



# 2021 Business Partner Event

The event will begin shortly

WE ARE MASS SAVE®:



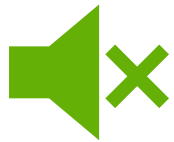


# 2021 Business Partner Event

Welcome

WE ARE MASS SAVE®:





You are muted



The session is  
being recorded



No Q&A

Lots of chances to  
ask questions during  
booths and breakout  
sessions



# Elijah Ercolino

Director of Engineering and Building Systems



# Looking back

WE ARE MASS SAVE®:



# Acknowledgements



CLEARResult  
Energy Resources  
Nashoba Air & BoilerWorks  
AECOM  
Cape Light Compact  
Complete Energy Services  
Concord Electric Supply  
Energy Source  
Greenleaf Energy Solutions LLC  
Environmental Systems Corporation  
Fairbanks Energy Services  
Horizon Solutions  
illuminate  
Reflex Lighting  
RISE Engineering  
Center for EcoTechnology  
Flynn & Reynolds  
FMC Technologies, Inc.  
ICF International  
Prism Energy Services  
S.G. Torrice company  
Atlantic Heating & Air Conditioning  
Boston Light Source  
Earthlight Technologies  
LADVANCE  
Lados Engineering  
McDonnell Mechanical Services Inc  
World Energy Efficiency Services  
Applied Energy Engineering & Commissioning  
Atlantic Electrical Distributors  
Berkshire Gas  
Cape Cod Heat Pumps LLC  
Cascade Energy  
Central Cooling & Heating, Inc  
Commonwealth Electrical Technologies  
Cooling Unlimited, Inc.  
Cooper Lighting  
DCNE  
DISTRIBUTOR COR OF NEW ENGLAND  
EMC  
EMERSON SWAN  
ENE SYSTEMS INC.  
Energy Conservation  
Fluid Industrial Associates  
FW Webb  
GDS Associates  
GE Current  
HOMANS  
IMEC  
Inovis Energy  
J&J Heating and Air Conditioning  
Light Efficient Design  
Macfarlane Energy  
NESCO (Needham Electric Supply)  
Net Zero Heating & Air Conditioning, LLC  
Nicholson Plumbing Heating and Air Conditioning  
Northeast Electrical Distributors (NEEDCO)  
Omni Light  
Papalia Home Services  
Plumbers' Supply Company

R & L Berube Electric Service, Inc  
Schneider Electric  
Stafford Mechanical Inc  
Standard Electric  
US Electrical Services, Inc.  
williams energy  
128 Plumbing, Heating, Cooling and Electric  
ABC-AIR Heating And Cooling LLC  
Accurate Heating & Air Conditioning  
Acela Energy Gourp  
ACK Air Duct LLC  
Acton Refrigeration, Inc.  
Advanced Energy Concepts  
Advanced Energy Group  
AEDG  
Air Compressor Engineering  
Air Purchases  
Albireo Energy  
All Gas Heating & Cooling Inc.  
American Air, Inc.  
american energy management  
AMERICAN PLANT MAINTENANCE LLC  
Apex Lighting Solutions  
API OF NH  
ASD  
ASD Lighting  
Aspinwall Plumbing & Heating LLC  
Atlas Copco Compressors  
Automated Building Systems Inc.  
Automated Logic  
Avanrid  
Avanrid/Berkshire Gas  
Ayotte Plumbing Heating and Air Conditioning  
B & D Air Conditioning & Gas Heating, Inc.  
B&D air cond  
Barbizon Light of New England  
Barnett Heating & Cooling  
Basnett HVAC  
Beaudoin HVAC  
Bell Simons Co  
Blue Line Systems Heating and Cooling  
BMR Thermal, Inc.  
Bob Dolan plumbing  
boucher energy  
Briggs Mechanical Inc.  
Briteluxe LED Lighting  
Building Automation Systems  
Building Energy Services Inc  
Bulbs.com  
Bulbscom  
C&S Refrigeration, Inc.  
C.E.S Corp  
Cam's Heating, LLC  
CAPCO ENERGY SUPPLY, INC  
Cape Cod Gas, Heat and AC Systems  
Capitol Light  
Northeast Electrical Distributors (NEEDCO)  
Carbon Lighthouse  
Caron Heating & Cooling, Inc

