



Strategies for Shifting Landscapes

MEEA Midwest Energy Solutions Conference 2026

Claire Miziolek, Fellow, Energy Solutions



Agenda

- 1 Background
- 2 The Challenge
- 3 The Solution?
A Recent Example
- 4 Next Steps



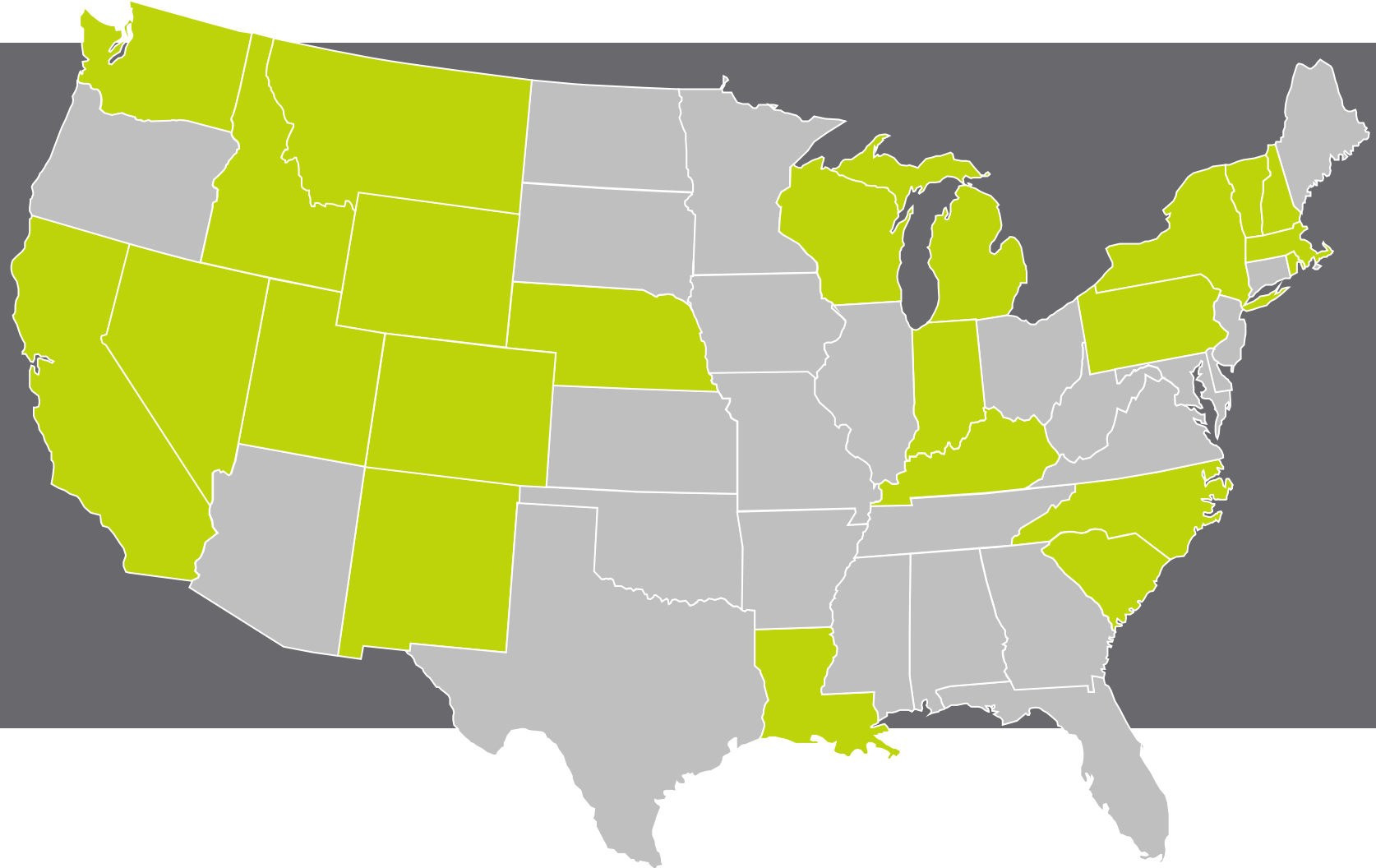
30 Energy Solutions
Celebrating 30 years

At Energy Solutions we focus on the big impacts.
For 30 years our innovative, market-based solutions have been leading the industry to deliver large-scale energy, carbon, and water-use savings.



