



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

**Tuesday, December 8, 2020  
1:00 – 3:30 PM**

Meeting Materials in Box.com: <https://app.box.com/s/inko4o1hr4vq88nbv50d58nt40se8pz0>

1. Roll call

Committee Members: Neil Beup, Michael Li, Michael Malmrose, Donna Wells, Alex Sopelak, John Kibbee, Elizabeth Murphy

Attendees: Alyssa Hoffertg, Amanda De Vito-Trinsey, Andy Winslow, Brian Malarkey, Charlie O'Neill, Daniel Robertson, Daniela Iozzo, Danny Anders, Dave McIntosh, Devin Schleidt, Edyta Shim, Emma Thornton, Evan Wyner, George Lawrence, Giulia, Glenn Reed, Jack Traver, James Klase, Jodi, Joel Kopylec, John Salafia, Jordan Schellens, Katie Savino, Kevin Vidmar, Linda King, Marc Riel, Matt Menard, Melissa Ferguson, Michael Bruno, Michael Robb, Mike Weissman, Nicholas Zuba, Nick Francis, Paul Tangredi, Peter Ludwig, Philip Mosenthal, Randy Vagnini, Ricardo Jordan, Richard Tomasko, Robert Auer, Sam Schneider, Sarah Leveque, Scott, Tiffany Cunningham, TM

2. Equity Metric Data Discussion

- a. Review available data. Mr. Kibbee presented Eversource's data for participating customers over a five-year period by quartiles, sector and fuel type. Ms. Murphy reviewed UI's electric customer accounts participating by quartiles over a five-year period with UI accounts listed by NAICS codes. The next steps for the utilities will be refining the analyses, including tenants in buildings. Mr. Mosenthal and Mr. Lawrence pointed out nuances of building types and locations may need further review depending on the sector.

Ms. Murphy also discussed arrearage balance by segment and the impacts of COVID-19. Other segments with large percentages of arrearages may be because the bills are larger, such as a healthcare customer vs. a restaurant. Mr. Kibbee concurred that segments line up at Eversource. Mr. Beup commented looking at quartiles 3 and 4 more closely may provide more insight. Mr. Mosenthal added large companies tend to modify things, whereas smaller companies may not, impacting participation rates. Mr. Vagnini supported the idea that many customers don't take advantage of the programs, because money is not in the budget. Looking at customers not helped by programs in the last 5 to 10 years could help hone the numbers.

b. Work to establish a C&I equity metric for 2021. Mr. Beup thanked everyone for the information and reviewed the time line of a committee recommendation to the Board by February.

3. HVAC Modernization Pilot Update. Mr. Tangredi updated the Board on the collaborative pilot with UI and Eversource that focuses on commercial and industrial sectors and lost opportunity savings replacing HVAC equipment. The objective is to develop a market strategy for replacing units to maximize efficiency and understand the decision to retire equipment. Thirty-seven participants were chosen through a competitive RFP process. Chiller and boiler replacement projects have been completed with rooftop unit project data available in February 2021. The potential exists for a permanent program once more data extrapolation is done between incremental costs and the prescriptive incentives. Smaller units may have potential projects, depending on the volume, sampling and analytics.
4. Planning for January. Mr. Lawrence will develop topics for 2021 for committee review and the three-year plan in January. Mr. Kibbee suggested discussion about municipal and community engagement and C&I equity metrics

Adjourn at 2:33 pm