Energy Trust Board of Directors

July 15, 2020

Energy Trust of Oregon
Board of Directors' Meeting
Wednesday July 15, 2020
10:00 a.m. - 3:30 p.m.

Join Public Zoom Meeting
https://zoom.us/j/92372289742
Meeting ID: 923 7228 9742

Participants will be admitted from the waiting room by the administrator.

Mute your microphone unless addressing the board.

179th Board Meeting

July 15, 2020
421 SW Oak Street Portland, Oregon and Zoom
https://zoom.us/j/91504477776

EnergyTrust of Oregon

	Agenda	Tab	Purpose
10:00 a.m.	**Board Meeting Call to Order** (Melissa Cribbins) 15 minutes		
	General Public Comment *The president may defer specific public comment to the appropriate agenda topic.*		
	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 of any member of the board.* • May 19, 2020 Board Orientation Minutes • May 19, 2020 Board Learning Session Minutes • May 20, 2020 Board Meeting Minutes	**1**	Action
10:15 a.m.	**President's Report** (Melissa Cribbins) 15 minutes		
10:30 a.m.	**Executive Director Report** (Michael Colgrove) 30 minutes • Q2 Forecast • COVID-19 Response Update • Update of PGE Solar + Storage • Announcement of CESA SLICE Award		
11:00 a.m.	**Committee Reports** (Committee Chairs) 90 minutes		
	• Evaluation Committee (Lindsey Hardy) 10 minutes	**2**	Info
	• Finance Committee (Susan Brodahl) 10 minutes	**3**	Info
	• Conservation Advisory Council (Lindsey Hardy) 10 minutes	**4**	Info
	• Renewable Advisory Council (Susan Brodahl) 10 minutes	**5**	Info
	• Policy Committee (Henry Lorenzen) 45 minutes o 5.02.000-P & 5.02.001-P Conflict of Interest Policy R913 o 5.05.010-P Net Assets Policy R914	**6**	Action
12:30 p.m.	**Break for Lunch** 60 minutes		
1:30 p.m.	**2019 Annual Results Presentation** (Michael Colgrove) 60 minutes		Info
2:30 p.m.	**Business Planning Results** (Michael Colgrove) 60 minutes		Info
3:30 p.m.	**Adjourn meeting** (Melissa Cribbins)		

The next meeting of the Energy Trust Board of Directors will be August 13, 2020 and will be held virtually on Zoom.

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Tab 1

Board Meeting Minutes—178th Meeting

May 20, 2020

Board members present: Erik Andersson, Susan Brodahl, Melissa Cribbins, Ernesto Fonseca, Lindsey Hardy, Eric Hayes, Elee Jen, Alexia Kelly, Mark Kendall, Henry Lorenzen, Alan Meyer, Anne Root, Roland Risser, Letha Tawney (OPUC ex officio), Janine Benner (Oregon Department of Energy special advisor)

Board members absent: None

Staff attending: Michael Colgrove, Cheryle Easton, Wendy Bredemeyer, Amber Cole, Betsy Kauffman, Debbie Menashe, Emily Findley, Fred Gordon, Hannah Cruz, Jay Ward, Pati Presnail, Spencer Moersfelder, Julianne Thacher, Abby Spegman, Alina Lambert, Amanda Sales, Ivy Draughon, Alex Novie, Alina Lambert, Cameron Star, Greg Stokes, Lizzie Rubado, Sarah Castor, Amanda Potter, David McClelland, Karen Chase, Thad Roth, Matt Getchell, Tyrone Henry, Ryan Crews, Kate Wellington, Kenji Spielman, Adam Bartini, Brigid Gormley, Kelley Ellmer, Scott Leonard, Steve Lacey, Peter West

Others attending: Anna Kim (OPUC), Lisa McGarity (Avista), Jason Klotz (Portland General Electric), Rick Hodges (NW Natural), Ali Shei (City of Portland)

Business Meeting

Melissa Cribbins called the meeting to order at 9:33 a.m. and reminded the board consent agenda items can be changed to regular agenda items at any time.

General Public Comments

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:

- February 25, 2020 Board Learning Session Minutes
- April 7, 2020 Board Orientation Minutes
- April 8, 2020 Board Minutes

Moved by: Eric Hayes Seconded by: Mark Kendall
Vote: In favor: 10 Abstained: 0

Opposed: 0

President's Report (Melissa Cribbins)

Melissa Cribbins invited board members to provide updates on how the coronavirus is affecting their communities.

Ernesto Fonseca joined the call at 9:49 a.m.

Executive Director's Report (Michael Colgrove)

Michael Colgrove and Peter West shared information about Energy Trust's ongoing response to the coronavirus and new savings projections reflecting its impact. Staff reviewed early savings and generation estimates, which include efforts to mitigate impact on programs. The early estimates predict reaching 77% of electric goal and 91-107% of gas goal, which is partially due to a very large gas project; renewable energy generation is currently on track.

The board asked which sector was most impacted on the electric side. Staff said it is commercial and that attributed mainly to closures mandated by distancing protocols. The board asked if there has been interest in new energy-efficiency technologies because of the coronavirus and efforts to improve indoor air quality. Staff said no overall trends have emerged across the state. The board and staff discussed opportunities to support battery technology. While batteries are not eligible for Energy Trust incentives, they can be included as part of an eligible system and staff is pursuing work with Portland General Electric that may address this. The board expressed support for pursuing battery incentives in the future if Oregon Public Utility Commission were to allow it as part of Energy Trust's scope and noted other states have allowed this through valuation of peak demand.

Staff reviewed immediate and near-term program changes in response to the coronavirus. Immediate changes include program adjustments to allow incentive payments to continue, such as implementing direct deposit payments and pivoting program offerings to accommodate distancing protocols. The residential program is working to emphasize no- and low-cost offerings and expanding income-qualified offerings. Near-term business program changes include rolling out bonuses, expanding direct-install options and increasing lighting incentives.

Longer-term strategies include programs making more significant adjustments to incentives and trainings and promotions on the residential and commercial side. Staff shared that according to a recent study by Esource, most utilities expect the coronavirus to impact energy savings by an average of at least 10-20% or more.

The board said it appreciated this national perspective, noting some good things are coming from this. For example, the normalization of virtual channels could help drive Strategic Energy Management participation in more remote communities. The board encouraged Energy Trust to unleash the creative side of staff and allow them to accept new processes.

Committee Reports

Melissa Cribbins left the call at 10:52 a.m. and handed the meeting to Henry Lorenzen.

Audit Committee (Anne Root)

The committee recently discussed new accounting processes for the coming year. It also signed a letter to engage Moss Adams for a 401(k) audit that will begin May 18 and be delivered July 15. The committee will meet after that to review the findings.

Compensation Committee (Roland Risser)

The committee discussed changes to Energy Trust's retirement plan resulting from the Secure Act, which include changes to the ability to make hardship withdrawals without penalty and authorizing loan deferrals. There was a brief look at preliminary results of the plans fund showing no problems with performance. The committee discussed the performance management process for 2019 where members saw how plan participants performed and were rated for last year.

Evaluation Committee (Lindsey Hardy)

The committee reviewed an extended capacity heat pump study. A metering study that looked at a couple homes showed promising results. A billing analysis of a larger sample comparing the extended capacity model to other heat pump styles suggested there do appear to be savings over lower capacity heat pumps.

The committee also discussed a thermostat optimization pilot looking at demand response capability connecting to smart thermostats, which is done through an add-on to the device that allows it to save more energy. The board expressed approval for looking at increasing the number of supported thermostat options.

Finance Committee (Susan Brodahl)

The committee engaged the full board in a discussion about Energy Trust's net assets and reserves and its tolerance for risk in light of impacts from the coronavirus. The committee explained that Energy Trust has not yet seen a decrease in net assets since there is a delay and financials are still reflecting revenue from the heating season. In the event of a significant reduction in revenue later in the year, the committee wanted the board to be prepared to utilize reserve funding. The committee presented funding reserves year-over-year since 2018 and invited the board to provide feedback on risk tolerance for deploying net assets and spending down reserves in the event of significantly reduced revenue.

The board and staff engaged in a larger discussion about the purpose of reserves and how much is truly available since a portion of the assets are intended to cover incentive reservations and commitments and loan obligations. The board asked to what extent existing assets would allow the organization to cover liabilities and how reserves could be spent down given that the organization is not expected to use the full amount of this year's incentive budget. Staff said proactively spending them down would require utilities to make a tariff adjustment mid-year, which most utilities would be reluctant to do. The emergency contingency is for any catastrophic emergency such as an earthquake or natural disaster that would impact operations.

The board discussed the impact of utility tariffs on the energy burden of low-income households and how Energy Trust could be uniquely positioned to focus public purpose dollars in low-income communities. The OPUC's ability to differentiate rates by income is very limited, but Energy Trust may be able to deploy funds in a more targeted fashion to address this burden. Some utilities are already presenting rate cases this year. Staff recommended waiting to see what the resulting pressure will be on ratepayers.

The board asked if there has been any planning around how reductions in incentive spending compares with the potential reduction in revenue. Energy Trust is expecting lower expenditures than budgeted, but it is unknown what revenues will be. Staff said if the organization needs more money than it budgeted for, it would come out of the reserve account and that the use of reserves is already built into the process.

The board discussed what should be done if revenues were much lower than expected but expenditures haven't gone down. and what should happen if there are excess funds and an opportunity to help communities in trouble.

Staff said many of the strategies shared in the previous presentation are ways of distributing funding to vulnerable communities such as: accelerating access to low-income offerings; and updating criteria for income-qualified offers to expand access. Programs are using lessons learned from the last economic recession to guide this work. The board said there is an opportunity to think about helping small business customers recover.

The board concluded it should continue to asses financial risk going forward, but there is not a catastrophic situation yet. Signposts indicating further action would be actual funding receipts, discussions with utility partners and any discrepancies that may arise, and regional and national sources of information that show what utilities are seeing. So far, the organization has not seen any drop off in revenue directly correlated to the coronavirus response, which is partly attributed to the delay.

The board indicated it is not in favor of spending down funds proactively at this time and is comfortable with ways staff has determined to adapt that are already built into the process. However, it

acknowledged this discussion raised an important issue and has made it aware of the need to continue tracking closely and take careful consideration.

Melissa Cribbins returned to the meeting at 12:10 p.m.

Policy Committee (Henry Lorenzen)

The committee approved the appointment of Rick Hodges, manager of energy-efficiency programs at NW Natural, to the Conservation Advisory Council. Hodges will replace Holly Braun, who has served for many years on the council. The board discussed whether there was a policy of giving recognition to departing advisory council members. While there is no set policy, staff can provide a certificate of recognition when deemed appropriate. The board suggested creating a recognition cadence to acknowledge periodic milestones for long-serving members.

The council considered the option of applying for a Paycheck Protection Program loan but decided not to. The council reviewed a policy dated from 2002 called the Lost Opportunity Policy, which is no longer being used and found to be redundant with staff's current approach to acquiring energy efficiency. It recommended retiring the policy. Committee members also continued work on a conflict of interest policy and who it should apply to.

Resolution 911
Retiring the Lost Opportunities Policy

May 20, 2020

RESOLUTION 911
RETIRING THE LOST OPPORTUNITIES POLICY

WHEREAS:

1. **The Lost Opportunities Policy, attached as Attachment 1, was originally adopted by the board in 2002 to document the board's interest in providing guidance to Energy Trust to identify lost opportunities in the design of its energy efficiency programs. Lost opportunities are situations in which an opportunity to implement an efficient solution will be lost if not done when new equipment is selected and new facilities are constructed – while also taking advantage of opportunities to maximize efficiency by retrofitting functioning equipment near or at the end of useful life with more efficient equipment and optimizing the efficient operation of new equipment;**

2. **Beginning in 2008, with the passage of SB 838, Energy Trust is funded and is directed to capture all cost-effective energy efficiency savings, whether resulting from lost opportunities or not. As a result, the Lost Opportunities Policy is not a significant lens for program design.**

3. **The Lost Opportunities Policy was reviewed by the Policy Committee in April 2020 as part of the Committee's regular cycle of policy reviews;**

4. **Policy Committee members discussed whether the policy is still helpful guidance, given that the direction identified are incorporated into Energy Trust operations. Members believe that the policy is superfluous and, as a result, suggest that it be retired; and**

5. **The Policy Committee supports the suggested policy retirement and recommends approval by the full board.**

It is therefore RESOLVED that the Board of Directors hereby approves retirement of the Lost Opportunities Policy.

Moved by: Henry Lorenzen Seconded by: Roland Risser
Vote: In favor: 13 Abstained: 0
Opposed:0

ATTACHMENT 1 (Proposed for Retirement)

4.04.000-P Lost Opportunities Policy

History			
Source	**Date**	**Action/Notes**	**Next Review Date**
Board Decision	February 27, 2002	Approved (R85)	February 2005
Policy Committee	March 5, 2005	No change	February 2008
Policy Committee	March 18, 2008	No change	March 2011
Policy Committee	March 8, 2011	No change	March 2014
Board Decision	April 5, 2017	Approved (R799)	April 2020
Board Decision	May 20, 2020	Retired	

Purpose:
Provide guidance to Energy Trust efficiency programs to avoid lost opportunities – situations in which an opportunity to implement an efficient solution will be lost if not done when new equipment is selected and new facilities are constructed – while also taking advantage of opportunities to maximize efficiency by retrofitting functioning equipment near or at the end of useful life with more efficient equipment and optimizing the efficient operation of new equipment.

Background:
Lost opportunities can occur if efficiency is not built in at times when new equipment is being selected and new facilities are constructed. At these times, efficiency features can be installed that are impractical or much more costly to install at other times. For example, it may not be cost-effective to throw away a working air conditioner simply to replace it with a more efficient unit. However, when that air conditioner fails or is nearing failure, it may be cost-effective to pay for the incremental cost of purchasing the most efficient possible new unit instead of a standard new unit.

Energy Trust may set up specialized programs and incentives to work with designers, developers, vendors and customers to assure that high-efficiency equipment and designs are selected and installed during these events.

The question is how to balance between lost opportunities, “retrofit” and operational program offerings. Retrofit offerings encourage customers to replace or augment working equipment with more efficient equipment. Operational offerings help customers run equipment to meet their needs in the most efficient manner. While there are situations where Energy Trust can increase emphasis on lost opportunities, there are not enough of these opportunities to achieve Energy Trust’s efficiency goals. Furthermore, equity considerations argue that programs should be made available for some customers who rarely make capital investments on their own (e.g., small commercial customers and some public entities). Finally, given the high levels of Oregon building codes and national equipment standards, some lost opportunity savings are more expensive per kWh than some retrofit savings.

Policy:
- Energy Trust should avoid lost opportunities and focus appropriate amounts of its budget and program design efforts in that direction.

- This should be considered in the context of other issues and values that influence implementation decisions.
- Energy Trust should encourage comprehensive treatment of an end-use where this is practical to avoid creating lost opportunities by doing half the job.
- Financial resources should also be reserved for retrofit and operational program offerings, especially where these are low cost or serve customers who would not otherwise be served.
- Work with partners who have special resources to efficiently capture lost opportunities, e.g., Northwest Alliance, Consortium for Energy Efficiency, Oregon Department of Energy.

Strategic Planning Committee (Mark Kendall)
The committee is currently engaged in transitioning to implementation of the plan and tracking metrics. It recently reviewed a wire frame of a tracking dashboard and narrowed down the structure which will be presented as a proposal.

Conservation Advisory Council (Lindsey Hardy, Elee Jen, Alan Meyer)
The council last meeting featured updates from utilities and council members on their organizations' and businesses' coronavirus responses. The meeting was very well attended due to its virtual format. All five utilities reported suspending disconnects; Portland General Electric and Pacific Power are starting to see a minor overall decrease in usage and have seen businesses shutting down.

Diversity Advisory Council (Mark Kendall)
The council held a retreat in March, which generated many ideas about opportunities and topics for discussion at future meetings. It reviewed the results of a recent survey to prioritize topics and discussed ways to revise the council's charter. Members shared how each was experiencing the coronavirus in their community.

The board asked to what extend the action items focused on issues related to methodology to reach priority audiences through community-based organizations. It cautioned that work should focus on practical strategies to achieve equitable product delivery. Staff mentioned a few examples of how being able to leverage these relationships is already helping achieve results. Staff can leverage relationships quickly when something comes up, such as providing help overcoming a language barrier in order to serve a customer.

Renewable Energy Advisory Council (Susan Brodahl, Alexia Kelly)
The most recent meeting took the same format as the Conservation Advisory Council, with members providing updates about their organizations' coronavirus response. Members heard about the City of Portland's emergency operations and updated budget, while the Community Solar program continues to move forward and Portland Clean Energy Fund is moving forward with somewhat impacted revenues.

Strategic Plan Presentation (Hannah Cruz)

Hannah Cruz offered a summary of Energy Trust's most recent strategic plan, which concluded at the end of 2019. This plan was Energy Trust's fourth strategic plan and contained energy and operations goals with strategies to achieve them in the five-year period. Staff reviewed the goals outlined in the plan and provided context on how it was originally created with input from staff and board. Staff reviewed highlights from all years of the plan using results from a dashboard tool used to track progress on various metrics. Notably, at the end of 2019, Energy Trust exceeded all three energy goals around savings and generation and embarked on a learning pathway to determine how to better serve diverse customer groups to expand participation.

Staff then presented the new strategic planning dashboard that will be used to track progress toward the five focus areas in Energy Trust's 2020-2024 Strategic Plan. The dashboard has a new format than the one used previously. Board member Mark Kendall reviewed the process of crafting this plan and introduced the new dashboard tool, which is part of the implementation phase that will allow reporting on progress in the focus areas without duplicating quarterly reporting work.

The focus areas will be tracked using metrics that are either a measurable quantity or a distinct deliverable, which are each intended to create an outcome. Targets will also be used as mileposts to track the progress toward a metric. Staff briefly reviewed the 13 metrics and their targets, highlighting one metric from each focus area.

The board discussed its role in providing feedback on metrics and targets and with what level of detail it should respond to the content with questions and comments. The strategic planning committee invited further engagement of other board members who are interested in more detail about the process of developing the metrics. The board discussed whether some targets are sufficiently robust to measure progress; staff provided context that each metric was developed using methodology supported by relevant subject matter experts on staff.

The board noted one particularly sensitive target is around the diversity of the board of directors, suggesting that metric should have more opportunity for comment by the full board. Staff clarified that this target was about the future establishment of a metric, and staff and board discussed the pathway to create it and who should be consulted. Committee members invited input from the board on what role it would like to play in development and noted there are many ways that could happen.

The committee will come back to the board with the proposed process once one is established. The board reflected on the role of committees and the need to strike a balance between delegation of a robust workload and the need for a full board discussion for certain topics.

The board said distinctly quantifiable metrics are preferable to the extent possible. The board commented that focus area one about savings and generation appeared to be underrepresented within the metrics and asked staff to ensure enough focus on core work.

Staff presented the dashboard design and format for using it to track progress. Each dashboard page corresponds to a focus area and includes opportunities to enter responses, previous quarter highlights and ways to look ahead. The full board will receive an update annually each May.

The board expressed overall approval for the dashboard. It asked how the organization will operationalize the fourth metric, which refers to maximizing public purpose charge funding through forming partnerships. Staff is proposing to measure total energy savings from projects that leveraged additional funding from a partnership. The board and staff discussed why a more qualitative metric was chosen for focus area three, the outcome being a set of interviews with organizations and entities that are leveraging Energy Trust's expertise. The board recommended considering a more numeric measurement for this focus area in the future.

Lunch Break

The board took a break for lunch at 12:14 p.m. and reconvened at 12:45 p.m.

Annual Results

The board agreed to postpone this topic to the next meeting.

2019 DEI Operations Report (Tyrone Henry)

Tyrone Henry presented an update on progress toward Energy Trust's diversity, equity and inclusion goals in 2019. Highlights included the launch of the full Diversity Advisory Council, the adoption of diversity metrics from the Oregon Public Utility Commission and progress toward the 10 goals of the Diversity, Equity and Inclusion Operations Plan. Staff reviewed the goals and presented details on progress achieved for each one in 2019.

Henry Lorenzen left the meeting at 2:16 p.m. and returned at 2:54 p.m.; Roland Risser left the meeting at 3:00 p.m. and returned at 3:17 p.m.

Regarding the goal for increasing residential participation, the board asked staff if there were any surprises from the success of forming partnerships with community-based organizations. Staff said since the barrier to entry is high for many customers, the level of support needed varies dramatically, which requires bringing in other partners in some cases.

The board asked if formal funding agreements existed with some delivery partners. There are agreements in some cases, such as a contract with Community Energy Project and a memorandum of understanding with Verde. The board encouraged continuing this type of funding for institutional capacity support to complement incentive dollars, noting these organizations are making good use of the capacity funding provided.

Regarding the goal for increasing commercial participation, the board asked what definition is being used for very rural and small and medium business categories. Small and medium businesses are defined as less than 100,000 kWh or 3,500 therms of usage per year. Very rural communities were identified using the U.S. Department of Agriculture definition that is based on access to services. The board appreciated learning about the importance of long-term relationships to this goal and recommended leveraging new infrastructure emerging as a result of coronavirus relief efforts to reach businesses.

Regarding the goal for increasing industrial participation, the board asked if outreach staff has learned any new ways to engage smaller manufacturers and producers and whether new marketing approaches are being considered. Outreach staff is joining forces with the custom program delivery contractor in Southern Oregon and will often team up on calls and engage in information sharing. Outreach staff is also making community connections with relevant professional groups, attending meetings and getting to know key players. The board appreciated the participation in Willamette Valley, particularly in the winery sector that is being impacted by changes to the restaurant supply chain.

On the goal for increasing participation in renewable energy, the board and staff discussed the use of penetration rate as a measurement for this goal. Staff explained this is based on distribution of projects in the most diverse census tracts and that this goal is meant to make distribution among service territory more representative. The goal was set as a percentage rather than a project or savings count because project volume was uncertain while creating the goal due to the loss of the state tax credit around that time.

On the goal for diverse recruitment and hiring, the board asked if there was any concern about bias in implementing a new process of collecting demographic information from applicants. Staff said during the intake process, demographic information is not directly linked to candidates during pre-screening. The board mentioned some concern about using the Portland metro area as basis for cultural and ethnic diversity while leaving rurality of staff unaddressed.

The board asked if staff is considering any alternatives to the Intercultural Effectiveness Survey to measure the goal of increasing cultural responsiveness within the organization. Staff said most of these tools are subjective and don't have a number output.

Ernesto Fonseca left the meeting at 3:49 p.m.; Janine Benner left the meeting at 4:08 p.m.; Susan Brodahl left the meeting at 4:18 p.m.

Adjourn

The meeting adjourned at 4:28 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday, July 15, 2020. The location is to be announced.

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Signed: Mark Kendall, Secretary Date

PINK PAPER

Board Learning Session Minutes—177th Meeting

May 19, 2020

Board members present: Erik Andersson, Melissa Cribbins, Ernesto Fonseca, Lindsey Hardy, Eric Hayes, Elee Jen, Alexia Kelly, Mark Kendall, Henry Lorenzen, Alan Meyer, Anne Root, Roland Risser, Steve Bloom (OPUC ex officio), Janine Benner (Oregon Department of Energy special advisor)

Board members absent: Susan Brodahl

Staff attending: Sue Fletcher, Susan Jowaiszas, Amber Cole, Cheryle Easton, Emily Findley, Debbie Menashe, Mike Colgrove, Julianne Thacher, Shelly Carlton, Wendy Bredemeyer, Mana Haeri, Peter Schaffer, Alex Novie

Others attending: Anna Kim (Oregon Public Utility Commission), Susan Badger-Jones

Board Learning Session

Melissa Cribbins called the meeting to order at 1:00 p.m.

General Public Comments

There were no public comments.

Marketing and Communications (Amber Cole, Shelly Carlton)

Staff presented an overview of Energy Trust marketing, communications and outreach activities, with information on a range of channels used to reach and serve customers, communities and stakeholders.

After reviewing the focus areas of the five-year strategic plan, staff discussed how marketing and communications efforts help achieve strategic and annual goals. Staff gave an overview of strategies used to do so including: marketing and communications work; public relations efforts; a robust and responsive web presence; and creating and fostering relationships with community-based organizations to reach priority audiences.

The board asked about working with community-based organizations in Portland and if Energy Trust is looking at them broadly or for diversity indicators only. Staff said it is a bit of both, but more focused on diversity efforts to reach underserved customers through targeted relationships that staff are creating and deepening. The board urged staff not to overlook broad-based community organizations to reach energy efficiency customers more generally and provided examples of Portland-based organizations that could deliver Energy Trust's message.

The board recommended staff leverage new infrastructure being developed in the business community in response to the coronavirus to reach underserved small business customers.

The board asked how the Diversity Advisory Council is being engaged on marketing and outreach strategies. Staff gave examples like seeking the council's feedback on a list of community-based organizations and on a customer insights survey.

Board members offered to make additional connections between Energy Trust and organizations and key players in local communities.

Cost-effectiveness Calculation and Measure Development (Peter Schaffer, Alex Novie)

Staff presented how Energy Trusts' measures are developed and what inputs are used to screen for cost-effectiveness at the measure development and program level. Staff reviewed the history of cost-

effectiveness in the region, which is central to how Energy Trust plans and delivers energy-efficiency programs and ensure good investments are being made on behalf of ratepayers. Energy Trust measures are required to pass a cost-effectiveness test to become an offering and determine incentive level. The board asked why a measure that was previously cost effective might later fail that test. A recent example is some lighting measures that have become less cost-effective over time due to market transformation.

Alexia Kelly left the call at 2:00 p.m.

Cost effectiveness can be applied at various points in measure development, evaluating efficiency programs and evaluating custom projects. Staff reviewed the two tests used in Oregon and Washington to calculate cost-effectiveness and what each considers.

