Commercial & Industrial Coordinating Committee

Q4 2026 Meeting – Day 1

Wednesday, November 4th

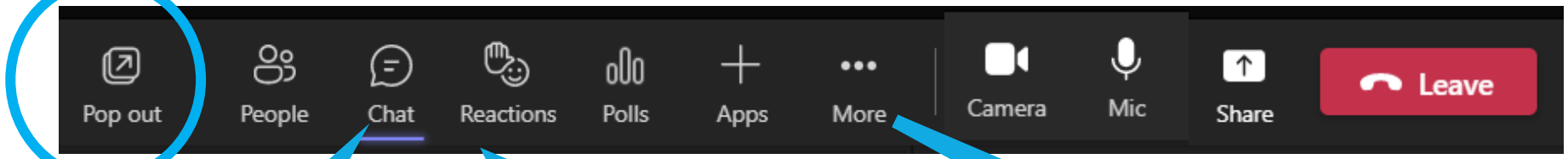
1:00 pm, Pacific Time



*This meeting will be transcribed

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Tools for Today: Engaging on Teams



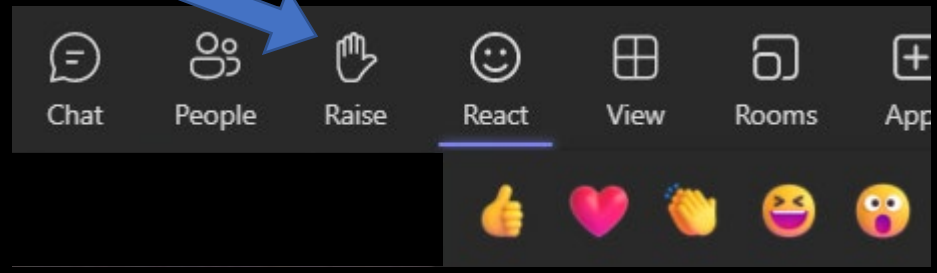
The chat is not captured automatically.

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

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Heads Up!

“Spotlighting” Speakers



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Collective Role – Working Together

- **Share your organization's activities**
- **Come prepared to actively participate**
- **Be transparent**
- **Identify any potential conflicts/challenges**
- **Flag any potential opportunities to leverage**
- **Be present in the conversation and stay flexible**



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AGENDA

(All times Pacific)

1:00 – 1:15	**Welcome, Agenda, Packet Review & Housekeeping**
1:15 – 2:35	**Introduction & Regional Roundtable**
2:35 – 2:45	***Break***
2:45 – 3:45	**Regional Priority Topic** • **Efficient Fans** – *Optimizing fan selection software to highlight FEI and influence specifier decision-making*
3:45 – 3:55	**Recap, Next Steps, Adjourn**

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Packet Review & Informational Updates



Tier 1: Agenda Items

- Memo: Efficient Fans *(pg. 5)*
- Memo: 2027 Annual Planning *(pg. 6)*

Tier 2: Informational Items

- Memo: Luminaire Level Lighting Controls + HVAC Field Pilots *(pg. 7)*

Activity Reports

- Luminaire Level Lighting Controls *(pgs. 11-13)*
- Advanced Performance DOAS *(pgs. 14-16)*
- Extended Motor Products Pumps *(pgs. 16-18)*
- Efficient Fans *(pgs. 19-20)*
- BetterBricks *(pgs. 21-22)*

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)

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HOUSEKEEPING

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Housekeeping

- Announcements & Reminders
  - 2027 Proposed Dates
  - Annual Planning Reminder
  - Upcoming events

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2027 CICC Proposed Dates

Q1 (Hybrid)

- Wednesday, February 24th
- Thursday, February 25th

NEEA Office

Q2 (Virtual)

- Wednesday, May 26th

Q4 (Virtual)

- Wednesday, November 17th
- Thursday, November 18th

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Snapshot of Annual Workplan

Commercial & Industrial Coordinating Committee (CICC) 2026 Annual Workplan				
Q1 Meeting Day 1 – 25th February, Wednesday (HYBRID)	**Q1 Meeting Day 2 – 26th February, Thursday (HYBRID)**	**Q2 Meeting – 27th May, Wednesday (VIRTUAL)**	**Q4 Meeting Day 1 – 4th November, Wednesday (VIRTUAL)**	**Q4 Meeting Day 2 – 5th November, Thursday (VIRTUAL)**
COMMERCIAL HVAC: Advanced Performance DOAS Topic: NEEA Inform & Coordination Opportunity – Developing messaging regarding program benefits to target building owners and facility/operations staff (60 -90 minutes) Desired Outcome: TBD during topic buildout	MOTOR-DRIVEN PRODUCTS: Pumps & Circulators (XMP) Topic: NEEA Inform & Coordination Opportunity - Update on Hydraulic Institute (HI) efforts to promote energy efficient pumping 60-90 minutes Desired Outcome: TBD during topic buildout MOTOR-DRIVEN PRODUCTS: Efficient Fans Topic: Program Updates 30 minutes Desired Outcome: TBD during topic buildout	COMMERCIAL LIGHTING: Luminaire Level Lighting Controls (LLLC) Topic: Coordination Opportunity – Panel Discussion on LLLC Training 60 -90 minutes Desired Outcome: TBD during topic buildout	COMMERCIAL LIGHTING: Luminaire Level Lighting Controls (LLLC) Topic: Coordination Opportunity – Panel discussion on market segments and applications adopting LLLC 60 -90 minutes Desired Outcome: TBD during topic buildout MOTOR-DRIVEN PRODUCTS: Efficient Fans Topic: NEEA Inform & Coordination Opportunity - Optimizing fan selection software to highlight FEI and influence specifier decision-making; lessons from early pilots and feedback from the field	2027 ANNUAL TOPIC PLANNING

