**Lighting Action Group Meeting**

August 11, 2022, Thursday @ 3:00—4:00 pm | MEETING #12

AGENDA • MINUTES

**EEBC STAFF**

**•** Patricia Rothwell, EEBC Executive Director • *patricia@eebco.org* | 303.319-5623

**•** Connie Neuber, Marketing & Membership *•* [*connie@eebco.org*](mailto:connie@eebco.org) | 303.349.6390

**LIGHTING ACTION ACTION GROUP CO-CHAIRS**

* Mike Bryant, Co-Chair • [*mike@nluce.com*](mailto:Patricia@eebco.org)
* Scot Kelley, Co-Chair • [*skelley@coloradolighting.com*](mailto:skelley@coloradolighting.com)

**RESOURCES**

*• LIGHTING ACTION GROUP Resource Hub |* [*https://www.eebco.org/Lighting-Action-Group*](https://www.eebco.org/Lighting-Action-Group)

*• EEBC Member Resource Library |* [*https://www.eebco.org/resource-library*](https://www.eebco.org/resource-library)

**| WELCOME •** *Join Us Today!*[*Member Application*](https://eebco.org/resources/Documents/EEBC%20DOCUMENTS/EEBC_Member%20Application_2022v8.pdf)

Review ANTI-TRUST LAW Statement

**| MEETING AGENDA [HIGHLIGHTS]**

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| |  | | --- | | **EEBC’s LIGHTING ACTION GROUP**  **For Contractors, Distributors, & Manufacturers**  **August 11, Thursday @ 3-4:00 pm |**[***REGISTER***](https://eebco.org/event-4826248)  TOPIC | Xcel Energy’s Commercial Lighting Program Managers to join  EEBC's Lighting Action Group meeting for *a conversation about prioritizing*  *lighting rebates in the next 3-5 years*  *Topics are based on EEBC Future of Commercial Lighting Survey Results*[*presented to Xcel Energy*](https://www.eebco.org/resources/Documents/POLICY%20ACTION%20COMMITTEE/LIGHTING%20ACTION%20COMMITTEE/EEBC-LAG%20Xcel%20Mtg_Lighting%20Rebate%20Survey%20Results%20v6_4.6.22.pdf)*on August 6.2022*  Participate in being on the leading edge of helping shape future lighting rebates  and stay plugged into the direction of the future of lighting efficiency to see  what business opportunities are coming down the pipeline | |

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| |  | | --- | | **Join the Open Q&A Forum**   * Learn how the Survey revealed innovative ideas for future rebates that reinforce the critical role lighting and control rebates will continue to play in commercial retrofit projects. * Hear Xcel Energy’s priority ideas for the Survey rebate suggestions and where our group of lighting companies can collaborate to help bring them to market. * How can we help advance commercial lighting rebates to fit into the planning of Beneficial Electrification goals in 2022? * Brainstorm progressive lighting pilot ideas based on the Survey results. For example, *advanced lighting controls* were proposed to Xcel Energy’s DR Pilot Program recently to address future day and night peaks * Review Xcel Energy’s needs and request for feedback addressing rebate shortcomings identified in the Survey, etc. An example; is *minimum wattages* for DLC-listed fixtures to qualify for rebates | |

**| MEETING ‘RAW’ NOTES**

Scot:

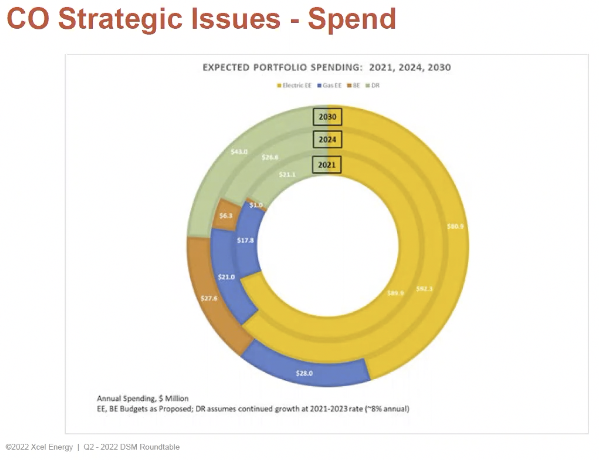
Q2 DSM Roundtable - August 11th

* Right now Xcel is about 23% target goals for lighting - opportunities for lighting to increase.
* Lighting does represent 4.1 megawatt savings/25% of overall savings in the business programs.
* Where do you think in the future these savings will come from - realistic to get savings to 100%, and LAG’s ideas of savings — major saving opportunities coming from - increasing or sunsetting like in Colorado Springs?
* Fixture & controls… Push ‘electrification’
* Night time becoming more beneficial ? Does not have that guidance to answer

