



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

Tuesday September 13, 2022

1:00 – 3:30 PM

[Meeting Materials](#)

[Meeting Recording](#)

Minutes

1. Roll Call

Board members: Amanda Fargo-Johnson, Kate Donatelli (DEEP), Ron Araujo, Anne-Marie Knight, Anthony Kosior, Donald Mauritz

Board Consultants: Phil Mosenthal, George Lawrence, Emily Rice, Stacy Sherwood

Other attendees: Alex Sopelak, Brendan Thomas, Colleen Morrison, Dan Mellinger, Daniel Robertson, Dave Mcintosh, Ghani Ramdani, Glen Eigo, Jay Goodman, John Khatcherian, Jordan Schellens, Jordan Tuttle, Brandon Mark, Shea Kirwin, Tiffany Murphy

2. C&I Highlights from the Plan Text

Mr. George Lawrence noted that the Energy Efficiency Board will be voting on the Plan Budgets and Tables at the September Board meeting tomorrow, but the Plan Text will be up for a vote at the October Meeting. Mr. Lawrence shared a slide deck summarizing the recommended Plan Text changes for the 2023 Plan Update. A copy of the presentation can be found in the [materials folder](#).

Regarding Slide 2, Mr. Lawrence asked if the Committee or Companies had any comments on a contractor tool for weatherization. Ms. Alex Sopelak noted the Companies are building the subcontractor network to support C&I weatherization. Ms. Sopelak indicated the Companies are working on a tool, but is not sure whether the tool will have savings and cost calculations, adding that cost per square foot is another approach. Mr. Lawrence suggested that a standardized tool would be beneficial. Ms. Amanda Fargo-Johnson asked if there was a tool that can be repurposed from elsewhere; Ms. Sopelak noted that the Companies are working on repurposing a Massachusetts tool. Ms. Amanda Fargo-Johnson asked when it would be available and Ms. Sopelak said she would follow up.

Regarding Slide 3, Ms. Kate Donatelli asked for clarification on the reference to realigning heat pump costs. Mr. Ron Araujo noted that this supports what was proposed in the Companies' response to Condition of Approval #11.

Regarding Slide 6, Ms. Sopelak noted that the Online Marketplace will be run by the Midstream team and they will need to provide more details.

Regarding Slide 8, Mr. Ghani Ramdani asked if the bottom-up model can be calibrated rather than adopted a top-down model. Mr. Lawrence noted that he was concerned that a bottom-up model wouldn't capture a lot of things and would leave savings on the table.

Regarding Slide 11, Mr. Ramdani noted that the current Program Savings Document (PSD) is undergoing changes. The Companies plan to add more language to this section. Mr. Lawrence noted that the early retirement pathway should be recognized as an official, viable path in the Plan Text. Ms. Donatelli asked if there have been any changes to the method for calculating the baseline? Mr. Lawrence noted there is a standard methodology, but it's not a common practice in Connecticut now. Mr. Lawrence explained further what considerations should be included. Mr. Ramdani added that the Evaluation Study X1939 can inform early retirement protocols. Mr. Lawrence suggested the recommendations and methodologies in that report can be integrated into the PSD.

Regarding Slide 12, Ms. Jordan Schellens mentioned that she hopes to have analysis for changes to target segments, metrics, or additional DEI metrics for the group in October.

Mr. Lawrence said that he recommends the Board approve the C&I portion of the text, reserving space to address the weatherization tool discussed on Slide 2.

Ms. Amanda Fargo-Johnson asked if a table will be provided on the website highlighting overall changes and what is available. Mr. Araujo agreed this is a good idea, noting that deadlines to watch, incentives, and changes are all topics to include in a document. Mr. Lawrence and Mr. Araujo discussed the timeline for providing this information.

3. Review of the C&I Benefit Cost Models

Mr. Lawrence shared that the savings and cost information is presented in Table Bs of the Plan. Mr. Lawrence provided a slide deck that highlights Table Bs, realization rates and measure lives, and a review of savings and costs. A copy can be found in the [materials folder](#).

Mr. Ghani Ramdani noted that the CT Efficiency test, previously referred to as the modified cost test, is now being used and Ms. Kate Donatelli added that DEEP's directive is to make this effective in 2023.

Ms. Kate Donatelli, noting that emissions savings are not tracked for the demand response program, asked Mr. Lawrence to comment on the limitations to do so. Mr. Lawrence noted that demand response measures reduce a customer's load on the grid at a specified time. One method is using a backup generator, which reduces the load but does not reduce emissions. Ms. Donatelli asked if any grid-scale could attribute to the program? Mr. Lawrence explained this gets into "what-if" scenarios. Mr. Ramdani added that other measures simply shift the peak, but do not necessarily reduce energy consumption or emissions.

4. How to Build the Weatherization Contractor Network for C&I (30 min) – DEEP

Ms. Kate Donatelli explained that the Consultants asked DEEP to look into this topic. A few weeks ago, DEEP met with contractors and raised the issue of potential crossover between residential weatherization contractors and work that's going on in the small business program. This meeting aimed to gauge the level of awareness, identify barriers to contractors trying to participate in this program, and provide suggestions on how to coordinate. Ms. Donatelli shared the feedback that was received from the residential side, summarized in a presentation that can be found in the [materials folder](#).

Ms. Donatelli's presentation includes feedback from vendors on barriers to participate, suggestions for how to participate, etc. Mr. Jordan Tuttle, CMC, shared that his company has found it beneficial to adapt by partnering with other vendors in order to serve both programs. Mr. Tuttle and Ms. Donatelli discussed how Aeroseal¹ duct sealing technology fits into the SBEA structure.

¹ <https://aeroseal.com/>

Ms. Donatelli led the group in a discussion, using the talking points on Slide 5 of her presentation. Mr. Glen Eigo, Avangrid, suggested developing a set of small business, prescriptive weatherization measures that could get around the limitations of blower door testing. Mr. Tuttle noted that multifamily switched to an hourly air sealing method when COVID inhibited blower door testing, and suggested considering a similar pathway.

Mr. Lawrence asked whether Mr. Tuttle has compared the savings claim from having had a two-person crew working for an hour or two, and what he thought the savings would be based on that versus doing an actual blower door test incentive approach to see how well the assumptions might align. Mr. Tuttle said he couldn't answer that right now, but noted that blower doors help at larger properties with more opportunities but hurts at smaller, newer properties.

Ms. Donatelli asked if there are specific customer segments within the SBEA program, either based on the type of business or physical space they occupy, that should be targeted for weatherization. Mr. Tuttle noted old Victorian homes converted to businesses. Mr. Lawrence asked about places of worship and Mr. Tuttle shared that CMC finds opportunities at these sites.

Ms. Alex Sopelak shared the Companies are working to increase awareness of both programs with vendors through training and outreach.

5. Planning for October

Mr. George Lawrence led a discussion around the topics for the October meeting.

- a. Final discussion of 2023 Plan Update
- b. Highlights from the New Energize CT Website – Ms. Schellens asked for more specifics on what the Committee would like to see.
- c. Grocery / Refrigeration Initiative – Mr. Paul Tangredi should be ready for this.
- d. Integration of Efficiency and Renewables – Ms. Stacy Sherwood indicated this topic is on hold for the moment.
- e. Diversity Equity and Inclusion analysis – Ms. Jordan Schellens said she would need to confirm with Mr. Lawrence.

Ms. Alex Sopelak shared an update on the SBEA award timeline. Ms. Sopelak said the pricing has been responded to, and the Companies will then compile the results and notify the companies that will receive extended contracts.

6. Adjourn

The meeting was adjourned.