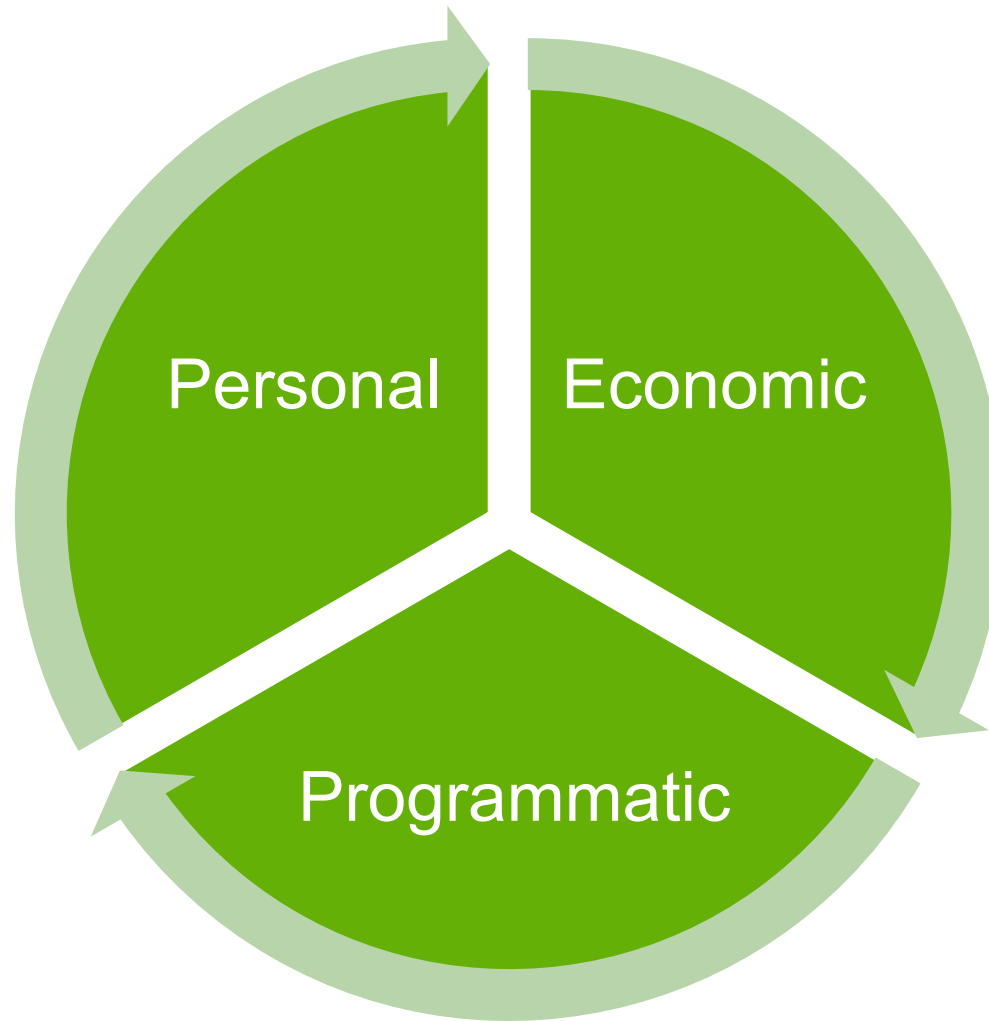
Carrier - Automated Logic New England  
Carriere Inc.  
CCMS  
CCMS Lighting  
Central Cooling and Heating, Inc.  
CES  
CET  
Chalker Heating & Fuel, LLC  
Chaves Heating & Air Conditioning  
Chris Lubeck  
Christie Cooling and Heating  
CKSMITHSUPERIOR  
Climate Concepts HVAC Service Contractors, Inc.  
CMC Energy Services  
CMC Energy Services, Inc.  
Coan Heating & Cooling  
Colliers Project Leaders  
Comfort Control Mechanical  
COMFORT HVAC  
Comfort Technology  
Comprehensive Energy Solutions LLC  
COMPRESSED AIR TECHNOLOGIES  
Compressor Energy Services  
Conservation Solutions Corporation  
Correct Temp Inc.  
CPS Corporation  
CPS Heating and Cooling  
Jalkin Comfort  
Daniels Equipment  
Davco Air Conditioning Corporation  
De Almeida hvac  
DG Service Company  
e2s (energy efficiency services)  
Economy Plumbing  
Electric by Design, LLC  
Electrical Systems Solutions  
Electrical Wholesalers Region 1  
Enabled Energy, Inc.  
Enel X  
Enercon Solutions  
Energy Code Services  
Energy Conservation Inc.  
Energy Management Consultants, Inc  
Envienergy Studio  
Equipment Direct Sales, Inc.  
ERS  
ESS  
ESS/Exposure  
Etech Inc  
Falconi Energy  
Family Heating and Air Conditioning  
FIA Inc.  
Frank Lamparelli Oil Co., Inc.  
Fujitsu General America  
gabree commercial services inc  
Gardner Denver  
GE Current a Daintree Company  
Genove Oil & Air Company  
Granite City Electric  
GRAYBAR