Our Implementation Experience

Energy Solutions currently offers 172 technology measures across 22 states.



Current as of July 2025



Our Teams (and me!)

We work across the market transformation curve:

- Emerging Technologies
- Market Program Implementation
- Policy and Regulatory

Why I'm here today:

- Formerly NEEP (sister REEO!)
- State of MA 2050 Roadmap
- Now I am supporting states, utilities, and non-profits advance and achieve their goals



Business Strategy Team



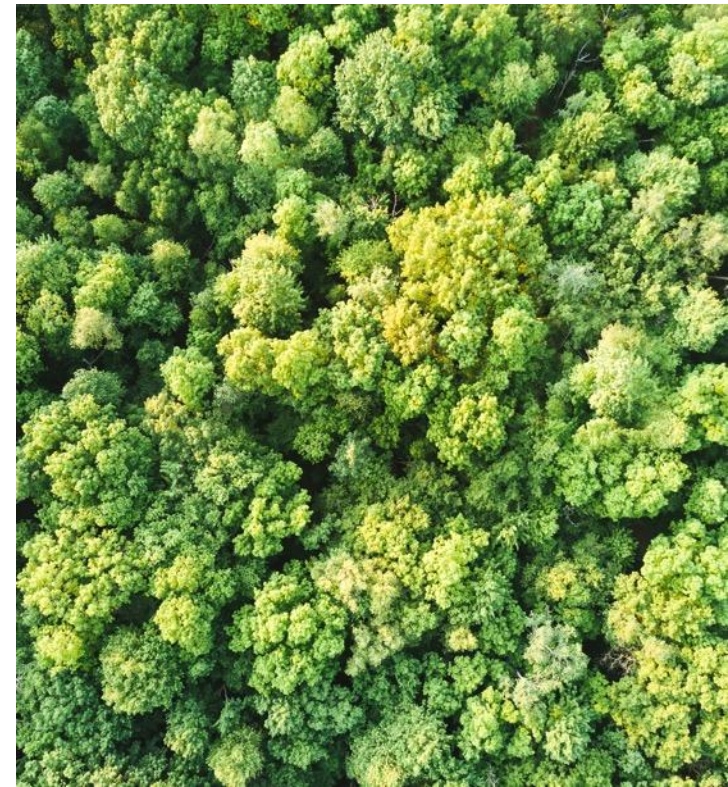
Distributed Energy Resources



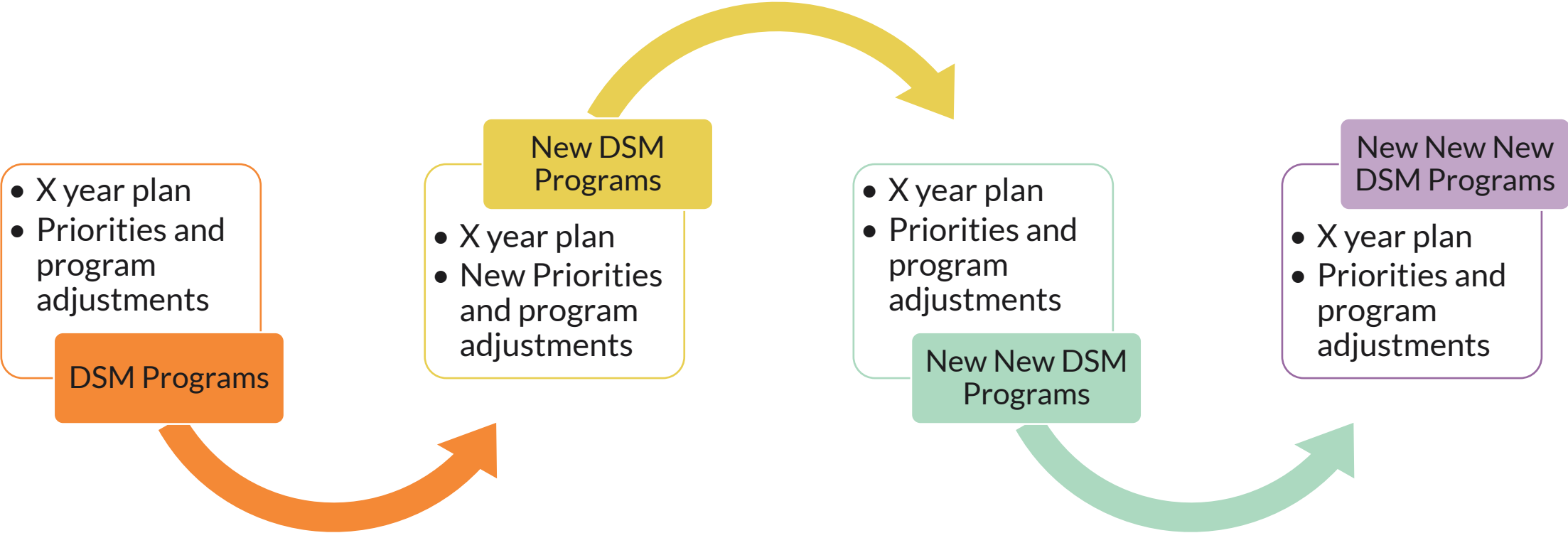
Energy Efficiency



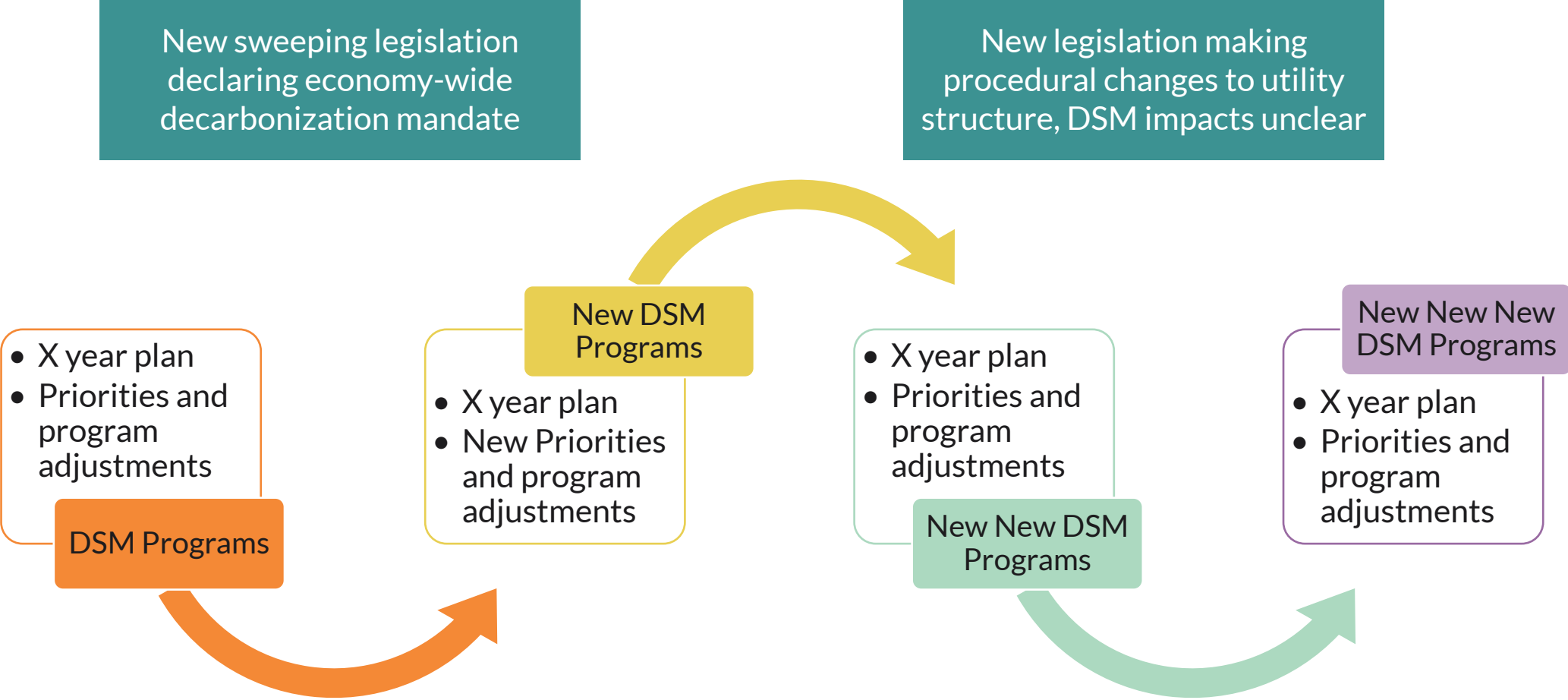
