

Energy Trust Board of Directors

July 26, 2017

152nd Board Meeting

Wednesday, July 26, 2017

421 SW Oak Street, Suite 300, Portland, Oregon

Agenda

Tab

Purpose

10:30 a.m. **Board Meeting—Call to Order** (Debbie Kitchin)

- Approve agenda

General Public Comment

The president may defer specific public comment to the appropriate agenda topic.

Consent Agenda

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Action

The consent agenda may be approved by a single motion, second and vote of the board. Any item on the consent agenda will be moved to the regular agenda upon the request from any member of the board.

- May 18-19, 2017 Strategic Planning Workshop minutes
- June 7, 2017 Board meeting minutes
- Authorize a Contract Amendment with SBW Consulting, Inc. for Evaluation Services—R809

10:40 a.m. **President's Report** (Debbie Kitchin)

10:45 a.m. **Planning and Evaluation**

- **End Use Load Research Project** (Mike Colgrove)..... 2
 - Authorize an Amendment to the Regional Energy Efficiency Initiative Agreement with the Northwest Energy Efficiency Alliance—R810

Action

11:00 a.m. **Freeridership Study Presentation** (Phil Degens)

Info

11:40 a.m. **Executive Session and Board Lunch**

The board will meet in Executive Session pursuant to bylaws section 3.19.1 to discuss internal personnel matters.

12:15 p.m. **Energy Programs**

- **Residential RFP Decision** (Thad Roth)..... 3
 - Authorize Residential PMC and PDC Contracts—R811, R812, R813

Action

12:55 p.m. **Committee Reports**

- Executive Director Review Committee (Melissa Cribbins).....
- Finance Committee (Susan Brodahl)..... 4
- Policy Committee (Roger Hamilton)..... 5
- Strategic Planning Committee (Ken Canon)..... 6

Info

Info

Info

Info

1:15 p.m. **Staff Report**

Info

- Highlights (Mike Colgrove)
 - Update on Reaching Large Customer Cap (Peter West)
 - PAC Targeted DSM Project
 - 2016 Utility Marketing Activity Report
 - 2018 Budget Development and Outreach Schedule
- Legislative Update (Jay Ward, Hannah Cruz)

Meeting
handout

1:45 p.m. **Break**

2:00 p.m. **Strategic Planning Workshop Next Steps**

Info

3:30 p.m. **Adjourn**

The next meeting of the Energy Trust Board of Directors will be
Wednesday, September 27, 2017 at 10:30 a.m.
at Energy Trust of Oregon, 421 SW Oak, Suite 300, Portland, OR 97204

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Draft Outline Agenda for Strategic Planning Workshop Next Steps

- I. Introduction and Context (5 minutes)
 - a. Learning exercise
 - b. Not indicative of what will or will not go into next Strategic Plan
 - c. Intended to help educate Energy Trust Board and staff to ensure a more-informed Strategic Planning process
- II. Pacing Decision Discussion (10 minutes)
- III. Priorities Discussion (75 minutes)
 - a. Original topics and Board rankings from Strategic Planning Workshop
 - b. Proposal with Board discussion, reaction and feedback throughout
 - i. Proposed categories from Management Team
 - ii. Proposed topics remaining within each category
 - iii. Explanation of learning methodologies and deliverables
 - iv. Initial expectations regarding resource allocations
 - v. Review of rejected topics
 - vi. Introduction to learning objectives and Board “homework”
 - vii. Next steps including schedule and more detailed resource allocations

Tab 1

Strategic Planning Workshop—150th Meeting

Mercy Corps, Portland, Oregon

May 18-19, 2017

Board members present: Susan Brodahl, Heather Beusse Eberhardt, Ken Canon, Roger Hamilton, Lindsey Hardy, Mark Kendall, Alan Meyer, John Reynolds, Anne Root, Steve Bloom (OPUC ex officio), Janine Benner (Oregon Department of Energy special advisor)

Board members absent: Melissa Cribbins, Dan Enloe

Staff attending: Mike Bailey, Scott Clark, Amber Cole, Mike Colgrove, Hannah Cruz, Sue Fletcher, Matt Getchell, Fred Gordon, Jeni Hall, Mia Hart, Betsy Kauffman, Corey Kehoe, Oliver Kesting, Steve Lacey, David McClelland, Debbie Menashe, Spencer Moersfelder, Dave Moldal, Pati Presnail, Thad Roth, Cameron Starr, Mariet Steenkamp, Greg Stokes, Scott Swearingen, Julianne Thacher, Jay Ward, John Volkman

Others attending: Eric Anderson, JP Batmale (Oregon Public Utility Commission), Holly Bruan (NW Natural), John Charles (Cascade Policy Institute), Bill Edmonds (NW Natural), Rick Hodges (NW Natural), Scott Johnstone (Vermont Energy Investment Corporation, keynote speaker), Tamy Linver (NW Natural), Jeremy Litow (Northwest Energy Efficiency Alliance), Cory Scott (Pacific Power), Anne Snyder-Grassman (Portland General Electric), Allison Specter (Cascade Natural Gas), Nick Viele (Facilitator)

Call to Order and Welcome

President Debbie Kitchin called the meeting to order at 8:05 a.m. She introduced the workshop as an opportunity to explore strategic planning topics. Debbie thanked the Strategic Planning Committee and staff for planning the event. Debbie introduced Mark Kendell, chair of the Strategic Planning Committee.

Mark described the goal of the workshop, which is to review the midpoint of the current 2015-2019 Strategic Plan and begin thinking about the next 2020-2024 Strategic Plan. Scott Johnstone of the Vermont Energy Investment Corporation will be the guest speaker. The board will then explore new possibilities, starting with seed topics proposed by staff.

Nick Viele, facilitator, reviewed the agenda for the day.

Opening Remarks

Executive Director Michael Colgrove shared opening remarks to kick off the Strategic Planning Workshop, beginning by thanking staff who planned the retreat. There are two major topics for today's workshop—progress toward the current strategic plan and opportunities and challenges for the next strategic plan. The retreat will conclude with an actionable list of issues for staff to explore in preparation for developing the 2020-2024 Strategic Plan. The board encouraged everyone to be open to new ideas.

Mike briefly reviewed Energy Trust's history and the organization's evolution over time, including expanding to serve new utilities and NW Natural customers in Washington. Energy Trust has adapted to remain relevant during dynamic economic and technological changes. Throughout, Energy Trust maintained a portfolio-based and customer-focused approach. Energy Trust should maintain this customer focus as the board and staff consider new issues and customer needs for the next eight years. Customer needs are changing. People use technology that is more advanced, have shorter attention spans and speak more languages. They bring a range of values to their energy decisions, such as environmental benefits and economic development. Utilities are also changing and exploring more specialized roles within an energy market increasingly targeted for decarbonization. Markets are

changing as new technologies bring new choices for consumers, such as online procurement of goods and shared ownership models for cars and bikes.

Staff prepared nine short papers priming new topics to consider, and these are meant to spark the board's thinking. They do not represent all possibilities. The board should think more broadly than these examples. Where else can Energy Trust support or lead?

Mike reviewed technology changes in the past seven years, such as the invention of the iPad, the transition from cabs to Lyft, and the shift of carbon policy from the federal government to states and local government. Seven years from now, there will be an internet of everything. Electric vehicles are expected to reach price parity by 2022, and by 2040 one-third of all cars will be electric. New energy products are expected to include ultrasonic clothes dryers and snap-on air conditioning systems. Solar and battery costs will drop. The pace of change will accelerate. But there will still be potential for cost-effective energy efficiency. What should Energy Trust begin thinking about to remain relevant and serve customers in the future?

Strategic Plan Progress Update and Mid-Point Review

Senior Communications Manager Hannah Cruz presented progress toward Energy Trust's 2015-2019 Strategic Plan, and reviewed a dashboard indicating progress. The plan included three energy goals: save 240 average megawatts (aMW) of electricity, save 24 million annual therms of natural gas and generate 10 aMW of renewable energy.

Energy Trust is two years into its five-year plan, and achieved 47 percent of electric savings goal, 55 percent of natural gas savings goal and 67 percent of the renewable generation goal. On the electric efficiency side, Energy Trust is about 13 percent ahead of expectations, thanks to strong new construction, LEDs and the Northwest Energy Efficiency Alliance. On the gas side, the organization is 28 percent ahead of expectations, due to robust new construction and Production Efficiency projects. Hannah noted that Avista savings are included in achievement but not in the goals. On the renewable energy side, the majority of generation was from solar. Energy Trust expects to reach its five-year renewable generation goal ahead of schedule in 2017.

Hannah described progress to the emerging efficiency resources goal, which includes NEEA and Energy Trust activities. In 2015, NEEA added gas market transformation to its portfolio. NEEA moves technologies through a five-stage pipeline. Technologies don't always move sequentially through the pipeline.

The board noted that some NEEA technologies are new entirely, and some are just new to the U.S. market. The Pacific Northwest is a relatively small market on a global scale.

Eddie Sherman arrived at 8:55 a.m.

The board asked for a definition of a combi system. Fred Gordon explained that it heats both space and water.

The board asked how Energy Trust is transitioning products out of the market, such as CFLs. Fred described Energy Trust's role in market adoption of LEDs versus CFLs. LEDs have had faster national and international market adoption and presented fewer barriers for market adaption, so Energy Trust's role may be more limited..

Hannah reviewed the goal to expand participation, including market research, evaluation, program design and execution. So far, Energy Trust has conducted focus groups, targeted marketing efforts and identified gaps in participation.

Customers who make less than \$75,000 annually, lack a bachelor's degree, or who are Hispanic are less likely to participate. Energy Trust also pursued a diversity initiative and research to expand customer education. In 2017, Energy Trust has been working to modestly expand investment in community education. Staff also conducted research to understand and evaluate other educational programs, including K-12 schools engagement and online customer engagement.

The board asked what's necessary for a community-based engagement to be robust and successful. Hannah responded that staff are exploring possible approaches, including a template approach that could be applied to all communities versus a customized approach.

The board asked how Energy Trust views language as a barrier to participation. Communications and Customer Service Senior Manager Sue Fletcher responded that call centers have Spanish language translating resources, and Energy Trust also explored translating materials into Spanish. Additional efforts are underway to ensure translated materials are culturally appropriate and not just word-for-word translation.

The board asked how Energy Trust is considering online and social networking communities, such as Nextdoor. Hannah summarized Energy Trust's current social media presence and plans to expand it.

The board asked what percentage of Oregon households make less than \$75,000 annually, as the median income in Oregon is \$55,000. Energy Trust is missing a large swath of middle-income customers. Does Energy Trust have a middle-income participation gap? The board requested that staff bring this participation data to the board evaluation committee.

Improving operational effectiveness is the third strategic plan area. Energy Trust developed four administratively focused productivity metrics, including internal procurement and payment, incentive processing, customer service and customer information, and energy project tracking. Improvements have included a new interactive voice response system, or IVR, a new website, and exploration of a new incentive reversal process improvement. In 2016, Mike identified four additional areas for improvement, including an organizational review, lean startup customer development, budget process reassessment and improvements to data and tracking systems. Two teams are using the lean startup approach to explore services to low-income customers and educational opportunities.

The board asked if lean startup techniques will be used going forward. Hannah responded that the process is time-intensive and Energy Trust will determine the utility in summer 2017.

The board asked about customer satisfaction with the IVR system. Senior Customer Service Strategy Manager Cameron Starr responded that Energy Trust doesn't currently have these results, but will explore them.

The board asked about data resulting from lean startup projects. Hannah responded that staff will return to the board when results are available, likely in August or September.

The fourth strategic plan area is exploring new opportunities to propel the organization, including monitoring policy and identifying how Energy Trust can support utility load and demand management efforts. Complementary initiatives included the irrigation modernization initiative, water sub-metering pilot and manufactured homes replacement.

The board asked how Energy Trust will gauge the non-energy benefits from some of these efforts, such as benefits gained through the irrigation modernization initiative. Hannah responded that Farmers Conservation Alliance brings this holistic view to the effort, capturing the value of water savings, economic development and environmental benefits.

Hannah continued that Energy Trust has monitored policy initiatives closely, including multiple OPUC dockets, state legislation and the pause of the federal Clean Power Plan. The board suggested that Energy Trust not rate itself orange in the strategic plan dashboard for things that happen outside of its control.

Energy Trust also supported load and demand management efforts of utilities, including conducting several pilots in collaboration with utilities and submitting a report outlining demand management activity to the OPUC.

The final area of the plan is driving staff engagement, which is measured through an annual Staff Engagement Survey and Energy Trust's ranking in the Oregon Business magazine 100 Best survey.

The board asked if overachievement of strategic plan goals indicates that the goals were set too low. The board suggested Energy Trust do more work to evaluate the potential energy savings so the organization can set goals more appropriately. Staff responded that several efforts are underway to better understand and characterize energy-efficiency opportunities, including through the diversity initiative.

Hannah asked if the level of detail in the dashboard is useful and appropriate. The board suggested adding a higher-level overview to the dashboard. Mike explained that the intention of the dashboard was to provide a quick look at progress, and suggested the board review the tool and provide feedback at the July board meeting. The board acknowledged that development of the document is time-intensive for staff. A board member responded that the paper contains the right level of information. She suggested that if staff want feedback from the board, it would be useful to add a set of questions. For an overview, the board requested a copy of the PowerPoint presentation in board packets. The board appreciates the level of detail in the dashboard, and suggested staff pull out highlights up front and add visual cues indicating the most important points. Mike asked the board to consider whether the paper communicates the minimum information needed to understand how Energy Trust is tracking toward the strategic plan and why.

The board took a break from 10:00 to 10:15 a.m.

Strategic Plan Progress Update, Continued: Progress to 2015–2019

Strategic Plan Energy Efficiency Goals

Planning Manager Spencer Moersfelder presented on progress to strategic plan energy-efficiency goals. As Energy Trust is ahead of goal, staff may face a decision during 2018 budgeting to determine if Energy Trust should continue at its current pace of savings and generation.

Goals for the 2015-2019 strategic plan were set aggressively based on what staff knew in 2014. Staff front-loaded savings in the first few years of the plan to ensure goals were met. Energy Trust is exceeding projections so far due to aggressive program strategies, a strong economy, rapid maturation and adoption of LEDs, and a long, cold winter that spurred investment in energy efficiency.

The energy efficiency resource is finite. If Energy Trust achieves more now, it will leave less for the future. The board responded that the energy efficiency resource is not finite, it is only finite given the current state of technologies. As new technologies emerge, so will new energy-efficiency opportunities.

Spencer summarized other issues to consider. Additional funding was required from some utilities in 2017. Current acquisition rates exceed the forecasted 20-year annual average resource. Staff anticipate that future savings will be harder to acquire.

Forecasts have inherent uncertainty, given economy, weather, energy prices, utility load and building forecasts, megaprojects and uncertain emerging resources. It's difficult to forecast unknown resources that have yet to emerge.

Indicators that savings will become more difficult to acquire include declining savings for specific measures, more efficient baselines due to codes and standards, deep penetration in some residential measures, including lighting and water-saving devices, and deep penetration in commercial and industrial markets.

Spencer posed to the board how should Energy Trust modulate activity given long-term resource availability and should Energy Trust adjust the pace of acquisition.

The board noted that the board pushed staff to increase the goals in Energy Trust's current strategic plan. The earlier people upgrade to efficiency, the more they save over time. The board noted goals other than energy savings, such as serving new and diverse customers. The question should be what is Energy Trust trying to achieve and how should it weight various goals?

Spencer suggested the board consider Energy Trust's long-term viability and success in interacting with markets. Energy Trust supports a market of trade allies and business, and if there is a sharp drop in savings opportunities, it will affect those businesses. Should Energy Trust have a graceful market exit?

The board noted that while the energy efficiency resource may not be finite, funding is finite. Energy Trust's charter directs it to acquire only cost-effective energy efficiency. With the changing market, does the definition of cost-effective need to change?

The board asked how Energy Trust's goals integrate into utility Integrated Resource Plan goals.

The board noted the critical importance of anticipating the next energy-saving technologies. Board members also observed that Energy Trust's ultimate goal is to eliminate the need for Energy Trust. The board asked if Energy Trust's funding will increase proportionally to load growth from people moving to Oregon.

Mike acknowledged the inability to predict the next technology. Will the ultrasonic clothes washer become viable in five, 10 or 15 years? Energy Trust is likely facing a trough in energy efficiency opportunities. Energy savings are at a peak right now, and will likely peak again. But how will the organization weather the trough? If Energy Trust dismantles its infrastructure during a trough, it won't be easy to rebuild again when there is more opportunity. How can Energy Trust reduce the peaks and raise the troughs so that it can maintain the relatively consistent services and infrastructure needed to serve the market?

Strategic Plan Progress Update Continued: Managing for Uncertainty in Renewable Energy

Betsy Kaufman, renewable energy sector lead, and Dave McClelland, senior solar program manager, presented on challenges and uncertainty in the renewable energy market. When Energy Trust set its strategic plan renewable energy goal, staff expected the federal Investment Tax Credit to expire at the end of 2016. The tax credit was extended. Staff also anticipated market conditions to change significantly, and they have. Qualified facility rates have dropped substantially, which has had a chilling effect on the non-solar market. However, demand for solar systems has increased. This presentation will focus on solar.

Betsy provided an overview of Energy Trust's renewable energy program design. Energy Trust supports a portfolio of renewable energy technologies with the bulk of generation from residential and commercial solar. The goal is to build an industry, create wide participation and provide funding to develop a pipeline of future projects.

Dave described changes in the solar market. Solar prices have declined significantly in the last six years, and Energy Trust solar incentives have dropped proportionally.

The board asked about soft costs of solar compared to the cost of panels.

If the trend of declining costs continues, there may no longer be above-market costs for solar systems. Dave noted that the Oregon Residential Energy Tax Credit currently covers about 25 percent of residential solar project costs, and it is set to expire at the end of 2017. The expiration of the Residential Energy Tax Credit would more than double above-market costs. Depending on whether or not the tax credit is extended, above-market solar costs could either increase or disappear.

Commercial solar prices have dropped more than residential solar prices. Commercial activity spiked in 2017, and Energy Trust has begun to reduce commercial incentives to support as many systems as possible. In addition, Energy Trust implemented a cap for the size of commercial solar projects to manage budget. Energy Trust will no longer incent projects with more than 250 kW in PGE territory and more than 100 kW in Pacific Power territory.

The board asked about the average size of commercial solar systems. Dave responded that the average size range is 30-60 kW.

The board asked about the impact of the Oregon Department of Energy's Renewable Energy Development grant. Dave noted that Renewable Energy Development grants fund a small percentage of projects Energy Trust incents.

Dave described uncertainty in the market, including an OPUC rate case and legislation.

If there are no above-market solar costs, Energy Trust can support certain market segments, such as low- to moderate-income customers and nonprofit and government entities.

Dave described new opportunities and priorities. Last fall, the OPUC recommended that Energy Trust prioritize solar projects with additional utility or locational benefits and soft cost reduction.

Technology is also advancing, such as smart inverters and storage. In the next five years, these technologies will represent the biggest change for Energy Trust's Solar program. All solar systems may be installed with storage. Advancements are expected in mapping locational opportunities and constraints. Energy Trust is working with Kevala, which has received a SunShot grant to model the biggest grid opportunities in Oregon. To better match solar load with generation, advances in monitoring and controls will make solar more reliable and potentially more dispatchable.

The board asked about a new development in solar roof tiles. Dave responded that this technology is still expensive.

Interest in community resilience is also driving solar markets. Solar and storage can help communities remain resilient after natural disasters, such as earthquakes.

Betsy explained renewable natural gas opportunities from biogas, such as the use of biogas in wastewater treatment plants. There could be opportunities to feed this gas into natural gas pipes.

Energy Trust manages uncertainty by exploring new directions. For example, staff are participating in U.S. Department of Energy programs to develop strategies to deploy solar to low- and moderate-income customers. Staff are working with PGE and Pacific Power to learn how Energy Trust can impact demand.

The board asked about the mapping work with Kevala. Does that work integrate with the utilities? Are utilities engaged? Is it collaborative? Dave responded that Energy Trust has shared this opportunity with the utilities, and utilities can decide if they would like to participate.

The board commended staff for summarizing the challenges and disruptors in the solar marketplace. What is Energy Trust's role in transforming the market? What is Energy Trust's mandate from the OPUC regarding buying down above-market costs?

The board asked if there are new developments in small-scale wind or wave energy. Betsy responded that wind developments have not been positive. Wave energy is still in the research and development phase. The board suggested that microgrid technologies could support local resiliency efforts.

The board noted the current federal administration is actively hostile toward energy efficiency and renewable energy. Energy Trust is not able to predict what will happen next. The board sees this as a threat, but perhaps it could also be an opportunity. How can Energy Trust leverage its reputation as a leader to play a role on the national stage?

2017 Legislative Update

Jay Ward, senior community relations manager, provided a state legislative update. Energy Trust does not lobby or take positions regarding legislative issues. Staff monitor bills that could affect Energy Trust's work. Energy Trust was recently invited into a work group regarding transportation electrification opportunities, but there are no further actions. Energy Trust staff testified at a hearing to provide information regarding potential impacts when the Residential Energy Tax Credit is set to expire at the end of 2017.

The board asked if there are any viable bills to repurpose Energy Trust funding. Jay responded that at this time only one is still alive, and the amendments affecting Energy Trust were not adopted.

Mike suggested board members jot down ideas of topics to discuss further at the July board meeting.

Keynote Speaker: Scott Johnstone, Vermont Energy Investment Corporation

Mike introduced Scott Johnstone, executive director of Vermont Energy Investment Corporation (VEIC). Energy Trust and VEIC have a longstanding relationship of sharing experiences and lessons. Scott shared insights from leading VEIC.

Energy efficiency and renewable energy are changing rapidly. Conditions are changing. Organizations need to build on experience when looking to the future. Energy efficiency is a maturing industry that Energy Trust and VEIC helped create. The energy efficiency industry needs different things from Energy Trust and VEIC at different stages of its development. We can recreate our organizations. We can be a new business startup and bring different ideas to market. Energy Trust is a national leader, and the world will need leaders even more in the next five years.

VEIC was created in 1986 with a vision to create a healthy planet, thriving people and social justice. The organization is about averting climate change while creating economic opportunities for all people. We operate three entities like Energy Trust. Our organization used to be nearly all Efficiency Vermont, which is analogous to Energy Trust. Now we now operate electric vehicles, Efficiency Smart education programs and a District of Columbia program. We have a 30-person

consultancy that works in 35 states and other countries. This has been a way to diversify revenues.

We are overwhelmed by the enormity of change. Businesses are positioned to go directly to market and displace us. We're duplicating services for consumers because everyone is in a silo. The current federal administration's policies put states in the leadership role of energy policy. Economic benefits from energy efficiency will stay in state, whereas profits from fossil fuels will leave the state. We're facing a lighting cliff. That's something to celebrate, we're attaining market transformation for residential lighting. The emergence of big data is another massive change. How can we use data? How can others who use data better do our jobs better? There will be greater needs to serve low-income and diverse populations.

In the face of all this change, we seek stability. But we need to adapt and change.

In California, there is a property assessed clean energy initiative delivered by a business separate from utilities and government. The company is not taking incentives because it doesn't want to be slowed down by bureaucracy. This means that utilities can't claim the savings or forecast accurately, but the market is working. VEIC is developing a web-based tool for companies to help employees save energy and money at home. It doesn't rely on incentives.

Utilities are feeling stressed because load is declining due to more solar and energy efficiency. This strains our ability to collaborate with utilities.

It's paramount to figure out the right question to ask to determine our future.

I think we will see more criticism of the public purpose charge as a tax as businesses begin to serve the market directly.

There are many paths to consider. I believe Energy Trust's role will change dramatically. I don't believe we will serve all people and all markets. We will fill market gaps that are less profitable, like low-income customers and market transformation. We'll have to be more nimble and adaptable. Five-year planning cycles will become 18-month planning cycles. VEIC will be more of a holding company. We operate eight brands and five of them are subsidiary corporations. This enables us to be more nimble and adaptive.

I see two areas to investigate. The first is healthcare. Both New Zealand and Vermont have explored non-energy benefits of energy efficiency on the healthcare system and estimated a value of 10-12 cents per kWh. If you value benefits on the healthcare system, energy-efficiency measures become more cost-effective. Could a doctor prescribe weatherization for your home to mitigate asthma?

The second idea is about electrified autonomous vehicles. I believe we'll start to see electrified autonomous vehicles on the market in five years and they'll be commonplace in 15 years. The market for autonomous vehicles is going to move much faster than we thought. With electrified autonomous vehicles, everything we know about city planning will change. Commuting time will become part of your workday. It will matter less how far you live from work. There won't be car ownership. You won't need to park. What is the efficiency role here? This is beyond transformational in terms of our work.

Data analytics present opportunities to develop new tools and systems and create new opportunities from that. Someone must play the role of unbiased consumer information protection. We should position ourselves to keep doing that. It doesn't generate revenue but it's vital.

You could also play the role of integrating all the pieces, such as energy efficiency, renewable energy and storage. Whether or not you can offer incentives, these services still need to be integrated and packaged for consumers.

Research and development will remain key. We added this to Efficiency Vermont about five years ago.

There are opportunities to create new business models. Some of these can be nonprofits and some can't. You could export your knowledge as consultants.

Examples of VEIC subsidiaries include VERMOD, a company that replaces mobile homes with zero energy units. We spun off a car share company. We created an energy co-op. We created a new community solar for-profit venture targeting renters and low-income customers. We created an energy education business called Vermont Energy Education Program that provides education to fifth grade classrooms. We have dozens of other business ideas.

There are opportunities to reinvent Energy Trust's core business, and there are opportunities to bring in new solutions and new ventures.

A few years ago, the VEIC board faced three choices. The first choice was safety, to play out the organization's mission as-is. The second choice was to risk it all by going for all new business ventures. They chose the third option, which was a hybrid that maintains excellent core services and explores new business ventures. The hybrid is the most difficult to manage.

I advise Energy Trust to think about what Oregonians need in the future as your true north, and organize your company around what is best for the people of the state.

The board asked about VEIC's primary sources of funding. Scott responded that VEIC was created as a small nonprofit consultancy in 1986. Its founders wanted to make sure low-income residents were served. They wanted it to be a nonprofit, but didn't want to rely solely on grants. Funding today is 99 percent fee-for-service. VEIC is not a sole-purpose nonprofit. If I were sitting where you are, I would ask myself if Energy Trust should continue to be a sole-purpose entity in the future.

The board expressed interest in the link to healthcare benefits of energy efficiency. Scott responded that VEIC has a value built in for carbon, but not for healthcare. The first step is to do the research to determine the value.

The board asked Energy Trust staff for an update on the value of solar through the OPUC process. Does it include healthcare considerations?

The board asked Scott which initiatives have been most successful at serving low-income customers. Scott responded that VEIC's work in Washington, D.C., is the best example. The policy is equitable. Low-income residents pay 7 percent of energy bills and get 30 percent of benefits, which means there are more resources to help low-income customers. Local small businesses are included as low-income customers. We also have requirements that create benefits and jobs for low-income residents.

The board took a break for lunch from 12:15 to 1:15 p.m.

Topics to Explore in Anticipation of 2020–2024 Strategic Plan: Large Group Briefing

Mike described the afternoon exercise. Board members will break into small groups to discuss and identify issues that they want to learn more about prior to starting work on the next strategic plan at the 2018 board retreat. Staff will conduct research in the next year on board topics identified today. The exercise is not about making decisions about what will be included in the next strategic plan, and identifying a topic to research over the next year does not indicate the topic will necessarily be considered in the upcoming plan. Mike invited members of the public to participate in the small group discussions and contribute to the list of ideas that Energy Trust staff may explore.

Mike described examples of topics that could be brainstormed with the objective of creating a master list of all issues that could potentially impact Energy Trust during the next strategic plan period. Example topics included policy developments, opportunities to expand Energy Trust's work or understanding more about demographics or other organizations' activities. Mike encourage the board to think about all issues and possibilities that could influence Energy Trust or that Energy Trust could influence during the next strategic planning period.

In the large group discussion after the small group report-outs, the board will consider the full list of ideas and determine which ideas to advance to tomorrow's ranking exercise. Ideas that do not move forward for consideration tomorrow will be held in a parking lot and may still be considered at a later date.

The seed topics in the one pagers do not need to be discussed in small groups. They will all be added to the master list of topics.

Topics to Explore in Anticipation of 2020–2024 Strategic Plan: Small Group Discussions and Reports

Seven small groups formed and brainstormed on potential topics for exploration by staff and the board in the next one to two years.

Commissioner Bloom recused himself from the discussions.

Eddie, Ken and Janine; staff Peter West and Betsy Kauffman:

- Resource cliff, look at new opportunities like low income.
- New kinds of goals needed? Always had an aMW goal or cost-effectiveness goal. What about goals by customer group (low income, accessibility, justice)?
- Diversifying business models, what do we look like as far as research, what do we need to know? We were created under a specific legislative model, what would we need to research to form a subsidiary for example?
- Where can we help best in non-wires solutions, i.e., transmission and distribution, and how we direct energy efficiency; what about locational values?
- Savings associated with electric vehicles (EVs), will there be savings or more load built? Are there opportunities for supporting distribution planning, how can we marry EVs with more distribution support?
- New technologies impacting customer behavior.
- As levels of customer participation grow, are they in fact learning more?
- Low-income data needs for participation, community partners, information goals, market characterization and assessment.
- How does adding storage to solar affect above-market cost, and adding distribution resiliency as a component.
- Community resilience and how that differs community to community.

- What opportunities come out of City of Portland's Home Energy Scoring Ordinance, what can we do with the information?
- Building or permitting department receives incentive to provide Energy Trust information to those looking at construction.
- Federal policy level opportunities to pair up with natural partners (CA, WA) to be prepared to do things on our own.

Susan and Anne Root; staff Spencer Moersfelder and Michael Colgrove:

- Understand value chain, what we offer (NEEA, competitors, attribution as we move higher into sales process).
- Define success in a changing environment.
- Explore value proposition outside current territory (other states, utilities).
- How to generate new ideas at organization using staff, how to decide on those ideas?
- Services provided for those customers who need us economically, can incentive payment to businesses go to a program that then becomes available to their staff?
- How can cost-prohibitive items like windows become more available to lower-income customers?
- Land use and energy use (codes for new construction, telecommuting/need for internet access in rural areas, microgrids to help decentralize utility grid).
- Electrification of homes during time of Internet of Things.
- EVs.
- Create comprehensive energy package for consumers; energy efficiency, EVs and renewable energy very silo'd.

Mark, Debbie K; staff Steve Lacey, Mariet Steenkamp and Jay Ward, with Scott Johnstone:

- Liquefied natural gas exports (impact on capacity in distribution pipelines).
- Utility decarbonization (PGE peaking plants, NW Natural renewable natural gas).
- Disruptive integrated business solutions (Tesla marketing solar tiles and powerwall to vehicle customers).
- Big data analytics (how to reach markets more effectively and quicker).
- Finite resource.
- Assessment of resource potential to underserved low and moderate income communities, using data analytics.
- Best practices in low-income programs as well as providing support to those low-income organizations with variable and/or decreasing funding.
- Storage and demand management.
- Changes in federal policy.
- Expanding cost-effective direction, incorporating healthcare benefits or other externalities not fully integrated into cost-effectiveness model.
- Resiliency and expanded partnerships.
- Access to industrial gas transport customers.

Lindsey, Roger, Heather; staff Amber Cole and Dave McClelland:

- Social cost of carbon (potential source of funding, educational content, value of solar linkage).
- Community solar.
- Solar and storage.
- Exploring new valuation for solar (cost-effective solar?).
- Distribution planning.
- Microgrids and community resiliency.
- Savings within reach (need full briefing, expand it? Are there cost limitations, link back to education).
- Marketing, education and research.

