



**ASHB**

Connected Home Council

**ASHB Connected Home Council (CHC)**

**Meeting Minutes**

Thursday, February 20, 2025  
12 PM – 1:30 PM (ET) via Webinar

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**CHC Executive:**

CHC Chair, Ken Wacks (Ken Wacks Associates)

CHC Vice-Chair, Charlie Derk (Legrand)

CHC Vice-Chair, Josh Gerena (2N/Axis Communications)

**Present:**

Arkansas State University, Durga Prasad Sarilla

Armstrong Monitoring, Mathew Finlay

Bosch, Christoph Magel

BrainBox AI Inc., Bryce Jeude

Connected Buildings, Thomas Yeh

Connectivity Standards Alliance (CSA), Kim Vaupen

DTU, Yi Zong

Ecolibrium Strategies, Ryan Choi

exp. US Services, Inc., Chris Larry

Frost & Sullivan, Jonathan Robinson

George Brown College, Ala Robiaee

Honda Environmental Business Development Office, Michael Koenig

Lutron Electronics Co., Inc., Hilary Giggs

National Renewable Energy Laboratory (NREL), Xin Jin

National Research Council Canada (NRC), Anca Galasiu

Natural Resources Canada (NRCan), CanmetENERGY, Marius Farcasiu

OTS R&D, Inc., Bobin John

OTS R&D, Inc., Shankhinee Deshpande

Resideo Technologies, Inc., Blake Kozak

Resideo Technologies, Inc., Pat Tessier

Resideo Technologies, Inc., Patrick Dunlavey

Schneider Electric, Lorne Hedges

Southwire Company, LLC, Arturo Nunez

Sustainable Resources Management Inc., David Katz

Trane Technologies, Glenn Gasmen

VITO, Chris Caerts

Watts Water Technologies Inc., Jay Vath

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## **CHC Meeting AGENDA**

### 1. **Agenda** – Ken Wacks (Ken Wacks Associates)

Ken Wacks thanked everyone for attending, outlined the agenda, and alerted everyone that the meeting was being recorded and would be made available to the industry.

### 2. **Call to Order, Welcome, and Introduction, about the CHC** – Ken Wacks (Ken Wacks Associates)

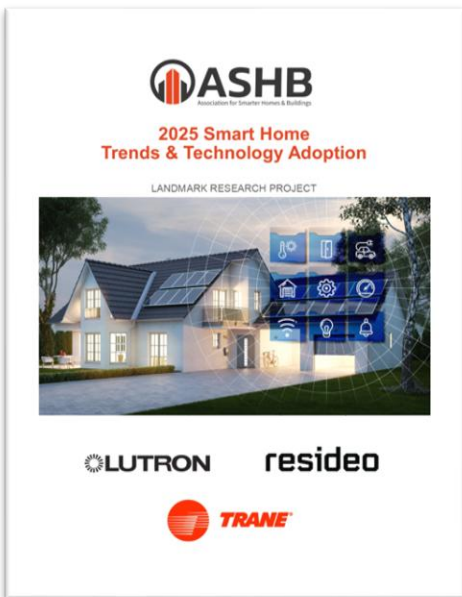
Ken Wacks welcomed everyone and gave a short introduction to the CHC and what the council does.

### 3. **Administrative** – Ken Wacks (Ken Wacks Associates)

Ken Wacks informed everyone that the November 12, 2024 CHC meeting minutes were circulated and posted on the ASHB Website in the CHC section: [CLICK HERE](#).

### 4. **Research Update** – Greg Walker (ASHB)

#### 2025 CHC Landmark Research – [Smart Home Trends & Technology Adoption](#)



Greg Walker (ASHB) gave a brief overview of Landmark Research Project titled Smart Home Trends & Technology Adoption. This project has garnered support from 3 funders thus far, and ASHB expresses sincere gratitude for their invaluable support and guidance. An RFP went out to ASHB member research firms early this year leading to the selection of Harbor Research. The research will survey 500 Consumers in Canada and USA and will cover key topics/opportunities to gain an annual perspective of operator needs/outlook. It is essential to note that these projects, collectively valued at approximately \$50K USD, will have an exclusive release to the project's funders. There are two distinct funding tiers: Bronze, priced at \$5K, which grants access to the research findings, and Silver, priced at \$10K, enabling participation in the Steering Committee and shaping of the project's direction. For those interested in joining this initiative, please do not hesitate to reach out to us at [admin@ashb.com](mailto:admin@ashb.com).

## 5. CHC Webinar

### “Key Growth Opportunities and Trends in the Residential Heat Pumps Industry” (30 min)

– Joshua Gerena (2N/Axis Communications), Jonathan Robinson (Frost & Sullivan)



Joshua Gerena introduced Jonathan Robinson who presented the keynote and participated in the Q&A.

