

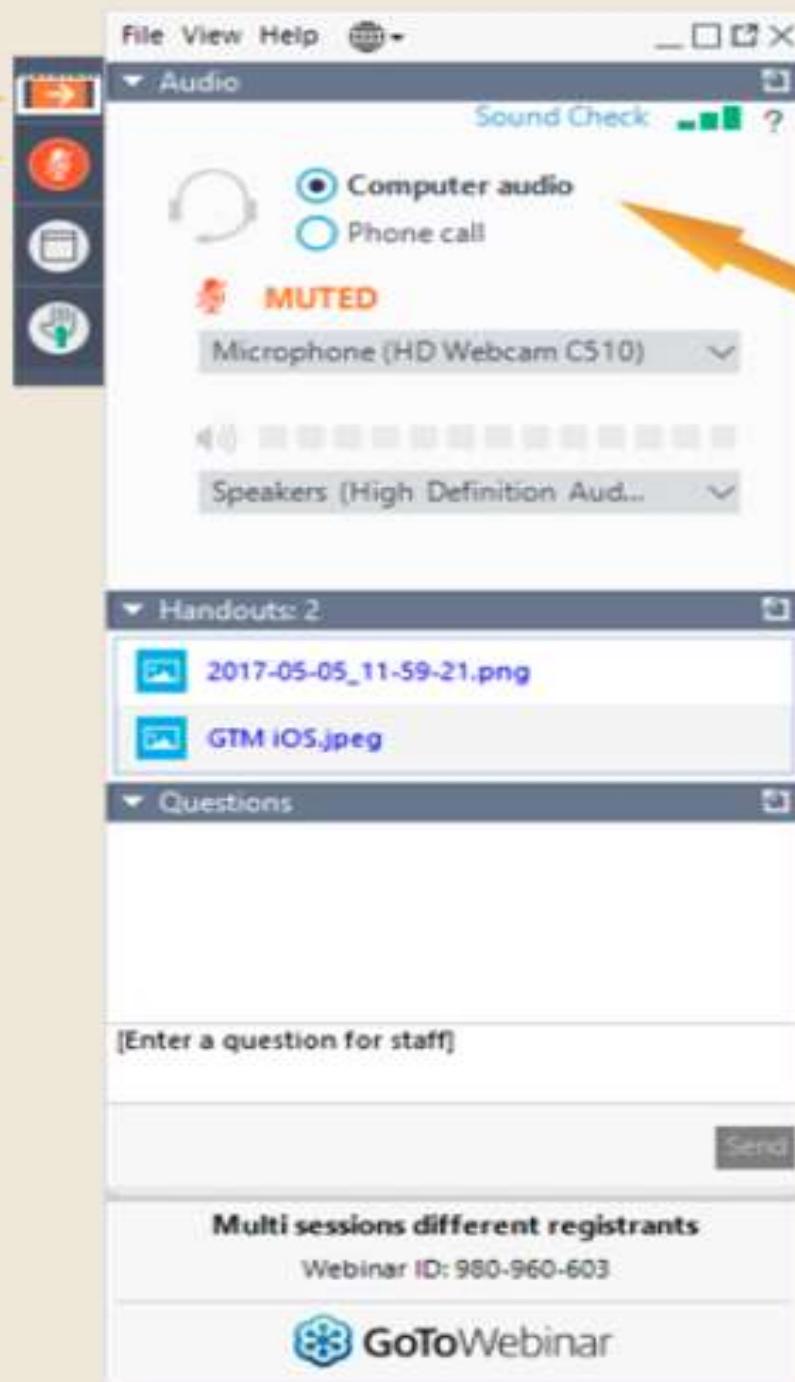
# Advanced Heat Pump Coalition

2021 Update #2

Sep 22, 2021 – 10:00 AM Pacific

Open & close your  
**control panel**

Mute & **un-mute**  
yourself



Choose your  
**computer audio**  
or **phone call**  
settings

how-to  
**ASK A QUESTION**  
during this webinar:

- All phones will be muted.
- We encourage use of the **QUESTIONS** feature.

Type  
**questions**  
in this box

# Agenda

36 slides

## **General Information**

**15 minutes**

- Advanced HP Coalition Intro (2 slides)

## **Workgroup Updates (Christopher Dymond)**

**15 minutes**

- WG #1 – Improved Test Procedure and QPL
- WG #2 – Roadmap Specification and Manufacturer Engagement
- WG #3 – Design & Install Best Practices

## **EPA ENERGY STAR (Abi Daken)**

**15 minutes**

- Overview and updates of ENERGY STAR specs and vision for heat pumps

## **Department of Energy (Ed Vineyard)**

**40 minutes**

- Future projects and focus (a work in progress)
- Lab research activities

**Intention:** Update people on what has been accomplished since June 2020

**Objective:** Increase collaboration among members

# AHPC Workgroup Updates

Christopher Dymond (mostly)

# A “Coalition of the Willing”

## Goal

To increase research collaboration among energy efficiency organizations that are working to accelerate market adoption of advanced heat pumps

## Membership

- ACTIVE = Fund and Guide collaborative activities
- PASSIVE = attend webinars, provide feedback

## Workgroups

- Steering Committee  
(NEEA, NEEP, MEEA, CEC, NRCAN, EPA, NYSEERDA, DOE)
- WG #1 – Improved Test Procedure and QPL
- WG #2 – Roadmap Specification and Mfr Engagement
- WG #3 – Best Practices

Brightest heat pump minds  
from organizations such as these:



# Challenges We Face

Shifting needs and product technologies

Perfect products do not exist

We don't know how to identify which are best for what application

Utility, HVAC industry and decarbonization needs don't always align

Limited research resources and market leverage

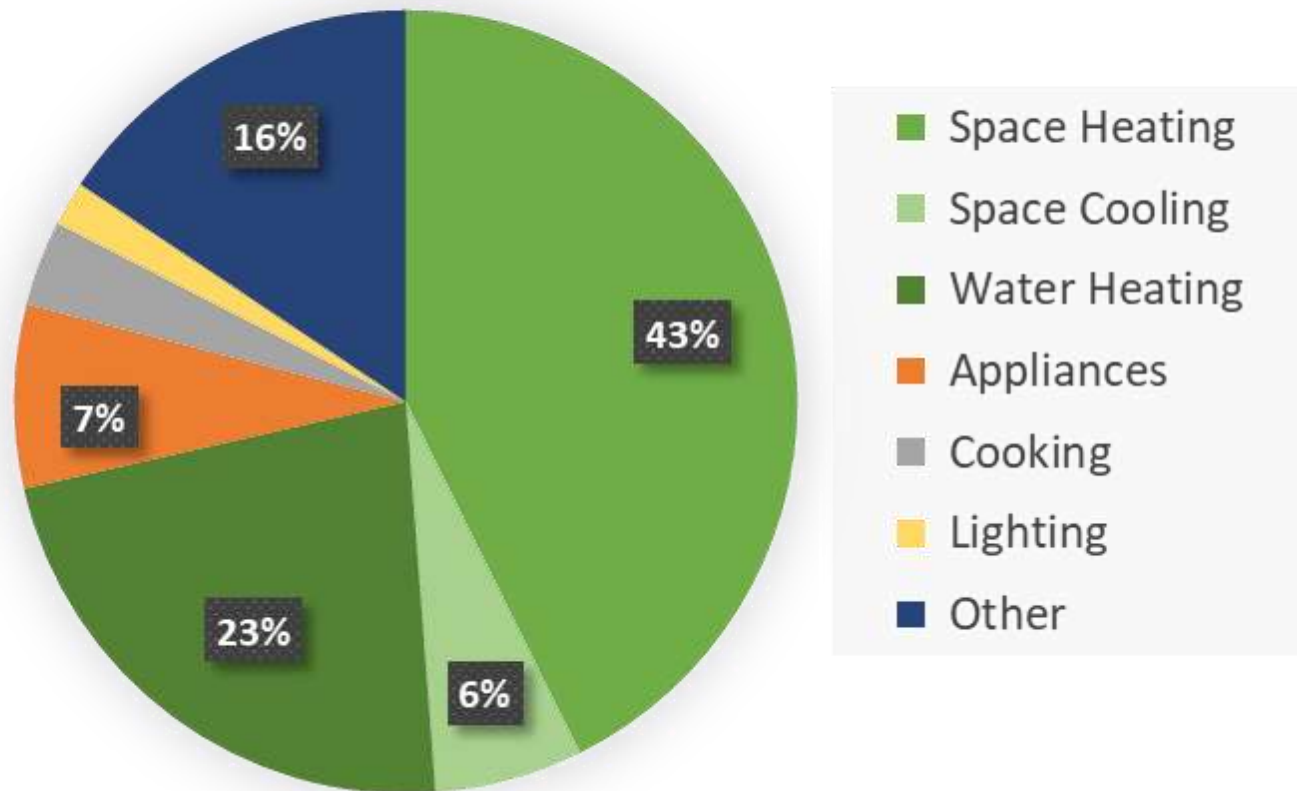
## What is possible?

