

NYS Clean Heat Statewide Heat Pump Program

1st Biannual Stakeholder Conference

November 20, 2020

NYS Clean Heat Joint Management Committee



NYS Clean Heat

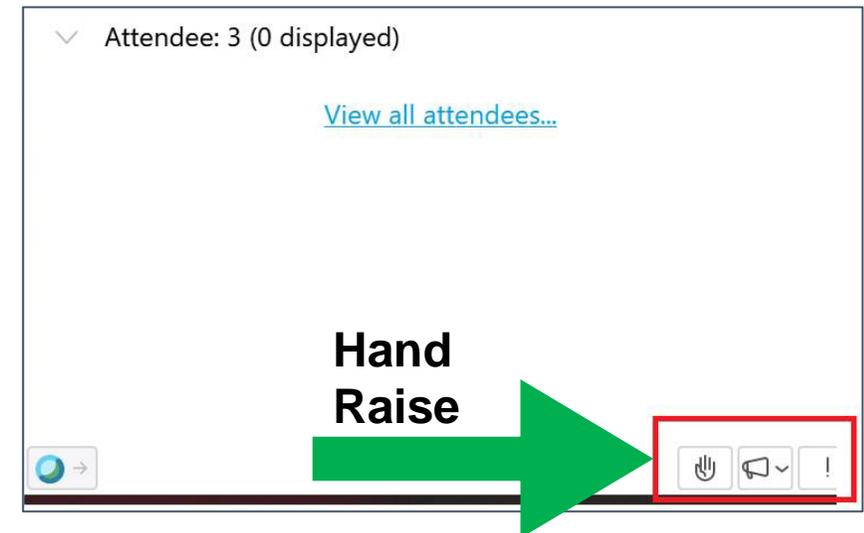
Agenda

- > Call-ins
- > Meeting procedures
- > Welcome
- > NYS Clean Heat Program updates
- > Open discussion
- > Conclusion and next steps

Meeting procedures

Before beginning, a few reminders:

- > This meeting is being recorded
- > All attendees will be muted
 - > For questions or comments throughout, please use the Q&A function
 - > For the Open Discussion session, interested speakers can use the “Raise Hand” function. The meeting moderator will call on attendees and unmute individually
- > Video is encouraged when speaking
- > Slides will be shared after the meeting
- > If technical issues arise, please contact Karen Fusco at karen.fusco@nyserda.ny.gov



Welcome

Joint Management Committee (JMC) Co-Chairs:

- > **William Xia**, Program Manager, Con Edison
- > **Wendy MacPherson**, Program Manager, NYSERDA

> Other JMC Members:

- **Ray Cotto**: Central Hudson
- **Jennifer Cross**: National Grid
- **Elizabeth Rhoda**: NYSEG, RG&E
- **Mark Maloney**: O&R

NYS Clean Heat Program Updates

- > Program performance
- > Process updates
- > NYSERDA market development
- > Future considerations and plans

Program Performance (4/1/2020 – 10/31/2020)

	Category 1 ccASHP: Partial Load Heating	Category 2 ccASHP: Full Load Heating	Category 3 GSHP: Full Load Heating	Category 5 HPWH (<120 gallons of tank capacity)	Total Incentive Dollars Paid
Units installed	1,658	2,421	93	28	\$10,548,555

- > **135** NYS Clean Heat Participating Contractors to-date
 - > <https://www.nyserda.ny.gov/Contractors/Find-a-Contractor/NYS-Clean-Heat-Contractors>
 - > Additional utility-specific resources
- > NYS Clean Heat achievement is officially reported on each utility's respective Quarterly Scorecards

Process Updates

Topic	Updates
Application	<ul style="list-style-type: none"> - One application form to become a Participating Contractor -PLUS- - Multiple participation agreements to sign, once approved: <ol style="list-style-type: none"> 1. <i>Utility-specific</i>, depending on where you elect to perform work 2. <i>NYSERDA</i>, for eligibility for GJGNY financing, and continued QA/QC through year-end
Projects	<ul style="list-style-type: none"> - Ongoing work to: Streamline the project application process (e.g. requested data) Migrate over to online application portals (e.g. project interface and status) Align and consolidate required documents – <ol style="list-style-type: none"> 1. Completion forms 2. QA/QC checklists
Providing feedback	<ul style="list-style-type: none"> - Utility implementation contractors (ICF, RISE, Willdan) - Individual utility PMs and JMC members - Trade associations (NY-GEO, BPCA) and community groups (Sustainable Westchester, HeatSmart) - Biannual NYS Clean Heat stakeholder conferences - Strategic Advisory Group (SAG), as part of the Performance Management & Improvement (PMI) process