Green Light Energy Conservation  
Hannon heating & Air Conditioning  
Harwichport heating and cooling  
Heat Pumps Unlimited  
Hill Energy Services LLC  
Holbrook Associated  
Holbrook-Associated, Inc.  
HOP Energy  
Hubbard Heating & Cooling  
Independent Electric Supply  
Industrial Marketing--Certified ThomasPartner  
Ingersoll Rand  
Interval Data Systems  
Ion Lighting Distribution Inc.  
J & R Energy Services, Inc.  
J&L Heating and Air  
Jamrog HVAC  
Jim Dorsey & Son, Inc.  
Johnson Services, LLC  
Karpouzis Commercial Refrigeration, Inc.  
KCR Inc.  
Knight Fuel Co  
L&S plumbing, heating & cooling  
Lavoie Heating Service, Inc  
LFE Solutions  
Liberty  
Lighting Distributors  
LightSmart Energy Consulting  
Lime a William Company  
Litemor  
LLEJ Equipment, Inc.  
Lombardi Oil Company  
Loureiro Engineering  
Lowell Central Electric Co Inc  
M.J. Williams Heating & A.C., Inc.  
Mass Plumbing and Heating, Inc  
Mass. Office of Technical Assistance  
MassDEP  
Mechanical Insulation Solutions Network  
Melink Corp  
Milltown Plumbing & Heating Inc.  
Milton CAT  
Mitchell Mechanicals  
Murphy Services  
N/A  
National Efficiency Supply (NES)  
National Resource Management, Inc.  
NEW ENGLAND COOLING TOWERS, INC  
Northern Energy Services, Inc.  
NRM / National Resource Mgmt  
Ocean State Job Lot  
On-Site Lighting & Survey, LLC  
Orange Oil Company  
Paquette Electric Company, Inc (CT ONLY)  
Power & Process Inc.  
Preferred Air, Inc.  
Prevett Heating & Cooling  
R. H. Young Cooling & Heating Inc.  
R.E.R. Fuel  
RAB

Regency Lighting  
Restaurant Depot (Andover)  
Restaurant Depot (Everett)  
Rexel Energy Solutions  
Rexel USA  
Rexel/CLS  
Riordan Mechanical, Inc.  
River-Air HVAC  
Rodenhiser Home Services  
RPG Energy Conservation  
rst thermal  
Satco  
Secure Energy  
Servidyne, LLC  
SG Torrice  
SG Torrice Co.  
Siemens  
Siemens Smart Infrastructure  
Signify  
Silia Heating & Air  
Sinclair Home Services  
SMBLC LLC DBA LITEMOR  
Smithfield plumbing & Heating Supply Co.  
Sona Energy Solutions LLC  
Soumade! hvac llc  
Stanford Mechanical Services Inc  
Stefan Plumbing and Heating, Inc  
Suburban HVAC, Inc.  
SunZero Energy Systems  
SUPPLY NEW ENGLAND  
Survey Investment Inc  
Taco, Inc.  
TAG Heating & Cooling  
Tanko Lighting  
Technical Consumer Products (TCP)  
The Energy Efficiency Group  
The Granite Group  
Theatrix inc d/b/a TECH\*SPEConsulting  
Thermal Climate Control  
Thomas Geoghegan Heating and Cooling  
TJ Talcott & Son LLC  
Tma plumbing  
TNZ Energy Consulting  
Top notch HVAC  
Torishima Service Solutions of MI  
Torrco  
Trane Technologies  
Usource  
VanZelm Engineers  
Viking Controls  
Vision Energy  
Wachusett Energy Engineering  
Wattsaver Lighting Products  
WB Engineers+Consultants  
Wesco Energy Solutions  
Weston & Sampson  
Wicked Lighting, LLC  
Wicked Lite  
Woodacre Fuel & HVAC, Inc.  
World Energy