The board and staff discussed how the forward market price of energy is used in determining present avoided cost using information from each funding utility, how overgeneration of renewables is taken into account in avoided cost and ongoing conversations in the Legislature about determining capacity deferral resource.

Staff then gave an overview of the measure development process, which is used to define savings, determine incentive levels and cost-effectiveness and match a measure to a program design. The final deliverable created through this process is a measure approval document that is used by program, planning and other staff to optimize the offer in the market.

The board and staff discussed the role of non-energy benefits in creating a measure, such as health and air-quality benefits, and the role of the Regional Technical Forum in the measure development process. They also discussed the possibility of integrating the social cost of carbon into our cost-effectiveness and measure development activities.

Erik Andersson left the meeting at 2:59 p.m.

Levelized Cost (Spencer Moersfelder)

Staff presented Energy Trust's methodology for calculating levelized costs and a history of trends. Staff reviewed the components of levelized cost calculation, which include costs, weighted average measure life, a discount rate and savings. Unlike cost-effectiveness, levelized costs do not consider time-based benefits and reflect cost benefit only.

Staff and board discussed the effect of significantly increasing the life of a measure on levelized cost, a recent upward trend in Energy Trust's levelized costs for electric and gas and ways calculation differences could lead to levelized costs not being reflected consistently within the industry. They also discussed how differences in accounting practices play out in discussions with utilities.

Adjourn

The meeting adjourned at 3:26 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday, May 20, 2020 at 9:30 a.m. virtually.

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Signed: Mark Kendall, Secretary Date

PINK PAPER

Board Orientation Minutes—176th Meeting

May 19, 2020

Board members present: Erik Andersson, Lindsey Hardy, Eric Hayes, Elee Jen, Alexia Kelly, Mark Kendall, Henry Lorenzen, Alan Meyer, Anne Root, Roland Risser

Board members absent: Susan Brodahl, Melissa Cribbins, Ernesto Fonseca, Letha Tawney (Oregon Public Utility Commission ex officio), Janine Benner (Oregon Department of Energy special advisor)

Staff attending: Michael Colgrove, Wendy Bredemeyer, Abby Spegman, Alex Novie, Amber Cole, Debbie Menashe, Fred Gordon, Ivy Draughon, Jay Ward, Julianne Thacher, Lenora Deslandes, MacKenzie Kurtzner, Melanie Bissonnette, Pati Presnail, Peter West, Ryan Cook, Steve Lacey

Others attending: Anna Kim (Oregon Public Utility Commission), Susan Badger-Jones

New Board of Director Orientation Session #2

Henry Lorenzen called the meeting to order at 8:15 a.m. The meeting opened with each board member sharing how they are managing during the pandemic.

Organizational Structure

Michael Colgrove, executive director, reviewed topics covered in the orientation on April 7, 2020. He presented an overview of Energy Trust of Oregon's work, organizational management, program and support groups.

Peter West, energy programs director, presented an overview of the program structure and a summary of high-level impacts of COVID-19.

Industrial and Agricultural Programs

Amada Potter, industrial and agriculture sector lead, provided an overview of Industrial and Agricultural programs and sector structure. She highlighted new activities during COVID-19 and summarized program results.

Residential Programs

Thad Roth, residential sector lead, presented an overview of Residential programs and sector structure. He highlighted the restructuring of the program in 2017, new activities during COVID-19 and programs that are forecasted for delivery.

Commercial Programs

Oliver Kesting, commercial sector lead, presented an overview of Commercial programs and sector structure. He highlighted new activities during COVID-19. He described the current contract and services rebid process that will be presented to the board in August.

Renewable Programs

Betsy Kauffman, renewables sector lead, presented an overview of Renewable programs and sector structure. She highlighted new activities during COVID-19 and the program's outlook for 2020.

The board took a break at 9:50 a.m. and reconvened at 10 a.m.

Organizational Process

Business Planning and Budget Development

Melanie Bissonnette, senior project manager, provided an overview of the business planning and budget development process and timeline. She informed the board the proposed business plan and

business goals will be presented for board approval in July. Finance committee and advisory councils with board liaisons review and provide input on early budget numbers with the draft budget presented in October and final budget proposed in December.

Integrated Resource Planning

Spencer Moersfelder, planning manager, discussed integrated resource planning, resource assessment, purpose, overview, background and methodology. Resource assessment is a model that provides an estimate of energy efficiency potential achievable over a 20-year period. This analysis approach is to estimate savings potential starting at the measure level and scaling to a service territory. He also presented a high-level overview of Energy Trust's methodology, results and savings projections.

Measure Development and Cost Effectiveness

Peter Shafer, project manager for planning, provided an overview of Energy Trust's methodology and calculation of cost effectiveness. Alex Novie, measure development manager, presented an overview of Energy Trust incentive measure development.

Lindsey Hardy left the meeting at 10:58 am.

Determination of Revenue

Steve Lacey, director of operations, presented the utility funding process and spoke about utility funders. He gave the board an overview of the timeline of utility engagement, budget and funding model and levels.

Reporting Overview

Julianne Thacher, communication manager, presented an overview of the cross-organizational effort to compile detailed information for quarterly and annual reports. She explained these reports are the official record of energy savings, generation, revenues and expenditures. In addition to quarterly and annual reports, Energy Trust provides two diversity, equity and inclusion progress reports per year, a public annual reports with customer stories, and quarterly and annual summaries of results to the utilities.

Policy Services

Jay Ward, senior community relations manager, stated Energy Trust is an independent nonprofit funded by SB 1149 and SB 848 and can be affected by state and local and federal policy makers. Energy Trust provides benefit briefings of the customers served by legislative district as well as customer success stories. Energy Trust is often called upon to provide information to various government agencies.

Hannah Cruz, senior communications manager, described the types of formal and informal information requests Energy Trust receives from elected officials, state agencies, counties, cities and local officials; responding is integral to maintaining transparency and being accountable for the funds that Energy Trust invests. The team tracks and reports on a wide variety of clean energy and climate issues including state and federal legislation and policies to determine if they may impact Energy Trust's ability to serve all customers.

News Media Engagement and Management

Amber Cole, director of communications and customer service, presented an overview of Energy Trust's engagements with the media, which involves building relationships by sharing Energy Trust news, offerings, customer tips and customer stories. Inviting reporters to events and ribbon cuttings and align with the organizations public relations strategy. Energy Trust is often called on to provide data or information for energy stories. She also provided training and steps to take if the board is contacted by a reporter.

Board Polices Process

Debbie Menashe, director of legal and human resources, provided an summary of internal policy and governance. She identified three levels of governance: state and federal laws, the OPUC grant agreement and statutory provisions; the strategic plan, budget, action plan and major policies on expenditures and strategic direction from the board; and the executive director's management of internal decisions and policies. She described how policies are managed on a three-year cycle of policy reviews by the policy committee and presented to the board for approval.

Adjourn

The meeting adjourned at 12:10 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Tuesday, May 19, 2020, at 1:00 p.m. virtually.

_____ ____/____/____

Signed: Mark Kendall, Secretary Date

Tab 2

Evaluation Committee Meeting

March 30, 2020, 1:00 pm

Attending by phone: Abby Kemp, Adam Bartini, Adam Luchini, Adam Shick, Alan Meyer, Alex Novie, Andrew Shepard, Andy Griguhn, Dan Rubado, Dave Hammond, Eric Braddock, Eric Hayes, Erika Kociolek, Fred Gordon, Jackie Goss, Jeni Hall, Kati Harper, Kenji Spielman, Kirsten Svaren, Lindsey Hardy – *Committee Chair*, Mark Wyman, Marshall Johnson, Michael Colgrove, Misti Nelmes, Oliver Kesting, Peter Schaffer, Peter West, Phil Degens, Ryan Crews, Sarah Castor, Scott Leonard, Shelly Carlton, Spencer Moersfelder, Thad Roth, Warren Cook

Extended Capacity Heat Pump Evaluation Part 2 (Dan Rubado)

Dan Rubado presented additional results from evaluation of extended capacity heat pumps (ECHP). Energy Trust identified “cold climate” or “extended capacity” heat pumps (ECHPs) as a potentially more efficient heat pump technology and began a pilot to study ECHPs in 2018. Results from the ECHP power metering study were presented at the December 2019 Evaluation Committee. The March 30, 2020 presentation summarized market research on ECHPs conducted by CLEAResult, an analysis of pilot project data and billing analysis to determine annual energy savings for ECHPs above standard variable capacity heat pumps (VCHPs). The evaluation concluded ECHPs have better energy performance in cold temperatures than standard VCHPs and ECHPs have incremental savings of 1,300 kWh per year. There was a small amount of peak demand savings for ECHPs in winter. The analysis found no evidence of savings from standby mode or cooling. The incremental cost of ECHPs is about $1,100. Best practices for installation have not been established in the market yet, but there are some recommendations for sizing, commissioning and installation beginning to emerge. Further improvements on ECHP performance may be possible to increase savings and demand reductions.

Alan Meyer asked what the incentive for an ECHP would be going forward. Adam Shick said the incentive has not been determined yet, but the incremental cost of the measure is the limiting factor for the incentive, rather than the utility cost test results. Alan Meyer said he felt the memo on results should have a summary at the beginning as it is fairly long; a summary would be especially important before putting the memo in a board packet as board members might be unlikely to read the entire memo. Dan Rubado will add a summary at the beginning of the memo, which will be included in a future board packet.

Warren Cook asked about the incremental cost and savings for ECHPs relative to standard, non-variable capacity heat pumps. Fred Gordon explained it would not be helpful to compare an ECHP to a non-variable capacity heat pump because the cost difference is so great. Eric Hayes asked if there was the potential for this technology to become more prevalent. Dan Rubado said it is possible for the technology to trickle down into smaller, less expensive heat pumps that are useful in manufactured homes with small utility closets.

Resideo Thermostat Optimization Pilot Evaluation (Dan Rubado)

Dan Rubado presented results from a pilot to automatically adjust the scheduling and set points of Honeywell and ecobee internet-connected thermostats using a service called Connected Savings from Resideo. The service is designed to save energy by creating more aggressive temperature setbacks with minimal occupant comfort impact. Energy Trust worked with PGE to conduct the pilot; PGE was interested in the demand response (DR) capabilities of these

connected thermostats. (Resideo was recently acquired by Honeywell and now only works with Honeywell connected thermostats.) Apex Analytics conducted an analysis of system runtime data from Resideo as well as a billing analysis to estimate savings. The study sample size was large for gas furnaces, but small for electric furnaces and heat pumps.

The evaluated savings for Resideo were relatively small and uncertain, but statistically significant and winter heating savings were on par with Nest Seasonal Savings. Technical issues with the pilot reduced the savings and contributed to uncertainty. Very few sites opted out of the service due to discomfort. Energy Trust is currently enrolling participants with Honeywell thermostats in Resideo to gather more data on savings and will follow up with a survey to assess satisfaction and comfort. Nest Seasonal Savings, Resideo Connected Savings and ecobee's similar eco+ service together may reach a broad cross-section of homes and have large savings potential.

Alan Meyer asked if the findings will result in Energy Trust offering an incentive for the installation of a Honeywell connected thermostat. Dan Rubado said while the savings make the optimization service cost-effective, they are probably not enough to justify an incentive for installation of Honeywell thermostats.

Residential Pay for Performance Pilot Interim Evaluation (Sarah Castor)

Sarah Castor presented initial findings from an evaluation of the Residential Pay for Performance (P4P) pilot currently in progress. This pilot is testing an approach where contractors are paid for the actual savings realized by portfolios of projects, as measured through billing analysis, rather than the deemed savings approach currently used. The pilot began in April 2019 and is expected to run through 2021. Three aggregators are participating in the pilot; projects receive standard incentives at the time of installation and aggregators are eligible for additional performance incentives if their portfolio achieves additional savings beyond deemed after one year from the close of the portfolio. Not all projects are eligible for the pilot, notably those who are switching heating fuel and those with missing meter data or utility account changeovers.

The first phase of evaluation involved interviews with program staff and aggregators and an analysis of project data from the first portfolios. One aggregator dropped out of the pilot due to changes in their business. The two aggregators who completed their first portfolios were satisfied with the program support so far; they have not participated for long enough to know how they might change their business practices for P4P. The analysis of program data reveals some differences between P4P and non-P4P projects, mostly in the types of measures installed, likely due to pilot eligibility requirements. Program staff are finalizing the process for calculating portfolio savings and performance incentives. There is a new weatherization aggregator to replace the one who dropped out of the pilot. Another round of interviews and analysis of pilot data will be completed in Q3 2020.

Fred Gordon asked if the pilot will pay performance incentives for currently ineligible measures. Mark Wyman said that performance incentives cannot be paid for measures that disqualify the project from P4P, such as fuel switching measures; however, performance incentives can be paid for other measures that don't currently qualify for a standard incentive, when they are installed in conjunction with a qualifying measure.

Streamlined Technical Analysis Study Assessment (Erika Kociolek)

Erika Kociolek presented findings from an assessment of the streamlined technical analysis study (TAS) process, which is an alternative to a full TAS for smaller and less complex projects in the Production Efficiency program. These projects have estimated energy savings of up to 100,000 kWh and/or 4,000 therms and usually involve stand-alone equipment. SBW Consulting reviewed the streamlined TAS process and a sample of projects to ensure evaluability and recommend program modifications. They conducted interviews with program staff and custom program delivery contractor (PDC) staff, as well as desk reviews of 10 of the 26 projects resulting from the streamlined TAS.

The study found the streamlined TAS is working well, and SBW Consulting agreed with the program-estimated savings for all but three projects, resulting in realization rates of 100% for electric savings and 113% for gas savings. They recommended that the program increase the current estimated savings thresholds from 100,000 to 300,000 kWh and from 4,000 to 10,000 therms, and the program is planning to do so. The program is also reviewing the cost tiers for streamlined TAS and standard TAS and considering the impact of pushing more projects through streamlined TAS on the custom PDCs.

One of the recommendations from the assessment was to consider the M&V requirements (which may include metering) for streamlined TAS, and the associated custom PDC compensation; Alan Meyer asked why more metering would be needed on large projects than small projects. Eric Braddock said that metering requirements are determined on a case-by-case basis, and that large projects may need metering for a longer time pre- and post-project.

Targeted Load Management – Pacific Power Interim Evaluation Memo (Phil Degens)

Phil Degens presented findings from an initial process evaluation of Energy Trust and Pacific Power's Targeted Load Management project in the Medford area, as well as findings from the closeout of the first project in the North Santiam area. The North Santiam project was implemented in 2017 and 2018 and focused on winter and summer peaks; the Medford area project will be implemented from 2019 through 2021 and is focused on summer peak demand. The North Santiam project resulted in increased project count, winter and summer peak demand reductions compared to what Energy Trust achieved in the area from 2014-2016.

Pivot Advising conducted a document review and interviews with staff at Energy Trust, Pacific Power and the Oregon Public Utility Commission (OPUC). Interviews found that the North Santiam project, while encountering some challenges, was a success and provided learnings to both Energy Trust and Pacific Power. Those benefits and learnings have positively influenced the Medford area project. There were some "hiccups" noted in the Medford area project start-up that deserve attention. Pivot Advising recommended a meeting to carry forward the benefits of the TLM projects, identify success stories and address needed mid-term improvements. Pivot Advising also reported that stakeholders from both Energy Trust and Pacific Power agree that TLM projects are informing "next-level opportunities" about TLM and other types of collaborative projects, and have the potential to advance load management and clean energy options.

Dan Rubado asked whether the utilities are rethinking the need to defer transmission and distribution (T&D) upgrades given the experience of PG&E in California, which is now liable for several large wildfires that were started by utility equipment. Phil Degens responded that deferring a T&D upgrade is different than deferring maintenance on existing equipment, which seems to be where PG&E ran into trouble.

Adjourn

The meeting adjourned at 2:55 p.m. Sarah Castor will send out a poll to schedule the next meeting for a date in May.

PINK PAPER

Evaluation Committee Meeting

May 28, 2020, 2:00 pm

Attending by phone: Adam Shick, Alan Meyer, Alex Novie, Amy Webb, Andrew Shepard, Andy Griguhn, Anna Kim, Cindy Strecker, Dan Rubado, Eric Braddock, Erika Kociolek, Jackie Goss, James Woods, Jennifer Light, Jonah De Lira, Kenji Spielman, Lindsey Hardy – *Committee Chair*, Michael Colgrove, Peter Schaffer, Peter West, Phil Degens, Sarah Castor, Shelly Carlton, Spencer Moersfelder, Thad Roth, Warren Cook

New Buildings Program 2017 Impact Evaluation (Dan Rubado)

Dan Rubado presented results from the impact evaluation of the 2017 New Buildings program. The program achieved realization rates of 98% for electric savings and 92% for gas savings in 2017. The evaluation found the program performed a reasonable level of review and quality control to achieve the high realization rates. Refrigeration and hot water measures had lower realization rates, as did grocery and retail buildings. The evaluation recommended the program maintain consistent documentation for simulation models, discontinue a measure for refrigerated case doors, encourage the enabling of trend data in energy management systems (EMS), and check custom lighting calculations against a reasonable proxy when no code provision exists.

James Woods asked how the simulation models were calibrated and which version of the typical meteorological year (TMY) weather files was used. Cindy Strecker said simulation models were calibrated to actual weather for the years being analyzed and then TMY3 data were used to estimate the savings in a typical year. Dan Rubado said that if the model had originally used a custom weather file rather than TMY3, the evaluator tried to use the custom weather file also, to align with the program methods. James Woods asked if the evaluator left out any data from the simulation models, so they could cross-validate the results and ensure the models were not overfitted, as that would affect the precision of the savings estimates. Dan Rubado clarified that a relatively small number of projects used simulation models and that none of the data were left out for cross-validation.

Jay Olson said that the evaluation found that a Measure Approval Document (MAD) for refrigerated case doors was used incorrectly in projects and asked if project savings were reduced in the evaluation as a result. Dan Rubado said a MAD for refrigerated case doors in existing construction was used in error for several new construction projects and the evaluator used a newer, valid MAD to estimate savings for the evaluation. Emily Rosenbloom said the program received permission to use the MAD for existing construction, even though the projects did not meet the requirements of the MAD. Jay Olson said he would follow up with Dan Rubado to discuss how the project was handled in the evaluation.

Fred Gordon said the evaluation seemed to state that for complex projects, simulation models often seem to underestimate energy use for heating, ventilation and cooling (HVAC). If the evaluation supports this impression, beyond the direct impacts on realization rate, it may be useful information for simulators, especially those working with developers to get close to net zero. Dan Rubado noted that underestimating HVAC use can result in over- or underestimating savings from HVAC-related measures. James Woods also noted he has found simulation models tend to assume optimal occupant and operator behavior, which is not the case in real life.

Alan Meyer asked if there was a typo in the average energy use intensity (EUI) value for restaurants from the Commercial Building Energy Consumption Study (CBECS), as it was much lower than other studies. Jackie Goss said the lower value may reflect that CBECS excludes process loads (e.g., cooking energy use) from its EUI values. Fred Gordon also noted there are many different types of buildings and businesses within the restaurant category; having a small sample of restaurants in a study can skew the average.

Property Manager Market Research (Erika Kociolek)

Erika Kociolek presented results from research to gain insight into the role of property managers of small and medium industrial, commercial and multifamily buildings, to understand their approach to operations and maintenance, property assessments and capital improvements. The research involved a literature review; the findings from the literature review informed the development and fielding of a web-based survey of property managers. Due to recruitment challenges, only 14 responses to the survey were received. The responses indicated that property managers are integral to the planning of building improvements. Energy Trust will continue to explore ways to effectively work with property managers.

Alex Novie noted bigger property management firms are frequent participants in Energy Trust programs. Energy Trust and the Building Owners and Managers Association of Oregon, which assisted with the fielding of the survey, would like to make more connections with complementary market actors and use real estate transactions as leverage points.

James Woods noted that a low survey response rate is common these days, no matter what the topic. He suggested looking for secondary or even tertiary email addresses for contacts and trying multi-mode approaches. He also noted that survey incentives sometimes are not meaningful enough for respondents. Given the number of surveys that are sent, it is to be expected that some respondents get survey fatigue. He asked if Energy Trust is still experiencing issues with Qualtrics survey invitations going into the spam folder. Erika Kociolek said that there weren't any known issues with the invitations going to spam; email bounce-backs were a bigger problem for this research. James Woods said the survey design for this research was great. Dan Rubado noted Energy Trust had an issue in the past with survey invitations for Fast Feedback going to the spam filter in Gmail, but that project was able to edit the invitation subject line and message text to avoid getting flagged as spam.

Future of True-Up (Fred Gordon)

Fred Gordon presented background on Energy Trust's annual "true-up," a process by which Energy Trust adjusts past savings and generation for completed evaluations and market studies. The true-up also incorporates annual savings reported by NEEA, which come too late for use in the annual report, and some other corrections to savings. Energy Trust has been doing a true-up every year since 2007. It was originally intended to assure stakeholders that Energy Trust's reported savings were based on the best available savings estimates when measuring progress to five-year strategic plan savings goals.

Energy Trust's current 2020-2024 Strategic Plan does not contain five-year savings goals. An analysis of the impact of true-up from 2008 through 2018 shows it has had a relatively small overall impact on Energy Trust's reported savings, though for some years, programs and fuels true-up adjustments were more notable. Completing the true-up requires work by Planning, Evaluation and IT staff. Fred Gordon presented three options for the future: continue doing true-up with process improvements that are already implemented or planned, further streamline the

true-up process, or retire true-up after completing it in 2020. He recommended retiring the true-up.

Alan Meyer asked if staff had discussed the proposed options with the Oregon Public Utility Commission or utilities. Fred Gordon said that OPUC staff had seen the options; he does not think the utilities are very interested in the issue. He would like to know how interested the board is in true-up. Alan Meyer said he is not sure the board understands enough about the current true-up process and doesn't think discontinuing true-up would be a big loss. Steve Lacey noted that the utilities tend to be more forward-looking and not that interested in revisiting savings from previous years. Jennifer Light noted that the Northwest Power and Conservation Council (the Council) had considered truing up savings for the Bonneville Power Administration (BPA), but concluded that it did not seem worthwhile; she is in favor of Energy Trust retiring true-up. Anna Kim also said she was supportive of retiring true-up as is does not serve much purpose. Lindsey Hardy said that it is helpful to hear outside perspective on this question. She also supports retiring the true-up. Dan Rubado said he is in favor of continuing to do some true-up as is makes savings in Energy Trust's official system of record more accurate. Jennifer Light said the Council's view is that we should look at program performance for chunks of years but close the books at some point and not change past values. Ultimately the performance of programs should show in changes to the loads that utilities see on their systems. Fred Gordon noted that, regardless of the decision on true-up, evaluation results will be used to adjust projections of future savings; the question is whether to adjust prior results and re-report on them.

Fred said the options for the future of true-up will go to the Policy Committee for input and then to the full board.

Thermostat Optimization Software Market Transformation Inquiry (Dan Rubado)

Dan Rubado presented a proposal for investigating Energy Trust's role in bringing thermostat optimization software to the market. This software is a service offered by various manufacturers of smart thermostats that reduces HVAC usage, above and beyond the thermostat itself, by making small setpoint changes during hours when occupants are unlikely to notice or be impacted by the changes. Energy Trust has participated in Nest's Seasonal Savings offering for utility programs since 2016 and conducted an early pilot of the service to establish savings. Energy Trust pays a fee per enrolled device each winter and receives a report from Nest at the end of the season documenting savings based on an established methodology; the savings have a one-year measure life. Resideo has a similar service called Connected Savings in which Energy Trust also participates and recently completed a pilot study. Smart thermostat manufacturer ecobee has a similar service called eco+ that it rolled out to its entire customer base in 2019 at no cost to utilities or customers.

Starting in late 2020, Nest will be rolling out Seasonal Savings to its entire user base at no cost to utilities or customers, and it will no longer report enrollment or savings to Energy Trust or other utilities. Energy Trust will update its Nest thermostat measures to include savings from Seasonal Savings in newly installed thermostats, going forward. Energy Trust would like to know if it was influential in bringing about thermostat optimization services and whether it should continue to claim market transformation savings for any or all of the services. The proposal is to hire a third-party evaluator to interview key staff at Nest, ecobee and Resideo with knowledge of decision-making regarding thermostat optimization software to document Energy Trust's influence, with a goal of having a draft memo of findings by mid-July 2020. The investigation would not determine how much savings to claim or for how long, but would inform that decision.

Alan Meyer asked if Energy Trust was thinking of trying to claim market transformation savings for just the thermostats that were incentivized or for all units sold in Oregon. Dan Rubado said the outcome of the study would be used to inform the approach. Phil Degens clarified Energy Trust is only considering claiming the market transformation savings associated with thermostat optimization services, not market transformation savings for the smart thermostats themselves, and the savings would only be claimed for a certain amount of time, not in perpetuity.

James Woods noted it can be tough to establish causality definitively in market transformation studies. One question is whether Energy Trust accelerated the development of the services, even if it didn't spur the initial development; that may be an easier question for market actors to answer.

Fred Gordon noted that the Northwest Energy Efficiency Alliance (NEEA) does most of the market transformation efforts and evaluations on Energy Trust's behalf, but Energy Trust has done a few market transformation studies of its own over the years. He said for this study, only a small number of people will be able to report Energy Trust's influence, which makes it difficult but still worth a try. Anna Kim was supportive of conducting the study. Dan Rubado noted the evaluator we have chosen for this project is experienced with doing market transformation studies. Phil Degens said that the answer is likely to be somewhere between the extremes of "no influence" and "driving influence"; it may be that Energy Trust is one of the "legs of the stool." Amy Webb said it is important to make sure the people that are interviewed and the ones with the real knowledge of the decisions, otherwise you introduce bias into the findings. When NEEA does similar inquiries, it has a matrix of factors on decision-making that include NEEA support and others that get weighted together; interviewers ask people to rate the importance of all the factors and the ratings are used to determine an influence score for NEEA's support. The influence score is used by NEEA to decide what proportion of savings are claimed. She also suggested looking for old emails or other communications between Energy Trust and the manufacturers that might indicate whether Energy Trust had an influence on thermostat optimization services.

