



Q4 Commerical and Industrial Coordinating Committee (CICC)

Day 1: November 4, 2025

12:30 – 4:00 p.m.

Virtual Meeting at NEEA Offices

Meeting Attendees

Committee Members: Andy Paul [Avista], John Petosa [Snohomish PUD (SNOPUD)], Walker Dodson [Seattle City Light (SCL)], Sinh Tran [Snohomish PUD (SNOPUD)], Julie Banerjee [Tacoma Power], Joe Hull [Eugene Water and Electric Board (EWEB)], Cheryl Tuning [Idaho Power], Andrew Pultorak [Puget Sound Energy (PSE)], Nancy Goddard [Pacific Corp (PAC)], Sheree Willhite [Idaho Power], Eric Mullendore [Bonneville Power Association (BPA)], Beth Littlehales (Energy Trust), Lori Froehlich (Clark PUD), Mattias Jarvegren (PUD), Kevin Smit (NW Power and Conservation Council)

NEEA Staff: Anouksha Gardner, Alisyn Maggiora, Alexa Hujik, Stephanie Quinn, Katherine Gifford, Jesse Nienow-Macke, Alexis Muench, Warren Fish, Suzi Asmus, Elliott Rivers, Zdanna King, Dave Hammond, Chris Cardiel, Nicole Carson, Britt Cutsforth-Dawkins

Resources

- Agenda Packet: [Q4 2025 CICC Agenda Packet - Northwest Energy Efficiency Alliance \(NEEA\)](#)
- Slide Deck: [Q4 2025 CICC Meeting Slides - Northwest Energy Efficiency Alliance \(NEEA\)](#)

Welcome and Packet Review

- Meeting Packet Highlights
- Collective Role – Working Together – Please come prepared to participate!
- Agenda Overview – Regional Roundtable, Regional Topic: LLLC, Q2 Topic Check In, Housekeeping
- Packet Review Reminder – Tier 1: Agenda Items, Tier 2: Memos and Program Activity Reports, Tier 3: Additional Resources and Reference Material

Introductions and Regional Roundtable

Name | Organization | Program Updates Since Q2 Meeting | Icebreaker

Notes by Alexa Hujik

Julie Banerjee – Tacoma Power

- Natasha Houldson is retiring at the end of Jan 2026. In the process of hiring her replacement, hoping to get that taken care of before end of year.
- Energy design assistance program has been implemented across WA.
- Working on conservation plan for the next biennium. The target in the I9-37 reporting is about half of what our target is, which was a surprise. Fewer impacts to comm/industrial, but the name of the game is change.
 - o Eric Mullendore (BPA) – Did the plans impact your I9-37 targets or did they fall below the target you had set?
 - o Julie – The plan will never be lower, but it might be higher. So, we might change it to match the I9-37. We're in that point of determining if we go to the utility board for approval for the kind of what the CPA results show or if we go for a different target.

Beth Littlehales – Energy Trust of Oregon

- Just started as a sector league in August taking place of Oliver who retired. There are 3 new leads in the 4 sectors due to retirements across the board.
- Launching a 5-year budgeting cycle in 2026 which was accepted by the OPUC and needs to be approved by the board in December of this year.
- Working on a new equity plan with OPUC which still needs approval.
- Putting our existing buildings program out to bid in 2026 for a 2027 start. It will be broken into 3 projects: SEM, Multifamily, and Energy Performance Management.
 - o Eric Mullendore (BPA) – any insight into the decision making around breaking the existing buildings program into 3 projects?
 - o Beth - Yes, it was partly a decision to reduce risk in the portfolio and also there's a desire to better focus on the multifamily and energy performance management kind of sectors. Hopefully this change will give each of the three pieces better support overall with customer groups and better designed and targeted outreach and support.

Walker Dodson – Seattle City Light (SCL)

- Launched a cohort for the multiyear program for SEM that Grahm goodman runs. Currently have around 7 people participating.
- Fully staffed! (Outside of the promotion and retirement that just happened)
- Running into issues with our LLLC bonuses; going to be shifting our focus to something more based around hours so we can streamline.
 - o Andrew Pultorak (PSE) - What do you mean by issues with LLLC and hours?
 - o We offer a bonus for LLLC but it's per fixture, meaning regardless of the hours we are providing the same \$\$ amount. So, we are hoping to keep the cost per kWh lower.

