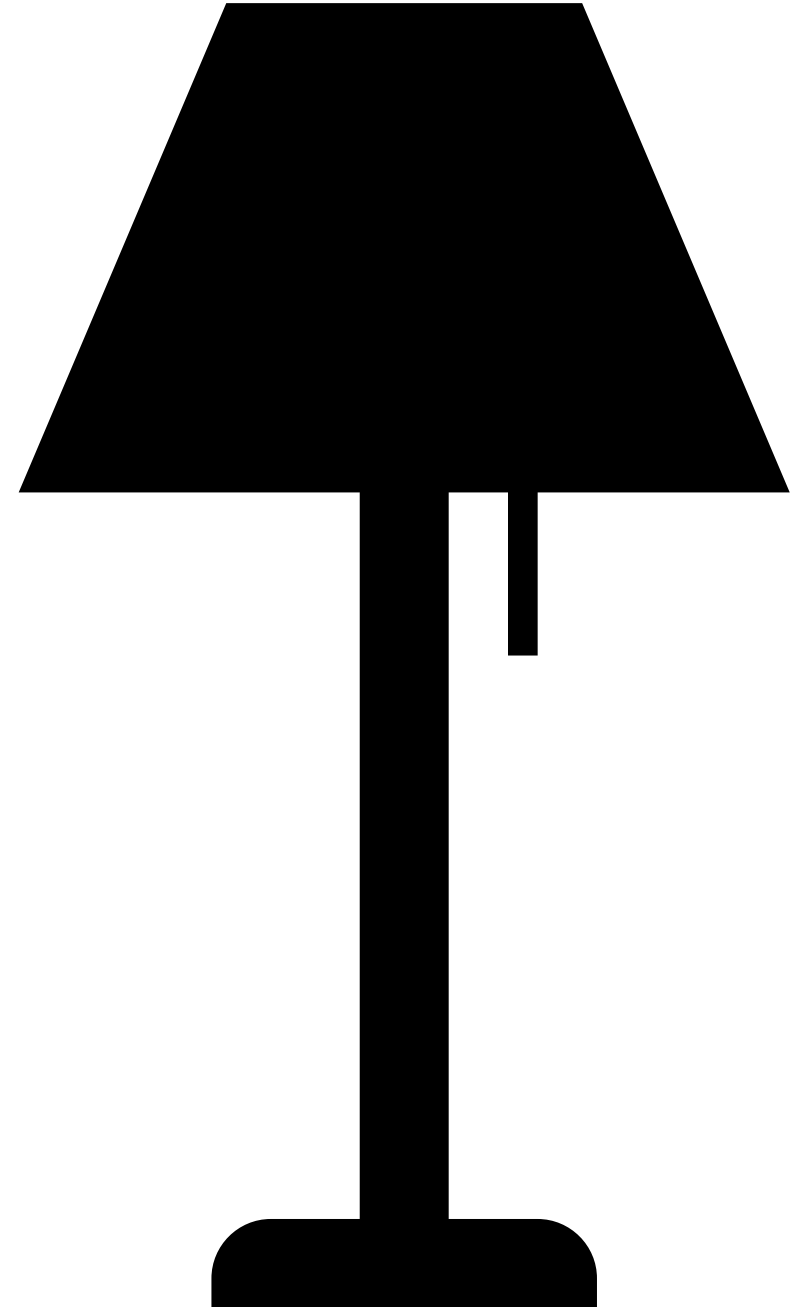


More lighting designers recommended LLC and included it in at least one project plan.



