



Q1 Commercial and Industrial Coordinating Committee (CICC)

Day 1

February 26, 2025

12:30 – 4:00 p.m.

Hybrid Meeting at NEEA Offices

Meeting Attendees

Committee Members: (*In-Person*) Julie Banerjee (Tacoma Power) and Joe Hull [Eugene Water and Electric Board (EWEB)], (Virtual) John Petosa [Snohomish PUD (SNOPUD)], Mattias Jarvegren (Clallam PUD), Sheree Willhite (Idaho Power), Sinh Tran [Snohomish PUD (SNOPUD)], Andy Paul (Avista), Andrew Pultorak [Puget Sound Energy (PSE)], Shelley Martin (Idaho Power), Eric Mullendore [Bonneville Power Administration (BPA)], Shelly Carlton (Energy Trust of Oregon), Walker Dodson [Seattle City Light (SCL)], Michael Wallace (Clark PUD), Michele Drake (Avista)

NEEA Staff: Anouksha Gardner, Alisyn Maggiora, Alexa Hujik, Stephanie Quinn, Alexis Muench, Dave Hammond, Britt Cutsforth Dawkins, Gloriana York, Peter Christeleit, Katherine Gifford, Anne Curran, Kristen Aramthanapon

Resources

- Agenda Packet: [Northwest Energy Efficiency Alliance \(NEEA\) | Q1 2025 CICC Agenda...](#)
- Slide Deck: [Northwest Energy Efficiency Alliance \(NEEA\) | Q1 2025 CICC Meeting...](#)
- Recording: Q1 Meeting was not recorded

Welcome and Packet Review

- Meeting Packet Highlights
- Collective Role – Working Together – Please come prepared to participate!
- Agenda Overview – Regional Roundtable, Regional Topic: HP HVAC, Q2 Topic Check In, Recap and Next Steps for Tomorrow
- Packet Review Reminder – Tier 1: Agenda Items, Tier 2: Program Activity Reports, Tier 3: Additional Resources and Reference Material
- Welcome new committee members! Lori Froehlich and Mike Wallace from Clark PUD

Introductions and Regional Roundtable

Name | Organization | Program Updates | Icebreaker

Joe Hull – EWEB

- Customer Solutions Specialist and officially the Commercial Lead for EWEB
- Transitioned to new enterprise software system in December – still working out the kinks so it's taking longer to process things internally and with contractors, but we are fixing the bugs.
- Demand side Potential Assessment to Board – they are excited about the conservation potential, so they are looking to ramp up the industrial side and drum up some commercial and custom projects.

Julie Banerjee – Tacoma Power

- New Construction Program is underway with the same contractor as PGE, etc. and should be launched by end of Q2.
- Lighting Program – learning a lot about the BPA online lighting calculator which was released for training this week
- Jeremy Stewart went to Grant PUD, so we are currently in flex of Demand Response owner at Tacoma. Also hiring Engineering Team individual.
- Program life cycle, started 18 months ago, a merger of demand response, energy and mobility, to create a framework to better assess opportunities as they arise and then create a business case and implementation.
- Conservation Potential Assessment – 2026-2045 – interested in the federal changes and what they might mean for electrification and other assumptions on adoption. Also including a special market characterization project to determine the remaining cannabis facility energy efficiency potential in our service area. We are excited about this regarding potential, since it has increased to a much larger part of our portfolio.
- Q: Shelly Carlton: We are on a special project together for NIA, but could we have a conversation offline about New Construction so we can see what you're doing in the space?
 - o A: JB: Yes, of course.
 - o ACTION: Anouksha to connect Julie and Shelly post meeting.

Walker Dodson – Seattle City Light

- Ton of changes in multifamily setting – launching new income qualified incentives
- Steady programmatically and incentive-wise with lighting
- Non lighting program went through an incentive update (about 30% on all non-lighting measures) at the beginning of the year.