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MEMO on Pg 6

CICC Annual Topic Planning Session

- Time: 9:30 - **?** (NLT Noon)
- Mural platform (visual guide only for discussion)
- Focus = topic development (review/discuss topic survey results)



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LEADERSHIP IN ENERGY EFFICIENCY AWARDS

Join us for the hybrid ceremony!

NEEA's Board and staff will recognize individuals and teams for their exemplary dedication and performance in energy efficiency during the NEEA Board Annual Meeting on **December 4.**

To RSVP* go to: **neea.org/leadershipawards**

**In-person attendees must RSVP by Nov. 20*

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Other regional / industry events or announcements?



Check out the EFX26 photo highlights here!



Lisa Grow

CEO & Pres., Idaho Power

EFX 2026, Boise

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INTRODUCTIONS & REGIONAL ROUNDTABLE DISCUSSION

- Name
- Organization
- And…

- Highlights since Q2
  - Programmatic updates
  - What's new? What are you hearing?
  - Organizational updates
  - Any questions for other committee members?



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BREAK



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Highlighting FEI (Fan Energy Index) and Influencing Specifier Decision-Making

Alexis Muench

Efficient Fans Program Manager

November 2026



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Efficient Fans: Our Approach

Barriers
First cost, competing project requirements, and inconsistent FEI awareness can limit efficient fan selection.

Near-term strategy
Work with manufacturers, reps, and specifiers to make FEI easier to find, compare, and include in specifications.

Desired outcome
Fewer low-efficiency selections and greater adoption of efficient fans that meet project needs.

Fans Program – Market Development starting in Q3 2026

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Today's focus



Selection – Incorporating FEI into the Fan Selection Process



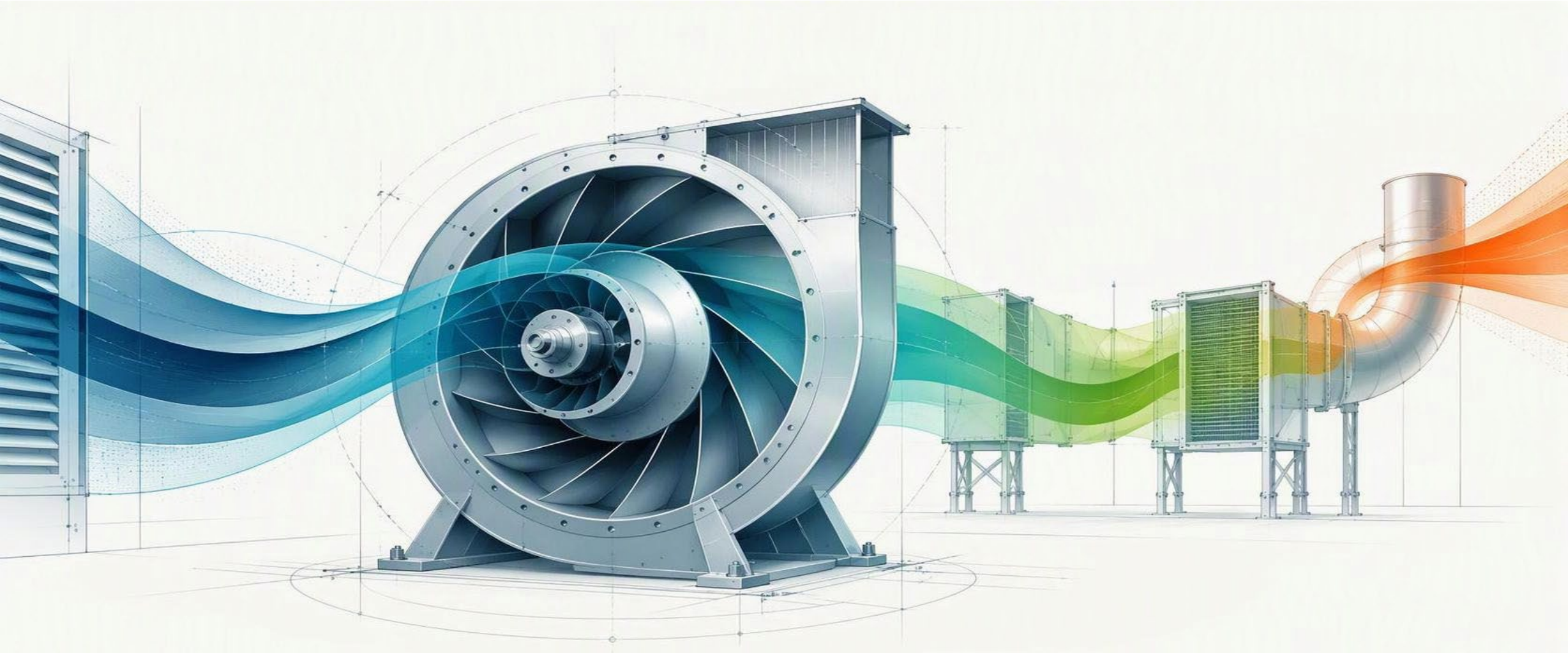
Real World Example – Fan Selection Software



