Q1 Commerical and Industrial Coordinating Committee (CICC)

Day 1: February 25, 2026

12:30 – 4:00 p.m.

Hybrid at NEEA Offices

Meeting Attendees

Committee Members:
In Person: Eric Mullendore [Bonneville Power Association (BPA)] and Julie Banerjee [Tacoma Power]
Virtual: Andy Paul [Avista], Michael Wallace [Clark PUD], Mattias Jarvegren [Clallam PUD], Joe Hull [Eugene Water and Electric Board (EWEB)], Cheryl Tuning [Idaho Power], Sheree Willhite [Idaho Power], Nancy Goddard [Pacific Corp (PAC)], Sinh Tran [Snohomish PUD (SnoPUD)], Andrew Pultorak [Puget Sound Energy (PSE)], Elaine Markham [Seattle City Light (SCL)]

NEEA Staff: Suzi Asmus, Britt Cutsforth-Dawkins, Warren Fish, Anouksha Gardner, Katherine Gifford, Dave Hammond, Alexa Hujik, Stephanie Quinn, Elliot Rivers

Resources

- Agenda Packet: Q1 2026 CICC Agenda Packet - Northwest Energy Efficiency Alliance (NEEA)
- Slide Deck: Q1 2026 CICC Meeting Slides - Northwest Energy Efficiency Alliance (NEEA)
- Recording: Q1 2026 Meeting was transcribed, not recorded

Welcome and Packet Review

- Meeting Packet Highlights
- Collective Role – Working Together – Please come prepared to participate!
- Agenda Overview – Welcome, Housekeeping, Regional Roundtable, Regional Topic: HP HVAC, Q2 Topic Check In
- 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

Andrew Pultorak – Puget Sound Energy (PSE)

- AEE West – bi-annual conference being held March 11-12 in Bellevue, WA. PSE is a sponsor and would love to see you there if you're available.
- "The Business Lighting Incentives Program is offering a Limited Time Offer for Schools (increased incentives) from April 2026 thru April 2027."
- Building upon DR for residential and commercial, and hiring more staff.
- Just started a new biennium, so savings targets just started on Jan 1st.
- No major changes within our programs, just building up on our demand programs to get more people involved.
- Working with Chris Wolgamott and NEEA to start a new PSE pilot program to determine potential savings from LLLC/HVAC interactions.

Nancy Goddard – PacifiCorp (PAC)

- On Feb 17 PacifiCorp came to an agreement of a sale on our WA assets to Portland General Electric. There is an FAQ on the announcements if there are questions on the sale and there will be around 12 months to implement the transaction.
- NEEA WA funding from PacifiCorp might be transitioned to PGE, keep an eye on this change.
- Continuing our EE program with business as usual, all our 26-27 targets have been approved, so while they are changing over ownership there will not much change.
- Nancy will be retiring at the end of May 2026
- Clay Monroe just announced today he is leaving PacifiCorp in March.

Cheryl Tuning – Idaho Power

- Very minor program changes starting in 2026.
- We are implementing some new programs and marketing some existing measures and hopefully new measures for our retrofits program.
- Also, moving HVAC and food service measures to midstream.

Elaine Markham – Seattle City Light (SCL)

- Started at SLC in July 2025
- Launched a revamped New Construction program, Early Design Assistance program and Strategic Energy Management at end of 2025
- Also working on streamlining requirements for participation including reducing the sq ft requirements for these programs.
- Doing a large RFP for the midstream lighting program that generates the bulk of our savings portfolio this year.
- Recently reduced our incentives on LLLC and provided additional program guidance on implementation.