*(if these problems were addressed collaboratively)*

# Residential Energy by End Use

## US Average Household Energy Use

US EIA 2015

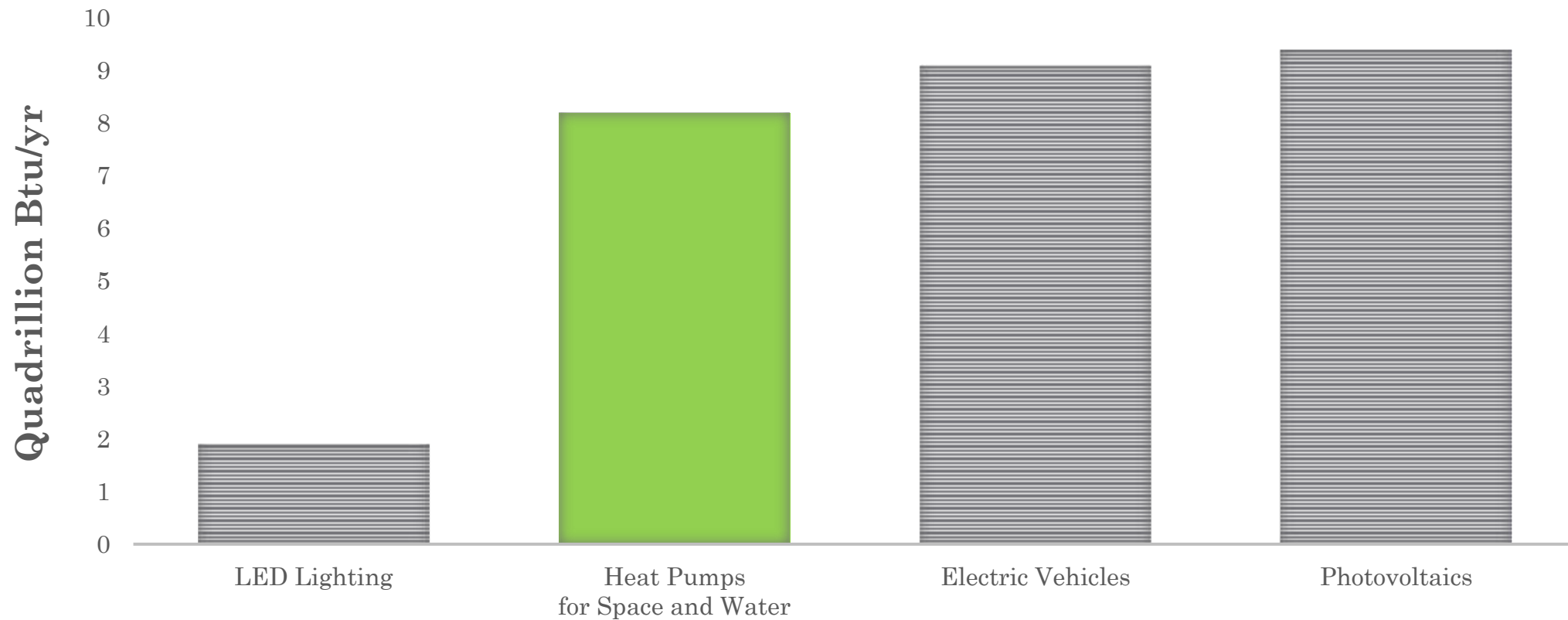


green areas  
can be served  
by a  
heat pump

# The 3<sup>rd</sup> Largest Potential

Customer side contribution to meeting our future energy needs

## TECHNICAL POTENTIAL

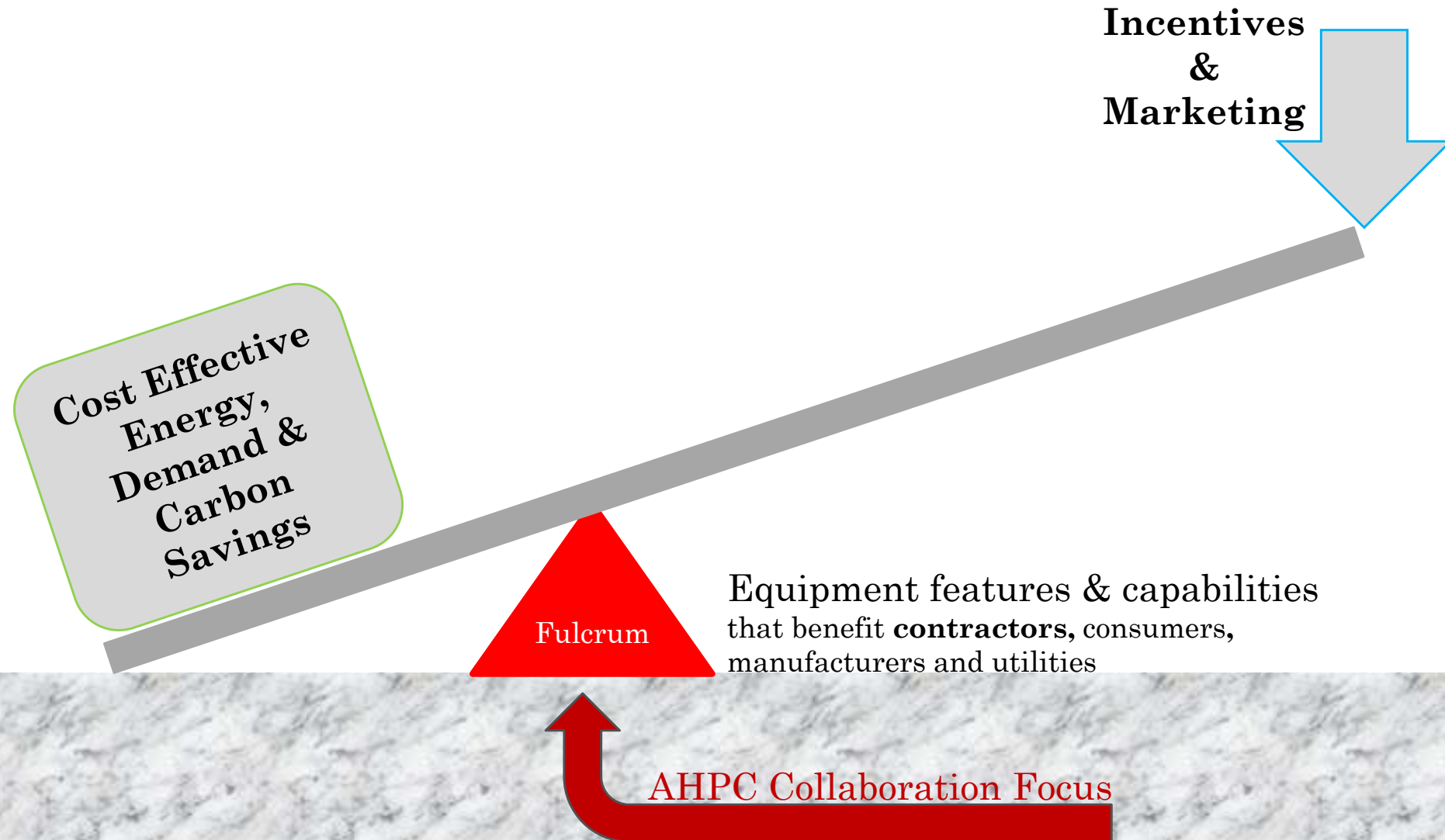


### Market Transformation Potential of the ASHP - 2018 ACEEE Paper Excerpt

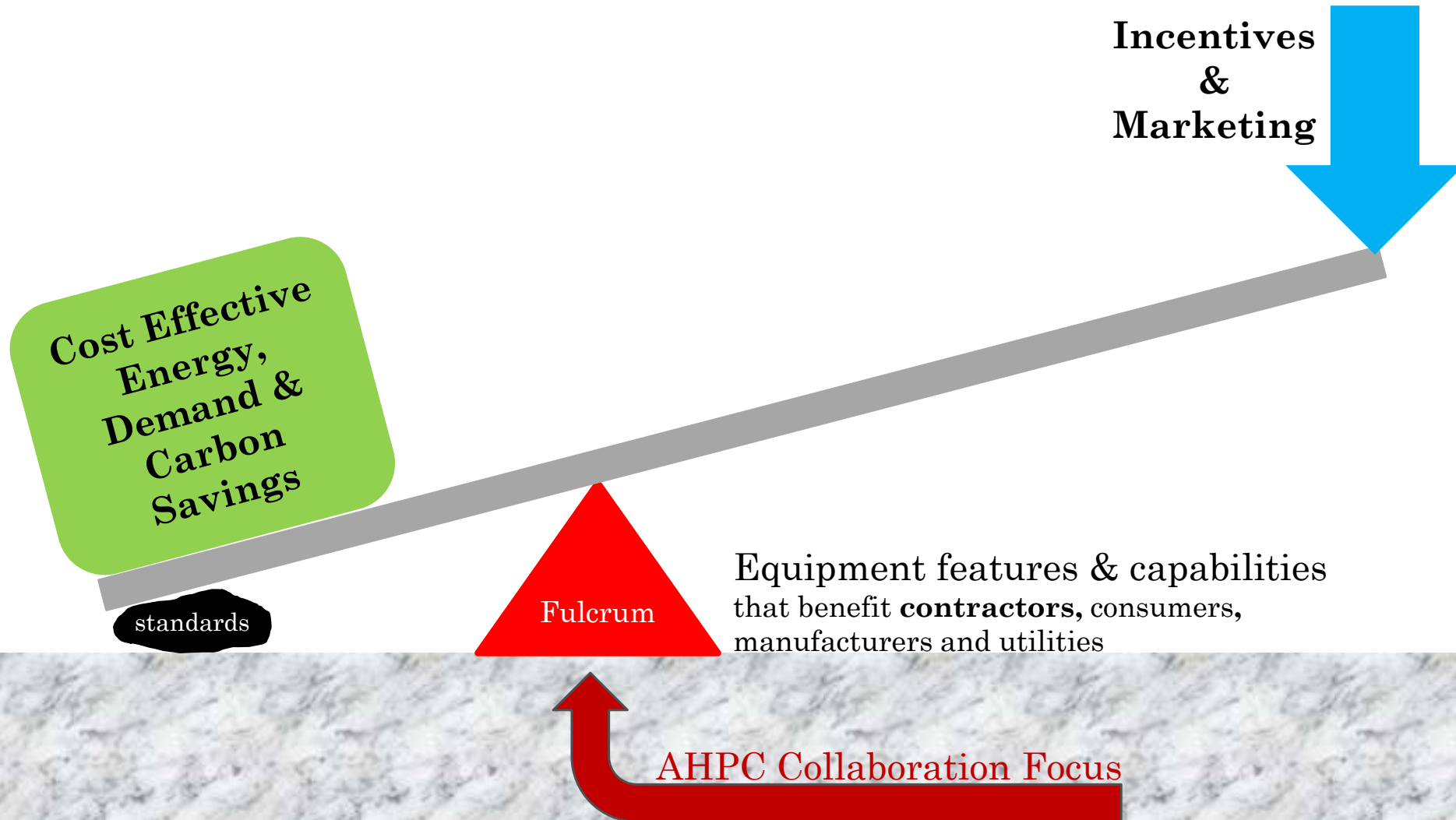
ASHP systems are based on a seasonal COP of 2.2 for water heating and 3.3 for space heating sourced by a 50% efficient electrical grid (generation, transmission and distribution losses). 50% efficient is high, but chosen as a proxy for a gas turbine + renewable energy dominated utility grid likely by 2050. The iASHP systems could also be powered on-site by gas. Such systems would need COP values not much higher than 1.1 for water heating and 1.65 for space heating to provide the equivalent source energy reduction. The lighting baseline estimate is adjusted to pre LED conditions NEEA's building stock assessment (NEEA) values, with end state efficacy estimates of 100 lm/W for residential lighting and 150lm/W for commercial. The photovoltaic "savings" are based on a projected 1000 GWp of installed capacity under a solar resource of 1400 kWh/Wp.



# Market Transformation



# Market Transformation



# AHPC Website

[www.mwalliance.org/  
advanced-heat-pump-coalition](http://www.mwalliance.org/advanced-heat-pump-coalition)

## Contents

- Shared Documents
- Workgroups
- Calendar
- Membership
- FAQs

Website  
infrequently  
updated

[Home](#) > The Advanced Heat Pump Coalition

## The Advanced Heat Pump Coalition

The Advanced Heat Pump Coalition is a group of utility and energy efficiency interested parties that has agreed to share knowledge and align efforts to have biggest impact on HVAC industry efforts that help utilities accelerate market adoption of residential heat pumps. A steering committee consisting of representatives from NEEA, NEEP, MEEA, NRCan, the U.S. EPA, California Energy Commission, and NYSEERDA provides periodic coordination of activities, webinars and meetings. Current general membership includes ~190 folks from utilities, non-profits, cities, and research organizations from across the US and Canada (heat pump nerds).

The coalition is not a formalized organization. This is a "coalition of the willing" and as such, there are no dues or obligations. The hope is this will focus collective resources to identify gaps and fund the actions identified. Please see links to shared documents, webinar recordings, and other materials below. [Contact Morganne](#) to join.

### Contents

- [Shared Documents](#)
- [Workgroups](#)
- [Calendar](#)
- [Membership](#)
- [FAQs](#)

### Shared Documents

| Date    | Description                               | Link(s)                       |
|---------|---|-------------------------------|
| 2/2021  | Workgroup Updates Webinar                 | <a href="#">PDF recording</a> |
| 7/2020  | EXPOT Lab Testing Initial Findings Report | <a href="#">PDF</a>           |
| 6/2020  | AHPC Coalition Working Group Updates      | <a href="#">PDF recording</a> |
| 4/2020  | Design Best Practices Webinar             | <a href="#">PDF recording</a> |
| 11/2019 | EXPOT Initial Findings Webinar            | <a href="#">PDF recording</a> |

# WG#1 – Improved Test Procedure & QPL

Christopher Dymond, NEEA

## **Vision**

- The marketplace (Efficiency Programs/manufacturers/contractors) can identify ASHP products that will deliver actual performance

## **Desired Outcomes**

- An improved test procedure is developed and validated to show enhanced representativeness of ASHPs
- An Advanced ASHP Qualified Product List (QPL), based on the results of an improved test procedure, is built
- Efficiency Programs use QPL to incentivize adoption of advanced ASHPs that deliver real world performance, increasing savings
- Long term- Federal Standards program ultimately more representative test procedure and rating

## **Mechanism employed**

- Improved Test Procedure
- Qualified Products List

# WG#1 – Update

Dave Lis, NEEP

## Load Based Test Procedure – CSA EXP07

- Load Based Test Procedure
- 2020 Initial Findings Report and Plain Language Guide Published – EXP07
- 2021 Baseline of Uncertainty Report

## NEEP Database Improvements

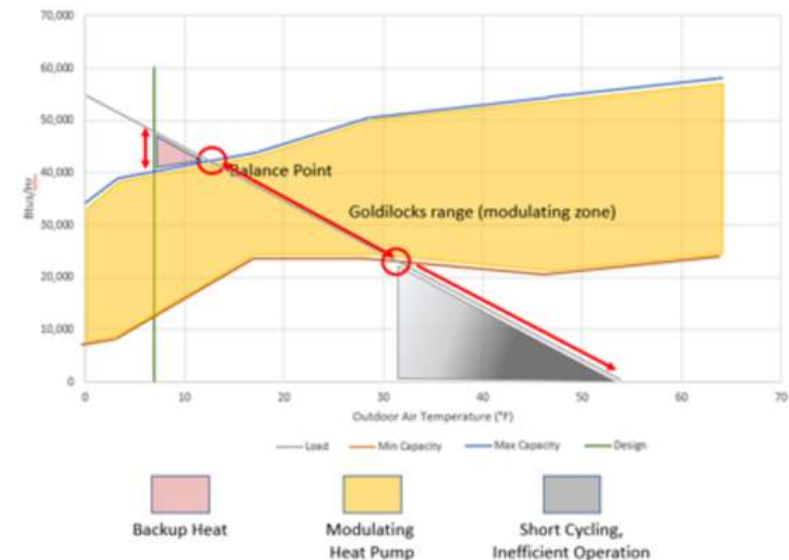
- More representative seasonal rating
- Verifiable performance mapping
- Tool enhancement

**NEEP**  
**ccASHP**  
**Model**

**MIDEA**  
Excel  
AHRI #: **206188280**  
Outdoor Unit #: **38MBRBQ48AA3**  
Indoor Unit #: **40MBDQ48---3**  
Singlezone Ducted, "Compact Ducted"

🔥 **39,950** Max Btu/hr @5°F  
🔥 **50,000** Rated Btu/hr @47°F  
❄️ **48,000** Rated Btu/hr @95°F  
COP @5°F: **2.19**  
HSPF: **10.3**

[VIEW DETAIL](#)

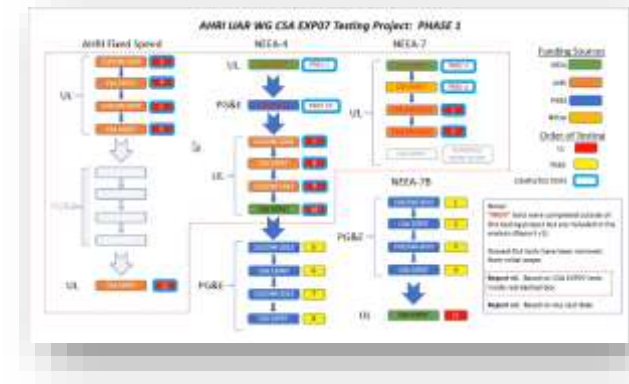


# Test Procedure Work

## AHRI Repeatability & Reproducibility Research Project

- Considerable Covid delays
- Lab Work Completed
- Purdue starting analysis
- Report expected by EOY

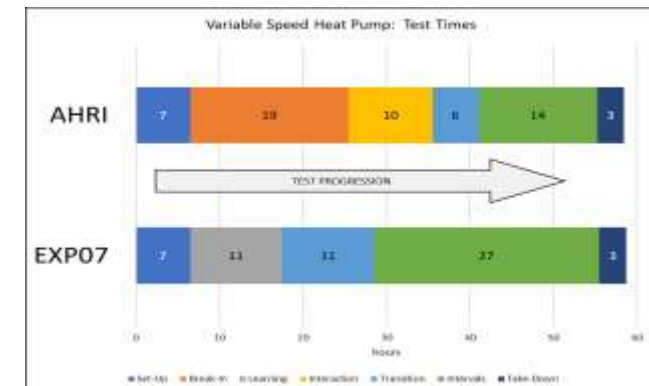
Mark Baines, UL



## CSA EXP07 Development

- Technical review version published March 2019
- Technical Development Committee is working on
- Updated Version expected Q2 of 2022
- ANSI Accreditation work to be done in 2022

Gary Hamer, BC Hydro



# Field Testing and Validation Projects

## **Best of the Best Testing**

Robert Weber, BPA

- 30-40 cold climate central forced air heat pumps in 2 climate zones
- Equipment selection based on NEEP QPL key performance metrics
- Eliminate/reduce ER heat and determine demand reduction value

## **Xcel - Air Source Heat Pump Technology Demonstration**

Dave Podorson, Xcel

- residential central dual-fuel systems
- multifamily systems

## **NRCan and CanMET Field and Lab Testing**

Mvuala Suami, NRCan

- Yukon and Ontario field tests (~16 units)
- CanMET lab homes – 2 units

# Representativeness Project – 1A

Christopher D, NEEA

## Business Case

- The proposed \$650,000 project is intended to help differentiate products with a North American annual market value of over \$9.3 billion

## Project Partners

- Funders: NEEA, NEEP, AHRI, NYSERDA, ComEd Xcel Energy, Southern California Edison
- SMEs: Carrier, Mitsubishi, Bruce Harley Energy, Underwriters Laboratory, US DOE

## Status

- NEEP is contract manager
  - Three capable proposals
  - Negotiation with top candidate
- Seeking additional contributing partners

|                 | Proposed Tests  |
|-----------------|---|
| Construction    | Construction Trailers- HLL adjusted using insulation                                  |
| Location(s)     | Mobile Home or RV Park in Region IV   |
| Occupancy       | Unoccupied  |
| Length          | 6 months for each units (heating season)  |
| Number of units | 3- ducted<br>3- ductless  |
| Types of units  | Ducted & ductless   |
| Occupancy Load  | Simulated   |
| Sizing notes    | Units all sized to building load  |
| Comparison type | Field Seasonal COP compared to HSPF, HSPF2, and SCOPh from EXP07                      |
| Thermostat      | Per OEM recommendation- but not "smart."<br>All located in same location. No setback. |



# WG#2 – Roadmap Specification

## Vision

- Heat pump capabilities that enhance in-field performance are well supported by utility programs and provide additional value to the HVAC industry

## What is a “Roadmap Specification”

- It is not program specification
- It includes MT fulcrum items
- It leverages industry direction

## Desired Outcomes

- Manufacturers have clear understanding of what Utilities need
- Widespread utility program support exists for the features specified



# WG#2 – Final Draft Roadmap

Abi Daken, EPA

## Types of Features

- **Performance Rating and Capacity:** What metrics and what level or performance on the metrics.
- **Grid response and Grid Value:** Features that support controlling the time and location of energy use.
- **Automated Integration:** Systems work without complex setup, including legacy equipment.
- **Refrigerants:** Which refrigerants are used.
- **Monitoring and Feedback:** Equipment capability supporting automatic commissioning, utility feedback, and system performance monitoring.
- **User Amenities:** Improved user convenience and safety.

# Workgroup #2 - Next Steps

## Roadmap Feedback

- |                              |          |      |
|------------------------------|----------|------|
| • Workgroup and Member Input | Q1-2     | 2021 |
| • Outreach to Manufacturers  | October  | 2021 |
| • AHR Expo Meetings          | February | 2022 |
| • 2022 Version Published     | Q1       | 2022 |

## Resulting Collaboration Project Ideas

- Connected Diagnostics
- CTA 2045 Capabilities
- NEEP Database Design Tools and Best Practices

*“If you do not know where you are going, every road will get you nowhere”*

Henry A. Kissinger

# Workgroup #3 – Best Practices

Matt Christie, TRC

## **Vision**

- HVAC designers/installers have the knowledge and tools that improve the business case for recommending advanced heat pumps to their customers.

## **Desired Outcomes**

- We understand how to optimize performance
- It is easy and profitable for contractors
- Best practices are accessible, known, and applied in the field

## **Mechanisms Employed**

- Manufacturer training for contractors
- Resources, tools, and trainings from utilities, efficiency organizations, and similar
- Online tools and connected system data

# Workgroup #3 – Progress Made

## Scope and Resources Defined

- Reviewed, discussed, and collected initial resources and sources
- Narrowed target technologies and topics
- Wrote draft RFP's Scope of Work
- Collaborated with partners to pull together related projects

## Gap Analysis

- Upstream Partners Gap Analysis
- Best Practices Technical Gaps Analysis

NYSERDA/TRC

NEEA/TRC/Ecotope/Clearesult

## Best Practice Guidelines:

- Education and Awareness Building Strategies  
(This is a 2022-2023 special project)

Consortium for Energy Efficiency

# Next Step - Workgroup Calls

## **WG #1 – Improved Test Procedure and QPL**

- October 6th @ 3:00-4:00 PM EST

## **WG #2 – Roadmap Specification and Manufacturer Engagement**

- October 12th @ 12:00-1:00 PM EST

## **WG #3 – Design & Install Best Practices**

- Not yet scheduled

**To join a workgroup – email Morganne**

**[Morganne.Blalock@icf.com](mailto:Morganne.Blalock@icf.com)**



# EPA - Heat Pumps

Abi Daken

# ENERGY STAR® CAC/ASHP Updates





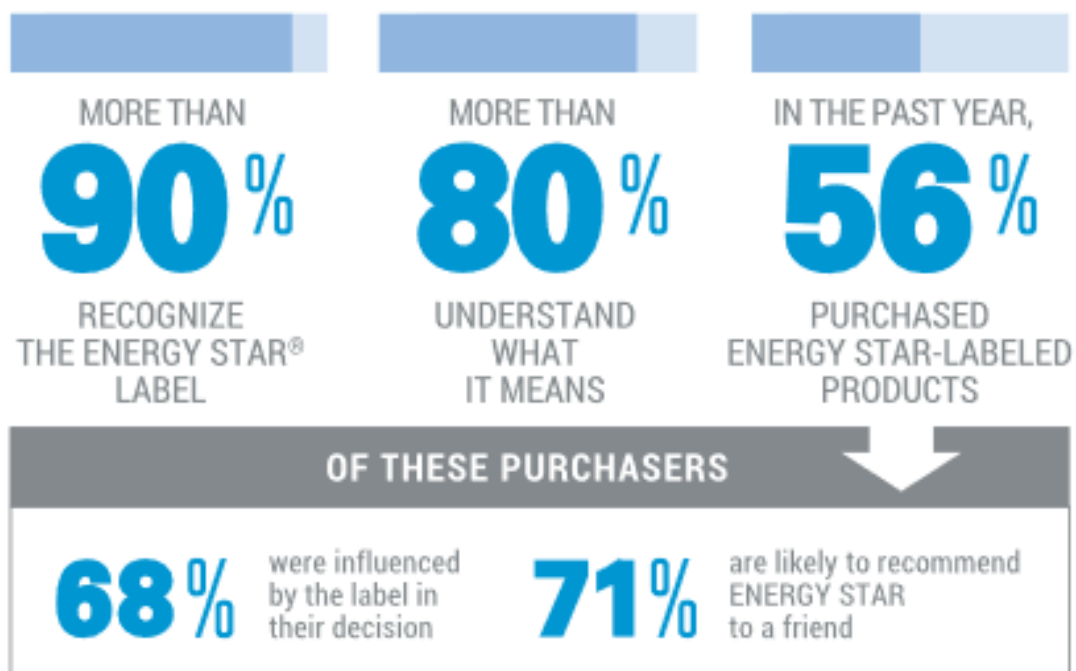


## The ENERGY STAR Brand



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## ENERGY STAR Household Awareness

