



# *Q1 Commercial Industrial Coordinating Committee Meeting*

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**Day 1**

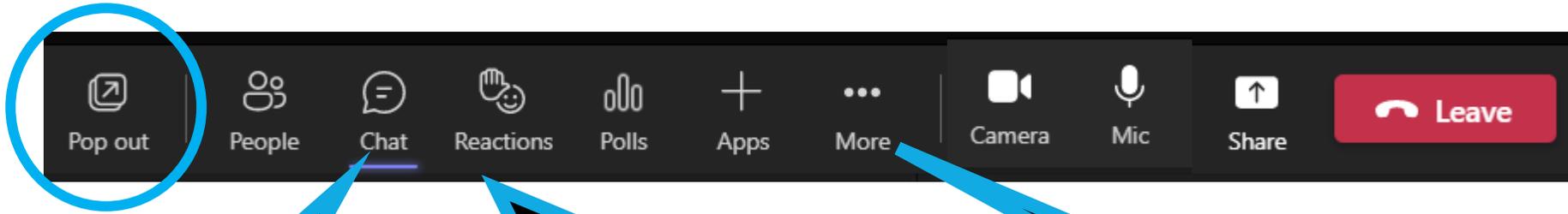
Wednesday, February 25, 2026



**This meeting will be transcribed for notes**



# Tools for Today: Engaging on Teams

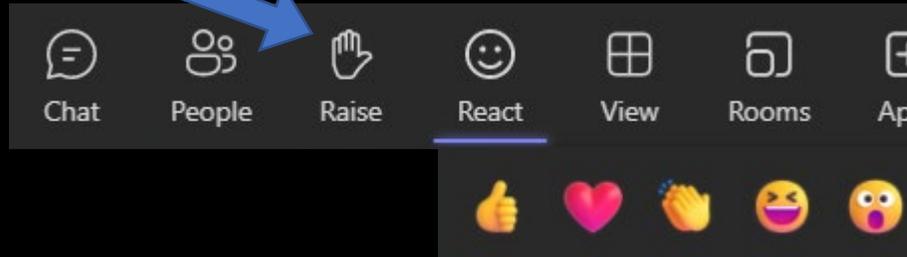


The chat is not captured automatically.

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*



# NEEA Visitor Safety Essentials



- Check In 
  - Sign in – Wear badge – Stay with host
- Stay Aware 
  - Report hazards – Ask questions
- Emergencies 
  - Report all injuries to host
    - First Aid and AED in Kitchen
  - Emergency exits are located by each restroom (do not use elevators)



# Reminder of CICC Purpose & Role



## ***Purpose***

- Coordination and optimization of NEEA's program and related activities, to identify and manage through potential implementation challenges between NEEA & local utility activities
- Seize leveraging opportunities that can drive amplified market influence



## ***Responsibilities***

- To **support effective performance of NEEA's programs and related activities**
- Provide **a forum for information exchange** within the region on market and program updates and development, and opportunities for collaboration
- Committee members and NEEA **share a commitment to communicate and coordinate** as part of this Committee with the intent of operating with transparency and clarity



# AGENDA

*(All times Pacific)*

<b>12:30 – 1:00</b>	<b>Lunch/Networking for Committee</b>
<b>1:00 -1:20</b>	<b>Welcome, Agenda, Packet Review &amp; Housekeeping</b>
<b>1:20 – 2:40</b>	<b>Introductions &amp; Regional Roundtable</b>
<b>2:40 - 2:50</b>	<b>BREAK</b>
<b>2:50 – 3:50</b>	<b>Regional Priority Topic</b> <ul style="list-style-type: none"><li>• <b>High-Performance HVAC – Program Messaging</b></li></ul>
<b>3:50 – 4:00</b>	<b>Recap, Next Steps, Adjourn</b>

# Packet Review & Informational Updates

## • Tier 1: Agenda Items

- Memo: High-Performance HVAC (pg. 5)
- Memo: Extended Motor Products Pumps (pg. 6)
- Memo: Efficient Fans (pg. 7-8)
- Memo: Q2 Regional Priority Check In Luminaire Level Lighting Controls (pg. 9)

## • Tier 3: Additional Resources (links on pg. 3)

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





# ***HOUSEKEEPING***

# *Housekeeping*

- Announcements & Reminders
  - Upcoming Meetings & Events
  - NEEA/MT 101
  - Commercial Whole Building Market Insights Webinar Series



# CICC DATES

Q1  
(Hybrid)

- Wednesday, February 25<sup>th</sup>
- Thursday, February 26<sup>th</sup>

Q2  
(Virtual)

- Wednesday, May 27<sup>th</sup>

Q4  
(Virtual)

- Wednesday, November 4<sup>th</sup>
- Thursday, November 5<sup>th</sup>

# Upcoming meetings

## March 2026

- 3<sup>rd</sup> – Natural Gas Advisory Committee (NGAC)
- 12<sup>th</sup> & 13<sup>th</sup> – Q1 NEEA Board Meeting
- 11<sup>th</sup> – Regional Emerging Tech Advisory Committee (RETAC)
- 17<sup>th</sup> & 18<sup>th</sup> – Residential Coordinating Committee (RCC)



# Efficiency Exchange 2026 (EFX26)

**Early Bird Registration**

February 9 – April 3

[neea.org/EFX](https://neea.org/EFX)

**EFX26 In-person Conference**

**May 5-6 in Boise, ID**

*Preconference tours and  
networking on May 4*





## Could others in your organization benefit from a NEEA / MT 101?

- Offering 2x/year 90 min webinar for alliance members
- Target audience:
  - Committee members wanting a refresher
  - Team members not on NEEA committees, but interact with NEEA's work or would benefit from a basic overview
- **Next session: Tues Mar 31, 9-10:30**
- Proposed special topic feature: Emerging Tech
  - Future special topics include: Codes & Standards, Regional Studies & Infrastructure, Market Research/Evaluation, Data Acquisition, MT Barrier Removal, Special Projects
- Contact: Alisyn Maggiora ([amaggiora@neea.org](mailto:amaggiora@neea.org))



# Commercial Whole Building Market Insights Webinar Series

## Upcoming:

- *March 2026*  
**Webinar #3: Market Transformation Concept Design Research**  
Presenter: Ethno
- *April 2026*  
**Webinar #4: From Policy to Practice — Lessons Learned from Building Performance Standards Implementation**  
Presenter: Hayden Tanner

- *May 2026*  
**Webinar #5: Commercial Building Stock Assessment**  
Presenter: NEEA

## Past:

- *January 2026*  
**Webinar #1: Scaling Commercial Building Efficiency Across the Northwest**  
Presenter: RE Tech
- *February 2026*  
**Webinar #2: Clean Buildings Performance Standard — Market Challenges and Opportunities**  
Presenter: Building Potential

[Register & view recordings](#)



***Other regional /  
industry events  
or  
announcements?***



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**1:00 -1:20**    **Welcome, Agenda, Packet Review & Housekeeping**

**1:20 – 2:40**    **Introductions & Regional Roundtable**

**2:40 - 2:50**    **BREAK**

**2:50 – 3:50**    **Regional Priority Topic**  
• **High-Performance HVAC – Program Messaging**

**3:50 – 4:00**    **Recap, Next Steps, Adjourn**



# *INTRODUCTIONS & REGIONAL ROUNDTABLE DISCUSSION*

- Name
- Organization
- And...
- Highlights since Q4 (November) of 2025
  - Programmatic updates
    - What's new? What are you hearing?
  - Organizational updates
  - Any questions for other committee members?

***BREAK***



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# *High-Performance HVAC*

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**Dave Hammond**

Sr Program Manager

February 25, 2026

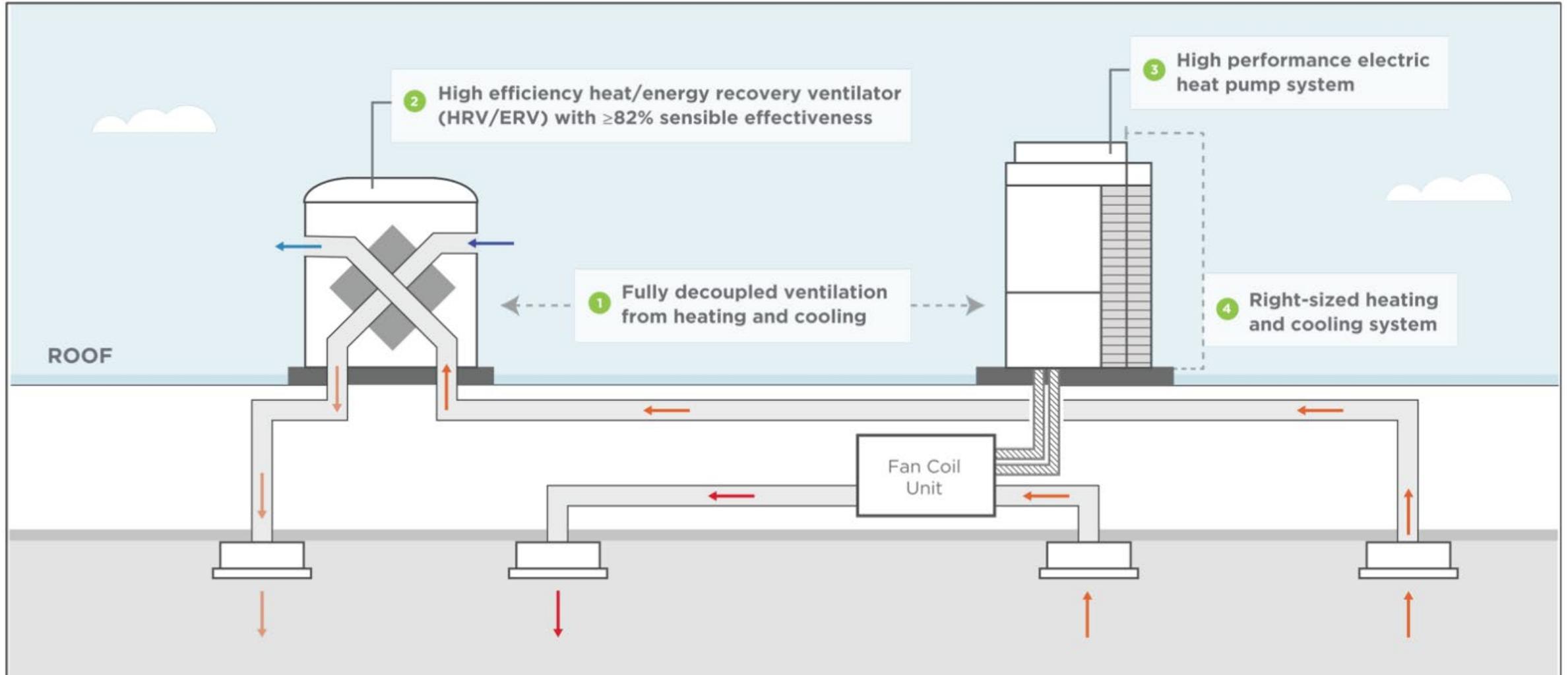


# Agenda

- Very High Efficiency DOAS System Review
- Market Engagement Overview
  - Early Program Strategy
  - Progress to-date
  - Revisiting targeted market
  - Looking ahead