Nancy Goddard – PacifiCorp

- Filed our 2026-27 Conservation Plan last week. Target has been somewhat reduced from 24-25; and the business plan is much higher relative to the target.
- The conservation plan also has our lighting controls pilot (tied to NEEA) and will continue our focus on named communities (vulnerable populations).
- 2026 program changes will be posted on the website on November 15th.

Kevin Smit – NW Power and Conservation Council

- Developing the 9th power plan which should be out in 2026. Load forecast, supply curve, demand response, needs assessment, etc. are all being put into the models and we are hoping to see results in March.
- Emerging Tech updates with retrofits in supply curves.
- Peter Cogswell has been hired as the new Executive Director

Lori Froehlich – Clark Public Utilities (PUD)

- Strong participation in all our commercial and industrial programs. Potential with SEM with some of our existing customers.
- Implemented PID program with new construction projects and multifamily housing.
- Bill Hibbs was promoted to Key Accounts Energy Solutions Management position; so he is looking into more commercial SEM work and retrofitting.

Mattias Jarvegren – Clallam PUD

- Short staffed for the last 3 months, but currently back on track.
- SEM engagement with one of our larger sawmills helped us meet our targets
- Voltage optimization has been something else we were working on. Should be wrapping up this winter and if all goes well we will be adding it to the Eastern end of our county to help us meet our target.
- With BPAs incentives, we are hoping to ramp up engagement in HPWH. The plumbers in our area are starting to warm up to the idea.
- Board will be looking at our numbers for 24-25 (about 80% of our target) and looking at our targets for the new 26-27 biennium.

Eric Mullendore – Bonneville Power Administration (BPA)

- New VP of Energy Efficiency; Dan James is taking over for Jamae who has moved to another position at BPA.
- The 26-27 rate period has already started. Incentive increased across the board; doubling the non-res lighting incentives and the rest are also fairly aggressive. Hoping to make up for some of the price increases.
- Launched a new non-res lighting calculator (Online Lighting Calculator). Adoption has been bumpy so far but working with our customer utilities and trying to implement across the region.

- Recompete our Energy Smart Industrial Program and ended up with the same vendor for the next 5 years. So excited to continue the CED pipeline of savings.

Andy Paul – Avista Utilities

- On pace with electric for the biennium goals, running a little behind on gas.
- Results of our pilot for a compressed air leak detection program were very favorable with the simple payback. However, we were struggling with the measure life and that's what is costing us on the TRC, so we might not offer the same solutions initially in 2026. Hoping for a 5-year measure life, but that is still TBD.
- Terminating our contractor incentive program in 2026. We were at 3 cents a kWh and found it was difficult to administer and didn't land as intended, so we are cutting it.
- New account exec, Brooke, is taking over for Kim Casey who has relocated to Spokane.
- Working heavily to develop a demand response program with time of use, etc. Still in early stages of fact finding but hoping to roll out at end of 2026.
- Cannabis facilities are still a large draw for the LLLC program.
 - o Eric Mullendore (BPA) – with your compressed air leakage program, what is your approach to supporting assistance? We have been discussing our concerns with measure life and something that's a part of our SEM measurements. Anything programmatically that you're thinking about, I would love to hear.
 - o Andy – It gets into the nuance of where you know the leak you fixed you pressurize the system you find more leaks right you know the next day or maybe even almost immediately; but again, I really do believe it's a good program. With the scans we've seen so far under contract with one service company here in Spokane, they do the initial scan, another company is under contract to do the repair work, and they come back to do the final scan. Once I can get some more information, Eric, I'll be glad to work with you on that.

John Petosa – Snohomish PUD (SNOPUD)

- Moving our lighting program into the IEnergy platform starting in 2026. We have already moved our single-family programs to the IEnergy platform without any issues. So, we should be out of Excel by end of Q1 2026.
- Mid and Downstream lighting programs aren't quite 50/50, but they are close, which has been amazing over the last year.
- Reducing our LLLC incentives in Jan. We had a lot of projects with low hours, so we're going to tier our incentives based on hours of operation.
- Launched a server/data center program this year but not a lot to report back on that as of yet.

