**Meeting Notes**

**Q2 2023 Integrated Systems Coordinating Committee**

**Monday, May 15th, 2023**

**Webinar Only**

 **Attendees:**

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| Trevor Frick – Clark Public Utilities (Clark)Bill Hibbs – Clark Public Utilities (Clark)Matt Babbitts – Clark Public Utilities (Clark) |
| Kevin Smit - Northwest Power and Conservation Council (NWPCC) |
| Nancy Goddard – Pacific Power (Pacific) |
| John Petosa – Snohomish County PUD (Snohomish)Walker Dodson – Seattle City Light (SCL) |
| Bill Hough – Eugene Water & Electric Board (EWEB)Kerry Cameron – Tacoma Power (Tacoma)Shelley Martin – Idaho Power (Idaho) |
| Natasha Houldson – Tacoma Power (Tacoma)Michael Lane – Puget Sound Energy (PSE) |
| Sinh Tran – Snohomish County PUD (Snohomish) |
| Sheree Willhite – Idaho Power (Idaho) |
| Tucker Kramer – Northwestern Energy (NWE)Mattias Jarvegren – Clallam County PUD (Clallam)Eric Mullendore – Bonneville Power Admin. (BPA) |

**NEEA Staff:** Alisyn Maggiora, Jesse Largent, Suzi Asmus, Emily Moore, Zdanna King, Stephanie Quinn, Anne Curran, Britt Cutsforth Dawkins, Jonathan Belais, Virginia Mersereau, Maria Murphy.

## **Resources**

* **Agenda packet on NEEA.org**: <https://neea.org/committee-documents/q2-2023-iscc-agenda-packet>
* **Master slide deck on NEEA.org:** <https://neea.org/committee-documents/2023-q2-iscc-meeting-slides>
* **Meeting Recordings: Part 1:** [https://attendee.gotowebinar.com/recording/7130912779926264835](https://nam12.safelinks.protection.outlook.com/?url=https%3A%2F%2Fattendee.gotowebinar.com%2Frecording%2F7130912779926264835&data=05%7C01%7C%7C6bd37a22c5914624a26008db563e8ab4%7C25db093eeebb41d285084d374165069e%7C0%7C0%7C638198598839227507%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=6CThefLsUoVZVPR9LZOlfrmPZumvAKOoxgJiyjSMwkY%3D&reserved=0)

**Part 2**: <https://attendee.gotowebinar.com/recording/4054208765547977732>

## **Introductions & House Keeping (**[**Packet**](https://neea.org/committee-documents/q2-2023-iscc-agenda-packet) **P 1-6 |** [**Slides 1-16**](https://neea.org/committee-documents/2023-q2-iscc-meeting-slides)**)**

*If you have questions about this section, contact Emily Moore (**emoore@neea.org**).*