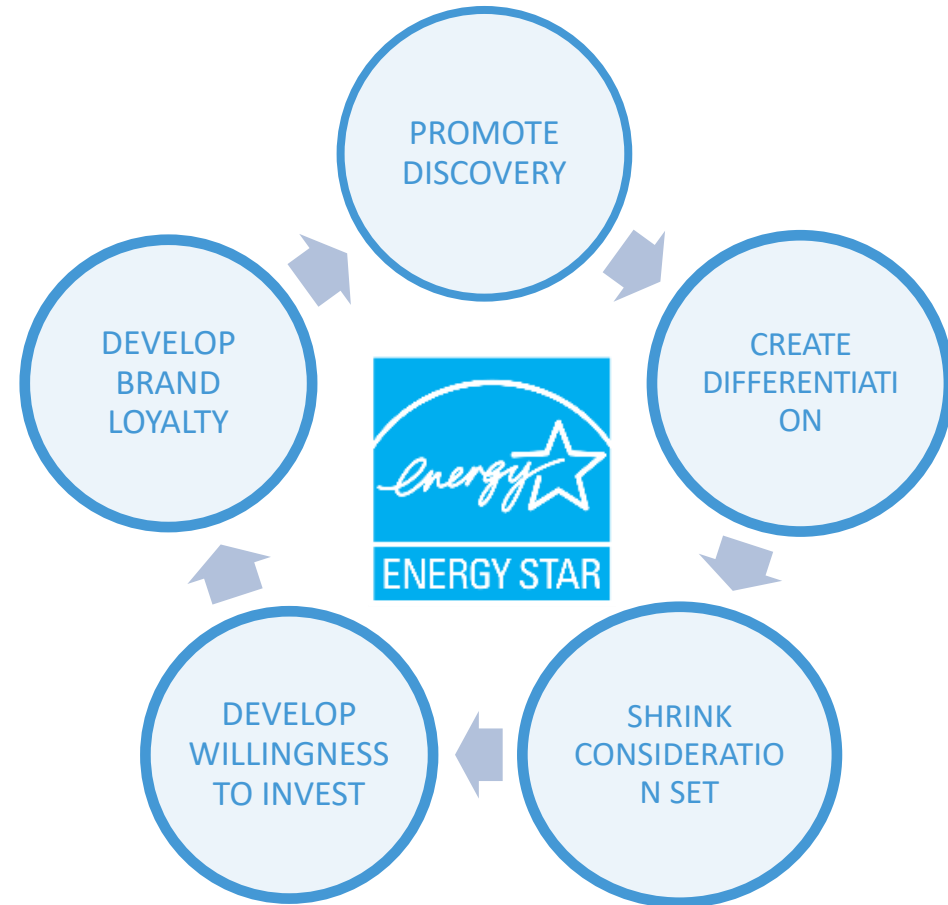




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## ENERGY STAR: The Quintessential Ingredient Brand

- Proven impact on partner marketing efforts
- Serves as implicit seal of approval
  - Enhances Partner brand through association
- Provides shortcut to understanding your brand's full value proposition
  - Differentiates product
  - Builds consumer willingness to invest in premium product
- Forges deeper connection with customers
  - Functional: quality, performance
  - Emotional: confidence, trust, loyalty







## ENERGY STAR CAC/ASHP Version 6



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## Status and Timeline

[ENERGY STAR V6 Specification Web Page](#)

March 30, 2021

Spec finalized, products  
certify at any time

January 1, 2022

All new certifications  
must use M1 and CVP

Jan. 1, 2023

Version 5 products  
drop off list

- Products may certify to Version 6.0 now
- Specification allows for path using current test method
- Expect bulk of V6.0 certification in 2022-23



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## New Initiatives Reflected in V6.0 Specification

1. **Climate differentiated AHSP criteria and marks** help consumers and contractors easily identify units optimized for cold climates
2. **Installation capabilities** help ensure that excellent equipment will be installed well
3. **Optional connected criteria** focus on harnessing the potential of staged and variable capacity units to balance grid needs and consumer comfort – based on AHRI 1380



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## Air Source Heat Pumps Different Climates, Different Needs

### Cold Climate

- Excellent seasonal heating performance
- Maintains performance at low ambient temperatures
- No geographic limit – programs, contractors, purchasers decide what each home needs



### Base ENERGY STAR

- Levels raised to account for 2023 standards, set in new metrics





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## New ENERGY STAR Heat Pump Criteria (V6)– Cold Climate

- Reduced EER requirements, but higher HSPF
- Split systems: 16 SEER, 11.5 EER, 10 HSPF
- Low ambient performance must be demonstrated
  - Currently, that means tested at 5F: 1.75 COP and max capacity 70% of 47F nominal, plus confirmation that's achieved under native control
  - Additional ways to demonstrate low ambient performance could be added





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## Installation Capabilities and Connected

- Installation Capabilities:
  - Recent NREL research estimated that AFDD could save US 12 TWh/yr
  - Measures in the CAC/HP Version 6.0 specification advance this work
    - Products that have three or more capacities, or are continuously variable, must meet 3 of 6 specific installation capabilities to certify
    - Coordinated with recent ACCA/RESNET Standard 310: HVAC Installation Grading
- Connected criteria standardize for a future of flexible loads
  - Cooling (and increasingly heating) drive peak electricity demand
  - Standardizing messages and responses make setting up grid responsiveness easier, deliver more value
  - Criteria for CAC/HP based on AHRI 1380



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## How this specification relates to others

- Very similar to NEEP ccHP specification
  - Adds testing for low ambient performance, including under units' native or recommended control
  - Adds requirements of max heating capacity at 5F at least 70% of nominal 47F heating capacity
- CEE Tier 3 North uses 17F performance
  - Was available when their initiative went into effect
  - In active discussion of alignment



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## How many certified products will there be, and when?

- Comparing SEER, EER, and HSPF to currently available products that will meet 2023 minimum efficiency standards, expect almost 10% of heat pumps to meet our criteria
- About 4% meet cold climate criteria
- Note that this doesn't take installation criteria or low ambient performance into effect
- Had expected redesigns for 2023, now pushed out to 2025 to coordinate with refrigerant regs
- Limited feedback from manufacturers during revision, now more robust – may revise EER levels (particularly for cold climate heat pumps) and/or installation criteria



## ENERGY STAR Most Efficient for Heat Pumps





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## Proposed ESME 2022 (finalize next week, probably)

- Update in light of V6 and 2023 standards – expect to carry through 2023
- Minor updates to levels, added cold climate recognition for early V6 certification
- Small updates to the system status and messaging criteria to align with V 6.0
  - Unit Setup Information: All products certified to Version 6.0 must meet the Installation Criteria. No change for products certified to Version 5.0
  - Fault History: Must be capable of storing and reporting the last 10 faults
  - Resident Alerts in Plain Text
  - Product must be capable of contacting a service professional when there is a fault that requires professional correction, at the discretion of the owner
- No change to requirement for 3 or more capacity levels
- Added criteria in terms of 2023 performance metrics



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## Webinar Coming Soon:

### New ENERGY STAR Savings Opportunities with High Performance Cold Climate Heat Pumps

- Chandra Gollapudi, Samsung
  - David Lis, NEEP
  - Ashley Armstrong, DOE
  - Abigail Daken, EPA
- 
- **ENERGY STAR Partner Meeting**, planned for early November in person, will not be held
  - Much of the content will be in a **webinar series**
  - Date of this webinar is TBD, expect it to be November



## ENERGY STAR CAC/ASHP Marketing Resources





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## Marketing Efforts Address Barriers

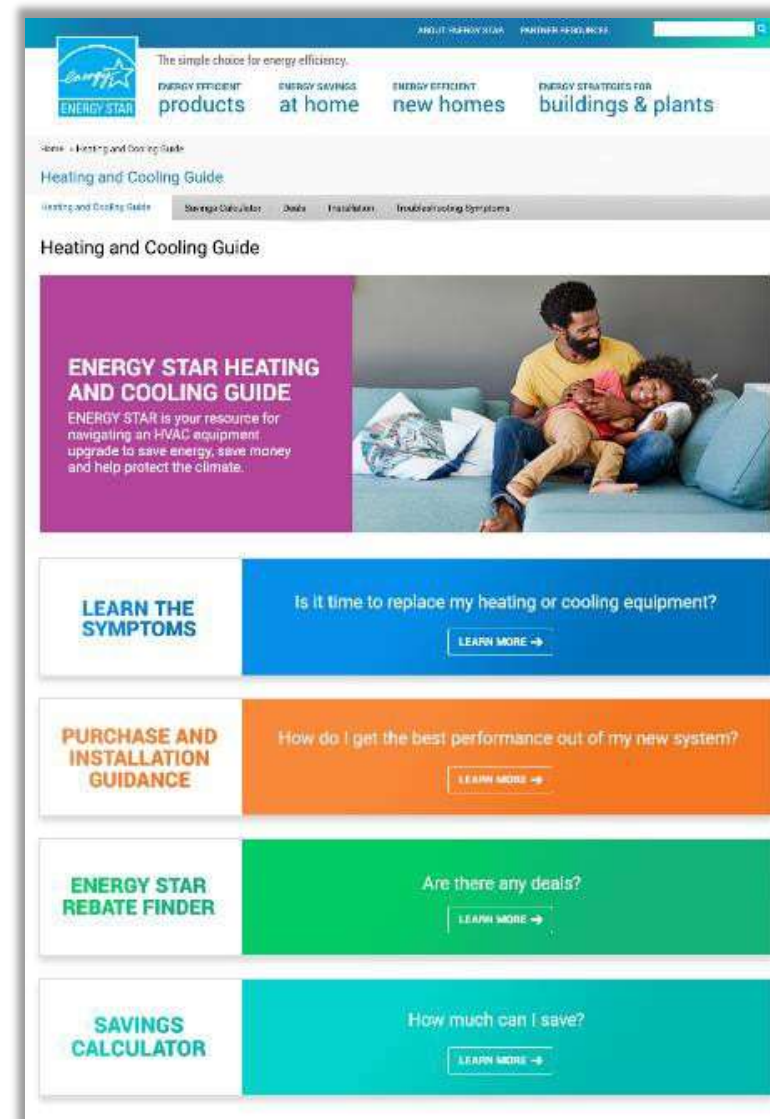
Overcome barriers to generate consumer demand and adoption of ENERGY STAR certified HVAC systems, with a focus on ducted and ductless air source heat pumps

### 1. Complexity and Cost Barrier

Developed an **ENERGY STAR Heating & Cooling Guide** to give consumers access to the replacement guidance they need:

- Information on equipment replacement
- Purchase and installation guidance
- Available Rebates
- Replacement savings calculator

[www.energystar.gov/HVACGuide](http://www.energystar.gov/HVACGuide)







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Energy Efficient Products

Products that earn the ENERGY STAR are independently certified to save energy, save money and protect the climate.

Home > Products > Heating & Cooling > Heating & Cooling Guide > Learn the Symptoms

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SYMPTOMS GUIDANCE SEE DEALS SAVINGS



## LEARN THE SYMPTOMS IS IT TIME TO REPLACE YOUR EQUIPMENT?

### It may be time for a change if:

- Your equipment is more than 10 years old or it needs frequent repairs and your energy bills are going up.
- The age and condition of your heating or cooling equipment may have caused it to become less efficient. Oversized units tend to have shorter lives due to "short-cycling" or turning on and off rapidly, which inflates excessive wear and tear on the compressor. Consider replacing it with newer, more efficient ENERGY STAR certified equipment.
- Some of your rooms are too hot or cold (this could also be due to inadequate air sealing, windows or insulation).
- Your home has humidity problems, excessive dust or rooms that never seem to get comfortable (this could also be due to poorly insulated ductwork).
- You tend to leave your thermostat set at one constant temperature.
- You could be missing a great opportunity to let an ENERGY STAR certified smart thermostat adjust the temperature to save energy while you are asleep or away.

Learn more →

Learn more →

Find deals →

Home

Purchase and Installation Guidance →

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SYMPTOMS GUIDANCE SEE DEALS SAVINGS



## PURCHASE AND INSTALLATION GUIDANCE GET THE BEST PERFORMANCE FROM YOUR NEW SYSTEM

### What type of heating and/or cooling system are you thinking of purchasing?

- Central cooling and/or heating delivered through duct work and air vents (i.e. forced air)
- No existing ductwork

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Find Deals →

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SYMPTOMS GUIDANCE SEE DEALS SAVINGS



## SEE DEALS! FIND HVAC PRODUCTS AND RELATES

### What type of heating and/or cooling system are you thinking of purchasing?

- Central air conditioning
- Heat pump (air conditioning and heat delivered through duct work and air vents, i.e. forced air)
- Gas furnace
- Outdoor heat pump (air conditioning and heat without ducts)
- Boiler

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Savings Calculator →

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SYMPTOMS GUIDANCE SEE DEALS SAVINGS



## SAVINGS CALCULATOR SEE HOW MUCH YOU CAN SAVE WITH ENERGY STAR

The average household spends more than \$2,200 a year on energy bills, with nearly half going to heating and cooling. HVAC equipment that earns the ENERGY STAR label is independently certified to save energy, save money and help protect the climate.

### What type of heating and/or cooling system do you have in your home?

- Central cooling and/or heating delivered through duct work and air vents (i.e. forced air)

### What type of heating and/or cooling system do you have in your home?

- Central air conditioning only
- Central air conditioning and heating delivered through duct work and air vents (i.e. forced air) using a heat pump

### Split system or single package?

- Split System
- Single Package

### Enter your zip code?

### What is the current size (in tons or BTUs) of your existing system?

12,000 BTUs - 1 ton ▼

### If you are unsure, what is the square footage of the space you are heating/cooling?

### When was your existing system installed?

2019 ▼

### Do you currently have a smart thermostat with your existing system?

- Yes
- No

submit

Home

Learn the Symptoms →





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## 2. Product/Contractor Information Barrier

- Developed a **Product Finder** that connects customers to brands and ENERGY STAR certified product lines that facilitate contractor support.
- **Updated CEE/AHRI links** on existing product finder with an ENERGY STAR-focused experience that caters more to the end-use consumer.



ENERGY STAR Certified

# Heat Pumps (Ductless)

ENERGY STAR certified ductless heat pumps are an energy-efficient, environmentally-friendly way to keep your home comfortable without the trouble or expense of adding ductwork.

What is a Mini-split Heat Pump?

Change Product

How to Stay Warm in Cool Weather

WATCH VIDEO

ASK THE EXPERT

BUYING GUIDANCE

CALCULATE SAVINGS

WHEN IS IT TIME TO REPLACE?

Use this list to identify the brands that offer ENERGY STAR certified equipment. If you know the size range you need, you can see which model series that have ENERGY STAR options could work for you. Ask your contractor to confirm that the specific system you are getting is ENERGY STAR certified.

4 Seconds Forecast

Filter Your Results

Enter keyword

Brand Name

Clear selections

AC (R410A) (1)

AC (1)

AC (1)

AIR-CON (1)

AIR-CON (1)

AIR-CON (1)

AIR-CON (1)

AIR-CON (1)

AIR-CON (1)

Show more

Cooling Capacity

18K BTU/h (1.5 ton) (12)

24K BTU/h (2.0 ton) (17)

36K BTU/h (3.0 ton) (7)

36K BTU/h (3.0 ton) (3)

48K BTU/h (4.0 ton) (38)

48K BTU/h (4.0 ton) (28)

54K BTU/h (4.5 ton) (37)

Show more

Heating Capacity

6-12K BTU/h (103)

12-24K BTU/h (47)

24-48K BTU/h (59)

48K+ BTU/h (37)

Rebate in your zip code: 48077

CHANGE ZIP

Ductless Heat Pump (mini & multi split) Systems

See application

Valid: 01/01/2020 - 12/31/2020

Visit website to learn more

Ductless Heat Pump (mini & multi split) Systems

\$500-\$700

Valid: 01/01/2020 - 12/31/2020

Visit website to learn more

INDIANAPOLIS POWER & LIGHT

COLLAPSE RESULTS

Mitsubishi Electric - 8-Series

Cooling Capacity: 36,000 - 60,000 BTU/h (3.0 - 5.0 tons)

Heating Capacity: 42,000 - 60,000 BTU/h

SEER: 13.5 - 21.0

HSPF: 12.5 - 14.2

ENERGY STAR

Mitsubishi Electric - NULL

Cooling Capacity: 36,000 - 60,000 BTU/h (3.0 - 5.0 tons)

Heating Capacity: 42,000 - 60,000 BTU/h

SEER: 13.5 - 21.0

HSPF: 12.5 - 14.2

ENERGY STAR

Mitsubishi Electric - P-Series

### SEER

- ☐ 15.0+ (135)
- ☐ 16.0+ (135)
- ☐ 18.0+ (134)
- ☐ 20.0+ (129)
- ☒ Do not filter

### EER

- ☐ 12.5+ (135)
- ☐ 13.0+ (117)
- ☒ Do not filter

### HSPF

- ☐ 8.5+ (135)
- ☐ 9.0+ (135)
- ☐ 9.6+ (131)
- ☐ 10.0+ (130)
- ☒ Do not filter



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SAVE FOR GOOD.

