CONSERVATION ADVISORY COUNCIL
Notes from meeting July 21, 2010

Attending from the Council:
Jim Abrahamson, Cascade Natural Gas
Laura Rooke (for Lauren Shapton), Portland General Electric
Robin Straughan, Oregon Department of Energy
Holly Meyer, NW Natural
Don Jones, Pacific Power
Charlie Grist, NWPPC
Bill Welch, EWEB
Brent Barclay, BPA
Bruce Dobbs, BOMA
Steve Weiss, NWEC

Attending from Energy Trust:
Oliver Kesting
Peter West
Marshall Johnson
Kendall Youngblood
Ashley Jackson
Diane Ferington
Kathleen Ortbal
Pete Catching
Spencer Moersfelder
Kim Crossman
Jessica Rose
Matt Braman
Fred Gordon
Steve Lacey
John Volkman
Paul Sklar
Eric Wilson
Ted Light

Others attending:
Theresa Gibney, Corvallis Sustainability Coalition
Julie Van Dyne, PECI
Allie Robins, PECI
Terry Miller, CSG
Phil Damiano, PECI
Carollyn Farrar, NW Natural

1. Welcome and Introductions

Peter reviewed the agenda and asked for introductions.

He mentioned the Oregon Department of Energy announced new temporary rules around the Residential Energy Tax Credit. The rules were issued to address specific circumstances when an applicant could earn federal and state tax credits, as well as other incentives and rebates. The temporary rules largely impact the Solar program but they do have an impact on the efficiency side. The preliminary analysis shows a minimal effect on program goals for 2010.

He also mentioned the Industrial Sector plan will be presented during the September CAC meeting.

2. Residential Sector Strategic Plan
Overall
Diane introduced the overall Residential Sector Strategic Plan. The back part of the presentation will cover most of the strategic planning. We went through several different meetings around strategy and we need more than one strategy to deliver our program and meet savings targets. Manufacturers, distributers, retail, trade ally, single-family homeowners, home buyers and savings are significant strategies; we need a strategy for the Northwest Energy Efficiency Alliance, and a collaborating strategy for the Oregon Department of Energy. Within each strategy there are unique elements. We took each different strategy and looked at who and how we interact.

The strategy is specific to each major customer segment and niche segment. We also looked at the sector as a whole with the following goals:

1. Achieve our savings targets
2. Deeper understanding of customers
3. Grow our effective delivery network
4. Educate customers to drive behavior change — significant source for future change, savings values with different actions in the market place (currently we are working on the OPOWER initiative)
5. Work effectively with key constituents
6. Streamline our processes
7. Provide a cost-effective delivery

The retail strategy is significant for the Products program. With Products we work mainly through NEEA and NEEA savings dominate the acquisition we've received so far. Electric savings comes from market transformation and products. Single-family is dominating. There was a huge jump in solar from 2009 to 2010 because of Solarize Portland. The feed-in tariff is a factor that influences our sector. There are emerging opportunities in savings including heat pump water heaters and consumer electronics.

New Homes program

Kendall introduced the New Homes program strategic plan. The New Homes biggest goal is meeting energy savings targets. The largest challenge facing the program is there is not a lot of new construction and it is not going to return for awhile. The benefit is when there is a code change, which happens in a three-year cycle; upcoming code changes are in 2011 and 2014. There is a huge amount of market savings when the code changes. After a code change, all homes have to be built to the new code. After the 2008 code change, we are estimating that over a five-year period there are 3.8 million therms saved. We need to focus on getting the market ready so the code change can happen. The program can help remove market barriers—prohibitive costs, lack of builder technical expertise. The overarching goal for New Homes is to try and increase market penetration and share. We don't have to get to 50 percent for code change to happen.

We will continue to promote the Energy Performance Score. This is a great way to educate energy efficiency in the home. We are also supporting brokers and realtors to have a better ability to talk to consumers about energy efficiency.

We will continue with training and design assistance and try to focus on designers of production builders to get energy efficiency built-in from the start.

We will continue to support the Rover position who resolves red tag issues so homes will pass. The program will focus on driving down market barriers of cost, education, building science, technology, design and consumer demand.

Early next year there will be a survey around barriers. There is a possibility of a bulk buy to make things more cost effective. We're exploring different options. We continue to focus on working with Real Estate Professionals and see them as a great source to educate homebuyers.