Policy & Ratings



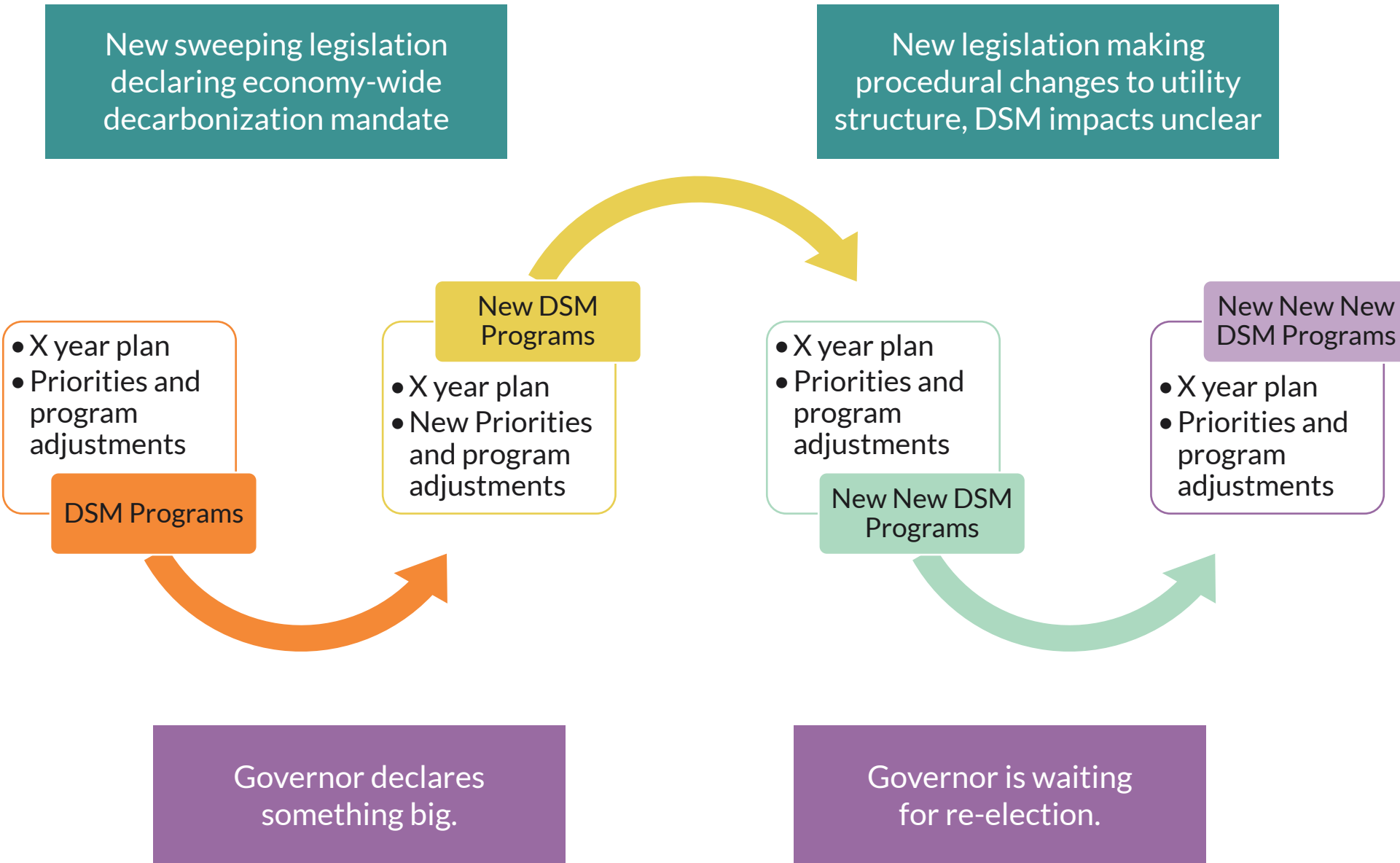
The Challenge



The Challenge



The Challenge



The Challenge

New sweeping legislation declaring economy-wide decarbonization mandate

New legislation making procedural changes to utility structure, DSM impacts unclear

Energy is expensive and prices are volatile.