Anne Curran – NEEA | LLLC

- Q1 is off to a strong start working with our key manufacturers and their sales channels.
- The program is currently partnering with 10 manufacturers and their reps/distributors in the region and hosting a lot of events and education.

- DLC (Design Lights Consortium) rolled out a lighting controls program design tool called [Pathways to Connected Lighting](#) for utilities, as well as a new committee to discuss program design. NEEA holds the regional DLC membership, and all NEEA funders are considered DLC members. If anyone wants more information about the tool or committee, please reach out to DLC directly or else contact [Anne](#)
- The program is supporting LLLC training that Pacific Power, Idaho Power and Energy Trust have been offering to their trade allies in Q1-Q2. If anyone else is interested in any collaboration on education for LLLC, please reach out so we can set aside resources for you.

Shelly Carlton – Energy Trust of Oregon

- New Commercial Construction Program Manager and stepping in for Oliver for the CICC meetings.
- New Commercial Construction has a new contract with ClearResult delivering on new things related to grid interactive efficient buildings and pushing that net zero as much as possible. Trying to find simplified whole building approaches for these project that would normally go into just lighting.
- Heavy focus on trainings. We are holding 30-40 trainings each year and trying to do more in person outside of the Portland Metro Area
- Existing Buildings program is the largest program which includes EPM and Multifamily and is still growing.
 - o Currently aligning with lighting work – will take the LLLC DLC committee information back to her team to see if they are interested in reaching out to Anne/NEEA.
- Q: Anne Curran: Please have the lighting team reach out to me about the committee if you have any questions. LLLC is called out as a grid interactive efficiency buildings enabling technology, so we are happy if we can support or collaborate with the ClearResult team, please let us know.
 - o A: SC: Happy to pass that on and have someone reach out.

Shelley Martin – Idaho Power

- I am on the DLC Program Planning Committee, and the first meeting of this year is next week if anyone is interested in joining.
- Looking to add LLLC training to our spring trade ally workshops at the request of contractors so they can use it for incentives and learn how to use the lighting tool.
- Sheree will talk about our TRM Update and a few additional items.

Sheree Willhite – Idaho Power

- TRM (Technical Reference Manual) update in 2025
- Working closely with the Idaho code collaborative on the 2024 IECC for possible adoption in Idaho. Currently, we are looking for any issues or concerns when it comes to the residential and commercial adoption. Todd Greenwell is working on the residential side.

Eric Mullendore – BPA

- Rolling out our online lighting calculator and excited to transition to a more stable platform for our lighting programs. We are maintaining the program as it is right now, but we are expecting updates when our rates change in October of this year.
- Looking to create a standalone measure for LLLC and create a path to encourage installation of the new controls.
- Working with Power Council on the 9th power plan which will have a big influence on what our programs will look like from 2027 and beyond.
- Q: Shelley Martin: Is there an opportunity Idaho Power could have a demonstration of the online lighting calculator?
 - o A: EM: Happy to get you an invitation to one of our trainings. We are in the early phase of our rollout, so we don't have any utilities that are actively delivering on projects using the calculator yet. Anyone else interested, reach out to me.

Michele Drake – Avista

- Just started our 5th cohort in the clean building program.
- Midstream, we are currently gearing up to launch an RFP.
 - o Would anyone be interested in sharing the names of midstream program managers they work with so I might ask a few questions?
 - o A: John Petosa-SnoPUD Mid-Stream Lighting Program Manager
- Removing Residential Smart Thermostats from our features
- Pilots for heat pumps, time of use, and peak time rebates. We are also going to be launching some home energy reporting in the near future.
- The organization is also wrapping up the current biennium here in 2025, so more changes to come in 2026.
- Hiring a new Energy Manager
- Q: Shelly Martin– Is the midstream RFP to select a new provider or expand beyond what you currently have?
- A: We used a sole source last time, so yes, it is potentially to expand to a new provider. We are open to expanding the program, it depends on what is submitted.
- SM: We did an RFI last summer and only received one submission, so if you get names for commercial midstream, please pass them along.