Andrew Pultorak – Puget Sound Energy (PSE)

- No major changes/shifts within energy efficiency programs. Looking at specific updates for 2026 and will be announced in coming months.
- Business Lighting Incentives Program is moving to an online web application instead of our current excel program. Already in testing and planning to roll out in January next year.
- PSE met both their electric and gas savings targets for the year.

- Julie: Was a vendor selected for the Energy Design Assistance Program for the multifamily new construction?
- Unsure who was selected or if that has happened yet. We are wrapping it up by end of year, but I don't know offhand.

Sinh Tran – Snohomish PUD (SNOPUD)

- No changes since last time we met. We just saw our numbers last week and it looks like we will easily meet goal and budget for end of year.
 - Julie: Any more information on the data center?
 - Sinh – It's been quiet lately, and I am not working directly on it, so I don't have the most up to date information. I would say hopefully it will start looking up next year.

Cheryl Tuning – Idaho Power

- I replaced Shelley Martin who has retired and have been in the role for around 30 days!

Sheree Willhite – Idaho Power

- Cheryl is one of our newest members as well as Elena, who is running our Flex Peak Program which has been empty for a while. With these two additions we are fully staffed up!
- Currently updating the technical reference manual and having evals for new construction and retrofits programs. Additionally, we are looking at a whole building and midstream program, so it's been pretty busy.

Joe Hull – Eugene Water and Electric Board (EWEB)

- IT team held up the installation of our online lighting calculator while we tried to get comfortable with the new technology and get projects in before the end of the rate period. Feeling a bit behind with our contractors, so we're trying to help.
- Unsure what lighting projects are going to look like moving forward with the fluorescent ban being implemented.
- Rolling out new rebate amounts on Jan 1
- EV rebates were only for multifamily this year as we ran out of budget; but starting in 2026 we are bringing some of them back.
- Wrapped up an SEM project and starting another one for the next cohort.

Dave Hammond – NEEA, High Performance HVAC

- Webinar and building tour at Metropole which was very successful. Trying to get a second tour on the calendar in Q1 2026 as well as look at additional places we can do another Part 1/Part 2 course for those interested (webinar/tour).
- Using a new implementor (CLEAResult) moving forward with this program and hoping to start onboarding before end of year.

Anne Curran – NEEA, LLLC

- Regional initiative is on track with metrics for 2025. A lot of sales chain engagement and education collaboration.
- For Q4 there is a lot of marketing materials coming out: industry profiles, success stories, etc. and we hope to capitalize on that in 2026.
- IES LP6 has been revised to include LLLC, which is a great stamp of credibility. It hasn't been published yet but should happen any day.

Warren Fish – NEEA, XMP Pumps

- Strong participation in the manufacturer rep community with 10 companies sharing data and working with NEEA to promote smart pumps and high efficiency solutions. Hoping to finish strong in Q4.
- More and more brands are promoting, pushing, and expanding their smart pump line.
- The Trade Association Hydraulic Institute has been working with NEEA closely on a number of things. Pumps.org is a great resource if any folks online are interested in looking for utilities and program managers.

Alexis Muench – NEEA, Efficient Fans

- We're continuing to advance our program design and partnerships specifically with fans. We are in program development, so it's in a testing program validation phase. So, we are also kind of continuing to collect sales and performance data and that's ongoing with some of our established manufacturer partners.
- Launched our first formal engagement with a manufacturing rep which is supporting some of the early channel engagement.
- Marketing side, we have Drea at NEEA who just wrote an article on BetterBricks that stems from most of the top five things to know when purchasing a fan.
- Additionally, we have just completed the supplemental research effort focused on manufacturer reps and specifiers.

Regional Priority Topic – Efficient Fans: Understanding Purchasing Decisions

Presented by Alexis Muench & Chris Cardiel

Notes: Elliott Rivers

Alexis Muench, NEEA's Efficient Fans Program Manager, led a discussion on how purchasing decisions for commercial and industrial fans are made, focusing on the adoption of energy-efficient models. She shared that the Efficient Fans Program is currently in Program Development, so the program's primary focuses are on testing and validating program design and making sure market strategies are sound prior to scaling.