# Very High Efficiency (VHE) DOAS System Review



# Market Engagement Overview:

## Market Transformation Theory + Logic Model Barrier / Intervention

**Barrier** Lack of awareness of VHE DOAS and its value proposition

**Intervention** Develop & disseminate value prop and business cases for each decision maker

**Outcome** Awareness of VHE DOAS and its value propositions increases over time and spreads to more members of different audiences

### Market Transformation Theory:

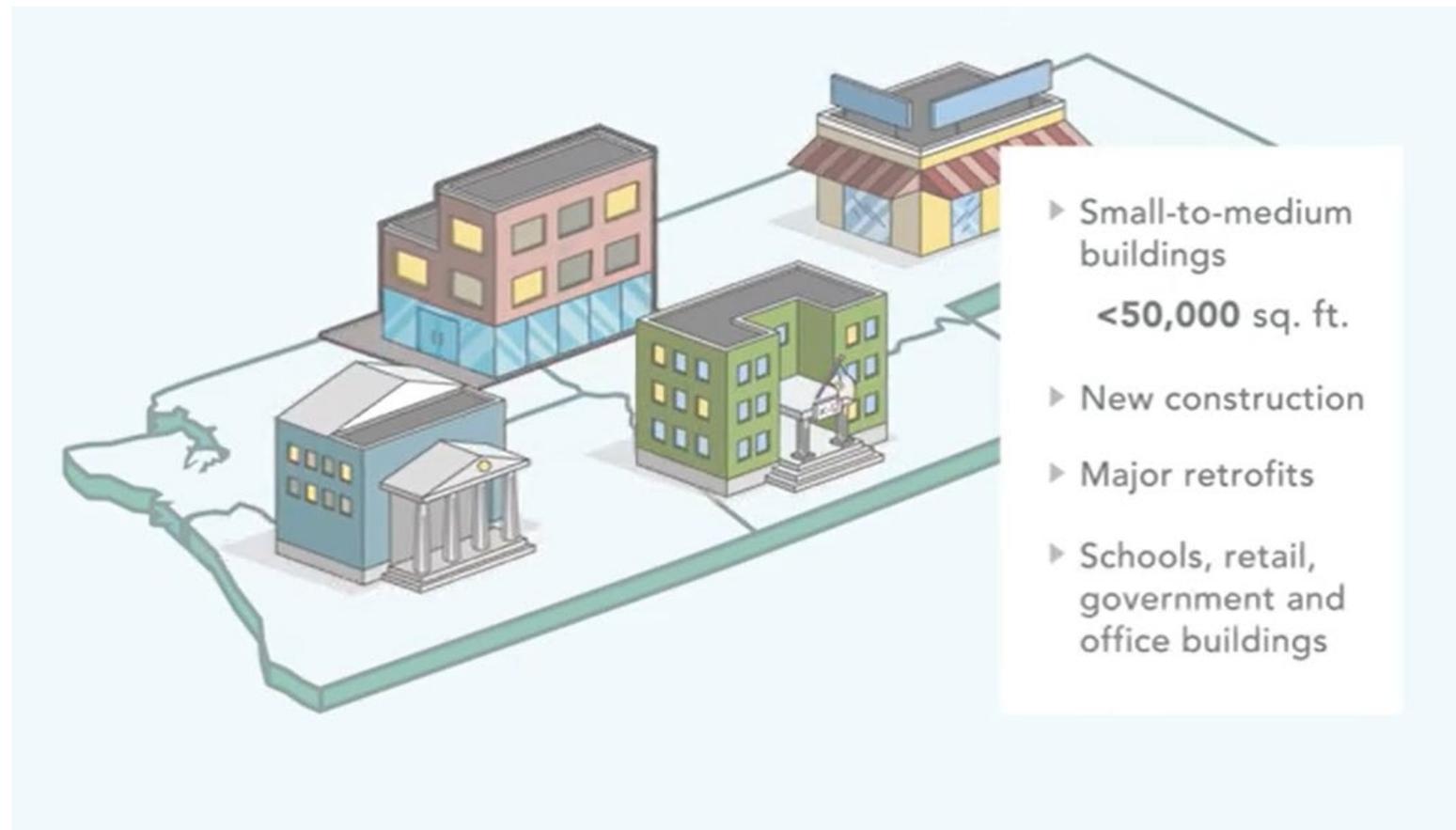
1. Educate/motivate manufacturers & distributors
2. **Raise end-user & supply chain awareness**
3. Influence local, regional & federal codes

#### Includes:

- Explaining the system approach
- Energy efficiency
- Indoor environmental quality benefits

# Early Program Strategy:

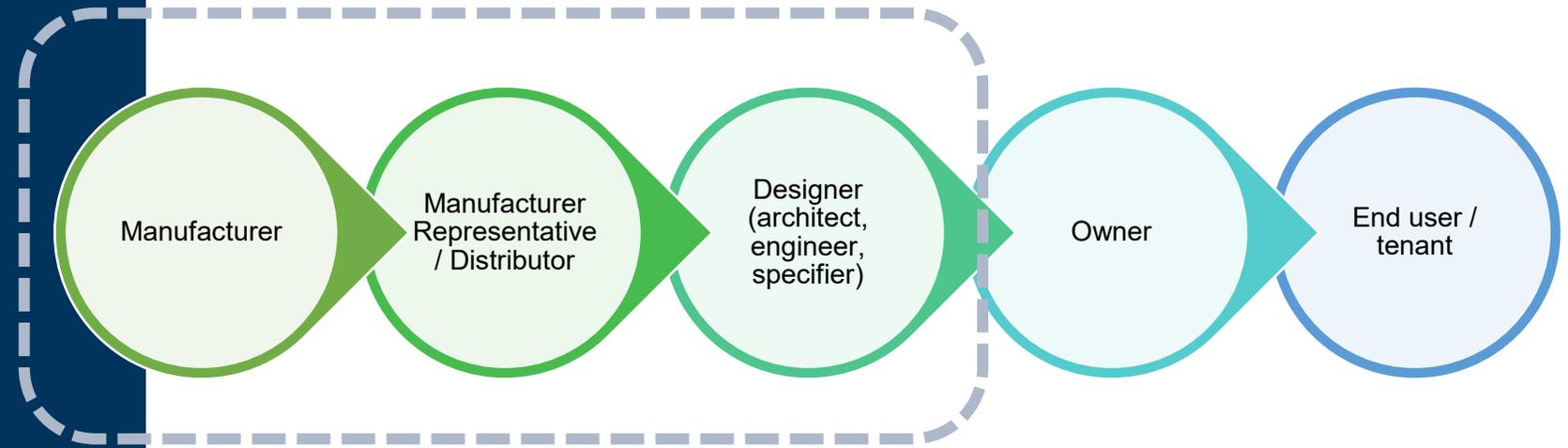
Targeted building & customer types



- Focus on buildings likely to use rooftop equipment
- VHE DOAS projects typically would include VRF heating + cooling systems

# Early Program Strategy:

*Targeted audiences & associated resources*



- Initial outreach & education heavily targeting technical / upstream market actors
- Goal to demonstrate technical viability and explain multi-layered “system” approach
- Program resources include:
  - Designer-focused material
  - Sales tools
  - Research and reports

# Previous Market Engagement Activities



lunch & learns



trainings

web resources

# betterbricks/

product tours

A promotional graphic for 'SWEGON ON TOUR'. It features a white Swegon truck with a colorful 'Product Demo Truck' graphic on its side. Below the truck, there is a section titled 'FEATURED PRODUCTS' with four icons representing different Swegon products: CASA Genius, Gold RX ERV, Chilled Beams, and BlueBox. The Swegon logo is at the bottom left of the graphic. The background shows a stylized city skyline and a road leading towards the truck.

**SWEGON ON TOUR**

Swegon's Product Demo Truck is making its way to us!

Starting November 11th, MSI will proudly host Swegon's product demo truck, presenting an exciting opportunity to experience the latest innovations from CASA Genius, GOLD RX ERV, and Chilled Beams firsthand. This mobile showcase is designed to bring cutting-edge technology and interactive demonstrations directly to you, making it a must-attend event for anyone interested in the future of ventilation. Topics will range from VHE DOAS system requirements to emerging technologies from BlueBox Heat Pumps and Chillers. Attendees will have the chance to engage with our knowledgeable Engineering Sales Representatives, ask questions, and gain valuable insights into these advanced products. Don't miss out on this unique opportunity—schedule your event today to ensure your spot!

**FEATURED PRODUCTS**

- CASA Genius
- Gold RX ERV
- Chilled Beams
- BlueBox

Swegon

presentations





# Market Engagement Progress

- Program's initial Market Progress Evaluation Report (MPER #1) completed mid-2025
- Research objectives included:



Gather feedback about NEEA's VHE DOAS educational, training, and marketing materials, and about designers' perspectives on VHE DOAS.