* 1. **Welcome, Agenda & Packet review**
		1. Introduction from Kaylan Dorsch, Business Strategist from NEEA, who facilitated the meeting
		2. Staff change update - Maria Alexandra has left NEEA and Kaylan is covering this meeting until a replacement is hired
	2. **Housekeeping**
		1. New ISCC member: Jay Olson for Pacific Power
		2. Staff Update: New facilitator by Q3 and filling other positions soon
			1. Alisyn is the point person for now and can be contact at via email at AMaggiora@neea.org
		3. Upcoming NEEA meetings
			1. Regional Portfolio Advisory Committee (RPAC) May 18
			2. Products Coordinating Committee (PCC) in June
			3. Board meeting June 13-14 in Montana
			4. Q3 ISCC meeting August 18 (virtual)
		4. Efficiency Exchange 2023 Recap
			1. Great turn out with both in person and virtual attendees
			2. Planning for next year’s conference under way
				1. Will be held at Coeur d’Alene, ID
				2. Call for submissions in Sept.
		5. NEEA Business Plan Milestones 2023
			1. Updating business and strategic plan at the end of this year
			2. Board will be reviewing drafts of documents May and June
				1. Will be shared to the region this summer after review and board approval
			3. NEEA’s executive team will be hosting webinars and conducting outreach
			4. Members are also free to review the drafts and provide feedback
		6. RPAC Federal Funding Coordination work group
			1. Kickoff meeting was 5/4
			2. Near term goals: workforce development, marketing/comms, tribal engagement
			3. Deep-dives on near-term priorities
			4. Next steps are a Q3 meeting to align with home rebates guidance
			5. Contact Jonathan Belais: Jbelais@neea.org for more information
		7. ISCC 2023 Annual workplan
			1. Update on page 4 in packet
			2. Q2 HVAC topics shifting to Q3 & Q4
				1. HP HVAC (P. 8)
				2. Variable Speed Heat Pumps (P. 9)
			3. Priority 2 topics
				1. Focus on priority 1 topics this quarter - priority 2 topics shifted out to next quarter
			4. Q3 Priority 1 topic will be High Performance Windows
			5. Q4 Priority 1 topics will be LLLC and Variable Speed Heat Pumps
			6. High performance windows cost effectiveness barrier listed as a high preference priority 2 topic for Q3
			7. Q4 Priority 2 topics – further outreach needed to narrow down topic
		8. ISCC CO-Chair opportunity still open
			1. Light lift and collaborative role
			2. Position responsibilities have been streamlined
			3. Would appreciate having a dedicated person from stakeholder side
			4. For more info reach out to Alisyn: AMaggiora@neea.org

## **Regional Roundtable**

Utility members and NEEA program staff shared updates since the last quarterly meeting.

