

Commercial Contractor Consortium (CCC) Input for CTAC Meeting

February 6, 2025

Agenda

- 2024 Business Performance & Collaboration
- 2025 Market Shifts: Opportunities & Risks
- Heat Pump Input & Industry Discussion
- New Technology Evaluation: LuxWall
- Closing Thoughts and Open Discussion

2024 Review

- **Slow start in early 2024 for many Contractors, with recovery in second half for many contractors.**
- **Many contractors expanded efficiency service offerings.**
- **Collaboration with Companies (Utilities):**
 - **Incentive Multipliers:** Well-received by those contractors offering broader solutions.
 - **SBEA Expansion:** More customers eligible due to threshold changes.
 - **Streamlining:** Continue to streamline requirements for pipe insulation turn projects around faster and reduce engineering burden.
 - **Help Needed:** Several Contractors indicated that they are still awaiting payment on large C&I and EV charging station projects that closed out in 2024. Prompt payment appreciated due to payables past due.

2025 Opportunities and Threats

Opportunities

- **Growth:** Many contractors expanding scope to provide one-stop solutions and leverage broader incentives.
- **Collaboration:** Contractor-utility partnership trending upward for most.
- **Multi-Geographic Approach:** Some Contractors increasing volume to offset lower-margin product mix while sharing ideas across states.

Threats

- **Tariffs:** 30-day delay welcomed as key materials/products come from Mexico and Canada.
- **Public Benefits Charge:** Backlash worsened by 2017 Millstone deal inflating the overall charge over 10 months.
- **Employee Retention:** Margin declines from product mix shifts prompt incentive plan reductions, raising retention concerns.

Heat Pump Discussion

Overview:

Many contractors see heat pumps as a great solution when replacing existing electric or delivered fuel heating. However, they are less viable when natural gas is the existing source, solar is not installed, or AC is not being added.

Suggestions:

- Create additional rate codes to lower demand charge profile for commercial customers with natural gas. The concern is that this would add additional upward pressure to public benefits charge.
- Insulation upgrades help, but solar integration needs a clear mechanism and better timing with efficiency programs.

New Product Evaluated - LuxWall

What is It? A retrofit solution for existing window panes that preserves the original window frame.

Best Fit: Targets are existing single-pane or double-pane windows that do not have e-Film.

Results: Based on performance evaluation system operating similar to R10 insulation level.

Status: Approved by Con Edison; currently under evaluation by Eversource and AVANGRID.

Enthermal Glass-Only Replacement *Pilot Glass Project*

New York City | Oct 5th, 2024

Weather: 70 Degrees F Indoor Thermostat: 73 Degrees F

LuxWall Enthermal

- 10 mm Enthermal R18
- Clear Substrate with Triple Silver Low-E #2



Temp. on Interior
Surface of Glass

Solar Power
Meter

LUXWALL



Southeast facing facade

Single-Pane Bronze Color Glass

- Existing Single Pane 6mm Bronze



Temp. on Interior
Surface of Glass

Solar Power
Meter

Confidential 1



Thank You!