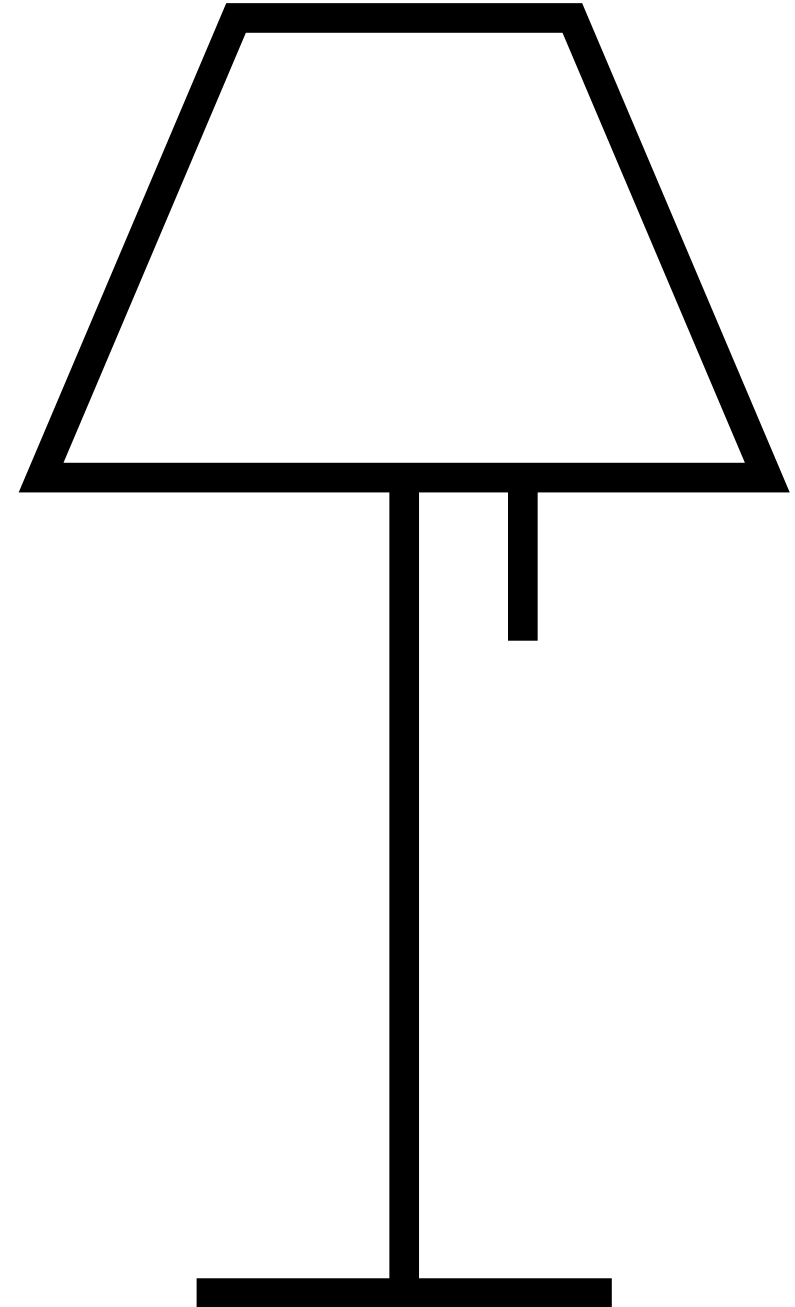


All manufacturers surveyed shared that they were producing more LLC fixture types compared with the previous year.



