February 26, 2025

Commercial & Industrial Update

WE ARE MASS SAVE®:

Berkshire Gas
An Avangrid company

Cape Light Compact

EVERSOURCE

Liberty

nationalgrid

Unitil

Agenda

25-27 Electrification Strategy

Existing Building Commissioning

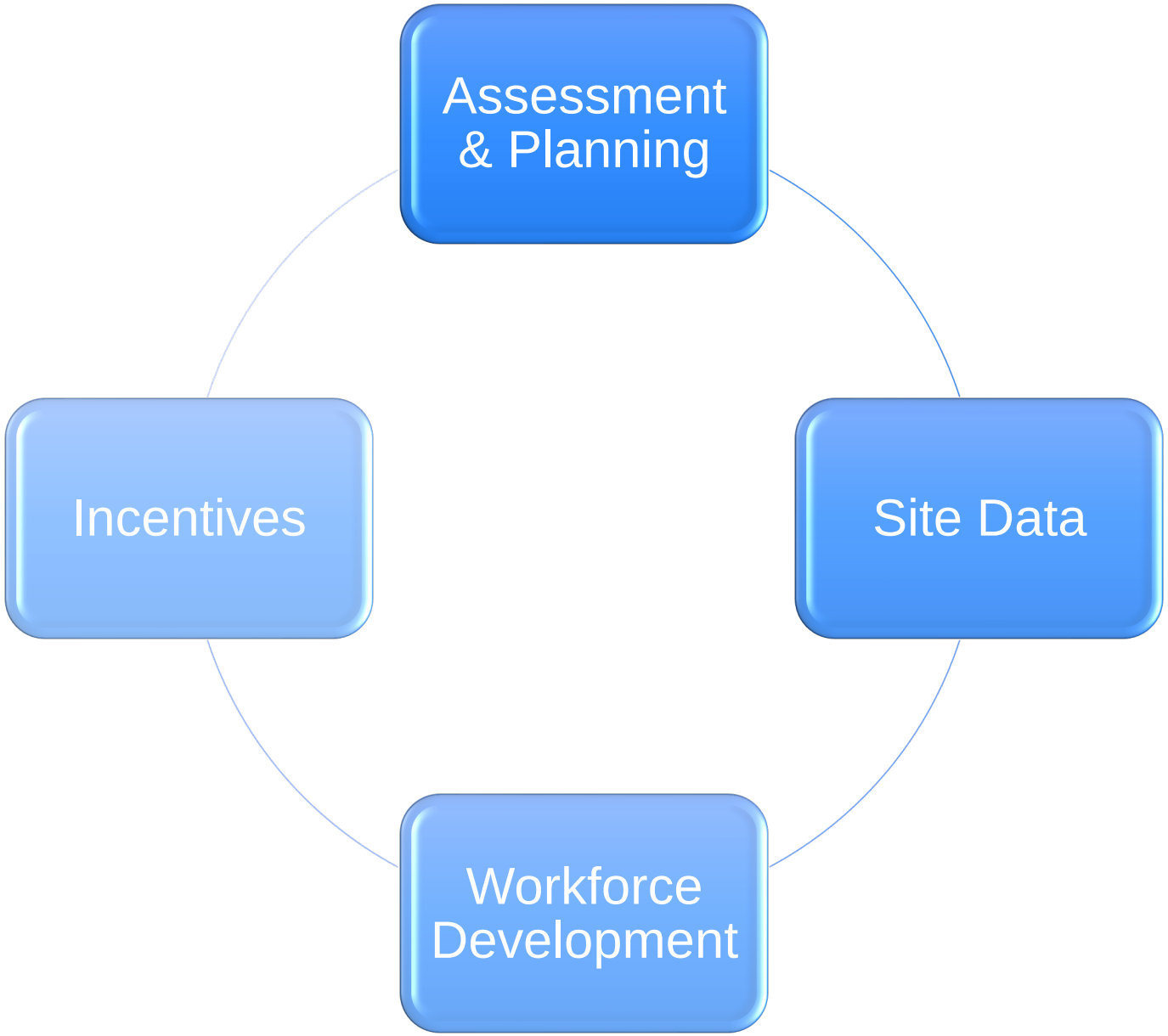
Decarbonization Approaches

Small Business

Early Insight From New Construction

C&I Working Group

Electrification Strategy



Benchmarking/ Prioritization

Portfolio Prioritization Plan

Identify buildings with greatest potential; capture building data

Measure Identification

Comprehensive Building Assessment

Scope opportunities for EE + electrification

Decarbonization Roadmap

Holistic approach to identify and plan large scale decarbonization

Investment Decision

Focused Study

Detailed, actionable project estimates

Implementation

INCENTIVE OFFER

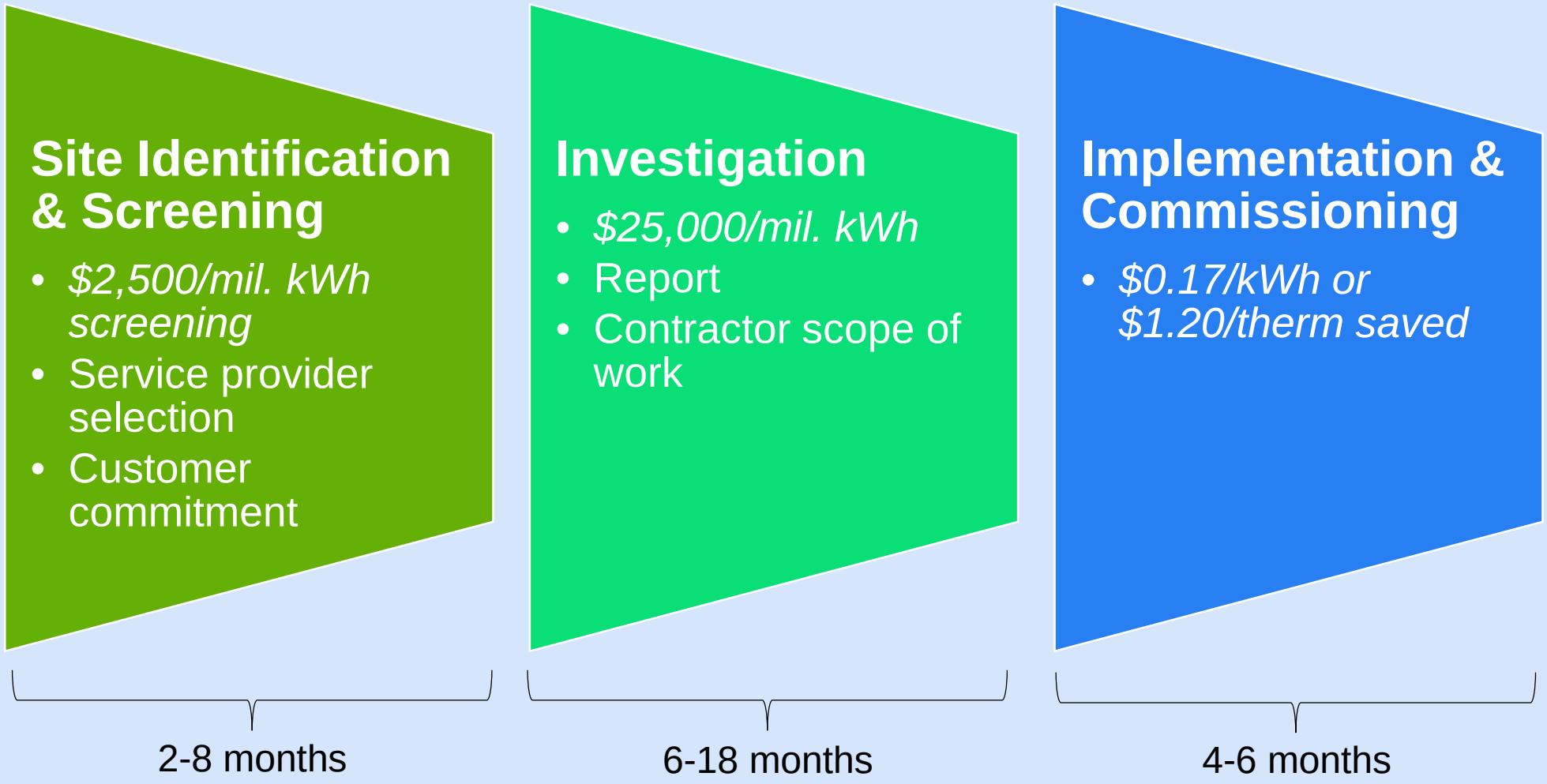
Technical Assistance Procurement

Awarding contracts to 55 firms to provide services across 7 categories of work – wider range of specializations, particularly electrification.

Consistent customer experience.

KPI’s on turnaround time and consistency of work products.

Existing Building Commissioning (EBCx)



Multifamily Custom Electrification Project

Chiller
(cooling only)

Air-to-water heat pump
(heating & cooling)

Project Highlights

- 151-unit apartment building
- 97% reduction in gas use
- BERDO compliant
- Incentive offset >100% of incremental cost to install HP (instead of in-kind chiller replacement)