NYS Clean Heat Market Development

Critical Market Need	Initiative
Train & develop building electrification workforce	OJT training for new workers; Internships for students; Establish talent pipeline to reduce cost of hiring new workers
Build consumer demand & market confidence	Joint statewide awareness campaign
	Coop Marketing Program
	HeatSmart Community Campaigns
	Technical Assistance & Audits
Drive performance improvements & solutions through technology innovations & demonstrations	Community Heat Pump Systems
	NextGen HVAC
	Empire Building Challenge
Electrification solutions for LMI consumers	Incentive-adders for income-qualified single family & multifamily residential heat pump installations
Build the clean energy supply chain	Roundtable discussions, Market & Value mapping, Up-stream partners, Network of trade allies
Demand-reducing 'heat-pump-ready' solutions	Comfort Home pilots – continuing with programs adjustments
Long-term guide	Building Electrification Roadmap – view through 2030

Future considerations and plans

Topic	Time frame
QA/QC activities to be transferred from NYSERDA to the Joint Utilities	<i>Jan 1, 2021</i>
Updates to the Implementation Plan and other program documents	<i>Q1 2021</i>
New statewide management process of the Participating Contractor network	<i>Q2 2021</i>
Additional guidance on: <ul style="list-style-type: none">- Eligible heat pump technologies (e.g. large-scale solutions, PTHPs, water-source equipment, etc.)- General contractors and ESCOs participation path- Integrated controls	<i>Q2 2021</i>

Open Discussion

- Interested speakers can use the “Raise Hand” function and be called upon by the moderator
- Speakers will be asked to identify themselves (and the company they represent) and limit their comments to **2 minutes**
- Written comments and questions can also be submitted through the WebEx Q&A feature
- Utility and/or NYSERDA reps will provide answers in real time, where possible
- Follow-ups will be shared after the meeting, where applicable
- *Please yield your time if your specific comment has already been addressed*



Growing the Heat Pump Market

- **How would you characterize customer awareness and perception of heat pump technologies?**
- **What information or arguments are most influential in convincing customers to consider and purchase heat pumps?**

Growing the Heat Pump Market (cont'd)

- **What type of tools or resources would be helpful in expanding customer awareness of these technologies?**
- **Would certain customer segments benefit more than others from increased awareness?**

Growing the Heat Pump Market (cont'd)

- > **How can the JMC, Electric Utilities, and associated parties support increased adoption of heat pump technologies throughout New York State?**

Growing the Heat Pump Market (cont'd)

- > In what ways has COVID-19 continued to impact customer decisions, business activities, sales pipelines and project completion? Please share specifics.

Supporting the Contractor Network

- > How have code, regulatory, and technical considerations played a role in project design and completion?

Supporting the Contractor Network (cont'd)

- > What new types of contractor/manufacturer/code official trainings would be helpful in the market?

Conclusion and next steps

<p>Next steps</p>	<ul style="list-style-type: none"> - Relevant follow-ups and a copy of the slides will be uploaded to the NYSCH site - The next Stakeholder Conference will be held in mid-2021. The Joint Management Committee will provide written notice to the market partners ahead of the finalized date
<p>General NYS Clean Heat URL</p>	<p>https://saveenergy.ny.gov/NYScleanheat/</p>
<p>Utility-specific</p>	<p><i>See associated utility EE webpages</i></p>
<p>Contact info</p>	<p><i>Your assigned implementation vendor contact(s) – ICF, RISE, Willdan – <u>should be your primary point-of-contact</u> for project-specific inquiries</i></p> <p>Ray Cotto, Central Hudson, RCotto@cenhud.com William Xia, Con Edison, XiaW@coned.com Jennifer Cross, National Grid, Jennifer.Cross@nationalgrid.com Elizabeth Rhoda, NYSEG, RG&E, Elizabeth_Rhoda@rge.com Mark Maloney, O&R, MaloneyM@oru.com Wendy MacPherson, NYSERDA, Wendy.MacPherson@nyserda.ny.gov</p>

**Thank you all for your participation and feedback!
Stay safe and have a happy and healthy holiday
season.**

