

Energy Trust Board of Directors

July 20, 2022

Energy Trust of Oregon Board of Directors' Meeting Zoom

Register in advance for this meeting:
https://us06web.zoom.us/meeting/register/tZwkdOygrjgsGNMQNNNAo_9LtcnmjYNwl5RB

After registering, you will receive a confirmation email containing information about joining the webinar.

PUBLIC COMMENT:

There are two PUBLIC COMMENT opportunities during the meeting at 9:05 a.m. and at 1:00 p.m.

To request to speak email meeting host cheryle.easton@energytrust.org with contact information and interested agenda topic.

201st Board Meeting

July 20, 2022

Agenda	Tab	Purpose
9:00 a.m. Board Meeting Call to Order (Henry Lorenzen) <ul style="list-style-type: none">Meeting Instructions		Info
9:05 a.m. General Public Comment (15 minutes) <i>The president may defer specific public comment to the appropriate agenda topic.</i>		Info
9:20 a.m. President's Report (Henry Lorenzen, 10 minutes) <ul style="list-style-type: none">Acknowledgement of Alexia KellyIntroduction of New Board Member Thelma Fleming		
Consent Agenda <i>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.</i> <ul style="list-style-type: none">May 17, 2022 Board Workshop MinutesMay 18, 2022 Board Meeting MinutesJune 30, 2022 Special Board Meeting MinutesAuthorize Increase Corporate Credit Card Limit from \$60,000-\$100,000. R#979Authorize Executive Director to execute a contract with Energy Assurance Company for solar design review and verification services for the Energy Trust Solar program. R#980Approve a Waiver of the Renewable Energy Certificate (REC) Policy 4.15.000-P for Certain Community Solar Projects R#981	Tab 1	Action
9:30 a.m. Evaluation Advisory Group (Sarah Castor, 30 minutes) Sarah Castor will provide a history and update of the Evaluation Advisory Group	Tab 2	Info
10:00 a.m. Break (30 minutes)		
10:30 a.m. 2023 Budget and 2023 Business Plan update (Melanie Bissonnette, Michael Colgrove 90 minutes) <ul style="list-style-type: none">Presentation of final strategic direction from May 2022 board meeting. Summary of 2023 Business Plan projects and initiatives. Discussion with board on trade-offs and challenges to engage board on high-level issues.	Tab 3	Info
12:00 p.m. Adjourn for lunch (Henry Lorenzen)		

Agenda		Tab	Purpose
1:00 p.m.	Call Meeting to Order (Henry Lorenzen)		
	General Public Comment (5 minutes) <i>The president may defer specific public comment to the appropriate agenda topic.</i>		
1:05 p.m.	Committee Reports (Board Chairs, 45 minutes)		
	<ul style="list-style-type: none"> • Finance & Audit Committee (Susan Brodahl) <ul style="list-style-type: none"> ○ Approve Temporary Use of Development Funds new “Director of Innovation & Development Services” Energy Trust employee R#982 ○ Authorize a Transition Contract and a Program Management Contract for Industry and Agriculture Program Management and Delivery R#983 	Tab 4	Action
1:50 p.m.	Adjourn for Executive Session (25 minutes)		
	<ul style="list-style-type: none"> • The board may adjourn the public meeting and if needed to meet virtually in Executive Session pursuant to bylaws <i>section 3.19.1 to discuss internal personnel matters and section 3.19.3 trade secrets, proprietary or other confidential commercial or financial information, and 3.19.4 information regarding negotiations whose disclosure would likely frustrate corporate purposes. The Executive Session is not open to the public.</i> 		
2:15 p.m.	Reconvene Public Meeting (Henry Lorenzen)		
2:20 p.m.	Committee Reports (30 minutes)		
	<ul style="list-style-type: none"> • Compensation & Human Resources Committee (Erik Andersson) • Nominating & Governance Committee (Roland Risser) • Ad hoc Diversity Equity and Inclusion Committee (Melissa Cribbins) • Conservation Advisory Council (Peter Therkelsen) • Diversity Advisory Council (Huong Tran) • Renewable Advisory Council (Alexia Kelly, Susan Brodahl) 	Tab 5 Tab 6 Tab 7 Tab 8 Tab 9 Tab 10	Info Info Info Info Info Info
2:50 p.m.	Review Meeting and Discuss Process Changes		
	<ul style="list-style-type: none"> • Board Discussion feedback on this event and like to see in the future. 		
3:00 p.m.	Adjourn Meeting (Henry Lorenzen)		

**The next Board Meeting of the
Energy Trust of Oregon Board of Directors
will be held on Zoom for a Special board Meeting
September 7, 2022 1:30 – 3:00 p.m.**

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- Resolution to Authorize Executive Director to execute a contract with Energy Assurance Company for solar design review and verification services for the Energy Trust Solar program. R980
- Resolution to Approve a Waiver of the Renewable Energy Certificate (REC) Policy 4.15.000-P for Certain Community Solar Projects R981

Tab 2 Evaluation Advisory Group

- Executive Summary 2021 Fast Feedback Year End Report
- Executive Summary Recurve Analysis of Residential Insulation Impacts 2013-2018
- Executive Summary 2020 Production Efficiency Impact Evaluation Report
- Executive Summary Irrigation Modernization Program Market Transformation Assessment and Staff Response

Tab 3 Budget and Planning

- 2023 Strategic Guidance for Staff

Tab 4 Finance & Audit Committee

- May 27, 2022 Finance & Audit Committee Minutes
- May 2022 Financial Statement Package
- Resolution to Approve the Use of Development Funds new “Director of Innovation & Development Services” Energy Trust employee R982
- Resolution to authorize a Transition Contract and a Program Management Contract for Industry and Agriculture Program Management and Delivery R983

Tab 5 Compensation & Human Resources Committee

- May 17, 2022 Compensation & Human Resources Committee Meeting Minutes

Tab 6 Nominating & Governance Committee

- June 23, 2022 Nominating & Governance Committee Meeting Minutes

Tab 7 Ad hoc Diversity Equity and Inclusion Committee

- May 6, 2022 Ad hoc Diversity Equity and Inclusion Committee Meeting Minutes

Tab 8 Conservation Advisory Council

- April 12, 2022 Conservation Advisory Council Meeting Minutes
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Tab 9 Diversity Advisory Council

- April 19, 2022 Diversity Advisory Council Meeting Minutes
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Tab 10 Renewable Advisory Council

- April 12, 2022 Renewable Advisory Council Meeting Minutes

Tab 1

Board Workshop Minutes—198th Meeting

May 17, 2022

Board members present: Anne Haworth Root, Elee Jen, Henry Lorenzen, Silvia Tanner, Susan Brodahl, Letha Tawney (Oregon Public Utility Commission, ex officio)

Board members absent: Alexia Kelly, Eric Hayes, Erik Andersson, Ernesto Fonseca, Melissa Cribbins, Peter Therkelsen, Roland Risser, Janine Benner (Oregon Department of Energy special advisor, ex officio),

Staff attending: Amber Cole, Bayoan Ware, Cameron Starr, Cheryle Easton, Debbie Menashe, Elaine Dado, Elizabeth Fox, Emma Clark, Emily Findley, Fred Gordon, Hannah Cruz, Jay Ward, Julianne Thacher, Lizzie Rubado, Michael Colgrove, Quinn Cherf, Steve Lacey, Sue Fletcher, Tracy Scott

Others attending: Anna Kim, (Oregon Public Utility Commission), Lisa McGarity (Avista Corporation)

President, Henry Lorenzen called the meeting to order at 1:02 p.m.

Henry explained that the format of the workshop will not include public comment. Only board members are panelists and able to participate and those staff who are making presentations. This is a board of directors' discussion workshop.

Strategic Plan Progress Update

The first topic for the workshop was the annual review on the organization's five-year 2020-2024 Strategic Plan annual progress. Hannah Cruz, Senior Stakeholder Relations and Policy Manager and Lizzie Rubado, Senior Program Strategies Manager, presented to the board.

Based on suggestions and direction from the board's Finance & Audit Committee, the presentation focused on areas where Energy Trust is not on track on the plan's progress indicators, how Energy Trust is managing those challenges, and important or emerging trends. Full information on progress on the 2020-2024 Strategic Plan is available in the Strategic Plan appendix to Energy Trust's 2021 Annual Report.

Hannah and Lizzie noted first that Energy Trust has completed the second year of its five year plan, and the plan is serving the organization well. One of the critical signposts to examine in the strategic plan period was whether Energy Trust's public purpose charge funding sunset would be extended. In 2021, Oregon passed HB 3141 which, among other things, effectively removed the sunset for energy efficiency funding and extended the sunset for public purpose charge funding for renewable resources to 2035.

Energy Trust uses a mix of quantitative and qualitative internal metrics measure progress indicators, Lizzie reported on those areas where the organization didn't fully meet expectations for progress in 2021, but is on track to do so by the end of the plan period. Focus Area 1 is coded with yellow, denoting "on track-managing."

Focus Area 1, which focuses on saving and generation progress is "on track and managing" because Energy Trust achieved 93% of its savings goals in 2021. The shortfall is attributed mainly to pandemic related challenges in supply chain and labor. In response, the programs are focusing on better forecasting and customer engagement to increase awareness of customer challenges and assist in

addressing those challenges. In addition, in 2021, the Focus Area 1 progress indicator on innovation time was not met, nor were targets in Diversity, Equity, and Inclusion (DEI) program participation. To achieve higher results, program staff and design is focused on community engagement to increase projects and dollars spent in communities that have been underserved by Energy Trust.

Staff then provided an update on Focus Area 4, for which all progress areas are on track. Staff explained that these are new areas of work and provided some description for the board's information: leveraging new funding and on building community partnerships. Opportunities to leverage new funding increased over 2021. With regard to community partnerships, Energy Trust has built a centralized system to track partnerships. Energy Trust counts twelve deep partnerships, with 62 community partnerships tracked in total. Staff provided examples of some of the community partnership relationships.

Progress on two other focus areas are on-track-managing. In Focus Area 3, the concept agreement for policy support is not complete, but ongoing interest and discussions are picking up with OPUC, utilities, and community stakeholders. Opportunities for coordination exist especially with the gas companies because of DEQ CPP.

The last focus area discussed was Focus Area 5, with it focus on internal operations and building capacity and enhancing the organization's ability to thrive and adapt in dynamic times. Staff surveys suggest continued frustration with workload management. Survey results are mixed, and staff views this area as a continuing effort.

Staff then asked the board to give considerations to three strategic issues: intensifying climate and emissions policies, demands of increasing community and targeting utility engagement, and long term impacts of constrained staffing.

Board members discussed the presentation and asked questions of staff. Board members asked about increasing codes and standards and its impact on energy efficiency resource. Board members also discussed how to make sure Energy Trust is achieving the outcomes it seeks and most effectively.

2021 Annual Results

Michael Colgrove presented information on Energy Trust's 2021 Annual Results, noting that the written annual report was presented to the OPUC on April 15, 2022, along with Energy Trust's 2021 audit financial statements. Michael presented information on Energy Trust electric and gas savings results, renewables generation results, compliance with OPUC 2021 Performance Measures, and 2021 organizational goals. Michael also presented information on 2021 expenditures and challenges faced over the year. In addition, Michael reported on changes across the organization in 2021: more frequent forecasting, continued remote work for staff, and new funding streams from programs such as the Oregon Community Solar Program and utility program delivery in smart battery programs and load management. Michael also reported on DEI efforts over 2021, with key lessons learned around working closely with trusted community based organizations to reach customers.

Discussion for Strategic Guidance and Information on 2023 Business Plan and 2023-2024 Action Plans and Budget

The board then discussed strategic issues that will inform 2023 planning for Energy Trust. Michael Colgrove reported on discussions with the advisory councils and gathered market intelligence. From

this sources, the top three macroeconomic issues circulating are inflation, supply chain issues, and staffing shortages, all of which affect Energy Trust programs. In addition, equity and climate change response and resilience emerge as important strategic considerations for planning. Michael facilitated a discussion among board members for thoughts on additional strategic issues and questions. Board members also used the meeting’s chat function and a Mural board to note their thoughts. Board members raised issues such as housing shortages and affordability, the Northwest Power and Conservation Council’s 8th Plan, emerging clean energy policy and resources, federal and state.

Staff will gather all board member input and compile a follow up report for the board’s review at its July board meeting.

Outreach and Marketing Overview

Staff members Sue Fletcher, Susan Jowaiszas, and Sloan Shang provided an update on Energy Trust’s outreach and marketing efforts and the ways in which these efforts continue to evolve. Our efforts focus people on our brand, marketing, public relations and direct collaboration.

Board members asked questions about the approaches, with specific questions about the ways in which outreach and marketing efforts are directed to large business customers as well as to residential and smaller business customers. Staff gave examples of the approaches and campaigns focused on all customer sectors.

Adjourn

President, Henry Lorenzen thanked board members and staff for an good workshop discussion and adjourned the meeting at 4:11 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held virtually on Zoom Wednesday May 18th, 2022 at 9:00 a.m.

Signed: Eric Hayes

____/____/____
Date

PINK PAPER

Board Meeting Minutes—199th Meeting

May 18, 2022

Board members present Alexia Kelly, Anne Haworth Root, Elee Jen, Eric Hayes, Erik Andersson, Henry Lorenzen, Melissa Cribbins (arrived late), Roland Risser, Silvia Tanner, Susan Brodahl, Ruchi Sathir for Janine Benner (Oregon Department of Energy special advisor), Letha Tawney (Oregon Public Utility Commission ex officio)

Board members absent: Ernesto Fonseca, Peter Therkelsen

Staff attending: Amanda Potter, Amanda Sales, Bayoan Ware, Betsy Kauffman, Cheryle Easton, Chriss Dunning, Debbie Menashe, Elaine Dado, Fred Gordon, Greg Stokes, Hannah Cruz, Jeni Hall, Julianne Thacher, Laura Schaefer, Melanie Bissonnette, Michael Colgrove, Pati Presnail, Quinn Cherf, Scott Clark, Sloan Schang, Steve Lacey, Sue Fletcher, Taylor Ford, Thad Roth, Tyrone Henry, Wendy Gibson

Others attending Anna Kim (Oregon Public Utility Commission), Brooke Landon (CLEAResult), Chip Cummins (Red Rock Biofuels, LLC), Kathryn Williams (NW Natural Gas), Lisa McGarity (Avista Corp.), Mary Moerlins (NW Natural Gas), Tami Boedigheimer (Compensation Consulting), Thomas Bruner (Bruner Strategies)

Business Meeting

President Henry Lorenzen called the meeting to order at 9:01 a.m. Henry reminded board members of their ability to request that consent agenda items be removed to the regular agenda items at any time. He also described the public meeting process and outlined the Zoom process for public comments and presentations for meeting participants and members of the public in attendance.

General Public Comments

There were no public comments.

President's Report

Henry thanked board members for their participation in the workshop the prior day. He thanked Michael Colgrove and staff in particular for an effective discussion enabling the board to provide their input at an early stage on organizational business and budget planning for 2023.

Consent Agenda

The board then considered matters on the consent agenda.

MOTION: Approve consent agenda

Consent agenda includes:

- April 6th, 2022, Board Meeting Minutes
- Attachment to minutes – Joint Gas Utility Public Comment
- Bank Authorization adding Chief Financial Officer Chriss Dunning, and removing retiring Director of Finance Pati Presnail, R972

Moved by: Anne Root

Seconded by: Silvia Tanner

Vote: In favor: 7

Abstained: 0

Opposed: 0

**RESOLUTION R972
AUTHORIZING APPROVED BANK SIGNERS**

WHEREAS:

1. Umpqua Bank and First Interstate Bank provide general banking services to Energy Trust (collectively, the “Banks”).
2. Section 7.3 of the Energy Trust bylaws requires that the board of directors authorize officers or agents to sign checks, drafts, or other orders for the payment of money, notes and other evidence of indebtedness (“authorized bank signers”) by way of resolution from time to time.
3. Effective June 30, 2022 Pati Presnail will retire as Director of Finance.
4. Effective May 2, 2022 Chris Dunning, was hired as Chief Financial Officer.

IT IS THEREFORE RESOLVED that:

1. Upon retirement on June 30, 2022, Pati Presnail is to be removed from the list of authorized signers for the Banks.
2. Effective immediately Chris Dunning is to be added to the list of authorized signers for the Banks.
3. The resulting list of authorized signers for the Banks is as follows:
 - A. Henry Lorenzen, Board President
 - B. Susan Brodahl, Board Treasurer
 - C. Michael Colgrove, Executive Director
 - D. Debbie Goldberg Menashe, Director of Legal and Human Resources, chief legal officer
 - E. Chris Dunning, Chief Financial Officer
 - F. Steve Lacey, Director of Operations
 - G. Tracy Scott, Energy Programs Director
 - H. Pati Presnail, Finance Director through June 30, 2022 only
4. The Director of Legal and Human Resources/chief legal officer is authorized to execute all required documentation to implement this resolution.

Moved by: Anne Root

Seconded by: Silvia Tanner

Vote: In favor: 7

Abstained: 0

Opposed: 0

Executive Director Report

Acknowledge Pati Presnail's Retirement

Michael Colgrove recognized retiring Director of Finance Pati Presnail. Michael noted Pati's strong leadership in the importance of being a trusted steward of ratepayer funds. Pati's leadership has made our organization ready to take on current challenges and opportunities. Examples of Pati's accomplishments include:

- Improving the efficiency of our Finance operations.
- Ensuring our systems are capable of tracking and securing multiple funding streams.
- Perfect record of unmodified audit opinions.
- Maintaining financial systems and operations throughout the pandemic.

Pati expressed her gratitude for Michael's recognition, noting that her accomplishments are the result of working with great leadership and staff.

Board members expressed their strong appreciation for Pati and her work and also wished her a wonderful retirement.

Introduce Chief Financial Officer Chris Dunning

Michael then introduced Chris Dunning; Energy Trust's newly hired Chief Financial Officer. Chris introduced himself and gave his professional background, describing his most recent work with Bonneville Power Administration. Pati Presnail will be working with Chris through June for a smooth transition, and Chris expressed his appreciation for Pati's help and the Energy Trust Finance team.

HB3141 Utility Budget Development Coordination Update

HB 3141, passed by the Oregon Legislature in 2021, called for increased coordination between Energy Trust and its funding utilities on the development of Energy Trust's annual budgets and actions plan. Michael updated the board on recent work to identify what this increased coordination will look like, describing a series of meetings and agreements that have occurred. Holly Valkama, of 1961 Consulting, facilitated, and the parties' reached agreements that are currently being documented in a written memorandum.

As a result of this work, Michael let the board know that they will see slightly different action plans for 2023 and 2024, with more utility specific information.

Board members expressed their appreciation for this work on coordination changes.

Michael also recognized Anna Kim, Energy Trust's OPUC liaison, for setting the principles for the engagement. This helped everyone get to the agreements.

Approval of Temporary Use of Development Funds for Community Cooling Spaces Program R973

Michael then asked board members to consider a staff recommendation for the temporary use of Development Funds for the Community Cooling Space Program until such time as grant funds from the Oregon Department of Energy Trust are available. Michael recommended adoption of Resolution 973.

Recommendation

Authorize the temporary use of up to \$125,000 from the Energy Trust Development Fund for staff to undertake preliminary negotiations and program planning, design, and initial delivery implementation in collaboration with ODOE for the community cooling spaces program as contemplated in SB 1536.

**RESOLUTION 973
APPROVAL OF TEMPORARY USE OF DEVELOPMENT FUND FOR COMMUNITY COOLING
SPACES PROGRAM**

WHEREAS:

1. Through enactment of SB 1536 in 2022, the Oregon legislature approved funding for a community cooling spaces program to assist landlords to provide community cooling for extreme heat events.
2. SB 1536 provides that ODOE grant to Energy Trust \$2 million for the purpose of developing and implementing a community cooling spaces program.
3. Energy Trust and ODOE staff are working together to develop a grant agreement to effectuate the community cooling spaces program provisions of SB 1536.
4. Staff estimates the cost of grant agreement negotiations and preliminary program design, development, and initial delivery implementation is less than \$125,000.
5. Staff believes that the Energy Trust Development funds are the most appropriate source of funding for purposes such as this.

It is therefore **RESOLVED**: Staff is authorized temporarily use up to \$125,000 from the Energy Trust Development Fund to negotiate and establish a grant agreement with ODOE to administer a Community Cooling Spaces program and to undertake program planning, design and initial program delivery implementation, such grant agreement to provide reimbursement for these costs to the Energy Trust Development Fund.

Moved by: Roland Risser

Seconded by: Erik Andersson

Vote: In favor: 7

Abstained: 0

Opposed: 0

Oregon Public Utility Commission Equity Metric Development

As a result of HB 3141, the OPUC is developing equity metrics for Energy Trust's work. To develop these metrics, the OPUC has appointed a stakeholder panel, and Huong Tran, Energy Trust's DEI Specialist, and Karen Chase, Energy Trust Senior Outreach Manager, will serve on the panel. Anna Kim said she is looking forward to the work.

Oregon Public Utility Commission Fact Finding Memo on Natural Gas

Michael reported that the OPUC staff recently released a draft report on customer implications of natural gas regulation in connection with the Oregon DEQ's Climate Protection Program. Energy Trust's work is mentioned in a variety of ways in the report. The report is open for public comment through June 3rd. Once the report is final, Energy Trust staff will provide a report to the board on its implications for Energy Trust.

Board members discussed the complexity of the issues raised and look forward to continued discussions.

Energy Trust of Oregon's 20th Anniversary

Michael ended his Executive Director Report by noting that 2022 is Energy Trust's 20th anniversary. As the environment for Energy Trust's work continues to change, Energy Trust will look back on its accomplishments over the last 20 years and begin focus on the future. Michael explained he chose to accept his position with Energy Trust and move from New York to do so because of the potential he saw; nothing has changed about that in Michael's opinion.

Committee Reports

Finance & Audit Committee (Susan Brodahl)

Henry Lorenzen reported on the Finance & Audit Committee for Susan Brodahl, Committee Chair, and referred to board members to the committee notes in the packet. The committee recommended approval of an amendment to a funding agreement with Red Rock Biofuels LLC, and Henry asked Amanda Potter, Energy Trust Sector Lead Industrial & Agriculture to give a brief summary of the project. Board members then turned to the resolution to approve the contract amendment.

RESOLUTION 974

AUTHORIZATION TO AMEND A FUNDING AGREEMENT WITH RED ROCK BIOFUELS LLC TO EXTEND THE DEADLINE FOR ENERGY EFFICIENCY PROJECT PLANT CONSTRUCTION COMPLETION AND UPDATE OTHER RELATED CONTRACT MILESTONES

WHEREAS:

1. The Energy Trust Production Efficiency program has worked with Red Rock Biofuels LLC (Red Rock) to identify a custom waste heat to energy system project (the Project) in connection with the gasification process at Red Rock's new biofuel production facility, to be constructed and located in Lakeview, Oregon.
2. In June 2018, the Energy Trust board of directors authorized the executive director to enter into an incentive funding agreement with Red Rock for up to \$2 million, subject to certain conditions including:
 - Incentives to be paid in annual payments tied to savings performance
 - Energy Trust funding would be contingent on Red Rock's agreement to suspend self-direction at the facility site where the Project is located for at least three years.
 - Electric energy generated by the Project will be used by Red Rock on-site to reduce the amount of electricity purchased for the facility.
 - Energy Trust funding would be conditioned on Red Rock's construction completion by September 2021
3. Energy Trust and Red Rock entered into an incentive funding agreement consistent with the Energy Trust board of directors' approval effective June 19, 2020 (the Red Rock Incentive Agreement).
4. In July 2021, the Energy Trust board of directors authorized the executive director to amend the incentive funding agreement with Red Rock to (i) extend the construction completion deadline from September 30, 2021 to December 31, 2023 and (ii) add an additional milestone condition for securing adequate funding not later than March 30, 2022.
5. Red Rock has commenced construction and significant construction on the energy efficient project has progressed, but Red Rock needs additional time to complete design and engineering work and to source a development partner to finance completion of the biofuels production plant.
6. It is highly unlikely that Red Rock will complete construction by December 31, 2023 and has, therefore, requested an extension of the amended construction completion deadline and deadline for securing additional funding for completion.
7. Energy Trust remains supportive of the Red Rock project as it provides very cost-effective energy efficiency savings for the benefit of ratepayers.

8. **Energy Trust staff proposes amending the Red Rock Incentive Agreement to (i) extend the construction completion deadline from December 31, 2023 to December 31, 2028 and (ii) revising the March 30, 2022 milestone condition for securing adequate funding to a date in line with the updated construction completion deadline.**

It is therefore RESOLVED that the board of directors of Energy Trust of Oregon:

- **Authorizes the executive director to negotiate and sign an amendment to the Red Rock Incentive Agreement that contains the following terms:**
 - **Revises the condition for incentive payment for construction completion by extending the current construction completion deadline in the Red Rock Incentive Agreement from December 31, 2023 to December 31, 2028; and**
 - **Revises the additional condition for incentive payment to secure adequate funding not later than March 30, 2022, to a later date that contemplates and would enable completion by the updated December 31, 2028 construction completion deadline.**
- **Staff will provide updates, at least once per year, on status of the project and contract milestone achievements.**

Moved by: Erik Andersson

Seconded by: Anne Root

Vote:

In favor: 8

Abstained: 0

Opposed: 0

Henry also commented on the monthly financial statements contained in the committee notes. Revenues are consistent with expectations, but incentive expenditures are underspent thus far. This early in the year, it's not of concern, but something to keep a close eye on.

Nominating & Governance Committee

Roland Risser, Nominating & Governance Committee Chair, reported on the last committee meeting, which was primarily focused on the process for recruiting and nominating an individual to fill the current board vacancy. Committee members will review candidate resumes at a series of meetings over the next month. Roland also reported that the committee is also continuing to review and update board governance policies.

Ad hoc Diversity Equity and Inclusion Committee

Henry Lorenzen updated the board on the ad hoc DEI Committee in committee chair Melissa Cribbins absence. Henry referred members to the notes in the board packet. Of most significance for the ad hoc DEI Committee is the selection of two consultants to support the board over the coming year in DEI study. The committee recommendation on consulting contracting is scheduled for discussion in executive session later.

Conservation Advisory Council (CAC)

Hannah Cruz, staff liaison to the CAC reported on CAC meeting discussions. The packet contains meeting notes from the council's April 12th meeting which gathered strategic and market insights for Energy Trust organization 2023 planning. These topics were presented to the board at the board's May 17, 2022 workshop.

Hannah then reported on the CAC's most recent meeting on May 11, 2022. Notes for the May 11th meeting will be included in the board's July board meeting packet. Topics covered at the May 11th meeting included energy efficiency savings for the rest of 2022 and focus on reaching more low income residential customers to address energy burden and comfort. In addition, CAC members received updates on ODOE's heat pump and community cooling programs.

Diversity Advisory Council (DAC)

Tyrone Henry, staff liaison to the Energy Trust DAC reported on the most recent DAC meeting. Tyrone noted that the DAC is interested in meeting with board members and other advisory council members.

Board members then discussed concerns expressed by DAC members on their involvement in the board's recruitment processes, and members of the Nominating & Governance Committee will consider input received in their current recruiting process.

Renewable Energy Advisory Council (RAC)

Alexia Kelly reported on RAC's most recent meeting at which several topics were discussed: A waiver to the Renewable Energy Certificate policy to permit more Energy Trust support for certain Oregon Community Solar Program projects is recommended by staff and supported by the RAC. RAC also discussed a market intelligence study in order to provide feedback to the board at its May 17 strategic and market issues workshop discussion. RAC members also discussed the Solar Within Reach program, noting that staff continues to see upfront cost barriers that prevent low income and BIPOC customers from participating in the program. Staff is looking at tiering approaches and more outreach efforts.

Alexia noted that there a lot of moving pieced on the regulatory and legislative front that affect Energy Trust and renewables and it important that Energy Trust makes sure our programs continue to be relevant.

Executive Session

The board adjourned the public meeting at 10:38 a.m. to meet virtually in Executive Session pursuant to bylaws section 3.19.1 to discuss internal personnel matters and section 3.19.3 trade secrets, proprietary or other confidential commercial or financial information, and 3.19.4 information regarding negotiations whose disclosure would likely frustrate corporate purposes.

The public meeting was reconvened at 1:00 p.m.

General Public Comments

There were no public comments.

NW Natural Gas Vision 2050

Kathryn Williams, NW Natural Vice President of Public Affairs and Sustainability, and Mary Moerlins, Director of Environmental Policy & Corporate Responsibility presented information to the board on NW Natural's decarbonization and climate initiatives. They noted that their work with Energy Trust has never been more important because getting all energy efficiency is essential to their work in this area.

Kathryn and Mary described their infrastructure and plans for a more resilient and decarbonized, renewable system, NW Natural's "Vision 2050."

Board members thanked Kathryn and Mary for their presentation and asked questions about resource mixes, pipeline corrosion, and how NW Natural's Vision 2050 activities and planning will be relevant to Energy Trust's next strategic plan.

Executive Director Review Committee (Elee Jen)

Elee Jen, 2021 Executive Director Review Committee Chair, presented and recommended approval of the 2021 Annual Executive Director review and a corresponding compensation merit award. The review was discussed in the board's executive session earlier during the day. As a result of that discussion, the board moved to approve the Executive Director Review Committee's recommendation as set forth in the resolution below.

**RESOLUTION 975
APPROVING MERIT AWARD INCREASE FOR EXECUTIVE DIRECTOR**

WHEREAS:

- 1. Energy Trust's Executive Director Review Committee completed its evaluation of Michael Colgrove's performance for the 2021 work plan and performance period.**
- 2. An evaluation of Michael's performance compared to his 2021 work plan goals and competencies have been met and demonstrated. Michael is well-regarded by the board of directors, Energy Trust staff and stakeholders.**
- 3. The Executive Director Review Committee considered the following in proposing a merit increase from the review:**
 - a. Energy Trust's existing salary structure and Michael's current salary position on that range.**
 - b. Periodic survey and market analysis of comparable position salaries.**

It is therefore RESOLVED:

The Board of Directors authorizes a merit award increasing Executive Director Michael Colgrove's salary by 6% effective January 1, 2022.

Moved by: Roland Risser Seconded by: Silvia Tanner
 Vote: In favor: 8 Abstained: 0
 Opposed: 0

Ad hoc Diversity Equity and Inclusion Committee (Melissa Cribbins)

At the executive session earlier in the day, board members discussed contracting with two DEI consulting firms to support board DEI development over the coming year. The ad hoc DEI Committee, chaired by Melissa Cribbins, recommended approval of the resolution below as discussed at the earlier executive session

RESOLUTION R 976
APPROVAL OF CONTRACTING AUTHORITY FOR ENGAGING A DIVERSITY, EQUITY, AND INCLUSION (DEI) CONSULTANT

WHEREAS:

1. **Energy Trust’s Board of Directors (the “Board”) established and chartered an hoc DEI Committee. The committee’s charter includes, among other things, recommending “a program for board DEI training that includes consideration of the nature and scope of DEI consulting and training services as well as guest speakers;” and**
2. **The ad hoc DEI Committee convened a series of meetings to identify possible consultants to support a board DEI training program. The committee intends to interview two final candidate consultants in May; and**
3. **The ad hoc DEI Committee has recommended a consultant to perform this work to the Board, and has requested that the Board authorize the Executive Director to negotiate a contract for Board DEI consulting and training.**

THEREFORE, it is RESOLVED, that the Board of Directors of Energy Trust of Oregon, Inc. authorizes the Executive Director, in coordination with the Chair of the ad hoc DEI Committee, to negotiate and sign contracts with each of Encolor, LLC and Empress Rules, LLC, for the purposes of developing and supporting programs for Board DEI training.

Moved by: Erik Andersson Seconded by: Elee Jen
 Vote: In favor: 8 Abstained: 0
 Opposed: 0

Board Discussion

Henry Lorenzen asked for board member feedback on the meeting. Board members expressed appreciation for the discussions at the meeting.