- Demand response and how leveling our demand plays into EV charging, peak demand.
- Driverless cars.
- Federal policy and filling in any gaps, like if ENERGY STAR goes away.
- COUs and any competition between IOUs and COUs.
- Consumer protection, Energy Trust certification to help customers navigate market.
- Renter rights.
- Synergies with other programs, like OSHA recommendations for workers health related to ventilation, how can we tie in there to get word out about our programs?
- Renewable natural gas.
- EVs and operating efficiency (tire inflation).
- Education and messaging, talk about climate.
- Workforce training and preparedness, electrician shortage.
- Solar roofing with Tesla solar tiles.

Alan, John Reynolds; staff Thad Roth, Scott Swearingen and Scott Clark:

- Data (assess current state, cost of capture for low-income customers).
- Electric transportation (more energy efficiency at home means more electricity for car).
- Storage of renewable energy.
- Targeted service territory demand management (encouraging efficiency and renewables investments in places of territory that help utility meet current load or anticipate it).
- Political climate (threats and opportunities).
- Other types and sources of funding (Energy Trust is a 501c3 organization, can take in other types of funding to go with other roles).

Public table Jeremy Litowand Rick Hodges; staff Pati Presnail, Sue Fletcher and Oliver Kesting:

- Role in EVs (sell them and service them).
- Broker and integrator of products and services or information provider given so many new technologies but benefits not well understood or integrated.
- Leverage trusted brand name in retail or online environments, more complex offers.
- Pathways, if you have a participant employer how to access employees.
- Demand response.
- Business model to allow us to be relevant in rapidly changing world.
- Non-energy benefits and linking to value of carbon or particulate matter, how do you then pay for that value (internationals, private foundations, banking, grants, healthcare organizations).
- Resiliency as education provider or collaborator, coordinator, project manager.
- Build a consultant line.
- Exiting markets or transforming engagement in markets that keeps them viable.

Public table JP Batmale, Holly Braun, Anne Snyder Grassman; staff Greg Stokes and Hannah Cruz:

- Exiting a marketplace, thinking about how to do so that the initiative continues (embed market drivers into market).
- EVs.
- Decarbonization.
- Transition to services (moving beyond incentives as rebates).
- Understanding core competencies and leveraging for next five years.
- Integrate better into areas that are silo'd (tariffs, renewable energy, energy efficiency, demand response).
- More financial products.
- Renewables as a resource.
- Storage.
- Exporting expertise (Green Cities Consultant, revenue stream).

- Aggregating customers.
- New market assessments to inform five-year goals.
- More digital services (staff writing code).
- Monetizing non-energy benefits.

Other ideas

- Work with West Coast states for a CAFÉ standard for EVs (Ken)
- Cap and trade impact on Energy Trust (Janine)

The board took a break from 2:40 to 2:55 p.m.

Commissioner Bloom joined the meeting.

Topics to Explore in Anticipation of 2020–2024 Strategic Plan: Large Group Discussion

Board members highlighted their top topics that came out of the small group report-outs, in addition to the topical one-pagers in the board workshop packet.

Top topics for the board in addition to one-pager topics:

- BPA and non-wires (Ken)
- COUs (Ken)
- Big data (Alan)
- Demand response (Debbie)
- Impact of disruptive integrated business solutions (Debbie)
- Storage (Roger)
- Other utilities, states (Debbie)
- Filling federal void with state alliances (Roger)
- Funding evolution, growth (Susan)
- Transportation, charging, vehicles, grid, electricity use (Mark, Janine)
- Expanding considerations for cost-effectiveness, societal values and benefits, how to internalize other societal benefits like resilience, health, location and impact on a certain type of community (Mark, Janine)
- Start with end in mind, what does market state look like in 2025 (Mark)
- Community resilience (John)
- Goals, beyond energy metrics and looking at impact (Eddie)
- Monetize non-energy benefits, get data on that (Anne)
- Solar and storage, distribution grid and locational energy, EVs (Heather)
- Research on low-income population and potential (Ken)
- Education, communication (Ken)
- Energy Trust as a trusted recommendation, like a UL-type approval (Ken)
- Resource cliff research (Ken)
- Cap and trade, forward capacity markets and other ways for built-in revenues in other parts of country that aren't in Northwest yet (non-board member Scott Johnstone)

Topical one-pagers in board workshop packet:

- Expanding funding sources
- Assessing long-term efficiency potential
- Opportunities from data
- Accelerating existing replacement cycles for capital-intensive equipment

- Diversity, equity and inclusion strategy
- Customer education
- Low-income customer approach and collaboration
- Community engagement
- Electric vehicle and transportation
- Distribution system planning

The board will review by tomorrow morning the topic ranking form and start to rank the topics against the criteria.

Mike reviewed the criteria. Probability is how likely or relevant the board believes the topic will be during the 2020-2024 time period, and a high ranking means the topic is more relevant. Ripeness is the topic's level of maturity now or over the next year, and a low ranking means there isn't much new information staff can learn over the next year because the topic is too new while a high ranking means the topic is sufficiently developed so staff can learn something. Magnitude is the level of impact or influence Energy Trust can have on the topic or the topic may have on Energy Trust, including how it contributes to energy goals or the viability of the organization itself. Magnitude can be positive or negative while having high or low impact. Competence means whether staff currently has the expertise or experience, and a high ranking means the topic can easily be researched and understood with existing staff resources while a low ranking means staff may have to seek out others to understand the topic. Research need is how much need does staff have to learn more about the topic or is enough already known about the topic?

The board discussed how each criterion has a different magnitude, which will have an impact on the final ranking each topic receives. Each topic will be ranked by each small group on Friday by each competency as high, medium or low, and each topic is then given an overall high, medium or low ranking. Each small group will present their final rankings to the entire board for a full board discussion.

Public Comment

Anne Snyder Grassman said PGE is discussing how can Energy Trust support PGE's efforts for decarbonization, low-income and diversity, and indicated there seem to be strategic alignments between PGE and the Energy Trust board's discussion today.

Dave Bamford notes Energy Trust is a leader in the nation in energy conservation and energy management.

Adjourn

The meeting adjourned at 4:00 p.m.

Board Strategic Planning Workshop Mercy Corps, Portland, Oregon

Friday, May 19, 2017

Board members present: Susan Brodahl, Heather Beusse Eberhardt, Ken Canon, Roger Hamilton, Lindsey Hardy, Mark Kendall, Alan Meyer, John Reynolds, Anne Root, Eddie Sherman, Steve Bloom (OPUC ex officio), Janine Benner (Oregon Department of Energy Special Advisor)

Board members absent: Melissa Cribbins, Dan Enloe,

Staff attending: Amber Cole, Mike Colgrove, Hannah Cruz, Betsy Kauffman, Corey Kehoe, Steve Lacey, Sue Fletcher, Fred Gordon, Oliver Kesting, David McClelland, Debbie Menashe, Spencer Moersfelder, Pati Presnail, Thad Roth, Mariet Steenkamp, Greg Stokes, Scott Swearingen, John Volkman, Peter West

Others attending: Eric Anderson, Dave Bamford, Scott Johnstone (VEIC), JP Batmale (OPUC), Rick Hodges (NW Natural), Anne Snyder Grassman (Portland General Electric), Holly Braun (NW Natural), Julia Harper (NEEA), John Charles (Cascade Policy Institute), Nick Viele (Facilitator)

Call to Order and Welcome

President Debbie Kitchin called the meeting to order at 8:05 a.m.

Welcome and Day One Recap

The board discussed their feedback on the first day of the workshop. The board expressed the brainstorm felt electric-centric with not much exploration on natural gas opportunities. Another topic not discussed was workforce development, and whether the industry has the right people coming into the workforce and whether the trade allies will be ready for a changing world. Another topic is to go deeper with existing programs. For instance, if the New Buildings program is getting 40 percent of new construction starts, how can the program reach the remaining projects? The board also discussed whether some partnerships may be stressed under the current political environment and whether the topics brainstormed are too focused on what work Energy Trust completes and not with whom it works, e.g., NEEA.

The board expressed the full list of topics received for consideration is very large and the board and staff need to consolidate the list.

One board member reiterated the topic of land use planning, which contributes significantly to transportation planning and electric use. There is a synergy between land use planning and energy planning.

Introduction of Ranking Exercise

Mike introduced the next exercise. Small groups will be form again and rank the final list of topics using the criteria described yesterday. The board will discuss those topics that received different rankings by the small groups. After the workshop, Energy Trust's Management Team will conduct a day-long retreat in July to set priorities for the organization, including going over the feedback from the workshop. The July board meeting will also have an in-depth discussion on energy savings potential.

Large Group Discussion of Ranking Criteria and Topics

Debbie Menashe described how staff will use the information from the topic ranking exercise. Those topics ranked high will be researched by staff over the next year and a half, and brought back to the 2018 workshop.

The board reviewed each topic for clarity, combining some topics and defining others more specifically. Themes emerged like customer focus, products and service offerings, market trends and funding. The board arrived at a final list of topics for small group discussion on assigning criteria rankings to each topic.

Commissioner Bloom recused himself from the discussions.

Small Group Rank Topics and Report Out

The board, staff and public broke into six groups to rank the topics by the five criteria and then provide an overall ranking of high, medium or low to each topic. Each group's overall rankings were shared with the full group.

#	Topic	Group 1	Group 2	Group 3	Group 4	Group 5	Group 6	Overall
1.	Assess long-term energy efficiency resource (resource cliff, etc.) ^{1-pager}	H	H		M		H	H
2.	New opportunities from data ^{1-pager}	H	H	L	M			?
3.	EVs, transportation, automated vehicles, CNG, etc.	H	H		M			H
4.	Distribution system (electric and natural gas) <ul style="list-style-type: none"> Targeted DSM Non-wires solutions Demand response 	H	H		H			H
5.	Accelerate capital replacement ^{1-pager}	M	L		L			L
6.	Expand opportunities and funding ^{1-pager} , including work with BPA, publics, municipals and utilities in other states <ul style="list-style-type: none"> exporting expertise, consulting 	H	M		L	(H)		M
7.	Diversity, equity and inclusion ^{1-pager}	H	M		H			H
8.	Customer education ^{1-pager}	H	L		L			?
9.	Low-income customer approach and collaboration ^{1-pager} <ul style="list-style-type: none"> assess opportunity participation goal research best practices 	H	M		H			H
10.	Community engagement ^{1-pager} <ul style="list-style-type: none"> Land use coordination 	H	M	H	H		H L	H [L]
11.	Building program pathways from businesses to their employees and suppliers	H	M	L	L		M	?
12.	Solar + storage	H	H	M	H		M	H
13.	Microgrids	L	H	L	H		M	M
14.	Community resilience		L	M	M	L		?
15.	Expand general communication messaging and role beyond program participation	H	L	M	L		L	?

16.	Scan for business models that disrupt energy systems and uses	H	M		M	M	H	M
17.	Fill in federal void, e.g., via multi-state alliances		L	H	L	L	M	L
18.	Expand cost-effectiveness: <ul style="list-style-type: none"> • Societal benefits • Value to utilities, location • Value to communities • Value to grid 		HH	H	L	H	H	?
19.	In planning goals, start with the end (2025) in mind <ul style="list-style-type: none"> • Use exit strategies in planning 		L		L	H	H	L
20.	Rethinking goals beyond energy use, e.g., market penetration, diversity, location		M		H	H	M	?
21.	Monetizing non-energy benefits (health, water, etc.) (multiple interpretations vis-à-vis cost-effectiveness)		L		M	H	M	?
22.	Energy Trust role in solar, consumer protection, e.g., seal of approval		L		H	L	L	?
23.	Market sources of revenue (cap/trade or other markets)		L		L	L	M	L
24.	Map relationships: <ul style="list-style-type: none"> • Define our value chain • Collaborate with utilities on decarbonization, low-income, diversity • Understand our partners, opportunities 		L		M	H	H	H
25.	Workforce development		M		M	H	L	?
26.	Doing better what we do well		L		H	L	H	L
27.	Internal structure, operations		L		L	L	H	?

The board took a break from 10:15 to 10:30 a.m.

Commissioner Bloom joined the meeting.

Large Group Discussion of Review of Ranked Topics

The board discussed the overall rankings for each topic, assigning a high, medium or low ranking to those topics that had mixed rankings by the small groups.

- Topic on expanded funding opportunities received high, medium and low rankings
 - Low group: assuming continued funding, don't think there is a need now to explore but would be high if the funding becomes jeopardized
 - High group: SB 1149 is 40% of funding, loss of it is significant, building contingency plans starting this year to present to board for next strategic plan
 - Low group: assumed SB 1149 would be extended, lot of legislative sessions between then
 - Medium group: important enough conversation, even if not ripe

- Conclusion: medium
- Topic on microgrids received high and low rankings
 - Low group: not yet mature, needed more information, not as feasible compared to other topics, complex area that may not be ripe yet, not quite aligned with core mission, utility space
 - High group: related to solar and storage, community resilience and integrating Energy Trust role with distribution planning
 - Conclusion: medium
- Topic on filling in federal void received high and low rankings
 - High group: federal void is happening now and there are opportunities for partnerships now; about preparedness and evolution of industry, worthy of staff time
 - Low group: federal agenda is unclear, ripeness issue
 - Conclusion: low, vote low 6, high 5
- Topic on starting with the end in mind received high and low rankings
 - High group: about sunset in 2025 and ensuring you have this conversation
 - Low group:
 - Conclusion: low; vote low 7, medium 4
- Topic on monetizing non-energy benefits received low, medium and high rankings
 - Low group: interpreted it as selling the benefits
 - High: Hard to distinguish from “expanding cost-effectiveness metric” and changing metrics on what is being valued; others rolled it into “expanding into cost-effectiveness metric” and ranked that one high
 - Medium: thought it similar to irrigation modernization and bringing to table other funders and for Energy Trust to be open when the opportunity comes up
 - Conclusion: topic tabled due to different definitions being applied to the topic, staff will come back with a more concrete definition for the board to consider
- Topic on better defining our value chain received low, medium and high rankings
 - Low group:
 - High group: understanding who competitors are, where partnership opportunities will be, “proofing” for the future, value of the organization, examples listed are important to our partners and therefore important for us to understand
 - Conclusion: high, vote yes 8, medium 2
- Topic on doing better on what we do well already received low and high rankings
 - High group: in some areas, achieving deeper participation will take work and we should research to understand how
 - Low group: consider as business as usual, and if we do the things we ranked high, this will happen
 - Conclusion: low, vote high 4, low 7

Mike: This was a good conversation. It's important for staff to hear what you're thinking to take back to the office. Staff will refine the list and order it. There are still questions about the rankings for some of the topics. Staff will work with the Strategic Planning Committee on next steps.

The board commented each topic was viewed differently by each group, and it would be nice for staff to better define the timing and definitions around the topics. The board noted each group goes down a different pathway for their conversations and not everyone is part of that.

Mark said will digest the results of the ranking exercise, and work on next steps and refining at upcoming Strategic Planning Committee meetings. He said the Management Team retreat will also inform this list of priority actions. He invited staff to share their thoughts with the board as the process continues.

Mike said this is not a decision-making phase. Staff will further explore some of these topics to inform the board's deliberations as development of the next strategic plan starts.

Public Comment

Commissioner Bloom provided feedback on the topics explored by the board.

When energy efficiency is talked about as a finite resource, it's reassuring to see the board push back on that. The board wants to set Energy Trust goals higher. That's great and good to discuss whether goals are set correctly. The brainstorming brought up good ideas, like harnessing data, working through employers and leveraging other financial tools. The board wants to keep pressure on the bread-and-butter activities, and look at some pie-in-the-sky ideas. However, the board seems to want to redefine cost-effectiveness to include non-energy benefits. This is not a board decision but an OPUC process. The OPUC cost-effectiveness measure exception process is working well. 2016 was a record year for savings. Before there is an exploration of redefining anything, I want to understand the problem. What problem would it fix and how would ratepayers benefit from the change? Does staff have the time to start researching this subject? I don't see it as a cost-effective use of Energy Trust strategic planning efforts. The board discussed other avenues to raise money for Energy Trust. There need to be reasonable criteria and boundaries on how to approach this. It's a warranted discussion and Energy Trust should work with OPUC on those boundaries. For example, activities focused on energy efficiency and where goals don't suffer or lose equity to ratepayers. Transparency is key, Energy Trust needs to keep funds separate. Also, in regards to exploring electric vehicles, it's too early to define how best to apply ratepayer funds to the EV market. We will know more as the next strategic plan gets closer. The OPUC doesn't see this topic as a high priority for Energy Trust. If Energy Trust would be doing work on EVs, Energy Trust should think about how best to integrate EV charging with load.

The board asked about Commissioner Bloom's remarks about EVs, and whether it's because EVs are not plug-in appliances. Commissioner Bloom said he doesn't see penetration of EVs in Oregon being that significant for a while.

The board said their impression with the non-economic benefits for cost-effectiveness is the need to monetize or quantify them. Commissioner Bloom said that's what he understands it to be but it's a monumental research project, and he is not sure staff at Energy Trust or the OPUC has time to research it. And no matter what the conclusion, there will be a lot of pushback from a lot of different sides. The board noted there may be other resources in other states who can inform these discussions.

Holly Braun described the topic "beginning with end in mind," which was to meet the ultimate goal of transforming energy efficiency and markets of energy efficiency. Mike notes he interpreted it that way, too, as using exit strategies.

Holly described the low-income topic, which is about there being programs available but this being an area that can be improved in terms of Energy Trust's influence it can have. A board member noted his group interpreted it the same way, about how to design programs to be better utilized by low- and moderate-income customers.

Summary of To-Dos and Next Steps

Staff will combine the various takeaways from the workshop and come back to the board. The only to-do for the board is to consider whether the dashboard provides the right type and level of information for the board. The July board meeting will include discussion on how to move forward on the various topics identified by the board at the workshop.

Closing Comments

The board provided closing thoughts on the workshop. They noted that while the workshop was blue sky thinking and strategic discussions, the view staff as performing extremely valuable work.

The board said the retreat was well organized and liked the integration of staff into the discussions. The board was impressed with the meticulous detail from staff and how they paid attention to how people engage. The board thanked Scott Johnstone for his keynote presentation and participation during the workshop exercises.

Mike thanked the utility partners who joined, as well as stakeholders and the public who contributed. It's critically important for Energy Trust to hear their thoughts. Mike thank the board, noting staff learned a lot about what's important to the board.

Adjourn

The meeting adjourned at 11:50 a.m.

Alan Meyer, Secretary

PINK PAPER

Board Meeting Minutes—151st Meeting

June 7, 2017

Board members present: Susan Brodahl, Heather Beusse Eberhardt, Ken Canon, Melissa Cribbins (phone), Dan Enloe, Roger Hamilton, Lindsey Hardy, Mark Kendall, Debbie Kitchin, Alan Meyer, John Reynolds, Eddie Sherman, Steve Bloom (OPUC ex officio), Janine Benner (Oregon Department of Energy special advisor)

Board members absent: Anne Root

Staff attending: Mike Bailey, Gwen Barrow, Erik Braddock, Sarah Castor, Quin Cherf, Scott Clark, Amber Cole, Mike Colgrove, Hannah Cruz, Lindsey Dierksen, Sue Fletcher, Fred Gordon, Mia Hart, Jed Jorgensen, Corey Kehoe, Erika Kociolek, Steve Lacey, Debbie Menashe, Thad Roth, Dan Rubado, Rob Strange, Greg Stokes, Andrew Shepard, Julianne Thacher, Sam Walker, Jay Ward, Peter West

Others attending: JP Batmale (Oregon Public Utility Commission), Jason Eisdorfer (OPUC), Andria Jacob (City of Portland), Anne Snyder-Grassman (Portland General Electric), Whitney Rideout (Evergreen), Brian Lynch (AESC), Rick Hodges (NW Natural), Chaz Branson (AESC)

Business Meeting

Debbie Kitchin called the meeting to order at 10:30 a.m. Reminder that consent agenda items can be changed to regular agenda items at any time. There were no changes to the agenda.

General Public Comments

The president may defer specific public comment to the appropriate agenda topic. There were no public comments.

Consent Agenda

The consent agenda may be approved by a single motion, second and vote of the board. Any item on the consent agenda will be moved to the regular agenda upon the request from any member of the board.

MOTION: Approve consent agenda

Consent agenda includes:

1. April 5, 2017, board meeting minutes
2. Conflict of Interest Policy 5.02.000-P-R804
3. Committee Assignments-R805

Moved by: John Reynolds
Vote: In favor: 12
Opposed: 0

Seconded by: Alan Meyer
Abstained: 0

President's Report

Debbie reflected on recent trip to Japan, which is still rebuilding infrastructure following the 2011 tsunami. Oregon and Japan have similar tsunami risks and resiliency needs. She was part of a delegation of 55 Oregonians visiting Japan, including the state resiliency officer and representatives from cities and counties.

Debbie toured a smart district development in a suburb of Tokyo. The community is certified with Leadership in Energy and Environmental Design Neighborhood Development Platinum.

Several facilities share a district energy system, including a university, a hotel, commercial businesses and residences. The district energy system uses solar power and includes backup generation onsite. Most of the buildings feature solar panels. The district straddles a rail line and includes a bicycle storage facility, parks and community gathering spaces.

Debbie also visited several coastal communities on her trip. Japan's coastal communities are very similar to Oregon's coastal communities in terms of tsunami risk and economic dependence on fishing and tourism.

Japan is also building a protective sea wall. The wall is 30 feet tall, which is not quite as tall as the 2011 tsunami. Japan experiences a tsunami roughly every 40 years. The country is also building the ground up nine feet for coastal towns, taking soil from nearby mountains.

Debbie met with several businesses that had rebuilt following the tsunami. Fishing businesses recovered fairly quickly, but buildings were destroyed for many other businesses. Some entrepreneurs started new businesses to meet needs in recovering communities.

Debbie provided an update on the cross-laminated timber project in Portland, which will be the tallest cross-laminated timber building in the U.S. Owners are Albina Bank and Beneficial Bank. Construction is expected to complete in 2018. Cross-laminated timber is much faster than traditional construction. The cross-laminated timber is from DL Johnson, not Freres Lumber in Oregon.

Ken Canon shared a story about Oregon Tool and Supply, a business in Roseburg and Coos Bay. It recently upgraded to all LED lights. The owner was thrilled to share that his power bill dropped from \$750 per month to \$450 per month. The lighting system included occupancy sensors and controls. Ken noted that business owners are eager to tell their stories and are important advocates for Energy Trust. The project had a one-year payback. The owner said he could not have upgraded without Energy Trust incentives.

Committee Reports

Compensation Committee, Dan Enloe

The Compensation Committee met in April to hear an update on Energy Trust's retirement plan. The committee also looked at employee turnover. The year to date turnover is about 1 percent, which is better than prior years. Retention efforts are working. The committee also looked at 401(k) accounts. The median balance is high and the average contribution rate is 8.6 percent. On average, staff are on track to save enough money to make up 69 percent of their current salaries in retirement. The standard is about 80 percent.

Staff asked if Energy Trust should conduct a competitive solicitation for its retirement plan savings manager. While the committee is satisfied with the current manager, it recommends a competitive solicitation as a best practice.

Home Scoring Report

Andrew Shepard, residential senior project manager, and Andria Jacob, senior manager for energy programs and policy at the City of Portland Bureau of Planning and Sustainability, provided an update on changes to home energy scoring in Portland.

Andrew gave background on Energy Trust's work to support new home construction with EPS™, Energy Trust's home energy performance score. EPS indicates energy consumption for a home, with zero being the least and 200+ being the most. A typical score for an average Oregon home is 100. EPS new homes are constructed in the 50 to 70 range. Energy Trust has offered EPS for new homes since 2009, and has

rated over 13,000 new homes to date. Energy Trust introduced EPS for Existing Homes in 2012, and has scored more than 2,200 existing homes.

For new homes, the incentive paid to the builder is based on how far the home is built above Oregon energy code. Energy Trust's role in EPS has been to train trade allies, verifiers and realtors.

Changes are expected to home scoring in Oregon. Energy Trust will no longer offer EPS for existing homes beginning in approximately July 2017. At that time, the U.S. Department of Energy's (DOE) Home Energy Score will be introduced to the Oregon market, largely meeting the need previously met by Energy Trust's EPS. The Home Energy Score is the Oregon Department of Energy's (ODOE) approved score. The score will be delivered by the same network of verifiers that delivered EPS. Energy Trust will work with ODOE to ensure new scores will be HB 2801 compliant.

There will be no changes to EPS for new homes. EPS will become a designation of an efficiently constructed new home.

The board asked how safe it is to rely on the U.S. DOE to maintain home energy scores. Andrew responded that technical development and further program enhancements could be slower than expected, but Energy Trust expects the U.S. DOE to move forward on its Home Energy Score as planned.

The board asked how EPS or the Home Energy Score will contribute to efficiency in Existing Homes. How does labeling a home make the home more efficient? Andria will address this later in the presentation. In summary, it is a tool to educate and engage homeowners.

The board asked how Energy Trust plans to migrate the 2,400 existing homes rated with EPS to the new Home Energy Score. Andrew responded that most of the scores were produced by Enhabit, formerly Clean Energy Works. Enhabit will re-engage Existing Homes customers with EPS and re-issue Home Energy Score scores to those homes as a customer re-engagement strategy. Energy Trust is also conducting an evaluation to understand how EPS ratings translate to Home Energy Scores.

The board asked if Home Energy Score considers home size. Andria responded that Home Energy Scores are partly based on housing size.

The board asked if the score is a BTU per square foot index. Andrew responded no.

Andrew continued that on January 1, 2018, Home Energy Scores will be required for all City of Portland homes listed for sale. The implementation partner is Earth Advantage. Energy Trust will continue to work closely with Earth Advantage and the City of Portland.

Andria provided an overview of policy development for home energy scoring in the City of Portland. Portland City Council passed the home energy score ordinance in December 2016. The score originates from the city's Climate Action Plan, which was adopted in its most recent version in 2015.

The city's goal is to reduce emissions 80 percent by 2050 from 1990 levels. Carbon emissions in Multnomah County are roughly 40 percent from transportation, 19 percent from residential buildings, 23 percent from commercial buildings, 17 percent from industrial buildings and 1 percent from solid waste. The residential sector needs to be addressed to reduce carbon emissions significantly. The majority of Portland's housing stock is owner-occupied single-family units.

The home energy scoring policy requires homeowners and home builders to obtain a home energy report including a Home Energy Score from a licensed assessor and must disclose that score at or before time of listing. Realtors are required to disclose a Home Energy Score in the listing. If a home is not sold, the policy is not triggered.

The board asked if the city received pushback from the Regional Multiple Listing Service, RMLS™. Andria responded that RMLS already has a field for energy score. The city has authority to regulate realtors.

The board asked if a home seller can turn on his or her listing without a Home Energy Score. Andria responded that a homeowner can list their home without a Home Energy Score, but they will be in violation of the policy. The code gives the city authority to send warning letters and then issue a fine. The city plans to focus instead on education and market engagement. The policy is long-term and focused on the next 15 years. The city expects it will take time for the market to adjust to this policy. The first check-in with city council to assess results is in 2020.

The board asked about cost of a Home Energy Score. Andria responded it's market-driven, and is expected to cost about \$150 to \$250 per score. In Austin, costs went down over time and settled at about \$125.

The board asked if Earth Advantage has a monopoly. Andria responded that Earth Advantage is not the assessor. Earth Advantage provides quality assurance.

The board asked about how it will work with EPS going away. Andrew responded there's a network of EPS raters using a software platform provided by Earth Advantage. The platform will begin outputting HES scores rather than EPS scores in July 2017. The process is expected to be seamless.

The board asked how long it takes to receive a score. Andria responded that it takes about one hour.

The board asked if Portland is the first city to require home energy scoring. Andria responded that other cities have passed requirements, but all are slightly different. Austin, Boulder and Santa Fe have ratings, but their requirements and mechanisms are different. There are six or seven other cities. Portland is the first city in the nation to require disclosure at time of listing. The city will not work with short sales or disclosure sales. These homes are exempt.

The board asked if for-sale-by-owner homes without an RMLS are required to have a Home Energy Score. Andria responded that If a FSBO is publicly advertised on the market, i.e., it is listed on an app like Redfin or has a sign outside that says For Sale By Owner, then the home is not exempt.

If it is a case of a family member selling a home to another family member without ever being listed or publicly marketed - another type of "for sale by owner" transaction - then the requirement does NOT apply.

The trigger for the HES requirement is "being listed publicly for sale."

Andria presented the draft Home Energy Score document design. The Home Energy Score and annual energy costs are listed prominently at the top. The document also lists carbon footprint. The backside of the document includes a list of most cost-effective upgrade recommendations.

The board asked if Energy Trust is listed. Andria responded that Energy Trust is included as a resource to find a trade ally contractor.

The board asked if the Home Energy Score lists other fuel sources like wood fireplace. Andria responded yes.

The board asked how a homeowner knows what score is good or bad. Andria responded a low score is bad and a high score is good. Andria described efforts to make the document clear and easy to read.

The board asked if carbon footprints were about the home energy use only and have nothing to do with transportation and proximity to work and community. Andria responded that the scores are about home energy use only.

The board asked if the community's average score is listed. Andria responded no.

The board asked if energy costs are modeled. Andria confirmed energy costs are estimated. Mike Colgrove noted that another entity could compile scores and create a public map or database.

The board asked if a homeowner would get a new score after upgrades. Andria responded that scores are a snapshot in time and homeowners can get a new score at any time.

Mike asked how the city will treat low-income customers. Andria described the city's engagement of equity stakeholders. Based on recommendations from these stakeholders, the city is exploring ways that the city can cover Home Energy Score costs for low-income homeowners. The city could also exempt these customers.

Andria continued that EPS for new homes will stay in the market. It will be allowed to continue under the new city policy under a waiver. The city recognizes EPS has value as a brand and should not be immediately discontinued. At some point in the future, the city would like to transition EPS to HES for new homes.

Andria summarized the benefits of Home Energy Scores, including better information about full costs of a home, ability to compare energy costs between homes, knowledge of home improvements in advance of purchase and long-term household savings from an energy-efficient home.

The board asked how the city will measure the energy savings results and cost of results. Andria responded that the city has an evaluation plan as part of this program. The first evaluation period will end on June 2020.

The board asked if neighboring communities are interested. Andria responded there are several jurisdictions in the metro area and Oregon in expanding the score to their communities. Any other community could adopt and implement the same policy.

The board noted that the Oregon Department of Energy has a podcast called Grounded, and the second episode features Andria talking about the Home Energy Score.

The board took a break from 11:50 a.m. – 12:21 p.m.

Utility Customer Information (UCI) Data Presentation

Erika Kocielek, evaluation project manager, provided an update on Energy Trust's Utility Customer Information (UCI) Data Project. Energy Trust has been receiving data from partner utilities for several years following updated data sharing agreements. The data include monthly energy consumption for customers, as along with customer name, mailing addresses, building type, and other datapoints.

In addition, Energy Trust received information about large customers using more than 1 aMW and large customers that have opted out of data sharing.

Energy Trust can use UCI data to develop lists for targeted marketing. Staff will continue to use UCI data for billing analysis and other evaluation activities. Staff are prohibited to use UCI data for telemarketing or marketing that promotes electric space heating to NW Natural customers, which is consistent with

Energy Trust's fuel neutrality policy. Staff are combining UCI data with Energy Trust's data as well as data from third-party datasets for analysis.

Energy Trust began receiving new UCI data in 2013, but there were challenges importing the data into our systems.

Energy Trust scoped out the UCI Data Project in 2015, and began by gathering feedback from more than 30 users. In 2016, staff reviewed and inventoried more than 900 raw files provided by utilities. Staff developed and vetted a new database structure to house data, and developed and vetted a new automated data load process. Staff loaded 150 million records and linked those records to sites in Energy Trust's CRM system. In 2017, staff developed reference materials and delivered nine trainings to over 100 staff from Energy Trust and Program Management Contractors. Erika added that a data sharing agreement with Avista was executed mid-way through this project.

The board asked how Energy Trust ensures security of UCI data. Erika responded that security has been a high priority throughout this project. People and companies accessing the data sign non-disclosure agreements and we have policies and procedures for how UCI data must be handled.