Fast Feedback 2019 Results (Dan Rubado)

There was not enough time at the end of the meeting to review the 2019 Fast Feedback Results that were on the agenda. The item may be covered at the next Evaluation Committee meeting if time permits.

Adjourn

The meeting adjourned at 4:00 pm. The next Evaluation Committee meeting is scheduled for June 26, 2020.

PINK PAPER

CADMUS

2017 New Buildings Program Impact Evaluation

May 31, 2020

Prepared for:

Energy Trust of Oregon

421 SW Oak Street, Suite 300

Portland, OR 97204

List of Acronyms

ASHRAE	American Society of Heating, Refrigerating and Air-Conditioning Engineers
Btu	British thermal unit
CBECS	Commercial Building Energy Consumption Survey
CBSA	Commercial Building Stock Assessment
CFL	Compact fluorescent lamp
CV	Coefficient of variation
DOE	Department of Energy
DSM	Demand-side management
DVC	Demand controlled ventilation
EEM	Energy efficiency measure
EERE	Energy efficiency and renewable energy
EMS	Emergency management system
EUI	Energy use intensity
GSHP	Ground source heat pump system
HVAC	Heating, ventilation, and air conditioning
IPMVP	International Performance Measurement and Verification Protocol
kBtu	1,000 British thermal units
kWh	Kilowatt-hour
LED	Light-emitting diode
LEED	Leadership in Energy and Environmental Design
LPD	Lighting power density
M&V	Measurement and verification
MAD	Measure approval document
MMBtu	One million British thermal units
NEEA	Northwest Energy Efficiency Alliance
TRACE	Tool for Rapid Assessment of City Energy

CADMUS

MEMO

Date: June 5, 2020
To: Board of Directors
From: Jay Olson, Senior Program Manager, Commercial
Dan Rubado, Evaluation Project Manager
Subject: Staff Response to 2017 New Buildings Impact Evaluation

The 2017 New Buildings impact evaluation conducted by Cadmus found high electric and gas realization rates (98% and 92%, respectively), showing the program continues to accurately claim savings for most projects and conduct a reasonable level of engineering review and quality control. Large adjustments that brought down the overall realization rates were concentrated in the retail, grocery and multifamily sectors. Hot water measures had lower than average realization rates, including faucet aerators, showerheads and water heaters, due to differing installed quantities, efficiency ratings and water usage. Refrigeration measures also had relatively low realization rates, particularly cooler doors, where a measure with an existing construction baseline was used for part of the year before being updated later in the year. In addition, several whole building and custom pool projects realized lower gas savings than expected, primarily due to higher than expected gas loads.

Although the program has improved its project documentation and QC processes, a few small issues remain where Cadmus provided recommendations for small potential improvements, which the Program is considering. These include:

- Ensuring only the final energy models are included in project documentation and verifying they support the savings being claimed
- Documenting all measure qualification criteria in project files for prescriptive measures and Market Solutions projects, and citing the Measure Approval Document version used
- Obtaining as-built mechanical construction documents, equipment schedules and HVAC controls documentation and including them in project files
- Checking custom lighting calculations against a reasonable proxy when no code provision exists

In addition, the findings of this evaluation indicate the removal and substitution of low flow water devices poses an ongoing moderate level of risk to the program's gas savings. These findings are consistent with a trend seen in several previous program impact evaluations. We believe further investigation is needed to understand when and why low flow devices are removed and put processes in place to preserve these savings and improve gas realization rates.

Cadmus also recommended discontinuing incentives for new, remote, medium temperature refrigerated cases because these cases almost always have doors. Cadmus also evaluated many large buildings with Energy Management Systems (EMS's) where trended equipment operation data would have been invaluable but was not available because trending had not been enabled. Cadmus recommended the program do more to encourage participants and facility operators to enable EMS data trends. This will allow future evaluators to more accurately assess building operations and energy savings, especially for whole building project using energy simulation models.

Executive Summary

Energy Trust of Oregon (Energy Trust) retained Cadmus to complete an impact evaluation of the 2017 New Buildings program, a comprehensive effort to help owners of newly constructed or substantially renovated commercial and industrial buildings achieve energy savings through these different tracks:

- **Data Center:** Offers customers incentives specifically focused on improving data center design, construction, and operation.
- **Market Solutions:** Offers customers with Good, Better, Best, and Very Best packages of measures specific to different building types using workbooks based on pre-modeled prototype buildings to calculate energy savings and incentives.
- **System-Based:** Offers a combination of individually selected prescriptive and custom-calculated measures to quantify savings and incentives for individual systems within a building.
- **Whole-Building:** Offers custom building simulation models developed by approved program allies to quantify whole-building and measure-level energy savings.
    - **Path to Net Zero:** A part of the whole-building track, this path offers opportunities to designers and developers to achieve net zero energy use. These projects are unique because of their aggressive goals and use of on-site renewables.

A third-party program management contractor, CLEAResult, implemented the 2017 New Buildings program. Cadmus evaluated the program through site visits and reviews of engineering calculations and building simulation models. During site visits, we validated the proper installation and functioning of equipment for which incentives were provided and recorded operational characteristics data to support our engineering analysis. Cadmus evaluated the Standard Track measures primarily using industry-standard algorithms and the Custom Track measures through algorithms, detailed calculation spreadsheet reviews, simulation modeling, and energy management system (EMS) trend data. Cadmus engineers analyzed the differences between baseline and as-built simulation models for Leadership in Energy and Environmental Design (LEED) and custom whole building projects. Through this impact evaluation, we identified various factors that reduced the overall program realization rate (the ratio of evaluated to reported savings). Savings values listed in the impact evaluation are gross values. Calculation of a net-to-gross ratio fell outside the scope of this evaluation.

The reported program total savings were 43,009,127 kWh and 724,767 therms. The evaluation verified program total savings of 42,338,522 kWh for a 98% overall electric savings realization rate and 668,879 therms for a 92% natural gas savings realization rate. Realization rates were high for most measure types and the program total energy savings were primarily reduced from 100% due to evaluation adjustments to reported energy savings at grocery and retail buildings (mainly refrigeration measures), as well as some custom HVAC projects in various building types. Adjustments included the following:

- Observed equipment quantities differed from reported quantities.
- Some incentivized equipment did not meet program requirements.

- Evaluated equipment operation differed from the patterns expected and used to develop deemed savings estimates—usually either due to differences in as-built energy consumption or different applications than assumed for deemed savings.
- Building simulation model calibration determined that as-built conditions and operating parameters varied from as-designed expectations.

Overall, the 2017 program implementer performed a reasonable level of review and quality control to achieve high average project savings and realization rates. The measure types with lower evaluated savings represented large, complex measures with final operating patterns that can be difficult to predict, particularly in a new construction application. The implementer's efforts to streamline and improve the program's delivery mechanisms appear to have been effective.

Cadmus' key objective for the 2017 New Buildings program evaluation was to estimate program total gross electricity and natural gas savings, each with better than ±10% precision at 90% confidence, as well as total gross savings directly attributable to each building type with ±20% precision at 90% confidence. Cadmus achieved this by evaluating 86 projects at distinct sites from the 2017 program population, where we sampled projects using a stratified sample design with building type strata.[1] Using evaluated project data, we estimated the population total savings and realization rates shown in Table 1 for both fuel types with better than ±5% precision overall and better than ±10% precision within building type on average, exceeding the confidence and precision targets of the evaluation. Throughout the remainder of this report, we present evaluation findings by fuel type as well as building type, project track, and measure category.

Table 1. Evaluated Savings by Building Type

Building Type	Count of Sites Evaluated	Electricity Savings		Gas Savings		Realization Rate	
		Reported (kWh)	Evaluated (kWh)	Reported (therms)	Evaluated (therms)	Electricity Savings	Gas Savings
Assisted Living Property	5	2,528,420	2,601,194	56,608	51,440	103%	91%
Education	10	1,509,216	1,504,938	90,721	92,886	100%	102%
Grocery	6	1,977,119	1,656,253	31,816	22,485	84%	71%
Lodging/Hotel/Motel	7	276,268	276,357	80,485	79,041	100%	98%
Manufacturing/Food Processing	5	3,839,002	3,835,630	8,918	8,918	100%	100%
Multifamily Property	7	11,422,863	11,806,180	261,814	227,717	103%	87%
Office	12	3,133,459	3,013,767	23,699	23,700	96%	100%
Other	13	7,549,940	7,843,333	93,473	82,423	104%	88%
Restaurant	5	232,577	232,559	50,561	60,473	100%	120%
Retail	12	3,453,843	2,791,895	17,397	11,236	81%	65%
Warehousing and Storage	4	7,086,420	6,776,415	9,276	8,561	96%	92%
Total[a]	**86**	**43,009,127**	**42,338,522**	**724,767**	**668,879**	**98%**	**92%**

[1] Although the target sample size was n=88, two sampled participants refused a site visit.

[a] Totals may not match due to rounding.

Table 2 provides the evaluated savings by project track and Table 3 by measure category. These tables describe the magnitude of adjustments made to reported savings for each project or measure category that contributed to the electric and natural gas savings realization rate for the program. There was one Data Center track project in the program population, which was not included in the evaluation sample.

Table 2. Evaluated Savings by Project Track

Track	Count Projects Evaluated	Electricity Savings		Gas Savings		Realization Rate	
		Reported (kWh)	Evaluated (kWh)	Reported (therms)	Evaluated (therms)	Electricity Savings	Gas Savings
Market Solutions	14	9,169,923	9,140,014	155,314	135,903	100%	88%
System Based	64	28,331,626	27,604,475	463,652	435,812	97%	94%
Whole Building	8	5,057,004	5,125,950	105,801	97,164	101%	92%
Total[a]	**86**	**43,009,127**	**42,338,522**	**724,767**	**668,879**	**98%**	**92%**

[a] Totals may not match due to rounding.

Table 3. Evaluated Savings by Measure Category

Measure Category	Count Measures Evaluated	Electricity Savings		Gas Savings		Realization Rate	
		Reported (kWh)	Evaluated (kWh)	Reported (therms)	Evaluated (therms)	Electricity Savings	**Gas Savings**
Food Service and Appliance	53	579,548	586,066	83,703	88,621	101%	106%
HVAC	30	3,788,059	3,903,581	69,847	66,936	103%	96%
HVAC - Custom	23	4,257,173	4,393,508	119,906	112,420	103%	94%
Lighting	107	23,707,607	23,028,137	(1,719)	(1,496)	97%	87%
Lighting - Custom	6	995,514	1,027,443	-	-	103%	N/A
Market Solutions	32	1,994,005	2,006,125	24,243	21,435	101%	88%
New Construction	5	1,340,309	1,296,813	7,029	7,197	97%	102%
Other - Custom	19	2,368,371	2,437,058	40,704	37,688	103%	93%
Refrigeration	46	2,036,946	1,709,978	37,778	26,592	84%	70%
Refrigeration - Custom	8	245,825	203,832	-	-	83%	N/A
Water Heating	112	1,464,583	1,506,998	341,865	308,574	103%	90%
Weatherization - Custom	1	231,186	238,984	1,412	912	103%	65%
Total[a]	**442**	**43,009,127**	**42,338,522**	**724,767**	**668,879**	**98%**	**92%**

[a] Totals may not match due to rounding.

Tab 3

Finance Committee Meeting Minutes

April 10, 2020 11am-12 noon

Attending at Energy Trust offices
none

Attending by teleconference
Susan Brodahl (finance committee chair)*;* Roland Risser, Henry Lorenzo, (committee members); Michael Colgrove, Steve Lacey, Debbie Menashe, Pati Presnail (staff)

The meeting began at 11:00 a.m.

This meeting was set to get feedback from the Finance Committee on the federal Paycheck Protection Program (PPP) as part of the stimulus package. We received feedback from the Policy Committee on Thursday, which included most members of the Finance Committee, however Susan and Roland were unable to participate in that meeting.

Staff presented the program requirements and disclosed the estimated loan amount of $2 million.

After consideration and discussion, the committee does not recommend going forward with an application under the loan program. This is consistent with the discussion of the policy committee. The reasons given are that Energy Trust may not be in an actual position of financial hardship, given the healthy reserves, and there is no evidence that revenues are going to significantly decline as a result of COVID19 shutdowns.

A special board meeting was tentatively scheduled for Thursday April 16th to approve going forward with the loan application, if recommended by the committee. The special board meeting was subsequently cancelled.

Closure

The next meeting of the finance committee is April 27th, to review first quarter financial statements and the status of the reserves policy.

The meeting was adjourned at noon.

PINK PAPER

Finance Committee Meeting Minutes

April 27, 2020. 2:00pm – 3:30pm

Attending at Energy Trust offices
none

Attending by teleconference
Susan Brodahl (finance committee chair)*;* Roland Risser, Anne Root, Henry Lorenzo, (committee members); Michael Colgrove, Steve Lacey, Debbie Menashe, Pati Presnail, Peter West, Ryan Cook (staff)

The meeting began at 2:00 pm

Budget tools project

Steve and Pati provided an update on the budget tools project, which is moving quickly toward completion and will be ready for use in the summer for budgeting for 2021-22. After the budget input tools launch, the team will focus on developing the reports that go into the presentation and binder. The tool is currently being used to produce the monthly financial statements.

Net Assets

The committee and staff discussed implementing the Net Assets policy. In March the committee walked through the history of the reserves and the recommended procedures. Today, the committee reviewed some of that information for clarity. Further questions about how reserves are to be established, and how investment income is allocated were asked and answered.

Because of the current situation with COVID19, the correct level, uses, and replenishment of the operational contingency reserve is of heightened interest. The revised policy removes specific levels for the contingency reserves and refers to the finance committee for recommendations for reserve levels on a periodic basis, at least every three years. The committee discussed whether the policy should be kept in draft form while learning more about the impact of COVID19. Debbie recommended that the policy should move forward to the policy committee. One reason for moving forward is the policy creates a structure for the finance committee to perform the desired review. The discussion concluded with agreement to move the policy forward through the policy committee.

Community Solar Net Assets

Ryan Cook, manager of the Community Solar program presented the program financial profile. He explained how net assets accumulate. Henry asked questions about how reserves are set for this program. Mike explained the budget would identify the amount that should be retained as reserve, the balance could be made available for other projects. Susan asked about the retained revenues, specifically whether the rates were appropriate, which Ryan said compare favorably to consulting fees. Susan asked whether the allocation of organization costs is fair. Pati said the methodology had been thoroughly reviewed with OPUC and again in the recent Management Review to ensure fair and consistent allocation. Please refer to the attached presentation.

COVID19 response

Peter West presented the Program Response to COVID19. The programs have estimated they will meet 77% of the electric goal, and either 91% or 107% of the gas goal, depending on one large

project. Incentive spend is forecast to be 84% for electric and 96% for gas. These reforested results reflect the impact of economic shutdown. The results could be much worse, but programs are responding with mitigating efforts. The program is responding by switching to remote processing for projects and inspections, delivering the SEM program and other trainings remotely, updating communications, and establishing safe office procedures. Near term program offerings are rolling out to the businesses that are not interrupted (agriculture, grocery, for example), accelerating Energy Saver Kits, targeting low income, and lighting measures in discount stores. Near term changes include revised savings within reach income qualifications, thermostats, additional lighting incentive for schools, custom lighting bonus. Please refer to the attached presentation.

Financial statements

Due to time, the committee did not review all pages of the financial statements, however Henry asked if the reserves are sufficient to cover the contingent liabilities. Pati answered that the contingent liabilities are for multiple years. Henry is interested in knowing if staff can relate future inflows and outflows, thus relating the reserves and contingent liabilities over time.

Anne asked that in a future meeting staff provide insight on how the COVID19 increased responses might impact finances.

The next meeting of the finance committee is rescheduled to July 8th.

The meeting was adjourned at 3:30pm.

Oregon Community Solar Program

Energy Trust Finance Committee Briefing

April 27, 2020

Ryan Cook, Program Manager – Community Solar

EnergyTrust of Oregon

Community Solar Update

What and Why?

- Community solar allows **multiple customers** to subscribe to a **centrally-located solar project**
- The program **expands access to solar energy** and is aligned with **Energy Trust DEI priorities**

Program Status

- **Opened for project applications** in January
- **22 projects** and **43 MW** moving forward, first should be online in **Q3 2020**
- Projects are **beginning general marketing** now (visit us at oregoncsp.org!)
- Program has faced **policy-related delays** but has a **clear path forward**

Contractual Context

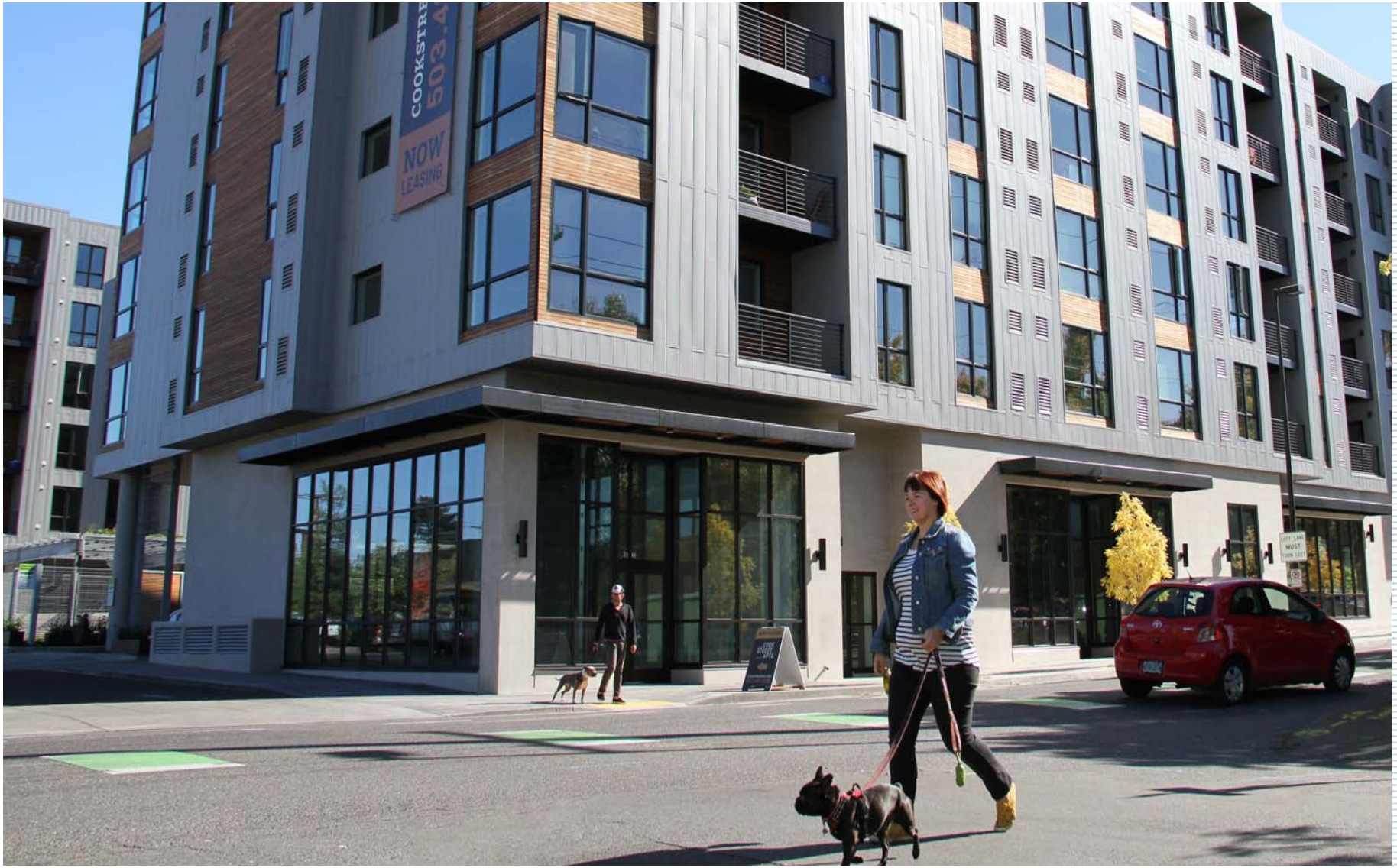
- Energy Trust is a **subcontractor in the Program Administration Team,** (led by Energy Solutions) hired by OPUC
- We invoice on a **time-and-materials** basis, and the program **provides net assets** to the organization.

Program Financial Snapshot

	2019 Budget	2019 Actual	2020 Projected	2021 Projected	2022 Projected	Contract Period Projected
Revenues	$355,062	$282,502	$542,408	$549,520	$95,847	**$1,470,277**
Costs	$244,039	$174,820	$331,171	$338,551	$57,573	**$902,115**
Retained Earnings	**$111,022**	**$107,682**	**$211,237**	**$210,969**	**$38,274**	**$568,162**
Margin (% of Rev)	31%	38%	39%	38%	40%	**39%**

Notes:

- **2019 Budget vs. Actuals.** Shortfall in revenues due to delayed program start, offset by shortfall in costs due to conservative planning assumptions.
- **Contract Cap.** 3-year contractual not-to-exceed amount of $1.56 MM, roughly $100,000 of projected room remaining under cap.
- **Cashflow.** Invoices are paid consistently, avg of 66 days outstanding, max of 112 days outstanding.
- **Financial Risks.** Low risk of negative net revenue, low risk of non-payment, moderate risk of delayed payment.



Energy Trust Response to Coronavirus

Finance Committee

April 27, 2020

Energy Trust of Oregon

Savings Generation and Budget Estimates

Early, rough estimate of impacts including measure and incentive changes:

- Electric: 77% of savings goal
  - 84% of incentive budget needed to support these savings
  - $13 million in unspent incentives left by year-end
- Gas: 91% to 107% of savings goals
  - 96% of incentive budget needed to support these savings
  - $1 million to $1.5 million in unspent incentives left by year-end
  - Range in savings is due to a single large project for NWN of 1 million therms
- WA: 82% of savings with 85% of incentive budget spent
- Renewables: Expected to meet goals and budget

Response Activities: Immediate

- Switched to remote processing for projects, incentives, inspections and reviews; extended the period to fill out documentation
- Moved all Strategic Energy Management (SEM) and other trainings to webinars and remote engagement
- Pulled back direct installation in Residential and Multifamily; rearranged outreach to be virtual or scheduled at down times
- Customer communications and website updates – "We continue to process incentives and projects"
- Stakeholder communications regarding immediate changes and sustained operations
- Established office procedures, staff communications and IT support
  - ✓ Rapid transition to work-from-home
  - ✓ Protect staff health
  - ✓ Continue incentive payment processing
  - ✓ Ensure office compliance with directives

Response Activities: Near Term

- Rolling out offers for businesses that are still operating (agriculture, grocery, manufacturing, some large retail, etc.)
- Accelerating and expanding mailings of free Energy Saver Kits
- Offering free LED lightbulbs, targeting low-income residents; available online and through community-based organizations
- Increasing grocery store lighting incentives, especially in dollar stores and other discount retailers
- Providing bonuses for operations & maintenance and SEM participation
- Beginning to plan for re-opening the office in accordance with state guidance

Response Activities: Next

- Residential water heater promotion with possible incentive increase
- Revised Savings Within Reach income qualifications
- Smart thermostat offer for residential customers at significantly reduced cost
- Low- to no-cost ceiling insulation offer for residential customers
- Multifamily upgrades that don't require tenant interaction and can be done at night
- Increased offers in development for a range of prescriptive and standard measures for businesses
- Prescriptive lighting – 30% to 150% incentive increases depending on the measure type
  - Extra 20% for schools
- Custom lighting – 30% bonus, including SEM
- Identify methods to directly support trade allies

Thank You

Peter West

Director of Programs

peter.west@energytrust.org

EnergyTrust of Oregon

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April 2020 Financial Statements

Revenue

May utility revenues is shown below, as we watch for potential decreases in collections due to COVID-19 shutdown. This tables compares May 2020 to May last year and budget. The statistics to watch most closely are variance from budget, and trend decline. Both May 2020 actuals and comparison to budget are performing higher than expected. Overall YTD actuals through May are down 2.3% from budget.

	Actual- Month of May	May Last Year	Actual v LY	May Budget	Actual v Budget
PPC 1149	$2,612,876	$2,474,980	5.6%	$2,481,254	5.3%
Rev 838	$3,814,132	$3,879,317	-1.7%	$3,503,428	8.9%
PPC Renewables	$755,132	$704,831	7.1%	$706,092	6.9%
PGE Total	**$7,182,141**	**$7,059,128.16**	**1.7%**	**$6,690,774**	**7.3%**
PPC 1149	$1,720,520	$1,673,193	2.8%	$1,624,413	5.9%
Rev 838	$2,551,873	$2,521,830	1.2%	$2,533,347	0.7%
PPC Renewables	$499,033	$477,149	4.6%	$461,786	8.1%
PAC Total	**$4,771,425**	**$4,672,171.61**	**2.1%**	**$4,619,546**	**3.3%**
NWN	$1,946,541	$1,950,022	-0.2%	$1,944,560	0.1%
CNG	$195,539	$281,056	-30.4%	$251,885	-22.4%
Avista	$172,774	$174,323	-0.9%	$172,774	0.0%
Total	**$14,268,420**	**$14,136,700**	**0.9%**	**$13,679,539**	**4.3%**

Revenue through April is 3.4% below budget overall, well in tolerance levels.