Currently the builders need to be asked questions from the consumer to make things happen. We'll be focusing on reworking the trade ally and consumer web pages. New construction is the best time to do solar, and we need to promote this opportunity. There are still many barriers on understanding how to design this into the home. We want to boost the number of solar we see in new construction. Our goal is to have eight percent of programs homes constructed with solar installed.

Charlie Grist: Recommends reflecting reach code elements in the program.

Kendall: The program is structured around promoting greater efficiency levels—the more efficiently you build, the greater the incentive. We encourage builders to go to the reach code level.

Charlie Grist: We are adopting new codes and builders seem antagonistic to the changes. We need to help builders who are already doing this and continue to keep working on this.

Kendall: OHBA and Portland HBA are subcontractors on this program and we will continue to strengthen relationships with these groups.

Products program
Kendall introduced the Products program strategic plan. The Products program is focusing on clothes washers, dishwashers, fridge recycling, lighting and showerheads—a catch-all approach.

The goal is to exceed the energy savings target. Currently there is a 1.3 percent harvest rate on fridge recycling. We would like to reach three percent over the next five years. We target all homes in Oregon who have two refrigerators. The goal is to have 17,000 fridges recycled this year.

Steve Weiss: Is only one fridge being recycling per home?

Kendall: About one-half of consumers have an extra fridge in their garage or basement. The strategy would be to sell consumers a new energy-efficient fridge or freezer and take the old unit away to be recycled when the new unit is delivered.

We are increasing energy-efficiency tiers and equipment, and maximizing savings from lighting. We want to focus on strengthening our relationships with retailers and to ease the process of applying for incentives.

TV ads are in the plans to launch this fall and run for the next three years. We are working with charities and other groups to get the word out as well as social networking.

A $50 fridge incentive will start August 1, 2010, an increase from the current $30 incentive. We want to simplify the process and decrease the time it takes to complete an incentive application time and the online form does this. We want to have the retailer give the incentive up front to the customer and take care of the process on the back end. We have a requirement now where the receipt needs to be sent in and this extra step delays incentives and/or incentives from being paid if the receipt is never sent in.

We are working on a plan with cold water detergent and heat pump dryers and will evaluate if it makes sense to do this with a retail channel.

Steve Weiss: What is cold water detergent?

Kendall: Regular detergent doesn't break down as easily in cold water. More people will use the cold water setting on their washer if they have the proper product. This is a behavior trend as many people don't wash in cold water. There is an opportunity to move the consumer mindset with a product that is designed to wash clothes better in cold water.

Holly Meyer emphasized NEEA contributed saving. Is the Product program more closely linked with NEEA?

Kendall: NEEA claims the electric savings from market transformation of lighting and products. The program goals are independent of NEEA. The full strategic plan discusses all program offerings. Not everything the program is doing is shown in the slides. For example, we have a CFL fundraiser. But the slides are focused on the biggest bang for the buck

Brent Barclay: I've been hearing ads on heat pump water heaters into the market; Sears and Lowes

Kendall: Heat pump water heaters would be a part of the Existing Homes program; as of now, Energy Trust does not offer an incentive on the technology, though we are working closely with the industry (and NEEA).

New Manufactured Homes program
Kendall introduced the New Manufactured Homes program strategic plan. We will be adding a mini-split heat pump option to the Manufactured Homes program. We will continue to provide incentives for retailers, and will be making it easier for people to learn about the program on our website

We are looking to drive beyond ENERGY STAR® as we may not be able to provide incentives on this level in the future. We are looking to promote Eco-rated and Earth Advantage® in the future.

Steve Weiss: Is fridge recycling the largest initiative?
Kendall: Fridge recycling, lighting and appliances are about equal.

Existing Homes
Marshall Johnson introduced the Existing Homes program strategic plan. Our goals are to increase market awareness and participation, address customer barriers, focus on the Energy Trust internal redesign efforts, think about what makes sense for the customer as opposed to Energy Trust's perspective, learn more about our customers and opportunities to innovate the delivery channel.

We're thinking of the Trade Ally Network as a delivery channel and different approaches to hiring contractors. We are supporting the Existing Homes trade ally rating system.

We plan to identify and triage customer needs. There are a lot of people who get hung up and don't know exactly where to start. Many of them have a hard time staying home from work for a Home Energy Review. We are looking at other ways to identify energy efficiency and take action.