1. **Maria Murphy (NEEA) -** Good information released in NEEA activity report. RFP just released for technical engagement with engineers. Incentive strategy launched earlier this year with 6 total reps signed up. Comprehensive design guide for system approach has been updated in Q1. Growing number of ventilation products and manufacturers on system requirement list, now 6 manufacturers and over 65 products.Modeling of DOAS in energy plus through a partnership with Energy Trust. Report will be released soon. Emerging tech project report recently released on a muti-family project in Seattle. Will be reaching out to see what others think is most helpful to share for next meeting.
2. **Trevor Frick (Clark) –** In midst of preparing 2022 numbers for reporting. Met target but not as high in the past 4-5 years. New Power Plan baseline caused NEEA savings to drop dramatically. Looking at changes to heat pump program to align with BPA changes. Held annual heat pump network meeting, 50-60 attendees and shared out program changes. Hoping BPA will be able to focus more resources on variable speed heat pump measures. Hoping to catch more incentives and rebates in the heat pump area through more outreach to multifamily buildings. New multifamily interest in construction incentives if it is 10%~ over code pathway. Recent project in Washougal that might be 25% over code. Issue program is running into is the build time for these projects is up to 2 years. Want these contractors to reach out early enough about programs to budget appropriately but don’t always know what the BPA program will be at that time of project completion.
3. **Natasha Houldson (Tacoma) -** Busy with hiring tasks. New supervisor coming onboard next week overseeing non-engineer staff and focused on capital programs. Will help with improvement to new construction and indoor cannabis grow projects.On track to meet biannual target. Will be keeping an eye on trends regionally. Work on conservation potential assessment underway. Will inform changes for programs next year. No changes mentioned currently. Been digging into SEM work and Washington’s Clean Building Performance Standards and how to leverage for programs. Seeing a number of new construction projects with Variable refrigerant flow (VRF) heat pumps. On residential side, recent home energy reports program launched. Also launched at an incentive program for rental properties with income-qualified tenants.
4. **Shelly Martin (Idaho Power) -** On retrofit side, looking at increases of lighting incentives this fall. Still working to engage trade allies more proactively. Looking to rollout multifamily program at end of the 2023 year.
5. **Sheree Willhite (Idaho Power) –** Idaho’s Zero Based Regulation (ZBR)  process is ongoing. Last year’s draft of ZBR redlines removed large portions of the energy code, which was met with opposition and delayed to 2024.
6. **Tucker Kramer (NWE) –** In process of doing an updated potential and demand response assessment study. Customers should be receiving postcard about study today. Hopefully get results on study around Sept this year. New program updates in January as well.
7. **Suzi Asmus (NEEA) –** NEEA activity report also in the meeting packet. Efficiency Exchange residential heat pump sessions can be viewed via recordings. NEEA Product Council will include several dates this summer with presentations led by Christopher Diamond on residential heat pump products. May 9th was an update from advanced Heat pump coalition. There will be a session with updates on the improvements (aka “features and capabilities”) NEEA is looking at for the residential heat pump program. Another session will focus updates on the load-based test procedures. And there will be a presentation on the results of micro heat pump field research. Track presentation dates and register here: <https://neea.org/get-involved/product-council>. NEEA is active in the Consortium for Energy Efficiency working groups helping to advise them on management of the heat pump Tier specifications for the tax credit. All CEE members are welcome to join these working groups. NEEA will be going to RPAC for vote to move a new residential heat pump program into market development this year.
8. **John Petosa (Snohomish) -** Been tracking to reach savings goal. There is a pilot for Lake Stevens area, have a substation out there that’s close to load capacity and have been focusing on that area to see if we can make a difference. Looking at cutting some budgets, not closing programs but just shaving dollars off.
9. **Michael Lane (PSE) –** Short for biennium goal, Not sure on exact number. In mitigation phase. Working with reps to get savings in the door. Increased Contractor Performance Incentive (CPI) incentive from 1 cent to 5 cents for Kwh for lighting projects. CPI is a supplemental incentive paid directly to the company responsible for filling out the application and submitting all pre-approval and payment documentation. Did seem like it brought some interest but still not seeing as many projects as they’d like to see. In the midst of program planning for 2025. RFPs are out and have done initial assessments. 2024-2025 will be working with named communities, highly impacted communities and impacted groups. Changed name from energy efficiency to customer energy management.
10. **Nancy Goddard (Pacific) –** Draft 2022 out for comments. Final complete in June 1st. Short on 2022-2023 target, looking to hit about 92% of target. Focused on how we can get up to 100%. Posted notice today for program changes for July 1 2023, mostly updates to align with WA state energy code. 2023-2025 biennium plan, no previews yet, in planning mode for target setting. Working on clean energy implementation plan and progress report due June 1. Equity focused. Rebidding outsourced delivery contracts. RFP is not out yet but hope to have it out by July 1st.
11. **Stephanie Quinn (NEEA) -** Filling in for Tamara Anderson for High-Performance Windows program update. Recently sponsored Habitat for Humanity Bend / Redmond at the BuildRight conference in Portland and developed a Habitat for Humanity pilot. Developed a new triple pane windows flyer for share out. Did a lunch roundtable at Efficiency Exchange that was well attended.
12. **Eric Mullendore (BPA)** – In the Midst of finalizing Implementation Manual for upcoming rate period (Oct 2023). New UES measures including secondary windows, heat recovery ventilators and some measures on pumps as well. Releasing a calculator for efficient pumps soon.
13. **Bill Hough (EWEB) –** Looking forward to new BPA measures and looking at where they can add value to those new measures by increasing rebates internally and market push as the evolving commercial section goes forward.
14. **Anne Curran (NEEA) –** Encourage people to look at LLLC on the activity report to view variety of events through professional organizations to reach a number of different audiences. Please see attachment to Tier 1 Memo for a list of available educational resources and training topics. Case studies coming out soon as well.

## **Luminaire Level Lighting Controls (LLLC) Education (**[**Packet P. 6**](https://neea.org/committee-documents/q2-2023-iscc-agenda-packet) **|** [**Slides 20-36)**](https://neea.org/committee-documents/2023-q2-iscc-meeting-slides)

*If you have questions about this section, contact Emily Moore (**emoore@neea.org**).*