Mattias Jarvegren – Clallam PUD

- Wrapped up SEM initiative which was quite successful with one of our larger sawmills.
- Worked with Snohomish Team on a few projects with LED in Horticulture and Cannabis operation projects. This portion of the industry is growing much faster than we originally anticipated.
- Due to mild weather, we haven't been able to wrap up our voltage optimization project so instead of ending the project in 2026, we might have to push to 2027 to get the correct numbers.
- Sheree: Is your Voltage Optimization a pilot project or an Energy Efficiency project that you're able to pay an incentive for?
    - Answer: It's an energy-efficiency project. We started to look at voltage optimization about 8 years ago when we didn't have the AMI fully deployed. So, we set out voltage sensors with radio transmitters back to the substation at sort of near end of line. Now we have full AMI, so instead we are using the meters that have the lowest voltage as our sensing point and there will likely be an incentive involved but through our own distribution system. It's an EI reimbursement from BPA to help meet conservation targets. And like I mentioned, we're doing it a few substations at a time. In theory, we could probably deploy this fairly quickly, but because we want to tally up the energy savings, be able to claim it, and then also fit that into our acquisition strategy and have it as a tool to be able to get some extra savings, we're deploying it slowly.

Michael Wallace – Clark PUD

- Getting more involved with the online lighting tool from BPA and have been able to process quite a few projects through it. Happy to help anyone else who might be struggling to use it.
- Programmatically, not a lot of changes. Excited for new midstream lighting fixtures being added in April and expanding that program.
- Nancy: Are the fixtures only available midstream or are they available mid and downstream?
    - Answer: we're going to have them available both mid and downstream, but we want to be sure we don't double dip, so education is key with our distributors. If any issues do squeak through, we will be sure to push back and credit it back through downstream.
- Nancy: Are you working with Energy Solutions?
    - Answer: We have been in discussions with them, but we decided to stay with our current contractors at this time. Not off the table for next year, but for 2026 we will not be.

Andy Paul – Avista Utilities

- Manager Ruben Arts will be managing two departments.

- Demand response and compressed air leak detection are currently being worked on.
- Transitioning to salesforce internally
- Lighting is still going strong on incentives. Seeing more and more AG activity going into this spring. Would love to connect with Mattias (Clallam PUD) outside of the meeting if possible.
- Mattias and Andy to connect
- Julie: Have you been seeing any increase in data center development?
    - Answer: There aren't many in Spokane, there are smallish ones and they are all customer site specific. We have had inquiries from the Liberty Lake facilities, but we are waiting for more in the large load initiative.

Sinh Tran – Snohomish PUD (SNOPUD)

- We met goals and budget for 2025 and currently have a slightly higher goal for 2026. We are right on track with those new numbers.
- We launched our lighting program last week, so it's now totally online. It's similar to the rebate program from 2025.
- Also, one of our engineers will be retiring this year, so we will be hiring later in Q2-Q3.

Sheree Willhite – Idaho Power

- Currently at full staff with our two most recent hires.
- Planning both Midstream and Whole Building programs kicking off in March of this year.
- Additionally, we will be updating our prescriptive programs in 2026 and doing a full TRM (technical reference manual) update.
- For codes, we thought we were going to move forward with the 24 IECC, but that was struck down in legislation last week. So those changes will be delayed.

Julie Banerjee – Tacoma Power

- Target was reduced by 50% for our biennium and we are currently on track to meet our goal for 26-27.
- Changes that we have already seen was the official retirement of the SEM program (we will not be replacing this program until the Clean Buildings Bill is better supported) and also the HERS program.
- Looking as well at indoor cannabis growing facilities
- Scott Cooper (formally SLC) is now at Tacoma.
- Currently hiring a conservation manager who will be working on our lighting program, design and delivery. Please share if you know anyone who might be interested (3 year contract).
- We currently do not have a CRM, but we are looking to get one this year. Also hoping to upgrade our forecasting tech.

Eric Mullendore – Bonneville Power Administration (BPA)

- John Hairston is retiring from BPA soon; we do not currently have a replacement.
- BPA now has some hiring authority again. There are currently postings up for engineers and our compliance organization.

- Changing name from Energy Efficiency to Energy Conservation which will affect some title changes within the company.
- Updates will be rolling out in April, mostly minor programmatic tweaks. Clarifying that multifamily buildings can participate in our Commercial SEM Measure.
- Rolling out midstream lighting fixtures and LLLC controls integrated into those fixtures. We don't have any issues right now with overlap between mid and downstream.
- Went through an internal audit of our controls, the changes will be implemented in the April rollout and announced at the webinar being held tomorrow morning within BPA.
- Looking into changing the Building Management Systems to something more custom per sq ft. We currently have a running tab of projects that are too small for a custom solution and too large for a programable thermostat that are being inefficiently run through our program as it exists so we might be adjusting for these in the future.
- In process of completing an RFP with Trade Ally Network NW.
- Nancy: With the name change to Energy Conservation, does that mean that you're also revisiting what is truly energy conservation with that definition meaning eligibility for programs or measures?
    - Answer: No, the name change is not going to affect anything other than alignment with the phrasing of the Power Act. I am not aware of any review on our portfolio directly related to the name change.