**SURVEY RESULTS— Top-Ranked Survey Responses** • 4.6.2022

1. ***Increased rebate amounts for Custom rebate applications***, equivalent to Prescriptive rebate amounts for similar projects **[93.0]** [and related]: ***Improved clarity and predictability of Custom rebates***; (e.g., fixed amount based on kW savings, regardless of payback time frame) **[92.0]**
2. ***Increased rebates for INTERIOR standalone controls* [88.0]**
3. ***Increased rebates for EXTERIOR fixtures*** (wall packs, area lights, etc.) **[87.0]**
4. **Rebate bonuses for more efficient fixtures** (e.g., DLC Premium, >125lm/W, etc.) that could cost more, but use fewer watts for the same or greater output. On-bill financing for commercial customers, including smaller businesses **[85.1]**
5. **Higher rebates for troffer, linear, high bay, and other retrofit kits [84.9]**
6. [Tie] **- Increased rebates for EXTERIOR standalone lighting controls**(e.g., occupancy/motion sensors with bi-level dimming) **[84.0]**
7. [Tie] **- Increased rebates for NETWORK lighting controls [84.0]**

Paige: Does not think Lighting is going away - see slide - where lighting savings fits in their portfolio - it will be less then it is currently [Mark’s slide at the Q2 DSM Roundtable]



73% Perscriptive Side / 78% Midstream side. What that means is… spend more money to get those savings – with our current savings— avoided revenue requirement going down - cost-effectiveness is going down - because ofadding more renewables to the system the benefits go down - 2020 to the 2021 Plans those benefits dropped 20%. And they forecsst they will drop in 2023. Our programs do provide a net benefit to the portfolio.

Explain the revenue part: As we move to renewables the benefit is going down – because you are avoidung the emissions – Paige: yes. There are no fuel costs with wind & solar.

Cost Benefit is in the back of the filings. Colorado uses Socialtile-cost test.

Bob- Over the next 5-8 years - carbon neutral 2080

Where do you see lighting rising to the need - closer to your goal? Do you envision -

Paige: Looking at fixtures and controls to make — but not making any changes to the outdoor lighting plan.

Patricia: The BE will be in settlement through December. It won’t be until March to know.

Paige - over arching theme easier to participate as possible - duel pathway model [MN] - instant rebate or downstream program - what if we put all the measures in both program. In MN they added lamps into downstream. Looking for creative ways to make it easiest as possible. Getting rid of the baseline information they were collecting. Claiming less but getting more projects. Considering the current control basis - $2 rebate - sensor in a bathroom - not worth the 1.5 hrs to fill out the form.

Patrick: Are you seeing the implementation participation.

Bob: email that the lighting program is being evaluated by a third party. They will be contacting people for their feedback. Scot K. is scheduled for interview.

Patricia: Any value - to look at programs *ease of participation* - processing lower rebates but 10x as many. - Would that be valuable - for control rebates, fixtures –

Paige: removing baseline requirements dual pathways - would like EEBC’s thoughts.

Conducting a study with a third party on the baseline stuff - equipment they currently have - ARE THEY GOOD ideas?

Would they get more participation. Your idea on dual-pathway model.

Scot,CLI: has not seen the level of control adoption - opportunity to increase participation - per device - not based on wattage savings. It would be easier per device rebate – it would promote more adoption. Higher rebate amounts would increase adoption..

Cost savings analysis - customers don’t see the value - a rebate incentive could persuade them.