Opportunities for Collaboration and Influence

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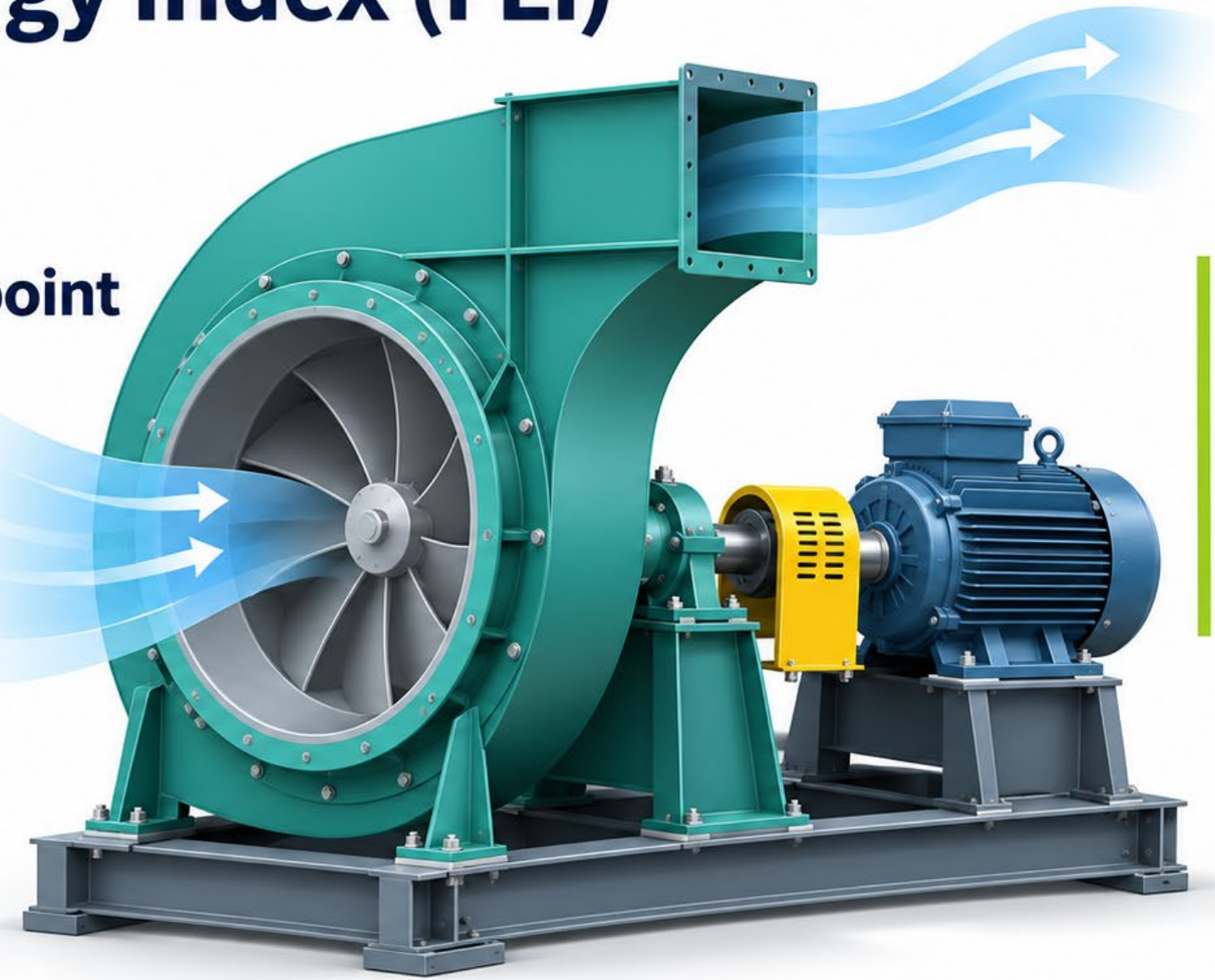
Part 1: FEI and Selection



Fan Energy Index (FEI)