Joe Hull – Eugene Water and Electric Board (EWEB)

- Ironed out our lighting program. We did not pass on all the BPA increases and raised our rebates up 10% with hopes that this will allow us to stretch our budget.
- Put a cap on our cannabis projects since we have had several large ones requested
- Getting a new boss! (John Hairiston)
- Shelved several EV programs when the market dropped. Our accounting team has come up with a new way to measure the credits so we can bring some of them back.
- Lighting program is still fighting misinformation regarding fluorescents and rebates.
- Julie: What are you offering in lighting?
    - Offering the full BPA rebates, but not the full dollar amounts.
- Andrew: Is there something more formal I can see so we can gain experience with what's happening in OR so we know what to expect in WA?
    - Yes, I can email you some information. Action: Joe to email Andrew
- Andrew: I'm planning on hosting a lunch table to talk about WA HB-1185 and effects of OR HB-2531…hopefully you can join us at EFX in Boise.

Dave Hammond – NEEA, High Performance HVAC

- Soft launch on a new name for the program – for external audiences it's going to now be Advanced Performance DOAS Program and Advanced Performance RTUs.
- CLEAResult is our new implementor which will be helping with our shift into a new space.
- ASHRE Winter Conference just wrapped in Vegas. Had some great conversations with reps and manufacturers with a lot of individuals form the PNW.

Suzi Asmus – NEEA, Program Manager

- LLLC Updates (Anne Curran is OOO):
    - Several marketing resources posted on BetterBricks site at end of 2025.
        - Three success stories have been posted, in collaboration with Clark PUD, SCL and PSE.
        - PSE story will be published in the Facility Management Journal in Early March.
    - Installer Focused guide is currently available
    - The LLLC Team exceeded their goals for collaboration in 2025. These include manufacturer rep collaborations and specifier events and education. These types of collaborations support program strategy to position LLLC as a favorite lighting solution.

Stephanie Quinn – NEEA

- Fans Updates (Alexis Muench is OOO):
    - Team has continued engagement with manufacturers and reps as well sa trying to recruit additional partners. Seattle in particular were very engaged in training and conversations around how the program continues to evolve.
    - Working on where FEI might be visible but not a decision making factor.
    - Building a relationship with AMCA; will be flying out to Chicago next week to create some more unified messaging and standards across states around FEI.
    - Completed a market research study which was published recently.

Warren Fish – NEEA, XMP Pumps

- Currently at the Hydraulic Institute annual conference in Florida about the pump industry.
- Will be bringing a guest speaker from Hydraulic Institute for tomorrow's topic.
- Good regional coverage and growth within smart pumps and higher energy ratings.
- MPER#2 is being created right now and will be published by end of year.
- Looking to add a couple more reps this year and continue our focus on reaching more of the market regionally.
- Nationally, working with the Hydraulic Institute and pump manufacturers to promote and educate about the benefits of smart pumps.

Regional Priority Topic - High-Performance HVAC – Program Messaging

Presented by Dave Hammond

Notes: Elliott Rivers

Dave Hammond, NEEA's High-Performance HVAC (HP HVAC) Program Manager, led a discussion on the program's Market Engagement strategy, covering past efforts, current activities, and future direction. Dave also shared updates on upcoming program name changes across both NEEA

Commercial HVAC programs. The High-Performance HVAC program will transition to Advanced Performance DOAS, while the Efficient Rooftop Unit program will become Advanced Performance RTU. The name change process is beginning externally in the market and pending market response, will be formalized. Additional information will be shared in the coming months.