Fuel switching is so important.

- X year plan
- Priorities and program adjustments

DSM Programs

- X year plan
- New Priorities and program adjustments

New DSM Programs

- X year plan
- Priorities and program adjustments

New New DSM Programs

- X year plan
- Priorities and program adjustments

New New New DSM Programs

Governor declares something big.

Governor is waiting for re-election.



The Challenge

New sweeping legislation declaring economy-wide decarbonization mandate

New legislation making procedural changes to utility structure, DSM impacts unclear

Energy is expensive and prices are volatile.

Cost effectiveness is key.

Fuel switching is so important.

Be more ambitious.

Governor declares something big.

Governor is waiting for re-election.

- X year plan
- Priorities and program adjustments

DSM Programs

- X year plan
- New Priorities and program adjustments

New DSM Programs

- X year plan
- Priorities and program adjustments

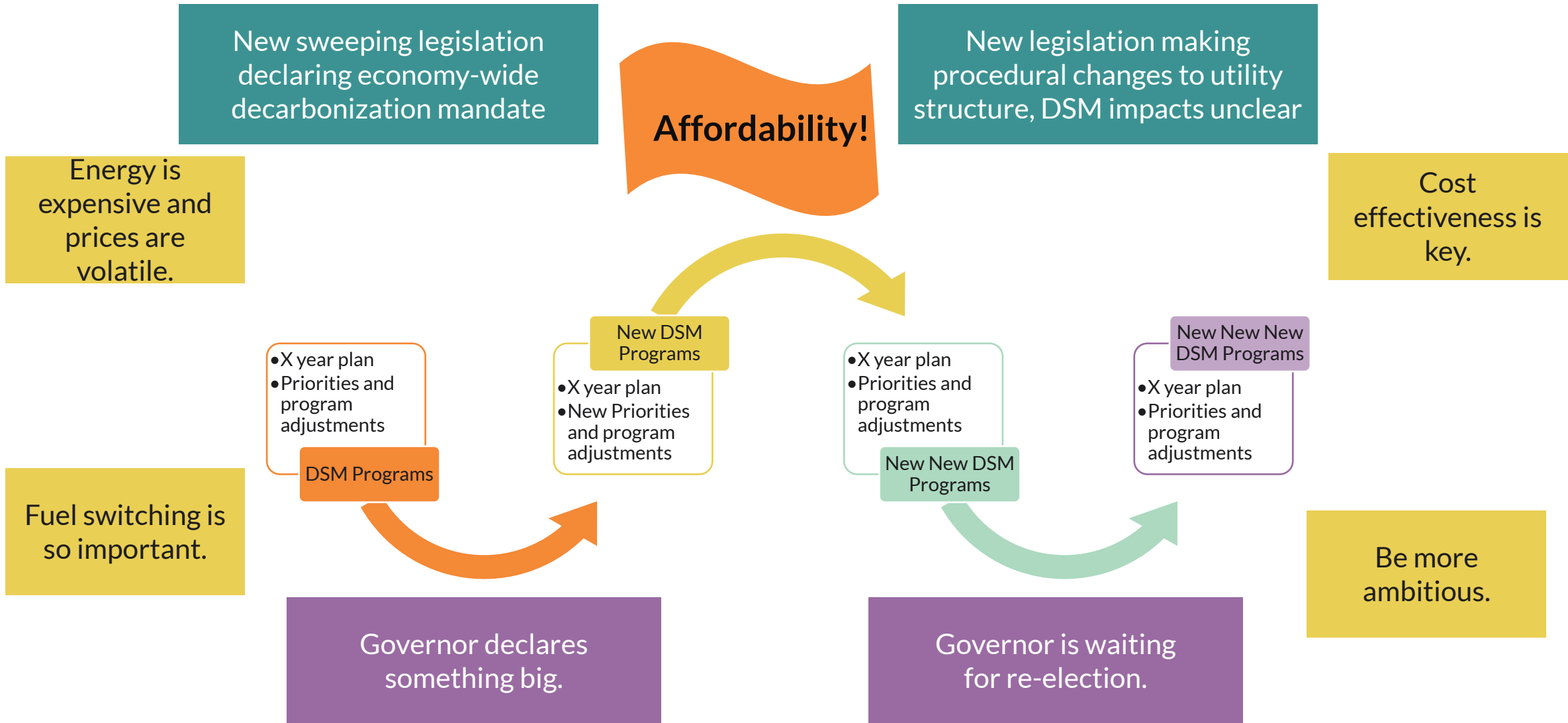
New New DSM Programs

- X year plan
- Priorities and program adjustments

New New New DSM Programs



The Challenge





And the world keeps getting more complicated

Rapid Data Center Infrastructure Growth



And the world keeps getting more complicated

EFFECTIVE TARIFF RATES

All Tariffs: ↑ 10%

HVACR: ~~14%~~

Source:

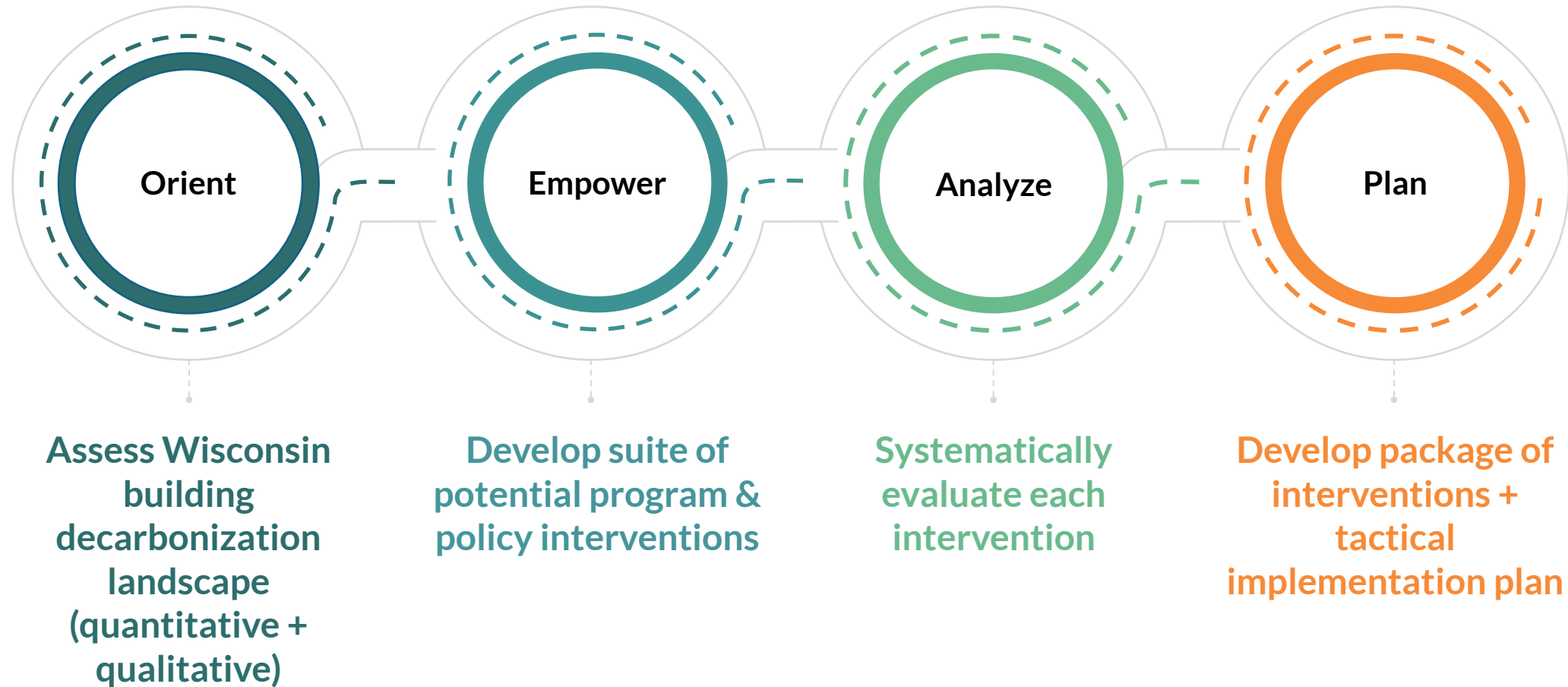
<https://hardinet.org/posts/market-intelligence/latest-tariff-changes-directly-affect-hvacr-products>

A photograph of a small, fluffy dog with white and brown patches, seen from behind, burying its head in a mound of sand. The dog's tail is curled up. The entire image has a light blue-green tint.