# Thank you!

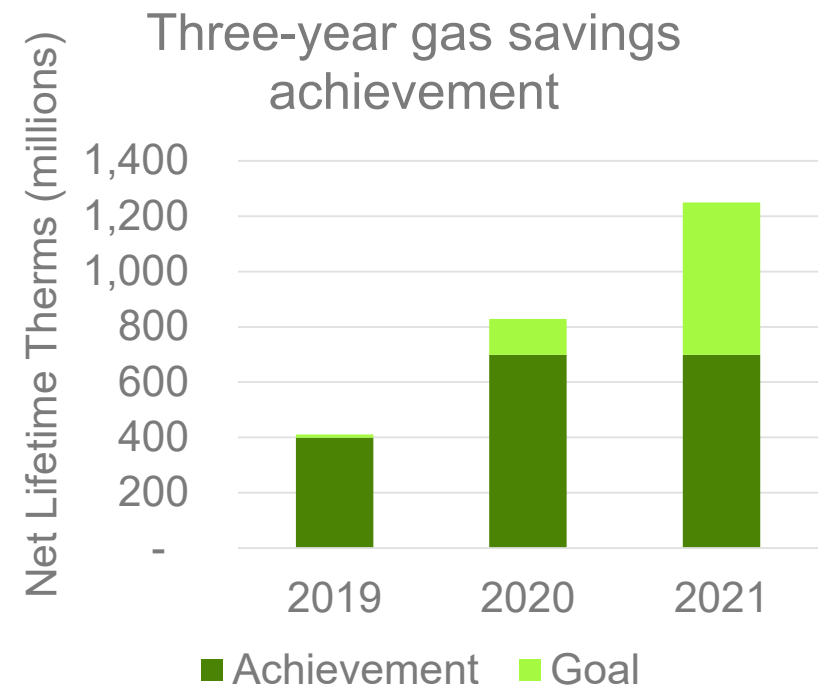
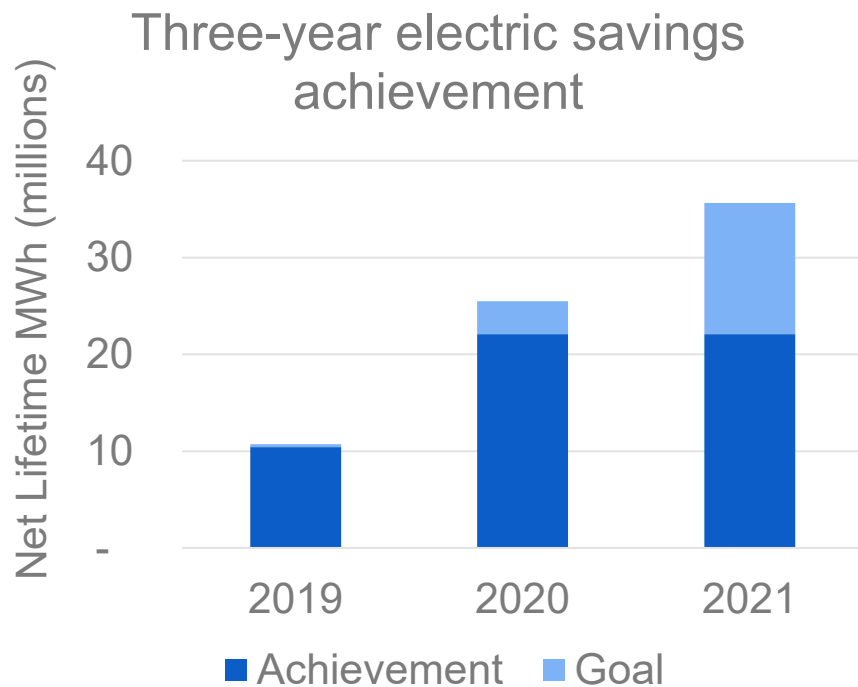
# 2020: A Challenging Year



# Program Performance/Results



- COVID has impacted everyone, but the PAs stand ready to help our customers and implementation partners in 2021







# Improvements Today

# Efficiency in the time of COVID



## Safety:

Suspend utility contracted EE work at customer sites.