**Presentation Highlights**

1. Building on previous discussions and collaboration
	1. Q2 2022 bolstering demand workshop
		1. Informed 2023 program plans
	2. 2024 planning prioritized education
2. Our Progress and Challenges
	1. Good news
		1. Some adoption of LLLC
		2. Some TAs on journey from skeptic to “making it a differentiator”
	2. Challenges
		1. LLLC not getting on radar for most customers
		2. Skilled labor challenge and many TAs not yet embracing LLLC
			1. Legacy of bad experience with previous controls
		3. TAs more comfortable with shorter payback opportunities vs NEBS
		4. Pandemic derailed in person trainings
			1. Work force turn over a factor as well
	3. Discussion
		1. Education is integral to LLLC in particular
		2. Complexity and work force turn over lends itself to the need for additional education
		3. Opportunity for NXT Level One to step in and really ramp up the new work force
		4. An additional challenge brought up by a customer was comfort with software updates
			1. Early adopter expressing some regret over jumping in so early due to software update issues
			2. In contrast - NEEA’s office has had two firmware updates since install that went smoothly
			3. Need to keep an ear out for people’s experiences with updates to software
		5. Bill from EWEB- vast lighting slow down in their region, pandemic played a massive roll in slow down and he struggles to even get a call back from contractors
			1. Still some people out there doing the work but it’s been decimated
			2. BPA has seen similar drop in non-res lighting projects
			3. Michael Lane of PSE – while a lighting slow down in general, their area has actually seen some movement on LLLC
				1. However, Contractors saying $75 incentive isn’t enough
				2. Has inflation hit this market?
				3. Request for a share back on findings
				4. NEEA cost study every 2 years was published this year – Did not see a big jump

Link: <https://neea.org/resources/2022-luminaire-level-lighting-controls-incremental-cost-study>

1. What have we learned?
	1. Reaching critical audiences
		1. Who – Decision makes, installers, designers and specifiers, distributors and sales reps
			1. Different strategies for different challenges
		2. How – Outreach and engagement, in person training, webinar, on demand training modules, newsletter features, professional orgs, websites
	2. Discussion
		1. Eric Mullendore of BPA – Distributors stock what people ask for
		2. Walker Dodson of Seattle City Light - it is up to finding the key customer group and value proposition and ultimately getting the customer to push it with the contractor
			1. Finding the right value proposition for customer groups
			2. Eric Mullendore of BPA – significant value proposition will end up being non-energy benefits (NEBs) and future proofing
				1. Controls about more than turning off the lights
		3. John Petosa of Snohomish PUD - Opportunity coming up with new case studies for people to see LLLC in action
			1. Joint NEEA and Snohomish PUD case studies to be published soon
2. Key education topics & messaging
	1. CASE STUDIES – Video, visual element and being able to gauge people’s enthusiasm
		1. 2-3 minute mark for case study
		2. Reach out to Anne Curran if you have a potential case study
		3. Link: [Facility Management Journal March/April 2023 article:](http://fmj.ifma.org/publication/?m=30261&i=785007&p=104&ver=html5) Retrofitting Meant for People: How LLLC is Lightening the Load of Legacy Lighting
	2. Discussion
		1. Eric Mullendore of BPA – exploring feedback on trainings on lighting controls
			1. Hands on trainings valuable
			2. Is there a need on the distributor side?
			3. Need to do more for Specifiers on new construction side?
		2. Shelly Martin on Idaho Power – Variety of trainings done
			1. hands on trainings seemed to get better responses
			2. Case study customer testimonials is something they are looking for locally
			3. Steve Mesh (trainer for original LLLC class) still available to do hands on trainings
		3. Kerry Cameron of Tacoma Power – bring utility incentive side into the conversation of sales pitches
			1. How can we get the people who sell the stuff and get the commission come to us and see us as another tool to their sales
				1. So many different types of lighting controls
			2. Getting salespeople also comfortable with the technology
			3. Anne to have follow up conversation about working with reps and leveraging local utility incentives
3. Existing Regional Resources
	1. NXT Level
	2. Trade ally network NW resources
		1. Link: <https://www.tradeallynetworknw.com/trade-ally-field-guide/>
		2. Fundamentals course for NLC and LLLC
	3. Appendix to memo is in packet with a variety of resources
	4. Request: if you want to collaborate on a training lets align in May /June!
4. Roundtable- Takeaways and next steps
	1. Walker Dodson of SCL– SCL looking to increase LLLC incentives on 7/1/23
	2. Nancy Goddard of Pacific Power - interested in doing a joint training
		1. Want to get local contractors energized
		2. ACTION: Anne will follow up to build on work already done
	3. Kerry Cameron of Tacoma Power – Critical to connect with manufacturer reps and to have them bring utility incentive inro the customer conversation
	4. Shelley Martin of Idaho Power– Echo of Kerry’s findings
	5. Kerry Cameron of Tacoma Power – would like to know more about what is being done to reach out to manufacturer representatives
		1. Has agency contacts and is interested in the process and how the exposure is happening
		2. ACTION: Anne to follow up to further discuss manufacturer rep strategy and to leverage Kerry’s experience in the market
	6. Michael Lane of PSE – reps seem to be extremely busy and it seems proposal they have come up with is not enticing enough for them to engage
		1. Provide a SPIF to help get information
		2. Attempt to get the reps to send projects with LLLC in them to help spotlight possible projects
	7. Tucker Kramer of NorthWestern Energy – just launched NLC pilot
		1. Struggling to get people to buy into NLC/LLLC in the Montana area
		2. 2-year span of not being in front of people with training led to a back slide
	8. Bill Hough of EWEB – looking at also doing a further LLLC incentives
		1. reach out to Michael Lane and John Petosa
	9. Eric Mullendore - BPA lighting incentive reimbursement going up in October
	10. Bill Hibbs of Clark PUD – LLLC has done pretty well
		1. Going to continue to try and talk with customers about what LLLC is and the value add
		2. Have covered lighting in some SEM work through conversations
	11. Sheree Willhite of Idaho Power – Had an LLLC training for BOMA Idaho May 3rd. Some fatigue over LLLC training there Since there have been a few already
		1. 10 in attendance with great work from Evergreen
		2. Would hold off on any more trainings with BOMA in near term