	April YTD - Actual	April YTD - Budget	Variance	actual v bud
PPC 1149	11,261,418	11,403,181	(141,763)	-1%
Rev 838	18,224,005	19,724,922	(1,500,917)	-8%
PPC Renewables	3,260,302	3,270,503	(10,201)	0%
PGE Total	32,745,726	34,398,606	(1,652,880)	-5%
PPC 1149	7,870,243	8,058,614	(188,371)	-2%
Rev 838	12,152,949	12,763,191	(610,242)	-5%
PPC Renewables	2,275,554	2,309,268	(33,714)	-1%
PAC Total	22,298,747	23,131,073	(832,326)	-4%
NWN	13,022,824	14,191,736	(1,168,912)	-8%
CNG	1,405,828	1,581,932	(176,104)	-11%
Avista	691,097	691,096	1	0%
NWN Washington	850,761	852,094	(1,333)	0%
Total Utility Revenue	71,389,585	73,994,443	(2,604,858)	-4%
Grant Revenue	13,922	-	13,922	
Community Solar Revenue	186,308	179,656	6,652	4%
Revenue from Investments	354,623	333,333	21,290	6%
Total Utility Revenue	71,944,438	74,507,432	(2,562,994)	-3%

Net Assets

Changes: Net Assets at this time of year are increasing toward their typical seasonal peak. This is because revenues are somewhat higher than average during heating season, whereas incentive expenditures are lowest in the early part of the year, peaking in December.

Net income has increased net assets by $24 million year to date. Net Income offset by the paydown of $28 million December incentive and other payables, brings cash and investments down $7.7 million. These figures can be found on the Balance Sheet, second to last column.

By Funding Source: Net Assets by Funding Source

The Craft3 Loans line has been increased by $500,000 reflecting the board decision to increase loans for savings within reach program. This brings the contingency reserve down to $2.8 million.

Funding Source	Beginning Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets
PGE	17,012,201	9,711,278	137,158	26,860,637
PacificPower	11,192,320	5,342,784	67,121	16,602,226
NWN - Industrial	984,268	185,420	6,229	1,175,917
NWN	3,702,232	4,862,135	41,315	8,605,683
Cascade Natural Gas	1,134,247	1,091,502	7,024	2,232,773
Avista Gas	243,667	391,519	1,057	636,243
OPUC Efficiency	34,268,936	21,584,638	259,905	56,113,479
PGE	12,524,040	1,669,467	40,033	14,233,540
PacificPower	6,570,938	360,113	24,022	6,955,073
OPUC Renewables	19,094,978	2,029,580	64,055	21,188,613
Washington	417,192	328,154	3,211	748,557
LMI	-	176	0	176
Community Solar	109,104	78,811	182	188,097
Development	19,219	(858)	61	18,423
Investment Income		354,623	(354,623)	-
Total Other Net Assets	545,516	760,906	(351,169)	955,253
Craft3 Loans	2,300,000			2,300,000
Operational Contingency	2,852,206		27,163	2,879,369
Emergency Contingency	5,000,000			5,000,000
Total Contingency	10,152,206	-	27,163	10,179,369
Total Net Assets	64,061,637	24,375,123		88,436,761

Contingent Liabilities

Energy Trust commits program reserves and expected revenue to fund future efficiency and renewable projects and other agreements. Each of these commitments is contingent on the project being completed according to the milestones established in the agreement. Once a project is complete, the commitment becomes a liability and is paid as quickly as possible from the then-available program reserves.

Current reserves plus future revenue ensure funds are available when commitments come due.
Controls prevent over committing against future revenue.

The definitions for commitments of incentives has been modified to exclude pending and expired offers. The definition for this reporting was refined during the audit and confirmed with program staff.

Contingent liabilities as of May 1, 2020 are as follows:

Efficiency Incentive commitments to be paid in the future	35,359,315
Renewables Incentive commitments to be paid in the future	10,386,663
Estimated In-force contracts for delivery and operations, to be paid in the future	88,764,861
Total contingent liabilities for future commitments	134,510,839

OPUC Financial Performance Measures

The two OPUC financial performance measures deal with administrative and program support (as defined by OPUC) and staffing cost (Employee Salaries and Fringe Benefits). We are operating well within the two measures. Although the administrative support appears to be out of line, this is due to a timing difference in the base year, which will resolve.

Administrative and Program Support	less than 8% of revenue	5.7% ok
	less than 10% increase over prior year	7% ok
Employee Salaries and Fringe	less than 9% increase over prior year	8% ok

Details	YTD 2020	YTD 2019	Y/Y Change
Revenue	70,538,824	70,161,797	
Administrative and Program Support	4,049,350	3,771,982	7%
Percent of Revenue	5.7%	5.4%	
Employee Salaries and Fringe Benefits	4,993,300	4,629,657	8%

Expenses

Year-to-date spending through April is 4.4% below budget ($2.2M). Incentives are above budget, and other line items such as evaluation services, advertising & marketing, and professional services are below budget. We anticipate that some of these variances are timing, but others such as evaluations and professional services will persist and potentially increase due to COVID-19 shutdown.

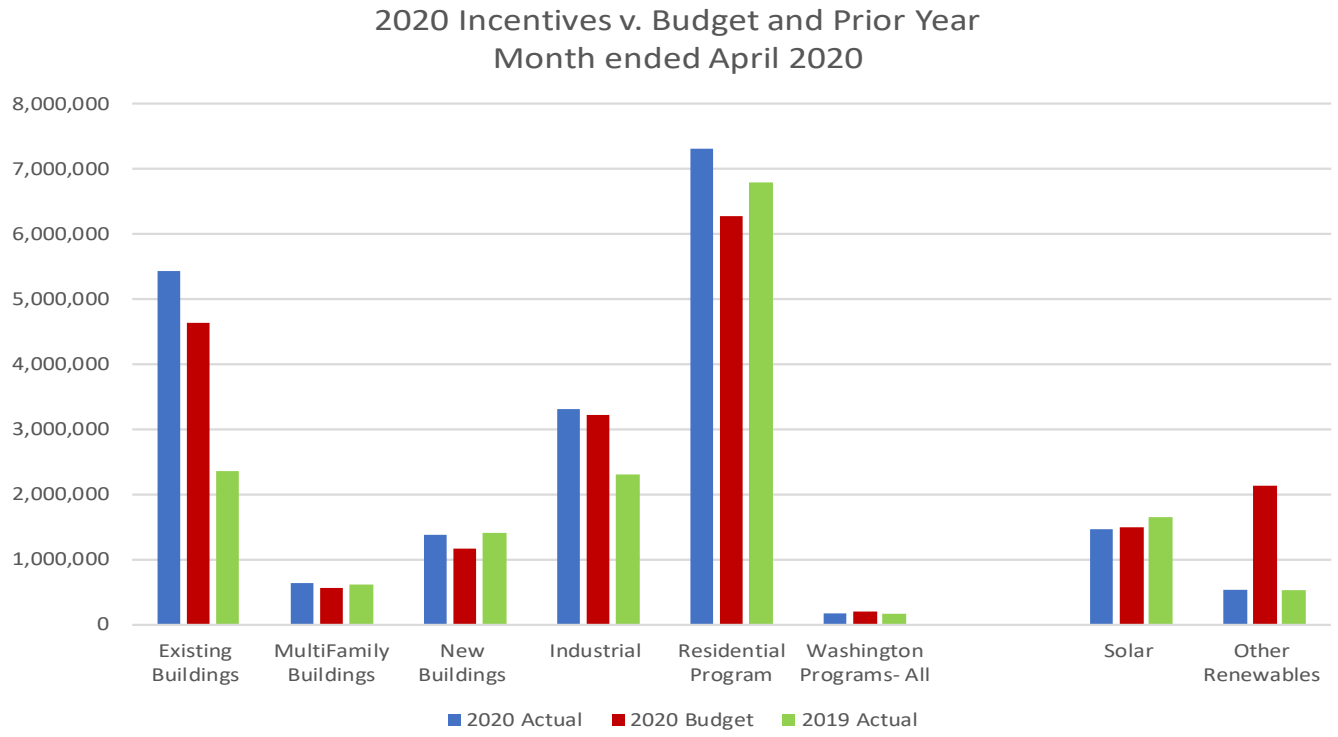
	Year to Date		
Total Expenditure	Actual	Budget	Budget Variance
Incentives	20,250,883	19,734,799	516,084
Program Delivery Contractors	18,153,795	19,380,925	(1,227,130)
Employee Salaries & Fringe Benefits	5,197,274	5,063,678	133,596
Agency Contractor Services	481,407	574,015	(92,608)
Planning and Evaluation Services	926,487	1,170,683	(244,196)
Advertising and Marketing Services	936,843	1,109,461	(172,619)
Other Professional Services	822,279	1,733,546	(911,266)
Travel, Meetings, Trainings & Conferences	63,791	186,905	(123,114)
Dues, Licenses and Fees	44,899	98,788	(53,889)
Software and Hardware	191,365	205,583	(14,218)
Depreciation & Amortization	72,849	76,560	(3,711)
Office Rent and Equipment	362,487	380,144	(17,657)
Materials Postage and Telephone	31,581	50,417	(18,836)
Miscellaneous Expenses	33,376	1,783	31,592
Expenditures	**47,569,315**	**49,767,286**	**(2,197,971)**

Incentives Detail

Incentives so far this year are above budget by 2.6% ($516,084). Compared to last year at this time, we have spent $3.6 million more overall, with a $4.4M increase in incentive expense. As shown in the graph below, incentive performance varies considerably between programs, but all Oregon programs are consistently well above budget and prior year.

Other renewables so far below budget is not necessarily an item of concern. The program has very few, but very large projects, and timing of these large projects is difficult to pinpoint to a particular month or quarter.

Incentives to Date	2020 Actual	2020 Budget	Variance from Budget	Percent Variance	2019 Actual
Existing Buildings	5,441,667	4,647,303	794,364	17%	2,354,355
MultiFamily Buildings	636,718	563,273	73,445	13%	627,815
New Buildings	1,377,066	1,173,904	203,162	17%	1,417,585
Industry and Agriculture	3,309,185	3,225,273	83,912	3%	2,319,158
Residential Program	7,316,016	6,275,052	1,040,964	17%	6,791,701
Washington Programs- All	171,147	212,147	(41,000)	-19%	170,871
Efficiency Incentives	18,251,799	16,096,952	2,154,847	13%	13,681,485
Solar	1,462,885	1,499,033	(36,148)	-2%	1,653,636
Other Renewables	536,199	2,138,814	(1,602,615)	-75%	528,659
Total Incentives	20,250,883	19,734,799	516,084	3%	15,863,780

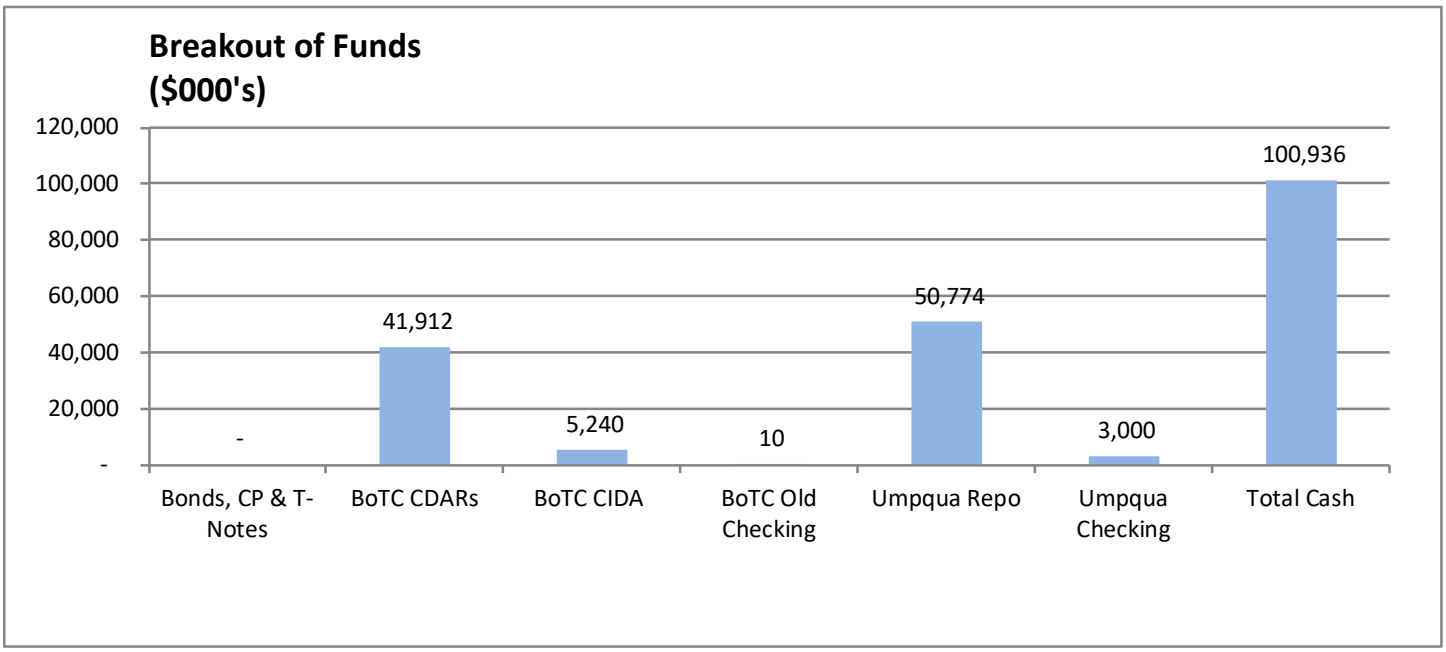


Cash and Investment Status

The graphs below show the type of investments we hold and the institutions where our funds are held. As expected for this time of year, cash levels continue to increase. We reinvested $20.7 million in CDAR investments this month. The last of our corporate bond holdings matured in March, and converted to cash.

We expect to continue to invest in CDAR's (a bundle of FDIC insured CD's) with maturities of 13 weeks. New CD's are returning much lower rates: .15% for 13 week CD's, compared to last year where the average was near 1.4%. This decrease is due to Federal Reserve stumulas decisions.

The column "Umpqua Repo" represents the operating cash balances at Umpqua Bank that are parked in an overnight repurchase account, which is backed by Umpqua Bank.



The average maturity in 2020 through April is 24 days, and the average return is 0.82%. as mentioned above, the average return for the year is expected to drop as current holdings mature.

Energy Trust of Oregon
Balance Sheet
For the Period Ending April 2020

	April	March	December	One Year Ago April	One month change	Year to date change	12 month change
Cash	54,661,146	46,769,885	45,339,145	43,722,137	7,891,260	9,322,000	10,939,009
Investments	41,919,437	41,879,882	51,078,975	59,283,695	39,555	(9,159,538)	(17,364,258)
Accounts Receivable	195,518	239,207	253,398	237,313	(43,689)	(57,879)	(41,795)
Prepaid	698,664	772,089	392,897	586,868	(73,424)	305,768	111,796
Advances to Vendors	1,446,886	2,170,329	2,094,555	1,535,208	(723,443)	(647,669)	(88,322)
Current Assets	98,921,651	91,831,391	99,158,970	105,365,221	7,090,260	(237,318)	(6,443,570)
Fixed Assets	5,680,355	5,652,035	5,601,847	5,303,514	28,320	78,508	376,841
Depreciation	(4,885,204)	(4,866,943)	(4,812,355)	(4,695,551)	(18,261)	(72,849)	(189,653)
Net Fixed Assets	795,151	785,092	789,492	607,963	10,059	5,659	187,188
Other Assets	2,190,447	2,185,722	2,169,653	2,002,455	4,725	20,794	187,992
Assets	**101,907,249**	**94,802,205**	**102,118,115**	**107,975,639**	**7,105,044**	**(210,866)**	**(6,068,390)**
Accounts Payable and Accruals	10,015,078	6,087,121	34,510,901	8,923,495	3,927,957	(24,495,823)	1,091,583
Salaries, Taxes, & Benefits Payable	969,956	1,077,042	1,036,938	898,704	(107,086)	(66,982)	71,253
Current Liabilities	10,985,034	7,164,164	35,547,839	9,822,198	3,820,871	(24,562,805)	1,162,836
Long Term Liabilities	2,485,454	2,491,724	2,508,638	2,151,513	(6,269)	(23,184)	333,942
Liabilities	**13,470,488**	**9,655,887**	**38,056,477**	**11,973,711**	**(6,269)**	**(23,184)**	**333,942**
Net Assets	**88,436,761**	**85,146,318**	**64,061,637**	**96,001,930**	**3,290,443**	**24,375,123**	**(7,565,169)**
Liabilities and Net Assets	**101,907,249**	**94,802,205**	**102,118,115**	**107,975,639**	**7,105,044**	**(210,866)**	**(6,068,390)**

Energy Trust Of Oregon
Statement of Net Assets
As of Year to Date Period Ending April 2020

Funding Source	Beginning Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets
PGE	17,012,201	9,711,278	137,158	26,860,637
PacificPower	11,192,320	5,342,784	67,121	16,602,226
NWN - Industrial	984,268	185,420	6,229	1,175,917
NWN	3,702,232	4,862,135	41,315	8,605,683
Cascade Natural Gas	1,134,247	1,091,502	7,024	2,232,773
Avista Gas	243,667	391,519	1,057	636,243
OPUC Efficiency	34,268,936	21,584,638	259,905	56,113,479
PGE	12,524,040	1,669,467	40,033	14,233,540
PacificPower	6,570,938	360,113	24,022	6,955,073
OPUC Renewables	19,094,978	2,029,580	64,055	21,188,613
Washington	417,192	328,154	3,211	748,557
LMI	-	176	0	176
Community Solar	109,104	78,811	182	188,097
Development	19,219	(858)	61	18,423
Investment Income		354,623	(354,623)	-
Total Other Net Assets	545,516	760,906	(351,169)	955,253
Craft3 Loans	2,300,000			2,300,000
Operational Contingency	2,852,206		27,163	2,879,369
Emergency Contingency	5,000,000			5,000,000
Total Contingency	10,152,206	-	27,163	10,179,369
Total Net Assets	64,061,637	24,375,123		88,436,761

Energy Trust of Oregon
Income Statement - Actual and YTD Comparison to Budget
For the Period Ending April 2020

	Period to Date			Year to Date		
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance
Revenue from Utilities	16,039,131	17,312,858	(1,273,726)	71,389,585	73,994,444	(2,604,860)
Contract Revenue	42,194	45,905	(3,711)	186,308	179,656	6,653
Grant Revenue			-	13,922		13,922
Investment Income	64,749	83,333	(18,584)	354,623	333,333	21,290
Revenue	**16,146,074**	**17,442,096**	**(1,296,022)**	**71,944,438**	**74,507,433**	**(2,562,995)**
Incentives	6,118,879	6,880,125	(761,246)	20,250,883	19,734,799	516,084
Program Delivery Contractors	4,286,587	4,816,804	(530,217)	18,153,795	19,380,925	(1,227,130)
Employee Salaries & Fringe Benefits	1,319,941	1,325,014	(5,073)	5,197,274	5,063,678	133,596
Agency Contractor Services	99,766	143,504	(43,737)	481,407	574,015	(92,608)
Planning and Evaluation Services	261,528	292,671	(31,142)	926,487	1,170,683	(244,196)
Advertising and Marketing Services	333,278	275,365	57,913	936,843	1,109,461	(172,619)
Other Professional Services	216,646	462,212	(245,566)	822,279	1,733,546	(911,266)
Travel, Meetings, Trainings & Conferences	5,668	46,482	(40,814)	63,791	186,905	(123,114)
Dues, Licenses and Fees	17,983	18,572	(589)	44,899	98,788	(53,889)
Software and Hardware	49,829	62,355	(12,526)	191,365	205,583	(14,218)
Depreciation & Amortization	18,261	19,140	(879)	72,849	76,560	(3,711)
Office Rent and Equipment	89,701	95,036	(5,335)	362,487	380,144	(17,657)
Materials Postage and Telephone	6,479	12,604	(6,125)	31,581	50,417	(18,836)
Miscellaneous Expenses	31,085	908	30,177	33,376	1,783	31,592
Expenditures	**12,855,632**	**14,450,791**	**(1,595,160)**	**47,569,315**	**49,767,286**	**(2,197,971)**
Net Income	**3,290,443**	**2,991,305**	**299,138**	**24,375,123**	**24,740,147**	**(365,024)**

Energy Trust of Oregon

Total Expenditures By Program and Funding Source
Actual For the Year to Date Period Ending April 2020

	All Funding Sources	PGE	PacificPower	NWN - Industrial	NWN	Cascade Natural Gas	Avista Gas
Existing Buildings	11,487,923	5,232,326	4,322,556	759,511	990,363	150,224	32,942
Multi-Family	2,596,095	1,434,987	457,308	4,046	630,321	66,864	2,569
New Buildings	4,136,893	2,274,553	1,254,656	6,264	517,924	70,887	12,609
NEEA Commercial	1,165,930	618,891	466,883		58,370	14,869	6,917
Commercial Sector	19,386,841	9,560,758	6,501,402	769,821	2,196,978	302,844	55,038
Industry and Agriculture	8,129,908	3,868,698	3,611,277	438,621	98,899	104,870	7,544
NEEA - Industrial	47,969	27,343	20,627				
Industry and Agriculture Sector	8,177,878	3,896,040	3,631,903	438,621	98,899	104,870	7,544
Residential Sector	15,853,612	6,317,348	4,547,103		4,470,900	281,264	236,997
OPUC Efficiency	43,418,330	19,774,146	14,680,408	1,208,442	6,766,777	688,978	299,579
Solar	2,518,312	1,362,659	1,155,653				
Other Renewables	987,965	228,176	759,789				
OPUC Renewables	3,506,277	1,590,835	1,915,442				
OPUC Programs	**46,924,607**	**21,364,981**	**16,595,850**	**1,208,442**	**6,766,777**	**688,978**	**299,579**
Washington	522,607						
Community Solar	107,497						
LMI	13,747						
Development	858						
Total Organization	**47,569,315**	**21,364,981**	**16,595,850**	**1,208,442**	**6,766,777**	**688,978**	**299,579**

April Revenue Analysis

Watching revenue carefully for indicators

April revenue is based on March collections, in turn based on Feb Usage

April YTD is 4 percent below budget. April Month is 10% below budget, and 20% below Q1 (Q1 was better than budget)

PPC 1149 revenues in April are 5% below last year, 5% below budget and 5% below Q1 monthly average

	April Last Year	actual v LY	Actual - Month of April	actual v bud	April Budget	actual v Q1	Q1 monthly Average	April YTD - Actual	April YTD - Budget	actual v bud
PPC 1149	2,839,510	-5%	2,695,365	-5%	2,846,707	-6%	2,855,351	11,261,418	11,403,181	-1%
Rev 838	5,007,337	-17%	4,163,924	-8%	4,522,147	-11%	4,686,694	18,224,005	19,724,922	-8%
PPC Renewables	823,532	-5%	783,282	-5%	825,005	-5%	825,673	3,260,302	3,270,503	0%
PGE Total	8,670,378	-12%	7,642,571	-7%	8,193,859	-18%	9,269,960	32,745,726	34,398,606	-5%
PPC 1149	1,992,987	-10%	1,801,632	-7%	1,934,884	-11%	2,022,870	7,870,243	8,058,614	-2%
Rev 838	3,103,601	-13%	2,714,565	-13%	3,117,775	-14%	3,146,128	12,152,949	12,763,191	-5%
PPC Renewables	572,355	-8%	525,579	-5%	553,927	-10%	583,325	2,275,554	2,309,268	-1%
PAC Total	5,668,943	-11%	5,041,776	-10%	5,606,586	-15%	5,907,642	22,298,747	23,131,073	-4%
NWN	2,982,173	-17%	2,472,373	-17%	2,973,820	-30%	3,516,800	13,022,824	14,191,736	-8%
CNG	408,184	-18%	334,985	-8%	365,818	-6%	356,948	1,405,828	1,581,932	-11%
Avista	174,323	-1%	172,774	0%	172,774	0%	172,774	691,097	691,096	0%
NWN Washington			-		-		283,587	850,761	852,094	0%
Total	17,904,001	-13%	15,664,479	-10%	17,312,857	-20%	19,569,518	71,389,585	73,994,443	-4%