Dave began with an overview of the VHE DOAS system to ground the discussion in the technical design and performance attributes that underpin the program's value proposition. VHE DOAS systems are comprised of four key components:

1. Fully decoupled ventilation from heating and cooling
2. High efficiency heat/energy recovery ventilator (ERV/HRV) with ≥ 82% sensible effectiveness
3. High performance electric heat pump system
4. Right-sized heating and cooling system

The presentation then shifted to market engagement, which was the primary focus. The program's main market barrier is limited awareness of VHE DOAS as a system-level solution and a lack of understanding of its value proposition. The key intervention is the development and dissemination of clear value propositions and business cases tailored to each decision-maker. The intended outcome is that awareness and understanding increase over time and expand across additional market audiences. Program efforts to date have focused on educating and motivating manufacturers and distributors, raising end-user and supply chain awareness, and influencing local, regional, and federal codes. Outreach emphasizes a system-based approach, energy efficiency benefits, and improvements to indoor environmental quality.

Early program efforts targeted building types most likely to use rooftop equipment, including small- to medium-sized commercial buildings, new construction, and major retrofit projects. These projects often incorporate VRF heating and cooling systems. Initial outreach focused heavily on technical and upstream market actors, with the goal of demonstrating technical viability and explaining the multi-layered system approach. According to the program's initial Market Progress Evaluation Report (MPER #1), completed in mid-2025, NEEA trainings are viewed as important tools for increasing designers' understanding and acceptance of VHE DOAS. NEEA's educational and marketing materials were also identified as valuable resources for spreading system awareness. While overall system familiarity was strong, familiarity with the specific system name was limited, suggesting that the upcoming program name change is unlikely to disrupt progress.

Looking ahead, the program plans to broaden its focus to include efficient heat pump technologies more generally. Based on input from engineers, manufacturers, representatives, and codes officials, rising refrigerant costs are contributing to a market shift toward hydronic systems. As the program expands its focus to include hydronic resources, the target audience will broaden to include additional decision-makers such as operators, facility staff, occupants, ESCOs, and community members. This shift also opens opportunities for larger commercial buildings and campus-scale projects. Current activities include organizing building tours and webinars to showcase successful VHE DOAS projects, as well as developing content that highlights the role these systems play in improving indoor environmental quality. A digital advertising campaign planned for mid-2026 will use interactive, quiz-style content, modeled after familiar "BuzzFeed"-style formats, to help audiences explore and identify appropriate HVAC system approaches.

Questions:

Question asked by Dave Hammond to Committee members: How are utilities driving awareness of commercial building energy efficiency benefits with the following audiences: community, building owners, property management, facilities staff. Is there interest in collaborating in this space?

Comment from Julie Banerjee, Tacoma Power: Equity programs have traditionally centered on low-income or affordability criteria, but equity can be broader than that. ACEEE has highlighted that groups like Title I schools and nonprofits often face the same challenge: funding exists, but it typically arrives at the very end of a project. This raises an important question about where programs can add value earlier—whether through support with specifications, design decisions, or other forms of assistance. While we don't have an answer yet, these are the questions we are interested in exploring.

Question asked by Eric Mullendore, BPA: Is the impression that the installer community knows how to [install VHE DOAS equipment] well and that implementation is not a barrier?

Response from Dave Hammond, NEEA: No. There is still an opportunity in this area. The team is wrapping up a study focused on installation and maintenance practices, which found both strong success stories and a wide range of knowledge and experience across installers and maintenance staff. In some cases, gaps were fairly basic, for example, some maintenance personnel were unfamiliar with how to remove the wheel for cleaning or how to enable defrost mode, indicating room for additional support and education.

Question asked by Eric Mullendore, BPA: Can existing projects with a single zone RTU benefit? You mentioned that if there are multiple RTUs, one is removed and the HRV is installed in its place. Is it no longer a cost-effective option if there is only a single zone for RTU?

Response from Dave Hammond, NEEA: If there is one RTU on the roof, you can replace it with the entire ERV/HRV DOAS system and then bring in the VRF. That is one solution, but it is much simpler if the building has multiple pre-existing RTU zones.

Question asked by Andrew Pultorak, PSE: What are the expected savings with this approach?

Response from Dave Hammond, NEEA: NEEA has estimated approximately 50% of HVAC savings can be found by moving to this design. It depends on the baseline, too. A lot of analysis that NEEA has done has been from electric system to electric system. If changing from gas to electric, savings will vary depending on which costs and how they're being calculated.