Our targeted area of focus and extensive work is identifying the different customer segments. We want to do a better job when looking at our offerings, simplify program participation, streamline our processes and increase energy efficiency and program delivery.

We'll focus on keeping the delivery budget, maximizing the delivery channels and implementing the trade ally rating system. A number of enhancements will happen over time. We've done a good job in more densely populated areas. There is a lot of opportunity to work more closely with low-income agencies. We plan to develop more collaboration with communities and expand efforts further throughout the state.

The triage approach will focus on understanding customer types and developing more tools for them. We are focusing on what we know about customers who have worked with us in the past from EEAST efforts throughout the state, Clean Energy Works Portland and another Corvallis EEAST pilot.

The program design side plans to clear tracks based on how they make improvements, promote whole-house improvements, and develop a defined prescriptive track that identifies what opportunities for energy efficiency and creates a schedule to complete energy-efficiency updates over time. We plan to increase our cost effectiveness by using the web for forms, managing data with a significant investment in data systems (i.e. the Integrated Solutions Project), and balance program delivery cost. We will also evaluate effectiveness in a regional strategy, look at opportunities for representatives in remote areas and ways to support other Energy Trust programs.

We are looking to develop an EPS for existing homes by end of this year and have a trial tool for customers and to move forward with an official label.

The goal with the Trade Ally Network is to maintain high quality contractors. Trade allies deliver 80 percent of the program. We will evaluate the trade ally rating system and see how it works this year while promoting customer satisfaction.

Charlie Grist: Is Energy Trust working with CSG, PECI and Earth Advantage to trail techniques for a building label? How far along are you?

Marshall: We put in a response to RFI, first round was with Earth Advantage; there were 300 homes with four methodologies.

We looked at using the home energy saver tool and using limited software. There was a focus group last week around EPS and tracking national activity.

Diane: We've been looking at normalizing behavior with a survey of 100 questions; took the average answer and it became the default for the home model and behavioral things.

Kendall: We use an EPS for new construction.

Diane: EWEB might pull out in their marketplace.

Brent Barclay: What about non-owner occupied housing?

Marshall: This is part of the customer segmentation—single-family homeowners, renters, 2-4 unit buildings and multifamily tenants. The grey area is the more residential focused customers, mobile homes customers, Savings Within Reach moderate-income track and solar motivated customer segments. We want to create custom tracks and have a suite for a variety of customers. The non-owner occupant can still benefit from the measure installed per the building owner's directive.

3. Business Sector Strategic Plan

Oliver informed us the Business Sector strategic plan does not get into the market segmentation details in the same depth as the Residential Sector due to the large number of market segments. The plan instead focuses on common themes throughout the Business sector. The strategic analysis was aligned with the way the programs and contracts are structured.

He noted the 2010 Existing Buildings budget is $26.2 million, 60 percent slated for incentives. New Buildings budget is $13.3 million, with about 45 percent for incentives. The Multifamily budget, embedded in New Buildings and Existing Buildings, is $3 million.

He said historically about 50 percent of Existing Building savings came from lighting. Heating equipment accounts for 66 percent of gas savings. New Buildings has achieved 60 percent market penetration of floor space. Seventy percent of savings comes from buildings over 70,000 square feet. Fifty percent of Multifamily savings come from common-area lighting and windows.

He reviewed two tables showing savings over time.

He noted high-level results of a Strengths, Weaknesses, Opportunities and Threats analysis:

Strengths: strong PMC, PDC and utility relationships; ability to adapt quickly in a quickly changing marketplace; strong Trade Ally Network.

Weaknesses: current delivery model (one-year goals) can lead to shorter-term thinking as opposed to long-term planning. There is not much time for PMCs to think three-four years out. Processes could be streamlined and simplified. Data management systems don't support optimal customer service, for instance systems could be improved to tell us that a measure's life expectancy is ending so the customer can be contacted for the next project.

Opportunities: code upgrades leading to market transformation saving; develop longer-term, deeper customer relations.

Threats: lack of capital in current economy; high vacancy rates dissuade investment in new buildings; lack of compliance with new codes and standards will create a missed opportunity.

He reviewed eight Energy Trust organizational activities from the 2009 strategic plan. The Business Sector plan supports them all. Comparing these with the SWOT analysis led to three areas of focus:

1. Ensure code-based market transformation savings are realized in new construction
2. Work with large customers to develop long-term portfolio plans that enable deeper savings
3. Provide measures and services that allow smaller customers to invest in energy efficiency and renewable projects that meet their cost constraints

Questions from CAC about code compliance

Oliver: We've been working with NEEA to find out what the customer needs to meet new codes.

