

Working Group Series for Participating Contractors and Industry Partners

Session #13 | June 9, 2022 9:00am-10:00am

Agenda

- Meeting Procedures
- Welcome
- Safety Message
- Joint Management Committee (JMC) update and discussion
 - Program Changes Announced on 6/1
 - Online Intake Tool (OIT) Improvements Status Update
 - Updates to HPWH Checklist, GSHP QA Process
 - Clean Heat Connect Updates
- Stakeholder Presentations
 - No submissions provided this month
- Resources, support, and next steps

Welcome

- Program representatives on the call today:
 - JMC Co-Chairs: Mark Bremer (National Grid), Will Xia (NYSERDA)
 - JMC Members: Ray Cotto (Central Hudson), Toby Hyde (Con Edison), Jennifer Cross (National Grid), Nicole Williams (NYSEG, RG&E), Mark Maloney (Orange & Rockland)
 - Implementation Team (ICF): Kenn Latal
 - Working Group Support Team (Concentric Energy Advisors): Ben Davis, Pieter Zwart, Clara-Ann Joyce

Working Group Series: Review of Typical Meeting Format

- As outlined in previous meetings, the intent of this Working Group Series is to create a forum for working meetings between participating contractors, industry partners, and other stakeholders with the NYS Clean Heat Program Administrators.
 - Emphasis is on the “working group” nature of these calls, with focus on clarifying issues, pain points, affected parties, and proposed solutions
- The JMC wants to promote dialogue and discussion with a focus on transparency and communication
 - The intent is to drive toward solution development
 - Emphasis here is on open communication with the industry. The JMC does want this to be a two-way process in terms of flagging and communicating issues.
- The hope is to have stakeholder-led presentations of pre-submitted topics in addition to updates from the JMC on topics discussed in previous sessions

Safety Message

- As the weather gets nicer and more people are out and about, drivers are reminded to be alert for pedestrians in crosswalks and crossing streets

- Be alert and prepared to stop when approaching crosswalks, and never pass vehicles stopped at a crosswalk – there may be pedestrians that you cannot see
- Follow the speed limit, especially around people on the street, in school zones, and in neighborhoods where children are present

Program Announcements From 6/1

Heat Pump Water Heater Midstream Incentive

- Inspired by a successful pilot program run by Central Hudson, all utilities will be adding a midstream distributor incentive for HPWHs. This incentive is intended to address existing barriers to HPWH adoption by driving increased market awareness, making incentives available for many customer segments.
 - All utilities in the state plan to adopt this midstream incentive in order to drive distributors to stock and hopefully sell more HPWHs
- Eligibility for equipment and projects remains the same – please see the presentation slides for additional detail.
- Both wholesale and retail market incentives follow a similar design of \$/unit customer rebate with additional contractor or distributor/retailer rewards. Please see the presentation slides for additional detail.

Statewide Adoption of Category 2A and 2B Incentives

- On September 1, incentives for full load ccASHP with integrated controls (Category 2A) and full load ccASHP with decommissioning (Category 2B) will be offered statewide
 - Please see the presentation slides for a table outlining currently offered 2A and 2B incentives as well as offerings that will be effective September 1
 - Con Edison’s program is currently on pause, but they anticipate offering these incentives in the future as well
- Tables showing overall incentive changes for each utility service territory are included in the presentation slides. These are the same tables that were distributed and posted on June 1.

Kicker for Gas-Constrained Areas

- National Grid has identified 53 gas-constrained ZIP codes in the eastern and central regions of the state, where they will be instituting a 25% kicker incentive. Details will be emailed to National Grid Participating Contractors so they can start planning their sales cycles.

Additional Updates

- For all projects, incentives will be limited to 70% of project costs. This was an existing cap in the Custom category and it will now be carried through to all categories.
 - A \$1 million “soft” cap for total incentives paid to a project will also be specified in the Program Manual. Projects can be addressed on a case-by-case basis.
- Preliminary Incentive Offer Letters (PIOLs) will be including a default incentive expiration date for non-residential projects. Extensions and adjustments will be considered on a case-by-case basis.
- For non-residential projects, utilities may adjust incentive levels to differentiate between new construction projects vs. existing buildings

- Details will be included in the September 1 Program Manual update

OIT Improvements Status Update

- Please see the presentation slides for a detailed list of previous sprint items completed and a schedule of upcoming changes
- Some particular notes are as follows:
 - A note/comment field was added for new applications. Contractors may provide any specific details needed in this note/comment field.
 - Some additional fields to collect Manual J-related data have been added for projects in Con Edison territory
 - Additional fields to include square footage reported in the Manual J will be added soon
 - Some existing fields were realigned at the beginning of May to make versions of the OIT more identical
 - This week, a Details tab was added to the Improvements tab, in which users can view all pieces of equipment entered, and can re-sort to compare model numbers and serial numbers.
 - ICF is in the process of capturing screenshots and will be sharing details on this update in upcoming newsletters and School of Clean Heat webinars
 - Additional improvements on the schedule will drive toward state harmonization of the OIT platform