Question asked by Eric Mullendore, BPA: You’re supporting very specific technologies and design approaches while trying to engage an audience that may be interested but also balancing many other priorities. How do you package this in a way that aligns with how building owners and operators think about overall energy use in their facilities? There may be real value in collaborating with local utilities where priorities overlap. For example, if the conversation centers on DOAS systems, utilities could also address lighting, water heating, or other efficiency measures, creating a more holistic and relevant discussion rather than a single technology focus.

Response from Dave Hammond, NEEA: We recognize that utilities are often the most visible and trusted partners within local communities, and we see that as an opportunity. At a recent event at Metropole, we partnered with local utility programs, city officials, designers, and community members to showcase a new VHE DOAS installation. Attendees were able to experience the system firsthand while also learning how a ventilation first approach can unlock broader building improvements. These types of collaborations highlight the shared benefits across programs and stakeholders, and we see strong potential to build on those overlaps moving forward.

Question asked by Julie Banerjee, Tacoma Power: Are you looking for first movers or more widespread adoptions?

Response from Dave Hammond, NEEA: A little bit more the former than the latter. We're looking for folks who have taken the step to upgrade before they have to.

Question asked by Eric Mullendore, BPA: Have you thought about approaching WAMOA or someone like that? They're engaged in terms of building performance standards and how that's impacting schools. If you're looking to reduce resistance on the operator side of schools in Washington State, I would recommend that.

Response from Dave Hammond, NEEA: We haven't targeted that organization. We're about a step or two behind that. Q1 and Q2 are going to be focused on learning where those relationships live and determining why they would be interested in engaging with us. We see value in reaching that audience.

Comment from Julie Banerjee, Tacoma Power: We've seen a lot of resistance to new technology by maintenance staff. Having someone who was resistant initially but did the upgrade and is now experiencing the other side present to other maintenance folks could be beneficial.

Response from Dave Hammond, NEEA: PSU is a great example of this. They have a lot of systems that fall within our reach. They had positive things to say about the systems, but when it came to maintenance there were a lot of knowledge gaps and they weren't sure who to ask. From our research, we've found there is clearly a gap there where the program is considering heavily how to get involved, even if it just means making manufacturers more available to end users. Team is considering creating a toolkit to provide to participants.

Comment from Eric Mullendore, BPA: One way to help those specifying reduce resistance from the owner side is to acknowledge that there are things you can do in the design and spec stage to help you avoid poor installation, quality issues, and ongoing maintenance issues.

Housekeeping

- Tomorrow there will be a guest speaker from the Hydraulic Institute, please bring your questions!
- There will be a callout for panelists/collaborators for the LLLC presentation in Q2.
- **EFX –** May 5-6, 2026 in Boise, ID
- **Meeting Feedback from Chat:**
    - **Stephanie Quinn:** I really appreciate the engagement from committee members on these topics. HP HVAC in particular has been a hard topic to tackle and we very

much appreciate all the dialogue and questions you bring forward! Thanks CICC members 🙂

- **Eric Mullendore:** I appreciated the update on DOAS and the increased scope of target audience.
- **Julie Banerjee:** High performance HVAC got my brain thinking!! It's a good example of how to approach stakeholders differently. Updates were really helpful as well and as always - Anouksha coming in strong with the ice breaker.
- **Shree Willhite:** Great presentation on DOAS.

2026 CICC Meeting Dates –

Q2 – Virtual - May 27, 2026

Q3 – NO MEETING – Committee members will receive a list of NEEA updates during Q3

Q4 – Virtual - November 3-4, 2026

Annual Planning will be happening on Day 2 of the Q4 CICC Meeting

Q1 Commerical and Industrial Coordinating Committee (CICC)

Day 2: February 26, 2026

9:15 a.m. – 12:00 p.m.

