MA ENERGY EFFICIENCY ADVISORY COUNCIL

→ CONSULTANT TEAM

COMMERCIAL & INDUSTRIAL (C&I) SECTOR UPDATES

▶ November 19, 2025

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C&I WORKING GROUP

C&I WORKING GROUP 2025-2027 PRIORITY TOPICS

- **In April 2025, the C&I Working Group (CIWG) completed a survey to identify its top-priority topics for the 2025-2027 Term**
  - PAs presented top-five ranked topics at May EEAC Meeting
- **CIWG Survey Results:**

C&I Working Group Survey Results - Priority Topics		
Topic	**Score**	**Rank**
Break down siloes between decarbonization/clean energy incentive programs	37	1
Decarbonization process from planning to implementation	24	2
Leveraging utility data	23	3
Decarbonization of industrial processes	21	4
Existing building commissioning (EBCx)	20	5

C&I WORKING GROUP 2025 ACTIVITIES

- **August CIWG Meeting focused on how customers leverage utility or Building Management System (BMS) data**

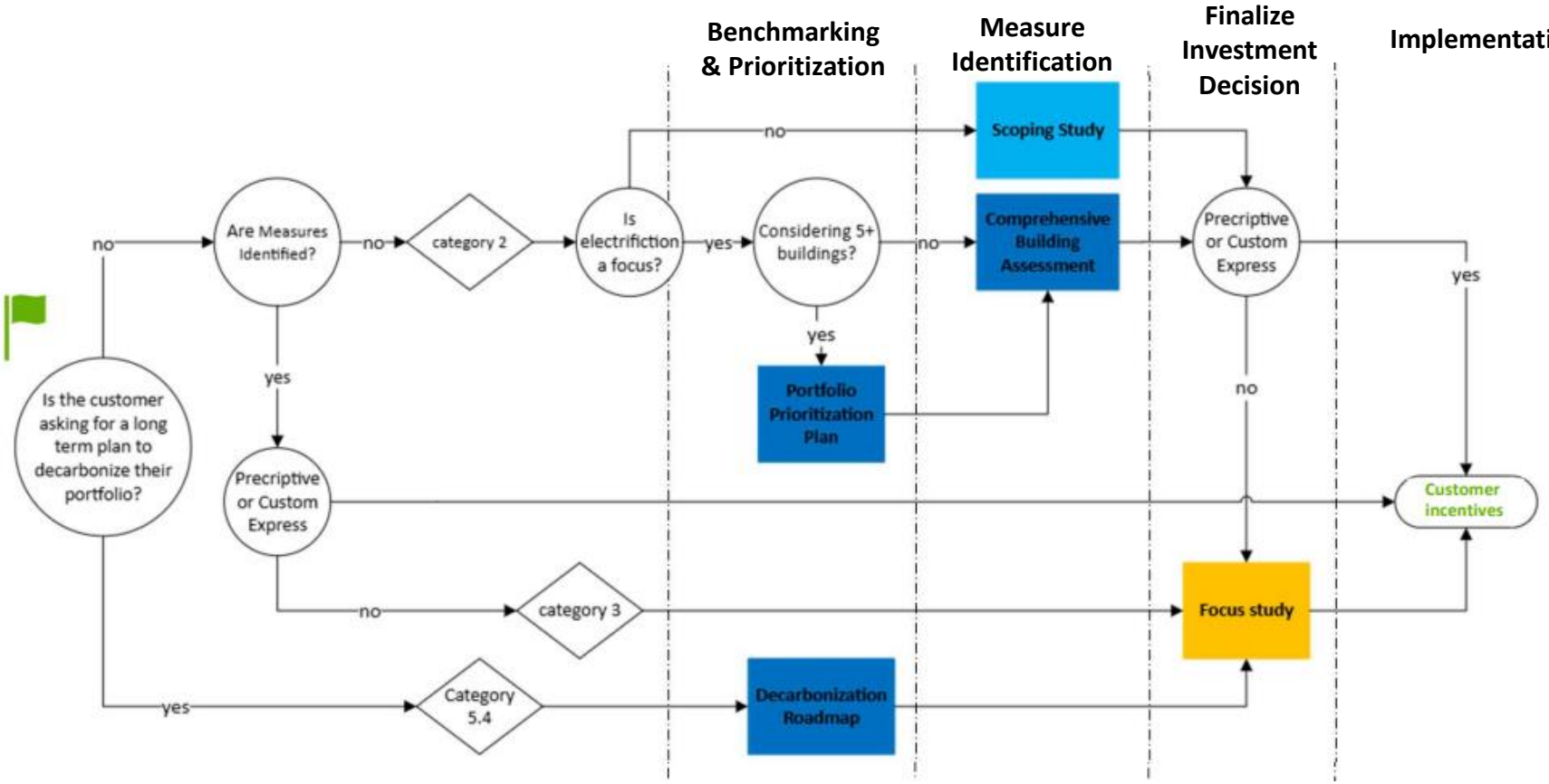
- **How do customers currently leverage utility or BMS data?**
  - Identify savings opportunities and operational issues
  - Calculate energy-use intensity within building portfolios to prioritize efficiency efforts
  - Build dashboards to visualize 15-minute interval data and track performance
  - Validate savings from completed projects to justify future investments