Adjourn

The meeting adjourned at 1:57 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday, July 20, 2022 in Hood River, Oregon and open to the public via Zoom registration

Signed: Eric Hayes, Secretary

____/____/____
Date

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Special Board Meeting Minutes—200th Meeting

June 30, 2022

Board members present: Elee Jen, Eric Hayes, Erik Andersson, Henry Lorenzen, Melissa Cribbins, Peter Therkelsen, Roland Risser, Susan Brodahl, Janine Benner (Oregon Department of Energy special advisor, ex officio)

Board members absent: Alexia Kelly, Anne Haworth Root, Ernesto Fonseca, Letha Tawney (Oregon Public Utility Commission, ex officio), Silvia Tanner

Staff attending: Amanda Thomson, Amber Cole, Bayoan Ware, Cheryle Easton, Chris Dunning, Debbie Menashe, Elaine Dado, Fred Gordon, Laura Schaefer, Michael Colgrove, Paul Fredrickson, Steve Lacey, Tracy Scott, Taylor Ford

Others attending: Lisa McGarity (Avista Corporation)

Energy Trust Board President Henry Lorenzen opened the Special Board meeting at 4:00 p.m.

Nominating & Governance Committee

Committee Chair Roland Risser provided a summary of the interview process and the Committee's recommendation to approve Thelma Fleming.

Roland Risser made a motion to approve Thelma Fleming and Melissa Cribbins seconded the motion. There was no further discussion and the Board members in attendance unanimously voted to approve Resolution #977 electing Thelma Fleming to the Board of Directors.

RESOLUTION R977 ELECTING THELMA FLEMING TO THE ENERGY TRUST BOARD OF DIRECTORS

WHEREAS:

- 1. Director Lindsey Hardy resigned her position as a member of Energy Trust's board of directors effective February 23, 2022; her term was a three-year term which would have expired in February 2024;**
- 2. The position on the board previously held by Director Hardy is currently vacant and available to fill, and the board of directors' Nominating & Governance Committee has completed a search process to fill the vacancy;**
- 3. Through its search process, the board Nominating & Governance Committee reviewed candidates for the board seat vacated by Director Hardy and recommends and nominates Thelma Fleming, to fill the remaining term through 2024; and**
- 4. The Energy Trust board of directors reviewed the recommendation and nomination by the Nominating & Governance Committee and concurs with the committee recommendation to elect Thelma Fleming to fill the remaining term vacated at the time of Director Hardy's resignation.**

THEREFORE, BE IT RESOLVED, that the Energy Trust of Oregon, Inc. board of directors elects Thelma Fleming to a term of office that ends not later than the board of directors 2024 annual meeting.

Moved by: Roland Risser

Seconded by: Melissa Cribbins

Vote: In favor: 8

Abstained:0

Opposed:0

Adjourned meeting

President Henry Lorenzen adjourned the meeting at 4:08 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday July 20, 2022, 9:00 a.m. – 3:00 p.m. at The Best Western Plus Hood River Hotel 1108 E Marina Drive, Hood River 97301.

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Resolution 979

AUTHORIZE INCREASE OF CORPORATE CREDIT CARD LIMIT FROM \$60,000 TO \$100,000

July 20, 2022

RESOLUTION R979

AUTHORIZE INCREASE OF CORPORATE CREDIT CARD LIMIT FROM \$60,000 TO \$100,000

WHEREAS:

- 1. Energy Trust of Oregon, Inc. (Energy Trust) wishes to increase the corporate credit card aggregate limit from \$60,000 to \$100,000;**
- 2. Energy Trust currently maintains a corporate credit card issued by First Interstate Bank, with an aggregate credit limit of \$60,000;**
- 3. Increasing the aggregate credit limit would facilitate more effective engagement with customers and communities, permit extension of use of a corporate credit card to the Energy Trust Executive team, and support use of a newly adopted travel reservation application;**
- 4. The current aggregate limit has been static for several years even as Energy Trust's budget and business activity has increased, including increased customer and community engagement; and**
- 5. All relevant Energy Trust internal control procedures and finance policies remain in place, including supervisory approval processes and expenditure controls.**

It is therefore RESOLVED:

- 1. Energy Trust may increase the aggregate credit limit of its corporate credit card from \$60,000 to \$100,000.**
- 2. Michael Colgrove, Executive Director of Energy Trust, or his designee, is hereby authorized and directed to execute and deliver to First Interstate Bank, and First Interstate Bank is requested to accept all documents, instruments, and agreements to affect the increase to its aggregate credit limit of its corporate credit card from \$60,000 to \$100,000.**

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

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Board Decision

Authorizing the Executive Director to execute a contract with Energy Assurance Company for solar design review and verification services

July 20, 2022

Summary

Authorize up to \$725,000.00 in budgeted funds to the current contract with Energy Assurance Company for solar design review and verification services for the Energy Trust Solar program. Contract would run from October 2022 through October 2024.

Background and Discussion

- Since 2003, Energy Trust's Solar program has contracted with independent technical experts to review solar system designs and verify that systems comply with the program's published installation requirements. These verifiers have helped the program establish a reputation of quality and performance for Oregon's solar market, while ensuring public purpose funds are well spent. Along with design reviews and installation verifications, verifiers have supported the program with technical consulting and training and support for trade allies.
- In 2018, after a series of retirements and job changes for long-standing verifiers, the program faced a shortage of trained verifiers to review solar systems. Solar verifiers need to be well-versed in solar technology and code requirements and must be considered a neutral body; they cannot be employed by any solar trade ally contractor, municipal office, or permitting agency. These requirements narrow the pool of potential solar verification companies significantly. Staff worked with verifier Jerry Henderson, owner of Energy Assurance Company (Energy Assurance), to expand his business with a sub-contract model to provide coverage of Energy Trust's full territory. This model has worked well for the program but has also consolidated all verifier work into a single contract budget. Energy Assurance has provided excellent solar verifier services to Energy Trust since 2007.
- Energy Assurance is an Oregon-grown small business with unique expertise and experience in our solar market. Owner Jerry Henderson has worked with Energy Trust since 2007 and has verified more than 7,500 solar installations for the program. Mr. Henderson contributed to the development of Energy Trust's solar installation standards and has been an active member of code-making committees for Oregon's Solar Specialty Code and the International Code Council's model solar code.
- Energy Assurance is currently certified as a minority-owned business via Oregon's Certification Office for Business Inclusion and Diversity (COBID) process. Jerry Henderson is a registered member of the Luiseno tribe.

Authorizing Executive Director to execute a contract with Energy Assurance Company for solar design review and verification services R980

July 20, 2022

- In June 2022, following a request for qualifications (RFQ), Energy Trust selected Energy Assurance Company to provide design review and verification services for the Solar program. Energy Assurance was the only respondent to the RFQ. The response met all requirements, and staff believes that Energy Assurance will continue to provide excellent service to Energy Trust. Staff recommend that the board approve a two-year contract through October 2024.
- Energy Assurance's current contract has been authorized by the board for up to \$745,000. The proposed new contract would have a budget of \$725,000. There are three drivers for the requested contract amount:
 - Solar project application volume remains high, despite lowered incentives, and the network of approved solar trade ally contractors has increased significantly. There are now over 120 approved solar trade ally contractor companies, with 14 new solar trade allies enrolled since the start of 2022. New trade allies require training and support from the verifier as they increase their familiarity with and ability to meet our requirements.
 - The Solar program is implementing a contract with PGE on the Smart Battery Pilot, and Energy Assurance Company plays a critical role in the delivery of that scope-of-work which requires that each project receive a design review and verification of installation in line with requirements. This portion of the contract budget (about \$30,000/year) is not funded by the public purpose charge, but still is included in the contract budget cap.
 - Finally, with the passage of House Bill 3141, the program anticipates growth of both its Solar Within Reach offer for customers with lower incomes and installations that include battery storage. While the program is scaling back quality management work for its standard residential market, these offers warrant additional consumer protection, technical review, and contractor training.

Recommendation

Authorize the executive director to execute a contract with Energy Assurance Company for a total contract budget of up to \$725,000.

RESOLUTION 980

**AUTHORIZING THE EXECUTIVE DIRECTOR
TO EXECUTE A CONTRACT WITH
ENERGY ASSURANCE COMPANY FOR SOLAR DESIGN REVIEW AND VERIFICATION
SERVICES**

WHEREAS:

- 1. Following a competitive solicitation process conducted in May and June 2022, Energy Assurance Company is recommended for a contract to conduct solar design review**

and verification services for Energy Trust’s Solar program, covering October 2022 through October 2024.

- 2. Energy Assurance Company has continued to conduct design review and verification services for Energy Trust’s Solar program, including the addition of Energy Trust’s support of a PGE Smart Battery Pilot.**
- 3. The expected not-to-exceed maximum budget for completion of the anticipated volume of services under the contract with Energy Assurance Company would be \$725,000.**
- 4. The proposed contract budget is consistent with the board approved budget and action plan for the remainder of 2022, 2023 and planned budget for 2024.**

It is therefore RESOLVED that the Board of Directors of Energy Trust of Oregon, Inc., hereby authorizes the executive director to sign a contract for solar design review and verification services with Energy Assurance Company authorizing a total maximum budget cap of \$725,000.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

PINK PAPER

Resolution 980

APPROVING A WAIVER TO THE RENEWABLE ENERGY CERTIFICATE POLICY 4.15.000-P FOR CERTAIN COMMUNITY SOLAR PROGRAM PROJECTS

July 20, 2022

RESOLUTION 980

APPROVING A WAIVER TO THE RENEWABLE ENERGY CERTIFICATE (REC) POLICY 4.15.000-P FOR CERTAIN COMMUNITY SOLAR PROGRAM PROJECTS

WHEREAS:

1. Energy Trust's REC policy generally requires that Energy Trust take title to RECs from any project that received an Energy Trust incentive
2. The policy was amended in 2018, and again in 2021, to allow customers with projects equal to or under 360 kW to keep their RECs. This carve out from the general policy allows Energy Trust to support smaller community solar projects.
3. In order to provide more support to certain community solar projects that support the Community Solar Program's equity objectives, Energy Trust staff recommends that the policy requirements be waived to permit Energy Trust to provide incentives to community solar projects larger than 360 kW without claiming RECs, in the following certain limited situations:
 - a. Incentives are targeted to enable *additional* participation by low-income customers. The Community Solar Program requires projects to reserve a minimum of 10% capacity for low-income customers. *Additional* participation means that incentives would be targeted to projects that commit to reserving more than 10% capacity for low-income customers. minimum per community solar project that is required by the Community Solar Program.
 - b. Incentives for community solar carve-out projects: The community solar program has reserved a minimum of 25 percent of Interim Offering capacity for projects that are either sized at 360 kW-AC or less or that have a public or nonprofit entity as a Project Manager. Currently, Energy Trust may fund projects under 360 kW. The exception would allow incentives for carve-out projects larger than 360 kW.
 - c. In both cases, the RECs associated with these projects would be prohibited from being sold or transferred to other parties
4. This REC policy waiver proposal was presented to the Energy Trust Nominating & Governance Committee on June 23, 2022, and the committee recommends that the full board approve the waiver.

It is therefore **RESOLVED** that the Board of Directors of Energy Trust of Oregon, Inc. waive application of the Renewable Energy Certificate Policy 4.15.000-P for certain limited situations to support certain equity objectives of the Oregon Community Solar Program as described above.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

Tab 2

2021 Fast Feedback Survey End of Year Report

*Prepared for:
Energy Trust of Oregon*

March 4, 2022

Prepared by:



ADM Associates, Inc.

3239 Ramos Circle
Sacramento, CA95827
916.363.8383

Executive Summary

ADM Associates (“ADM”) conducted the Energy Trust of Oregon 2021 Fast Feedback program participant survey from April 2021 to early February 2022, which included program participants from January through December 2021. This report summarizes the analysis conducted by ADM and results of the survey. The purpose of the analyses was to summarize Fast Feedback survey findings by program and quota group.

Residential Survey Summary

The residential survey respondents generally well represented the Energy Trust participant base, with the exception that homeowners represented a larger percentage of survey respondents than of Energy Trust participants.¹

Results generally show high or moderately high satisfaction ratings across all facets of program experience for all measures. In nearly all cases, overall satisfaction remained consistent or showed a slight upward trend over time. *Table ES-1* shows mean overall program satisfaction for each of two types of quota group.² “Exclusive” quota groups are based on state (Oregon or Washington) and, within Oregon, type of measure installed; each respondent appears in only one of these quota groups. “Cross-cutting” quota groups are based on features that may or may not apply to a project that are independent of the exclusive quota group; a respondent may appear in more than one of these quota groups.

The overall program influence on purchase decisions was moderately high to high for all quota groups.³ Factors influencing the purchase decision varied somewhat by measure type, but a contractor was one of the most commonly identified influencers, followed by the measure’s efficiency rating. The Energy Trust incentive, Energy Trust information or materials, and a salesperson or retailer were commonly identified influencers for certain measures.

Among participants who used a contractor, by far the most consistently identified way participants found that contractor was by word of mouth. Web searches, use of an online referral or rating service, and contractor advertisements were also frequently identified for most quota groups.

¹ As compared with data from the 2020 Customer Insights Study.

² For both residential and nonresidential surveys, satisfaction was defined as a rating of 4 or 5 on a scale from 1 (not at all satisfied) to 5 (very satisfied). “Don’t know” and “no response” were excluded from the denominators for all analyses to be consistent with previous years.

³ Influence was defined as a rating of 4 or 5 on a scale from 1 (did not have any influence) to 5 (had a great influence). “Don’t know” and “no response” were excluded from the denominators for all analyses. For each respondent, “overall influence” rating was equal to the highest influence rating that respondent provided for all factors reflecting Energy Trust influence: the Energy Trust incentive, information and materials received from Energy Trust, the salesperson or retailer, the respondent’s contractor, information received from a solar workshop. It did not include the influence of the equipment’s efficiency rating.

Table ES-1: Summary of Residential Satisfaction

Quota Group	Number of Survey Respondents	Overall Satisfaction
Exclusive Quota Groups		
Residential - Oregon	780	90%
Smart Thermostats	73	88%
Heat Pump Advanced Controls	56	94%
Ceiling Insulation	78	90%
Other Insulation	71	95%
Ducted Heat Pumps	85	96%
Ductless Heat Pumps	59	94%
Central Air Conditioner	61	86%
Windows	67	88%
Gas Fireplaces	73	87%
Gas Furnaces	98	97%
Spa Covers	59	79%
Residential - Washington	184	92%
Residential Solar PV	196	91%
Cross-Cutting Quota Groups		
Moderate Income Track	96	99%
Rental Properties	72	95%
Fixed-Price Promotions	59	100%
Instant Incentives	234	95%

Nonresidential Survey Summary

Results generally show high satisfaction ratings across all facets of program experience for all quota groups. In nearly all cases, satisfaction with the overall program experience and with interactions with program representatives remained consistent or showed a slight upward trend over time. Respondents across all quota groups reported influence from multiple factors. Although some factors tended to have more influence on average than others, no single factor showed consistently greater influence across programs and quota groups than any other – that is, the most influential factor tended to be specific to the group in question.

Table ES-2 and shows mean overall program satisfaction for each quota group of Existing Buildings - Oregon Incentives as well as for Existing Buildings – Washington, Commercial Solar PV, and Multifamily while Table ES-3 shows these indices for the Production Efficiency program. Again, each respondent appears in only one “exclusive” quota group but may appear in multiple cross-cutting quota groups.

Table ES-2: Summary of Nonresidential Satisfaction: Existing Buildings, Commercial Solar, and Multifamily

Group	Number of Survey Respondents	Satisfaction	
		Overall Program Experience	Interaction with Program Representative
Existing Buildings Exclusive Quota Groups			
Existing Buildings - OR	292	92%	92%
Assembly/Religious	9	89%	100%
Auto Services	17	81%	90%
Education	30	97%	96%
Government	11	82%	78%
Grocery	17	94%	79%
Healthcare	0	n/a	n/a
Higher Education	3	100%	100%
Hospitality	15	87%	93%
Office	34	94%	93%
Other Commercial	20	95%	100%
Recreation	1	100%	100%
Restaurant	66	92%	94%
Retail	40	90%	86%
Warehouse	29	86%	92%
Existing Buildings - WA	4	100%	100%
Commercial Solar	49	87%	88%
Existing Buildings Cross-Cutting Quota Groups			
Direct Install (DI)	8	85%	85%
Lighting (Non-DI)	155	91%	93%
Multifamily Exclusive Quota Groups			
Multifamily	94	89%	91%
Appliances	9	89%	88%
Direct Install	10	100%	100%
Hot Water	2	50%	100%
HVAC	30	86%	92%
Insulation and Windows	34	91%	85%
Lighting	8	88%	100%
Other Measures	1	100%	100%
Products	0	n/a	n/a

The overall program influence on purchase decisions was high for all programs and program tracks. It was moderately high or high for all quota groups. The small sample sizes argue for using caution in interpreting findings at the individual quota group level. However, the Energy Trust incentive consistently appeared to have relatively high influence in several programs and tracks. Some other influencers stood out somewhat in particular tracks within particular programs but did not appear to have consistently high influence across programs and tracks.

Table ES-3: Summary of Nonresidential Satisfaction: Production Efficiency

Group	Number of Survey Respondents	Satisfaction	
		Overall Program Experience	Interaction with Program Representative
Production Efficiency Exclusive Quota Groups			
Production Efficiency	151	97%	94%
Agriculture	7	100%	100%
Compressed air	0	n/a	n/a
HVAC and controls	5	100%	80%
Lighting	29	100%	88%
Other industrial measures	67	96%	97%
Pumps and Motors	34	94%	100%
Refrigeration	9	100%	89%
Production Efficiency Cross-Cutting Quota Groups			
Custom projects	30	100%	100%
Standard projects	92	95%	95%
Agriculture sector	67	94%	96%
Food & beverage sector	15	100%	100%
High tech sector	6	100%	100%
Metals sector	5	100%	100%
Wood & paper sector	17	100%	100%

1 Introduction

Energy Trust has been using a monthly Fast Feedback survey since 2010 to assess free-ridership, satisfaction, and selected other aspects of program experiences in samples of customers who participated in Energy Trust residential and nonresidential programs in the prior month.

ADM Associates (“ADM”) conducted the 2021 Energy Trust Energy Trust Fast Feedback program participant satisfaction survey from April 2021 into February 2022. In 2021, Energy Trust set a goal achieving 10% relative precision at 90% confidence (90/10 precision) for satisfaction and influence results at the program level on a quarterly basis and for individual quota groups on an annual basis.

Quota groups are defined somewhat differently for the residential and nonresidential surveys. The residential survey has two types of quota groups. The first is based primarily on the type of measure the participant installed, but also includes a quota group for all residential participants from Washington. We refer to these as the “exclusive” quota groups. The second type of residential quota group is based on features that may or may not apply to a project that are independent of the type of measure or location of the participant. Thus, for example, a residential participant may have received an instant incentive for any of the measure types. We refer to these as “cross-cutting” quota groups. The quota groups are shown in Table 1.

Table 1: Residential Survey Quota Groups

Exclusive Quota Groups		Cross-Cutting Quota Groups
Smart Thermostats	Windows	Moderate Income Track Rental Properties Fixed-Price Promotions Instant Incentives
Heat Pump Advanced Controls	Gas Fireplaces	
Ceiling Insulation	Gas Furnaces	
Other Insulation	Spa Covers	
Ducted Heat Pumps	Residential Solar PV	
Ductless Heat Pumps	Residential Washington	
Central Air Conditioner		

The nonresidential survey also has separate sets of quota groups for each of the three programs (Existing Buildings, Production Efficiency, Multifamily). Existing Buildings and Production Efficiency have both exclusive quota groups and cross-cutting quota groups, while Multifamily has only exclusive quota groups.

For Existing Buildings, the exclusive quota groups are based primarily on building end-use or business type but also include quotas for participants from Washington and those with commercial solar projects. The three Existing Buildings cross-cutting quota groups are related to measure implementation or a combination of measure type (lighting) and implementation.

For Production Efficiency and Multifamily, the exclusive quota groups are based primarily on application end-use or measure type. The eight Production Efficiency cross-cutting quota are related to project track, market sub-sector, or a combination of measure type (lighting) and implementation. Table 2 shows the nonresidential survey quota groups.

Table 2: Nonresidential Survey Quota Groups

Program	Exclusive Quota Groups		Cross-Cutting Quota Groups	
Existing Buildings	Assembly/Religious Auto Services Education Government Grocery Healthcare Higher Education Hospitality	Office Other Commercial Recreation Restaurant Retail Warehouse Commercial Solar Washington	Direct Install (DI) Non-DI Lighting	
Production Efficiency	Agriculture Compressed Air HVAC and Controls Lighting	Other Industrial Measures Pumps and Motors Refrigeration	Standard Projects Custom Projects Agriculture Sector	Food & Beverage Sector High Tech Sector Metals Sector Wood & Paper Sector
Existing Multifamily	Appliances Direct Install Hot Water HVAC	Insulation and Windows Lighting Other Measures Products	None	

Energy Trust of Oregon 2021 Fast Feedback Survey End of Year Report

This report describes the Fast Feedback survey methods and the results for each quota group. The remainder of this report is divided into the following sections.

Section Two provides a brief explanation the survey's implementation, information on contact information availability, a summary of survey responses by sector and group, and a description of how ADM weighted the combined data to control for possible mode and sampling effects.

Sections Three and Four present the Fast Feedback summary findings for the residential and nonresidential sectors. They are subdivided by survey topic and include assessment of satisfaction ratings by time (program year) by quota groups.

Finally, Section Four presents our conclusions from the Fast Feedback data collection.

PINK PAPER

MEMO

Date: March 16, 2022
To: Board of Directors
From: Dan Rubado, Sr. Project Manager, Planning and Evaluation
Subject: **Recurve Analysis of Residential Insulation Impacts, 2013-2018**

EXECUTIVE SUMMARY

Energy Trust used an impact analysis tool built by Recurve Analytics to evaluate energy savings from residential insulation projects completed in single-family and manufactured homes from 2013 to 2018. Energy savings were analyzed for ceiling, wall, and floor insulation projects in gas- and electric-heated homes. Projects that combined multiple insulation measures were also analyzed separately. Weather-normalized annual energy usage prior to the installation was compared with the year immediately following installation. The change in annual energy usage was evaluated against changes in energy usage during the same time period in a matched comparison group.

Residential insulation projects had energy savings that varied substantially and were not in line with savings claimed by Energy Trust's Residential program at the time. For electric-heated homes, electricity savings were about 40 percent lower than expected. We were unable to assess wall insulation savings in electric-heated homes due to a small available sample size. Overall electricity savings per home were estimated at 810 kWh per year for ceiling insulation and 490 kWh per year for floor insulation. Savings for combined ceiling and floor insulation projects were roughly additive. In gas-heated homes, gas savings were roughly double what was expected across measures. Overall gas savings per home were estimated at 93 therms per year for ceiling insulation, 75 therms per year for floor insulation, and 53 therms per year for wall insulation. Savings for combined insulation measures were roughly additive.

It is relatively common for real-world energy savings to differ from the engineering estimates used to claim savings for many energy efficiency measures. These types of discrepancies are identified through Energy Trust's evaluation process. Measure and program savings are then adjusted accordingly going forward. The differences in observed versus expected savings have a small impact on Residential program energy savings overall. Insulation measures in electric-heated homes made up less than 1 percent of the total electricity savings claims in the residential sector, from 2013 to 2018. In gas-heated homes, insulation measures made up only 4 percent of the total gas savings claims in the residential sector.

There were no clear trends in electricity or gas savings over time for different insulation measures. There were, however, many differences in gas and electricity savings for other factors, such as home size, home vintage, use of cooling, and annual energy usage. Many of these differences did not have a clear pattern across insulation measures and heating fuels. The strongest trend, by far, was the association between baseline annual energy usage and energy savings—savings increased sharply from low- to high-usage homes in both gas- and electric-heated homes.

To better compare the results of this study to Energy Trust’s measures, we have transformed the savings estimates per home to savings per square foot of insulation. These values are listed in Table ES1.

Table ES1: Estimated savings per square foot of insulation, by heating fuel and measure

Heating Fuel	Fuel Analyzed	Measure	Savings Estimate Per Sq. Ft. of Insulation
Electric	kWh	Ceiling	0.87
		Floor	0.57
		Wall	0.76
Gas	Therms	Ceiling	0.114
		Floor	0.092
		Wall	0.083

We also observed electricity savings in gas-heated homes, although only trivial electricity savings were claimed by the program. These electricity savings estimates were relatively small and uncertain but appeared consistently across analyses. We transformed the savings estimates per home to savings per square foot of insulation to match Energy Trust’s insulation measures. These values are listed in Table ES2, below.

Table ES2: Estimated electricity savings per square foot of insulation in gas heated homes, by measure

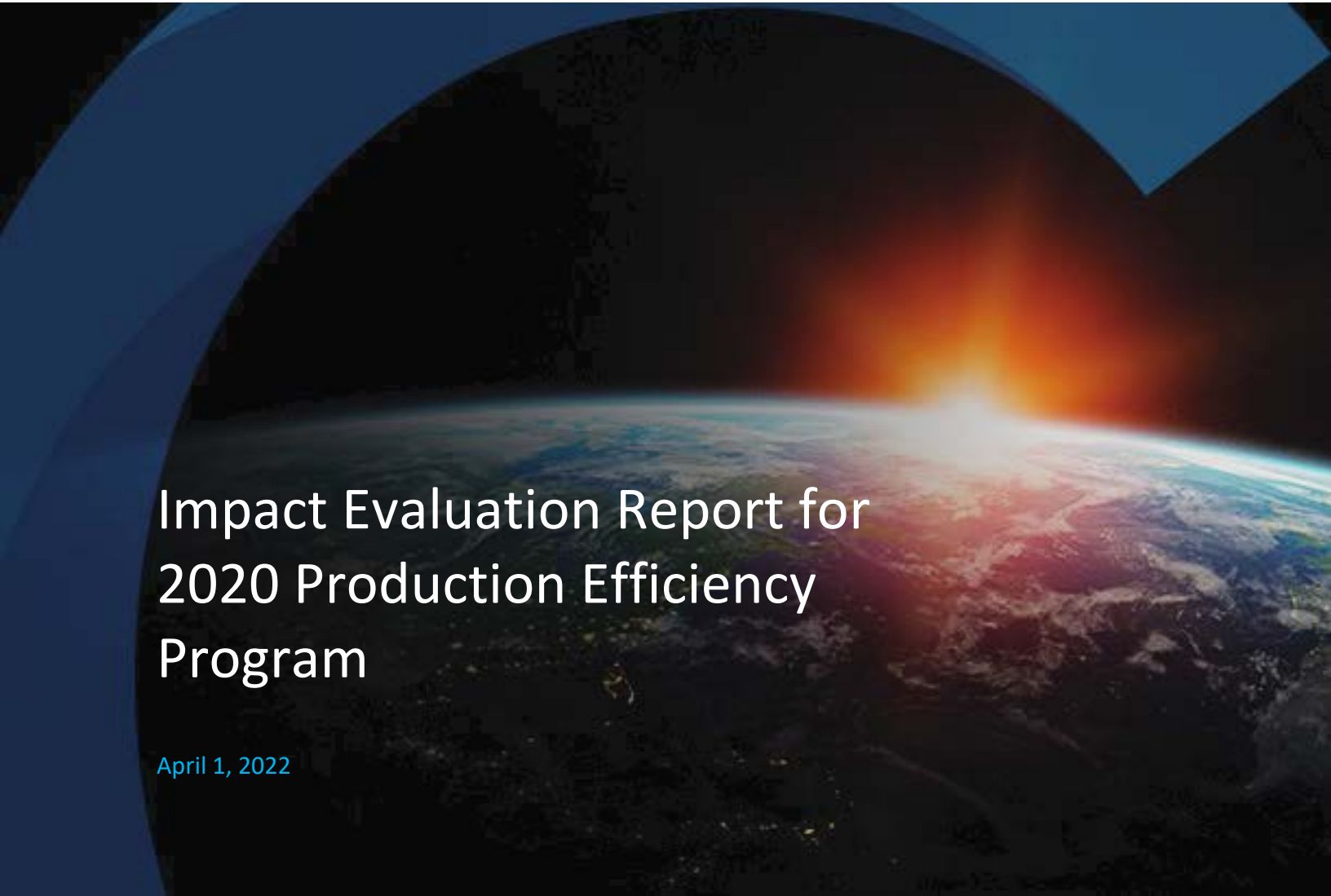
Heating Fuel	Fuel Analyzed	Measure	Savings Estimate Per Sq. Ft. of Insulation
Gas	kWh	Ceiling	0.14
		Floor	0.19
		Wall	0.13

We recommend comparing Energy Trust’s current insulation measures to the savings values estimated in this analysis. If there is a substantial discrepancy, then the deemed savings for the insulation measures may need to be adjusted to better align with the billing analysis results. In addition, we recommend that the Regional Technical Forum (RTF) review the results of this study and incorporate the findings into their insulation measures. We also recommend that Energy Trust claim electricity savings for ceiling, floor, and wall insulation measures installed in gas-heated homes, in line with these findings.

We recommend conducting a thorough review of program rules and installation requirements for insulation measures in electric-heated homes to determine the drivers of lower-than-expected savings. More thorough screening for supplemental fuels, like wood and gas, may be necessary to improve insulation measure electricity savings. However, screening out homes with supplemental fuel use may be counter to Energy Trust’s DEI efforts, as many rural residents use wood stoves to supplement their electric heating systems. Alternatively, offsets in wood use could be quantified and valued as non-energy benefits.

The full report can be found at www.energytrust.org/reports.

PINK PAPER



Impact Evaluation Report for 2020 Production Efficiency Program


April 1, 2022

Prepared for:

Energy Trust of Oregon

421 SW Oak Street, Suite 300

Portland, OR 97204



Prepared by:
Joel Zahlan, Ph.D.
Jeff Cropp, PE
Evan Talan
Zachary Horvath

Executive Summary

Energy Trust of Oregon (Energy Trust) is an independent nonprofit organization governed by a volunteer board of directors and accountable to the Oregon Public Utility Commission. Energy Trust delivers energy savings programs to Oregon customers of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas, and Avista, and customers of NW Natural in southwest Washington. As part of Energy Trust's ongoing efforts to improve program performance, it regularly completes process and impact evaluations of its programs.

This report documents the impact evaluation Cadmus conducted of the Production Efficiency (PE) program for program year 2020. We evaluated each PE program track by year and by fuel type. The PE program includes the following offerings:

- Standard
- Business lighting
- Custom
- Strategic energy management

For the purposes of this impact evaluation, we used the following categories (program tracks) which is consistent with prior impact evaluations, and more closely aligns with how project and measure data is captured in Energy Trust systems:

- Streamlined (prescriptive, small industrial, lighting, and green motor rewind)
- Custom (custom capital and custom O&M)
- Strategic energy management (SEM)

Eligible customers can participate in one, two, or all three program tracks.

For the evaluation of the 2020 program, Cadmus sampled 110 distinct projects at 103 sites to provide a mix of measure types. At those sites we also evaluated electricity savings for four additional projects and gas savings for one additional project as convenience measures. For each program year, we estimated the total program electricity and natural gas savings with 90% confidence and $\pm 10\%$ precision. We based these estimates on a representative sample of the project population, stratified by program year, fuel type, and track, as well as track substratification to target custom capital and custom operations and maintenance (O&M) projects for more robust evaluation.

Cadmus sampled projects using probability proportional to size (PPS) within each stratum. As shown in Table 1 and Table 2, the final sample represented 35% of electric savings and 77% of gas savings for the program's total reported savings.

Table 1. 2020 Program and Sample Total Electricity Project Quantities and Reported Savings

Program Year	Program Projects ^a	Sampled Projects ^a	Electric Savings (kWh)			
			Program	Sampled	Convenience	Percent Sampled
2020	1,320	82	128,599,882	44,420,400	97,246	35%
Total	1,320	82	128,599,882	44,420,400	97,246	35%

^a project is defined as a unique project ID within a program year.

Table 2. 2020 Program and Sample Total Natural Gas Project Quantities and Reported Savings

Program Year	Program Projects ^a	Sampled Projects ^a	Natural Gas Savings (therms)			
			Program	Sampled	Convenience	Percent Sampled
2020	1,320	28	1,294,068	996,394	559	77%
Total	1,320	28	1,294,068	996,394	559	77%

^a project is defined as a unique project ID within a program year.