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Meeting Attendees

Committee Members:
In Person: Julie Banerjee [Tacoma Power]
Virtual: Andy Paul [Avista], Eric Mullendore [Bonneville Power Association (BPA)], Joe Hull [Eugene Water & Electric Board (EWEB)], Cheryl Tuning [Idaho Power], Sheree Willhite [Idaho Power], Andrew Pultorak [Puget Sound Energy (PSE)], Elaine Markham [Seattle City Light (SCL)], John Petosa [Snohomish County PUD (SNOPUD)]

NEEA Staff: Suzi Asmus, Drea Bell, Anouksha Gardner, Katherine Gifford, Britt Cutsforth Dawkins, Warren Fish, Dave Hammond, Alexa Hujik, Nick Michel, Stephanie Quinn, Elliott Rivers

Guest(s): Pete Gaydon [Hydraulic Institute] and Edgar Suarez [Hydraulic Institute]

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Regional Priority Topic – Extended Motor Products Pumps – Update on Hydraulic Institute (HI) efforts to promote energy efficient pumping

Presented by Warren Fish with guest speaker Pete Gaydon from the Hydraulic Institute

Notes: Elliott Rivers

Warren Fish, NEEA's Extended Motor Products (XMP) Program Manager, and guest speaker Pete Gaydon, Deputy Executive Director of the Hydraulic Institute (HI), co-led a presentation highlighting HI's work in the pump industry and its partnership with NEEA.

HI was founded in 1917 and 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 industry and sustainability. In 2006, HI launched Pump Systems Matter (PSM), a 501c3 organization established 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.

Pete shared about the life cycle cost of pumps, which is the total cost incurred over the life of a pump. The measurement includes installation, operation, initial purchase, energy, and maintenance costs. Typically, energy and maintenance represent 65% of the total LCC of a pumping system. Pumps use 10% of motor electricity in US commercial buildings. NEEA research shows national pumping system energy savings could equal the output of 13 natural gas power plants. On average, 20% electrical energy savings are achieved by optimizing a pumping system. Pump selection decisions matter. Pumps have a long life, of around 10-20 years, and selection is critical to energy and reliability. Often folks are focused on initial cost instead of the total LCC. Efficiency and reliability go hand in hand. Pete emphasized that pumps often operate for decades, making proper system selection and operation far more important than upfront cost. Optimizing pump systems not only reduces energy use but also improves reliability by avoiding oversizing, seal failures, and premature equipment wear.

NEEA and HI collaborate regularly; NEEA was a founding member of the Pump Systems Matter board in 2006 and assisted in the development of the Washington State University Building Science Curriculum, the Pump Systems Training courses, HI certifications, awareness efforts like fact sheets and the Smart Pump Database, as well as Energy Rating labels. Pete noted that the HI Energy Rating database and Qualified Product List are often more impactful than the physical label itself, as utilities can use them directly to design incentive programs and influence midstream purchasing decisions.

The US DOE began its work on pump energy conservation standards in 2011 and established the PEI metric in 2016. In 2017, HI announced the Energy Rating Program launch, where Energy Rating labels were introduced for variable load and constant load pumps. NEEA conducted Energy Rating awareness research in 2022 and assisted in the updating of the energy label to be more comprehensive and easier to understand. NEEA and HI launched the Smart Pump initiative in 2026, which aims to make the marketplace more aware of Smart Pumps and their benefits and support

pump manufacturer's efforts to educate consumers about their most efficient and advanced products.

Questions:

Question from Andy Paul, Avista: Why is the Pump Energy Index slightly different than the Fan Energy Index?

Response from Pete Gayden, HI: There are a handful of reasons, one being that there are different stakeholders involved. The fans metric is based on where you select the fan to operate, while with pumps it is based on a weighted average of performance points. The fundamental difference is how the stakeholders went around developing FEI and PEI. There are a lot of fundamentally different considerations between commercial industrial pumps and fans. The fan applications are really wide and there are a lot of different sizes and applications, so it makes sense that their metric would be different.

Comment from Eric Mullendore, BPA: I really like seeing the PEI on the label rather than just the ER.

Julie Banerjee, Tacoma Power agreed.

Question from Julie Banerjee, Tacoma Power: How were the [Energy Rating] labels received in the market and how are they viewed now?