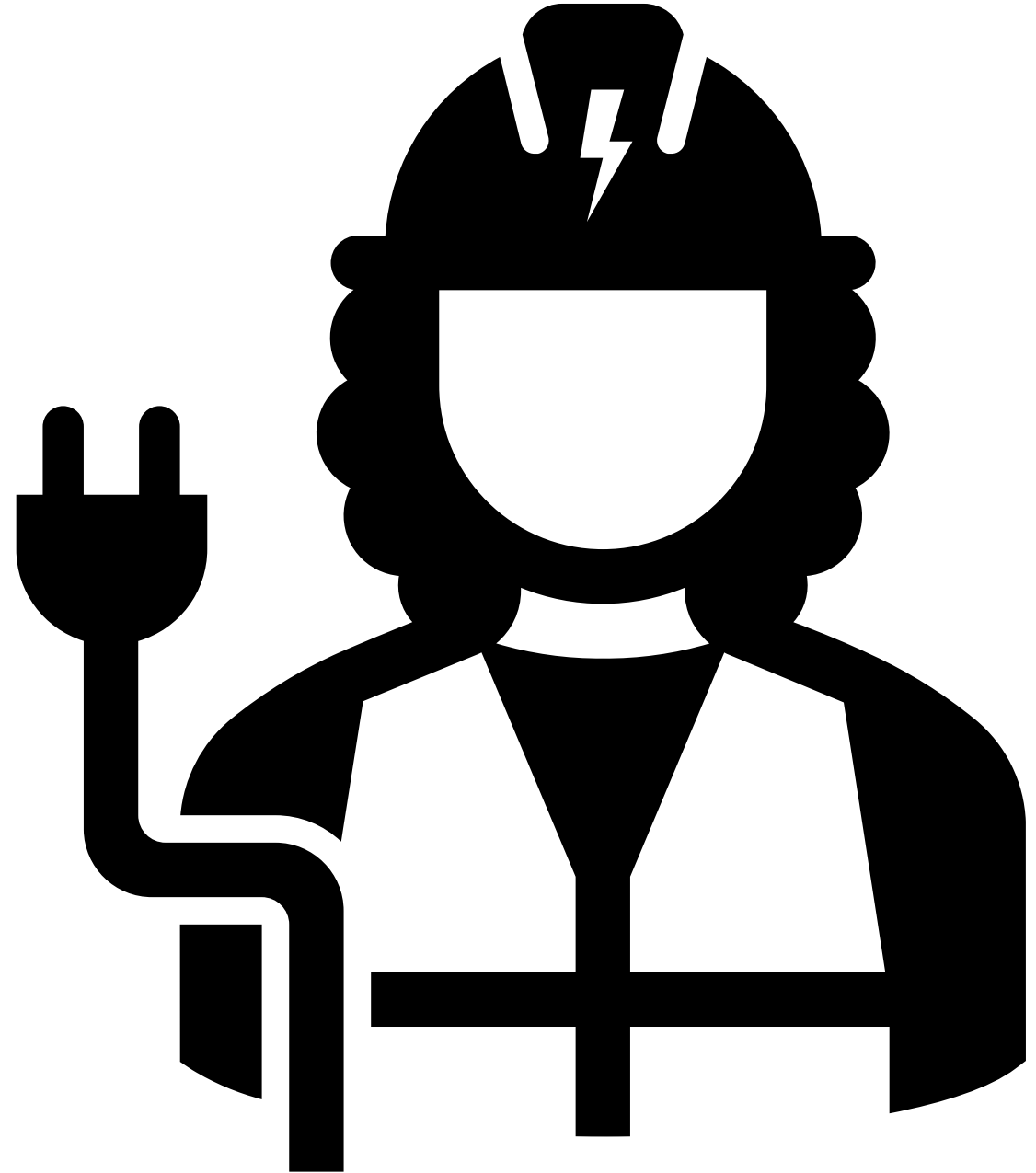


Most manufacturer representatives shared that there were enough varieties of LLC fixture types and styles to meet customers' needs.