Cadmus performed the 2020 evaluation during a challenging year. The continuing COVID-19 pandemic prolonged the recovery to normal facility operations and resulted in increased uncertainty about future facility operations. The supply chain challenges and delays experienced throughout the market also impacted hours of operations and production levels. This complicated the impact evaluation and required additional considerations for savings adjustments using the *Energy Trust Industrial Impact Evaluation Policies* as a reference to guide adjustments and ensure uniformity.

As a result, Cadmus worked with Energy Trust to discuss unique scenarios to account for external impacts on energy savings. Evaluation activities included a mix of desk reviews, in-depth interviews, virtual site visits, and on-site visits. During virtual and on-site visits, we observed the status and operating parameters for energy efficiency measures receiving Energy Trust incentives. We measured or recorded operational characteristics to support engineering analysis. Cadmus evaluated lighting, prescriptive, and streamlined measures primarily through industry-standard algorithms and deemed measure savings. We analyzed custom measures using algorithms, detailed calculation spreadsheet reviews, power metering data, and/or energy management system (EMS) trend data. We analyzed SEM projects through participant interviews and a review of the statistical regression models.

Realization Rates Summary

Table 3 lists the overall program realization rates, along with confidence and precision by fuel type for the PE program. In general, the program demonstrated consistently strong realization rates.

Table 3. Production Efficiency Program Realization Rates by Fuel Type

Fuel Type	2020			
	Reported Savings	Evaluated Savings	Realization Rate	Relative Precision ^a
Electricity (kWh)	128,599,882	126,240,680	98%	2.3%
Natural Gas (therms)	1,294,068	1,251,440	97%	4.3%

^a Relative precision is calculated at the 90% confidence level.

Table 4 and Table 5 summarize the achieved realization rates by year, track, subtrack, and fuel type.

Table 4. Production Efficiency Program Realization Rates by Subtrack, Electric Savings

Track	Subtrack	Electricity			
		Reported (kWh)	Evaluated (kWh)	Realization Rate	Relative Precision ^a
Custom	Custom Capital	34,489,403	33,967,834	98%	5.6%
	Custom O&M	3,025,849	3,033,229	100%	3.7%
	Total	37,515,252	37,001,063	99%	5.0%
SEM	SEM	33,566,222	33,540,410	100%	1.9%
	Total	33,566,222	33,540,410	100%	1.9%
Streamlined Industrial	Green Rewind	111,666	96,142	86%	29.0%
	Lighting	35,504,469	33,700,793	95%	7.1%
	Prescriptive	9,825,086	9,825,084	100%	0.0%
	Small Industrial	12,077,187	12,077,187	100%	0.0%
	Total	57,518,408	55,699,207	97%	4.1%
Total		128,599,882	126,240,680	98%	2.3%

^a Relative precision is calculated at the 90% confidence level.

Table 5. Production Efficiency Program Realization Rates by Subtrack, Gas Savings

Track	Subtrack	Natural Gas			
		Reported (therms)	Evaluated (therms)	Realization Rate	Relative Precision ^a
Custom	Custom Capital	512,643	454,386	89%	10.7%
	Custom O&M	1,492	173	12%	0.0%
	Total	514,135	454,559	88%	10.6%
SEM ^b	SEM	243,683	268,052	110%	N/A
	Total	243,683	268,052	110%	N/A
Streamlined Industrial	Prescriptive	463,493	445,157	96%	6.6%
	Small Industrial	72,757	83,672	115%	8.4%
	Total	536,250	528,829	99%	5.5%
Total		1,294,068	1,251,440	97%	4.3%

^a Relative precision is the calculated at 90% confidence level.

^b Precision could not be calculated because the sample size is 1.

Peak Demand Savings

Since the Program Delivery Contractors (PDCs) do not calculate demand savings for the program, Cadmus calculated summer and winter peak demand savings using electric load profiles and peak demand factors provided by Energy Trust. We reviewed the reported load profiles for each measure in the sample and revised them where necessary to better align with the measure type and hours of operation. We then multiplied the reported and evaluated savings for each measure by the applicable peak demand factor. We calculated realization rates for each program track and subtrack and applied them to the reported savings for the program population to determine total peak demand reduction for each building type, shown in Table 6.

Table 6. 2020 Evaluated Coincident Peak Demand Savings by Subtrack

Track	Subtrack	Winter Demand Savings (kW)	Summer Demand Savings (kW)
Custom	Custom Capital	4,081	4,859
	Custom O&M	388	433
	Total	4,469	5,292
Streamlined Industrial	Green Rewind	13	15
	Lighting	6,993	7,290
	Prescriptive	1,262	1,966
	Small Industrial	1,285	2,065
	Total	9,552	11,336
Total		14,022	16,628

Electricity and Gas Adjustments

Cadmus organized savings adjustments into the following categories:

- **Different operating hours:** Equipment operating hours differed from what was specified in the *ex ante* savings calculations.
- **Different equipment setpoints:** Different equipment setpoints from those used in the *ex ante* savings calculations. This included different temperature and pressure setpoints.
- **Incorrect equipment specifications or quantities:** This included incorrect equipment capacity, wattage, efficiency, and quantity.
- **Incorrect/Different analysis methodology:** We used a different analysis methodology from the *ex ante* savings, such as using EMS trend data to build a new regression analysis, normalizing baseline and installed periods, applying a day type methodology to air compressors, or using a different Measure Approval Document (MAD) to calculate savings.
- **Measure removal:** This involved the removal of a measure at a closed or operational facility.
- **Inappropriate baseline:** This involved baseline equipment specifications that did not align with code or industry standard practice.
- **Inappropriate assumption:** Any assumed values or conditions that were used in the calculation of baseline or measure savings. This included cooling and heating efficiencies, fan affinity exponents, and theoretical performance values.
- **Calculation or engineering error:** Situations where values in the *ex ante* savings calculation workbook, invoices, or verification report did not match values used in the analysis; this included spreadsheet formula errors or hard coded values that were not updated.
- **SEM adjustment:** Some SEM projects had adjustments to savings due to observations during the site visits, interviews, or during the review of the energy intensity models.

Table 7 shows the number of projects with adjustments and the absolute value of adjusted savings for each category. For the electric fuel type, different operating hours was the most prevalent adjustment category, and for the gas fuel type, incorrect analysis methodology was the most prevalent adjustment category.

Where multiple categories applied to one project, Cadmus assigned the project to the single category that had the greatest impact on its realization rate.

Table 7. Production Efficiency Program Savings Adjustment Category Summary

Electric Savings Adjustments	2020 (n=82) ^a	Absolute Adjusted Savings ^b (kWh)	% of Savings Adjusted (Category Adjusted Savings/Total Adjusted Savings)
Different operating hours	11	527,222	26.7%
Different equipment setpoints	7	57,963	2.9%
Incorrect equipment specifications or quantities	6	189,507	9.6%
Incorrect/different analysis methodology	3	129,066	6.5%
Measure removal	1	37,641	1.9%
Inappropriate baseline	1	83,871	4.3%
Inappropriate assumption	4	612,667	31.1%
Calculation or engineering error	2	182,338	9.2%
SEM adjustment	3	151,503	7.7%
Total	38	1,971,778	100%
Gas Savings Adjustments	2020 (n=28)	Absolute Adjusted Savings (therms)	% of Savings Adjusted (Category Adjusted Savings/Total Adjusted Savings)
Different operating hours	2	1,584	2.2%
Different equipment setpoints	4	24,528	34.2%
Incorrect equipment specifications or quantities	1	1,200	1.7%
Incorrect/different analysis methodology	1	8,882	12.4%
Inappropriate assumption	6	9,827	13.7%
Calculation or engineering error	1	1,346	1.9%
SEM adjustment	1	24,270	33.9%
Total	16	71,637	100%

^a n reflects the number of unique of project IDs evaluated for each year and fuel type. Only one adjustment category was assigned per project; if multiple categories applied to one project, the project was assigned to the category with the largest impact on the realization rate.

^b The absolute value of adjusted savings are cumulatively shown to demonstrate positive and negative impacts.

The program achieved high realization rates for electricity streamlined and custom measure projects, as well as gas streamlined projects. Cadmus found comparatively lower realization rates for gas custom and custom O&M projects. Overall, the PDCs performed a reasonable level of review and quality control to achieve high average project savings realization rates. The PDCs proved extremely knowledgeable about the facilities with which they worked and were receptive to supporting evaluation efforts. Cadmus worked directly with the PDCs on a few occasions to contact facilities and acquire analysis files and data. We found that most PDCs quickly provided any documentation they could access, identified appropriate facility contacts, and went out of their way to assist with recruitment efforts.

We also found that Energy Trust implementation staff maintained a thorough understanding of project details and participant sensibilities. Cadmus developed a large number of measurement and verification (M&V) plans for Energy Trust staff review. Even though the PDCs were more directly involved with project review and approval, senior Energy Trust staff for the PE program had a strong knowledge of project and analysis details and could provide significant feedback to improve M&V efforts. This was especially helpful when the ongoing COVID-19 and supply chain disruptions required Cadmus, in many cases, to rely on Energy Trust staff for additional data requests and project files. Energy Trust staff were responsive and supportive of all evaluation activities, which contributed to the success of the 2020 impact evaluation.

Recommendations

Based on our evaluation findings, Cadmus recommends the following opportunities for program improvements. We divided our recommendations into their respective tracks. If a recommendation applies to multiple tracks, we included it in the *Other Recommendations* section.

Custom Capital

- For compressed air savings analysis, we recommend the program use the day-type analysis methodology. This methodology looks at energy savings for each day type, accounting for differences in air demand across weekdays and weekends. This is particularly useful when developing 8,760 load shapes and is beneficial when calculating air leak and air dryer savings. We recommend avoiding averaging data across entire metering or trend data periods as this eliminates some of the important and intricate changes over a metered period that should be considered in the savings analysis. The day-type methodology is referenced in the Uniform Methods Project (UMP) Compressed Air Evaluation protocol¹ and also used by the Department of Energy’s Air Master Tool to estimate savings.²
- For projects where system level data are not available, but utility data are available from the customer and the measure represents more than 10 to 20% of the site’s total monthly metered energy use we recommend incorporating these data into the analysis to calculate savings. This could take the form of an International Performance Measurement and Verification Protocol (IPMVP) Option C Whole Building analysis or as a reference to benchmark results or calibrate savings models. When used appropriately, billing data, along with weather or production data, can be used to calculate a weather/production-normalized regression for baseline and post-period energy use—this provides a simplified analysis approach that results in more robust energy savings estimates versus those from a building modeling software tool, such as eQuest.

¹ National Renewable Energy Laboratory. (NREL; Benton, Nathanael; Patrick Burns, and Joel Zahlan). 2021. *Chapter 22: Compressed Air Evaluation Protocol. The Uniform Methods Project: Methods for Determining Energy Efficiency Savings for Specific Measures*. NREL/SR-7A40-77820. <https://www.nrel.gov/docs/fy21osti/77820.pdf>.

² Office of Energy Efficiency & Renewable Energy. 2014. “Advanced Manufacturing: AIRMaster+”. <https://www.energy.gov/eere/amo/articles/airmaster>.

Custom O&M

- For compressed air leak savings projects, we recommend using the system leak-down test as highlighted in the UMP Compressed Air Protocol to estimate the combined loss (cfm) of compressed air leaks. The PDC can use this approach in the pre- and post-case to estimate the effect of leak fixes in the system. In cases where the system leak-down test is impractical, The PDC should estimate flow by measuring compressor power and correlating this to flow using Compressed Air and Gas Institute (CAGI) sheets or standard flow tables. Compressor power should be measured during nonproduction periods and all non-leak air consumption should be discounted from the data to determine actual leak volume. Lastly, the most accurate approach is to measure actual flow rate in the pre- and post-nonproduction periods and discount for any non-leak air users. Installing flow meters can sometimes be invasive and prove impractical and, hence, the two prior methods are more common approaches. Ultrasonic leak detectors are good for identifying leaks and estimating savings at a high level; however, the three approaches detailed above provide a more accurate way of estimating leak loss.
- We recommend Energy Trust standardize the approach used to determine air-leak savings for the program. Our analysis found that the PDCs used different methodologies to adjust leak rates and to calculate savings for each of these projects, which resulted in different savings estimates. In some cases, the PDCs derated leak savings by 50% from the ultrasonic leak detectors and in other cases they did not. If pre- and post-metered data are not available, standardize the approach to using findings from the ultrasonic leak detector and adjust accordingly to reflect compressor flow during nonproduction periods.
- We recommend the program require the PDCs use nonproprietary models for energy savings estimation or alternatively provide any data collected and used in the energy savings analysis.

Streamlined Industrial

- **Lighting:** We recommend the program use light loggers more frequently to determine lighting hours of use and occupancy sensor savings for projects with significant electricity savings (i.e., greater than 500,000 kWh) and those projects that also have occupancy sensors. This will provide more accurate energy savings estimates.
- **Lighting:** If light loggers cannot be installed at a project or in sensitive spaces due to customer concerns, location, or space use, we recommend the project documentation include clear hours of use calculations and the source of information (i.e., Monday through Friday, 6:00 a.m. to 5:00 p.m., based on an interview with the site contact).
- **Lighting:** We recommend the program apply a uniform approach to calculate HVAC interactive effects across all lighting projects. Upgrades to LED lights generally result in an increase in electricity savings through cooling savings and an increase in gas or electric consumption due to additional heating requirements. Energy Trust should apply a standardized approach to calculate interactive effects across all lighting projects in the program to ensure these effects are

accounted for appropriately. Lighting-related HVAC interactive effects are also covered in the UMP Commercial and Industrial Lighting Evaluation Protocol.³

- **Lighting:** We recommend the program require proof of space-use change or alteration and light levels for retrofit projects that use a light power density (LPD) methodology. Documentation could include pre- and post-retrofit space photos, calculations of lumens per square foot, narrative background on the need for increased or decreased lighting levels, and existing and as-built electrical drawings.
- **Small Industrial:** We recommend following a uniform approach to calculate gas savings using the virtual grower calculator. For some projects, the PDC claimed the full savings amount resulting from the virtual grower, and for some greenhouse projects, the PDC adjusted savings down by 20%. The calculator should be used uniformly across all projects. If there is a concern about the calculator overestimating savings, we recommend adjusting the assumptions and inputs within the calculator rather than making a universal adjustment to the final savings values.
- **Small Industrial:** For some large irrigation projects involving gasket replacements, Cadmus observed that Energy Trust adjusted savings down to account for a cap on the maximum incentive that can be offered. Savings were therefore reduced by 90% to reflect the approved incentive value. This adjustment was done after the project was approved and added to the database. As such, Energy Trust adjusted savings by applying a negative savings value in the database to reduce the original savings that were input in the database. We recommend developing a uniform process to make these adjustments during the project review to avoid having to adjust the database once projects are finalized. This will also allow for consistencies in the application of the adjustment. Furthermore, if the deemed savings values used are overestimating savings at larger gasket quantities, we recommend reviewing the assumptions that go into the calculation of the deemed savings values and adjusting accordingly the assumptions and inputs to fix the issue rather than making an adjustment to savings values in the database.
- **Small Industrial:** For small industrial projects that rely on MADs for estimating savings, we recommend including all project files used to develop savings estimates. These files should not include hardcoded numbers for savings results.
- **Small Industrial:** MAD 200 v2 states "steam systems must operate year-round, at all hours" but does not specify if allows for idling or turndown. The incentive application only has a field for "operates year-round". Cadmus recommends adding language to clarify year-round operation requirements.

³ National Renewable Energy Laboratory (NREL; Gowans, Dakers). 2013. *Chapter 2: Commercial and Industrial Lighting Evaluation Protocol. The Uniform Methods Project: Methods for Determining Energy Efficiency Savings for Specific Measures*. . NREL/SR-7A30-53827. <https://www.energy.gov/sites/prod/files/2013/11/f5/53827-2.pdf>

Strategic Energy Management

- The in-depth interviews with site contacts confirmed that the COVID-19 pandemic affected facilities participating in SEM in a variety of ways. Some of these impacts may be long-lasting, and many of the energy intensity models, as they stand now, could provide inaccurate forecasts of baseline energy consumption in future program years. We recommend reviewing the effects of COVID-19 at each facility to determine if projects require re-baselining and new energy intensity models once normal operations resume post pandemic.
- The Energy Trust SEM M&V Guidelines recommend sites use a 90-day or 12-month reporting period for claiming annual program savings. Energy Trust should consider formally testing how changes to the reporting period definition (months covered and length of the period) impacts the annual savings claimed for a variety of facility types. Savings rates may remain consistent across all 12 months for certain production sectors, but a formal investigation would provide guidance on which facilities may suffer from greater inaccuracies under this assumption. Additionally, Energy Trust should consider increasing the minimum reporting period length (90 days) for sites that have only monthly energy consumption observations.
- When higher-frequency energy consumption data, such as daily data, are available for building the energy intensity models, we recommend interacting production variables with indicators at known change points to reduce modeling error and improve observed nonlinearity between energy drivers and energy consumption. Change points should be driven by knowledge of the facility to avoid overfitting.
- In addition to the plots of model residuals over time and against fitted values, Energy Trust should require that projects provide plots of model residuals versus each independent variable included in the model. These plots will aid in verification of energy models and enable the evaluator to provide more specific recommendations to improve modeling.
- Energy Trust should work with implementers to improve and standardize documentation of any savings adjustments made due to capital projects occurring during baseline and engagement periods. Project workbooks or reports should clearly describe how any adjustments are made and show these calculations in one standardized location within these documents (preferably during the final savings calculation for capital projects occurring during the engagement period).
- When SEM facilities diverge from IPMVP Option C for claiming energy savings due to their SEM engagement and Energy Trust uses a bottom-up approach to estimate savings, we recommend improving the process by providing some additional detail on measures to more closely align with the approach used for custom projects. Providing more substantial supporting documentation such as trend data, photos, and specification sheets can help in determining energy savings of the measures.
- To assist with future qualitative assessments of SEM savings, we recommend requiring sites to include the expected energy savings generated from major SEM projects as part of the

opportunity register to increase the accuracy of realization rate adjustments based on these activities.

- We recommend Energy Trust add additional clarification to the *Energy Trust Industrial Impact Evaluation Policies* to address SEM facility closures. Energy Trust should treat each SEM facility closure on an individual basis and consider savings based on the measure list in the opportunity register. For instance, if the measures in the register are related to capital measures, then Energy Trust should follow a similar approach to how custom project facility closures are handled. However, if measures are predominantly behavioral, Cadmus recommends that these projects are addressed as measure removals considering the unlikelihood of behavioral measures saving energy if the facility resumes operation.

Other Recommendations

This section covers recommendations that apply to the overall program and not to a specific track. These recommendations focus on overarching opportunities to improve the program.

Metering Periods

We recommend the program use a minimum metering period of two weeks. Two weeks is typically enough to capture a full production cycle, but this is also dependent on the type of equipment, production schedule, seasonality, weather, and other factors. For example, HVAC systems may require longer intervals or multiple metering periods to characterize operation in the shoulder months. The PDCs should take these dependencies into consideration whenever metering.

Demand Savings Calculations

- **Develop Demand Methodology to Report Savings**

The peak multiplier method currently employed by Energy Trust to estimate demand savings is not sufficiently rigorous to accurately account for demand impacts. Cadmus recommends that Energy Trust develop methods to report peak demand savings for each custom and prescriptive project in future program years. Utilities throughout the country have already performed extensive work to characterize peak demand savings estimates. We recommend that Energy Trust examine demand savings methods employed in technical reference manuals for comparable states and utilities. Energy Trust can use this information to begin developing a database of peak coincidence factors for prescriptive measures and identify more rigorous methods to calculate demand impacts from custom measures.

The effort to characterize peak demand savings is made even more urgent by recent events—a record-breaking heat wave in June 2021 that resulted in heavy air conditioning loads on the electric grid as well as Oregon House Bill 2021 to decarbonize the electric grid by 2040. At the same time, there are local and national efforts to decarbonize transportation and space and water heating that will result in continued increases in electric demand. Reliable estimates of peak demand savings achieved through Energy Trust’s programs will be critical to future integrated resource planning efforts.

Operations

- For Energy Trust projects with multiple program tracks, we recommend Energy Trust assign one PE number for each program track. For example, PE16768 had two measures: one in the custom capital track and another in the custom O&M track. Cadmus sampled at the project and track level, and in this case, sampled the measure associated with the custom O&M track. Cadmus evaluated the savings of the measure in the custom capital track as part of the convenience sample. Assigning one PE number for each program track will help distinguish between the savings associated with the two tracks, aiding with sampling at the track level and confidence and precision calculations.
- We recommend Energy Trust clearly specify program projects that are located on the same site by assigning unique site IDs for each site. In the 2020 program data, projects located at the same address did not always have the same site ID. In some cases, this resulted in contacting sites on different occasions for the impact evaluation. Assigning a clear and unique ID per site will allow Energy Trust to filter for all projects at a specific site and reduce the amount of outreach to sites with multiple projects.
- We recommend creating a protocol that addresses projects that do not receive an incentive but still claim savings if the measure was influenced by the PDC. In some cases, the PDC may be supporting a customer with the implementation of projects, through this process it is possible for the customer to identify projects that did not go through the incentive process but were still implemented. Energy Trust could potentially claim savings for these projects if they are within a defined protocol and meet Energy Trust's criteria (for example: PE16768).
- We recommend updating the *Energy Trust Industrial Impact Evaluation Policies* (see Appendix C) to include guidance on how to address facility closures where SEM and custom O&M measures are implemented. Since these projects generally include behavioral measures, facility closures can significantly impact lifetime measure savings and revert energy savings achieved through SEM programs, additional training, and maintenance. For SEM and more behavior-related custom O&M projects, we recommend the evaluator determine when the facility was shut down and prorate the savings relative to the measure lifetime.
- We recommend that Energy Trust develop guidelines for the PDCs to compile and save all relevant project files for Energy Trust and the evaluators to use during the evaluation process. For the 2020 PE impact evaluation, Cadmus experienced an uptick in data requests and coordination with Energy Trust due to incomplete project files, incorrect or out-of-date files, or proprietary analysis files. Energy Trust staff did a great job coordinating with the PDCs to request all relevant files for the evaluation and were able to satisfy all data requests in a timely manner. This was a significant effort on the part of Energy Trust staff to support these data requests and moving forward it will be helpful to create guidelines for the PDCs to review and provide relevant project files.

Memo



To: Board of Directors

From: Erika Kociolek, Sr. Data & Business Intelligence Analyst
Eric Braddock, Sr. Technical Manager – Industry and Agriculture

Date: April 4, 2022

Re: Staff Response to 2020 Production Efficiency Impact Evaluation

The 2020 Production Efficiency impact evaluation demonstrates the program generated substantial energy savings and accurately estimated the majority of these savings, as evidenced by high realization rates.

Similar to the 2018-2019 Production Efficiency impact evaluation, for the 2020 Production Efficiency impact evaluation, the majority of data collection was done virtually due to the COVID-19 pandemic, although a few on-site visits took place as restrictions eased in the latter part of 2021.

The evaluator made a large number of program track-specific recommendations, along with several overall recommendations. Energy Trust program staff reviewed the recommendations and responded to each one in detail. For the custom and custom O&M tracks, Energy Trust program staff adjusted the program guide for these tracks in response to the evaluator's recommendations. For the SEM track, Energy Trust program staff is developing a performance tracking tool platform (energy modeling software), which will be used starting in 2023. This energy modeling software will make it easier for the program to implement some of the evaluator's recommendations, including providing plots to aid in verification of energy models and standardizing documentation of any energy savings adjustments made due to capital projects. Two of the evaluator's recommendations apply to Energy Trust planning and evaluation staff. In 2019, Energy Trust program staff and evaluation staff (with input from evaluators) developed impact evaluation guidelines, which ensure consistency in how evaluators handle issues such as production changes, measure removal, facility closures, customer non-participation in impact evaluations, and broad social and economic changes such as the 2009 recession and the COVID-19 pandemic. The evaluator recommended some small changes to these impact evaluation guidelines. Energy Trust evaluation staff agrees with the suggested changes and plan to update the guidelines. In addition, the evaluator recommended Energy Trust develop more rigorous methods to estimate demand savings. Energy Trust planning staff agree with this recommendation, but note that using more rigorous methods would require a number of organizational process and system updates. For now, Energy Trust planning staff is continuing to use more straightforward methods to estimate demand savings given the complexity of the required updates.

Energy Trust will not conduct a 2021 Production Efficiency impact evaluation. The main driver of this decision is that Energy Trust's business planning process identified that the Energy Trust evaluation team was projected to exceed its estimated capacity for work in 2022. In response, Energy Trust evaluation staff proposed cutting several projects, including the 2021 Production Efficiency impact evaluation. Energy Trust evaluation staff believes it is reasonable to not conduct a 2021 Production Efficiency impact evaluation given the program design and program offerings for the 2021 program year are extremely similar to those in prior years, the program implementers have remained the same, all prior program years (with the exception of 2015) have been evaluated, and overall program realization rates have been high and relatively stable. Any large / complex Production Efficiency project recognized in 2021 will be evaluated as part of the ongoing large / complex project impact evaluation process.

PINK PAPER

Irrigation Modernization Program

Market Transformation Assessment

Final Report

Submitted by Apex Analytics LLC

May 18, 2022



Executive Summary

This report presents findings from a review of Energy Trust of Oregon's Irrigation Modernization Program (IMP). Energy Trust contracted with Apex Analytics to conduct this review in order to understand the program's outcomes and potential from a market transformation perspective.

Irrigation modernization improvements can include transitioning from transporting water to farms through open canals to delivering pressurized water through pipes, improving monitoring and control capabilities, and other things. This transition has the potential to create opportunities for renewable generation since excess pressure in the pipes can be used to generate hydropower. There are also potential efficiency benefits since providing pressurized water would eliminate the need for farmers to pump water from ditches or ponds to irrigate their fields.

Through the IMP, Energy Trust works with the Farmers' Conservation Alliance (FCA) to support irrigation districts across Oregon in modernizing their irrigation systems. The program helps irrigation districts assess opportunities and develop comprehensive plans to modernize their systems. This analysis and support prepare districts to apply to the U.S. Department of Agriculture's Natural Resources Conservation Service (NRCS) and other potential partners that the FCA helps districts identify for funding to support modernization projects. FCA also provides communication support to help districts inform their members and other stakeholders about modernization. Energy Trust anticipates that this support will accelerate the process of modernization for irrigation districts.

The assessment addressed five research objectives related to the IMP:

- What are the key market progress indicators (MPIs) that show the program's progress toward market transformation? Are there MPIs that are currently not being collected?
- How is the IMP influencing the development and trajectory of irrigation modernization in: (1) Energy Trust's service territory; (2) Oregon and the western USA?
- What would the baseline and trajectory of irrigation modernization have been without the IMP?
- At what point will irrigation modernization be incorporated as a standard practice for irrigation districts?
- How can Energy Trust estimate energy savings from reduced on-farm pumping due to irrigation modernization?

Research Approach

Rather than seeking to influence individual purchases or practices of program participants, a market transformation program seeks to achieve a change in

practices more broadly. This evaluation took a market transformation-based approach, focused on tracking the program's progress toward those broader outcomes. Specifically, Apex conducted the following tasks:

- **Articulated program theory and developed MPIs:** Apex reviewed a wide range of documents related to program efforts and irrigation modernization more broadly and conducted interviews with Energy Trust and Farmers Conservation Alliance (FCA) program staff. We then developed a logic model describing the program's activities and desired outcomes and a set of MPIs to track the program's progress against those outcomes. We refined the program logic model and MPIs with input from Energy Trust staff.
- **Interviewed irrigation districts:** Apex interviewed 18 irrigation districts, with respondents segmented by their progress toward modernization, ranging from non-participants to districts that had completed large modernization projects.
- **Interviewed stakeholders:** Apex conducted seven interviews with organizations outside the program providing funding for irrigation modernization projects or otherwise involved in efforts to promote irrigation modernization in Oregon.

Key Findings

Market transformation programs seek to bring about lasting change in a market by helping market actors overcome barriers that prevent uptake of the targeted efficient product or practice. The IMP helps irrigation districts overcome barriers to modernization improvements in three ways:

- **By providing technical support and analysis to prioritize and scope modernization improvements.** Irrigation district managers are aware of the potential benefits of modernization, and some have made small-scale modernization improvements. District managers typically do not, however, have the capacity or technical resources to assess and prioritize the modernization opportunities in their districts and develop a comprehensive plan to address those opportunities. District managers valued the program's support in providing technical assistance and developing plans.
- **By providing communications support to the internal and external audiences impacted by modernization projects.** Program staff and interviewed stakeholders reported that a proactive manager and a supportive board were important to the success of an irrigation modernization project, and all of the interviewed district managers reported their boards were supportive of modernization. District managers reported a more mixed reception to modernization among water users. According to district managers, some water users recognize water saving and potential energy efficiency benefits

of modernization, while others are more concerned about costs or technical issues. District managers reported that external stakeholder attitudes toward modernization were also mixed, with general support from conservation groups but opposition from some property owners, primarily due to aesthetics of converting from canals to pipes.

- **By facilitating access to external funding sources to pay for modernization improvements.** The IMP both provides irrigation districts with support in accessing existing funding sources to pay for modernization improvements and, critically, works to expand the pool of available funding and support for irrigation modernization. The technical analysis and plans the program creates provide irrigation districts with information funders require, and the program helps districts identify potential funders and complete applications. By demonstrating the potential for irrigation modernization and creating a pipeline of viable modernization projects, the program has also helped capture funders' attention and increase the funding and support available for modernization. Most notably, interview findings suggest the program played a role in the reauthorization of a large federal funding program that supports irrigation modernization and in the allocation of program funds to Oregon.

Consistent with its six years of experience in the market, the IMP is meeting its short-term and medium-term MPIs, with districts engaging with the program and progressing through the process of creating Watershed Plans – the comprehensive documents needed to apply for funding to support installation of large-scale modernization improvements.

The program is beginning to achieve its long-term MPIs, with a small number of districts completing installation of in-conduit hydroelectric generation. Findings suggest hydroelectric generation faces additional barriers, beyond modernization improvements themselves, with district managers concerned about cost effectiveness and the prices they could receive for generated electricity.

Additionally, the program is working to develop a process to measure energy savings due to the reduced need for pumping on farms. Irrigation district managers see energy cost savings as a key benefit of modernization for their patrons. This report includes a proposed methodology for estimating pump energy savings.

Conclusions & Recommendations

Apex draws the following conclusions and associated recommendations from this research.

Conclusion 1: The IMP functions as a market transformation program, and its potential to expand available funding and support for irrigation modernization is central to its market transformation objectives. The scope of irrigation modernization projects is typically too large for an irrigation district to complete

independently in a timely and comprehensive way. As a result, the most effective way to meet the market transformation objective of generating market-wide adoption that will extend beyond the program’s support is to build a network of organizations and funders working to support irrigation modernization. The IMP has done this successfully by demonstrating the specific benefits of irrigation modernization projects and generating a pipeline of projects ready to receive available support. Most notably, these efforts contributed to the reauthorization of the NRCS Watershed Protection and Flood Prevention Program (PL 83-566) funding, which has supported large numbers of irrigation modernization projects in Oregon and other states.

- **Recommendation 1: Energy Trust and FCA should continue to build relationships with stakeholder organizations and encourage increased support for irrigation modernization.** The program should continue working to identify funders and organizations whose missions align with the many energy and non-energy benefits of irrigation modernization and encourage them to support modernization efforts with funding or technical support. Broadening the range of organizations providing support can help ensure resources are available that align with the unique needs of each irrigation district.

Conclusion 2: Energy savings are an important benefit of modernization improvements. The potential to reduce energy consumption from on-farm pumping was one of the most frequently cited benefits of irrigation modernization for irrigation districts. District managers saw energy savings as a clear benefit for their patrons, allowing them to use funds that would have gone to energy costs in other ways, with further positive effects for the local economy. There is also potential that districts would need to choose between energy savings benefits and hydroelectric generation. Installing in-conduit generation could reduce water pressure, and some district managers indicated they were inclined to prioritize providing pressurized water over installing generation capabilities.