**Description:** Heat pumps are becoming a key technology in decarbonizing residential heating. Growing financial incentives and rising natural gas costs are closing the price gap with fossil fuel systems, driving strong market growth through the decade. However, challenges like aging housing stock, poor insulation, high installation costs, and a skilled labor shortage must be addressed to maximize adoption.

Jonathan Robinson, Global Power & Energy Research Director at Frost & Sullivan, shares insights on:

- High-growth regions and adoption drivers
- Leading heat pump technologies and their potential
- Key market players and their solutions
- Emerging business models
- Global and regional deployment trends.

## 6. ASHB Podcasts – Marta Klopotowska (ASHB)

Marta Klopotowska outlined ASHB’s Podcast series on [Spotify](#) and [Apple Podcasts](#). If you or someone that you know is interested in participating as a guest or host on a future episode, please contact ASHB at [admin@ashb.com](mailto:admin@ashb.com).

## 7. ASHB Whitepapers - Ken Wacks (Ken Wacks Associates)

An overview was given of the CHC White Paper review process, completed CHC White Papers and papers in progress. CHC White Papers are secondary literature review articles that are approximately 10-20 pages in length. These papers are written and distributed free of charge to inform the industry. For the papers to be approved by the CHC White Paper Sub-Committee (WPSC), they must have significant technical material of relevance to CHC members. They must not contain marketing material or promote an agenda. Any ASHB member can and is encouraged to complete the [white paper proposal](#) on the ASHB website.

All completed and approved ASHB White Papers are placed in the ASHB Public Library, Members Library, ASHB NewsBrief, ASHB Twitter Feed, and ASHB LinkedIn Group and promoted at industry events. To view the CHC White Paper terms of reference, previous CHC White Papers, and additional information, please go to: [www.ashb.com/whitepapers](http://www.ashb.com/whitepapers).

### CHC White Paper Sub-Committee:

- Ken Wacks Associates, Kenneth Wacks
- Consultant, Steve Samson

- Frost & Sullivan, Dilip Sarangan
- National Research Council Canada (NRC), Heather Knudsen
- Sustainable Resources Management Inc., David Katz

**8. ASHB Journal** – Ken Wacks (Ken Wacks Associates)

Ken Wacks (Ken Wacks Associates) presented the ASHB Journal and urged all attendees to contribute their articles for consideration. If you're interested in submitting a proposal or an article, you can reach out to [klopotowska@ashb.com](mailto:klopotowska@ashb.com) or [kenn@alum.mit.edu](mailto:kenn@alum.mit.edu).

**9. New Business** - Ken Wacks (Ken Wacks Associates)

Ken Wacks made a call for new business related to future CHC Guest/Keynote presentation topics and speakers, new CHC White Papers, new research projects and meeting ideas, etc.

David Katz (Sustainable Resources Management Inc.) shared insights from his visit to Lutron Electronics, where he observed demonstrations of advanced lighting and automated blinds, potentially for inclusion in an upcoming report. A discussion emerged about the future of DC-powered homes, with the possibility of a related paper and a potential white paper collaboration being considered. The Merge Alliance was highlighted as an organization focusing on DC adoption in commercial buildings, with recent meetings indicating growing industry interest. Government incentives for solar and battery storage were noted, but concerns about the reliability of DC lighting solutions, particularly LED lifespan issues, were raised.

**10. Announcements** – Marta Klopotowska (ASHB)

**Upcoming Events**

[Kitchen & Bath Industry Show \(KBIS\) by NKBA](#) - February 25-27 | Las Vegas, NV

[CONNECTIONS: The Premier Connected Home Conference](#) - May 13-15 | Plano, TX

[Shanghai Smart Home Technology](#) - August 13-15 | Shanghai, China

[CEDIA Expo](#) - September 3-6 | Denver, CO – ASHB is attending and has a booth at the show.

ASHB also hosting its Tri-Annual Board Meeting at the CEDIA Expo.

**11. Adjournment** (1:30 PM ET) – Ken Wacks (Ken Wacks Associates)

The next CHC Meeting will be held in May 2025.

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ASHB CHC meetings are open to ASHB Members and invited guests, and everyone is encouraged to participate. [CLICK HERE](#) for more info on the CHC, past minutes, participants, and terms of reference. Any ASHB Member who attended as a guest will be added to the CHC unless they notify the ASHB office by March 3, 2025, that their name should not be added. Non-ASHB members that attended this meeting as guests, should contact Marta Klopotowska at [klopotowska@ashb.com](mailto:klopotowska@ashb.com), to indicate if they wish to join the CHC or ASHB. [CLICK HERE](#) for more information on the ASHB Benefits.

Greg Walker, CAE  
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