Demand Response - upfront money and continual dollars –

Paige needs to add to website - PEAK PARTNERS REWARD PROGRAM - average customer savings [If they participate 3 events] $7,300 -

Scott More information on that, clarity, education on how those things come together - info on how to sell to the end-user. How you can integrate these 3-things together

<https://co.my.xcelenergy.com/s/business/rate-plans/peak-partner-rewards> —— Paige agress to see if this can be scheduled into a meeting presentation. AUDREY TO DO A PRESENTATION ON REBATES PROGRAMS.

James: Ease of the program - should be more transparent on how to calculate the rebate - peak is changing, renewable factors , fuel cost, benefits are reduced- if the equation was developed to use to calculate for the customer- educate the customer what the rebatebenefit is andin the process we are documenting information for Xcel’s TRC

Patrick: Tier the rebate structure on type of facility and the location - corridor, restroom… areas with more traffic

Paige: Does not think they can give you the exact formula. But the engineer company is planning to give a more detailed explanation in the rejection letter - to know why their project failed.

James: the contractor should be used as a resource for Xcel in these programs. We’re your ‘foot soldiers’ that can take a program and get results quickly – help us to educate the customer and make it easier. These meeting are beneficial for both sides – understanding Xcel’s objectives are – we do have common on=bjectives. We do like to do controls, daylight harvesting, lighting demand management - lighting is making it easier.

Scot - ***A lot of opportunity for energy efficiency in lighting*** - changing the fixtures over - higher rebates - or bonuses permanent - wage rate inflation is not going to wain - labor rates will continue to go up - which will raise the cost of the projects –

Mike: Stand alone controls are completely insufficient for me to sell it. Based on the item itself – not the wattage – would make it a lot easier to sell.

Paige: What it would take to increase sales?

Top-Ranked

Linear ambient is not cost effective for Xcel.

But high bays, and retrofit kits – yes

Scheduled plan for changes. Do the bonuees put the rebates at the right amount?

Do the bonuses cover the cost of the projects/percentages?

Scot: Troughers are maybe at 30%

Bob: Xcel is limited to 60% of project cost – rebates they cap out, with bonuses 75%

Expanded Wattage Range - Cost? Eliminating minimum wattage -

Paige sent a spreadsheet that contains all the info they need for engineers to analysis. – ***Find it?***

Mike: on the last page you have the data – cost of project and supplies – overall product cost — percentage of the project cost. Network controls (cost are all over the place), stand alone controls – integrated controls – Paige needs the cost for the integrated control alone. Can you seperate the cost for the fixture and the control alone?

Patrick: We find it hard to sell network lighting controls – the rebate is insufficient. One clitch wilth the ystem then there are issues – they are very sensitive. Need the installer to come in and recommission everything. Prefer to use room controls.

Patricia: Funding into work force development – assisting with the labor issues — BOC, Buiding Occupational we do funding for that – Bob will follow up with information. Anna Seyborn manages the classes in Colorado.

Bob: Are there pretty good energy long-term savings? Is that part of the conversation?

**Summerize Action Items**

LAG to Provide for Paige:

The group can provide contreol costs for stand alones and integrated controls

Expanded wattage range for measures – what they are and how much watage & cost —— see spreadsheet she sent

What is the equipment you are removing and replacing it with.

— Mike: Eliminate minimum wattage.

Mike: Custom Rebates Spreadsheet – so it can be calculated for the customer.

**| MEETING LINKS**

• Future of Commercial Lighting Survey [*Results Presented to Xcel Energy*](https://www.eebco.org/resources/Documents/POLICY%20ACTION%20COMMITTEE/LIGHTING%20ACTION%20COMMITTEE/EEBC-LAG%20Xcel%20Mtg_Lighting%20Rebate%20Survey%20Results%20v6_4.6.22.pdf) | April 6, 2022

• [*Meeting Debrief & Follow Up*](https://www.eebco.org/resources/Documents/POLICY%20ACTION%20COMMITTEE/LIGHTING%20ACTION%20COMMITTEE/EEBC-LAG%20Xcel%20Mtg_Next%20Steps%20%20Requests_v2_5.11.22.pdf) | MAY 11, 2022

• [*Xcel Energy Bonus Rebates on LED Upgrades*](https://www.xcelenergy.com/staticfiles/xe-responsive/Marketing/co-bonus-led-upgrade-rebates.pdf?utm_source=sfmc&utm_medium=email&utm_campaign=Energy+Exchange+Q2_CO&utm_id=73846025&sfmc_id=1298281943)

