

Energy Trust Board of Directors

February 23, 2022

Energy Trust of Oregon Board of Directors' Meeting Zoom Webinar

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PUBLIC COMMENT:

There are two PUBLIC COMMENT opportunities during the meeting at 10:00 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.

194th Board Meeting

February 23, 2022

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https://us06web.zoom.us/webinar/register/WN_wv-cmGXcRWq6dhYm8JnsaA



Agenda		Tab	Purpose
10:00 a.m.	Board Meeting Call to Order (Melissa Cribbins, 10 min)		Info
	General Public Comment <i>The president may defer specific public comment to the appropriate agenda topic.</i>		Info
	President's Report (Melissa Cribbins, 10 min) <ul style="list-style-type: none">• President's Report• Acknowledgement of board member Lindsey Hardy		Info
10:20 a.m.	Board ad hoc Diversity Equity and Inclusion Charter (Mark Kendall, 5 min) <ul style="list-style-type: none">• Adopt the proposed Board ad hoc Diversity Equity and Inclusion Committee Charter R #961	Tab 1	Action
10:25 a.m.	Nominating Committee (Melissa Cribbins, Anne Root, 20 min) <ul style="list-style-type: none">• Renew terms of current board directors (Melissa Cribbins) R#962• Presentation of new director nominees (Anne Root) R#963• Board committee appointments (Melissa Cribbins) R#964• Election and renewal of board officers (Anne Root) R#965	Tab 2	Action
10:45 a.m.	Transition of President (Melissa Cribbins, Henry Lorenzen 10 min) <ul style="list-style-type: none">• Departing president's remarks• Incoming president's report		Info
	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">• December 17, 2021 Board Meeting Minutes• Authorizing approved bank signers R#966	Tab 3	Action
10:55 a.m.	Break 5 minutes		
11:00 a.m.	Executive Director Report (Michael Colgrove, 30 min) <ul style="list-style-type: none">• Present preliminary 2021 annual results• Quick update on Chief Financial Officer recruitment	Tab 4	Info
11:30 a.m.	Legislative Report (Hannah Cruz, Jay Ward, 30 min) <ul style="list-style-type: none">• 2022 Legislative Session Briefing Paper	Tab 5	Info
12:00 p.m.	Lunch 60 minutes		

Agenda		Tab	Purpose
1:00 p.m.	Call meeting to order (Henry Lorenzen, 5 min)		
	General Public Comment <i>The president may defer specific public comment to the appropriate agenda topic.</i>		Info
1:05 p.m.	Committee Reports (45 min)		
	<ul style="list-style-type: none"> • Evaluation Committee (Lindsey Hardy, Henry Lorenzen, Fred Gordon) <ul style="list-style-type: none"> ○ Reorganization of Evaluation Committee to Staff Evaluation Advisory Group • Finance Committee (Susan Brodahl) <ul style="list-style-type: none"> ○ Finance Committee discussion and review of analysis and recommendation by staff to extend New Building Program Management Contractor (PMC) agreement • Policy Committee (Henry Lorenzen) • Strategic Planning Committee (Mark Kendall) • Conservation Advisory Council (Lindsey Hardy) • Diversity Advisory Council (Mark Kendall) • Renewable Advisory Council (Susan Brodahl) • Ad hoc Board DEI Committee (Mark Kendall) 	Tab 6	Info
			Info
		Tab 7	Info
			Info
		Tab 8	Info
		Tab 9	Info
		Tab 10	Info
		Tab 10	Info
		Tab 10	Info
		Tab 11	Info
1:50 p.m.	Diversity Equity and Inclusion-2022 Plan (Michael Colgrove, Tracy Scott 45 min)		
	<ul style="list-style-type: none"> • Present the Diversity Equity and Inclusion Plan-2022 	Tab 12	Action
2:35 p.m.	Break (10 min)		
2:45 p.m.	Board Discussion (Michael Colgrove, 45 min)		
	<ul style="list-style-type: none"> • Fuel Switching Policy and Summary of December 9, 2021 Stakeholder Meeting 	Tab 13	Info
3:30 p.m.	Board Discussion (Henry Lorenzen, 20 min)		
	<ul style="list-style-type: none"> • Meeting format successes and changes for future meetings 		Info
3:50 p.m.	Adjourn Meeting (Henry Lorenzen)		

**The next regular meeting of the Energy Trust Board of Directors
will be held virtually April 6, 2022 at 10:00 a.m.**

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- Briefing Paper Fuel Switching policy and Summary of meeting with Interested Stakeholders December 9, 2021
 - 1. Stakeholder Letter Request to Modernize Energy Trust of Oregon's Fuel Switching Policy
 - 2. Board Response to Stakeholder Letter
 - 3. Stakeholder Reply to Response

Tab 1

Resolution 961

APPROVING BOARD AD HOC DIVERSITY, EQUITY AND INCLUSION COMMITTEE CHARTER

February 23, 2022

RESOLUTION 961 RESOLUTION APPROVING BOARD AD HOC DIVERSITY, EQUITY AND INCLUSION COMMITTEE CHARTER

WHEREAS:

- 1. The board of directors of Energy Trust of Oregon, Inc. (the “Board”) supports the appointment of an Diversity, Equity and Inclusion Committee (the “ ad hoc DEI Committee”) whose function and workplan will be completed by December 31, 2022, its planned date of dissolution;**
- 2. It is expected that the ad hoc DEI Committee will make recommendations to the Board on specific actions to, as described in the proposed charter among other things, improve, develop and support the Board’s intercultural competency, its diversity, equity, inclusion and effectiveness in supporting and leading implementation of the 2020-2024 Strategic Plan, the Energy Trust Diversity, Equity and Inclusion Policy and the Energy Trust Diversity, Equity and Inclusion Plan; and**
- 3. In formulating its recommendations to the Board and Board committees, the ad hoc DEI Committee ,will consult with and seek the advice of the Diversity Advisory Committee and other Board committees.**

IT IS THEREFORE RESOLVED: That Energy Trust of Oregon, Inc., Board of Directors approves the ad hoc DEI Committee Charter in the form attached as Appendix A attached hereto.

Moved by: I

Seconded by:

Vote: In favor:

Abstained:

Opposed:

APENDIX A

Board Diversity, Equity and Inclusion Ad Hoc Committee Charter

Action	Originator	Date
Draft Proposal		

Purpose Statement:

The Board Diversity, Equity and Inclusion Committee (the “DEI Committee”) is an ad hoc committee of the Energy Trust of Oregon (the “ETO”) Board of Directors (the “Board”) whose function and workplan will be completed by December 31, 2022, its date of dissolution. The DEI Committee will make recommendations to the Board on the below described specific actions to improve and develop the Board’s intercultural competency, its diversity, equity, inclusion and effectiveness in supporting and leading implementation of the 2020-2024 Strategic Plan, the ETO Diversity, Equity and Inclusion (DEI) Policy and the ETO DEI Operations Plan. In formulating its recommendations to the Board and Board Committees, the DEI Committee will consult with and seek the advice of the Diversity Advisory Committee.

Responsibilities:

Nature and Scope of ad hoc DEI Committee Activities

- Recommend for Board adoption a foundational statement defining the nature, scope and application of Board Diversity, Equity and Inclusion (“DEI”) activities.
- Develop a 2022 Board ad hoc DEI Committee Workplan consistent with the Responsibilities and timeline set forth in this Charter document.

DEI Discussions, Interactions and Activities

Recommend for Board adoption and implementation:

- Standards for open and candid discussion of DEI related matters that foster respect for various points of view.
- A procedure for addressing conflict that may arise relating to DEI issues.
- A process to acknowledge and implement ETO’s DEI goals and commitments.
- 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.

Advice to Board and its Committees

Provide recommendations to Energy Trust Board and its Committees on DEI related considerations regarding:

- The metrics and goals and objectives for board diversity as referenced in (i) the 2020-2024 Strategic Plan dashboard to assess progress towards Focus Area 5: Adapting to Change and (ii) the Board Diversity, Equity and Inclusion Policy, respectively.
- Recruitment of Board members.
- Development of Board Director capability and advancement to leadership positions, training and mentoring newly installed Board Directors.
- Establishment of term limits for Directors.

Member Roles and Responsibilities:

Chair

- Develop committee agenda and meeting schedules
- Facilitate participation and presentations
- Lead meeting discussions, ensuring that all voices are heard
- Prepare and deliver Committee recommendations to the Board

Members, Ex-Officio Members

- Participate in Committee meetings and deliberations
- Use personal and professional experience and materials to support Committee discussions and decision making
- Collaboratively form recommendations to the ETO Board

Staff

- Support Committee chair on agenda development, meeting scheduling, and recording meeting minutes
- Provide materials and resources to support discussions, as needed
- Participate in Committee meetings and deliberations
- Use personal and professional experience and materials to support Committee decision making
- Collaboratively form recommendations to the Board Act as liaisons to the ETO Diversity Equity and Inclusion Advisory Committee (DAC)

Progress and/or Success Indicators:

- Complete identified Responsibilities in a timely manner.

Operating Guidelines:

- The DEI Ad Hoc committee models commitment to the values of the organization and the rich contribution of diversity, equity and inclusion.
- Decision-making is based on group consensus and collaborative decision development. Where consensus cannot be achieved, the Committee Chair shall present all sides of the recommendation to the Board for its consideration and final decision.
- Participation by all members will be respected, invited and encouraged.

Meetings and Schedule:

The Committee Chair with support from staff shall establish a meeting schedule based on availability of at least the majority of committee members sufficient to accomplish the objectives of this committee.

Committee and Charter Review:

This Charter is a living and organizing document to clarify and communicate to membership and others the bounds, roles, actions and expectations of this committee. This charter may from time to time be amended by the board.

Tab 2

Resolution 962

ELECTING ALEXIA KELLY, ERIC HAYES, ERNESTO FONSECA, AND HENRY LORENZEN TO NEW TERMS ON THE ENERGY TRUST BOARD OF DIRECTORS

February 23, 2022

RESOLUTION R962

ELECTING ALEXIA KELLY, ERIC HAYES, ERNESTO FONSECA, AND HENRY LORENZEN TO NEW TERMS ON THE ENERGY TRUST BOARD OF DIRECTORS

WHEREAS:

- 1. The terms of incumbent board members Alexia Kelly, Eric Hayes, Ernesto Fonseca, and Henry Lorenzen expire in 2022.**
- 2. The board nominating committee has recommended that these members' terms be renewed.**

IT IS THEREFORE RESOLVED: That the Energy Trust of Oregon, Inc., Board of Directors elects Alexia Kelly, Eric Hayes, Ernesto Fonseca, and Henry Lorenzen, incumbent board members, to new terms of office that end in 2025.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

PINK PAPER

Resolution 963

ELECTING PETER THERKELSEN AND SILVIA TANNER TO THE ENERGY TRUST BOARD OF DIRECTORS

Approved February 23, 2022

RESOLUTION R963 ELECTING TO PETER THERKELSEN AND SILVIA TANNER TO THE ENERGY TRUST BOARD OF DIRECTORS

WHEREAS:

- 1. Pursuant to Energy Trust's Bylaws section 3.3, Director Alan Meyer's current three-year term expires at the later of (i) 2022 annual meeting of the board of directors or (ii) when his successor has been elected to take office.**
- 2. The board Nominating Committee has reviewed candidates for the board seat becoming vacant at the end of Alan Meyer's term and nominates Peter Therkelsen for a three-year term through 2025.**
- 3. Director Mark Kendall currently serves as director for a term expiring in 2024 or until his successor has been elected to take office, however Director Kendall has notified the board of his intent to resign his position on the board effective February 23, 2022.**
- 4. The board Nominating Committee has reviewed candidates for the board seat vacated by Mark Kendall and nominates Silvia Tanner, to fill the remaining term though 2024.**
- 5. Director Lindsey Hardy currently serves as director for a term expiring at the end of 2024 or until her successor has been elected to take office, however Director Hardy has resigned her position on the board effective February 23, 2022. Her position on the board is open and available to fill and the board Nominating & Governance Committee will begin a search process soon.**

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

PINK PAPER

Resolution 964
BOARD COMMITTEE APPOINTMENTS
February 24, 2021

RESOLUTION R964
BOARD COMMITTEE APPOINTMENTS
(REPLACES RESOLUTIONS R932)

WHEREAS:

1. In 2021, the Energy Trust Board of Directors engaged in a review of its roles and responsibilities and its committee structures.
2. This work was supported by Holly Valkama and Eileen Odum O'Neill of 1961 Consulting.
3. 1961 Consulting conducted three workshops to facilitate the board's examination of its roles, responsibilities and committee structures.
4. At the conclusion of the third workshop on October 12, 2021, board members identified several changes to current committee structures, including appointing three standing committees: a Compensation and Human Resources Committee, Finance and Audit Committee, and a Nominating and Governance Committee.
5. The current board ad hoc DEI Committee will continue, and at its meeting on February 23, 2022, the board approved the ad hoc Diversity, Equity and Inclusion Committee charter.
6. At the conclusion of the board's October 2021 workshop, the board also approved changing the Strategic Planning Committee to an ad hoc committee for strategic plan development and revising the Evaluation Committee from a board committee to another type of forum.
7. Energy Trust's board is authorized to appoint by resolution committees to carry out the Board's business.
8. The board President has nominated new directors to serve on the following committees.

IT IS THEREFORE RESOLVED:

1. This resolution replaces Resolution R932 adopted by the board at its February 24, 2021 meeting.

2. That the Board of Directors hereby appoints the following directors to the following committees for terms that will continue until a subsequent resolution changing committee appointments is adopted:

Compensation & Human Resources Committee
Erik Andersson, Chair
Elee Jen
Eric Hayes
Ernesto Fonseca
Henry Lorenzen (ex officio)
Amanda Sales, staff liaison
Finance & Audit Committee
Susan Brodahl, Chair
Anne Haworth Root
Karen Ward (outside expert)
Henry Lorenzen (ex officio)
Pati Presnail, staff liaison
Nomination & Governance Committee
Roland Risser, Chair
Alexia Kelly
Anne Haworth Root
Melissa Cribbins
Janine Benner, (ODOE ex officio)
Letha Tawney (OPUC ex officio)
Henry Lorenzen (ex officio)
Debbie Menashe, staff liaison
Greg Stokes, staff subject matter expert support
Ad hoc Board DEI Committee
Melissa Cribbins, Chair
Elee Jen
Eric Hayes
Susan Brodahl
Ruchi Sadhir (ODOE, ex officio)
Henry Lorenzen (ex officio)
Cheryle Easton, staff liaison
Tyrone Henry, staff subject matter expert support

3. The executive director, chief legal officer or director of finance are authorized to sign routine 401(k) administrative documents on behalf of the board, or other documents if authorized by the Compensation Committee.

The board also acknowledges that the following board members have committed to attend advisory council meetings:

- a. Conservation Advisory Council:
- b. Renewable Energy Advisory Council: Alexia Kelly, Elee Jen
- c. Diversity Advisory Council: Melissa Cribbins, Ruchi Sadhir

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

[Return to agenda](#)

PINK PAPER

Resolution 965
ELECTION OF OFFICERS
Approved February 23,2022

RESOLUTION R965
ELECTION OF OFFICERS

WHEREAS:

- 1. Officers of the Energy Trust of Oregon, Inc., (other than the Executive Director) are elected each year by the Board of Directors at the board's annual meeting.**
- 2. The Board of Directors Nominating Committee has nominated the following directors to renew terms as officers:**
 - Henry Lorenzen, President**
 - Roland Risser, Vice President**
 - Eric Hayes, Secretary**
 - Susan Brodahl, Treasurer**

It is therefore RESOLVED that the Board of Directors hereby elects the following as officers of Energy Trust of Oregon, Inc., for 2022:

- Henry Lorenzen, President**
- Roland Risser, Vice President**
- Eric Hayes, Secretary**
- Susan Brodahl, Treasurer**

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

Return to agenda

Tab 3

Board Meeting Minutes—193rd Meeting

December 17, 2021

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

Board members absent: Ernesto Fonseca

Staff attending: Abby Spegman, Albert Stanfield, Alex Novie, Amanda Potter, Amber Cole, Ashley Bartels, Bayoan Ware, Betsy Kauffman, Cameron Star, Cheryle Easton, Dave Modal, David McClelland, Debbie Menashe, Elaine Dado, Elizabeth Fox, Emma Clark, Greg Stokes, Hannah Cruz, Jay Ward, Jeni Hall, Jay Lazzaro, Jessica Kramer, Julianne, Thacher, Justin Buttles, Kate Wellington, Kirstin Pinit, Laura Schaefer, Lizzie Rubado, Melanie Bissonnette, Michael Colgrove, Pati Presnail, Quinn Cherf, Robert Wyllie, Sarah Castor, Scott Clark, Spencer Moersfelder, Steve Lacey, Thad Roth, Tracy Scott, Wendy Gibson

Others attending: Alexis Bright, Anna Kim (Oregon Public Utility Commission), Brooke Landon (CLEARresult), Jake Wise (PGE), Jerry Henderson (Energy Assurance Company), Jennifer Gonzalez (C+C), Kari Greer (PacifiCorp), Rachel Dawson (Cascade Policy Institute), Ross Finney (RHT Energy), Susan Stratton (Northwest Energy Efficiency Alliance), Suzette Riley (C+C)

Business Meeting

President Melissa Cribbins called the meeting to order at 10:04 a.m. Melissa then reminded board members of their ability to request that consent agenda items be removed to the regular agenda items at any time. She 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

Melissa remarked that she had not expected to be holding board meetings on Zoom for nearly two years. She continued that while she thinks in-person meetings are important and looks forward to being together with board members in-person in the future, the virtual platform does make the board meetings more accessible for public and board members. She urged board members to continue to suggest improvements to virtual meeting processes.

Melissa then turned attention to departing board members, Alan Meyer and Mark Kendall. Melissa expressed her appreciation for both, noting how both had supported her as a new board member and that she had learned from both. Board members then expressed their appreciation for both Alan and Mark, noting their long years of service and commitment to Energy Trust.

Alan and Mark expressed thanks to the board and to staff.

Consent Agenda

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

MOTION: Approve consent agenda

Consent agenda includes:

- October 13, 2021 Board meeting Minutes
- Resolution Authorizing Approved Bank Signers R951

Moved by: Roland Risser

Seconded by: Mark Kendall

Vote: In favor: 10

Abstained: 0

Opposed: 0

RESOLUTION R951 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 evidences of indebtedness (“authorized bank signers”) by way of resolution from time to time.
3. Peter West has retired as Director of Programs and is no longer an employee of Energy Trust.

IT IS THEREFORE RESOLVED that:

1. Peter West is to be removed from the list of authorized bank signers for the Banks.
2. The resulting list of authorized bank signers for the Banks is as follows:
 - A. Melissa Cribbins, 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. Pati Presnail, Director of Finance
 - F. Steve Lacey, Director of Operations
3. The Director of Legal and Human Resources/chief legal officer is authorized to execute all required documentation to implement this resolution.

Moved by: Roland Risser

Seconded by: Mark Kendall

Vote: In favor: 10

Abstained: 0

Opposed: 0

Executive Director Report

Executive Director Michael Colgrove first expressed his appreciation for retiring board members Alan Meyer and Mark Kendall. He said that Alan's and Mark's dedication to Energy Trust established the groundwork for where Energy Trust is now. Mike expressed his gratitude for their leadership and counsel.

Recognition for Manufactured Homes

Mike then shared some happy developments, including a note from Representative Pam Marsh of southern Oregon. Representative Marsh chairs the Oregon House Environment and Natural Resources Committee. She expressed her appreciation for Mark Wyman, Senior Program Manager-Residential Portfolio for his work and the work of Energy Trust in connection with manufactured home replacement program support.

Verde Promotional Video

Mike then shared a video from Verde, a community based organization which has worked closely with Energy Trust for a number of years. The video highlights Verde and Energy Trust collaboration on a ductless heat pump installation program and its impact on the community Verde serves.

Mike noted that it's important to think about how Energy Trust's work can impact and improve customers' lives as shown in the Verde video and as reflected in Representative Marsh's letter.

Mike thanked the board, staff, and all of our utility partners and others who make this work possible.

Proposed 2022 Annual Budget and 2022-2023 Action Plan

Michael Colgrove presented Energy Trust's final proposed 2022 Budget and 2022-2023 Action Plan, with information on the following topics:

To begin, Mike noted that Energy Trust projects meeting 2021 savings and generation goals with an expenditure of 94% of revenues received. That is the starting place for the proposed 2022 annual budget.

Mike then highlighted changes from the proposed 2022 Annual Budget and 2022-223 Action Plan as compared to the draft versions presented to the board in October. The proposed 2022 budget identifies \$213 million investment of utility customer funds.

For this investment, Energy Trust's work is projected to result in 50.1 aMW in electric energy savings and 6.8 MMTh in gas energy savings. These savings are highly cost-effective at 3.4 cents/kWh levelized, 44.7 cents/therm levelized (Oregon) and 83.7 cents/therm levelized (Washington). On the renewable energy side, the proposed 2022 budget contemplates generation of 4.0 aMW.

The 2022 proposed budget includes \$116.9 million in distributed incentives, 55% of total expenditures for the year. The proposed budget's administrative costs of 7.8% of revenue are under the OPUC's performance measure administrative cost cap of 8%.

Mike explained that the proposed 2022 Budget and 2022-23 Action plan are guided by our four annual organizational goals. However, Mike continued that going forward Energy Trust staff is rethinking how we characterize our goals. Staff hopes to work closely with the board in 2022 to describe our goals with more specificity in terms of outcomes and customer impacts. Mike continued that Energy Trust's work has direct and indirect benefits, and our goals should highlight all of those benefits. In 2022, Energy Trust will help to achieve the state's decarbonization goals, leverage local trade ally network, and generate even more work with businesses owned by women and people of color.

Mike then summarized stakeholder comments received during the budget process. The vast majority of the feedback was supportive, including from Energy Trust's funding utilities who expressed desire to work collaboratively to help meet utility greenhouse gas reduction goals. In addition, utilities expressed their interest in working with Energy Trust over the course of 2022 to improve coordination on the budget and planning processes. Stakeholders also offered suggestions to make the budget process and documentation more accessible

OPUC commissioners also provided feedback on the proposed budget at a public OPUC meeting in November. The commissioners made a number of suggestion including that Energy Trust be prepared with systems and data to (i) target efficiency and generation efforts to address peak demand and greenhouse gas reduction, (ii) identify and provide services to environmental justice and energy burdened communities in light of upcoming equity metric development, and (iii) examine low cost and efficient cooling measures.

Board members complimented staff on the presentation and asked a number of questions, including with regard staff compensation and attention to the market for staff salaries. Mike explained that staff will continue to monitor market surveys and work with the board to navigate through some volatile changes in the market.

NEEA Annual Presentation (Susan Stratton)

As additional background to the proposed 2022 budget and 2022-2023 Action Plan, Northwest Energy Efficiency Alliance (NEEA) Executive Director Susan Stratton provided an annual update on NEEA's work and activities. For twenty-five years, NEEA has provided market transformation resources to the region, including to Energy Trust, through five broad strategies: supporting development of emerging technologies, bringing those technologies to market, pushing building codes and standards in four states and federally, and convening and collaborating through development and sponsorship of conferences and advisory committees and circulation of market intelligence.

Energy Trust, on behalf of the Oregon investor-owned utilities, is the second largest funder of NEEA and plays an important role in the organization. Mike Colgrove serves on the NEEA board and chairs the NEEA Strategic Planning Committee. Susan explained that NEEA tracks its savings and budget with a long-term view. NEEA tracks savings and budget in five- year increments and is proud of the benefits it has brought to the region with this longer term view.

Susan briefly described NEEA's operations, describing that, in addition to its general budget for electric and gas energy savings, NEEA has additional budget for special projects like the Residential Building Study Assessment (RBSA) and the Northwest End Use Load Research (EULR). Susan noted that some of the special project work is behind due to delays during COVID, however the projects are continuing and will provide additional useful insight into energy use during the pandemic.

Board members thanked Susan and NEEA staff for their ingenuity and forward thinking. Board members expressed interest in more information on emerging technologies. They also discussed how quickly technology changes, and asked Executive Director Mike Colgrove to consider how Energy Trust can explore ways to be most effective in communications with customers about rapidly changing technologies and the associated opportunities. Mike and Susan acknowledged this important work and described how Energy Trust and NEEA staff collaborate on a variety of joint committees and working groups to bring NEEA's technology work and Energy Trust's customer-facing work and communications efforts together.

Following Susan Stratton's presentation and board discussion, the board adopted and approved the 2022 Annual Budget, 2023 Project, and 2022-2023 Action Plan.

**RESOLUTION 952
ADOPT 2022 BUDGET, 2023 PROJECTION AND 2022-2023 ACTION PLAN**

BE IT RESOLVED that Energy Trust of Oregon, Inc. Board of Directors approves the Energy Trust 2022 Budget, 2023 Projection and 2022-2023 Action Plan as presented to the board at its meeting on December 17, 2021.

Moved by: Eric Hayes

Seconded by: Mark Kendall

Vote: In favor: 11

Abstained: 0

Opposed: 0

Melissa suspended the meeting for lunch at 12 noon.

Melissa started the meeting after lunch and asked if there was any more public comment. There were no requests for public comment.

Committee Reports

Audit Committee (Anne Root)

Anne Root referred board members to the meeting notes. The committee has reviewed proposals for auditor services and selected Moss Adams again. As a result of this selection process, the committee will work with a new Moss Adams engagement partner, Scott Simpson, who will provide great support and fresh eyes to the process.

Board members asked question about the bidder and selection process. In addition, board members discussed continuing to ensure a robust audit process for Energy Trust and for third parties receiving Energy Trust funds.

Compensation Committee (Roland Risser)

Roland Risser referred board members to the meeting notes. Roland invited other board members to join the committee if they are interested in market information on compensation, a topic which is discussed in the committee. Staff committed to correct small number of typographical errors contained in the Compensation Committee minutes in the board packet.

Evaluation Committee (Lindsey Hardy)

Lindsey Hardy noted that the Evaluation Committee has discussed changes to the planned evaluation projects. Lindsey also described that the committee's next meeting in January will be the last as an official board committee meeting. At that meeting, Sarah Castor of the Evaluation staff will discuss thoughts on the future structure of the group and how to interact with the board going forward.

Nominating Committee (Anne Root)

Anne Root updated the board on the work of the committee and the committee's timeline for reviewing applicants and interviewing finalists. The committee's goal is to have nominations to present to the board at its meeting in February, but the timing may be pushed out if the selection process takes longer. Anne expressed enthusiasm for the pool of candidates, noting that they represent a lot of talent from around the state.