Mattias Jarvegren – Clallam PUD

- Started an income qualified HP program funded by a grant from WA State
- Involved with our large sawmill in strategic energy management (SEM) for 18 months or so and is starting to yield some good results. We are using SEM as a door opener to get the facility comfortable with us so we can continue working with them.
- Advanced LLLC effort is getting ready to launch for our local electrical distributor that carries Keystone products. They are hosting a training on Monday where I am coming to chat. I'm optimistic that it's the distributor and vendor who are out talking directly to contractors and we have the opportunity to discuss programs at the same time. So, LED lighting and advances controls are top of mind to see if we can get some interest from customers.

- About to sign a contract for our CPA so we can get a new target for our next compliance cycle in WA State

Mike Wallace – Clark PUD

- Recently launched our midstream program for lighting. We have signed up 5 distributors, 2 of which are already up and running.
- Running a self-funded promotional program which has been highly successful in doubling the rebates from the BPA lighting tool, then apply the other cost caps with \$0.50 per kWh and 70% of project cost and pick the lower of the three. It's been very successful with over 10million kWh saved over 80 projects and \$2.9 million in incentives spent. This program will be running through Q2 of 2025.

Andy Paul – Avista

- Thinking about revamping our lighting offerings/presentations into wattage independent of the categories to make it easier for the consumer to digest.
- Shelley Martin, I sent an email to you on DLC Committee to follow up and make sure you have all my contact details.
 - o SM: I am currently replying to you, so we will be sure to collaborate offline!

John Petosa – Snohomish PUD

- The single-family weatherization and heating program as well as trade allies associated with these programs have been taking up most of my time lately.
- Heavily involved with our HEAR program outreach with HPWH.
- Moving our residential and commercial programs to our online platform (IEnergy). Single family is in the middle of being built and lighting should be launching this summer.

Sinh Tran – Snohomish PUD

- We just launched the rebate programs to IEnergy to make it easier for the consumer to go directly to the website and apply for rebates. Just about every rebate we offer is currently available on there, so they don't have to use more than one platform.
- Currently working on the custom incentive program which is Building Efficiency and will launch in Fall. This covers everything that the rebates program doesn't cover, so cannabis, private whole building, etc.
- We met goal in 2024 and were on budget which we were very happy about.
- We ended the midstream HVAC program in December and will be completely done with that in March.
- Q: Michele: Are you transitioning HVAC out of midstream and back to classic rebates? Is that for commercial and residential?
 - o A: I believe its residential only and will be on IEnergy as well.
- Q: So what was the name of the second intake processing software? You have IEnergy and what is the second one within building efficiency?

- A: Yes, building efficiency. It's the custom incentive program for indoor and custom programs.
- Q: JB: Do you have a lot of new construction in indoor ag?
 - A: We had about 20+ cannabis projects last year. 30-40% of our new construction is not new from ground up, but a warehouse that is being repurposed.
- Q: SM: what is IEnergy?
 - A: IEnergy is a software platform online by resource innovations.
- Q: SM: On ending the HVAC for midstream and commercial and going back to downstream programming, what is the reason for that?
 - A: The reason was we couldn't claim any of the savings from the state and were paying for reimbursement. Maybe down the line we can move it back to midstream, but right now it's not reportable.

Andrew Pultorak – PSE

- Launching a new web-based application and move away from the excel spreadsheets hopefully by EOY. (Using AESC platform for the web project; so, it will redirect the customer from a third-party site directly to our systems so we can upload the data through our application.)
- No major changes in the programs because we are at the second year of a biennium. So, we are working on programmatic changes starting in 2026-27
- Starting up a Puget Sound area working group for utilities to discuss and share ideas around the upcoming WA law House Bill 1185. The group doesn't have a name, yet, but it will be discussed at the first meeting. Please reach out to me if you or someone in your organization want to join. We will be meeting a few times a year and watch both WA and OR to keep informed. (WA HB 1185 – ban on sale of lamps that contain mercury, not only fluorescent lights. OR HB 2531 and only focuses on fluorescent lights)
 - Shelly Martin: Yes - Idaho Power has customers along the OR/ID border
 - Sheree Willhite: I was on a meeting earlier today for the Oregon BPS, looking forward to learning more.