Brent Barclay and Steve Weiss asked where do the costs compare.

Oliver: The savings are not realized in the new construction side but will be in market transformation side.

Peter: The new code is a reach and a big concern that customer's won't comply at 100 percent. It is an issue.

Steve Weiss: I like the approach. We shouldn't be claiming 100 percent; we should discount and this money would then be credited with reducing a discount.

Charlie Grist: The relationships are valuable. It's important to put some numbers around it and we need to justify expenses and make the case with other utilities and regions to these savings. They are not automatic and we shouldn't be counting them at 100 percent and it takes effort and money to get that 85 percent up to 100 percent. It's important to try and estimate what happens when code goes into effect.

Oliver: Our Planning group is working on this. I don't think we're claiming 100 percent of savings from code updates; we are to a portion of what our influence is.

Oliver reviewed measure opportunities: we want to bring on new technologies and approaches as they become market ready. Some potential opportunities include commercial rooftop retrofit; demand control ventilation; LED outdoor lighting; lighting design layouts are big and this ties back to code – code updates for lighting are aggressive and we can't just buy the next better light fixture - it needs to be paired with design strategy; operational changes; refrigeration heat recovery for water and space heating; ozone-treated laundry; desktop computer management.

In new buildings plug load is becoming more important. Plug load is not addressed specifically in the code and as the new code reduces baseline energy use for other building uses this becomes a large factor.

Prescriptive measures are better for smaller and less sophisticated customers.

He reviewed market opportunities. He noted 65 percent of existing building electric potential is in office space and retail, while over 50 percent of gas potential is in restaurants, retail and small office. New buildings opportunities are in schools, government, low margin retail chains, groceries and foods.

There is a lot of opportunity for schools and government in the New Buildings program. Grocery and foodservice is another opportunity. They have not been touched as hard from the code. Seventy-five percent of multifamily complexes in the Portland area were built before 1977 and many have not had their equipment updated. Only 16 percent have participated in Energy Trust programs.

He reviewed key challenges, including the state of the economy, customers with capital constraint, new codes and standards, and customers' sometimes limited understanding of the value of energy efficiency. The new codes and standards are limiting savings but also create opportunities for market transformation.

He listed key strategies, including providing measures and services with low or no capital costs, coordinating with NEEA to ensure compliance with new codes, and developing long-term customer relations and communications in ways that meet their needs—not just focused on Energy Trust offerings, but how our offerings support their plans.

We know customers want to make good decisions with their money. Customers may not have accurate energy-efficiency information and we want to get the best information out to them to prioritize their upgrades.

We will do this by providing low capital cost to customers, new measures, higher incentives and leveraging financing options as appropriate.

We will coordinate with NEEA and make sure customers and designers have training and tools while providing design assistance to get to code. We plan to develop long-term customer relationships to communicate in a way to meet their needs, and identify and create portfolios of offerings all around.

Jim Abrahamson: How much of this long-term planning for customers can be done through contractors?

Oliver: We have a new project manager specifically focused on the municipal customer and different ways we can approach this customer segment. This is a challenge. We want someone who has the bigger picture of all of Energy Trust programs and is helping to coordinate all activities with the customer. It could be targeted for customer types, could be PDC type of contract. There are a few different ways to approach this that we've been thinking about.

4. Emerging Technologies Under Consideration
Paul Sklar informed us of the following:

- Water heater incentive of $100 for gas storage water heaters with an Energy Factor of 0.67

- High-performance windows incentive of $3.50 per square foot for a U-Value of 0.22 or less
- Intermittent pilot lights for gas fireplaces

Marshall Johnson: We are adding a $100 bonus for current level that has intermittent pilot emission system for fireplaces. Windows and water heaters are live now and we're ready to go for the fireplace.

The changes will be coming out in next edition of Insider. [Insider is an Energy Trust e-newsletter publication to trade and program allies.]

5. Program Updates
Peter: The efficiency summary is listed out in tables and charts to give you an overall picture. The budget summary is not in here. You'll see for the rest of the programs where we are compared to budget through May.