Required duty point

- Airflow
- Pressure

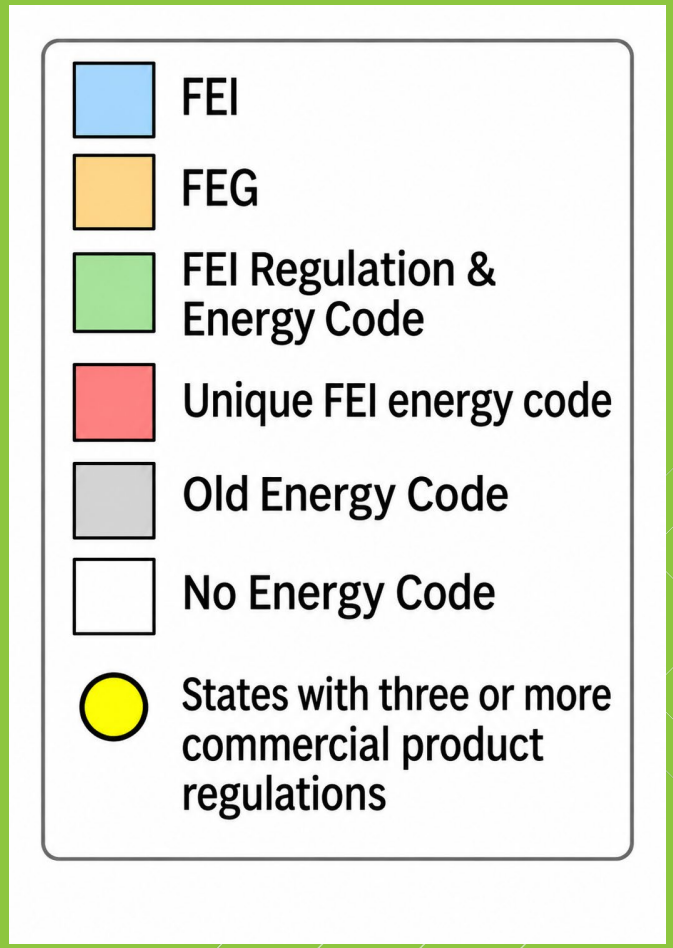


FEI

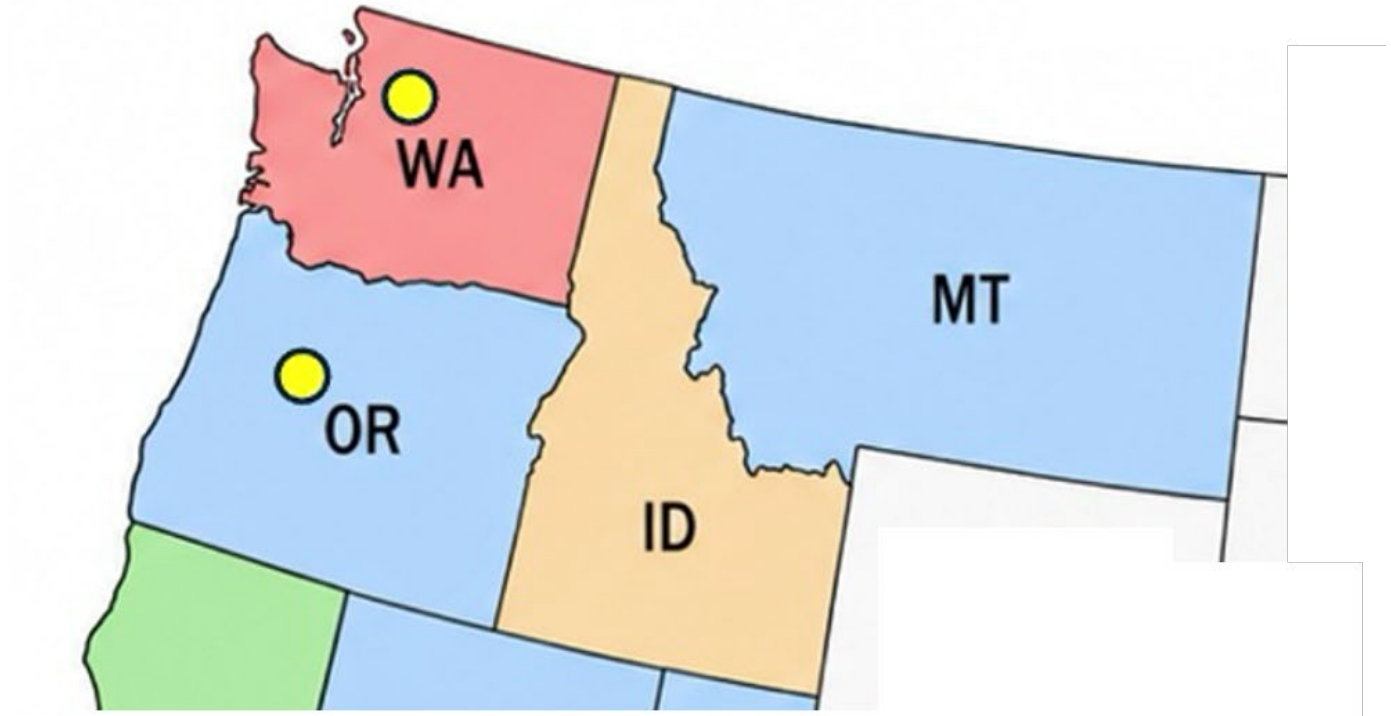
Compare energy performance at the required duty point