Alexis began by providing background on the types of fans targeted by the program – AMCA certified and commercial fans with a horsepower of 1.0 or greater and a Fan Energy Index (FEI) above 1.0. These fans are either standalone or part of equipment not already regulated by other efficiency standards.

Alexis then explained the significance of FEI, describing it as the industry's key metric for fan efficiency. FEI compares the actual energy use of a fan to a reference model, with higher FEI values indicating greater efficiency and lower energy costs. The adoption of FEI in national codes, such as ASHRAE 90.1, was highlighted, with NEEA's territory leading nationally, as most states in the region have the most efficient 2019 version of ASHRAE 90.1 integrated into code.

Chris Cardiel shared findings from recent market research, which included 20 interviews with 14 specifiers and 6 manufacturer reps that averaged 14 to 17 years of experience across several sectors. There were four main objectives for this research: develop a list of specifiers and reps that are active within the NEEA region, understand communication and relationship dynamics, identify pain points in the specification and sale process, and test clarity of programmatic language for in-scope fans, "standalone fans".

The research revealed that only about a quarter of project bids fully specify fan features, leaving significant room for influence during the design phase. From the specifier point of view, energy efficiency is often considered due to LEED requirements, sustainability policies, or building codes, but FEI itself is not often mentioned in project discussions. Other pre-specified fan features mentioned by specifiers included noise, cost, and VFD/controls. Manufacturer reps and specifying engineers emerged as the core influencers in fan selection, with communication flowing primarily between specifiers, reps, owners, and architects.

Research results noted that cost, application, and available space are the most common factors considered when recommending fans. While incentives and education were identified as motivators for recommending efficient fans, barriers such as product availability and low regional power costs persist. The presenters also pointed out that fan selection software is widely used (86% of specifiers use fan selection software) but does not always make FEI visible to decision-makers. It was found that manufacturers and specifiers are core influencers in fan specification and would be a great focus moving forward as the market is primed, influencers are known, and there is real opportunity to dive in and make waves. Lastly, it was determined that while most participants were able to understand NEEA's definition of "standalone fans", the term is not common industry language as fans are typically categorized by application.

The presentation concluded with recommendations to focus outreach on reps and specifiers, develop FEI training and visuals, and encourage manufacturers to highlight FEI in selection tools. The committee was asked to help amplify FEI messaging, support data collection, and align outreach efforts regionally to accelerate the adoption of efficient fans and the FEI metric.

Questions:

Question asked by Eric Mullendore: Are fans that are integrated into OEM equipment—such as refrigeration condensers or evaporators—considered within scope? Specifically, if the equipment itself isn't subject to federal standards and the fan options are limited or bundled by the OEM, are these fans fully excluded from your work?

- Answer: Alexis clarified that if the fan is fully integrated and already has a previous efficiency rating, it would be out of scope. Product availability and limited options for selection were also discussed as influencing factors.

Question asked by Julie Banerjee: Is the software that manufacturers are working with proprietary in nature or are they integrated into something more standard?

- Answer: Alexis explained that the software is proprietary to each manufacturer, and FEI may not be prominently displayed. They are working with manufacturers to highlight FEI more clearly in the selection tools.

Question asked by Nancy Goddard: Is FEI an input needed for code?

- Answer: No.

Question asked by Julie Banerjee: What is the current state of FEI messaging and awareness? Should committee members be discussing FEI messaging with staff or end consumers yet?

- Answer: Alexis responded that awareness varies by group, with manufacturers being more familiar with FEI, but specifiers and other market actors may need more targeted messaging to understand its value.

Eric Mullendore asked about the importance of accurate project information (like static pressure) for calculating FEI and emphasized that educational materials could help improve communication between specifiers and reps.

- Answer: Alexis agreed that accurate information is crucial for valid FEI calculations and that educational materials to improve communication and highlight best practices would be beneficial for both specifiers and program staff.