### 3. Consumer Awareness Barrier

- Implement **awareness campaign** that drives traffic to the HVAC Guide and Product Finder.
  - Campaign highlights benefits of ENERGY STAR certified HVAC:
    - Energy bill savings
    - Comfort
    - Rebates & Tax Credits
    - Environmental benefits

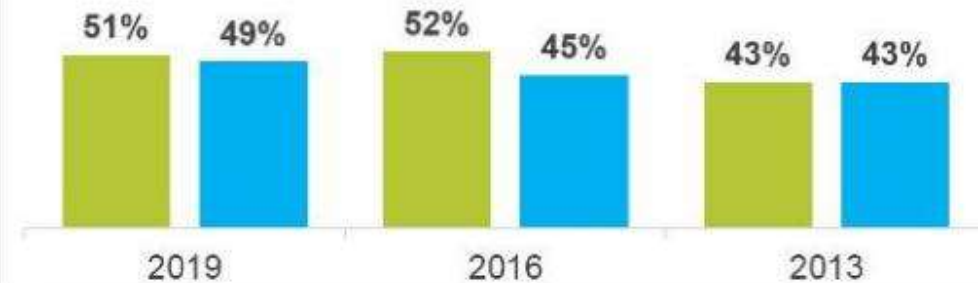
#### Sources of Information



Internet



Contractors



#### THE INTERNET

The internet has become an important source for consumers' HVAC purchase information.

Copyright © Decision Analyst 2019





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## Heating Promotion for HVAC

- Goal: Raise awareness of the benefits of ENERGY STAR certified HVAC.
  - Encourage homeowners to upgrade their entire systems to save
- Media Mix: Google display ads – “The Better Way to Heat”
  - Focused on HVAC with a plug for smart thermostats to get the most out of your system.
- Targets: Markets with active utility programs for smart thermostats and \$350+ rebates for HVAC
- Utility Partner Engagement Opportunity
  - Feature ENERGY STAR certification and mark at point-of-sale (online marketplaces, retail).
  - Drive traffic to HVAC Guide utilizing web button.






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## HVAC Promotion Messaging

- The HVAC promotion key messaging document includes educational content and the latest savings facts for you to integrate into your materials, as needed, to help promote the benefits of:
  - ENERGY STAR certified HVAC equipment
  - HVAC maintenance

Link to [HVAC Key Messaging](https://www.energystar.gov/sites/default/files/tools/HVAC_Messaging_2020_FINAL.docx)

[https://www.energystar.gov/sites/default/files/tools/HVAC\\_Messaging\\_2020\\_FINAL.docx](https://www.energystar.gov/sites/default/files/tools/HVAC_Messaging_2020_FINAL.docx)



### ENERGY STAR® Certified HVAC Equipment 2020 Key Messaging

#### Overview:

Keeping your home at a comfortable temperature can be expensive. The average household spends \$2,000 per year on annual utility bills, with nearly half of that going to heating and cooling—more than \$900 a year! Cut these costs by choosing ENERGY STAR certified products.

#### Maintaining Your HVAC system.

- Check your system's air filters every month, especially during the summer and winter. A dirty air filter will slow down air flow, making it harder for your system to heat or cool your home, which wastes energy. A clean filter will also prevent dust from entering the system, which can lead to expensive maintenance and/or repairs. If your filter is dirty, clean or replace it. At a minimum, clean or replace it every 90 days.
- Get an HVAC maintenance check. While changing filters is a must, there are many things wrong with your HVAC system that wouldn't be obvious to you. Have your system serviced annually by an HVAC contractor to optimize efficiency to save energy and money.
- Seal and insulate air ducts, especially those in your attic or crawlspace. Sealing and insulating air ducts can improve your HVAC system's efficiency by as much as 10%—saving you up to \$100 a year on heating and cooling costs.
- If you need to replace your HVAC system, ask your contractor for ENERGY STAR certified units. And make sure that your new energy-efficient unit is properly sized for your home to get maximum savings.

#### Upgrading Your HVAC System

- If just one household in 10 bought heating and cooling equipment that was ENERGY STAR certified, we would prevent annual greenhouse gas emissions of 1 billion pounds, which is equivalent to the emissions from nearly 200,000 cars.
- Depending on where you live, replacing your old heating and cooling equipment that has earned the ENERGY STAR can cut your air conditioning costs by more than \$160 a year.

#### HVAC Guide

ENERGY STAR is your resource for navigating an HVAC equipment upgrade. Learn how to save money, and help protect the climate. Learn the symptoms that it's time to upgrade, get purchase and installation guidance, find rebates, and explore personalized savings possibilities. [www.energystar.gov/HVACguide](https://www.energystar.gov/HVACguide)

ENERGY STAR® is the simple choice for energy efficiency. For more than 25 years, EPA's ENERGY STAR program has been America's resource for saving energy and protecting the environment. Join the millions making a difference at [energystar.gov](https://energystar.gov).

### ENERGY STAR® Certified HVAC Equipment 2020 Key Messaging

Is it time to replace your HVAC equipment? It may be time for a change if:

- Your equipment is more than 10 years old or it needs frequent repairs and your energy bills are going up.
- Some of your rooms are too hot or cold. (This could also be due to inadequate air sealing, windows or insulation).
- Your home has humidity problems, excessive dust, or rooms that never seem to get comfortable. (This could also be due to poorly insulated ductwork).
- You tend to leave your thermostat set at one constant temperature.

#### Save Even More with Tax Credits and Rebates:

- Air source heat pumps that are ENERGY STAR certified are eligible for a federal tax credit if installed in a primary residence by December 31, 2020. Learn more at [www.energystar.gov/taxcredits](https://www.energystar.gov/taxcredits).
- Many utilities offer incentives for installing ENERGY STAR certified HVAC products. Check with your local utility for more details or go to [www.energystar.gov/rebatefinder](https://www.energystar.gov/rebatefinder).

#### Key Product Messaging:

##### Air source heat pumps

What is an air source heat pump (ASHP)? An ENERGY STAR certified ASHP provides highly efficient heating and cooling by extracting heat from outside air in the winter and pulling the heat out of your home in the summer. For some, it may be helpful to think of a ducted ASHP as a central air conditioner that also works in reverse to provide whole-house space heating in winter. An ASHP can be installed and connected to the conventional forced-air ductwork system that is typical of most American homes.

ASHPs that earn the ENERGY STAR label are independently certified to save energy, save money, and protect the climate. Benefits include:

- **Cutting heating costs compared to conventional heating systems.** An ENERGY STAR certified ASHP can provide heating for approximately 1/3 the cost of traditional electric baseboard heating, depending on where you live, and approximately 1/2 the cost of oil heat. An ASHP is so efficient it can deliver up to three times more heat energy to a home than the electrical energy it consumes. This is possible because a heat pump moves heat rather than converting it from a fuel, as combustion heating systems do.
- **Reducing cooling costs compared to conventional room air conditioners.** During the summer months, a central ASHP automatically becomes a central air conditioner, and with ENERGY STAR, you will have reduced cooling bills due to its highly efficient operation.

ENERGY STAR® is the simple choice for energy efficiency. For more than 25 years, EPA's ENERGY STAR program has been America's resource for saving energy and protecting the environment. Join the millions making a difference at [energystar.gov](https://energystar.gov).





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## HVAC Sample Social Media

- Sample social media posts include messaging and imagery that you can use as-is or customize as needed.

Link to [Social Media Posts](#)

[https://www.energystar.gov/sites/default/files/tools/HVAC\\_Partner\\_Social-Posts.docx](https://www.energystar.gov/sites/default/files/tools/HVAC_Partner_Social-Posts.docx)

Link to [Social Media HVAC Graphics](#)

[https://www.energystar.gov/sites/default/files/tools/HVAC\\_Partner\\_SocialGraphics.zip](https://www.energystar.gov/sites/default/files/tools/HVAC_Partner_SocialGraphics.zip)





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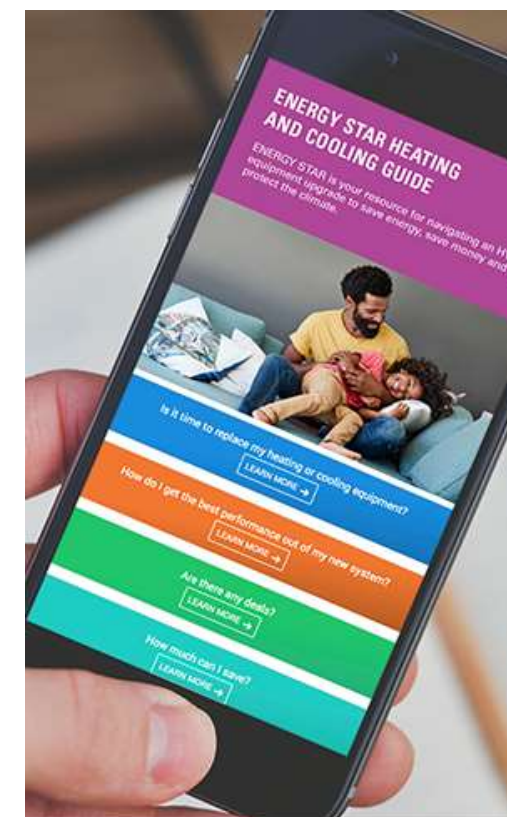
## Additional Resources

- Air Source Heat Pump  
[Factsheet](#)

[https://www.energystar.gov/sites/default/files/tools/Central\\_ASHP\\_Fact\\_Sheet\\_2020.pdf](https://www.energystar.gov/sites/default/files/tools/Central_ASHP_Fact_Sheet_2020.pdf)

- Heating & Cooling Guide  
[Web Button](#)

[https://www.energystar.gov/products/tools\\_resources/heating-%26-cooling-guide-web-buttons](https://www.energystar.gov/products/tools_resources/heating-%26-cooling-guide-web-buttons)



GET THE  
HEATING &  
COOLING GUIDE ▶

Example of web button  
that can be embedded  
on your website

# DOE - Heat Pumps

Ed Vineyard



U.S. DEPARTMENT OF  
**ENERGY**

Office of  
ENERGY EFFICIENCY &  
RENEWABLE ENERGY

# DOE-BTO Research

Ed Vineyard

Senior Advisor BTO

September 22, 2021



# DOE Research: What and Why?

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## DOE Focus areas:

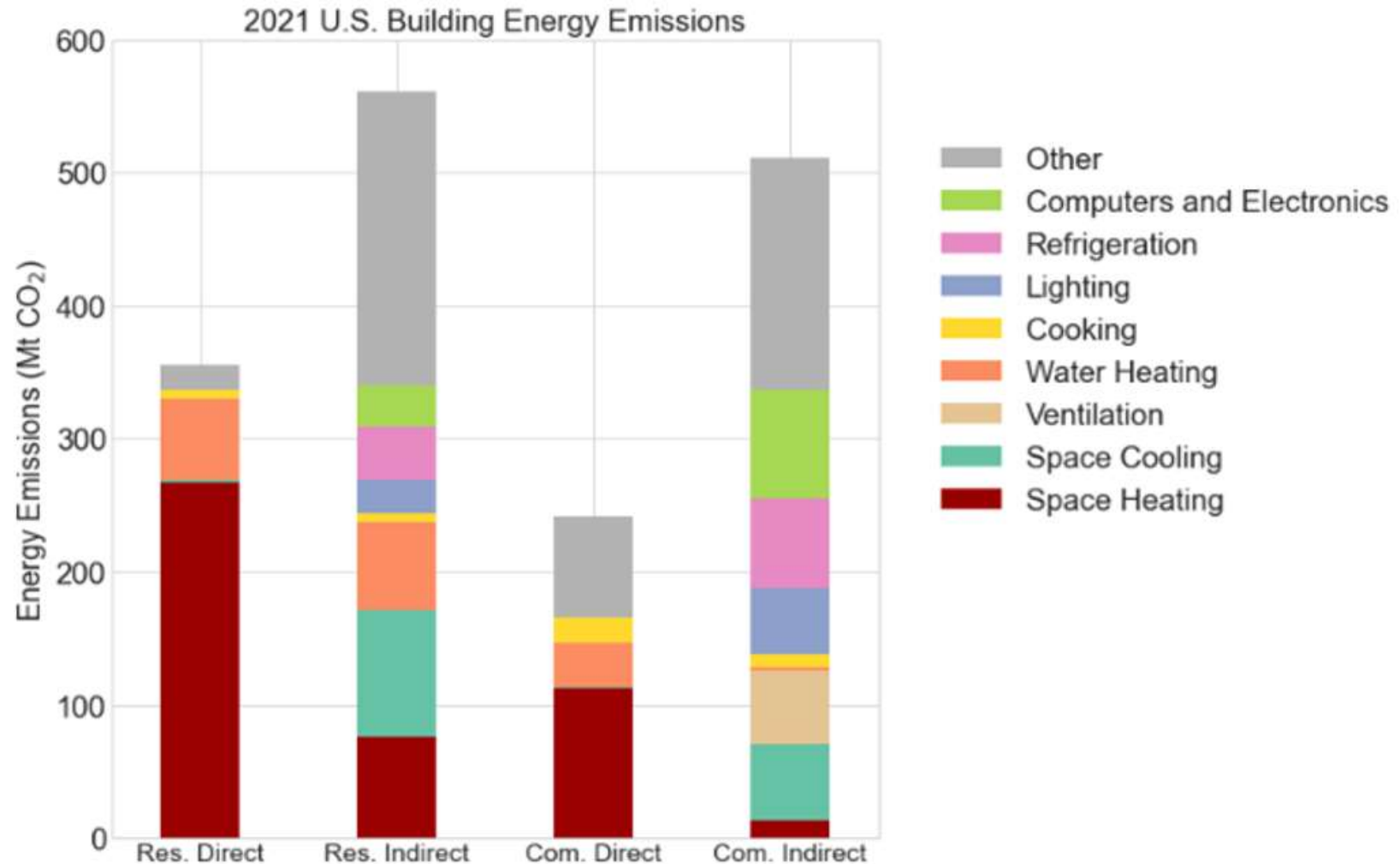
- Reduce emissions
  - promote electrification by increasing heat pump deployment
    - cold climate heat pump
    - reduce heat pump cost
  - reduce refrigerant GWP
- Reduce peak demand

# Reduce emissions

# Estimated 2021 Building Emissions Breakdown

These areas account for half of the US building emissions:

- residential/commercial fossil fuel/electric
- residential/commercial electric cooling
- residential fossil fuel/electric water heating
- commercial electric refrigeration

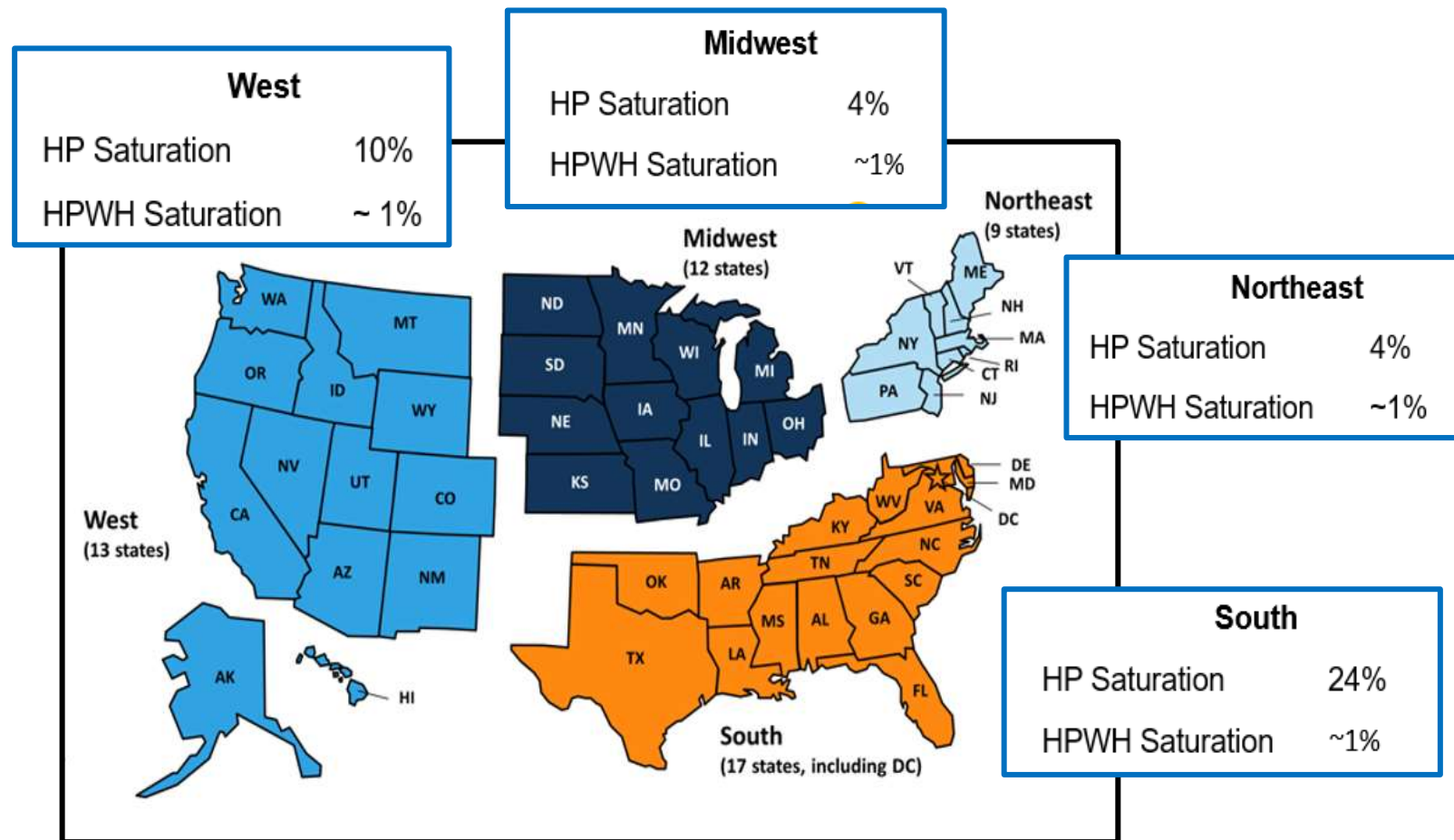


**Promote electrification by increasing  
heat pump deployment**

- cold climate heat pump**
- reduce heat pump cost**

# Residential HVAC/WH Systems by Climate Region

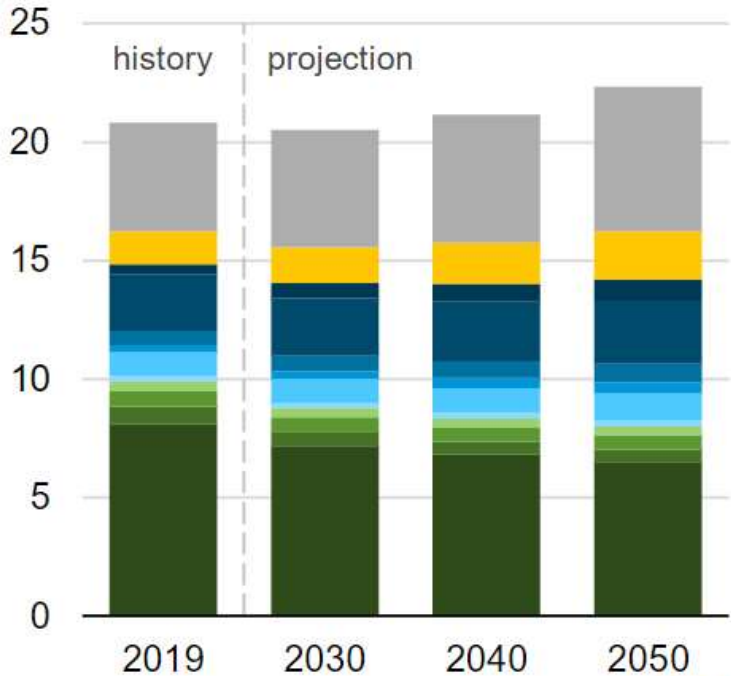
- **Natural gas furnaces dominate, especially in northern regions**
  - costs for heat pumps are significantly higher
    - larger size
    - higher product cost (VS compressor, larger heat exchangers)
    - higher installation cost (labor)
- **Electric/natural gas WHs are 99% of market share**





