

May 15, 2024



Commercial & Industrial Response

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Electrification – Key Activities

Current Term: *Retool for Electrification*

- 2022: Prescriptive offers for fuel switching
- 2022: HPIN network, channel/trade ally outreach
- 2023: Electrification feasibility process
- New Small Business vendors selected (2023: Eversource, 2024: NGrid)
- Ongoing:
 - Upskilling vendors and internal staff
 - Marketing/awareness
 - New municipal/open market vendors

Notes:

- Rapid growth in prescriptive HP pathway (>200% growth in 2023 vs 2022)
- C&I heat pump awareness increased 26%-42% across all categories

2025-27: *Build on Foundation*

- Statewide delivery model (electric PA leads engagement)
- New Technical Assistance vendors
- Electrification Studies*
 - Comprehensive Building Assessment (default study = EE + electrification)
 - Portfolio Prioritization Studies
 - Decarbonization Roadmaps
- Standardized tracking system*
- Enhanced collaboration with distribution planning teams

**Significant progress on studies and tracking since Apr 1 draft*

Existing Building Commissioning

- Per DOER's recommendation, the PAs are conducting a study on EBCx program design best practices:
 - Appropriate funding support for customer studies
 - Savings and incentive models for broad range of customers
 - Leverage specific qualified vendors or an open market model
- Anticipate draft results in June.
 - Working with DOER/Consultants to provide feedback on draft results to study vendor and design EBCx program.

Progress on Equity Initiatives

Schools in Equity Communities

- PAs have an overarching vision of aligning program support/funding available across multiple agencies/organizations
 - Available support for the same study, design element or equipment type should stack; requirements for funding should align where possible
 - Steps for school districts/municipalities should be clear
 - PAs are actively working with the Climate Office to organize a cross-agency working group to achieve these goals
- Support needs to meet communities where they are on the decarbonization journey in a way that brings everyone forward

Main Streets

- Main Street events are an effective way to reach small businesses and the PAs will continue to coordinate them.
- Customers receive comprehensive assessments with dedicated follow up.
- 2023 saw over 100 Main Streets. Some had excellent participation, others were low.
- 2024 is scaling back (~70 events) to focus on quality of the events over quantity.
- In the 25-27 term, the PAs will continue to react to market signals to determine the appropriate number of events to hold.



Thanks for listening.

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Appendix: CIWG Recommendations

Topic	Description
Custom Process	Clarify, simplify and shorten the process for developing and implementing custom projects
Communications	Improve and clarify communications channels
Electrification	Improve and clarify processes and services to support medium and large customer transitions to electrical-based infrastructure
HVAC Measures	Increase access to HVAC savings through enhanced offerings
Process Measures	Increase process measure savings through enhanced offerings and education
Vendor Capability	Improve the capacity of vendors to address multiple end uses, provide deep savings and develop custom projects.
Program Consistency	Improve consistency of offerings and approaches across PAs
Education	Improve resources available to customers that reflect their opportunities and needs

Appendix: Addressing CIWG Recommendations

CIWG Priority	Where & How Addressed in Draft Plan
Custom Process	<ul style="list-style-type: none"> Pg 165-166: Custom pathway improvements, including working group to drive continuous improvement and statewide alignment Pg. 171: Consistent engineering requirements Already implementing some CIWG recommendations (e.g., monitoring thresholds)
Communications	<ul style="list-style-type: none"> Policy: Electric PA lead for electrification and New Construction projects Pg. 165: RFP for technical assistance vendors, incl. stable of project developers
Electrification	<ul style="list-style-type: none"> Pg. 20: Statewide delivery model Pg. 139-140: C&I electrification overview Pg. 153: All-electric new buildings Pg. 163-164: Technical assistance studies Pg. 166-167: Inspection enhancements Pg. 168-169: Long-term/portfolio-level electrification planning and tracking Pg. 173-174: Vendor engagement, recruitment, and training Pg. 175: Decarbonizing Under-Resourced Schools Pg. 185: New prescriptive HP incentives Pg. 185-186: HPIN expansion and customer satisfaction surveys Pg. 186: Training opportunities (focus on electrification)

Note: These are actual page numbers, not PDF page numbers (e.g., Page number 165 is page 169 of the PDF.)

Appendix: Addressing CIWG Recommendations

CIWG Priority	Where & How Addressed in Draft Plan
HVAC Measures	<ul style="list-style-type: none"> Pg. 166-167: \$75M to support EBCx (which focuses on HVAC optimization)
Process Measures	<i>Will revisit in final draft. Specific incentive levels proposed by each PA.</i>
Vendor Capability	<ul style="list-style-type: none"> 2022-24: Procured Turnkey and municipal vendors with diverse skillsets Pg. 154: Training for new building designers & installers Pg. 165: Recruit larger, more diverse stable of technical vendors Pg. 170-171: Training for contractors and building operators Pg. 173-174: Recruit more electrification & controls vendors Pg. 186: Training opportunities (focus on electrification) Pg. 195: Customer Directed Option expansion (Small Business) Pg. 196: Comprehensiveness required for community-based offer
Program Consistency	<ul style="list-style-type: none"> Pg. 165-166: Standardizing Custom; statewide vendor list Pg. 195-196: Small Business joint delivery
Education	<ul style="list-style-type: none"> Pg. 170: Training for facility owners & operators Pg. 196: Outreach to landlords, tenants, and community-based organizations

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