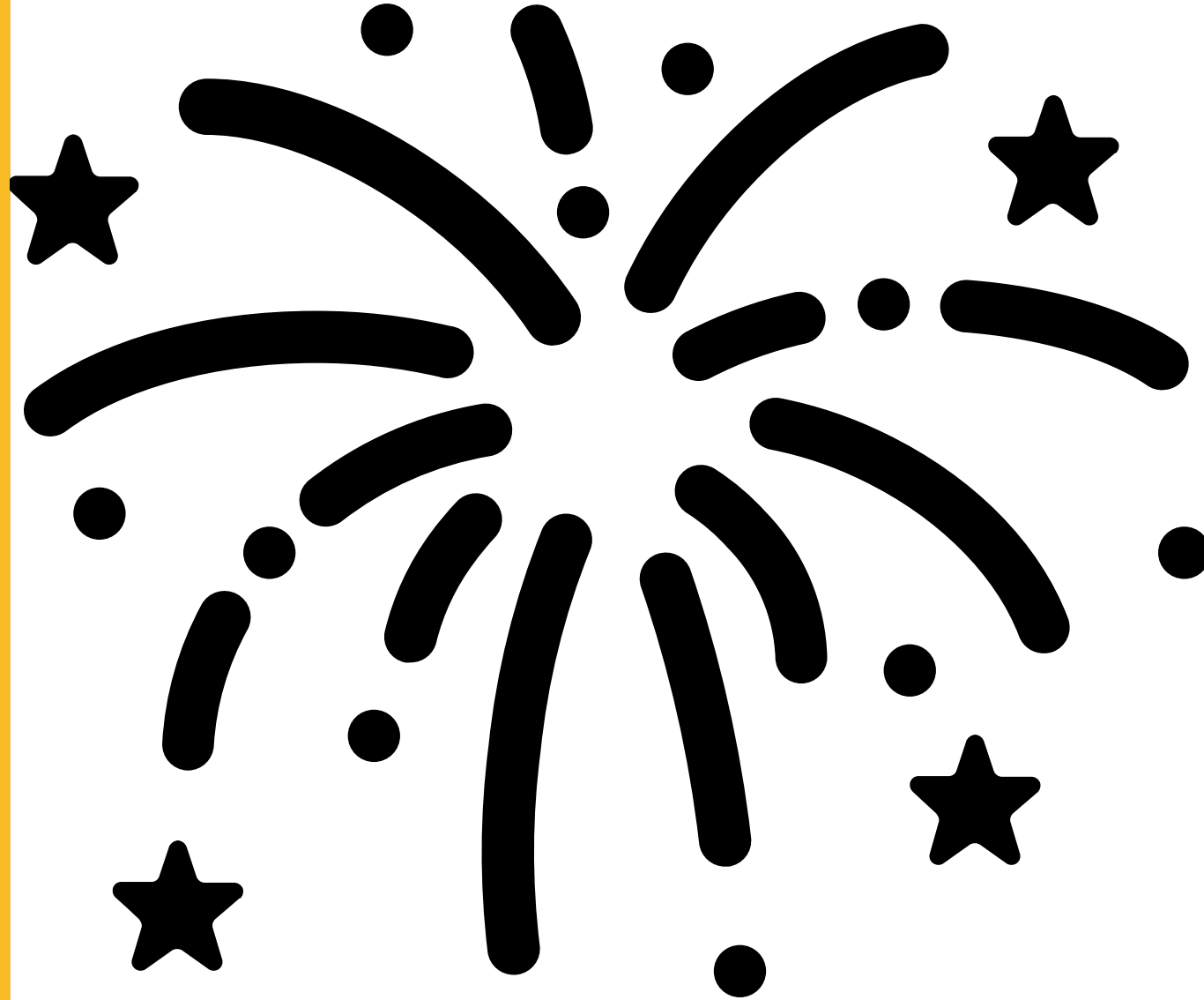


About the same percentage of lighting companies reported that they had installed at least one LLC system.





Three quarters of respondents shared that LLLC was easier to install than other networked lighting controls.





Most decision-makers we spoke with shared that their LLC systems worked “very well”.

6 of 8 decision-makers said their LLC systems worked very well



2 decision-makers encountered system issues (but have been resolved)



Issues with system programming and control

Issues with system durability and operation





Additional insights: Decision-makers

- Reasons for upgrading lighting included energy savings, improved quality of light, enhanced control, and meeting code requirements during retrofits.
- After installation, respondents were most likely to share that they valued networked capabilities, zoning, individual addressability, and occupancy sensing.





Additional insights: Market Actors

- Even though incremental costs compared with non-controlled lighting has come down by 44% since 2017, first cost is still the perceived as the first barrier by installers & designers





Discussion

How do these findings resonate with your experience in the market?

Are you seeing more interest in and comfort with LLC among your trade allies?

With the awareness in the market increasing, what are your thoughts on what is holding back more mainstream adoption?





What would be useful for you to know more about?

- We will be kicking off a new study later this year and sometimes we can add small research questions to help us learn more about the market while measuring outcomes. If we were able to, what is something you would like to learn more about?



» Thank you!

Zdanna King, MRE Scientist

zking@neea.org



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Q2 Regional Topic Check In



Extended Motor Products, Pumps & Circulators

- Pumps 101 presentation



Luminaire Level Lighting Controls

- Takeaways from utility incentivized LLC projects and how to leverage these insights to bolster demand.