Finance Committee (Pati Presnail for Susan Brodahl)

Pati Presnail presented a summary of the Finance Committee's work, noting that the committee has been primarily focused on the budget, with more detail on forecasting presented at the last meeting by Director of Programs Tracy Scott.

Policy Committee (Henry Lorenzen)

Henry Lorenzen reported on the Policy Committee's action to approve Tess Jordan, a PGE employee as a new RAC member. The Policy Committee also recommends approval of a revised Economic Development Policy. Henry thanked Erik Andersson for his work with staff on the policy revisions.

**RESOLUTION 953
ECONOMIC DEVELOPMENT POLICY 4.18.000-P**

WHEREAS:

1. **Energy Trust recognizes that economic development is a significant side benefit of Energy Trust programs and wishes to support economic development projects by providing timely responses to public entities and utilities that are seeking to support business activity in Oregon.**
2. **Since 2004, the Energy Trust has had a policy recognizing this interest and clarifying that support for such projects is also subject to the requirements that apply to other, similar Energy Trust projects.**
3. **The Policy Committee reviewed the Economic Development Policy in its regular review cycle and recommended the policy be revised to reflect input from economic development professionals.**
4. **The Policy Committee recommends the policy be revised to provide more detail regarding economic development activities and engagement by Energy Trust with economic development entities, economic development professionals, utilities and utility customers.**

IT IS THEREFORE RESOLVED: That the Energy Trust Economic Development Policy is amended as shown in Attachment 2.

Moved by: Anne Root

Seconded by: Eric Hayes

Vote: In favor: 11

Abstained: 0

Opposed: 0

Henry also advised the board that three board members met with a group of stakeholders interested in Energy Trust's fuel neutrality policy. The meeting went well, and board members and staff will continue to monitor and engage stakeholders on this issue.

Strategic Planning Committee (Mark Kendall)

Mark Kendall reported that the Strategic Planning Committee met on November 30th, so notes were not ready for the packet; notes will be included in the next packet. At the November meeting, discussions were focused on the metrics for progress in Focus Area 4, specifically metrics to measure progress with community partnerships and leveraged funding. The board will be asked to review these metrics for approval at its meetings in February. Mark also noted that there will be one more meeting of the Strategic Planning Committee in January. After that, the committee will be appointed as an ad hoc

committee for development of the next strategic plan. In the board's work on committee restructuring, it is expected that any plan revisions will be taken up in the Audit & Finance Committee.

Conservation Advisory Council (CAC) (Lindsey Hardy, Elee Jen)

Lindsey Hardy directed board members to the notes in the packet from the CAC's September meeting. She said that the CAC discussions give board members good insight into questions that stakeholder are asking of the organization. Though the November CAC notes are not in the packet, Lindsey reported that discussions at that meeting covered the implications of HB 3141 for Energy Trust's work and the next DEI Operations Plan that is being prepared by staff. Staff also presented on the targeted load management (TLM) work underway and the upcoming RFP for Residential program management and delivery services.

Diversity Advisory Council (DAC) (Mark Kendall)

Mark Kendall reported that the DAC met on November 16th. Discussions at the DAC meeting covered the work underway to increase supplier diversity in the upcoming program management and delivery contract RFPs for the Industrial & Agriculture and Residential Programs. The next DEI Operations Plan was also discussed. The DAC discuss metrics for board diversity and suggesting consideration of strategies like term limits and objectives for board membership by people of color. Board members discussed the suggestions and noted that the ideas will be taken to the board's ad hoc DEI Committee. That committee is working to develop metrics for progress on board diversity as called for in Focus Area 5 of the Strategic Plan. In this work, the ad hoc committee will look at the requirements of the Grant Agreement on board diversity and consider any needed changes to the bylaws.

Ad hoc Diversity Equity and Inclusion Committee (Mark Kendall)

The ad hoc DEI Committee met the week before this board meeting. The focus of that meeting was to review staff's next DEI Operations Plan. The committee will meet again on January 7th to continue its work on board diversity metrics and board DEI development, such work having been slowed while the board governance and structure workshops were undertaken.

Renewable Energy Advisory Council (RAC) (Alexia Kelly, Susan Brodahl)

RAC members were engaged and discussed a number of topics. Staff presented information on the Solar Ambassadors program, which facilitates and supports community-based organization interested in advancing solar energy projects. Staff also described challenges to some communities in supporting Community Solar Program projects. Some strategies for addressing these challenges include providing funding for project feasibility assessments and possible coaching for siting small scale renewables projects.

In addition, OPUC staff reported on the public purpose charge funding changes for renewable energy: making public purpose charge funding available for distribution system connected technologies, which include small inverters and batters, and requiring that 25% renewable public purpose charges be provided to low and moderate income customers.

RAC members also discussed a small number of hydro projects.

Board members expressed appreciation for the RAC information and how information about renewable energy can be made more accessible and clear to customers.

Ad hoc Board Governance Committee (Melissa Cribbins, Henry Lorenzen, Roland Risser)

Melissa Cribbins reminded board members that the entire board came together to look at committee structure, with work guided by 1961 Consulting and addressed by the board in three half-day workshops. Following the last of those workshops, Melissa, Henry Lorenzen, and Roland Risser worked with other board members to develop charters for each of the three proposed standing

committees: Compensation & HR, Finance & Audit, and Nominating & Governance. Melissa believes the new committee structure will make best use of board members' board time.

Roland reported that he, Melissa and Henry used the board's work with 1961 and engaged board members and staff working with committees to develop the proposed charters. Roland further noted that the proposed charters themselves build in the expectation that they are living documents, and committees are expected to review and adjust the charters as the work of the committees proceed.

Three separate resolutions for the committees are contained in the packet. Board members expressed appreciation for the work undertaken to create the committee charters.

The board then took up the resolutions.

RESOLUTION 954

RESOLUTION APPROVING BOARD COMPENSATION & HR COMMITTEE CHARTER

WHEREAS:

- 1. In 2021, the Energy Trust Board of Directors engaged in a review of its roles and responsibilities and its committee structures.**
- 2. This work was supported by Holly Valkama and Eileen Odum O'Neill of 1961 Consulting.**
- 3. 1961 Consulting conducted three workshops to facilitate the board's examination of its roles, responsibilities and committee structures.**
- 4. At the conclusion of the third workshop on October 12, 2021, board members identified several changes to current committee structures, including appointing three standing committees: a Compensation and Human Resources Committee, Finance and Audit Committee, and a Nominating and Governance Committee.**
- 5. The board recommended changing the Strategic Planning Committee to an ad hoc committee for strategic plan development and revising the Evaluation Committee from a board committee to another type of forum.**
- 6. The board requested that board members Melissa Cribbins, Henry Lorenzen, and Roland Risser lead an effort to develop charters for each of the identified and proposed standing committees to present to the rest of the board for review and approval.**
- 7. Since late October 2021, Melissa Cribbins, Henry Lorenzen and Roland Risser, in coordination with Energy Trust staff and current committee chairs, have developed draft charters for the three proposed standing committees, and those charters are presented to the board for approval.**
- 8. The proposed Board Compensation & HR Committee Charter is presented for board review and recommended for approval by Melissa Cribbins, Henry Lorenzen, and Roland Risser.**

IT IS THEREFORE RESOLVED: That Energy Trust of Oregon, Inc., Board of Directors approves the Board Compensation & HR Committee Charter in the form attached as Appendix A attached hereto.

Moved by: Henry Lorenzen

Seconded by: Roland Risser

Vote: In favor: 11

Abstained: 0

Opposed: 0

Proposed Board Finance & Audit Committee Charter

Board members discussed the charter language around providing guidance on completing any strategic planning metrics. If, over time, this or other provisions of the charter are not relevant, the committee may recommend revisions to the board. Following that discussion, the board proceeded to the resolution.

**RESOLUTION 955
RESOLUTION APPROVING BOARD FINANCE & AUDIT COMMITTEE CHARTER**

WHEREAS:

1. In 2021, the Energy Trust Board of Directors engaged in a review of its roles and responsibilities and its committee structures.
2. This work was supported by Holly Valkama and Eileen Odum O'Neill of 1961 Consulting.
3. 1961 Consulting conducted three workshops to facilitate the board's examination of its roles, responsibilities and committee structures.
4. At the conclusion of the third workshop on October 12, 2021, board members identified several changes to current committee structures, including appointing three standing committees: a Compensation and Human Resources Committee, Finance and Audit Committee, and a Nominating and Governance Committee.
5. The board recommended changing the Strategic Planning Committee to an ad hoc committee for strategic plan development and revising the Evaluation Committee from a board committee to another type of forum.
6. The board requested that board members Melissa Cribbins, Henry Lorenzen, and Roland Risser lead an effort to develop charters for each of the identified and proposed standing committees to present to the rest of the board for review and approval.
7. Since late October 2021, Melissa Cribbins, Henry Lorenzen and Roland Risser, in coordination with Energy Trust staff and current committee chairs, have developed draft charters for the three proposed standing committees, and those charters are presented to the board for approval.
8. The proposed Board Finance & Audit Committee Charter is presented for board review and recommended for approval by Melissa Cribbins, Henry Lorenzen, and Roland Risser.

IT IS THEREFORE RESOLVED: That Energy Trust of Oregon, Inc., Board of Directors approves the Board Finance & Audit Committee Charter in the form attached as Appendix A attached hereto.

Moved by: Mark Kendall

Seconded by: Anne Root

Vote: In favor: 11

Abstained: 0

Opposed: 0

Proposed Board Nominating and Governance Committee Charter

There were no additional questions on the Nominating & Governance Committee charter, and the board took up the resolution.

RESOLUTION 956**RESOLUTION APPROVING BOARD NOMINATING AND GOVERNANCE COMMITTEE CHARTER****WHEREAS:**

1. In 2021, the Energy Trust Board of Directors engaged in a review of its roles and responsibilities and its committee structures.
2. This work was supported by Holly Valkama and Eileen Odum O'Neill of 1961 Consulting.
3. 1961 Consulting conducted three workshops to facilitate the board's examination of its roles, responsibilities and committee structures.
4. At the conclusion of the third workshop on October 12, 2021, board members identified several changes to current committee structures, including appointing three standing committees: a Compensation and Human Resources Committee, Finance and Audit Committee, and a Nominating and Governance Committee.
5. The board recommended changing the Strategic Planning Committee to an ad hoc committee for strategic plan development and revising the Evaluation Committee from a board committee to another type of forum.
6. The board requested that board members Melissa Cribbins, Henry Lorenzen, and Roland Risser lead an effort to develop charters for each of the identified and proposed standing committees to present to the rest of the board for review and approval.
7. Since late October 2021, Melissa Cribbins, Henry Lorenzen and Roland Risser, in coordination with Energy Trust staff and current committee chairs, have developed draft charters for the three proposed standing committees, and those charters are presented to the board for approval.
8. The proposed Board Nominating and Governance Committee Charter is presented for board review and recommended for approval by Melissa Cribbins, Henry Lorenzen, and Roland Risser.

IT IS THEREFORE RESOLVED: That Energy Trust of Oregon, Inc., Board of Directors approves the Board Nomination & Governance Committee Charter in the form attached as Appendix A attached hereto.

Moved by: Anne Root

Seconded by: Erik Andersson

Vote: In favor:11

Abstained:0

Opposed:0

Henry Lorenzen thanked all board members for their hard work and time spent on this. There were three workshops and he complimented the support of 1961 Consulting. Henry reiterated that the hope is this committee restructure will provide more time for the take on meaningful discussions and direction going forward.

Proposed 2022 Board Meeting Schedule

Board Discussion of proposed Committee Charters

Cheryle Easton, Board Services Administration Manager, referred the board to the packet materials on upcoming board meetings.

Cheryle added that we will also be adding a September special meeting, there will be one more meeting added in first week of September for Residential RFP contract recommendation.

Board members expressed appreciation for the information, and Cheryle advised that a board calendar will be distributed after the meeting.

Program Staff Report

Recommend authorizing the Executive Director to amend a contract exceeding \$500,000 for purchase of advertising with Grady Britton R957

Susan Jowaiszas presented information to the board on a proposed contract with Grady Britton for media buying services. Board members asked questions and discussed with staff the effectiveness of these services. The board then turned to the resolution.

RESOLUTION 957

AUTHORIZING THE EXECUTIVE DIRECTOR TO AMEND A CONTRACT WITH GRADY BRITTON, INC. FOR ADVERTISING PURCHASES AND PURCHASING SERVICES

WHEREAS:

- 1. Media buying at Energy Trust allows programs to reach all customers in the service territory across a diverse set of media, including print, radio, TV, outdoor and online, creating awareness, and promoting services and programs.**
- 2. There is a clear connection between advertising reach and customer awareness and engagement, leading to savings and generation.**
- 3. Increased advertising reach, using a professional media buyer with constant media contact and significant media data, allows Energy Trust to expand customer participation by increasing the number of times people see our message.**
- 4. Using a professional media buyer allows Energy Trust to take advantage of added-value that works in collaboration with PR goals and promotes Energy Trust across mediums.**

IT IS THEREFORE RESOLVED: That the board of directors of Energy Trust of Oregon, Inc. authorizes the executive director to:

- Execute an amendment to the existing contract with Grady Britton for advertising purchasing services with terms and conditions that include, but are not limited to, the following:**
 - Authorizing payments of up to a total of \$1.6 million for the purchase and reporting of broadcast radio, TV, print and online media on behalf of Energy Trust, which includes up to \$202,000 of the total authorized contract amount payable to Grady Britton for Energy Trust advertising purchasing services and payable to Grady Britton under contract terms and conditions;**
 - Requiring Grady Britton coordination with Energy Trust to support Energy Trust's advertising objectives for increased customer awareness;**
 - Ensures that all other terms and conditions of the existing contract with Grady Britton for advertising purchasing services continue in full force and effect; and**

- **Any other terms and conditions to ensure Grady Britton services and media purchases are designed and executed to further Energy Trust's advertising strategy.**

Moved by: Mark Kendall

Seconded by: Anne Root

Vote: In favor: 11

Abstained:

Opposed: 0

Recommend executing an amendment to a contract with Energy Assurance Company for solar design review and verification services R958 (David McClelland, Robert Wyllie)

Senior Program Manager-Solar Dave McClelland presented information on a proposed amendment to a verifier services agreement with Energy Assurance Company. Board members discussed the evolution of this work and how Energy Trust verifications have informed standards for solar installations. The board turned to the resolution.

**RESOLUTION R 958
AUTHORIZING THE EXECUTIVE DIRECTOR
TO EXECUTE AN AMENDMENT TO A CONTRACT WITH
THE ENERGY ASSURANCE COMPANY FOR SOLAR DESIGN REVIEW AND VERIFICATION
SERVICES**

WHEREAS:

1. **Following a competitive solicitation process conducted in October 2020, Energy Assurance Company was awarded the contract to conduct solar design review and verification services for Energy Trust's Solar program, covering October 2020 through October 2022.**
2. **Energy Assurance Company has continued to conduct design review and verification services for Energy Trust's Solar program, but the volume of the program and increased uptake, including the addition of Energy Trust's support of a PGE Smart Battery Pilot, increased the time requirements and number of tasks covered under the contract. This volume increase was not anticipated at the time of the solicitation or the execution of the original contract. The added scope and budget of the proposed amended contract is to cover unanticipated additional work as well as the unforeseen increase in project volume.**
3. **The expected not-to-exceed maximum budget for completion of the anticipated volume of services under the contract, as amended, with Energy Assurance Company would be \$745,000.**
4. **The proposed increased contract budget is consistent with the board approved budget and action plan for 2022 and, when added to the current contract amount, exceeds the executive director's signature authority and requires board of directors' approval.**

It is therefore RESOLVED that the Board of Directors of Energy Trust of Oregon, Inc., hereby authorizes the executive director to sign an amendment to the contract for solar design review and verification services for the Solar program with Energy Assurance Company authorizing additional added budget of up to \$250,000 for a total maximum budget cap of \$745,000.

Moved by: Roland Risser

Seconded by: Henry Lorenzen

Vote: In favor: 12

Abstained:

Opposed: 0

Communications Manager Julianne Thacher then presented information a proposed new contract with Colehour & Cohen Communications for public relations services.

The board adjourned the meeting and reconvened in executive session to discuss proprietary and competitive information related to the contract selection process. Board members returned, and the public meeting was convened again for a decision on the contract proposal.

Board members asked questions about how public relations and advertising meet Energy Trust needs and how they are best coordinated. Staff responded by explaining how both types of services support and complement Energy Trust work.

The board then reviewed and took up Resolution 959 regarding the public relations contract proposal.

**RESOLUTION 959
AUTHORIZING A CONTRACT WITH COLEHOUR AND COHEN (C+C) FOR PUBLIC RELATIONS
AND COMMUNICATIONS SERVICES**

WHEREAS:

Contracting for external public relations and communications services allows Energy Trust staff to leverage industry expertise to raise customer and stakeholder awareness of Energy Trust, promote programs and services, and respond to media interest in the organization.

There is a connection between public relations activities and improved customer and stakeholder awareness of incentive offers and the benefits of Energy Trust delivering energy efficiency and renewable energy programs.

Working with C+C (an established public relations agency with relevant energy, nonprofit and public sector client experience and strong multicultural marketing expertise) would allow Energy Trust to leverage external PR expertise, relationships and multicultural and diversity, equity and inclusion experience and use limited staff resources on other high-priority work.

IT IS THEREFORE RESOLVED:

- **The executive director or his designee is authorized to negotiate and to enter into a contract for public relations and communication services with C+C for an initial term from January 1, 2022, through December 31, 2023.**
- **First-year contract costs and savings goals included in the contract shall be up to \$480,000 and consistent with the board-approved 2022 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.**
- **The contract may include a provision allowing staff to offer up to three one-year extensions beyond the initial term if C+C consistently meets established performance criteria for public relations services during the initial term and upon extension approval by the board of directors as described below. In no event would the total term of the contract plus extensions exceed five years.**
- **Before extending this contract beyond the initial term, staff will report to the board on C+C's performance and staff's recommendation for any additional extension time periods. If the board approves a recommended extension, contract terms would remain as approved in the most recent action plans, budgets and contract at the time of extension, and the executive director or his designee is authorized to sign any such contract extensions.**

Moved by: Mark Kendall

Seconded by: Elee Jenn

Vote:

In favor: 12

Abstained: 0

Opposed: 0

Adjourn

The meeting adjourned at approximately 3:04 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday February 23, 2022 virtually on Zoom.

Signed: Eric Hayes, Secretary

____/____/____
Date

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PINK PAPER

Resolution 966
AUTHORIZING APPROVED BANK SIGNERS
Approved February 23, 2022

RESOLUTION R966
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 evidences of indebtedness (“authorized bank signers”) by way of resolution from time to time.
3. Effective February 23, 2022 Melissa Cribbins’ term as Energy Trust Board President ended and Henry Lorenzen was elected Energy Trust Board President.
4. Effective February 23, 2022 Tracy Scott, the Energy Programs Director is being added to the list of signers.

IT IS THEREFORE RESOLVED that:

1. Melissa Cribbins is to be removed from the list of authorized bank signers for the Banks.
2. Henry Lorenzen is to be added to the list of authorized bank signers for the Banks.
3. Tracy Scott the Energy Programs Director is to be added to the list of authorized bank signers for the Banks.
4. The resulting list of authorized bank 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. Pati Presnail, Director of Finance
 - F. Steve Lacey, Director of Operations
 - G. Tracy Scott, Energy Programs Director
5. The Director of Legal and Human Resources/chief legal officer is authorized to execute all required documentation to implement this resolution.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

Tab 4

Energy Trust of Oregon 2021 Preliminary Annual Results

January 31, 2022

The following represents preliminary Energy Trust of Oregon 2021 annual savings and generation results and progress to energy goals and Integrated Resource Plan (IRP) targets. This report contains the best available data at this time and reflects gross savings. Electric efficiency savings include transmission and distribution savings. Gas and electric savings include savings from Northwest Energy Efficiency Alliance and Energy Trust electric and gas market transformation savings acquired separately from NEEA efforts. Renewable energy generation includes transmission and distribution savings, where appropriate.

Further review as part of Energy Trust's comprehensive annual reporting process may change the results reported here. The Energy Trust 2021 Annual Report to the Oregon Public Utility Commission will contain the most accurate and comprehensive Energy Trust data and will be available on April 15, 2022.

A. Preliminary savings and generation by fuel¹

Preliminary savings and renewable generation by fuel	Annual savings/generation	Annual goal	Percent achieved
Electric savings	44.0 aMW	47.4 aMW	93%
Gas savings	7,095,988 therms	6,118,162 therms	116%
Electric renewable generation	5.43 aMW	3.54 aMW	153%

B. Preliminary savings by utility²

Preliminary savings by utility	Annual savings	Annual goal	Percent achieved	Annual IRP target	Percent achieved
Portland General Electric	24.2 aMW	26.3 aMW	92%	29.5 aMW	82%
Pacific Power	19.8 aMW	21.1 aMW	94%	18.1 aMW	109%
NW Natural	6,162,453 therms	5,092,126 therms	121%	6,030,655 therms	102%
Cascade Natural Gas	525,372 therms	572,759 therms	92%	563,298 therms	93%
Avista	408,163 therms	453,277 therms	90%	437,805 therms	93%

¹ aMW indicates average megawatts.

² Integrated Resource Plan for Pacific Power is pending acknowledgement by the OPUC.

C. Preliminary generation by utility

Preliminary renewable generation by utility	Renewable generation (aMW)	Renewable generation goal (aMW)	Percent achieved
Portland General Electric	3.13	2.25	139%
Pacific Power	2.30	1.29	178%
Total renewable generation	5.43	3.54	153%

D. Preliminary electric savings by sector

Preliminary savings by sector	Electric savings (aMW)	Electric goal (aMW)	Percent achieved	Gas savings (therms)	Gas goal (therms)	Percent achieved
Commercial	20.2	22.3	91%	3,090,526	2,436,384	127%
Industry and agriculture	15.1	17.5	86%	1,301,748	1,362,290	96%
Residential	8.7	7.6	114%	2,703,713	2,319,488	117%
Total savings	44.0	47.4	93%	7,095,988	6,118,162	116%

E. Preliminary electric savings by program

Preliminary electric savings by program	Portland General Electric (aMW)	Pacific Power (aMW)	Total (aMW)
Existing Buildings	9.4	5.9	15.3
New Buildings	2.3	1.5	3.8
Production Efficiency	7.6	6.8	14.4
Residential	2.5	3.9	6.4
NEEA	2.3	1.8	4.1
Total electric savings	24.2	19.8	44.0

F. Preliminary natural gas savings by program

Preliminary natural gas savings by program	NWN Natural - Oregon (therms)	Cascade Natural Gas (therms)	Avista (therms)	Total (therms)
Existing Buildings	2,372,978	214,952	138,035	2,725,965
New Buildings	294,337	47,143	22,596	364,076
Production Efficiency	1,241,696	56,669	3,383	1,301,748
Residential	2,251,440	206,303	243,708	2,701,451
NEEA	2,002	305	441	2,748
Total gas savings	6,162,453	525,372	408,163	7,095,988

G. Preliminary renewable energy generation

Preliminary renewable generation by program	PGE (aMW)	Pacific Power (aMW)	Total generation (aMW)
Solar Electric	2.64	2.30	4.94
Other Renewables	0.49	0.00	0.49
Total renewable generation	3.13	2.30	5.43

H. Preliminary NW Natural—Washington natural gas savings

Preliminary NW Natural-Washington natural gas savings	Gas savings (therms)	Annual goal (therms)	Percent achieved
Commercial	128,309	238,107	54%
Residential	217,013	148,573	146%
Total NW Natural-Washington gas savings	345,322	386,680	89%

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Tab 5

Briefing Paper

2021 and 2022 State Legislation Update

February 23, 2022

Summary

This briefing paper summarizes various energy bills from the 2021 Oregon legislative session that are being implemented and bills under consideration in the 2022 Oregon legislative session. Bills highlighted here are, or might be, connected to Energy Trust programs and the customers we serve. The table at the end of the paper lists all 2022 bills staff are monitoring, with URL links in the bill number.

Background

- Staff monitor state legislative bills that could impact our programs, goals and objectives and the ability of customers, communities and partners to work with us. During and outside of legislative sessions, staff responds to requests for information from legislators, the Governor, interested parties and the Oregon Public Utility Commission (OPUC). We do not take positions for or against any legislative concept or bill, pursuant our grant agreement with the OPUC.
- The 2021 legislative session resulted in significant new clean energy laws and policies for the state. These policies are either going through rulemaking with state agencies or are in place with programs in operation. A handful of them are directly related to Energy Trust and our programs or will result in forthcoming changes for the utility industry and customers.
- The 2022 legislative session started February 1 and must adjourn by March 7.
- While the Capitol was closed to the public much of the time in 2021 due to local healthcare regulations and the COVID-19 pandemic, some of those restrictions have changed for 2022. At this time, committee hearings will be virtual as they were last year. Many legislators are holding their meetings virtually with their staffers working from home. The Capitol is open to the mask-wearing members of public, who can watch in-person floor proceedings from the gallery.
- Between the end of the 2021 session and start to the 2022 session, multiple leadership changes have been announced and new legislators appointed off-cycle to elections.
 - Resignations or retirements at the leadership level include Senate President Peter Courtney (D) retiring at the end of 2022, former House Speaker Tina Kotek (D) resigning to pursue a bid for governor, former Joint Ways & Means Co-chair Betsy Johnson (D) resigning to pursue a bid for governor and former House Minority Leader Christine Drazan (R) resigning to pursue a bid for governor.
 - New leadership appointments include House Speaker Dan Rayfield (D), House Majority Leader Julie Fahey (D) and House Minority Leader Vikki Breese-Iverson (R).
- The 2022 legislative session is expected to be marked by issues like higher than expected 2021 tax revenues and new federal funding, job training and worker shortages (including nurses and teachers), social justice issue considerations, affordable housing

and housing availability, farmworker overtime, education and schools, and programs to address the effects of climate change and extreme temperatures on Oregonians.

Status of Select 2021 Laws In Effect

The 2021 legislative session was marked by bills to address economic recovery, COVID-19 and the passage of the federal American Rescue Plan, wildfire recovery and prevention, and racial justice and reforms.