PHASE 1



## Engage:

Keep contractors engaged by providing opportunities for self-improvement

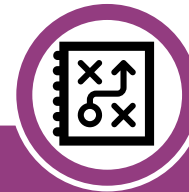
PHASE 2



## Innovate:

Seek new ways to do EE work (virtual audits)

PHASE 3



## Plan:

Develop back-to-work roll-out plan

PHASE 4



## Install:

Back to work installing EE measures

PHASE 5

# Prioritizing customer & vendor safety



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EVERSOURCE



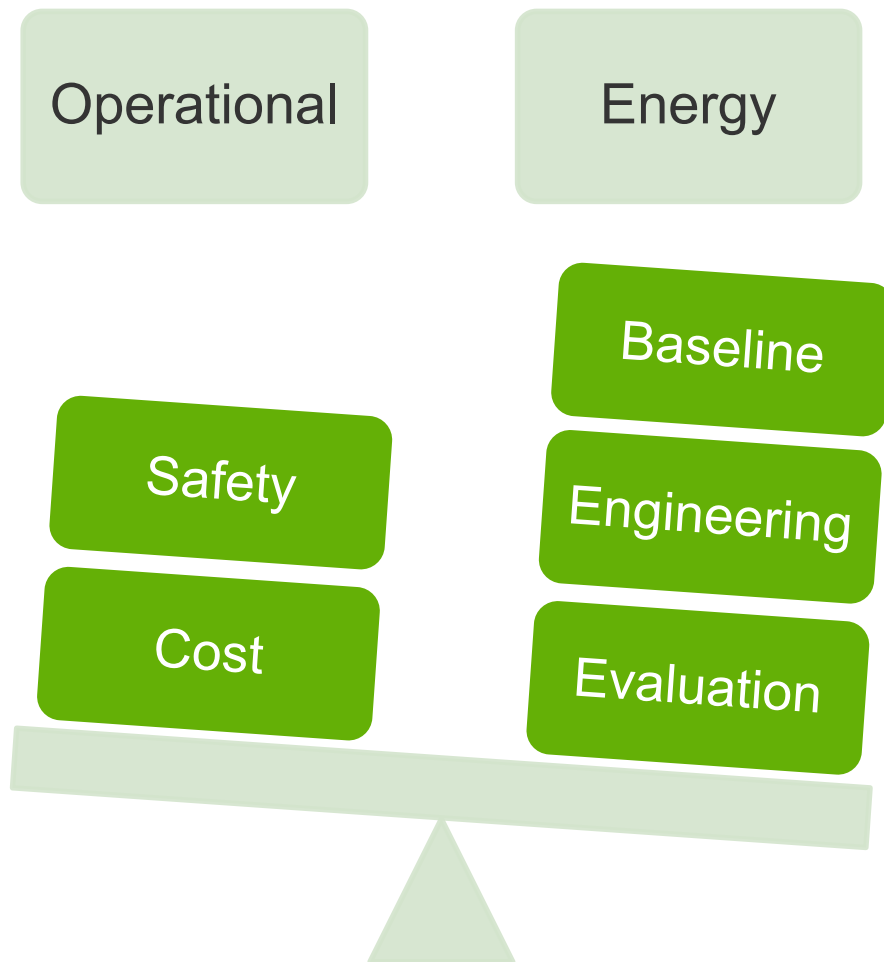
nationalgrid



Dear Business Partner,

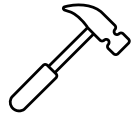
We have updated [www.masssave.com/covid19](http://www.masssave.com/covid19). This webpage was created to provide real-time communications to you, our important business partners. Therefore we have archived the previous version of Frequently Asked Questions, which you can find via a link on the page. Current and still relevant Frequently Asked Questions are still provided at [www.masssave.com/covid19](http://www.masssave.com/covid19).

# Pandemic Considerations for Custom Jobs

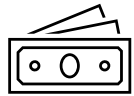


Visit your PA booths to talk about specific projects!