- **Recommendation 2: Energy Trust should continue to develop an approach to claim energy savings from irrigation modernization.** Adopting a high-level energy savings methodology, like the one described in Section 5, could help Energy Trust better capture the benefits of irrigation modernization. To the extent irrigation districts must choose between delivering pressurized water to farms or using it for hydroelectric generation, a methodology to claim energy savings could help ensure Energy Trust benefits from all of the modernization projects it supports. Pump energy savings are also a compelling benefit for program communications to address.

MEMO

To: Board of Directors
From: Phil Degens, Sarah Castor and Dave Modal
Date: 5/20/2022
Re: Staff response to The Irrigation Modernization Program Market Transformation Assessment

A major goal of the Irrigation Modernization Program (IMP) Market Transformation (MT) Assessment was to determine if the IMP qualified as a MT program. Using interviews, document review and development of a formal logic model, the report findings support the concept of IMP being engaged in market transformation. The irrigation infrastructure market that IMP is transforming is different from your standard consumer product market. However, many other market transformation programs have worked in nonstandard markets. Many of these MT programs have developed a market-funded organization that has a role similar to that of the Farmers Conservation Alliance, that continue many of a program's support functions and are an integral part of the MT exit strategy. An example of this is the regional commissioning effort that led to the creation of the Building Commissioning Association.

Energy Trust plans on monitoring IMP's market progress using the market progress indicators identified in this study and reporting the results in 2024. . Energy Trust is planning to further develop the energy savings methodology proposed in the report in 2023. This will enable Energy Trust to obtain an estimate of irrigation pumping savings that are achieved by pressurizing the irrigation pipes at an irrigation district level and claim those savings.

Tab 3

2023 Strategic Guidance for Staff

We can expect 2023 to provide a dynamic and difficult-to-predict operating environment for Energy Trust as we innovate and build on our customer and market successes. Inflation, supply chain and labor market challenges are likely to continue, with the possibility of reduced economic growth or even recession. Below are the five strategic plan focus areas from Energy Trust's 2020-2024 Strategic Plan.

This document is intended to provide you with guidance on issues we should prepare for or reserve time to address in business planning, action planning and budget development for 2023.

Strategic Plan Focus Area 1: Engaging Customers

Our priority for our efficiency efforts is to engage customers to create an adequate volume of savings, which for electric savings would be consistent with current projections and for gas savings would be a significant increase. This must take into consideration the needs of customers who have been historically underserved by Energy Trust; serving these customers may look different than previous acquisition strategies. For renewable generation, our priority is to meet our legislative obligations to better support customers with lower incomes and expand our support for distribution system connected technologies.

- Align proposed electricity savings for 2023 with our current projections and prepare to expand our gas savings by up to 50% over the next three years.
- Scale and expand renewable generation efforts to support customers with lower incomes and expand the types of technologies we promote.
- Reduce or eliminate barriers for customers who have not worked with our programs before by continuing to take a customer-first approach to developing and rolling out new offers and by leveraging market insights, community input and relationships with community-based organizations to increase brand awareness and build trust.
- Increase the use of community engagement as a key strategy for informing program design and co-delivering offers for customers we have not served or are seeking to serve more effectively.
- Evaluate DEI activities that have reached a certain level of maturity (for example, the Community Partner Funding, our Trade Ally recruitment, etc.) for effectiveness to understand which activities should continue and which we should abandon or modify.
- **Generally** staff should dedicate about 70% of their time on traditional, tested or proven approaches and techniques and about 30% of their time on new approaches or techniques with greater uncertainty. This guidance would particularly apply to how our programs are delivered, our outreach and marketing efforts, relationship development, etc.

Strategic Plan Focus Area 2: Supporting Utilities

Utilities are facing challenging demands from their customers, regulators and policymakers. Load flexibility, decarbonization and equity are significant issues they are engaged in and that intersect in dynamic ways with our work.

- Within our mission and existing policy framework, align our program offerings and customer service with our fuel neutrality policy to support customer fuel choice decisions.
- Work with utilities to plan for our role in reducing carbon (Climate Protection Program, electric carbon plans, dual-fuel systems, customer fuel choice, possibly electric vehicles).

- Develop and execute a strategy to support multiple targeted load management and system demand management projects.
- Develop effective and efficient systems with utilities to coordinate budgeting, action planning, program planning and implementation. This may include asking utilities to engage differently and adjusting how we coordinate with them.

Strategic Plan Focus Area 3: Informing Policymakers

The policy landscape continues to be highly dynamic and unpredictable. We must closely monitor and be ready to quickly adapt to policy changes that will have a direct impact on how Energy Trust operates. This landscape is certain to be impacted by the state and national elections this November, including the open contest for Oregon governor.

- Communicate and collaborate internally and with our partners so that they are familiar with our activities and limitations and so that we will be prepared to spring into action when new regulation, policy or legislation calls upon us to do so.
- Respond to new policy initiatives from the OPUC, legislature, federal, state or local government as they become ripe for response (and to assess when that is).
- Respond to changes in governance and evolving opportunities related to climate, flexible load, social justice and other related issues.
- Increase efforts toward identifying and promoting projects that appeal to policymakers.

Strategic Plan Focus Area 4: Delivering Multiple Benefits

Increased demands on our organization with greater focus beyond system benefits will require us to leverage our core work more effectively through new funding opportunities and increased partnerships.

- Be prepared to address the pending influx of significant levels of federal funding, including by helping ODOE and other entities to distribute those funds.
- Develop and deploy a process for opportunity intake, evaluation, pursuit and implementation.
- Align systems and processes across Energy Trust to enable growth of these new opportunities.
- Build and scale the infrastructure needed to develop partnerships necessary to better engage customers we have historically underserved. This includes relationships with community action agencies and community-based organizations.

Strategic Plan Focus Area 5: Adapting to Change

Given the high level of volatility and uncertainty in our operating environment, we need to continue enhancing our ability to quickly and effectively respond to changes and opportunities.

- Focus on letting the changes we've already implemented mature, not on planning or engaging in major new initiatives.
- Increased gas savings projections and other needs may result in requests for new staff – more than usual – and business plans should reflect the resources needed to on-board new staff.
- We are likely to encounter more unanticipated opportunities, requests or activities in 2023 than in recent years. Plan to spend more time evaluating workloads as new priorities emerge and discuss how lower priority items can be scaled back or stopped.
- Explore more efficient and more effective ways to deliver existing programs and “running the business” activities.

Tab 4

Finance Committee Meeting Notes

May 27, 2:00 p.m.

Board Attending by teleconference: Susan Brodahl (Chair), Anne Root, Henry Lorenzen (ex officio); Peter Therkelsen, Silvia Tanner

Staff attending by teleconference: Pati Presnail (Staff Liaison), Amanda Potter, Amber Cole, Cheryle Easton, Debbie Menashe, Greg Stokes, Jay Ward, Melanie Bissonnette, Michelle Spampinato Michael Colgrove, Steve Lacey, Tracy Scott

Others in attendance: Scott Simpson, Moss Adams

Chair Susan Brodahl called the meeting to order at 2:00 p.m.

Financial Results

Chris Dunning presented a summary of the April 2022 financial results and staff provided answers for the Committee's clarifying questions. Discussion focused on revenue and expense performance versus budget, and the accumulation of net assets which is typical for this time of year.

Financial Statement Footnote Table Error

Chris also noted that there was an immaterial typographical error in one of the year-end financial statement footnotes. Moss Adams partner Scott Simpson gave additional context and noted that the financial statements had been reissued with the error corrected. Chris and Scott discussed new control measures to be put in place to mitigate this risk in the future. The corrected financial statements will be re-posted and communicated to the OPUC.

New Single Audit Process Federal Grants

Scott Simpson from Moss Adams presented the New Single Audit Process that will be conducted for 2021 Federal Grants in 2022.

Debrief of May 18th Board Discussion of Strategic Guidance of 2023 Business Plan and 2023-2024 Action Plans and Budgets

Mike followed up with the Committee to seek any additional feedback the Committee to include in the staff's report to the full board at the July 20, 2022 board meeting.

Annual Review of Report on Contractors Receiving more than \$400,000

Debbie Menashe informed the Committee that Board policy on contract execution provides that staff shall report to a committee of the board on all instances in which Energy Trust has paid more than \$500,000 to an individual contractor in a given calendar year. In 2020, the board's Policy Committee asked staff to report additionally on all instances in which Energy Trust has paid more than \$400,000 to an individual contractor as well.

Staff provided the 2021 report to committee members and answered the Committee's clarifying questions.

Adjourn Meeting

Susan adjourned the meeting at 4:00 p.m.

Next meeting is June 30, 2022

PINK PAPER

May 2022 Financial Statements

Net Assets

Net Assets by funding source have increased by \$38 million since the beginning of the year. The increase in net assets is typical for this time of year, as revenues are high in the first five months, and incentive expenditure is much lower this time of year compared to the end of year. Additionally, revenue is higher than planned, and expenditures are lower than planned. See subsequent pages for further analysis.

Funding Source	Beginning of Year Net Assets	Current Year Net Income	Distributed Investment Income	Transfers	Ending Net Assets at end of this period
PGE	20,494,453	11,676,844	23,590		32,194,887
PAC	7,177,344	12,463,767	12,013		19,653,124
NWN - Industrial	1,606,503	246,402	1,550		1,854,454
NWN	1,054,572	8,699,055	4,841		9,758,468
Cascade Natural Gas	2,789,024	1,410,544	3,130		4,202,698
Avista Gas	297,798	1,408,517	898		1,707,213
OPUC Efficiency	33,419,693	35,905,129	46,022		69,370,844
PGE	13,669,114	316,933	12,387		13,998,434
PAC	5,838,301	1,150,398	5,746		6,994,445
OPUC Renewables	19,507,415	1,467,331	18,133		20,992,879
Washington	544,288	82,639	525		627,451
LMI	(1,274)	1,110	(1)		(165)
Community Solar	108,524	49,065	119		157,709
PGE Storage	21,942	2,139	21		24,101
PGE Inverter	-	(2,240)	(1)		(2,241)
NWN Geo TLM Phase 3	95,482	331,100	234		426,816
NREL Program	-	(22,970)	(10)		(22,980)
SALMON Program	-	-	-		-
FEMA Program	-	(3,634)	(2)		(3,635)
Development	404,946	(24,464)	352		380,833
Total Other Net Assets	1,173,907	412,746	1,237	-	1,587,890
Craft3 Loans	2,300,000				2,300,000
Operational Contingency	4,982,803		10,215		4,993,018
Emergency Contingency	3,000,000				3,000,000
Total Contingency	10,282,803	-	10,215	-	10,293,018
Investment Income		74,603	(74,603)		
Total Net Assets	64,383,818	37,859,809	1,003	-	102,244,630

Revenue

Overall, revenue from utilities is above budget for the year by 1.9%. For the current month, revenue from utilities is above budget by 2.4%. The NWN variance is due to how payments on the NWN Geo TLM funding were applied upon receipt in 2021 – in lieu of having detailed payment statements from NWN, the NWN Geo TLM funding payments were applied to the general NWN funding source, with the correction applied in 2022 causing the period actual to appear below budget. PGE Storage has been impacted by supply chain constraints, which have slowed incentive payments. NWN – Industrial payments received to date are aligned with the payment timing in the funding agreement, with an additional \$2M payment expected in July. For PGE and Cascade, cooler temperatures resulted in higher revenues. Additionally, PGE had a 4% rate increase in January and another 3.6% rate increase in May.

Funding Source	Current Period				Year to Date			
	Actual	Approved Budget	Variance	Pct	Actual	Approved Budget	Variance	Pct
PGE Efficiency	\$ 6,649,558	\$ 6,594,090	\$ 55,468	0.84%	\$ 36,976,956	\$ 37,160,810	\$ (183,854)	-0.49%
PGE Renewables	\$ 796,690	\$ 713,460	\$ 83,230	11.67%	\$ 4,915,810	\$ 3,976,170	\$ 939,640	23.63%
Total PGE	\$ 7,446,248	\$ 7,307,550	\$ 138,698	1.90%	\$ 41,892,765	\$ 41,136,980	\$ 755,785	1.84%
PAC Efficiency	\$ 4,392,086	\$ 4,355,530	\$ 36,556	0.84%	\$ 26,707,429	\$ 25,342,090	\$ 1,365,339	5.39%
PAC Renewables	\$ 492,448	\$ 486,540	\$ 5,908	1.21%	\$ 3,321,058	\$ 2,694,500	\$ 626,558	23.25%
Total PAC	\$ 4,884,534	\$ 4,842,070	\$ 42,464	0.88%	\$ 30,028,488	\$ 28,036,590	\$ 1,991,898	7.10%
NWN - Industrial	\$ -	\$ -	\$ -		\$ 1,500,000	\$ 2,010,529	\$ (510,529)	-25.39%
NWN	\$ 2,321,467	\$ 2,689,783	\$ (368,316)	-13.69%	\$ 16,736,623	\$ 17,565,414	\$ (828,791)	-4.72%
Cascade Natural Gas	\$ 349,825	\$ 200,976	\$ 148,849	74.06%	\$ 2,373,893	\$ 2,027,485	\$ 346,408	17.09%
Avista Gas	\$ 411,941	\$ 411,941	\$ (0)	0.00%	\$ 2,059,705	\$ 2,059,706	\$ (1)	0.00%
NWN Washington	\$ -	\$ -	\$ -		\$ 1,050,291	\$ 1,050,291	\$ (0)	0.00%
LMI	\$ 491	\$ -	\$ 491		\$ 1,963	\$ -	\$ 1,963	
Community Solar	\$ 33,473	\$ 28,700	\$ 4,773	16.63%	\$ 185,376	\$ 191,515	\$ (6,139)	-3.21%
PGE Storage	\$ 11,645	\$ 41,830	\$ (30,184)	-72.16%	\$ 39,324	\$ 209,148	\$ (169,824)	-81.20%
PGE Inverter	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
NWN Geo TLM Phase 3	\$ 429,464	\$ -	\$ 429,464		\$ 429,464	\$ 214,732	\$ 214,732	100.00%
NREL Program	\$ -	\$ -	\$ -		\$ 12,000	\$ -	\$ 12,000	
SALMON Program	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
FEMA Program	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
Development	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
Investment Income	\$ 16,337	\$ 17,333	\$ (996)	-5.75%	\$ 74,603	\$ 86,667	\$ (12,063)	-13.92%
Total Company	\$ 15,905,424	\$ 15,540,183	\$ 365,241	2.35%	\$ 96,384,494	\$ 94,589,056	\$ 1,795,438	1.90%

Expenses

This table shows spending by type of expenditure compared to budget. Of the total underspending of \$17.5 million, 73% is incentives across the organization, and 9% is program delivery. Additional incentive expense detail is available on the next page.

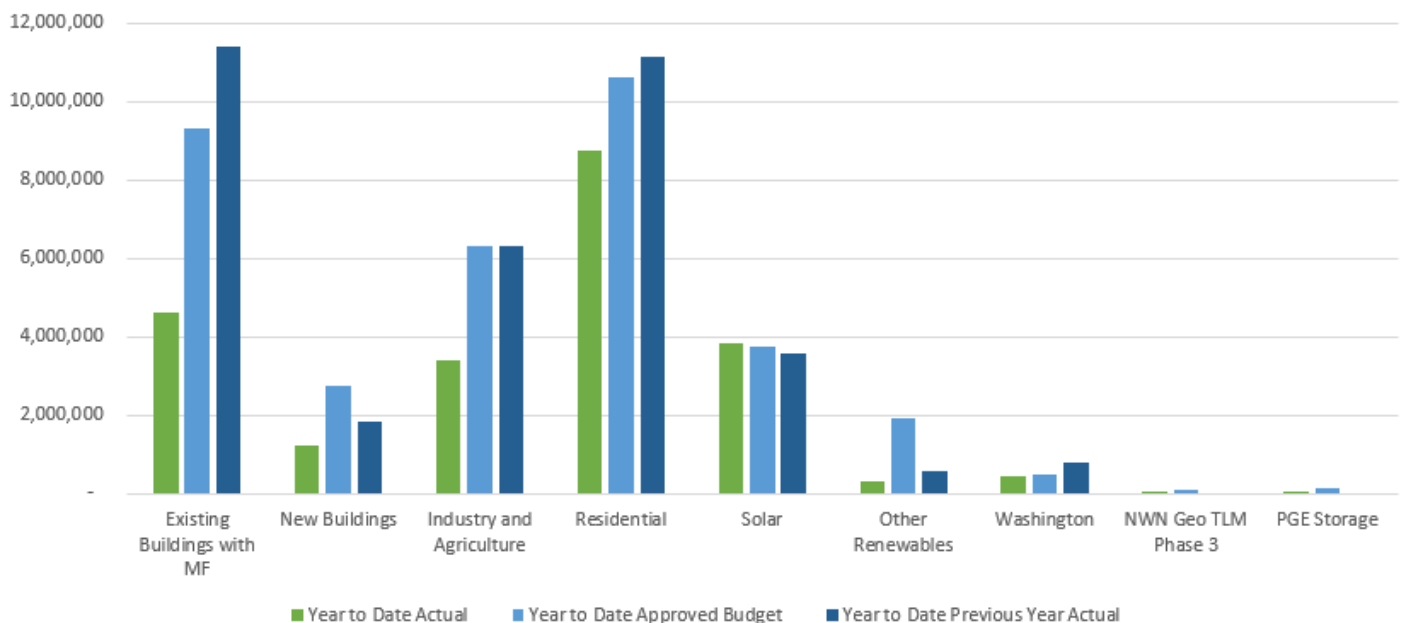
	Period to Date		Budget	Pct	Share of
	Actual	Budget			
Incentives	22,621,806	35,388,956	(12,767,150)	-36%	73%
Program Delivery Contractors	23,176,932	24,716,028	(1,539,096)	-6%	9%
Employee Salaries & Fringe Benefits	7,245,667	7,578,445	(332,778)	-4%	2%
Agency Contractor Services	618,867	1,151,910	(533,043)	-46%	3%
Planning and Evaluation Services	1,203,868	1,704,623	(500,756)	-29%	3%
Advertising and Marketing Services	1,201,263	1,688,194	(486,931)	-29%	3%
Other Professional Services	1,493,526	2,509,583	(1,016,057)	-40%	6%
Travel, Meetings, Trainings & Conferences	45,286	147,399	(102,114)	-69%	1%
Dues, Licenses and Fees	102,398	120,874	(18,476)	-15%	0%
Software and Hardware	191,519	353,313	(161,794)	-46%	1%
Depreciation & Amortization	136,546	107,143	29,403	27%	0%
Office Rent and Equipment	457,474	458,394	(920)	0%	0%
Materials Postage and Telephone	26,558	56,229	(29,672)	-53%	0%
Miscellaneous Expenses	2,977	4,792	(1,814)	-38%	0%
Expenditures	58,524,685	75,985,884	(17,461,199)	-23%	

Incentives Detail

Incentives year to date are 36% below budget. Some variance to budget is due to timing – the beginning of 2021 saw unusually high incentive spending in relation to the full year and the 2022 incentive payment timing assumptions were based on these trends, which did not repeat. Additionally, market forces like supply chain issues and cost increases as well as lingering impacts from FY21 budget mitigation plans have collectively impacted the incentive pipeline, pushing incentive payment projections later into FY22. More information will be available with the quarterly report and forecast dashboard.

	Year to Date	Year to Date	Variance	Pct Variance	Year to Date	Year to Date
	Actual	Approved Budget			Previous Year	Previous Year
		Budget			Actual	Approved Budget
Existing Buildings with MF	4,615,626	9,321,549	(4,705,922)	-50.48%	11,396,830	11,216,554
New Buildings	1,211,979	2,763,340	(1,551,361)	-56.14%	1,833,657	1,619,049
Industry and Agriculture	3,387,626	6,302,530	(2,914,904)	-46.25%	6,328,414	7,490,785
Residential	8,740,970	10,635,337	(1,894,366)	-17.81%	11,122,877	10,328,904
OPUC Efficiency	17,956,202	29,022,755	(11,066,554)	-38.13%	30,681,777	30,655,292
Solar	3,845,194	3,749,812	95,382	2.54%	3,571,629	3,415,977
Other Renewables	321,523	1,905,682	(1,584,159)	-83.13%	561,714	1,194,731
OPUC Renewables	4,166,717	5,655,494	(1,488,777)	-26.32%	4,133,342	4,610,707
Washington	454,663	473,183	(18,520)	-3.91%	796,551	783,085
NWN Geo TLM Phase 3	34,224	112,524	(78,300)	-69.59%	-	-
PGE Storage	10,000	125,000	(115,000)	-92.00%	-	37,500
Total Company	22,621,806	35,388,956	(12,767,150)	-36.08%	35,611,671	36,086,585

Incentives v. Budget and Prior Year
Month-End May 2022



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.

Contingent liabilities as of May 31, 2022, are as follows:

Efficiency Incentive commitments to be paid in the future	39,800,000
Renewables Incentive commitments to be paid in the future	24,900,000
Estimated In-force contracts for delivery and operations, to be paid in the future	69,918,000
Total contingent liabilities for future commitments	134,618,000

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).

The administrative and program support costs under OPUC oversight are at 6.4% of revenue, within the 8% of revenue cap, and at a 28% increase over the prior year. Administrative costs in the first half of 2021 were lower than average due to reduced marketing activity, vacant positions, and vacation balance utilization, causing the comparison to be so dramatic.

Staffing costs under OPUC oversight are 10.7% higher than 2021, over the 9% increase cap. This is due to the rise in the unused vacation liability, which is expected to taper off.

We continue to manage administrative and staffing costs to an annual year-over-year increase that will not exceed the approved percentage.

Administrative and Program Support		less than 8% of revenue		6.4% OK			
		less than 10% increase over prior year		28.0% Over			
Employee Salaries and Fringe		less than 9% increase over prior year		10.7% Over			
Details	YTD 2022	YTD 2021	Y/Y Change				
Revenue	94,591,474	87,362,563					
Administrative and Program Support	6,063,392	4,736,096	28.0%				
Percent of Revenue	6.41%	5.4%					
Employee Salaries and Fringe Benefits	6,888,250	6,223,845	0.106751531				
	2022			2021			
	PUC Grant Funded Total	Program Costs	Administrative and Program Support	PUC Grant Funded Total	Program Costs	Administrative and Program Support	
Incentives	22,122,919	22,122,919	-	34,815,120	34,815,120	-	
Program Delivery Subcontracts	22,888,820	22,888,820	-	21,775,548	21,775,548	-	
Employee Salaries & Fringe Benefits	6,888,250	3,295,039	3,593,211	6,223,845	2,957,198	3,266,647	
Agency Contractor Services	594,371	284,606	309,765	627,900	353,678	274,222	
Planning and Evaluation Services	1,195,637	1,183,748	11,890	918,356	915,246	3,110	
Advertising and Marketing Services	1,179,563	247,659	931,905	397,495	221,345	176,151	
Other Professional Services	1,446,206	1,132,833	313,373	1,309,779	1,052,563	257,216	
Travel, Meetings, Trainings & Conferences	44,588	-	44,588	19,183	0	19,183	
Dues, Licenses and Fees	80,396	-	80,396	92,429	0	92,429	
Software and Hardware	186,031	-	186,031	238,530	0	238,530	
Depreciation & Amortization	129,673	-	129,673	130,719	0	130,719	
Office Rent and Equipment	434,342	-	434,342	404,003	0	404,003	
Materials Postage and Telephone	25,306	-	25,306	23,273	0	23,273	
Miscellaneous Expenses	2,912	-	2,912	12,539	0	12,539	
TOTAL FUNCTIONAL EXPENSE	57,219,014	51,155,622	6,063,392	66,988,719	62,090,698	4,736,096	
TOTAL REVENUE	94,591,474	-	-	87,362,563	-	-	
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.41%			5.42%	
Program Support and Administrative cost as Percent Change versus Last Year			28.03%			0.00%	

Cash and Investment Status

Account	Current Year May	Prior Year May
Umpqua Bank Checking + Repurchase Account	\$ 76,503,838	\$ 46,590,549
First Interstate Bank Repurchase Account	\$ 32,337,989	\$ 32,256,712
First Interstate Bank Checking Account	\$ 9,990	\$ 10,000
Petty Cash	\$ 300	\$ 300
Total Cash and Cash Equivalents	\$ 108,852,117	\$ 78,857,561
Investments		
Total Cash and Investments	\$ 108,852,117	\$ 78,857,561



Balance Sheet

	Year to Date		Year to Date		Year to Date		Year to Date		One Month Change	YTD Change
	May2022	April2022	December2021	May2021						
Cash	\$ 108,852,117	\$ 100,989,826	\$ 75,475,434	\$ 78,857,561	\$ 7,862,291	\$ 33,376,682				
Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Accounts Receivable	\$ 197,110	\$ 154,967	\$ 3,957,122	\$ 177,735	\$ 42,143	\$ (3,760,012)				
Prepaid	\$ 875,129	\$ 930,945	\$ 461,368	\$ 777,495	\$ (55,817)	\$ 413,760				
Advances to Vendors	\$ 794,780	\$ 1,589,560	\$ 2,171,668	\$ 758,430	\$ (794,780)	\$ (1,376,888)				
Current Portion Note Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Current Assets	\$ 110,719,135	\$ 103,665,298	\$ 82,065,593	\$ 80,571,220	\$ 7,053,838	\$ 28,653,542				
Fixed Assets	\$ 6,140,041	\$ 6,140,341	\$ 6,059,949	\$ 5,915,296	\$ (300)	\$ 80,091				
Depreciation	\$ (5,544,944)	\$ (5,517,976)	\$ (5,408,398)	\$ (5,220,510)	\$ (26,968)	\$ (136,546)				
Net Fixed Assets	\$ 595,097	\$ 622,365	\$ 651,551	\$ 694,787	\$ (27,268)	\$ (56,455)				
Other Assets	\$ 2,974,601	\$ 2,967,230	\$ 3,022,134	\$ 2,867,327	\$ 7,371	\$ (47,533)				
Assets	\$ 114,288,833	\$ 107,254,892	\$ 85,739,278	\$ 84,133,334	\$ 7,033,941	\$ 28,549,554				
Accounts Payable and Accruals	\$ 8,074,953	\$ 5,019,715	\$ 17,825,751	\$ 6,186,716	\$ 3,055,238	\$ (9,750,798)				
Deposits Held for Others	\$ 25,000	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ -				
Salaries, Taxes, & Benefits Payable	\$ 1,547,421	\$ 1,408,481	\$ 977,562	\$ 1,454,493	\$ 138,940	\$ 569,859				
Deferred/Unearned Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Current Liabilities	\$ 9,647,374	\$ 6,453,196	\$ 18,828,313	\$ 7,641,208	\$ 3,194,178	\$ (9,180,938)				
Long Term Liabilities	\$ 2,397,832	\$ 2,406,865	\$ 2,527,148	\$ 2,523,117	\$ (9,033)	\$ (129,316)				
Liabilities	\$ 12,045,206	\$ 8,860,062	\$ 21,355,461	\$ 10,164,325	\$ 3,185,145	\$ (9,310,254)				
Net Assets	\$ 102,244,630	\$ 98,394,831	\$ 64,383,818	\$ 73,969,009	\$ 3,849,799	\$ 37,860,812				

Energy Trust of Oregon
Income Statement - Actual and YTD Budget Comparison
For the Period Ending May2022
Total Company , All (departments) and All Funding Sources



	Period to Date			Year to Date			Full Year
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance	Budget
Revenue from Utilities	15,414,014	15,452,320	(38,306)	95,641,765	93,886,995	1,754,770	202,906,807
Contract Revenue	474,582	70,530	404,052	666,163	615,395	50,769	1,216,686
Grant Revenue	491	-	491	1,963	-	1,963	-
Investment Income	16,337	17,333	(996)	74,603	86,667	(12,063)	208,000
Revenue	15,905,424	15,540,183	365,241	96,384,494	94,589,056	1,795,438	204,331,493
Incentives	4,837,867	7,212,313	(2,374,446)	22,621,806	35,388,956	(12,767,150)	121,453,704
Program Delivery Contractors	4,723,114	4,941,138	(218,024)	23,176,932	24,716,028	(1,539,096)	60,323,540
Employee Salaries & Fringe Benefits	1,455,138	1,535,700	(80,562)	7,245,667	7,578,445	(332,778)	18,307,899
Agency Contractor Services	109,276	220,222	(110,946)	618,867	1,151,910	(533,043)	2,693,463
Planning and Evaluation Services	253,817	340,925	(87,107)	1,203,868	1,704,623	(500,756)	4,091,096
Advertising and Marketing Services	220,369	292,583	(72,214)	1,201,263	1,688,194	(486,931)	3,742,000
Other Professional Services	249,411	492,938	(243,527)	1,493,526	2,509,583	(1,016,057)	5,962,651
Travel, Meetings, Trainings & Conferences	14,481	28,110	(13,629)	45,286	147,399	(102,114)	346,170
Dues, Licenses and Fees	33,624	22,432	11,192	102,398	120,874	(18,476)	277,897
Software and Hardware	36,211	70,663	(34,451)	191,519	353,313	(161,794)	850,350
Depreciation & Amortization	26,968	20,927	6,040	136,546	107,143	29,403	246,408
Office Rent and Equipment	90,928	91,679	(751)	457,474	458,394	(920)	1,100,146
Materials Postage and Telephone	5,379	10,646	(5,267)	26,558	56,229	(29,672)	130,750
Miscellaneous Expenses	45	958	(913)	2,977	4,792	(1,814)	11,500
Expenditures	12,056,628	15,281,235	(3,224,607)	58,524,685	75,985,884	(17,461,199)	219,537,575
Operating Net Income	3,848,796	258,948		37,859,809	18,603,172		(15,206,081)

Total Expenditures Programs By Funding Source
Actual For the Year to Date Period Ending May2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NWN	Cascade Natural Gas	Avista Gas
Existing Buildings	15,156,113	8,429,959	3,436,084	616,981	2,234,042	290,630	148,416
Multi-Family	21,378	11,953	4,848	871	3,086	410	210
New Buildings	4,659,825	2,691,581	1,283,207	21,913	552,489	95,362	15,272
NEEA Commercial	1,288,066	633,798	478,128	-	128,266	32,674	15,201
Commercial Sector	21,125,383	11,767,291	5,202,268	639,765	2,917,883	419,077	179,099
Industry and Agriculture	9,416,596	4,838,780	3,768,589	613,833	124,484	46,562	24,347
NEEA - Industrial	21,724	12,383	9,341	-	-	-	-
Industry and Agriculture Sector	9,438,320	4,851,163	3,777,930	613,833	124,484	46,562	24,347
Residential	17,678,235	7,680,772	4,508,410	-	4,666,345	413,938	408,770
NEEA Residential	2,207,539	1,000,885	755,054	-	328,855	83,772	38,973
Residential Sector	19,885,774	8,681,657	5,263,464	-	4,995,200	497,710	447,743
OPUC Efficiency	50,449,477	25,300,112	14,243,662	1,253,598	8,037,568	963,349	651,188
Solar	5,628,618	4,060,764	1,567,854	-	-	-	-
Other Renewables	1,140,919	538,113	602,806	-	-	-	-
OPUC Renewables	6,769,537	4,598,877	2,170,660	-	-	-	-
OPUC Programs	57,219,014	29,898,988	16,414,322	1,253,598	8,037,568	963,349	651,188
Washington	967,652	-	-	-	-	-	-
Community Solar	136,310	-	-	-	-	-	-
PGE Storage	37,184	-	-	-	-	-	-
LMI	853	-	-	-	-	-	-
NWN Geo TLM Phase 3	98,364	-	-	-	-	-	-
NREL Program	34,970	-	-	-	-	-	-
FEMA Program	3,634	-	-	-	-	-	-
PGE Inverter Development	2,240	-	-	-	-	-	-
Development	24,464	-	-	-	-	-	-
Total Company	58,524,685	29,898,988	16,414,322	1,253,598	8,037,568	963,349	651,188