Clean energy legislation passed ranged from appliance efficiency standards to modernizing the public purpose charge to setting a zero-electricity emissions requirement. Implementation schedules vary based on each bill's effective date; of those passed, the following offers some updates but should not be considered holistic on each bill's implementation status:

- **HB 3141**, which modernized the public purpose charge and adjusted the mechanism for Energy Trust energy efficiency funding, among other things.
 - Electric utility tariffs were adjusted by year-end 2021 and Energy Trust funding continued uninterrupted.
 - The OPUC established interim definitions for Energy Trust's investments of renewables public purpose funding in low- and moderate-income communities, as well as in "distribution-system connected technologies".
 - In Q1 2022, a process led by Energy Trust and including the OPUC and each utility will commence to establish budget agreements pursuant to requirements to "jointly develop public utility-specific budgets, action plans and agreements".
 - The OPUC is expected to initiate soon its public process to establish by the end of 2022 equity metrics for all the ratepayer funds Energy Trust receives and expends.
- **HB 2021**, the 100% Clean Electricity for All law, is a multi-faceted energy bill.
 - Investor-owned electric utilities and electricity service suppliers have begun to assess their ability to meet the greenhouse gas emissions reductions targets, including the first target of 80% below baseline emissions by 2030.
 - The OPUC recently launched a docket to establish guidance for the electric utilities' Clean Energy Plans. CEPs are required to be filed along with, or soon after, the filing of a utility's Integrated Resource Plan. CEPs document the utility's emissions compliance.
 - After convening an advisory committee and accepting comment on draft rules, the Oregon Department of Energy (ODOE) will soon launch the Community Renewable Energy Grant program, which provides grants to tribes, public bodies and consumer-owned utilities to plan for and develop community renewable energy and energy resilience projects. Energy Trust was a subject matter expert resource to the committee.
 - ODOE convened a work group at the end of 2021 to study opportunities and barriers to small-scale and community-based renewable energy projects. The group will ultimately issue a Small-Scale Renewable Energy Projects Study in 2022. Energy Trust is a member of the work group.
 - Electric utilities and certain government entities may now begin to consider filing "green tariffs", where the government entity, in order to meet its own climate

- goals, agrees to pay the utility for power from renewable or non-emitting resources. Eligible entities include cities, counties, tribes and irrigation districts.
- **HB 2475** is the Energy Affordability Act and allows the OPUC to set differential energy rates, establish programs that reduce energy burden and expand intervenor funding to organizations that represent low-income customers and customers from environmental justice communities.
 - The OPUC issued interim guidance regarding differential rate programs. PGE has filed its interim income qualified bill discount, with a target launch of April 15. Pacific Power is expected to launch an interim program in May. Natural gas utilities are planning to file differential rate proposals in Q4 2022 and in the interim exploring enhanced bill assistance for customers. The OPUC will initiate a comprehensive investigation later in 2022 for differential rate programs.
 - The OPUC is drafting rules by summer 2022 for the expanded intervenor funding. In the meantime, interim funding agreements are in the process of being set this quarter in order to have funding available to advocates prior to the finalization of the rules.
 - **HB 5006**, the omnibus spending bill, included additional funds to ODOE for its solar + storage rebate program, which the department relaunched in fall 2021. ODOE also received funds to establish a program that incentivizes energy-efficient rebuilding of homes and businesses destroyed during the 2020 Labor Day wildfires. The program rules are in the process of being finalized.
 - **HB 2842**, established a Healthy Homes Program for the Oregon Health Authority to provide grants to nonprofit organizations and others to support low-income households and landlords in repairing and rehabilitating residences. Rulemaking is scheduled for 2022.

2022 Bills of Particular Interest

Energy efficiency

- **SB 1518** modifies construction code standards, allowing municipalities to adopt the state's voluntary REACH code as the minimum commercial or residential building code for their jurisdiction. It also allows energy efficiency savings and incentives, including Energy Trust of Oregon's incentives, to be set based upon the statewide building code. A similar version of this bill was introduced in the 2021 legislative session and passed out of its first committee (House Energy & Environment) and was in Joint Ways & Means upon session adjournment.

Renewable energy

- **SB 1519** establishes a property tax exemption for a proportion of a community solar project that is owned or leased by residential customers.
- **HB 4059** requires community solar systems at least 3 megawatts (MW) in size and other renewable energy systems between 2 and 10 MW in size to use specific contractor labor standards, joining renewable energy systems of at least 10 MW subject to the same standards via HB 2021. The bill makes changes to the use of apprentices on all these projects, excludes contractor labor standard requirements on contracts with a tribal government, and requires electric utility RFPs for resource procurement to include the contractor labor standards while allowing the OPUC adopt rules to implement them.

Extreme weather

- **SB 1536** limits restrictions on residences from installing portable cooling devices and requires landlords to provide a cooling room or make reasonable access for tenants to a cool space. The bill establishes a \$5 million loan program at ODOE for landlords or owners of manufactured home parks to make necessary upgrades to install or upgrade cooling equipment. The bill establishes at ODOE a \$10 million heat pump rebate program. The bill also establishes a \$2 million grant program at Department of Human Services for local governments to open emergency centers for relief from smoke and extreme temperatures.
- **HB 4058** creates a \$5 million program within Oregon Health Authority to purchase and distribute air conditioners and air purifiers. A \$10 million grant program is created at ODOE to distribute grants to entities for up to the full cost of installing heat pumps (as well as most costs for related upgrades) in homes and buildings, including in instances of switching from bulk fuels. The bill modifies the Healthy Homes Program (passed in 2021) to include manufactured parks as eligible to participate.
- **SB 1533** makes federally recognized tribes eligible for grants related to clean air shelters and smoke filtration systems.

Greenhouse gas emissions

- A few bills address greenhouse gas emissions in the transportation sector. **HB 4139** establishes a pilot program to determine possible emissions reductions from using alternative construction materials or methods. **HB 4141** phases out fossil-based diesel for renewable diesel in nearly all vehicles by 2029. **SB 1558** sets targets for food and transportation delivery companies to use zero-emissions vehicles.
- **SB 1534** sets a state policy of carbon sequestration in natural and working lands and waters.

Equity

- **HB 4077** renames the Environmental Justice Task Force as the Environmental Justice Council. A similar version of this bill was introduced in the 2021 legislative session.
- **SB 1579** provides \$50 million to Business Oregon to award Economic Equity Investment grants to organizations that provide culturally responsive services to support disadvantaged Oregonians and businesses.
- **HB 4079** pilots a program providing monthly stipends of \$750 to low-income families. Funds for the pilot would be from sales and use taxes on certain luxury goods.

List of 2022 bills monitored by staff (as of February 4, 2022)

Bill Number	Relating To	Bill Summary	Bill Sponsor(s)	Current Committee
HB 4043 INTRO	Relating to tax credits for the preservation of publicly supported housing; prescribing an effective date.	Creates credit against income taxes for purchasing publicly supported housing to retain as affordable housing.	Rep Fahey; Rep Grayber; Rep Hoy; Rep Levy; Rep Lively; Rep Marsh; Rep Neron; Rep Reardon; Rep Smith G; Sen Patterson (Pre-session filed)	Revenue (H)
HB 4051 INTRO	Relating to housing.	Directs Housing and Community Services Department to study issues relating to housing and to report to appropriate committee or interim committee of Legislative Assembly on or before September 15, 2023.	Pre-session filed (at the request of House Interim Committee on Rules for Representative Julie Fahey)	Housing (H)
HB 4057 INTRO	Relating to minimum energy efficiency standards; prescribing an effective date.	Adds "spray sprinkler bodies" to minimum energy efficiency standards.	Pre-session filed (at the request of House Interim Committee on Environment and Natural Resources for Representative Pam Marsh)	Environment and Natural Resources (H)
HB 4058 INTRO	Relating to heat relief; declaring an emergency.	Directs Oregon Health Authority to create program to acquire and distribute air conditioners and air purifiers on emergency basis to individuals eligible for medical assistance.	Pre-session filed (at the request of House Interim Committee on Environment and Natural Resources for Representative Pam Marsh)	Environment and Natural Resources (H)
HB 4059 INTRO	Relating to large-scale project labor standards; declaring an emergency.	Redefines "large-scale project" for purposes of contractor labor standards.	Pre-session filed (at the request of House Interim Committee on Environment and Natural Resources for Representative Pam Marsh)	Environment and Natural Resources (H)
HB 4060 INTRO	Relating to federal funding opportunities for natural resource programs.	Authorizes Sustainability Board to hire employees for specified purposes.	Pre-session filed (at the request of House Interim Committee on Agriculture, Land Use, and Water for Representative Ken Helm)	Agriculture, Land Use, and Water (H)

HB 4063 INTRO	Relating to housing; declaring an emergency.	Requires Oregon Business Development Department to conduct pilot program with three jurisdictions within this state to study and make recommendations concerning administrative processes and procedures used in approving residential construction projects.	Pre-session filed (at the request of House Interim Committee on Housing for Oregon Home Builders Association (OHBA))	Housing (H)
HB 4064 INTRO	Relating to manufactured structures; declaring an emergency.	Prohibits local governments from prohibiting siting of prefabricated structures in all residential zones.	Pre-session filed (at the request of House Interim Committee on Housing for Representative Pam Marsh)	Housing (H)
HB 4065 INTRO	Relating to housing developments.	Allows certain cities to adopt unique requirements and incentives for inclusion of affordable housing within certain housing developments.	Pre-session filed (at the request of House Interim Committee on Housing for City of McMinnville)	Housing (H)
HB 4077 INTRO	Relating to environmental justice; prescribing an effective date.	Renames Environmental Justice Task Force as Environmental Justice Council.	Pre-session filed (at the request of Governor Kate Brown for Office of the Governor)	Environment and Natural Resources (H)
HB 4079 INTRO	Relating to programs to aid low-income adults; prescribing an effective date; providing for revenue raising that requires approval by a three-fifths majority.	Establishes Oregon Freedom Pilot Program in Department of Human Services to provide monthly stipends to low-income families.	Rep Witt (Pre-session filed)	Human Services (H)
HB 4104 INTRO	Relating to workforce development; declaring an emergency.	Establishes Prosperity 10,000 Program to provide career coaching, occupational training and job placement services for at least 10,000 low-income job seekers most impacted by COVID-19 pandemic.	Rep Reardon (Pre-session filed)	Economic Recovery and Prosperity (H)
HB 4139 INTRO	Relating to reductions of greenhouse gas emissions in the state's transportation system; prescribing an effective date.	Requires Department of Transportation to establish pilot program to reduce greenhouse gas emissions by means of replacing or substituting certain materials used in constructing or maintaining state transportation system with other materials that enable greenhouse gas emission reductions, or by means of other appropriate measures.	Rep Speaker Rayfield (Pre-session filed)	Transportation (J)

HB 4141 INTRO	Relating to diesel fuel.	Establishes timeline for restrictions on sales of petroleum diesel for use in motor vehicles.	Rep Alonso Leon; Rep Campos; Rep Evans; Rep Helm; Rep Hoy; Rep Ruiz; Rep Sanchez; Rep Schouten; Rep Wilde; Sen Dembrow; Sen Hansell; Sen Patterson (Pre-session filed)	Transportation (J)
HCR 203 INTRO	Declaring legislative intent to address risk to workers due to climate change impacts and climate hazards.	Declares legislative intent to address risk to workers due to climate change impacts and climate hazards.	Rep Alonso Leon; Rep Bynum; Rep Campos; Rep Dexter; Rep Neron; Rep Pham; Rep Power; Rep Ruiz; Rep Sanchez; Sen Frederick; Sen Patterson (Pre-session filed)	Rules (H)
SB 1518 INTRO	Relating to building codes; prescribing an effective date.	Adds Reach Code to state building code as specialty code and gives power of administration and interpretation of Reach Code to Director of Department of Consumer and Business Services.	Pre-session filed (at the request of Senate Interim Committee on Energy and Environment)	Energy and Environment (S)
SB 1519 INTRO	Relating to property tax exemption for community solar projects; prescribing an effective date.	Grants property tax exemption for proportion of community solar project that is owned by residential customers or leased by residential subscribers.	Pre-session filed (at the request of Senate Interim Committee on Energy and Environment)	Energy and Environment (S)
SB 1533 INTRO	Relating to wildfire.	Makes federally recognized Indian tribes in Oregon eligible for certain grants related to clean air shelters and smoke filtration systems.	Pre-session filed (at the request of Senate Interim Committee on Natural Resources and Wildfire Recovery)	Natural Resources and Wildfire Recovery (S)
SB 1534 INTRO	Relating to biological carbon sequestration; prescribing an effective date.	Establishes state policy to increase carbon sequestration in natural and working lands and waters.	Pre-session filed (at the request of Senate Interim Committee on Natural Resources and Wildfire Recovery)	Natural Resources and Wildfire Recovery (S)
SB 1535 INTRO	Relating to housing.	Directs Housing and Community Services Department to study issues relating to housing and to report to appropriate committee or interim committee of Legislative Assembly on or before September 15, 2023.	Pre-session filed (at the request of Senate Interim Committee on Housing and Development)	Housing and Development (S)
SB 1536 INTRO	Relating to indoor temperature control; declaring an emergency.	Limits restrictions on portable cooling devices in residences by landlords, homeowners associations, condominium associations and local governments.	Pre-session filed (at the request of Senate Interim Committee on Housing and Development)	Housing and Development (S)

SB 1537 INTRO	Relating to housing cost impact statements.	Modifies requirements for housing cost impact statement required for adoption of certain rules.	Pre-session filed (at the request of Senate Interim Committee on Housing and Development for Oregon Home Builders Association)	Housing and Development (S)
SB 1545 INTRO	Relating to workforce development; declaring an emergency.	Establishes grant programs in Higher Education Coordinating Commission to provide funding for workforce development activities that aim to increase access for priority populations to training opportunities in construction, health care and manufacturing and to workforce development services and benefits.	Pre-session filed (at the request of Governor Kate Brown for Office of the Governor)	Labor and Business (S)
SB 1558 INTRO	Relating to transportation.	Requires transportation delivery companies and third-party food delivery platforms to meet or exceed specified targets for percentage of service miles provided by zero-emission vehicles.	Pre-session filed (at the request of Joint Committee on Transportation)	Transportation (J)
SB 1567 INTRO	Relating to energy infrastructure resilience; prescribing an effective date.	Requires owners or operators of bulk oils and liquid fuels terminals to conduct and submit to Department of Environmental Quality seismic vulnerability assessments.	Rep Dexter; Rep Evans; Rep Gomberg; Rep Grayber; Rep Helm; Rep Hudson; Rep Nosse; Rep Pham; Rep Power; Rep Reardon; Rep Reynolds; Rep Ruiz; Rep Sanchez; Rep Schouten; Rep Witt; Sen Dembrow; Sen Frederick; Sen Gelser Blouin; Sen Gorsek; Sen Jama; Sen Lawrence Spence; Sen Manning Jr; Sen Steiner Hayward; Sen Taylor; Sen Wagner (Pre-session filed)	Energy and Environment (S)

SB 1579 INTRO	Relating to a program to address economic inequity; prescribing an effective date.	Directs Oregon Business Development Department to develop and implement Economic Equity Investment Program to award grants to organizations that provide culturally responsive services to support economic stability, self-sufficiency, wealth building and economic equity among disadvantaged individuals, families, businesses and communities in Oregon.	Rep Alonso Leon; Rep Bynum; Rep Campos; Rep Dexter; Rep Fahey; Rep Grayber; Rep Helm; Rep Meek; Rep Nathanson; Rep Nosse; Rep Pham; Rep Power; Rep Reynolds; Rep Ruiz; Rep Schouten; Rep Valderrama; Rep Wilde; Rep Williams; Sen Dembrow; Sen Frederick; Sen Jama; Sen Lawrence Spence; Sen Lieber; Sen Manning Jr; Sen Prozanski (Presession filed)	Labor and Business (S)
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Tab 6



Evaluation Committee Meeting Notes

January 27, 2022, 1:00pm

Committee attending by Zoom: Lindsey Hardy (chair), Alan Meyer, Jennifer Light (outside expert), Andy Cameron (Oregon Department of Energy), Melissa Cribbins (ex officio)

Board members absent: Eric Hayes, Erik Andersson

Staff attending by Zoom: Andy Griguhn, Dan Rubado, Debbie Goldberg Menashe, Erika Kociolek, Fred Gordon, Jackie Goss, Kenji Spielman, Kyle Morrill, Michael Colgrove, Phil Degens, Quinn Cherf, Sarah Castor (staff liaison), Spencer Moersfelder, Steve Lacey, Thad Roth

Others attending by Zoom: Anna Kim (Oregon Public Utility Commission), Henry Lorenzen (Energy Trust board vice president)

This was the last meeting of the Board Program Evaluation Committee before a new structure is scheduled to be discussed at the February 2022 board meeting and this committee is discontinued. The meeting was used to discuss a proposal prepared by Evaluation staff for a new Evaluation Advisory Group to replace the Evaluation Committee.

Henry Lorenzen provided background on the Board Governance Review and the decision to discontinue the Evaluation Committee. The board spent over a year considering how it was organized and decided to reduce the number of committees in order to make them more efficient, create a manageable workload for board members and staff and ensure the full board was engaged on more issues. The decision to discontinue the Evaluation Committee was not intended to diminish the importance of evaluation work; the board believes this work is critical to Energy Trust. He expressed concern about the staff proposal to change the Evaluation Committee into an Evaluation Advisory Group and preferred that the meetings continue as a staff committee and that all board members would be able to attend optionally. He did not want to see less effort or resources devoted to evaluation.

Phil Degens recognized that the board, OPUC and Executive Team members would like a replacement process that continues to elicit peer and stakeholder guidance, ensures transparency in reporting evaluation and research findings, and generates information and insights that can be used by Energy Trust staff and the board to support decision making on program design implementation and strategy.

The new Evaluation Advisory Group would consist of approximately five evaluation experts, one Diversity, Equity and Inclusion (DEI) expert, and three staff from the current participating organizations (OPUC, Regional Technical Forum, and Oregon Department of Energy). The evaluation and DEI experts would be compensated for reviewing documents and participating in two annual meetings. The meetings would include review and discussion of evaluation findings, policies, strategies, methodologies and planned projects. The goal is to gather recommendations for evaluation approaches and priorities that reflect diverse perspectives. Phil Degens shared an example agenda for a meeting, which included a review of recently completed reports, an overview of 2022 and 2023 projects, the use of a DEI lens in evaluation, and methodologies for estimating measure persistence, lifetimes or demand impacts. For key evaluation and research projects, an Evaluation Advisory Group member would serve as an advisor on the design and scope; they would be prohibited from bidding

on that project's contract. Staff took this approach of having an expert advisor separate from the project implementer for the 2020 Customer Insights Study and it worked well.

The new process would include the communication of evaluation results in multiple forums. Staff will present high-level evaluation results directly to the board twice a year. Final evaluations and market research reports will be presented in a public webinar format on a regular basis and will continue to be posted on Energy Trust's website.

The proposed process is subject to adjustments based on feedback from the board, OPUC, Evaluation staff, Executive Team, Evaluation Advisory Group members and outside stakeholders. It will take time and resources to develop the Advisory Group, including to recruit and contract with members, develop a charter and process, identify the best ways to engage Advisory Group members in meetings and projects, and develop methods for publicly sharing projects and their results.

Given current evaluation staffing levels and workloads, Phil Degens said the new process cannot require more resources to maintain than the current Evaluation Committee. Alan Meyer and Henry Lorenzen were concerned that meant that there were not enough resources to maintain an adequate evaluation review process. Phil Degens said that there is not currently a staff shortage, but there are not resources for a more time-consuming process than the current and proposed processes. The proposal is not intended to reduce staff resources devoted to evaluation and research overall. Fred Gordon noted that Evaluation staff have expanded their responsibilities to include more market research and data analysis and are currently at capacity, so they are thinking about how to best use resources in the new process. Alan Meyer expressed concern about delegating too much work to outside consultants and would prefer to add a staff person in the Evaluation team if there are not enough resources currently.

Sarah Castor noted that over the last several years she and committee members have noted that changes were needed to make the committee more effective. The meetings have mostly been presentations of reports with little discussion and there has never been a charter for the committee, to establish its functions and whether it should be approving or not approving reports or decisions by staff. She asked for the committee members' feedback on what they have liked or not liked about the committee and what they would like to see carried forward into a new process. Jennifer Light said that she has liked having outside experts provide advice, but also knows that it is a challenge to get outside experts to provide the time and commitment needed. Reviewing draft reports, as the current committee does, is helpful for making changes in the future, but does not enable the committee to reflect on the overall strategy and portfolio of evaluations and help prioritize resources. Earlier feedback could be helpful in scoping evaluation projects. She also sees a role for outside experts in mediating between Evaluation staff and program staff when results are challenging. Alan Meyer liked that evaluations were being presented to both board members and program staff and that board members could see the evaluation feedback loop being completed. He had been in favor of developing a charter for the committee. He sometimes felt unsure about whether Energy Trust was evaluating the right things at the right times and would have liked more information and discussion about that. Anna Kim said that the Oregon Public Utility Commission (OPUC) does not mind changes to the committee and processes as long as the same value is gained in terms of transparency and gathering outside perspectives. She agreed with Jennifer Light's comments on the current committee and the suggested changes.

Alan Meyer noted that the Conservation, Diversity and Renewables Advisory Councils might be interested in the example agenda topics. He asked if Evaluation staff could use those councils instead of an Evaluation Advisory Group. Phil Degens noted that the Advisory Councils often have full agendas and cannot prioritize evaluation topics. Fred Gordon said that the composition of the Advisory Councils does not include many people who are expert in evaluation or keenly interested in evaluation topics; Steve Lacey agreed.

Henry Lorenzen asked if the proposed changes will strengthen or weaken the evaluation function at Energy Trust. Phil Degens said that it will strengthen evaluation and he and staff will make any adjustments necessary to ensure that outcome; a weaker evaluation function is not acceptable. Jennifer Light thinks this proposed process could make evaluation stronger. She said Bonneville Power Administration (BPA) originally relied on experts to volunteer time to review the BPA market models but did not get the thorough review they wanted. BPA has since moved to compensating experts for their time to review the models and she thinks it has improved the quality of the review. Steve Lacey said the board decision to retire the Evaluation Committee is a good opportunity to reconsider a process after using it for many years and he thinks we can get a stronger, better process with some changes. Henry Lorenzen said he appreciated the feedback and it helped him to feel better about the proposal. Melissa Cribbins reiterated that the board decision did not reflect a lack of interest in evaluation. Lindsey Hardy sees this change as an opportunity to get more evaluation content in front of board members, and potentially the Advisory Councils if the right content is presented in the right way. She appreciated the proposal and thought it was very creative. Sarah Castor said she is looking forward to getting input earlier on evaluation and research projects with the new process. She noted that it has been difficult to get outside experts to participate in the Evaluation Committee because of the volunteer nature of the work and because the expectations for the role of the committee were somewhat unclear. Debbie Menashe recognized that staff put a lot of thought into the proposal and considered many needs and perspectives.

Sarah Castor asked what was needed to move forward with the proposal. Henry Lorenzen said that this is a staff function now and permission from the board was not needed, though they will be looking to see that it is achieving the intended goals. If there is a need for the board to weigh in on a specific policy question or provide more engagement, that could be done. He gave his support for the new process and asked staff not to diminish efforts on evaluation. Lindsey Hardy also supports the new proposal and suggested that board members provide guidance to staff on what they would like to see presented to them. She said that a touchpoint should be set to check in on progress and confirm the changes are working. Fred Gordon said that while this is no longer a board function, staff would appreciate having some board involvement during the first year of transition to the new process. Henry Lorenzen said that the intention is to have board members to continue to attend meetings of the new group. Melissa Cribbins said that it would be a good idea to have one board member that is responsible for monitoring the transition and providing guidance to staff and feedback to the full board. Phil Degens expects to provide periodic updates to Executive Team and the board about progress.

Evaluation staff expressed appreciation for the participation of board members and outside experts over the many years of the Evaluation Committee's existence.

The meeting adjourned at 2:17pm.

PINK PAPER



Energy Trust of Oregon Residential Pay for Performance Pilot Evaluation Report

Submitted by Apex Analytics LLC
October 11, 2021

Executive Summary

Energy Trust of Oregon implemented a residential Pay for Performance (P4P) pilot from April 2019 to December 2020. This report presents findings from an evaluation of the pilot that Apex Analytics conducted, under contract to Energy Trust.

Pilot Description

Energy Trust's P4P pilot sought to motivate contractors to take action to increase the energy savings from the projects they installed. Households participating in the pilot installed one or more measures with deemed savings and incentive values (called anchor measures) and received incentives for those measures as they would under the standard residential program.¹ Participating contractors (called aggregators) were then eligible for an additional performance incentive for any measured energy savings their projects achieved above the deemed savings estimates.²

The pilot assessed performance incentives on a portfolio of projects, completed over a period of approximately six months.³ Using monthly billing data, the pilot measured energy savings for each project over the course of a 12-month performance period from the close of the portfolio, at the end of which it paid performance incentives. Energy Trust contracted with Recurve Analytics to provide a dashboard that tracked each project's energy savings, allowing Energy Trust and the aggregators to identify projects with the best performance.

Energy Trust selected three contractors to work with as aggregators for the pilot: an HVAC contractor, a weatherization contractor, and a whole house contractor. The companies invited to participate as aggregators were trade allies that had been highly active in Energy Trust's Residential Program.

The pilot anticipated that the availability of performance incentives, combined with access to project tracking data, would motivate aggregators to take steps to increase the energy savings their projects generated. For example, aggregators might encourage participants to install additional measures not eligible for deemed

¹ Energy Trust relaxed participation requirements for some measures on P4P projects relative to projects in the standard residential program, but otherwise the participation process for households was the same.

² This approach contrasts with a "pure" P4P approach, in which all incentives would be based on measured energy savings. By continuing to pay deemed incentives, Energy Trust reduced the risk of participating in the pilot to the aggregators.

³ While originally intended to follow a six-month schedule, actual portfolio periods varied during pilot implementation.

incentives, or they might identify the customer or project types that result in the greatest savings and focus their outreach efforts to target those types of customers or projects.

Energy Trust chose to end the pilot earlier than originally planned due to challenges around project qualification and data availability, as well as budgetary concerns. The closing of the pilot coincided with the end of the performance period for the first portfolio, which closed in late 2019. As a result, aggregators were eligible for only one performance payment, and did not have an opportunity to adapt their practices in response to that payment.

Research Objectives and Activities

Table 1 summarizes the key research objectives of this evaluation and the corresponding research activities Apex used to address those objectives. Because Energy Trust ended the pilot earlier than anticipated, we were unable to assess some of the objectives Energy Trust defined. Objectives we were unable to assess are listed in grey text in Table 1.