## **Feedback, Wrap-Up, & Adjourn**

1. Extra links:
	1. BetterBricks | Northwest Region Incentives for LLLC <https://betterbricks.com/resources/regional-incentives-for-lllc>
	2. High-Performance Windows Links:
		1. [BuildRight Confrence](https://nam12.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.buildrightpdx.com%2Fsessions%2Fbuilding-for-net-zero-energy-in-affordable-housing-and-the-case-for-high-performance-windows%2F&data=05%7C01%7C%7C2b2d983b881340bfdfeb08db4dc039bb%7C25db093eeebb41d285084d374165069e%7C0%7C0%7C638189260244598068%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=NAEcV%2FxEybGcoBTCbkIkTlwALrSQEQKcHBfNvW4zmGc%3D&reserved=0)
		2. [Habitat for Humanity Case Study](https://nam12.safelinks.protection.outlook.com/?url=https%3A%2F%2Fbetterbuiltnw.com%2Fcase-studies%2Fhabitat-for-humanity&data=05%7C01%7C%7C2b2d983b881340bfdfeb08db4dc039bb%7C25db093eeebb41d285084d374165069e%7C0%7C0%7C638189260244598068%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=KXHaqhqwtuuZjGpYGBf%2Bd%2B1sOywdHTwRPkzNyRb4f4s%3D&reserved=0)
		3. [Triple Pane Windows Flyer](https://nam12.safelinks.protection.outlook.com/?url=https%3A%2F%2Fbetterbuiltnw.com%2Fresources%2Ftriple-pane-windows&data=05%7C01%7C%7C2b2d983b881340bfdfeb08db4dc039bb%7C25db093eeebb41d285084d374165069e%7C0%7C0%7C638189260244598068%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=yqKxEvlir3IEvUo77b2UBtJC9%2Fi%2B4C2w9ZANUJFHick%3D&reserved=0)
	3. NEEA Product Council Summer residential heat pump topics (June and July): <https://neea.org/get-involved/product-council> (registration required)
2. Next meeting: Monday, Aug. 14th – virtual
3. Public Comments: None