R00407

Energy Trust of Oregon
Contract Status Summary Report

Report Date: 5/22/2020

For contracts with costs through: 5/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Communications							
		Communications Total:	**3,833,753**	**1,701,436**	**2,132,318**		
Administration							
		Administration Total:	**14,209,655**	**7,009,285**	**7,200,370**		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	40,386,000	3,849,707	36,536,293	1/1/2020	8/1/2025
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	36,142,871	33,569,081	2,573,790	1/1/2015	9/15/2022
ICF Resources, LLC	2020 BE PMC	Fairfax	13,829,830	4,040,180	9,789,650	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Residential PMC	Austin	9,006,920	3,012,719	5,994,201	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 NBE PMC	Austin	5,985,758	1,978,685	4,007,073	1/1/2020	12/31/2020
Northwest Energy Efficiency Alliance	Regional Gas EE Initiative	Portland	5,864,530	4,400,223	1,464,307	1/1/2015	7/1/2020
TRC Environmental Corporation	2020 MF PMC	Windsor	4,687,993	1,488,068	3,199,925	1/1/2020	12/31/2020
Energy 350 Inc	PE PDC 2020	Portland	2,835,321	667,266	2,168,055	1/1/2020	12/31/2020
TRC Engineers Inc.	2020 EPS New Const PDC	Irvine	2,224,092	726,441	1,497,651	1/1/2020	12/31/2020
Cascade Energy, Inc.	PE PDC 2020	Walla Walla	2,200,254	590,435	1,609,819	1/1/2020	12/31/2020
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	336,829	1,744,171	1/1/2020	12/31/2024
Evergreen Consulting Group, LLC	PE Lighting PDC 2020	Tigard	2,051,027	699,117	1,351,910	1/1/2020	12/31/2020
Cascade Energy, Inc.	PE PDC 2020	Walla Walla	1,855,600	535,983	1,319,617	1/1/2020	12/31/2020
RHT Energy Inc.	PE PDC 2020	Medford	1,546,161	530,036	1,016,125	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Retail PDC	Austin	1,436,261	470,215	966,046	1/1/2020	12/31/2020
Craft3	Manufactured Home Pilot Loan	Portland	1,000,000	0	1,000,000	9/20/2018	9/20/2033
Open Energy Efficiency, Inc.	Automated Meter Data Analysis	Mill Valley	690,000	502,600	187,400	1/1/2018	12/31/2020
Michaels Energy, Inc.	PE 16 &17 Impact Eval	La Crosse	546,200	541,838	4,362	7/1/2018	7/1/2020
The Cadmus Group LLC	2018-19 PE Impact Evaluation	Portland	540,000	144,915	395,085	1/28/2020	2/1/2021
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Uplight, Inc.	Optix Engage Online Audit Tool	Boulder	467,000	463,788	3,212	6/1/2016	5/31/2020
CLEAResult Consulting Inc	2020 Residential PMC-PILOTS	Austin	449,520	21,388	428,133	1/1/2020	12/31/2020
Balanced Energy Solutions LLC	New Homes QA Inspections	Portland	436,525	238,917	197,608	4/27/2015	12/31/2020
DNV GL Energy Services USA Inc	EB 2018 Impact Eval	Oakland	350,000	335,751	14,249	5/9/2019	5/31/2020
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
ICF Resources, LLC	2020 BE NWN WA PMC	Fairfax	270,876	66,573	204,303	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Residential PMC - WA	Austin	250,999	64,469	186,530	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Residential PMC-CustSvc	Austin	215,648	58,891	156,757	1/1/2020	12/31/2020
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	200,000	35,436	164,564	1/1/2020	12/31/2021
ICF Resources, LLC	2020 DE DSM PMC	Fairfax	198,042	30,216	167,826	1/1/2020	12/31/2020

For contracts with costs
through: 5/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
TRC Engineers Inc.	2020 EPS New Const PDC-WA	Irvine	189,264	43,850	145,414	1/1/2020	12/31/2020
TRC Engineers Inc.	2020 EPS New Const-Grid Harmon	Irvine	177,910	9,886	168,024	1/1/2020	12/31/2020
The Cadmus Group LLC	Site Speciific Impact Evals	Portland	170,000	15,848	154,153	2/8/2019	1/31/2021
Verde	DHP Installation Program	Portland	150,000	14,052	135,948	1/31/2020	12/31/2020
Cadeo Group LLC	Lighting Market Research	Washington	122,000	0	122,000	5/1/2020	12/31/2020
Alternative Energy Systems Consulting, Inc.	PE Technical Review Assistance	Carlsbad	100,000	65,934	34,066	5/8/2019	4/30/2021
Ekotrop, Inc.	ModelingSoftware for NC	Boston	100,000	35,880	64,120	1/21/2020	12/31/2020
EES Consulting, Inc	Professional Services Agmt	Kirkland	80,430	35,638	44,793	10/1/2016	9/30/2020
Earth Advantage, Inc.	Decrease REA to EA	Portland	70,500	52,200	18,300	11/1/2018	10/31/2020
Battele Memorial Institute	PNNIL Services Agreement		70,142	70,142	0	5/9/2019	11/30/2020
Opinion Dynamics Corporation	Evaluation MHR Pilot	Waltham	66,000	44,293	21,707	5/1/2017	12/31/2021
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	18,661	36,339	1/1/2018	12/31/2020
FMYI, INC	Subscription Agreement	Portland	54,650	54,650	0	4/25/2016	2/1/2021
TRC Engineers Inc.	2020 EPS New Const - Solar	Irvine	53,016	14,562	38,455	1/1/2020	12/31/2020
Northwest Energy Efficiency Alliance	SmartThermostatPerformance	Portland	50,000	50,000	0	9/15/2019	9/14/2021
Glumac Inc	NB Net Zero Fellowship	Portland	48,840	0	48,840	1/31/2020	2/25/2021
Portland General Electric	Verfi Assistance D1X Mega Proj	Portland	45,500	0	45,500	1/1/2020	12/31/2020
INCA Energy Efficiency, LLC	Intel Mega Projects Eval	Grinnell	35,000	8,587	26,413	8/1/2019	7/1/2021
Integral Group Inc.	TAS Mod 3 Intel Mega Project	Oakland	34,900	0	34,900	3/20/2020	12/31/2020
American Council for and Energy Efficient Economy	Research Letter Agreement	Washington	30,000	30,000	0	1/1/2020	3/31/2021
INCA Energy Efficiency, LLC	Red Rock Evaluation	Grinnell	30,000	2,873	27,127	6/10/2018	6/9/2020
Pinnacle Economics Inc	2019 Economic Impact study	Camas	24,750	0	24,750	1/15/2020	5/30/2020
Bridgetown Printing Company	NWN Bill Inserts 2020	Portland	24,000	17,420	6,580	1/1/2020	12/31/2020
Michaels Energy, Inc.	Large NB Impact Evaluation	La Crosse	18,000	17,999	1	8/1/2018	5/31/2020
Demand Side Analystics, LLC	TheromstatOpitmizationStudy OR	Woodstock	8,600	0	8,600	10/10/2019	6/4/2021
Northwest Energy Efficiency Council	BOC Webinar Sponsorship	Seattle	7,125	7,125	0	1/1/2020	12/31/2020
Alexander Salazar	NZEL Internship Grant	Portland	6,000	0	6,000	11/22/2019	6/20/2020
Ankrom Moisan Associated Architects, Inc	NZEL Internship Grant	Portland	6,000	0	6,000	11/25/2019	6/20/2020
GBD Architects Incorporated	NZEL Internship Grant	Portland	6,000	0	6,000	11/15/2019	6/20/2020
Green Hammer, Inc	NZEL Internship Grant	Portland	6,000	0	6,000	11/20/2019	6/20/2020
Otak Architects Inc.	NZEL Internship Grant	Portland	6,000	0	6,000	11/18/2019	6/20/2020
SERA Architects, Inc.	NZEL Internship Grant	Portland	6,000	0	6,000	11/20/2019	6/20/2020
		Energy Efficiency Total:	**140,400,055**	**60,809,365**	**79,590,690**		
Joint Programs							
ADM Associates, Inc.	2020 Customer Insight Study	Seattle	308,000	266,936	41,064	12/17/2019	7/31/2020
ADM Associates, Inc.	Fast Feedback	Seattle	91,000	3,280	87,720	4/16/2020	6/30/2021

For contracts with costs through: 5/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Apex Analytics LLC	ResidentialPayPerformance P4P	Boulder	83,000	14,914	68,086	8/1/2019	4/30/2022
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	72,845	69,466	3,379	1/1/2017	12/31/2020
The Cadmus Group LLC	Smart Thermostat Savings	Portland	65,100	8,722	56,378	12/1/2010	8/31/2021
Consortium for Energy Efficiency	2020 Dues	Boston	57,140	21,000	36,140	1/1/2020	12/31/2020
Pivot Advertising	TLM Pilots	Portland	40,000	23,063	16,938	5/7/2019	9/15/2020
Empress Rules LLC	DEI Training & Consulting		22,500	22,500	0	9/1/2019	8/31/2020
Infogroup Inc	Data License & Service Agmt	Papillion	17,000	8,500	8,500	2/4/2020	4/1/2021
ICF Resources, LLC	Spark Lab Innovation Workshops	Fairfax	16,500	0	16,500	2/18/2020	7/31/2020
American Council for and Energy Efficient Economy	Summer Study Sponsorships	Washington	10,000	10,000	0	3/17/2020	12/31/2020
Sheraton Portland Airport Hotel	Trade Ally Forum Venue	Portland	10,000	500	9,500	2/25/2020	11/15/2020
American Institute of Architects, Southwestern Oregon Chapter	2020 Sponsorship	Eugene	5,000	5,000	0	1/1/2020	12/31/2020
Social Enterprises Inc.	WA ORHigherEdSustainConferen ce	Portland	5,000	5,000	0	1/1/2020	12/31/2020
Energy 350 LLC	Professional Services	Portland	3,600	0	3,600	5/1/2020	12/31/2020
	Joint Programs Total:		**806,685**	**458,881**	**347,805**		
Renewable Energy							
Sunway 3, LLC	Prologis PV installation	Portland	3,405,000	3,261,044	143,956	9/30/2008	9/30/2028
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	0	3,000,000	9/4/2018	9/4/2038
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	0	1,800,000	11/15/2019	9/30/2041
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
Farmers Conservation Alliance	Irrigation Modernization	Hood River	1,000,000	567,277	432,723	4/1/2019	3/31/2021
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
Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Sisters	865,000	0	865,000	3/18/2019	3/17/2039
Klamath Falls Solar 2 LLC	PV Project Funding Agreement	San Mateo	850,000	382,500	467,500	7/11/2016	7/10/2041
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
Deschutes Valley Water District	Opal Springs Hydro Project	Madras	450,000	225,000	225,000	1/1/2018	4/1/2040
RES - Ag FGO LLC	Biogas Manure Digester Project	Washington	441,660	441,660	0	10/27/2010	10/27/2025

For contracts with costs through: 5/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
RES - Ag FGO LLC	Biogas Manure Digester - FGO	Washington	441,660	438,660	3,000	10/27/2010	10/27/2025
Energy Assurance Company	Solar Verifier	Milwaukie	409,330	316,540	92,790	11/15/2018	10/14/2020
Three Sisters Irrigation District	TSID Funding Agreement	Sisters	400,000	400,000	0	1/1/2018	12/31/2038
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	Gresham	350,000	334,523	15,477	4/9/2014	7/9/2034
Clean Power Research, LLC	PowerClerk License	Napa	303,601	303,601	0	7/1/2017	5/31/2020
American Microgrid Solutions LLC	RE Feasability Analysis	Easton	207,500	156,740	50,760	11/18/2019	11/17/2020
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Kevala, Inc.	Targeted Load Management	San Francisco	140,000	75,000	65,000	12/20/2019	12/31/2020
New Buildings Institute	GridOptimalBuildings Intiative	White Salmon	100,000	50,000	50,000	12/1/2019	12/31/2021
Oregon Solar Energy Industries Association	Solar soft costs install price	Portland	96,190	60,870	35,320	12/21/2018	6/30/2021
Wallowa Resources Community Solutions Inc	Renewables Field Outreach	Enterprise	95,920	3,360	92,560	3/1/2020	2/28/2022
Solar Oregon	Solar Education & Outreach	Portland	91,375	18,955	72,420	12/15/2019	10/31/2021
Craft3	NON-EEAST OBR Svc Agrmt	Portland	90,000	67,500	22,500	1/1/2018	12/31/2020
Kendrick Business Services LLC	Small Business Financial Dev	Albany	84,750	42,465	42,285	8/1/2018	6/30/2020
Wallowa County	Project Funding Agreement	Enterprise	80,000	80,000	0	4/1/2018	3/31/2038
SPS of Oregon Inc	Project Funding Agreement	Wallowa	75,000	74,513	488	10/15/2015	10/31/2036
Faraday Inc	Software Services Subscription	Burlington	72,000	54,000	18,000	1/15/2019	12/14/2020
Site Capture LLC	SiteCapture Subscription	Austin	60,000	45,000	15,000	2/1/2018	1/31/2021
Clean Power Research, LLC	WattPlan Software	Napa	56,000	56,000	0	11/17/2017	5/31/2020
Oregon Solar Energy Fund	Solar Education Training	Portland	46,626	7,914	38,712	3/10/2020	1/31/2021
Clean Energy States Alliance	MOU Membership 2019-20	Montpelier	39,500	39,500	0	7/1/2019	6/30/2020
Lake County Resources Initiative	LCRI Support to ET Solar	Lakeview	35,000	2,400	32,600	4/15/2020	12/31/2020
Oregon Solar Energy Industries Association	SolarTechicalTraining Recruit	Portland	33,500	33,000	500	9/15/2019	10/31/2020
University of Oregon	UO SRML 2020 Sponsorship	Eugene	25,000	24,999	1	2/5/2020	3/8/2021
Oregon Solar Energy Industries Association	Solar Sponsorship	Portland	24,999	24,999	0	12/15/2019	12/31/2020
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
Rogue Climate	Solarize Campaign		22,840	7,000	15,840	1/1/2020	8/31/2020
Warren Griffin	Griffin Wind Project	Salem	13,150	9,255	3,895	10/1/2005	10/1/2020
Oregon Institute of Technology	Off Grid Solar Irrigation	Klamath Falls	12,000	0	12,000	3/15/2020	9/30/2020
Mid Columbia Economic Development	2019 LMI Solar Grant	The Dalles	10,000	9,400	600	1/25/2019	3/31/2020
Sustainable Northwest	LMI Solar Innovation Grant	Portland	10,000	8,000	2,000	1/25/2019	4/30/2020
Verde	2019 LMI Solar Grant	Portland	10,000	10,000	0	1/25/2019	4/30/2020
Rocky Mountain Institute	Membership to Elab 2019	Boulder	6,000	6,000	0	7/15/2019	7/30/2020
		Renewable Energy Total:	**24,616,138**	**15,713,316**	**8,902,822**		

Energy Trust of Oregon
Contract Status Summary Report

Report Date: 5/22/2020

For contracts with costs
through: 5/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
		Grand Total:	**183,866,287**	**85,692,282**	**98,174,005**		
		Contracts without incentives Total:	**160,694,760**	**70,929,899**	**89,764,861**		
		Renewable Energy Incentive Total:	**23,171,527**	**14,762,383**	**8,409,144**		
		Energy Efficiency Incentive Total:	**0**	**0**	**0**		

PINK PAPER

May 2020 Financial Statements

Revenue

We've been monitoring revenues carefully because of potential impacts from COVID19-related economic downturn. Utilities recently reported higher uncollected accounts, but we're not seeing a significant problem so far. Variances from budget are tracking within an acceptable margin. The month of May is above budget by 4%, and below year to date budget by 2%.

	May Last Year	actual v LY	Actual - Month of May	actual v bud	May Budget	May YTD - Actual	May YTD - Budget	actual v bud
PPC 1149	2,474,980	6%	2,612,876	5%	2,481,254	13,874,295	13,884,435	0%
Rev 838	3,879,317	-2%	3,814,132	9%	3,503,428	22,038,137	23,228,350	-5%
PPC Renewables	704,831	7%	755,132	7%	706,092	4,015,434	3,976,595	1%
PGE Total	7,059,128	2%	7,182,141	7%	6,690,774	39,927,866	41,089,380	-3%
PPC 1149	1,673,193	3%	1,720,520	6%	1,624,413	9,590,762	9,683,027	-1%
Rev 838	2,521,830	1%	2,551,873	1%	2,533,347	14,704,822	15,296,538	-4%
PPC Renewables	477,149	5%	499,033	8%	461,786	2,774,587	2,771,054	0%
PAC Total	4,672,172	2%	4,771,425	3%	4,619,546	27,070,172	27,750,619	-2%
NWN	1,950,022	0%	1,946,541	0%	1,944,560	14,969,315	15,284,202	-2%
CNG	281,056	-30%	195,539	-22%	251,885	1,976,019	1,833,817	8%
Avista	174,323	-1%	172,774	0%	172,774	863,872	863,870	0%
NWN Washington			-		-	850,761	852,094	0%
Total Utility Revenue	14,136,700	1%	14,268,420	4%	13,679,539	85,658,005	87,673,982	-2%

Net Assets

Changes: Net Assets have reached what is typically the seasonal peak. This is because revenues are somewhat higher than average during heating season, whereas incentive expenditures are lowest in the early part of the year, peaking in December.

Here is an illustration of the seasonal increase and decrease, based on 2019 actual Oregon efficiency program results.

2019 seasonal	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
Revenue	18.4	18.6	16.6	16.5	13.0	11.2	11.7	11.5	12.0	13.4	11.7	13.7	168.2
Expenditure	(7.2)	(10.2)	(11.5)	(10.9)	(13.9)	(14.7)	(9.5)	(13.3)	(13.0)	(15.2)	(12.8)	(39.0)	(171.2)
Net Change	11.2	8.4	5.1	5.6	(0.9)	(3.5)	2.2	(1.8)	(1.0)	(1.8)	(1.2)	(25.3)	(3.0)

Net income has increased net assets by $24 million year to date. Net Income offset by the paydown of $28 million December incentive and other payables, brings cash and investments down $7.7 million. These figures can be found on the Balance Sheet, second to last column.

By Funding Source: Net Assets by Funding Source

The Craft3 Loans line has been increased by $500,000 reflecting the board decision to increase loans for savings within reach program. This brings the contingency reserve down to $2.9 million.

Net Assets for the Year, as of May 2020

Funding Source	Beginning Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets
PGE	17,012,201	9,908,324	112,030	27,032,556
PacificPower	11,192,320	4,583,326	68,769	15,844,416
NWN - Industrial	984,268	(8,435)	4,998	980,831
NWN	3,702,232	5,553,115	33,042	9,288,390
Cascade Natural Gas	1,134,247	1,132,509	8,673	2,275,429
Avista Gas	243,667	425,306	2,327	671,300
OPUC Efficiency	34,268,936	21,594,146	229,841	56,092,922
PGE	12,524,040	1,991,162	68,951	14,584,153
PacificPower	6,570,938	380,906	34,484	6,986,327
OPUC Renewables	19,094,978	2,372,067	103,435	21,570,480
Washington	417,192	195,683	2,627	615,502
LMI	-	103	0	103
Community Solar	109,104	95,634	800	205,538
Development	19,219	(2,542)	92	16,769
Total Other Net Assets	545,516	288,878	3,519	837,912
Craft3 Loans	2,300,000			2,300,000
Operational Contingency	2,852,208		51,777	2,903,985
Emergency Contingency	5,000,000			5,000,000
Total Contingency	10,152,208	-	51,777	10,203,985
Investment Income		388,571	(388,571)	
Total Net Assets	64,061,637	24,643,662	-	88,705,299

Contingent Liabilities

Energy Trust commits program reserves and expected revenue to fund future efficiency and renewable projects and other agreements. Each of these commitments is contingent on the project being completed according to the milestones established in the agreement. Once a project is complete, the commitment becomes a liability and is paid as quickly as possible from the then-available program reserves.

Current reserves plus future revenue ensure funds are available when commitments come due. Controls prevent over committing against future revenue.

Contingent liabilities as of May 31, 2020 are as follows:

Efficiency Incentive commitments to be paid in the future	35,400,000
Renewables Incentive commitments to be paid in the future	10,300,000
Estimated In-force contracts for delivery and operations, to be paid in the future	83,600,000
Total contingent liabilities for future commitments	129,300,000

OPUC Financial Performance Measures

The two OPUC financial performance measures deal with administrative and program support (as defined by OPUC) and staffing cost (Employee Salaries and Fringe Benefits). We are operating well within the two measures. Although the administrative support appears to be out of line, this is due to a timing difference in the base year, which will resolve.

Administrative and Program Support	less than 8% of revenue	6.1% ok
	less than 10% increase over prior year	8% ok
Employee Salaries and Fringe	less than 9% increase over prior year	6% ok

Details	YTD 2020	YTD 2019	Y/Y Change
Revenue	84,807,244	89,949,254	
Administrative and Program Support	5,161,762	4,782,724	8%
Percent of Revenue	6.1%	5.3%	
Employee Salaries and Fringe Benefits	6,184,715	5,820,665	6%

Expenses

Year-to-date spending through May is 4.9% below budget ($3.2M). Incentives are tracking very close to budget. Oher line items such as evaluation services, advertising & marketing, and professional services are below budget. We anticipate that some of these variances are timing, but others such as evaluations and professional services will persist and potentially increase due to COVID-19 shutdown.

	Year to Date		
Total Expenditure	Actual	Budget	Budget Variance
Incentives	26,892,855	27,087,438	(194,583)
Program Delivery Contractors	23,360,040	24,315,000	(954,960)
Employee Salaries & Fringe Benefits	6,433,497	6,388,692	44,806
Agency Contractor Services	583,854	717,518	(133,664)
Planning and Evaluation Services	1,075,400	1,463,353	(387,954)
Advertising and Marketing Services	1,291,755	1,384,827	(93,071)
Other Professional Services	1,041,159	2,195,757	(1,154,599)
Travel, Meetings, Trainings & Conferences	64,325	233,387	(169,062)
Dues, Licenses and Fees	51,721	117,360	(65,639)
Software and Hardware	241,028	267,938	(26,910)
Depreciation & Amortization	90,087	94,677	(4,590)
Office Rent and Equipment	443,772	475,180	(31,409)
Materials Postage and Telephone	37,911	63,021	(25,110)
Miscellaneous Expenses	33,923	2,692	31,232
Expenditures	**61,641,328**	**64,806,840**	**(3,165,512)**

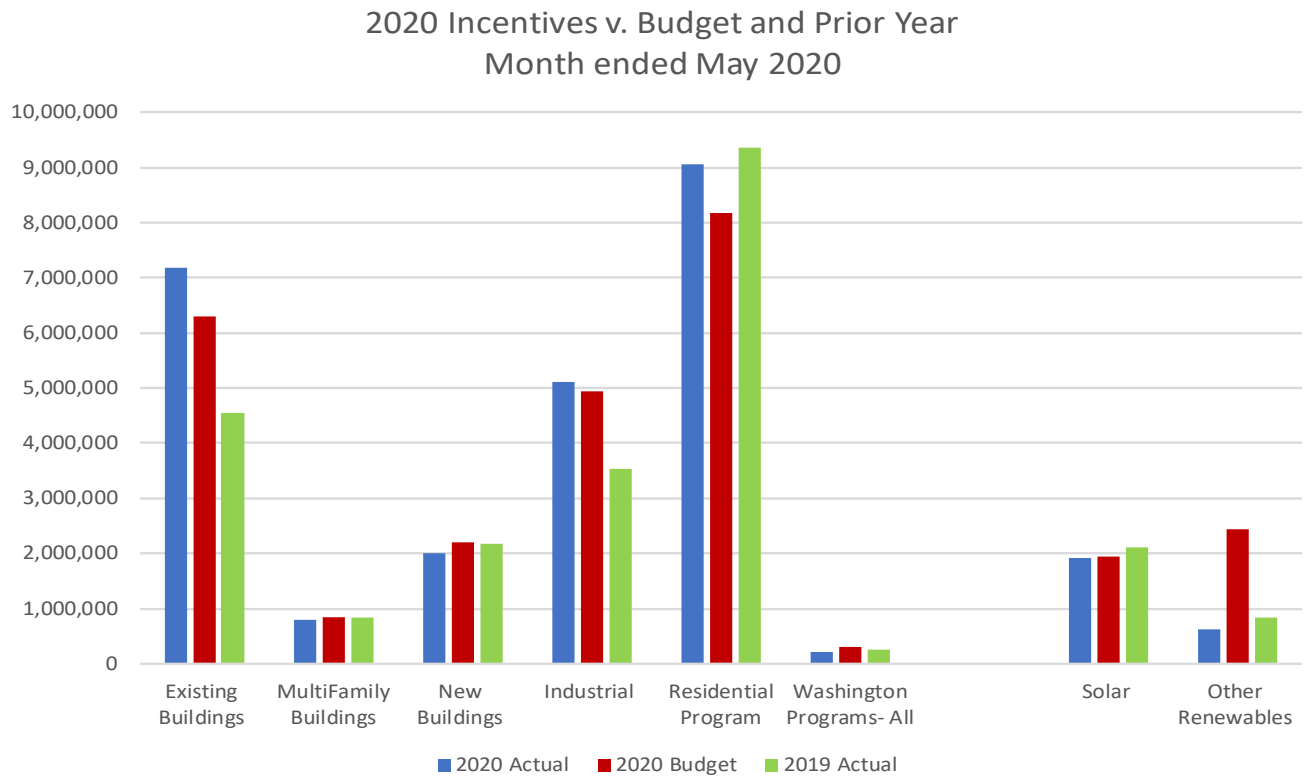
Incentives Detail

Incentives so far this year are tracking close to budget with an overall variance of 1.0% under.

Efficiency programs are 7% above budget and 18% above prior year, at this point in the year. Incentives have a very sharp seasonality, with 40% of all incentives recorded in the last month of the year.

Other renewables so far below budget may not be an item of concern. The program has very few, but very large projects, and timing of these large projects completing is difficult to pinpoint.