Overall the next thing is what is in the pipeline, what we've completed and what is committed (signed offers, known due date in 2010, proposed where we've kicked something back, accepted, it's a matter of paperwork). The estimated cost is what we know about and what is in discussion. The quick turnaround or short cycle projects tend to be small measures. OPOWER is our behavior savings pilot.

We're on track for most utilities. The economy has had an uneven effect. We noted in Q1 those activities we are beginning in Q2 and are having an intended effect and are contributing toward our goals.

The bulk of the issue is on the industrial side and Kim Crossman will address this.

Most of the program summaries will provide explanations and interpretations and the intent is to pull out certain things that wouldn't be that obvious.

Existing Homes program
Marshall: We have been looking at where we're at today with PGE and NW Natural. There is a significant number of savings expected to come in from OPOWER. We do anticipate those savings will land. The goal is dependent on OPOWER and we are excited for this opportunity to move forward.

Pacific Power savings are highest at achieving goal. There are concerns with Cascade Natural Gas compared to where we were at this time of year in the past. We are adjusting the program so we can meet our goals. We can claim instant savings through CFLs, water-saving devices and Home Energy Reviews. We have a strategy and plan to give out 40,000 energy saver kits.

The LivingWise kits are gaining ground. Last year we had reached 4,000 giveaways at this point. We increased the target by 4,000 and have seen opportunity in schools.

There is increasing alignment with third parties—weatherization in Corvallis, Clean Energy Works and others.

We have a prescriptive track for single-family incentives, which focuses on identifying opportunities and Home Performance with ENERGY STAR. Single-family incentives are down and several things can be attributed to this. The economy is a huge indicator and more so in remote regions where the foreclosure rate is double the rate in Portland.

The following are a few campaigns:

- Insulate Now—$300 bonus for customers who complete two insulation measures
- $150 for customers who complete three qualifying measures
- No Cost+Low Cost solutions in the fall

We are pushing Home Energy Reviews and other prescriptive measures.

Other strategies are working with the Corvallis group, Clean Energy Works Portland wrap up and Savings Within Reach. The challenge is targeting customers. We are adding Clean Energy Works Portland contractors to Savings Within Reach and expanding eligible contractors because the next two phases of Clean Energy Works Portland will be in communities eligible for the Savings Within Reach moderate-income track.

The Mobile Home program is doing well. There is very little cost to the customer. We have surpassed our volume from last year and anticipate adding more contractors in regions where they've been hit hard by the economy.

Residential solar is doing great and the tax credit and Solarize efforts have had a big push. The incentive application volume is at 60 percent. Home Energy Reviews used to have a large waiting list. There are issues relating to the economy that are severely impacting the program.

Holly Meyer: Why is the solar number so small? Solarize has brought in so many projects.

Marshall: Some of those projects are still in the queue and have yet to be installed. The number is including the projects that have been entered to date.

Peter: We are currently in construction season and should do better. Q1 and Q4 suffer more because of the winter months. NE, SE and SW Solarize efforts were launched in Q2. It will all catch up to us in the end. The changes in the Renewable Energy Tax Credit are affecting customers. People do have the option of the feed-in tariff as of July 1, 2010. We don't know the fallout of that yet. We do anticipate more projects are out there. The volume is lower than last year.

Marshall: The prescriptive track is specific measures, so it's possible the prescriptive measure could be attic insulation.

Laura Rooke: Without OPOWER, would you still reach your goal?

Peter: If we don't launch OPOWER in 2010, then the savings gets shifted to 2011.

Marshall: Conservation Services Group is the program management contractor. This effort is overseen by Energy Trust. The residential project manager is overseeing this and it is a pilot we're doing in house so we can control that.

Holly Meyer: If OPOWER doesn't occur in 2010, how will Existing Homes meet goal, especially for PGE?

Peter: There is an increased goal for PGE as expected in what it would get from OPOWER. We expect about 44 million kilowatt hours without OPOWER and OPOWER is the last 26 million. 2/3 is the regular program and 1/3 is OPOWER savings. We are looking at the overall in the residential program. We said this in the fall and that it was an important part of what we were going to do.

Don Jones: Pacific Power looked at participating in the OPOWER pilot but the trick is getting dual fuel homes.

Kendall: New Homes and Products are on track with all utilities to exceed our stretch goal. We are seeing the new homes market recovery but still maintaining market share. Clothes washers are coming in strong, dishwashers are slow, fridge recycling is behind and TV ads are planned for the fall to make up the difference. Online and retail-based showerhead efforts can help make up some difference.

