



Commercial HVAC Trade Ally Network

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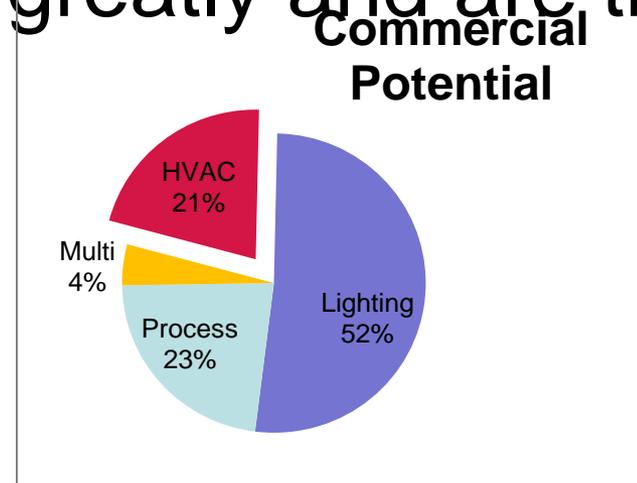
Agenda

- Why BPA is looking at a HVAC TAN
- How we got here
- Lighting Success Overview
- Proposed HVAC TAN
- Your Feedback



Why a Commercial HVAC Trade Ally Network?

- HVAC is largest untapped commercial technical potential (in 6th PP)
- HVAC technologies are complex
- HVAC installations vary greatly and are time sensitive





Support Measure Development

- Support measures in the development pipeline
 - Heat Pump Retrofits
 - Shell Improvements
 - Variable Refrigerant Flow Systems ([ET Field Test](#))
 - Roof Top Unit Enhancements ([ET Field Test](#))
 - Demand Controlled Ventilation Kitchen Exhaust
 - Standardized Custom Measures
- 20 year measure life
- Capture lost opportunities



Provide Training & Support

- Provide regional training
 - Trade Ally support
 - Installation, verification & QC
 - maintenance best practices
- Enhance utility support for HVAC programs



Background Work

- What steps did we take before this proposal?
 - Market research, regionally and nationally
 - Informal conversations with utility staff
 - Presentation to Utility Sounding Board (June 2012)
- Received positive feedback



NW Lighting TAN model

- Formed in 2008
- TAN experiences continuous growth
- TAN keeps utility and contractors informed
- Provide a venue for face time between utilities and contractors



Northwest Trade Ally Network
Commercial & Industrial Lighting





NW Lighting Trade Ally Network

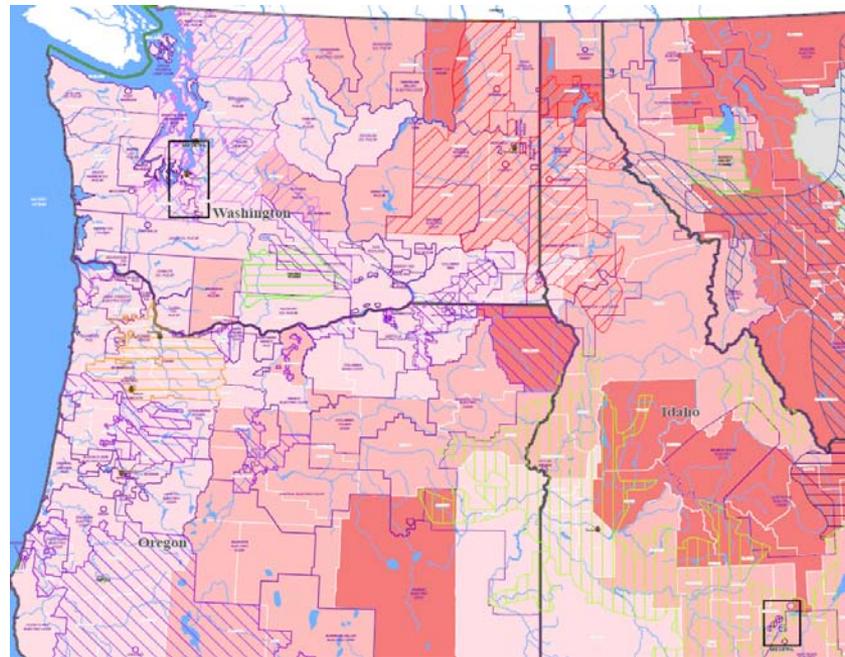
- Resources
 - Training
 - Web resources
 - Connections to utility staff

<http://northwest-lighting.org/>



HVAC Trade Ally Network Goals

- Connect program managers & installers across utility borders
- Coordinate and facilitate alignment of programs
- Promote QA and QC
- Provide resources





Proposed HVAC Trade Ally Network

- Promote comprehensive and quality projects
- Provide professional and live resources to support utility programs
- Focus on training
 - Technical
 - Sales
 - Utility knowledge & coordination
 - Custom Project engagement



Proposed HVAC Trade Ally Network

- Model on successes NW Lighting TAN
- Build on existing utility relationships
- Partner with and support existing associations
- Incorporate a feedback loop to inform program development



Your Feedback is Needed!

- General Feedback
- Does this meet a need in your service territory?
- How could this best augment or support your current efforts?
- How could this network help you address challenges that you have?



Next Steps

- Receive feedback from you: our customers
- Based on feedback, re-assess plans
- Next steps determined from response:
 - Fall 2012: Develop network plans
 - Fall – Winter: Build out TAN for winter launch



Questions & Additional Feedback

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Contact your EER