The board asked if the data lives in the cloud or in a physical data system onsite. Scott Clark, director of IT, explained that the data is in Energy Trust's physical data center in the office. Backups are in the Microsoft cloud. There are rules about how data can be aggregated, stored and shared.

Erika summarized key project deliverables, which included a new database, new tables, and new views. Staff aligned data with Energy Trust's systems, applied business rules (including rules to remove duplicate records), and loaded it all in Energy Trust's database. This new process improved the transparency and traceability of the data; it's now easier to identify where data errors originate. Energy Trust now also has improved links between UCI data and site information in Energy Trust's CRM system. Another key deliverable was a wiki resource and data dictionary. Erika acknowledged project contributors.

Now that the UCI Data Project is complete, staff can begin using the data. In 2017, staff gathered input from users and created a roadmap for enhancements to further facilitate use of UCI data. Users' ideas for how to use UCI data included: verifying eligibility; identifying, targeting and segmenting customers; analyzing measure penetration and saturation; and conducting large-scale trend analysis. The roadmap also includes the creation of a centralized space for third-party datasets; exploring tools to facilitate data visualization, especially geographically; and exploring opportunities to receive additional data from utilities.

The board asked what data could be added. Erika responded that interval-level data and additional datapoints for monthly data (such as number of days in the billing period) are examples of additional data that are of interest to Energy Trust staff.

The board asked if Energy Trust will do a study to understand customer participation or site participation over time. Erika affirmed there are opportunities for this type of analysis. However, it would be difficult to link UCI data to customers. Energy Trust currently links UCI data at a site level.

The board asked if sanitized or aggregated data sets are available. Erika responded that staff have been focused on improving the state of the raw data, but this could be addressed at a later date.

The board asked if UCI data could be used for pay for performance, and Erika responded that it hasn't been used this way to date.

The board asked if the project was on time and under budget. Erika responded that a significant portion of the project involved analyzing how best to approach improving the processes to load and clean the

data, and designing new structures to house the data. Given this, the project did not start out with a specific timeline or budget.

Eddie Sherman re-joined the meeting at 12:47 p.m.

Evaluation Programs – Authorize a Contract for Impact Evaluation Services with KEMA, Inc.

Sarah Castor, senior evaluation project manager, presented a proposed impact evaluation that would cost more than \$500,000 and requires board approval. Energy Trust conducted a request for proposals, (RFP) and received eight proposals. Staff selected KEMA, Inc. as the most qualified candidate to conduct the evaluation.

The board asked if the combined cost of two evaluations is cheaper than evaluating two programs separately. Sarah confirmed this and added that Energy Trust will gain efficiencies through consolidation. Fred Gordon, director of planning and evaluation, added that this also reduces the number of evaluators reaching out to customers.

The board asked if the cost of evaluation is appropriate for the size of the program and what the benefits are of the evaluation. Sarah responded that the evaluation would be about 0.6 percent of program costs. The Planning and Evaluation budget is about 2.5 percent of Energy Trust's total budget. This data will help forecast future energy savings and adjust assumptions about measures. Fred added that the industry benchmark is roughly 3-5 percent of funds spent on evaluation, so Energy Trust is at the lower end of the cost spectrum. This evaluation is important because the commercial Strategic Energy Management (SEM) offering is in its infancy and this will aid program design.

The board asked if evaluation results will be used to true up results, and Fred responded that true up numbers will be used to ensure accuracy of our cumulative savings and progress to Energy Trust's 2015-2019 Strategic Plan goals. The board noted the evaluation ensures quality for a large program.

The board asked if KEMA was competitively priced, and Sarah responded that KEMA's cost was comparable to other bids but included evaluation of many more sites.

Melissa Cribbins left the meeting at 1:22 p.m.

Moved by: John Reynolds
Vote: In favor: 11
Opposed: 0

Seconded by: Ken Canon
Abstained: 0

Energy Programs – Contact Extensions for Three Production Efficiency Custom Track Program Delivery Contractors

Peter West, director of energy programs, and Sam Walker, industrial senior program manager, presented on contract extensions for the Production Efficiency custom track Program Delivery Contractors (PDC). In 2016, staff conducted an RFP for two standard track PDCs. Today, staff requests board support for final contract extensions for the three custom track PDCs. Contracts would be extended through 2018 and will rebid for 2019.

Sam continued that Energy Trust has three custom track PDCs: Energy 350, Portland General Electric-CTS and RHT. These PDCs provide account management and technical expertise for capital projects, operations and maintenance upgrades and industrial Strategic Energy Management. Staff recommends extensions for all three PDCs.

All PDCs have met extension criteria, including delivery budget management, project pipeline development, data management, customer service, marketing coordination, quality control and project reporting. The success of custom PDCs is based on customer relationships, and all three PDCs have strong customer relationships.

Sam addressed energy savings performance. PDCs have not met all savings goals for all years. This is because savings are variable due to the nature of serving large customers. Staff believe goals have been set too high for Production Efficiency. This has to do with a shift of savings from primarily large customers to primarily small- and mid-sized customers. Staff have seen a decline in SEM savings from large industrial sites, an increase in number of projects and a decline in savings per project. Megaprojects are excluded from this data.

The board asked why the number of SEM customers declined. Sam responded this had to do with saturating large SEM customers and beginning to serve mid-sized customers. Staff also reduced new customer recruitment to focus on refining SEM curriculum. The number of SEM participants is expected to increase in the future. The board speculated that Strategic Energy Management may be less appealing during a booming economy.

The board noted that Energy Trust treats the three companies roughly similarly. One PDC had weak performance in 2016, and another one appears to have weak performance this year. The board recommended that Energy Trust update and incent the weak company's contract similar to the other two, and Peter responded that this has already been done.

There were no board objections to extending the contracts.

Committee Reports Continued

Finance Committee, Susan Brodahl

PGE represents one-half of Energy Trust's revenue, and revenue from PGE is slightly low. Energy Trust has eroded its reserves and revenue needs to be watched carefully. Energy Trust is not expected to overspend or access PGE reserves. Pacific Power is ahead of revenue by 20 percent year to date.

Reserves are much lower than in past years. The goal is to end 2017 with about \$36 million in reserves. Note Pacific Power reserves are building up substantially.

Incentive spending is strong year to date, indicating strong results.

Policy Committee, Roger Hamilton

The committee reviewed three policies, including a conflict of interest policy, equity policy and annual review of contractors receiving more than \$500,000. The committee revised the conflict of interest policy to change the economic interest form, which had previously been ambiguous.

A consultant is helping the committee update the equity policy, and discussions are underway regarding how Oregon Public Utility Commission (OPUC) commissioners should be engaged.

There will be no change to the annual review of contractors receiving more than \$500,000.

Program Evaluation Committee, Alan Meyer

Free riders and spillover evaluation will be a topic for a future board meeting. The committee reviewed the OpenEEmeter tool.

Dan Rubado explained that CLEAResult has hired OpenEEmeter as a subcontractor to apply weather normalization to UCI data and program data and provide a dashboard of measures over time for program managers.

The board noted the tool provides faster feedback, and evaluations are done by independent contractors.

The committee also reviewed the Existing Multifamily process evaluation, which was largely based on interviews with customers, market experts and program management staff. The program is complex and varied. Existing Multifamily is more like Existing Buildings than it is like Existing Homes. Existing Multifamily has worked to tailor its offerings to customer types and building types. Existing Multifamily also recently began serving smaller 2-4 unit buildings that were previously served by Existing Homes. The program has increased emphasis on custom and prescriptive measures in addition to free installation of energy-saving lighting and water devices. Satisfaction was extremely high from customers, trade allies and Allied Technical Assistance Contractors. Staff gained insight into how owners and managers think about energy-efficiency investments, which is different from other capital investments. Existing Multifamily owners and managers tend to make energy-efficiency upgrades only when equipment breaks and needs to be replaced.

Strategic Planning Committee, Mark Kendall

The committee was pleased with the effective, useful and well-managed retreat. At the retreat, the board identified 27 key issues about which more information is needed prior to developing the 2020-2024 Strategic Plan. At the next board meeting, members will discuss these identified issues and hear insights from staff and Management Team.

Executive Director Review Committee, Debbie Kitchin (for Melissa Cribbins)

A survey on Mike's performance has been sent to staff and stakeholders for input.

Staff Report

Highlights (Mike Colgrove)

Mike shared a brief success story of Energy Trust's work with the Coos Head Food Co-op, a cornerstone business in Coos Bay. Energy Trust made a big impact on this and other small customers.

Mike reviewed quarter one (Q1) results. Savings and generation are typically very low in the first half of the year. Energy Trust was off to a strong start in Q1, thanks to strong new construction, a strong economy, strong LED uptake, strong solar demand and a colder-than-normal winter making energy bills top of mind for customers. In Q1, Energy Trust served 10,439 customers, the majority of which were residential customers. All but one of the 319 renewable sites were solar, with a small wind project in Coos Bay. Expenditures were on track.

In Q1, Energy Trust expanded on-bill financing for residential energy-efficiency upgrades, released an Request for Proposals for management and delivery of residential programs, launched two commercial Strategic Energy Management (SEM) cohorts, launched a second industrial SEM cohort and supported a fast-paced new commercial construction market. Energy Trust enrolled more new commercial construction projects than in any other quarter to date. Staff launched access for commercial and industrial customers to a diagnostic tool lending library offered by Northeast Energy Efficiency Partnerships. Work with cannabis facilities continued at a fast pace. Phase 1 of a megaproject budgeted to complete in 2018 may complete early in 2017.

Two large Southern Oregon solar projects are expected to complete by year-end. Demand for commercial solar incentives was especially high. Demand was also high for hydropower and biopower

project development assistance and incentives. There are 57 Other Renewables projects currently receiving project development assistance.

Energy Trust met with partner utilities for strategic planning meetings. These annual discussions are designed to identify mutual interests and collaboration opportunities. Topics of interest included targeted demand-side management, expanding moderate-income services and identifying data to support diversity strategies.

Staff are working on an organizational assessment project, with recommendations expected prior to the 2018 Board Strategic Planning Workshop. Staff are currently engaging internal stakeholders and are planning to engage external stakeholders.

Energy Trust's budget review project is also underway, including engagement with internal and external stakeholders. A recommendation is expected by the end of the summer. The recommendation will focus on next year's process, and quick wins may be applied to this year's budget.

Lean startup training will complete on July 10. Staff will report out on results at the September board meeting.

Two hours of the July board meeting will be a follow-up discussion to the board strategic planning retreat.

State Legislative Update (Jay Ward)

Jay Ward, community relations manager, provided an update on the current legislative session. Energy Trust does not take a position on legislative issues, and monitors policy activity potential intersections with Energy Trust's work. Last Wednesday, a hearing was held on HB 2017, a new statewide transportation bill. Passing it will require a three-fifths majority. The bill would need bipartisan votes to pass. One section of the current bill amends SB 1149, including adding transportation electrification efforts to the use of public purpose funds. The legislature will adjourn on or before July 10.

Staff interpreted the bill as funding transportation electrification out of the energy efficiency portion of the public purpose charge, capped at 25 percent of the public purpose charge funds. This could add up to roughly \$22 million annually, using 2016 public purpose revenues as a proxy. More information is needed to understand the potential impacts on Energy Trust. Some stakeholders have expressed concerns.

Commissioner Steve Bloom shared that the OPUC read the bill and is reviewing the Energy Trust provisions. The OPUC is concerned about moving funds from proven energy-efficiency savings to electric vehicles, which are an unknown and new source for investments. Many amendments are expected and the bill is likely to change.

Mike added that Energy Trust staff prepared early for various legislative scenarios, and a team of staff meet daily to understand developments and anticipate information requests. Energy Trust is not promoting any position on the HB 2017 or any other bills.

Adjourn

The meeting adjourned at 2:13 p.m.

The next meeting of the Energy Trust Board of Directors will be on Wednesday, July 26, 2017, at 10:30 a.m. at Energy Trust, 421 SW Oak, Suite 300, Portland, Oregon.

Alan Meyer, Secretary

PINK PAPER

Authorize a Contract Amendment with SBW Consulting, Inc. for Evaluation Services

July 26, 2017

Summary

Authorize up to \$540,000 in budgeted funds for an amended contract with SBW Consulting, Inc. (SBW Consulting) for the 2013-2014 impact evaluation of the Energy Trust Production Efficiency programs.

Background and Discussion

- In March 2016, following a competitive bidding process, Energy Trust selected SBW Consulting to complete an impact evaluation of the Production Efficiency program for the years 2013 and 2014. Out of seven proposals received, SBW Consulting was selected for their qualifications with industrial impact evaluation, the quality of the proposed sample design, and the value of the number of sites evaluated for the proposed budget, which was competitive with the budgets proposed by other firms. The original contract budget was \$450,000.
- The RFP for this impact evaluation directed respondents to ensure that the proposed approach would yield reliable estimates of 2013 and 2014 electric and gas savings for the streamlined, custom, and strategic energy management (SEM) tracks. In the sampling phase of the project, Energy Trust determined that it would be useful to split out the custom track into two tracks: custom capital and custom operations & maintenance (O&M). This decision was made to ensure that reliable estimates of custom O&M savings, which have a measure life of only three years, could be obtained. The result of this decision was an increase in sampled projects beyond what was originally budgeted (24); now, 40 custom projects will be evaluated. Custom projects tend to be more complex and time-consuming to evaluate than streamlined projects, requiring the involvement of senior engineering staff and, in many cases, site visits and/or customer interviews.
- The 2009-2011 Production Efficiency impact evaluation had a total cost of \$548,000 and the 2012 Production Efficiency impact evaluation had a total cost of \$348,410; Energy Trust Evaluation staff feel that \$540,000 for this evaluation of two program years is reasonable.
- This evaluation represents 25% of the 2017 Planning and Evaluation budget for evaluation services, and is just under 1% of total industrial expenses in 2013 and 2014 combined. In 2013, savings from the industrial sector represented 20% of total gas savings and 29% of total electric savings, and in 2014, savings from the industrial sector represented 18% of total gas savings and 32% of total electric savings.

Recommendation

Authorize the executive director to execute a contract with SBW Consulting for up to \$540,000 to complete the impact evaluation of Energy Trust's Production Efficiency program for the program years 2013 and 2014.

RESOLUTION 809
AUTHORIZING THE EXECUTIVE DIRECTOR
TO EXECUTE AN AMENDMENT TO A CONTRACT WITH SBW CONSULTING, INC.

WHEREAS:

- 1. Following a competitive solicitation process that concluded in March 2016, SBW Consulting was awarded the contract to conduct an impact evaluation for Energy Trust's Production Efficiency program, covering program years 2013-2014.**
- 2. The added scope of the amended impact evaluation contract is to cover data collection, impact analysis, and reporting of savings results, observations and recommendations for program improvement for an additional sixteen (16) custom projects.**
- 3. The expected not-to-exceed budget for the amended contract is \$540,000, which exceeds the executive director's signature authority and requires board of directors' approval.**

It is therefore RESOLVED that the Board of Directors of Energy Trust of Oregon, Inc., hereby authorizes the executive director to sign an amended contract for evaluation services for the 2013-2014 Production Efficiency program impact evaluation with SBW Consulting with a budget of up to \$540,000.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

Tab 2

Board Decision

Authorizing an Amendment to the Regional Energy Efficiency Initiative Agreement with the Northwest Energy Efficiency Alliance

July 26, 2017

Summary

Authorize the executive director to negotiate and execute an amendment to Energy Trust's current five-year 2015-2019 Regional Energy Efficiency Initiative Agreement with the Northwest Energy Efficiency Alliance (NEEA) to add authority to fund up to \$2,480,366 over five years to support NEEA's End Use Load Research Project (the EULR Project). The results of the EULR project will provide valuable information to Energy Trust in residential and commercial energy efficiency program design.

Background and Discussion

- Since our inception, Energy Trust has supported and relied upon NEEA as the premier source of market transformation activities and electric energy savings benefitting over 140 Pacific Northwest utilities and their respective 12 million customers.
- As the second largest funder, Energy Trust represents approximately 20% of NEEA's total budget.
- In 2015, Energy Trust entered into a Regional Energy Efficiency Initiative Agreement with NEEA, committing to funding for support of NEEA's 2015-2019 Business Plan activities (the Agreement).
- NEEA now proposes, and Energy Trust supports, an amendment to the Agreement to authorize additional funding for a comprehensive research study of residential and commercial site end use loads in order to better inform energy efficiency and market transformation program design.
- NEEA propose conducting continuous residential metering monitoring at the circuit level, sampling approximately 400 new residences over five years and continuous commercial metering monitoring at approximately 100 buildings over five years for identified priority end use information.
- Energy Trust staff support the execution of this amendment.

Recommendation

- Authorize the executive director or his designee to sign a contract amendment to the Agreement authorizing additional expenditure of up to \$2,480,366 to support comprehensive research study of residential and commercial site end use loads in order to better inform energy efficiency and market transformation program design.

**RESOLUTION 810
AUTHORIZING AN AMENDMENT TO THE REGIONAL ENERGY
EFFICIENCY INITIATIVE AGREEMENT WITH THE NORTHWEST
ENERGY EFFICIENCY ALLIANCE**

WHEREAS:

1. The Northwest Energy Efficiency Alliance (NEEA) remains the premier regional market transformation organization and Energy Trust contractor since our inception.
2. In January 2015, Energy Trust entered into a five year regional funding agreement with NEEA to support NEEA's 2015-2019 Business Plan activities and to acquire market transformation savings from NEEA's program delivery activities.
3. NEEA has proposed a five-year, comprehensive regional end use load research project monitoring identified end uses in a set of residential and commercial sites around the region (the EULR Project) which is supplemental to the activities described in its 2015-2019 Business Plan.
4. Energy Trust supports the EULR Project and will benefit from the results of the EULR project in designing its residential and commercial programs.
5. The proposed regional budget for the EULR Project is \$12,500,000. Energy Trust's regional portion, calculated at its current 19.961% funding share, is \$2,480,366, payable over five years.
6. Staff regards NEEA's work as essential to achieving Energy Trust savings goals over the next few years, helping ensure a full pipeline of efficiency projects to deliver long-term benefits to Oregon and the region, and further regards the EULR Project as an important regional research effort which will benefit Oregon ratepayers.

It is therefore RESOLVED:

1. The executive director or his designee is authorized to negotiate and sign an amendment to the current Regional Energy Efficiency Initiative Agreement between Energy Trust and NEEA to authorize funding of up to \$2,480,366 to support the EULR Project.
2. Funding for the EULR Project shall be consistent with Energy Trust's board-approved annual budgets and two-year action plans.

Moved by:

Vote: In favor:
 Opposed:

Seconded by:

Abstained:

Tab 3

Board Decision

Authorize a Program Management Contract and two Program Delivery Contracts for the Residential Program

July 26, 2017

Summary

Approve negotiation and execution of the following contracts:

- Program Management Contract: CLEAResult
- Program Delivery Contract—Retail Midstream Promotions: Ecova
- Program Delivery Contract—EPS Whole-Home New Construction: TRC

Each contract term would be for two years with three optional one-year extensions. The total term for any individual contract would not exceed five years.

Background—Residential Program Structure Evolution

- Historically, the residential sector has been comprised of three programs (Existing Homes, New Homes and Products) serving residential customers through three separate Program Management Contracts organized around how customers install, purchase or access measures, e.g., trade allies, home builders or retailers.
- In response to anticipated reductions in savings levels, staff completed an assessment of the residential savings potential and delivery model in 2016. The analysis led to a forecast that indicated an approximate 60 percent reduction in electric savings and 10 percent reduction in natural gas savings over the following five-year period.
- Staff concluded that maintaining the current structure would inhibit delivery of future savings, and decided to combine the three programs (Existing Homes, New Homes and Products) into one program with one cohesive program delivery model, including:
 - A Program Management Contract (PMC) to support management of measure development, budget and forecasting, reporting, incentive payments, marketing and customer call center activities across all residential market channels
 - One or multiple Program Delivery Contracts (PDCs) to engage subject matter experts to deliver offers with targeted expertise for specific efforts, such as new home construction or lighting
- The consolidated structure is expected to streamline program management work, increase process efficiencies, allow greater flexibility to adapt to future savings opportunities, establish a more robust and diversified portfolio, and maintain cost-effective offerings for customers.

Background—2017 Residential Program RFP

- In March 2017, staff issued a request for proposals (RFP) for one PMC, one Retail Midstream Promotions PDC and one EPS Whole-Home New Construction PDC to deliver services for the residential program.
 - Respondents could bid on a single contract, all contracts or a combination of the three contracts.
- The RFP resulted in eight intents to respond for the PMC option, five intents to respond for the Retail Midstream Promotions option and six intents to respond for the EPS Whole-Home New Construction option.
- Energy Trust received four proposals for PMC services, two proposals for retail services and three proposals for whole-home new construction services. Interviews were conducted with three PMC respondents, two retail service respondents and two whole-home new construction respondents.

- The following RFP review process was followed:
 - Staff completed a pre-qualification evaluation of all proposals for completeness and adherence to financial, legal and minimum requirements. All proposals passed this stage.
 - A review team comprised of 14 Energy Trust staff and two external reviewers, a representative from the NW Power and Conservation Council providing regional and technology expertise and a Diversity, Inclusion and Equity expert, reviewed the proposals and:
 - Provided a preliminary score based on written proposals
 - Posed questions to finalists selected for interviews
 - Interviewed respondents
 - Had follow-up discussions and updated scoring
 - Made a final internal recommendation
- Budgeting and savings:
 - For the purpose of managing a competitive RFP solicitation, staff provided respondents with 2018 residential savings forecasts, based on the best available information at the time of RFP release, of 80,000,000 kWh and 2,936,000 therms for Oregon and Washington.
 - The proposed Residential PMC and PDC delivery budgets for the selected bidders are expected to total approximately \$10.7 million for contracted management and delivery services in Oregon and Washington for 2018 which is subject to board approval during the 2018 annual budget process.
 - Staff estimate a 2017 transition budget impact of under \$600,000 across the PMC and PDC contracts, with no individual contract exceeding \$500,000.

Discussion

Reviewers identified strengths of the three proposals.

Strengths of CLEAResult proposal included:

- Experience delivering PMC services to the residential sector, including PMC delivery of the combined New Homes and Products program from 2004 through 2014, New Homes since 2015 and Existing Homes since 2013.
- Understanding of the challenges and opportunities facing the residential sector, awareness of regional programs and governance objectives, and broad understanding of market and program dynamics.
- A cost-competitive proposal that best aligns delivery investments with future savings, and best positions Energy Trust to adapt to shifts in future savings opportunities.
- Engineering analysis and measure development strengths, strategies to improve benefit-cost-ratio challenges and new approaches to working with trade allies to address underserved markets.
- Demonstrated ability to support business systems, communications protocols and the organizational culture needed to foster effective collaboration between Energy Trust and PDCs.

Strengths of the Ecova proposal included:

- Services and capabilities that best position Energy Trust to navigate a rapidly changing residential lighting market.
- A strategy to build from existing business relationships to support new retail-driven measures and integrate key diversity, equity and inclusion objectives.
- Experience engaging with a range of retailers, extending the reach of Energy Trust's retail footprint into rural and smaller population towns throughout the service territory.

Strengths of the TRC proposal included:

- Program delivery innovations aimed at increasing the efficiency of newly built homes and streamlining program operations.
- Expert staff and clear knowledge of the new homes construction market with a strong understanding of the evolving building climate in the Northwest.
- Innovative strategy and process to gain deeper savings in the new homes market.
- Forecasting expertise and integration for strategic planning, which positions Energy Trust to advance the market as building codes increase baseline efficiency

Recommendations

Authorize staff to negotiate and sign a new **Residential Program Management Contract with CLEAResult Consulting, Inc.** for a two-year term with potential for three one-year performance-based extensions and a total contract term not to exceed five years. If the board follows this recommendation, then staff will provide notice to the OPUC that Energy Trust is entering into this agreement.

Authorize staff to negotiate and sign a new residential **Retail Midstream Promotions Program Delivery Contract with Ecova, Inc.** for a two-year term with potential for three one-year performance-based extensions and a total contract term not to exceed five years. If the board follows this recommendation, then staff will provide notice to the OPUC that Energy Trust is entering into this agreement.

Authorize staff to negotiate and sign a new residential **EPS Whole-Home New Construction Program Delivery Contract with TRC Companies, Inc., or a subsidiary**, for a two-year term with potential for three one-year performance-based extensions and a total contract term not to exceed five years. If the board follows this recommendation, then staff will provide notice to the OPUC that Energy Trust is entering into this agreement.

RESOLUTION 811
AUTHORIZE A NEW PROGRAM MANAGEMENT CONTRACT WITH CLEAResult FOR
THE RESIDENTIAL PROGRAM

WHEREAS:

1. Energy Trust staff has determined that, as compared to the current Residential program structure, a sole Residential program management contractor, combined with Residential program delivery contractors for (a) retail midstream promotions and (b) energy performance score whole-home new construction, would (i) streamline Residential program management work, (ii) increase process efficiencies, (iii) allow greater flexibility to adapt to future savings opportunities, (iv) establish a more robust and diversified portfolio, and (v) maintain cost-effective offerings for Energy Trust customers;
2. With the assistance of outside expertise, Energy Trust staff has conducted a fair and open procurement process to select a sole program management contractor and two program delivery contractors to manage and deliver Residential program services for the next 2-5 years;
3. Staff selected CLEAResult Consulting Inc. as providing the Residential program management contract proposal that would best meet the needs of Energy Trust and Energy Trust customers;
4. Staff has estimated a total first-year Residential program management and program delivery budget to be delivered as a PMC contract for 2018 at \$7,978,915 for Oregon and Washington based on identified savings levels from the RFP. Final details for the exact cost will be approved by this Board as part of the 2018 annual budget approval process; and
5. The Energy Trust board will review actual savings and costs each year as part of the annual budget and action plan process.

IT IS THEREFORE RESOLVED:

1. Subject to determination of a contract cost amount based on the board-approved 2018 annual budget, the executive director or his designee is authorized to negotiate and to enter into a contract with CLEAResult Consulting Inc. to manage the Residential program for an initial term from January 1, 2018, through December 31, 2019.
2. First-year contract costs and savings goals included in the contract shall be consistent with the board-approved 2018 annual budget and two-year action plan. Thereafter, staff may amend the contract consistent with the board's annual budget and action plan decisions and the executive director or his designee is authorized to sign any such contract amendments.
3. The contract may include a provision allowing staff to offer one-year extensions beyond the initial term if the program management contractor meets certain established performance criteria. In no event would the total term of the contract plus extensions exceed five years.
4. Before extending this contract beyond the initial term, staff will report to the board on the program management contractor's progress and staff's recommendation for any additional extension time periods. If the board does not object to extension, contract terms would remain as approved in the most recent action plans, budgets and contract at the time of extension, and the executive director or his designee is authorized to sign any such contract extensions.

Moved by:

Vote:

In favor:

Opposed:

Seconded by:

Abstained:

RESOLUTION 812
AUTHORIZE A NEW PROGRAM DELIVERY CONTRACT WITH ECOVA
FOR THE RETAIL MIDSTREAM PROMOTIONS PORTION OF THE RESIDENTIAL
PROGRAM

WHEREAS:

1. Energy Trust staff has determined that, as compared to the current Residential program structure, a retail midstream promotions delivery contractor, combined with a sole Residential program management contractor and a delivery contractor for energy performance score whole-home new construction, would (i) streamline Residential program management contract work, (ii) increase process efficiencies, (iii) allow greater flexibility to adapt to future savings opportunities, (iv) establish a more robust and diversified portfolio, and (v) maintain cost-effective offerings for Energy Trust customers;
2. With the assistance of outside expertise, Energy Trust staff has conducted a fair and open procurement process to select a program management contractor and two program delivery contractors, including a retail midstream promotions delivery contractor, to manage and deliver Residential program services for the next 2-5 years;
3. Staff selected Ecova, Inc. as providing the retail midstream promotions proposal that would best meet the needs of Energy Trust and Energy Trust customers;
4. Staff has estimated a total first-year Residential program delivery budget to be delivered as a PDC contract for 2018 at \$922,474 for Oregon and Washington based on identified savings levels from the RFP. Final details for the exact cost will be approved by this Board as part of the 2018 annual budget approval process; and
5. The Energy Trust board will review actual savings and costs each year as part of the annual budget and action plan process.

IT IS THEREFORE RESOLVED:

1. Subject to determination of a contract cost amount based on the board-approved 2018 annual budget, the executive director or his designee is authorized to negotiate and to enter into a contract with Ecova, Inc. to deliver the retail midstream promotions portion of the Residential program for an initial term from January 1, 2018, through December 31, 2019.
2. First-year contract costs and savings goals included in the contract shall be consistent with the board-approved 2018 annual budget and two-year action plan. Thereafter, staff may amend the contract consistent with the board's annual budget and action plan decisions and the executive director or his designee is authorized to sign any such contract amendments.
3. The contract may include a provision allowing staff to offer one-year extensions beyond the initial term if the program delivery contractor meets certain established performance criteria. In no event would the total term of the contract plus extensions exceed five years.
4. Before extending this contract beyond the initial term, staff will report to the board on the program delivery contractor's progress and staff's recommendation for any additional extension time periods. If the board does not object to extension, contract terms would remain as approved in the most recent action plans, budgets and contract at the time of extension, and the executive director or his designee is authorized to sign any such contract extensions.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

RESOLUTION 813
AUTHORIZE A NEW PROGRAM DELIVERY CONTRACT WITH TRC
FOR THE ENERGY PERFORMANCE SCORE WHOLE-HOME NEW CONSTRUCTION
PORTION OF THE RESIDENTIAL PROGRAM

WHEREAS:

1. Energy Trust staff has determined that, as compared to the current Residential program structure, an energy performance score ("EPS") whole-home new construction delivery contractor, combined with a sole Residential program management contractor and a delivery contractor for retail midstream promotions, would (i) streamline Residential program management contract work, (ii) increase process efficiencies, (iii) allow greater flexibility to adapt to future savings opportunities, (iv) establish a more robust and diversified portfolio, and (v) maintain cost-effective offerings for Energy Trust customers;
2. With the assistance of outside expertise, Energy Trust staff has conducted a fair and open procurement process to select a program management contractor and two program delivery contractors, including an EPS whole-home new construction delivery contractor, to manage and deliver Residential program services for the next 2-5 years;
3. Staff selected TRC Companies, Inc. as providing the EPS whole-home new construction proposal that would best meet the needs of Energy Trust and Energy Trust customers;
4. Staff has estimated a total first-year Residential program delivery budget to be delivered as a PDC contract for 2018 at \$1,818,244 for Oregon and Washington based on identified savings levels from the RFP. Final details for the exact cost will be approved by this Board as part of the 2018 annual budget approval process; and
5. The Energy Trust board will review actual savings and costs each year as part of the annual budget and action plan process.

IT IS THEREFORE RESOLVED:

1. Subject to determination of a contract cost amount based on the board-approved 2018 annual budget, the executive director or his designee is authorized to negotiate and to enter into a contract with TRC Companies, Inc., or its subsidiary, for the EPS whole-home new construction portion of the Residential program for an initial term from January 1, 2018, through December 31, 2019.
2. First-year contract costs and savings goals included in the contract shall be consistent with the board-approved 2018 annual budget and two-year action plan. Thereafter, staff may amend the contract consistent with the board's annual budget and action plan decisions and the executive director or his designee is authorized to sign any such contract amendments.
3. The contract may include a provision allowing staff to offer one-year extensions beyond the initial term if the program delivery contractor meets certain established performance criteria. In no event would the total term of the contract plus extensions exceed five years.
4. Before extending this contract beyond the initial term, staff will report to the board on the program delivery contractor's progress and staff's recommendation for any additional extension time periods. If the board does not object to extension, contract terms would remain as approved in the most recent action plans, budgets and contract at the time of extension, and the executive director or his designee is authorized to sign any such contract extensions.

Moved by:

Vote: In favor:

Opposed:

Seconded by:

Abstained:

Tab 4

Notes on May 2017 Financial Statements

June 19, 2017

Revenue

Revenues are on track with the exception of PAC. The timing of PAC revenues will start to match the budget starting in Q3. Until then, they are submitting more funds than our timing curve assumed. For all utilities, we have received about \$22.8 million more than last year.