Total Expenditures Programs By Funding Source
 Approved Budget For the Year to Date Period Ending May2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NWN	Cascade Natural Gas	Avista Gas
Existing Buildings	21,697,291	10,260,613	5,794,882	1,282,252	2,809,302	947,508	602,733
Multi-Family	30,593	14,442	8,156	1,817	3,981	1,343	854
New Buildings	6,412,954	3,791,911	1,934,672	35,806	534,485	85,526	30,553
NEEA Commercial	1,682,688	656,050	494,915	-	387,190	98,625	45,909
Commercial Sector	29,823,525	14,723,016	8,232,624	1,319,875	3,734,958	1,133,002	680,049
Industry and Agriculture	12,997,909	6,597,531	4,877,874	998,842	276,567	154,692	92,403
NEEA - Industrial	15,445	8,804	6,642	-	-	-	-
Industry and Agriculture Sector	13,013,354	6,606,335	4,884,516	998,842	276,567	154,692	92,403
Residential	20,569,329	7,365,565	6,458,044	-	5,412,704	513,529	819,488
NEEA Residential	2,117,431	1,114,193	840,532	-	118,480	30,179	14,048
Residential Sector	22,686,760	8,479,758	7,298,576	-	5,531,183	543,708	833,536
OPUC Efficiency	65,523,640	29,809,109	20,415,716	2,318,717	9,542,709	1,831,402	1,605,988
Solar	5,943,274	4,035,784	1,907,489	-	-	-	-
Other Renewables	2,870,316	1,829,900	1,040,417	-	-	-	-
OPUC Renewables	8,813,590	5,865,684	2,947,906	-	-	-	-
OPUC Programs	74,337,230	35,674,793	23,363,622	2,318,717	9,542,709	1,831,402	1,605,988
Washington	1,045,039	-	-	-	-	-	-
Community Solar	161,616	-	-	-	-	-	-
PGE Storage	196,566	-	-	-	-	-	-
NWN Geo TLM Phase 3	245,432	-	-	-	-	-	-
Total Company	75,985,884	35,674,793	23,363,622	2,318,717	9,542,709	1,831,402	1,605,988

For contracts with costs through: 6/1/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			14,348,211	9,448,706	4,899,505		
Communications							
Communications Total:			5,100,168	2,764,341	2,335,828		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	19,790,410	23,075,956	1/1/2020	8/1/2025
Northwest Energy Efficiency Alliance	Regional EE Initiative Agrmt	Portland	33,662,505	33,569,081	93,424	1/1/2015	9/15/2022
TRC Environmental Corporation	2022 BE PMC	Windsor	16,795,582	5,887,425	10,908,157	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 Residential PMC	Austin	8,985,107	3,393,114	5,591,993	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 NBE PMC	Austin	6,167,249	2,363,198	3,804,051	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 Lighting PDC	Austin	3,813,275	1,643,992	2,169,283	1/1/2022	12/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC	Irvine	2,996,257	1,161,492	1,834,765	1/1/2022	12/31/2022
Energy 350 Inc	PE PDC 2022	Portland	2,897,853	1,061,039	1,836,814	1/1/2022	12/31/2022
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	2,260,254	943,533	1,316,721	1/1/2022	12/31/2022
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	1,158,629	922,371	1/1/2020	12/31/2024
Intel Corporation	EE Project Funding Agreement	Hillsboro	1,950,000	0	1,950,000	12/2/2021	4/30/2022
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	1,937,650	680,188	1,257,462	1/1/2022	12/31/2022
RHT Energy Inc.	PE PDC 2022	Medford	1,506,601	588,253	918,348	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 Retail PDC	Austin	1,400,625	522,538	878,087	1/1/2022	12/31/2022
Craft3	Manufactured Home Pilot Loan	Portland	1,000,000	0	1,000,000	9/20/2018	9/20/2033
CLEAResult Consulting Inc	2022 Residential PMC-PILOTS	Austin	552,275	103,864	448,411	1/1/2022	12/31/2022
TRC Environmental Corporation	2022 BE DSM PMC	Windsor	516,227	147,206	369,021	1/1/2022	12/31/2022
Craft3	Loan Funding for EE Projects	Portland	500,000	500,000	0	1/1/2021	9/30/2025
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Evergreen Economics	2022 RES Oregon Oversample	Portland	479,685	39,525	440,160	3/24/2021	12/31/2022
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	420,000	152,662	267,338	7/1/2021	6/30/2024
TRC Environmental Corporation	2022 BE NWN WA PMC	Windsor	385,060	128,777	256,283	1/1/2022	12/31/2022
SBW Consulting, Inc.	2020 EB Impact Evaluation	Bellevue	375,000	369,696	5,304	8/12/2021	6/30/2022
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	356,500	299,299	57,202	1/1/2020	12/31/2022
The Cadmus Group LLC	2020 PE Impact Evaluation	Portland	355,800	349,690	6,110	3/30/2021	8/1/2022
Illume Advising, LLC	CAP Survey	Verona	355,000	75,760	279,240	2/23/2022	12/31/2022
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
Ekotrop, Inc.	ModelingSoftware for NC	Boston	275,000	204,536	70,465	1/21/2020	12/31/2022
CLEAResult Consulting Inc	2022 Residential PMC-WA	Austin	257,924	88,617	169,307	1/1/2022	12/31/2022
SBW Consulting, Inc.	Measure Development Support	Bellevue	215,000	104,445	110,555	5/1/2021	12/31/2022
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	210,025	24,359	185,666	1/21/2022	8/31/2023
CLEAResult Consulting Inc	2022 Residential PMC-CustSvc	Austin	207,797	74,558	133,239	1/1/2022	12/31/2022
ADM Associates, Inc.	2022_23 Fast Feedback Survey	Seattle	197,800	40,520	157,280	3/1/2022	6/30/2024
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	160,000	13,157	146,843	1/1/2022	12/31/2023
ADM Associates, Inc.	NB Process Evaluation	Seattle	153,000	28,499	124,501	3/15/2022	7/31/2023
Battelle Memorial Institute	PNNIL Services Agreement		140,142	140,142	0	5/9/2019	9/30/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	130,000	36,000	94,000	1/25/2022	12/31/2022
Verde	DHP Installation Program	Portland	130,000	63,987	66,013	1/1/2022	12/31/2022
CLEAResult Consulting Inc	HE Assessment Tool	Austin	115,000	65,000	50,000	12/16/2021	12/31/2022
LD Consulting LLC	BL Consulting Services		105,000	0	105,000	4/27/2022	1/31/2023
Evergreen Economics	DHP Controls Research Project	Portland	99,000	98,990	10	12/22/2020	7/31/2022
Apex Analytics LLC	NH Impact Evaluation	Boulder	98,000	24,318	73,683	2/1/2022	12/31/2022
Community Energy Project, Inc.	MF Outreach Services	Portland	95,000	43,450	51,550	3/1/2022	3/31/2023
TRC Engineers Inc.	2022 EPS New Const PDC-WA	Irvine	89,162	31,222	57,940	1/1/2022	12/31/2022
Johnson Consulting Group LLC	Res Process Evaluation	Frederick	85,000	82,769	2,231	8/27/2021	5/31/2022
FMYI, INC	Subscription Agreement	Portland	83,650	83,650	0	4/25/2016	2/1/2023
INCA Energy Efficiency, LLC	Intel Mega Projects Eval	Grinnell	55,000	51,398	3,602	8/1/2019	7/1/2022
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	18,661	36,339	1/1/2018	12/31/2022
Earth Advantage, Inc.	RealEstate Engagement	Portland	53,950	37,390	16,560	1/1/2021	12/31/2022
Home Work Development LLC	NZF Grant Agreement		51,000	10,000	41,000	2/10/2022	3/31/2023
MWA Architects Inc.	NZF Grant Agreement		51,000	0	51,000	2/9/2022	12/31/2022
Anchor Blue LLC	Resource Assessment Model	Vancouver	50,000	14,840	35,160	1/1/2022	12/31/2022
The Cadmus Group LLC	3 LG NB Impact Evaluation	Portland	49,000	32,103	16,897	1/1/2022	10/31/2022
Theodore Blaine Light III	Planning Consulting		45,000	10,350	34,650	1/1/2022	12/31/2022
Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Boulder	44,000	3,385	40,615	4/1/2022	3/30/2023
E Source Companies LLC	Membership Agreement	Boulder	41,682	41,682	0	12/17/2021	12/31/2022
The Cadmus Group Inc.	PE Large Complex Impact Eval	Watertown	40,000	20,023	19,978	11/1/2019	12/31/2022
EVALUCREE	Energy Assessment Services		40,000	10,800	29,200	2/1/2022	12/31/2022
African American Alliance for Homeownership	CommunityProgramImplementation	Portland	40,000	20,000	20,000	1/1/2021	12/31/2022
Northwest Energy Efficiency Council	Tool Lending Library	Seattle	38,750	38,750	0	1/1/2022	12/31/2022
Pinnacle Economics Inc	2022 Economic Impact Study	Camas	34,350	14,750	19,600	2/1/2022	7/31/2022
Grady Britton, Inc	RES Content Campaign		28,000	0	28,000	4/22/2022	4/23/2023
RStudio PBC	Software License Agreement		27,773	0	27,773	6/5/2022	4/1/2023
Encolor LLC	ConsultingUnderrepresented Com		27,575	15,503	12,073	11/30/2021	12/31/2022
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2022
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	1,112	23,888	3/9/2022	3/8/2024
Encolor LLC	Eval Advisory Group Services		25,000	585	24,415	3/9/2022	3/8/2024
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	800	24,200	3/9/2022	3/8/2024
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	765	24,235	3/9/2022	3/8/2024
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	1,238	23,763	3/9/2022	3/8/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	1,470	23,530	3/9/2022	3/8/2024
Evergreen Economics	PGE Comm SmartThermostat eval	Portland	23,000	15,676	7,324	3/1/2022	9/1/2022
Seeds for the Sol	CPF RES Partner Services		15,000	3,457	11,543	2/1/2022	12/31/2022
Consortium for Energy Efficiency	2022 EquityBehaviorSponsorship	Boston	15,000	15,000	0	4/1/2022	12/31/2022
Alexander Salazar	NZEL Grant Agreement	Portland	12,000	12,000	0	12/3/2021	6/17/2022
GBD Architects Incorporated	NZEL Grant Agreement	Portland	12,000	12,000	0	12/17/2021	6/17/2022
Green Hammer, Inc	NZEL Grant Agreement	Portland	12,000	12,000	0	11/22/2021	6/17/2022
American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Washington	11,500	11,500	0	1/1/2022	12/31/2022
Community Energy Project, Inc.	Consultant Services	Portland	10,125	0	10,125	9/30/2021	10/1/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
ICF Resources, LLC	PE EB Umbrella Agreement	Fairfax	10,000	0	10,000	4/29/2022	12/31/2022
Northwest Earth Institute	EcoChallenge Service Agreement	Portland	10,000	0	10,000	3/7/2022	12/31/2022
Marlene McCallum	Coaching Services PA Cap*		5,225	5,225	0	10/6/2021	12/31/2022
New Buildings Institute	2022 New Gen Sponsorship	White Salmon	5,000	5,000	0	4/1/2022	12/31/2022
Robert Lowe	Personal Services SME Expert		5,000	0	5,000	2/11/2022	7/29/2022
Energy Efficiency Total:			139,355,301	77,415,051	61,940,250		
Joint Programs							
ADM Associates, Inc.	Fast Feedback	Seattle	182,000	180,854	1,146	4/16/2020	6/30/2022
Lake County Resources Initiative	Support for RE, EB, Solar PE	Lakeview	165,200	21,467	143,733	1/1/2022	12/31/2023
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	81,845	74,139	7,707	1/1/2017	12/31/2022
The Cadmus Group LLC	Solar Program Improvements	Portland	74,460	62,502	11,959	7/19/2021	6/30/2022
Apex Analytics LLC	Irrigation Modernization Study	Boulder	58,000	56,293	1,708	9/3/2021	7/31/2022
Infogroup Inc	Data License & Service Agmt	Papillion	25,278	24,681	596	2/4/2020	12/31/2022
Lake County Resources Initiative	OIT EA REDA Grant Agreement		17,730	0	17,730	4/26/2021	4/15/2023
Sherry Tran	DAC Consultant Services		17,525	11,469	6,056	1/1/2021	12/31/2022
Verde	Community Consulting Agreement	Portland	7,500	1,000	6,500	5/1/2021	12/31/2022
Susan Badger-Jones	DEI Consultant Services	Joseph	7,000	2,250	4,750	2/1/2021	12/31/2022
Environmental Leadership Program	RAY Fellowship Agreement		5,500	5,500	0	7/16/2021	7/15/2023
Bonneville Environmental Foundation	2021_22 WRECS SUB Agreement	Portland	3,325	3,325	0	10/31/2021	10/31/2022
Rebecca Descombes	DAC PA Agreement		3,000	1,125	1,875	9/30/2021	10/1/2022
Dolores Martinez	DAC PA Agreement		2,000	0	2,000	9/1/2021	12/31/2022
Indika Sugathadasa	DAC Consultant Services		500	500	0	3/1/2021	12/31/2022
Joint Programs Total:			650,863	445,104	205,759		
Renewable Energy							
Sunway 3, LLC	Prologis PV installation	Portland	3,405,000	2,964,146	440,854	9/30/2008	9/30/2028
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	2,050,500	949,500	9/4/2018	11/30/2023
Farmers Conservation Alliance	Irrigation Modernization	Hood River	2,000,000	1,546,495	453,505	4/1/2019	3/31/2023
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	1,000,000	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
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
Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Corvallis	827,000	827,000	0	6/24/2009	6/24/2029
Energy Assurance Company	Solar Verifier Services	Milwaukie	745,000	623,625	121,375	10/15/2020	10/14/2022
Old Mill Solar, LLC	Project Funding Agmt	Bly, OR	490,000	490,000	0	5/29/2015	5/28/2030
Deschutes Valley Water District	Opal Springs Hydro Project	Madras	450,000	450,000	0	1/1/2018	4/1/2040
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
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

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
City of Gresham	City of Gresham Cogen 2	Gresham	350,000	334,523	15,477	4/9/2014	7/9/2034
CLEAResult Consulting Inc	2022 Residential PMC-SOLAR	Austin	291,456	62,882	228,574	1/1/2022	12/31/2022
American Microgrid Solutions LLC	RE Feasibility Analysis	Easton	207,500	197,800	9,700	11/18/2019	7/30/2022
Solar Oregon	Solar Education & Outreach	Portland	161,315	142,030	19,285	12/15/2019	6/30/2022
Faraday Inc	Software Services Subscription	Burlington	144,000	126,000	18,000	1/15/2019	12/14/2022
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Craft3	NON-EEAST OBR Svc Agrmt	Portland	135,000	135,000	0	1/1/2018	12/31/2022
Clean Power Research, LLC	License & Services Agreement	Napa	121,648	121,648	0	7/1/2021	6/30/2022
Oregon Solar Energy Industries Association	Solar soft costs install price	Portland	110,640	98,408	12,232	12/21/2018	3/31/2022
Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Enterprise	106,392	83,074	23,318	8/1/2021	8/1/2023
TRC Engineers Inc.	2022 EPS New Const Solar	Irvine	96,582	32,112	64,470	1/1/2022	12/31/2022
Site Capture LLC	SiteCapture Subscription	Austin	96,000	81,000	15,000	2/1/2018	1/31/2023
Clean Power Research, LLC	WattPlan Software	Napa	93,800	93,800	0	11/17/2017	6/30/2022
City of Hillsboro	Project Funding Agreement	Hillsboro	85,000	85,000	0	6/8/2020	12/31/2040
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
University of Oregon	REDA Grant Agreement	Eugene	50,000	0	50,000	2/1/2022	2/3/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	46,400	3,990	42,410	4/1/2022	3/30/2023
Clean Energy States Alliance	Memorandum of Understanding	Montpelier	39,500	39,500	0	7/1/2021	6/30/2022
Oregon Solar Energy Fund	Workforce Trainings	Portland	33,000	17,657	15,343	4/16/2021	6/30/2022
Verde	Solar Ambassadors for OR Comm	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
African American Alliance for Homeownership	Solar Ambassadors Project	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	25,000	25,000	0	10/11/2021	7/30/2023
University of Oregon	UofO SRML Sponsorship	Eugene	25,000	24,999	1	2/3/2022	3/8/2023
Farmers Conservation Alliance	Grant Agreement	Hood River	24,755	0	24,755	4/1/2022	3/31/2023
Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Portland	24,500	24,500	0	12/17/2021	12/31/2022
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
GuildQuality Inc.	TA Feedback Dashboard License		24,000	6,000	18,000	12/1/2021	12/31/2022
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	0	24,000	4/1/2022	1/31/2023
Unite Oregon	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Adelante Mujeres	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Solar Oregon	Solar Ambassadors Project	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
Community Energy Project, Inc.	Solar Ambassadors Outreach	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
Oregon Solar Energy Fund	Solar Career Expo 2022	Portland	10,000	10,000	0	1/1/2022	12/31/2022
Renewable Energy Total:			26,309,025	20,236,703	6,072,322		
Grand Total:			185,763,569	110,309,905	75,453,664		
Contracts without Incentives Total:			162,263,076	92,344,905	69,918,171		
Renewable Energy Incentives Total:			23,500,493	17,965,000	5,535,493		
Energy Efficiency Incentives Total:			0	0	0		

For contracts with costs through: 6/1/2022

Complete List of Contracts Grouped by Size

Contracts in effect on May 31, 2022 including those contracts executed for 2022 and beyond and excluding contracts completed prior to this date

Grouping by Contract Size	Dollars	Number of Contracts	Distribution of Dollars	Distribution of Count
Over \$500K	\$166,774,118	32	90%	11%
From \$400K to \$500K	\$4,619,685	10	2%	3%
Under \$400K	\$14,369,765	245	8%	85%
Total	\$185,763,569	287		

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	42,866,366	Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Energy Efficiency	1/1/2020	8/1/2025
Over \$500K	33,662,505	Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Energy Efficiency	1/1/2015	9/15/2022
Over \$500K	16,795,582	TRC Environmental Corporation	2022 BE PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	11,343,292	G&I VII Five Oak Owner LLC	Office Lease - 421 SW Oak	Administration	11/21/2011	12/31/2025
Over \$500K	8,985,107	CLEAResult Consulting Inc	2022 Residential PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	6,167,249	CLEAResult Consulting Inc	2022 NBE PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	3,813,275	CLEAResult Consulting Inc	2022 Lighting PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	3,405,000	Sunway 3, LLC	Prologis PV installation	Renewable Energy	9/30/2008	9/30/2028
Over \$500K	3,100,000	Grady Britton, Inc	Media Buying Agreement	Communications	1/1/2021	12/31/2022
Over \$500K	3,000,000	Clean Water Services	Project Funding Agreement	Renewable Energy	11/25/2014	11/25/2039
Over \$500K	3,000,000	City of Salem	Biogas Project - Willow Lake	Renewable Energy	9/4/2018	11/30/2023
Over \$500K	2,996,257	TRC Engineers Inc.	2022 EPS New Const PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,897,853	Energy 350 Inc	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,260,254	Cascade Energy, Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,081,000	Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Energy Efficiency	1/1/2020	12/31/2024
Over \$500K	2,000,000	Farmers Conservation Alliance	Irrigation Modernization	Renewable Energy	4/1/2019	3/31/2023
Over \$500K	1,950,000	Intel Corporation	EE Project Funding Agreement	Energy Efficiency	12/2/2021	4/30/2022
Over \$500K	1,937,650	Cascade Energy, Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,800,000	Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Renewable Energy	11/15/2019	9/30/2041
Over \$500K	1,550,000	Oregon Institute of Technology	Geothermal Resource Funding	Renewable Energy	9/11/2012	9/11/2032
Over \$500K	1,506,601	RHT Energy Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,400,625	CLEAResult Consulting Inc	2022 Retail PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,000,000	Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Renewable Energy	10/25/2012	10/25/2027
Over \$500K	1,000,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over \$500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over \$500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039
Over \$500K	850,000	Klamath Falls Solar 2 LLC	PV Project Funding Agreement	Renewable Energy	7/11/2016	7/10/2041
Over \$500K	827,000	Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Renewable Energy	6/24/2009	6/24/2029
Over \$500K	745,000	Energy Assurance Company	Solar Verifier Services	Renewable Energy	10/15/2020	10/14/2022
Over \$500K	552,275	CLEAResult Consulting Inc	2022 Residential PMC-PILOTS	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	516,227	TRC Environmental Corporation	2022 BE DSM PMC	Energy Efficiency	1/1/2022	12/31/2022
From \$400K to \$500K	500,000	Craft3	Loan Funding for EE Projects	Energy Efficiency	1/1/2021	9/30/2025
From \$400K to \$500K	500,000	Craft3	Loan Agreement	Energy Efficiency	1/1/2018	12/31/2027
From \$400K to \$500K	490,000	Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Renewable Energy	5/29/2015	5/28/2030
From \$400K to \$500K	480,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	2/1/2024
From \$400K to \$500K	479,685	Evergreen Economics	2022 RES Oregon Oversample	Energy Efficiency	3/24/2021	12/31/2022
From \$400K to \$500K	450,000	Deschutes Valley Water District	Opal Springs Hydro Project	Renewable Energy	1/1/2018	4/1/2040
From \$400K to \$500K	450,000	City of Medford	750kW Combined Heat & Power	Renewable Energy	10/20/2011	10/20/2031
From \$400K to \$500K	450,000	City of Pendleton	Pendleton Microturbines	Renewable Energy	4/20/2012	4/20/2032
From \$400K to \$500K	420,000	Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Energy Efficiency	7/1/2021	6/30/2024
From \$400K to \$500K	400,000	Three Sisters Irrigation District	TSID Funding Agreement	Renewable Energy	1/1/2018	12/31/2038
Under \$400K	393,825	Prophix. Inc	Budget Tools Cloud Services	Administration	9/27/2019	6/1/2022
Under \$400K	385,060	TRC Environmental Corporation	2022 BE NWN WA PMC	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	375,000	SBW Consulting, Inc.	2020 EB Impact Evaluation	Energy Efficiency	8/12/2021	6/30/2022
Under \$400K	356,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2022
Under \$400K	355,800	The Cadmus Group LLC	2020 PE Impact Evaluation	Energy Efficiency	3/30/2021	8/1/2022
Under \$400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034
Under \$400K	355,000	Illume Advising, LLC	CAP Survey	Energy Efficiency	2/23/2022	12/31/2022
Under \$400K	350,000	City of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under \$400K	328,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2022
Under \$400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
Under \$400K	291,456	CLEAResult Consulting Inc	2022 Residential PMC-SOLAR	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	275,000	Ekotrop, Inc.	ModelingSoftware for NC	Energy Efficiency	1/21/2020	12/31/2022
Under \$400K	270,900	ThinkShout, Inc.	Web Design & Dev Agreement	Communications	1/1/2022	12/31/2022
Under \$400K	257,924	CLEAResult Consulting Inc	2022 Residential PMC-WA	Energy Efficiency	1/1/2022	12/31/2022

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	218,240	Paladin Risk Management, Ltd	Cert Tracking & License Svc	Administration	9/1/2015	10/1/2022
Under \$400K	215,000	SBW Consulting, Inc.	Measure Development Support	Energy Efficiency	5/1/2021	12/31/2022
Under \$400K	210,025	Cascade Energy, Inc.	Subscription Services Agreement	Energy Efficiency	1/21/2022	8/31/2023
Under \$400K	207,797	CLEARresult Consulting Inc	2022 Residential PMC-CustSvc	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	207,500	American Microgrid Solutions LLC	RE Feasability Analysis	Renewable Energy	11/18/2019	7/30/2022
Under \$400K	205,723	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	1/31/2018	1/30/2023
Under \$400K	197,800	ADM Associates, Inc.	2022_23 Fast Feedback Survey	Energy Efficiency	3/1/2022	6/30/2024
Under \$400K	182,000	ADM Associates, Inc.	Fast Feedback	Joint Programs	4/16/2020	6/30/2022
Under \$400K	175,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2022
Under \$400K	165,200	Lake County Resources Initiative	Support for RE, EB, Solar PE	Joint Programs	1/1/2022	12/31/2023
Under \$400K	161,315	Solar Oregon	Solar Education & Outreach	Renewable Energy	12/15/2019	6/30/2022
Under \$400K	160,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2023
Under \$400K	153,000	ADM Associates, Inc.	NB Process Evaluation	Energy Efficiency	3/15/2022	7/31/2023
Under \$400K	144,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2022
Under \$400K	143,000	City of Astoria	Bear Creek Funding Agreement	Renewable Energy	3/24/2014	3/24/2034
Under \$400K	140,142	Battelle Memorial Institute	PNNIL Services Agreement	Energy Efficiency	5/9/2019	9/30/2022
Under \$400K	135,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2022
Under \$400K	130,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2022
Under \$400K	130,000	Verde	DHP Installation Program	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	122,247	Encore Business Solutions (USA)	GP Annual Enhancement	Administration	9/14/2011	8/31/2022
Under \$400K	121,648	Clean Power Research, LLC	License & Services Agreement	Renewable Energy	7/1/2021	6/30/2022
Under \$400K	115,000	CLEARresult Consulting Inc	HE Assessment Tool	Energy Efficiency	12/16/2021	12/31/2022
Under \$400K	112,688	Allstream Business US Inc	Internet Services	Administration	9/22/2017	1/1/2023
Under \$400K	110,640	Oregon Solar Energy Industries Association	Solar soft costs install price	Renewable Energy	12/21/2018	3/31/2022
Under \$400K	108,760	Prophix, Inc	Budget Tools Master Agreement	Administration	9/27/2019	9/26/2022
Under \$400K	106,392	Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Renewable Energy	8/1/2021	8/1/2023
Under \$400K	105,000	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2023
Under \$400K	100,000	Metafile Information Systems	Software Solutions Contract	Administration	6/10/2022	3/1/2024
Under \$400K	100,000	CDW Direct, LLC	Blanket PO	Administration	1/1/2022	12/31/2022
Under \$400K	100,000	Dell Marketing LP.	Blanket PO	Administration	1/1/2022	12/31/2022
Under \$400K	99,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2022
Under \$400K	99,000	Evergreen Economics	DHP Controls Research Project	Energy Efficiency	12/22/2020	7/31/2022
Under \$400K	98,000	Apex Analytics LLC	NH Impact Evaluation	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	96,582	TRC Engineers Inc.	2022 EPS New Const Solar	Renewable Energy	1/1/2022	12/31/2022

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	96,000	Site Capture LLC	SiteCapture Subscription	Renewable Energy	2/1/2018	1/31/2023
Under \$400K	95,000	Community Energy Project, Inc.	MF Outreach Services	Energy Efficiency	3/1/2022	3/31/2023
Under \$400K	93,800	Clean Power Research, LLC	WattPlan Software	Renewable Energy	11/17/2017	6/30/2022
Under \$400K	92,837	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2023
Under \$400K	89,162	TRC Engineers Inc.	2022 EPS New Const PDC-WA	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	85,700	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2023
Under \$400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under \$400K	85,000	Johnson Consulting Group LLC	Res Process Evaluation	Energy Efficiency	8/27/2021	5/31/2022
Under \$400K	85,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2022
Under \$400K	83,650	FMYI, INC	Subscription Agreement	Energy Efficiency	4/25/2016	2/1/2023
Under \$400K	81,845	Structured Communications Systems, Inc.	ShoreTel Phone System Install	Joint Programs	1/1/2017	12/31/2022
Under \$400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under \$400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under \$400K	74,460	The Cadmus Group LLC	Solar Program Improvements	Joint Programs	7/19/2021	6/30/2022
Under \$400K	72,830	Professional Business Development Group	ConsultingMWESB/SDV Contractor	Communications	1/1/2022	12/31/2022
Under \$400K	70,000	Colehour & Cohen	Multicultural Mktg Toolkit	Communications	9/13/2021	7/31/2022
Under \$400K	60,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	58,000	Apex Analytics LLC	Irrigation Modernization Study	Joint Programs	9/3/2021	7/31/2022
Under \$400K	55,342	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2022
Under \$400K	55,000	INCA Energy Efficiency, LLC	Intel Mega Projects Eval	Energy Efficiency	8/1/2019	7/1/2022
Under \$400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2022
Under \$400K	53,950	Earth Advantage, Inc.	RealEstate Engagement	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	51,700	IZO Public Relations	Rinde Mas Better Business Camp	Communications	5/1/2022	12/31/2022
Under \$400K	51,000	Home Work Development LLC	NZF Grant Agreement	Energy Efficiency	2/10/2022	3/31/2023
Under \$400K	51,000	MWA Architects Inc.	NZF Grant Agreement	Energy Efficiency	2/9/2022	12/31/2022
Under \$400K	50,000	University of Oregon	REDA Grant Agreement	Renewable Energy	2/1/2022	2/3/2024
Under \$400K	50,000	Anchor Blue LLC	Resource Assessment Model	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	49,000	The Cadmus Group LLC	3 LG NB Impact Evaluation	Energy Efficiency	1/1/2022	10/31/2022
Under \$400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2022
Under \$400K	46,400	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/30/2023
Under \$400K	45,000	Theodore Blaine Light III	Planning Consulting	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	45,000	NAMC Oregon	EB Dev Pathway & Consulting	Communications	7/1/2021	12/31/2022
Under \$400K	44,100	Moss Adams LLP	2021 Audit	Administration	12/1/2021	12/31/2022

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	44,000	Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Energy Efficiency	4/1/2022	3/30/2023
Under \$400K	43,260	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	4/30/2023
Under \$400K	43,000	Latino Built Association for Contractors	TA Outreach & Consulting	Communications	1/1/2022	12/31/2022
Under \$400K	42,000	Alliance Compensation LLC	Compensation Research Analysis	Administration	6/30/2021	12/31/2022
Under \$400K	41,682	E Source Companies LLC	Membership Agreement	Energy Efficiency	12/17/2021	12/31/2022
Under \$400K	41,496	Tri-Met	2021-22 Universal Fare Pass	Administration	9/1/2021	8/31/2022
Under \$400K	41,388	Wahl and Associates LLC	CFO Search	Communications	12/3/2021	7/30/2022
Under \$400K	40,000	The Cadmus Group Inc.	PE Large Complex Impact Eval	Energy Efficiency	11/1/2019	12/31/2022
Under \$400K	40,000	Portland HR Solutions, Inc.	HR Consulting Services	Administration	4/1/2022	3/31/2024
Under \$400K	40,000	EVALUCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	40,000	African American Alliance for Homeownership	CommunityProgramImplementat ion	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2021	6/30/2022
Under \$400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2022
Under \$400K	38,750	Northwest Energy Efficiency Council	Tool Lending Library	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	38,019	Consortium for Energy Efficiency	CEE 2022 Dues	Administration	3/17/2022	12/31/2022
Under \$400K	35,345	Theresa M. Hagerty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	10/15/2022
Under \$400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2022
Under \$400K	34,480	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	1/30/2023
Under \$400K	34,350	Pinnacle Economics Inc	2022 Economic Impact Study	Energy Efficiency	2/1/2022	7/31/2022
Under \$400K	33,937	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	1/6/2023
Under \$400K	33,000	Oregon Solar Energy Fund	Workforce Trainings	Renewable Energy	4/16/2021	6/30/2022
Under \$400K	30,000	Verde	Solar Ambassadors for OR Comm	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	30,000	African American Alliance for Homeownership	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	28,000	Grady Britton, Inc	RES Content Campaign	Energy Efficiency	4/22/2022	4/23/2023
Under \$400K	27,773	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2023
Under \$400K	27,575	Encolor LLC	ConsultingUnderrepresented Com	Energy Efficiency	11/30/2021	12/31/2022
Under \$400K	27,500	Sarah Noll Wilson, Inc	EFW Manager Training Services	Administration	3/15/2022	10/30/2022
Under \$400K	26,000	Xenium Resources	HR Consulting Agreement	Administration	4/1/2022	4/30/2023
Under \$400K	25,278	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2022
Under \$400K	25,000	Magneto Advertising, LLC	Business Lighting Marketing	Communications	3/1/2022	6/30/2022
Under \$400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	25,000	SBW Consulting, Inc.	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Sustainable Northwest	Community Outreach Services	Communications	4/1/2022	12/31/2022