August 18, 2025  
REPORT #: E25-499

## High-Performance HVAC Market Progress Evaluation Report 1

Prepared For NEEA:  
Kirstin Moreno, MRE Scientist

Prepared By:

Jared Powell, Director  
NMR Group, Inc.  
50-2 Howard Street,  
Somerville, MA 02144

and

Joe Van Clock, Project Director  
Apex Analytics, LLC  
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Boulder CO 80301

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# *Market Engagement Progress*

- MPER #1 findings include:
  - NEEA's trainings are seen as important tools for increasing designers' understanding and acceptance of VHE DOAS.
  - NEEA's educational, and marketing materials serve as a valuable resource for spreading awareness of VHE DOAS

# Looking ahead

## Expanding HVAC systems & building types

### CURRENT

VRF most common HVAC system paired with DOAS

- Typically associated with small-to-medium commercial buildings
- Smaller design teams & ownership groups



### MOVING FORWARD

Expanding focus on hydronic heating systems

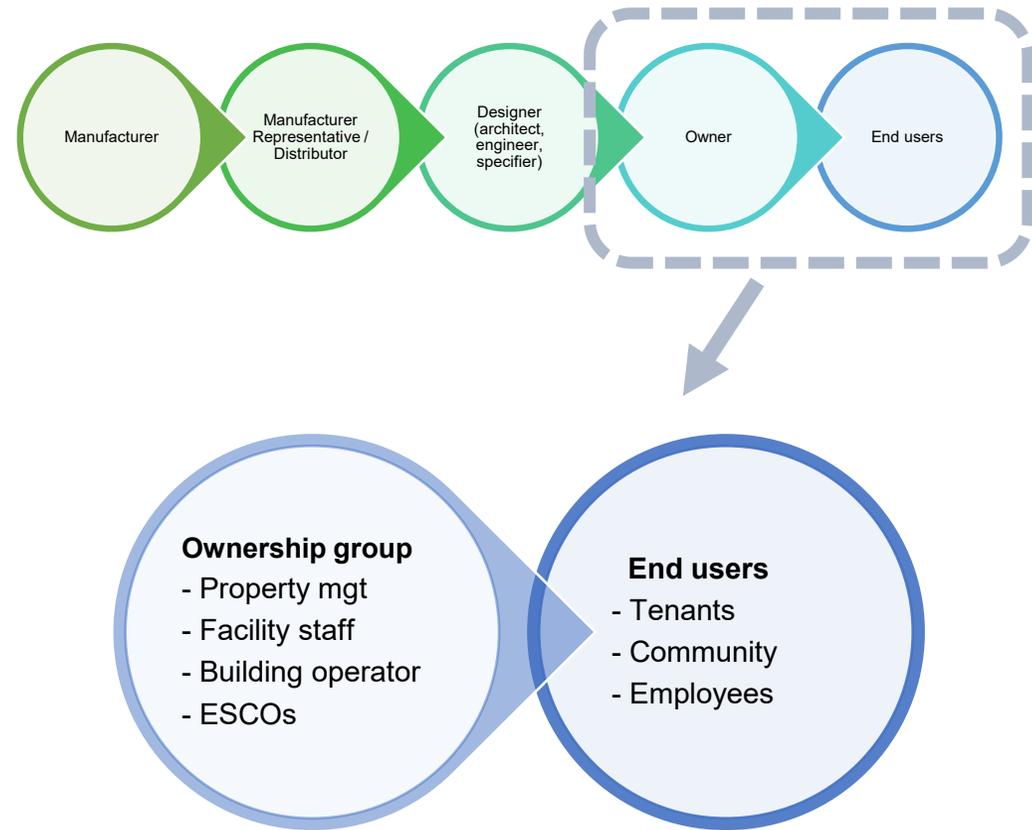
- Can include larger commercial buildings and campuses
- Increases size of design team and ownership group
- Heavier influence from operators, facility staff, occupants and/or community



# Looking ahead

*An evolving market engagement strategy*

- Expanding focus to include other key decision makers + influential secondary actors



# Utility Engagement Examples

*How are utilities driving awareness of commercial building EE benefits with the following audiences?*

*Is there interest in collaborating in this space?*



community



building owners



property management



facilities staff

# Looking ahead

Upcoming market engagement strategies & resources

## Building Tours

- Bringing case studies to life
- Appeals to broader audience
- Pairs well with corresponding webinar



# Looking ahead

Upcoming market engagement strategies & resources

## Addressing the full benefits of VHE DOAS

- Indoor Environmental Quality content developed
- Content based on citable research
- Speaks to designers, owners, occupants and community

### Indoor air quality (IAQ)

IAQ is the air quality within and around buildings and structures, especially as it relates to the health and comfort of building occupants.<sup>1</sup>

Acceptable IAQ features air that contains no harmful levels of known contaminants, as determined by health authorities, and is considered satisfactory by at least 80% of the people exposed.<sup>2</sup>



betterbricks/

<sup>1</sup>U.S. Environmental Protection Agency (EPA) (2025)  
<sup>2</sup>ASHRAE (2004)

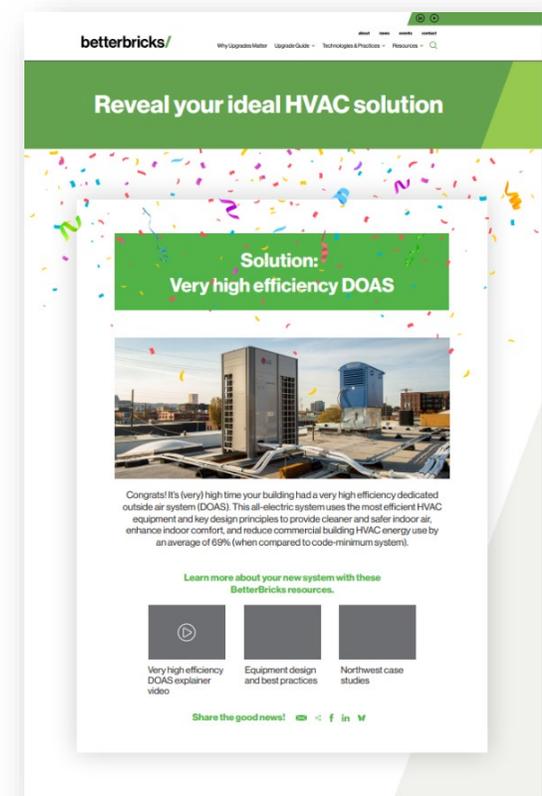
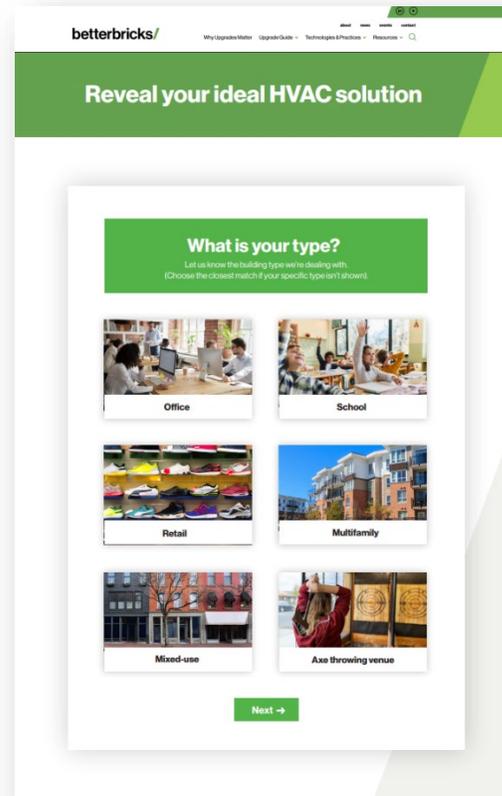
© 2025 Northwest Energy Efficiency Alliance 6

# Looking ahead

## Upcoming market engagement strategies & resources

### Marketing efforts aimed at less-technical audience

- Digital ad campaign planned for mid-2026
- Mimics familiar “Buzzfeed” style quizzes
- Directs customers to various HVAC options (majority of results lead to VHE DOAS or Efficient RTUs program)

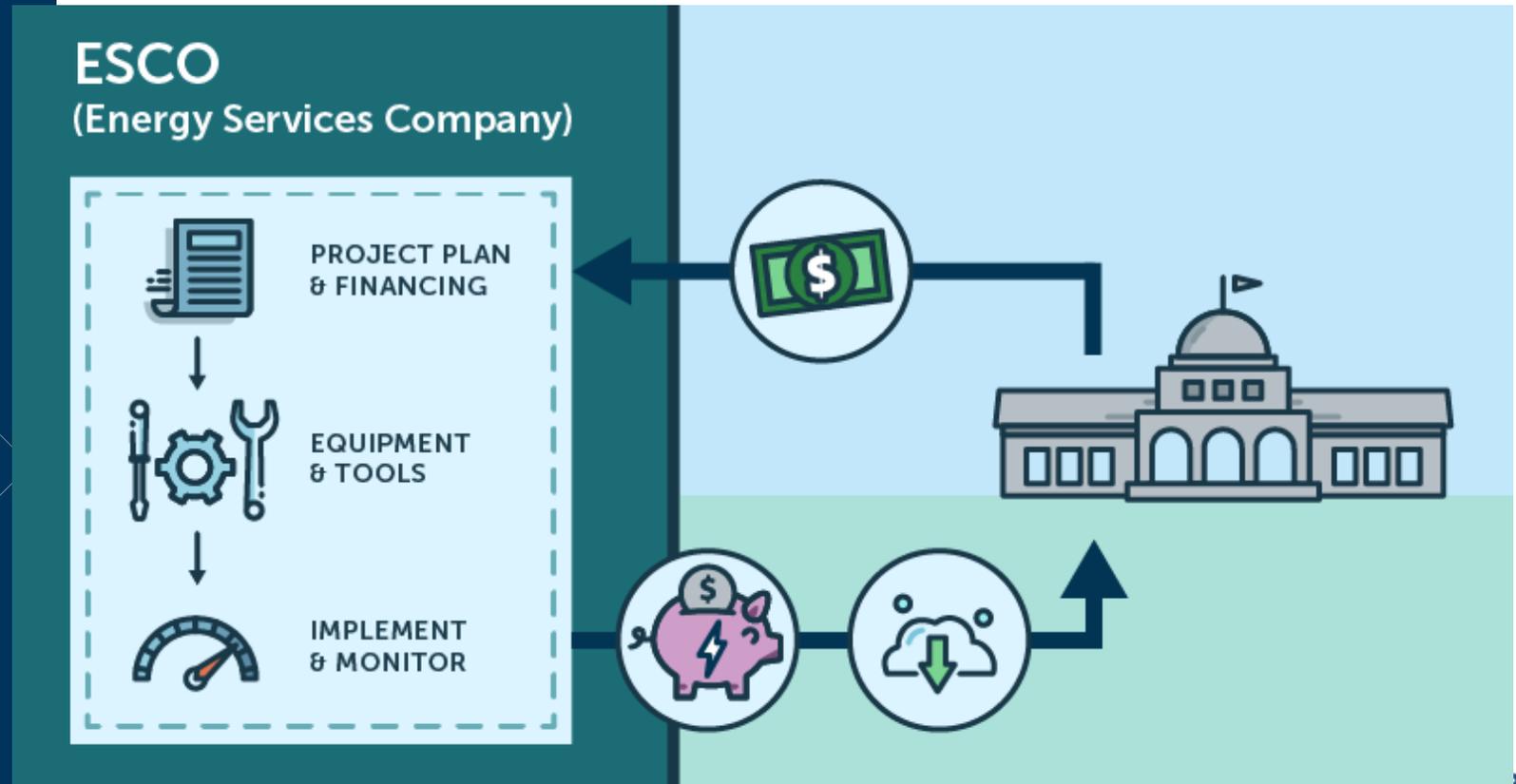


# Looking ahead

## Upcoming market engagement strategies & resources

### Increased engagement with Energy Service Companies (ESCOs)

- Can serve an important role when owner is deciding if they are willing to make an energy-efficient investment
- Particularly relevant in the MUSH market, including K-12 and universities



# *Thank You*

**Dave Hammond**

Sr Program Manager – High-Performance HVAC

[dhammond@neea.org](mailto:dhammond@neea.org)



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# ***NEXT STEPS***

# *Meeting Feedback*

- ❖ One thing you learned / appreciated?
- ❖ Opportunities for improvement?
- ❖ Would you like us to follow up with you on anything?