Incentives to Date	2020 Actual	2020 Budget	Variance from Budget	Percent Variance	2019 Actual
Existing Buildings	7,182,059	6,298,076	883,983	14%	4,544,909
MultiFamily Buildings	801,866	832,809	(30,943)	-4%	839,325
New Buildings	1,996,888	2,192,180	(195,292)	-9%	2,170,341
Industry and Agriculture	5,103,559	4,944,756	158,803	3%	3,544,531
Residential Program	9,061,237	8,165,766	895,471	11%	9,356,614
Washington Programs- All	209,349	291,618	(82,269)	-28%	250,472
Efficiency Incentives	24,354,958	22,725,205	1,629,753	7%	20,706,192
Solar	1,910,724	1,929,967	(19,243)	-1%	2,114,185
Other Renewables	627,173	2,432,267	(1,805,094)	-74%	837,240
Total Incentives	26,892,855	27,087,439	(194,584)	-1%	23,657,617

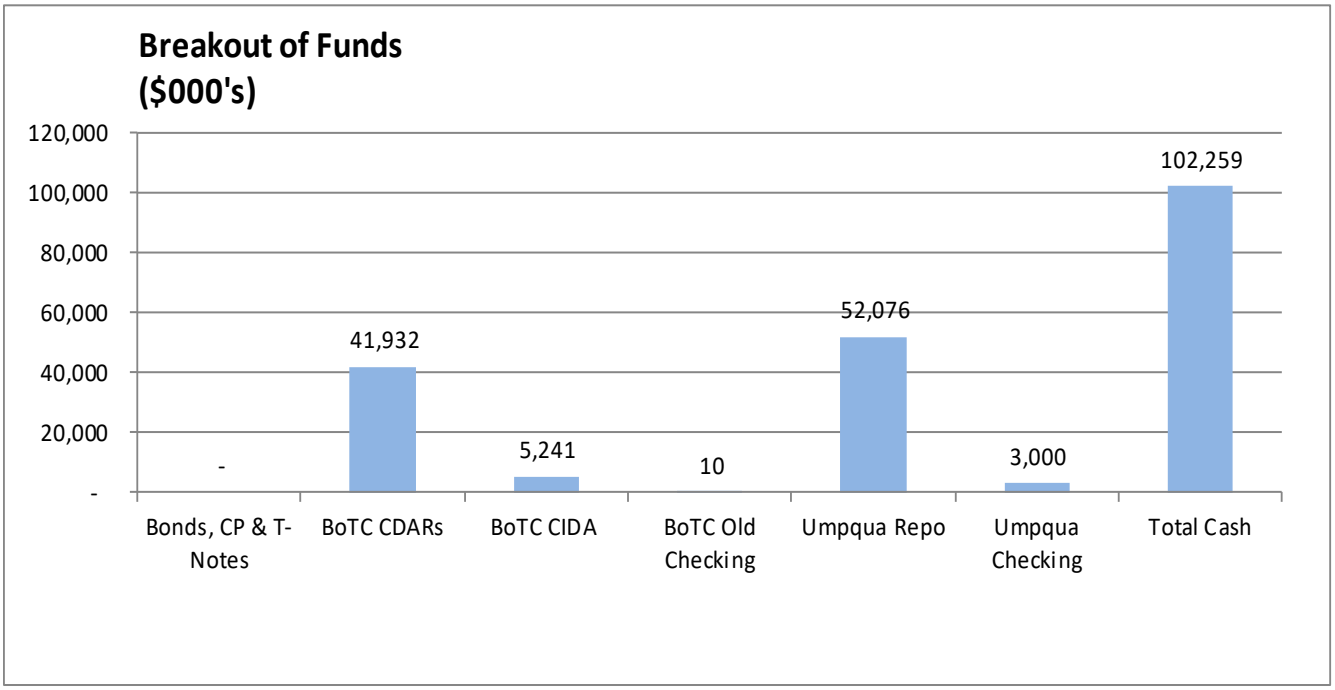


Cash and Investment Status

The graphs below show the type of investments we hold and the institutions where our funds are held. As expected for this time of year, cash levels continue to increase. We reinvested $7.7 million in CDAR investments this month. The last of our corporate bond holdings matured in March, and converted to cash.

We expect to continue to invest in CDAR's (a bundle of FDIC insured CD's) with maturities of 13 to 26 weeks. New CD's are returning much lower rates: .15% for 13 week and .20% for 26 week CD's, compared to last year where the average was near 1.4%. This decrease is due to Federal Reserve stimulus decisions.

The column "Umpqua Repo" represents the operating cash balances at Umpqua Bank that are parked in an overnight repurchase account, which is backed by Umpqua Bank.



The average maturity in 2020 through May is 19 days, and the average return is 0.36%. as mentioned above, the average return for the year is expected to drop as current holdings mature.

Energy Trust of Oregon
Balance Sheet
For the Period Ending May 2020

	May	April	December	One Year Ago May	One month change	Year to date change	12 month change
Cash	54,187,690	54,661,146	45,339,145	34,491,263	(473,456)	8,848,544	19,696,427
Investments	41,939,507	41,919,437	51,078,975	66,371,127	20,070	(9,139,468)	(24,431,620)
Accounts Receivable	185,688	195,518	253,398	187,360	(9,830)	(67,709)	(1,672)
Prepaid	697,761	698,664	392,897	496,045	(904)	304,864	201,716
Advances to Vendors	723,443	1,446,886	2,094,555	767,604	(723,443)	(1,371,112)	(44,161)
Current Assets	97,734,088	98,921,651	99,158,970	102,313,399	(1,187,563)	(1,424,881)	(4,579,310)
Fixed Assets	5,737,749	5,680,355	5,601,847	5,303,514	57,394	135,902	434,235
Depreciation	(4,902,441)	(4,885,204)	(4,812,355)	(4,712,014)	(17,237)	(90,087)	(190,428)
Net Fixed Assets	835,307	795,151	789,492	591,500	40,157	45,815	243,807
Other Assets	2,194,967	2,190,447	2,169,653	2,007,898	4,520	25,314	187,070
Assets	**100,764,363**	**101,907,249**	**102,118,115**	**104,912,796**	**(1,142,886)**	**(1,353,752)**	**(4,148,433)**
Accounts Payable and Accruals	8,503,502	10,015,078	34,510,901	6,647,005	(1,511,576)	(26,007,399)	1,856,497
Salaries, Taxes, & Benefits Payable	1,076,582	969,956	1,036,938	1,051,868	106,626	39,644	24,714
Current Liabilities	9,580,084	10,985,034	35,547,839	7,698,872	(1,404,950)	(25,967,755)	1,881,211
Long Term Liabilities	2,478,980	2,485,454	2,508,638	2,167,895	(6,475)	(29,659)	311,085
Liabilities	**12,059,063**	**13,470,488**	**38,056,477**	**9,866,767**	**(6,475)**	**(29,659)**	**311,085**
Net Assets	**88,705,299**	**88,436,761**	**64,061,637**	**95,046,030**	**268,538**	**24,643,662**	**(6,340,731)**
Liabilities and Net Assets	**100,764,362**	**101,907,249**	**102,118,115**	**104,912,797**	**(1,142,887)**	**(1,353,752)**	**(4,148,435)**

Energy Trust Of Oregon
Statement of Net Assets

Funding Source	Beginning Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets
PGE	17,012,201	9,908,324	112,030	27,032,556
PacificPower	11,192,320	4,583,326	68,769	15,844,416
NWN - Industrial	984,268	(8,435)	4,998	980,831
NWN	3,702,232	5,553,115	33,042	9,288,390
Cascade Natural Gas	1,134,247	1,132,509	8,673	2,275,429
Avista Gas	243,667	425,306	2,327	671,300
OPUC Efficiency	34,268,936	21,594,146	229,841	56,092,922
PGE	12,524,040	1,991,162	68,951	14,584,153
PacificPower	6,570,938	380,906	34,484	6,986,327
OPUC Renewables	19,094,978	2,372,067	103,435	21,570,480
Washington	417,192	195,683	2,627	615,502
LMI	-	103	0	103
Community Solar	109,104	95,634	800	205,538
Development	19,219	(2,542)	92	16,769
Total Other Net Assets	545,516	288,878	3,519	837,912
Craft3 Loans	2,300,000			2,300,000
Operational Contingency	2,852,208		51,777	2,903,985
Emergency Contingency	5,000,000			5,000,000
Total Contingency	10,152,208	-	51,777	10,203,985
Investment Income		388,571	(388,571)	
Total Net Assets	64,061,637	24,643,662	-	88,705,299

Energy Trust of Oregon
Income Statement - Actual and YTD Budget Comparison
For the Period Ending May 2020
Total Company and All Funding Sources

	Period to Date			Year to Date		
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance
Revenue from Utilities	14,268,420	13,679,538	588,882	85,658,005	87,673,982	(2,015,977)
Contract Revenue	38,183	45,905	(7,722)	224,491	225,561	(1,069)
Grant Revenue			-	13,922		13,922
Investment Income	33,948	83,333	(49,385)	388,571	416,667	(28,095)
Revenue	**14,340,551**	**13,808,776**	**531,775**	**86,284,990**	**88,316,209**	**(2,031,220)**
Incentives	6,641,972	7,352,639	(710,667)	26,892,855	27,087,438	(194,583)
Program Delivery Contractors	5,206,246	4,934,076	272,170	23,360,040	24,315,000	(954,960)
Employee Salaries & Fringe Benefits	1,236,224	1,325,014	(88,790)	6,433,497	6,388,692	44,806
Agency Contractor Services	102,447	143,504	(41,056)	583,854	717,518	(133,664)
Planning and Evaluation Services	148,913	292,671	(143,758)	1,075,400	1,463,353	(387,954)
Advertising and Marketing Services	354,913	275,365	79,548	1,291,755	1,384,827	(93,071)
Other Professional Services	218,879	462,212	(243,332)	1,041,159	2,195,757	(1,154,599)
Travel, Meetings, Trainings & Conferences	534	46,482	(45,948)	64,325	233,387	(169,062)
Dues, Licenses and Fees	6,822	18,572	(11,750)	51,721	117,360	(65,639)
Software and Hardware	49,663	62,355	(12,692)	241,028	267,938	(26,910)
Depreciation & Amortization	17,237	18,117	(879)	90,087	94,677	(4,590)
Office Rent and Equipment	81,285	95,036	(13,751)	443,772	475,180	(31,409)
Materials Postage and Telephone	6,330	12,604	(6,274)	37,911	63,021	(25,110)
Miscellaneous Expenses	548	908	(361)	33,923	2,692	31,232
Expenditures	**14,072,013**	**15,039,554**	**(967,541)**	**61,641,328**	**64,806,840**	**(3,165,512)**
Net Income	**268,539**	**(1,230,777)**	**1,499,316**	**24,643,662**	**23,509,370**	**1,134,292**

Energy Trust of Oregon

Total Expenditures Programs By Funding Source
Actual For the Year to Date Period Ending May 2020

	All Funding Sources	PGE	PacificPower	NWN - Industrial	NWN	Cascade Natural Gas	Avista Gas
Existing Buildings	14,806,395	6,948,838	5,459,130	860,285	1,291,631	182,535	63,977
Multi-Family	3,280,387	1,786,594	668,892	4,861	735,814	80,440	3,786
New Buildings	5,469,573	3,153,758	1,596,433	6,470	603,731	77,953	31,228
NEEA Commercial	1,515,841	792,787	598,068		91,015	23,185	10,786
Commercial Sector	**25,072,197**	**12,681,977**	**8,322,522**	**871,615**	**2,722,191**	**364,113**	**109,777**
Industry and Agriculture	11,658,201	5,473,517	5,410,171	530,682	116,237	116,074	11,521
NEEA - Industrial	55,539	31,657	23,882				
Industry and Agriculture Sector	**11,713,740**	**5,505,174**	**5,434,053**	**530,682**	**116,237**	**116,074**	**11,521**
Residential Sector	**19,637,140**	**7,816,956**	**5,955,683**		**5,183,910**	**363,323**	**317,268**
OPUC Efficiency	**56,423,076**	**26,004,108**	**19,712,258**	**1,402,297**	**8,022,338**	**843,510**	**438,566**
Solar	3,206,946	1,732,958	1,473,988				
Other Renewables	1,211,009	291,315	919,694				
OPUC Renewables	**4,417,955**	**2,024,273**	**2,393,682**				
OPUC Programs	**60,841,031**	**28,028,380**	**22,105,940**	**1,402,297**	**8,022,338**	**843,510**	**438,566**
Washington	655,078						
Community Solar	128,857						
LMI	13,820						
Development	2,542						
Total Company	**61,641,328**	**28,028,380**	**22,105,940**	**1,402,297**	**8,022,338**	**843,510**	**438,566**

May Revenue Analysis

Watching revenue carefully for indicators

May revenue is based on April collections, in turn based on March Usage

May YTD is 2 percent below budget. May Month is 4% above budget and 1% above last May

PPC 1149 revenues in May are 4% above last year, 6% above budget

	May Last Year	actual v LY	Actual - Month of May	actual v bud	May Budget	May YTD - Actual	May YTD - Budget	actual v bud
PPC 1149	2,474,980	6%	2,612,876	5%	2,481,254	13,874,295	13,884,435	0%
Rev 838	3,879,317	-2%	3,814,132	9%	3,503,428	22,038,137	23,228,350	-5%
PPC Renewables	704,831	7%	755,132	7%	706,092	4,015,434	3,976,595	1%
PGE Total	7,059,128	2%	7,182,141	7%	6,690,774	39,927,866	41,089,380	-3%
PPC 1149	1,673,193	3%	1,720,520	6%	1,624,413	9,590,762	9,683,027	-1%
Rev 838	2,521,830	1%	2,551,873	1%	2,533,347	14,704,822	15,296,538	-4%
PPC Renewables	477,149	5%	499,033	8%	461,786	2,774,587	2,771,054	0%
PAC Total	4,672,172	2%	4,771,425	3%	4,619,546	27,070,172	27,750,619	-2%
NWN	1,950,022	0%	1,946,541	0%	1,944,560	14,969,315	15,284,202	-2%
CNG	281,056	-30%	195,539	-22%	251,885	1,976,019	1,833,817	8%
Avista	174,323	-1%	172,774	0%	172,774	863,872	863,870	0%
NWN Washington			-		-	850,761	852,094	0%
Total Utility Revenue	14,136,700	1%	14,268,420	4%	13,679,539	85,658,005	87,673,982	-2%

R00407

Energy Trust of Oregon
Contract Status Summary Report

Report Date: 6/19/2020

For contracts with costs through: 6/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Communications							
		Communications Total:	**3,870,868**	**2,243,821**	**1,627,047**		
Administration							
		Administration Total:	**14,203,597**	**7,213,568**	**6,990,029**		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	3,849,707	39,016,659	1/1/2020	8/1/2025
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	33,662,505	33,569,081	93,424	1/1/2015	9/15/2022
ICF Resources, LLC	2020 BE PMC	Fairfax	13,829,830	5,219,178	8,610,652	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Residential PMC	Austin	9,006,920	3,714,211	5,292,709	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 NBE PMC	Austin	5,985,758	2,489,814	3,495,944	1/1/2020	12/31/2020
Northwest Energy Efficiency Alliance	Regional Gas EE Initiative	Portland	5,864,530	4,400,223	1,464,307	1/1/2015	7/1/2020
TRC Environmental Corporation	2020 MF PMC	Windsor	4,687,993	1,880,059	2,807,934	1/1/2020	12/31/2020
Energy 350 Inc	PE PDC 2020	Portland	2,835,321	1,074,177	1,761,144	1/1/2020	12/31/2020
TRC Engineers Inc.	2020 EPS New Const PDC	Irvine	2,224,092	879,736	1,344,356	1/1/2020	12/31/2020
Cascade Energy, Inc.	PE PDC 2020	Walla Walla	2,200,254	989,225	1,211,029	1/1/2020	12/31/2020
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	336,829	1,744,171	1/1/2020	12/31/2024
Evergreen Consulting Group, LLC	PE Lighting PDC 2020	Tigard	2,051,027	849,220	1,201,807	1/1/2020	12/31/2020
Cascade Energy, Inc.	PE PDC 2020	Walla Walla	1,855,600	691,935	1,163,665	1/1/2020	12/31/2020
RHT Energy Inc.	PE PDC 2020	Medford	1,546,161	651,942	894,219	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Retail PDC	Austin	1,436,261	575,537	860,724	1/1/2020	12/31/2020
Craft3	Manufactured Home Pilot Loan	Portland	1,000,000	0	1,000,000	9/20/2018	9/20/2033
Open Energy Efficiency, Inc.	Automated Meter Data Analysis	Mill Valley	690,000	531,050	158,950	1/1/2018	12/31/2020
Michaels Energy, Inc.	PE 16 &17 Impact Eval	La Crosse	546,200	541,838	4,362	7/1/2018	7/1/2020
The Cadmus Group LLC	2018-19 PE Impact Evaluation	Portland	540,000	144,915	395,085	1/28/2020	2/1/2021
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Uplight, Inc.	Optix Engage Online Audit Tool	Boulder	467,000	463,788	3,212	6/1/2016	5/31/2020
CLEAResult Consulting Inc	2020 Residential PMC-PILOTS	Austin	449,520	41,031	408,489	1/1/2020	12/31/2020
Balanced Energy Solutions LLC	New Homes QA Inspections	Portland	436,525	242,767	193,758	4/27/2015	12/31/2020
DNV GL Energy Services USA Inc	EB 2018 Impact Eval	Oakland	350,000	348,071	1,929	5/9/2019	7/31/2020
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
ICF Resources, LLC	2020 BE NWN WA PMC	Fairfax	270,876	86,988	183,888	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Residential PMC - WA	Austin	250,999	81,709	169,290	1/1/2020	12/31/2020
CLEAResult Consulting Inc	2020 Residential PMC-CustSvc	Austin	215,648	70,954	144,694	1/1/2020	12/31/2020
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	200,000	50,436	149,564	1/1/2020	12/31/2021

Energy Trust of Oregon
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Report Date: 6/19/2020

For contracts with costs through: 6/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
ICF Resources, LLC	2020 DE DSM PMC	Fairfax	198,042	42,267	155,775	1/1/2020	12/31/2020
TRC Engineers Inc.	2020 EPS New Const PDC-WA	Irvine	189,264	62,663	126,601	1/1/2020	12/31/2020
TRC Engineers Inc.	2020 EPS New Const-Grid Harmon	Irvine	177,910	16,135	161,775	1/1/2020	12/31/2020
The Cadmus Group LLC	Site Speciific Impact Evals	Portland	170,000	16,832	153,169	2/8/2019	1/31/2021
Verde	DHP Installation Program	Portland	150,000	20,315	129,685	1/31/2020	12/31/2020
Cadeo Group LLC	Lighting Market Research	Washington	122,000	2,436	119,564	5/1/2020	12/31/2020
Alternative Energy Systems Consulting, Inc.	PE Technical Review Assistance	Carlsbad	100,000	73,593	26,407	5/8/2019	4/30/2021
Ekotrop, Inc.	ModelingSoftware for NC	Boston	100,000	35,880	64,120	1/21/2020	12/31/2020
EES Consulting, Inc	Professional Services Agmt	Kirkland	80,430	35,638	44,793	10/1/2016	9/30/2020
Earth Advantage, Inc.	Decrease REA to EA	Portland	70,500	52,200	18,300	11/1/2018	10/31/2020
Battele Memorial Institute	PNNIL Services Agreement		70,142	70,142	0	5/9/2019	11/30/2020
Opinion Dynamics Corporation	Evaluation MHR Pilot	Waltham	66,000	48,640	17,360	5/1/2017	12/31/2021
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	18,661	36,339	1/1/2018	12/31/2020
FMYI, INC	Subscription Agreement	Portland	54,650	54,650	0	4/25/2016	2/1/2021
TRC Engineers Inc.	2020 EPS New Const - Solar	Irvine	53,016	17,758	35,258	1/1/2020	12/31/2020
Northwest Energy Efficiency Alliance	SmartThermostatPerformance	Portland	50,000	50,000	0	9/15/2019	9/14/2021
Glumac Inc	NB Net Zero Fellowship	Portland	48,840	8,170	40,670	1/31/2020	2/25/2021
Portland General Electric	Verfi Assistance D1X Mega Proj	Portland	45,500	1,300	44,200	1/1/2020	12/31/2020
INCA Energy Efficiency, LLC	Intel Mega Projects Eval	Grinnell	35,000	14,756	20,244	8/1/2019	7/1/2021
Integral Group Inc.	TAS Mod 3 Intel Mega Project	Oakland	34,900	0	34,900	3/20/2020	12/31/2020
American Council for and Energy Efficient Economy	Research Letter Agreement	Washington	30,000	30,000	0	1/1/2020	3/31/2021
INCA Energy Efficiency, LLC	Red Rock Evaluation	Grinnell	30,000	2,873	27,127	6/10/2018	7/10/2021
Pinnacle Economics Inc	2019 Economic Impact study	Camas	24,750	24,750	0	1/15/2020	5/30/2020
Bridgetown Printing Company	NWN Bill Inserts 2020	Portland	24,000	17,420	6,580	1/1/2020	12/31/2020
Michaels Energy, Inc.	Large NB Impact Evaluation	La Crosse	18,000	17,999	1	8/1/2018	5/31/2020
Demand Side Analystics, LLC	TheromstatOpitmizationStudy OR	Woodstock	8,600	0	8,600	10/10/2019	6/4/2021
Apex Analytics LLC	Thermostat Optmization	Boulder	8,000	0	8,000	6/15/2020	8/31/2020
Northwest Energy Efficiency Council	BOC Webinar Sponsorship	Seattle	7,125	7,125	0	1/1/2020	12/31/2020
Alexander Salazar	NZEL Internship Grant	Portland	6,000	0	6,000	11/22/2019	6/20/2020
Ankrom Moisan Associated Architects, Inc	NZEL Internship Grant	Portland	6,000	0	6,000	11/25/2019	6/20/2020
GBD Architects Incorporated	NZEL Internship Grant	Portland	6,000	6,000	0	11/15/2019	6/20/2020
Green Hammer, Inc	NZEL Internship Grant	Portland	6,000	0	6,000	11/20/2019	6/20/2020
Otak Architects Inc.	NZEL Internship Grant	Portland	6,000	6,000	0	11/18/2019	6/20/2020
SERA Architects, Inc.	NZEL Internship Grant	Portland	6,000	0	6,000	11/20/2019	6/20/2020
		Energy Efficiency Total:	**140,408,055**	**65,328,622**	**75,079,433**		

For contracts with costs through: 6/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
ADM Associates, Inc.	2020 Customer Insight Study	Seattle	328,300	266,936	61,364	12/17/2019	7/31/2020
ADM Associates, Inc.	Fast Feedback	Seattle	91,000	3,280	87,720	4/16/2020	6/30/2021
Apex Analytics LLC	ResidentialPayPerformance P4P	Boulder	83,000	15,299	67,701	8/1/2019	4/30/2022
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	72,845	69,466	3,379	1/1/2017	12/31/2020
The Cadmus Group LLC	Smart Thermostat Savings	Portland	65,100	8,722	56,378	12/1/2010	8/31/2021
Consortium for Energy Efficiency	2020 Dues	Boston	57,140	21,000	36,140	1/1/2020	12/31/2020
Pivot Advising	TLM Pilots	Portland	40,000	23,063	16,938	5/7/2019	9/15/2020
Empress Rules LLC	DEI Training & Consulting		22,500	22,500	0	9/1/2019	8/31/2020
Infogroup Inc	Data License & Service Agmt	Papillion	17,000	8,500	8,500	2/4/2020	4/1/2021
ICF Resources, LLC	Spark Lab Innovation Workshops	Fairfax	16,500	0	16,500	2/18/2020	7/31/2020
American Council for and Energy Efficient Economy	Summer Study Sponsorships	Washington	10,000	10,000	0	3/17/2020	12/31/2020
Pivot Advising	Community Engagement Study	Portland	10,000	0	10,000	5/15/2020	9/30/2020
Sheraton Portland Airport Hotel	Trade Ally Forum Venue	Portland	10,000	500	9,500	2/25/2020	11/15/2020
American Institute of Architects, Southwestern Oregon Chapter	2020 Sponsorship	Eugene	5,000	5,000	0	1/1/2020	12/31/2020
Social Enterprises Inc.	WA OR Higher Ed Sustain Conf	Portland	5,000	5,000	0	1/1/2020	12/31/2020
Energy 350 LLC	Professional Services	Portland	3,600	0	3,600	5/1/2020	12/31/2020
		Joint Programs Total:	**836,985**	**459,266**	**377,720**		
Renewable Energy							
Sunway 3, LLC	Prologis PV installation	Portland	3,405,000	3,261,044	143,956	9/30/2008	9/30/2028
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	0	3,000,000	9/4/2018	9/4/2038
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	0	1,800,000	11/15/2019	9/30/2041
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
Farmers Conservation Alliance	Irrigation Modernization	Hood River	1,000,000	606,992	393,008	4/1/2019	3/31/2021
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
Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Sisters	865,000	0	865,000	3/18/2019	3/17/2039
Klamath Falls Solar 2 LLC	PV Project Funding Agreement	San Mateo	850,000	382,500	467,500	7/11/2016	7/10/2041
Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Lake Oswego	490,000	490,000	0	5/29/2015	5/28/2030

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CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
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
Deschutes Valley Water District	Opal Springs Hydro Project	Madras	450,000	225,000	225,000	1/1/2018	4/1/2040
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	418,976	303,601	115,375	7/1/2017	5/31/2021
Energy Assurance Company	Solar Verifier	Milwaukie	409,330	350,000	59,330	11/15/2018	10/14/2020
Three Sisters Irrigation District	TSID Funding Agreement	Sisters	400,000	400,000	0	1/1/2018	12/31/2038
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	Gresham	350,000	334,523	15,477	4/9/2014	7/9/2034
American Microgrid Solutions LLC	RE Feasability Analysis	Easton	207,500	156,740	50,760	11/18/2019	11/17/2020
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Kevala, Inc.	Targeted Load Management	San Francisco	140,000	75,000	65,000	12/20/2019	12/31/2020
New Buildings Institute	GridOptimalBuildings Intiative	White Salmon	100,000	50,000	50,000	12/1/2019	12/31/2021
Oregon Solar Energy Industries Association	Solar soft costs install price	Portland	96,190	60,870	35,320	12/21/2018	6/30/2021
Wallowa Resources Community Solutions Inc	Renewables Field Outreach	Enterprise	95,920	3,360	92,560	3/1/2020	2/28/2022
Solar Oregon	Solar Education & Outreach	Portland	91,375	22,155	69,220	12/15/2019	10/31/2021
Craft3	NON-EEAST OBR Svc Agrmt	Portland	90,000	67,500	22,500	1/1/2018	12/31/2020
Kendrick Business Services LLC	Small Business Financial Dev	Albany	84,750	44,040	40,710	8/1/2018	6/30/2020
Wallowa County	Project Funding Agreement	Enterprise	80,000	80,000	0	4/1/2018	3/31/2038
SPS of Oregon Inc	Project Funding Agreement	Wallowa	75,000	74,513	488	10/15/2015	10/31/2036
Faraday Inc	Software Services Subscription	Burlington	72,000	54,000	18,000	1/15/2019	12/14/2020
Site Capture LLC	SiteCapture Subscription	Austin	60,000	48,000	12,000	2/1/2018	1/31/2021
Clean Power Research, LLC	WattPlan Software	Napa	56,000	56,000	0	11/17/2017	5/31/2020
Oregon Solar Energy Fund	Solar Education Training	Portland	46,626	7,914	38,712	3/10/2020	1/31/2021
Lake County Resources Initiative	LCRI Support to ET Solar	Lakeview	35,000	3,725	31,275	4/15/2020	12/31/2020
Oregon Solar Energy Industries Association	SolarTechicalTraining Recruit	Portland	33,500	33,000	500	9/15/2019	10/31/2020
University of Oregon	UO SRML 2020 Sponsorship	Eugene	25,000	24,999	1	2/5/2020	3/8/2021
Oregon Solar Energy Industries Association	Solar Sponsorship	Portland	24,999	24,999	0	12/15/2019	12/31/2020
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
Rogue Climate	Solarize Campaign		22,840	7,000	15,840	1/1/2020	8/31/2020
Warren Griffin	Griffin Wind Project	Salem	13,150	9,255	3,895	10/1/2005	10/1/2020
Oregon Institute of Technology	Off Grid Solar Irrigation	Klamath Falls	12,000	0	12,000	3/15/2020	9/30/2020