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	25,000	Encolor LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Arnold Cushing LLC	PE REDA Grant Agreement	Renewable Energy	10/11/2021	7/30/2023
Under \$400K	25,000	Bridgetown Printing Company	Printing Blanket PO's NWN	Communications	1/1/2022	12/31/2022
Under \$400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	University of Oregon	UofO SRML Sponsorship	Renewable Energy	2/3/2022	3/8/2023
Under \$400K	24,755	Farmers Conservation Alliance	Grant Agreement	Renewable Energy	4/1/2022	3/31/2023
Under \$400K	24,500	Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Renewable Energy	12/17/2021	12/31/2022
Under \$400K	24,125	Robert Migliori	42kW wind energy system	Renewable Energy	4/11/2007	1/31/2024
Under \$400K	24,000	GuildQuality Inc.	TA Feedback Dashboard License	Renewable Energy	12/1/2021	12/31/2022
Under \$400K	24,000	CuraLinc Healthcare	EAP Agreement	Administration	1/1/2022	9/30/2024
Under \$400K	24,000	Bonneville Environmental Foundation	Comm Outreach Services	Renewable Energy	4/1/2022	1/31/2023
Under \$400K	23,848	Helen Eby	Professional Services	Communications	8/10/2020	12/31/2022
Under \$400K	23,496	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2022
Under \$400K	23,000	Evergreen Economics	PGE Comm SmartThermostat eval	Energy Efficiency	3/1/2022	9/1/2022
Under \$400K	22,940	Resonate, Inc	HR Trainings	Administration	8/15/2021	12/31/2022
Under \$400K	22,250	Jason Quigley Photography LLC	Run Better CampaignPhotography	Communications	10/1/2021	12/31/2022
Under \$400K	22,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2022
Under \$400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	20,000	The Benson Hotel	2022 Rate Agreement	Administration	1/1/2022	12/31/2022
Under \$400K	20,000	Lisa Greenfield LLC	Employment Law Consulting	Administration	1/1/2019	12/31/2022
Under \$400K	19,080	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2022
Under \$400K	18,000	Clarity Content LLC	B2B Marketing Engagment	Communications	8/1/2021	6/30/2022
Under \$400K	17,730	Lake County Resources Initiative	OIT EA REDA Grant Agreement	Joint Programs	4/26/2021	4/15/2023
Under \$400K	17,643	CTX Businss Solutions Inc	Small Printer Maintenance	Administration	4/1/2012	3/30/2023
Under \$400K	17,525	Sherry Tran	DAC Consultant Services	Joint Programs	1/1/2021	12/31/2022
Under \$400K	17,000	Unite Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	17,000	Pod4print	Printing Blanket PO PGE	Communications	1/1/2022	12/31/2022
Under \$400K	17,000	Adelante Mujeres	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	16,275	Moss Adams LLP	401K Audit	Administration	5/1/2022	8/31/2022

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	15,000	Solar Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	15,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	15,000	Consortium for Energy Efficiency	2022 EquityBehaviorSponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	15,000	Community Energy Project, Inc.	Solar Ambassadors Outreach	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	14,175	Moss Adams LLP	401K Audit	Administration	12/1/2021	12/31/2022
Under \$400K	14,000	Community Energy Project, Inc.	RES & Solar Stories PCEF	Communications	9/30/2021	6/30/2022
Under \$400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2022
Under \$400K	13,110	Susan Vogt Communications	Writers Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	13,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2022
Under \$400K	12,210	CDW Direct, LLC	Barracuda Backup Services	Administration	3/1/2022	2/15/2023
Under \$400K	12,000	Alexander Salazar	NZEL Grant Agreement	Energy Efficiency	12/3/2021	6/17/2022
Under \$400K	12,000	GBD Architects Incorporated	NZEL Grant Agreement	Energy Efficiency	12/17/2021	6/17/2022
Under \$400K	12,000	Green Hammer, Inc	NZEL Grant Agreement	Energy Efficiency	11/22/2021	6/17/2022
Under \$400K	11,700	Cara Griffin	Writers Communication Services	Communications	5/1/2021	2/29/2024
Under \$400K	11,500	American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	11,000	Bruner Strategies, LLC	ED Review Services	Administration	7/1/2021	6/30/2022
Under \$400K	10,729	OBL Media LLC	Professional Services	Communications	6/25/2020	6/26/2022
Under \$400K	10,125	Community Energy Project, Inc.	Consultant Services	Energy Efficiency	9/30/2021	10/1/2022
Under \$400K	10,000	Community Energy Project, Inc.	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under \$400K	10,000	Growing Gardens	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	ICF Resources, LLC	PE EB Umbrella Agreement	Energy Efficiency	4/29/2022	12/31/2022
Under \$400K	10,000	Bridgetown Printing Company	Printing Blanket PO's PAC	Communications	1/1/2022	12/31/2022
Under \$400K	10,000	Best Western Plus/Hood River Inn	Room Rate Agreement	Administration	5/1/2022	8/30/2022
Under \$400K	10,000	Black Community of Portland	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	All Ages Music Portland	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	African American Alliance for Homeownership	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	Common Connections	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	Oregon Solar Energy Fund	Solar Career Expo 2022	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	10,000	Northwest Housing Alternatives Inc.	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	Northwest Earth Institute	EcoChallenge Service Agreement	Energy Efficiency	3/7/2022	12/31/2022
Under \$400K	10,000	NeighborWorks Umpqua	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	LatinoBuilt Foundation	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	Stevens Integrated Solutions Inc	Blanket PO	Communications	1/1/2021	12/31/2022

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	10,000	The Phillipine American Chamber of Commerace OR	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	Youth Organzied United to Help	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	9,904	HVAC Inc	HVAC Annual Maintenance	Administration	9/16/2013	7/15/2022
Under \$400K	9,800	Momentive Inc. aka Survey Monkey	License Services Agreement	Administration	3/11/2022	2/1/2024
Under \$400K	9,075	Jim Craven Photography	Photography Services	Communications	4/17/2017	4/30/2023
Under \$400K	8,880	Kathleen T Whitty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	8,372	The Sustainable Living Center	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	8,125	Terrance Harris	DAC Consultant Services	Administration	1/1/2022	12/31/2022
Under \$400K	7,500	Verde	Community Consulting Agreement	Joint Programs	5/1/2021	12/31/2022
Under \$400K	7,400	Naim Hasan	Photographer	Administration	7/19/2019	7/30/2022
Under \$400K	7,200	Clarity Content LLC	Professional ServicesAgreement	Communications	5/1/2021	2/29/2024
Under \$400K	7,000	Susan Badger-Jones	DEI Consultant Services	Joint Programs	2/1/2021	12/31/2022
Under \$400K	6,813	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	7/1/2022
Under \$400K	6,805	Hacienda Community Development Corporation	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	6,780	Certify Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2023
Under \$400K	6,650	Northwest Engineering Service Inc	Air Balancing Test Services	Administration	5/1/2022	6/30/2022
Under \$400K	6,450	The Option Agency	Photoshoot Talent Services	Communications	12/15/2021	12/15/2024
Under \$400K	6,000	Rogue Climate	RARE Intern Sponsorship	Communications	10/13/2021	10/13/2022
Under \$400K	6,000	Momentum Procurement Group, Inc	Blanket PO Office Supply	Administration	9/10/2020	9/10/2022
Under \$400K	6,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	6,000	Central Oregon Environmental Center	RARE Support Letter Agreement	Communications	9/1/2021	9/30/2022
Under \$400K	5,511	PhotoShelter Inc	Cloud Services Photo Bank	Communications	3/23/2022	2/1/2023
Under \$400K	5,500	Environmental Leadership Program	RAY Fellowship Agreement	Joint Programs	7/16/2021	7/15/2023
Under \$400K	5,250	Moss Adams LLP	990 Tax Audit	Administration	12/1/2021	12/31/2022
Under \$400K	5,225	Marlene McCallum	Coaching Services PA Cap*	Energy Efficiency	10/6/2021	12/31/2022
Under \$400K	5,000	Kaeti Namba	DAC Stipened Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	Lake County Resources Initiative	UDSA REDA Workshop Sponsorship	Communications	4/1/2022	6/30/2022
Under \$400K	5,000	Latino Built Association for Contractors	2022 Sponsorship	Communications	1/10/2022	12/31/2022
Under \$400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2022
Under \$400K	5,000	New Buildings Institute	2022 New Gen Sponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	5,000	Rebecca Descombes	DAC Stipened Agreement	Administration	3/1/2021	12/31/2022
Under \$400K	5,000	Robert Lowe	Personal Services SME Expert	Energy Efficiency	2/11/2022	7/29/2022
Under \$400K	5,000	Oswaldo Beral Lopez	DAC Stipened Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	Shane Christopher Davis	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Sherry Tran	DAC Stipened Agreement	Administration	9/18/2020	12/31/2022

For contracts with costs through: 6/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	5,000	Susan Badger-Jones	DAC Stipened Agreement	Administration	4/15/2020	12/31/2022
Under \$400K	5,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	6/15/2023
Under \$400K	5,000	The Next Door Inc.	Outreach BIPOC ResCustomers	Communications	1/1/2022	10/30/2022
Under \$400K	5,000	Veronica Lizette Silva	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022
Under \$400K	5,000	Wynde Consulting	Professional Services	Administration	6/17/2020	6/18/2022
Under \$400K	5,000	Empress Rules LLC	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022
Under \$400K	5,000	Dolores Martinez	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Indika Sugathadasa	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Cheryl Roberts	DAC Stipened Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	Community Energy Project, Inc.	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022
Under \$400K	5,000	American Institute of Architects, Southwestern Oregon Chapter	2022 Sponsorship	Communications	2/1/2022	12/31/2022
Under \$400K	4,975	Moss Adams LLP	Consulting	Administration	12/1/2021	12/31/2022
Under \$400K	4,320	Strage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2023
Under \$400K	4,000	Skamania Lodge	Room Services Agreement	Administration	4/1/2022	7/1/2022
Under \$400K	4,000	Shane Christopher Davis	DAC Professional Services	Administration	10/1/2021	12/31/2022
Under \$400K	3,500	Verde	Memorandum of Understanding	Communications	4/15/2019	9/30/2022
Under \$400K	3,500	Pamela Oakes LLC dba The Profitable NonProfit	Advising Grant Giving *PA Cap	Administration	8/16/2021	8/15/2022
Under \$400K	3,325	Bonneville Environmental Foundation	2021_22 WRECS SUB Agreement	Joint Programs	10/31/2021	10/31/2022
Under \$400K	3,192	Metro Access Control	Replace Emergency SoftwareDoor	Administration	5/15/2022	7/15/2022
Under \$400K	3,000	Rebecca Descombes	DAC PA Agreement	Joint Programs	9/30/2021	10/1/2022
Under \$400K	3,000	Portland Leadership Foundation	2022 Emerging LeadershipIntern	Administration	3/21/2022	12/31/2022
Under \$400K	2,800	Jason Quigley Photography LLC	Photography Services	Communications	1/1/2022	12/31/2023
Under \$400K	2,500	League of Oregon Cities	2022 Sponsorship	Communications	3/1/2022	6/30/2022
Under \$400K	2,280	D&B	D&B	Administration	3/31/2021	3/31/2023
Under \$400K	2,000	Dolores Martinez	DAC PA Agreement	Joint Programs	9/1/2021	12/31/2022
Under \$400K	1,577	AlamaLuna LLC	Translation Services	Communications	4/25/2022	12/31/2023
Under \$400K	1,245	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2023
Under \$400K	500	Indika Sugathadasa	DAC Consultant Services	Joint Programs	3/1/2021	12/31/2022
TOTAL	185,763,568.74					

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Board Decision Resolution 982

Approval of Temporary Use of Development Fund for Energy Trust Director of Innovation and Development Services Salary Funding

July 20, 2022

Summary

Staff is creating a position for an Energy Trust Director of Innovation and Development Services position to be funded with Energy Trust Development Funds for an interim period, potentially through the end of 2023. Use of these funds requires board approval.

Background and Discussion

- To advance Focus Area 4 of its 2020-2024 Strategic Plan, which calls for working to leverage complementary funding for mutual benefit and to respond to changing policy and funding opportunities, Energy Trust is proposing a new position, a Director of Innovation and Development Services.
- The Director position is envisioned to manage the Innovation and Development Services Team to identify, assess, and pursue new funding opportunities to support Energy Trust's energy efficiency and renewable energy mission.

Recommendation

Authorize temporary use of funds in an amount to be determined in accordance with Energy Trust's staff compensation policies from the Energy Trust Development Fund for funding a position for an Energy Trust Director of Innovation and Development Services position for an interim period, potentially through the end of 2023.

RESOLUTION 982

APPROVAL OF TEMPORARY USE OF DEVELOPMENT FUND FOR ENERGY TRUST DIRECTOR OF INNOVATION AND DEVELOPMENT SERVICES SALARY FUNDING

WHEREAS:

- 1. Energy Trust believes that it is critical to hire a Director of Innovation and Development Services to advance Energy Trust's work in leveraging and bringing in funding in addition to utility ratepayer funding to support Energy Trust's energy efficiency and renewable energy mission and its ongoing organization-wide innovation and development work.**
- 2. Staff believes that the Energy Trust Development funds are the most appropriate source of funding for this purpose, which by policy must be approved by the board for use.**

It is therefore RESOLVED: Staff is authorized to use funds from the Energy Trust Development Fund in an amount to be determined in accordance with Energy Trust's staff compensation policies for funding a position for an Energy Trust Director of Innovation and Development Services position for an interim period, potentially through the end of 2023.

Moved by:

Vote:

In favor:

Opposed:

Seconded by:

Abstained:

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Board Briefing Paper

Authorize a Transition Contract and a Program Management Contract for Production Efficiency Program Management and Delivery with Energy 350, Inc. (Energy 350)

Summary

Staff recommends that the Board approve negotiation and execution of (1) a Transition Contract and (2) a Program Management Contract (PMC) for Energy 350 for the Production Efficiency Program, which serves the Industrial and Agriculture customer sectors. Staff presented background and information on its recommendation to the Finance and Audit Committee at the committee's meeting on June 30, 2022. Based on this presentation and its discussion, the Finance and Audit Committee recommends approval of staff's recommendation to approve a Transition Contract and PMC Agreement with Energy 350 for management and delivery of the Energy Trust Production Efficiency Program.

The contract term for the transition contract would be from September 1, 2022, to December 31, 2022. The contract term for the program management contract would begin January 1, 2023, and be for two years, with three optional one-year extensions. Statements of work for the program management contract are approved on an annual basis, subject to annual budgets and savings goals.

Background: Production Efficiency Program Structure Changes

- The Production Efficiency program is currently managed overall by Energy Trust staff without the services of a Program Management Contractor (PMC) and delivered with the support of one Standard track Program Delivery Contractor (PDC)¹ serving the entire Energy Trust territory and three Custom track PDCs serving different parts of Energy Trust's territory. Additionally, industrial lighting projects are delivered by a Business Lighting PDC (which serves commercial and industrial customers). In total, the industrial team currently manages five PDCs.
- The challenges of managing multiple PDCs have increased over time, including some market confusion caused by having multiple PDCs in the market, difficulty moving budget between PDC territories and program tracks to maximize savings opportunities, and duplicative management tasks for each of the PDCs.
- Finally, new opportunities for savings and expanded services to customers, such as Diversity, Equity, and Inclusion (DEI) initiatives, opportunities resulting from decarbonization legislation, and opportunities to develop other innovative program approaches are creating the need for a more integrated strategic approach across internal and external stakeholders, and more staff time to manage these efforts.

¹ Program Management Contractors (PMCs) are responsible for managing and delivering comprehensive program strategy, design, and marketing services to achieve savings and other program goals across multiple customer/market segments. Program Delivery Contractors (PDCs) are responsible for a narrower subset of program outreach and delivery services.

Background: 2022 Production Efficiency Program Management RFP

- Energy Trust structured the RFP to result in two possible outcomes:
 - One PMC to manage the full program (Standard and Custom tracks combined).
 - Two PDCs – one to manage the Standard track and the other to manage the Custom track.
- Staff conducted planning activities throughout 2021 including engaging with the Conservation Advisory Council and Diversity Advisory Council for their input on requirements and outreach to potential bidders.
- In December 2021, two webinars were held to provide potential bidders with information about the Production Efficiency program and the opportunity to network with potential partners.
- Staff developed Supplier Diversity requirements for the RFP which required bidders to demonstrate that their program implementation services will utilize COBID-certified² minority-owned, women-owned, service-disabled veteran-owned, and/or emerging small business enterprises (Diverse Contractors) in an amount equal to or exceeding 20% of bidder’s proposed contract payments; and that Custom track proposals utilize Diverse Contractors in an amount equal to or exceeding 20% of bidder’s proposed service incentive payments.
- In March 2022, staff issued the RFP for the Production Efficiency program. The RFP was announced via the Energy Trust website, a press release, and an email to a list of interested parties and industry contacts. The RFP was also announced at Energy Trust advisory council meetings.
- Energy Trust received multiple intents to respond notices and proposal responses to the RFP.
- A team of 18 Energy Trust staff and one external reviewer (a member of Energy Trust’s Diversity Advisory Council) reviewed the proposals using the criteria shown in Table 1. The review team:
 - Reviewed the proposals for adherence with financial, legal and IT requirements outlined in the RFP
 - Provided preliminary scores based on the written proposals
 - Posed questions to bidders to address in the interviews
 - Interviewed both bidders
 - Participated in follow-up discussions and updated scoring
 - Made a recommendation for the selection

• **TABLE 1: PROPOSAL EVALUATION CRITERIA**

Criteria	Weight	Description
Cost and Energy Savings	40%	Price Proposal and Energy Savings
Diversity, Equity, and Inclusion (DEI)	25%	DEI Qualifications; DEI Program Design and Implementation Strategy; and Subcontracting Plan
Strength and Cohesion of Team	20%	Project Team Qualifications and Experience
Strength of Proposal	15%	Program Design and Strategy

² <https://www.oregon.gov/biz/programs/COBID/Pages/default.aspx>

Discussion

On June 30, 2022, staff provided a detailed briefing to the Board's Finance and Audit Committee including a discussion of the selection process, the pros and cons of the proposals and made the recommendation to award Energy 350 a PMC contract to deliver the full program and a transition contract.

Energy 350 presented a compelling proposal that demonstrated:

- The team's track record of meeting and exceeding Production Efficiency savings goals and ability to lead the program to a strong future.
- Commitment to DEI in all aspects of the DEI criteria, including company policies, program design elements, and their plan to subcontract with COBID-certified firms.
- A dynamic and integrated team that will work together to meet the demands of the program.

Cost and Energy Savings

Energy 350 presented a strong combination of energy savings and delivery cost, with savings estimates in line with the preliminary 2023 budgeted savings in Energy Trust's 2022-2023 approved budget.

In a final PMC contract, staff may elect to set Energy 350's 2023 savings goals in amounts five to ten percent less than the Energy 350 proposal to accommodate the transition process and the inevitable loss of some project pipeline during this time, as well as challenging market conditions. For contract negotiation purposes, staff is requesting authorization for a contract that will be consistent with the 2023 board-approved budget. Under current program projections, it is anticipated that the delivery budget for the Production Efficiency program management contract would be approximately \$13.4 million, including both contract and service incentive payments.

- This request is more than the proposed budget, allowing some flexibility to increase staffing or pursue program enhancements not included in the proposed base budget.
- This anticipated budget amount matches the 2023 budget projection staff had estimated as part of Energy Trust's 2022-2023 approved budget.

Staff is also requesting a 2022 transition budget of up to \$750,000, the amount included in the 2022-2023 approved budget, though it is possible this full amount will not be needed.

Diversity, Equity, and Inclusion

Energy 350 engages consultants and their employees in finding and solving diversity, equity, and inclusion issues and opportunities. They made significant investment in increasing diversity, equity, and inclusion in their recruitment, hiring, retention, and promotion practices; they support staff development with DEI training; and have implemented company policies that encourage a diverse, equitable and inclusive workplace.

Energy 350's proposed "DEI Council" is a body of implementation team members that will be responsible for ensuring that all program activities and enhancements will be developed with an equity lens, facilitating DEI program design and delivery, and holding the team accountable for the outcomes of the program's equity work.

Energy 350's proposal exceeded the Supplier Diversity requirement that amounts totaling at least 20% of the proposed delivery budget and 20% of service incentive budgets be allocated to diverse contractors.

Strength of Team and Proposal

Energy 350 brought together a highly integrated team. This was evident in their written proposal and confirmed in the way they presented themselves in their interview with all key partners playing a role in the presentation, and Energy 350's leadership putting the subject matter experts in the spotlight.

Energy 350 demonstrated a strong understanding of program history, market dynamics and Energy Trust needs in their proposal, including the benefits of integrating the Custom and Standard tracks. The proposal included short- and medium-term program enhancements and improvements, including ideas that leverage efforts from other Energy Trust programs, such as Existing Building's Contractor Development Pathway. Energy 350 demonstrated a strong, detailed forecasting methodology.

Recommendation

Authorize staff to negotiate and sign a **Transition Contract** for a term of September 1, 2022, through December 31, 2022, and a **Production Efficiency Program Management Contract with Energy 350** for a two-year term, beginning January 1, 2023, with potential for three one-year extensions recommended upon satisfaction of identified performance metrics.

RESOLUTION 983

AUTHORIZE A TRANSITION CONTRACT AND A PROGRAM MANAGEMENT CONTRACT WITH ENERGY 350, INC. (ENERGY 350) FOR PRODUCTION EFFICIENCY PROGRAM SERVICES

WHEREAS:

1. With the assistance of outside expertise, Energy Trust staff conducted a fair and open procurement process to select a program management contractor to manage and deliver Production Efficiency program services for the next 2-5 years;
2. Staff selected Energy 350 as providing the Production Efficiency program management contract proposal that would best meet the needs of Energy Trust and Energy Trust customers;
3. Staff has estimated a total transition budget for the September 1, 2022 through December 31, 2022 transition contract with Energy 350 up to \$750,000.
4. Staff has estimated a total first-year Production Efficiency program management and program delivery budget to be delivered as a PMC contract for 2023 up to \$13,400,000 based on identified savings levels from the RFP. Final details for the exact cost will be approved by this Board as part of the Production Efficiency 2023 annual budget approval process; and
5. The Energy Trust board will review actual savings and costs each year as part of the annual budget and action plan process.

IT IS THEREFORE RESOLVED:

1. The executive director or his designee is authorized to negotiate and to enter into a transition contract with Energy 350 for a term from September 1, 2022, through December 31, 2022, and a contract budget of up to \$750,000, to perform transition

work in preparation for assuming full Production Efficiency program management and delivery by January 1, 2023.

2. Subject to determination of a contract cost amount based on the board-approved 2023 annual budget, the executive director or his designee is additionally authorized to negotiate and to enter into a contract with Energy 350 to manage the Production Efficiency program for an initial term from January 1, 2023, through December 31, 2024.
3. First-year contract costs and savings goals included in the contract shall be consistent with the board-approved 2023 annual budget and action plan(s). Thereafter, staff may amend the contract consistent with the board's annual budget and action plan decisions and the executive director or his designee is authorized to sign any such contract amendments.
4. The contract may include a provision allowing staff to offer up to three one-year extensions beyond the initial term if the program management contractor meets certain established performance criteria, including but not limited to Diversity, Equity, and Inclusion contracting performance criteria.
5. Before extending this contract beyond the initial term, staff will report to the board on the program management contractor's progress and staff's recommendation for any additional extension time periods. If the board approves an extension, contract terms would remain as approved in the most recent action plans, budgets, and contract at the time of extension, and the executive director or his designee would be authorized to sign any such contract extensions.

Moved by:

Vote:

In favor:

Opposed:

Seconded by:

Abstained:

Tab 5



Compensation Committee Meeting Notes

May 17th, 2022

Committee Members Attending by teleconference: Henry Lorenzen, Elee Jen, Erik Andersson

Committee Members Absent: Susan Brodahl

Staff attending: Amanda Sales (Staff Liaison), Debbie Menashe, Mayra Aparicio

Others in attendance: Ryan Christiansen (Cable Hill Partners), Nicolas Running (Cable Hill Partners), Tonya Hirte (Principal Financial)

Erik Andersson, called the meeting to order at 11:03am

Retirement Plan Update

Ryan Christiansen from Cable Hill Partners introduced himself and Nicolas Running, both of Cable Hill Partners. Cable Hill is the lead advisor and co-fiduciary on Energy Trust's retirement plan. Ryan also introduced Tonya Hirte from Principal Financial, who is Energy Trust's Principal Financial relationship manager and provides reports on plan health.

Ryan Christiansen gave an overview of the of the Q1 2022 quarterly statement, noting that it is a difficult market, with equities and bonds down 5-6% across the board. Factors for the down market include the impact of inflation and rising interest rates. Board members asked questions regarding the longer term outlook for the market and the impact on Energy Trust's retirement plan. Ryan discussed the importance of diversification and how various classes of securities are allocated into participant's RetireView accounts. Diversified and long-term investing is important way to outpace inflation. Tonya Hirte then provided an overview of the plan's health, participation, and retirement fees. Participation is about 94.7% and the Plan Health Index is 40.7% meaning that eligible employees are utilizing the plan to its fullest. In comparison to similar plans, Energy Trust plan health is doing well.

Tonya also gave a Secure Act update and new required disclosures for participants that Principal Financial will provide. Tonya also covered plan fees, noting that rates negotiated for Principal Financial's services to Energy Trust's retirement plan are low.

Board members asked about participant education, and Nicolas reported that there is an employee presentation scheduled for June 16, one of regular education sessions that Cable Hill and Principal Financial present to explain the important of long term investing and the plan's tools and options such as Principal Financial's RetireView option. Nicolas and Ryan also explained that participants may contact Cable Hill directly for individual retirement advisory and education discussions.

Principal Financial and Cable Hill exited the meeting at 11:51

Board members asked Director of Human Resources Amanda Sales if Energy Trust surveys employees on employee benefit satisfaction. Amanda Sales answered employee surveys are undertaken regularly and consistent indicate satisfaction with benefits but have asked that investment options include socially responsible funds. Cable Hill continuously examines those options for Energy Trust as a result of this feedback.

Amanda then summaries Energy Trust's 2021-2022 staff performance management and compensation process. Board members asked questions about the impact of inflation on compensation, and Amanda explained Energy Trust's market analysis work. Board members and Debbie Menashe thanked Amanda for the explanation and her work through the performance and compensation package.

Amanda also discussed reaching out to Cable Hill and Principal Financial for more fiduciary duties training for the committee. More information will come to the committee on this topic.

Adjourn meeting

Erik Andersson adjourned the meeting at approximately 12:07pm

The next meeting of the Compensation Committee will be a Joint Finance & Audit and Compensation & HR Committee meeting on July 7, 2022.

Tab 6

Nominating & Governance Committee Meeting Notes

June 23, 2022, 1:00 p.m.

Board Attending by teleconference: Roland Risser (Chair), Alexia Kelly, Anne Root, Janine Benner (Oregon Department of Energy), Letha Tawney (Oregon Public Utility Commission, ex officio), and Henry Lorenzen (ex officio)

Staff attending by teleconference: Debbie Menashe (Staff Liaison), Amanda Sales, Amber Cole, Betsy Kauffman, Cheryle Easton, Chris Dunning, Huong Tran, Mike Colgrove, Ryan Cook, Steve Lacey, Tracy Scott, Tyrone Henry

Others: Anna Kim (Oregon Public Utility Commission)

Chair Roland Risser opened the meeting at 1:01

Consent and Appointment of Member to Diversity Advisory Council (DAC)

Pursuant to board policy, Energy Trust staff request Nominating & Governance Committee approval of LaNicia Duke for the appointment to the DAC for a vacancy on the council. Tyrone Henry and Huong Tran were present at the meeting on behalf of the DAC to recommend appointment of LaNicia Duke.

LaNicia is the founder of Humble Beginnings, a nonprofit based in Manzanita, Oregon that is focused on creating and facilitating partnerships with community members, organizations and state agencies to address barriers and identify solutions to equitable access in rural spaces. With the support of the Ford Family Foundation, LaNicia has launched the Black in Rural Oregon and Washington Network (B.R.O.W.N.) to connect and engage emerging Black leaders in rural Oregon and Washington communities.

LaNicia is interested in DAC membership in order to learn more about Energy Trust programs and support and bring that information and resources back to coastal and rural communities. In addition, LaNicia wants to bring her lived experience and rural perspective to the DAC and to Energy Trust and looks forward to working with the DAC and the board. Committee members approved LaNicia Duke's appointment and expressed appreciation for her experiences and perspectives. Committee members look forward to working with LaNicia as part of the DAC.

Executive Director Workplan

The Nominating & Governance Committee's charter assigns Executive Director Performance Measures and Review to this committee. Michael Colgrove and Amanda Sales presented Mike's 2022 initial draft workplan to the committee for comment. Committee members provided feedback to Mike on the draft, which Mike will incorporate and review in final form with the committee at a future meeting. Committee members engaged in a thorough discussion of approaches to the executive director review process, and staff will use information from this discussion in planning for the review process later in the year.

Second Discussion and Review of Staff Proposal on a Waiver of the Renewable Energy Certificate (REC) Policy for Certain Community Solar Projects

Betsy Kauffman, Sector Lead-Renewables reviewed a revised proposal to waive application of the REC Policy for certain Community Solar Program projects. The revised waiver proposal has been informed by input from OPUC staff.

The policy requires Energy Trust to take title of RECs for projects greater than 360kW in size. To support certain Community Solar Program projects, staff recommends a waiver of the policy for the following specific types of projects:

- a. Where incentives are targeted to enable *additional* participation by low-income customers. The Community Solar Program requires projects to reserve a minimum of 10% capacity for low-income customers. *Additional* participation means that incentives would be targeted to projects that commit to reserving more than 10% capacity for low-income customers. minimum per community solar project that is required by the Community Solar Program.
- b. Where Incentives for community solar carve-out projects: The community solar program has reserved a minimum of 25 percent of Interim Offering capacity for projects that are either sized at 360 kW-AC or less or that have a public or nonprofit entity as a Project Manager. Currently, Energy Trust may fund projects under 360 kW. The exception would allow incentives for carve-out projects larger than 360 kW.
- c. In both cases, the RECs associated with these projects would be prohibited from being sold or transferred to other parties.

The committee asked questions of staff about any concerns about the waiver. Staff provided answers, and the committee indicated its support of the waiver proposal. Staff also expressed their appreciation for Anna Kim, OPUC staff liaison to Energy Trust, who shepherded discussions on this waiver proposal among Energy Trust staff, OPUC staff, and OPUC Commissioners. The committee also thanked Anna.

Committee members recommend that the board approve the waiver to the REC policy as discussed in the meeting and requested that the resolution in support of the waiver be put on the consent agenda for the board's next full board meeting.

Governance Policy Review Process

The Committee continued its discussion on the 2.003.000-P Board Governance Guidelines. The committee discussed certain conflicts to board service and suggested revisions. The committee also discussed director compensation or stipends and asked Debbie Menashe, Energy Trust staff liaison to the committee, to research governing documents and other non-profit organizations' practices to report back to the committee.

Adjourn Meeting

Chair Roland Risser adjourned the meeting at approximately 3:00 p.m.

Next meeting is August 11, 2022

Tab 7

Ad hoc Diversity Equity and Inclusion Committee Meeting Notes

May 6, 2022, 9:00 a.m.

Board Attending: Melissa Cribbins (Chair), Elee Jen, Eric Hayes, Susan Brodahl, Henry Lorenzen(ex-officio)

Board Absent: Ruchi Sadhir (Oregon Department of Energy, ex officio)

Special Advisors Attending: Susan Badger Jones (Diversity Advisory Council)

Staff Attending: Cheryle Easton (staff liaison), Debbie Menashe, Huong Tran, Michael Colgrove, Tyrone Henry

Chair Melissa Cribbins opened the meeting at 9:00 a.m.

Summary of Committee Discussion of Candidate Interviews

Chair Melissa Cribbins opening the meeting in an open forum for committee members to engage in discussion of their takeaways from the two interviews to arrive at a conclusion to make recommendation to the Board.

The Committee was impressed with both consulting firm's interview answers and presentation of their qualifications.

After each committee member discussed their impressions they came to conclusion for a recommendation to the full board at the May 18, 2022, Board Meeting.

Adjourned meeting

Chair adjourned the meeting at 10:00 a.m.