NEEA Shareout - Luminaire Level Lighting Controls (LLLC) Market Research Findings

Presented by Zdanna King, NEEA

Notes: Jesse Nienow-Macke

Zdanna King, Senior MRE Scientist for NEEA's Luminaire Level Lighting Controls (LLLC) Program presented recent market research, highlighting substantial growth in market awareness and adoption among installers, designers, and manufacturers.

Zdanna started the presentation by describing the type of data that was collected. This included surveys with installers, designers/specifiers, and decision makers, as well as interviews with manufacturers and representatives. She clarified that the decision makers that were surveyed had completed a lighting project in the past two years, not necessarily with LLLC.

Following the data description, Zdanna covered the key findings from each of the data groupings:

Key Findings – Installers: Nearly all lighting installers surveyed are aware of LLLC and capable of bidding on LLLC projects, with about half having formal training. Two-thirds have installed LLLC at least once, and most would recommend it as their first choice, finding it easier to install than other networked controls.

Key Findings – Designers/Specifiers: High awareness and recommendation rates for LLLC among those surveyed, with most reporting sufficient fixture styles to meet design needs. Two-thirds had written LLLC into a project in the past year.

Key Findings – Manufacturers/Reps: All manufacturers interviewed increased their LLLC product offerings, and reps reported enough fixture variety to meet customer needs.

Key Findings – Decision Makers: A small sample of commercial building decision makers were interviewed. About 30% of them were aware of and had installed LLLC. A willingness-to-pay question indicated 60% would pay more for LLLC, and the remainder were still interested after learning about its benefits.

After going over the key findings, Zdanna went over the growth trends and market progress that had been highlighted in the key findings. This included noting a 25% increase in installers ability to bid on LLLC since it had been first measured, as well as highlighting a 30% increase in designer/specifier recommendations since initial measurement. There is also increasing awareness of LLLC among all market actors.

Lastly, Zdanna prompted a discussion of the committee members by asking if these trends matched their local experiences and invited examples or conflicting observations.

Questions/Comments:

- **Walker Dodson (Seattle City Light)** asked about the long-term efficacy of LLLC in small businesses, especially regarding maintenance and knowledge transfer when staff changes. Zdanna acknowledged the concern and noted that current data does not address this but flagged it as a topic for future research.
- **Anne Curran (NEEA)** asked Walker if his concerns about knowledge transfer and persistence were specific to LLLC or applied to other lighting controls. Walker clarified that the issue is more pronounced with LLLC due to its complexity compared to basic controls. Anne Curran also asked if Walker observed similar issues with other networked lighting controls. Walker responded that basic controls are easier to verify, while LLLC installations sometimes lack staff understanding, especially in small businesses.
- **Eric Mullendore (BPA)** expressed interest in pursuing an evaluation of LLLC persistence and efficacy after installation, suggesting BPA could fund such a study. Walker agreed to discuss further.
- **Eric Mullendore (BPA)** asked Zdanna whether installers and specifiers tend to use one LLLC brand or multiple, and if there are preferences for certain brands. Zdanna said this had not been specifically explored, but John (Snohomish PUD) responded that contractors usually stick to familiar brands for ease of installation. Anne added that earlier observations support this tendency.
- **John Petosa (Snohomish PUD)** commented on the importance of training for account managers and customers, noting a gap since the loss of certain regional support staff. Eric (BPA) responded that BPA is working to restore such support.
- **Nancy Goddard (PacifiCorp)** shared that some trade allies in her region have embraced advanced lighting controls but emphasized the need for updated marketing materials and ongoing training. Anne responded that new materials are in development and collaboration will continue.

- **Eric Mullendore (BPA)** highlighted a common misunderstanding among utility staff about where LLLC savings come from, especially in 24/7 operations, and stressed the need for better internal education. Anne agreed that more work is needed in this area.

Housekeeping

- **LEEA Awards** – December 8th at AVENUE from 11:30 am – 1 pm
 - Both Virtual and In Person options available.
- **EFX** – May 5-6, 2026 in Boise, ID

2026 CICC Meeting Dates –

Q1 – HYBRID MEETING at NEEA OFFICES - February 25-26, 2026

Q2 – Virtual - May 27, 2026

Q3 – NO MEETING

Q4 – Virtual - November 3-4, 2026

Annual Planning will be happening tomorrow on Day 2 of CICC



Q4 Commerical and Industrial Coordinating Committee (CICC)

Day 2: November 5, 2025

9:15 a.m. – 12:00 p.m.