**Thank  
You!**

**See you tomorrow at 9:15am (PST)**



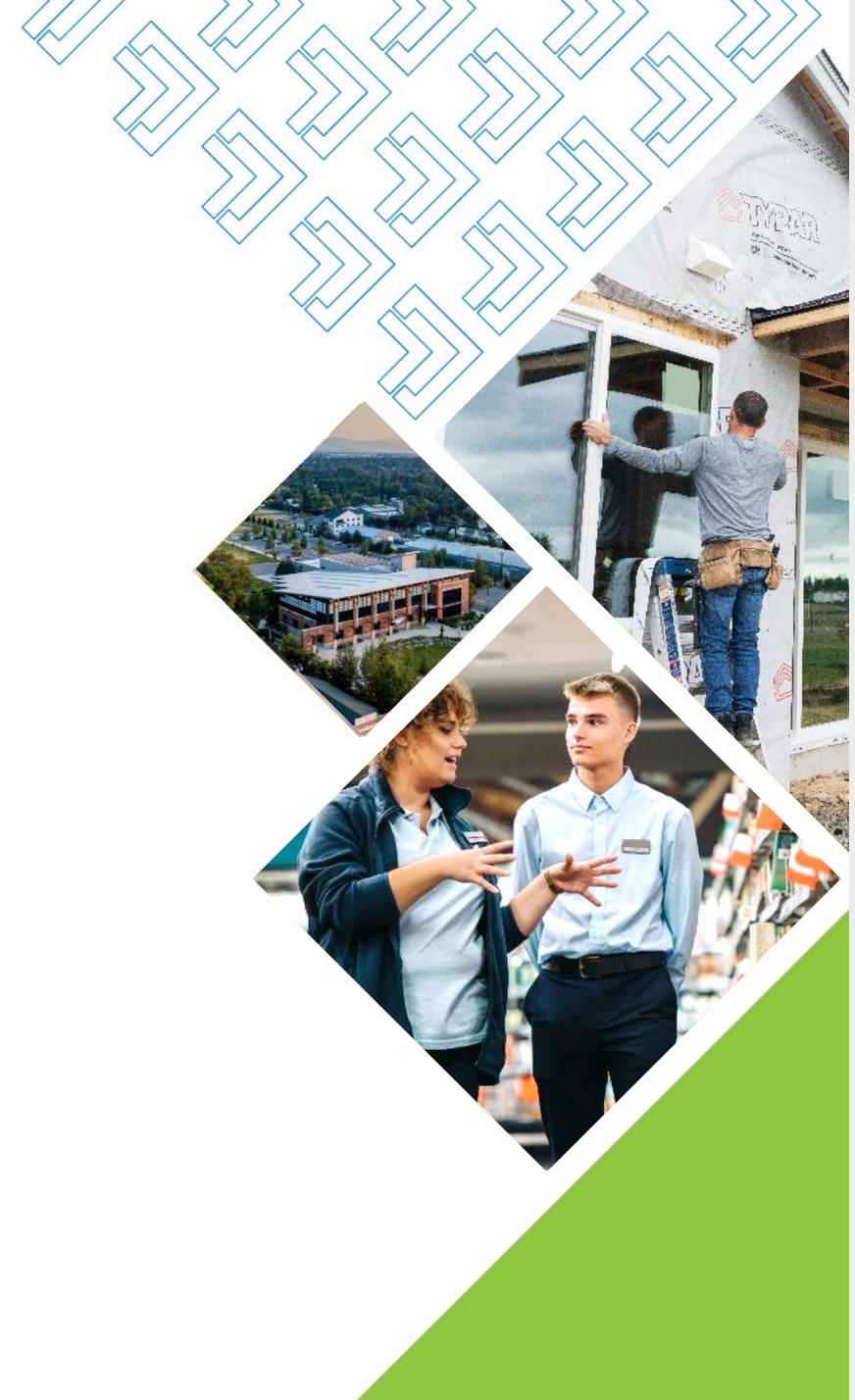


# *Q1 Commercial Industrial Coordinating Committee Meeting*

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**Day 2**

Thursday, February 26, 2026



# AGENDA

(All times Pacific)

9:15 – 9:25	Welcome, Agenda, Packet Review
9:25 – 10:25	<b>Regional Priority Topic</b> <ul style="list-style-type: none"><li>• <i>Extended Motor Products Pumps- Update on Hydraulic Institute (HI) efforts to promote energy efficient pumping</i></li></ul>
10:25 – 10:35	BREAK
10:35 – 11:05	<b>Regional Priority Topic</b> <ul style="list-style-type: none"><li>• <i>Efficient Fans – Program Update and what’s to come in 2026</i></li></ul>
11:05 – 11:25	<b>Q2 (May 27) Topic Check In</b> <ul style="list-style-type: none"><li>• <i>Luminaire Level Lighting Controls - Panel Discussion on LLLC Training</i></li><li>• <i>Any additional relevant topics</i></li></ul>
11:25 – 11:35	Recap, Next Steps, Adjourn



# *XMP Pumps*

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**Warren Fish**

Sr. Program Manager



## **Peter Gaydon – Hydraulic Institute**

Peter Gaydon is the Deputy Executive Director at the Hydraulic Institute. Mr. Gaydon held design, development, and test engineering positions with major pump manufacturers. Mr. Gaydon is a certified Pump System Assessment Professional, is a member on several standards committees for AWWA, CSA, ASME and is the Chair of AWWA E103 Vertical and Horizontal Line-Shaft Pumps. With the Hydraulic Institute, Mr. Gaydon has technical responsibility for standards, guidebooks, training, technical aspects of regulatory affairs and certification programs. He obtained his B.S. Degree in Mechanical Engineering at the University of Alfred.



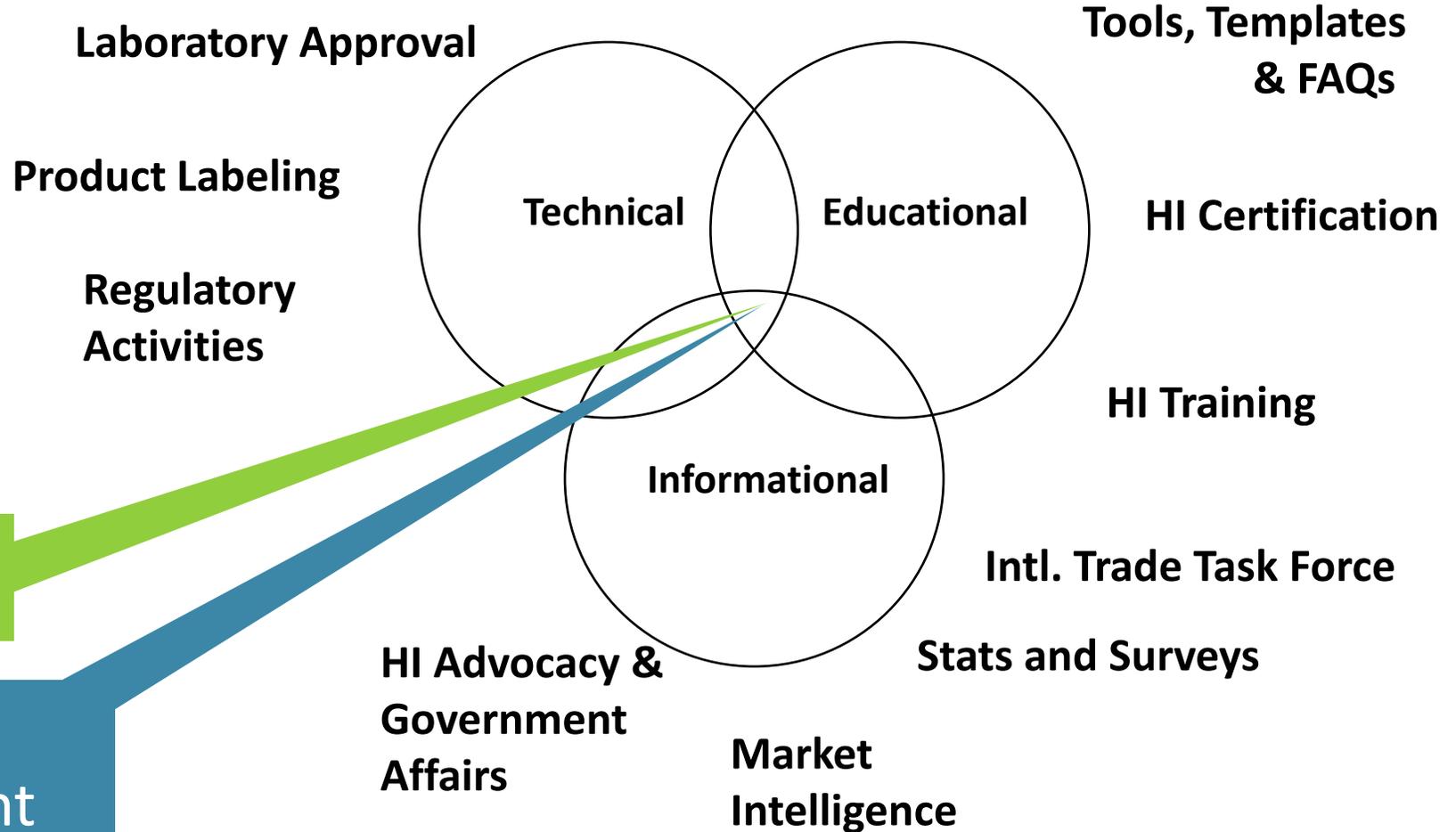


Founded in 1917, the Hydraulic Institute (HI) is the largest association of pump manufacturers. As the global authority on pumps and pump systems, HI develops standards, technical resources, and energy programs that advance the industry and sustainability.