➤ *Break*

*Please return at
3:20pm PDT*



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LLLC Regional Utility Toolkit

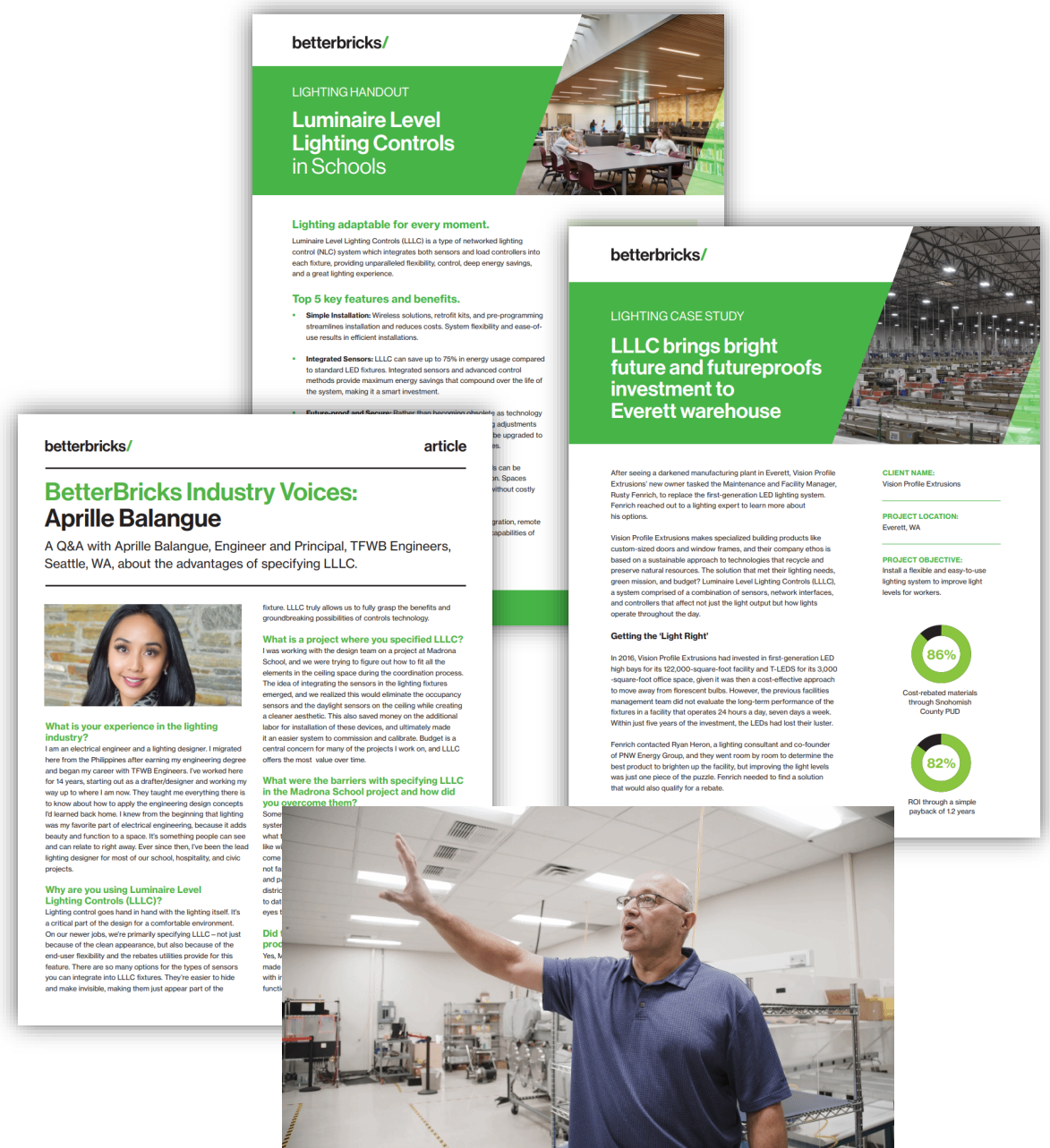
Britt Cutsforth Dawkins

Manager, Program Marketing Strategy

2/29/2024



- BetterBricks is the market-facing brand that supports the alliance's commercial building programs, including LLLC
- All of the LLLC resources produced reside on BetterBricks.com/LLLC
- The BetterBricks Industry Voices concept came from the LLLC team—with additional “voices” coming in 2024