C&I WORKING GROUP 2025 ACTIVITIES

- **What opportunities exist to improve how customers leverage data?**
  - Provide broader access to interval data across all fuels and utilities (e.g., water, sewer) in a unified platform
  - Develop standardized, non-proprietary data tools that consolidate real-time data and manage massive amounts of interval data
  - Ease integration of utility data with BMS dashboards
  - Offer support for low-cost energy data tools and tracking infrastructure to benefit customers with constrained budgets

C&I WORKING GROUP 2025 ACTIVITIES

- **October CIWG Meeting: detailed overview of technical-assistance offerings**



Graphic from PA Presentation on TA studies (October CIWG Meeting)

C&I WORKING GROUP 2025 ACTIVITIES

- **Key Takeaways on Technical Assistance Offerings**
  - Variety of technical-assistance studies can be confusing; Municipalities require clear electrification roadmaps and comprehensive assessments
    - PAs are determining new methods to best align with customer needs and developing TA offerings (e.g., decarb roadmaps)
  - Turnover can cause difficulty in tracking identified and installed measures from specific studies
    - National Grid working on a solution
- **Other Open Items/Considerations**
  - Comprehensive support across energy services is critical to decarbonizing (EE, renewables, interconnection, etc.)
  - Important to maintain a consistent bench of vendors for technical assistance to streamline processes and maintain relationships

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SCHOOL DECARBONIZATION

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TRANSFORMING ENERGY IN SCHOOLS INITIATIVE (TESI)

- **Collaborative effort between DOER and Mass Save PAs to decarbonize schools in disadvantaged communities**

- **Total funding allocation: $57 million**
  - **Mass Save Funds: $47 million**, across 2025-2027 and 2028-2030 Terms) that can support traditional efficiency and electrification measures
  - **DOER Funds: $10 million** in gap funding that can help schools meet matching requirements for other programs, such as the Massachusetts School Building Authority (MSBA) Accelerated Repair Program (ARP) or MassCEC Green School Works (GSW) Program

- **TESI application launched on October 3rd**

CROSS-PROGRAM COORDINATION

- **20 total awardees from MSBA and MassCEC programs meet student population and project-scope criteria for TESI**
  - MassCEC: 11 selected schools
  - MSBA: 12 selected schools
  - 3 schools were invited to participate in both programs

District	School	MSBA/MassCEC Project Scopes
Holyoke	**Lt. Elmer J. McMahon Elementary**	Windows, Doors, Variable Refrigerant Flow Heat Pumps, potentially Thermal Energy Storage
Lynn	**Lynn Vocational Technical Institute**	Heat Pumps, Heat Pump Water Heaters, Electrical/Distribution Service Upgrades
Salem	**Horace Mann Laboratory**	Roof, Heat Pumps, Ventilation Upgrades