Higher FEI indicates better energy performance at the same duty point

AMCA (Air Movement and Controls) – Regional Code Context



FEI vs FEG (Fan Efficiency Grade) by State – NEEA Territory



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Where FEI Enters the Fan Selection Decision

Establish the Requirements:
Airflow, pressure & FEI

Compare Options: Cost, space, sound, FEI

Document the Selection:
Formalize the FEI and duty point in schedules and submittals

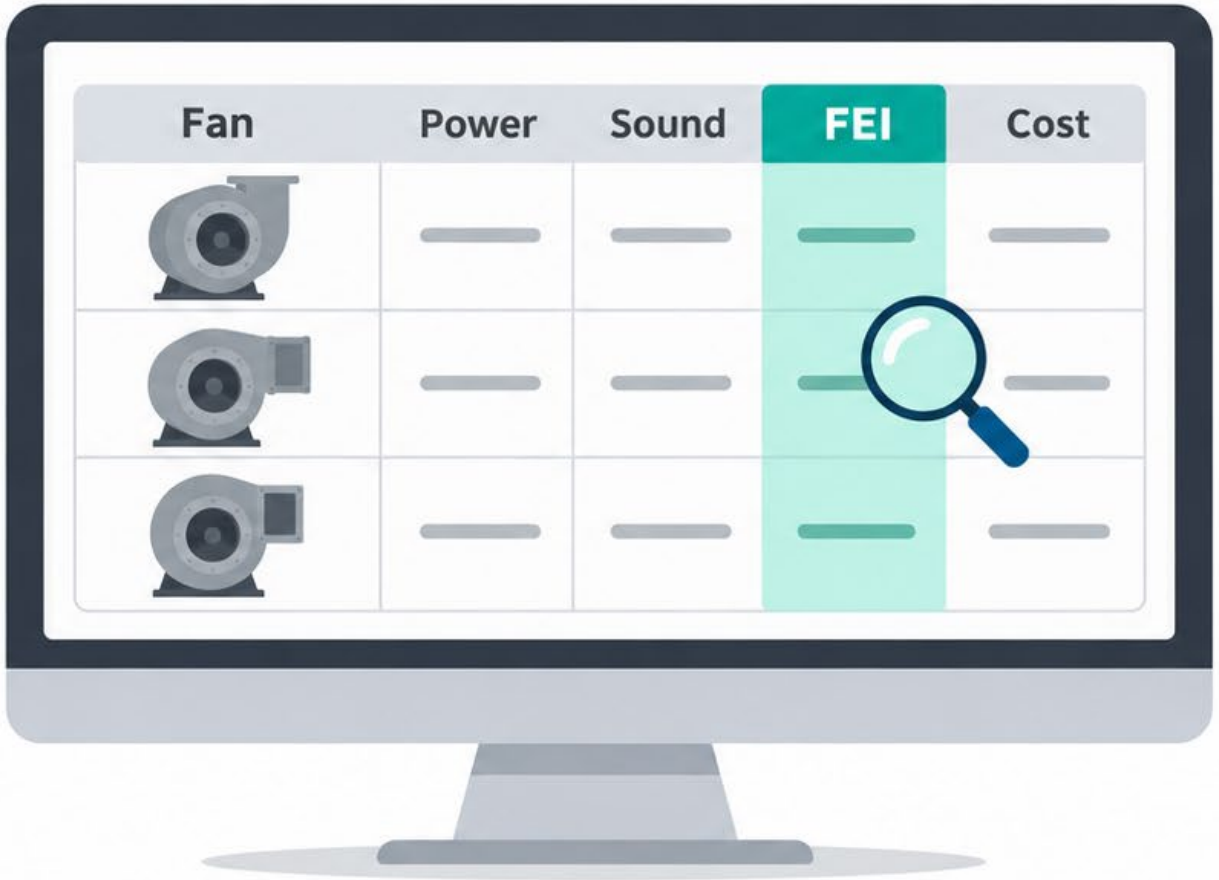
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PART 2

Example

FEI in Selection Software

A walkthrough of fan selection and comparison



What to Watch for

- Starting Point – What information does the user have, and which constraints narrow the options
- Initial choice – What makes the first selection a reasonable fit
- FEI comparison – Where does FEI appear, and which suitable alternative does the user compare?
- Final recommendation – What changes when the specification explicitly references FEI