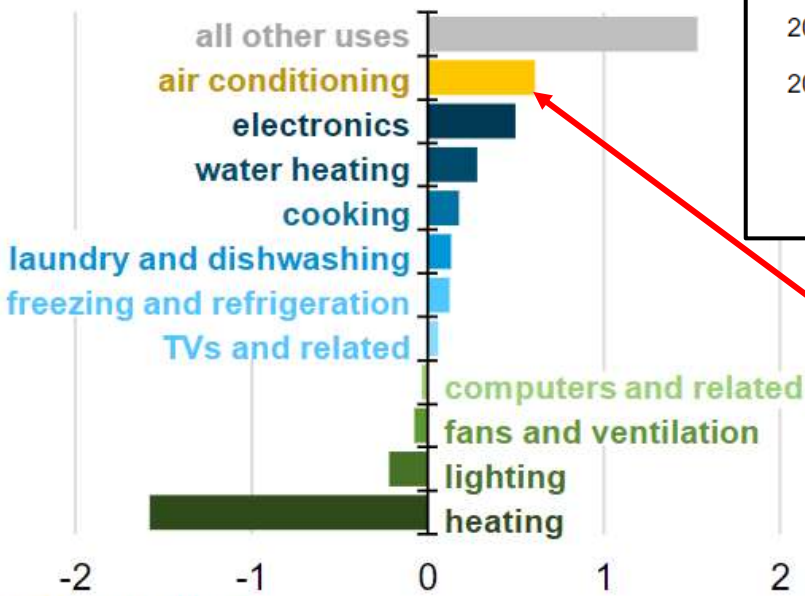
# Air Conditioning is Growing

**Buildings sector delivered energy consumption (2019-2050)**  
quadrillion British thermal units

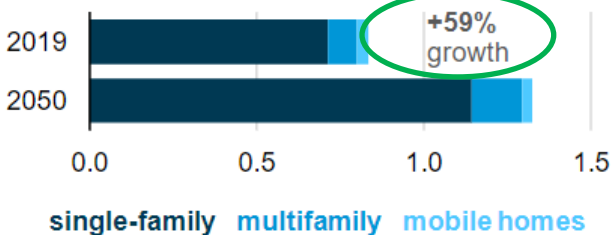


Source: U.S. Energy Information Administration, *Annual Energy Outlook 2020*

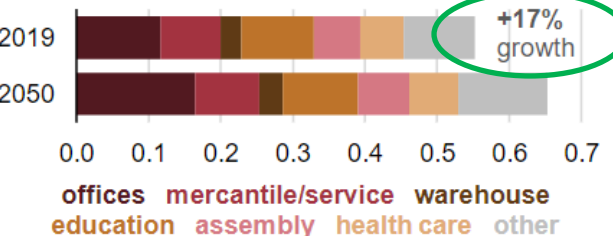
**change (2019 to 2050)**  
quadrillion British thermal units



**residential air-conditioning consumption**  
quadrillion British thermal units



**commercial air-conditioning consumption**  
quadrillion British thermal units

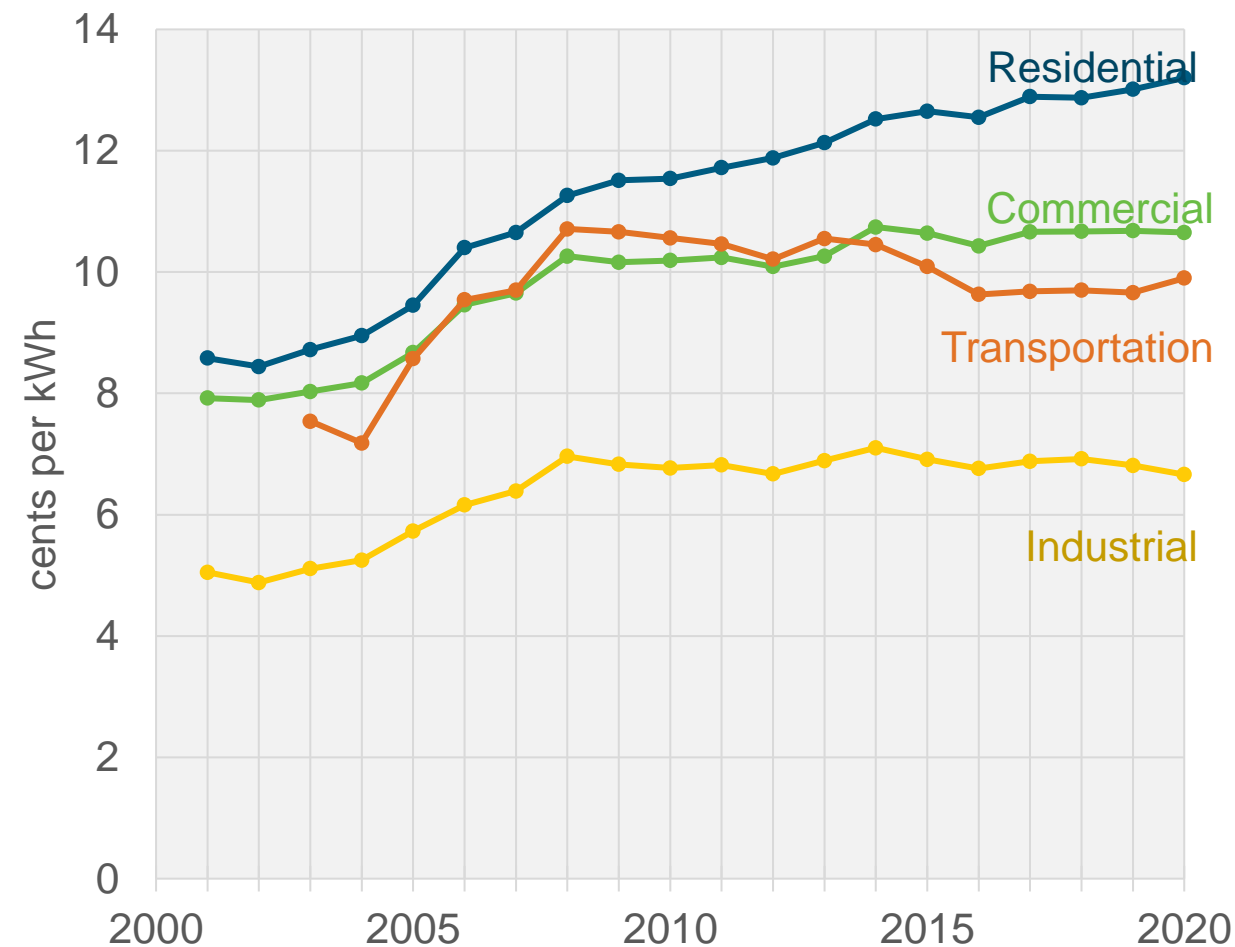


Increase due to projected population shifts from colder to warmer parts of the United States and assumptions of warmer weather

# Electricity Prices

- **Rising electricity prices for residential building customers compared to other sectors**

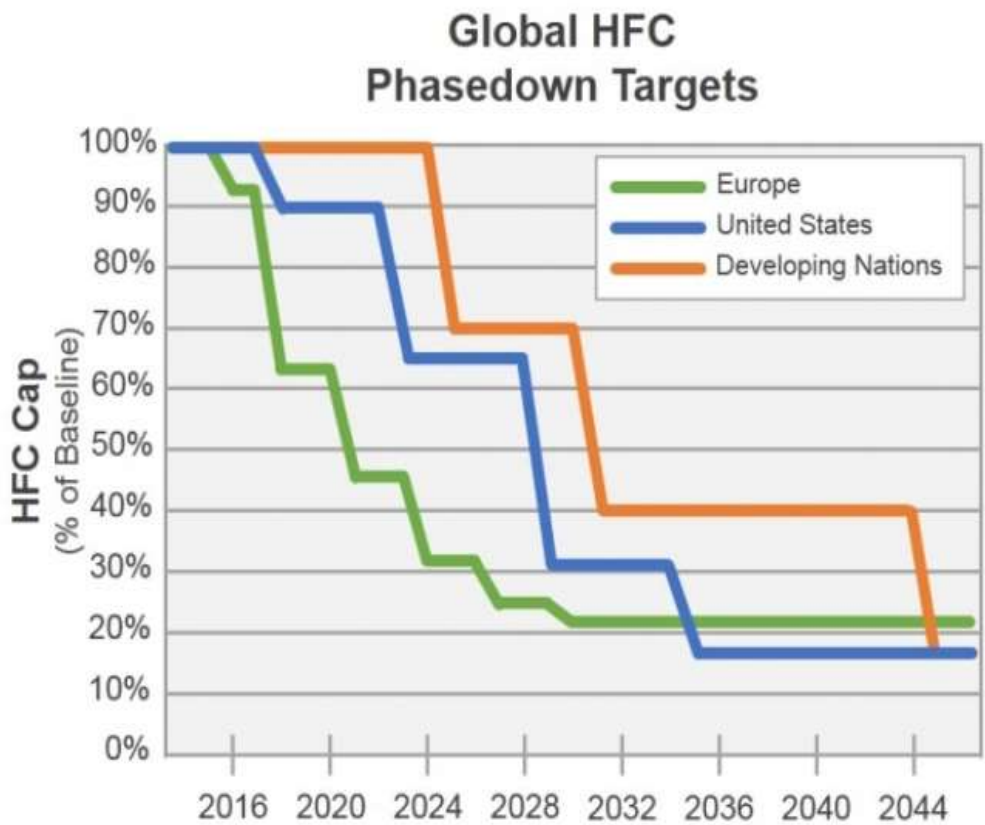
- a barrier for the penetration of HP in residential sector
- drives R&D to improve the performance and efficiency



Source: [eia.gov](https://www.eia.gov)

# Reduce refrigerant GWP

# HFC Refrigerant Phasedown Schedule: 85% Reduction by 2035



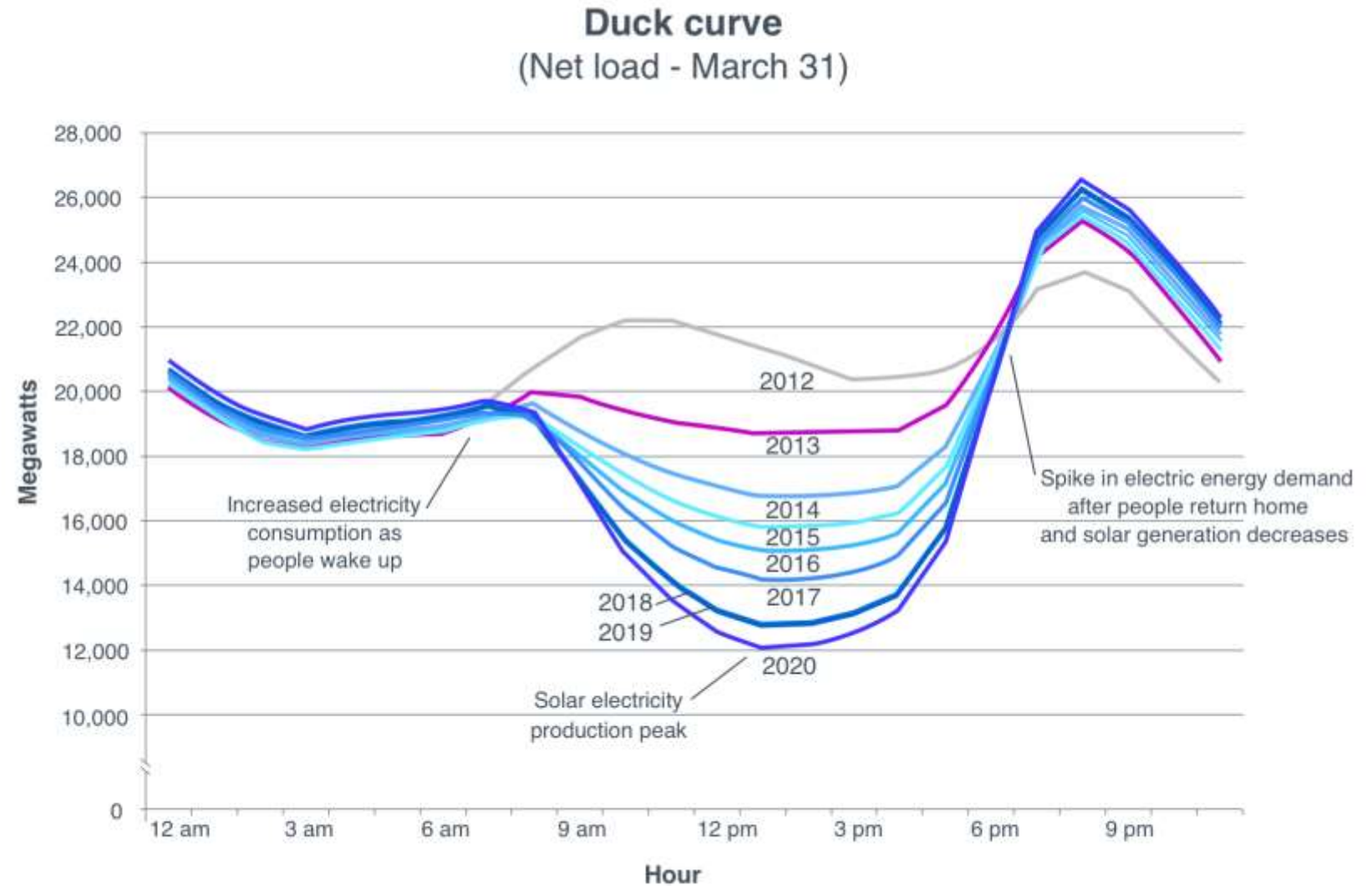
reduction by 2035, through R&D and testing of low-to zero-GWP technologies.