Alexis M – NEEA | Efficient Fans

- Have put together FEI awareness-based events with a manufacturer at the end of Q2.
- In ID and WA, they have also upgraded their fan selection software to include FEI more prominently displayed.
- In final stages of partnering with an additional manufacturer and if all goes well, it will translate to us being able to better work with reps and be more focused on market channel activities.
- Working with AMCA (Air Movement and Control Association) and talking about increasing the state fan regulation and on the federal level.
- Talking to our manufacturers to double down on FEI (Fan Energy Index) as the main metric.

Dave Hammond – NEEA | HP HVAC (formerly VHE DOAS)

- Codes and Standards work – promoting a new testing procedure for CSA group (SPA18) which considers any crossflow leakage.
- IECC (international Energy Conservation Code) models the DOAS requirements in WA State Energy Code. We are currently waiting for that to be accepted.
- Had a great push in Q4 on project volume and we have incentives that go out to reps that can identify projects that included HP HVAC system designs that meet our program requirements when they submit applications. So far, we have had 7 projects from Feb 2024-Oct 2024 and 11 projects from Nov 2024-Jan 2025.
- Just came back from ASHRAE conference in Orlando with over 50,000 people in attendance. We got to see a presentation on dedicated outdoor air systems and energy recovery equipment and our NEEA staff member Chris Wallace presented.

Warren Fish – NEEA | XMP

- Focused on awareness building and trying to get more people exposed to benefits of Smart Pumps and how to use the Energy Rating label. Working closely with Hydraulic Institute and leveraging BetterBricks platform for our outreach on that. Also participating in any speaking engagements, we can.
- Working with manufacturers' representative firms who are selling pumps in the region to influence their sales and stocking practices to help facilitate long-term change. There are currently 9 firms participating and a 10th in the works. Goal for the year is to end with 11 firms participating.
- We closed 2024 above our goal of 20% of the Pumps in the NW sales mix being Smart Pumps or Smart Circulators. We raised our goal for 2025 to 23% and would accept any help on education or any information you have on possible case study opportunities to raise awareness. Please reach out if this might work for your team.
- Q: Eric M: Do you know if the HI has worked with Lane Community College?
- A: I am not sure, but I can ask them and see if they have them on their radar or are already working with their team. [follow-up: Warren found out that HI has tried but hasn't gotten anywhere yet; Eric will ask his contact there for more details about efficient pumps in the Lane CC curriculum and see about reviving/strengthening their connection to HI.]

Stephanie Quinn: NEEA | Sr. Manager of Programs

- We are fully staffed with managers in all our programs! Very exciting.
- Kicking off our new business plan, a new cycle, and a new year. Currently have a lot of programs in Market Development; so, a lot of activities around trainings and continued awareness building to push that market diffusion.
- Mid-year we will be looking at potential new program areas to see if we have the resourcing for new regional programs at NEEA.

Peter Christeleit: NEEA | Sr. Manager, Corporate Strategy and Stakeholder Relations

- Continuing to integrate the management of the gas and electric portfolios to look at the programs more holistically.