	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Var</u>	<u>YTD %</u>	<u>PY</u>
PGE	45,324,563	45,588,970	(264,408)	-1%	35,009,694
PAC	29,183,159	24,269,260	4,913,898	20%	21,803,838
NWN	14,797,200	13,931,118	866,083	6%	10,783,417
CNG	1,704,962	1,424,994	279,968	20%	962,658
Avista	550,888	509,494	41,394	8%	46,800
Investment Income	131,240	130,000	1,240	1%	320,558
Total	91,692,011	85,853,836	5,838,175	7%	68,926,964

Reserves

Reserves are essentially flat compared to last month. \$65.6 million in April vs. \$64.7 million in May. The decrease is due primarily to a decrease in Renewables reserve balances of \$1.5 million.

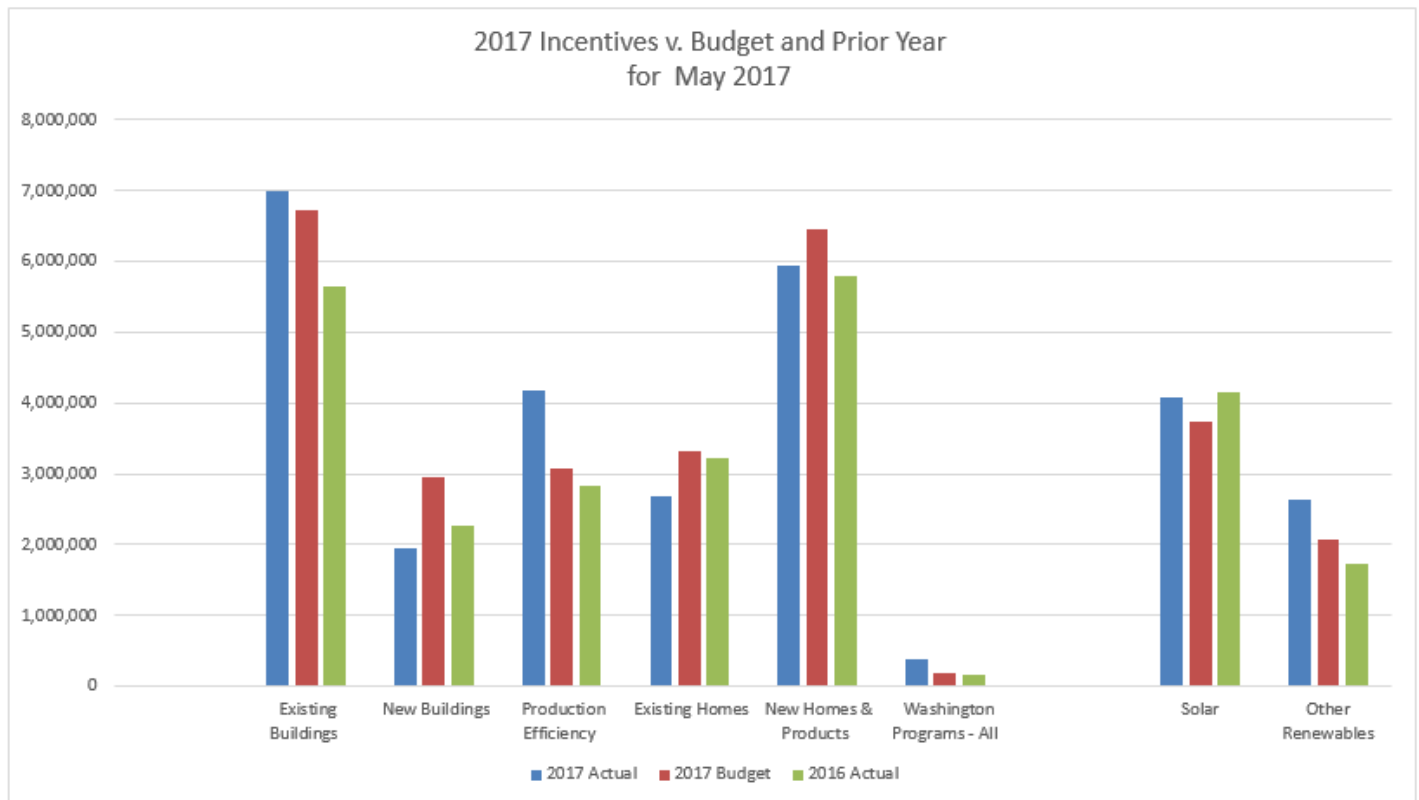
Reserves

	<u>5/31/17 Amount</u>	<u>Actual 12/31/16 Amount</u>	<u>% Change from Year End</u>
PGE	20,774,791	6,507,279	219%
PacifiCorp	9,307,173	644,839	1343%
NW Natural	8,696,783	1,485,656	485%
Cascade	731,543	0	
Avista	370,598	68,620	440%
NWN Industrial	2,054,951	1,028,150	100%
NWN Washington	61,144	283,171	-78%
PGE Renewables	6,495,514	7,543,333	-14%
PAC Renewables	6,805,192	7,376,941	-8%
Program Reserves	55,297,689	24,937,989	122%
Contingency Reserve	5,000,000	5,000,000	0%
Contingency Available	4,403,049	3,935,314	12%
Total	64,700,722	33,873,295	91%

Expenses

Year-to-date expenses are \$60.9 million, \$2 million below budget and \$4.7 million higher than last year.

May incentives picked up significantly, and Year-to-date incentives are now within 1% of budgeted amounts. Actual incentives are \$28.8 million and budgeted incentives are \$28.5 million. Existing Buildings had a very strong month.

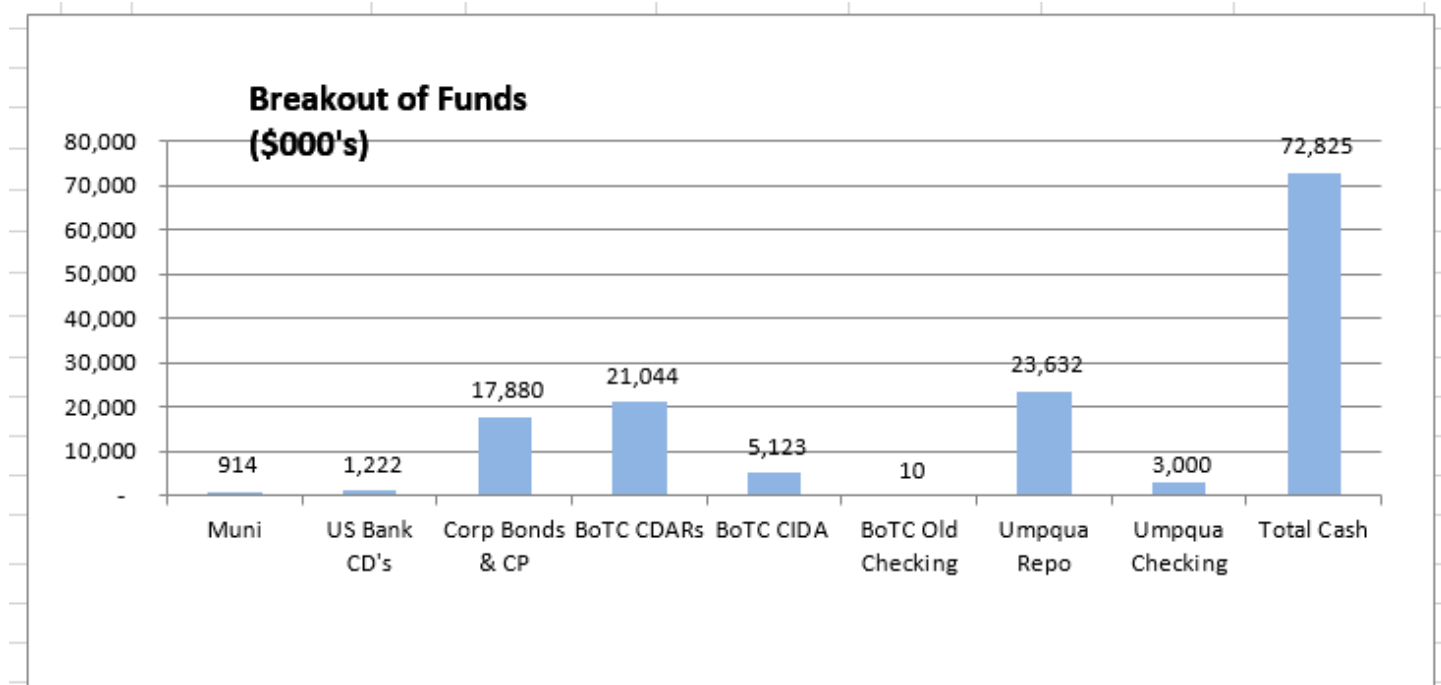


Incentives thru May 2017	Total Incentives			
	Year-to-Date 2017			
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Var %</u>
Existing Buildings	7,006,103	6,725,953	(280,150)	-4%
New Buildings	1,939,186	2,964,669	1,025,484	35%
Production Efficiency	4,168,951	3,070,694	(1,098,257)	-36%
Existing Homes	2,691,844	3,309,107	617,263	19%
New Homes & Products	5,930,051	6,443,415	513,365	8%
Washington Programs - All	390,268	195,501	(194,767)	-100%
Solar	4,089,362	3,724,867	(364,495)	-10%
Other Renewables	2,644,071	2,081,450	(562,621)	-27%
Total Incentives	28,859,835	28,515,656	(344,179)	-1%
Energy Efficiency Only	22,126,402	22,709,339	582,937	3%

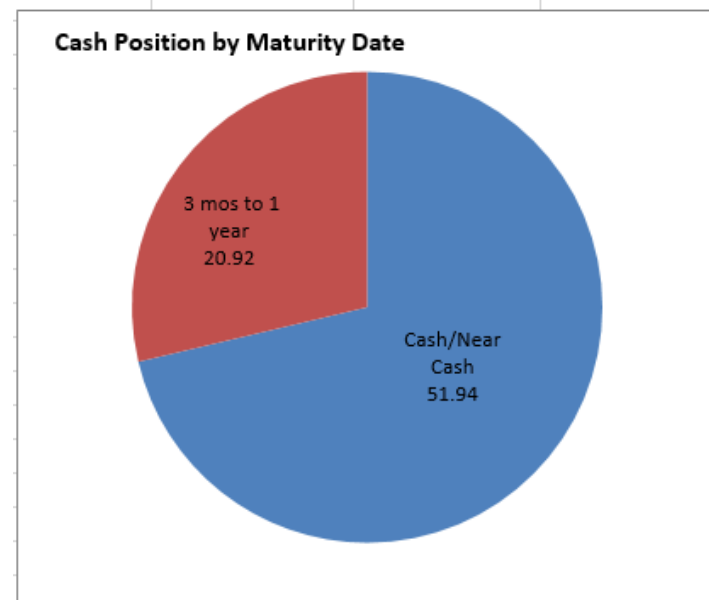
May 2017 vs. May 2016	Total Incentives			
	Year-to-Year Comparison			
	<u>Current Year</u>	<u>Prior Year</u>	<u>Variance</u>	<u>Var %</u>
Existing Buildings	7,006,103	5,650,039	(1,356,064)	-24%
New Buildings	1,939,186	2,274,508	335,322	15%
Production Efficiency	4,168,951	2,834,159	(1,334,792)	-47%
Existing Homes	2,691,844	3,227,429	535,585	17%
New Homes & Products	5,930,051	5,784,258	(145,793)	-3%
Washington Programs - All	390,268	156,712	(233,555)	-149%
Solar	4,089,362	4,153,005	63,643	2%
Other Renewables	2,644,071	1,718,145	(925,926)	-54%
Total Incentives	28,859,835	25,798,255	(3,061,584)	-12%
Energy Efficiency Only	22,126,402	19,927,105	(2,199,297)	-11%

Investment Status

The graphs below show the type of investments we hold and the locations where our funds are held. From April to May, our average days to maturity increased from 39 to 58 and our average yield increased from .56% to .65%.



Average Days to Maturity:	58
Average Portfolio Yield:	0.65%



PINK PAPER

Energy Trust of Oregon
BALANCE SHEET
May 31, 2017
(Unaudited)

	May 2017	Apr 2017	Dec 2016	May 2016	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	39,766,501	44,957,390	44,471,035	31,919,401	(5,190,889)	(4,704,533)	7,847,101
Investments	32,897,201	27,342,154	19,350,134	55,281,845	5,555,047	13,547,067	(22,384,643)
Receivables	(10,978)	158,974	86,058	318,597	(169,952)	(97,036)	(329,575)
Prepaid Expenses	536,043	518,002	280,347	587,862	18,041	255,696	(51,819)
Advances to Vendors	894,194	1,479,305	2,050,126	707,886	(585,112)	(1,155,932)	186,308
Total Current Assets	74,082,961	74,455,826	66,237,700	88,815,591	(372,864)	7,845,262	(14,732,629)
Fixed Assets							
Computer Hardware and Software	3,733,082	3,696,232	3,696,232	3,671,135	36,849.84	36,849.84	61,947
Leasehold Improvements	326,158	326,158	318,964	318,964	-	7,194	7,194
Office Equipment and Furniture	791,443	791,443	716,876	701,604	-	74,568	89,839
Total Fixed Assets	4,850,683	4,813,833	4,732,072	4,691,703	36,849.84	118,612	158,980
Less Depreciation	(3,952,499)	(3,880,116)	(3,598,867)	(3,060,132)	(72,383)	(353,632)	(892,367)
Net Fixed Assets	898,184	933,717	1,133,205	1,631,572	(35,533)	(235,021)	(733,387)
Other Assets							
Deposits	237,314	237,314	223,339	223,339	-	13,975	13,975
Deferred Compensation Asset	867,320	863,911	849,522	768,579	3,410	17,798	98,741
Note Receivable, net of allowance	263,669	263,669	260,891	85,609	-	2,779	178,061
Total Other Assets	1,368,304	1,364,894	1,333,752	1,077,527	3,410	34,552	290,777
Total Assets	76,349,449	76,754,437	68,704,656	91,524,689	(404,988)	7,644,793	(15,175,240)
Current Liabilities							
Accounts Payable and Accruals	9,159,901	8,691,434	32,588,773	8,497,977	468,467	(23,428,872)	661,924
Salaries, Taxes, & Benefits Payable	986,389	970,603	827,526	876,026	15,786	158,863	110,363
Total Current Liabilities	10,146,290	9,662,036	33,416,299	9,374,003	484,254	(23,270,009)	772,287
Long Term Liabilities							
Deferred Rent	629,252	615,253	559,253	367,396	14,000	69,999	261,856
Deferred Compensation Payable	870,870	867,461	853,072	768,579	3,410	17,798	102,291
Other Long-Term Liabilities	2,315	2,315	2,110	4,290	-	205	(1,975)
Total Long-Term Liabilities	1,502,438	1,485,028	1,414,435	1,140,265	17,409	88,002	362,173
Total Liabilities	11,648,728	11,147,065	34,830,735	10,514,268	501,663	(23,182,007)	1,134,460
Net Assets							
Unrestricted Net Assets	64,700,722	65,607,373	33,873,922	81,010,421	(906,651)	30,826,800	(16,309,699)
Total Net Assets	64,700,722	65,607,373	33,873,922	81,010,421	(906,651)	30,826,800	(16,309,699)
Total Liabilities and Net Assets	76,349,449	76,754,437	68,704,656	91,524,689	(404,988)	7,644,793	(15,175,240)

Energy Trust of Oregon
Cash Flow Statement-Indirect Method
Monthly 2017

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>Year to Date</u>
Operating Activities:						
<i>Revenue less Expenses</i>	\$ 9,021,323	\$ 11,985,541	7,297,639	3,428,944	(906,648)	\$ 30,826,799
<i>Non-cash items:</i>						
Depreciation	70,722	70,512	69,965	70,662	72,383	354,244
Change in Reserve on Long Term Note	-					-
Loss on disposal of assets						-
Receivables	9		(50)	400	136,841	137,200
Interest Receivable	(5,311)	(38,100)	11,304	(41,168)	33,111	(40,164)
Advances to Vendors	660,492	660,492	(1,489,806)	739,643	585,111	1,155,932
Prepaid expenses and other costs	17,387	(338,051)	27,347	48,843	(21,451)	(265,925)
Accounts payable	(21,595,003)	(2,386,675)	(256,773)	341,108	468,466	(23,428,877)
Payroll and related accruals	12,024	42,941	253,852	(151,351)	19,195	176,661
Deferred rent and other	4,262	(585)	14,000	14,205	13,999	45,881
Cash rec'd from / (used in) Operating Activities	(11,814,095)	9,996,075	5,927,478	4,451,286	401,007	8,961,751
Investing Activities:						
Investment Activity (1)	(992,696)	(3,749,267)	(5,787,813)	2,537,756	(5,555,047)	(13,547,067)
(Acquisition)/Disposal of Capital Assets	-	(7,194)	(75,180)		(36,850)	(119,224)
Cash rec'd from / (used in) Investing Activities	(992,696)	(3,756,461)	(5,862,993)	2,537,756	(5,591,897)	(13,666,291)
Cash at beginning of Period	44,471,035	31,664,245	37,903,859	37,968,346	44,957,390	44,471,035
Increase/(Decrease) in Cash	(12,806,791)	6,239,614	64,485	6,989,042	(5,190,890)	(4,704,540)
Cash at end of period	\$ 31,664,245	\$ 37,903,859	\$ 37,968,346	\$ 44,957,390	\$ 39,766,501	\$ 39,766,501

(1) As investments mature, they are rolled into the Repo account.
Investments that are made during the month reduce available cash.

	Actual					Adjusted Budget						
	January	February	March	April	May	June	July	August	September	October	November	December
Cash In:												
Public purpose and Incr funding	15,758,534	21,457,118	21,917,554	17,402,020	15,025,545	12,025,854	15,120,227	13,291,151	13,457,501	16,990,986	13,675,502	16,595,007
Investment Income	17,648	(14,444)	25,634	(2,155)	64,393	741	370	370	370	370	370	370
From Other Sources	9	0	(50)	400	136,841							
Total cash in	15,776,191	21,442,674	21,943,138	17,400,265	15,226,779	12,026,595	15,120,597	13,291,521	13,457,871	16,991,356	13,675,872	16,595,377
Cash Out:												
Net cash flow for the month	(27,590,279)	(11,453,791)	(16,090,835)	(12,948,972)	(14,862,622)	(14,576,116)	(16,507,524)	(13,679,821)	(14,711,781)	(16,132,987)	(17,104,786)	(19,660,190)
	(11,814,088)	9,988,883	5,852,303	4,451,293	364,157	(2,549,521)	(1,386,926)	(388,300)	(1,253,910)	858,370	(3,428,913)	(3,064,813)
Cash Flow from/to Investments	(992,696)	(3,749,267)	(5,787,813)	2,537,756	(5,555,047)	-	-	-	-	-	-	-
Beginning Balance: Cash & MM	44,471,035	31,664,245	37,903,859	37,968,345	44,957,390	39,766,501	37,216,980	35,830,053	35,441,754	34,187,844	35,113,921	37,584,371
Ending cash & MM	31,664,245	37,903,859	37,968,346	44,957,390	39,766,501	37,216,980	35,830,053	35,441,754	34,187,844	35,046,214	37,584,371	34,519,558

Future Commitments

Renewable Incentives	6,700,000	5,800,000	7,800,000	6,900,000	6,900,000	6,500,000	6,200,000	6,200,000	6,300,000	6,300,000	6,300,000	6,300,000
Efficiency Incentives	69,500,000	69,100,000	81,600,000	80,800,000	80,800,000	76,300,000	77,800,000	77,900,000	76,600,000	76,600,000	76,600,000	76,600,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	81,200,000	79,900,000	94,400,000	92,700,000	92,700,000	87,800,000	89,000,000	89,100,000	87,900,000	87,900,000	87,900,000	87,900,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Cash Flow Projection
January 2017 - December 2018

Cash In: Public purpose and Incr funding Investment Income From Other Sources Total cash in Cash Out: Net cash flow for the month Cash Flow from/to Investments Beginning Balance: Cash & MM Ending cash & MM	2018 R2 Budget											
	January	February	March	April	May	June	July	August	September	October	November	December
	19,000,000	20,400,000	17,800,000	17,700,000	13,900,000	13,000,000	15,800,000	14,400,000	15,700,000	17,200,000	14,800,000	18,100,000
	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	19,010,000	20,410,000	17,810,000	17,710,000	13,910,000	13,010,000	15,810,000	14,410,000	15,710,000	17,210,000	14,810,000	18,110,000
	(28,653,298)	(11,522,562)	(12,143,651)	(13,249,709)	(12,974,034)	(13,751,122)	(16,010,687)	(13,675,485)	(14,988,146)	(17,133,101)	(18,752,720)	(20,759,756)
	(9,643,298)	8,887,438	5,666,349	4,460,291	935,966	(741,122)	(200,687)	734,515	721,854	76,899	(3,942,720)	(2,649,756)
	-	-	-	-	-	-	-	-	-	-	-	-
	34,520,000	24,876,702	33,764,141	39,430,490	43,890,781	44,826,747	44,085,625	43,884,938	44,619,453	45,341,307	45,418,206	41,475,486
	24,876,702	33,764,141	39,430,490	43,890,781	44,826,747	44,085,625	43,884,938	44,619,453	45,341,307	45,418,206	41,475,486	38,825,731

Future Commitments

Renewable Incentives	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000	6,300,000
Efficiency Incentives	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000	76,600,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000	87,900,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Income Statement - Actual and YTD Budget Comparison
For the Five Months Ending May 31, 2017
(Unaudited)

	May				YTD			
	Actual	Budget	Budget Variance	Variance %	Actual	Budget	Budget Variance	Variance %
<u>REVENUES</u>								
Public Purpose Funds-PGE	2,957,165	2,884,303	72,861	3%	17,571,956	16,804,913	767,042	5%
Public Purpose Funds-PacifiCorp	2,273,287	2,045,137	228,150	11%	13,295,351	11,938,403	1,356,948	11%
Public Purpose Funds-NW Natural	1,752,600	1,566,950	185,650	12%	12,532,504	11,666,422	866,083	7%
Public Purpose Funds-Cascade	190,039	180,592	9,446	5%	1,704,962	1,424,994	279,968	20%
Public Purpose Funds-Avista	17,090	64,569	(47,479)	-74%	550,888	509,494	41,394	8%
Total Public Purpose Funds	7,190,180	6,741,552	448,628	7%	45,655,660	42,344,226	3,311,435	8%
Incremental Funds - PGE	5,165,298	4,848,374	316,924	7%	27,752,607	28,784,057	(1,031,450)	-4%
Incremental Funds - PacifiCorp	2,670,067	2,028,062	642,004	32%	15,887,808	12,330,857	3,556,951	29%
NW Natural - Industrial DSM			-		1,720,596	1,720,596	-	
NW Natural - Washington			-		544,100	544,100	-	
Revenue from Investments	31,282	20,000	11,282	56%	131,240	130,000	1,240	1%
TOTAL REVENUE	15,056,827	13,637,988	1,418,839	10%	91,692,011	85,853,836	5,838,175	7%
<u>EXPENSES</u>								
Program Subcontracts	4,722,536	4,728,815	6,279	0%	22,951,041	23,457,677	506,637	2%
Incentives	9,350,298	7,575,212	(1,775,086)	-23%	28,859,835	28,515,656	(344,179)	-1%
Salaries and Related Expenses	1,116,732	1,150,510	33,778	3%	5,611,615	5,723,886	112,271	2%
Professional Services	496,281	846,995	350,713	41%	2,155,350	3,896,307	1,740,957	45%
Supplies	3,170	4,050	880	22%	13,317	20,250	6,933	34%
Telephone	3,727	5,825	2,098	36%	23,679	29,125	5,446	19%
Postage and Shipping Expenses	778	1,500	722	48%	4,913	7,500	2,587	34%
Occupancy Expenses	83,504	79,203	(4,301)	-5%	385,304	396,014	10,710	3%
Noncapitalized Equip. & Depr.	101,776	113,915	12,139	11%	480,355	541,483	61,128	11%
Call Center	10,594	16,667	6,072	36%	59,001	83,333	24,332	29%
Printing and Publications	1004.42	2,004	1,000	50%	2944.45	7,521	4,576	61%
Travel	20,716	17,753	(2,963)	-17%	80,273	84,430	4,157	5%
Conference, Training & Mtng Exp	18,333	16,537	(1,795)	-11%	84,416	76,687	(7,729)	-10%
Interest Expense and Bank Fees		125	125	100%	1677.92	3,125	1,447	46%
Insurance	9,425	9,167	(258)	-3%	43,854	45,833	1,980	4%
Miscellaneous Expenses	6,855	250	(6,605)	-2642%	17,951	1,250	(16,701)	-1336%
Dues, Licenses and Fees	17,749	12,200	(5,549)	-45%	89,685	64,324	(25,361)	-39%
TOTAL EXPENSES	15,963,478	14,580,728	(1,382,751)	-9%	60,865,211	62,954,401	2,089,190	3%
TOTAL REVENUE LESS EXPENSES	(906,651)	(942,740)	36,089	4%	30,826,800	22,899,435	7,927,365	35%

Energy Trust of Oregon
Income Statement - Actual and Prior Yr Comparison
For the Five Months Ending May 31, 2017
(Unaudited)

	May				YTD			
	Actual	Actual Prior Year	Prior Year Variance	Variance %	Actual	Actual Prior Year	Prior Year Variance	Variance %
<u>REVENUES</u>								
Public Purpose Funds-PGE	2,957,165	2,787,089	170,076	6%	17,571,956	16,238,496	1,333,460	8%
Public Purpose Funds-PacifiCorp	2,273,287	2,114,050	159,237	8%	13,295,351	12,340,371	954,980	8%
Public Purpose Funds-NW Natural	1,752,600	1,209,562	543,038	45%	12,532,504	9,005,560	3,526,944	39%
Public Purpose Funds-Cascade	190,039	122,000	68,039	56%	1,704,962	962,658	742,303	77%
Public Purpose Funds-Avista	17,090		17,090		550,888	46800	504,088	
Total Public Purpose Funds	7,190,180	6,232,701	957,480	15%	45,655,660	38,593,885	7,061,776	18%
Incremental Funds - PGE	5,165,298	3,161,812	2,003,486	63%	27,752,607	18,771,198	8,981,409	48%
Incremental Funds - PacifiCorp	2,670,067	1,556,461	1,113,606	72%	15,887,808	9,463,467	6,424,341	68%
NW Natural - Industrial DSM					1,720,596	1,009,017	711,579	71%
NW Natural - Washington					544,100	768,840	(224,740)	-29%
Revenue from Investments	31,282	57,684	(26,402)	-46%	131,240	320,558	(189,318)	-59%
TOTAL REVENUE	15,056,827	11,008,658	4,048,169	37%	91,692,011	68,926,964	22,765,047	33%
<u>EXPENSES</u>								
Program Subcontracts	4,722,536	4,334,526	(388,010)	-9%	22,951,041	21,373,393	(1,577,647)	-7%
Incentives	9,350,298	6,843,571	(2,506,727)	-37%	28,859,835	25,798,255	(3,061,580)	-12%
Salaries and Related Expenses	1,116,732	1,017,514	(99,219)	-10%	5,611,615	5,009,603	(602,012)	-12%
Professional Services	496,281	506,164	9,883	2%	2,155,350	2,786,956	631,606	23%
Supplies	3,170	2,601	(570)	-22%	13,317	13,205	(111)	-1%
Telephone	3,727	5,118	1,391	27%	23,679	24,488	809	3%
Postage and Shipping Expenses	778	807	30	4%	4,913	4,988	75	1%
Occupancy Expenses	83,504	73,013	(10,491)	-14%	385,304	285,657	(99,647)	-35%
Noncapitalized Equip. & Depr.	101,776	92,994	(8,782)	-9%	480,355	481,976	1,621	0%
Call Center	10,594	14,403	3,809	26%	59,001	74,101	15,100	20%
Printing and Publications	1,004		(1,004)		2,944	1,022	(1,922)	-188%
Travel	20,716	12,615	(8,101)	-64%	80,273	84,836	4,563	5%
Conference, Training & Mtng Exp	18,333	17,336	(997)	-6%	84,416	72,248	(12,169)	-17%
Interest Expense and Bank Fees					1,678	1,621	(57)	-4%
Insurance	9,425	7,985	(1,440)	-18%	43,854	41,926	(1,927)	-5%
Miscellaneous Expenses	6,855	21,079	14,225	67%	17,951	53,830	35,879	67%
Dues, Licenses and Fees	17,749	9,809	(7,940)	-81%	89,685	41,733	(47,952)	-115%
TOTAL EXPENSES	15,963,478	12,959,535	(3,003,944)	-23%	60,865,211	56,149,839	(4,715,372)	-8%
TOTAL REVENUE LESS EXPENSES	(906,651)	(1,950,876)	1,044,225	54%	30,826,800	12,777,125	18,049,675	141%

Energy Trust of Oregon
Statement of Functional Expenses
For the Five Months Ending May 31, 2017
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives	22,126,402	6,733,433	28,859,835				28,859,835	28,515,656	(344,179)	-1%
Program Management & Delivery	22,752,769	198,271	22,951,041				22,951,041	23,457,677	506,636	2%
Payroll and Related Expenses	1,610,151	483,371	2,093,522	1,033,397	687,327	1,720,724	3,814,246	3,828,526	14,280	0%
Outsourced Services	1,217,951	352,586	1,570,537	201,603	272,126	473,728	2,044,265	3,694,408	1,650,143	45%
Planning and Evaluation	995,553	33,092	1,028,645	735		735	1,029,380	1,194,180	164,800	14%
Customer Service Management	148,302	59,315	207,617				207,617	229,575	21,958	10%
Trade Allies Network	136,211	9,271	145,481				145,481	164,309	18,828	11%
Total Program Expenses	48,987,339	7,869,339	56,856,678	1,235,735	959,453	2,195,187	59,051,865	61,084,331	2,032,466	3%
Program Support Costs										
Supplies	3,144	1,046	4,189	4,088	1,553	5,641	9,830	14,806	4,976	34%
Postage and Shipping Expenses	887	294	1,180	1,871	401	2,272	3,452	5,291	1,839	35%
Telephone	1,097	364	1,461	611	496	1,107	2,568	3,491	923	26%
Printing and Publications	467	89	556	1,969	122	2,090	2,646	6,275	3,629	58%
Occupancy Expenses	111,719	37,007	148,726	62,161	50,507	112,668	261,394	269,233	7,839	3%
Insurance	12,715	4,212	16,927	7,075	5,748	12,823	29,751	31,160	1,409	5%
Equipment	1,633	63,797	65,430	909	738	1,647	67,078	52,557	(14,521)	-28%
Travel	10,657	9,527	20,184	21,214	22,555	43,768	63,952	75,681	11,729	15%
Meetings, Trainings & Conferences	15,562	13,588	29,150	22,744	7,886	30,629	59,779	48,187	(11,592)	-24%
Interest Expense and Bank Fees				1,678		1,678	1,678	3,125	1,447	46%
Depreciation & Amortization	9,636	3,192	12,828	5,362	4,356	9,718	22,547	25,016	2,469	10%
Dues, Licenses and Fees	46,956	4,560	51,515	6,955	10,256	17,211	68,726	50,332	(18,394)	-37%
Miscellaneous Expenses	16,510	195	16,705	327	266	594	17,299	850	(16,449)	-1935%
IT Services	795,538	104,944	900,482	178,972	123,192	302,164	1,202,646	1,284,067	81,421	6%
Total Program Support Costs	1,026,519	242,814	1,269,334	315,935	228,077	544,012	1,813,346	1,870,070	56,724	3%
TOTAL EXPENSES	50,013,858	8,112,154	58,126,012	1,551,672	1,187,527	2,739,199	60,865,211	62,954,401	2,089,191	3%

OPUC Measure vs. 8%

4.4%

Program Support Costs	1,269,334
Total Administrative Expenses	2,739,199
Total Support and Administrative	4,008,533
	<i>divided by</i>
Total Utility Revenue (without Int Income)	91,560,771
OPUC %	4.4%

ENERGY TRUST OF OREGON
Summary of All Units
For the Five Months Ending May 31, 2017

	ENERGY EFFICIENCY									
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Avista	Oregon Total	NWN WA	ETO Total
REVENUES										
Public Purpose Funding	13,625,950	10,366,485	23,992,435	-	12,532,504	1,704,962	550,888	38,780,789	-	38,780,789
Incremental Funding	27,752,607	15,887,808	43,640,415	1,720,596				45,361,011	544,100	45,905,111
Contributions										
Revenue from Investments										
TOTAL PROGRAM REVENUE	41,378,557	26,254,293	67,632,850	1,720,596	12,532,504	1,704,962	550,888	84,141,800	544,100	84,685,900
EXPENSES										
Program Management (Note 3)	1,370,581	889,227	2,259,809	63,381	247,329	30,759	14,080	2,615,359	42,913	2,658,272
Program Delivery	10,638,048	6,893,461	17,531,507	279,867	2,051,080	292,271	87,495	20,242,219	215,308	20,457,527
Incentives	11,533,523	7,455,037	18,988,560	277,273	2,132,106	235,870	102,325	21,736,135	390,267	22,126,402
Program Eval & Planning Svcs.	715,308	479,267	1,194,575	17,344	145,909	13,291	7,779	1,378,897	21,313	1,400,210
Program Marketing/Outreach	886,946	578,527	1,465,473	8,562	272,877	20,133	13,933	1,780,977	17,218	1,798,195
Program Legal Services	-	-	-	-	-	-	-	-	-	-
Program Quality Assurance	6,385.00	3,629.00	10,014.00	-	1,240.00	135.00	37.00	11,425.00	-	11,425.00
Outsourced Services	125,951	86,273	212,226	4,887	27,821	2,433	1,440	248,808	1,988	250,796
Trade Allies & Cust. Svc. Mgmt.	130,663	85,457	216,120	1,622	48,380	3,125	2,419	271,667	12,847	284,514
IT Services	368,791	252,238	621,029	6,638	134,137	8,387	7,068	777,258	18,278	795,536
Other Program Expenses - all	114,734	77,130	191,865	2,997	21,013	2,458	1,131	219,465	11,516	230,981
TOTAL PROGRAM EXPENSES	25,890,930	16,800,246	42,691,178	662,571	5,081,892	608,862	237,707	49,282,210	731,648	50,013,858
ADMINISTRATIVE COSTS										
Management & General (Notes 1 & 2)	691,157	448,480	1,139,639	17,687	135,660	16,254	6,346	1,315,586	19,532	1,335,118
Communications & Customer Svc (Notes 1 & 2)	528,958	343,233	872,190	13,537	103,825	12,438	4,857	1,006,847	14,947	1,021,794
Total Administrative Costs	1,220,115	791,713	2,011,829	31,224	239,485	28,692	11,203	2,322,433	34,479	2,356,912
TOTAL PROG & ADMIN EXPENSES	27,111,045	17,591,959	44,703,007	693,795	5,321,377	637,554	248,910	51,604,643	766,127	52,370,770
TOTAL REVENUE LESS EXPENSES	14,267,512	8,662,334	22,929,843	1,026,801	7,211,127	1,067,408	301,978	32,537,157	(222,027)	32,315,130
NET ASSETS - RESERVES										
Cumulative Carryover at 12/31/16	6,507,279	644,839	7,152,117	1,028,150	1,485,656	-	68,620	9,734,531	283,171	10,017,701
Net Assets Reattributed from prior year						(335,865)		(335,865)		(335,865)
Change in net assets this year	14,267,512	8,662,334	22,929,843	1,026,801	7,211,127	1,067,408	301,978	32,537,157	(222,027)	32,315,130
Ending Net Assets - Reserves	20,774,791	9,307,173	30,081,960	2,054,951	8,696,783	731,543	370,598	41,935,823	61,144	41,996,966
Ending Reserve by Category										
Program Reserves (Efficiency and Renewables)	20,774,791	9,307,173	30,081,960	2,054,951	8,696,783	731,543	370,598	41,935,823	61,144	41,996,966
Operational Contingency Pool										
Emergency Contingency Pool										
TOTAL NET ASSETS CUMULATIVE	20,774,791	9,307,173	30,081,960	2,054,951	8,696,783	731,543	370,598	41,935,823	61,144	41,996,966

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.

Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.

Note 3) Program Management costs include both outsourced and internal staff.

ENERGY TRUST OF OREGON
Summary of All Units
For the Five Months Ending May 31, 2017

	RENEWABLE ENERGY				TOTAL			
	PGE	PacifiCorp	Total	Other	All Programs	Approved budget	Change	% Change
REVENUES								
Public Purpose Funding	3,946,006	2,928,866	6,874,872	-	45,655,660	42,344,225	3,311,435	8%
Incremental Funding Contributions					45,905,111	43,379,610	2,525,501	6%
Revenue from Investments				131,240	131,240	130,000	1,240	1%
TOTAL PROGRAM REVENUE	3,946,006	2,928,866	6,874,872	131,240	91,692,011	85,853,836	5,838,175	7%
EXPENSES								
Program Management (Note 3)	283,173	204,365	487,538		3,145,810	3,223,636	77,826	2%
Program Delivery	113,317	80,788	194,104		20,651,631	20,629,144	(22,487)	0%
Incentives	4,002,091	2,731,342	6,733,433		28,859,835	28,515,656	(344,179)	-1%
Program Eval & Planning Svcs.	19,216	13,875	33,092		1,433,302	2,117,125	683,823	32%
Program Marketing/Outreach	75,002	51,241	126,244		1,924,439	2,400,191	475,752	20%
Program Legal Services	-	-	-		-	8,334	8,334	100%
Program Quality Assurance	-	-	-		11,425.00	35,417	23,992	68%
Outsourced Services	91,647	134,696	226,343		477,139	975,312	498,173	51%
Trade Allies & Cust. Svc. Mgmt.	41,643	26,942	68,585		353,099	389,718	36,619	9%
IT Services	61,375	43,570	104,945		900,481	936,746	36,265	4%
Other Program Expenses - all	81,617	56,253	137,870		368,851	338,926	(29,925)	-9%
TOTAL PROGRAM EXPENSES	4,769,081	3,343,072	8,112,154	-	58,126,012	59,570,205	1,444,193	2%
ADMINISTRATIVE COSTS								
Management & General (Notes 1 & 2)	127,311	89,243	216,554		1,551,672	1,767,672	215,999	12%
Communications & Customer Svc (Notes 1 & 2)	97,433	68,300	165,733		1,187,527	1,616,528	429,001	27%
Total Administrative Costs	224,744	157,543	382,287		2,739,199	3,384,200	645,001	19%
TOTAL PROG & ADMIN EXPENSES	4,993,825	3,500,615	8,494,441		60,865,211	62,954,401	2,089,190	3%
TOTAL REVENUE LESS EXPENSES	(1,047,819)	(571,749)	(1,619,569)	131,240	30,826,800	22,899,434	(7,927,366)	35%
NET ASSETS - RESERVES								
Cumulative Carryover at 12/31/16	7,543,333	7,376,941	14,920,276	8,935,944	33,873,921	32,329,685	1,544,236	5%
Net Assets Reattributed from prior year				335,865	-			
Change in net assets this year	(1,047,819)	(571,749)	(1,619,569)	131,240	30,826,800	22,899,434	7,927,366	35%
Ending Net Assets - Reserves	6,495,514	6,805,192	13,300,707	9,403,049	64,700,722	55,229,119	(9,471,603)	17%
Ending Reserve by Category								
Program Reserves (Efficiency and Renewables)	6,495,514	6,805,192	13,300,707		64,700,722	55,229,119	(9,471,603)	
Operational Contingency Pool				4,403,049				
Emergency Contingency Pool				5,000,000				
TOTAL NET ASSETS CUMULATIVE	6,495,514	6,805,192	13,300,707	9,403,049	64,700,722	55,229,119	(9,471,603)	17%

Energy Trust of Oregon
Program Expense by Service Territory
For the Five Months Ending May 31, 2017
(Unaudited)

	PGE	Pacific Power	Subtotal Elec.	NWN Industrial	NW Natural Gas	Cascade	Avista	Subtotal Gas	Oregon Total	NWN WA	ETO Total	YTD Budget	Variance	% Var
Energy Efficiency														
Commercial														
Existing Buildings	9,210,663	5,428,840	14,639,503	291,523	971,274	277,914	52,901	1,593,611	16,233,114	319,521	16,552,635	17,449,302	896,667	5%
New Buildings	2,675,583	1,921,173	4,596,756	23,358	429,485	67,575	32,255	552,673	5,149,429		5,149,429	6,605,842	1,456,413	22%
NEEA	581,652	404,199	985,851		87,167	9,334		96,501	1,082,352	9,813	1,092,165	1,060,435	(31,730)	-3%
Total Commercial	12,467,898	7,754,212	20,222,110	314,880	1,487,926	354,823	85,156	2,242,785	22,464,895	329,334	22,794,229	25,115,579	2,321,350	9%
Industrial														
Production Efficiency	5,652,520	4,051,305	9,703,825	378,916	196,962	76,167	12,851	664,895	10,368,720		10,368,720	9,170,206	(1,198,514)	-13%
NEEA	174,557	121,303	295,860						295,860		295,860	95,884	(199,976)	-209%
Total Industrial	5,827,077	4,172,607	9,999,685	378,916	196,962	76,167	12,851	664,895	10,664,580	-	10,664,580	9,266,090	(1,398,490)	-15%
Residential														
Existing Homes	2,243,625	1,801,371	4,044,996	-	2,211,934	52,223	118,888	2,383,044	6,428,040	154,432	6,582,472	7,627,780	1,045,308	14%
New Homes/Products	5,559,267	3,159,695	8,718,962	-	1,075,882	117,005	32,014	1,224,901	9,943,863	243,110	10,186,973	11,332,855	1,145,882	10%
NEEA	1,013,181	704,075	1,717,256		348,674	37,338		386,012	2,103,269	39,251	2,142,520	2,049,225	(93,295)	-5%
Total Residential	8,816,072	5,665,141	14,481,214	-	3,636,490	206,566	150,902	3,993,958	18,475,172	436,793	18,911,965	21,009,860	2,097,895	10%
Energy Efficiency Program Costs	27,111,045	17,591,959	44,703,007	693,795	5,321,377	637,554	248,910	6,901,638	51,604,643	766,127	52,370,770	55,391,529	3,020,755	5%
Renewables														
Solar Electric (Photovoltaic)	3,178,398	2,052,094	5,230,492						5,230,492		5,230,492	4,854,971	(375,521)	-8%
Other Renewable	1,815,427	1,448,521	3,263,948						3,263,948		3,263,948	2,707,901	(556,047)	-21%
Renewables Program Costs	4,993,825	3,500,615	8,494,441	-	-	-	-	-	8,494,440	-	8,494,440	7,562,872	(931,568)	-12%
Cost Grand Total	32,104,870	21,092,574	53,197,448	693,795	5,321,377	637,554	248,910	6,901,638	60,099,083	766,127	60,865,211	62,954,401	2,089,190	3%

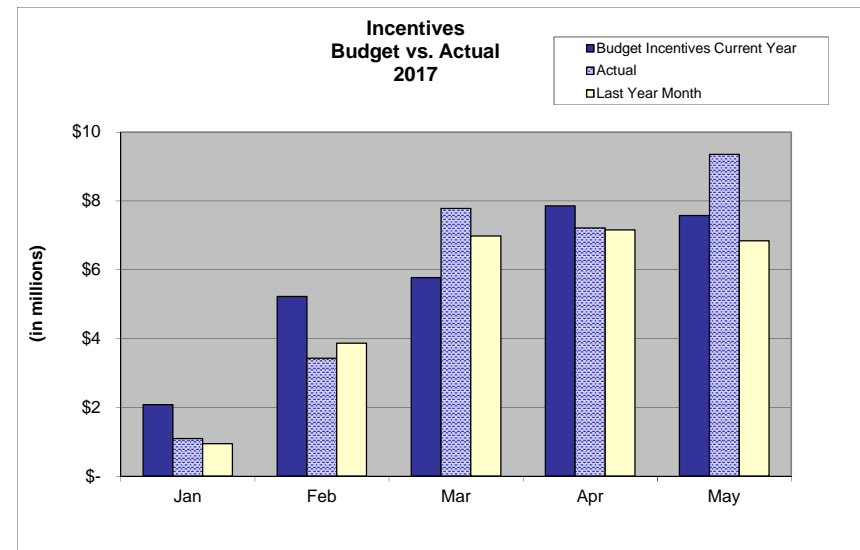
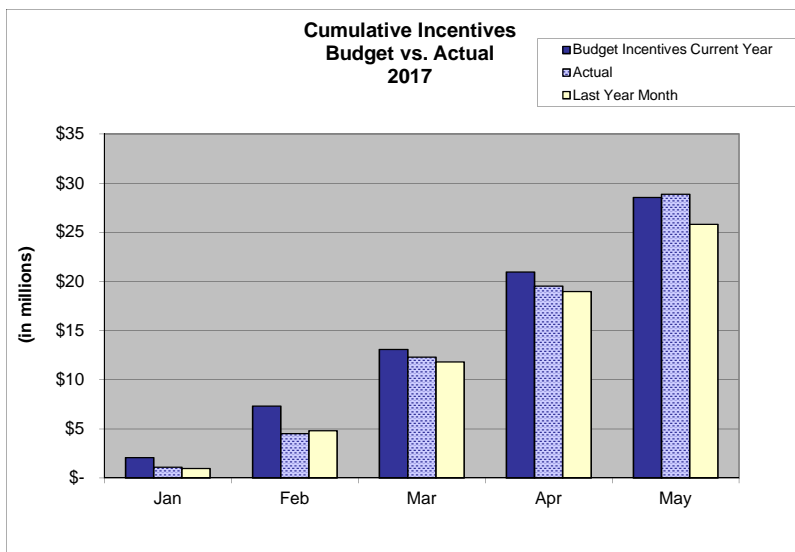
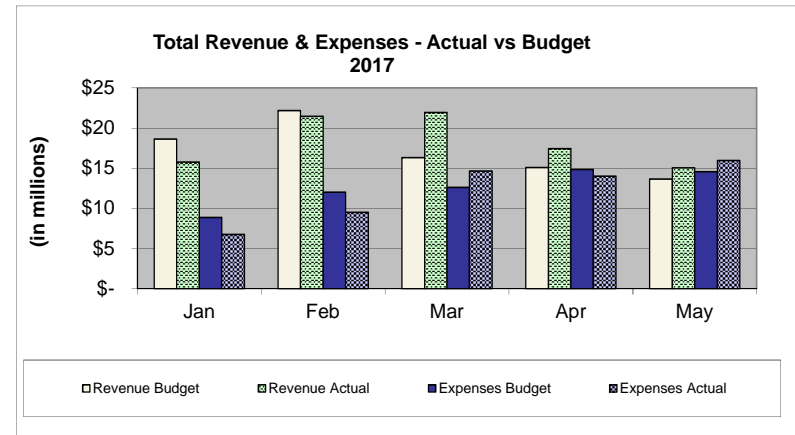
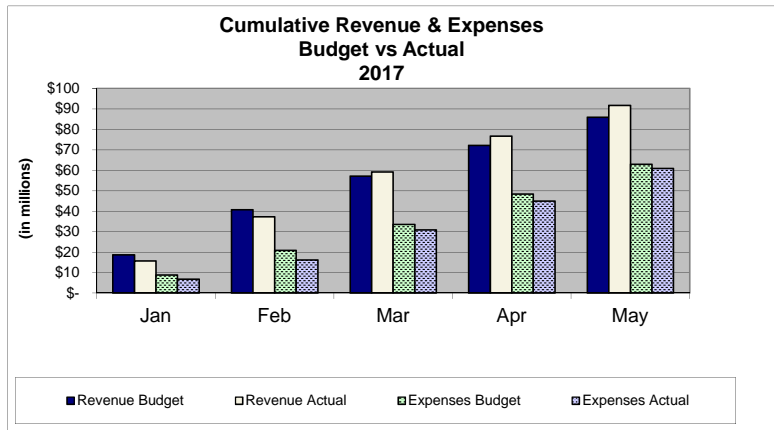
Energy Trust of Oregon
Administrative Expenses
For the Five Months Ending May 31, 2017
(Unaudited)

EXPENSES	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTERLY			YTD			QUARTERLY			YTD		
	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE
Outsourced Services	\$99,794	\$219,292	\$119,498	\$190,022	\$308,319	\$118,298	\$133,842	\$355,250	\$221,408	\$272,126	\$592,083	\$319,958
Legal Services	4,356	3,000	(1,356)	11,581	5,000	(6,581)						
Salaries and Related Expenses	424,609	663,679	239,070	1,033,397	1,106,131	72,734	259,083	429,351	170,269	687,327	715,586	28,259
Supplies	540	1,500	960	2,339	2,500	161	42	250	208	132	417	285
Postage and Shipping Expenses	141	625	484	1,378	1,042	(336)						
Printing and Publications	747	1,125	378	1,819	1,875	56		2,875	2,875		2,292	2,292
Travel	11,020	15,362	4,343	21,214	25,604	4,391	14,731	11,250	(3,481)	22,555	18,750	(3,804)
Conference, Training & Mtngs	13,694	16,462	2,768	22,744	24,437	1,694	4,011	3,125	(886)	7,886	5,208	(2,677)
Interest Expense and Bank Fees		375	375	1,678	3,125	1,447						
Dues, Licenses and Fees	3,630	4,137	507	6,939	7,496	557	2,600	4,125	1,525	10,243	6,875	(3,368)
Shared Allocation (Note 1)	31,755	51,008	19,253	78,853	85,014	6,161	25,872	39,966	14,094	64,069	66,610	2,541
IT Service Allocation (Note 2)	67,489	118,951	51,462	178,972	194,740	15,768	46,455	93,200	46,745	123,192	152,582	29,389
Planning & Eval	298	1,501	1,203	735	2,388	1,653		35,283	35,283		56,126	56,126
TOTAL EXPENSES	658,072	1,097,019	438,947	1,551,672	1,767,671	216,002	486,635	974,675	488,041	1,187,527	1,616,529	428,999

Note 1) Represents allocation of Shared (General Office Management) Costs

Note 2) Represents allocation of Shared IT Costs

Administrative Expenses 2nd Month of Quarter



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For contracts with costs
through: 6/1/2017

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			13,314,803	4,484,087	8,830,717		
Communications							
Communications Total:			3,996,506	2,219,230	1,777,276		
Energy Efficiency							
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	33,662,505	16,551,142	17,111,363	1/1/2015	7/1/2020
ICF Resources, LLC	2017 BE PMC	Fairfax	14,232,588	5,157,718	9,074,870	1/1/2017	12/31/2017
CLEAResult Consulting Inc	2017 HES PMC	Austin	6,540,508	2,232,440	4,308,068	1/1/2017	12/31/2017
CLEAResult Consulting Inc	2017 NBE PMC	Austin	6,207,078	2,305,359	3,901,719	1/1/2017	12/31/2017
Northwest Energy Efficiency Alliance	Regional Gas EE Initiative	Portland	6,200,354	1,866,216	4,334,138	1/1/2015	7/1/2020
Lockheed Martin Corporation	2017 MF PMC	Grand Prairie	4,586,068	1,716,078	2,869,990	1/1/2017	12/31/2017
Ecova Inc	2017 Products PMC	Spokane	3,907,587	1,391,472	2,516,115	1/1/2017	12/31/2017
Energy 350 Inc	PDC - PE 2017	Portland	3,144,460	1,351,735	1,792,725	1/1/2017	12/31/2017
CLEAResult Consulting Inc	2017 NH PMC	Austin	3,137,693	1,082,785	2,054,908	1/1/2017	12/31/2017
Intel Corporation	EE Project Incentive Agmt	Hillsboro	2,400,000	0	2,400,000	11/13/2015	12/31/2019
Portland General Electric	PDC - PE 2017	Portland	2,017,000	948,685	1,068,315	1/1/2017	12/31/2017
Northwest Power & Conservation Council	RTF Funding Agreement		1,825,000	989,020	835,980	2/25/2015	12/31/2019
Cascade Energy, Inc.	PDC - PE 2017	Walla Walla	1,784,368	753,067	1,031,301	1/1/2017	12/31/2017
RHT Energy Inc.	PDC - PE 2017	Medford	1,740,434	685,460	1,054,974	1/1/2017	12/31/2017
Evergreen Consulting Group, LLC	PE Lighting PDC 2017	Tigard	1,555,700	594,881	960,819	1/1/2017	12/31/2017
Clean Energy Works, Inc.	EE Incentive & Services Agmt	Portland	457,550	411,270	46,280	7/1/2014	12/31/2017
SBW Consulting, Inc.	PE Program Impact Evaluation	Bellevue	450,000	387,253	62,747	5/1/2016	7/31/2017
Michaels Energy, Inc.	New Buildings '14 Impact Evalu	La Crosse	328,000	327,997	3	5/23/2016	5/31/2017
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
CLEAResult Consulting Inc	2017 HES WA PMC	Austin	285,746	106,605	179,141	1/1/2017	12/31/2017
ICF Resources, LLC	2017 BE DSM PMC	Fairfax	274,746	73,066	201,680	1/1/2017	12/31/2017
EnergySavvy Inc.	Optix Engage Online Audit Tool	Seattle	273,600	123,167	150,433	6/1/2016	5/31/2018
Pivotal Energy Solutions LLC	License Agreement	Gilbert	270,500	147,112	123,388	3/1/2014	12/31/2017
Balanced Energy Solutions LLC	New Homes QA Inspections	Portland	248,625	88,917	159,708	4/27/2015	12/31/2017
ICF Resources, LLC	2017 BE NWN WA PMC	Fairfax	246,200	73,830	172,370	1/1/2017	12/31/2017
Alternative Energy Systems Consulting, Inc.	PE Mobile App Scoping Tool	Carlsbad	229,830	207,365	22,465	6/1/2016	9/30/2017
Alliance For Sustainable Energy, LLC	Technical Services Agreement	Lakewood	104,989	89,215	15,774	10/30/2015	11/30/2017
Alternative Energy Systems Consulting, Inc.	PE Review of Technical Studies	Carlsbad	100,000	0	100,000	5/22/2017	12/31/2017

For contracts with costs
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1000 Broadway Building L.P.	Pay-for-Performance Pilot	Portland	88,125	58,750	29,375	10/17/2014	11/1/2018
CLEAResult Consulting Inc	Professional Services/Trans	Austin	81,688	59,735	21,953	10/15/2014	10/15/2017
WegoWise Inc	benchmarking license	Boston	77,472	30,400	47,072	6/15/2014	12/31/2018
KEMA Incorporated	EB & SEM Evaluation	Oakland	70,202	16,242	53,961	5/1/2017	5/31/2018
Abt SRBI Inc.	Fast Feedback Surveys 2017	New York	66,500	16,626	49,874	2/1/2017	2/28/2018
Apex Analytics LLC	Nest Seasonal Savings Eval	Boulder	59,000	21,143	37,858	8/29/2016	12/31/2017
The Cadmus Group Inc.	Existing Homes Pilot Eval	Watertown	53,000	41,321	11,679	2/18/2016	12/31/2017
Green Motors Practice Group	Green Motors Incentive Funding	Boise	50,000	6,387	43,613	1/1/2017	12/31/2017
KEMA Incorporated	O&M & SEM Persistence Research	Oakland	45,000	9,754	35,246	12/1/2016	9/30/2017
MetaResource Group	Intel DX1 Mod 1&2 Megaproject	Portland	45,000	29,276	15,724	4/1/2015	12/31/2017
Research Into Action, Inc.	Evaluation MHR Pilot	Portland	45,000	0	45,000	5/1/2017	2/28/2019
Brightworks Sustainability LLC	Net Zero Fellowship Grant Agmt	Portland	37,000	0	37,000	4/5/2017	8/31/2018
Cadeo Group LLC	Evaluation Consulting	Washington	35,000	1,881	33,119	4/25/2017	12/31/2017
KEMA Incorporated	Billing Analysis Review	Oakland	35,000	3,351	31,649	3/15/2015	12/31/2017
The Cadmus Group Inc.	Air Conditioning Measures	Watertown	32,950	20,210	12,741	8/22/2016	8/22/2018
Northwest Energy Efficiency Council	Tool Lending Lbry Sponsorship	Seattle	30,500	30,500	0	9/21/2016	12/31/2017
Research Into Action, Inc.	Professional Services	Portland	29,590	21,570	8,020	9/1/2014	8/31/2017
BASE zero LLC	Quality Assurance Services	Bend	27,325	17,100	10,225	3/1/2016	12/31/2017
Abt SRBI Inc.	NH Gas Fireplace Survey 16-17	New York	25,697	0	25,697	4/12/2016	7/31/2017
Energy Center of Wisconsin	Billing Analysis Review	Madison	25,000	1,710	23,290	3/15/2015	12/31/2017
Northwest Food Processors Association	NW Industrial EE Summit 2017	Portland	25,000	0	25,000	1/1/2017	12/31/2017
Sustainable Northwest	Klamath Industiral/Ag Programs	Portland	24,992	15,620	9,372	1/1/2017	11/1/2017
Forrest Marketing	Indoor Cannabis MarketResearch	Portland	24,500	14,700	9,800	3/8/2017	9/30/2017
Consortium for Energy Efficiency	Perform. Benchmark Sponsorship		22,255	22,255	0	1/1/2017	12/31/2017
Consortium for Energy Efficiency	Membership Dues - 2017		21,448	21,448	0	1/1/2017	12/31/2017
Ecotope, Inc.	NB VRF Pilot Evaluation	Seattle	20,000	13,940	6,060	1/1/2016	7/31/2017
Energy 350 Inc	Professional Services	Portland	19,528	19,528	0	12/10/2014	12/10/2018
EES Consulting, Inc	Professional Services Agmt	Kirkland	14,800	4,770	10,030	10/1/2016	9/30/2018
Flink Energy Consulting	Smart Grid Modeling	Portland	12,120	12,120	0	7/12/2016	7/30/2017
FMYI, INC	Subscription Agreement	Portland	11,150	5,150	6,000	4/25/2016	11/1/2017
American Council for and Energy Efficient Economy	Intelligen Effncy Sponsorship		10,000	10,000	0	4/4/2017	12/31/2017
American Council for and Energy Efficient Economy	EE & Wtr Consvr. Sponsorship		10,000	10,000	0	4/4/2017	12/31/2017
Bridgetown Printing Company	2017 Bill Insert	Portland	9,764	9,674	90	1/18/2017	12/31/2017
Evergreen Economics	NH Gas Fireplace Survey	Portland	9,020	1,875	7,145	4/12/2016	7/31/2017
The Leede Research Group Inc	Evaluation Consultant	Manitowoc	9,000	0	9,000	5/1/2017	12/31/2017

For contracts with costs
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City of Portland Bureau of Planning & Sustainability	Sponsorship - 2017	Portland	8,000	8,000	0	1/5/2017	12/31/2017
Northwest Energy Efficiency Council	BOC 2017 Sponsorship	Seattle	6,000	6,000	0	2/14/2017	12/31/2017
KEMA Incorporated	New Bldg Impact Evaluation	Oakland	5,000	4,798	202	5/1/2017	7/31/2017
Social Enterprises Inc.	GoGreen Sponsorship - 2017	Portland	5,000	5,000	0	3/21/2017	12/31/2017
The Cadmus Group Inc.	New Bldg Program Impact Eval	Watertown	5,000	0	5,000	4/20/2017	8/31/2017
Energy Efficiency Total:			97,742,755	40,532,688	57,210,066		

Joint Programs

E Source Companies LLC	E Source Service Agreement	Boulder	133,350	133,350	0	2/1/2014	1/31/2018
Portland State University	GIS Data Research		71,992	0	71,992	1/1/2017	9/30/2017
Structured Communications Systems, Inc.	ShoreTel Phone System Install		65,345	65,287	59	1/1/2017	12/31/2017
CoStar Realty Information Inc	Property Data	Baltimore	40,820	38,973	1,847	6/1/2011	5/31/2017
Grounded Research and Consulting, LLC	Education Background Research	Oakland	25,000	23,753	1,247	3/13/2017	6/30/2017
American Council for and Energy Efficient Economy	ACEEE Sponsorship - 2017		12,500	12,500	0	1/1/2017	12/31/2017
Navigant Consulting Inc	Resource Assessment Updates	Boulder	10,600	0	10,600	8/26/2016	8/26/2018
Joint Programs Total:			359,607	273,862	85,745		

Renewable Energy

Clean Water Services	Project Funding Agreement		3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
Oregon Institute of Technology	Geothermal Resource Funding	Klamath Falls	1,550,000	1,550,000	0	9/11/2012	9/11/2032
Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Mount Vernon	1,000,000	1,000,000	0	10/25/2012	10/25/2027
Three Sisters Irrigation District	TSID Hydro	Sisters	1,000,000	1,000,000	0	4/25/2012	9/30/2032
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	900,000	900,000	0	4/1/2014	4/1/2034
Klamath Falls Solar 2 LLC	PV Project Funding Agreement	San Mateo	850,000	0	850,000	7/11/2016	7/10/2041
Deschutes Valley Water District	Opal Springs Hydro Project	Madras	750,000	0	750,000	12/5/2016	12/4/2036
Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Lake Oswego	490,000	490,000	0	5/29/2015	5/28/2030
City of Medford	750kW Combined Heat & Power	Medford	450,000	450,000	0	10/20/2011	10/20/2031
City of Pendleton	Pendleton Microturbines	Pendleton	450,000	150,000	300,000	4/20/2012	4/20/2032
RES - Ag FGO LLC	Biogas Manure Digester Project	Washington	441,660	441,660	0	10/27/2010	10/27/2025
RES - Ag FGO LLC	Biogas Manure Digester - FGO	Washington	441,660	438,660	3,000	10/27/2010	10/27/2025
Clean Power Research, LLC	PowerClerk License	Napa	383,068	380,398	2,670	7/1/2014	6/30/2017
SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Bethesda	355,412	355,412	0	5/15/2014	12/31/2034
City of Gresham	City of Gresham Cogen 2		350,000	334,523	15,477	4/9/2014	7/9/2034
Farmers Conservation Alliance	Outreach Activities	Hood River	200,000	96,055	103,945	1/1/2017	12/31/2017
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Solar Oregon	2015 Outreach Agreement	Portland	123,300	76,500	46,800	1/1/2015	4/30/2018

For contracts with costs
through: 6/1/2017

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BSA Enterprises Inc	Solar Verifier Services	Sisters	100,000	68,356	31,644	8/1/2016	7/31/2018
Gary Higbee DBA WindStream Solar	Solar Verifier Services	Eugene	100,000	59,904	40,096	8/1/2016	7/31/2018
Luxurious Plumbing and Heating, Inc.	Solar Verifier Services	West Linn	100,000	85,050	14,950	8/1/2016	7/31/2018
RHT Energy Inc.	Verifier Services Agmt - Solar	Medford	100,000	74,083	25,918	8/1/2016	7/31/2018
SPS of Oregon Inc	Project Funding Agreement	Wallowa	75,000	74,513	488	10/15/2015	10/31/2036
Kendrick Business Services LLC	Small Business Support Agmt	Albany	60,000	2,375	57,625	11/1/2016	6/30/2018
Future Resource Strategies, LLC	Backfill for RE Staff	Salem	50,000	0	50,000	6/7/2017	11/30/2017
Kendrick Business Services LLC	TA Business Development	Albany	50,000	4,839	45,161	1/1/2017	12/31/2017
OSEIA-Oregon Solar Energy Industries Assoc	Technical Training Course Dev		41,650	18,600	23,050	1/1/2017	4/30/2018
Clean Energy States Alliance	2017 CESA Sponsorship		39,500	39,500	0	7/1/2016	6/30/2017
ENERGYneering Solutions Inc	Biopower & Hydro Evaluations	Sisters	25,000	24,954	46	12/6/2016	11/30/2018
University of Oregon	UO SRML Contribution - 2017	Eugene	24,999	24,999	0	3/9/2017	3/8/2018
Wallowa Resources Community Solutions, Inc.	Renewables Field Outreach		24,999	13,388	11,611	2/1/2016	1/30/2018
Robert Migliori	42kW wind energy system	Newberg	24,125	22,352	1,773	4/11/2007	1/31/2024
Kleinschmidt Associates	Evaluation Services	Pittsfield	23,400	22,611	789	1/1/2017	11/30/2018
Warren Griffin	Griffin Wind Project	Salem	13,150	9,255	3,895	10/1/2005	10/1/2020
Chaolysti LLC	Solar Trade Ally Summit	Alameda	11,650	6,000	5,650	1/1/2017	7/31/2017
Oregon Solar Energy Industries Association	Sponsorship 2017	Portland	7,500	7,500	0	1/1/2017	12/31/2017
Bonneville Environmental Foundation	REC/WRC Purchase 2016	Portland	4,860	2,430	2,430	1/1/2016	12/31/2017
Renewable Energy Total:			13,753,933	10,380,021	3,373,912		
Grand Total:			129,167,604	57,889,888	71,277,716		

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Financial Glossary

(for internal use) - updated May 31, 2016

Administrative Costs

Costs that, by nonprofit accounting standards, have general objectives which enable an organization's programs to function. The organization's programs in turn provide direct services to the organization's constituents and fulfill the mission of the organization (i.e. management and general and general communication and outreach expenses).

