



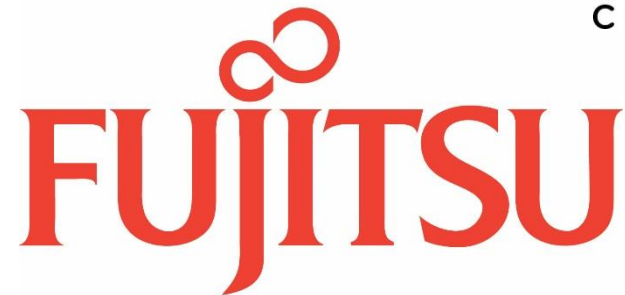
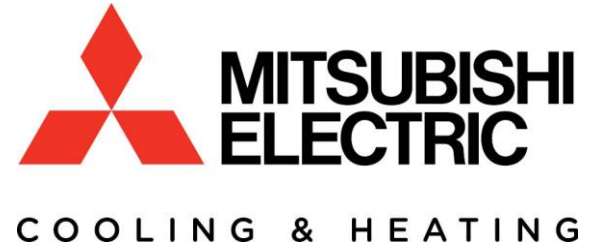
# **2017 Regional cold climate Air Source Heat Pump Market Transformation Workshop**

**Northeast Energy Efficiency Partnerships**

**June 27-28, 2017**

**Schneider Electric Boston One Campus, Andover MA**

# Thank you Leading Event Sponsors!



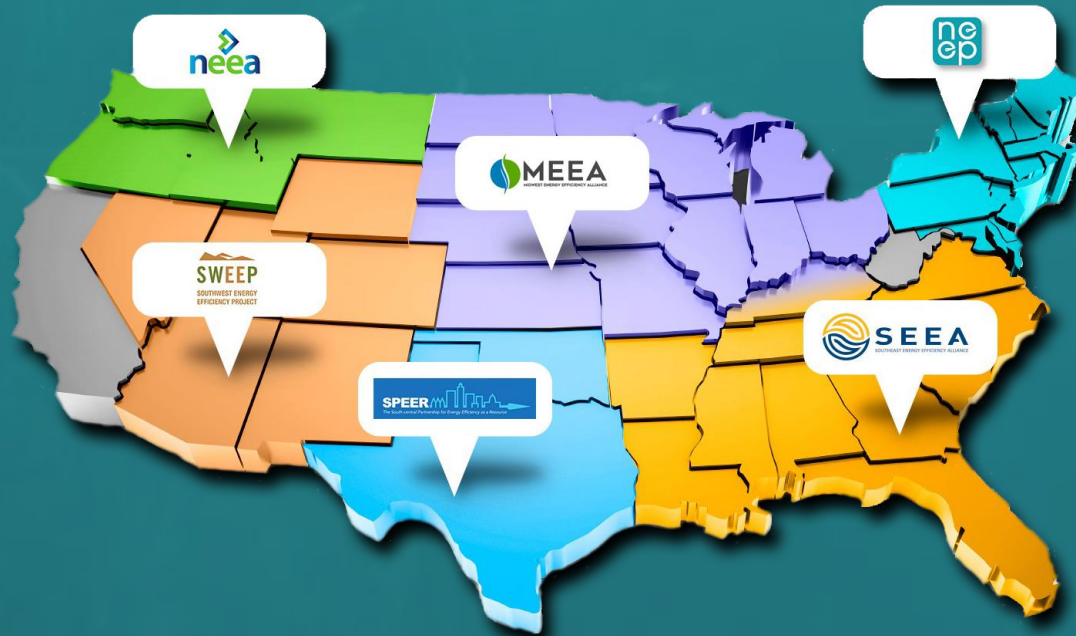
And thank you to our host:

Life Is n

**Schneider**  
 Electric

# About NEEP

A Regional Energy Efficiency Organization



One of six REEOs funded in-part by U.S. DOE  
to support state and local efficiency policies and programs.

# Northeast Energy Efficiency Partnerships



- Long-term shared goal
  - To assist the Northeast and Mid-Atlantic region in reducing carbon emissions 80% by 2050 (relative to 2001)
- Mission
  - Accelerate energy efficiency as an essential part of demand-side solutions that enable a sustainable regional energy system
- Vision
  - That the region embraces next generation energy efficiency as a core strategy to meet energy needs in a carbon-constrained world
- Approach
  - Overcome barriers and transform markets through *Collaboration, Education, and Enterprise*



# Regional ASHP Initiative History



2013

2014

2015

2016

2017

# Market Transformation Strategies



1. Increase consumer education and awareness
2. Increase installer/builder awareness of, and confidence in, ASHP through expanded training and education
3. Reduce upfront costs of installed systems through robust and aligned promotional programs and the support of alternative business models
4. Mobilize state and local policymakers to expand support for ASHPs
5. Promote advanced control technologies to allow automated coordination among multiple heating systems
6. Enable the promotion of climate-appropriate ASHPs through improved performance metrics
7. Develop more accurate tools to predict energy, cost and GHG savings associated with ASHP installation through collection and analysis of real world performance data



# Workshop Objectives

1. Bring together a collection of Air-Source Heat Pumps (ASHP) industry experts to encourage a productive dialogue
2. Expose key ASHP market updates/trends
3. Contemplate regional market transformation strategies to accelerate adoption of high performance ASHPs
4. Strengthen coordination of regional market strategy implementation
5. Provide direction to NEEP's regional ASHP activities going forward

# Workshop Agenda- Day 1

9:00 am	Welcome and Introduction
9:15 am	Keynote: The role of ASHPs in Energy Vision 2030
9:35 am	State and Local Policy Activity aimed at Expanding Adoption of ASHPs
10:05 am	What are we learning from in-field ASHP Metering Research?
10:50 am	<b>Break</b>
11:05 am	Local ASHP Initiatives to Drive Adoption
11:40 pm	Installer Guidance on Sizing, Selecting and Installing ASHPs in cold climates
12:15 pm	<b>Lunch</b>
1:15 pm	Getting to Integrated Controls
2:15	Moving ASHP Market through Novel Program Interventions
2:45	Debrief
3:30	<b>Adjourn</b>
4:00	*Optional* Gathering- Double Tree for Drinks



# Workshop Agenda- Day 2

8:30 am	Welcome Back
8:45 am	Cold-Climate ASHP Specification and the Future of Improved Performance Metrics
9:45 am	Expanding the Initiative to Commercial Equipment (VRF)?
10:15 am	Break
10:30	Manufacturer Speed Dating Sessions
12:30 pm	Lunch
1:30 pm	*Optional* Tour of Schneider Electric's recently completed MicroGrid

# Anti-trust Guidelines

Today's Workshop seeks to be:

1. Fair and Open
2. Intentionally structured to neither attempt to set prices nor to enable sharing of pricing and pricing planning among manufacturers
3. Without implying a refusal to deal with any party due to their participation or non-participation in any resulting cooperative activities

# Important Logistics

1. Speak up/Use Microphone
2. Building restrictions
3. Please silence cell phones
4. Presentation slides will posted to Workshop site
5. Public Wifi available
6. Sign up for tomorrow's microgrid tour at Lunch
7. Please fill out the evaluation form before leaving

# Attendee Introductions



- Name
- Organization

# Debrief exercise at the end of the day

1. What activities/strategies did you hear about today that are most exciting/relevant to you?
2. What are some ways in which you can individually move those activities/strategies forward?
3. Of these important areas to move forward, which would benefit from addressing regionally through our regional initiative?