Regional Priority Topic – High Performance HVAC

Presented by Dave Hammond

Notes: Gloriana York

1. Dave Hammond, NEEA's HP HVAC Sr. Program Manager, introduced his topic HP HVAC formerly known as VHE DOAS.
2. As his introduction, Dave provided the committed with a High-Performance HVAC Description:
 - Fully decoupled ventilation from heating and cooling.
 - High efficiency heat/energy recovery ventilator with $\geq 82\%$ sensible effectiveness.
 - High performance electric heat pump system.
 - Right-sized heating and cooling systems.
3. In this section of the presentation, Dave discussed the HP HVAC Market Transformation Theory as related to the following topics:
 - Adoption challenges: High prices, lack of awareness, reluctance of designers/contractors.
 - Strategic Interventions: Engage and educate supply chain, increase availability of lower cost qualifying E/HRVs, support for NEEA's proposed code changes.
 - Impact: By 2035, commercial energy code in each NW state will require the very high efficiency DOAS approach or equivalent efficiency.
4. Outreach Strategy Review was considered an integral part of the future potential success of the NEEA's HP HVAC program. Here Dave outlined the following:
 - Identifying Target Market Actors.
 - Case Studies & Informational Articles: 15 case studies & 10 articles completed.

- Trainings & Podcasts: Over 400 commercial & design professionals attended 30+ trainings and webinars.
 - Manufacturer Representative Outreach: Program support funds for sharing VHE DOAS content.
5. Dave's next portion of the presentation focused on "Lessons Learned", as defined below:
- Challenges:
 - Lack of specific details in educational materials.
 - Need for stronger messaging,
 - Lack of direct connection to decision makers.
6. Looking Ahead for the program, Dave sees the following as key elements to the success of the HP HVAC Program:
- 2025 Outreach Strategy:
 - Targeted outreach.
 - Combined messaging.
 - Building tours.
 - Opportunities for Collaboration:
 - Strengthening HP HVAC messaging via utility partners.
 - Dave has determined that the program's next steps include the following:
 - Increasing collaboration in 2025+
 - Identifying key representatives.
 - Developing cross-promotion opportunities.
7. During the Q&A portion of the presentation, Dave responded to questions and comments from the CICC committee members as follows:
- Sheree Wilhite of Idaho Power discussed opportunities for integrating high performance HVAC messaging with Idaho Power's programs. She is attending the Efficiency Exchange 2025 in Portland in May, and plan to meet with Dave for further discussions.

- To an inquiry from Eric Mullendore of BPA, Dave and Eric discussed involving BPA's engineering team to schedule discussions about high performance HVAC systems in the future. Dave to follow-up with Eric as later date.
- In a continued discussion with Shelly Carlton at Energy Trust, Dave and she discussed integrating high performance HVAC messaging into their programs. Again, Dave to follow-up with this request. She also will be attending the 2025 Efficiency Exchange conference in Portland in May.
- Julie Banerjee from Tacoma Power mentioned barriers that exist in opposition to maintenance and utility side with Codes and Standards people in the case studies. Dave responded by suggesting information about modern technology and building being incorporated into planned improvements, but not all the same time.
- During this portion of the questioning, Dave agreed to identify and reach out to the appropriate contacts at utility programs to discuss opportunities for high performance HVAC messaging.
- Dave also agreed to develop and share targeted outreach materials for high performance HVAC with utility partners.
- Finally, Dave will plan and organize building tours showcasing high performance HVAC systems for utility partners and stakeholders.

Dave closed his presentation.

Q2 Topic Check In: LLLC Marketing

Presented by Britt Cutsforth Dawkins and Katherine Gifford (NEEA Commercial Marketing)

TOPIC SUGGESTION: HOW LLLC PROGRAM LEVERAGES CHAMPIONS TO PROVIDE FURTHER ADOPTION.

- Would love to hear if this is still a topic that you would like to discuss and is next quarter the right time.
- YES: Shelly Carlton, Mattias Jarvegren, Eric Mullendore
- NO:
 - Andrew P: I'm OK with keeping some time for LLLC's but feel like we just discussed late last year...but happy to help those who want advice. PSE has been offering LLLC incentives for almost 8 years
 - Julie B: I'm also a maybe for this topic, more interested in what is our next lighting opportunity.
- Q: JB: Where on the initiative lifecycle is LLLC?