I. Management and General

- Includes governance/board activities, interest/financing costs, accounting, payroll, human resources, general legal support, and other general organizational management costs.
- Receives an allocated share of indirect costs.

II. General Communications and Outreach

- Expenditures of a general nature, conveying the nonprofit mission of the organization and general public awareness.
- Receives an allocated share of indirect costs.

Allocation

- A way of grouping costs together and applying them to a program as one pool based upon an allocation base that most closely represents the activity driver of the costs in the pool.
- Used as an alternative to charging programs on an invoice-by-invoice basis for accounting efficiency purposes.
- An example would be accumulating all of the costs associated with customer management (call center operations, Energy Trust customer service personnel, complaint tracking, etc.). The accumulated costs are then spread to the programs that benefited by using the ratio of calls into the call center by program (i.e. the allocation base).

Allocation Cost Pools

- Employee benefits and taxes.
- Office operations. Includes rent, telephone, utilities, supplies, etc.
- Information Technology (IT) services.
- Planning and evaluation general costs.
- Customer service and trade ally support costs.
- General communications and outreach costs.
- Management and general costs.
- Shared costs for electric utilities.
- Shared costs for gas utilities.
- Shared costs for all utilities.

Auditor's Opinion

- An accountant's or auditor's opinion is a report by an independent CPA presented to the board of directors describing the scope of the examination of the organization's books, and certifying that the financial statements meet the AICPA (American Institute of Certified Public Accountants) requirements of GAAP (generally accepted accounting principles).

- Depending on the audit findings, the opinion can be unmodified or modified regarding specific items. Energy Trust strives for and has achieved in all its years an unmodified opinion.
- An unmodified opinion indicates agreement by the auditors that the financial statements present an accurate assessment of the organization's financial results.
- The OPUC Grant Agreement requires an unmodified opinion regarding Energy Trust's financial statements.
- Failure to follow generally accepted accounting principles (GAAP) can result in a qualified opinion.

Board-approved Annual Budget

- Funds approved by the board for *expenditures* during the budget year (subject to board approved program funding caps and associated policy) for the stated functions.
- Funds approved for *capital* asset expenditures.
- Approval of the general allocation of funds including commitments and cash outlays.
- Approval of expenditures is based on assumed revenues from utilities as forecasted in their annual projections of public purpose collections and/or contracted revenues.

Reserves

- In any one year, the amount by which revenues exceed expenses for that year in a designated category that will be added to the cumulative balance and brought forward for expenditure to the next budget year.
- In any one year, if expenditures exceed revenues, the negative difference is applied against the cumulative carryover balance.
- Does not equal the cash on hand due to noncash expense items such as depreciation.
- Tracked by major utility funder and at high level program area--by EE vs RE, not tracked by program.

Committed Funds

- Represents funds obligated to identified efficiency program participants in the form of signed applications or agreements and tracked in the project forecasting system.
- If the project is not demonstrably proceeding within agreed upon time frame, committed funds return to incentive pool. Reapplication would then be required.
- Funds are expensed when the project is completed.
- Funds may be held in the operating cash account, or in escrow accounts.

Contract obligations

- A signed contract for goods or services that creates a legal obligation.
- Reported in the monthly Contract Status Summary Report.

Cost-Effectiveness Calculation

- Programs and measures are evaluated for cost-effectiveness.
- The cost of program savings must be lower than the cost to produce the energy from both a utility and societal perspective.
- Expressed as a ratio of energy savings cost divided by the presumed avoided utility and societal cost of energy.
- Program cost-effectiveness evaluation is "fully allocated," (i.e. includes all of the program costs plus a portion of Energy Trust administrative costs).

Dedicated Funds

- Represents funds obligated to identified renewable program participants in the form of signed applications or agreements and tracked in the project forecasting system.

- May include commitments, escrows, contracts, board designations, master agreements.
- Methodology utilized to develop renewable energy activity-based budgets amounts.

Direct Program Costs

- Can be directly linked to and reflect a causal relationship to one individual program/project; or can easily be allocated to two or more programs based upon usage, cause, or benefit.

Direct Program Evaluation & Planning Services

- Evaluation services for a specific program rather than for a group of programs.
- Costs incurred in evaluating programs and projects and included in determining total program funding caps.
- Planning services for a specific program rather than for a group of programs.
- Costs incurred in planning programs and projects and are included in determining program funding expenditures and caps.
- Evaluation and planning services attributable to a number of programs are recorded in a cost pool and are subsequently allocated to individual programs.

Escrowed Program (Incentive) Funds

- Cash deposited into a separate bank account that will be paid out pursuant to a contractual obligation requiring a certain event or result to occur. Funds can be returned to Energy Trust if such event or result does not occur. Therefore, the funds are still “owned” by Energy Trust and will remain on the balance sheet.
- The funds are within the control of the bank in accordance with the terms of the escrow agreement.
- When the event or result occurs, the funds are considered “earned” and are transferred out of the escrow account (“paid out”) and then are reflected as an expense on the income statement for the current period.

Expenditures/Expenses

- Amounts for which there is an obligation for payment of goods and/or services that have been received or earned within the month or year.

Project Tracking Projects Forecasting

Module developed in Project Tracking system (PT) to provide information about the timing of future incentive payments, with the following definitions:

- Estimated-Project data may be inaccurate or incomplete. Rough estimate of energy savings, incentives and completion date by project and by service territory.
- Proposed-Project that has received a written incentive offer but no agreement or application has been signed. Energy savings, incentives and completion date to be documented by programs using this phase. For Renewable projects-project that has received Board approval.
- Accepted-Used for renewable energy projects in second round of application; projects that have reached a stage where approval process can begin.
- Committed-Project that has a signed agreement or application reserving incentive dollars until project completion. Energy savings/generations, incentives and completion date by project and by service territory must be documented in project records and in PT. If project not demonstrably proceeding within agreed upon time frame, committed funds return to incentive pool. Reapplication would then be required.
- Dedicated-Renewable project that has been committed, has a signed agreement, and if required, has been approved by the board of directors.

Incentives**I. Residential Incentives**

- Incentives paid to a residential program participant (party responsible for payment for utility service in particular dwelling unit) exclusively for energy efficiency and renewable energy measures in the homes or apartments of such residential customers.

II. Business Incentives

- Incentives paid to a participant other than a residential program participant as defined above following the installation of an energy efficiency or renewable energy measure.
- Above market cost for a particular renewable energy project.

III. Service Incentives

- Incentives paid to an installation contractor which serves as a reduction in the final cost to the participant for the installation of an energy efficiency or renewable energy measure.
- Payment for services delivered to participants by contractors such as home reviews and technical analysis studies.
- End-user training, enhancing participant technical knowledge or energy efficiency practices proficiency such as Strategic Energy Management programs, where some level of tracking of particular sites and participants is part of the program design.
- Lighting, hot water, and energy control devices through retailer buy down, on line fulfillment, and direct installation.

Indirect Costs

- Shared costs that are “allocated” for accounting purposes rather than assigning individual charges to programs.
- Allocated to all programs and administration functions based on a standard basis such as hours worked, square footage, customer phone calls, etc.
- Examples include rent/facilities, supplies, computer equipment and support, and depreciation.

IT Support Services

- Information technology costs incurred as a result of supporting all programs.
- Includes energy savings and incentive tracking software, data tracking support of PMCs and for the program evaluation functions.
- Includes technical architecture design and physical infrastructure.
- Receives an allocation of indirect shared costs.
- Total costs subsequently allocated to programs and administrative units.

Outsourced Services

- Miscellaneous professional services contracted to third parties rather than performed by internal staff.
- Can be incurred for program or administrative reasons and will be identified as such.

Program Costs

- Expenditures made to fulfill the purposes or mission for which the organization exists and are authorized through the program approval process.
- Includes program management, incentives, program staff salaries, planning, evaluation, quality assurance, program-specific marketing and other costs incurred solely for program purposes.
- Can be direct or indirect (i.e. allocated based on program usage.)

Program Delivery Expense

- This will include all PMC labor and direct costs associated with: incentive processing, program coordination, program support, trade ally communications, and program delivery contractors.
- Includes contract payments to NEEA for market transformation efforts.
- Includes performance compensation incentives paid to program management contractors under contract agreement if certain incentive goals are met.
- Includes professional services for items such as solar inspections, anemometer maintenance and general renewable energy consulting.

Program Legal Services

- External legal expenditures and internal legal services utilized in the development of a program-specific contract.

Program Management Expense

- PMC billings associated with program contract oversight, program support, staff management, etc.
- ETO program management staff salaries, taxes and benefits.

Program Marketing/Outreach

- PMC labor and direct costs associated with marketing/outreach/awareness efforts to communicate program opportunities and benefits to rate payers/program participants.
- Awareness campaigns and outreach efforts designed to reach participants of individual programs.
- Co-op advertising with trade allies and vendors to promote a particular program benefit to the public.

Program Quality Assurance

- Independent in-house or outsourced services for the quality assurance efforts of a particular program (distinguished from program quality control).

Program Reserves

- Negotiated with utilities annually, with a goal of providing a cushion of approximately 5% above funds needed to fulfill annual budgeted costs. Management may access up to 50% of annual program reserve without prior board approval (resolution 633, 2012).

Program Support Costs

- Source of information is contained in statement of functional expense report.
- Portion of costs in OPUC performance measure for program administration and support costs.
 - Includes expenses incurred directly by the program.
 - Includes allocation of shared and indirect costs incurred in the following categories: supplies; postage and shipping; telephone; printing and publications; occupancy expenses; insurance; equipment; travel; business meetings; conferences and training; depreciation and amortization; dues, licenses,

subscriptions and fees; miscellaneous expense; and an allocation of information technology department cost.

Project Specific Costs (for Renewable Energy)

- Expenses directly related to identified projects or identified customers to assist them in constructing or operating renewable projects. Includes services to prospective as well as current customers.
- Must involve direct contact with the project or customer, individually or in groups, and provide a service the customer would otherwise incur at their own expense.
- Does not include general program costs to reach a broad (unidentified) audience such as websites, advertising, program development, or program management.
- Project-Specific costs may be in the categories of; Incentives, Staff salaries, Program delivery, Legal services, Public relations, Creative services, Professional services, Travel, Business meetings, Telephone, or Escrow account bank fees.

Savings Types

- **Working Savings/Generation:** the estimate of savings/generation that is used for data entry by program personnel as they approve individual projects. They are based on deemed savings/generation for prescriptive measures, and engineering calculations for custom measures. They do not incorporate any evaluation or transmission and distribution factors.
- **Reportable Savings/Generation:** the estimate of savings/generation that will be used for public reporting of Energy Trust results. This includes transmission and distribution factors, evaluation factors, and any other corrections required to the original working values. These values are updated annually, and are subject to revision each year during the “true-up” as a result of new information or identified errors.
- **Contract Savings:** the estimate of savings that will be used to compare against annual contract goals. These savings figures are generally the same as the reportable savings at the time that the contract year started. For purposes of adjusting working savings to arrive at this number, a single adjustment percentage (a SRAF, as defined below) is agreed to at the beginning of the contract year and is applied to all program measures. This is based on the sum of the adjustments between working and reportable numbers in the forecast developed for the program year.
- **Savings Realization Adjustment Factors (SRAF):** are savings realization adjustment factors applied to electric and gas working savings measures in order to reflect more accurate savings information through the benefit of evaluation and other studies. These factors are determined by the Energy Trust and used for annual contract amendments. The factors are determined based on the best available information from:
 - Program evaluations and/or other research that account for free riders, spill-over effects and measure impacts to date; and
 - Published transmission and distribution line loss information resulting from electric measure savings.

Total Program and Admin Expenses (line item on income statement)

- Used only for cost effectiveness calculations, levelized cost calculations and in management reports used to track funds spent/remaining by service territory.
- Includes all costs of the organization--direct, indirect, and an allocation of administration costs to programs.
- Should not be used for external financial reporting (not GAAP).

Total Program Expenses (line item on income statement)

- All indirect costs have been allocated to program costs with the exception of administration (management and general costs and communications & outreach).
- Per the requirements of Generally Accepted Accounting Principles (GAAP) for nonprofits, administrative costs should not be allocated to programs.
- There is no causal relationship—costs would not go away if the program did not exist.

Trade Ally Programs & Customer Service Management

- Costs associated with Energy Trust sponsorship of training and development of a trade ally network for a variety of programs.
- Trade Ally costs are tracked and allocated to programs based on the number of allies associated with that program.
- Costs in support of assisting customers which benefit all Energy Trust programs such as call center operations, customer service manager, complaint handling, etc.
- Customer service costs are tracked and allocated based on # of calls into the call center per month.

True Up

- True-up is a once-a-year process where we take everything we've learned about how much energy programs actually save or generate, and update our reports of historic performance and our software tools for forecasting and analyzing future savings.
- Information incorporated includes improved engineering models of savings (new data factor), anticipated results of future evaluations based on what prior evaluations of similar programs have shown (anticipated evaluation factor), and results from actual evaluations of the program and the year of activity in question (evaluation factor).
- Results are incorporated in the Annual Report (for the year just past) and the True-up Report (for prior years).
- Sometimes the best data on program savings or generation is not available for 2-3 years, especially for market transformation programs. So for some programs, the savings are updated through the annual true-up 2 or 3 times

Tab 5

Policy Committee Meeting

June 22, 2017 3:30pm

Attending by teleconference

Debbie Kitchin, John Reynolds

Attending at Energy Trust offices

Mike Colgrove, Phil Degens, Fred Gordon, Kate Hawley, Corey Kehoe, Debbie Kitchin, Erika Kociolek, Steve Lacey, Debbie Menashe, Thad Roth, Mariet Steenkamp, Julianne Thacher, Zaby Towner, Mark Wyman

Policies for Review

Presentation on Proposal for Authorization to Amend Funds in Excess of \$500,000

Erika Kociolek said that in May 2016, Energy Trust entered into a contract with SBW Consulting, Inc. for an impact evaluation of the 2013-2014 Production Efficiency program. The original contract authorized funding not to exceed \$450,000. Energy Trust is increasing the number of custom projects to be evaluated. Due to this change, an additional \$90,000 in contract budget would be required. If added to the current contract budget, the additional scope budget would bring the total funding over the \$500,000 threshold and require board approval. Erika presented the reasons for the addition to the contract, and committee members present agreed that the amendment should move forward for approval to the full board. Debbie Kitchin asked if any work under the contract is delayed pending potential board approval. Erika advised the committee that the commencement of the additional project reviews can be comfortably scheduled after the board's July board meeting if the full board approves the amendment. Committee members asked that this contract amendment board decision be presented to the full board as part of the consent agenda at the July 26, 2017 board meeting.

Presentation on Proposal for Authorization to Amend the Regional Energy Efficiency Initiative Agreement with NEEA

In the current five-year funding agreement with the Northwest Energy Efficiency Association (NEEA), Energy Trust and other NEEA regional funders agreed to fund activities related to the 2015-2019 Electric Business Plan. Energy Trust's five-year commitment is currently \$33,662,506 and represents 19.961% of the total NEEA regional funding commitment. NEEA has proposed, and Energy Trust staff support, a supplemental funding commitment to fund a regional End Use Load Research Project (EULR). This EULR would involve continuous metering at approximately 400 residential sites and 100 commercial sites over five years. With EULR data, analysts will have better information on certain end uses. The total EULR budget will not exceed \$12,500,000, with Energy Trust's commitment in an amount not to exceed \$2,480,366 over five years. The authorized amount under this amendment exceeds \$500,000 and includes a commitment longer than two years. Energy Trust must obtain board approval and notify the Oregon Public Utilities Commission (OPUC).

Committee members asked whether all NEEA funders would be participating. Phil Degens said that the EULR funders do not include all of NEEA funders, but those most interested in end use load shapes. The ELCAP project was the most recent commercial building end use load study, and it was conducted in 1989; the most recent residential end use study was conducted in 2012. Updated study information will provide updated regional load shape information. Other interested funders include Puget Sound Energy (PSE), Snohomish Public Utility District, and Bonneville Power Administration (BPA). Debbie Kitchin asked if all-weather zones were being utilized. Phil replied that they are not, but there is currently discussion looking at the I-5 corridor or Weather Zone 2 to study how load use changes at extreme events. Mike Colgrove said all of the original funders have been approached for additional commitment.

Mike also reported that he has meeting as part of the NEEA End Use Load group next week to discuss whether Portland General Electric (PGE) could be involved more directly and the committee members had no concerns about this approach by PGE.

Debbie Kitchin noted that a correction should be made in the “It is therefore RESOLVED” section, Item 1, to change the word “her” to “his” or “their”.

Residential RFP Recommendation

Thad Roth previewed the presentation that staff will give at the July 26 board meeting recommending contracts for the management and delivery of the residential program in 2018. Thad gave a recap of the Request for Proposal (RFP) process and explained how the final recommendation was achieved. He solicited feedback on possible edits to the presentation.

John Reynolds suggest that the presentation include a slide that shows the savings and contract budgets anticipated for the proposed contracts. Thad responded that estimates continue to be refined, and that more detail will be provided in the full board presentation. Management Team and the Policy Committee received briefings on June 22. RFP respondents will be notified of the decision on June 26. The final selection information will be released publicly on July 21 when the board packet is distributed, and staff’s recommendation to the board will occur at the July 26 meeting.

Policy on Information provided to contractors and bidders

Debbie Menashe said the Policy on Information Provided by Program Participants, Contractors and Bidders 4.17.000-P is up for its routine, three-year review. This policy has significant impact on Energy Trust’s work, and because of its significance, Julie Glover of 6 Degrees Privacy Consulting, LLC was retained to review Energy Trust’s policies on privacy issues. Julie provided suggested revisions to the policy based on her knowledge in the field. Among other things, Julie suggested that Energy Trust more clearly define the difference between private and personal information. She noted that references should be changed from “personal” to “personally identifiable” in the purpose statement and throughout the policy. The policy should also cross-reference the information available on the more detailed website privacy notice.

Debbie presented an initial draft of policy revisions based on Julie’s suggestions and asked the committee for initial feedback. Committee members present indicated interest in clarifying the application of the policy to information collected from participants that is otherwise publicly available. With input from this meeting and other feedback gathered from Energy Trust staff and Oregon Public Utility Commission staff, Debbie will bring back a revised draft for Policy Committee review at the next meeting.

Update on Policy Research and Development for the Equity Policy

Thomas Bruner of Bruner Strategies, who previously worked with Energy Trust on the diversity initiative, will bring forward some additional recommendations and language to revise the organization’s current Equity Policy which is up for its regular review this year. His recommendations come after consulting various local organizations, research groups and utilities. He will present his findings to Debbie Menashe by June 30 followed by presentations to the Diversity, Equity and Inclusion Committee and this committee on September 7.

Energy Trust has engaged Dani Ledezma, an equity and inclusion consultant, to work with the entire organization on an equity action plan to help guide work on budget and action planning for the year. She will also work with Margie Harris who will assist in forming a diversity advisory committee. Proposals for the focus and structure of a diversity advisory committee will be presented to the Policy Committee at its September meeting.

Brief Updates and Discussion

- Mike said that the Secretary of State audit entrance examination date is July 3. Mike and Mariet Steenkamp will call in to the meeting and John Volkman and Steve Lacey will attend in person. The Secretary of State’s office has provided a list of Energy Trust staff who will participate in interviews on July 5 and 6. Mike will report to the board if anything unusual comes up in the meantime and this topic will be part of Mike’s staff update at the July 26 board meeting.

- The Energy Trust Management Team retreat is July 17. The team will go through the learning topics recommended at the board Strategic Planning Workshop and will present a draft plan at the July 26 board meeting.
- Staff has been working to schedule a follow up meeting with Oregon Housing and Community Services (OHCS). The discussion will explore ways to collaborate and improve our mutual initiatives and tactics. Staff will also investigate if entering into a Memorandum of Understanding (MOU) with OHCS would be appropriate to assist Energy Trust in creating a separate low income policy. The collaboration meeting will occur on August 30.
- Legislative Update: Mike updated the committee on current legislative activities including bill provisions related to residential solar tax credits.

Adjourn

The meeting adjourned at 5:05 pm.

Next Meeting: Thursday, September 7, 2017, 3:30-5:00pm

Tab 6

Strategic Planning Committee Meeting

June 6, 2017 3:00 p.m.

Attendees: Mark Kendall, *Chair*, Susan Brodahl (phone), Ken Canon (phone), Mike Colgrove, Hannah Cruz, Fred Gordon, Lindsey Hardy, Corey Kehoe, Debbie Menashe, Spencer Moersfelder, John Reynolds (phone), John Volkman

Debrief on Strategic Planning Workshop

The committee provided feedback on the recent format and logistics of the Board Strategic Planning Workshop on May 18-19, 2017. The committee agreed that the dates and workshop/dinner locations were very good. The committee thanked Corey Kehoe for her efforts to ensure smooth logistics for the workshop. The committee supports reserving Mercy Corps for next year's workshop on May 17-18, 2018.

Ken Canon suggested phasing out the information to be considered at the workshop over an amount of time rather than distributing too close to the meeting date. Mike Colgrove said we can also solicit input from the entire board for topic presentation and facilitation at the July 26, 2017 meeting. Nick Viele will be approached to return to facilitate next year's workshop. Debbie Menashe asked if the committee felt the keynote speaker was of value this year and all agreed that the keynote speaker was excellent. The committee will research possible keynote speaker options for next year. Mark thanked staff for their work in organizing a smooth and successful workshop.

Workshop Follow Up

John Volkman encapsulated the specific to-dos and action items arising out of discussions about the dashboard at the workshop. In addition, in small group discussions, the board developed a list of topics to focus on for the remainder of the current strategic plan and in consideration for the next. Staff will continue to move forward on the action items identified in John's list. With regard to the topic items generated in small group discussions, staff will review and refine and present proposals for a work plan for the coming year.

Hannah Cruz also asked the committee to consider the usefulness of the dashboard. She said that the dashboard is a very effective tool to deliver information to the board in a clean manner. It is also helpful to the staff, where they try to provide as up to date information as possible. The committee supports the continued use of the dashboard and provided some suggestions on formatting improvements.

Mike then distributed the ranking table of the topics list that resulted from the small group discussions. Mike explained that Energy Trust's management team will have a retreat on July 17 to examine how any of the categories collapse into themes and what will be necessary to learn a proposed methodology whether in literature search, stakeholder interviews, practice analysis, or best practice.

Mike emphasized a focus on our learning objectives. Ken cautioned not to be too broad in approaching all 27 topics and to be mindful to pare down the list into four or five main categories and have the rest of the topic list flow up into those categories. Susan Brodahl expressed concern over limited time and resources to accomplish the action items stemming from the current and next strategic plan. The objective of research is to shape course of the plan

Mark commented that a review of the identified topics will require two approaches: There are “what’s” and “how’s” in tactical engagement. Mark doesn’t want the board and staff to lose sight of the “how’s” while investigating the “what’s”, and to engage the board in discussion around ways to reach our customers in a strategic fashion.

Staff appreciates these suggestions and will keep them in mind in reviewing and refining the topics. Mike reminded the committee that question marks were assigned where information wasn’t conclusive or that there was an overwhelming response. He asked if the committee would like to provide input and guidance or a methodology to management team for their examination. Ken said staff should take their best shot at it at this time and the committee will evaluate the outcomes before it goes before the board. Mike commented that we could apply a methodology consisting of two rules: (1) if there is a clear majority of ranking, that majority would become the overall score and (2) absent a clear majority, any “Medium” rankings would be converted to the majority of the “High” versus “Low” rankings and the overall score would be the resulting majority ranking.

Mike also explained that in reviewing the topics, staff will consider the resources to address this item and the learning around national trends or movements nationally on the use of cost effectiveness tests in terms of best practices. Staff recognizes the need to be sensitive as to what the learning objectives are around each topic.

Mike and Debbie then asked the committee for their confirmation of their input on the pace of resource acquisition in order to provide staff with the input needed as 2018-2019 budget and action planning begins. At the workshop, the general sense from the board was that staff should continue to pace resource acquisition to meet strategic plan goals for efficiency and savings. Ken asked that the discussion from today’s committee meeting be referred to the board to pose the question of continuing our current strategic approach. Mike will send an email to the board for feedback on the current approach to the strategic plan per Ken’s suggestion and send a draft to this committee prior to the next board meeting to confirm. The management team will send their recommendations from their priorities retreat to the committee via email prior to board presentation on July 26 in the regular board packet.

Adjourn

The meeting adjourned at 5:02 p.m.

Next meeting: Tuesday, November 7, 2017 at 3:00 p.m.

Tab 7

Conservation Advisory Council Meeting Notes

June 21, 2017

Attending from the council:

JP Batmale, Oregon Public Utility Commission
Warren Cook, Oregon Department of Energy
Tony Galuzzo, Building Owners and Manager Association
Wendy Gerlitz, NW Energy Coalition
Charlie Grist, NW Power and Conservation Council
Rick Hodges, NW Natural (for Holly Braun)
Julia Harper, Northwest Energy Efficiency Alliance
Don Jones, Jr., Pacific Power
John Karasaki, Portland General Electric (for Garrett Harris)
Don MacOdrum, Home Performance Guild of Oregon
Lisa McGarrity, Avista
Tyler Pepple, Industrial Customers of Northwest Utilities
Allison Spector, Cascade Natural Gas

Susan Jowaiszas
Corey Kehoe
Oliver Kesting
Steve Lacey
Andrew Lunding
Alex Novie
Jay Olsen
Thad Roth
Kenji Spielman
Cameron Starr
Mariet Steenkamp
Rob Strange
Scott Swearingen
John Volkman
Sam Walker
Katie Wallace
Jay Ward

Attending from Energy Trust:

Mike Bailey
Gwen Barrow
Quinn Cherf
Amber Cole
Tara Crookshank
Hannah Cruz
Sue Fletcher
Fred Gordon
Jackie Goss
Marshall Johnson

Others attending:

Heather Beusse Eberhardt, Energy Trust board
Scott Davidson, Enhabit
Kari Greer, Pacific Power
Mitt Jones, Cadmus
Roger Kainu, Oregon Department of Energy
Lonny Peet, Nexant
Alan Meyer, Energy Trust board
Chris Smith, Energy 350
Bob Stull, Ecova

1. Welcome and Introductions

Hannah Cruz convened the meeting at 1:33 p.m. The agenda, notes and presentation materials are available on Energy Trust's website at www.energytrust.org/about/public-meetings/conservation-advisory-council-meetings/. Hannah introduced herself as the new facilitator for Conservation Advisory Council meetings.

2. Old Business and Announcements

Hannah noted that there is a slight edit and correction to the May minutes based on comments received. The notes were reposted online at the link listed above.

She reminded the Conservation Advisory Council that the Energy Trust budget review survey closes on June 22 and encouraged participation. Energy Trust will use survey feedback to assist in reviewing and identifying improvements to the annual budget objectives, process and stakeholder engagement approach.

The September council meeting has been moved from September 6 to September 13 to allow staff time to develop draft 2018 action plans as part of the overall budget process.

The Energy Trust Board of Directors met on May 18-19, 2017, for the annual Strategic Planning Workshop and received a mid-plan update from staff. The workshop information is on the Energy Trust website. At its July 26, 2017 board meeting, the board will approve the notes from the workshop and review topic areas staff can research over the next year to assist them in initiating development of the next 2020-2024 Strategic Plan.

Thad Roth provided an update on the Residential Sector Request for Proposals (RFP). The results of the competitive RFP will determine the contract or contracts the residential sector needs to manage and deliver sector services starting January 1, 2018. The review team is currently in the decision process after interviewing candidates over the past month. The RFP received a robust response. Staff will present their recommendation for board consideration at the July 26 board meeting.

Hannah reported that the Oregon Secretary of State has opened a performance audit of Energy Trust and some Conservation Advisory Council members have been contacted by the auditors for interviews. Mariet Steenkamp is the lead for Energy Trust and is collaborating with the Oregon Public Utilities Commission (OPUC) to be responsive to the auditors and their information requests. JP Batmale noted the performance audit is likely focused on Energy Trust's efficacy and OPUC oversight. JP invited any Conservation Advisory Council questions to be sent his way.

Alan Meyer: Is this the first time Energy Trust has been audited?

JP Batmale: Energy Trust was previously examined during an audit of the Oregon Department of Energy (ODOE).

3. 2017 Legislative Update

Jay Ward provided an update on the current state legislative session. Energy Trust tracks and monitors legislative activity for potential impacts with Energy Trust's work, and does not take positions in support or opposition to any legislation. The two main areas the legislature is currently focused on are balancing the state budget and passing a transportation infrastructure package. The draft transportation package bill (HB 2017) previously included provisions to alter the purposes of the public purpose charge; committee co-chairs have said those provisions will be pulled from the next iteration of the bill. The state Residential Energy Tax Credit (RETC) is scheduled to expire at the end of 2017. There are bills still active that would extend the tax credit in some way. Session constitutional sine die is July 10.

4. Large Customer Funding Analysis

Steve Lacey provided an update on large customer funding analysis and noted that Director of Energy Programs Peter West is lead on the project. Energy Trust electric efficiency funding is set legislatively through SB 1149 and SB 838. The former legislation applies to all customers of PGE and Pacific Power while the latter exempted commercial and industrial customers (collectively "large customers") using more than 1 average megawatt of electricity annually. SB 838 directs that the investment of those funds shall not benefit customers that do not pay into the fund. To ensure alignment with this directive, Energy Trust and the OPUC set up a process where incentives serve as a proxy for program spending in the area of large customers in commercial and industrial sectors. Energy Trust contracts with a third party to conduct an annual analysis on incentive spending and to determine if incentive spending stayed within the proxy threshold. In spring 2017, Energy Trust contracted with CLEAResult for analysis of 2016 incentive spending.

Energy Trust provides an annual update to the Conservation Advisory Council. In addition, Energy Trust provided a stakeholder review of guidelines in 2014; no changes were made at that time. The board reviewed the analytic methodology in 2013 in preparation for the 2015-2019 Strategic Plan,

and anticipated that at some point, the threshold would be exceeded at least for Portland General Electric (PGE).

Staff recently received the 2016 analysis and is now providing an initial update to Conservation Advisory Council. Staff will provide additional information later in the year as the threshold for one utility was exceeded in 2016.

Steve presented the results of the 2016 analysis. Energy Trust's incentive spending threshold for Pacific Power large customers is set at 27.3 percent. As of 2016, the incentive spending at 20.1 percent remained below the threshold. Energy Trust remains in compliance with Pacific Power.