Updates to HPWH Checklist Item C4

- An update has been made to the HPWH field assessment checklist item C4. The item originally inspected for a pressure relief valve, thermostatic mixing valve, and cold water pressure regulating valve.
 - It has been determined that the thermostatic mixing valve item is not applicable to HPWHs in this program since they maintain a stable temperature and do not reach 140°F to serve space heating
 - Similarly, cold water pressure regulating valves were determined to be a conditional item based on local code, and not fit for program-wide enforcement
- The revised language reads “Verify temperature and pressure relief valve are installed and that the relief valve terminates within 6” of the floor”

GSHP QA Process

- In late December 2021, the OIT was updated to receive design and startup checklist documents for GSHP projects during application submission
 - These documents include the bore well/loop-field design documents and the startup/commissioning checklist
- As of June 1, 2022, projects without these documents will not pass the on-site field assessment
 - As a reminder, these documents are reviewed during the on-site field assessment and not during the up-front application submittal. The requirement of these documents does not affect application processing time during initial review.

Cold-Climate ASHP Sizing Design Trainings

- A curriculum for clean energy training was developed by NYSERDA in 2019. A link is provided in the slides for more in-depth information.
- Sizing and design trainings were added as a new requirement for all new Participating Contractors that signed up with the NYS Clean Heat program after 1/1/2022. Participating Contractors already in the program were grandfathered in.
 - There is some anticipation that the grandfathering clause may go away on 1/1/2023 and all existing Participating Contractors will be required to complete the training. This is not finalized.
 - There have been some issues with sizing and design of projects with new entrants into the market, which is some of the reasoning behind this training requirement. It is important for contractors to understand the nuances of ccASHPs, capacity degradation, differences in how heat pumps can heat a home between ducted vs. ductless systems, etc.
- The current requirement is that one person per new company must have taken this training. Program administrators note that it is a useful and comprehensive training, and it is highly recommended that anyone on the contractor team take the training.
 - Most trainings offered by distributors and manufacturers run about 4 hours
 - Note that these trainings will be required by the MassSave program as well, so there might be value to taking the training now for contractors who operate near the state border
- The training covers 6 chapters of content as outlined in the presentation slides
- Trainings are offered and made available through distributors and manufacturers – this is not a training that the JMC or NYSERDA offers. Please check with your distributor or manufacturer first to learn about available offerings.
- A table of known trainings is included in the presentation slides
 - Training was delivered to close to 800 attendees in Q1 when trainings were first offered. There was a bit of a lag in Q2 as busy season started and there was a lull in offerings from distributors, but trainings should ramp up now and into the fall.
 - Please contact your distributor or manufacturer to schedule a training if you do not see one already listed in the table. Some links to upcoming or pre-recorded contractor trainings are included in the table.
 - Soon a calendar of known trainings will be included on the Clean Heat Connect website (cleanheatconnect.ny.gov)

Verbal Question – NY-GEO

- Is there any additional information that the JMC can share about projects whose timeframe might extend beyond the anticipated timeframe of the NYS Clean Heat Program?
- **Response:** These projects are being handled on a case-by-case basis. The JMC recognizes that an interim review process will take place at the end of this year, and funding availability and other such timelines will be key discussion points. This topic is on the JMC's radar.
- **Additional Comment:** It is understandable that this is something that requires a lot of input and thought. No answer is expected today. Other EE programs may have undergone similar processes with funding timelines, etc. and there may be room for budgets to move around.

Many customers are wary of the uncertainty of rebate availability by the time their project is done, especially since construction schedules can be so unpredictable.

Written Question

- Is there any update on the pause of the NYS Clean Heat program in Con Edison service territory?
- **Response:** Information regarding this pause and timeline for return remains forthcoming and will be shared with stakeholders as available.

Reminder: Change in Meeting Cadence

- The JMC has shifted PC&IP meeting cadences from monthly to quarterly, with meetings scheduled in early June, September, January, and March to align with future program announcements and updates
- This would allow stakeholders more time to prepare topics and engage with the JMC on potential topics for discussion
- The JMC still very much encourages questions, comments, and outreach

Resources, Support, and Next Steps

- The next PC&IP meeting will be on Thursday, September 8th (9:00-10:00am)
 - All program-related inquiries can be submitted to nyscleanheat@ceadvisors.com
 - All project-specific inquiries can be submitted to nyscleanheat@icf.com or 844-212-7823
- For project inquiries, the first step should be to contact your account manager at ICF. If the account manager does not respond within three days, please contact nyscleanheat@icf.com or reach out to the utility's Program Manager. Contact information is listed in the presentation slides.
- Materials from the meeting will be distributed via email. Links to helpful Program resource pages are included in the presentation slides as well.

The JMC thanks all attendees for their participation and engagement.