So, what can we do –
bury our heads in the sand?

No! Let's break this problem down into its parts

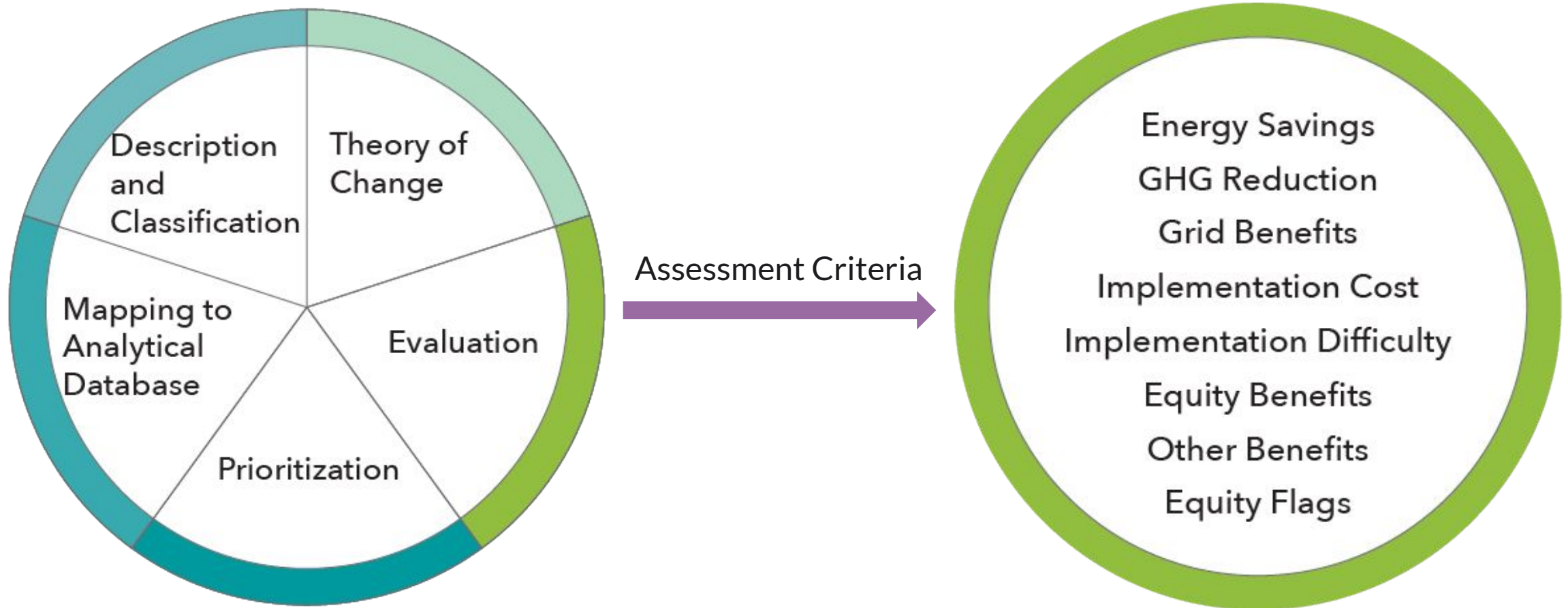
A Recent Example from Wisconsin



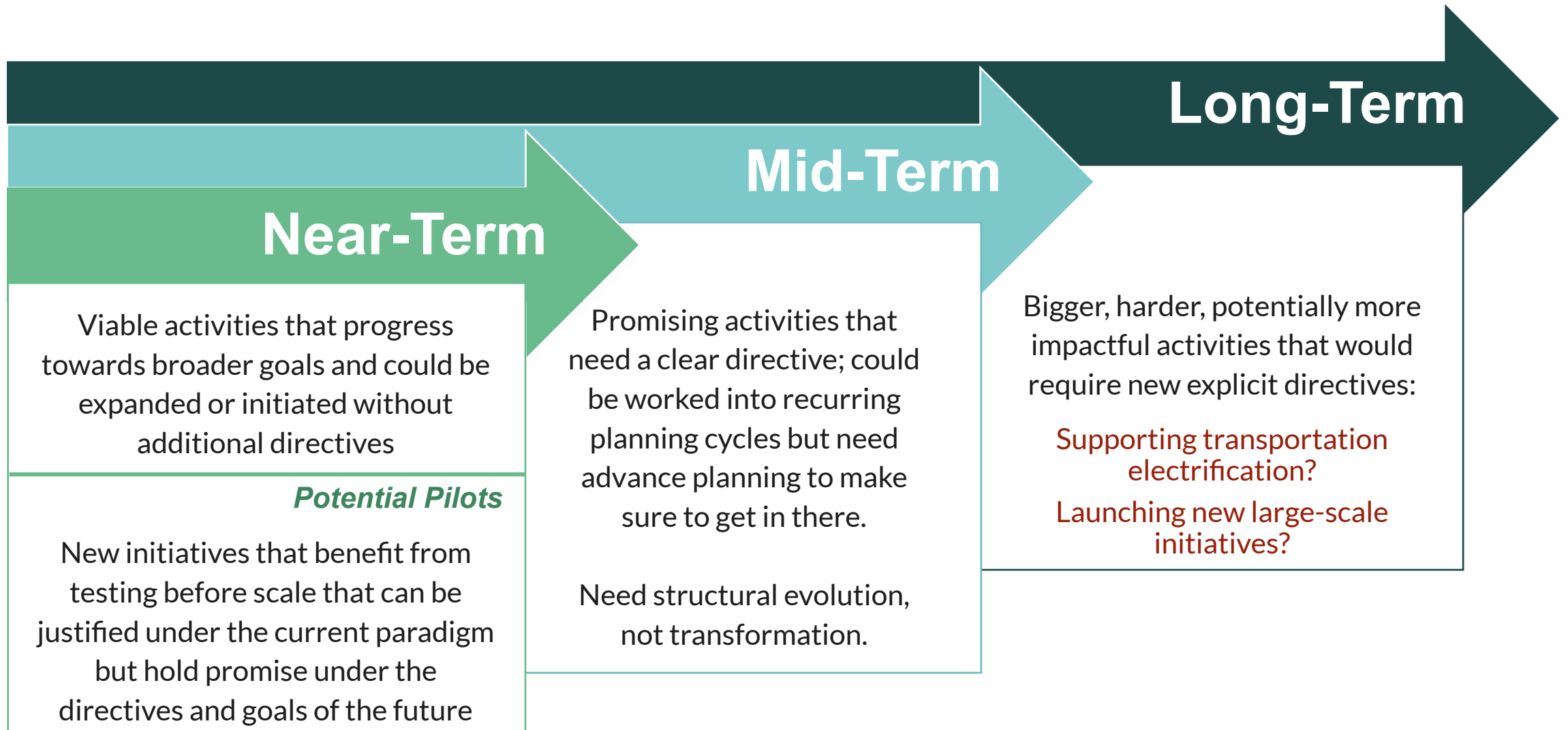
Built a database, translated into interactive dashboard

Criteria and structure was collaboratively determined

Dashboard used in Workshop to facilitate real time decision making



Actionable, Tactical Plans (for today, tomorrow, and beyond)



Arrived at 14 priorities for tactical implementation plans



Residential AC to Heat Pump Conversions Initiative



Midstream Agriculture Programs



Industrial Efficiency Midstream Program



Expanded Strategic Energy Management (SEM) Program



Net Zero Energy (NZE) New Construction Program



Data Center Load Management Program



Cross-Cutting Behavioral Program



Non-Residential Demand Flexibility Program



Workforce Training Program



Residential Demand Flexibility Program



Code Compliance Program



Residential Advisor Service



Cost Effectiveness Framework Initiative



Zonal Pilot Program

Final Report Available Soon!
<https://focusonenergy.com/about/future-focus/transitional-emerging-priority-roadmap>



WHAT'S NEXT?

You don't have to stand still while the sands are shifting



Thank you

Claire Miziolek

cmiziolek@energy-solution.com

510.482.4420 x336

A Customizable Approach

BROAD SEARCH FOR POSSIBILITIES

Gather the opportunities
that are unique to you

SCREEN AND EVALUATE

Review and assess against
agreed upon criteria and
objectives

PRIORITIZE AND SEQUENCE

Develop a concrete plan
that unfolds over time