Virtual Meeting at NEEA Offices

Meeting Attendees

Committee Members: Julie Banerjee [Tacoma Power], Beth Littlehales [Energy Trust], Walker Dodson [Seattle City Light (SCL)], Sinh Tran [Snohomish PUD (SNOPUD)], Michael Wallace [Clark PUD], Joe Hull [Eugene Water and Electric Board (EWEB)], Cheryl Tuning [Idaho Power], Andrew Pultorak [Puget Sound Energy (PSE)], Sheree Willhite [Idaho Power], Eric Mullendore [Bonneville Power Association (BPA)], Mattias Jarvegren [Clallam PUD], Kevin Smit [NW Power and Conservation Council]

NEEA Staff: Anouksha Gardner, Alisyn Maggiora, Alexa Hujik, Stephanie Quinn, Katherine Gifford, Jesse Nienow-Macke, Alexis Muench, Warren Fish, Drea Bell, Dave Hammond, Anne Curran

2026 CICC Annual Planning

Luminaire Level Lighting Controls (LLLC) Discussion

Discussion, Chat and Questions during the meeting.

Topic #1: Panel discussion to address barriers to LLLC adoption and successful project implementation.

Andrew Pultorak - Should we tweak this topic to be less about barriers and more about 'what LLLC can do for your business'? More of a focus on customers and possibly the next phase of LLLCs which are Advanced Exterior LLLCs.

Walker Dodson – clarify trade ally in the title.

- In Chat: Andrew Pultorak – I like that Walker! Proper set-up and suggested settings so utilities get savings...ie: what is the right setting for high-end trim etc

Topic #2: Panel Discussion on how to bolster customer demand.

Eric Mullendore – Getting some actual customers in the room since they are the focus might be helpful.

- In Chat: Andrew Pultorak and Cheryl Tuning offered to ask their customers if they would like to participate depending on the date and time that the committee chooses to present this topic.

Topic #3: Panel Discussion on market segments and applications with LLLC adoption and lessons learned.

Eric Mullendore – It was valuable to see where activity was occurring in the market. When I read this, I think this discussion might be more on where SHOULD and SHOULD IT NOT be happening.

Julie Banerjee – Looking at some of the reports we have seen, we could be at a point where we are talking about the tech again as we are looking at LED to LED conversions more. We know there is a level of commissioning, so that might be a really important component. The tech itself and how it lives for customers.

- In Chat: Walker Dodson – For topic 3, in discussing various segments and applications, M&V is an important aspect for both midstream and downstream delivery methods.

Qs on Additionally Suggested/Specialty Topic (s):

- Andrew Pultorak - Is NEEA open to naming it something different other than “Exterior LLLC” for the sake of confusion in the marketplace?
- Walker Dodson – What term does PSE use?
 - o AELC (Advanced Exterior Lighting Controls)
- Eric Mullendore – What is the process that you’re going through when discussing whether to add Exterior Lighting to the initiative? Is this something that’s going to go through RPAC, because I would like to know more so I can inform BPA’s rep.
 - o Stephanie Quinn – The way we would handle the potential addition would be through a program “change” which would be handled differently than a formal milestone in a brand new program. We would review this alongside the new opportunities we have identified starting in Q2 2026 and choose ones that we think align with our mission and would then present to RPAC and CICC to see if there are concerns about involving it long-term but no formal voting process.
- Walker D: Footnote #8 from the LLLC study: Cadmus selected these price levels by reviewing data from the 2022 LLLC Incremental Cost Study. Cadmus used the clever-smart hybrid full system incremental cost (IMC) of ~\$55 (with a fixture-only IMC of ~\$47) because this system type can cover a similar range of features of a full

LLLC system but might be more likely to be selected by a non-knowledgeable customer. To make it easier to cover in a phone call, Cadmus rounded the IMC to \$45.