Response from Pete Gayden, HI: These are commercial industrial products, so typically they go to market through reps or distributors rather than end users. NEEA research showed that reps and distributors had low awareness and confusion about the label. Part of the label redesign was to try and make it more understandable and straightforward. Understanding has improved, but it is a constant education battle as there are always new people entering the industry. When the database was created, Pete saw a big impact in bringing the qualified product lists to market. The QPL allows intervention at a midstream level to incentivize reps and distributors to have more energy efficient products on the shelf and buy down that cost so that they can offer it to customers at a reasonable price. Label is more for as we are having those convos w reps and distributors to communicate impact so that they can pass that along and communicate it to customers.

Question from Eric Mullendore, BPA: Can you share more about the decision to make variable load and constant load being two distinct labels, when in you could put a VFD on a pump and now your constant load pump is being used in a variable load application?

Response from Pete Gayden, HI: Regulatory issues-- when negotiating regulations, they advocated for a label to go on a name plate stating what applicable ratings would be.
Right now you have to either understand how the pump is going to be applied while in manufacturing or label it with the constant load label. If a manufacturer is supplying for a specific application and they are supplying both the pump and the VFD, they're able to label as variable load. Otherwise, typically that VFD is coming from a third party so the constant load label is applied by the manufacturer.

In either case, the metric is determined by the ratio of energy consumption of the standard reference to that of the product, which is how the PEI is derived. PEI is an energy index, not an

efficiency index. It represents the ratio of the minimally compliant maximum energy to the actual measured energy, which is why it is useful for calculating power and kWh savings.

Question from Andy Paul, Avista: On the lifecycle cost of pumps slide, it showed 25% for maintenance -- was that calculated for a bare pump or does that change with the addition of an VFD?

Response from Pete Gayden, HI: It depends. This representation is for typical operation which would be without optimal operation which is typical. Typical oversizing, misapplication, focus on lowest cost product, etc. Generally, if you were going to purchase a pump/motor/drive combo and apply it correctly to match system requirements, the original purchase price may double or go up more, the installation cost may increase, and we'd expect energy and maintenance costs to come down proportionally.

Question/Comment from Julie Banerjee, Tacoma Power: From a utility perspective, pumps are often treated as custom-calculation measures, but the Qualified Product List (QPL) approach seems really helpful.

As lighting savings diminish, we're asking:

- What urban pump applications might offer more kWh savings?
- Where might there be missed opportunities in more urban service territories?
- And what role could pumps play in demand response?

Also, the life-cycle cost framing feels especially powerful for program messaging.

Response from Pete Gayden, HI: Pete explained that in urban environments, the biggest pump opportunities are typically in building systems like chilled water, hydronic heating, and pressure boosting for high rise buildings, where demand varies throughout the day. Best practice in these applications is using multiple pumps in parallel with variable frequency drives so output can closely match real time demand. Because these systems are usually just circulating liquid, they're especially well-suited for variable speed operation with large energy savings potential and minimal risk to reliability.

Regional Priority Topic – Efficient Fans – Program update and what's to come in 2026

Presented by Nick Michel
Notes: Elliott Rivers

Nick Michel, Market Transformation Manager for NEEA's Motor Driven Systems group, provided an update on the Fans program, including program learnings, a preview of the Q4 shareout, and what changes as the program advances to Market Development. He also outlined upcoming feedback opportunities and RPAC timelines ahead of a planned September vote.

Nick previewed a Q4 deep dive on fan selection tools and their role in influencing specifier and purchasing decisions. While selection tools are only one component of the program, Nick emphasized that combining them with other market interventions is critical to shifting the market

toward higher efficiency fans. This topic was deferred to Q4 to allow time to complete supporting research, onboard a new manufacturer representative, and align with the upcoming program advancement vote. The Q4 discussion will explore how selection tools, rep engagement, and other strategies work together to influence specifications and purchasing outcomes.

Nick shared several key program learnings to date. The Fan Energy Index (FEI) has proven to be a meaningful and trusted metric—not just for efficiency, but as a specification tool that gives engineers flexibility to optimize fans around their best performance point and reduce callback risk. Different fan types show varying efficiency levels in the market, creating opportunities to better target program efforts by fan category. The program's long term technical potential looks strong, and NEEA is leveraging emerging data to shape future intervention strategies.