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through: 6/1/2020

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Rocky Mountain Institute	Membership to Elab 2019	Boulder	6,000	6,000	0	7/15/2019	7/30/2020
		Renewable Energy Total:	**24,662,013**	**15,728,691**	**8,933,322**		
		Grand Total:	**183,981,518**	**90,973,967**	**93,007,551**		
		Contracts without Incentives Total:	**160,632,491**	**76,009,069**	**84,623,422**		
		Renewable Energy Incentive Total:	**23,349,027**	**14,964,898**	**8,384,129**		
		Energy Efficiency Incentive Total:	**0**	**0**	**0**		

Tab 4

Conservation Advisory Council Meeting Notes

June 17, 2020

Attending from the council:

Alyn Spector, Cascade Natural Gas
Anna Kim, Oregon Public Utility Commission
Julia Harper, Northwest Energy Efficiency Alliance
Jess Kincaid (for Dave Moody), Bonneville Power Administration
Jason Klotz, Portland General Electric
Kari Greer, Pacific Power
Kerry Meade, Northwest Energy Efficiency Council
Lisa McGarity, Avista
Rick Hodges, NW Natural
Tim Hendricks, BOMA
Wendy Gerlitz, NW Energy Coalition
Warren Cook, Oregon Department of Energy
Charlie Grist, Northwest Power and Conservation Council

Attending from Energy Trust:

Hannah Cruz
Alex Novie
Cameron Starr
Thad Roth
Peter West
Amber Cole
Tyrone Henry
Julianne Thacher
Spencer Moersfelder
Fred Gordon
Amanda Davidowitz
Jay Ward
Marshall Johnson
Tom Beverly
Greg Stokes
Wendy Gibson
Amanda Zuniga
Ryan Crews
Debbie Menashe
Mana Haeri
Jessica Kramer
Kathleen Belkhyat
Michael Colgrove
Peter Schaffer
Sue Fletcher
Oliver Kesting
Amanda Potter
Quinn Cherf
Jackie Goss

Others attending:

Lindsey Hardy, Energy Trust board
John Molnar, Rogers Machinery
Elee Jen, Energy Trust board
Shelly Beaulieu, TRC
Whitney Rideout, Evergreen Consulting
Dan Tillis, Cascade Natural Gas
Andrea Estrada, ICF International
William Rector, BPA
Ted Drennan, NW Natural
Misti Nelmes, CLEAResult
Joe Marcotte, TRC
John Eicher, ICF
Erik Holman
Dave Backen
Emily Pierce, Evergreen Consulting
Matt Doyle, NW Natural
Ellie Hardwick, SBUA
Susan Badger-Jones, Energy Trust Diversity Advisory Council
Karla Hendrickson
Jenny Sorich
Angel Swanson
Matt Arndt, Rogers Machinery

1. Welcome and Introductions

Hannah Cruz convened the meeting at 1:30 p.m. The meeting was held as a video conference. Prior council meeting notes are posted online and the council accepted them with no changes. The meeting was recorded.

Hannah Cruz started the meeting with a discussion on Black Lives Matter and racial justice, prominent topics and areas of conversation across the nation, in Oregon and at Energy Trust. Staff and board members have reflected on the current situation and want to be cognizant and accountable for their decisions and actions that have reduced benefits for the Black community.

Lindsey Hardy read the board's statement in support of Black Lives Matter:

> As a public service institution, we recognize our role in perpetuating systems of inequity. The recent killings of George Floyd, Breonna Taylor and Ahmaud Arbery and ensuing protests have brought our nation's history of systemic racism to the forefront of our national dialogue.
>
> Condemning racism and affirming that Black and Brown people deserve safety, respect and equity is acknowledging a basic human right. We hear our fellow citizens demanding an end to institutionalized racism, and we stand with them.
>
> We have a long way to go to realize our vision of clean, affordable energy for everyone. As we work toward this vision, we are allied with our advisors, staff and community partners active in social justice and racial equity. We pledge to learn, to take responsibility, to do better.
>
> Some resources we're finding helpful in our learning are http://www.dismantlingracism.org and the Oregon Education Association's Black Lives Matter resources list. Portland Mercury's recent article, Things You Can Do to Support the Black Community and Promote Anti-Racist Efforts, includes links to Black-owned business directories, organizations focused on racial justice issues, and educational resources.

Lindsey Hardy said the word "allies" is not static. As the organization goes forward, it will need to continue practicing allyship and learning from its partners, stakeholders and communities, using its platform as a megaphone for voices that need to be heard.

Council members said they are glad to be on the receiving end of this work, and that while Energy Trust is well ahead of other organizations, it is behind on actually doing the work. It's a good place to be (Warren Cook). They supported the board statement and said it's heartening to see that Energy Trust is engaging and being supportive of Black Lives Matter, adding this group isn't diverse. There is some representation, but it needs to do better (Alyn Spector). Old white men who are in their bubbles need this type of leadership to keep focused and it's time for old schoolers to wake up in all forums and relationships (Charlie Grist).

Council members said this is a journey that needs to continue and can't just be dropped (Julia Harper). They said it's important to understand how conversations impact unrepresented groups and to seek help in asking the right questions in order to be inclusive (Lisa McGarity).

Hannah Cruz noted there was an hour-long discussion with staff a week ago; these are not easy conversations. Staff wants to make changes and looks forward to hearing from the Diversity Advisory Council.

Tyrone Henry said the theme of his high school in Washington, D.C. was “Wake up everybody.” Moving to Oregon was a shock, leaving a place where 70% of people looked like him for a state where 5% of people looked like him. People have told him he’s a great ambassador to his culture. What does it take for all of us to take a stand and speak up when we see social injustice, no matter what world we operate in? If you are fortunate enough to have diverse friends, give them a call and ask how they are doing, he said. Let them know that you stand with them, stand behind them, and in front of them to help.

2. Energy Trust Draft 2021 Goals

Topic summary

Hannah Cruz covered 2021 goals in a presentation and opened them for discussion with council members for feedback. Goals are developed in the spring and finalized in time to guide staff in the summer when developing program and support group budgets and action plans. Last year, the council said it would like to have earlier input in the process. Staff planned for that earlier engagement this year, but the coronavirus pandemic and technical issues forced staff to cancel a joint workshop planned for April with the Renewable Energy Advisory Council and Diversity Advisory Council. Next year staff will look again to engage the council earlier in the process.

Discussion

Council members said meeting generation and savings targets are top priorities; equally important is recognizing diversity among customers and meeting their energy efficiency needs (Lisa McGarity). Trying to overcome barriers customers are facing is also important. Finding links within the state climate action plan is another priority. Being at the table and representing joint customers’ interests in that conversation is important (Lisa McGarity).

If Energy Trust is not able to respond to ongoing limitations related to COVID-19, that’s a fundamental problem with meeting goals in general (Julia Harper). Dealing with cost-effectiveness issues in meeting diversity goals will be important to innovatively meet these goals (Julia Harper).

Members noted the Trade Ally Network is how Energy Trust connects with people. People in some communities have more trust in those who look, feel and act like them. Diversity among trade allies will make the organization more successful in reaching communities. Connecting with other similar organizations will help amplify each other’s work and help both organizations stretch their budgets further.

Members noted it's in times of stress where new things get invented. Energy Trust was created in such a time. Making progress on the COVID-19 response and diversity, equity and inclusion will take creativity (Charlie Grist). It's important to support staff and the Trade Ally Network in fostering innovation because it's these stressful times where innovation can flourish.

Other members said all areas are important, so it’s challenging to focus on a few of them (Kerry Meade). Goal No. 3 was important before and will be even more so working remotely. No. 6 will be critical for long-term change to happen. If Energy Trust is successful in changing how customers use energy, it will need to work with community planning to address challenges communities are facing (Kerry Meade).

Energy Trust’s primary motivation is to capture savings on behalf of customers in areas where it works, and customer focus and diversity are essential (Wendy Gerlitz). Energy Trust will need to adapt to COVID-19 for the safety of all. Everyone can work with a utility on housing and development, but trade allies will be key, as will support for staff (Rick Hodges).

Coordination is very important. COVID-19 recovery will be a big deal and it's OK to make a big adjustment. New metrics will be essential, as will conversations with the OPUC about adjusted, realistic goals (Warren Cook).

Members also supported goals related to getting outside of the energy efficiency community and into the broader community and supporting the state's policies (Jess Kincaid).

Anna Kim of the OPUC said these goals were developed when there was a very different view of the future. That will be an important consideration for the OPUC looking at this year's goals and shaping them for next year. Given the OPUC's understanding and desire to be fair about how it approaches goals for this year, focus will be on a productive response to helping ratepayers who are suffering and Energy Trust's ability to pivot.

Next steps
Staff will take this feedback into consideration when drafting budgets and action plans, which will be reviewed in draft form by the three advisory councils, the board and the public at a workshop in October.

3. Progress Toward 2020 Diversity, Equity and Inclusion Participation Goals

Topic summary
Tyrone Henry introduced a discussion on progress toward 2020 organizational diversity, equity and inclusion goals for energy efficiency programs. These goals are part of Energy Trust's broader Diversity, Equity and Inclusion Operations Plan. Each sector presented progress so far. Presentations are included in the meeting packet online.

Discussion
Council members asked how Energy Trust defines "very rural." Alex Novie said the USDA developed rural-urban commuting area (RUCA) codes that classify census tracts using measures of population density, urbanization and daily commuting. Energy Trust used the RUCA codes in the 2018 Diversity, Equity and Inclusion Data & Baseline Analysis to categorize census tracts on a 1 to 5 scale, with 1 being very urban and 5 being very rural. This is intended to represent areas where businesses would have little access to services and may experience gaps in trade ally availability. For Existing Buildings, the past participation analysis found the biggest difference in participation for all Commercial customers in very rural areas (5 on the scale). The Industrial participation goal focuses small and medium Industrial customers in areas outside of very urban areas (2-5 on the scale) based on historically lower participation for Industrial customers in these areas.

Council members asked if there is information about the hosted events that took place last year. Staff said there was a progress report attached to Energy Trust's 2019 Annual Report that includes that information. Members asked what else could boost participation (Lisa McGarity). Staff said based on the TLED pilot in Eastern and Southern Oregon, staff need to reach out to customers to understand which ones had not moved forward and what would help them move forward. Staff also gained insights into the baseline technologies for those customers and found many had older technology in their businesses.

Council members noted in smaller communities, word of mouth is an effective behind-the-scenes marketing approach (Lisa McGarity) and encouraged staff to share findings on what works in reaching these segments, geographies and populations (Charlie Grist).

Next steps
Hannah Cruz will share a link to the 2019 Annual Report to the OPUC and the progress report.

4. Planning for Energy Trust's Inaugural Rural Workshop

Topic summary

Sue Fletcher provided an update on Energy Trust's plans to host a workshop focused on rural needs. The workshop fulfills a requirement in the OPUC's annual performance measures for the organization and supports diversity, equity and inclusion goals.

Discussion

Council members asked about availability of broadband access for hosting online versions of these workshops. Sue Fletcher said that will be an important consideration since some staff members have experienced spotty connections. Staff is considering whether every community be able to do a virtual event

Members asked to be kept informed as their organizations are facing the same bandwidth and travel issues (Jess Kincaid) and offered their support (Alyn Spector). They suggested a good source of information on broadband would be the local schools (Lisa McGarity).

Next steps

Sue Fletcher will reach out to BPA and the utilities as staff finalize the location and agenda for the workshop.

5. Update on Energy Trust Response to Coronavirus

Topic summary

Each sector summarized Energy Trust's response to the coronavirus pandemic, including increased incentives and bonuses, engaging more partners and community-based organizations and moving customer-oriented operations to virtual platforms.

Discussion

Council members said they heard positive feedback from schools regarding bonuses (Warren Cook) and asked why multifamily bonuses that end in December aren't being extended (Lisa McGarity). Staff said that was to allow extra processing time to get them out by the end of the year and to accommodate any processing delays due to the coronavirus and remote work. There is an automatic exception in case they submit through December 31.

Next steps

None.

6. Trade Ally Network Survey Results

Topic summary

Cameron Starr discussed results from Energy Trust's trade ally survey on COVID-19 impacts to contractors.

Discussion

Council members said it was heartening to see nearly 70% of businesses anticipate hiring back to pre-COVID-19 levels.

Next steps

None.

7. Commercial Sector Updates

Topic summary

Oliver Kesting offered Commercial sector updates. The request for proposals for Existing Buildings and business lighting went out just before the pandemic hit. Staff extended due dates

based on current events and gave an extra month for bidders to submit proposals. Staff is reviewing bids now and will have recommendations to the board by August 13.

This RFP rolls together Existing Buildings and Existing Multifamily. It separates the delivery of lighting for both Existing Buildings and Production Efficiency into a separate contract. There is a significant focus on diversity, equity and inclusion, including budget allocations for certain types of subcontractors.

New Buildings was impacted significantly by code change in 2019. Staff received a cost-effectiveness exception through the end of 2021. The new state energy code presents challenges in determining the cost of the baseline, which is used to determine measure level cost effectiveness. Determining a pathway forward is complex and may require changes to program requirements.

Energy Trust is working with the OPUC to assess how to best support and leverage the new code and holding workshops with the OPUC, NEEA and Oregon Department of Energy. Staff will engage stakeholders, the design community and this council later in the process.

Discussion
None.

Next steps
Hannah Cruz will provide council members with Oliver Kesting's contact information if they would like to participate in the New Buildings program workshops.

8. Residential Program Changes
Topic summary
Marshall Johnson provided Residential mid-year measure updates.

Discussion
Council members asked how the program is verifying the employment aspect of the new Savings Within Reach requirements. Staff said not all households impacted by COVID-19-related unemployment will qualify for state unemployment benefits. The requirements are structured so that a household that is eligible to receive unemployment assistance or help through community-based resources could qualify for the Savings Within Reach incentives.

Council members asked about pricing for the new window incentives, noting windows are an example of an upgrade that carries non-energy benefits like comfort and beauty (Warren Cook). Staff said the range is $0 to $26. Glass, films and frame are the efficiencies. Certain wood frames make it more difficult to reach a high efficiency range. Staff worked with the OPUC in setting these incentive amounts.

Next steps
None.

9. Final Updates
Hannah Cruz noted the City of Portland's Portland Clean Energy Fund's first request for proposals opens in August. Eligibility and requirements are currently out for public comment and available online. The city is accepting comments through June 26. Energy Trust staff has been thinking about how the organization can support PCEF and nonprofit grantees.

10. Public Comment
There were no public comments.

11. Adjourn

The meeting was adjourned at 4:20 p.m. The next Conservation Advisory Council meeting will be held virtually and is scheduled on July 29, 2020.

Tab 5

Renewable Energy Advisory Council Meeting Notes

June 17, 2020

Attending from the council:

Andria Jacob, City of Portland
Anna Kim, Oregon Public Utility Commission
April Snell, Oregon Water Resources Congress
Dick Wanderscheid, Bonneville Environmental Foundation
Erik Anderson, Pacific Power
Jaimes Valdez, Portland Clean Energy Benefits Fund
Josh Halley, Portland General Electric
Kendra Hubbard, Oregon Solar Energy Industries Association
Les Perkins, Farmers Irrigation District
Oriana Magnera, Verde
Rebecca Smith, Oregon Department of Energy
Suzanne Leta, SunPower

Attending from Energy Trust:

Betsy Kauffman
Dave McClelland
Lizzie Rubado
Ryan Cook
Matt Getchell
Joshua Reed
Dave Moldal
Hannah Cruz
Gayle Roughton
Grace Diller
Alina Lambert
Kyle Petrocine
Samuel G. Birru
Jeni Hall
Julianne Thacher
Mike Colegrove
Shelly Carlton
Wendy Gibson
Debbie Menashe
Tyrone Henry
Peter West
Amber Cole

Others attending:

Angela Crowley-Koch, Oregon Solar Energy Industries Association
Frank Vignola, Oregon Solar Radiation Monitoring Lab
John Cornwell, Oregon Department of Energy
Mathew Mills, TRC
Susan Badger-Jones, Energy Trust Diversity Advisory Council member
Susan Brodahl, Energy Trust board member
Tess Jordan, Portland General Electric

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1. Welcome, Introductions and Announcements

Betsy Kauffman, sector lead for Renewables, convened the meeting at 9:32 a.m. on Zoom. The agenda, notes and presentation materials are available on Energy Trust's website at https://www.energytrust.org/about/public-meetings/renewable-energy-advisory-council-meetings/.

Topic summary
Susan Brodahl, an Energy Trust board member, read Energy Trust's Board of Directors' statement condemning racism and recognizing Energy Trust of Oregon's role in perpetuation systems of inequity as a public service institution. The statement acknowledges the organization's pledge to learn, take responsibility and do better.

Discussion
Council members asked to keep in mind the police shooting of Patrick Kimmons in 2018 near Energy Trust's office (Oriana Magnera). Members mentioned the importance of standing up against racist behavior and examining the roots of the solar industry that are predominantly white and male.

Council members also noted Energy Trust meetings are a predominately white space that benefit from a long history of white supremacy in the U.S. They encouraged Energy Trust to include discussions of diversity, equity and inclusion work into all meetings, ensuring this meeting's discussion is not a "one and done." Members also noted the importance of looking at their own interactions and recognizing how they are contributing to the problem. In addition, as solar costs are lowered over time, they need to be aware of the barriers that prevent solar from reaching a wider and more inclusive customer base (Oriana Magnera, Frank Vignola).

2. Energy Trust Goals for 2021

Topic summary
Betsy Kauffman presents Energy Trust's final draft organizational goals for 2021. They are meeting savings and generation targets; investing in relationships and collaborations with other entities to achieve common objectives; and enhancing operating processes and internal culture to respond to change.

Specific focus areas for the goals include a variety of things such as adapting programs to respond to the economic and social recovery, achieving OPUC metrics, providing value to the grid, resolving funding uncertainties, resilience and improving staff intercultural awareness and inclusion.

Discussion
The top priorities selected via a survey of members and guests were economic and social recovery, staff intercultural awareness and inclusion, and diversity within the Trade Ally Network. Other priorities selected were value to the grid and resolving funding uncertainties.

Members suggested adding racial justice to the priority list (Oriana Magnera). They emphasized that addressing the economic recovery is linked to racial inequities. Black and brown people are the most affected by COVID-19 related economic and health struggles. Members emphasized the importance of intercultural awareness by staff and direct action and resources on racial inequality within the workplace. Members acknowledge Energy Trust's scope is limited and re-prioritization is needed (Jaimes Valdez). Because racial inequities existed for a long time before this moment, members said they want to see continuous focus on addressing gaps at council meetings and in policies and programs (Oriana Magnera).

On funding, members said funding sources are imperative because communities that need it the most can't be served without the proper funding to support them. They stressed the importance of extending Energy Trust's funding and suggested staff provide information on what could be done with additional funding. Members suggest that current funding be targeted toward BIPOC

communities for heat pumps as an example of prioritizing racial inequity (Suzanne Leta, Andria Jacob).

Developing programs in collaboration with community organizations could assist in addressing the needs of the community better than seeking feedback (Angela Crowley-Koch). And while resilience emerged as a low priority in the survey, members discussed its importance in dealing with natural disasters, public safety power shutoffs and emergency situations.

3. Hydropower Project in Hillsboro

Topic summary

Staff presented an overview of the Other Renewables focus on biopower and hydropower projects. The City of Salem's Willow Lake water resource recovery facility just reached commercial operation. Kyle Petrocine, senior project manager on the Renewables team, summarized a City of Hillsboro 30 kW hydropower project that will receive an $85,000 incentive from Energy Trust. This hydro project will harness energy in the form of excess water pressure at the site of a pressure reduction valve in the city's potable water system, installing a pump-as-turbine system and generating net-metered renewable electricity for the city year-round. It is expected to produce an average of 171 MWh per year. The project will start construction in July or August with commercial operation expected in September.

Discussion

Members asked if this is the first type of conveyance hydropower system that Energy Trust has funded. Staff said there was one similar project in Astoria, although the City of Portland has several projects using this technology. Similar projects have been difficult to construct because there is often no electrical load or space at the site of the pressure reduction valves. These types of projects remain interesting and staff looks for these opportunities.

Staff noted the facility will not be accessible to the public, although there will be public outreach and communications. Energy Trust will coordinate with the City of Hillsboro and Portland General Electric (Josh Halley).

Staff asked if there is an opportunity to bring a Diversity, Equity and Inclusion Lens into the renewable project evaluation process. Regarding solar, there are higher incentives for low- and moderate-income projects and community solar projects. The municipal hydropower and biopower projects serve all ratepayers, but there are no metrics specific to diversity, equity and inclusion.

4. Public Comment

There were no public comments.

5. Adjourn

The meeting adjourned at 11:00 a.m.

Tab 6

Policy Committee Meeting Notes

June 19, 2020, 1:00 p.m.

Board members present: Henry Lorenzen, Susan Brodahl, Melissa Cribbins, Eric Hayes, Alan Meyer, Anne Root, Letha Tawney (Oregon Public Utility Commission ex officio)

Staff attending: Michael Colgrove, Hannah Cruz, Fred Gordon, Steve Lacey, Debbie Menashe, Pati Presnail, Peter West

Appointment of Member to the Renewable Advisory Council (Betsy Kauffman)

Betsy Kauffman recommended Josh Peterson for an appointment to the Renewable Advisory Council. Josh Peterson is associate researcher and the Solar Radiation Monitoring Lab at the University of Oregon. The lab has played a critical role in helping the solar team model and predict generation from solar installations which vary across the state. He has a PhD in physics as well as bachelors degrees in physics and mathematics. He would replace longtime member Frank Vignola, who has retiring and has represented the Lab on the council for more than a decade. The committee approved Josh Peterson's appointment and expressed appreciation for Frank Vignola's many years of service to Energy Trust.

Betsy Kauffman also advised the committee that Jason Busch, the executive director of the Pacific Ocean Energy Trust, has stepped down from the council. His duties at POET make it too difficult for him to regularly attend meetings. Council membership now stands at 13. Board policy allows for a maximum of 18 members.

REC Value and Cost Review (Betsy Kauffman)

Betsy Kauffman reported to the committee on Renewable Energy Certificate (REC) values. Energy Trust's REC policy requires the Energy Trust staff report to the Renewable Advisory Council and the board on the market value of RECs. This annual review permits the board to consider whether the cost and effort of registering RECs in WREGIS (the Western Renewable Energy Generation Information System) is disproportionate to their value and to recommend action accordingly.

At the request of committee members, Betsy Kauffman provided background to committee members on RECs, commodities which represent the "greenness" of renewable energy projects, represent levels and amounts of utility compliance with renewable portfolio standards (compliance RECs) and market tradeable certificates (voluntary market RECs). She explained registration processes and institutions have been established to preserve the integrity of the REC market and to ensure that RECs are not double counted. In Energy Trust's region, the REC registration institution is WREGIS. REC values for both the compliance and voluntary markets range between $2.50 and $4.40, with average market value of around $3.00/per REC. The cost of RECs has not increased since staff's last report to the committee, and costs of registration have not significantly decreased. Accordingly, staff recommends no changes to the current requirements of the REC policy with respect to REC registration.

Committee members unanimously agreed that no change is warranted based on staff's report.

Policy Reviews

Conflict of Interest Policy 5.02.000-P

This policy, up for its regular three-year review, addresses conflict of interest for Energy Trust's board of directors. Staff members presented suggested revisions to the committee at its April meeting. The proposed revisions then were a small number of correction and editorial changes to: (i) correct citation and language references to the board's obligation to complete annual Statements of Economic

Interest; and (ii) replace gendered pronouns with gender neutral pronouns. Committee members asked staff to consider further revisions to the policy by (i) separating it into two, one for reporting and disclosure of conflicts and one providing more definition of the principles of conflicts of interest and (ii) examining the policy's application to staff and the advisory councils. Staff presented a revised version of the policy reflecting the committee's request. The revised proposed policies include a Conflict of Interest Reporting and Disclosure Policy and a Policy on Principles of Conflict of Interest. Staff did not recommend a policy regarding conflicts of interest for advisory councils, but the proposed Policy on Principles of Conflict of Interest does make reference to Energy Trust's staff conflict of interest requirements contained in its employee handbook.

Committee members discussed the proposal and asked for some additional changes, which are reflected in the proposed policy revisions. With these changes, the committee unanimously approved recommending the policies to the full board for approval. Staff will prepare the policies for approval and present to the full board at its next meeting.