- A: SQ: Currently in Market Development; if you were to zoom in on that section programs can stay on that section of the track for several years.
- Q: AP: Since the fluorescent law became effective in Oregon this February, a check in is fine for this quarter, but we might get more information in Q2 and Q4.

Questions for Tomorrow:

Questions to discuss for Pumps Presentation tomorrow:

- What trends in custom project completions are you seeing at your organization? What have you tried (or not tried yet) to generate more of these projects?
- Do pump savings get accounted for in multi-measure upgrades, and is that part of why specific custom projects are hard to observe?
- What could regional organizations do to expand the reach of custom project incentives for pumps? What percentage of projects would you like to reach?
- What is going on at your organization with regard to deemed measures for pumps?
- Have you heard of the Energy Rating label for pumps?



Q1 Commerical and Industrial Coordinating Committee (CICC)

Day 2

February 27, 2025

9:30 a.m. – 12:00 p.m.

Hybrid Meeting at NEEA Offices

Meeting Attendees

Committee Members: (*In-Person*) Julie Banerjee (Tacoma Power) and Joe Hull [Eugene Water and Electric Board (EWEB)], Shelly Carlton (Energy Trust of Oregon); (*Virtual*) John Petosa [Snohomish PUD (SNOPUD)], Mattias Jarvegren (Clallam PUD), Sheree Willhite (Idaho Power), Sinh Tran [Snohomish PUD (SNOPUD)], Andy Paul (Avista), Andrew Pultorak [Puget Sound Energy (PSE)], Shelley Martin (Idaho Power), Eric Mullendore [Bonneville Power Administration (BPA)], Walker Dodson [Seattle City Light (SCL)], Michael Wallace (Clark PUD), Michele Drake (Avista)

NEEA Staff: Anouksha Gardner, Alisyn Maggiora, Alexa Hujik, Stephanie Quinn, Alexis Muench, Dave Hammond, Gloriana York, Katherine Gifford, Anne Curran, Kristen Aramthanapon, Nick Michel

Guest Speaker: Charlie Burdett from CEE - Consortium for Energy Efficiency

Resources

- Agenda Packet: [Northwest Energy Efficiency Alliance \(NEEA\) | Q1 2025 CICC Agenda...](#)
- Slide Deck: [Northwest Energy Efficiency Alliance \(NEEA\) | Q1 2025 CICC Meeting...](#)
- Recording: Q1 Meeting was not recorded

Welcome and Packet Review

- Meeting Packet Highlights
- Collective Role – Working Together – Please come prepared to participate!
- Agenda Overview – Introduction/Icebreakers, Regional Topic: XMP Pumps with Committee and Guest Speakers, Housekeeping, Recap and Adjourn
- Packet Review Reminder – Tier 1: Agenda Items, Tier 2: Program Activity Reports, Tier 3: Additional Resources and Reference Material

Regional Priority Topic – XMP Pumps

Presented by Warren Fish (NEEA), Jeff Peterson (PSE), Andy Paul (Avista), Charlie Burdette (CEE).

Notes: Gloriana York

1. Pumps Presentation: Warren Fish explained the importance of pumps in energy efficiency and their significant energy savings potential. He noted that the following three people would be part of his presentation:

- Jeff Peterson from Puget Sound Energy (PSE)
- Andy Paul from Avista
- Charlie Burdette from the Consortium for Energy Efficiency

2. Pumps and Energy Efficiency: At the start of his presentation, Warren cited a Department of Energy (DOE) study that found pumps use about 10% of motor electricity in commercial buildings. He also mentioned the significant savings potential identified in NEEA's XMP program with technical potential for pumps of 246 average megawatts and 30 to 55 average megawatts of 20-year savings potential.

3. Pumps in Various Applications: Warren then explained the various applications of pumps, including clean water pumps and circulators, and their importance in modern society, such as in buildings, manufacturing, agriculture, and recreational activities.