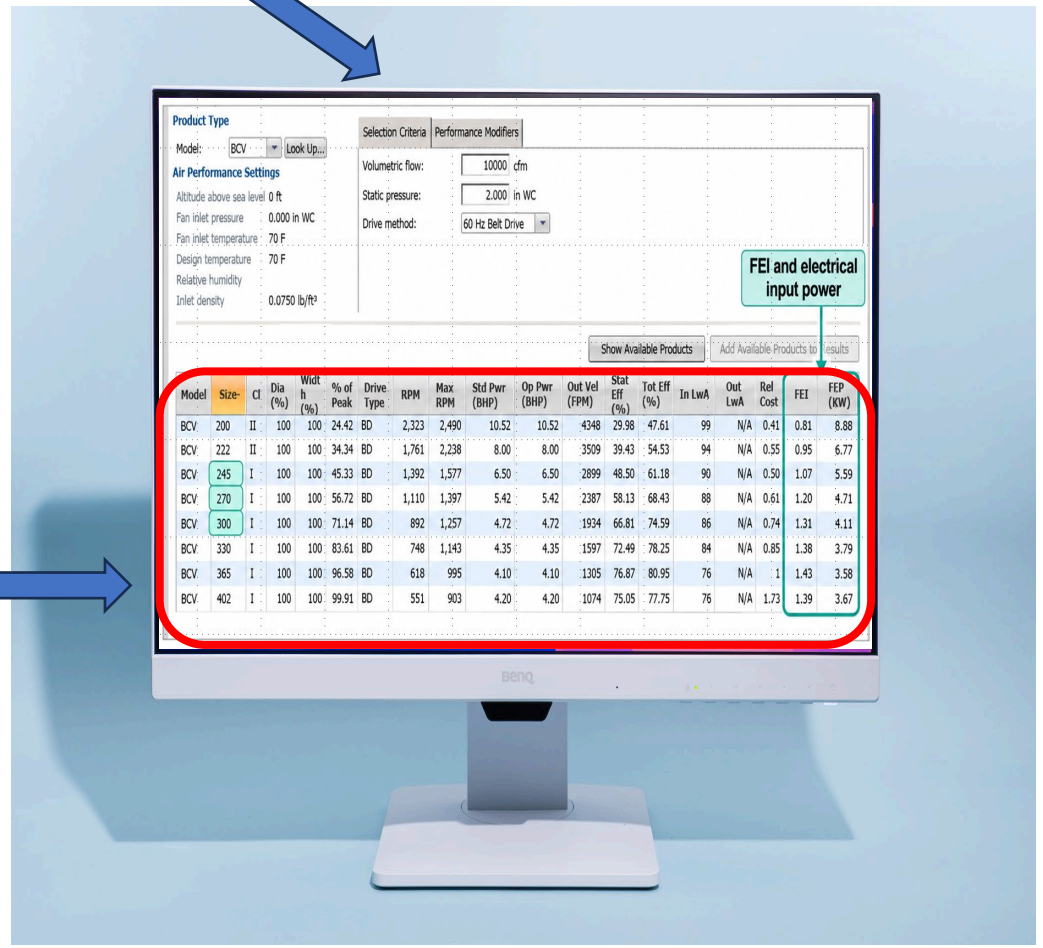
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FEI Example – What does the Fan Need to Do?

Before comparing fans, enter the project's requirements Ex:

- **Airflow**: 4.72 m3/s (10,000 cfm)
- **Pressure**: 500 Pa (2.0 in.wg) static pressure
- **Conditions**: Sea level (standard atmospheric pressure)

Same requirements.
Different fan options.



One Set of Requirements, Several Fan Options

10,000 cfm | 2.0 in. w.g. static pressure | Sea-level conditions

Product Type

Model: BCV Look Up...

Air Performance Settings

Altitude above sea level	0 ft
Fan inlet pressure	0.000 in WC
Fan inlet temperature	70 F
Design temperature	70 F
Relative humidity	
Inlet density	0.0750 lb/ft³

Selection Criteria | Performance Modifiers

Volumetric flow: 10000 cfm

Static pressure: 2.000 in WC

Drive method: 60 Hz Belt Drive

FEI and electrical input power

Show Available Products | Add Available Products to Results

Model	Size-	Cl	Dia (%)	Width (%)	% of Peak	Drive Type	RPM	Max RPM	Std Pwr (BHP)	Op Pwr (BHP)	Out Vel (FPM)	Stat Eff (%)	Tot Eff (%)	In LwA	Out LwA	Rel Cost	FEI	FEP (KW)
BCV	200	II	100	100	24.42	BD	2,323	2,490	10.52	10.52	4348	29.98	47.61	99	N/A	0.41	0.81	8.88
BCV	222	II	100	100	34.34	BD	1,761	2,238	8.00	8.00	3509	39.43	54.53	94	N/A	0.55	0.95	6.77
BCV	245	I	100	100	45.33	BD	1,392	1,577	6.50	6.50	2899	48.50	61.18	90	N/A	0.50	1.07	5.59
BCV	270	I	100	100	56.72	BD	1,110	1,397	5.42	5.42	2387	58.13	68.43	88	N/A	0.61	1.20	4.71
BCV	300	I	100	100	71.14	BD	892	1,257	4.72	4.72	1934	66.81	74.59	86	N/A	0.74	1.31	4.11
BCV	330	I	100	100	83.61	BD	748	1,143	4.35	4.35	1597	72.49	78.25	84	N/A	0.85	1.38	3.79
BCV	365	I	100	100	96.58	BD	618	995	4.10	4.10	1305	76.87	80.95	76	N/A	1	1.43	3.58
BCV	402	I	100	100	99.91	BD	551	903	4.20	4.20	1074	75.05	77.75	76	N/A	1.73	1.39	3.67

One manufacturer's software example, provided by AMCA

Comparing Fan Options: Energy and Cost

Same duty point: 10,000 cfm at 2.0 in. w.g. static pressure • Sea-level conditions

Fan size designation	Speed (rpm)	Electrical input power (kW)	FEI	Relative cost*
245	1,392	5.59	**1.07**	**0.50**
270	1,110	4.71	**1.20**	**0.61**
300	892	4.11	**1.31**	**0.74**

In these selections, better energy performance can come with higher relative first cost.