Next meeting to be determined

Tab 8

Conservation Advisory Council Meeting Notes

April 12, 2022

Attending from the council:

Jeff Bissonnette, NW Energy Coalition
Jake Wise, Portland General Electric
Kari Greer, Pacific Power
Monica Cowlshaw, Cascade Natural Gas
Andy Cameron, Oregon Department of Energy
Lisa McGarity, Avista
Anna Kim, Oregon Public Utility Commission
Becky Walker, Northwest Energy Efficiency Alliance
Laney Ralph, NW Natural
David Murphy, Bonneville Power Administration (for Margaret Lewis)

Attending from Energy Trust:

Hannah Cruz	Adam Bartini
Elizabeth Fox	Sue Fletcher
Elaine Dado	Michael Colgrove
Alex Novie	Bayoan Ware
Jay Ward	Jackie Goss
Steve Lacey	Amber Cole
Tom Beverly	Ryan Crews
Fred Gordon	Sarah Castor
Tracy Scott	Debbie Menashe
Amanda Potter	Cameron Starr
Cameron Matthews	Quinn Cherf
Greg Stokes	Emily Estrada
Kirstin Pinit	Shelly Carlton
Marshall Johnson	Renee Garrels
Melanie Bissonnette	
Julianne Thacher	
Thad Roth	
Wendy Gibson	

Others attending:

John Molnar, Rogers Machinery	Roger Kainu, Oregon Department of Energy
Peter Therkelsen, Energy Trust Board of Directors	Benedikt Springer, Community Action Partnership of Oregon
Charity Fain, Community Energy Project	Brooke Landon, CLEAResult
Haley Ellett, City of Hood River	

1. Welcome and announcements

Hannah Cruz, senior stakeholder relations and policy manager, convened the meeting at 1:00 p.m. via Zoom. The agenda, notes and presentation materials are available at www.energytrust.org/about/public-meetings/conservation-advisory-council-meetings.

Hannah opened with a summary of the agenda and led a round of introductions among the Conservation Advisory Council and board members present. Hannah introduced Renee Garrels as facilitator for the strategic direction conversation.

Hannah provided an update on the board of directors committees. Previously, the board had multiple committees. Over the last few months, it has reviewed the structure and purviews of the committees and decided to consolidate and restructure into three committees. In addition to these three standing board committees, an Evaluation Advisory Group will be created to replace the previous board Evaluation Committee. The Evaluation Advisory Group will have approximately eight members including staff. There will also be staff-led public webinars to go over the specifics of each evaluation. The first webinar will be this summer. Council members will be invited, and the webinars will be recorded.

2. Strategic considerations and market insights

Topic summary

Hannah Cruz stated that the process to gather Conservation Advisory Council input to annual planning and budgeting is slightly different this year, in part due to feedback from council members last summer. The change in process is intended to engage the council earlier in the planning process in ways that are relevant to council members' expertise.

There will be a three-part process, starting with this meeting, to gather council input and feedback on 2023 priorities and plans. The second engagement point will happen at the June 29 Conservation Advisory Council meeting. The third engagement point will occur in October.

Renee Garrels facilitated the discussion by asking for council input on a series of questions, listed below.

Discussion

Industry Trends: How are things changing from where Energy Trust, the industry or Oregon were two years ago?

- There are a lot of newcomers in the energy efficiency space who are in learning mode. It's providing more opportunities to think of new ways of doing things, especially in residential. (Lisa McGarity)
- Residential is important. Bonneville Power Administration is focused on reducing energy consumption during the peak morning and evening periods. For measures, as of April 2020 Bonneville Power Administration no longer has retail lighting and heat pump water heater units have seen \$400 – \$500 price increases, which has hindered their potential. (Dave Murphy)
- There's an increased focus on localized and demand side management. (Jake Wise)
- There are a lot of supply chain issues and costs increasing. The learning curve for new technology especially in underserved communities is slow and Community Energy Project spends a lot of time deploying new technology and making sure staff understand it so they can explain it to customers. Conferences are starting to roll back out bringing a larger focus on equity than in the past. Utilities and others co-creating with community-based organizations is an exciting shift. (Charity Fain)
- There is a focus on disaster recovery, with an emphasis on wildfires and proactive hardening of structures. (Andy Cameron)

- Northwest Energy Efficiency Alliance is finding that manufacturer conversations show an emphasis on making new technologies more foolproof and understandable. There's also a shift away from natural gas in new construction in Washington State. That's unique to the Washington code environment. Northwest Energy Efficiency Alliance also sees a focus on residential. (Becky Walker)
- There is more interest by city staff in local planning efforts to gain environmental justice and energy efficiency for residents. Some need support on how to put outreach efforts together to get what they want for residents. (Roger Kainu)
- For commercial there will be an increased focus on building performance based on local policies and companies having sustainability goals. There's also a focus on integrated approaches. (Becky Walker)
- How to redefine energy efficiency to support decarbonization is another trend. The American Council for an Energy-Efficient Economy is doing a lot of impressive work in this area with climate-forward efficiency. (Jake Wise)
- Energy Trust and all of us cannot afford to leave whole segments of customers behind anymore. (Charity Fain)
- It's important to think about supply chain disruptions that are happening for budgeting and forecasting. (Becky Walker)
- The housing unit must be in good enough repair to install energy efficiency technology, meaning there is prework. (Dave Murphy)
- There are prework needs in wildfire recovery, especially in the manufactured home space. Some people were buying used models and those units certainly required prework before energy efficiency measures could be pursued. (Andy Cameron)
- Cost-effectiveness testing primarily establishes a "go/no-go" criterion for energy efficiency programs or portfolios. This is distinct from the crucial task of establishing the objectives (equity, carbon) around which Portland General Electric seeks to optimize its portfolios. (Jake Wise)
- Finding more opportunities for co-funding. Also, there is a shortage of trades to do the work. (Lisa McGarity)

What are customer and community needs?

- Making information more accessible and relevant, meaning avoiding jargon and industry terms in talking to the public. (Monica Cowlshaw)
- Real time translation and interpretation in public meetings. (Andy Cameron)
- Community Energy Project has invested heavily in training staff in the technical information around distribution system planning and revamping workshops and materials. It's very labor intensive to translate things into languages that everyone can understand – moving away from engineering language. Bad language translations are an issue as well. People do care and start to get excited when they learn and start to understand new technology. Also, customers increasingly need cooling. It's a bigger and bigger issue. (Charity Fain)

- Agree with the need to develop cultural competency to hear all voices. Translating utility speak is one thing, but then making it relevant is the next step. That can also be challenging and a lot of work. (Jake Wise)
- There is a sense of confusion on behalf of customers to understand their choices, what they can do and what's best. There's an interest and willingness to do more, but they need help navigating to the right thing for them. (Jeff Bissonnette)
- Some customers must choose between energy efficiency or going to work, plus there are other barriers to completing energy efficiency. (Lisa McGarity)
- It cannot be assumed that people are connected or have access to Wi-Fi. Also, some people don't trust it and don't want it. Many smart thermostats installed aren't connected for both reasons. (Charity Fain)

What are some barriers in the market?

- Funding low-income multifamily developments. (Dave Murphy)
- Lack of money for upfront investments, and buildings with too much deferred maintenance. (Charity Fain)
- Inflation—this is a challenge across the board. When equipment costs double and triple, it effects all sectors. People can't afford to do efficiency to save money on their bills. (Lisa McGarity)
- Drought is a barrier in the market. Farmers aren't planting due to drought or are selling their farms or livestock. That has effects on commercial and residential consumption, but we don't know how much yet. (Dave Murphy)
- In the Klamath Basin drought is a very real-time issue with water predictions/availability and farmer anger/angst. Renters face barriers. They'd like to see changes to their home, but they don't have authority to make them. Property owners are reluctant and slow to move. (Kari Greer)
- Renters also have issues because rent costs often rise after energy-efficient upgrades are made. (Charity Fain)
- An opportunity exists to collectively show up as implementation stewards to municipalities. They go through the work of creating action plans but have little technical assistance to prioritize and put them into practice. Energy Trust does a good job of this but working together can help to support it. (Jake Wise)
- Consumers are looking at rental property options and asking for energy performance information on rental spaces. Cities are asking for rental property energy scoring programs to help their residents choose efficient rental spaces. Beyond energy scoring properties, both residents and cities are asking for incentives to help with upgrades (efficiency and cooling) to rental units. (Roger Kainu)
- About 50% of Pacific Power's service area are rentals. Some areas have higher rental density than others. (Kari Greer)

What programs or offers are out there to meet needs?

- Comfort Ready Homes. Northwest Energy Efficiency Alliance and Ryan Crews, from Energy Trust, helped with this. Installers are paid to come to people's homes and give performance spiffs to people who emphasize and install higher efficiency units. Twenty or so Bonneville Power Administration member utilities are signed up and there is a lot of money on the table to get the attention of customers. (Dave Murphy)
 - Energy Trust staff clarified this refers to a midstream program to help make market participation simpler and heat pump water heaters easier to sell.
- Midstream and working with the actors in that area is the right focus across the region. It's about overcoming the barriers discussed. Distributors and retailers may be better at speaking the customer's language. (Becky Walker)
- On-bill financing for rental properties would help, but program implementers like Energy Trust would need to be careful what that looks like. Energy savings won't necessarily offset the loan amounts. However, could incentives be set to encourage projects among property owners if they agree to cover a larger part of the project cost, and the renter could pay the remainder over time? (Kari Greer)
- Community Energy Project is smaller than a midstream program, but it completed about 20 deep retrofits in 2021 and is trying to double that each year. It is still doing a heat pump water heater replacement program and would like to expand more outside of Portland. It is involved in the SALMON Project with Energy Trust and Portland General Electric. It needs deeper energy efficiency work in homes. The needs in homes are way more than expected. (Charity Fain)
- There are a lot of opportunities around bill alerts and helping customers manage their energy use. Behavioral pilots are now more accurate about defining the loads that customers are using. Information is already available, but people don't sign up. Overcoming those barriers is important. (Lisa McGarity)

How are council members' organizations talking about serving their own customers?

- Portland General Electric recognizes that it has blind spots about how and when it seeks to engage with environmental justice communities. It needs to take advantage of opportunities to ensure it has nontraditional and nontechnical stakeholders in the discussion. It is increasingly recognizing that feedback needs to happen early and often. (Jake Wise)
- Pacific Power is listening to environmental justice communities, but the House Bill 2021 definition is very broad. It touches nearly the entire service. (Kari Greer)
- Urgency. There is a need for everything to move faster because the need is greater. I have less patience with structure and systems that are getting in the way. Things that were in place 20 years ago are getting in the way now. Part of the conversation is that there isn't enough being done. People need to be served face-to-face without losing hope. The political hills are hard but there is a need to keep pushing. (Charity Fain)

What are the biggest market opportunities on the horizon?

- Some opportunities come from things done in the past but that kind of went away. Examples are gas heat pumps, solar water heating with gas backups and even pool heaters—there are lots of natural gas pool heaters in Southern Oregon. There's a lead-time in reintroducing new or old technology into the market. (Lisa McGarity)

- Split system heat pump water heaters for multifamily buildings. This is still formulative. Bonneville Power Administration is part of a national group that just formed to help with this. It's not quite ready to go to market yet. (Dave Murphy)
- There are opportunities from stacking incentives and dual-fuel gas and electric space heating. (Becky Walker)
- Hybrid solutions and gas backups are resiliency items. There are opportunities with distribution system connected technologies, storage and others. There should be reconsideration of what's eligible when you discuss co-funding. (Jake Wise)
- Oregon Department of Energy continues to discuss opportunities to engage in rural and agriculture spaces, including small town Main Street revitalization efforts. Heat pumps/cooling are additional opportunities. There should also be some thinking about new ways to define and expand upon the definitions of energy efficiency, including quantification of non-energy benefits in cost-effectiveness models. (Andy Cameron)
- Communities want to do green tariffs and each community has a different idea of how that looks. There is increasing chatter about fuel switching to electric end-uses. Some of Pacific Power's more vocal communities are strong proponents of electrification (electric vehicles, home heating, etc.). (Kari Greer)
- Cost-effectiveness shouldn't be used anymore. How will this look when units will last a long time and costs are going up? If cost-effectiveness can't be removed, there should be low-income carve outs. What's the point of doing this work if the building envelope is really bad? Some of these repair costs need to be included. (Charity Fain)

What opportunities for collaborative partnerships with other organizations should Energy Trust pursue?

- United States Department of Agriculture or other federal mechanisms providing grants, incentives or loans. (Kari Greer)
- Establish relationships with Oregon Housing and Community Services Department and community action agencies. There's a unique opportunity in light of Senate Bill 1536 to expand the conversation and bring Oregon Housing and Community Services Department, Energy Trust, utilities and Oregon Department of Energy together to streamline weatherization and bill assistance. (Jake Wise)
- Look into how people enter the solar trade. It's not easy to move into that trade. The opportunities I found for BIPOC was in Portland. There are many training requirements to complete. The program for diverse communities includes a stipend, but it does not seem to be enough to support someone making that leap. (Lisa McGarity)
- There is a need for workforce development across a variety of sectors in many areas of the state, especially rural. (Andy Cameron)

What should Energy Trust's strategic priorities be?

- Reference the Climate-Forward Efficiency Roadmap (American Council for an Energy-Efficient Economy, February 2022). Redefine energy efficiency to support decarbonization and treat it as an intentional driver of greenhouse gas reduction. (Jake Wise)

- Collaboration driving innovation in rural, underserved and rental markets. (Andy Cameron)

Next steps

There will be an additional deeper dive into these topics at a Conservation Advisory Council meeting in June or July, followed by staff drafting program and support group action plans and budgets starting in late summer.

3. Public comment

There was no additional public comment.

4. Adjournment

The meeting adjourned at 2:30 p.m. Meeting materials (agendas, presentations and notes) are available [online](#). The next meeting is on Wednesday, May 11, 1:30 p.m. – 4 p.m.

PINK PAPER

Conservation Advisory Council Meeting Notes

May 11, 2022

Attending from the council:

Jeff Bissonnette, NW Energy Coalition
Jake Wise, Portland General Electric
Kari Greer, Pacific Power
Monica Cowlshaw, Cascade Natural Gas
Andy Cameron, Oregon Department of Energy
Lisa McGarity, Avista

Anna Kim, Oregon Public Utility Commission
Becky Walker, Northwest Energy Efficiency Alliance
Laney Ralph, NW Natural
Tim Hendricks, BOMA

Attending from Energy Trust:

Hannah Cruz
Elizabeth Fox
Elaine Dado
Alex Novie
Steve Lacey
Tom Beverly
Fred Gordon
Tracy Scott
Amanda Potter
Greg Stokes
Kirstin Pinit
Marshall Johnson
Melanie Bissonnette
Thad Roth
Wendy Gibson

Sue Fletcher
Jackie Goss
Ryan Crews
Cameron Starr
Emily Findley
Shelly Carlton
Dave Moldal
Oliver Kesting
Chris Dunning
Tyrone Henry
Huong Tran
Megan Greenauer
Sletsy Dlamini
Jessica Kramer

Others attending:

John Molnar, Rogers Machinery
Peter Therkelsen, Energy Trust Board of Directors
Henry Lorenzen, Energy Trust Board of Directors
Roger Kainu, Oregon Department of Energy
Christy Splitt, Oregon Department of Energy
Benedikt Springer, Community Action Partnership of Oregon
Brooke Landon, CLEARResult
Gunnar Brent, BEE Consulting
Naomi Cole
Guillermo Castillo, Small Business Utility Advocates

Matt Tidwell, PGE
Ezell Watson, OPUC
Patrick Murphy, CLEARResult
Jenny Sorich, CLEARResult
Heather Salisbury, CLEARResult
Misti Nelmes, CLEARResult
Cindy Strecker, CLEARResult
Kriya Kaping, CLEARResult
Joe St James Lopez, CLEARResult
Samantha Taylor, CLEARResult
Tess Studley, NEEA
Colin Podelnyk, TRC

1. Welcome and announcements

Hannah Cruz, senior stakeholder relations and policy manager, convened the meeting at 1:30 p.m. via Zoom. The agenda, notes and presentation materials are available at www.energytrust.org/about/public-meetings/conservation-advisory-council-meetings.

Hannah Cruz opened with a summary of the agenda and led a round of introductions among the Conservation Advisory Council and the board's new liaison to the council, Peter Therkelsen.

2. Organizational updates

- a. Budget and planning process
- b. Quarter 1 update
- c. Customer Fuel Choice project

Topic summary

Tracy Scott, director of energy programs, provided an update on budgeting and planning for 2023 and 2024. Energy Trust asked for feedback from Conservation Advisory Council, Renewable Energy Advisory Council and Diversity Advisory Council members about the planning process last summer. The response was to engage with council members early in the process and make engagement relevant to council member areas of expertise. To respond to this feedback, Energy Trust is making changes to the planning process, including with the April Conservation Advisory Council meeting when strategic insights and market context were gathered. Information from that meeting was shared with staff and will be shared with the Energy Trust board next week. The council will also see summaries from Renewable Energy Advisory Council and Diversity Advisory Council engagement in the coming week.

Tracy Scott further explained that staff will bring two to three deep-dive questions to council at the June 29 meeting to gain further insights. Input from this event will help shape action plans.

Through the first quarter of 2022, energy savings have been lower than expected in each utility and both gas and electric. Labor and equipment shortages, rising costs and supply chain issues are all impacting this. While the first part of the year is dedicated to pipeline building and the majority of savings are realized in the second half of the year, Energy Trust is raising incentive limits, launching bonuses and working on outreach approaches and new offers to drive savings. Renewable energy activity is better than expected due to high demand for residential solar. There was great uptake on Solar Within Reach incentives and Solar is on track to reach requirements to spend at least a quarter of funding on projects that benefit low- and moderate-income customers. In addition, Energy Trust has enrolled three community-based organizations into its Community Partner Funding, continues to work on wildfire rebuilding assistance, is working with Salem, Tigard and Gresham to explore ways to support their community energy plans, and has awarded grants to 13 organizations to raise awareness of energy and Energy Trust for their clients/customers. The Energy Trust diversity, equity and inclusion plan centers on community engagement and these efforts align with the plan. The Q1 report to the Oregon Public Utility Commission (OPUC) has more information and will be emailed to the council on May 16.

Cameron Starr, senior customer service strategy manager, described the Customer Fuel-Choice project and updated council members on progress to date. The project focuses on improving customer education and guidance surrounding fuel choice, while maintaining the organization's fuel neutrality position. Following discussions, Energy Trust's board decided to maintain the fuel-neutrality policy and expressed willingness for staff to review how it advises customers when they update heating and water heating systems. The website, call center messaging and trade allies were identified as communication channels needing review and updates.

The project team has gathered general types of questions received from customers. Among the themes were cost, environmental considerations and what fuel is a better choice. The project team has drafted talking points that are currently out for review with utilities. Staff will hold a training with the call center in June. Web changes have begun, and focus areas will likely be on the do-it-yourself pages and descriptions of how differing equipment works. The second priority will be to help customers understand installation and operational costs, and what they need to consider. Without providing average prices, the changes are intended to help customers be prepared to discuss these things with contractors. Energy Trust will provide feedback cycles for utilities as the project progresses.

Discussion

Energy Trust staff explained that the fuel-choice project will incorporate current and new technologies and other discussions. The project team is working to reduce gaps that became apparent in the discussions with the board. Explanations of existing fuel-source requirements could be clearer.

Council members asked if there are any trends in questions and whether they will be tracked (Becky Walker). Staff replied that identifying the best fuel type is a frequent question. Energy Trust is identifying themes, but they really aren't new. The organization wants to help customers make decisions within its existing fuel-neutrality policy. Customers were previously sent to trade allies, but will now be given enough information to have an informed discussion with a trade ally.

Portland General Electric (PGE) stated that it has shared some of its thinking with Energy Trust. PGE appreciates Energy Trust's efforts to be responsive to customer questions and noted the approach is using old rules in a dramatically changing market. Current thinking is reinforcing a business-as-usual approach. It is unclear if customers are asking how emerging technology works, or why Energy Trust offers incentives for natural gas vs. electric equipment. The conversation should shift toward what is planned to be done differently, instead of an either/or approach. Gas and electric providers can show up together to present additional choices. PGE will advocate for ongoing evolution of this language (Jake Wise). Staff responded that the industry is changing and links between gas and electric systems are part of the broad context. Energy Trust will continue revisiting this topic.

Next Steps

This will be an ongoing discussion with more information shared with the council at a later date.

3. Residential program updates

Marshall Johnson, residential senior project manager, and Ryan Crews, residential program manager, presented Residential updates starting with the results of bonus incentives in 2020 and 2021. Bonuses for gas furnaces and ceiling insulation proved highly effective, increasing participation in Central, Eastern and Southern Oregon and led to an overall doubling of the volume of furnace projects during the bonus period. Results show regional differences, with even higher increases in volumes in Central and Eastern Oregon. Results are available in the council meeting materials.

Energy Trust will offer gas furnace and ceiling insulation bonuses again from June 1 – October 31, 2022. They will apply to Residential and small multifamily projects to increase savings and expand awareness of Savings Within Reach. Upgrades will be promoted in rural areas, focused on areas with historically lower participation. A project reservation system will provide insights into project volumes coming in given the uncertainties presented by ongoing equipment shortages and inflation.

Energy Trust also had a fixed-price offer for ductless heat pumps (DHPs) in 2020 and 2021. Pricing was solicited through a request for quotes in exchange for access to enhanced

incentives in rental properties. It had an impact on volumes but encountered budget limitations causing the offer to be ended early. There are significant issues with heat pump supply chains currently. Energy Trust will not offer a fixed-price promo in 2022, but bonuses will be coming from July 1 – October 31, 2022. Customers can receive a \$500 ductless heat pump bonus in single family and \$700 in multifamily for a total incentive of \$1,500 available.

There is also a no-cost ductless heat pump offer in development now. Ductless heat pumps offer heating, cooling and indoor air quality improvements. Electric resistance heat is very pervasive in Oregon, particularly in multifamily, rural and lower-income homes. Those systems often last for a long time and if they break are usually replaced with inexpensive electric resistance heaters. Energy Trust wants to grow its tactics to displace that heating source. There is a higher proportion of low-income customers who can benefit from DHPs in Energy Trust's service area. As part of the OPUC cost-effectiveness exception for this equipment, Energy Trust was encouraged to make available up to \$5 million in budget for DHPs for low- and moderate-income customers over the next three years.

Ryan Crews discussed the offer further. The goal is to explore how to support low income and energy burdened customers, while also fostering partnerships with community-based organizations (CBOs). CBOs are helping design and implement the offer. Energy Trust started with Verde, Community Energy Project, Rogue Climate and Lake County Resources Initiative. The goal is to install 100 units in 2022, with no out-of-pocket customer costs.

Discussion

Council members asked how determinations are made that a bonus is appropriate (Jake Wise). Council members also asked for more details about the reservation system and whether it will track the number of projects, or if Energy Trust plans to limit projects (Laney Ralph). Additionally, members asked if Energy Trust tracks actual income levels of participating customers, or only whether or not they qualify for Savings Within Reach, along with whether they rent or own the home (Lisa McGarity).

Staff responded that there is a two-year budget cycle and bonuses ran in 2020 due to uncertainty surrounding COVID-19 and decreasing project volumes. Bonuses were previously used successfully in the 2009 – 2011 recession. Energy Trust responded to an anticipated decline in volume. Bonuses are likely to perform differently now as times are different from 2020 when most people were at home and had stimulus funds. Staff added that the budget is finite, and there is a planned number of projects. Staff want to be aware of anything going beyond its forecasts and seeks to drive projects in 2022 – not in 2023. There also appears to be interest in growing demand for furnaces and ceiling insulation while maintain consistency for the trades. For gas furnaces, Energy Trust tracks whether customers are moderate or low-income. For ceiling insulation, the Savings Within Reach pathway for the bonus doesn't exist, so the bonus was added on top of the standard incentive. The Residential program is using its tools to use public Experian data. It's not perfect, but helpful. Ceiling insulation has seen higher than historic levels for low- and moderate-income customers. For gas furnaces, there were higher moderate-income levels and they fell as income fell. In rentals tracking was done specifically for ceiling insulation but not gas furnaces.

Council members stated that this was fantastic work on a shared objective with CBOs to deliver more benefits to energy burdened customer groups. PGE would like to participate in the conversations as they align with House Bill 2475 income-qualified rates. There is also an opportunity to work with Oregon Department of Energy (Jake Wise). A council member also asked if an exception was used for paying the non-cost-effective portion, also asking why Energy Trust chose to use 60% of state median income for eligibility, instead of the federal standard of 200% of poverty level (Lisa McGarity).

Staff responded that it did receive a specific cost exception from the OPUC. There are limits to the budget and it's set up as a test/pilot. The 200% federal level is similar to the state median income. Those who qualify for the 200% federal standard will qualify for the state's 60%. There are just a few more customers who will qualify. It's also a number that CBOs are familiar with.

Council commented that PGE sees delivering benefits to energy-burdened (60% state median income) customer groups as, a "Best Offer", which would be Energy Trust no-cost ductless heat pump, plus House Bill 2475 PGE income-qualified rate, plus Oregon Housing and Community Services funding, plus Senate Bill 1536 funds (Jake Wise). Members added that it's understandable why it would be hard for a community-based organization to establish energy burden without having the same level of data but hopes to have a better idea about who will have higher energy burden (Lisa McGarity). Staff responded that it will be an area of focus when it comes time to evaluate results. Energy Trust is asking for their actual household income amount – self attested whereas previously energy burden was been calculated by household income to energy costs. Energy costs of 6% or greater of income spent on energy indicate a burden according to traditional definitions. The program will be comparing participant's income/usage data against these metrics during evaluation to understand the degree of alignment.

Council members stated that PGE is collecting income, medical certifications and preferred language in their form to enroll in income qualified rates which has helped to understand demographics (Jake Wise). Council members added that Avista doesn't know the easy answer when determining eligibility and does 100% verification in its existing programs. Avista is developing its low-income rate and hasn't yet set the verification level (Lisa McGarity). Staff stated that census tract comparisons may be used, but discussions have not occurred around assessing the income amounts. It is broken into phases, so there are periods to stop, look at results and adjust. Staff added that its working with community partners who have customers with needs and develop trust with the partners.

Next steps

We will continue bringing updates to the council.

4. Business program updates

- a. Business Lighting**
- b. Production Efficiency**
- c. Existing Buildings**

Topic Summary – Business Lighting

Jessica Kramer, senior program manager for industry and agriculture, provided the Business Lighting update. Energy Trust has increased project and site caps to \$250,000 and removed trade ally caps and active project limits. Incentives gave increased and outreach was conducted to share these updates. Due to reduced participation, changes were made in March 2022. Two notifications were sent to trade allies and posted in the Insider newsletter. The program delivery contractor (PDC) has called or held in-person meetings with trade allies. The program marketing team has a customer email campaign planned in May and the program delivery contractor has also conducted customer outreach. Initial feedback shows that it's a much-needed change. Large capital decisions for 2022 were made in 2021, when incentives were lower, so customers are being approaching to see about phasing projects. Utilities have also been contacted for joint outreach and there is good traction in getting the message out.

Discussion – Business Lighting

Council members asked how Energy Trust outlines the lighting project size and if it is it by address or meter (Tim Hendricks). Staff responded that it's per address, rather than meter. It's complicated by campuses, and Energy Trust can follow up further.

Topic Summary – Production Efficiency

Kirstin Pinit, industry and agriculture program manager, provided an update on incentive changes in the Production Efficiency Standard track that went into effect in April. Project caps increased to \$250,000. Incentives for select electric and gas rebates were increased. The changes were communicated via email announcements, personal calls and visits with trade allies, as well as multiple Insider newsletter articles.

Discussion – Production Efficiency

Council members mentioned that in Southern Oregon there has been a push around illegal greenhouses and asked if Energy Trust requires a copy of a permit with application materials (Lisa McGarity). Staff responded that Energy Trust is unsure of how they check for permits but cannabis businesses must provide an Oregon Liquor Control Commission license and added that Energy Trust will follow up on this topic.

Topic Summary – Existing Buildings

Wendy Gibson, commercial senior program manager, provided an update on Existing Buildings. The site cap is aligned with other programs, increasing to \$250,000. Equipment must be purchased between March 1 and September 30. Energy Trust chose the bonus after doing a diversity, equity and inclusion lens review, finding that it covers smaller businesses. Outreach includes site assessments, Strategic Energy Management coaches bringing up retro-commissioning and bonus specific call-downs. Trade allies were notified via email, personal calls, site visits and Insider announcements.

Discussion

Members asked if Energy Trust is factoring in product availability (Lisa McGarity). Staff responded that Energy Trust is tracking it closely. Some equipment is appearing while other items aren't available. For example, there has been an ongoing shortage of gas fryers while chillers are improving, so there are ups and downs in equipment supplies.

Next Steps

No additional steps.

5. In-progress update on New Buildings code alignment

Topic Summary

Shelly Carlton, new commercial construction senior program manager, and Alex Novie, business measure development manager, provided an update on New Buildings code alignment.

Energy Trust New Buildings has a prescriptive incentive track, along with whole building tracks and additional services. The whole building tracks start at 5% beyond code. Whole building projects are 50% of program savings. As code becomes more stringent, whole building projects become more challenging to complete.

The new state code framework is American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) 90.1. Not all customers are equipped to do the modeling to meet it. Energy Trust can estimate savings beyond code but not costs compared to counterfactual code baseline. Energy Trust is working with Northwest Energy Efficiency Alliance (NEEA), Oregon Department of Energy and the OPUC to determine how to move forward. The OPUC extended the exception for whole building projects through the first quarter of 2024. Energy Trust is doing market research to understand how customers and design teams are responding to new code levels and making cost decisions.

The framework for design changes is to help customers design high performance buildings on a broader scale. Energy Trust will increase understanding of customer benefits and costs, find

ways to encourage teams to go further and achieve more savings, and ensure sound investments for customers and the utility system.

New Buildings is expanding training and education that supports whole building approaches and integrated designs. Project-based information will help customers design high performance buildings. Energy Trust also provides resources for project teams that may not have the resources for design and modeling. Energy Trust will continue incentives that drive deeper savings and focus on amplifying training and education, providing relevant examples, conducting research and rolling out offers.

Discussion

NEEA suggested to connect with Energy Trust on current research plans and stay in touch regarding research (Becky Walker). Council members also asked about the scope of code alignment, and whether it includes local code as well (Jake Wise). Staff responded that Energy Trust aligns with state code based on ASHRAE 90.1 and currently has state 2019 code and 2021 code projects. Members asked if the state Building Codes Division is doing any work on cost information (Lisa McGarity). Staff responded that there's a landscape of code compliance costs. Energy Trust focuses on cost and other elements of above-code buildings while Oregon Department of Energy (ODOE), NEEA and others focus on cost of compliance. Staff added that it's the purview of Building Codes Division to provide training on code compliance. A council member stated they would check with Building Codes Division regarding cost of compliance (Roger Kainu).

Members asked if Energy Trust anticipates that the Efficient Buildings Task Force will have an opportunity to plug into these conversations (Jake Wise). Staff responded that they are aware of Energy Trust's work, but it is unsure if they are plugged in directly. Staff added that the Resilient Efficient Buildings Task Force has a broad scope that it will learn more about soon. Energy Trust has provided briefings, along with many other organizations, on the current landscape.

Council members asked if Energy Trust offers modeling classes for customers (Lisa McGarity). Staff stated that it hasn't focused on it but is looking to learn from market research about some of the gaps in doing that modeling, along with who is the audience. As more gaps are uncovered, that may be something to pursue. Staff noted Energy Trust also does building energy simulation training and added that many of these modeling tools offer their own training. Energy Trust is faced with the questions of how to find a tool that can be used by those who are not full-time professional modelers and how to reduce that burden. Members added that the gap may be in the whole building retrofit, where they are required to do the upgrade, compared to New Buildings where a modeler is available in the design phase (Lisa McGarity). Staff responded that this applies in rural Oregon, where they often repurpose buildings rather than building from the ground up and may not have energy modelers to do the work.

Next Steps

Energy Trust is in the middle of market research now but should have some findings by this summer and will bring this information back to the council.

