2026 Q3 HIGHLIGHTS

In Q3, Minnesota's Efficient Technology Accelerator (ETA) advanced all five of its initiatives, with a particular focus on building relationships and sharing knowledge among industry partners. This quarter's report highlights visits to lighting distributors, sharing expertise within our heat pump contractor network, and an ETA forum pre-session on emerging dual fuel HVAC technology, among other activities. As a whole, this work drives the adoption of emerging energy efficient technologies throughout the state.

Heat Pump Contractor Forum Builds Advanced Skills Among Minnesota Contractors

On October 15, the MN ASHP Collaborative hosted the first Heat Pump Contractor Workshop at The Energy Conservatory in Oakdale, MN. Most attendees were heat pump champions in our Preferred Contractor Network (PCN), so the forum focused on advanced sessions on heat pump controls and communication, ductwork and airflow, and a whole-home performance panel discussion. The day ended with an overview of new resources available to PCN members in 2027. Attendees shared that it was a valuable opportunity to improve technical skills and share field expertise with fellow contractors and industry leaders.



BuildUp MN

Building Connections and Sharing What Works

BuildUp MN continues to engage across local, regional, and national organizations advancing similar building performance goals. Recent participation at events such as GTZ Forum, MEEA's Midwest Building Codes & Policy Summit, and ASHRAE Energy Expo provided opportunities to exchange ideas and identify successful approaches that can be adopted in Minnesota. By connecting with peers across the industry, BuildUp MN is helping ensure Minnesota builds off existing success for accelerated impact, rather than re-creating the wheel.



LLLC

Distributor Engagement Builds Market Momentum

The LLLC Initiative continues to gain momentum with its targeted Distributor Jump Start Initiative led by our partner Evergreen Energy Partners. Distributors play a critical role in advancing the adoption of LLLCs as they influence many regional contractors. Distributors control access to products, technical recommendations, and even awareness of LLLC incentives. Evergreen Energy Partners and the LLLC team have been meeting with leadership and sales teams, and learning more about each organization's business model, market focus, and internal processes. These visits continue to demonstrate that the appetite for training, incentive program support, and practical selling strategies for LLLCs is strong.



Next Gen
Rooftop Units

Pre-Session Sparks Collaboration on Emerging HVAC Technologies

A pre-session held ahead of the 2026 ETA Forum brought together over 30 stakeholders from across the HVAC and utility sectors to discuss commercial load flexiblity strategies. The discussion highlighted the importance of industry collaboration as stakeholders work to balance customer comfort, energy efficiency, and ease of operation while still advancing HVAC solutions to support Minnesota's commercial building needs. The conversation continued through site visits across Minnesota, reinforcing a core ETA principle: lasting market transformation depends on collaboration, shared expertise, and support from stakeholders throughout the industry.



Read more about the discussion.

Wise Window Hub

Wise Window Hub Coordinates with Window Professionals to Increase High-Performance Window Adoption



The Wise Window Hub continues to align industry partners and market strategies to accelerate high-performance window adoption across Minnesota. Partnering with manufacturers, the *Cost-Optimized Entry-Level Windows* Initiative is bringing more affordable options through the Minnesota manufacturing market, with early price indicators showing incremental costs dropping to just over $100 per window (or about $4/square foot). One of the first of its kind, this partnership demonstrates a tangible way to make high-performance windows the go-to option throughout the Midwest. The Hub has also launched a contractor incentive and sales enablement training, *High-Performance Windows Sales Readiness Training*, to support high-performance window installations.