JP Batmale: What is the average over multiple years?

Steve Lacey: The threshold was set to a four-year average.

Scott Swearingen: The threshold was set at the cumulative average for the years 2005-2007. The number shown for each year post-SB 838 is the cumulative average from 2008 forward.

Steve continued that Energy Trust's incentive spending threshold for PGE large customers is set at 18.4 percent. As of 2016, the incentive spending at 18.7 percent exceeded the threshold. Energy Trust has been very close to the PGE threshold since 2013, and this is the first year that the threshold was exceeded. This has set some actions in motion. Achieving the threshold is attributed to a healthy economy, new construction, an increase in industrial activity and success with the Program Delivery Contractor's engagement with PGE large customers.

Staff will conduct additional analysis to forecast the year-end incentive spending and to determine whether the threshold will be exceeded in 2018. That information will be available later this summer and staff is looking at some form of corrective action to start later this year and in 2018. Based on the early information we have, we expect consistent or increased activity for large customers of PGE over the next three years. An update will be provided to the Conservation Advisory Council in late summer or early fall after analysis of the pipeline and creation of a correction plan.

Steve noted that Energy Trust has a three-year grace period to come back into compliance. Given that Energy Trust has a robust PGE pipeline, staff needs to understand what the horizon is going forward.

Warren Cook: It would be interesting to see pre- and post-energy savings of SB 838.

Tyler Pepple: What will happen over the next three years?

Steve Lacey: It looks as though we'll be in the same position for at least the next couple of years. This is not just occurring in the industrial area, but also with large customers in the new construction and commercial markets.

Charlie Grist: It's best to quantify the data to help lead the discussion.

Tony Galuzzo: How are large commercial customers defined?

Steve Lacey: Any customer that consumes over 1 average MW. This data is tracked by the utilities and provided to us on an annual basis.

Allison Spector: Does this specifically pertain to electric customers?

Steve: Yes.

Lisa McGarrity: As part of this analysis, will you look at free ridership to determine if there is a category where incentives aren't needed?

Steve Lacey: I think so. Some of the strategies include potentially lifting our incentives for self-direct customers. Another strategy is to reduce our PDC outreach efforts and soliciting of projects, thereby taking a more reactive stance by allowing the work to come to the PDCs rather than Energy Trust going after the business.

Tyler Pepple: Can you email the study?

Hannah Cruz: Yes. It is important to come back into compliance with the customer incentive funding levels.

Tony Galuzzo: Do you expect changes within the program to occur in the next year?

Steve Lacey: We expect so. We have three years' worth of funding analyses and have a small threshold that has been exceeded, so we don't want any corrective actions to have an outsized impact on savings.

Tyler Pepple: Because these are cumulative savings, do you know how much in terms of annual reduction you would need to achieve?

Scott Swearingen: If we were to take action in 2017 to be compliant within the year, it would be a \$2 million reduction in incentives if revenues remain similar to 2016.

Hannah Cruz: We will follow up with pertinent documents this week and more updates will be provided at an upcoming Conservation Advisory Council meeting.

5. New Buildings Program Update

Jessica Iplikci gave an update on the New Buildings program market engagement activities. The program review focused on market strategies and activities that Energy Trust employs in the marketplace to transform new commercial construction with the goal of market transformation. To create savings opportunities in the market and drive future project activity in energy efficiency, Energy Trust works to increase the market's capacity to deliver high-performance and net-zero energy buildings. The objective is to work with a wide range of projects and allies to engage and enroll projects. Strategic market engagement activities that include outreach and support, community building, marketing, training and education. Energy modeling has evolved and was built out to engage the larger market and focus on influencers, including design professionals and building developers and owners.

Don Jones Jr. joined the meeting at 2:33 p.m.

Jessica asked the Conservation Advisory Council for feedback. She will capture thoughts shared today and bring back to the council for further training and education analysis.

Warren Cook: What is Energy Trust's current market share in new buildings?

Jessica Iplikci: The overall program numbers are significant and are measured by square footage. The number currently stands at 70 percent efficacy.

Julia Harper: What percentage of the sector do we think we're reaching through training and education per profession?

Jessica Iplikci: We don't currently have that information, but it would be beneficial to consider developing methodology to understand that.

Lisa McGarrity: Are continuing education credits given to those who attend?

Jessica Iplikci: Yes. This is a recent development and we'd like to expand that going forward.

Rick Hodges: Who attends the events? Are they new attendees or returning?

Jessica Iplikci: There are approximately 100 attendees per event. Many attendees return because the content changes. We continue to build on concepts and address different design strategies.

Don Jones, Jr.: Are any of the larger firms missing from the meetings and education opportunities?

Jessica Iplikci: I don't think so. There are some new names and businesses participating due to the construction boom.

Hannah Cruz: How many new employees within companies attend?

Jessica Iplikci: We don't expect all staff from various firms to attend, and we want self-selection for those driving energy decisions to attend.

Lisa: Are design builders on the contractor participant side attending?

Jessica Iplikci: They are, but this information is not captured well in Energy Trust records of attendees by category, profession or role.

Warren Cook: Are the audiences split pretty close to where the area of influence is?

Jessica Iplikci: Yes. We've focused on key influencers and built this forum with the goal of reaching building owners and influencing that audience.

Charlie Grist: Is this education all focused on new buildings? Seems that you would want to look at where the need is. Is there work to be done in training and project requirements?

Jessica Iplikci: It is a big part of how we are attempting to build demand for high-performance buildings and informing how they can set requirements for energy to be a project goal. Our strategy is to use marketing as the tool for creating awareness among owners. We're currently doing that through marketing channels and bringing a strong owner voice by highlighting their projects.

JP Batmale: For completed projects, has a subset come out that we know as new projects?

Jessica Iplikci: When we started to be intentional in bringing project highlights, we focused on a great project in Central Oregon. We used that to highlight what's happening in local new construction. As a result, firms that developed successful projects are participating and leading or presenting through Allies for Efficiency and are enrolling in the program.

John Karasaki: Does Energy Trust conduct exit interviews with builders and developers?

Jessica Iplikci: We evaluate and continuously build from what we learn through projects with owners and developers. As we gain more high-performance projects, we will start gleaning common aspects that are successful and transferable. Then we will develop content that can support the learnings introduced in Allies for Efficiency. This will be backed up by technical guides and content they can continue to reference after the training. I see an opportunity for the program to build best practices as a parallel strategy. As we see net-zero projects approach, we want to develop marketing materials and technical briefs.

Tyler left at 2:55 p.m.

Lisa McGarrity: One thing I don't see addressed is the financial piece.

Jessica Iplikci: How we might be able to address the financial area is the net-zero energy fellowship. We will start to get the results in 2018 and will be able to incorporate the financial focus, which might be where we connect content to training and education.

Charlie Grist: Have you surveyed attendees about desired enhancements?

Jessica Iplikci: We do have surveys geared toward satisfaction, but we would want to use that survey in new ways to understand how influential it was.

Heather Beusse Eberhardt: In the Board Evaluation Committee we talk about the performance after measures have been adopted. This education seems low in terms of people maintaining systems. Is there separate training for building operators or an opportunity to better retain the information?

Jessica Iplikci: Operations are a big piece in high-performance and zero-energy buildings, and are addressed through early design phases and program design. We inform the assumptions designers use to develop buildings and apply commissioning, which is important for new construction.

Oliver Kesting: Operations switches over into an existing buildings function and we can address this through Strategic Energy Management (SEM) or Building Operator Certification training.

6. Residential Lighting Update

Ryan Crews gave an update on the Energy Trust residential retail lighting strategy. The lighting market continues to evolve and staff is monitoring progress. He provided an overview of regional

statistics. There has been a 39 percent decrease in lighting consumption over the last six years, attributed to more affordable LEDs and to the federal Energy Independence and Security Act coming into effect. According to a 2016 Northwest Energy Efficiency Alliance report, LED prices continue to decline annually and last year constituted the largest share of the market at 43 percent.

Energy Trust's residential lighting market landscape is changing quickly. It is a complex landscape with varied retailers. To understand and navigate the complex lighting market, Energy Trust created a decision-making framework composed of five components: 1) Track LED market share; 2) Characterize the maximum market-share indication point; 3) Track incremental cost; 4) Adaptive measure approval and budget management; and 5) Improve industry stakeholder engagement. This framework will support Energy Trust in achieving available cost-effective savings, providing appropriate incentives and reducing free ridership, avoiding prematurely exiting the market, allowing for flexible and innovative program design, and growing relationships with retailers and manufacturers.

Julia Harper: How do you determine the correct context of incentives?

Thad Roth: Current projections show \$10 million to \$12 million in incentives representing just under 60 percent of total residential lighting savings. Energy Trust is also looking at how to go into certain stores to make changes while recognizing that those retailers have aggressive sales tactics. We are using that criteria to inform when and what parts of the market we will exit.

Marshall Johnson: The 80/20 rule applies here as in the trade ally sector. Eighty percent of savings come from Costco, Walmart and Home Depot; the remaining retailers make up the other 20 percent.

Charlie Grist: What is the cost of halogen lighting in the big box stores?

Ryan Crews: Halogen typically makes up about half of the product on the shelf. Price wars have driven ENERGY STAR® products cost down. We will follow-up with the cost of halogen bulbs.

Thad Roth: We'll use data to work on next year's budget. We'll have a better sense in the fall about our findings from this year's savings.

7. Cannabis Market Update

Sam Walker reported on the current cannabis market for production grow facilities. As of today, there were more than 1,500 cannabis Oregon Liquor Control Commission (OLCC) producer applications for outdoor, indoor and mixed-use facilities, with 20-30 percent for indoor grow operations. Most energy-efficiency opportunities are indoor. The OLCC limits indoor growing space to flowering plant canopy not to exceed 10,000 square feet.

Energy Trust began serving legal cannabis medical services in 2013 and adult-use recreational in 2016. Energy Trust provided incentives to 15 cannabis sites for 1 million kWh in total savings. Energy Trust projects savings in excess of 4 million kWh in 2017. Most opportunities are in lighting, representing 70 percent of load. Evergreen Consulting is handling customer interactions and coordinating with the custom PDCs.

JP Batmale: Is OLCC establishing a baseline on production?

Sam Walker: The governor's task force delivered a report in fall 2016 on best practices, but there were no standards set.

Warren Cook: Real data will come annually from growers and inform analysis and statistics.

Indoor growers have concerns about airborne contaminants, and tend to operate with elevated CO2 levels. This limits outside air exchange, requiring additional mechanical cooling. Most projects completed to date are lighting, though additional opportunities exist in HVAC, dehumidification and air filtration systems. Staff is seeing LEDs and other efficient lighting in all phases of production, from vegetative to flowering. Plasma ionization air filtration can be employed to reduce odor. Total feasible savings of 25-50 percent are possible in indoor facilities. One challenge in implementing projects is that growers know best what works for particular strains based on their experience with high-intensity discharge lamps. There are also a number of competing priorities as customers establish their businesses, from evaluating efficient technology to staffing and getting their product

out the door. Energy Trust is building awareness of programs, learning with the market and conducting qualitative market research that will be available in August 2017.

Charlie Grist: Energy Trust should work with cannabis producers on lighting. There will be a lot of discovery of what works with lighting and what doesn't.

Rick Hodges left the meeting at 3:21 p.m.

Alan Meyer: Are we able to get adequate financial information before we provide incentives?

Sam Walker: We don't specifically evaluate the financial characteristics of customers. Customers are required to have a legal license before they can qualify for an Energy Trust incentive.

Julia Harper: Was it a conscious decision not to vet financial data?

Sam Walker: We treat the cannabis industry as we do every other business. They need to be legally operating customers of our partner utilities paying into the public purpose charge and installing qualifying measures.

Fred Gordon: At one point, we went to industrial projects to gauge and collect data and then changed our estimated life on the industrial process to 15-20 years for capital assets.

Hannah Cruz: These customers pay into the public purpose charge and are eligible for Energy Trust incentives when installing qualifying energy-saving projects.

Allison Spector: Is there any requirement that cannabis producers need to stay with the program for a certain amount of time?

Steve Lacey: Incentives greater than \$500,000 are presented to the board for approval.

Lisa McGarrity: What kind of payback are we experiencing?

Sam Walker: In the two to four year range.

Warren Cook: This is a unique industry where there is an increase in lighting and a decrease in production. It would be good to change the discussion to production instead of lighting.

Heather Beusse Eberhardt: There are rules that cannabis producers can't take advantage of some incentives.

Sam Walker: As long as they pay into the public purpose fund, they are eligible as legal producers.

8. Business Customer Reports Overview

Scott Swearingen provided background on Energy Trust's business customer reports, a customer engagement tool that provides a comprehensive overview of all projects completed at the customer's site.

Heather Beusse Eberhardt left at 3:33 p.m.

Outreach managers and program staff use the reports, which include three major features: a project summary, a raw data file and a project recognition handout. The project recognition document is helpful for SEM, new engagements and large projects. The business customer reports have been provided more than 70 customer surveys since May. Initial feedback has been positive.

Alan Meyer: Who typically initiates the report?

Scott Swearingen: Customers can contact the program.

Allison Spector: This a fantastic value-added report. Would there be a way to encourage additional project savings results from this tool?

Scott Swearingen: Yes, the first goal is to leverage this report to encourage additional customer participation. Staff will investigate these findings and report back.

Charlie Grist: Who may request the report?

Scott Swearingen: Anyone who is authorized as a representative of the site or Energy Trust outreach staff who is sharing information with the current customer.

Charlie Grist: Can reports be shared with current customers?

Scott Swearingen: Yes, but they cannot include information about prior customers that occupied the site.

Bob Stull: What kind of requests do we receive and what information is available on them?

Scott Swearingen: Any eligible Energy Trust customer can request a report, but we need to match their information with the current customer. You can't include project information from multiple entities if they have a different tax identification. The site has to match the accounts associated with that site.

Bob Stull: Would you provide information about a site to a new owner?

Scott: Project information can only be shared that is relevant to the new account, as identified by the tax identification number. We cannot share project information related to any former accounts. There are too many caveats with missing information and the report would need to be cleaned up before releasing to the customer. It was decided not to include utility information in the initial rollout.

Lisa McGarrity: I would be cautious when including utility information if that is the direction you decide to take.

Kari Greer: Can a utility manager request this report?

Scott Swearingen: We will follow up with you on how this tool could be shared with utilities.

Lonny Peet: Does the report use utility information?

Scott Swearingen: When we were first putting together the requirements for this project, we anticipated to ride coattails on the Utility Customer Information project that was wrapping up. We decided against this idea, as there were so many issues with cleaning utility information. The reports would require more manual quality control prior to release if we included this information.

9. Public Comment

There were no public comments.

10. Meeting Adjournment

The meeting adjourned at 4:25 p.m. The next scheduled meeting of the Conservation Advisory Council is August 2, 2017.

Tab 8

Briefing Paper

Update on 2017 State Legislation

July 26, 2017

Summary

Earlier briefing memos highlighted energy-related bills staff monitored during the 79th Oregon legislative session. The session adjourned sine die on July 7, 2017. This paper reports on the bills that were passed and those that failed. As usual, staff monitors bills that could impact Energy Trust, responds to requests for information, coordinates activities with the Oregon Public Utility Commission (OPUC) and takes no positions on bills or legislative concepts.

The report at the end of this summary lists the enrolled and failed bills that staff tracked, with URL links embedded in the bill number.

Highlights of bills that passed

- **Energy efficiency**
 - **HB 3025** modifies energy efficiency standards for battery charger systems.
- **Renewable energy**
 - **HB 2111** prohibits the bylaws of a planned community to prohibit the installation of solar systems.
 - **HB 2760** extends the sunset for the property tax exemption for alternative energy systems to 2023.
 - **HB 3456** allows solar systems to be installed on certain high-value farmland.
 - **SB 328** makes biomass facilities eligible for renewable energy standard compliance if facility was registered in WREGIS in 2011 or later.
 - **SB 339** allows any single biomass project up to 20 MW capacity to count toward current 8 percent community-based energy requirement.
 - **SB 634** allows woody biomass technology to be used to comply with requirement to set aside 1.5 percent of contract price during construction, reconstruction or major renovation of public building for green energy technology.
- **Oregon Public Utility Commission**
 - **SB 978** requires the commission to investigate industry trends, technologies and policy drivers in the electricity sector, and report findings by September 15, 2018.
- **Oregon Department of Energy**
 - **HB 2343** requires the department to complete a biennial comprehensive energy report.
 - **SB 99** requires senate confirmation of the director of the department.
 - **SB 334** requires the department to maintain and update an inventory of biogas and renewable natural gas resources in Oregon.
- **Low-income bill assistance**
 - **HB 2134** increases the collection of funds from electric companies for low-income electric bill payment assistance to \$20 million.
- **Transportation electrification**
 - **HB 2017** raises revenue for transportation infrastructure investments and creates a zero-emission and electric vehicle rebate in varying amounts up to \$2,500 for qualifying vehicles. The Department of Environmental Quality will establish the rebate program and may contract with a third party to administer the program.

- **HB 2510** and **HB 2511** allow commercial and residential tenants to install electric vehicle chargers.

Highlights of bills that failed

▪ **Public purpose charge**

- **HB 2017** contained amendments subsequently removed from the enrolled bill that would have modified SB 1149 and the public purpose charge by adding transportation electrification efforts as an allowable use of the conservation and market transformation funding.
- **HB 3019** would have added “transportation electrification efforts” to the purposes for which the portion of the charge now authorized for energy conservation and market transformation can be used.
- **HB 3142** would have required the nongovernmental administrator to use not less than 10 percent of the 3 percent public purpose funds for loans to “acquire, rehabilitate, redevelop, reutilize and restore brownfield properties.”
- **SB 539** would have reassigned the portion of the charge that is now authorized for energy conservation and market transformation to cities, counties and schools for energy conservation, and funded energy conservation and market transformation from the portion of the charge that is now authorized for renewable energy.
- **SB 656** would have required an independent management evaluation of the nongovernmental entity that administers public purpose funds every two years instead of every five years.
- **SB 657** would have reduced the 3 percent charge to 2 percent, capping funding for the nongovernmental administrator at \$250 million annually and requiring an annual independent financial audit.
- **SB 659** would have required the OPUC to arrange for the nongovernmental administrator to be “annually assessed by an independent third party selected by the Oregon Department of Administrative Services at the nongovernmental entity’s expense.”
- **SB 909** would have reduced the 3 percent charge to 1.5 percent, limited the amount collected through the charge to the amount collected in 2015, required staff salaries of the nongovernmental administrator not to exceed the Governor’s salary and limited staff benefits to 25 percent of salary or less.

▪ **Energy efficiency and renewable energy tax credits**

- **HB 2074, HB 2081, HB 2681, SB 170** and **SB 177** would have extended the residential energy tax credit program to 2024.
- **HB 2079** and **SB 175** would have extended the renewable energy development tax credit to 2024.

▪ **Energy efficiency**

- **HB 2205** would have required State Department of Agriculture to solicit proposals for development of cannabis energy and water efficiency standards.
- **HB 2239** would have established a Task Force on Energy Efficient Building Codes.
- **HB 2710** would have required Department of Consumer and Business Services every three years to review codes and standards for Reach Code, and adopt initial Reach Code by certain dates.

▪ **Oregon Department of Energy**

- **HB 2020, HB 3166, HB 3167, SB 908** and **SB 952** would have established various forms of energy commissions, or energy and climate boards, as oversight, advisory or policy and rulemaking bodies for department.

- **HB 2989** would have required a study of residential solar incentives in the state, **HB 3021** an energy conservation study, and **HB 3164** a study of the residential energy tax credit and need for residential energy incentive programs.
- **HB 2756** would have transferred the small-scale local energy loan program from the department to Business Oregon and repealed the Energy Efficiency and Sustainable Technology Act (EEAST) provisions.
- **Air quality, climate change, carbon**
 - **HB 2124** would have provided rebates for the replacement or removal of certain solid fuel burning devices.
 - **HB 3269** would have changed the name of the Oregon Global Warming Commission to the Oregon Climate Change Commission.
 - **HB 3023** would have required the Department of Environmental Quality to study carbon pricing.
 - **HB 2135, HB 2468 and SB 557** would have adopted certain greenhouse gas emissions limits or goals.
 - **SB 748 and SB 1070** would have required Environmental Quality Commission to adopt a carbon pollution permit program and market, respectively.
- **Transportation**
 - **HB 2514** would have directed Business Oregon to develop a program providing a \$250 per new electric vehicle sold, up to \$1 million total.
 - **HB 2083** would have extended the tax credit for alternative fuel vehicles to 2024.
 - **SB 426** would have repealed the low-carbon fuel standard.

Status of all tracked bills

Enrolled bills (p. 3-6)

[HB 2017 EN](#)

Relating to transportation; prescribing an effective date; and providing for revenue raising that requires approval by a three-fifths majority.

Bill Sponsor: Transportation Preservation and Modernization (J)

Status: Governor's desk for signature

[HB 2066 EN](#)

Relating to tax expenditures; and prescribing an effective date. Extends sunset for tax credits for reservation enterprise zones, affordable housing lenders, rural medical providers and fish screening devices.

Bill Sponsor: Pre-session filed

Status: Governor's desk for signature

[HB 2111 EN](#)

Relating to solar access for residential real property. Prohibits inclusion of provisions prohibiting installation and use of solar panels for obtaining solar access in declaration or bylaws of planned community.

Bill Sponsor: Rep Greenlick (D-Portland); Rep Helm (D-WA County); Rep Barnhart (D-Lane/Linn Counties)

Status: Governor signed, effective January 1, 2018

[HB 2132 EN](#)

Relating to local government programs to finance improvements to real property; prescribing an effective date. Expands purposes for which improvements may be made under local government

financing program to include energy storage, smart electric vehicle charging stations and water efficiency.

Bill Sponsor: Pre-session filed

Status: Governor signed, effective 91 days after sine die

[HB 2134 EN](#)

Relating to low-income electric bill payment assistance. Changes process by which Public Utility Commission collects moneys from electric companies for purposes related to low-income electric bill payment assistance. Raises amount that may be collected from \$15 million to \$20 million.

Bill Sponsor: Pre-session filed

Status: Governor signed, effective January 2, 2018

[HB 2343 EN](#)

Relating to comprehensive energy reporting. Replaces requirements for State Department of Energy to complete biennial comprehensive energy plan and biennial energy forecast with requirement for department to complete biennial comprehensive energy report.

Bill Sponsor: Pre-session filed

Status: Governor signed, effective January 1, 2018

[HB 2510 EN](#)

Relating to electric vehicle charging stations; declaring an emergency. Authorizes commercial tenant to install on premises and use electric vehicle charging station.

Bill Sponsor: Rep Barnhart (D-Lane/Linn Counties); Rep Helm (D-Washington County), Rep Sollman (D-Hillsboro)

Status: Governor signed, effective June 20, 2017

[HB 2511 EN](#)

Relating to electric vehicle charging stations; declaring an emergency. Authorizes residential tenant to install on premises and use electric vehicle charging station for personal, noncommercial use.

Bill Sponsor: Rep Barnhart (D-Lane/Linn Counties); Rep Helm (D-Washington County), Rep Sollman (D-Hillsboro)

Status: Governor signed, effective June 20, 2017

[HB 2737 EN](#)

Relating to construction standards for small homes. Requires Director of Department of Consumer and Business Services to adopt construction standards for homes that have floor area of not more than 600 square feet. Identifies certain matters for inclusion in standards. Requires that initial construction standards for small homes become effective by January 1, 2018.

Bill Sponsor: Rep Barnhart (D-Lane/Linn Counties), Rep Bynum (D-Clackamas)

Status: Governor signed, effective 91 days after sine die

[HB 2748 EN](#)

Relating to the Residential Solid Fuel Heating Air Quality Improvement Fund. Modifies sources of moneys deposited in Residential Solid Fuel Heating Air Quality Improvement Fund.

Bill Sponsor: Rep Johnson (R-Hood River), Rep Keny-Guyer (D-Portland)

Status: Governor signed, effective July 1, 2017

[HB 2760 EN](#)

Relating to the taxation of alternative energy systems; prescribing an effective date. Extends sunset for property tax exemption for alternative energy systems.

Bill Sponsor: Rep Holvey (D-Eugene), Rep Smith (R-Heppner), Rep Sollman (D-Hillsboro)

Status: Governor signed, effective 91 days after sine die

[HB 3025 EN](#)

Relating to energy efficiency standards for battery charger systems. Excludes certain battery charger systems from definition of "battery charger system" for purposes of energy efficiency standards.

Bill Sponsor: Energy and Environment (H)

Status: Governor signed, effective January 1, 2018

[HB 3456 EN](#)

Permits establishment of photovoltaic solar power generation facility on certain high-value farmland.

Bill Sponsor: Rep Smith (R-Heppner)

Status: Governor signed, effective June 29, 2017

[SB 99 EN](#)

Relating to the Director of the State Department of Energy. Requires Senate confirmation of Director of the State Department of Energy.

Bill Sponsor: Presession filed

Status: Governor signed, effective January 1, 2018

[SB 100 EN](#)

Relating to residential energy conservation for oil-heated dwellings; prescribing an effective date. Repeals fuel oil dealer program. Transfers duties related to petroleum supplier assessment from State Department of Energy to Housing and Community Services Department. Requires moneys received by Housing and Community Services Department through petroleum supplier assessment to be used by department to provide certain information and cash payments related to energy conservation measures for dwellings heated primarily by fuel oil. Changes name of Oil-Heated Dwellings Energy Audit Account to Oil-Heated Dwellings Energy Account.

Bill Sponsor: Presession filed

Status: Governor's desk for signature

[SB 328 EN](#)

Relating to registration of biomass facilities; declaring an emergency. Makes biomass facilities that registered with Western Renewable Energy Generation Information System on or after January 1, 2011, eligible for renewable energy certificates.

Bill Sponsor: Presession filed

Status: Governor signed, effective June 6, 2017

[SB 334 EN](#)

Relating to renewable natural gas. Requires State Department of Energy to develop, maintain and periodically update inventory of biogas and renewable natural gas resources available to this state. Requires department, no later than September 15, 2018, to develop initial inventory and report on initial inventory to appropriate interim committees of Legislative Assembly.

Bill Sponsor: Presession filed

Status: Governor signed, effective October 6, 2017

[SB 339 EN](#)

Relating to small-scale renewable energy projects; declaring an emergency. Caps electricity generated by any single biomass facility that may be used to meet requirement that certain percent of electricity in this state be electricity generated by small-scale renewable energy

projects or biomass facilities. Specifies that small-scale renewable energy projects must be facilities that generate electricity that may be used to meet renewable portfolio standard.

Bill Sponsor: Pre-session filed

Status: Governor signed, effective June 22, 2017

[SB 634 EN](#)

Relating to using woody biomass as a green energy technology; prescribing an effective date.

Permits contracting agency to include woody biomass energy technology, as alternative to green energy technology, in construction, reconstruction or major renovation of public building for which contracting agency must set aside 1.5 percent of contract price.

Bill Sponsor: Sen Knopp (R-Bend); Sen Thomsen (R-Hood River), Rep Whisnant (R-Sunriver)

Status: Governor's desk for signature

[SB 978 EN](#)

Relating to utilities; prescribing an effective date. Requires Public Utility Commission to establish public process for purpose of investigating how industry trends, technologies and policy drivers in electricity sector might impact existing regulatory system and incentives currently employed by commission. Requires commission to report findings to interim committees of Legislative Assembly related to energy and business no later than September 15, 2018.

Bill Sponsor: Business and Transportation (S)

Status: Governor's desk for signature

Bills in committee upon adjournment (p. 6-17)

[HB 2020 B](#)

Relating to State Department of Energy; prescribing an effective date. Establishes Oregon Energy and Climate Board as oversight and advisory body for Oregon Department of Energy and Climate.

Bill Sponsor: Rep Holvey (D-Eugene)

Committee upon adjournment: Ways and Means (J)

[HB 2072 A](#)

Provides for transfer from State Department of Energy to State Forestry Department of administration of tax credit allowed for biomass, as applicable only to credit for collection of woody biomass. Limits total credits for collection of woody biomass allowed to all taxpayers per tax year. Applies to tax years beginning on or after January 1, 2018, and to applications for certification filed after January 1, 2018. Extends sunset for tax credit for biomass production or collection for all types of biomass.

Bill Sponsor: Pre-session filed

Committee upon adjournment: Tax Credits (J)

[HB 2074 INTRO](#)

Relating to tax credits for energy conservation projects. Extends sunset for tax credit for energy conservation project.

Bill Sponsor: Pre-session filed

Committee upon adjournment: Energy and Environment (H)

[HB 2079 INTRO](#)

Relating to tax credits for renewable energy development contributions. Extends sunset for tax credits for renewable energy development contributions.

Bill Sponsor: Pre-session filed

Committee upon adjournment: Energy and Environment (H)

HB 2081 INTRO

Relating to residential energy. Extends sunset for construction or installation of alternative energy devices.

Bill Sponsor: Presession filed

Committee upon adjournment: Energy and Environment (H)

HB 2083 INTRO

Relating to tax credits for transportation projects. Extends sunset for tax credits for transportation projects.

Bill Sponsor: Presession filed

Committee upon adjournment: Transportation Policy (H)

HB 2124 INTRO

Relating to wood smoke pollution. Specifies that Department of Environmental Quality may use moneys available in Residential Solid Fuel Heating Air Quality Improvement Fund to provide rebates for replacement or removal of certain solid fuel burning devices.

Bill Sponsor: Rep Greenlick (D-Portland) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2133 A

Relating to biomass. Caps electricity generated by any single biomass facility that may be used to meet requirement that certain percentage of electricity in this state be electricity generated by small-scale renewable energy projects or biomass facilities.

Bill Sponsor: Presession filed

Committee upon adjournment: Business and Transportation (S)

HB 2135 A

Relating to entities that contribute to greenhouse gas emissions; declaring an emergency.

Repeals greenhouse gas emissions goals and requires Environmental Quality Commission to adopt by rule statewide greenhouse gas emissions goal for 2025, and limits for years 2035 and 2050.

Bill Sponsor: Presession filed

Committee upon adjournment: Rules (H)

HB 2136 INTRO

Relating to small-scale renewable energy projects; declaring an emergency. Creates schedule by which certain percentage of electricity sold by electric company to retail electricity consumers must be electricity generated by qualifying small-scale renewable energy projects.

Bill Sponsor: Presession filed

Committee upon adjournment: Energy and Environment (H)

HB 2137 INTRO

Relating to utilities. Redefines scope of Public Utility Commission's general duties and powers.

Bill Sponsor: Presession filed

Committee upon adjournment: Energy and Environment (H)

HB 2138 INTRO

Relating to diesel; declaring an emergency. Beginning January 1, 2018, requires certain public improvement contracts to reserve one percent of total contract price for performing repowers or retrofits of certain diesel engines used in course of performing contract.

Bill Sponsor: Presession filed

Committee upon adjournment: Energy and Environment (H)

[HB 2139 INTRO](#)

Relating to anhydrous ammonia. Directs State Department of Energy to study treating anhydrous ammonia as renewable energy source for purposes of renewable portfolio standard.

Bill Sponsor: Rep Boone (D-Cannon Beach) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

[HB 2146 INTRO](#)

Relating to the use of energy-related tax credits by tax-exempt entities; prescribing an effective date. Prohibits tax-exempt entities from earning or transferring energy-related tax credits.

Bill Sponsor: Rep Johnson (R-Hood River) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

[HB 2205 INTRO](#)

Relating to cannabis; declaring an emergency. Directs State Department of Agriculture to solicit proposals from third party vendors to create for producers of cannabis efficiency standards for energy and water consumption and certification protocols for meeting those standards.

Bill Sponsor: Presession filed

Committee upon adjournment: Agriculture and Natural Resources (H)

[HB 2210 A](#)

Relating to affordable rental housing assistance. Directs Housing and Community Services Department to develop and implement Retaining Affordable Rental Housing Program to provide financial assistance to owners of multifamily rental housing to rehabilitate and maintain housing at affordable rental rates.

Bill Sponsor: Rep Vial (R-Scholls) (Presession filed.)