# Reduce peak demand

# California Duck Curve

- **The duck is getting more prominent**

- electrification may further exacerbate
- load shifting is a priority
- research needs
  - connected equipment
  - thermal storage



Source: CAISO



**All things heat pump**

# Potential Research Areas (Based on FY22 Funding):

## Reduce HP Cost

- Heat exchangers, compressors

## Support Cold Climate Solutions

- CCHP, RTU

## Heat Pump Water Heaters

- 120V/240V
- Commercial

## Device Level Control

- AFDD
- Grid-Flexibility
- Dual-fuel

## Thermal Storage

- HP/TES Integration

## Refrigerants

- HP, RTU, HPWH

## Field Validations

- Establish national data base
- Address barriers, benefits, and performance issues

DRAFT

## Project Areas

# Project List

- **Heat Exchanger/Compressor Cost Reduction**

- Cast Heat Exchanger using the Novel Ce-Al Alloy
- Low-Cost, High-Performance Polymer Composite Heat Exchanger using Additive Manufacturing Techniques
- Liquid Piston with Spray Cooling Near-Isothermal Compressor
- Stirling Compressor

- **GWP<150 Component Research**

- Compressor Technology Development for Compressors with GWP<150
- Heat Exchanger Solutions for High-Glide Refrigerants<150
- Direct Expansion Heat Pump for GWP<150
- A3 Refrigerant Sensor
- Reconfigure System Architecture for Low GWP Refrigerants

- **Heat Pump Water Heater**

- Flexible HPWH with Embedded Energy Storage
- Thermoelectric HPWH
- Propane HPWH
- Max-Tech HPWH

- **Cold Climate Heat Pump**

- Cold Climate Heat Pump
- Seamlessly Fuel-Flexible Heat Pump

- **Thermal Storage**

- Thermal Energy Storage Consortium - Heat Pump Integration

- **HVAC**

- Integration of Piezo-Electric Sensor-Actuators into Heat Exchangers to Alleviate Flow Maldistribution
- Separate Sensible and Latent Air-Conditioning System
- Drop-In Retrofit Furnace with Maximum Efficiency
- Flexibility Measures for HVAC Equipment in EnergyPlus

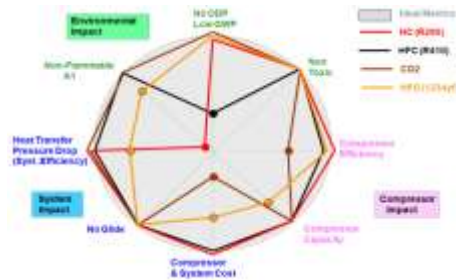
- **Commercial Refrigeration**

- Novel Compact Flooded Evaporator
- High Efficiency Flammable Refrigerant Leak Event Risk Mitigation
- Low GWP Vending Machines
- Next Generation Transcritical CO2
- Impact of Leak in Commercial Refrigeration using Zeotropic Refrigerants
- Frost Sensor

**Majority of technologies, if successful, are expected to be market-ready in 3 to 5 years**

# Big Picture

## Environmentally-Friendly Refrigerants



Goal: Same Amenities, Less Energy



Advanced Heat Exchanger Development and Testing Facilities



Field Research

## Component & System Characterization

## Advanced Cycle Modeling



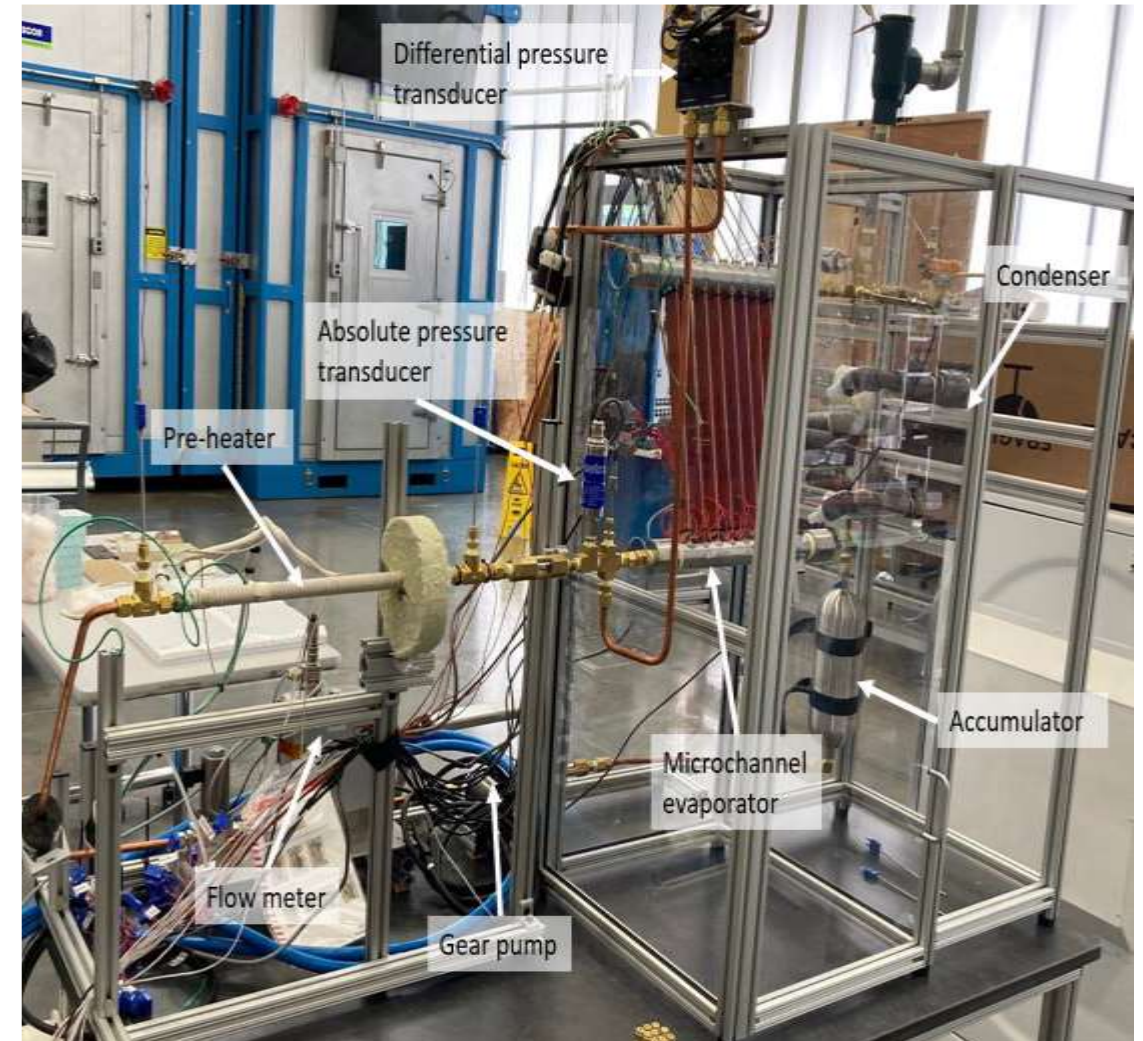
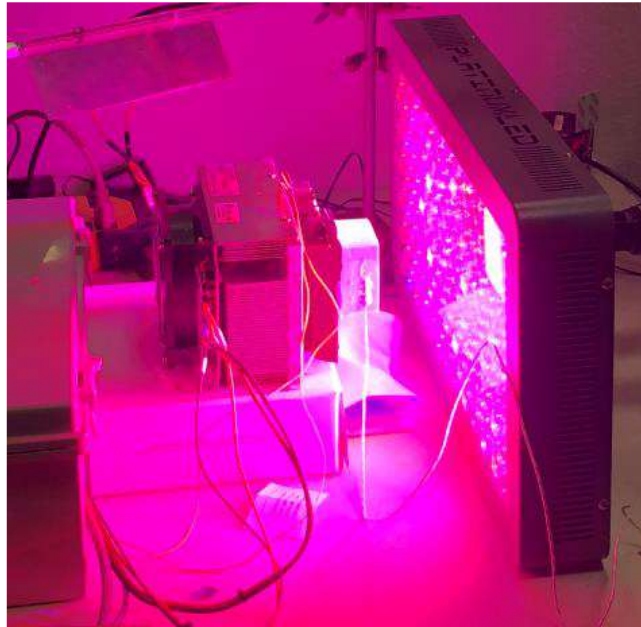
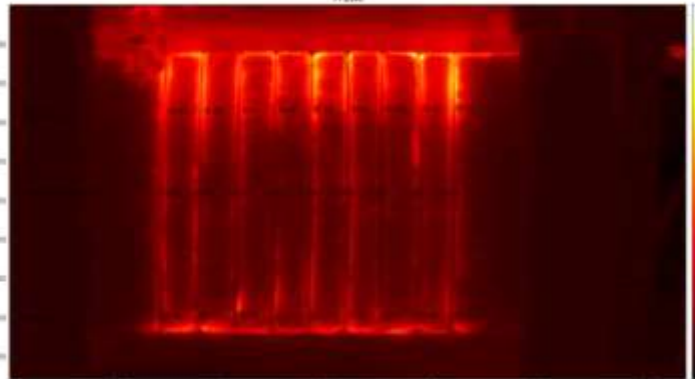
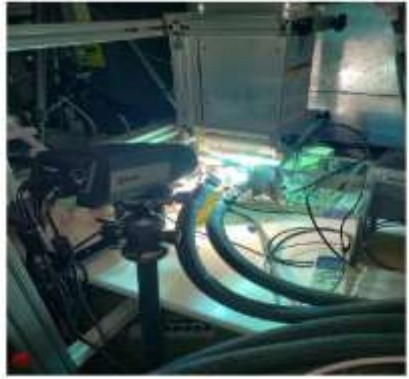
Prototyping Labs, Environmental Chambers



Sustainable, Healthy, Comfortable, Durable, Maximum Energy Efficient Buildings



# Heat Exchanger Testing





# Compressor Research





# Low GWP Refrigerant Testing

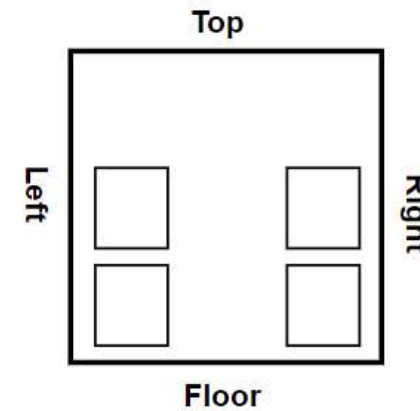
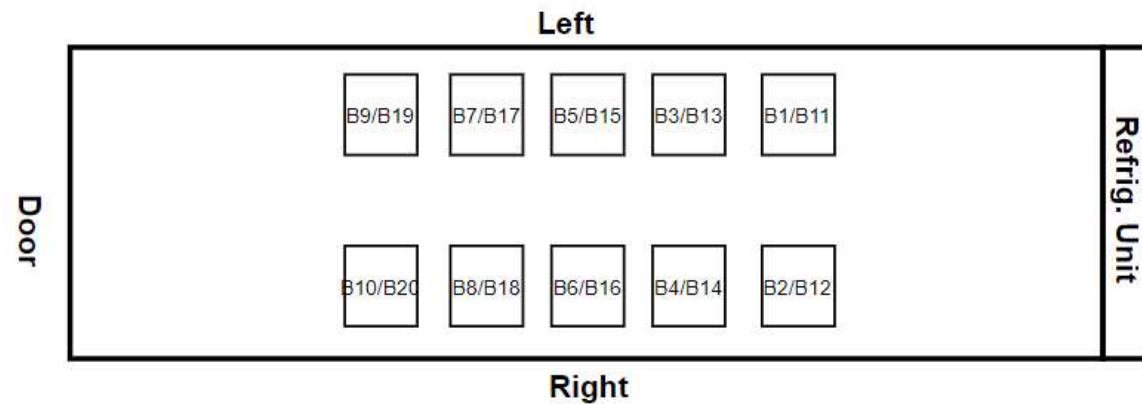
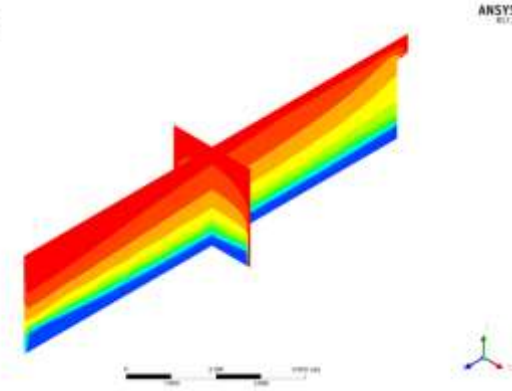
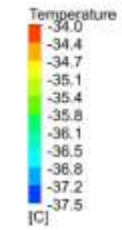
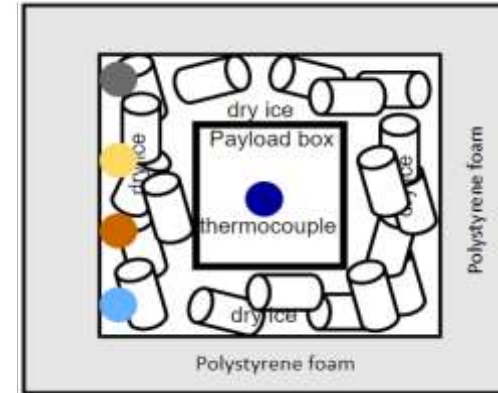




# HPWH Research



# COVID Vaccine Transportation Testing



# Selected Projects for Discussion

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- **Cold Climate Heat Pump**
  - Cold Climate Heat Pump
  - Seamlessly Fuel-Flexible Heat Pump
- **Heat Exchanger/Compressor Cost Reduction**
  - Low-Cost, High-Performance Polymer Composite Heat Exchanger using Additive Manufacturing Techniques
- **GWP<150 Component Research**
  - Direct Expansion Heat Pump for GWP<150
- **Heat Pump Water Heater**
  - Flexible HPWH with Embedded Energy Storage
- **HVAC**
  - Multi-Functional Equipment for Direct Decarbonization with Improved Indoor Air Quality (IAQ)
  - Flexibility Measures for HVAC Equipment in EnergyPlus



# Sample of Current DOE HP Projects

- **Cold Climate Heat Pump**

- Cold Climate Integrated Heat Pump
- Seamlessly Fuel-Flexible Heat Pump



- **Heat Exchanger/Compressor Cost Reduction**

- Low-Cost, High-Performance Polymer Composite Heat Exchanger using Additive Manufacturing Techniques



45% less size  
28% lower pressure drop  
20% less cost

- **GWP<150 Component Research**

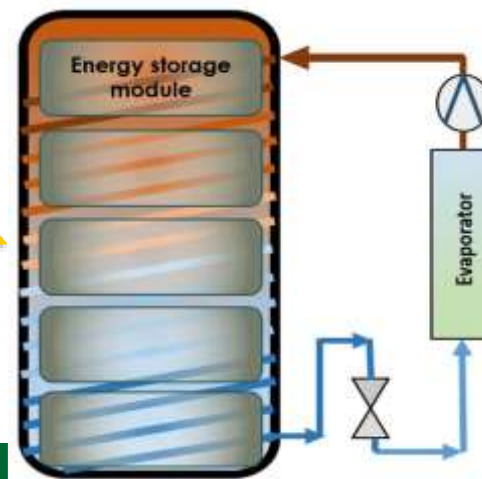
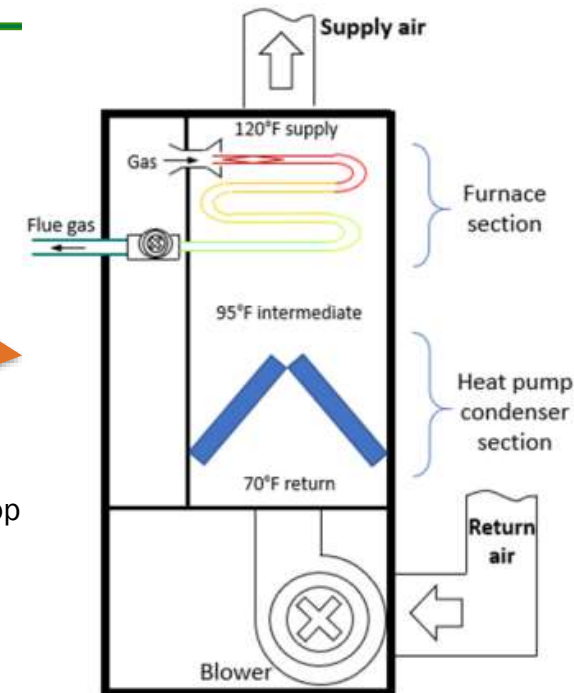
- Direct Expansion Heat Pump for GWP<150

- **Heat Pump Water Heater**

- Flexible HPWH with Embedded Energy Storage

- **HVAC**

- Multi-Functional Equipment for Direct Decarbonization with Improved Indoor Air Quality (IAQ)
- Flexibility Measures for HVAC Equipment in EnergyPlus





# Cold Climate Heat Pump Challenges

- High discharge pressure at low ambient
- COP (heating) is low due to large delta T (indoor to outdoor)
- Heating capacity insufficient if sized for cooling load
  - Capacity deficit met using resistance heating
    - increased power demand during peak (for winter peaking)
- Increased cycling losses if sized for heating load
  - During cooling
  - At moderately low ambient temperatures
- High Cost

# Results

- Field demonstration in Fairbanks Alaska

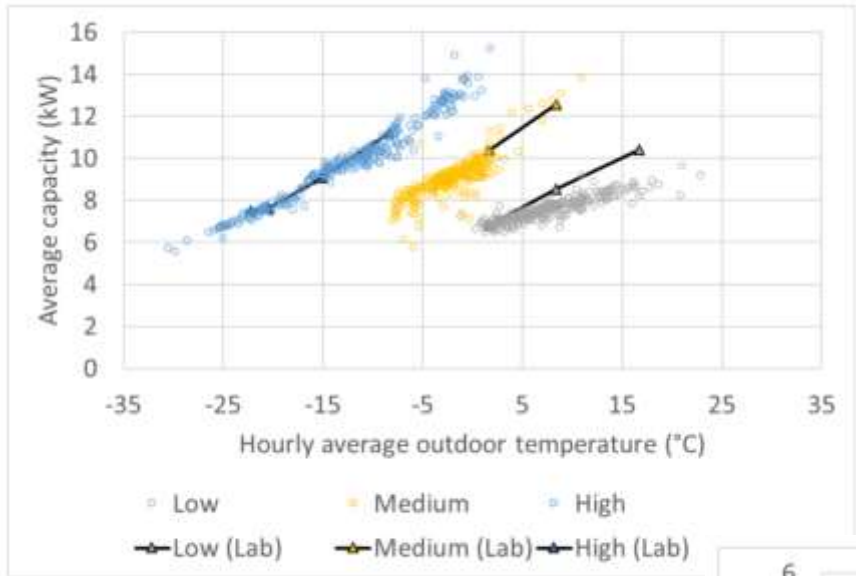


Figure 10. Average measured capacity of the field-test unit for hours with more than 5 min of indicated stage compared with the measured laboratory data.