Table 1: Research Objectives and Evaluation Activities

Research Objective	Pilot Staff Interviews	Pilot Data Analysis	Aggregator Interviews	Savings & CE Review	Participant Survey
Does the P4P pilot design enable better targeting of interventions with variable outcomes?	✓		✓		
Does the P4P pilot design improve measure cost effectiveness?	✓			✓	
Does the P4P pilot design create new participation opportunities for lagging markets?	✓		✓		
Is the market ready for a “pure” P4P approach with no guaranteed (deemed) incentives? What is trade ally receptivity to P4P?	✓		✓		
How persistent are the energy savings from P4P?		✓		✓	
What are the benefits and challenges in offering P4P as a track within the program?	✓		✓		
Are participants satisfied with their experience (installation, performance of measures)?					✓
Should the program continue to offer residential P4P?	✓	✓	✓	✓	

As Table 1 indicates, the Apex team conducted five key research activities to address the objectives of this evaluation:

- › **Pilot staff interviews:** Apex interviewed key staff involved in pilot delivery at Energy Trust, its program delivery contractor, CLEAResult, and Recurve. We conducted two rounds of staff interviews, in December and January of 2019-

2020 and in March and April of 2021. In both rounds, we completed interviews with 5 staff members.

- › **Aggregator interviews:** Apex conducted interviews with the aggregators participating in the pilot at the close of each portfolio period, in January of 2020, June and July of 2020, and March and April of 2021.
- › **Pilot Data Analysis:** Apex reviewed and characterized Energy Trust and CLEAResult’s tracking data following each portfolio to assess characteristics of P4P projects, including costs, anchor measures installed, and non-anchor measures installed. Following the close of the first portfolio period, we also reviewed and characterized project performance data.
- › **Savings and Cost Effectiveness Review:** Apex reviewed Recurve’s approach to estimating project-level savings for consistency with CalTRACK guidelines. Apex also reviewed Energy Trust’s approach to calculating cost effectiveness for P4P portfolios.
- › **Participant Survey:** Apex analyzed data from Energy Trust’s Fast Feedback participant surveys to assess participants’ experience with the pilot and compare P4P pilot participant satisfaction with that of standard program participants.

Key Findings

Aggregators acknowledged that performance incentives might motivate them to change their approach to the market but did not do so prior to receiving incentives. Aggregators did not report making significant changes to the types of customers and projects they targeted or the measures they offered as a result of P4P performance incentives. Consistent with these reports, the differences between measures installed, homes served, and project cost were limited. While aggregators had access to performance data through the pilot’s data portal, the potential to draw meaningful conclusions based on partial-year data was limited and aggregators did not devote effort to monitoring the data. Prior to receiving payments, performance incentives remained somewhat abstract for aggregators. As one said, “Some of that performance will result in me getting paid some money. If I understood that relationship, I would be geeking out on [the performance data] more, but because it is nebulous, I’m not super motivated.” Nonetheless, aggregators saw the potential to use performance data and incentives to guide their offerings.

Project disqualifications limited the size of aggregators’ eligible portfolios, with data availability challenges a key factor leading to disqualification. The pilot experienced lower-than-expected project volumes overall, leading pilot staff to replace the weatherization aggregator after the first portfolio period and extend portfolio period

timelines in some cases. Data availability and project eligibility challenges compounded this limited volume.

More than half (56%) of the projects submitted for the HVAC aggregator's first portfolio and 39% of the projects submitted for the whole house aggregator's first portfolio were ultimately ineligible to be included in their portfolios assessed for performance incentives. Insufficient baseline data, often associated with a change in utility accounts, was the most common reason projects were ineligible.⁴ Using monthly usage data, as the pilot did, a single missing meter reading could call into question two months of data – both the missed month and the subsequent reading if it was unclear whether that reading represented 30 or 60 days of data – which was sufficient to disqualify the project. Aggregators also noted that many of the projects they complete are in homes that have been recently purchased, rental housing that is changing tenants, or part of other, larger changes in the home.

Savings from electric portfolios fell short of deemed estimates, largely due to unrealistic savings estimates for ductless heat pump installations. For both the HVAC and whole house aggregators, projects including ductless heat pump installations were the most likely to achieve measured energy savings below their deemed estimates. Nearly half (47%) of the households installing ductless heat pumps in the HVAC aggregator's portfolio saw their measured energy consumption increase relative to the baseline. These increases in energy use likely reflect households that had not previously had cooling equipment using their ductless heat pumps for cooling or using their heat pump to heat when they might previously have used a supplemental source like wood. Program staff also noted that the milder climate in Southern Oregon, where the HVAC aggregator primarily worked, might reduce heating energy use, and thus savings, relative to the deemed estimates.

Conclusions and Recommendations

Apex draws the following conclusions and recommendations from this research.

- › **Conclusion 1: Paying performance incentives 12 months after a portfolio closed created too long of a feedback loop to effectively influence the way aggregators approached the market.** The performance incentive was the pilot's most significant feedback mechanism to inform aggregators about project performance and motivate them to take steps to increase savings. While aggregators had access to project performance data, without a clear sense of the potential financial gain, they had little motivation to devote time and effort to analyze those data and identify opportunities to increase

⁴ A change in utility accounts serving a home during either the baseline or performance period was cause for project disqualification.

savings. With performance incentives paid a year after a portfolio closed, aggregators had to wait 18 months or longer after their first P4P installations to receive feedback in the form of performance incentives. Had the pilot continued, aggregators would then have had to wait a further 18 months to experience the effects of any changes they made in their business practices.

- **Recommendation 1a: In future P4P offerings, Energy Trust should find ways to provide more timely performance payments.** For example, use of more frequent, interval billing data may allow for more accurate projection of savings, allowing a program to offer payments based on estimated savings on a quarterly basis. Energy Trust explored options for providing more timely payments in the P4P pilot but determined doing so was not possible given the data available.
 - **Recommendation 1b: In future P4P offerings, Energy Trust and implementation contractor staff should be prepared to analyze performance data for aggregators** and present findings that could lead to actions to increase energy savings. Pilot staff presented this type of data to aggregators, and aggregators reported these presentations were valuable. If possible, it would be beneficial to provide these findings and analysis even before a performance period ends. These interim conversations could also provide opportunities to discuss individual projects performing particularly well or poorly.
- › **Conclusion 2: Use of more frequent interval billing data could mitigate many, but not all, of the challenges the pilot faced.** In particular, use of interval data would help to overcome many of the data limitations that reduced the number of projects eligible for inclusion in P4P portfolios. With monthly data, loss of only a few data points was sufficient to disqualify a project. Daily or more frequent interval data would provide a much larger number of data points, making it easier to compensate for missing data in analysis. A larger number of data points could also allow for more granular savings analysis, and, as noted above, potentially allow the program to estimate savings and make performance payments sooner after a portfolio closes. Even with data issues resolved, however, the pilot's decision to use installation contractors as aggregators limits its potential scale. The participating aggregators were among the contractors submitting the highest volumes of projects to Energy Trust's residential program, and even these high-volume contractors struggled, in some cases, to meet the pilot's minimum requirements for portfolio size.
- **Recommendation 2: Energy Trust should ensure that future P4P offerings will have access to daily or more frequent interval energy usage data.**
- › **Conclusion 3: Inaccuracies in deemed savings estimates have the potential to obscure the messages performance incentives send to aggregators.** The

pilot's first portfolio – the only one to complete the performance period – fell short of its deemed estimates for electric savings. This underperformance was largely due to ductless heat pump installations and appeared to stem from two factors: shortcomings of the deemed estimates,⁵ and incompatibility between deemed estimates based on a current practice baseline and P4P savings estimates based on an existing conditions baseline.⁶ With these factors, which are outside of the aggregators' control, limiting their potential to earn performance incentives, aggregators would have little motivation to increase the energy savings their ductless heat pump projects generate.

- **Recommendation 3: Energy Trust should be prepared to address challenges related to deemed values in future P4P efforts that offer incentives for savings above deemed estimates.** For example, it may be necessary to remove projects based on certain measures from P4P portfolios if Energy Trust determines that deemed values are not a reasonable benchmark for their performance.

⁵ Pilot staff noted that southern Oregon, where many of the pilot's heat pump installations took place, has a milder climate than other parts of the state and may require less heating energy consumption, and thus generate less heating energy savings, than the deemed values assume.

⁶ A notable share of ductless heat pump (DHP) installations saw energy consumption increase in the performance period relative to the baseline period, suggesting that households that had not previously had space cooling equipment were using their DHPs to cool and/or households were using their DHPs to offset heating with wood or some other fuel. While Energy Trust's latest deemed estimate for DHPs assumes that a portion of participants would have installed an air conditioner had they not purchased a DHP, P4P savings estimates are based only on past usage, adjusted for weather and change in comparison group energy use. They do not consider alternative equipment options.

Memo

To: Board of Directors

From: Mark Wyman, Sr. Program Manager – Residential
Scott Leonard, Program Manager – Residential
Sarah Castor, Program Manager – Evaluation & Engineering

cc:

Date: January 7, 2022

Re: Staff Response to the Residential Pay for Performance Pilot Evaluation

Energy Trust launched the Residential Pay for Performance pilot in 2019 with the goal of investigating the suitability of site-specific metered savings within the Residential energy efficiency program. The pilot was intended to run through 2021. Evaluation activities were designed to be carried out and reported throughout the pilot so the Residential program could get an early read on progress and viability. The program's experience and early evaluation results indicated that aggregators (participating contractors) submitting projects to the pilot were finding it difficult to submit enough qualifying projects to meet the data sufficiency requirements and that it was unlikely to get easier during the remainder of the pilot. The savings analysis from the first portfolio period was delivered in Q4 2020, and except for gas projects for one aggregator, there were no additional savings over deemed. The program made the decision to discontinue the pilot at the end of 2020, after the third portfolio period closed.

The requirements for projects significantly limited the viability of the pilot. Homes that changed heating or water heating fuel were automatically disqualified from the pilot because the metered savings did not accurately reflect the changes in the home's energy use. In addition, homes that changed ownership during the 12 months before or after the Pay for Performance project were also disqualified. These disqualifications were the result of legal requirements around confidentiality of the utility usage data of previous owners. In addition, the need to use an existing conditions baseline for all projects, rather than the baseline called for in the measure approval documents for prescriptive measures, ended up reducing the measured savings and cost-effectiveness of projects. However, the participating aggregators were satisfied with their participation experience and interested in opportunities to receive feedback on the performance of their projects.

Energy Trust gained valuable experience and insight on running a pay-for-performance program by implementing the pilot. There are no further plans to offer a pay-for-performance design for residential customers at this time.

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PINK PAPER



Solar Program Installation Requirements Review

January 2022

Prepared for:

Energy Trust of Oregon

421 SW Oak Street

Portland, Oregon 97204



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Introduction

Energy Trust of Oregon (Energy Trust) is an independent, nonprofit organization that offers numerous energy efficiency and solar incentive programs for customers of the investor-owned utilities in Oregon. Energy Trust's solar program has cash incentives that decrease the upfront cost of a solar installation, which are only offered by contractors in Energy Trust's Solar Electric Trade Ally network.

Solar trade allies are solar installation contractors that work with Energy Trust to stay updated on Energy Trust standards, incentives, and installation quality requirements. Energy Trust rates the solar trade allies on a regular basis, including an overall score on a 5-star scale for program, quality, and customer service scores. These ratings are intended to help improve the quality of installations¹ and provide guidance and education to solar trade allies. The ratings are also used to determine the solar trade ally's eligibility for Energy Trust program offerings, such as Business Development Resources, Solar Leads, and Pilot Programs.

All systems installed by solar trade allies must meet Energy Trust's Solar Electric Installation Requirements. The purpose of the requirements is to "help promote the performance and longevity of systems that receive Energy Trust incentive funding."² The requirements include criteria related to electrical and building codes, but also emphasize system performance and longevity.

For the project to receive the incentive, the solar trade ally follows a design review and project verification process outlined by Energy Trust's program requirements. Before beginning construction, the solar trade ally submits a project application, which includes technical documentation and a shade report. Then, Energy Trust completes a design review to identify issues prior to system construction. Once the solar trade ally has received approval from Energy Trust, the project begins construction.

Once the project installation and inspection are complete, an Energy Trust-designated third-party program verifier performs an on-site or remote verification. For both verification types, the verifier ensures that the installed system meets Energy Trust's Solar Electric Installation Requirements. The solar trade ally is notified whether the project has met all program requirements or if corrections are required. For the project to receive the incentive, the solar trade ally must complete the corrections and update the project in Energy Trust's system. Energy Trust engaged with Cadmus to review the Solar Electric Installation Requirements and suggest updates, using both stakeholder feedback and the 2020 National Electrical Code (NEC). Cadmus interviewed and surveyed various stakeholders, including industry experts in electrical codes, system design, solar installation best practices, solar racking and roof flashing, and fire codes; inverter manufacturers; utility partners; and solar trade allies.

¹ Energy Trust of Oregon: Solar PV Evaluation Report 2017. https://www.energytrust.org/wp-content/uploads/2017/02/2011-2015_ETO_PV_Evaluation_Report_wSR.pdf

² Energy Trust of Oregon: Solar Electric Installation Requirements. 2017. https://insider.energytrust.org/wp-content/uploads/sle_rq_pv_sysreq.pdf

Cadmus involved stakeholder feedback in the project's three main objectives:

- Provide recommended updates to the Solar Electric Installation Requirements document.
- Provide local solar trade allies with a voice in the process for updating the Solar Electric Installation Requirements.
- Provide a methodology to ensure continued regular updates going forward.

By updating the Solar Electric Installation Requirements with stakeholder feedback and the NEC, Energy Trust is better equipped to advance its efforts to economize solar installations across Oregon, while maintaining a commitment to quality.

Methodology

For this study, Cadmus sought feedback from solar trade allies, industry experts, and Energy Trust staff. Cadmus’ outreach included interviews and an online survey, as well as a literature review of relevant sources from across the country.

Study Population

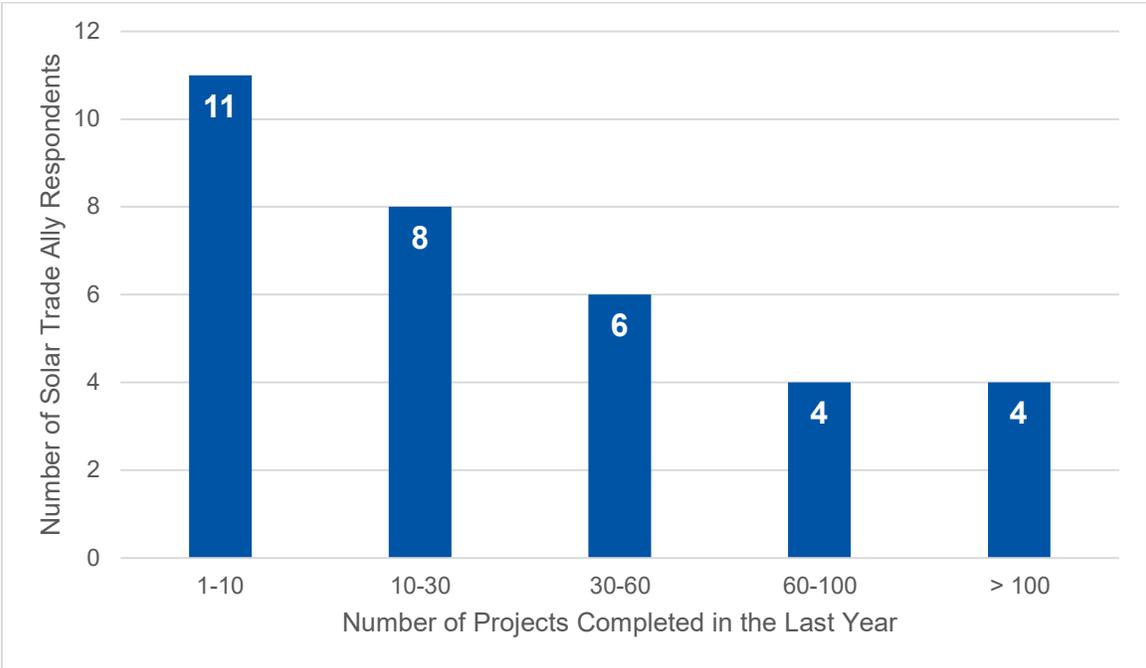
The details of the study population from which Cadmus gathered feedback are outlined below.

Solar Trade Allies

Cadmus prepared and administered an online survey to all 62 active solar trade allies in Oregon as of early 2021. Thirty-six solar trade allies (58%) responded to the survey, the majority of which operate in the state of Oregon. Five of the respondents install between one third and two thirds of their projects outside Oregon, and one respondent installs over two thirds of their projects outside of Oregon. See Appendix A for the list of solar trade allies that wished to be named in the study.

Cadmus grouped the operational size of the solar trade allies by the number of projects they had completed in one year. Figure 1 shows the number of respondents in each size category, defined as the number of projects completed in the last year in Energy Trust territory for an incentive. Three solar trade allies did not provide estimated number of projects, so the total is 33 instead of 36.

Figure 1. Surveyed Solar Trade Ally Energy Trust Territory Project Counts



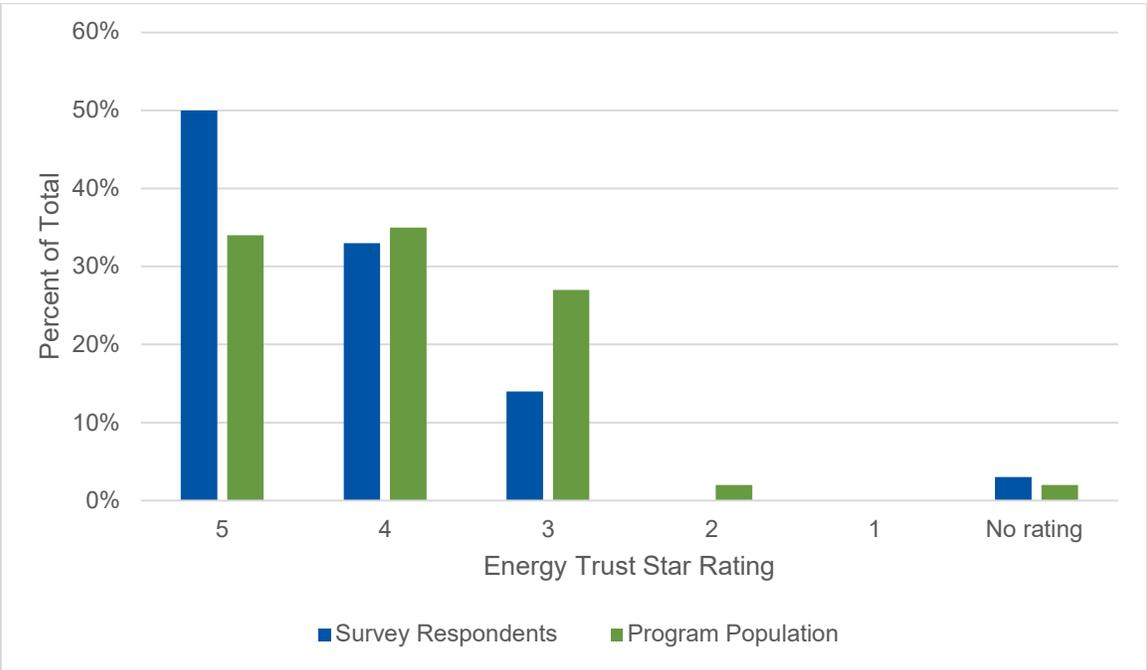
Cadmus also differentiated solar trade ally respondents by type of completed projects: residential or commercial. These categories are shown below in Table 1.

Table 1. Trade Ally Respondent Installation Type

Installation Type	Number of Respondents	Percentage of Total
Primarily Residential	21	58%
Evenly Split	11	31%
Primarily Commercial	4	11%
Total	36	100%

Most solar trade ally respondents were highly rated on Energy Trust’s Trade Ally scale. Half of respondents were rated the highest, with five stars, and another one-third of respondents were rated with four stars. These two ratings cumulatively represent 83% of the study population, with no respondents being rated lower than three stars. Figure 2 **Error! Reference source not found.** illustrates the star ratings of the survey respondents and the solar trade ally program population. The survey population skewed to higher star level respondents.

Figure 2. Solar Trade Ally Rating Summary



Industry Experts

Cadmus interviewed 16 industry experts who had a broad range of backgrounds and areas of expertise, including system design specialists, electrical and fire code, installation best practice experts, solar racking and roof flashing specialists, utility staff, and an inverter manufacturer. See the list of interviewees in Table 2.

Table 2. Industry Experts Interviewed by Cadmus

Interviewee	Area of Expertise
Jerry Henderson, Energy Assurance Company	System design, NEC, structural
Bill Brooks	NEC
Ryan Mayfield, Founder & CEO, Mayfield Renewables	System design
Nick Armstrong	Battery energy storage systems and solar installation best practices
Jeff Spies	System design, best practices
Johan Alfson, Sr Director of Product Marketing, K2 Systems	Solar racking and roof flashing best practices
Brian Crise, Chief Electrical Inspector, City of Portland	NEC and installation best practices
Jeff Herman, City of Portland	Fire code and solar access pathways
Sarah Wilder, Solar Workforce Program Analyst, US DOE	System design and installation best practices
Maciek Rugar, Director of Technical Services, National Roofing Contractors Association	Roofing best practices
John Taecker, UL	Battery energy storage systems, roofing/flashing/racking, and system safety
Pete Jackson, Chief Electrical Inspector, City of Bakersfield, CA	NEC and NFPA
Audrey Burkhardt, Portland General Electric	Utility perspective on smart inverters, solar and storage
Tim Treadwell, Portland General Electric	Utility perspective on smart inverters, solar and storage
Erik Anderson, Pacific Power	Utility perspective on smart inverters, solar and storage
Greg Smith, Sonnen	Battery energy storage systems
Anonymous Representative, SolarEdge	Solar installation best practices

Energy Trust Solar Program Staff

At the beginning of the study, Cadmus held a joint interview with several of the Energy Trust solar program staff. During this interview, Cadmus collected feedback about recent and historical challenges and successes of the program, the star rating system, the verification process, and areas of potential improvement for the installation requirements.

Data Collection Activities

The details of Cadmus’ methodology for the interviews, surveys, and literature review are outlined below.

Interviews

Cadmus compiled an industry expert interview guide consisting of several sections, listed below:

- Background and general program feedback
- Battery Energy Storage Systems
- Roofing, flashing, and racking
- System design and installation best practices
- System safety (fire and electrical code)
- Utility interviews on smart inverters and solar and storage

Respondents did not address all sections, though were generally eager to share feedback on Energy Trust's Solar Electric Installation Requirements. Most interviews lasted 30 to 60 minutes.

Online Survey

Cadmus worked with Energy Trust to draft an online survey for solar trade allies that covered several topics, listed below:

- Program participation of residential and/or commercial installations
- Number of annual installations
- Satisfaction with various elements of the Solar program, staff, and star rating system
- Specific feedback on suggested language changes to the installation requirements document
- Benefits or challenges of the program

Cadmus sent the survey to all solar trade allies active in 2021, with the incentive of a chance to win one of two \$100 gift cards. The gift cards were given to two randomly selected trade allies that successfully completed the survey. The survey was available online for four weeks, with two reminder emails sent over that period. The response rate was a robust 58% (36 of 62). Cadmus gave respondents the opportunity to request a phone call to discuss their survey responses further. Cadmus spoke to six solar trade allies and made several attempts to speak to the five others who requested a call.

Literature Review

Cadmus reviewed Energy Trust's Solar Electric Requirements and the updated NEC code-compliance documents. Cadmus also incorporated best practices from solar verification programs around the country. Some examples include Massachusetts Clean Energy Center's (MassCEC's) Solar Loan Program, Rhode Island Energy Fund Grant, and the New York State Energy Research and Development Authority's (NYSERDA's) Solar Guidebook.

Summary of Recommendations

The following are the recommendations from the body of the report.

Satisfaction Recommendations

- Consider providing an expected timeframe for responses to solar trade ally inquiries to help improve perceived verifier responsiveness.
- Consider providing solar trade allies with training on the point decrement methodology for different requirements to improve the perception of fairness.

Verification and Star Rating Recommendations

- Energy Trust should review and incorporate the remote verification feedback provided in the full survey responses.
- When corrections are required, provide a photo to expedite the conversation and rectification.
- Consider making the star-ratings internal, for Energy Trust and trade ally use only. The external customer facing network could show only the highest rated trade allies; for example, only 4s and 5s, but the actual star value will not be published. Trade allies rated at 1 to 3 stars will not be listed on the website.
- We also recommend that Energy Trust develop a formal system for installers to challenge verifier's findings, with Energy Trust staff acting as arbitrators for disagreement. The current system does not provide effective mechanisms for installers to clarify that verifiers are 100% accurate, so a new system would provide sufficient accountability to alleviate installer concerns and ensure there is consensus between all entities on the identified issues.
- Less than a third of trade allies felt the report gave clear guidance on how to improve a star rating, so consider including clear action items in the report, and consider offering periodic Question and Answer sessions.

System Design Recommendations

- Consider establishing a process for reviewing remote analysis tools as more enter the market.
- Because the solar program is likely moving to a flat incentive amount for regular residential installations, consider lowering the TSRF to 70%.
- The DC:AC ratio upper limit should remain at 135% for all solar installations, but Energy Trust should allow solar trade allies to request a higher threshold. Energy Trust can require trade allies to include in their request energy models and economic analysis to demonstrate the need to exceed 135%. Cadmus does not think Energy Trust should change the threshold for commercial or industrial projects, because 135% is still generally ideal in those contexts. As the energy storage industry continues developing, if new inverter ratio recommendations arise, Energy Trust can consider updating the thresholds as needed.
- Consider adding clarification text for Table 1 in the Installation Requirements document on temperature adders.

Installation Best Practices Recommendations

- Consider requiring that the inverter owner’s manual and corresponding manufacturer warranties are included in the customer manual.
- Consider automatically providing the customer with a digital customer manual via a single emailed PDF and provide an option to receive it as a hard copy. The customer should also be instructed to keep the file saved in a secure location.
- Consider developing a resource for labeling that includes background reasoning, label placement, and label coloring.
- Given that there is currently no industry standard for micro-flashing, Energy Trust should continue not permitting micro-flashing or other flexible flashing. If testing and certification for micro-flashing becomes available, Energy Trust can revise its requirement at that time.

System Safety and Codes Recommendations

- Include mismatched connector information based on NEC 2020 690.33(C).
- Consider providing educational resources for solar trade allies related to avoiding mismatching connectors.
- Update section 2.3.10 B to align with NEC 2020 690.15(A), which further clarifies disconnection location.
- Update section 2.3.10 D to reflect rapid shutdown code requirements.
- Update the footnote referenced in section 2.6.1 to include the correct link.

