



**Energy Efficiency Board
Commercial & Industrial Committee Meeting**

Tuesday April 12, 2022

1:00 – 3:30 PM

Meeting Materials in Box.com:

<https://app.box.com/s/53uluh8iqqxorbbmdoj6d1kbsvuh1qq>

[Meeting Recording](#)

Minutes

1. Roll Call

Board members: Anthony Kosior, Kate Donatelli (Designee – Vicki Hackett), Ron Araujo, Walter Szymanski, Anne-Marie Knight, Donald Mauritz, Hammad Chaudhry, Joel Kopylec

Other attendees: Alex Sopelak, Daniel Robertson, Emily Rice, George Lawrence, Glenn Reed, Jay Goodman, Jordan Schellens, Dave McIntosh, Gary Pattavina, Kaylee Velasquez, Madison Donahue, Peter Ludwig, Randy Vagnini, Stacy Sherwood, Tiffany Murphy

2. Update on progress: CT Industrial Energy Consumers (CIEC) issues as presented during December DEEP Tech Sessions

The CIEC provided several comments during DEEP’s Technical Input Sessions around the C&LM Plan conducted in December. Mr. George Lawrence, Technical Consultant, led a discussion to update the Committee, providing a slide deck summarizing updates on the discussion points below.

a) Companies should rely on energy savings estimates calculated by customer P.E.s or C.E.M.s.

CIEC Representative, Mr. Jay Goodman, has been negotiating a proposal with the Companies to allow customers equal to or over five Mega Watts to estimate savings pre-project to expedite the process. Measurement and Verification will continue to be collected pre- and post-project, as it is needed to determine final savings and justify incentives. Meetings are on-going.

b) Project energy savings should be estimated with reference to the replaced equipment and not with reference to the code baseline.

The Committee discussed what is in the Program Savings Document (PSD), which defines savings calculations for measures. Mr. Lawrence noted that timing of replacement makes a difference on project and evaluation economics. The Companies have an internal working group between Evaluation and Implementation to assess and inform offering early retirement saving moving forward. The Companies hope to allow this in early 2023. Mr. Lawrence noted that data collection will need to meet Evaluation needs in these instances.

Mr. Lawrence discusses Industry Standard Practice (ISP) and its application for industrial equipment.

- c) DEEP should direct the EDCs to begin a collaborative process for the development of an alternate pathway to demonstrate project energy savings.
This is part of the proposed pathway under development described in 2a above. Mr. Lawrence noted that the DEEP's pending Conditions of Approval for the 2022-2024 C&LM Plan may address this.
- d) DEEP should clarify that incentives may be awarded to fuel switching projects.
Mr. Lawrence noted that the DEEP's pending Conditions of Approval for the 2022-2024 C&LM Plan may address this. Ms. Kate Donatelli indicated that DEEP would work with the Committee on the actual implementation of what ends up in any related Conditions of Approval.
- e) Annual incentive caps should be aligned with customer contributions.
Incentive caps are set by DEEP policy. The Companies can petition DEEP on a case-by-case basis, which they currently do as projects qualify above the cap. The existing annual incentive caps, which are \$2 million per tax ID for Eversource customers and \$500,000 for Avangrid customers.
- f) The mechanism for collecting C&LM Plan funding should be revised
The mechanism is set by statute but can be changed through legislative action, which is outside the scope of the EEB and C&I Committee. Mr. Jay Goodman suggested that there may be room to change allocation formula within the current statutory language. The Committee discussed appropriate next steps for this item. Mr. Goodman suggested CIEC develop a proposal. Ms. Kate Donatelli, DEEP, offered to check with her team and inform CIEC of next steps before the group puts work into a proposal, given that this issue is beyond the scope of the Committee.

Mr. Lawrence's presentation can be found in the [materials folder](#).

3. Update on progress: CT Contractor Consortium (CCC) issues as presented during December DEEP Tech Sessions

The CCC provided several comments during DEEP's Technical Input Sessions around the C&LM Plan conducted in December. Mr. George Lawrence, Technical Consultant, led a discussion to update the Committee, providing a slide deck summarizing updates on the discussion points below.

- a) High volume of projects resulted in project turnaround delays (diversion to midstream)
Mr. Lawrence indicated it is too soon to tell if there are delays so far this year given seasonal market trends. The Companies use an online project management software to track processes, including turnaround time, so they can gage progress or adjust if project approvals are taking longer. The Companies stated that the engineering review process is proportionate to the complexity of the project.