• [*Xcel Energy Business Lighting Efficiency Webpage*](https://co.my.xcelenergy.com/s/business/lighting-equipment-rebates/business-lighting-efficiency)

•*Review the Xcel Energy's Demand Response [DR] Pilot Results in the*[*Brattle DR Study*](https://www.eebco.org/resources/Documents/POLICY%20ACTION%20COMMITTEE/LIGHTING%20ACTION%20COMMITTEE/Brattle%20DR%20Study%20-%20DSM%20Roundtable%20(05-10-2022).pdf) from 2Q Roundtable Meeting | May 11, 2022

**| MEETING ATTENDEES & INTRODUCTIONS [Mark Member / Non-Member\*]**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Madison | Currie | Xcel Energy | Associate Energy Solutions Engineer II | madison.a.currie@xcelenergy.com | 612-337-2269 | No |
| Paige | Romero | Xcel Energy | Program Manager | paige.romero@xcelenergy.com | 303-294-2056 | No |
| Robert | Macauley | Xcel Energy | Trade Relations Mgr. | robert.macauley@xcelenergy.com | 13032942675 | No |
| Patrick | Logiudice | Elevation Lighting and Electrical | VP of Sales | patrick@elevationlighting.com | 720-361-9280 | No |
| Jim | Crossman | Financial Energy Management, Inc. |  | jcrossman@financialenergy.com | 303-781-8455 Ext. 217 | Yes |
| Chris | Prato | Energy Solutions | Senior Trade Ally Manager | cprato@energy-solution.com | 510.482.4420 x479 | Yes |
| Scott | Milne | Rocky Mountain Efficiency Group | President | scottm@rmefficiency.com | 8009840332 | Yes |
| Matt | Thesing | One Source Lighting, Inc. | President | mthesing@onesourcelighting.com | 970-243-2400 | Yes |
| Jason | Adams | Sanders and Johnson Inc. | VP of Vendor Relations and Technician Development | jason.adams@sandersandjohnson.com | 303-422-6606 | Yes |

**| MEETING CHAT BOX**

From Paige Romero:

I have a cost-benefit from the last plan that I could show if folks want to see it

From Paige Romero:

only around 1 GWH YTD in controls in the LE program

**Peak Partners Reward Info Sheet** https://www.xcelenergy.com/staticfiles/xe-responsive/Programs%20and%20Rebates/Business/22-03-609%20CO%20Peak%20Partner%20Rewards%20info%20sheet\_P1.pdf

**Peak Partner Rewards FAQS** https://www.xcelenergy.com/staticfiles/xe-responsive/Programs%20and%20Rebates/Business/22-03-607%20CO%20Peak%20Partner%20Rewards%20FAQ%20IS\_P3.pdf

From Paige Romero:

Controls cost would be really valuable for us. Cost for integrated or stand alone controls to help us evaluate different controls rebate structures.

From Paige Romero:

An action item I have for me is to set-up sometime with our Peak Partner Rewards and how that can be integrated with Networked lighting controls

**| MEETING SUMMARY / KEY TAKE AWAYS**

* A

**ACTION ITEMS | EEBC TO DO FOR MEMBERS**

* A

**ACTION ITEMS | MEMBERS TO DO**

* A

**| MEMBERS SOCIAL MEDIA POSTING TO USE • TARGET: CUSTOMERS-HOMEOWNERS / CONSUMERS**

* A

**| MEMBERS INTERNAL MESSAGING / SALES MEETING TOOLS / EMPLOYEE REOURCES**

* A

**| PRE-MEETING DOCUMENTATION**

**Zoom.us | Create Meeting Recording**

51351772 PASS CODE #2468 | HOST KEY 219521

[patricia@commonthreadbiz.com](mailto:patricia@commonthreadbiz.com) | CT$eebc1

— Set up For Meeting Recording

— Add to **Google Calendar** | [admin@eebco.org](mailto:admin@eebco.org)

— Download Outlook Calendar (.ics) File

— **Wild Apricot** | Set up Event

Duplicate last meeting event

REGISTER URL | [*https://www.eebco.org/event-4927876*](https://www.eebco.org/event-4927876)