Rep engagement has been especially impactful. Nick noted that the program's pivot toward working through manufacturer representatives was the right move, as reps are a key leverage point for influencing specifiers early in the design process. The program is focused on standalone FEI certified fans, rather than fans embedded within packaged equipment, to reduce market confusion. In parallel, NEEA is developing a 2026 forecasting model to better estimate market size, penetration, and long-term savings.

As the Fans program moves into Market Development, several changes will occur: savings will begin to be counted, direct market interventions will launch, formal performance tracking will begin, and stakeholder engagement will become more structured. This marks a shift away from testing and exploratory learning toward active market influence and measurable outcomes. Nick encouraged committee members to raise questions or concerns as the program advances and noted that RPAC review is expected midsummer, with a vote anticipated in September.

Q2 Topic Check In – LLLC Training Activities

Presented by Suzi Asmus (Anne Curran is OOO)

Notes: Alexa Hujik

Call for Panelists to participate in the topic for the Q2 Regional Priority Topic.

Goals for today's check in:

- Confirm that this topic identified during annual planning, is still a priority for Q2.
- If so, recruit 3 committee members to volunteer to develop and lead a panel discussion on LLLC education

Session as initially scoped:

CICC has heard NEEA present on LLLC education numerous times over the years, this is intended as a deeper dive into specific regional needs, led by the committee members. The purpose of the session is to bring Committee Member's experiences and observations on training trade allies on LLLC over the years to help inform ongoing plans of other commercial lighting programs and of regional LLLC initiative.

Presentation and discussion topics for sessions will be developed and finalized collaboratively by Committee Members leading panel. Examples of topics include:

- What has been your approach to LLLC education?
    - How does training fit in? How do educational resources fit in?
    - What has worked well? What has not been helpful?
    - Lessons learned and best practices.
- What skills are critical to successful LLLC project?
    - Where are trade allies already strong?
    - On which topics do trade allies need more training?
    - How can we go beyond introductory training to add more value for attendees?
- How can we ensure training is reaching the right people and a sufficient number of people?
- How can regional LLLC initiative play a role?

Discussion:

- **Andrew Pultorak (PSE)** – Would be interested in being a panelist but couldn't lead the discussion because of other commitments. We have installed them in our own offices before even running incentives, so we are very familiar with the systems and would be happy to discuss.
- **Elaine Markham (SCL)** – either me or someone else from SCL with more expertise could absolutely join and discuss. Reach out.
- **John Petosa (SnoPUD)** – Would be happy to participate
- **Julie Banerjee (Tacoma)** – Would be nice to hear from a smaller utility or someone who has gone through the fluorescent ban as a learning opportunity for the rest of us. I can also speak to more of a theoretical highlights discussion if needed.
- **Joe Hull (EWEB)** – Hopefully by Q2 we will have more experience but would be happy to discuss what we currently have going on in Oregon.
- **Energy Trust** – did not attend the meeting, but committee would like their participation

Outreach will come from Anne and Anouksha within the next few weeks so you can prepare questions and discussion points before our Q2 meeting.

Housekeeping

- EFX26 – registration is open for the conference in Boise as well as submissions for the Lunch Roundtables.
- MT/NEEA101 – end of March. Please reach out to Anouksha if you're interested in attending.
- Whole Building Webinar Series – sign-ups now available

Feedback for today's meeting:

- Julie: I appreciated the engagement from folks and thoughtful content - very relevant and actionable as well as informative.
- Suzi: I really appreciated learning so much more detail about the Hydraulic Institute - especially how long it has been around! I also appreciated hearing how mutually beneficial the relationship between NEEA and HI is.
- Andrew: collaboration and discussion with decision makers in the region (general comment for the 2 days)
- Andy: Really loved Pete's presentation.
- Elaine: Appreciate the good discussion on lifecycle cost of pumps and relationship between reliability and efficiency.

- Sheree: I appreciate the update from the Hydraulic Institutes, it's great having guest speakers.
- Cheryl: The discussion around pumps was very interesting especially since I am non-engineer background.
- Britt: I'm going to keep thinking about the 10% upfront cost (of the total smart pump LCC) and how that feels like such a barrier for our audiences but it's actually such a small part of the equation