Industry and Agriculture 2022 RFP – Informational Webinar
December 2021
Purpose

- Diversify the implementation team that delivers Energy Trust’s Production Efficiency program
- Provide info you need to decide if this opportunity is for you

Agenda

- Overview of Energy Trust
- Production Efficiency Program
- Request for Proposals Goals and Schedule
What’s Energy Trust of Oregon?
About us

Independent nonprofit

Providing access to affordable energy

Generating homegrown, renewable power

Building a stronger Oregon and SW Washington

Serving 1.6 million customers of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista.
2020 Savings by Sector

**Electric savings**
- Residential: 8.6
- Commercial: 17.7
- Industrial: 16.9

**Gas savings**
- Residential: 2.7
- Commercial: 2.0
- Industrial: 2.4
Diversity, Equity and Inclusion

- DEI Operations Plan
- Diversity Advisory Council
- Supplier Diversity Program
- Engagement, co-creation
- Learning from mistakes and successes
- Publicly share progress
Production Efficiency Program
Production Efficiency Program
(non-lighting)

Custom Track
- Custom Analysis (Technical Leads)
- Strategic Energy Management (Coaches)
- Capital Upgrades Retrofits Custom O&M
- SEM Practices Energy Intensity Modeling O&M

Standard Track
- Prescriptive Rebates (Trade Ally and Vendor Network)
- Calculator Tools (Trade Ally and Vendor Network)
- Compressed Air Greenhouse Irrigation HVAC
- Compressed Air Greenhouse Irrigation HVAC
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<th>Industries We Serve</th>
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Cook Woods
A Klamath Falls-based, family-owned company mills exotic and domestic woods, and rare hardwoods, into specialty products for use by hobbyists, wood artists and instrument makers.

“We’ve been able to cut drying time from about four months to 14 days, decreasing the load on our electrical system and improving product availability.”
Christopher Cook, Founder, Cook Woods
Energy-efficiency projects installed

• Vacuum kiln
• Dust collection system VFD
• LED lighting (LED High-bay & TLEDs)

• $52,430 total project cost
• $27,890 in Energy Trust cash incentives
• $6,710 in estimated annual energy cost savings
• 110,200 annual kWh savings
**Custom Track Overview**

**Scope:** Electric and natural gas efficiency projects delivered through 1:1 customer outreach by program delivery contractors.

**Key Implementer Activities:**
- Develop long-term customer relationships
- Perform technical studies
- Verification of project implementation
Custom Project Life Cycle

1. Scope project with customer
2. Propose and perform technical study
3. Incentive offer and project implementation
4. Project verification and persistence
5. Project completion and payment
Strategic Energy Management Overview

Scope: SEM coaches provide training, tools and technical support to help customers improve energy management practices at their facilities.

Key Implementer Activities:
- SEM coaching
- Delivery of Energy Trust workshops/curriculum
- Energy Modeling
SEM Project Life Cycle

- Customer participation in ETO offerings
- Customer recruitment and scoping
- Enrollment agreements
- SEM curriculum delivery
- Engagement verification and persistence
- Engagement completion and payment
Standard Track Overview

**Scope:** Electric and natural gas efficiency projects delivered through trade allies and other vendors

**Key Implementer Activities:**
- Recruit, train, manage trade allies and vendors
- Develop new energy efficiency measures
- Administer rebates and calculated incentives
- Support program marketing
Vendors and Trade Ally Network

• Contractors
• Suppliers
• Industry associations
Project Life Cycles

Prescriptive / Rebates

Equipment Purchase

Project Processing and Payment

Calculated Measures

Project Initiation

Incentive Offer and Implementation

Project Completion and Payment
Diversity, Equity, and Inclusion Focus Areas

Current and Continuing
• Small/medium, rural customers
• Minority and Women-owned trade allies and vendors

Explore / Develop
• Minority and Women-owned industrial customers across the territory
• Targeted services to communities
RFP Overview
RFP Objectives

• Cost-effectively achieve energy savings targets
• Streamline management and operations
• Establish territory-wide consistency for customers and trade allies
• Strengthen requirements related to diversity, equity, and inclusion priorities
• Evolve program offerings
Energy Trust Supplier Diversity Program

• Purpose and objectives
  • Diverse talent sparks innovation
  • Builds stronger connections to communities
  • Equity in procurement spend aligns with Energy Trust diversity, equity, and inclusion commitment

• RFP requirement
  • At least 20% of contract to COBID-certified suppliers, unless prime is COBID-certified

• RFP review team will include diversity champion(s)
RFP Structure

Option A: Two Separate Contracts

One contract for custom/SEM only, service area-wide

One contract for standard track only, service area-wide

OR

Option B: One Contract

One contract for entire program, service area-wide
Implementer Qualifications

• Program management, budgeting, forecasting
• Outreach and account management
• Energy engineering, technical analysis, measure development
• Strategic Energy Management delivery
• Trade ally management
• Marketing
• Program operations, project processing
• Diversity, equity and inclusion
Technical Areas of Expertise

Electric
- Compressed air
- Irrigation
- Primary process
- Irrigation
- Chillers
- Water treatment
- HVAC
- Secondary process
- Process fans

Natural Gas
- Steam
- Primary process
- Greenhouse
- HVAC
- Process heating
- Secondary Process
- Compressed air
- Ovens
RFP Schedule

- **December 9, 2021**: Virtual Networking Event
- **December 13, 2021**: Event participant info published on energytrust.org
- **March 2022**: RFP Release/Q&A Period
- **April 2022**: Proposals due
- **Summer 2022**: Selection process, board decision, contracting
- **Late 2022**: Transition period
- **January 1, 2023**: New contract(s) begins

New contract(s) begins January 1, 2023.
Residential RFP also in 2022

- Residential RFP released April 2022 for work beginning in 2023
- Similar goals around supplier diversity and DEI strategies
Thank you

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