# Technical Content to Educate & Inform

## HI Standards

## HI Guidebooks

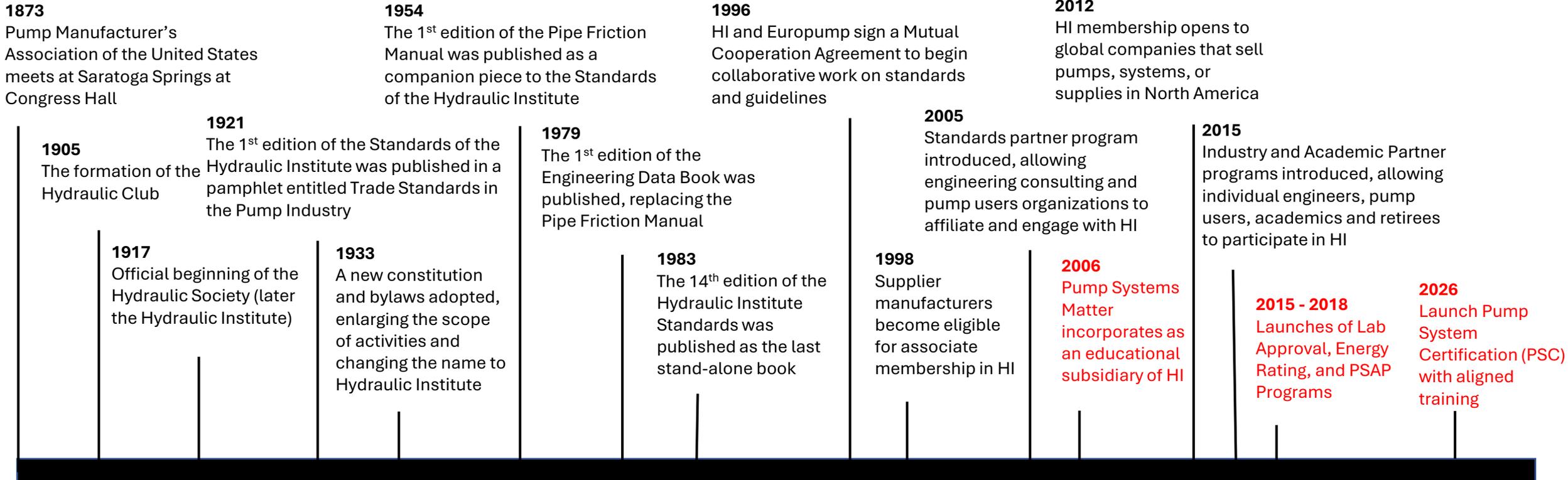


Sustainability

Workforce Development

# Hydraulic Institute

While the official beginning of HI is listed as 1917, the history of the organization precedes that date, as groups of pump industry professionals would gather in various ways to promote and improve their industry.



Pump Systems Matter (PSM) is a 501(c)(3) organization established by the Hydraulic Institute as the Educational Foundation that advances pump systems education and outreach, with a focus on strategic, broad-based energy management, pump system performance optimization, and total cost of ownership. It supports the industry by providing training, tools, and collaborative opportunities that help organizations integrate and embed sustainability practices into normal business operations.

## Our Guiding Principles: Mission, Vision, and Purpose

### Mission

Create opportunities to deploy training or tools designed to increase pump system efficiency

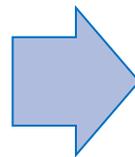
### Vision

Every Pump System runs at Best Efficiency Point (BEP).

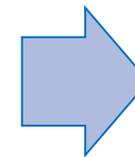
### Purpose

Training driver for HI, EPCs, and other agencies focused on pump system energy efficiency & reliability through holistic pump system training

Raising awareness of and **educating on system optimization** among pump users, as well as management, production, and technical teams throughout the supply chain.



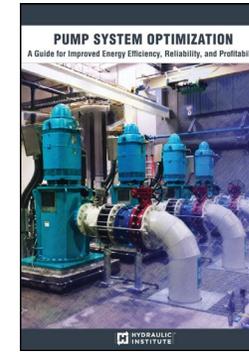
Providing training on foundational pump and system knowledge topics so that users can **operate their pump systems efficiently and reliably**.



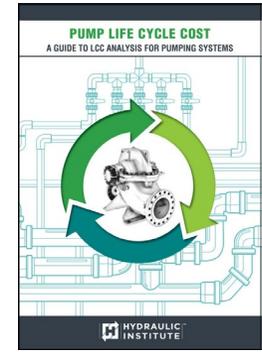
Partnering with key stakeholders, including the **energy efficiency community, utilities**, engineering firms, and others. These collaborations drive education, **pump efficiency incentives**, and the adoption of best practices and **system optimization**

# Why Care About Pumps?

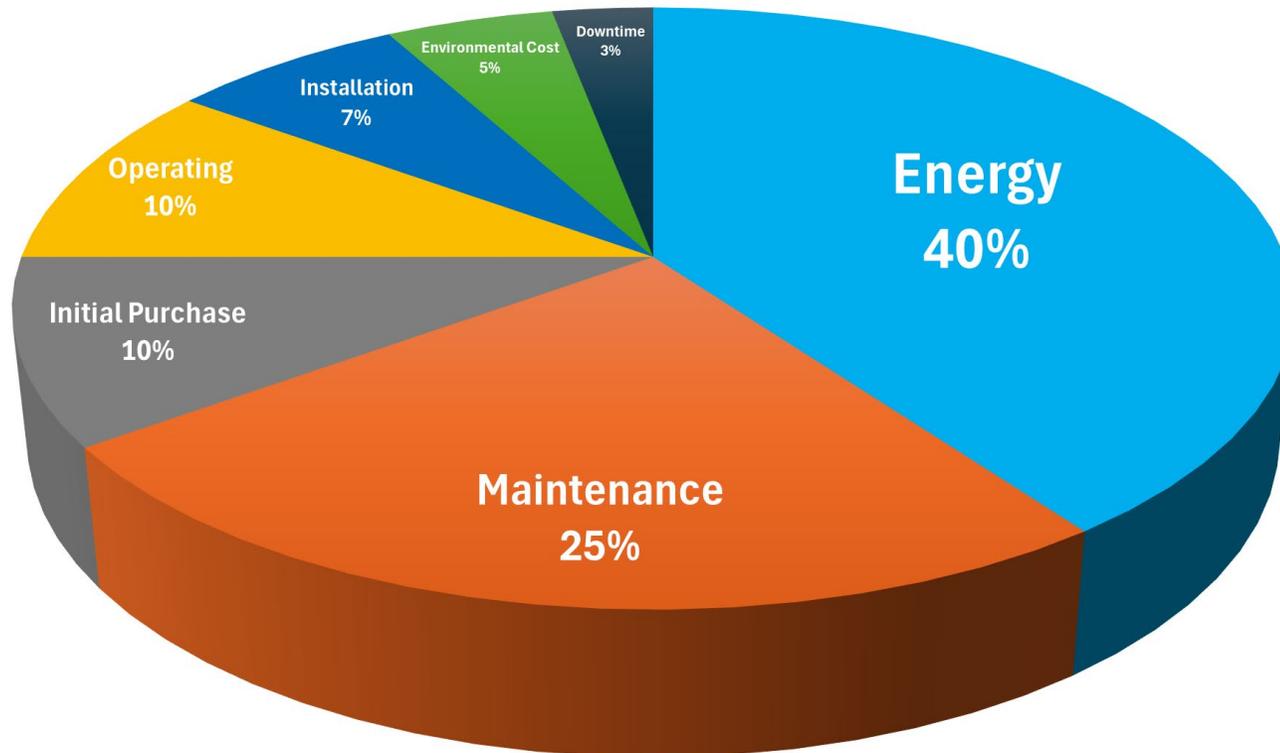
**Life cycle cost (LCC)** is the total costs incurred over the life of a pump, including initial purchase cost of the pump, installation costs, energy costs, maintenance costs, etc.



HI PSO  
Guidebook



HI LCC  
Guidebook



Typical Pumping System

- Energy and maintenance typically represent 65% of the total LCC of a pumping system
- **Impact:** Pumps use 10% of motor electricity in U.S. commercial buildings (Rao et al., 2021).
- **Energy Savings Potential:** NEEA research shows national pumping system energy savings could equal the output of 13 natural gas power plants
- On average, 20% electrical energy savings is achieved by optimizing a pumping system, but in some cases 65% or more can be realized

# Pump Decisions Matter

- Long Life – 10 – 20 years
- Selection is critical to energy and reliability
- Most people focus on initial cost instead of total LCC
- Efficiency = Reliability
- Oversizing, improper selection and operation lead to headaches
  - Failed seals & bearings
  - Noise & vibration
  - High energy consumption
  - Motor & VFD failures

Common commercial pumps with integrated controls

Bell & Gossett:  
Ecocirc® XL



Grundfos: Hydro MPC  
HVAC



Armstrong: Design  
Envelope



Taco: 00e VR  
Series



# NEEA & Hydraulic Institute Collaborations

- Pump System Matter Board
- Washington State University – Canvas Module
  - Building Science Curriculum
- Pump System Training Courses
- Hydraulic Institute Certifications (PSC I, PSC II, PSAP)
- Energy Rating and XMP
- Awareness Building Efforts
  - Fact Sheets – Commercial Buildings, Irrigation, etc. (Data Centers)
  - Smart Pump Database

## UNLOCKING SAVINGS WITH EFFICIENT PUMPS AND PLASTIC WATER PIPES

Public drinking water and wastewater systems are responsible for around 2% of the United States' total energy consumption, resulting in the emission of over 45 million tons of greenhouse gases every year. Pumps are responsible for most of the energy consumption in the municipal water sector.

**Optimized pumping systems with plastic piping in the United States could!**

- Save 1.4 trillion gallons of water per year
- Reduce electricity consumption at a level equal to 1.7 million homes
- Save \$2.2 billion in energy costs
- Offset carbon emissions comparable to those of 1.6 million gas-powered cars

**Assess systems to optimize pump and piping by:**

- Integrating variable speed control on pumps.
- Replacing old and worn out pumps.
- Minimizing pipe failures and leakage with plastic pipes.
- Decreasing frictional losses with plastic pipes.

† These calculations rely on Cadeo's assessment of publicly available data and reports. For details of the underlying research and computations, please refer to the associated Executive Summary Report: [www.cadeo.com](https://www.cadeo.com)

## Right-sizing, load matching, and replacing existing pumps with new, more efficient models can save over 10,000 GWh/year. This represents 21% of total commercial pump electricity consumption in the United States.

### Total Savings Opportunity in Commercial Pumps\*

Energy savings per year: 13 Natural gas power plants  
 Cost savings per year: \$1.4 Billion  
 Carbon savings per year: Over 4.5 Million metric tons CO<sub>2</sub>

Share of Total Savings, by Opportunity

- 41% Right-sizing
- 41% Load Matching
- 18% Efficient Pumps

**Smart Pumps make it easy to achieve electricity savings**

- **Easier Installation:** Encourages more people to choose variable speed controls.
- **User-Friendly Controls:** Reduces installation errors and ensures better control persistence.
- **Remote Monitoring and Adjustment:** Allows for easy remote access for fault detection and diagnostics and

**The ER Label**

The Hydraulic Institute Energy Rating Label provides details on the efficiency and savings for a specific pump.

