

**C&I Committee Meeting**

**Tuesday, February 7, 2023 | 1:00PM – 3:30PM**

[Meeting Materials](https://app.box.com/s/rawymfjqkb09gchvk95otzfl7n7iztu4) | [Meeting Recording](https://us06web.zoom.us/rec/share/Bf3qrO8pNL8XBA3w9A62P7NETi6-4jkpEiskXKkvoZkB0fHtxnzhq-H2Qq6AuzqZ.vJUWgmQC8JvyiBFA)

Minutes

1. Roll Call

Board Members: Neil Beup, Anne-Marie Knight, Don Mauritz, Larry Rush, Amanda Fargo-Johnson, Jack Traver, Anthony Kosior, Ron Araujo, Hammad Chaudhry, John Wright

Board Consultants: Emily Rice, Stacy Sherwood, George Lawrence, Leigh Michael

1. Public Comments

There were no public comments.

1. Summer 2022 Demand Response Results

Mr. Bill O’Connor, Eversource, and Mr. Paul Gray, Avangrid, presented a [2022 Demand Response Results Summary](https://app.box.com/s/8p6lz1xkmpfktbx90hgn6t0vio6ctw3s) for the Companies. The presentation covered background information on demand response for the region and Connecticut, how to participate, and program results from 2022. Mr. O’Connor and Mr. Gray shared upcoming changes to the program.

Regarding charts on Slides 3-5, Mr. George Lawrence asked whether the data represents Connecticut or the ISO region. Mr. O’Connor clarified that these charts are regional, and more information regarding Connecticut specifically will be shared later in the presentation.

Regarding slide 11, Ms. Amanda Fargo-Johnson asked for more information on the 5 projects with battery capacity. Mr. O’Connor explained that those are commercial customers and explained that large battery installations have a two-year lead time. Mr. O’Connor added that Energy Storage Solutions program has a ten-year goal to enroll 580 MW between C&I customers.

Mr. Lawrence asked for an update on the Avangrid Gas Demand Response Pilot. Mr. Gray noted that Avangrid plans to continue this program. Mr. Phil Mosenthal, Technical Consultant, asked what mechanisms are being used. Mr. Gray shared this is a pay-for-performance and that customers can choose from space heating and process measures to suit their needs. Mr. Mosenthal shared that with space heating, gas systems peak in a day and there are snap concerns. Mr. Gray explained that there is a 24-hour window for C&I and the Residential events are four-hour events.

1. Small Business Energy Advantage (SBEA) Program Performance

Mr. Larry Rush and Ms. Colleen Morrison, Avangrid, and Ms. Jordan Schellens, Eversource, provided a presentation on the [SBEA Program](https://app.box.com/s/qu0ofhwwqwvdkskotcilg5n4vrvfxt95), which included observations, performance, project end uses, and vendor data.

Regarding the Chart on slide 7, Mr. Lawrence noted that the data on the Energize CT dashboard goes through November 2022 when the chart was made, so the year-end participants could be slightly higher than indicated in the presentation.

Regarding Avangrid Electric End-uses on slide 11, Mr. Phil Mosenthal noted the refrigeration impact variance between Eversource and Avangrid and asked if Eversource is targeting grocery stores. Ms. Jordan Schellens noted that the 2022 grocery program can be attributed to this, as well as the fact all refrigeration incentives like vending misers are included in this category.

Ms. Claire Sickinger, DEEP, suggested that the presentation include percent savings change for projects relative to overall usage. The Companies indicated the data is available and Ms. Jordan Schellens said this can be included in the 2022 year-end debrief in March.

The presentation also includes some information on small business process improvements and changes, from lead generation to new options for vendors. Mr. George Lawrence shared that Massachusetts Program Administrators contracted with a company that offers a suite of workforce trainings. The Companies discussed workforce trainings that were offered in 2022. Mr. Lawrence shared the MA training program makes trainings available virtually, at any time, which is flexible for vendors. The Companies indicated they would look into this option for CT vendors.

Ms. Amanda Fargo-Johnson asked what percentage of vendors participate in trainings and whether it’s a requirement. Ms. Morrison shared that the training is not required while some meetings are required. Ms. Morrison did not provide the percent of vendors that participate. Ms. Fargo-Johnson shared that farm projects can be nuanced and training can help ensure all measures are considered.

Ms. Fargo-Johnson asked what the turnaround timing is for customers from walkthrough to presentation. Ms. Morrison responded that Avangrid’s typical turnaround is 3-4 weeks, microbusiness is 1-2 weeks. However, Avangrid transitioned to a new customer management system at the end of October and is still working out kinks. There are 90 participants since that process that are now wrapping up. Mr. Paul Tangredi indicated that Eversource’s timing goal is 3-4 weeks, but the actual timing is a bit longer and they are working on ways to improve this. Mr. Ron Araujo explained the pre-inspection and post-inspection steps can add time and the Companies are reviewing how to improve this.

Ms. Jordan Schellens said that Companies are working on an early retirement program. There is a basic framework prepared and the next step is to work with vendors and customers to review. Ms. Schellens suggested that the Companies present this to Ms. Fargo-Johnson. Ms. Fargo-Johnson said that she would be interested in chatting about this, and added that some Ag projects could be used.

Ms. Morrison walked through the process for Aero Seal that was provided in a training to vendors. The Companies explained this is a residential weatherization process that could benefit Commercial customers.

1. Q4 C&I Metrics Performance

Mr. Larry Rush, Avangrid, and Ms. Jordan Schellens, Eversource, provided the [Q4 C&I Results.](https://app.box.com/s/rhdl4giz9ctcke4zkaf4lq353kwc6ix4)

The presentation includes progress on KPI metrics, upstream lighting savings results, and C&I segmentation savings results.

Regarding slide 6, Mr. George Lawrence suggested a few changes could be made to improve the presentation of data and Ms. Schellens indicated they could work together on an updated format.

Mr. David Wright asked how delivered fuels in both sectors are handled within the programs, from claiming savings. Mr. Ron Araujo explained that 60% of Eversource savings come from delivered fuels versus natural gas and Ms. Schellens added that programs can’t pay for propane or oil projects, but since 2022 they are able to incentivize converting from delivered fuels. The Companies discussed metering and regulatory details around delivered fuel customers.

Mr. Lawrence asked if there is a movement to help more delivered fuel customers benchmark buildings. Mr. Tangredi indicated the Companies are discussing this with the UCONN team about including more buildings.

1. Contractor Rollout Meeting Update

The Contractor Rollout Meeting is hosted annually by the Companies. This year’s meeting will be held virtually on March 7th and will include lighting, small business engineering, demand response, heat pumps, changes to incentive structure and installer networks, and other topics. A save the date will be distributed this Thursday. This meeting is open to all stakeholders.

Ms. Jordan Schellens will forward the Save the Date to the Executive Secretary, who will forward the invitation to the C&I distribution list.

1. Planning for March

The March Meeting will be March 14. Mr. Lawrence led the committee in a discussion on the March meeting topics. The following are topics for March.

* 1. 2022 Year-end Report on Savings and Spending
	2. Contractor Rollout meeting update (attendance, highlights)
	3. Green Bank Update – Mr. Lawrence will follow up with Mr. Peter Ludwig to confirm availability from the Green Bank.
	4. C&I Heat Pump Update from Companies
1. Adjourn

The meeting was adjourned.