- Examples: To the Committee, Warren provided examples of where pumps are used, such as in hydronic systems for heating and cooling, plumbing in large buildings, wastewater handling, and irrigation in agriculture.

4. First Presenter: Jeff Peterson from Puget Sound Energy -

- PSE's Pump Projects: Jeff Peterson from Puget Sound Energy shared his experience with pump projects, highlighting the challenge of having a small number of projects and the need for more midstream engagement and higher efficiency alternatives. Jeff shared that PSE has completed 16 pump projects over seven years, with a total savings of under a million-kilowatt hours.
- Future Plans: Jeff discussed the need for more information sharing with utilities, higher efficiency alternatives, and increased interaction with vendors and suppliers to identify new projects.

5. Second Presenter: Andy Paul of Avista - Andy Paul from Avista discussed Avista's pump projects, including the challenges and successes in various sectors such as agriculture, wastewater, and HVAC. He emphasized the importance of communication and outreach with vendors and installers and highlighted the challenges and successes in each sector.

- Incentives: Andy explained Avista's incentive structure, which includes paying \$0.26 per kWh saved up to 70% of the eligible cost, and the importance of meeting simple payback requirements.
- Communication: Andy emphasized the importance of communication and outreach with vendors and installers to identify new projects and ensure successful implementation.

6. Hydraulic Institute Resources: Andy Paul mentioned the valuable resources provided by the Hydraulic Institute, including the engineering data book and the Cameron Hydraulic data book, which help in evaluating pump systems.

7. Third Presenter: Charlie Burdette of the Consortium for Energy Efficiency - CEE's Pump Systems Initiative: Charlie Burdette from the Consortium for Energy Efficiency discussed their efforts to advance energy efficiency in the water pump market through voluntary initiatives and specifications. He highlighted the importance of aligning with manufacturers and promoting best practices.

- Specifications: Charlie highlighted the importance of aligning with manufacturers and promoting best practices to ensure the availability of highly efficient products.
- Market Transformation: Charlie explained that the goal of the CEE initiative is to enable manufacturers to compete on efficiency performance in voluntary markets, promoting market transformation.

8. NEEA's XMP (Extended Motor Products) Program: At this point in the presentation, Warren Fish provided an overview of the NEEA's XMP program, focusing on the program's strategy for market transformation, including engaging with manufacturers, distributors, and trade associations, and using midstream incentives to promote efficient products.

- Midstream Incentives: Warren explained the use of midstream incentives to motivate distributors to stock and sell efficient products, and the importance of gathering and analyzing sales data.
- Standards Participation: Warren mentioned the program's involvement in standards processes, including supporting the Department of Energy's (DOE's) development of standards for clean water pumps and circulators.

9. Smart Pumps: Warren Fish emphasized the benefits of smart pumps, including energy savings, quicker installation and commissioning, and reduced space requirements. He highlighted the importance of raising awareness and promoting the adoption of smart pumps.

- Energy Benefits: Warren emphasized the energy benefits of smart pumps, including integrated pump, motor, and drive systems that improve efficiency and adaptive control capabilities.
- Installation Benefits: Warren highlighted the quicker installation and commissioning of smart pumps, which require fewer hands-on deck and can automatically balance themselves.

- Space Requirements: Warren mentioned the reduced space requirements of smart pumps, which can be a selling point for mechanical rooms with limited space.

10. Warren thanked the Committee and participants and closed his pump presentation.

Housekeeping

NEEA Reports Value Assessment – Please fill out the survey link below by March 14th

- <https://www.surveymonkey.com/r/2025-Reports-Value-Assessment>

Efficiency Exchange 2025 – May 19-21 in Portland, OR

- Information/Agenda/Logistics are here: <https://neea.org/get-involved/efx#agenda>
- Registration: [Efficiency Exchange 2025 Registration](#)

ADHOC TOPIC – Fluorescent/Mercury Ban

Committee Share Out – OR-HB2531 and WA-HB1185

Recap from 2024 Q4 Meeting:

- OR Ban went into effect January 2025; WA State law goes into effect 2029
- Shelley Martin – Idaho power will have to make changes to everything they are offering in OR starting in 2026. Energy Trust needs to have their changes in place by July and BPA is by October; so, they are well ahead of us and I am interested in how they are structuring their programs.
- Oregon Public Utility Commission (ORPUC) has a more formal process on changes to the LLLC program, so we asked for approval for them.
- Shelly Carlton - Energy Trust – our midstream offer is changing in July. I don't work directly with lighting, but Oliver will have more information on May 13 at our Q2 meeting.
 - Katie Hughes is who would be our representative for discussing these changes at Energy Trust of Oregon.
- Joe Hull – EWEB: We are also waiting for more information from BPA currently. We currently have a push going out stating that if you're looking for fluorescent lighting
- Walker Dodson: This is urgent for WA as OR and other locations start to adjust to the ban. I have added a tagline to my email signature with a link to our incentives.
 - Email signature:

WALKER DODSON
Seattle City Light
CELL (206) 637-3220

Time to Replace Fluorescent and HID lamps with City Light's Generous Incentives:
Washington is phasing out all mercury-containing lighting, including Fluorescents and HID's.
Let City Light help you switch to efficient LED lighting today. ([HB1185](#))
- Andrew P: I would second that sense of urgency because we are feeling it at PSE and I feel like we could work better together and get ahead of ourselves a little bit we will be able to tackle this easier in the future.
- Julie B: Tacoma power and other utilities did this study to characterize the remaining LLLC opportunities nationally. There were two parts: how to we maximize our remaining/existing opportunities and how do we move forward.
 - Lighting Market Characterization - https://www.dnv.com/publications/lightingplus-market-characterization/?utm_source=linkedin&utm_medium=ES_organic&utm_campaign=DANHERM,00NOAM

Table 3-1. Primary barriers and solutions to LED adoption for legacy conversions

	Contractor proposed barriers & percentage of contractors	Contractor proposed solutions & % of contractors
Financial factors 52%	Cost (36%)	<ul style="list-style-type: none"> • Increase incentives (30%) • Improve program processes to reduce burden (25%) • Financing options (22%)
	Access to capital (16%)	
Product perceptions 56%	Awareness (31%)	
	Resistance to change (25%)	<ul style="list-style-type: none"> • Marketing and outreach (35%)

- John P: I have had this conversation with multiple people, and we really focused on the relationships with the larger customers so we can plan.
- Julie B: Has anyone else heard of contractors moving into other technologies? Like EV charger installations, etc. I'm wondering if it's a trend.
 - John P: Yes, on the EV Charging.
- Julie B: A question for NEEA is what happens to workers in the market with late adoption? Thinking about our discussion with pumps earlier, we think a lot about efficiency, but job security and changes to people's employment will also be impacted. The new bulbs will last longer, and maintenance will be affected. Will we need to diversify what we're offering?
- Stephanie Q: I think I would say that in a lot of programs. I mean, a good example of this is NEEA partnering with schools and community colleges to train up workforce, do workforce development, and make sure that we're reaching out to installers. It's a lot and is true in a lot of our programs. Working through manufacturers and manufacturer reps to make sure that you know the existing pool of folks installing are getting access to training for new technologies. So that that's like what is typical and kind of how we try and tackle that. But normally as a part of our broader market transformation kind of road map.
- Julie B: That's helpful. But we're also talking about things other than fixture replacement or light replacement. When you're thinking about small and medium businesses or other historically underserved customers, you're increasing the inequity or the energy burden to that customer because they won't have access to inspections at that point. So, what does that do? Do we work more through specific ZIP codes? How do we incentivize these customers?
- Anouksha: I will hold space for this topic at both our Q2 and Q4 meetings so hopefully we can have further discussions as adoption happens.

See you all at our Q2 CICC Meeting, May 13th