- Anne C: <https://neea.org/resource/2022-luminaire-level-lighting-controls-incremental-cost-study/>

VOTE: Original 3 Topics are the only pieces to vote on; additional two topics are being put onto the “specialty topics” list to be addressed throughout the year.

1,3,2 - IIIII

3,1,2 – IIII

Suggestions on timing: nothing suggested

High Performance HVAC Discussion

Discussion, Chat and Questions during the meeting.

Topic #1: NEEA Share-out: expanding programs engagement strategy and technical resources to include hydronic heating.

Topic #2: NEEA Share-out and Coordination Opportunity: develop messaging regarding program benefits to target building owners and facility operations staff.

- Julie Banerjee – Potentially pulling the suggested topic into topic 2 would be of great interest to Tacoma Power. Especially with benefits being taken away

Topic #3: NEEA Share-out: Highlights from MPER 1 and program next steps.

VOTE: 3 Topics above are the choices ranked below.

1,2,3- I

2,1,3 - IIIII

Suggestions on timing: Topic 2 in Q2 and Topic 3 in Q4

Extended Motor Programs (XMP) and Pumps

Discussion, Chat and Questions during the meeting.

Topic #1: Emerging Tech – Review available smart pumps

- Julie Banerjee – my team was still feeling like smart pumps is a black box for them. So I am wondering if this might be developing an on-ramp for people who are still a

bit lost. Maybe developing a playlist of the trainings we already have to help them get up to speed.

- Warren Fish – I see this more as an emerging tech piece since it goes beyond energy savings and more into the product themselves and how they work, where you would use them.
- Eric Mullendore – we have had some success in our industrial program with engaging with more so efficient pumps than smart pumps, but I suggested topic 2 so we could use the knowledge from the HI team and the rating labels to better educate us. I know there has been resistance on integrated products.

Topic #2: Coordination Opportunity and Share-out: What's the infrastructure around pumps? Opportunities to LT transformation, new developments, etc. with a guest speaker from HI.

- Eric Mullendore – I would love to get my engineering team and individuals supporting our industrial programs on this topic if possible.
- Warren Fish – Hydraulic Institute (HI) recently upgraded the energy rating label and there are some good things to showcase on that. We (NEEA) are also working on a smart pump registry with the HI.

Q from NEEA: Do folks want to delve into certifications and trainings and work on higher education in 2026 or should we not have that as a focus for our time?

- Eric M: I think to the extent that the trainings are applicable to existing engineers that new engineers are already getting exposed to, that would be beneficial.
- Julie B: Agreed!

Preferences on guest speaker(s) coming to bring extra perspectives? We are often teaming up with participating firms and could bring additional experts.

- Suggested topic changes would be to do Topic 2 with combined elements.

VOTE: 2 Topics above are the choices ranked below.

2 - IIIIIII

1 - 0

Suggestions on timing: Q1 (Feb meeting)

Efficient Fans

Discussion, Chat and Questions during the meeting.

Topic #1: NEEA Share-out and Coordination Opportunity: Translating FEI into market value – using 2025 research to develop practical training and education resources.

- Alexis Muench (NEEA)- Might be overlap with the presentation from yesterday, so we might get more information for the teams if we choose one of the other topics.

Topic #2: NEEA Share-out and Coordination Opportunity: Optimizing fan selection software to highlight FEI and lessons from early pilots and feedback in the field.

- Alexis Muench (NEEA)- The coordination opportunity for this would be more around guest speakers rather than committee participation.

Topic #3: NEEA Share-out and Coordination Opportunity: Framing efficient fans around comfort, noise reduction and maintenance savings.

Qs on Additionally Suggested/Specialty Topic (s):

- Julie Banerjee – The comment is what we (her engineering team) are working on in the design community. Do we think we are achieving the goal of finding how we are aligned. The team is keen on #1 as a topic for this reason.
 - o Alexis Muench – I could integrate this very easily into topic 2 if there is interest in figuring out more about this topic.

VOTE: 3 Topics above are the choices ranked below.

2,1,3 - IIIIIII

2,3,1 – I

3,2,1 - I

Suggestions on timing: Q2 or Q4 for Fans Topic