*Manufacturer’s relative cost indicator, not a dollar price or installed cost.

Source: manufacturer selection example provided by AMCA. Values transcribed from the supplied table.

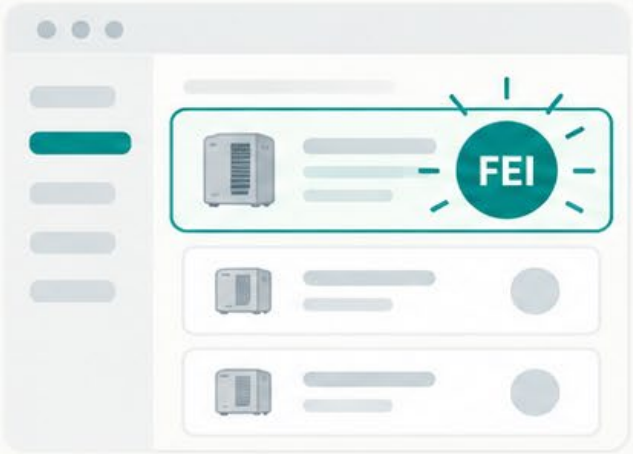
What Did the Example Reveal?

- Visibility – Did the user see FEI before making a selection?
- Comparison – Was it easy to compare FEI among options that met the requirements
- Tradeoffs – Which constraints affected the recommendation
- Specification – Would an explicit FEI requirement change the process



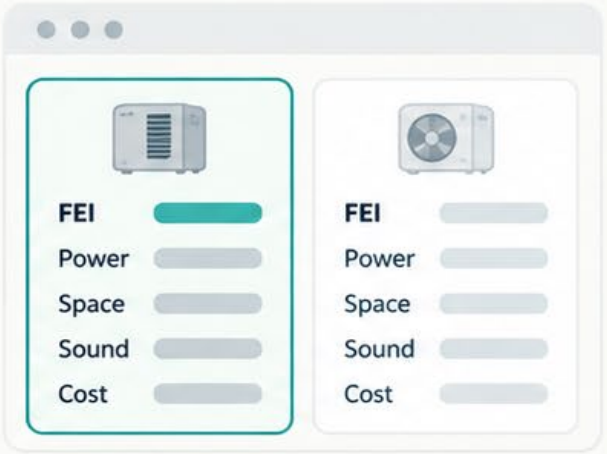
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Software Improvements to Explore



Prominent display

Show FEI where users compare candidate selections.



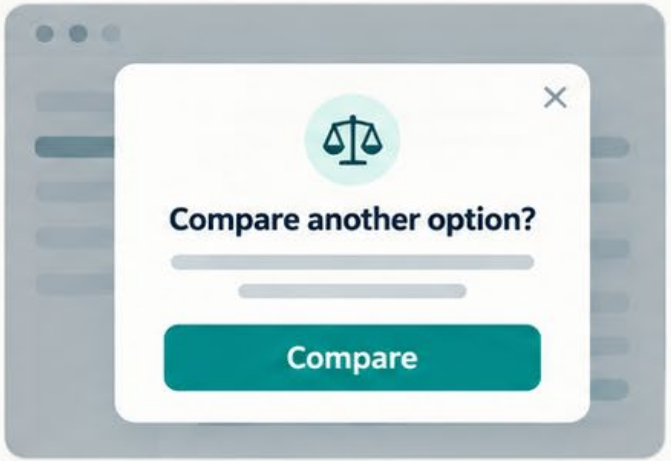
Useful comparisons

Compare FEI alongside input power and project constraints.



Sorting and filtering

Help users examine suitable options by FEI.



Selection prompts

Encourage another comparison before finalizing the choice.

Concepts to explore with software partners.
These are proposed ideas, not claims about existing features.

PART 3

Opportunity

Supporting Better Fan Selection

How NEEA, utilities, and market partners can help



The Lifecycle of Selecting a Fan



Manufacturers

Provide fan options, performance ratings, selection software, and technical support.



Manufacturer representatives

Work with specifiers to compare suitable fan options, explain tradeoffs, and prepare selections and quotes.



Specifiers / engineers

Define airflow and pressure needs, compare performance, and document selection requirements.



Contractors

Coordinate purchasing and installation.