## AMERICA'S FARMS CAN LEAD ON ENERGY INDEPENDENCE

Inefficient irrigation systems waste **52%** of the energy they use every year

**CONVEYANCE + DISTRIBUTION**

Water travels along shared conveyance canals and on-farm distribution systems

**INTAKE**

Pumps are most commonly used for intake where they pull water from a well or surface water source

**APPLICATION**

Beyond pipe and pump savings, improved application technologies can save additional water and energy

**What technologies save energy and water?**

- Pump Electrification** — 26% of agricultural pumps run on expensive fossil fuels. Converting to solar or grid-connected electric pumps saves energy, cost, and carbon.
- Pump Efficiency** — Upgrading to more efficient pumps with variable speed drives has giant energy, cost, and carbon savings.
- Pipe Conversion** — Replacing old pipes with plastic or converting open canals to closed plastic pipes reduces water loss to seepage and evaporation and improves the efficiency of water conveyance.

**Eliminate 4 coal-fired power plants**

**Save \$2.8 billion in energy costs**

**Reduce carbon emissions by 9.9 million tons**

# *Hydraulic Institute*

Energy Programs – Timeline & Overview

# Recent Timeline of Energy Programs

## PUMP SYSTEMS MATTER

Pump Systems Matter, NEEA founding board member



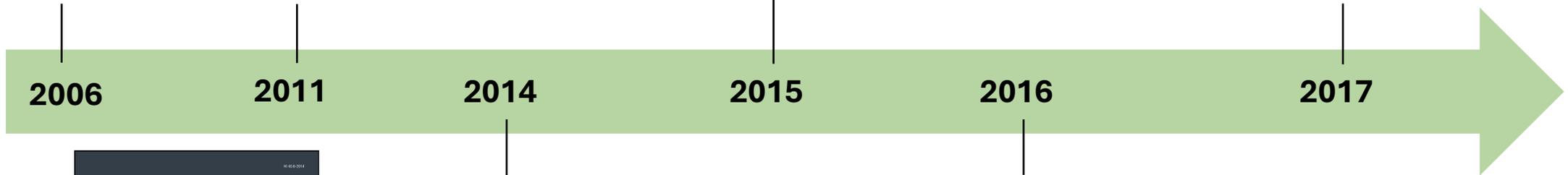
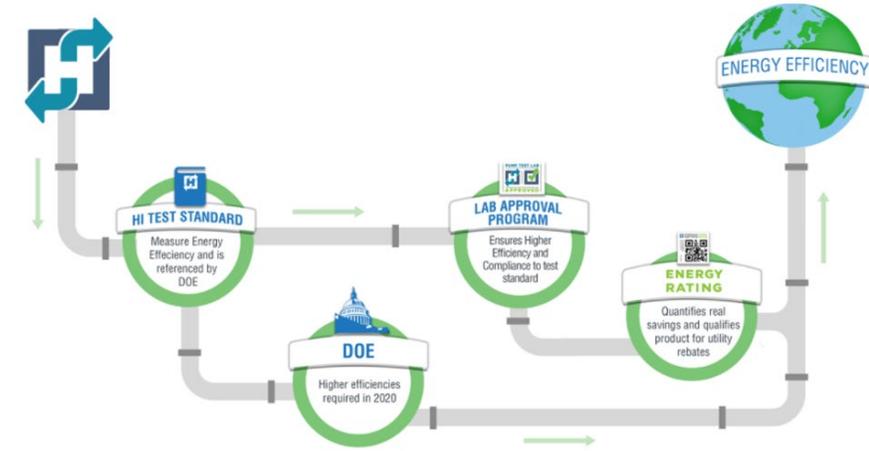
The U.S. DOE began its work on pump energy conservation standards



HI announces Pump Test Laboratory Approval Program launch



HI announces Energy Rating Program launch



2006

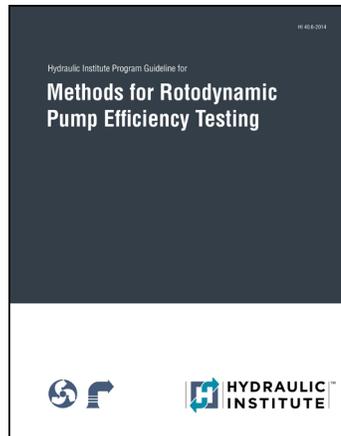
2011

2014

2015

2016

2017



HI publishes the test standard HI 40.6 Methods for Rotodynamic Pump Efficiency Testing

The final rule is published in the Federal Register for clean water C&I pumps, which establishes the PEI metric



# Recent Timeline of Energy Programs



NEEA's Energy Rating Awareness Research

HI Energy Rating label for C&I pump is introduced

HI Energy Rating label for Circulators is introduced



**HYDRAULIC INSTITUTE ENERGY RATING**

Brand XYZ  
Model #: B3  
Nominal Speed: 1800

ESCC Pump Type  
- Motor  
- Continuous Controls

**VARIABLE LOAD** PEI<sub>VI</sub>: 0.52

**ENERGY RATING**

58

Most Consumptive RANGE Least Consumptive

Power savings over baseline can be estimated by multiplying ER by motor input power (kW) and dividing by 100. Multiplying power savings by operating hours and cost of energy will yield estimated cost.

B47K25 er.pumps.org Jun 2018

**Circulator Pump**

PEI<sub>CIRC</sub>: 0.40 (ER 225)  
WAIP: 0.090

**ENERGY RATING**

91 225

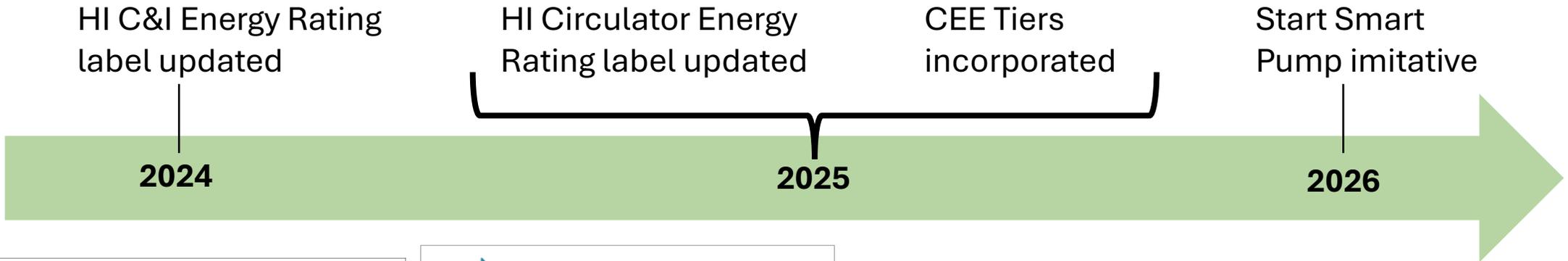
Most Consumptive RANGE Least Consumptive

Model #: XYZ123



The final rule is published in the Federal Register for circulator pumps, which establishes the CEI metric

# Recent Timeline of Energy Programs



**HYDRAULIC INSTITUTE ENERGY RATING**

Armstrong  
Model #: DE 43\*\* 0205\*-007.5  
Nominal Speed: 3600

IL Pump Type  
- Motor  
- Continuous Controls

**VARIABLE LOAD** PEI<sub>VL</sub>: 0.38

**ENERGY RATING**

62

Least Efficient RANGE Most Efficient

**13,870 kWh** Annual Energy Savings<sup>†</sup>

**\$2,081** Annual Cost Savings<sup>†</sup>

<sup>†</sup>Estimated annual savings are based on the 30 hp motor, 4000 annual run hours, and 15c per kWh, when compared to the least efficient pump allowed on the market. Actual savings may vary. Visit the Pump Savings Calculator at [www.pumps.org/psccalculator](http://www.pumps.org/psccalculator).

Q1J3V5 er.pumps.org Aug 2024

**HYDRAULIC INSTITUTE ENERGY RATING**

Bell & Gossett WAIP: 0.734  
Model #: e-90ECM 3AAB

**CIRCULATOR PUMP CEI: 0.44 (ER 135)**

**ENERGY RATING**

91 135

Least Efficient RANGE Most Efficient

**1,847 kWh** Annual Energy Savings<sup>†</sup>

**\$277.05** Annual Cost Savings<sup>†</sup>

The Energy Rating is dependent on the selected control method. Method(s) available for this model are:

- Full Speed
- External Input Signal (Rated)

<sup>†</sup>Estimated annual savings are based on the most efficient rating available, 2500 annual run hours, and 15c per kWh, when compared to the least efficient pump available in the market. Actual savings may vary. Visit the Circulator Pump Savings Calculator at [www.pumps.org/cpsc](http://www.pumps.org/cpsc).

Meets the 2028 DOE circulator efficiency regulation

QG9XV er.pumps.org Oct 2022

**HYDRAULIC INSTITUTE ENERGY RATING**

C&I Pumps Circulator Pumps

Rating ID

Basic Model Number

Participating Organization

Load  Constant Load  Variable Load

CEE  None  Tier 1  Tier 2  Tier 3

# Qualified Product List



for Utilities and Incentive Program Administrators

Pump Rebate and Incentive Program Summary

Utility/Incentive Owner	Type of Program	Areas Served	Website Link	Factsheet Link
Pacific Gas and Electric Company (PG&E), Southern California Edison, and San Diego Gas & Electric (SDG&E)	Commercial/Industrial Water Pumps	California	<a href="#">Link</a>	<a href="#">Link</a>
Xcel Energy - Colorado	Commercial/Industrial Water Pumps	Colorado	<a href="#">Link</a>	<a href="#">Link</a>
Xcel Energy - Minnesota	Commercial/Industrial Water Pumps	Minnesota	<a href="#">Link</a>	<a href="#">Link</a>
Mass Save	Commercial/Industrial Water Pumps and ECM Circulators	Massachusetts		
Platt River Power Authority	Commercial/Industrial Water Pumps	Colorado Springs, CO		
NH Saves	ECM Circulators	New Hampshire		
Duquesne Light Co.	C&I Pumps and Circulators	Pittsburgh, PA		

[er.pumps.org](http://er.pumps.org)



The HI Energy Rating database allows the public to search for energy efficient commercial/industrial pumps and circulator pumps in HI 40.5 and HI 41.5 Program Guidelines, respectively. HI 40.5 provides the program requirements for labeling and listing clean v conservation standard developed by the US Department of Energy. HI 41.5 provides the program requirements for labeling and lis and describes the test method for evaluating circulator performance. The public can view and verify data on pumps with an HI ER Label is designed to clearly indicate the power savings obtained from pump system upgrades and changes. Manufacturers use the by power consumption. Public utilities and power companies can use the ER Label for incentive programs and rebates. The Cons Pump Initiative defines efficiency tier levels and their qualifying products based on HI Energy Rating listed pumps. Listed pumps h accordance with HI 40.7.