Battery Storage Recommendations

- Consider developing a battery storage guide and/or webinar series to educate trade allies and other stakeholders on (1) the fundamentals of BESS, and (2) updates to the latest BESS technology.
- Clarify which requirements apply to lithium-ion battery technologies.
- Update section 2.3.4 D to remove the wording “except with program pre-approval” so the UL9540 listing is required for BESS, which aligns with the International Residential Code, International Building Code, International Fire Code, and NEC.

Utility Collaboration Recommendations

- Energy Trust, PGE, and Pacific Power should continue and expand discussions on the possible future role of Energy Trust supporting smart inverter and BESS programs.
- Provide educational training and materials for trade allies and customers on battery systems, in partnership with PGE and Pacific Power.
- Begin a coordinated effort to standardize PowerClerk data field requirements and data sharing protocols between organizations to streamline the process, reduce the time burden for trade allies, and increase the accessibility and completeness of data for all parties.

Smart Inverter Recommendations

- Require that smart inverters be connected to the internet. Energy Trust may consider additional incentives for smart inverters if the goal in Oregon is to obtain better grid services.
- Require IEEE 1547-2018 and utility requirements for all systems.
- Consider providing solar trade allies with training on smart inverter mode and control settings, especially related to different inverter settings, the implications of those settings, and how those settings should prepare the inverter for different energy storage pairing configurations.
- Energy Trust should continue communicating with utilities on development of their grid modernization status and programs, updating smart inverter requirements accordingly.

Future Updating Recommendations

- Collect solar trade ally feedback and update the installation requirements on an annual basis.
- Expert interviews should be conducted every one- to two-years, depending on the industry and state changes.
- Energy Trust should consider providing trade allies with a memo that summarizes themes and results from the annual feedback review.

Memo

To: Board of Directors

From: Jeni Hall, Program Manager – Advanced Solar
David McClelland, Sr. Program Manager – Solar
Sarah Castor, Program Manager – Evaluation & Engineering

cc:

Date: January 11, 2022

Re: Staff Response to the Solar Program Installation Requirements Review

Energy Trust's Solar program periodically updates its installation requirements for solar photovoltaic systems receiving incentives. The program last updated the installation requirements in 2017 and needs to do so again to reflect changes in technology and industry standards. Energy Trust undertook this review with the goals of updating the Solar Electric Installation Requirements to reflect the current market, providing solar trade allies a voice in the process, and building a methodology to ensure continued regular updates going forward.

As part of this review, feedback was collected from solar trade ally companies across the state as well as subject matter experts representing a broad range of backgrounds and expertise including local code officials, utility representatives, equipment manufacturers, and system design specialists. The list of participants was assembled taking into consideration the dynamic nature of the solar industry and the changing role of solar as a valuable distributed energy resource on the grid.

The information that was collected by this extensive effort led to recommendations that go beyond updating the Solar Electric Installation Requirements and include suggested enhancements for the program focused on: trade ally satisfaction, installation verification, star rating, system design, safety and code alignment, battery energy storage system design and installation, utility collaboration, and capturing smart inverter capabilities.

The Solar program is committed to continuous improvement and focused on making the program scalable and responsive to the needs of the changing solar market and the modern utility grid. The recommendations outlined in the report will be prioritized and incorporated as part of the program changes that are rolling out starting this year in response to guidance from House Bill 3141 and to focus on supporting a robust and diverse solar workforce installing solar systems that increase equity, resilience and grid flexibility. The Oregon Structural Specialty Code (OSSC), which contains the state's solar building code requirements, is in the process of being updated and the Program will update the solar electric installation requirements after those building codes have been finalized.

Going forward, the Solar program plans to repeat the survey of solar trade allies annually to gather suggestions for changes to the installation requirements and will repeat the interviews with subject matter experts, manufacturers and utility representatives on at least a biannual cycle.

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Tab 7

Finance Committee Meeting Notes December 06, 2021 2:00 p.m.

Board Attending by teleconference: Susan Brodahl (Finance Committee Chair), Anne Root, Henry Lorenzen, Roland Risser, Melissa Cribbins (ex officio)

Staff attending by teleconference: Pati Presnail (Finance Committee Staff Liaison), Amber Cole, Cheryle Easton, Debbie Menashe, Michelle Spampinato, Steve Lacey, Tracy Scott

FINAL PROPOSED BUDGET UPDATE (Pati)

Committee discussed their observations of the public comments and asked clarifying questions on interpretations of public statements.

Committee and staff discussed the assertion that we pursue all available cost-effective savings, when in fact there are rate impact and budgetary constraints in addition to cost effectiveness constraints. Henry asked if the caps we place on large projects curtail any savings acquisition. Staff do not believe the caps curtail savings. Roland suggested we modify the assertion slightly to acknowledge rates and/or budget. For example, “we are acquiring everything our budget allows us to acquire within cost effective boundaries”.

Pati provided an update in the budget process and that discussions are complete with utilities and funding agreements are now being put in place. The budget binder in process and will be delivered 12-10-21.

Pati reported changes between the Draft budget and the proposed Final budget. Spending 6 million more due to encouragement from the gas utilities with promise of funding to cover additional incentives.

Roland made a request from staff in the future. How does the request for more funding impact the rates? Steve committed to provide briefing paper for the committee.

Pati reviewed the changes between the October Draft 2022-2023 Budget and proposed Final 2022-2023 Budget.

Pati shared an overview of revenue over the years.

2022 Calendar (Pati and Cheryle)

Cheryle presented a tentative 2022 Schedule planned around the financial statement closing, tentative budget schedule and historic audit Committee schedule to the committee that will review and consider for the new Finance & Audit Committee.

Henry expressed a desire for some committee meetings to be held on zoom as well as in person into the future. Cheryle shared we have historically had the ability for our more remote board members to attend all board and committee meetings via a platform similar to zoom and found zoom to be effective during the pandemic and plan is to continue having that option in the future.

Henry requested a written presentation on the change in program and contract management for Industry and Agriculture. Tracy committed to prepare a document and send to the committee.

Adjourn

Chair Susan Brodahl adjourned the meeting at approximately 2:32 p.m.

Next meeting is February 14, 2022

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December 2021 Financial Statements

Revenue

Overall, revenue from utilities is above budget for the year by 3%. PGE funding to efficiency is above budget by 12%. Revenue that exceeds budget carries over to the next year. In the contracts, notably, PGE Storage is rolling out more slowly than expected, consequently both revenue and expenses for this project are lower than budget. Investment income is more than double budget, which is due to a combination of having more cash than expected, and slightly better rates.

December 2021:

Funding Source	Actual this Period	Budget This Period	Variance	Pct	Actual Year to Date	Budget Year to Date	Variance	Pct
PGE 1149	2,561,920	2,460,146	101,774	4%	34,880,255	31,204,900	3,675,355	12%
PGE 838	3,780,273	4,649,805	(869,532)	-19%	50,674,639	50,651,804	22,835	0%
PGE Renewables	699,417	772,523	(73,106)	-9%	9,401,570	8,818,842	582,728	7%
Total PGE	7,041,611	7,882,474	(840,863)	-11%	94,956,465	90,675,546	4,280,919	5%
PAC 1149	1,727,054	1,754,746	(27,692)	-2%	21,528,353	20,778,282	750,071	4%
PAC 838	2,822,493	2,990,386	(167,892)	-6%	34,921,466	34,229,456	692,009	2%
PAC Renewables	497,801	531,730	(33,929)	-6%	6,181,248	6,198,167	(16,920)	0%
Total PAC	5,047,348	5,276,862	(229,513)	-4%	62,631,067	61,205,906	1,425,161	2%
NWN Ind		89,668	(89,668)	-100%	5,382,595	5,381,586	1,009	0%
NWN	2,067,424	2,352,481	(285,057)	-12%	21,573,031	21,326,800	246,231	1%
Cascade	452,128	399,242	52,886	13%	3,388,789	3,310,580	78,209	2%
Avista	203,608	203,608	0	0%	2,443,293	2,443,292	1	0%
NWN Wash		0	(0)	-100%	3,000,874	3,000,874	0	0%
Total Utility Revenue	14,812,118	16,204,334	(1,392,216)	-9%	193,376,114	187,344,583	6,031,530	3%
LMI Grant			-		8,934		8,934	
Community Solar	35,506	48,512	(13,006)	-27%	456,993	550,000	(93,007)	-17%
PGE Storage	2,903	60,578	(57,675)	-95%	71,703	495,484	(423,781)	-86%
NWN TLM GEO Development			-		214,732		214,732	
Investment Income	15,058	275	14,783		203,669	96,000	107,669	112%
Total Revenue	14,865,586	16,313,700	(1,448,114)	-9%	194,332,694	188,486,067	5,846,627	3%

Net Assets**By Funding Source:** Net Assets by Funding Source – Year to Date

Net Assets by funding source for year end 2021 have increased by \$10.6 million from the end of the prior year. This increase is due to higher utility revenues and lower expenditures than planned. The budget and forecast anticipated that net assets would actually decrease in 2021. 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	9,030,935	11,411,792	50,994		20,493,721
PacificPower	4,194,123	2,963,299	19,640		7,177,062
NWN - Industrial	1,123,295	478,426	4,715		1,606,435
NWN	3,688,393	(2,642,131)	8,192		1,054,454
Cascade Natural Gas	2,206,949	573,322	8,629		2,788,900
Avista Gas	335,576	(38,887)	1,094		297,783
OPUC Efficiency	20,579,271	12,745,822	93,262		33,418,355
PGE	15,767,413	(2,149,869)	50,840		13,668,384
PacificPower	6,213,075	(395,886)	20,814		5,838,003
OPUC Renewables	21,980,488	(2,545,755)	71,654		19,506,387
Washington	610,702	(68,438)	1,995		544,259
LMI	0	(1,272)	(2)		(1,274)
Community Solar	213,340	190,996	1,069	(296,905)	108,500
PGE Storage	8,021	13,868	52		21,941
NWN Geo TLM Phase 3	-	95,315	165		95,480
Development	11,640	(13,027)	18	296,905	295,536
Total Other Net Assets	843,703	217,443	3,296		1,064,441
Craft3 Loans	2,300,000				2,300,000
Operational Contingency	2,946,818		35,457	2,000,000	4,982,275
Emergency Contingency	5,000,000			(2,000,000)	3,000,000
Total Contingency	10,246,818	-	35,457		10,282,275
Investment Income		203,669	(203,669)		
Total Net Assets	53,650,279	10,621,178	-		64,271,458

Transfer #1 – retained revenue from community solar transfer to development. Retained revenue covers unpaid invoices in accounts receivable account.

Transfer #2 – board decision to reduce emergency contingency to \$2 million

Net Assets variance from budget

Compared to the amended board approved budget, net assets are \$33.7 million higher. \$5.7 million is from revenues that exceed budget, of which \$3.7 million is PGE efficiency. \$27.9 million is from under spending the approved budget. The expenditures in this table are 'fully loaded' meaning each funding source is attributed costs for incentives, delivery, staffing, professional services, and support costs. The incentive tables provide a breakdown in incentive costs. With PGE having the largest underspending overall, followed by PacificPower, further analysis of incentives in those territories can reveal more, including projects that rolled over to 2022.

Funding Source	Budgeted Net Assets at end of this period	Difference from Budget	higher or (lower) revenue	(higher) or lower expenditure	higher or (lower) investment income
PGE	1,642,647	18,851,073	3,698,191	15,114,060	38,823
PacificPower	(1,529,825)	8,706,887	1,442,081	7,248,204	16,603
NWN - Industrial	876,597	729,838	1,009	726,395	2,434
NWN	2,981,212	(1,926,758)	246,231	(2,173,576)	586
Cascade Natural Gas	1,450,988	1,337,913	78,209	1,255,245	4,457
Avista Gas	175,727	122,056	1	121,545	511
OPUC Efficiency	5,597,346	27,821,009	5,465,722	22,291,873	63,414
PGE	9,307,822	4,360,562	582,728	3,755,563	22,271
PacificPower	4,560,676	1,277,327	(16,920)	1,285,694	8,553
OPUC Renewables	13,868,497	5,637,889	565,809	5,041,257	30,824
Washington	289,798	254,461	0	253,492	969
LMI	(0)	(1,274)	8,934	(10,205)	(2)
Community Solar	149,154	(40,654)	(93,007)	52,084	270
PGE Storage	54,923	(32,982)	(423,781)	390,818	(19)
NWN Geo TLM Phase 3	(0)	95,480	214,732	(119,417)	165
Development	308,573	(13,037)	550	(13,577)	(10)
Total Other Net Assets	802,448	261,994	(292,573)	553,194	1,373
Craft3 Loans	2,300,000	-			
Operational Contingency	4,970,215	12,059			12,059
Emergency Contingency	3,000,000	-			
Total Contingency	10,270,215	12,059	-	-	12,059
Investment Income		-			
Total Net Assets	30,538,507	33,732,951	5,738,958	27,886,324	107,669

Net Assets variance from forecast

This table compares ending net assets to what had been forecasted in November 2021. In the forecast we expected net assets of \$47.9 million, and ended with \$14.1 more than that. Electric revenue was over forecasted. The majority of the net asset variance is in expenditure, as explained previously this is fully loaded expenditure, but incentives are the largest variance, and occurs primarily in PGE and PacificPower efficiency programs.

Funding Source	Forecasted Net Assets	Difference from Forecast	higher or (lower) revenue	(higher) or lower expenditure	higher or (lower) investment income
PGE	14,704,133	5,789,588	(428,608)	6,203,733	14,462
PacificPower	2,377,127	4,799,935	(305,349)	5,095,757	9,526
NWN - Industrial	1,255,958	350,477	-	349,425	1,053
NWN	344,609	709,845	9,701	698,159	1,984
Cascade Natural Gas	2,161,625	627,275	70,846	554,524	1,905
Avista Gas	167,682	130,101	1	129,781	319
OPUC Efficiency	21,011,134	12,407,221	(653,409)	13,031,380	29,250
PGE	13,008,474	659,910	(15,055)	668,390	6,551
PacificPower	5,041,448	796,555	(67,360)	860,399	3,492
OPUC Renewables	18,049,922	1,456,465	(82,415)	1,528,789	10,043
Washington	52,899	491,360	(0)	490,386	973
LMI	27	(1,301)	103	(1,401)	(2)
Community Solar	123,735	(15,235)	(42,778)	27,497	93
PGE Storage	(977)	22,918	(63,668)	86,544	41
NWN Geo TLM Phase 3	341,805	(246,325)	(214,732)	(31,232)	(361)
Development	292,967	2,569	550	2,013	6
Total Other Net Assets	810,456	253,985	(320,525)	573,807	750
Craft3 Loans			-		
Operational Contingency	4,978,411	3,864	-	-	3,866
Emergency Contingency	3,000,000		-		
Total Contingency	7,978,411	3,864	-	-	3,866
Investment Income					
Total Net Assets	47,849,922	14,121,534	(1,056,350)	15,133,975	43,907

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 December 31, 2021 are as follows:

Efficiency Incentive commitments to be paid in the future	32,000,000
Renewables Incentive commitments to be paid in the future	11,000,000
Estimated In-force contracts for delivery and operations, to be paid in the future	72,800,000
Total contingent liabilities for future commitments	115,800,000

OPUC Financial Performance Measures

The two OPUC financial performance measures deal with administrative and program support (as defined by OPUC) and staffing cost (Employee Salaries and Fringe Benefits). We operated well within the administrative and program support measure, at 6.5% of revenue and a 5.8% increase year over year.

Staffing costs under OPUC oversight are 3.2% higher than 2020.

Administrative and Program Support	less than 8% of revenue	6.5% ok
	less than 10% increase over prior year	5.8% ok
Employee Salaries and Fringe	less than 9% increase over prior year	3.2% ok

Details	YTD 2021	YTD 2020	Y/Y Change
Revenue	0	0	
Administrative and Program Support	12,448,812	11,771,712	5.8%
Percent of Revenue	6.5%	6.7%	
Employee Salaries and Fringe Benefits	15,265,717	14,788,938	3.2%

	2021			2020		
	PUC Grant Funded Total	Program Costs	Administrative and Program Support	PUC Grant Funded Total	Program Costs	Administrative and Program Support
Incentives	101,842,987	101,842,987	-	103,355,876	103,355,876	-
Program Delivery Subcontracts	51,414,283	51,414,283	-	56,077,340	56,077,340	-
Employee Salaries & Fringe Benefits	15,265,717	7,286,254	7,979,463	14,788,938	7,112,537	7,676,400
Agency Contractor Services	1,458,132	663,447	794,685	1,501,490	884,615	616,875
Planning and Evaluation Services	2,396,694	2,389,765	6,930	3,148,575	3,108,246	40,329
Advertising and Marketing Services	2,444,791	1,597,460	847,331	3,061,760	2,067,543	994,217
Other Professional Services	3,047,662	2,532,167	515,494	2,672,663	2,053,501	619,162
Travel, Meetings, Trainings & Conferences	59,183		59,183	89,597		89,597
Dues, Licenses and Fees	212,098		212,098	128,067		128,067
Software and Hardware	635,944		635,944	639,194		639,194
Depreciation & Amortization	311,384		311,384	261,970		261,970
Office Rent and Equipment	994,876		994,876	1,015,082		1,015,082
Materials Postage and Telephone	55,605		55,605	79,022		79,022
Miscellaneous Expenses	35,817		35,817	6,265		6,265
TOTAL FUNCTIONAL EXPENSE	180,175,173	167,726,362	12,448,812	186,825,840	174,659,658	11,771,712
TOTAL REVENUE	190,375,240			175,576,793		
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.54%			6.70%
Program Support and Administrative cost as Percent Change versus Last Year			5.75%			

Expenses

This table shows spending by type of expenditure compared to budget. Of the total underspending of \$27.9 million, 61% is incentives across the organization, and 14% is program delivery. Approximately \$1 million in program delivery was not spent due to performance goals in the contracts not being completely met. Other professional services came in less than budget across the organization, with no single reason, other than certain internal projects took longer, or staff found different ways to complete the same work.

	Actual	Budget	Budget Variance		share of variance
Incentives	103,703,284	120,805,454	(17,102,170)	-14%	61%
Program Delivery Contractors	52,167,567	56,097,373	(3,929,805)	-7%	14%
Employee Salaries & Fringe Benefits	15,952,088	16,808,212	(856,124)	-5%	3%
Agency Contractor Services	1,476,979	2,169,863	(692,885)	-32%	2%
Planning and Evaluation Services	2,402,713	3,482,785	(1,080,072)	-31%	4%
Advertising and Marketing Services	2,462,809	3,253,100	(790,290)	-24%	3%
Other Professional Services	3,108,787	5,891,758	(2,782,971)	-47%	10%
Travel, Meetings, Trainings & Conferences	61,154	260,630	(199,476)	-77%	1%
Dues, Licenses and Fees	267,248	334,420	(67,172)	-20%	0%
Software and Hardware	650,976	817,203	(166,227)	-20%	1%
Depreciation & Amortization	324,025	275,295	48,730	18%	0%
Office Rent and Equipment	1,040,206	1,247,500	(207,294)	-17%	1%
Materials Postage and Telephone	57,687	148,750	(91,063)	-61%	0%
Miscellaneous Expenses	35,994	5,500	30,494	554%	0%
Expenditures	183,711,516	211,597,841	(27,886,325)	-13%	

Incentives Detail

Incentives year to date are 14% below budget. A number of large commercial and industrial projects that were scheduled to complete in 2021 have moved to 2022. Carryover funds that were observed in the net asset analysis are available to cover those costs when the projects do complete.

	Year to Date	Year to Date	Variance	Pct Variance	Year to Date	Year to Date
	Actual	Approved Budget			Previous Year	Previous Year
					Actual	Approved Budget
Existing Buildings with MF	30,700,585	37,553,425	(6,852,840)	-18.25%	31,541,280	34,303,302
New Buildings	7,382,843	8,870,097	(1,487,254)	-16.77%	10,374,427	10,193,256
Industry and Agriculture	20,367,966	28,607,006	(8,239,040)	-28.80%	23,309,217	26,120,398
Residential	30,564,435	26,921,999	3,642,436	13.53%	30,727,144	28,755,382
OPUC Efficiency	89,015,829	101,952,526	(12,936,698)	-12.69%	95,952,068	99,372,337
Solar	10,144,611	9,557,950	586,661	6.14%	6,110,365	6,806,000
Other Renewables	2,682,547	7,048,621	(4,366,074)	-61.94%	1,293,443	5,730,803
OPUC Renewables	12,827,158	16,606,571	(3,779,413)	-22.76%	7,403,808	12,536,803
Washington	1,819,429	1,946,356	(126,927)	-6.52%	1,225,467	1,310,952
NWN Geo TLM Phase 3	32,867		32,867	0.00%		
PGE Storage	8,000	300,000	(292,000)	-97.33%		
Total Company	103,703,284	120,805,454	(17,102,170)	-14.16%	104,581,342	113,220,092

note: Lighting is a joint program between commercial and industrial, and is included in Existing Buildings with MF and Industrial and Agriculture figures above.

Cash and Investment Status

The average maturity in 2021 through December is 1 day, and the average return is 0.18%. Starting in 2019, and finishing in 2021, as investments matured funds were rolled into higher paying repurchase accounts.

Bank Account	Type	at Dec 31, 2021	at Dec 31, 2020
First Interstate Bank Repurchase Account	Repo	32,304,621	42,060,259
Umpqua Repurchase Account	Repo	40,160,514	25,515,426
First Interstate Checking	Cash	10,000	10,000
Umpqua Checking	Cash	3,000,000	3,000,000
Petty Cash		300	300
Total Cash and Cash Equivalents		75,475,435	70,585,985
Investments	CDAR	-	5,168,914
Total Cash and Investments		75,475,435	75,754,899

Energy Trust of Oregon
Balance Sheet
For the Period Ending December 2021

	Dec 2021	Dec 2020	Change
Cash	75,475,434	70,585,985	4,889,449
Investments		5,168,914	(5,168,914)
Accounts Receivable	3,957,122	434,579	3,522,543
Prepaid	461,368	376,223	85,146
Advances to Vendors	2,171,668	1,924,827	246,841
Current Portion Note Receivable			
Current Assets	82,065,593	78,490,527	3,575,065
Fixed Assets	6,059,949	5,861,911	198,038
Depreciation	(5,408,398)	(5,084,373)	(324,025)
Net Fixed Assets	651,551	777,538	(125,986)
Other Assets	2,841,897	2,342,127	499,770
Assets	85,559,041	81,610,192	499,770
Accounts Payable and Accruals	17,825,751	24,327,087	(6,501,336)
Deposits Held for Others	25,000		25,000
Salaries, Taxes, & Benefits Payable	977,562	957,359	20,203
Deferred/Unearned Revenue			
Current Liabilities	18,828,313	25,284,446	(6,456,133)
Long Term Liabilities	2,350,216	2,566,412	(216,196)
Liabilities	21,178,528	27,850,858	(216,196)
Net Assets	64,271,409	53,650,232	10,621,177

accounts receivable is a temporary issue with PGE system delay - December 838 revenue was paid in mid January

Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending December2021

Funding Source	Beginning of Year Net Assets	Current Year Net Income	Distributed Investment Income	Transfers	Ending Net Assets at end of this period
PGE	9,030,935	11,411,792	50,994		20,493,721
PacificPower	4,194,123	2,963,299	19,640		7,177,062
NWN - Industrial	1,123,295	478,426	4,715		1,606,435
NWN	3,688,393	(2,642,131)	8,192		1,054,454
Cascade Natural Gas	2,206,949	573,322	8,629		2,788,900
Avista Gas	335,576	(38,887)	1,094		297,783
OPUC Efficiency	20,579,271	12,745,822	93,262		33,418,355
PGE	15,767,413	(2,149,869)	50,840		13,668,384
PacificPower	6,213,075	(395,886)	20,814		5,838,003
OPUC Renewables	21,980,488	(2,545,755)	71,654		19,506,387
Washington	610,702	(68,438)	1,995		544,259
LMI	0	(1,272)	(2)		(1,274)
Community Solar	213,340	190,996	1,069	(296,905)	108,500
PGE Storage	8,021	13,868	52		21,941
NWN Geo TLM Phase 3	-	95,315	165		95,480
Development	11,640	(13,027)	18	296,905	295,536
Total Other Net Assets	843,703	217,443	3,296		1,064,441
Craft3 Loans	2,300,000				2,300,000
Operational Contingency	2,946,818		35,457	2,000,000	4,982,275
Emergency Contingency	5,000,000			(2,000,000)	3,000,000
Total Contingency	10,246,818	-	35,457		10,282,275
Investment Income		203,669	(203,669)		
Total Net Assets	53,650,279	10,621,178	-		64,271,458

Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending December 2021

Net Asset Change versus Budget

Funding Source	Budgeted Net Assets at end of this period	Difference from Budget	higher or (lower) revenue	(higher) or lower expenditure	higher or (lower) investment income
PGE	1,642,647	18,851,073	3,698,191	15,114,060	38,823
PacificPower	(1,529,825)	8,706,887	1,442,081	7,248,204	16,603
NWN - Industrial	876,597	729,838	1,009	726,395	2,434
NWN	2,981,212	(1,926,758)	246,231	(2,173,576)	586
Cascade Natural Gas	1,450,988	1,337,913	78,209	1,255,245	4,457
Avista Gas	175,727	122,056	1	121,545	511
OPUC Efficiency	5,597,346	27,821,009	5,465,722	22,291,873	63,414
PGE	9,307,822	4,360,562	582,728	3,755,563	22,271
PacificPower	4,560,676	1,277,327	(16,920)	1,285,694	8,553
OPUC Renewables	13,868,497	5,637,889	565,809	5,041,257	30,824
Washington	289,798	254,461	0	253,492	969
LMI	(0)	(1,274)	8,934	(10,205)	(2)
Community Solar	149,154	(40,654)	(93,007)	52,084	270
PGE Storage	54,923	(32,982)	(423,781)	390,818	(19)
NWN Geo TLM Phase 3 Development	(0)	95,480	214,732	(119,417)	165
Total Other Net Assets	802,448	261,994	(292,573)	553,194	1,373
Craft3 Loans	2,300,000	-	-	-	-
Operational Contingency	4,970,215	12,059	-	-	12,059
Emergency Contingency	3,000,000	-	-	-	-
Total Contingency	10,270,215	12,059	-	-	12,059
Investment Income	-	-	-	-	-
Total Net Assets	30,538,507	33,732,951	5,738,958	27,886,324	107,669

Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending December 2021

Net Asset Change versus Forecast

Funding Source	Forecasted Net Assets	Difference from Forecast	higher or (lower) revenue	(higher) or lower expenditure	higher or (lower) investment income
PGE	14,704,133	5,789,588	(428,608)	6,203,733	14,462
PacificPower	2,377,127	4,799,935	(305,349)	5,095,757	9,526
NWN - Industrial	1,255,958	350,477	-	349,425	1,053
NWN	344,609	709,845	9,701	698,159	1,984
Cascade Natural Gas	2,161,625	627,275	70,846	554,524	1,905
Avista Gas	167,682	130,101	1	129,781	319
OPUC Efficiency	21,011,134	12,407,221	(653,409)	13,031,380	29,250
PGE	13,008,474	659,910	(15,055)	668,390	6,551
PacificPower	5,041,448	796,555	(67,360)	860,399	3,492
OPUC Renewables	18,049,922	1,456,465	(82,415)	1,528,789	10,043
Washington	52,899	491,360	(0)	490,386	973
LMI	27	(1,301)	103	(1,401)	(2)
Community Solar	123,735	(15,235)	(42,778)	27,497	93
PGE Storage	(977)	22,918	(63,668)	86,544	41
NWN Geo TLM Phase 3 Development	341,805	(246,325)	(214,732)	(31,232)	(361)
	292,967	2,569	550	2,013	6
Total Other Net Assets	810,456	253,985	(320,525)	573,807	750
Craft3 Loans			-		
Operational Contingency	4,978,411	3,864	-	-	3,866
Emergency Contingency	3,000,000		-		
Total Contingency	7,978,411	3,864	-	-	3,866
Investment Income					
Total Net Assets	47,849,922	14,121,534	(1,056,350)	15,133,975	43,907

Energy Trust of Oregon
Income Statement - Actual and YTD Budget Comparison

For the Period Ending December 2021

Total Company , All Departments (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	14,812,118	16,204,334	(1,392,216)	193,376,114	187,344,583	6,031,530	187,344,583
Contract Revenue	38,410	109,091	(70,681)	743,928	1,045,484	(301,556)	1,045,484
Grant Revenue	-	-	-	8,934	-	8,934	-
Contributed Income	-	-	-	50	-	50	-
Investment Income	15,058	275	14,783	203,669	96,000	107,669	96,000
Revenue	14,865,586	16,313,700	(1,448,114)	194,332,694	188,486,067	5,846,627	188,486,067
Incentives	18,492,791	23,772,562	(5,279,771)	103,703,284	120,805,454	(17,102,170)	120,805,454
Program Delivery Contractors	3,810,329	5,131,454	(1,321,125)	52,167,567	56,097,373	(3,929,805)	56,097,373
Employee Salaries & Fringe Benefits	1,270,814	1,447,491	(176,677)	15,952,088	16,808,212	(856,124)	16,808,212
Agency Contractor Services	128,843	205,829	(76,986)	1,476,979	2,169,863	(692,885)	2,169,863
Planning and Evaluation Services	161,375	346,530	(185,155)	2,402,713	3,482,785	(1,080,072)	3,482,785
Advertising and Marketing Services	405,246	352,922	52,324	2,462,809	3,253,100	(790,290)	3,253,100
Other Professional Services	317,309	592,800	(275,491)	3,108,787	5,891,758	(2,782,971)	5,891,758
Travel, Meetings, Trainings & Conferences	5,607	28,535	(22,928)	61,154	260,630	(199,476)	260,630
Dues, Licenses and Fees	14,191	32,890	(18,699)	267,248	334,420	(67,172)	334,420
Software and Hardware	75,978	76,070	(92)	650,976	817,203	(166,227)	817,203
Depreciation & Amortization	27,793	21,396	6,398	324,025	275,295	48,730	275,295
Office Rent and Equipment	89,068	112,954	(23,886)	1,040,206	1,247,500	(207,294)	1,247,500
Materials Postage and Telephone	5,099	16,565	(11,466)	57,687	148,750	(91,063)	148,750
Miscellaneous Expenses	22,942	256	22,686	35,994	5,500	30,494	5,500
Expenditures	24,827,385	32,138,253	(7,310,869)	183,711,516	211,597,841	(27,886,325)	211,597,841
Operating Net Income	(9,961,799)	(15,824,554)		10,621,178	(23,111,774)		(23,111,774)

Energy Trust Of Oregon
Revenue Details
for the Period December2021

Funding Source	Actual this Period	Budget This Period	Variance	Pct	Actual Year to Date	Budget Year to Date	Variance	Pct
PGE 1149	2,561,920	2,460,146	101,774	4%	34,880,255	31,204,900	3,675,355	12%
PGE 838	3,780,273	4,649,805	(869,532)	-19%	50,674,639	50,651,804	22,835	0%
PGE Renewables	699,417	772,523	(73,106)	-9%	9,401,570	8,818,842	582,728	7%
Total PGE	7,041,611	7,882,474	(840,863)	-11%	94,956,465	90,675,546	4,280,919	5%
PAC 1149	1,727,054	1,754,746	(27,692)	-2%	21,528,353	20,778,282	750,071	4%
PAC 838	2,822,493	2,990,386	(167,892)	-6%	34,921,466	34,229,456	692,009	2%
PAC Renewables	497,801	531,730	(33,929)	-6%	6,181,248	6,198,167	(16,920)	0%
Total PAC	5,047,348	5,276,862	(229,513)	-4%	62,631,067	61,205,906	1,425,161	2%
NWN Ind		89,668	(89,668)	-100%	5,382,595	5,381,586	1,009	0%
NWN	2,067,424	2,352,481	(285,057)	-12%	21,573,031	21,326,800	246,231	1%
Cascade	452,128	399,242	52,886	13%	3,388,789	3,310,580	78,209	2%
Avista	203,608	203,608	0	0%	2,443,293	2,443,292	1	0%
NWN Wash		0	(0)	-100%	3,000,874	3,000,874	0	0%
Total Utility Revenue	14,812,118	16,204,334	(1,392,216)	-9%	193,376,114	187,344,583	6,031,530	3%
LMI Grant			-		8,934		8,934	
Community Solar	35,506	48,512	(13,006)	-27%	456,993	550,000	(93,007)	-17%
PGE Storage	2,903	60,578	(57,675)	-95%	71,703	495,484	(423,781)	-86%
NWN TLM GEO			-		214,732		214,732	
Development			-		550		550	
Investment Income	15,058	275	14,783		203,669	96,000	107,669	112%
Total Revenue	14,865,586	16,313,700	(1,448,114)	-9%	194,332,694	188,486,067	5,846,627	3%

Total Expenditures Programs By Funding Source Actual For the Year to Date Period Ending December 2021



	All Funding Sources	PGE	PacificPower	NWN - Industrial	NWN	Cascade Natural Gas	Avista Gas
Existing Buildings	51,277,009	25,395,186	15,313,550	2,517,617	6,277,868	969,544	803,244
Multi-Family	2,717,379	1,457,765	703,375	39,463	438,735	25,484	52,556
New Buildings	15,521,184	8,370,544	5,584,285	80,893	1,221,836	173,453	90,173
NEEA Commercial	3,036,381	1,547,554	1,167,453		234,024	59,615	27,735
Commercial Sector	72,551,952	36,771,050	22,768,663	2,637,973	8,172,464	1,228,095	973,707
Industry and Agriculture	33,910,845	15,590,463	15,304,849	2,266,196	469,892	236,231	43,215
NEEA - Industrial	27,067	15,428	11,639				
Industry and Agriculture Sector	33,937,912	15,605,891	15,316,487	2,266,196	469,892	236,231	43,215
Residential	50,797,531	19,488,822	13,683,376		15,016,555	1,209,442	1,399,336
NEEA Residential	4,759,205	2,277,340	1,717,993		556,251	141,698	65,922
Residential Sector	55,556,736	21,766,162	15,401,369		15,572,806	1,351,140	1,465,258
OPUC Efficiency	162,046,600	74,143,103	53,486,519	4,904,169	24,215,162	2,815,467	2,482,180
Solar	13,688,411	8,345,916	5,342,495				
Other Renewables	4,440,162	3,205,523	1,234,639				
OPUC Renewables	18,128,573	11,551,439	6,577,134				
OPUC Programs	180,175,173	85,694,542	60,063,653	4,904,169	24,215,162	2,815,467	2,482,180
Washington	3,069,312						
Community Solar	265,996						
PGE Storage	57,835						
LMI	10,205						
NWN Geo TLM Phase 3	119,417						
Development	13,577						
Total Company	183,711,516	85,694,542	60,063,653	4,904,169	24,215,162	2,815,467	2,482,180

For contracts with costs through: 1/1/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			14,651,918	9,327,366	5,324,553		
Communications							
Communications Total:			5,760,748	2,370,678	3,390,070		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	17,694,983	25,171,383	1/1/2020	8/1/2025
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	33,662,505	33,569,081	93,424	1/1/2015	9/15/2022
TRC Environmental Corporation	2022 BE PMC	Windsor	16,642,582	0	16,642,582	1/1/2022	12/31/2022
TRC Environmental Corporation	2021 BE PMC	Windsor	14,761,514	13,134,377	1,627,137	1/1/2021	12/31/2021
CLEARresult Consulting Inc	2021 Residential PMC	Austin	9,358,533	7,686,001	1,672,532	1/1/2021	12/31/2021
CLEARresult Consulting Inc	2022 Residential PMC	Austin	8,985,107	0	8,985,107	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 NBE PMC	Austin	6,167,249	0	6,167,249	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2021 NBE PMC	Austin	5,923,334	5,597,986	325,348	1/1/2021	12/31/2021
CLEARresult Consulting Inc	2022 Lighting PDC	Austin	3,813,275	0	3,813,275	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2021 Lighting PDC	Austin	3,525,189	3,357,208	167,981	1/1/2021	12/31/2021
TRC Engineers Inc.	2022 EPS New Const PDC	Irvine	2,996,257	0	2,996,257	1/1/2022	12/31/2022
Energy 350 Inc	PE PDC 2022	Portland	2,872,853	0	2,872,853	1/1/2022	12/31/2022
Energy 350 Inc	PE PDC 2021	Portland	2,815,324	2,658,817	156,507	1/1/2021	12/31/2021
TRC Engineers Inc.	2021 EPS New Const PDC	Irvine	2,559,773	2,395,228	164,545	1/1/2021	12/31/2021
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	2,260,254	0	2,260,254	1/1/2022	12/31/2022
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	742,629	1,338,371	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	0	1,937,650	1/1/2022	12/31/2022
Cascade Energy, Inc.	PE PDC 2021	Walla Walla	1,773,600	1,543,916	229,684	1/1/2021	12/31/2021
Cascade Energy, Inc.	PE PDC 2021	Walla Walla	1,740,738	1,675,127	65,611	1/1/2021	12/31/2021
RHT Energy Inc.	PE PDC 2021	Medford	1,553,763	1,453,634	100,129	1/1/2021	12/31/2021
RHT Energy Inc.	PE PDC 2022	Medford	1,506,601	0	1,506,601	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2021 Retail PDC	Austin	1,456,941	1,303,947	152,994	1/1/2021	12/31/2021
CLEARresult Consulting Inc	2022 Retail PDC	Austin	1,400,625	0	1,400,625	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
CLEARresult Consulting Inc	2022 Residential PMC-PILOTS	Austin	552,275	0	552,275	1/1/2022	12/31/2022
TRC Environmental Corporation	2022 BE DSM PMC	Windsor	516,227	0	516,227	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	0	479,685	3/24/2021	12/31/2022
CLEARresult Consulting Inc	2021 Residential PMC-PILOTS	Austin	449,968	381,843	68,125	1/1/2021	12/31/2021
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	420,000	108,792	311,208	7/1/2021	6/30/2024
TRC Environmental Corporation	2022 BE NWN WA PMC	Windsor	385,060	0	385,060	1/1/2022	12/31/2022
SBW Consulting, Inc.	2020 EB Impact Evaluation	Bellevue	375,000	135,626	239,374	8/12/2021	6/30/2022
Verde	DHP Installation Program	Portland	371,800	273,607	98,193	1/31/2020	12/31/2021
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	356,500	223,224	133,277	1/1/2020	12/31/2022
CLEARresult Consulting Inc	2021 Residential PMC-CustSvc	Austin	352,403	306,899	45,504	1/1/2021	12/31/2021

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
The Cadmus Group LLC	2020 PE Impact Evaluation	Portland	350,000	339,201	10,799	3/30/2021	3/30/2022
TRC Environmental Corporation	2021 BE DSM PMC	Windsor	309,405	298,013	11,392	1/1/2021	12/31/2021
TRC Environmental Corporation	2021 BE NWN WA PMC	Windsor	305,751	282,833	22,918	1/1/2021	12/31/2021
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
CLEARresult Consulting Inc	2021 Residential PMC-WA	Austin	283,263	227,440	55,823	1/1/2021	12/31/2021
Ekotrop, Inc.	ModelingSoftware for NC	Boston	275,000	174,998	100,003	1/21/2020	12/31/2022
CLEARresult Consulting Inc	2022 Residential PMC-WA	Austin	257,924	0	257,924	1/1/2022	12/31/2022
SBW Consulting, Inc.	Measure Development Support	Bellevue	215,000	66,362	148,639	5/1/2021	12/31/2022
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	210,025	0	210,025	1/21/2022	8/31/2023
CLEARresult Consulting Inc	2022 Residential PMC-CustSvc	Austin	207,797	0	207,797	1/1/2022	12/31/2022
The Cadmus Group LLC	Site Specific Impact Evals	Portland	170,000	63,045	106,955	2/8/2019	12/31/2021
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	160,000	0	160,000	1/1/2022	12/31/2023
TRC Engineers Inc.	2021 EPS New Const PDC-WA	Irvine	142,048	138,216	3,831	1/1/2021	12/31/2021
Battele Memorial Institute	PNNIL Services Agreement		140,142	140,142	0	5/9/2019	9/30/2022
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	130,000	0	130,000	1/25/2022	12/31/2022
Verde	DHP Installation Program	Portland	130,000	0	130,000	1/1/2022	12/31/2022
Evergreen Consulting Group, LLC	Consulting for Lighting Tool	Tigard	120,600	51,113	69,487	2/16/2021	1/31/2022
CLEARresult Consulting Inc	HE Assessment Tool	Austin	115,000	0	115,000	12/16/2021	12/31/2022
Evergreen Economics	DHP Controls Research Project	Portland	99,000	79,542	19,458	12/22/2020	7/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC-WA	Irvine	89,162	0	89,162	1/1/2022	12/31/2022
Johnson Consulting Group LLC	Res Process Evaluation	Frederick	85,000	48,252	36,748	8/27/2021	5/31/2022
FMYI, INC	Subscription Agreement	Portland	69,650	69,650	0	4/25/2016	2/1/2022
INCA Energy Efficiency, LLC	Intel Mega Projects Eval	Grinnell	55,000	43,757	11,244	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
Anchor Blue LLC	Resource Assessment Model	Vancouver	50,000	0	50,000	1/1/2022	12/31/2022
The Cadmus Group LLC	3 LG NB Impact Evaluation	Portland	49,000	0	49,000	1/1/2022	10/31/2022
Portland General Electric	Verfi Assistance D1X Mega Proj	Portland	45,500	38,740	6,760	1/1/2020	12/31/2021
Theodore Blaine Light III	Planning Consulting		45,000	0	45,000	1/1/2022	12/31/2022
E Source Companies LLC	Membership Agreement	Boulder	41,682	0	41,682	12/17/2021	12/31/2022
Northwest Energy Efficiency Council	Tool Lending Library	Seattle	38,750	0	38,750	1/1/2022	12/31/2022
Pivot Advising	TLM Evaluation	Portland	36,000	36,270	(270)	2/5/2021	1/31/2022
EVALUCREE	Outreach Training LATINX/HIS		35,000	7,000	28,000	1/1/2021	12/31/2021
American Council for and Energy Efficient Economy	Letter Agreement	Washington	30,000	0	30,000	1/20/2022	12/31/2022
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2022
Encolor LLC	ConsultingUnderrepresented Com		24,375	1,999	22,376	11/30/2021	12/31/2022
Alexander Salazar	NZEL Grant Agreement	Portland	12,000	0	12,000	12/3/2021	6/17/2022
GBD Architects Incorporated	NZEL Grant Agreement	Portland	12,000	0	12,000	12/17/2021	6/17/2022
Green Hammer, Inc	NZEL Grant Agreement	Portland	12,000	0	12,000	11/22/2021	6/17/2022
Community Energy Project, Inc.	Consultant Services	Portland	10,125	0	10,125	9/30/2021	10/1/2022
Marlene McCallum	Coaching Services PA Cap*		5,225	5,225	0	10/6/2021	12/31/2022
Energy Efficiency Total:			185,670,324	97,710,771	87,959,553		
Joint Programs							
ADM Associates, Inc.	Fast Feedback	Seattle	182,000	154,058	27,942	4/16/2020	6/30/2022
Lake County Resources Initiative	Support for RE, EB, Solar PE	Lakeview	165,200	0	165,200	1/1/2022	12/31/2023

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Lake County Resources Initiative	EE/RE Outreach & Support		74,800	33,785	41,015	1/1/2021	12/31/2021
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	72,845	69,466	3,379	1/1/2017	12/31/2022
The Cadmus Group LLC	Solar Program Improvements	Portland	52,460	37,045	15,415	7/19/2021	6/30/2022
Apex Analytics LLC	Irrigation Modernization Study	Boulder	50,000	25,425	24,575	9/3/2021	3/31/2022
Lake County Resources Initiative	OIT EA REDA Grant Agreement		17,730	0	17,730	4/26/2021	4/15/2023
Infogroup Inc	Data License & Service Agmt	Papillion	17,000	16,404	596	2/4/2020	3/1/2022
Sherry Tran	DAC Consultant Services		14,400	4,625	9,775	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	1,625	5,375	2/1/2021	12/31/2022
Environmental Leadership Foundation	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	313	2,688	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:			675,260	353,070	322,190		
Renewable Energy							
Sunway 3, LLC	Prologis PV installation	Portland	3,405,000	2,964,146	440,854	9/30/2008	9/30/2028
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	2,050,500	949,500	9/4/2018	11/30/2023
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	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
Farmers Conservation Alliance	Irrigation Modernization	Hood River	1,500,000	1,380,404	119,596	4/1/2019	3/31/2022
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
Energy Assurance Company	Solar Verifier Services	Milwaukie	495,000	506,175	(11,175)	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
RES - Ag FGO LLC	Biogas Manure Digester Project	Washington	441,660	441,660	0	10/27/2010	10/27/2025
Three Sisters Irrigation District	TSID Funding Agreement	Sisters	400,000	400,000	0	1/1/2018	12/31/2038
SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Bethesda	355,412	355,412	0	5/15/2014	12/31/2034
City of Gresham	City of Gresham Cogen 2	Gresham	350,000	334,523	15,477	4/9/2014	7/9/2034
CLEAResult Consulting Inc	2022 Residential PMC-SOLAR	Austin	291,456	0	291,456	1/1/2022	12/31/2022
American Microgrid Solutions LLC	RE Feasibility Analysis	Easton	207,500	197,800	9,700	11/18/2019	4/30/2022
Solar Oregon	Solar Education & Outreach	Portland	161,315	93,715	67,600	12/15/2019	6/30/2022
Faraday Inc	Software Services Subscription	Burlington	144,000	108,000	36,000	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	123,750	11,250	1/1/2018	12/31/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
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	83,446	27,194	12/21/2018	3/30/2022
Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Enterprise	106,392	21,260	85,132	8/1/2021	8/1/2023
TRC Engineers Inc.	2022 EPS New Const Solar	Irvine	96,582	0	96,582	1/1/2022	12/31/2022
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
University of Oregon	Solar + Storage Microgrids	Eugene	85,000	85,000	0	12/1/2020	3/31/2022
Wallowa County	Project Funding Agreement	Enterprise	80,000	80,000	0	4/1/2018	3/31/2038
Site Capture LLC	SiteCapture Subscription	Austin	78,000	75,000	3,000	2/1/2018	1/31/2022
SPS of Oregon Inc	Project Funding Agreement	Wallowa	75,000	74,513	488	10/15/2015	10/31/2036
TRC Engineers Inc.	2021 EPS New Const-Solar	Irvine	55,695	52,601	3,095	1/1/2021	12/31/2021
Oregon Solar Energy Fund	Solar Education Training	Portland	46,626	17,739	28,887	3/10/2020	12/31/2021
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	11,535	21,465	4/16/2021	4/30/2022
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	25,000	25,000	0	10/11/2021	7/30/2023
Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Portland	24,500	0	24,500	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	0	24,000	12/1/2021	12/31/2022
ICF Resources, LLC	Spark Lab Remote Workshops	Fairfax	17,500	17,500	0	8/1/2021	2/28/2022
Oregon Solar Energy Fund	Solar Career Expo 2022	Portland	10,000	0	10,000	1/1/2022	12/31/2022
Renewable Energy Total:			25,066,351	19,392,355	5,673,996		
Grand Total:			231,824,602	129,154,240	102,670,362		
Contracts without Incentives Total:			208,406,574	111,029,927	97,376,647		
Renewable Energy Incentives Total:			23,418,028	18,124,313	5,293,715		
Energy Efficiency Incentives Total:			0	0	0		

For contracts with costs through: 1/1/2022

Complete List of Contracts Grouped by Size

Contracts in effect on December 31, 2021 including those contracts executed for 2021 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	\$210,872,826	41	91%	16%
From \$400K to \$500K	\$6,505,813	14	3%	6%
Under \$400K	\$14,445,963	196	6%	78%
Total	\$231,824,602	251		

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	16,642,582	TRC Environmental Corporation	2022 BE PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	14,761,514	TRC Environmental Corporation	2021 BE PMC	Energy Efficiency	1/1/2021	12/31/2021
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	9,358,533	CLEAResult Consulting Inc	2021 Residential PMC	Energy Efficiency	1/1/2021	12/31/2021
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	5,923,334	CLEAResult Consulting Inc	2021 NBE PMC	Energy Efficiency	1/1/2021	12/31/2021
Over \$500K	3,813,275	CLEAResult Consulting Inc	2022 Lighting PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	3,525,189	CLEAResult Consulting Inc	2021 Lighting PDC	Energy Efficiency	1/1/2021	12/31/2021
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	City of Salem	Biogas Project - Willow Lake	Renewable Energy	9/4/2018	11/30/2023
Over \$500K	3,000,000	Clean Water Services	Project Funding Agreement	Renewable Energy	11/25/2014	11/25/2039
Over \$500K	2,996,257	TRC Engineers Inc.	2022 EPS New Const PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,872,853	Energy 350 Inc	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,815,324	Energy 350 Inc	PE PDC 2021	Energy Efficiency	1/1/2021	12/31/2021
Over \$500K	2,559,773	TRC Engineers Inc.	2021 EPS New Const PDC	Energy Efficiency	1/1/2021	12/31/2021
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	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	1,773,600	Cascade Energy, Inc.	PE PDC 2021	Energy Efficiency	1/1/2021	12/31/2021

For contracts with costs through: 1/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	1,740,738	Cascade Energy, Inc.	PE PDC 2021	Energy Efficiency	1/1/2021	12/31/2021
Over \$500K	1,553,763	RHT Energy Inc.	PE PDC 2021	Energy Efficiency	1/1/2021	12/31/2021
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	1,500,000	Farmers Conservation Alliance	Irrigation Modernization	Renewable Energy	4/1/2019	3/31/2022
Over \$500K	1,456,941	CLEAResult Consulting Inc	2021 Retail PDC	Energy Efficiency	1/1/2021	12/31/2021
Over \$500K	1,400,625	CLEAResult Consulting Inc	2022 Retail PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,000,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033
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	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	879,999	Colehour & Cohen	PR Comm & Event Management	Communications	1/1/2019	1/31/2022
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	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	499,500	ThinkShout, Inc.	Web Development & Design	Administration	1/1/2020	12/31/2021
From \$400K to \$500K	495,000	Energy Assurance Company	Solar Verifier Services	Renewable Energy	10/15/2020	10/14/2022
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	449,968	CLEAResult Consulting Inc	2021 Residential PMC-PILOTS	Energy Efficiency	1/1/2021	12/31/2021
From \$400K to \$500K	441,660	RES - Ag FGO LLC	Biogas Manure Digester Project	Renewable Energy	10/27/2010	10/27/2025
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

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	375,000	SBW Consulting, Inc.	2020 EB Impact Evaluation	Energy Efficiency	8/12/2021	6/30/2022
Under \$400K	371,800	Verde	DHP Installation Program	Energy Efficiency	1/31/2020	12/31/2021
Under \$400K	356,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2022
Under \$400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034
Under \$400K	352,403	CLEAResult Consulting Inc	2021 Residential PMC-CustSvc	Energy Efficiency	1/1/2021	12/31/2021
Under \$400K	350,000	City of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under \$400K	350,000	The Cadmus Group LLC	2020 PE Impact Evaluation	Energy Efficiency	3/30/2021	3/30/2022
Under \$400K	328,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2022
Under \$400K	309,405	TRC Environmental Corporation	2021 BE DSM PMC	Energy Efficiency	1/1/2021	12/31/2021
Under \$400K	305,751	TRC Environmental Corporation	2021 BE NWN WA PMC	Energy Efficiency	1/1/2021	12/31/2021
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	283,263	CLEAResult Consulting Inc	2021 Residential PMC-WA	Energy Efficiency	1/1/2021	12/31/2021
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
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 ServicesAgreement	Energy Efficiency	1/21/2022	8/31/2023
Under \$400K	207,797	CLEAResult 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	4/30/2022
Under \$400K	205,723	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	1/31/2018	1/30/2023
Under \$400K	182,000	ADM Associates, Inc.	Fast Feedback	Joint Programs	4/16/2020	6/30/2022
Under \$400K	170,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	1/1/2022
Under \$400K	170,000	The Cadmus Group LLC	Site Specific Impact Evals	Energy Efficiency	2/8/2019	12/31/2021
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	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	142,048	TRC Engineers Inc.	2021 EPS New Const PDC-WA	Energy Efficiency	1/1/2021	12/31/2021
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