- Common configuration = scalable approach

Decarbonizing Our Schools

MA Municipal Energy Manager Grant

- 31 applications across 71 communities.
- Awardees announced in March.
- Collaborating with Green Communities, regional planning authorities, and other stakeholders to develop energy manager training and orientation plan.

Statewide Planning

- Working with DOER, MassCEC, the MA School Building Authority, and the Climate Office to ensure offerings are compatible and complementary.
- Jointly raising awareness of opportunities available.

Project Spotlight: City of Lowell

- $15M DOE Renew America's Schools grant for decarbonization work at 23 schools (EE + electrification)
- Grant requires comprehensive “ASHRAE level 2” assessments for all 23 schools
- National Grid funding Comprehensive Building Assessments for all schools*

**Funding typically capped at five buildings per community. This is a unique opportunity.*

Enhanced Small Business Offers

- Increased incentives for leased facilities (renters/landlords) and charitable non-profit organizations
- Incentives up to 100%* for all measures except heat pumps
- Eligibility
  - Non-profits must be a 501(c)(3), (8), (10), (19), (23) or a House of Worship
  - Organization must have been in operation for at least 1 year.
  - For leased facilities, owners must attest that they lease 50% or more of the facility
- Upon DPU approval of these changes
  - Launch commercial renter/landlord and non-profit webpages on the Mass Save website
  - Launch marketing campaign targeting these groups
  - Reach out to industry groups associated with renters/landlords and non-profit organizations

*Incentives are capped at certain $/MMBTU values to ensure the cost of savings stays in line with the budget.

Small Business - Community Engagement and Collaboration

- Increased commitment to engage with and collaborate with communities and small business organizations
- 2025 Main Street planning is underway
- Deeper connection with the Community First Partnership
    - PAs will spend more time training Energy Advocates on the small business offerings
- PAs will partner with industry organizations to promote the small business offerings to their members
    - The model for this is currently being developed with the Retailers Association of Massachusetts*

*Thank you, Council Member Bob Rio, for making the connection to RAM.

Early insights from new construction market

All-electric since Q1 2024

Customers **generally receptive** – *with caveats*

Path 1 **diversification** – schools, fire stations, libraries, offices, universities

Slow down in lab construction

Programmatic emphasis on **performance** showing positive outcomes

C&I Working Group Vision

- “Focus group” structure
- Center 2025 activities around implementing 2025-27 Plan priorities
- Recruiting new members
  - Standing members
  - Periodic members

Questions?

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