## ER Program Portal

Register as an Energy Rating Program participant to create pump energy rating labels, QR codes, and more.

## Qualified Product List

Explore how many pumps achieve a given Energy Rating range and explore options for utilities to receive a qualified product list. This is especially helpful for energy utilities offering energy incentive programs.

## ER Certification

Calculate a new ER and generate ER and/or continuous control to a constan

## Search Pumps

Search for pumps by Basic Model Num which can be found on the Hydraulic. the pump.

The screenshot shows the website interface with the following elements:

- Header: Hydraulic Institute Energy Rating logo.
- Navigation: "C&I Pumps" and "Circulator Pumps" tabs.
- Action: "Request a QPL" button with a help icon.
- Filters:
  - DOE Designation:**
    - End Suction Frame Mount
    - End Suction Close Coupled
    - In-line
    - Radial Split multistage vertical in-line diffuser casing
    - Submersible Turbine
  - Load:**
    - Constant Load
    - Variable Load

# 2026 HI Smart Pump Initiative

*Make the marketplace more aware of Smart Pumps and their benefits and support pump manufacturers' efforts to educate consumers about their most efficient & advanced products.*

HI will achieve these major milestones

- ❑ Q1 - Definition – providing standardization, consistency, clarity across the industry
- ❑ Q2 - Survey and Market Assessment – identifying the different benefits, values and barriers to the various market actors
- ❑ Q3 – Whitepaper – defining the value propositions and key features to the marketplace
- ❑ Q4 – Microsite – educating the marketplace through articles, blogs, infographics, factsheets, and short videos.

# *Pump Systems Matter*

Training & Certification to Optimize Pump Systems

# *Pump System Training & Certification*



**INTRODUCTORY**

**Pump System Training & Certification Alignment**

[training.pumps.org](https://training.pumps.org)

# Pump System Training & Certification

PSC Level 1 Path:

- **Introductory** Pump & System Training
- **Basic** Pump & System Training
- PSC Level 1 Exam Prep
- PSC Level 1 Exam



**PSC**  
LEVEL 1 ✓ | Pump System  
Certification Level 1

**Pump System Training & Certification Alignment**

[training.pumps.org](https://training.pumps.org)

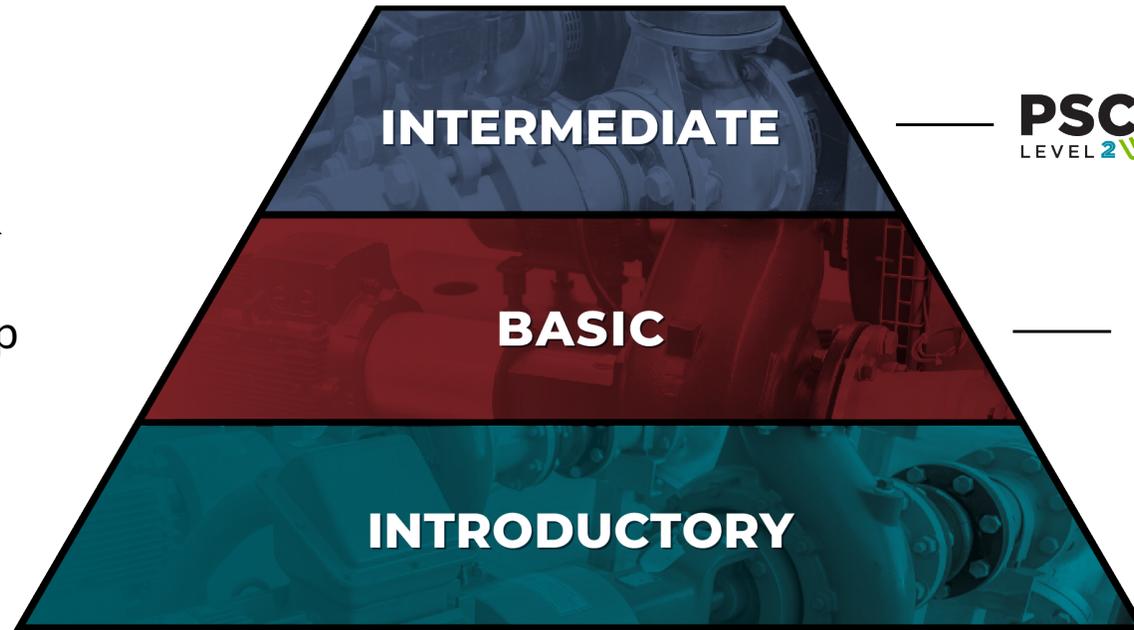
# Pump System Training & Certification

PSC Level 2 Path:

- PSC Level 1

+

- **Intermediate** Pump & System Training
- PSC Level 2 Exam Prep
- PSC Level 2 Exam



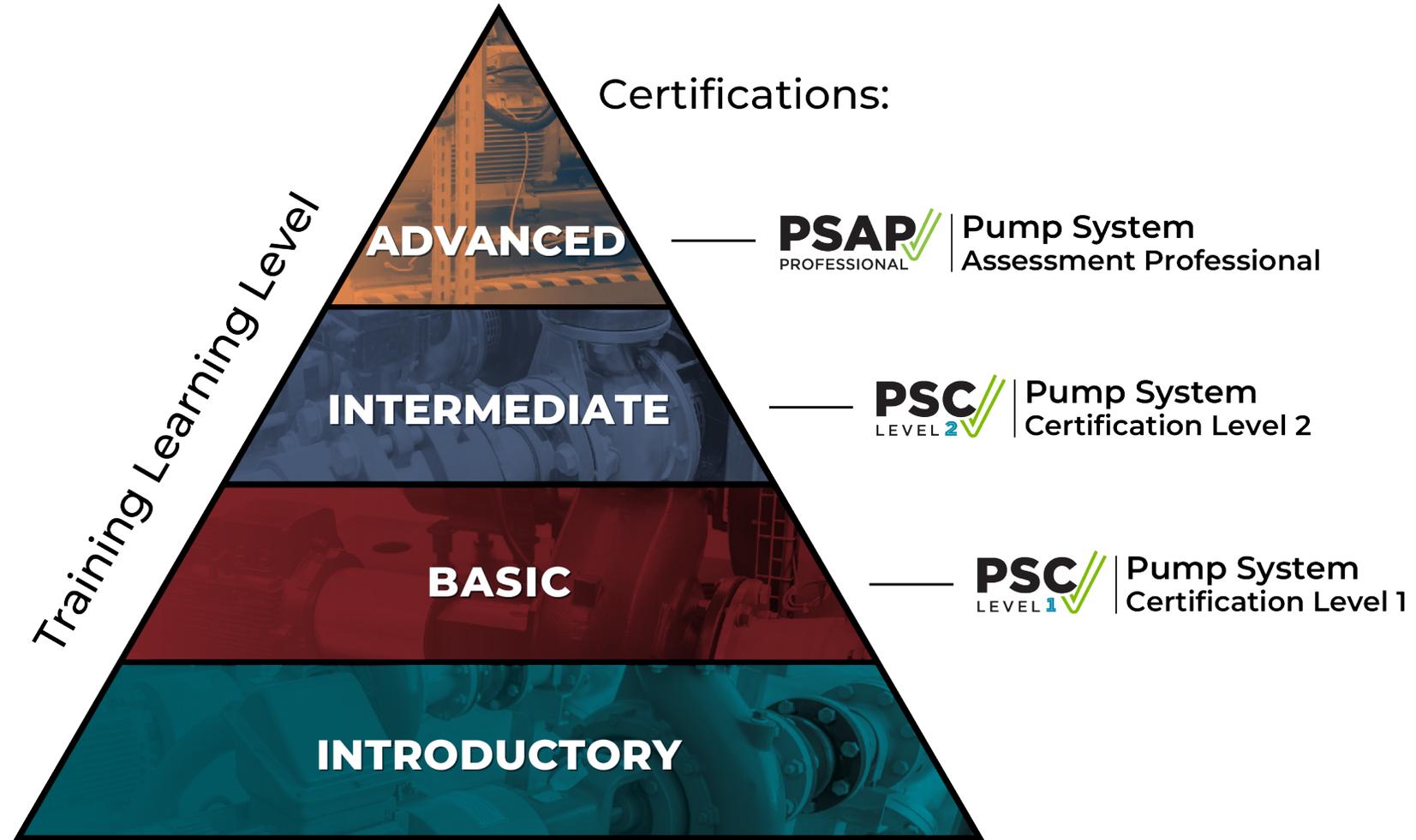
**PSC**  
LEVEL 2 ✓ | Pump System  
Certification Level 2

**PSC**  
LEVEL 1 ✓ | Pump System  
Certification Level 1

**Pump System Training & Certification Alignment**

[training.pumps.org](https://training.pumps.org)

# Pump System Training & Certification



PSAP Path:

- PSC Level 2

+

- **Pump System Optimization & Assessment (PSOA) Training**
- PSAP Exam Prep
- PSAP Exam

**Pump System Training & Certification Alignment**

[training.pumps.org](http://training.pumps.org)