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
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	120,600	Evergreen Consulting Group, LLC	Consulting for Lighting Tool	Energy Efficiency	2/16/2021	1/31/2022
Under \$400K	115,000	CLEAResult 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	3/30/2022
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	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	97,500	Propeller Inc	HR Career Development	Administration	12/1/2021	6/1/2022
Under \$400K	96,582	TRC Engineers Inc.	2022 EPS New Const Solar	Renewable Energy	1/1/2022	12/31/2022
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	90,000	Clarity Content LLC	Brand Audit Campaign	Administration	8/1/2021	1/31/2022
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	3/4/2022
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	University of Oregon	Solar + Storage Microgrids	Renewable Energy	12/1/2020	3/31/2022
Under \$400K	85,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2022
Under \$400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under \$400K	78,000	Site Capture LLC	SiteCapture Subscription	Renewable Energy	2/1/2018	1/31/2022
Under \$400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under \$400K	74,800	Lake County Resources Initiative	EE/RE Outreach & Support	Joint Programs	1/1/2021	12/31/2021
Under \$400K	72,845	Structured Communications Systems, Inc.	ShoreTel Phone System Install	Joint Programs	1/1/2017	12/31/2022
Under \$400K	72,830	Professional Business Development Group	ConsultingMWESB/SDV Contractor	Communications	1/1/2022	12/31/2022
Under \$400K	69,650	FMYI, INC	Subscription Agreement	Energy Efficiency	4/25/2016	2/1/2022
Under \$400K	60,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	55,695	TRC Engineers Inc.	2021 EPS New Const-Solar	Renewable Energy	1/1/2021	12/31/2021

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	55,342	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2021
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	52,460	The Cadmus Group LLC	Solar Program Improvements	Joint Programs	7/19/2021	6/30/2022
Under \$400K	52,000	Colehour & Cohen	Multicultural Mktg Toolkit	Communications	9/13/2021	2/28/2023
Under \$400K	50,000	Anchor Blue LLC	Resource Assessment Model	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	50,000	Apex Analytics LLC	Irrigation Modernization Study	Joint Programs	9/3/2021	3/31/2022
Under \$400K	49,000	The Cadmus Group LLC	3 LG NB Impact Evaluation	Energy Efficiency	1/1/2022	10/31/2022
Under \$400K	48,998	The Iris Group	Writers Communications Pool	Communications	3/1/2020	2/28/2022
Under \$400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2022
Under \$400K	46,626	Oregon Solar Energy Fund	Solar Education Training	Renewable Energy	3/10/2020	12/31/2021
Under \$400K	45,500	Portland General Electric	Verfi Assistance D1X Mega Proj	Energy Efficiency	1/1/2020	12/31/2021
Under \$400K	45,000	NAMC Oregon	EB Dev Pathway & Consulting	Communications	7/1/2021	12/31/2022
Under \$400K	45,000	Theodore Blaine Light III	Planning Consulting	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	44,100	Moss Adams LLP	2021 Audit	Administration	12/1/2021	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	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2022
Under \$400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2021	6/30/2022
Under \$400K	38,750	Northwest Energy Efficiency Council	Tool Lending Library	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	36,000	Pivot Advising	TLM Evaluation	Energy Efficiency	2/5/2021	1/31/2022
Under \$400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	10/15/2022
Under \$400K	35,000	Wahl and Associates LLC	CFO Search	Communications	12/3/2021	7/30/2022
Under \$400K	35,000	Anthony Carothers	ISO Systems Security Consulting	Administration	11/5/2020	12/31/2022
Under \$400K	35,000	EVALUCREE	Outreach Training LATINX/HIS	Energy Efficiency	1/1/2021	12/31/2021
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	4/30/2022
Under \$400K	32,403	CDW Direct, LLC	Mircosoft Dynamics CRM License	Administration	6/1/2021	5/1/2022
Under \$400K	30,000	American Council for and Energy Efficient Economy	Letter Agreement	Energy Efficiency	1/20/2022	12/31/2022
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	Magneto Advertising, LLC	Run Better Campaign	Communications	8/1/2021	12/31/2021
Under \$400K	25,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	24,500	Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Renewable Energy	12/17/2021	12/31/2022
Under \$400K	24,375	Encolor LLC	ConsultingUnderrepresented Com	Energy Efficiency	11/30/2021	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	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	23,480	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	1/30/2022
Under \$400K	23,000	Workplace Change LLC	HR Policy Change	Administration	3/15/2021	3/14/2022
Under \$400K	22,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2022
Under \$400K	22,000	Alliance Compensation LLC	Compensation Research Analysis	Administration	6/30/2021	12/31/2022
Under \$400K	20,945	Theresa M. Hagerty	Writers & Communications Pool	Communications	3/1/2020	2/28/2022
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	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	3/30/2022
Under \$400K	17,500	ICF Resources, LLC	Spark Lab Remote Workshops	Renewable Energy	8/1/2021	2/28/2022
Under \$400K	17,000	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	3/1/2022
Under \$400K	17,000	Pod4print	Printing Blanket PO PGE	Communications	1/1/2022	12/31/2022
Under \$400K	16,080	Latino Built Association for Contractors	TA Outreach Services	Communications	1/2/2021	12/31/2021
Under \$400K	15,000	Bang Bang LLC dba TADApix	Creative Services Agreement	Communications	6/29/2021	1/31/2022
Under \$400K	15,000	Sustainable Northwest	2021 Outreach Services	Communications	4/1/2021	12/31/2021
Under \$400K	14,900	Jason Quigley Photography LLC	Run Better CampaignPhotography	Communications	10/1/2021	12/31/2021
Under \$400K	14,400	Clarity Content LLC	B2B Marketing Engagment	Communications	8/1/2021	6/30/2022
Under \$400K	14,400	Sherry Tran	DAC Consultant Services	Joint Programs	1/1/2021	12/31/2022
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	13,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2022
Under \$400K	12,500	Boedigheimer Enterprises Inc	Compensation Analysis	Administration	5/25/2019	12/31/2021
Under \$400K	12,300	Susan Vogt Communications	Writers Communications Pool	Communications	3/1/2020	2/29/2024
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

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	11,700	Cara Griffin	ProfessionalServices Agreement	Communications	5/1/2021	2/28/2022
Under \$400K	11,000	Bruner Strategies, LLC	ED Review Services	Administration	7/1/2021	6/30/2022
Under \$400K	10,679	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	Oregon Solar Energy Fund	Solar Career Expo 2022	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	10,000	Stevens Integrated Solutions Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	9,748	Sam Tenney Photography	Photography Services	Communications	3/9/2017	3/30/2022
Under \$400K	9,075	Jim Craven Photography	Photography Services	Communications	4/17/2017	4/30/2022
Under \$400K	8,520	Ryan Artists	Talent for Photoshoot	Communications	12/15/2021	12/15/2024
Under \$400K	8,000	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	4/30/2023
Under \$400K	7,904	HVAC Inc	HVAC Annual Maintenance	Administration	9/16/2013	7/15/2022
Under \$400K	7,500	Verde	Community Consulting Agreement	Joint Programs	5/1/2021	12/31/2022
Under \$400K	7,200	Clarity Content LLC	Professional ServicesAgreement	Communications	5/1/2021	2/28/2022
Under \$400K	7,000	Susan Badger-Jones	DEI Consultant Services	Joint Programs	2/1/2021	12/31/2022
Under \$400K	6,813	Leave Solutions	FMLA Administration	Administration	10/1/2018	7/1/2022
Under \$400K	6,000	Our United Villages	Rebuilding Center Sponsorship	Communications	10/1/2021	10/1/2022
Under \$400K	6,000	Rogue Climate	RARE Intern Sponsorship	Communications	10/13/2021	10/13/2022
Under \$400K	6,000	Central Oregon Environmental Center	RARE Support Letter Agreement	Communications	9/1/2021	9/30/2022
Under \$400K	6,000	Momentum Procurement Group, Inc	Blanket PO Office Supply	Administration	9/10/2020	9/10/2022
Under \$400K	5,500	Environmental Leadership Foundation	RAY Fellowship Agreement	Joint Programs	7/16/2021	7/15/2023
Under \$400K	5,400	Cresa	Phase 1Space Planning Review	Administration	12/1/2021	12/31/2021
Under \$400K	5,250	Moss Adams LLP	990 Tax Audit	Administration	12/1/2021	12/31/2022
Under \$400K	5,249	PhotoShelter Inc	Photo Bank Cloud Services	Communications	2/1/2021	2/1/2022
Under \$400K	5,225	Marlene McCallum	Coaching Services PA Cap*	Energy Efficiency	10/6/2021	12/31/2022
Under \$400K	5,000	Moss Adams LLP	Consulting Services	Administration	1/1/2021	12/31/2021
Under \$400K	5,000	Latino Built Association for Contractors	2022 Sponsorship	Communications	1/10/2022	12/31/2022
Under \$400K	5,000	IZO Public Relations	Multicultural Guide	Communications	12/15/2021	3/31/2022
Under \$400K	5,000	Kaeti Namba	DAC Stipened Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	ICG Innovare Communication Group LLC	Matter Expert Cultural Guide	Communications	12/15/2021	3/30/2022
Under \$400K	5,000	Indika Sugathadasa	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Dolores Martinez	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	Avenue Agency LLC	SMMulticultral Marketing Guide	Communications	12/15/2021	3/31/2022
Under \$400K	5,000	Craft 54 LLC	Multicultural Marketing Guide	Communications	12/15/2021	3/31/2022
Under \$400K	5,000	Community Energy Project, Inc.	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	5,000	Oswaldo Beral Lopez	DAC Stipenend Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	Paul Robert Wolf Wilson	Multicultural Marketing Expert	Communications	12/16/2021	3/31/2022
Under \$400K	5,000	Rebecca Descombes	DAC Stipenend Agreement	Administration	3/1/2021	2/28/2022
Under \$400K	5,000	Shane Christopher Davis	DAC Stipenend Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Sherry Tran	DAC Stipened Agreement	Administration	9/18/2020	12/31/2022
Under \$400K	5,000	Sherry Tran	Board ADHOC DEI Committee	Administration	2/8/2021	12/31/2021
Under \$400K	5,000	Susan Badger-Jones	DAC Stipened Agreement	Administration	4/15/2020	12/31/2022
Under \$400K	5,000	SHINE Career Collective, LLC	HR Consulting	Administration	2/22/2021	2/21/2022
Under \$400K	5,000	Veronica Lizette Silva	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022
Under \$400K	5,000	Valadrian Creative & Consulting LLC	Creative Consulting Agreement	Communications	12/15/2021	3/31/2022
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	6/30/2022
Under \$400K	5,000	Wynde Consulting	Professional Services	Administration	6/17/2020	6/18/2022
Under \$400K	5,000	William Larry Williams	MulticulturalMarketingServices	Communications	12/15/2021	3/31/2022
Under \$400K	4,975	Moss Adams LLP	Consulting	Administration	12/1/2021	12/31/2022
Under \$400K	4,680	Kathleen T Whitty	Writers & Communications Pool	Communications	3/1/2020	2/28/2022
Under \$400K	4,320	Strage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2022
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	3,000	Rebecca Descombes	DAC PA Agreement	Joint Programs	9/30/2021	10/1/2022
Under \$400K	2,940	Resonate, Inc	HR Trainings	Administration	8/15/2021	8/16/2022
Under \$400K	2,000	Dolores Martinez	DAC PA Agreement	Joint Programs	9/1/2021	12/31/2022
Under \$400K	1,140	D&B	D&B	Administration	3/31/2021	3/31/2022
Under \$400K	500	Indika Sugathadasa	DAC Consultant Services	Joint Programs	3/1/2021	12/31/2022
TOTAL	231,824,601.93					

Total Expenditures Programs By Funding Source Approved Budget For the Year to Date Period Ending December 2021

	All Funding Sources	PGE	PacificPower	NWN - Industrial	NWN	Cascade Natural Gas	Avista Gas
Existing Buildings	60,973,855	30,985,477	18,077,335	2,877,739	5,813,620	1,951,765	1,267,919
Multi-Family	3,689,627	2,167,509	915,308	43,483	410,390	88,281	64,656
New Buildings	17,271,701	9,997,345	5,652,034	95,118	1,232,122	202,754	92,328
NEEA Commercial	3,563,381	1,859,381	1,402,691		219,407	55,887	26,015
Commercial Sector	85,498,563	45,009,712	26,047,368	3,016,340	7,675,539	2,298,687	1,450,918
Industry and Agriculture	43,935,806	22,166,041	18,108,062	2,614,225	701,518	282,702	63,258
NEEA - Industrial	23,915	13,631	10,283				
Industry and Agriculture Sector	43,959,721	22,179,672	18,118,345	2,614,225	701,518	282,702	63,258
Residential	49,486,705	19,721,924	14,799,331		12,733,952	1,252,287	979,211
NEEA Residential	5,393,485	2,345,854	1,769,679		930,577	237,036	110,337
Residential Sector	54,880,189	22,067,778	16,569,011		13,664,529	1,489,323	1,089,548
OPUC Efficiency	184,338,474	89,257,162	60,734,724	5,630,564	22,041,586	4,070,712	2,603,724
Solar	13,948,831	9,119,321	4,829,509				
Other Renewables	9,221,000	6,187,681	3,033,319				
OPUC Renewables	23,169,830	15,307,002	7,862,828				
OPUC Programs	207,508,304	104,564,165	68,597,552	5,630,564	22,041,586	4,070,712	2,603,724
Washington	3,322,803						
Community Solar	318,080						
PGE Storage	448,653						
LMI	(0)						
NWN Geo TLM Phase 3	0						
Development	0						
Total Company	211,597,841	104,564,165	68,597,552	5,630,564	22,041,586	4,070,712	2,603,724

Tab 8



Policy Committee Meeting Notes

January 31, 2022

Conducted via Zoom Teleconference

Board Members Attending: Henry Lorenzen (Chair), Susan Brodahl, Eric Hayes, Alan Meyer, Anne Root, Letha Tawney (Oregon Public Utility Commission ex-officio), Janine Benner (Oregon Department of Energy Special Advisor), Alexia Kelly, Roland Risser,

Staff Attending: Debbie Menashe (Staff Liaison), Michael Colgrove, Amber Cole, Hannah Cruz, Cheryle Easton, Fred Gordon, Michael Colgrove, Steve Lacey, Tracy Scott,

Chair Henry Lorenzen called the meeting to order at 2:05 p.m.

Consent and Appointment of Members to Conservation Advisory Council (CAC)

Pursuant to board policy, Energy Trust staff requested Policy Committee approval for an appointment to the CAC. Senior Communications Manager Hannah Cruz recommended two individuals for appointment to the CAC: Jake Wise, PGE and Andy Cameron, ODOE.

Jake Wise is formerly Community Outreach Manager in PGE's Office of Diversity Equity and Inclusion (DEI) and now serves the Energy Trust of Oregon partnership. His recent work includes leading community outreach for the company's smart grid test beds and distribution system planning docket at the Oregon Public Utility Commission. Before joining PGE in 2019, he was a regulatory analyst at the California Public Utilities Commission, led development of Cisco System's Advanced Services Connected Energy Networks consulting offering, managed energy efficiency cost-effectiveness at a Portland-based evaluation consultancy and product owner for a startup that provides cost-effectiveness and M&V 2.0 software. He is a DEI advocate and ally and graduate of the University of Colorado, Boulder, as well as the Presidio Graduate School, which integrates environmental, ethical, and socially responsible concerns into its MBA curriculum. Jake Wise is recommended for CAC membership to serve in the place previously held by Jason Salmi Klotz of PGE. Jason has assumed other responsibilities, and Jake is now serving as PGE's primary liaison to Energy Trust.

Andy Cameron is the Energy Efficiency & Conservation Manager for the Oregon Dept. of Energy (ODOE). In this capacity, he manages a team of energy analysts and engineers working across a variety of program areas including schools, large industrial, agriculture/rural small business, home energy scores, and public buildings. Andy is also leading implementation efforts on strategic initiatives aimed at enhancing stakeholder engagement. Prior to joining ODOE, Andy spent seven years working as a management analyst in Washington County's Division of Facilities and Parks. There, he served as the county's energy manager, administered federal grant programs and related capital projects, and led the business, administration, and recreation staff. Before joining the energy sector, Andy spent eleven years at OHSU, where he researched the genetic contributions to drug and alcohol abuse. Andy holds an MBA from the University of Oregon. Andy Cameron is recommended to serve in the place previously held by Warren Cook of ODOE. Warren retired from ODOE last spring.

Committee members discussed the recommendations and unanimously approved their appointment.

Kickoff Discussion of Future Nominating & Governance Committee Work

Committee Chair Henry Lorenzen invited members who have expressed interest in the future Nominating & Governance Committee to the January Policy Committee meeting to begin a discussion on future work of the Nominating & Governance Committee. Henry reminded members present that through the work with 1961 Consulting, board members discussed the difference between operational and governance policy; the focus of the Nominating & Governance Committee will be to review

governance policies. As an initial step, Debbie Menashe, staff liaison to the committee, will propose categories of the current board policies and she and Henry asked for committee discussion to guide that categorization exercise.

Debbie then described the regular policy review work of the Policy Committee to date, sharing the list of current board policies and their current review schedule. She gave examples of some policies that are reflections of statutory or regulatory direction and some that reflect more board governing direction by the board.

Committee members engaged in a productive discussion on how to identify governing policies from more operational policies, making reference to the Energy Trust Strategic Plan as one place for direction. Committee members noted also that there may be governance issues embedded in more operational policies.

As next steps, the committee asked Debbie to start with a proposal for categorization of a small number of policies and then return to the committee for feedback. At the suggestion of board members present, the following criteria will be used to sort policies into governance and non-governance:

- Degree of relevance to board decision-making
- Degree of advancing transparency of board's work
- Identification of board's ends, objectives and goals
- Identification of guardrails and sideboards as between board governance work and staff operational work

The Nominating & Governance Committee will continue this discussion, with an initial proposal, at its first meeting.

Adjourned meeting

The meeting was adjourned at 3:40 pm

Tab 9

Strategic Planning Committee Meeting Notes

January 26, 2022, 11 a.m.

Board members in attendance

Mark Kendall (committee chair), Alexia Kelly (committee member), Roland Risser (committee member), Letha Tawney (committee ex officio), Henry Lorenzen

Board members absent

Lindsey Hardy (committee member), Ruchi Sadhir (committee ex officio)

Staff in attendance

Hannah Cruz, Michael Colgrove, Cheryle Easton, Sue Fletcher, Fred Gordon, Spencer Moersfelder, Lizzie Rubado, Greg Stokes

Celebration of Committee Service

For the past four years, the Strategic Planning Committee convened to develop and manage implementation of the 2020-2024 Strategic Plan. Recently, the board restructured its standing committees, moving a committee on strategic planning from a standing to an ad hoc committee. This meeting marked the final meeting of the standing Strategic Planning Committee until the board reconvenes a new ad hoc committee for purposes of developing the 2025-2029 Strategic Plan.

Committee members and Executive Director Michael Colgrove shared reflections and gratitude for the work of the committee and staff in supporting the committee over the past four years. Chair Mark Kendall recognized the invaluable contributions of staff member Debbie Menashe. The committee thanked Chair Kendall for his leadership and reaffirmed the importance of strategic planning for the organization.

Committee Recommendations for Tracking on Strategic Plan Focus Area 4 Metrics

The committee continued its discussion from the November meeting on metrics and methodologies for tracking organizational progress on leveraging non-public purpose charge funds and for forming partnerships with communities and community-based organizations. The metrics will be used to track achievement to the first two board-approved progress indicators for Focus Area 4. Board agreement is required on the approach for tracking this progress, as it was obtained for the other metrics developed for the strategic plan.

The committee discussed individually and as a group the draft briefing paper prepared by staff at the committee's direction. The briefing paper provides background to metrics setting, the proposed metrics and methodologies, and alternatives. The paper will be provided to the board for its February 24 workshop on this topic.

The committee discussed the purpose to Focus Area 4. Unlike Focus Area 1, this focus area is about growing in new capacities, and in some cases, it is not entirely clear how to track progress nor is there necessarily existing data or systems to assess progress.

Staff noted that the Focus Area 4 statement is a vision statement and ultimately about leveraging additional resources to achieve the organization's mission and meet the

requirements of Focus Area 1. While *outcomes* are ideal data points to report on, *outputs* are used in their place when the data is difficult to obtain or currently lacking.

The committee commented that the metrics are important to decide and that they need to be manageable and not add to reporting burden.

The committee discussed the intent of the second progress indicator (“We coordinate with more organizations...”), and the difficulty in assessing the quality or outcomes of relationships. Staff noted that historically relationships were looked at through a transactional lens. The strategic plan focuses on mutual and beneficial engagements because energy efficiency and renewable energy can have multiple non-energy benefits to them. The organization is at the beginning of the learning curve with this work, and the ultimate goal is to hold relationships that support both organizations’ objectives.

The committee asked how the costs to the work in these two areas relates to cost-effectiveness. Staff time and effort are attributed at program-level and portfolio-level cost-effectiveness, which are the existing and ongoing metrics that inform the board of the organization’s compliance with cost-effectiveness. Performance measures for the OPUC also monitor staff costs.

The committee discussed whether and how to track efforts that can unlock large funding sources, similar to the outcomes of in-conduit hydropower work and the irrigation modernization program. The group noted the difficulties with not only prioritizing those efforts but identifying what ones could lead to substantial federal, state or other funding opportunities. The federal funding for irrigation modernization was not known when work in that area began. The committee discussed whether the organization can instead provide resources that build capacity in local organizations so they are ready to participate when new funding opportunities come up. And to assess the spread of those resources to cover as many communities and groups as possible that are under resourced and would benefit from additional funds to add capacity. Energy Trust should ensure its reaching areas that have not yet participated. The committee noted the value is not in Energy Trust providing the most funds, but the most in additional funds to build local capacity. Energy Trust can have the most direct impact when it helps build capacity and has deep relationships it can draw from when opportunities arise.

The committee discussed whether the cost to Energy Trust to achieve these outcomes, an indication of the public purpose funds invested, can be determined and should be provided to the public. Since building relationships and capacity is a long-term effort, it would need to be decided what costs to count and on what duration.

The committee reviewed specific changes to make to the briefing paper, among them, including the absolute number in addition to the percentage of savings and generation resulting from new or significantly more leveraged funds. Illustrative examples should still be used and should focus on where leveraged funding results in increased capacity, new programs and other opportunities in communities. The committee agreed to move the count of memberships with regional or local business associations from a Level 3 engagement level to a Level 2.

The committee reviewed additional changes to add to the briefing paper for the board to consider in February, but not to add into the proposed metrics and methodologies. This included the suggestion to track and report on the amount and source of funding that projects leverage and the amount of funding invested in the project by Energy Trust. And to track and report on

outcomes from Level 3, 4 and 5 partnerships, as well as the costs and investments of Energy Trust funding in partnerships.

Based on the discussion, the committee advised staff on changes to make the briefing paper and to prepare for the February board discussion on the metrics.

Status of Board DEI Strategic Plan Metric

Chair Kendall shared final reflections on the development or consideration of board-level DEI metrics in response to the Focus Area 5 progress indicator that states: We achieve diversity, equity and inclusion goals for employee hiring and recruitment, and for the board of directors.

The ad hoc DEI Committee will continue this work as part of its charter.

Meeting adjourned at approximately 12:30 p.m. This was the final meeting of the Strategic Planning Committee.

Background

2020-2024 Strategic Plan Focus Area Statements

Focus Area 1 Engage customers with relevant energy efficiency and renewable energy programs, information and services, including information and services specifically for underserved customers.

Focus Area 2 Strengthen the value we deliver to customers by linking energy efficiency and renewable energy to the approaches utilities are using to meet changing customer energy needs.

Focus Area 3 Provide objective information and analyses to support development and implementation of energy policies.

Focus Area 4 Maximize the effectiveness and reach of public purpose charge funding by leveraging additional funding to advance clean energy investments that deliver multiple benefits.

Focus Area 5 Enhance our ability to quickly and effectively respond to changes, needs and new opportunities.

Focus Area 4 Progress Indicators

1. We acquire more energy savings and renewable generation than would otherwise be achieved with only public purpose charge funding.
2. We coordinate with more organizations and communities where their additional resources help accomplish mutually supportive objectives.
3. We establish a concept agreement with the Oregon Public Utility Commission and at least one natural gas utility to assess a joint carbon reduction effort. (*not under discussion at Jan. 26 meeting*)

Link to the full strategic plan: www.energytrust.org/strategicplan

Tab 10

Conservation Advisory Council Meeting Notes

November 17, 2021

Attending from the council:

Jeff Bissonnette, NW Energy Coalition
Roger Kainu, Oregon Department of Energy
Matthew Tidwell (for Jason Klotz), Portland General Electric
Kari Greer, Pacific Power
Rick Hodges, NW Natural
Tina Jayaweera, NW Power and Conservation Council
Kerry Meade, Northwest Energy Efficiency Council
Lisa McGarity, Avista
Anna Kim, Oregon Public Utility Commission
Tyler Pepple, Alliance for Western Energy Consumers
Becky Walker, NEEA
Tim Hendricks, BOMA

Attending from Energy Trust:

Hannah Cruz	Julianne Thacher
Tom Beverly	Kenji Spielman
Greg Stokes	Wendy Gibson
Tracy Scott	Amanda Zuniga
Elizabeth Fox	Sue Fletcher
Fred Gordon	Cameron Starr
Elaine Dado	Dan Rubado
Jackie Goss	Jeni Hall
Shelly Carlton	Andrew Shepard
Quinn Cherf	Ashley Bartels
Kate Wellington	Ryan Crews
Steve Lacey	Oliver Kesting
Michael Colgrove	Melanie Bissonnette
Susan Jowaiszas	Quinn Parker
Amanda Thompson	
Marshall Johnson	
Amber Cole	
Hannah Levy	
Alex Novie	

Others attending:

John Molnar, Rogers Machinery	Alder Miller, CLEAResult
Alan Meyer, Energy Trust board	Clark Korbisch, Power TakeOff
Jenny Sorich, CLEAResult	Jake Wise, PGE
Chris Smith, Energy350	Joe Marcotte, TRC
Brooke Landon, CLEAResult	David Beaulieu, TRC

1. Welcome and Announcements

Hannah Cruz, senior communications 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 opened with a summary of the agenda and led a round of introductions among the Conservation Advisory Council and board members. Hannah invited feedback on notes from the September meeting and pointed out that they were slightly revised. They will be reposted online after this meeting.

2. Board of Directors Recruitment

Topic summary

Greg Stokes, organizational development manager and staff liaison to the board, discussed board recruitment.

The board is seeking two board new members. A recruitment announcement was released on Friday, November 5. Candidates are sought with energy experience in the industrial/manufacturing sectors and experience working effectively with, and understanding the needs of, culturally and ethnically diverse or underrepresented communities. The deadline to submit the online nomination form is December 10, 2021.

Discussion

There was no additional discussion.

Next steps

Council members are encouraged to share the [online announcement](#) with potential candidates in their networks.