NEXT STEPS

- **TESI applications due by December 5th**
  - MassCEC announced awardees in early July and expressed willingness to modify contracts to accommodate additional scope from MSBA/TESI
  - MSBA announced invitees to its Accelerated Repair Program on October 29th
  - TESI awardees to be announced in January 2026
- **TESI scoring criteria will consider the following:**
  - Percentage of low-income students attending each school
  - Extent of decarbonization (i.e., fossil fuel/emissions reductions)
  - Inclusion of renewable generation to offset increased electric costs
  - Thermal envelope and ventilation upgrades
  - Resiliency (e.g., battery storage, emergency generators)
  - Community engagement and staff/student education

THANK YOU

Questions?

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APPENDIX

TECHNICAL ASSISTANCE STUDIES PORTFOLIO PRIORITIZATION

- **Portfolio Prioritization Plan (PPP):**
  - High-level energy-use analysis of all buildings within a portfolio (five or more buildings) with the intent to prioritize which buildings may require further study guidance on the appropriate electrification pathway
- **Deliverables:**
  - List of buildings prioritized for electrification
  - Report, data form, presentation
  - Discussion of next steps
- **Customer Cost:**
  - Typically free to customer, up to a cap

TECHNICAL ASSISTANCE STUDIES BUILDING ASSESSMENT

- **Comprehensive Building Assessment (CBA):**
  - Standardized assessment of building's energy performance and systems for mid-size/moderately-complex buildings, mainly schools, designed to:
    - Identify energy efficiency opportunities
    - Assess electrification potential and recommend approach to electrifying heating and hot water systems
- **Deliverables**
  - Report, data form, and presentation recommending EE measures, detailing steps to electrify building, providing estimated pricing and economics, and exploring next steps
- **Customer Cost:**
  - Typically free to customer, up to a cap

TECHNICAL ASSISTANCE STUDIES SCOPING STUDY

- **Scoping Study:**
  - A traditional Scoping Study provides a detailed evaluation of a building's energy performance and systems to identify energy-efficiency opportunities.
  - Studies may provide high-level electrification assessments, especially for facilities not suited for CBAs (e.g., hospitals or industrial facilities with large process loads).
  - Must identify next steps for customers' implementation and continued participation with Mass Save.
- **Deliverables**
  - Report recommending EE measures, detailing steps to electrify building, providing estimated pricing and economics, and exploring next steps
  - Specific deliverables may vary from one vendor to another
- **Customer Cost:**
  - Typically free to customer, up to a cap

TECHNICAL ASSISTANCE STUDIES FOCUSED STUDY

- **Focused Study:**
  - Review detailed project information and calculate energy savings and cost impacts from proposed projects to:
    - Inform customer investment decision
    - Develop energy savings calculations and engineering requirements necessary for custom project incentives through Mass Save
- **Deliverables**
  - Typically includes energy savings calculations, interim and final report, Minimum Requirements Document (MRD)
- **Customer Cost:**
  - 50% cost share, require multiple bids if above certain thresholds

TECHNICAL ASSISTANCE STUDIES FOCUSED STUDY

- **Focused Study:**
  - Streamlined study aimed at identifying savings and easing program participation for a specific set of measures. Current measures include steam traps, commercial refrigeration, refrigerant leaks, compressed air, and behind-the-meter gas leaks.
- **Deliverables:**
  - Energy-savings calculations, other documentation to access Mass Save incentives
- **Customer Cost:**
  - 50% cost share, require multiple bids if above certain thresholds

TECHNICAL ASSISTANCE STUDIES DECARBONIZATION ROADMAP

- **Decarbonization Roadmap:**
  - In-depth, high rigor assessment of the strategies a customer would need to meet specific decarbonization targets, typically for a portfolio of buildings.
  - In addition to weatherization, building electrification and energy efficiency, this study may also address other impacts such as motor-vehicle fleets, maintenance equipment, and embodied carbon of construction materials.
- **Deliverables:**
  - Report identifying a path or multiple paths toward decarbonization
- **Customer Cost:**
  - Up to 50% cost share