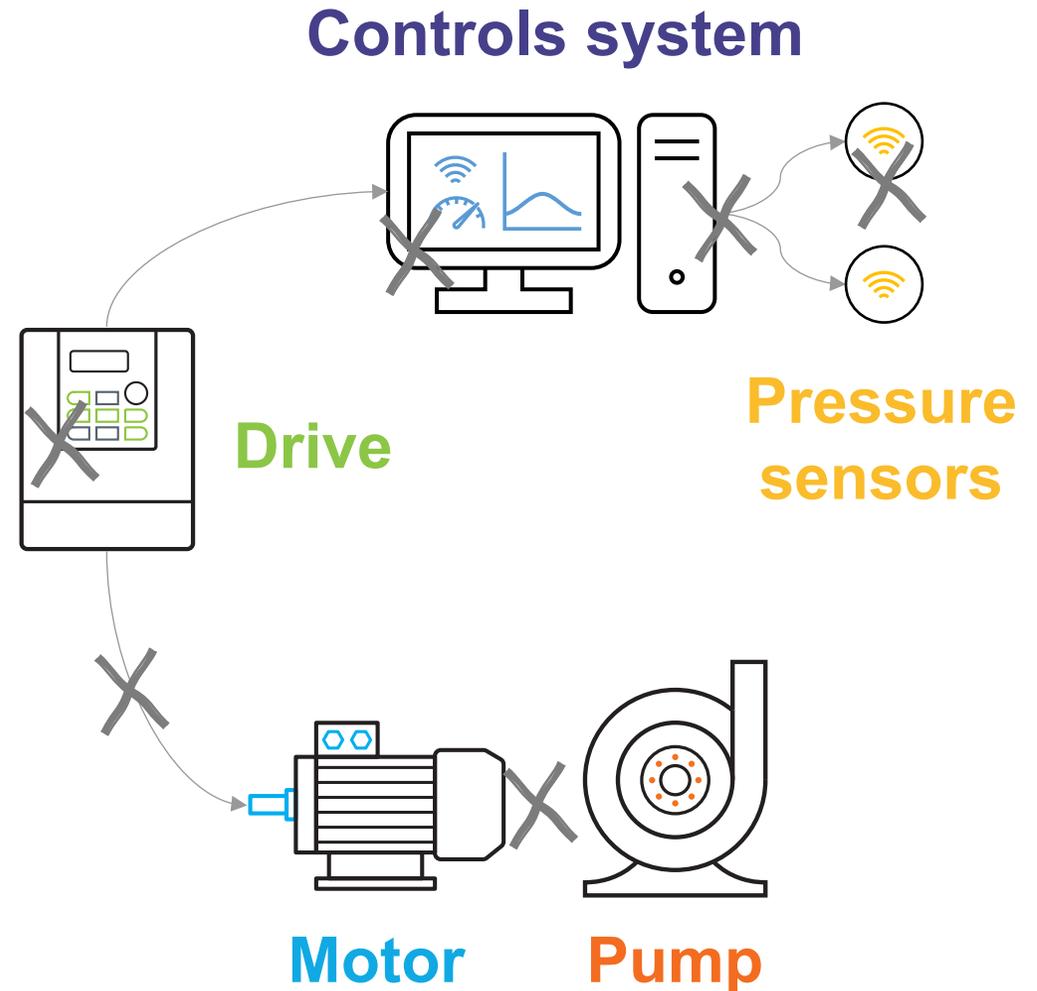
# *Questions & Discussion*

# *Smart Pump Content (as time allows)*



# Standard pumps have lots of potential failure points

- × Failed pressure sensors
- × Communication errors in the controls system
- × Improperly configured controls
- × Over-ridden VFD
- × Issues with VFD wiring
- × Issues with pump alignment



# Smart Pumps Eliminate Selection Guesswork and Simplify Installation



Integration of pump, motor, drive, and integral sensors into one streamlined package

Simplifies installation burden and reduces hardware costs

Pump-specific performance maps of pump curves that allow the drive to optimize operation

Simplified startup procedure reduces potential for errors in sensor installation and drive programming

Electronically-commutated motors (ECM), which further enhances efficiency benefits compared to standard NEMA Premium motors

## Smart pump booster skid 20-story office building | Bellevue



### BEFORE

- (3) 20hp pumps
- On/off controls
- Loud and continuous maintenance



### AFTER

- (4) 5hp ECM powered smart pumps
- Built-in controls

87%  
**SAVINGS**

*“I know all of the parts work together right from the start. I don’t have to trouble shoot failed sensors, rebuild pumps, or respond to noise complaints. That peace of mind is worth a lot.”*

**- Kidron Cobb,  
Facility Manager**

# *Thank You!*

## **Warren Fish**

NEEA, Sr. Program Manager, Pumps  
wfish@neea.org

## **Peter Gaydon**

Deputy Executive Director, Hydraulic Institute



# ***BREAK***



# AGENDA

(All times Pacific)

9:15 – 9:25	Welcome, Agenda, Packet Review
9:25 – 10:25	Regional Priority Topic <ul style="list-style-type: none"><li>• <i>Extended Motor Products Pumps- Update on Hydraulic Institute (HI) efforts to promote energy efficient pumping</i></li></ul>
10:25 – 10:35	BREAK
10:35 – 11:05	Regional Priority Topic <ul style="list-style-type: none"><li>• <i>Efficient Fans – Program Update and what's to come in 2026</i></li></ul>
11:05 – 11:25	Q2 (May 27) Topic Check In <ul style="list-style-type: none"><li>• <i>Luminaire Level Lighting Controls - Panel Discussion on LLLC Training</i></li><li>• <i>Any additional relevant topics</i></li></ul>
11:25 – 11:35	Recap, Next Steps, Adjourn



# *Efficient Fans: Program Advancement to Market Development & Q4 Preview*

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**Nick Michel**

Market Transformation Manager

2.26.2026





# *Agenda*

## **Today's share-out:**

- Preview of Q4 shareout.
- Program learnings
- What Market Development unlocks
- Timelines to be aware of

## ***Q4 Topic: Influencing Specifier Decisions Through Fan Selection Tools***

### **Committee Interest Area**

- Optimization tools --- shape decisions before purchasing occurs

### **Why This Matters**

- Specifier choices are heavily influenced during early system selection processes.

### **Part of a Bigger Strategy**

- Selection tools are one component. Impact increases when selection tools are combined with other intervention strategies.

### **What to Expect in Q4**

- A deeper discussion on how these elements work together to influence purchasing

# Program Learnings

- FEI as a meaningful efficiency metric.
  - Identified efficiency gaps within different fan types based on market data
  - Solid outlook for technical potential
  - Leveraging data into market learnings to help shape intervention activities
  - Expanded manufacturer rep engagement to influence early-stage project decisions
  - Streamlined Product Definition – standalone FEI-certified fan not part of an efficiency-rated packaged piece of equipment.
- ❖ Build the 2026 forecasting model

# What Changes When Fans Moves to Market Development

Program Development	Market Development
Validate attributes (FEI)	Count savings
Learn market structure & behavior	Launch <b>direct market interventions</b>
Test assumptions	Formal performance tracking
No claimed savings	Structured stakeholder engagement





## *Heads Up!*

- Asking committee to bring forward questions or concerns they have about Fans program
- Be prepared for questions from RPAC member as they are preparing for the Q3 vote
- Dates to be aware of:
  - Reviewing materials – mid-July to mid-Aug
  - RPAC Vote date – September 1st

# Thank You!

## Nick Michel

NEEA, Market Transformation Manager

[nmichel@neea.org](mailto:nmichel@neea.org)

## Alexis Muench

NEEA, Program Manager, Efficient Fans

[amuench@neea.org](mailto:amuench@neea.org)



# AGENDA

(All times Pacific)

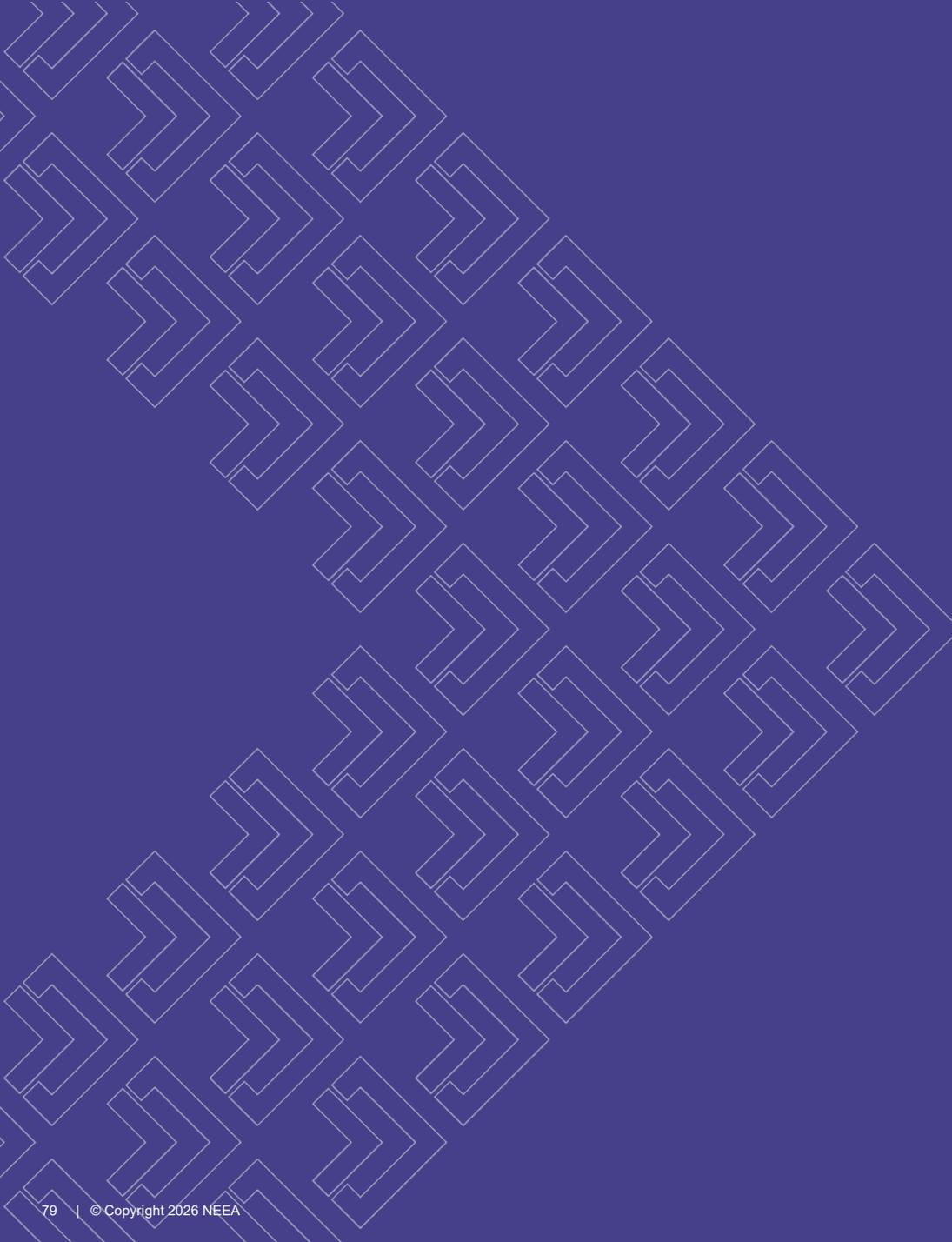
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# Q2 TOPIC Check In

May 27, 2026



- Topic: Regional LLC Training Activities
- Call for Panelists



# *Wrapping Up...*

# *Action Items / Recap / Final Qs?*

- Efficiency Exchange 2026
- NEEA/MT 101
- Whole Building Webinar Series





# *Public Comments?*

# *Meeting Feedback*

- ❖ One thing you learned / appreciated?
- ❖ Opportunities for improvement?
- ❖ Would you like us to follow up with you on anything?



# Thank You!

➤ Q2 2026: Wednesday, May 27 | Virtual