Oliver: The Commercial program is looking good for all utilities. We are low on electric as far as getting to our stretch goal but we think we can make that up. The T12-T8 enhanced incentive is in the works. The New Buildings program has been very successful and is going to the board of directors to request approval to increase the goal so we can shift the unallocated and unspent funds to cover additional incentive needs.

Multifamily is looking low on the PGE side and good elsewhere. Included in the "estimated" savings are quick turn-around projects based on historic averages for last year. We are working on closing the gaps on the PGE side. We have shifted the focus to the portfolio management approach; five property management firms, identify multiple projects, increase the focus on direct install activities, and T12 lighting will be applicable to Multifamily. The lighting promotion launch is in the works.

New Buildings looks really good. There is a lot of activity. There are major projects within NW Natural territory to increase incentive budget and goal.

Spencer Moersfelder: In the Existing Buildings program the larger custom projects that we are seeing are the result of capital planning cycles that predated the recession. After the onset of the recession the bulk of new projects have been smaller prescriptive projects that don't require the same capital planning. Overall the market appears to be rebounding more rapidly in Portland and along the I-5 corridor than it appears to be in the rest of the state.

Existing Buildings is on track to meet the stretch goal in PGE and NW Natural territories. The program is on track to meet conservative savings targets in Pacific Power territory and we will continue to push for the stretch goal in Pacific Power territory. The Cascade pipeline needs to be bolstered substantially in order to meet goals this year.

The following are solutions that we are implementing to achieve the stretch savings goals with a special focus on Cascade and Pacific Power territories as applicable to fuel:

- We raised the incentive on custom mechanical projects. Lighting custom incentives stayed the same.
- Pushing lighting projects and consequently enrolling and closing more projects although the average savings per project is less. The market is a lot more mature in commercial lighting because of the history of lighting. We are launching the T12-T8 Conversion pilot with increased incentives and a marketing push to bring in conversions projects. This effort will shape our understanding of what is going to move the market in 2011.
- We are mining past studies to try and encourage project implementation.
- We are aggressively recruiting projects for the Roof-top Tune-up pilot.
- We are increasing the custom focus in the central part of the state to recruit more custom projects in Cascade and Pacific Power territories.
- We are working to provide gas services for schools in Cascade and PUD service territories.
- We have a foodservice equipment push in the central part of the state.

Jim Abrahamson: Have you considered Ontario area? Idaho Power is there and could be helpful to meet the goal if you go to the east side of the state.

Peter: The intent is to bring this back in September and to do this quarterly. At a minimum we want to be doing this monthly and at the end of Q3. If we find out soon that we have an issue, we will bring it forward.

Charlie Grist: Are NEEA savings in these charts?

Peter: No, we pulled NEEA savings out of this. We are on track with NEEA savings as far as we know.

Holly Meyer commented on the nice format of the dashboards. She had a suggestion to possibly list the hierarchy with A, B, C.

Kim: We do not have any unnamed or quick turn projects in Industry and Agriculture. Some projects drop off and some add on before the end of the year. To date it looks like we are ahead of PGE territory.

We rarely work with estimated costs. Proposed means we have already done a story, made an offer or there has been customer interest. Committed means there is a signed offer and it has been sent back.

For the current estimates of 2010 electric savings the goal is based on what we call quick turn projects and applying factors to the current pipeline. Based on analysis of this time of year, I think we are looking pretty good. We are not concerned for the electric utilities. We also launched a 90x90 special offer. For five months we will pay 90% of implementation cost for 90 days; this ends August 20. Not all the projects have showed up in the pipeline yet. We are very new to gas and don’t have a strong comfort level yet.

Overall project closeouts are lagging. Part of that is basic timing. We launched NW Natural as of last summer and many projects are one year from concept to completion. All NW Natural projects were scheduled to end in the second half of the year. There are two projects within Cascade Natural Gas territory. We have to make up three more projects and we will make it to goal. A lot of projects got awarded and a few projects are not showing up in pipeline. Not everyone is eligible and we need a cost-effective way to find them. There is not an easy way to seriously target this market

Jim Abrahamson: The door is open at Idaho Power and they may have some funding.

Peter: That is a good idea and we will follow up.

6. Additional Public Comment:
Holly Meyer: Suggests combing gas and electric on dashboard grids.

7. Adjourned at 4:20 p.m.