UPDATE Webpages: [Homepage](https://www.eebco.org/) & [HVAC-HP-Action-Group](https://www.eebco.org/HVAC-HP-Action-Group)

— **Constant Contact** | Create Meeting Invite

**| POST-MEETING DOCUMENTATION**

**iMovie**

IMPORT VIDEO FILE

NOMENCLENTURE STYLE: *HAG-MDS9\_08.04.2022*

PPT PRESENTATION:

• Save the presentation as a pdf

• Open the pdf in Photoshop

• Save the FIRST slide & END slide as jpgs

• Import into iMOVIE

EXPORT VIDEO MP3

CHOOSE **Share** > File

Title: NOMENCLENTURE STYLE

EEBC HAG-MDS #9\_08.04.2022.mp4

Description:

EEBC’s HVAC & Heat Pump Action Group Meeting #9

Tags:

HVAC, Heat Pumps, Energy Efficiency, Beneficial Electrification

Format: Video and Audio

Resolution: 1080p

Quality Medium

Compress: Faster

✔ Add to Theater [10s 14MB est]

**Upload to YouTube Studio** | <https://studio.youtube.com/channel/>

Account: admin[@eebco.org](mailto:connie@eebco.org)

+ CREATE [graphic camera]

**Details**

Title | EEBC HAG-MDS #9\_08.04.2022

Description | Use Agenda

**Post on Webpage |** *https://eebco.org/HVAC-HP-Action-Group/*

* EX: August 4, 2022 [#9] • [*PPT Presentation*](https://eebco.org/resources/Documents/POLICY%20ACTION%20COMMITTEE/HVACHP%20ACTION%20GROUP/HPAG-MDS%209th%20Mtg%20PPT_AUG_8.4.22_Final.pdf) | [*Video Recording*](https://youtu.be/v2C2wCbuwic)

**INTERNAL NOTES • EEBC ADMINISTRATION / OPEERATIONS ONLY | EEBC FOLLOW-UP**

**| MARKETING & COMMUNICATIONS MESSAGING/ TOOLS**

* CREATE CONTENT FOR SOCIAL MEDIA [ex: Successes / Highlights / Stats / Next Steps]
  + FOR EEBC’s USE
    - 3-5 Highlights [website & social media posts] – *Done see above from agenda.*
    - LinkedIn, Instagram, EEBC Action Group webpages
  + FOR MEMBERS USE
    - Social Media Posting For You To Use
      * Target: Customers-Homeowners / Consumers
      * Members Internal Messaging / Sales Meeting Tools / Employee Resources
* CREATE CONTENT FOR ARTICLES /OP EDS /QMM
  + TOPIC IDEAS
    - Good Green Jobs Hiring Pipleine
    - Marshall Fires
* CAPTURE IDEAS FORP POLICY WORK - INTERVENING
  + Policy Action Committee
  + HP/HVAC Action Groups [MDS & Contractors / Dealers]
  + Lighting Action Group
  + Building Envelope Action Group [Insulation Air Sealing / Energy Consultants / Auditors]

**| MEMBERSHIP / REVENUE DEVELOPMENT • Membership Outreach/Sales/Program Support/Operations/Revenue**

* CULTIVATE NEW MEMBER LEADS
  + **PRE-MEETING**
    - Email Meeting Announcement • To CC Target Mailing Lists [Tagged by Industry]
    - Call ‘New’ Leads • Meeting Reminder w/Topics
    - Send Non-Member List **– Flag Potential ‘New’ Member Leads**
  + **POST-MEETING**
    - Send Non-Member List **– Flag Potential ‘New’ Member Leads**
    - Asssit in Managing Member Database & CRM [List & Tags]
    - Post-Meeting Recap – Email: Thank you for attending, Meeting materials, & HIghtlights
* CULTIVATE MEMBER RELATIONSHIPS
  + Meeting Announcements: Email & Social Media Posts
  + Call Members • Meeting Reminder w/Topics
  + Send Member & Non-Member [Registered for Meeting] List to Patricia
  + Asssit in Managing Member Database & CRM [List & Tags]

**| STAFF ACTION ITEMS**

**PATRICIA**

* TO DO

**CONNIE**

* TO DO

**BOARD**

* TO DO