COP>2 @  
25° C

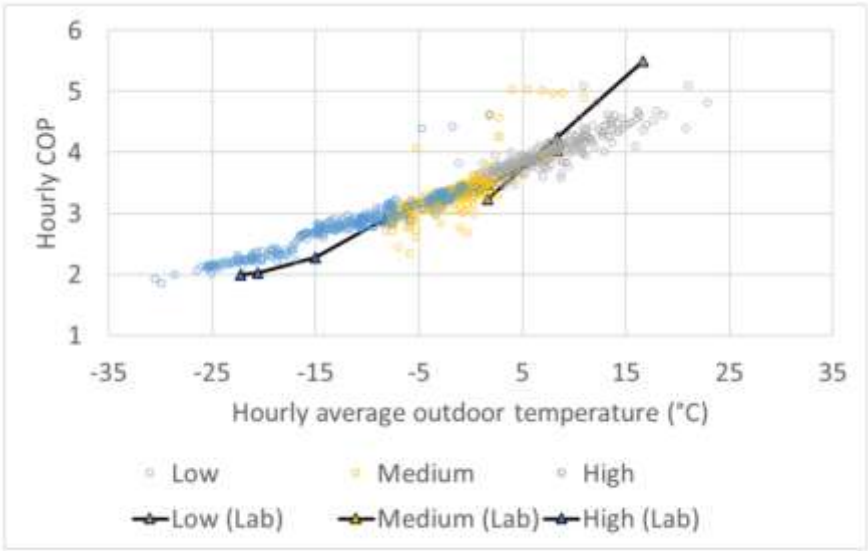


Figure 11. Average measured COP of the field-test unit for hours with more than 5 min of runtime in the indicated stage compared with the measured laboratory data.



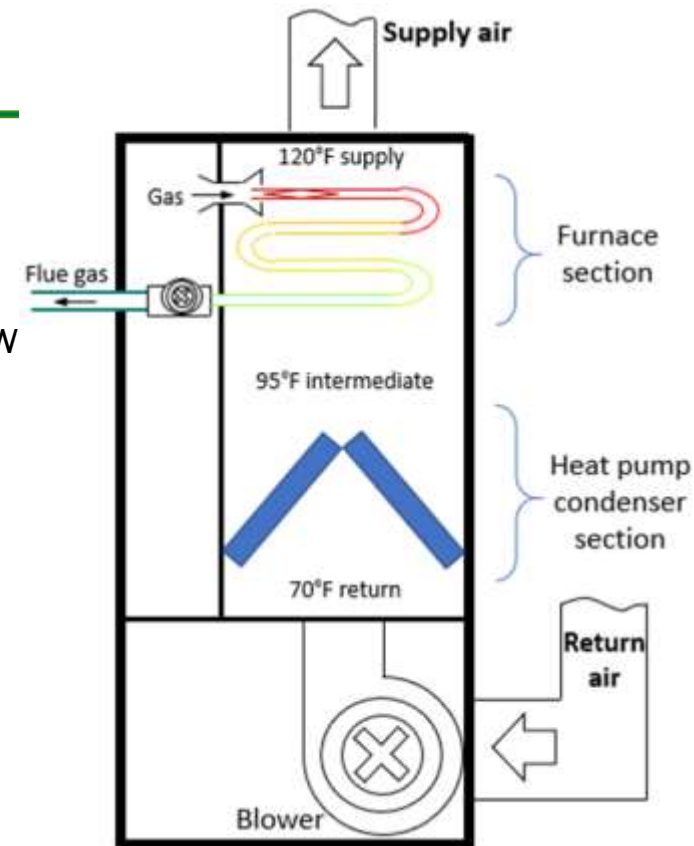
# Seamlessly Fuel-Flexible Heat Pump

## Existing space heating challenges:

- **Conventional heat pumps**
  - Rely on inefficient (high CO<sub>2</sub>) electric resistance and exacerbate the peak at low ambient temperatures
  - Higher electricity costs (versus gas) in colder climates
- **Conventional furnaces**
  - No improvement in CO<sub>2</sub> footprint as grid incorporates renewables
  - Don't address grid flexibility

## Expected Outcome:

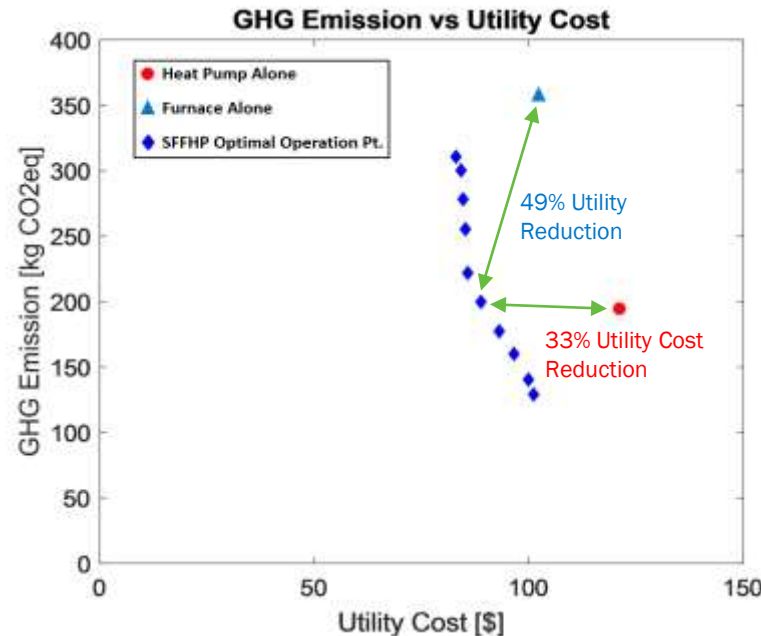
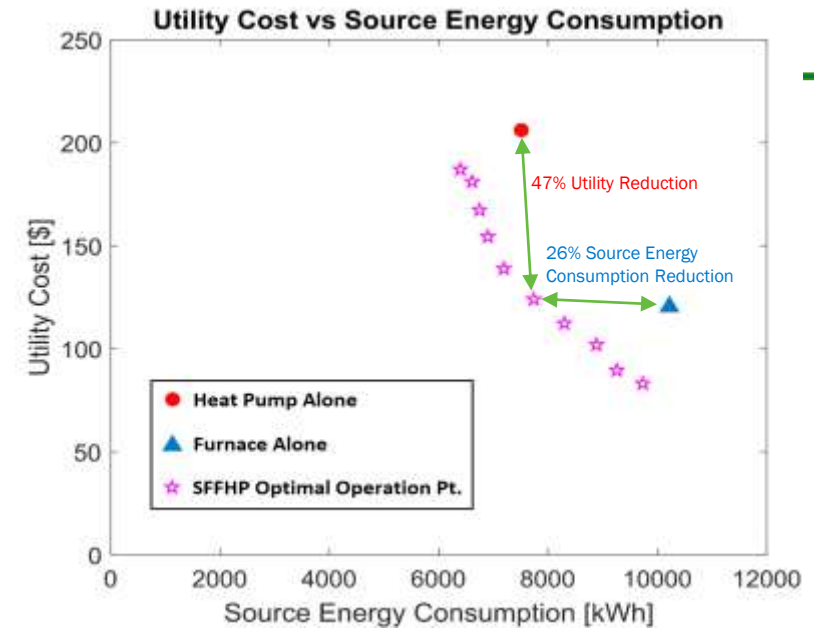
- **Fuel-flexible heat pump pairing an electric HP with a gas furnace**
  - Operation adjusted based on real time utility price signals or other factors
  - Transitional heat pump product for market currently dominated by natural gas
  - Prototype with 25% primary energy and CO<sub>2</sub> savings, 30% utility cost savings, and 90% peak demand reduction



Additional details in ORNL  
Invention Disclosure  
81921483

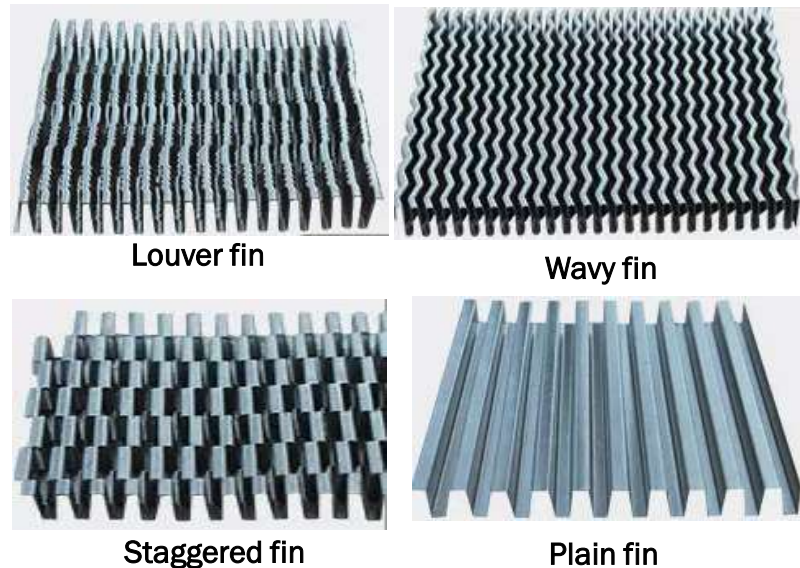
# Approach

- Potential optimization strategies
  - Minimize primary energy use
  - Minimize utility cost
  - Minimize CO<sub>2</sub> emissions
  - Sizing (unit cost)
  - Combination of the above

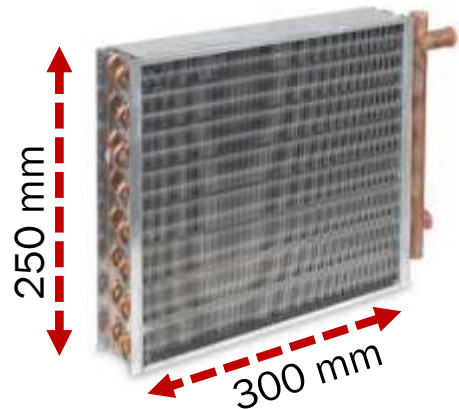


# Low-Cost, High-Performance Polymer Composite Heat Exchangers

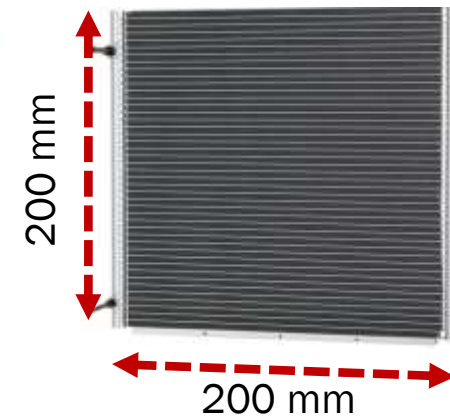
- Air-to-refrigerant heat exchangers
  - account for more than 50% of the energy consumption
  - 60-80% of thermal resistance to heat transfer is on the air-side
  - enhancements add to cost



Capacity= 5 kW



Coil weight= 6 kg  
Pressure drop= 3.5 bars  
Thickness= 36 mm  
Manf Cost=>\$55



Coil weight= 1.2 kg  
Pressure drop= 2.5 bars  
Thickness= 18 mm  
Manf Cost=~\$40

# Project Impact

- **Develop next generation heat exchanger**
  - Improved thermal-hydraulic performance (indirect GHG emission reduction)
  - 50% reduction in manufacturing cost
  - Increased operational life
  - 3-4 times more compact compared to SOA
- **Enables deployment of A2L and A3 refrigerants**
  - Reduction in refrigerant charge (direct GHG emission reduction)





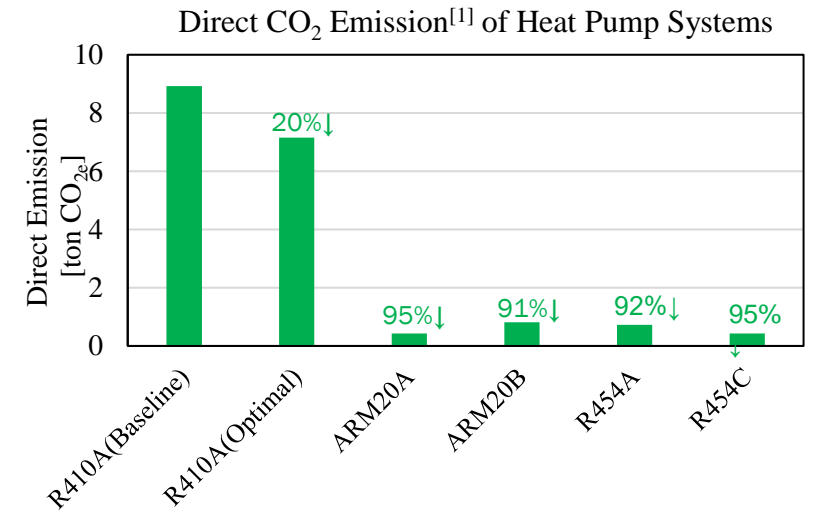
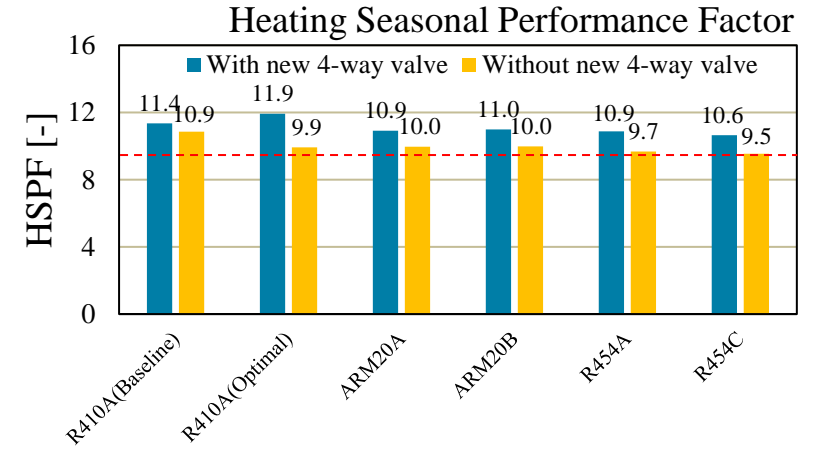
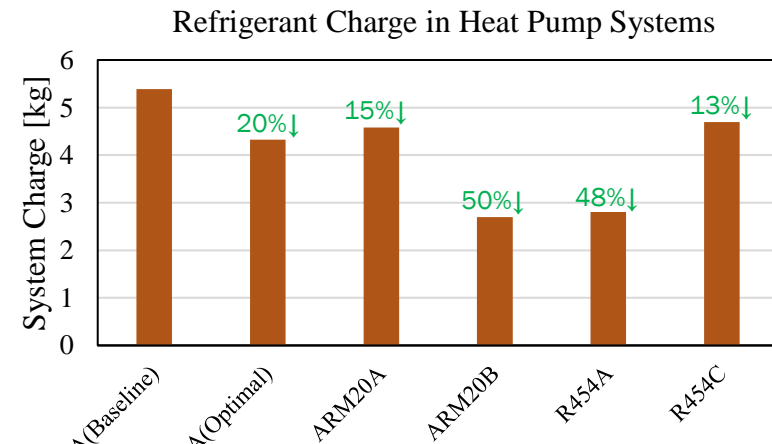
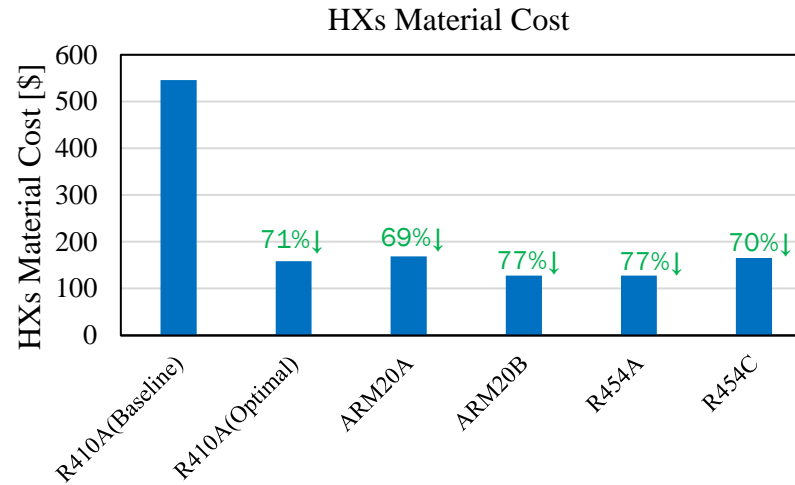
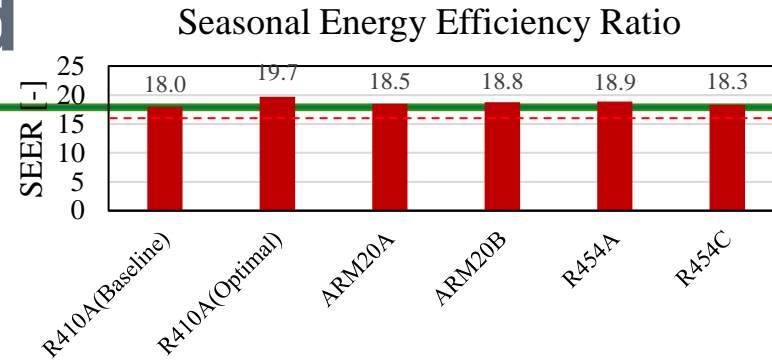
# Next Generation Low Cost Direct Expansion Heat Pumps Using Refrigerant Mixtures with GWP <150