Mr. Daniel Robertson indicated that delays happen when projects go to engineering review due to back-and-forth and suggested there may be room for improvement.
- b) Variability in post-inspections
Some new third-party inspectors have been put into place, and Mr. Lawrence asked if consistent checklists or procedures are used between the different companies. Avangrid was not certain, and Eversource indicated that the checklists have not been coordinated but the calculations have the same basis from the PSD. Ms. Alex Sopelak, Eversource, said she would look into it.

a. Adjust prescriptive cost assumptions to account for inflation

An 8.5% increase is taking effect next month. Mr. Daniel Robertson noted that some contractors have seen 15% inflation, acknowledging this is not annual.

b. Workforce needs training to meet plan goals

The 2022-2024 C&LM Plan includes twelve trainings, starting on page 149 of the Three-Year Plan. A comprehensive workforce training team is reviewing Eversource's ability to provide training or partner with existing organizations on getting training to the vendor, community, or its customers. The Committee discussed the training schedule and what this might look like; it is still in development.

Mr. Lawrence asked CCC what training topics its organization is interested in. Mr. Robertson noted that financial calculations for heat pumps in existing non-residential is needed.

c. Electric vehicle (EV) charger efficiency in addition to demand

CCC asked what the standard turnaround time for EV charger applications was, and whether resources can be added to shorten it to one week. Mr. Robertson indicated that turnaround time has been a few days but is slipping and he is concerned with projected volume increases the turnaround time will slip further. Mr. Ron Araujo, Eversource, said he would look into this and provide an update at the next Committee meeting. Mr. Joel Kopylec, Avangrid, asked if Mr. Robertson had projections by Company and agreed to connect with Mr. Robertson offline.

Mr. Lawrence asked if the Companies were able to handle the projected increase in meter and service requests associated with EV charging stations. Mr. Araujo and Mr. Kopylec both indicated that the Companies discussing this internally.

4. Update on Small Business Program RFP

Ms. Alex Sopelak shared that Avangrid and Eversource put out a joint bid for the Small Business Program soliciting small business contractors. The bid was released March 25 and will close April 29. Vendors will be able to provide new pricing during this process. Companies expect to have new contract in place in September, which will be the time new pricing will go into effect. Companies are also developing training during this timeframe that will focus on program operation such as project processing.

The number of vendors selected depends on the number of qualified companies that response and the Companies' ability to accommodate them within the budget.

5. Overview on C&I customer segmentation – Companies

The Companies prepared an overview of customer segmentation, presented by Mr. Joel Kopylec, Avangrid, and Ms. Jordan Schellens, Eversource. The presentation, which can be found in the [materials folder](#), covers the definition of market segmentation, why it's important in the context of energy efficiency programs and planning, and what segments and subsegments (or verticals) the Companies report on.

The Companies discussed how outreach differs across segments or verticals. Ms. Schellens indicated that focused teams meet monthly to strategize on each of the verticals they are

working on, which could include joining industry member organizations and presenting. Mr. Kopylec noted that Avangrid has a similar strategy.

6. C&I Committee planning for May 2022

a. EEB focus area topic for May: Program Benchmarking vs. Other States

The Technical Consultants are preparing a deep dive into Program Benchmarking. Mr. Lawrence shared an outline of this topic, which can be found in the [materials folder](#). Mr. Lawrence solicited feedback on what details the Committee would like to see.

b. Additional C&I heat pump modeling

Mr. Anthony Kosior wants to see evaluation of opportunities that utilize both the heat sink and heat source, like variable refrigerant volume systems and heat recovery chillers. Mr. Lawrence asked if Mr. Kosior had examples he could share, and Mr. Kosior said he did and would need to check what information he can share; he said he would follow up in a week or so. Mr. Kosior suggested connecting offline to have a more detailed technical discussion. Mr. Kosior wants to understand the Technical Consultants' capabilities. Mr. Lawrence suggested putting together an analysis wish list and then investigating how to go about accomplishing it.

c. Small business and microbusiness program/pilot overview

Companies agreed this would work.

d. C&I Metrics for Q1 2022

Companies indicated this would be ready for May.

e. Code trainings

The Committee discussed the new code Connecticut is adopting and Mr. Lawrence suggested training market actors on what the new code will require. Avangrid has selected a vendor to conduct this training for both Companies and is going through the purchase order process. Mr. Kopylec offered that an update could be provided in May.

f. DEEP Conditions of Approval

Mr. Lawrence and Ms. Donatelli discussed an update on DEEP's conditions of approval that apply specifically to the Committee.

7. Adjourn

Mr. Walt Szymanski asked how a change in the funding mechanism for C&LM Plan would impact Connecticut Municipal Electric Energy Cooperatives. Ms. Donatelli said they could discuss this more offline but noted that earlier discussion was regarding the C&LM, and it would not apply to CMEEC's program.

The meeting was adjourned.