# In case you missed it...



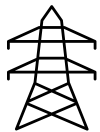
New construction redesign



Prescriptive heat pump incentives



ESPO/RCx pathway development



Demand response offerings  
including daily dispatch approval

*Find out more at the breakout sessions!*

# Ongoing efforts for the coming year



Simplify applications



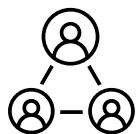
Streamlined microCHP pathway



Emphasis on asset optimization and monitoring-based commissioning



Investigating more comprehensive weatherization and HVAC upgrades



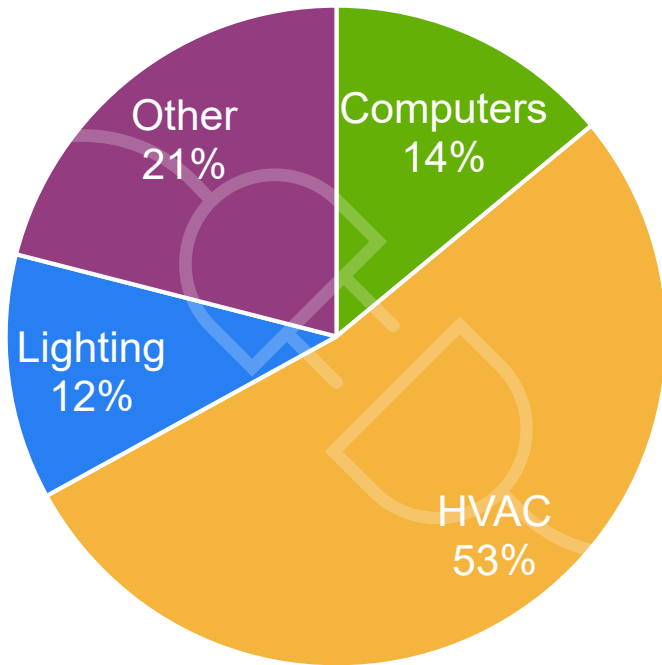
Workforce development forecasting and job matching

# Looking Towards the Future

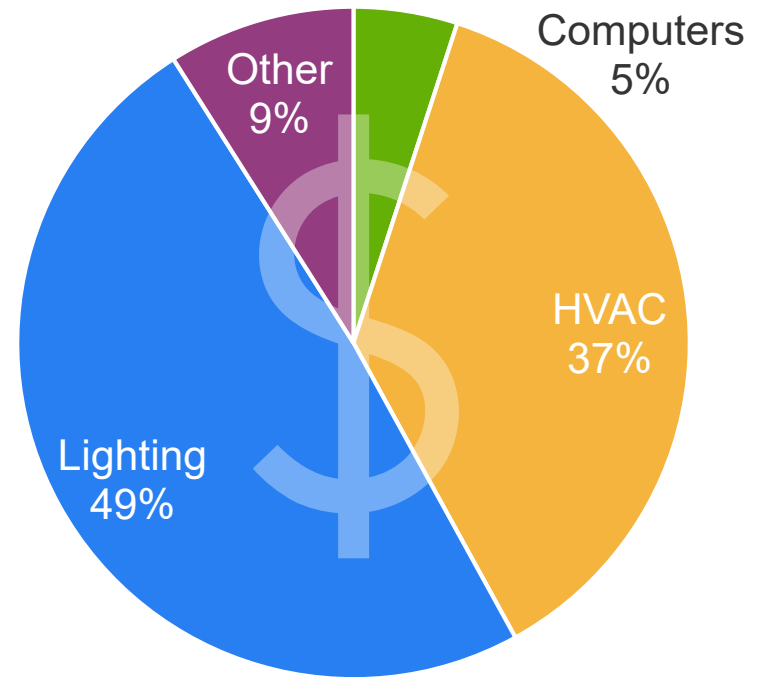
# Where is the Opportunity?



Energy Usage in Office Buildings

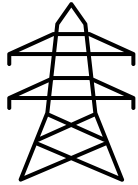


Energy Savings in Office Buildings

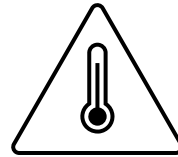




# On the Horizon



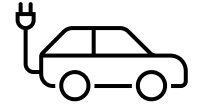
Electrification



HVAC and  
controls



Net zero  
buildings



EVs

Evolution of programs and priorities to include a greater emphasis on GHGs and decarbonization

Join us in the feedback session to share your thoughts!

# Get Engaged



2022-2024  
planning  
underway

April 30 – Draft  
due to EEAC

October – Final  
Plan due

<https://ma-eeac.org/planning-resources/>

Summaries of past listening sessions and workshops  
Notice of future listening sessions

# The Rest of the Day



- **Now:** Networking break
  - Visit virtual booths via the “Booths” tab of the attendee hub
  - Or schedule networking appointments with other attendees
- **10:15** – First breakouts begin
- **11:05** – Second breakouts
- **11:50 – 1:00** “Lunch” (more time for booths & networking)
- **1:00** – Small Business & Channel Meetings, Feedback Session 1 and 4, additional networking/booths time
- **2:00** - Feedback Sessions 2, 3, & 5 and additional networking/booths time



## Looking to network?

Attending virtually doesn't mean you can't connect. Schedule an appointment to chat with any of the attendees!

[Schedule appointment](#)



# Thank you!

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