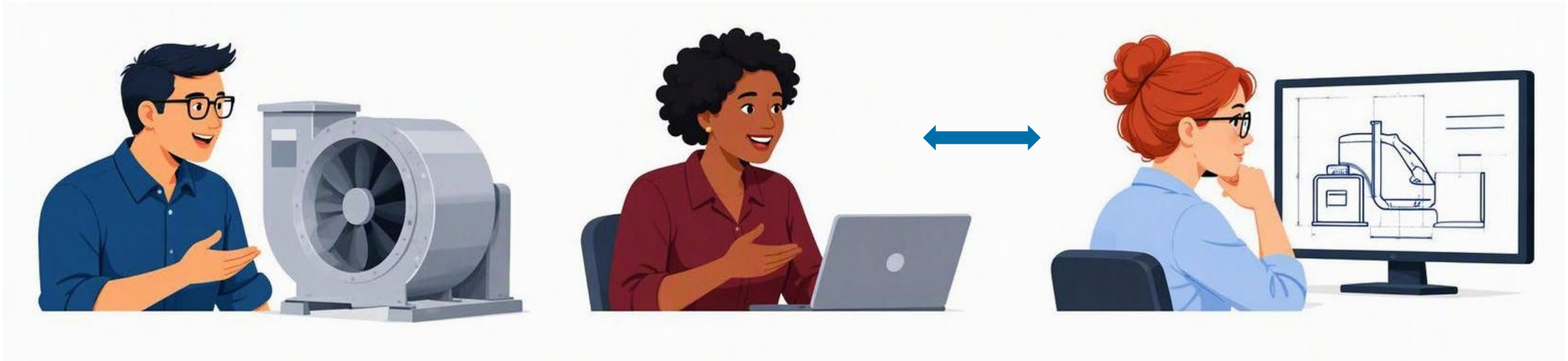
Owners / operators

Set budgets and operating priorities.

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Where NEEA Can Influence Fan Selection

FEI can inform equipment comparisons and conversations across these roles



Manufacturers

Encourage efficient products and make FEI easier to find and compare.

Manufacturer representatives

Support FEI education and conversations about selection tradeoffs.

Specifiers / engineers

Support clear FEI requirements in specifications and schedules.

Make efficient options easier to identify, recommend, and retain through purchasing.

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Work Underway with Partners

Manufacturer Engagement

Working with Manufacturers for software improvements, data, events

Rep and Specifier Outreach

Building FEI awareness and engagement, spread Value prop, gather and analyze sales data

Education and Resources

Developing AMCA Education Modules and Practical FEI Guidance

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Supporting Utilities and Their Project Networks

Industry Connections	• Accessing engineers, reps and contractors who review workflows
Practical Education	• FEI resources and trainings that can complement existing ally offering
Insights from the Field	• Real world examples that illustrate specification & selection decisions
Regional Access	• Opportunities to extend resources to local and rural project networks

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What Would Make FEI Easier to Use in Your Project Networks?

- Where do you see opportunities—or barriers—for reps and specifiers?

- How could NEEA and utilities work together to address them?

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Thank You!

Alexis Muench

Program Manager

amuench@neea.org

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Action Items| Any Final Qs?

- Action Items
- Public Comment?
- Closing Remarks?



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Public Comment?

Closing Remarks?

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Thank You!

See you all tomorrow at 9:30 am

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Commercial & Industrial Coordinating Committee

Q4 2026 Meeting – Day 2



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WELCOME
&
GOOD MORNING



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AGENDA

(All times Pacific)

9:30 – 9:40	**Welcome & Agenda**
9:40 – 10:10	**Luminaire Level Lighting Control**
10:10 – 10:40	**Advanced Performance DOAS**
BREAK (10:40 – 10:50)	
10:50 – 11:20	**Extended Motor Products Pumps**
11:20 – 11:50	**Efficient Fans**
11:50 – 12:00	**Recap, Next Steps, Adjourn**

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MEMO on Pg 6

ANNUAL PLANNING



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Our Role as a Coordinating Committee



Inform & Share

NEEA findings and program learning

Utility experience and lessons learned

Emerging market developments

Build shared understanding



Convene & Connect

Compare approaches across the region

Invite subject-matter expertise

Surface different perspectives and needs

Bring the right voices together



Collaborate & Coordinate

Anticipate implementation challenges

Reduce duplication or conflicting activity

Leverage channels, resources and relationships

Align where joint effort adds value

How We'll Approach Today's Topics

Today's Goal: Select the strongest topics, then clarify the purpose, participants, and desired outcome for each.

Information-sharing and convening topics are welcome. In those cases, committee members may be asked to help shape, lead, or bring content and expertise

Connection to the Program

- Does it connect to the program's strategy, market barriers, market actors or current learning needs?

Regional Value

- Will hearing more than one organization's experience or perspective improve the conversation?

Coordination or Leverage

- Could it improve alignment, reduce duplication, address a challenge, or amplify influence?

Right People

- Who needs to be in the room, and which topic specialists should committee members invite?

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NEXT STEPS

- Q1 2026 meeting
  - 24th and 25th February
  - Hybrid at NEEA office
- Draft workplan shared with committee by January 2027
  - Confirm topics
  - Confirm relevance of Q1 regional priority topic based on workplan plotting

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Action Items| Any Final Qs?

- Action Items
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- Closing Remarks?



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Meeting Feedback

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



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Thank You!

See you at LEEA or Next Year!