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- Refrigerants with GWPs > 750 will be banned after 2023
- Long-term refrigerants with GWP < 150 are the next step
- Issues
  - higher glide
  - flammability and toxicity
    - requires reduced refrigerant charge
  - smaller systems
  - larger compressor displacement
  - unit cost should be comparable

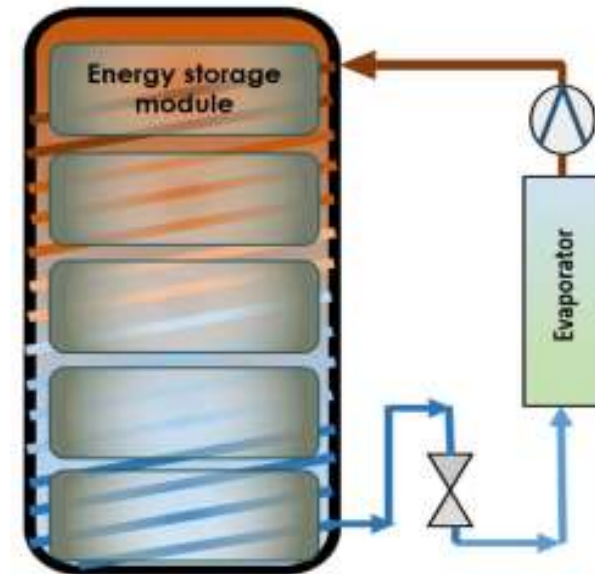
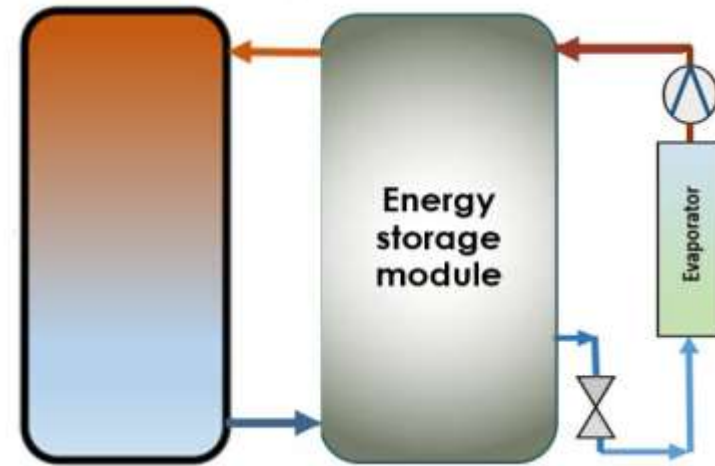
# Progress - Modeled

- Seasonal Energy Efficiency Ratio (SEER) is **18.3-18.9**
  - Goal: SEER > 16)
- Heating Seasonal Performance Factor (HSPF) is **10.6-11.0**
  - Goal: HSPF > 9.5)
- Heat exchangers material cost is reduced by **69%-77%**
- Refrigerant charge reduced by **13%-50%**,
- Direct CO<sub>2</sub> emission reduced by **91%-95%**



# Flexible HPWH with Embedded Energy Storage

- Next-generation HPWH for distributed energy storage
- Demonstrate cost-effective technology
  - Selection of energy storage medium is key
- Alpha prototype enables at least 20% higher capacity
  - 4 hours of load shifting capability
  - Improved first hour rating (FHR)
- Embedded solution
  - Addresses logistic constraints due to additional space requirements
  - Lower capital cost
  - Improved consumer acceptance



# Multi-functional Equipment for Direct Decarbonization With Improved Indoor Air Quality – New Start

## Objective

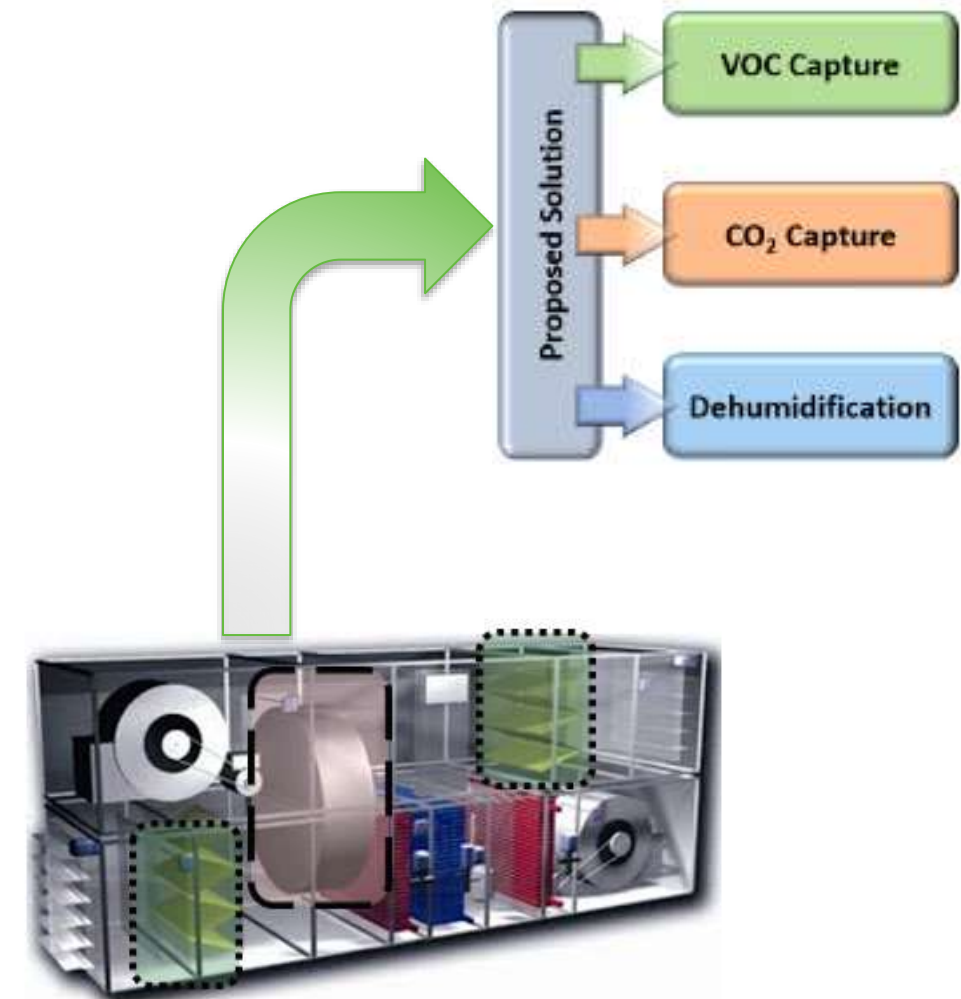
- Integrated HVAC system design
  - separately dehumidifies the air-steam
  - uses waste heat to regenerate liquid desiccant
  - Eliminates hot air carryover
  - incorporates filters and rotating wheels to capture VOCs and CO<sub>2</sub>
  - mitigation airborne transmission of COVID-19 or other microorganisms

## Explanation of Need

- IAQ is becoming a bigger issue as buildings become tighter
- Conventional approaches introduce hot, humid air or cold air to the building which increases HVAC energy consumption

## Goal/Target Outcome

- Improved IAQ
- 30% reduction in energy
- On-site sequestration processes for captured CO<sub>2</sub> will be evaluated



# DOE Team and Structure



# Building Technologies Office

BTO is one of 11 program and technology offices within the Office of Energy Efficiency and Renewable Energy (EERE).

Our FY 2019 budget is \$226 million, or about 9.5% of EERE’s \$2.379 billion budget. DOE’s total spending is about \$35.7 billion.



U.S. DEPARTMENT OF  
**ENERGY**

Energy Efficiency &  
Renewable Energy

| ENERGY<br>EFFICIENCY                  | RENEWABLE<br>POWER           | SUSTAINABLE<br>TRANSPORTATION |
|---------------------------------------|------------------------------|-------------------------------|
| Advanced<br>Manufacturing             | Geothermal<br>Technologies   | Bioenergy<br>Technologies     |
| <b>Building<br/>Technologies</b>      | Solar Energy<br>Technologies | Fuel Cell<br>Technologies     |
| Federal Energy<br>Management          | Wind Energy<br>Technologies  | Vehicle<br>Technologies       |
| Weatherization &<br>Intergovernmental | Water Power<br>Technologies  |                               |

# Building Technologies Office Programs & Staff



## BUILDING TECHNOLOGIES OFFICE DIRECTOR

David Nemtzow



## EMERGING TECHNOLOGIES

Erika Gupta,  
Program Manager  
(Acting)



## COMMERCIAL BUILDINGS INT.

Amy Jiron, Program  
Manager (Acting)



## RESIDENTIAL BUILDINGS INT.

Joan Glickman,  
Program Manager  
(Acting)



## CODES AND STANDARDS

John Cymbalsky,  
Program Manager



# Emerging Technologies Team

**Erika Gupta**

Emerging Technologies Program  
Manager (Acting) and Sensors and  
Controls Technology Manager



**Sven Mumme**

Envelope and Thermal Energy  
Storage Technology Manager



**Mary Hubbard**

Technology-to-Market Manager



**Monica Neukomm**

Grid Interactive Efficient Buildings (GEB)  
Technology Manager

**P. Marc LaFrance**

Windows Technology Manager



**Dr. Amir Roth**

Building Energy Modeling  
Technology Manager



**Dr. Wyatt Merrill**

Technology Manager for Building  
Electric Appliances, Devices, and  
Systems (BEADS)

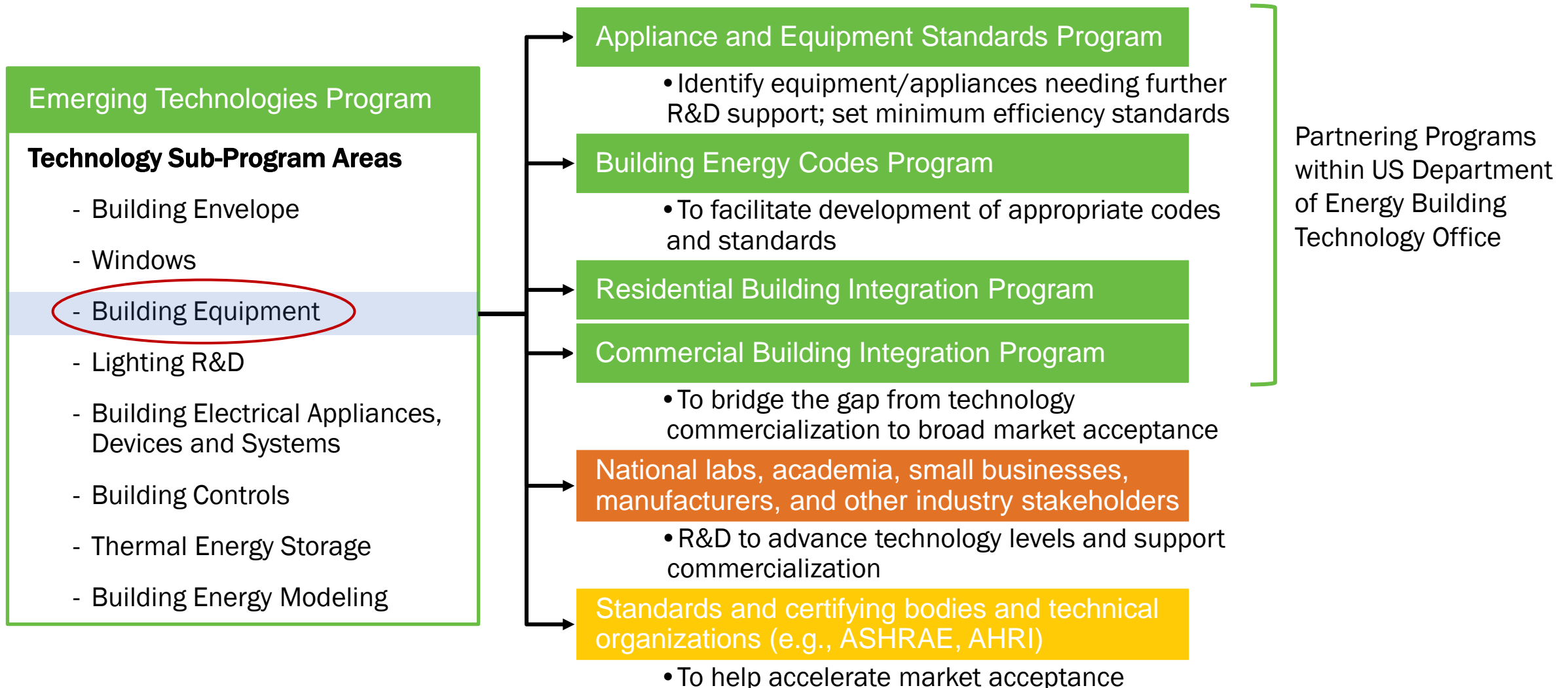


**Dr. Brian Walker**

Lighting R&D Technology Manager



# R&D Partners



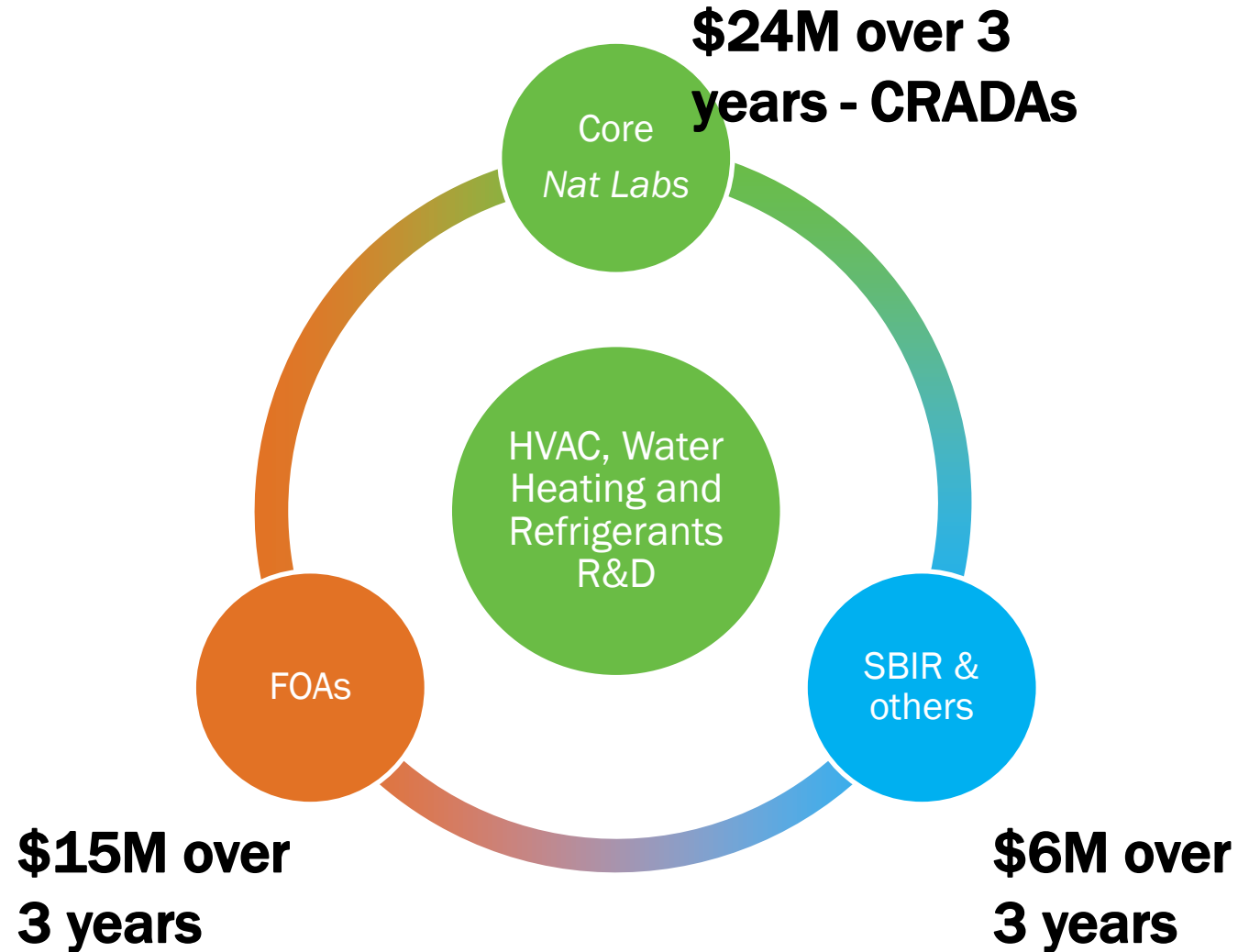
# DOE Building Technologies Office (BTO) Ecosystem





# HVAC, Water Heating, Refrigerants R&D

- **Three main types of funding:**
  - Core funding to National Labs
    - majority is for Cooperative Research and Development Agreements (CRADAs)
  - Funding Opportunity Announcements
  - Small Business Innovative Research
- **Other**
  - Technology Commercialization Fund  
<https://www.energy.gov/technologytransitions/technology-commercialization-fund>



# Working with industry to accelerate delivery of solutions to market



**Questions?**

**Discussion?**

# Next Step - Workgroup Calls

## **WG #1 – Improved Test Procedure and QPL**

- October 6th @ 3:00-4:00 PM EST

## **WG #2 – Roadmap Specification and Manufacturer Engagement**

- October 12th @ 12:00-1:00 PM EST

## **WG #3 – Design & Install Best Practices**

- Not yet scheduled

**To join a workgroup – email Morganne**

**[Morganne.Blaylock@icf.com](mailto:Morganne.Blaylock@icf.com)**



# Thank You

Special thanks Midwest Energy Efficiency Alliance for hosting a website