6. Member spotlight: Oregon Department of Energy

Topic Summary

Council member Andy Cameron and Government Relations Coordinator Christy Splitt provided updates on ODOE activities, including implementation of Senate Bill 1536, the Right to Cooling bill. Senate Bill 1536 passed in the 2022 legislative session, led by people of color and renter advocates. Several pieces of the legislation are on ODOE's to-do list. Senate Bill 1536 allocated a \$2 million grant administered via ODOE to Energy Trust to help landlords establish voluntary cooling spaces.

ODOE will also launch two heat pump programs. One program will involve landlords working through contractors to apply for funding under a \$15 million allocation, running through January 1, 2025. It covers 60% of costs but the agency can set the percentage for RVs and manufactured homes.

The second program has ODOE contracting with eligible entities to distribute the funds. There is a long list of regional administrators. Priorities are environmental justice communities or those without heating and cooling equipment. There is a \$10 million allocation without a sunset date. It covers 100% of heat pump costs. Staff is still being hired, which is a challenge right now.

ODOE is looking at federal funding with the State Energy Program (SEP). ODOE has \$730,000 per year. The federal infrastructure bill will provide \$6.5 million over five years. It permits a variety of activities, like home energy scores, electric vehicles, alternative fuels and more. ODOE is working on how to leverage these funds. A revolving loan fund is another focus. It allocates \$1.2 million for capitalization. It starts with conducting audits then doing the recommended upgrades. The auditor training program is a competitive application, focused on workforce development. ODOE is talking to stakeholders right now. Under the Energy Efficiency Conservation Block Grant 60% of state funds must go to local governments. Grid Resilience is a new program from USDOE with \$50 million in funding to strengthen the grid and reduce outages. What state agency the funds are allocated to is up to the governor. Another is cost effective code implementation for efficiency and resilience. The state can work with a partnership to implement building codes. \$225 million is available.

Discussion

Staff asked how Energy Trust received the cooling spaces contract (Jackie Goss). The statute specified a non-governmental organization, meaning that the legislature intended for Energy Trust to implement it (Christy Splitt). Staff added that Energy Trust is currently editing the statement of work with Oregon Department of Energy to work on program design and budget in order to launch the program as early this summer as possible (Tracy Scott).

Council members asked if ODOE sees some synergy with federal funding and the community renewable energy grant related to resiliency (Jake Wise). ODOE staff stated that opportunity announcements went out in March and applications will launch on May 23. The announcement gives everything people need to apply. ODOE is sending a poll to interested parties about extending the deadline. It has also held webinars for interested entities and has seen lots of interest (Christy Splitt).

Council members asked if ODOE has seen activity in partnerships for auditor training (Lisa McGarity). ODOE staff replied that they are still gathering input, but it is likely to exist (Andy Cameron). Energy Trust staff commented that as community-based organizations take on a greater role in serving customers, they have given feedback that some don't have that kind of training available. There may be an opportunity to support them with training (Marshall Johnson).

Next Steps

More information about the [federal infrastructure bill](#) is available online.

7. Public comment

There was no additional public comment.

8. Adjournment

The meeting adjourned at 4:30 p.m. Meeting materials are available [online](#). The next meeting is June 29, 1:30 p.m. – 4 p.m.

Tab 9

Diversity Advisory Council Meeting Notes

April 19, 2022

Attending from the council:

Dolores Martinez, EUVALCREE
Indika Sugathadasa, PDX HIVE
Cheryl Roberts, African American Alliance for Homeownership
Susan Badger-Jones, special projects consultant
Shane Davis, City of Portland
Rebecca Descombes, Native American Youth and Family Center
Kheoshi Owens, Empress Rules
Terrance Harris, Oregon State University
Oswaldo Bernal, OBL Media LLC
Huong Tran, small business owner

Attending from Energy Trust:

Elizabeth Fox	Kenji Spielman
Emily Findley	Kirstin Pinit
Amanda Thompson	Kate Wellington
Amanda Potter	Kyle Morrill
Adam Bartini	Kyle Petrocine
Amber Cole	MacKenzie Kurtzner
Ashley Bartels	Melanie Bissonnette
Amanda Zuniga	Mike Colgrove
Albert Stanfield	Mark Wyman
Bayoan Ware	Mia Deonate
Cheryle Easton	Quinn Cherf
Debbie Menashe	Renee Garrels
Dave Moldal	Steve Lacey
Emily Estrada	Sue Fletcher
Gina Saraswati	Thad Roth
Greg Stokes	Taylor Navesken
Joshua Reed	Tyrone Henry
Jessica Kramer	Wendy Gibson
Laura Schaefer	
Kesean Coleman	
Kathleen Belkhat	

Others attending:

Lindsey Dierksen, LD Consulting	Josh Weissert, Energy350
Greg Delgado, Causa Oregon	Mustafah Finney, Rose City Alliance
Brooke Landon, CLEAResult	Shelly Beaulieu, Dragonfly Consulting
Raven Manta, Wildhorse Casino	Victoria Lara, Lara Media
Sylvia Tanner, Energy Trust Board	Ruchi Sadhir, Oregon Department of Energy
Peter Therkelsen, Energy Trust Board	Alder Miller, CLEAResult
Aaron Frechette, Cascade Energy Trust of Oregon	Jenny Sorich, CLEAResult
Cynthia Kinney, Cascade Energy	
Thuy Tu, Thuy Tu Consulting	

1. Welcome, Agenda Review and Group Reflection

Tyrone Henry, Energy Trust diversity, equity and inclusion lead, convened the meeting at 9:00 a.m. The agenda, notes and presentation materials are available at Energy Trust's website at <https://www.energytrust.org/about/public-meetings/diversity-advisory-council-meetings/>.

Tyrone Henry started the meeting by introducing Energy Trust's newest board members, Sylvia Tanner and Peter Therkelson. Sylvia works at Multnomah County's Office of Sustainability, serving as its Senior Data Analyst focusing on energy policy. Peter is the deputy of the Building and Industrial Applications Department at the Lawrence Berkeley National Laboratory, where his work focuses on industrial energy management business practices and policies.

Tyrone led the group in a reflection on a video clip featuring a middle school student sharing a reflection on teasing he experienced due to his style choices. The student spoke about the importance of rejecting materialism in favor of valuing the internal qualities of others. Council members and attendees reflected positively on seeing young people thinking like that, stating it gives hope for the future (Mustafah Finney). The council discussed how this also reflects well on parents who instill good values; however the reality is that many young people grow up without those influences and values. Our challenge is to continue doing good in the face of opposition (Shane Davis). Members acknowledged that children who grow up with a materialistic attitude grow up to be materialistic adults, and this plays out in the professional world even in the nonprofit space (Cheryl Roberts). The council reflected on how young biases become instilled, and how the ramifications of those biases continue to play out long afterward (Huong Tran).

2. Update on Working Together Grants

Topic summary

Energy Trust staff members delivered an update on the recent award of the inaugural round of Working Together Grants. Small grants were awarded to 13 community organizations to complete work that will help diverse customers and communities save energy or use clean, renewable energy. The grants totaled \$125,000 and resulted from a selection process that included Diversity Advisory Council members and internal staff. Staff shared a list of organizations that received an award, including some that Energy Trust has worked with in the past and others that will be new relationships. Activities the awardees will pursue include home repairs, tenant education, career and industry information, and workshops and trainings on clean energy. Awardees will complete their activities by September, and a second round of grant funding will open later this year. Energy Trust aims to continue collaborating with these organizations and use lessons learned to better serve customers.

Discussion

The council suggested that Energy Trust increase involvement of Diversity Advisory Council members in the selection process. Doing this would help the selection committee ask harder questions to get to the bottom of whether the proposed grant activities would truly advance diversity, equity and inclusion. Members noted there is a need for more representation and perspective in this process (Huong Tran, Terrance Harris). Council members expressed appreciation that the first round of grants have been awarded, but agreed Energy Trust should work to design a more rigorous selection process, including finding out the internal demographics of grant applicants and strategies for increasing equity within their organization (Kheoshi Owens).

The council pointed out that only 13 of 21 applicants received a grant in this round and asked whether that was due to a limit on overall funding (Shane Davis). Staff said they distributed

about half the annual funding in this round, and the second half would be distributed in the second round. This approach allows Energy Trust to obtain learnings sooner, in time to consider for the budgeting process and to inform the second grant cycle. Energy Trust staff have been included in the kickoff meetings with each grant awardee to identify other opportunities to work together beyond the specified grant activities (Tyrone Henry).

Next steps

The 13 organizations that received a grant in this round will complete their activities by September. A second round of grant funding will launch later this year. Council members are invited to recommend organizations to be included in promoting the next round of funding.

3. Update on small business survey

Topic summary

Members of the community-based liaison cohort for the Existing Buildings program shared findings from recent surveys conducted with small businesses.

Existing Buildings program manager Wendy Gibson introduced the community-based liaison approach, noting that the purpose and activities of the cohort has evolved over the course of the last year to give it more autonomy to enact change within Energy Trust internal and external processes.

The eight community-based liaisons, who are based throughout Oregon, joined the meeting to introduce themselves and sharing what this work means to them. Two consultants and internal staff who support the work of the cohort also introduced themselves. Wendy presented on what the liaisons will be doing in the upcoming year. Their activities include performing an equity assessment of Energy Trust's Existing Buildings program, creating and delivering an equity training for trade allies and conducting healing circles to address harm committed in the past.

Two of the community-based liaisons presented findings from recent engagement with small businesses, which included research surveys. Kheoshi Owens presented on findings from English-speaking businesses and Victoria Lara shared results from engaging Spanish-speaking small businesses. Both presenters noted that one of the biggest participation barriers for both audiences was low awareness of Energy Trust.

Discussion

The council asked both presenters what surprised them the most, and what they are most optimistic about (Indika Sugathadasa). Victoria Lara stated she was not surprised by the results, however the advantage of working with Latino communities is how eager and open they are to building relationships. Latino communities generally place a high value on community engagement. For example, one respondent shared he had lived in Oregon as a business owner for over 25 years without ever hearing about Energy Trust but was interested in engaging now. Kheoshi Owens expressed optimism about the potential for Energy Trust to become an equity leader in the energy space while working to go further to provide reparations through direct investment and hiring to support diverse communities.

Next steps

The community-based liaisons will continue working in their focus areas and develop a scope of work.

4. Guided Discussion on Improving Community Partnerships

Senior Project Manager Renee Garrels led a discussion to capture input from Diversity Advisory Council members on ways Energy Trust can improve its partnerships with communities. She introduced the intention of the exercise as a way to engage Energy Trust's advisory councils in a more meaningful way that occurs earlier in the budgeting and planning process. Energy Trust will consider this feedback while shaping budget and planning decisions to create a better overall experience of stakeholder engagement. Hearing input earlier will give staff a better understanding of needs and priorities so they can reflect them better in their action plans, allocating more funding where it's needed.

Discussion

Industry trends: how is the energy industry landscape changing compared to where we were in 2020?

The council noted there is a lack of awareness of the impact of energy issues on communities, which points to a need for culturally responsive education in schools and through other channels. Energy efficiency is not at the forefront in the hierarchy of needs in these communities (Kheoshi Owens). An attendee added this lack of knowledge extends to Energy Trust's marketing, and people don't understand the concrete ways money is being lost. Many communities are still in survival mode, so the role of energy in day-to-day life is not evident due to a focus on more urgent needs (Mustafah Finney).

What trends are you noticing that Energy Trust should pay attention to?

Council members reiterated the prior discussion that people and businesses are still in triage mode, working to survive. The focus should be on how to support these customers to get out of this mode and into becoming more effective at what they are attempting to do. One way to do that is education, and Energy Trust should spend ratepayer funds in the right places to promote energy education in schools and within diverse communities (Tyrone Henry).

The council emphasized that Energy Trust should shift responsibility from the communities it seeks to better serve, to the energy industry that has left them out. Communities are exhausted, and resources are often not there. It costs more to shift to energy efficient technology, and Energy Trust should budget to meet customers where they are in order to move everyone toward energy efficiency, starting small by focusing on no-cost offers (Huong Tran).

Council members and attendees advised Energy Trust should lead by promoting the benefits of energy investments, so communities start to listen. Messages need to be clear and simple with a call to action (Victoria Lara). A council member shared a recent experience of seeing an Energy Trust commercial on television, stating that even with prior knowledge of the organization, it was confusing (Shane Davis).

The council pointed out that in rural areas, sensitivities to energy price increases. Those areas are also seeing concerns about energy resilience, wildfires, possible outages and awareness that power lines contribute to wildfire activity. There is a long-standing challenge of patchwork utility services, where eligibility for Energy Trust offers may vary by community due to utility service area. The community-based liaison group should consider giving equal focus to low-income and rural customers, not just communities of color. There is not the same attention to rural diversity because there's a lack of critical mass to bring these concerns into the conversation (Susan Badger-Jones).

What barriers are customers facing?

The council said that in certain rural communities like Hermiston, Malheur County and Umatilla County, the cost of energy is high, and Idaho Power is the only available electric utility in some

places. There is low awareness of energy programs in general. Idaho Power has a lot of resources that are not promoted effectively to the community. There is a need for more education about using renewable energy technology to lower energy costs. Overall, there is a need for more education in culturally specific languages and more community discussions for business owners on ways to lower energy costs (Dolores Martinez).

An attendee brought up the diversity within rural communities, stating Energy Trust should examine those additional challenges due to isolation (Greg Delgado). The council discussed that rural communities adjacent to larger metro areas, such as those near Bend, do have challenges but they are different than those facing frontier communities that lack proximity (Susan Badger-Jones).

What are the biggest market opportunities?

A staff member noted a big opportunity to increase outreach and understanding of tribal communities and indigenous customers (Tyrone Henry).

How can Energy Trust better support communities in rural areas, communities experiencing low incomes and communities of color?

The council indicated opportunity to provide meaningful support through education and workforce strategies. Energy Trust should design programs to engage with schools. Since 2016, Energy Trust has spent \$200 million supporting white male-owned businesses and just over \$7 million on Black, Indigenous and people of color (BIPOC)-owned and women-owned businesses. The organization should take responsibility for that behavior (Kheoshi Owens). Council members also pointed out that the board of directors has been largely absent from these conversations, wondering why they are not more involved (Kheoshi Owens).

Next steps

Input from this discussion will be considered and incorporated into early planning and budgeting. There will be a more comprehensive engagement with the council in June or July.

5. Update on Board of Directors Recruitment

Greg Stokes gave an update that since a board member recently stepped down due to personal reasons, Energy Trust will be recruiting a new member in 2022. Staff are actively recruiting diverse candidates who have expertise and experience in finance. The council is invited to support outreach to broadcast this opportunity to possible candidates in addition to ongoing advertising on Energy Trust's website and news channels.

Discussion

Attendees asked for clarification on how to refer a potential candidate to indicate that they are vouching for that person (Bayo Ware). Greg clarified that there were several ways to share the opportunity with someone by pointing them to the webpage, by phone, submitting a nomination through a web form or by letting him know directly.

The council asked if the board has a racial equity policy (Kheoshi Owens). Greg clarified it does not. The council discussed that it would like to see new Black members on the board, which has been a huge challenge. To be inclusive, the board needs to add a requirement to hold a certain number of seats for racially specific members. The seat would be held open until a racially specific member with the right experience is identified (Kheoshi Owens). Council members shared that they were not willing to continue nominating from their networks because so many past nominations have been disqualified, often without even being invited to interview. Staff proposed to continue the discussion outside of the meeting.

Next steps

Diversity Advisory Council members are invited to nominate a potential board member or broadcast the opportunity to their networks.

6. Announcements

Tyrone Henry made an announcement that Energy Trust has hired Huong Tran as its new Diversity, Equity and Inclusion Specialist. In this new position, Huong will assist Tyrone in carrying out DEI-focused projects and initiatives. This will be Huong's last meeting as a Diversity Advisory Council member. Recruitment for a new council member has already begun. Huong expressed they will miss participating on the council as a member, however they hope to help bridge the divide between the council and staff decision-making in this new role.

7. Public Comment

There was no additional public comment.

8. Adjournment

The meeting adjourned at 11:20 a.m. The next council meeting is scheduled for May 17, 2022, from 9:00 a.m. to 11:30 a.m.

PINK PAPER

Diversity Advisory Council Meeting Notes

May 17, 2022

Attending from the council:

Susan Badger-Jones, special projects consultant
Terrance Harris, Oregon State University
Indika Sugathadasa, PDX HIVE
Kheoshi Owens, Empress Rules
Cheryl L. Roberts, African American Alliance for Homeownership
Rebecca Descombs, Native American Youth and Family Center
Dolores Martinez, EUVALCREE

Attending from Energy Trust:

Tyrone Henry	Emily Estrada
Huong Tran	Sloan Schang
Michael Colgrove	Caryn Appler
Tracy Scott	Hannah Cruz
Greg Stokes	Alex Novie
Elaine Dado	Lenora Deslandes
Elizabeth Fox	Susan Jowaiszas
Jay Ward	Quinn Cherf
Megan Greenauer	Debbie Menashe
Steve Lacey	MacKenzie Kurtzner
Sue Fletcher	Amanda Thompson
Mana Haeri	Jeni Hall
Jackie Goss	Betsy Kauffman
Ashley Bartels	Amanda Zuniga
Kirstin Pinit	Taylor Ford
Shelly Carlton	Kesean Coleman
Bayoan Ware	Albert Stanfield
Wendy Gibson	

Others attending:

LaNicia Duke, Black Rural Network	Alder Miller, CLEARResult
Ruchi Sadhir, Oregon Department of Energy	Jenny Sorich, CLEARResult
Ezell Watson, Oregon Public Utility Commission	Brooke Landon, CLEARResult
Lindsey Diercksen, LD Consulting	Josh Weissert, Energy 350
	Chris Smith, Energy 350

1. Welcome and Group Reflection

Huong Tran, Energy Trust's diversity, equity and inclusion specialist, convened the meeting at 9:00 a.m. The agenda, notes and presentation materials are available at Energy Trust's website at <https://www.energytrust.org/about/public-meetings/diversity-advisory-council-meetings/>.

Huong Tran opened the meeting with a land acknowledgment and encouraged others to learn what native land they are on and support Native communities.

Huong Tran acknowledged May is Asian American and Pacific Islander Heritage Month and Mental Health Awareness Month and May 5 was Missing and Murdered Indigenous Persons Awareness Day. Council members reflected on the shooting this past weekend in Buffalo, New York, in which a white gunman targeted the Black community and killed 10 Black people. They discussed how it affected their perception of safety and what it will take to end white supremacy and the violence that comes with it.

2. 2022 Legislative Session

Topic summary

Jay Ward, Energy Trust's senior manager for stakeholder relations and policy services, gave a presentation on Oregon's 2022 legislative session. The short session was focused largely on non-energy issues, including homelessness, economic inequities and impacts of the pandemic. One exception was Senate Bill 1536, which expands access to cooling equipment for renters. Under the law, Energy Trust will receive \$2 million through the Oregon Department of Energy to support landlords in creating and operate cooling spaces for tenants during extreme heat events. Another exception was Senate Bill 1518, which establishes a resilient, efficient buildings task force to evaluate policies related to building codes and building decarbonization.

Jay Ward noted rulemaking for energy-related legislation that passed in 2021 is ongoing.

Discussion

Council members said cooling access needs to be proactive and offered to help with Energy Trust's outreach (Kheoshi Owens). Staff said the team working on this is prioritizing people of color and people who are elderly and/or disabled (Tracy Scott). Staff offered to share the outreach strategy with council members. Staff also noted the Portland Energy Community Benefits Fund is also working on providing cooling equipment to vulnerable communities in Portland (Megan Greenauer).

Members asked if Senate Bill 1518 allowed local jurisdictions to establish so-called reach codes (Susan Badger-Jones). Staff said that was cut from the final legislation.

Next steps

None.

3. Introducing LaNicia Duke

Tyrone Henry, Energy Trust's diversity, equity and inclusion lead, introduced LaNicia Duke of the Black Rural Network, who will be joining the council soon. Duke lives on the Oregon coast and advocates for the Black community there in other rural parts of Oregon. Black Rural Network will host its first conference this coming weekend to connect Black people in rural communities. Duke said she looks forward to bringing her perspective of rural communities to the council.

Discussion

None.

Next steps

None.

4. Community Agreement for Council Meetings

Topic summary

Huong Tran introduced the idea of establishing a community agreement for council meetings to encourage difficult conversation in a safer space and asked for input from council members on what such an agreement would look like.

Discussion

Members said it was important to isolate race in conversations to understand differences in how people are treated based on their race (Kheoshi Owens). Ezell Watson from the Oregon Public Utility Commission noted the difference between feeling uncomfortable and feeling unsafe and suggested agreeing to be uncomfortable could be part of the agreement so as to encourage challenging conversations.

Tyrone Henry talked about his experience of making people uncomfortable at Energy Trust when speaking up as a Black man, the only one at Energy Trust when he started. Challenging people is a good thing and valuable for the organization.

Tran noted it is important to recognize unintended harm and that good intent is not good enough.

Next steps

Staff will consult council members in drafting and finalizing an agreement.

5. Budget Workshop Preview

Topic summary

Greg Stokes, Energy Trust's organization development manager, previewed a new approach to advisory council engagement in Energy Trust's budget process starting this year, based on feedback from council members. In April, staff engaged all three advisory councils in discussions to hear their perspectives on market trends, customer needs and emerging opportunities. Next, staff will hold an interactive planning workshop in July with council members to plan Energy Trust activities for the following year. The final step will be to present the final budget for review in the fall.

Discussion

None.

Next steps

The workshop is planned for July 26. Council members will get more information about the workshop before then via email.

6. Recruiting for Advisory Councils

Topic summary

Betsy Kauffman, Energy Trust's renewables sector lead, presented on recruiting efforts for Energy Trust's Renewable Energy Advisory Council and Conservation Advisory Council, which provide advice to the board of directors and staff on strategies, budgets and program design. In the past, recruiting has been informal, based on word of mouth and internal recommendations. Staff would like to change, inspired by recruiting for the Diversity Advisory Council, which Betsy Kauffman said is more formal, inclusive and robust. There are several openings on the Renewable Energy Advisory Council and Conservation Advisory Council. Staff has identified experience and perspective gaps on the councils to guide recruitment. Betsy Kauffman reviewed application questions and asked for members' feedback.

Discussion

Members said application questions need to center race and social equity and encouraged staff to explore paying council members based on their time commitment and not just through a flat stipend, since impactful work takes time (Kheoshi Owens). Members also encouraged staff to consider rural perspectives, not just non-Portland perspectives (Susan Badger-Jones). Ezell Watson from the Oregon Public Utility Commission asked if rural implies energy burdened or middle to low income. If not, there may be a need to clarify that in recruiting. He also noted the complexity of race and geography, suggesting the ideology of dominant culture tries to divide rural people and people of color. Rural Oregon is largely white, so the idea of anti-racism is often heard in rural areas as anti-white.

Next steps

None.

7. Members' Experience with Energy Trust Internal Projects

Topic summary

Huong Tran asked for members to share their experiences working on various organization projects. Michael Colgrove, Energy Trust's executive director, explained that because of lack of diversity within Energy Trust's staff, the organization asks Diversity Advisory Council members to participate in a variety of activities, such as serving on hiring panels, participating in contract bid processes and reviewing research studies.

Discussion

Members said they have seen staged or performative elements in contract applications and were grateful for the chance to challenge those (Terrance Harris). Participating can sometimes lead to vigorous and challenging conversations but it is a good opportunity to contribute and understand programs (Susan Badger-Jones).

Next steps

None.

8. Announcements

Council members and other attendees shared information on upcoming opportunities.

Kheoshi Owens said Empress Rules is holding a [series of workshops](#) on anti-Blackness and invited all council members to attend.

Terrance Harris said Oregon State University is hosting its first [State of Black Affairs Summit](#) on May 25, 2022, the anniversary of George Floyd's death.

Ruchi Sadhir said Oregon Department of Energy is considering two legislative concepts it might propose in 2023: extending a solar and storage rebate program with changes to increase participation, and supporting environmental justice communities in applying for state and federal funding to address lack of capacity. The department is [asking for feedback on these concepts on its website](#).

10. Adjournment

The meeting adjourned at 11:30 a.m. The next council meeting is scheduled for July 26, 2022.

Tab 10

Renewable Energy Advisory Council Meeting Notes

April 12, 2022

Attending from the council:

Angela Crowley-Koch, Oregon Solar +
Storage Industries Association
Jaimes Valdez, Portland Clean Energy
Fund
Josh Peterson, University of Oregon
Max Greene, Renewable NW

Oriana Magnera, Verde
Raphaela Hsu-Flanders, Bonneville
Environmental Foundation
Tess Jordan, Portland General Electric

Attending from Energy Trust:

Albert Stanfield
Alina Lambert
Amanda Thompson
Bayo Ware
Betsy Kauffman
Cameron Mathews
Dave McClelland
Dave Moldal
Elaine Dado
Elizabeth Fox
Emily Estrada
Fred Gordon
Greg Stokes
Hannah Cruz
Jay Ward
Jeni Hall
Josh Reed
Julianne Thacher

Kesean Coleman
Kyle Petrocine
Lizzie Rubado
Marshall Johnson
Matt Getchell
Melanie Bissonnette
Mia Deonate
Mike Colegrove
Renee Garrels
Robert Wyllie
Ryan Cook
Sarah Castor
Taylor Navesken
Thad Roth
Tracy Scott

Others attending:

Alexia Kelly, Energy Trust Board
Carla Wise
Dan Orzech, Oregon Clean Power
Cooperative
Elee Jen, Energy Trust Board
Henry Lorenzen, Energy Trust Board

Haley Ellett, City of Hood River
Jake Wise, Portland General Electric
Ryan Harvey, Pacific Power
Susan Brodahl, Energy Trust Board

1. Welcome and Announcements

Bayo Ware, project manager on the Renewables team, convened the meeting at 9:30 a.m. on Zoom. Notes were taken by Alina Lambert. 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/>.

Renewable Energy Certificate (REC) Policy

Topic summary

Dave McClelland, senior program manager, provided an overview of Energy Trust's current Renewable Energy Certificates policy, which limits providing incentives to community solar projects that are larger than 360 kW-AC. Staff has requested an exception from this policy to the board's nominating and governance committee to allow support to large-scale community solar projects that provide a unique opportunity to benefit low-income customers and renters. The focus on the large-scale community solar project incentives would be for projects with low-income participation above the 10% minimum Oregon Community Solar Program requirement. Staff is seeking feedback from members on the requested change.

Discussion

Members wanted to know the type of community solar incentive being proposed (Jaimes Valdez). Staff explained that the proposed incentives would likely be prescriptive and based on the projected savings for low-income customers. Separately, the program expects to release a second round of custom solar incentives in 2022 for small-scale (<360-kW) community solar projects. This could possibly be expanded to include larger public and nonprofit projects if there was support from the board (Dave McClelland). Members were largely supportive of the exception request (Jaimes Valdez, Angela Crowley-Koch, Erik Anderson, Tess Jordan). A board member asked for clarification on if tribal members are considered in the low-income participation portion of the Oregon Community Solar Program (Elee Jen). Staff clarified that low-income customers are defined by their household income and that tribal organizations are part of the carve-out designation of the program (Lizzie Rubado, Ryan Cook).

Next steps

Staff will inform members of the outcome of the board's decision on the policy exception request.

2. Budget Discussion: Market Intelligence

Topic summary

Renee Garrells, senior project manager, facilitated a market trend discussion in the clean energy industry, including customer needs and emerging opportunities to assist Energy Trust in new budgeting and planning for the 2023/24 budget cycle.

Discussion

Members discussed various trends within the renewables industry, including an increase in battery storage paired with residential and commercial projects, an increase in residential installations overall, difficulty in the development of utility-scale solar in Oregon, challenging land-use decisions and negative effects from supply chain demands (Angela Crowley-Koch). The current U.S. Department of Commerce investigation of solar panels that may result in additional import tariffs is a growing concern within the industry (Tess Jordan, Angela Crowley-Koch). Inflation and cost increases in general for materials and labor and the step down of the federal Investment Tax Credit, and the statewide solar plus storage rebate sunset in 2024 are causes for projects to be more difficult to develop (Angela Crowley-Koch).

Indigenous, low-income, rural, Black and communities of color continue to not have the same access to solar, and workforce opportunities are needed within Oregon (Oriana Magnera, Jaimes Valdez).

Opportunities on the horizon include Oregon's Community Renewable Energy Grant Fund (CREP), House Bill 2021 establishing a 100% clean electricity standard, solar installation costs dropping, new technologies being developed and fossil fuel prices increasing (Angela Crowley-Koch, Tess Jordan, Josh Peterson). Members suggested partnering with the City of Portland's Portland Clean Energy Community Benefits Fund, Oregon Department of Energy's Community Renewable Energy Grant recipients, utilities, community organizations that haven't been traditionally involved with energy and tribal organizations, as well as building on pilots for energy resilience and designing support programs for financial resource mobilization for underrepresented groups (Angela Crowley Koch, Tess Jordan, Jaimes Valdez, Alexia Kelly). Better technologies include smart inverters, bifacial modules, heat pumps paired with solar, blockchain and mobile energy storage technologies (Angela Crowley-Koch, Josh Peterson, Jaimes Valdez, Alexia Kelly). Energy Trust should maintain flexibility as the market continues to change (Angela Crowley-Koch).

Next steps

Staff will be providing a follow-up interactive planning workshop on July 27.

3. Solar Within Reach Results

Topic summary

Matt Getchell, project manager on the Renewables team, presented an update on the Solar Within Reach initiative that launched in 2019 and provides higher solar incentives to low- and moderate-income households. There has been dramatic growth in the number of eligible Solar Within Reach trade allies, applications submitted and installations since its launch. A survey to recipients in 2021 informed staff that the biggest barrier to installing residential solar is the upfront cost. Nearly all respondents to the survey were white and English-speaking, indicating that while Solar Within Reach is effective at increasing the income-diversity of its participants, there is still work to be done to increase the racial diversity of its participants. A significant portion of the Solar program's budget will be dedicated to Solar Within Reach moving forward, and the offering will be the primary tool to count toward the newly implemented 25% low- and moderate-income requirement established in House Bill 3141, the public purpose charge modernization bill.

Discussion

Members inquired about the comparison of the system cost versus the incentive (Tess Jordan). Staff mentioned that the average system cost was \$31,000 with the incentive range being \$6,000- \$7,000 (Dave McClelland). Members asked if there is consideration to change the requirements of the offering to lower the income guidelines and increase the incentive amount (Angela Crowley-Koch). This approach, along with tiered incentives, may be considered by staff to be a part of the House Bill 3141 framework (Matt Getchell). An attendee inquired about potential customer barriers, responding to the difference between annual project submissions and installations (Jake Wise). Staff clarified that this difference is largely due to project timing with many systems installed in the calendar year after application submission. Attrition within the offering is low and comparable to other residential solar projects (Matt Getchell). Council members suggested using the Solar Ambassador program to help fulfill broader access to low-income and increase diversity in customers (Tess Jordan).

Next steps

None.

4. 2022 State Legislative Session Outcomes

Topic summary

Hannah Cruz, senior stakeholder relations and policy manager, provided an update on a number of bills that staff monitored in the short state legislative session. Staff focused on monitoring bills that may have impacted Energy Trust's funding, related to efficiency and renewable energy programs, impacted the customers we serve or applied to the organization's annual goals and strategic objectives. Senate Bill 1518 establishes a Resilient, Efficient Buildings Task Force to explore decarbonization and building codes in the built environment. Energy Trust staff were asked to provide organizational impact and program incentive information at an upcoming task force meeting. Senate Bill 1536 relates to supporting Oregonians during extreme weather events and passed with bipartisan support. The law funds multiple programs to deliver cooling outcomes for Oregon homes, apartments and community spaces. House Bill 4077 renames the Environmental Justice Task Force as a council and directs the council to develop an environmental justice mapping tool that can be used by natural resource agencies to improve equitable allocation of state or federal funding and more beneficial outcomes to environmental justice communities.

Discussion

None.

Next steps

None.

5. Summary of Solar Monitoring Lab

Topic summary

Josh Peterson, University of Oregon's Solar Radiation Monitoring Laboratory, provided an overview of the Solar Monitoring Lab's purpose and recent data findings on solar irradiation throughout Oregon.

6. Public Comment

No public comment.

7. Adjourn

The meeting adjourned at 11:40 a.m.