LLLC Regional Utility Toolkit tour

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

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

[Share](#)

Luminaire Level Lighting Controls Toolkit

ARTICLE

This resource page is for NEEA members and program partners to assist with promoting the benefits of Luminaire Level Lighting Controls, or LLLC. Marketing and educational resources include:


- Customizable marketing materials
- Technical guides with education about networked lighting controls
- Case studies highlighting LLLC success stories from the Northwest (video and written)
- Q&As with lighting influencers (video and written)
- The Benefits of Luminaire Level Lighting Controls video series, including an 8-minute overview and four 2-minute, topic-specific demonstrations
- A Lighting Solutions playlist on the BetterBricks YouTube channel, including LLLC expert interviews, educational videos, and case studies ([view here](#))

Customizable Marketing Collateral

- Luminaire Level Lighting Controls Overview
High level benefits of LLLC systems and why they are the next generation of efficient lighting
 - [View PDF](#) or [download zip file](#) with customizable InDesign files (1.82 MB)
- Luminaire Level Lighting Controls FAQ
Detailed description of what LLLC is and why it is the future of commercial lighting solutions. Contains examples of LLLC systems and details about when LLLC systems are the right fit
 - [View PDF](#) or [download zip file](#) with customizable InDesign files (800 KB)

[Table of Contents](#)

- [Customizable Marketing Collateral](#)
- [Technical Guide Series](#)
- [LLLC Case Studies](#)
- [LLLC Industry Voices](#)
- [LLLC Educational Video Series](#)



Other LLC resources



What resources do you currently find helpful, on BetterBricks or elsewhere?



What other types of resources would you find useful?



Our asks of you

- Keep the conversation going!
- Ongoing feedback on these resources—or any ideas about new resources—is welcome!
- LLLC projects in your territory are exciting!
- Let us know if you have a BetterBricks Industry Voices candidate in mind!



» Thank you!

Britt Cutsforth Dawkins

bdawkins@neea.org



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A faint, light blue geometric logo is centered in the background. It consists of several interlocking chevron or arrow shapes that form a larger, complex diamond-like structure.

Announcements & Housekeeping



Housekeeping & Looking Ahead

- RPAC Updates
- Announcements
 - Efficiency Exchange May 14-15
 - Stakeholder Engagement
- Upcoming NEEA Meetings



RPAC Updates

- Charter Review
- Federal Funding Workgroup Update
- 2024 Stakeholder Engagement Activities



Efficiency Exchange 2024 – Registration Open



EFX24 Early Bird Registration

February 15 – April 12

neea.org/EFX

EFX24 Hybrid Conference
May 14-15 in Coeur d'Alene
In-person + Virtual



Stakeholder Engagement Activities

- 1) Stakeholder Satisfaction Survey (complete)
- 2) In-person stakeholder visits (2024-2025)

Goals:

- Solicit feedback on stakeholders' experience working with NEEA staff; participating in NEEA forums
- Build understanding of stakeholder needs
- Discuss marketing coordination as needed
- Continue socializing Cycle 7 Business Plan



Stakeholder Engagement Activities (cont.)

Coordinating Committee Review

- Focus on structure, process, timing, agendas, etc.
- Goals:
 - Identify areas for improvement and support transition to Cycle 7
 - Ensure regional value delivery and effective resource allocation.
- Recommendation coming to you in Q3

2024 ISCC Meetings



Q1

- Thursday, February 29

Q2

- Wednesday, May 22
- Thursday, May 23

Q3

- Thursday, August 15

Q4

- Wednesday, November 6
- Thursday, November 7

HYBRID @
SeaTac



Upcoming NEEA Meetings

March

- 6th Cost Effectiveness & Evaluation Advisory Committee
- 12th Q1 Board Meeting (Seattle)
- 21st Products Coordinating Committee
- 28th Regional Emerging Technology Advisory Committee

April

- 24th Natural Gas Advisory Committee
- 30th Cost Effectiveness & Evaluation Advisory Committee



Other Upcoming Events or Announcements?

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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?



- Action Items

Thank you ISCC!
➤ Till we meet again...

Q2 ISCC – 2 Day Meeting

Wednesday, May 22 and Thursday, May 23, 2024 (virtual)