Maintaining, Establishing and Using Net Assets Policy 5.05.010-P
This policy, formally known as the Using Reserves Policy, has been under review by Energy Trust staff, the board's Finance Committee and the Policy Committee since September 2019 in accordance with the committee's regular three-year policy review process. At the request of the Policy Committee in September 2019, the Using Reserves Policy was reconsidered by Energy Trust staff to identify not only how reserves are used, but also how they are maintained and established. The resulting revision was presented to the committee.

The committee discussed the policy at length, with a focus on the role of the Policy Committee, the Finance Committee and the full board with respect to setting reserve levels, particularly the efficiency reserves. Staff and board discussed the process by which such reserves are established in discussions with Energy Trust's funding utilities and in the annual budget process. Michael Colgrove suggested, and committee members agreed, a more extensive presentation on the efficiency reserves should be presented to board members in the annual budget proposal presentation. In addition, a thorough discussion will be scheduled with the Finance Committee in September to discuss the process at that earlier stage.

Committee members also discussed the process by which operational contingency reserves can be replenished, and staff acknowledged that replenishment can take a long time. That process informs decisions on use of that reserve category.

Committee members suggested one change to the policy draft by adding the word "Targets" after "Efficiency Program Reserves" in section 2 of the policy. With that change, the committee approved recommending the revised policy to the full board for approval. Staff will prepare the policy for approval and present to the full board at its next meeting.

Annual Review of Report on Contractors Receiving $500,000+, Information on Contractors Receiving $400,000+

The board policy on contract execution provides that "[n]ot less than annually, Staff shall report to the Policy Committee all instances in which Energy Trust has paid more than $500,000 to an individual contractor in a given calendar year." Staff provided the 2019 report to the committee. In addition, and in response to the committee's discussion at its meeting on March 5, 2020, the report included information about contracts with authorized expenditures of greater than $400,000 for committee review and discussion. Committee members expressed appreciation for the information provided in the reports and the format in which they were provided.

Staff Updates

Peter West updated the committee on the status of the commercial programs RFP process. Michael Colgrove updated the committee on plans for re-opening the office space to a small group of staff beginning in the second half of July. In addition, Michael Colgrove updated the committee briefly on progress in working with PGE on a solar and storage pilot. A further update will be provided to the full board in July.

The next meeting of the Policy Committee is scheduled for July 27, 2020 at 2:30 p.m.

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Resolution 913

Conflict of Interest Policy Reporting and Disclosure Policy 5.02.000-P, Principles of Conflict of Interest 5.02.001-P

July 15, 2020

Recommendation

Authorize the revisions to the Conflict of Interest Policy by revising the policy and dividing it into two separate policies, a Conflict of Interest Reporting and Disclosure Policy and a Policy on Principles of Conflict of Interest as described and shown below.

RESOLUTION 913
REVISING THE CONFLICT OF INTEREST POLICY INTO (1) CONFLICT OF INTEREST REPORTING AND DISCLOSURE POLICY AND (2) POLICY ON PRINCIPLES OF CONFLICT OF INTEREST

WHEREAS:

1. **The Conflict of Interest Policy was reviewed by the Policy Committee of Energy Trust's board of directors in April 2020 in accordance with its regular three-year review cycle.**
2. **At that time, staff presented a small number of corrections and editorial changes to (i) correct citation and language references to the board's obligation to complete annual Statements of Economic Interest; and (ii) replace gendered pronouns with gender neutral pronouns.**
3. **Committee members asked staff to consider further revisions to the policy by (i) separating it into two, one for reporting and disclosure of conflicts and one providing more definition of the principles of conflicts of interest and (ii) examining the policy's application to staff and the advisory councils.**
4. **Staff presented revised proposed revisions to the committee at its June 19, 2020 meeting.**
5. **The committee discussed the proposed revisions and suggested some additional changes.**
6. **The proposed revisions, including those added by committee members at their June meeting, are set forth below.**
7. **Changes to the original conflict of interest policy separate the original policy into two, provide more explicit definition on the principles of conflict of interest and explicitly direct the Executive Director to ensure that Energy Trust staff members are subject to conflict of interest limitations consistent with those provided by board policy for board members.**
8. **No explicit revisions for advisory councils are contained in the proposed revised policies.**
9. **Energy Trust's board Policy Committee has reviewed proposed revisions to the Conflict of Interest Policy at its meeting on June 19, 2020 and recommends approval of the revised policies as set forth below.**
10. **If approved, the Conflict of Interest Reporting and Disclosure Policy and the Policy on Principles of Conflict of Interest will be added to the Energy Trust board policies, replacing the existing Conflict of Interest Policy and numbered in accordance with board policy numbering conventions.**

It is therefore RESOLVED that the Energy Trust Conflict of Interest Policy is revised into two policies as shown below, to be numbered and stored in accordance with Energy Trust's board policy numbering and storage conventions.

Moved by: Seconded by:

Vote: In favor: Abstained:

Opposed:

5.02.000-P Conflict of Interest Reporting and Disclosure Policy

History			
Source	**Date**	**Action/Notes**	**Next Review Date**
Board Decision	October 24, 2001	Approved (R51)	As needed
Board Decision	May 22, 2002	Revised (R103)	As needed
Board Decision	June 7, 2017	Amended (R805)	As needed
Board Decision	--	--	3-yr cycle

Reporting:

Annually, all members of the Energy Trust board of directors and staff members of the Executive Team are required by law to disclose on forms provided by Energy Trust the existence of any interests that may be deemed a direct or indirect conflict of interest with Energy Trust business. For this purpose, disclosure requirements are specified in ORS 757.612(3)(g)(B), as amended in 2009, which requires the officers and directors of the entity that administers funds collected through public purpose charges (Energy Trust) to provide annual disclosures of economic interest to the OPUC by April 15 every year, to be made available for public review. The disclosures are to be similar to the statement of economic interest required for public officials under ORS 244.060.

All officers and members of the Energy Trust board of directors also have an ongoing obligation to disclose direct or indirect actual or potential conflicts of interest as described below.

Transactional Conflicts of Interest:

Whenever any member of the board of directors first becomes aware that they have or may have any direct or indirect actual or potential conflict of interest with Energy Trust concerning any matter that is before the board of directors, that member shall promptly disclose the existence of that conflict of interest to the board of directors, whether or not the conflict has been previously disclosed in an annual report to the president. Full disclosure of the nature and details concerning the conflict is encouraged but not required, so long as the existence of the conflict is disclosed. Any such disclosure shall be duly recorded in the minutes. If the member makes full disclosure of the nature and details of the conflict, the member may thereafter engage in any discussion on the matter and may vote, unless the board of directors believes that the nature and extent of the conflict of interest warrants the director's exclusion from either or both of the discussion and vote. If the member does not make full disclosure, they thereafter must leave the meeting during any discussion or vote on the matter.

"Direct or indirect conflict of interest," for purposes of transactional disclosure, means any situation in which an individual has or may be construed to have a direct or indirect personal or financial relationship in any business affairs of the corporation, whether related to a proposed contract or transaction to which the corporation may be a party or may be considering or simply conceptual because of a similarity of business interests or affairs.

For purposes of transactional disclosure, a financial relationship includes any of the following relationships:

a. One person is employed by the other in a sole proprietorship or by an organization with which the other is associated as a trustee, director, officer, key employee, or greater-than-35% owner.

b. One person is transacting business with the other (other than in the ordinary course of either party's business on the same terms as are generally offered to the public), directly or indirectly, in one or more contracts of sale, lease, license, loan, performance of services, or other transaction involving transfers of cash or property valued in excess of **$10,000** in the aggregate during the organization's tax year. (Indirect transactions are transactions with an organization with which the one person is associated as a trustee, director, officer, key employee, or greater-than-35% owner).

c. The two persons are each a director, trustee, officer, or greater than 10% owner in the same business or investment entity.

Examples of direct or indirect conflict of interests which require transactional disclosure include but are not limited to the following scenarios:

- The director, a member of their household, or close business or personal acquaintance is personally involved in an existing or contemplated transaction, or has an employment or other financial relationship with an organization or person with which the corporation is currently or anticipating dealing.

- The director, a member of their household, or a close business or personal acquaintance is personally involved in or has an employment or other financial relationship with any organization or person that may be interested in confidential information about the corporation or its activities or operations.

Fundamental Conflicts of Interest:

There are conflicts of interest that cannot be avoided that preclude board service and do not require board determination. Excluding the ex officio member from the Oregon Public Utility Commission and the Oregon Department of Energy special advisor, these conflicts include and are not limited to being an employee of one of Energy Trust's funding utilities, or a representative of a policy making body that oversees the setting and implementation of policies that ultimately fund Energy Trust.

Compliance and Attestation:

Members of the board of directors will automatically be deemed to have agreed to comply with this policy by accepting appointment to the board of directors.

This policy is to be implemented in tandem with the Policy on Principles of Conflict of Interest 5.02.001-P).

5.02.001-P Policy on Principles of Conflict of Interest

History			
Source	**Date**	**Action/Notes**	**Next Review Date**
Board Decision	--	--	3-yr cycle

Members of the board of directors shall at all times be mindful of their responsibilities to Energy Trust and conduct their affairs fairly, honestly, and avoid personal financial activities that might compromise or reasonably create the appearance of compromising Energy Trust.

A conflict of interest occurs when a director's personal or financial interests interfere with, or appear to interfere with, their duties and responsibilities to Energy Trust. Conflicts of interest can violate a director's fiduciary and oversight responsibilities to the entity, and directors are expected to avoid conflicts of interest at all times. In essence, directors must not use their positions of authority at Energy Trust, nor its assets or influence for personal advantage or the advantage of others. In all business activities, directors should always strive to act in the best interests of Energy Trust.

The fact that directors may be a ratepayer of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas, or Avista does not constitute a conflict of interest under this policy. Nor do directors need to disclose that they or their household participate in Energy Trust programs as long as the participation occurs on the same basis as other ratepayers.

Full, open, disclosure is necessary and must be done in accordance with the Conflict of Interest Reporting and Disclosure Policy (5.02.000-P).

Further, the board directs the Executive Director to ensure all staff members' decisions and activities are guided by similar conflict of interest principles and to publish those principles in the Employee Handbook. Such staff principles are to be made available to any director upon their request.

Compliance and Attestation:

Members of the board of directors will automatically be deemed to have agreed to comply with this policy by accepting appointment to the board of directors.

This policy is to be implemented in tandem with the Conflict of Interest Reporting and Disclosure Policy (5.02.000-P).

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Resolution 914

Using Reserves Policy 5.05.010-P

July 15, 2020

Recommendation

Authorize the revisions to the Using Reserves Policy by revising the policy to a Maintaining, Establishing and Using Net Assets Policy as described and shown below.

RESOLUTION 914
REVISING THE USING RESERVES POLICY INTO THE MAINTAINING, ESTABLISHING AND USING NET ASSETS POLICY

WHEREAS:

1. **The Using Reserves Policy was reviewed by the Policy Committee of Energy Trust's board of directors beginning in September 2019 in accordance with its regular three-year review cycle.**
2. **At that time, staff presented a small number of correction and editorial changes to the policy.**
3. **Committee members asked a number of questions regarding the utility of the Using Reserves Policy and the way in which reserve levels are set by the organization. The committee asked staff to consider further revisions to the policy by providing more information about these issues, including the work and focus of the Finance Committee with regard to the policy.**
4. **In response to committee questions, staff engaged in a comprehensive policy review and revision process to provide more specificity on the types of reserves, or net assets established and maintained by Energy Trust. The policy was also revised to include a procedures document which describes the processes undertaken by staff and net asset review points for the board committees and the full board, including through the board's approval of Energy Trust's annual budget and action plans.**
5. **Staff presented the revised policy, renamed the Maintaining, Establishing and Using Net Assets Policy, to the Finance Committee for review and discussion in March 2020. At the conclusion of the Finance Committee's review and discussion, the committee recommended referring the revised policy to the Policy Committee.**
6. **Staff presented revised proposed revisions to the Policy Committee, informed by input of the Finance Committee members, at the June 19, 2020 Policy Committee meeting.**
7. **The committee discussed the proposed revised policy, focusing primarily on the role of the committees and the full board on oversight of the net assets and the budget.**
8. **Based on that discussion and review, Energy Trust's board Policy Committee recommends approval of the revised policy as set forth below.**

It is therefore RESOLVED that the Energy Trust Using Reserves Policy is revised into the Maintaining, Establishing and Using Net Assets Policy as shown below.

Moved by: Seconded by:

Vote: In favor: Abstained:

Opposed:

5.05.010-P Maintaining, Establishing and Using Net Assets Policy

History			
Source	Date	Action/Notes	Next Review Date
Board Decision	May 23, 2012	R633	May 2015
Board Decision	September 25, 2013	R677	Sept 2016
Policy Committee	September 8, 2016	R800	Sept 2019

POLICY ON MAINTAINING, ESTABLISHING AND USING NET ASSETS

1. **Energy Trust shall maintain four categories of net assets: Efficiency Program Reserves by Utility, Renewable Program Reserves by Utility, Other Funding Sources, and Contingency Reserves.**
2. **The amount of Efficiency Program Reserve Targets by Utility shall be established in annual funding negotiations with utilities. Board action shall be required only if staff proposes to use more than 50% of any individual utility efficiency program reserve, provided such usage is clearly identified in the quarterly report to the board and the OPUC.**
3. **The Renewable Program Reserves by Utility can vary based on utility collections at any given time. Renewables programs are funded through SB1149 as a percent of electric utility collections. The amount of revenue is locked at that percent. There is no reserve target or negotiated revenues for the Renewable Program Reserves, but they are monitored to ensure funds are available to make commitments for long-lived projects.**
4. **The reserve target for Other Funding Sources, other than the Business Development fund pool, shall be established in the annual budget process, pursuant to a risk assessment by staff and reviewed by the Finance Committee.**
5. **The Contingency Reserves shall be divided into two pools: the Emergency Contingency Reserve and the Operational Contingency Reserve. The reserve target of the Emergency Contingency Reserve is established by this policy at $5,000,000. The reserve target of the Organizational Contingency Reserve is established at $3,000,000.**
    a. **Staff is authorized to use the Emergency Contingency Reserve in emergency or other catastrophic situation to maintain or restore operations, provided that staff shall inform the board after such use and clearly identify it in the quarterly report to the board and the OPUC.**
    b. **Staff is authorized to use the Operational Contingency Reserve to address other organizational needs that might arise as a result of revenue shortfalls derived from weather, opportunities or initiatives that can reasonably be expected to maximize the effectiveness and reach of Energy Trust's public purpose charge revenue, renewable energy projects for which other funds are insufficient or unavailable, or support for energy efficiency projects in the event Efficiency Program Reserves by Utility are otherwise insufficient or unavailable, provided that, in all cases, staff shall obtain prior board authorization or, if prior board action is not practicable, with executive director authorization and board ratification at the board meeting immediately**

following the use of the Operational Contingency Reserve. In addition, staff shall identify such use in the monthly financial statements to the board and the OPUC.

i. Should the Operational Contingency Reserve be drawn down below the reserve target established above in this policy, it shall be replenished as follows and in the order below:

First, through repayment of any amount drawn down by a funding utility in the event Efficiency Program Reserves by Utility or renewable program budgets are otherwise insufficient or unavailable.

2. **Next, with investment income earned on the Emergency Contingency Reserve and the Operational Contingency Reserve.**
3. **Then, with up to 25% of the total investment income earned on the Efficiency Program Reserves by Utility and the Renewable Program Reserves by Utility.**

ii. In the event the replenishment amounts identified above are not adequate to restore the Operational Contingency Reserve to the target reserve established above in this policy, staff shall report the deficit amount to the Finance Committee at the Finance Committee's next regularly scheduled meeting and provide risk assessment and a proposal for alternatives to full replenishment.

6. **Energy Trust staff will maintain a Net Assets Procedures document to provide detail on the establishment, maintenance and use of Energy Trust's net asset categories.**
7. **The Finance Committee shall undertake a review of this policy not less than every three years to determine, among other things, whether the reserve targets established for the Contingency Reserves are appropriate.**

Net Assets Procedures

Energy Trust is responsible for nearly $200 million of revenue and expenditure each year. If revenue exceeds expenditure, the accumulated unspent funds are accounted for as net assets, also called reserves, in the name of each funding source.

The board of directors is responsible for the policy governing the use of net assets called *Maintaining, Establishing and Using Net Assets Policy (Net Assets Policy)*. The policy was up for its three-year review in 2019 and when it was brought before the Policy Committee, the committee asked staff a series of questions:

1. How were the emergency and operational contingency reserve amounts established originally?
2. How often are the emergency and operational contingency reserve amounts reviewed by the board?
3. What is the relationship between the budget and the reserve amounts?
4. What are the risk and variability factors considered when establishing reserve levels?
5. The current policy states the Finance Committee will review the emergency reserve level and advise changes. When did the committee last perform this review?
6. Is there a broader role for the finance committee in establishing reserve levels in connection with the budget each year?

The policy committee also had questions about the source of the reserve funds. The following information is a resource to explain the status quo, as the first step in referring the policy to the finance committee for input on policy changes and implementation.

Net Assets

At-a-Glance

1. Efficiency Program Reserves by Utility
2. Renewables Program Reserves by Utility
3. Other Funding Sources
    a. Community Solar program reserve
    b. Business Development fund pool
4. Contingency Reserves
    a. Emergency Contingency Reserve
    b. Operational Contingency Reserve

Definitions and Considerations

1. **Efficiency Program Reserves by Utility** - Each reserve balance represents any carryover and investment income from the previous year plus any accumulated, unspent revenue from the current year.
    - Each utility has its own Efficiency Program Reserve. These funds may be used for incentives, delivery, and a share of organization costs on behalf of that utility's rate payers.
    - A minimum reserve target is negotiated with each utility during the budget process taking into account the following factors:
        - net assets carried over from the previous year,
        - the amount of revenue needed to cover budgeted expenditure, o the potential for variation from the budgeted revenue or expenditure, and
        - timing of rate filings to avoid too-frequent filings.
    - The *Net Assets Policy* authorizes staff to spend down Efficiency Program Reserves by up to 50% without prior board approval and beyond 50% with prior board approval.
    - If efficiency expenditures for any particular utility exhaust the Efficiency Program Reserve, the Operational Contingency Reserve is available to cover any shortfall.
    - The Efficiency Program Reserves by Utility earns a proportionate share of available investment income from all net assets.

2. **Renewable Program Reserves by Utility** - Each reserve balance represents any carryover and investment income from the previous year plus any accumulated, unspent revenue from the current year.
    - Only the two electric utilities have their own Renewable Program Reserves.
    - Renewables programs are funded through SB1149 as a percent of electric utility collections. The amount of revenue is locked at that percent, but variation in utility collections can impact the exact amount of Renewable Program Reserves at any given time.
    - There is no reserve target or negotiated revenues for the Renewable Program Reserves, but they are monitored to ensure funds are available to make commitments for long-lived projects.
    - If renewable program expenditures exceed available funds, the Operational Contingency Reserve is available to cover any shortfall.
    - The Renewable Program Reserves by Utility earns a proportionate share of available investment income from all net assets.

3. **Other Funding Sources** – These are non-traditional sources of funding for Energy Trust where traditional sources are considered to be SB1149 electric funds for energy efficiency and renewable energy, SB838 supplemental electric funding, gas funding from separate gas utility contracts, and funding from the NWN contract to cover customers in southwest Washington.
    - **Community Solar program reserve** – This program reserve is established to cover any risk associated with managing the Community Solar program. o The Community Solar program exists under a time and materials agreement with rates established in a competitive market. o The Community Solar program reserve target is established by the Finance Committee and reviewed every three years. o The Community Solar program reserve accumulates through earnings from the Community Solar program and from a proportionate share of investment income from all net assets. o Any Community Solar program earnings and any investment income earned on the Community Solar program reserve in excess of the reserve target is transferred into the Business Development Fund pool.
    - **Business Development fund pool** – This pool of funds is reserved to pursue Other Funding Sources or to capitalize programs that don't use traditional funding sources. o The Business Development fund pool comes from a variety of funding sources which are independent from traditional funding sources. o In the past, these funds were used to support staff costs in the development of the Community Solar RFP bid. o The Business Development fund pool earns a proportionate share of investment income from all net assets. o The Business Development fund pool also receives program and investment income earnings from the Community Solar program once the reserve target has been met for the Community Solar program reserve. o Any Other Funding Sources that might be added in the future would contribute both program and interest earnings to the Business Development fund pool in a way similar to the Community Solar program.

4. **Contingency Reserves** – These are net assets that are maintained at specified reserve targets to be used in special circumstances.
    - **Emergency Contingency Reserve -** The purpose of this reserve is to ensure funds are available in the event of an emergency, such as a natural catastrophe or some other major business interruption.

        o The Emergency Contingency Reserve has a reserve target of $5 million. The reserve target is assessed by the Finance Committee every three years and can be adjusted by a decision of the Board. o The Emergency Contingency Reserve was established by the board of directors in 2013 (R677). Funds were derived from

investment income accumulated between 2002 and 2013. o Management may access the Emergency Contingency Reserve without prior board approval. As soon as practical, management must notify the board. The board Secretary must record the action in the board minutes of the next meeting. o Energy Trust also maintains casualty and business interruption insurance to recover damages and lost revenue. o The proportionate share of available investment income from all net assets attributed to the Emergency Contingency Reserve accrues to the Operational Contingency Reserve.

- **Operational Contingency Reserve** - The purpose of this reserve is to address other organizational needs that might arise as a result of revenue shortfalls derived from weather, opportunities or initiatives that can reasonably be expected to maximize the effectiveness and reach of Energy Trust's public purpose charge revenue, renewable energy projects for which other funds are insufficient or unavailable, or support for energy efficiency projects in the event Efficiency Program Reserves by Utility are otherwise insufficient or unavailable o The Operational Contingency Reserve has a reserve target of $3 million. o The Operational Contingency Reserve was established by the board of directors in 2013 (R677). Funds were derived from investment income accumulated between 2002 and 2013. o The current policy allows use of the Operational Contingency Reserve with prior board approval. o The Operational Contingency Reserve has been used in the past to replace funding shortfalls in Efficiency Program Reserves by Utility. o The Operational Contingency Reserve has been used as capital to support loans by Craft3 to low- and moderate-income participants ($800,000) and for manufactured home replacements ($1M). o The Operational Contingency Reserve earns a proportionate share of available investment income from all net assets.

Questions often asked about net assets /reserves

Why do net assets increase or decrease? If revenue flows in faster than expenditures flow out, net assets increase. Likewise, if revenues flow in slower than expenditures flow out, net assets will decrease. These increases and decreases may be seasonal.

What happens to net assets at the end of each year? Net assets carry forward from the end of one year to the beginning of the next.

How do net assets affect the budget? Net assets for each funding source are considered when budgeting revenue and expense for the subsequent year. In the case of Efficiency Program Reserves by Utility, if net assets are higher than reserve target, the revenue can be reduced in a downward rate filing by the utility. In the case of Renewable Program Reserves by Utility, the increase in available funding can be committed to additional projects.

Do net assets sit idle, or do they earn income? Net assets earn a modest return from safe, short-term investments. Investment examples are certificates of deposit, bonds, and highly rated commercial paper. The average return is usually one to two percent.

What happens to the investment income earned from net assets? Investment income accumulates in the Operational Contingency Reserve until a decision is made to use the income or until the end of the year when investment income is allocated to the various categories of net assets as described above. The entire Operational Contingency Reserve was created from the accumulation of investment income over the years Energy Trust has been operating. From 2002-2017, investment returns accumulated to nearly $11 million. At the end of 2018 Energy Trust rebalanced the Operational Contingency Reserve, crediting each category of net assets for a proportionate share of the amount above the $8 million target balance. Thereafter each year, Energy Trust will redistribute the annual investment income to help offset utility rate increases or to increase funds available to programs and other activities.

Are net asset accounts segregated? The Energy Trust accounting system tracks all revenue, expenditure and net assets by funding source in its general ledger. The information is reported monthly. Funds are combined in bank and investment accounts to maximize earnings power.

Is there a formula for deciding the right level for net assets? What level is too low, and what level is too high? One method used by non-profits is ‘months available net assets’ which compares expendable net assets to average future monthly expenditure. This method works well for organizations with fixed costs and uncertain revenue flow. The recommended level is between six- and twelve-months’ expenditure. The target level should be higher if revenue is unpredictable; lower if revenue is more predictable. With annual expenditure of $200 million, a reserve of six months would be $100 million. Another consideration besides revenue predictability is timing. Energy Trust spends 30-35% of the incentive budget in the

last month of the year. Total net assets at the end of November – just prior to peak spending were $91 million, reasonably close to the six-month level.

Net Assets / Reserves at the end of 2019

Reserves : with investment income re-attributed

	12/31/19	12/31/18	2019	
	Final with interest	Beginning of year	Interest	Final before interest
PGE	17,012,206	22,328,018	512,718	16,499,488
PacifiCorp	11,192,322	9,319,633	267,330	10,924,992
NW Natural	3,702,233	3,591,597	95,060	3,607,173
Cascade	1,134,251	373,597	19,652	1,114,599
Avista	243,670	(45,817)	2,579	241,091
NWN Industrial	984,266	772,993	22,902	961,364
NWN Washington	417,195	501,071	11,968	405,227
PGE Renewables	12,524,047	9,510,800	287,178	12,236,869
PAC Renewables	6,570,936	6,490,682	170,231	6,400,705
Program Reserves	53,781,125	52,842,574	1,389,617	52,391,508
Other Reserves	19,220	24,897	575	18,645
Community Solar Reserves	109,103	-	1,422	107,681
Program Loans	1,800,000	1,800,000		1,800,000
Emergency Reserve	5,000,000	5,000,000	132,050	5,000,000
Contingency Available	3,352,206	3,137,301	82,855	3,137,301
Total	64,061,642	62,804,754	1,606,520	62,455,123