Committee upon adjournment: Ways and Means (J)

[HB 2239 INTRO](#)

Relating to energy efficient building codes; declaring an emergency. Establishes Task Force on Energy Efficient Building Codes.

Bill Sponsor: Presession filed

Committee upon adjournment: Energy and Environment (H)

[HB 2286 INTRO](#)

Relating to administration of tax credits; prescribing an effective date. Requires that transfer of tax credit follow uniform transfer procedures.

Bill Sponsor: Presession filed

Committee upon adjournment: Revenue (H)

[HB 2330 INTRO](#)

Relating to charges for electricity delivered to the public for electrically powered motor vehicles; declaring an emergency. Permits, rather than requires, state agency to set price for using device that is located on agency premises and that provides electricity to public for motor vehicles that use electricity for propulsion at specific level.

Bill Sponsor: Presession filed

Committee upon adjournment: Energy and Environment (H)

HB 2433 A

Directs Housing and Community Services Department to establish pilot program to provide housing for low-income seniors on school district property. Directs department to select one or more school districts to construct low-income senior housing development on property. Directs department to select one or more affordable housing providers to serve as property managers of low-income senior housing developments.

Bill Sponsor: Rep Parrish (R-Tualatin/West Linn) (Presession filed.)

Committee upon adjournment: Ways and Means (J)

HB 2468 INTRO

Relating to air pollution; declaring an emergency. Requires Environmental Quality Commission to adopt by rule certain statewide greenhouse gas emissions limits by no later than January 1, 2018.

Bill Sponsor: Rep Holvey (D-Eugene); Rep Barnhart (D-Lane/Linn Counties); Rep Helm (D-Washington County); Rep Nosse (D-Portland); Rep Power (D-Milwaukie) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2471 INTRO

Relating to acquisition of service territory of electric utility; declaring an emergency. Extends period of time by which electric utility that acquires service territory of other electric utility without other electric utility's consent must comply with renewable portfolio standard that applies in that service territory.

Bill Sponsor: Rep Bentz (R-Ontario); Rep Boone (D-Cannon Beach) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2478 INTRO

Relating to greenhouse gas emissions; declaring an emergency. Requires Environmental Quality Commission to adopt by rule program for assessing net impacts of state policies and programs for reducing greenhouse gas emissions.

Bill Sponsor: Rep Bentz (R-Ontario) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2481 INTRO

Relating to indicating the cost per gallon of gasoline of the low carbon fuel standards; declaring an emergency. Requires gas station owner or operator to print, on any receipt that owner or operator provides to customer after customer purchases gasoline, cost to customer per gallon of gasoline of low carbon fuel standards.

Bill Sponsor: Rep Bentz (R-Ontario) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2502 INTRO

Relating to ocean power districts. Directs Department of State Lands to study and develop recommendations for developing and organizing ocean power districts.

Bill Sponsor: Rep Nathanson (D-Eugene); Rep Boone (D-Cannon Beach) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2514 A

Relating to electric motor vehicle incentives. Directs payment of sales incentive to salesperson employed by electric motor vehicle dealer who sells, leases or exchanges for trade-in allowance new electric motor vehicle.

Bill Sponsor: Rep Barnhart (D-Lane/Linn Counties) (Presession filed.)

Committee upon adjournment: Ways and Means (J)

HB 2532 INTRO

Relating to transportation. Directs Oregon Transportation Commission to adopt rules establishing quantitative system for scoring and ranking transportation projects that are being considered by commission for inclusion in Statewide Transportation Improvement Program.

Bill Sponsor: Rep Reardon (D-Happy Valley); Rep Helm (D-Washington County); Rep Keny-Guyer (D-Portland); Rep Nosse (D-Portland); Rep Sanchez (D-Portland); Sen Boquist (R-Dallas) (Presession filed.)

Committee upon adjournment: Transportation Policy (H)

HB 2680 INTRO

Relating to renewable energy development; prescribing an effective date. Defines systems that use waste heat to produce energy as renewable energy production systems for which applicants may receive grants from State Department of Energy to install or construct.

Bill Sponsor: Rep Nosse (D-Portland) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2681 A

Sets forth policy objectives for State Department of Energy in administration of income tax credit allowed for construction or installation of alternative energy devices. Requires department to report biennially to committee of Legislative Assembly on use of credit. Extends sunset for tax credit.

Bill Sponsor: Rep Nosse (D-Portland); Rep Evans (D-Monmouth); Rep Keny-Guyer (D-Portland) (Presession filed.)

Committee upon adjournment: Tax Credits (J)

HB 2704 A

Requires Environmental Quality Commission to establish program to provide rebates to persons that purchase and register certain low emission vehicles and zero-emission transit buses in this state on or after effective date of Act.

Bill Sponsor: Rep Helm (D-Washington County) (Presession filed.)

Committee upon adjournment: Revenue (H)

HB 2710 INTRO

Relating to the reduction of energy use in buildings; declaring an emergency. Sets schedule for Director of Department of Consumer and Business Services to perform certain duties regarding energy efficiency standards and requirements for newly constructed buildings.

Bill Sponsor: Rep Helm (D-Washington County) (Presession filed.)

Committee upon adjournment: Energy and Environment (H)

HB 2725 A

Appropriates moneys from General Fund to Department of Environmental Quality for supporting community efforts to improve economic development and public health by reducing emissions from solid fuel burning devices that burn wood.

Bill Sponsor: Rep Helm (D-Washington County); Sen Prozanski (D-South Lane/North Douglas Counties); Rep Keny-Guyer (D-Portland); Rep Marsh (D-Ashland); Rep Nosse (D-Portland); Rep Power (D-Milwaukie); Rep Sanchez (D-Portland); Sen Dembrow (D-Portland); Sen Steiner Hayward (D-NW Portland/Beaverton); Rep Malstrom (D-Beaverton); Rep Greenlick (D-Portland) (Presession filed.)

Committee upon adjournment: Ways and Means (J)

HB 2756 INTRO

Relating to small scale local energy projects; prescribing an effective date. Transfers duties, functions and powers of State Department of Energy related to issuance of loans for small scale local energy projects to Oregon Business Development Department.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)

Committee upon adjournment: Energy and Environment (H)

HB 2757 INTRO

Relating to energy facility siting; declaring an emergency. Modifies cost recovery formula for site certificate holders.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)

Committee upon adjournment: Energy and Environment (H)

HB 2758 INTRO

Relating to residential energy conservation for oil-heated dwellings. Transfers administration of fuel oil dealer program from State Department of Energy to Housing and Community Services Department.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)

Committee upon adjournment: Energy and Environment (H)

HB 2759 INTRO

Relating to state purchase of transferable tax credits; prescribing an effective date. Prohibits transfer of energy-related tax credit held by tax-exempt or governmental entity.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)

Committee upon adjournment: Energy and Environment (H)

HB 2764 INTRO

Relating to minimum energy supplier assessment level. Changes calculated share of annual energy resource supplier assessment below which energy resource supplier is exempt from payment of assessment from \$250 to \$2,500.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)

Committee upon adjournment: Energy and Environment (H)

HB 2765 INTRO

Relating to the taxation of alternative energy systems; prescribing an effective date. Extends sunset for property tax exemption for alternative energy systems.

Bill Sponsor: Revenue (H)

Committee upon adjournment: Energy and Environment (H)

HB 2775 INTRO

Relating to tax credits for biomass; prescribing an effective date. Limits total amount of biomass tax credit allowed for animal manure that may be claimed annually by all taxpayers.

Bill Sponsor: Revenue (H)

Committee upon adjournment: Revenue (H)

HB 2853 INTRO

Relating to tax credits for biomass. Limits availability of tax credit allowed for animal manure processed in digester to digester in operation by certain date.

Bill Sponsor: Revenue (H)

Committee upon adjournment: Agriculture and Natural Resources (H)

HB 2989 INTRO

Relating to residential solar; declaring an emergency. Requires State Department of Energy to conduct study on incentives for residential solar in this state.

Bill Sponsor: Rep Johnson (R-Hood River)

Committee upon adjournment: Energy and Environment (H)

HB 3019 INTRO

Relating to transportation electrification. Provides that certain amount of moneys collected from retail electricity consumers as public purpose charge may be used for transportation electrification.

Bill Sponsor: Energy and Environment (H)

Committee upon adjournment: Energy and Environment (H)

HB 3021 INTRO

Relating to energy conservation; declaring an emergency. Requires State Department of Energy to conduct study on energy conservation.

Bill Sponsor: Energy and Environment (H)

Committee upon adjournment: Energy and Environment (H)

HB 3023 INTRO

Relating to carbon pricing; declaring an emergency. Requires Department of Environmental Quality to conduct study on carbon pricing.

Bill Sponsor: Energy and Environment (H)

Committee upon adjournment: Energy and Environment (H)

HB 3032 INTRO

Relating to transferable energy tax credits; prescribing an effective date. Requires value of transferable tax credit to be lower of value determined at time of application for preliminary certification or at time of final certification.

Bill Sponsor: Revenue (H)

Committee upon adjournment: Revenue (H)

HB 3050 INTRO

Relating to solar photovoltaic power generation facilities. Permits siting of commercial solar photovoltaic power generation facility on land not designated as high value farmland, on high value farmland under certain conditions and as conditional permitted use of land zoned for exclusive farm use.

Bill Sponsor: Agriculture and Natural Resources (H)

Committee upon adjournment: Agriculture and Natural Resources (H)

HB 3142 INTRO

Relating to brownfields; prescribing an effective date. Requires nongovernmental entity that enters into contract with Public Utility Commission for receipt of public purpose charge moneys to administer loan program whereby entity makes loans to public land bank authorities created by local governments for purposes of acquiring, rehabilitating, redeveloping, reutilizing or restoring brownfield properties.

Bill Sponsor: Rep Buehler (R-Bend)

Committee upon adjournment: Economic Development and Trade (H)

HB 3163 INTRO

Relating to incentives for residential energy users; prescribing an effective date. Transfers administration of tax credit for biomass production or collection from State Department of Energy to State Department of Agriculture.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)
Committee upon adjournment: Energy and Environment (H)

HB 3164 INTRO

Relating to incentives for residential energy users; prescribing an effective date. Directs State Department of Energy to study existing residential energy tax credit and need for residential energy incentive programs.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)
Committee upon adjournment: Energy and Environment (H)

HB 3166 B

Modifies cost recovery formula for site certificate holders. Changes calculated share of annual energy resource supplier assessment below which energy resource supplier is exempt from payment of assessment from \$250 to \$2,500. Applies to annual fees due on and after July 1, 2018. Establishes Energy Facility Siting Task Force. Sunsets task force on December 31, 2018. Transfers duties, functions and powers of State Department of Energy related to issuance of loans for small scale local energy projects to Oregon Business Development Department. Becomes operative on January 1, 2018. Requires Oregon Business Development Department to study commercial needs in state for loans for small scale local energy projects. Requires Oregon Business Development Department to initially complete study no later than September 15, 2018. Requires loan contracts to make loans payable in full in event that Director of Oregon Business Development Department declares default of payment of loan or project that is subject of loan fails to meet standards and criteria for projects. Becomes operative on January 1, 2018. Abolishes Energy Project Supplemental Fund, Energy Revenue Bond Repayment Fund, Energy Project Bond Loan Fund, Alternative Fuel Vehicle Revolving Fund and Jobs, Energy and School Fund. Transfers moneys remaining in abolished funds to Small Scale Local Energy Project Administration and Bond Sinking Fund. Appropriates moneys from General Fund to Oregon Business Development Department for purposes related to loans for small scale local energy projects. Repeals energy efficiency and sustainable technology loan program.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)
Committee upon adjournment: Ways and Means (J)

HB 3167 INTRO

Relating to State Department of Energy; prescribing an effective date. Establishes Oregon Energy Commission as policy and rulemaking body for State Department of Energy.

Bill Sponsor: Rep Holvey (D-Eugene); Sen Beyer (D-Springfield)
Committee upon adjournment: Energy and Environment (H)

HB 3189 INTRO

Relating to the regulation of physical changes to real property. Establishes Department of Building Codes.

Bill Sponsor: Rep Rayfield (D-Corvallis)
Committee upon adjournment: Ways and Means (J)

HB 3227 INTRO

Relating to incentives for solar energy projects; prescribing an effective date. Allows tax credit for alternative energy device to be claimed by owner or subscriber of community solar project.

Bill Sponsor: Rep Holvey (D-Eugene)
Committee upon adjournment: Revenue (H)

HB 3241 A

Allows local government to create residential PACE programs to assist owners of single-family dwellings in financing utilities improvements and seismic rehabilitation.

Bill Sponsor: Rep Marsh (D-Ashland)

Committee upon adjournment: Rules (H)

HB 3269 INTRO

Relating to the Oregon Global Warming Commission. Changes name of Oregon Global Warming Commission to Oregon Climate Change Commission.

Bill Sponsor: Rep Power (D-Milwaukie); Rep Helm (D-WA County); Sen Taylor (D-Milwaukie); Rep Lininger (D-Lake Oswego); Rep Lively (D-Springfield); Rep Marsh (D-Ashland); Sen Dembrow (D-Portland); Sen Devlin (D-Tualatin); Sen Prozanski (D-South Lane/North Douglas Counties); Rep Holvey (D-Eugene); Rep Keny-Guyer (D-Portland)

Committee upon adjournment: Rules (H)

HB 3348 INTRO

Relating to utilities. Provides that electric company may use electricity to comply with renewable portfolio standard only if electricity is generated by facility that procures electricity in accordance with certain delivery requirements.

Bill Sponsor: Rep Holvey (D-Eugene); Rep Smith G (R-Heppner)

Current Committee: Energy and Environment (H)

HB 3386 A

Requires Environmental Quality Commission to adopt by rule program for facilitating compliance with low carbon fuel standards.

Bill Sponsor: Rep Bentz (R-Ontario); Rep Huffman (R-The Dalles)

Committee upon adjournment: Rules (H)

SB 159 INTRO

Relating to household tax credit for household energy costs; prescribing an effective date. Creates refundable income tax credit to offset household energy costs for taxpayers meeting income requirements.

Bill Sponsor: Presession filed

Committee upon adjournment: Finance and Revenue (S)

SB 168 INTRO

Relating to a tax credit for biomass. Extends sunset for tax credit for biomass production or collection for all types of biomass.

Bill Sponsor: Presession filed

Committee upon adjournment: Environment and Natural Resources (S)

SB 170 INTRO

Relating to tax credits for energy conservation projects. Extends sunset for tax credit for energy conservation project.

Bill Sponsor: Presession filed

Committee upon adjournment: Tax Credits (J)

SB 175 INTRO

Relating to tax credits for renewable energy development contributions. Extends sunset for tax credits for renewable energy development contributions.

Bill Sponsor: Presession filed

Committee upon adjournment: Environment and Natural Resources (S)

SB 177 A

Relating to residential energy. Sets forth policy objectives for State Department of Energy in administration of income tax credit allowed for construction or installation of alternative energy

devices. Requires department to report biennially to committee of Legislative Assembly on use of credit. Extends sunset for tax credit.

Bill Sponsor: Presession filed

Committee upon adjournment: Tax Credits (J)

SB 197 INTRO

Relating to dairy air contaminants. Requires Environmental Quality Commission to adopt by rule program for regulating air contaminant emissions from dairy confined animal feeding operations.

Bill Sponsor: Presession filed

Committee upon adjournment: Environment and Natural Resources (S)

SB 285 INTRO

Relating to state financial administration; declaring an emergency. Appropriates moneys from General Fund to Higher Education Coordinating Commission to provide matching funds for Northwest National Marine Renewable Energy Center at Oregon State University to receive federal funds for deepwater test facility for utility scale wave energy converters.

Bill Sponsor: Sen Roblan (D-Coos Bay); Sen Kruse (R-Roseburg); Rep Gomberg (D-Central Coast); Rep McKeown (D-Coos Bay); Rep Smith DB (R-Port Orford)

Committee upon adjournment: Ways and Means (J)

SB 322 INTRO

Relating to the use of hydroelectric energy to comply with renewable portfolio standard. Specifies that electricity generated by hydroelectric facility or other equipment that generates electricity through use of hydroelectric energy may be used to comply with renewable portfolio standard.

Bill Sponsor: Sen Olsen (R-Canby)

Committee upon adjournment: Business and Transportation (S)

SB 376 INTRO

Relating to Senate confirmation of appointments. Requires Senate confirmation of appointments by Governor of directors of Housing and Community Services Department and State Department of Energy.

Bill Sponsor: Sen Hansell (R-Athena); Rep Barreto (R-Cove)

Committee upon adjournment: Rules (S)

SB 424 INTRO

Relating to allowable green energy technology in public improvement contracts; prescribing an effective date. Expands definition of "green energy technology" for purposes of public improvement contracts.

Bill Sponsor: Sen Ferrioli (R-John Day)

Committee upon adjournment: Environment and Natural Resources (S)

SB 425 INTRO

Relating to the use of hydroelectric energy to comply with renewable portfolio standard. Specifies that electricity generated by hydroelectric facility or other equipment that generates electricity through use of hydroelectric energy may be used to comply with renewable portfolio standard.

Bill Sponsor: Sen Ferrioli (R-John Day)

Committee upon adjournment: Business and Transportation (S)

SB 426 INTRO

Relating to complete repeal of low carbon fuel standards. Repeals low carbon fuel standards.

Bill Sponsor: Sen Ferrioli (R-John Day)

Committee upon adjournment: Environment and Natural Resources (S)

SB 427 INTRO

Relating to elimination of requirements for which a public utility that supplies electricity may request from the Public Utility Commission an increase in rates. Amends certain provisions setting forth renewable portfolio standard requirements and acquisition processes to reinstitute requirements and processes in effect on March 7, 2016.

Bill Sponsor: Sen Ferrioli (R-John Day)

Committee upon adjournment: Business and Transportation (S)

SB 539 INTRO

Relating to public purpose charge moneys; prescribing an effective date. Changes distribution of amounts collected as public purpose charge by electric companies and Oregon Community Power.

Bill Sponsor: Sen Thatcher (R-Keizer)

Committee upon adjournment: Business and Transportation (S)

SB 557 INTRO

Relating to entities that contribute to greenhouse gas emissions; declaring an emergency. Repeals greenhouse gas emissions goals and requires Environmental Quality Commission to adopt by rule statewide greenhouse gas emissions goal for 2025, and limits for years 2035 and 2050.

Bill Sponsor: Sen Beyer (D-Springfield); Sen Manning Jr (D-Eugene)

Committee upon adjournment: Environment and Natural Resources (S)

SB 599 INTRO

Relating to a tax credit for capital improvements; prescribing an effective date. Creates income tax credit for capital improvements to business facilities or homes that are commenced prior to later of September 1, 2017, or effective date of Act.

Bill Sponsor: Sen Knopp (R-Bend)

Committee upon adjournment: Business and Transportation (S)

SB 656 INTRO

Relating to increasing the frequency of conducting independent management evaluation of nongovernmental entity that receives public purpose charge moneys. Increases frequency of conducting independent management evaluation of nongovernmental entity's operations, efficiency and effectiveness, if public purpose charge moneys are transferred to nongovernmental entity for specified energy efficiency purposes.

Bill Sponsor: Sen Olsen (R-Canby)

Committee upon adjournment: Business and Transportation (S)

SB 657 INTRO

Relating to reduction in expenditures allowed under public purpose charge. Reduces public purpose charge.

Bill Sponsor: Sen Olsen (R-Canby)

Committee upon adjournment: Business and Transportation (S)

SB 659 INTRO

Relating to assessment by independent third party of nongovernmental entity that receives public purpose charges; prescribing an effective date. Requires nongovernmental entity, as condition of receiving public purpose charge moneys, to be assessed by independent third party.

Bill Sponsor: Sen Olsen (R-Canby)

Committee upon adjournment: Business and Transportation (S)

SB 748 INTRO

Relating to entities that contribute to greenhouse gas emissions; declaring an emergency. Requires Environmental Quality Commission to adopt carbon pollution permit program by rule.
Bill Sponsor: Sen Beyer (D-Springfield)
Committee upon adjournment: Environment and Natural Resources (S)

SB 908 B

Relating to the State Department of Energy; declaring an emergency. Establishes Oregon Energy Commission as policy and rulemaking body for State Department of Energy.
Bill Sponsor: Sen Beyer (D-Springfield)
Committee upon adjournment: Rules (S)

SB 909 INTRO

Relating to utility regulation; declaring an emergency. Specifies that public utility that makes sales of electricity may not establish rate for any service that provides public utility with rate of return that exceeds 4.5 percent.
Bill Sponsor: Sen Ferrioli (R-John Day)
Committee upon adjournment: Business and Transportation (S)

SB 952 B

Relating to the State Department of Energy; prescribing an effective date. Establishes Oregon Energy Commission as policy and rulemaking body for State Department of Energy.
Bill Sponsor: Sen Olsen (R-Canby); Sen Johnson (D-Scappoose)
Committee upon adjournment: Rules (S)

SB 979 INTRO

Relating to utilities; prescribing an effective date. Establishes ability of retail electricity consumer to purchase electricity generated by eligible renewable energy resources and certain ancillary services directly from entity that is not distribution utility that meets specified conditions.
Bill Sponsor: Business and Transportation (S)
Committee upon adjournment: Business and Transportation (S)

SB 1070 INTRO

Relating to greenhouse gas emissions. Requires Environmental Quality Commission to adopt carbon pollution market by rule.
Bill Sponsor: Sen Dembrow (D-Portland), Sen Beyer (D-Springfield), Rep Helm (D-Washington County), Sen Prozanski (D-South Lane/North Douglas Counties), Sen Taylor (D-Milwaukie), Rep Holvey (D-Eugene), Rep Lininger (D-Lake Oswego), Rep Lively (D-Springfield), Rep Marsh (D-Ashland), Rep Power (D-Milwaukie)
Committee upon adjournment: President's desk

Tab 9

Energy Trust of Oregon Glossary of Key Terms and Program Descriptions

Updated April 2017

Key terms

Allied technical assistance contractors: Allied technical assistance contractors provide technical analysis and studies to help industrial customers identify energy-efficiency upgrades.

Avoided cost: The amount of money that an electric utility would spend for the next increment of electric generation it would need to either produce or purchase if not for the reduction in demand due to energy-efficiency savings or the energy that a co-generator or small-power producer provides. Federal law establishes broad guidelines for determining how much a qualifying facility gets paid for power sold to the utility.

Benefit/cost ratio: Energy Trust ensures investment in cost-effective energy efficiency based on the Total Resource Cost Test benefit/cost ratio and the Utility Cost Test benefit/cost ratio. Together, the tests assess the value of the energy-efficiency investment compared to a utility supplying the same amount of energy, and determine whether energy efficiency is the best energy buy for a utility and for all utility customers.

Total Resource Cost Test: This is the main test that determines whether Energy Trust can offer an incentive for a project. Benefits include the value of energy savings to the ratepayers of the utility system over the expected life of the energy-efficiency resource (otherwise known as the avoided cost of energy), and in some cases benefits also include quantifiable non-energy benefits, such as water savings and operations and maintenance benefits. Costs include the total cost of the energy-efficiency resource, including Energy Trust incentives and the project cost paid by the participating customer.

Utility Cost Test: This test is used to indicate the incentive amount for a project. It helps Energy Trust determine whether providing an incentive is cost effective for the utility system. Benefits include the value of energy savings to the ratepayers of the utility system over the expected life of the energy-efficiency resource (otherwise known as the avoided cost of energy). Costs include the cost of the Energy Trust incentive.

Multnomah County Property Fit initiative (formerly Commercial Property Assessed Clean Energy): Started in Q3 2015, the pilot provides 100 percent of funding to commercial property owners that complete comprehensive energy-efficiency and renewable energy projects, with standard incentives from Energy Trust and long-term loans from the Portland Development Commission repaid through energy savings or electricity production.

Cost-effectiveness: The OPUC has a definition that refers to ORS 469.631 (4) stating that an energy resource, facility or conservation measure during its life cycle results in delivered power costs to the ultimate consumer no greater than the comparable incremental cost of the least-cost alternative new energy resource, facility or conservation measure. Cost comparison under this definition shall include but not be limited to: (a) cost escalations and future availability of fuels; (b) waste disposal and decommissioning cost; (c) transmission and distribution costs; (d) geographic, climatic and other differences in the state; and (e) environmental impact. ORS

757.612 (4) (SB 1149) exempts utilities from the requirements of ORS 469.631 to 469.645 when the public purpose charge is implemented.

By law, Oregon public purpose funds may be invested only in cost-effective energy-efficiency measures—that is, efficiency measures must cost less than acquiring the energy from conventional sources, unless exempted by the OPUC.

Demand response: A load management strategy, it is the reduction in electricity consumption by end-use customers from their normal pattern of consumption during times of peak energy use, when wholesale electricity prices are high and/or when system reliability is jeopardized. Customers are often compensated for participating in demand response programs.

Energy Saver Kit: Customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas can order free Energy Saver Kits from Energy Trust's website, including energy-saving LEDs, showerheads and faucet aerators.

EPS™: Builders can receive cash incentives for new homes constructed to EPS energy performance requirements, indicating low energy consumption, utility costs and carbon footprint. The score helps homebuyers assess and compare the energy use and costs of similarly sized homes.

Irrigation modernization: A collaborative effort by Energy Trust and Farmers Conservation Alliance, irrigation modernization connects irrigation districts and farmers with tools to invest in modern irrigation infrastructure, saving water and energy, improving habitats for fish and generating clean energy through small-scale hydropower systems installed in pipes.

Levelized cost: The level of payment necessary each year to recover the total investment and interest payments (at a specified interest rate) over the life of a measure.

LivingWise kits: LivingWise kits and curriculum are delivered to sixth-grade students in Oregon schools. Energy Trust provides free LivingWise science curriculum to teachers, and offers energy-saving LEDs and showerheads for students to install in homes.

Market solutions: Tailored market solutions incentive packages help businesses make quick decisions and achieve deeper energy savings when constructing small restaurant, grocery, multifamily, office, school or retail buildings less than 70,000 square feet.

Market transformation: Lasting structural or behavioral change in the marketplace and/or changes to energy codes and equipment standards that increases the adoption of energy-efficient technologies and practices.

Megaproject: Large commercial or industrial projects receiving more than \$500,000 in Energy Trust incentives for energy-efficiency upgrades are considered megaprojects. These projects are reviewed and approved by Energy Trust's Board of Directors.

Midstream incentive: Midstream incentives are provided to distributors and to retailers, with savings passed onto customers. Downstream incentives are provided directly to customers.

Path to Net Zero: The Path to Net Zero offering provides increased design, technical assistance, construction, and measurement and reporting incentives to new commercial construction projects that aim to exceed energy code by 40 percent through a combination of energy-efficiency and renewable energy features.

Pay for Performance: The Pay for Performance offering for commercial customers offers incentives for capital and operations and maintenance improvements over a multiyear period to help achieve additional energy savings for more comprehensive projects.

Program Management Contractor (PMC): Company contracted with to deliver and implement a program or major program track. PMCs keeps costs low for utility customers, draw from existing expertise and skills in the market, and allow Energy Trust to remain flexible and nimble as the market changes. PMC contracts are competitively selected, reviewed by a committee with internal staff and external representatives, and approved by the board. Contracts are rebid on a regular basis.

Program Delivery Contractor (PDC): Company contracted with to implement a specific program track. PDCs keeps costs low for utility customers, draw from existing expertise and skills in the market, and allow Energy Trust to remain flexible and nimble as the market changes. PDC contracts are competitively selected, reviewed by a committee with internal staff and external representatives, and approved by the board. Contracts are rebid on a regular basis.

Project development assistance: Incentives and support for early-stage development of Other Renewables projects helps build a pipeline of future renewable energy projects.

Retrocommissioning: A systematic process for identifying less-than-optimal performance in commercial equipment, lighting and control systems and improving the energy efficiency of these existing systems.

Savings Within Reach: Owners of single-family or manufactured homes who meet moderate-income qualifications can receive enhanced Savings Within Reach incentives for qualifying projects.

Strategic Energy Management: Energy Trust helps industrial and commercial customers reduce energy use and save money through behavioral and low-cost operations and maintenance improvements.

Verifier: Trade ally verifiers provide technical guidance and inspection to home builders, ensuring that homes rated with EPS save energy through energy-efficient windows, HVAC, appliances and weatherization.

Program descriptions

Existing Buildings. The Existing Buildings program offers energy-efficient improvements for existing commercial buildings of all sizes. Incentives are available for custom projects, including capital upgrades and operations and maintenance improvements; standard upgrades; lighting upgrades; and energy management offerings with tools, training, technical assistance and Strategic Energy Management offerings to help customers reduce energy use through behavioral and operations improvements.

Existing Multifamily. The Existing Multifamily program serves existing multifamily buildings with two or more units, including market-rate housing, affordable housing, homeowners associations, individual unit owners, and assisted living and campus living facilities. The program offers standard incentives for water heaters, HVAC equipment, weatherization, appliances and foodservice equipment; free in-unit installation of LEDs, showerheads

and faucet aerators and distribution of advanced power strips; custom incentives for capital improvements; incentives for lighting upgrades in common areas; and incentives paid to distributors to reduce costs of efficient lighting and equipment for customers.

New Buildings. The New Buildings program supports design and construction of high-performance commercial buildings and major renovations of all sizes and building types. Staff engage with building owners, developers, business owners and design professionals to provide standard prescriptive incentives, market solutions incentive packages and custom incentives. Tailored market solutions incentive packages help businesses make quick decisions and achieve deeper energy savings when constructing small restaurant, grocery, multifamily, office, school or retail buildings less than 70,000 square feet.

Production Efficiency. The Production Efficiency program offers technical assistance and incentives to industrial and agricultural businesses, including incentives for custom projects, standard lighting and equipment upgrades delivered by trade allies, and an industrial Strategic Energy Management offering to help customers achieve persistent energy savings through behavioral and operations and maintenance improvements.

Existing Homes. The Existing Homes program serves single-family homeowners, renters and owners of existing manufactured homes with energy-saving recommendations, referrals to qualified trade ally contractors, cash incentives for heating and water heating equipment, smart thermostats, insulation and windows, and LEDs, showerheads and faucet aerators delivered through kits. Enhanced Savings Within Reach incentives are available for moderate-income residents.

New Homes. The New Homes program works with trade ally builders, subcontractors and verifiers to construct energy-efficient homes that exceed code through construction of EPS-rated homes and prescriptive incentives for individual equipment.

Products. The Products program offers cash incentives for residential ENERGY STAR qualified products, including lighting, clothes washers and showerheads. The program also provides energy-saving kits to food pantries to deliver to their clients, and distributes showerheads through water bureaus and districts. In addition, the program encourages the sale of energy-efficient new manufactured homes.

Solar Electric. The Solar program aims to create a vigorous and sustainable market for solar energy by offering cash incentives that lower above-market costs for small solar projects, educating consumers, creating and enforcing quality standards and ensuring a robust network of qualified trade ally contractors. Staff review incentive levels regularly and gradually reduce them to manage budget and respond to decreases in solar costs. The Solar program supports installation of standard solar systems on residential and commercial properties, and also large custom projects if funding is available.

Other Renewables. The Other Renewables program provides project development assistance and incentives that lower above-market costs for projects that generate renewable energy from hydropower, biopower, wind and geothermal resources. Project development assistance supports early-stage development and helps build a pipeline of future renewable energy installation projects. In 2016, staff focused on projects that provide a wide range of benefits, including biogas projects generating energy from anaerobic digestion of organic waste and hydropower projects at irrigation districts.

Northwest Energy Efficiency Alliance. NEEA is a nonprofit organization working to maximize energy efficiency to meet our future energy needs. Michael Colgrove, Energy Trust executive director, serves as a board member. NEEA is supported by and works in partnership with Bonneville Power Administration, Energy Trust and more than 100 Northwest utilities for the benefit of more than 12 million energy consumers. NEEA uses the market power of the region to accelerate innovation and adoption of energy-efficient products, services and practices. NEEA has delivered market transformation savings under contract to Energy Trust since 2002.