3. House Bill 3141 Implementation Update

Topic summary

Hannah Cruz provided an update on implementation related to House Bill 3141, the public purpose charge modernization bill. This bill was recently enacted after the 2021 legislative session.

House Bill 3141 extends the public purpose charge through 2035 and expands the renewables scope to focus on grid resiliency and to benefit low- and moderate-income customers. Energy efficiency funding is removed from the public purpose charge and funding for all achievable, cost-effective energy efficiency is now included in standard Oregon Public Utility Commission (OPUC) ratemaking processes. This will allow Energy Trust to work with utility partners to plan for and acquire all cost-effective energy efficiency. There is effectively no longer a sunset date for energy efficiency. It also establishes joint coordination with utilities for planning and budgeting. Equity metrics will now be required for all the ratepayer funds Energy Trust receives. The equity metrics are to be set by the end of 2022.

The OPUC is the lead agency for implementing the majority of changes from House Bill 3141 that impact Energy Trust. Pacific Power and Portland General Electric are changing tariff filings now to ensure changes are in place by January 1, 2022. (See presentation slides for additional details.)

Discussion

Council members asked whether energy efficiency funding will be removed at the beginning of 2022 (Elee Jen). Staff responded that efficiency will continue to be funded; however, the

mechanism for funding will change as efficiency funding is removed from the public purpose charge and standard OPUC ratemaking processes used to fund all cost-effective energy efficiency. This is similar to how Energy Trust currently determines supplemental electric funding. Council members also pointed out that there are many decisions and items still in process, much of which will be determined in 2022 (Anna Kim). Members asked if there will be a unified docket for energy efficiency instead of building it into separate tariffs (Kerry Meade). A council member responded that there may not be a single docket, but the process will be discussed (Anna Kim). Tariffs are likely to be filed utility-by-utility, which will be consistent with Energy Trust's budget by utility. Staff also pointed out that Portland General Electric and Pacific Power have filed for collections starting in 2022 (Steve Lacey).

Council members stated they didn't see a difference in having to file tariffs and that there have always been multiple streams of funding for Energy Trust. Senate Bill 838 funds were additional under a different tariff and added to the funding of the original public purpose charge. Pacific Power has filed, backtracking from the commission's calendar and the filing deadline to avoid any disruption in Energy Trust's funding. Pacific Power stated it is looking forward to working with the OPUC and Energy Trust on how the budgeting and funding process will look going forward (Kari Greer). Staff also stated that program forms will be updated as a matter of course in 2022 (Steve Lacey).

Next steps

Staff will continue to bring periodic updates on implementation of House Bill 3141 over the next year.

4. In-progress Diversity, Equity and Inclusion Plan for 2022

Topic summary

Tracy Scott, energy programs director, discussed Energy Trust's Diversity, Equity and Inclusion Plan for 2022. This will be a living plan with the ability to evolve as stakeholders and advisory councils provide feedback.

In 2021, Energy Trust launched a summit series to hear from communities, customers and contractors, and finalized the supplier diversity policy statement. Community engagement will be a key focus in 2022, based on feedback received from community leaders.

Energy Trust is seeking input from the Conservation Advisory Council, specifically on how to have the greatest impact, how to measure success, how to hold the organization accountable, where the organization should aim to be by the end of 2022 and how to develop community-informed and community-led programs.

Discussion

Council members asked what is meant by community engagement principles and whether they have been drafted (Kari Greer). Staff referenced [The Spectrum of Community Engagement to Ownership](#), which ranges from "ignoring" to "deferring" to communities. Energy Trust is working toward the level of "involving" as shown in the slides. Members asked what gaps Energy Trust sees that were in the presentation (Elee Jen). Staff responded that the biggest gap is needing to engage communities throughout the entire process, in order to design the right offers.

Council members asked which targets weren't achieved and how they'll be incorporated into the new plan (Tina Jayaweera). Staff explained that there are links to all the results, but Energy Trust is on track to reach 18 of the 22 targets (Tracy Scott). The most important takeaway is that Energy Trust needs to engage communities when establishing goals and get their input on how to measure success. Staff also added that as part of this process, Energy Trust will be engaging with staff who have been involved with the targets over the last four years. Their input can be used in the new plan to address gaps (Sue Fletcher).

Council members also stated that Energy Trust would need to look at its staffing and what can be achieved. There will be organizations on different parts of the continuum, so Energy Trust will have to see where they are with different organizations. A council member asked what “bridge the divide between community and governance” means under the heading of “engagement with communities and governance” (Lisa McGarity). Staff explained that it’s about allowing initiatives that are important to the communities to be the goals - it’s not about Energy Trust or the group governing each other (Tracy Scott). Staff also added that it’s similar to the role we have with Portland Clean Energy Community Benefits Fund, where Energy Trust provides support and seeks ways to align with its objectives (Mike Colgrove).

Members asked how Energy Trust is working with the utilities in their initiatives. Portland General Electric has done a lot through their smart grid test bed to leverage communities. One member asked how Energy Trust will build those relationships (Tina Jayaweera). Staff elaborated that Energy Trust is working closely with utilities as it moves forward with engaging communities and will be in discussion with the OPUC and many strategies will be developed through collaboration (Tracy Scott).

Next steps

Council members were asked to share any additional thoughts going forward.

5. Exploring Energy Trust Strategic Plan Focus Area 2: Targeted Utility Partnerships

Topic summary

Energy Trust staff Steve Lacey, Quinn Cherf and Jeni Hall presented a deeper look at Energy Trust’s targeted efforts with utilities.

Targeted Load Management (TLM) is a response to utilities’ desire to use energy efficiency and renewable energy to address grid and system constraints. Pacific Power and NW Natural collaborated with Energy Trust on pilots to test this approach. Energy Trust is exploring opportunities with the City of Eugene and NW Natural to reduce emissions and reach their targets in this way. Staff described the TLM efforts, approaches and results used with Pacific Power and NW Natural, as well as Energy Trust’s role in Portland General Electric’s Smart Grid Test Bed.

Pacific Power TLM Pilot – Phoenix, OR

Energy Trust identified offers with the greatest impact during peak periods with a focus on residential, solar and commercial. Cobranded direct mail pieces and bill inserts were sent out and included in our other marketing plans to avoid conflicting messages. Trade allies in the area were trained in order to help customers appropriately.

Participation was strongest in existing homes, followed by commercial buildings. Annual and peak savings were measured against baselines. Peak savings were 35% greater than expected. Overall savings were also better than expected.

NW Natural TLM GeoTEE Pilot – Creswell and Cottage Grove, OR

The NW Natural GeoTEE pilot is a three-year, three-phased project. NW Natural is working to build its toolbox of options to alleviate capacity constraints and determine a dollar per peak therm value. The goal for the pilot is a replicable process within NW Natural’s system.

Phase one raised awareness through targeted marketing, cobranded materials and a hidden website. Phase 2 included increased incentives and achieved better-than-expected results: Annual therm savings were significantly higher than expected and peak savings were almost double the expectation. Phase 2 occurred largely during pandemic restrictions. The highest savings came from gas furnaces, thermostats and windows.

Currently in Phase 3, localized avoided costs being applied to provide higher incentives with NW Natural providing the avoided cost value. The focus continues to be on providing offers with the highest peak impact. A funding agreement is in place.

Portland General Electric Smart Grid Test Bed – North Portland, Milwaukie and Hillsboro, OR

The Portland General Electric (PGE) Smart Grid Test Bed pilot is a multi-year coordinated pilot launched in 2019. The purpose is to accelerate development of demand response and acquire it at scale. Phase one will conclude this year and includes an opt out peak time rebate offer.

The pilot is an opportunity to leverage existing Energy Trust offers and delivery infrastructure to gain customer insights. It also looks at acceptance of new technologies and distributed energy resources. For residential customers, it focuses on a ductless heat pump controls pilot, retrofitting previous controls, direct install of smart thermostats. The pilot was supported through Community Energy Project heating and cooling workshops. PGE's residential smart battery pilot and residential direct install smart thermostat offer are ongoing opportunities.

PGE has filed for phase two of the Smart Grid Test Bed, beginning in 2022 and lasting five years. Three pilots were proposed to plan and launch after approval: a flexible feeder non-wires alternative project, a solar smart inverter pilot and managed electric vehicle charging.

PGE, Energy Trust and National Renewable Energy Laboratories were also awarded a federal Department of Energy Connected Communities grant which will provide more services in the North Portland test bed area. Energy Trust has established a cross-program coordination team to support this and other work that affects more than one program group, which has been truly beneficial.

Discussion

Council members asked when Pacific Power's peak load occurs (Tina Jayaweera). Staff responded that Pacific Power defined the peak period as June - August weekdays from 1 – 9 p.m. (Alex Novie). Members also asked how Energy Trust accounted for homes and businesses lost in the fires when determining savings (Lisa McGarity). Staff explained that Energy Trust made estimates for everything installed during the pilot. If participants did not notify Energy Trust, it is unknown what happened at buildings that were destroyed.

Council members asked if some expected typical participation was included (Becky Walker). Staff responded that it was included, but Energy Saver Kits were removed (Quinn Cherf). Members also inquired about lessons learned around customer communications (Lisa McGarity). Staff stated that Energy Trust developed processes to deal with questions from outside the targeted areas, but that hasn't been an issue. Energy Trust used very focused marketing based on its customer relationship management system. Customers targeted in phase two were re-targeted in phase three, avoiding people outside of the eligibility area (Ashley Bartels). An attendee asked if there were other local avoided costs identified or incorporated in addition to distribution (Jake Wise). Staff responded that they were (Quinn Cherf).

Council members asked what an opt-out peak time rebate is (Kari Greer). Staff explained that it is not an installed device. Customers receive a text and can voluntarily reduce their usage during peak periods (Jeni Hall). Staff members asked about isolating any of the various pilots and interventions to measure the impact of any one of them (Hannah Cruz). Other staff members explained that market and equipment tests are being conducted to see the result of specific interventions. The focus is on framing the effort and engaging the community, along with the technology, to deliver mass benefits at scale (Fred Gordon). Some of the benefits of TLM have been learning how to accurately define an eligible area. Cottage Grove and Creswell were simple because of the zip codes. With the test bed Pacific Power Phoenix project,

boundaries needed to be set, resulting in some potential gray areas that would not be counted (Quinn Cherf).

Council members stated that when looking at distribution system planning, Energy Trust appears as a critical partner to engage communities in the right spots. Utilities provided to the OPUC detailed maps with circuits and pinch points on the systems. They asked how Energy Trust envisions fitting into that role moving forward (Kari Greer). Staff responded that in the work with utilities on integrated resource plans and the pilots, it's driven by the utilities to define areas where they can use Energy Trust help. There is now a process and methodology ready to go (Steve Lacey). Council members added that distribution system planning is relatively new, as are the maps and layers that go with them, along with reports. It takes time to filter through all the information. Energy Trust has the potential to provide very high value as this moves along (Kari Greer). Staff added that the process has been tracked. Energy Trust's role is to develop the tools (Fred Gordon).

Members asked if Energy Trust believes more tests and pilots are needed, or if sufficient information has been collected (Becky Walker). Staff explained that part of this was delivered during a pandemic and a major wildfire. There were key takeaways in how the processes were set up and how definitions were created - and Energy Trust isn't there yet (Quinn Cherf). Energy Trust is looking at moving this out of the project management office into programs. It will transition from pilots into a mainstream effort (Steve Lacey).

Next steps

None.

6. 2022 Budget Update

Overview

Tracy Scott, energy programs director, discussed changes being made from the draft budget to the final proposed budget. The final proposed budget will be posted on December 9, and the board will vote on December 17. There is potential to increase gas savings across sectors. More outreach to customers, more incentives for smart thermostats and new bonuses for commercial projects will be included. In addition, a slight increase in generation due to a small hydropower project shifting into 2022 will be included, along with a small increase in evaluations and the staffing budget due to a market salary survey.

Discussion

No questions or discussion.

Next Steps

None.

7. Budget Workshop Follow Up

Overview

Hannah Cruz discussed the role of Conservation Advisory Council and other advisory councils in the budgeting process. It is important to understand where council members want to give input into the action plans. Members who were able to attend the workshop were asked to give their impressions.

Discussion

Council members stated that the staff breakouts at the end were very good. It would have been even better to have more time to visit more breakout rooms (Lisa McGarity). Additional comments from members included that the workshop was very good and gave a lot of information, but not too much. Attendees appreciated the opportunity to visit staff during "office hours" and have one-on-one time. Council members also shared that it was well structured. One

member stated it was good to hear the results about how the workshops influence what Energy Trust is doing and to learn about the overall process (Jeff Bissonnette).

Next Steps

None.

8. 2022 Residential Program Management Contract Request for Proposals

Overview

Marshall Johnson, senior program manager, discussed the Residential request for proposals for the 2023 Residential contracts.

In the request for proposals, Energy Trust will prioritize diversity, equity and inclusion areas including income qualified customers, communities of color and rural customers. This will be continued through Savings Within Reach, community partner delivery, fixed price promotions, regional initiatives, free services for manufactured homes and manufactured home replacements.

Webinars will occur in January 2022 for bidders and networking across traditional implementers and diverse firms is encouraged. The request will be released in April 2022, with proposals due in June 2022. The selection process will take place in summer 2022, and the transition will occur late in the year. New contracts will begin January 1, 2023.

Discussion

Council members asked if the call center will be located in Oregon (Lisa McGarity). Staff explained that different models over the years have been used, and they are currently in Oregon. Energy Trust has also worked with backup resources in other states (Marshall Johnson). Members stated that Energy Trust should consider its proven customer service track record across the organization and ensure that diverse contracting firms it works with have the initiative and desire to serve well (Lisa McGarity). Members added that work with distributors and location-based providers is important to consider (Becky Walker). Energy Trust should also consider the trade-offs of having a standalone provider focused on community partner work (Jake Wise). Staff explained that community partner funding has helped to serve targeted customer groups. Energy Trust also has designated staff members that develop and maintain relationships with key community partners (Marshall Johnson).

Council members asked if a community partner could serve as a program delivery contractors (Jake Wise). Staff responded that if the contract is structured that way, it could be feasible. Currently, they participate directly with Energy Trust, similar to trade allies. In this bid, one of the activities that falls under the program management contractor scope is to manage the network of community partner allies and is a new component of the program. As Energy Trust considers scaling this offer and the intended target customer groups, it should be designed in a way that encourages this. Staff noted some partners want direct Energy Trust contacts instead of working for an implementer (Marshall Johnson). Members asked if there is a list of community partner allies (Kari Greer). Staff replied that a list can be provided (Marshall Johnson, Tom Beverly).

Council members added that targeted load management is a good proxy for what is to come. Cost-effectiveness is challenging for Residential. The cheap, low-hanging products aren't available anymore. Energy efficiency opportunity remain with customers who have not been served in the past (Roger Kainu). Staff responded that a combination of demographics and participation rates will help reach the right places that haven't been served. It's a key skill set Energy Trust will look for (Marshall Johnson).

Members stated that for both gas and electric, the increasing focus on decarbonization will be an opportunity. NW Natural published its 2050 report recently with technologies it is focused on. Council members added there is system planning across both gas and electric (Matt Tidwell). Staff responded that a combination of heating, ventilation and air conditioning technology knowledge and applying policy framework to those technologies is also inherent to the work. There's a lag between policy topics and Energy Trust's role in implementing them (Marshall Johnson).

Next steps

Staff will promote the request flyer to firms that meet the requirements and keep council members informed with regular updates and related announcements.

9. Public comment

There was no additional public comment.

10. Adjournment

The meeting adjourned at 4:08 p.m. This was the final Conservation Advisory Council meeting in 2021. The first meeting is traditionally in February and will be announced soon. Meetings have not yet been scheduled for 2022.

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Diversity Advisory Council Meeting Notes

January 18, 2022

Attending from the council:

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

Attending from Energy Trust:

Emily Findley	Jay Lazzaro
Elaine Dado	Amanda Thompson
Cheryle Easton	Tracy Scott
Elizabeth Fox	Quinn Parker
Laura Schaefer	Tyrone Henry
Michael Colgrove	Mana Haeri
Marshall Johnson	Greg Stokes
Emily Estrada	Lenora Deslandes
Bayo Ware	Kenji Spielman
Mia Deonate	Julianne Thacher
Debbie Menashe	Emma Clark
Karen Chase	Ryan Crews
Kyle Morrill	Kirstin Pinit
Caryn Appler	Amber Cole
Phil Degens	Steve Lacey
Amanda Potter	Taylor Navesken
Kate Wellington	Sue Fletcher
Ashley Bartels	
Wendy Gibson	

Others attending:

Mark Kendall, Energy Trust board	Anna Kim, Oregon Public Utility
Lindsey Diercksen, LD Consulting	Commission

1. Welcome, Agenda Review and Group Reflection

Tyrone Henry, Energy Trust diversity, equity and inclusion lead, convened the meeting at 9:11 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 lead the group in reflection on a quote from Dr. Anastasia Karklina Gabriel about how terms that explicitly acknowledge oppression like "anti-Blackness" and "white supremacy"

are critical because using them creates discomfort and can expose the source of racism within a workplace or organization by challenging power structures.

Several council members noted that on a personal level, they learn the most when feeling uncomfortable or challenged. The diversity, equity and inclusion space calls upon everyone to step out of their comfort zones, and that challenge also needs to happen internally. One member shared that a client who had contracted her DEI consulting services had terminated the contract because they were too fragile to confront the uncomfortable truths the process was forcing them to face (Kheoshi Owens). Everyone has their own personal baggage, but DEI consultants are not able to do their job if clients cannot acknowledge their own anti-blackness and tokenism (Kheoshi Owens).

Staff shared an observation that decolonization is not a metaphor, but many companies treat it this way by coming out with land acknowledgement statements without doing the work to include indigenous people and their voices (Mia Deonate).

A council member pointed out that it is also necessary to acknowledge that some companies and systems don't want to change because they realize centering diversity and equity would mean giving up power and privilege (Terrance Harris).

The council discussed attachment theory, a term introduced by one of the members, which is the theory that explains why Black people remain attached to areas they've been gentrified out of, even against their own best interest if the areas have poor air quality or are undesirable (Kheoshi Owens).

2. Updates from Tyrone

Topic summary

Tyrone Henry shared a series of updates regarding ongoing projects that are of interest to the council. A supplier diversity initiative created last year to help Energy Trust become more inclusive with contracting is being put into use with two large program management and delivery contracting opportunities beginning in March and April.

Tyrone announced an upcoming networking session for minority- and women-owned small businesses (MWESB) and prime majority contractors to explore opportunities to team up. The initiative includes a tracking system to monitor the financial contracting opportunities with MWESBs, which will be reported to Oregon Public Utility Commission starting later this year.

Tyrone shared that Energy Trust is hiring a DEI specialist, which is a new position created to assist him as the DEI lead on diversity-related initiatives. The job posting will be shared with culturally-specific organizations, and council members are invited to help get the word out or suggest organizations to reach out to.

Lastly, Tyrone announced that his Diversity First Thursday event would return on February 3 and be focused on the contributions of Black inventors.

Discussion

There was no discussion.

Next steps

Tyrone will continue sharing relevant updates about his ongoing work with the council.

3. Update on board member recruitment

Topic summary

Tyrone Henry shared that the board nominating committee has received applications to fill two open positions on the board of directors, which will be reviewed in coming weeks. The nominated committee will present its recommendations at the next board meeting in February.

Discussion

There was no discussion. *Next steps*

The board nominating committee will present its recommendations at the February board meeting. Council members can reach out to Greg Stokes with any questions.

4. Community grant funding responses

Topic summary

Staff presented a progress update on the new Working Together Grants, which launched its application period in December 2021 and will be open through the end of January. Grants of up to \$10,000 will be awarded to organizations that serve priority diversity, equity and inclusion audiences to help bring energy benefits to customers Energy Trust has not yet served. There will be two funding cycles in 2022. The grants are competitive and awarded by a selection committee that includes DAC members Huong Tran and Terrance Harris along with internal staff.

Community outreach specialist Mia Deonate provided an update that to date: Energy Trust has received 11 applications requesting more than \$100,000 dollars. The proposals vary, but one theme is curriculum and education. The awards will be announced in February, with organizations required to complete their projects by September.

Discussion

There was no discussion.

Next steps

The Working Together grant opportunity is posted on Energy Trust's website, and council members are encouraged to share the opportunity with their network.

5. 2022 Industrial RFP webinar and Networking Session Update

Topic summary

Kirsten Pinit provided an update on a contracting opportunity to manage and deliver programs in Energy Trust's Industrial and Agriculture sector, which serves manufacturers and agricultural producers of all sizes. In December, Energy Trust hosted an informational webinar for potential bidders to learn about the opportunity, which was well attended with almost 70 attendees. Staff also offered a networking session for minority- and women-owned firms and prime contractors to connect and explore opportunities to team up. That event attracted a diverse group of attendees from all over the country. Of the 39 firms represented at the event, 30 were identified as being certified by COBID or a similar designation.

The contracting opportunity is designed with three options for firms to bid on in different permutations, including a standard incentive program, a custom incentive program or both components. There is a goal to increase the diversity of the implementation team by requiring at least 20% of the contract value to utilize minority- or women-owned firms that are certified by the Certification Office for Business Inclusion and Diversity (COBID). Proposals may include firms that have started the application process, and firms must have completed the certification process before the contract is awarded in July 2022 to be counted toward the 20% requirement.

Discussion

A council member pointed out the administrative burden of obtaining certification through the COBID office and suggested it would be helpful if Energy Trust created a video breaking down the steps (Kheoshi Owens).

A staff member asked why Energy Trust would not accept a federal certification. Tyrone Henry explained that COBID, which is a state certification, has different criteria and a more rigorous vetting process compared with the federal designation. He also mentioned that Energy Trust has contracted with trade organizations to provide support and resources for diverse firms to get certified. Tyrone provided context that there are firms that misrepresent themselves to obtain the certification, and that's a real issue we want to avoid.

An attendee asked what would happen if a firm in the application process was selected, but there was a delay in the certification (Mark Kendall). Tyrone shared that he has relationships with the certification office and could offer support in expediting the process if needed.

A council member said that the certification process is challenging even for an experienced applicant and reiterated the suggestion for self-service resources that firms could use without having to contact anyone (Kheoshi Owens). Michael Colgrove said that was a great suggestion that Energy Trust could explore, but the resources would need to be created jointly with the COBID office.

A council member suggested that learning about Energy Trust and its offers should be a part of the onboarding process when new businesses register with the state. Energy Trust should create a culturally responsive video that introduces renewable energy, since the current resources center white voices (Kheoshi Owens).

Next steps

Staff will keep the council updated as the contracting process moves forward. Recordings from the webinar and networking event are available on Energy Trust's website.

6. 2022 Residential RFP webinar update*Topic summary*

Marshall Johnson presented an in-process update on another contracting opportunity to manage and implement Energy Trust's residential programs. The programs include offerings for single-family, manufactured and some multi-family housing types, and offer some enhanced incentives based on income. The contracting opportunity also has a requirement that at least 20% of the funds need to be spent with minority- and women-owned firms.

Discussion

A council member asked Marshall to explain the term "non-traditional firms," which he used to characterize potential sub-contractors (Kheoshi Owens). Marshall clarified he was referring to firms that did not specialize in energy efficiency but had relevant skills. The council pointed out that using that term in this context is racist because it implies that diverse-owned firms do not have applicable skills. They suggested using the term "bridgeable skills" instead to represent the idea of thinking outside the box to include smaller firms outside the energy space that have flexible skillsets. These firms may be ready to take on bigger contracts, but can't demonstrate prior energy experience, which can put them at an unfair disadvantage (Kheoshi Owens). Tyrone Henry added that the 20% contracting requirement is a "floor" and not a ceiling, and we hope to see proposals that go beyond that.

The council asked about the trade organizations that Tyrone mentioned, and if they can also help coach firms that submit a proposal that is not accepted on how to better their chances in future opportunities (Oswaldo Bernal). Tyrone indicated the organizations could support that.

The council and staff further discussed how firms who don't traditionally specialize in energy services can be considered if they have strong transferrable skills. Staff said there are multiple components to delivering energy programs, such as digital marketing services, community engagement, customer service or data analysis. Firms with skillsets that can cross multiple industries can be part of a program delivery team.

A council member cautioned that we should look out for chambers showing favoritism and helping those in their network and who they have personal relationships with (Oswaldo Bernal). Tyrone invited council members to bring any specific concerns to us for awareness.

Next steps

Energy Trust will host a networking session on January 20 for potential bidders to connect and explore opportunities to team up. Staff plan to post the request for proposal in April and accept applications until mid-June. After evaluating proposals and making a selection, staff will share its recommendation with board in September and the new contract will begin in January 2023.

7. New requirement to spend 25% of renewable energy funds collected to benefit low- and moderate-income customers

Topic summary

Michael Colgrove and staff from the solar team shared an update about a new requirement that Energy Trust must spend 25% of renewable energy funds to benefit customers with low and moderate incomes. This requirement is an outcome of House Bill 3141, the legislation that shifted Energy Trust's funding on the electric efficiency side from the public purpose charge to a tariff structure, although renewable energy is still funded by the public purpose charge.

Oregon Public Utility Commission is charged with defining the specific terms to describe the customers intended to receive benefit. It provided an interim definition late last year for Energy Trust to use in its budgeting process, but it will facilitate a fuller public engagement this year to refine the definitions.

Staff shared that the solar team is developing an income-qualified offer expected to launch this year that would specifically serve low-income customers, which is defined as 80% or below average median income. Staff are also working to bolster existing services and exploring if Oregon's Community Solar Program could be leveraged to help satisfy the requirement. Oregon Public Utility Commission liaison Anna Kim added that creating the definition won't limit more targeted opportunities from being incorporated into the goal.

Discussion

A council member relayed a question on behalf of the BIPOC community about whether an equity lens is being used by Oregon Public Utility Commission in its decision making. Since Black and brown customers pay into the public purpose charge that funds renewable energy programs, they should be represented in the process of determining who the funds benefit (Kheoshi Owens). Anna Kim said they don't currently have a DEI lens included in the process, but they are figuring out how to expand overall outreach and representation. The organization's DEI lead or director would be a better resource to address that question. The council cautioned that if the organization moves forward without an equity lens to guide its strategy, there is a high probability that no significant change will happen, which will continue perpetuating historical

injustice and harm. Tyrone Henry stated he will contact the relevant decision-makers at Oregon Public Utility Commission and share the council's concerns.

Next steps

Staff will continue sharing relevant updates with the council as the refinement process moves ahead.

8. Announcements

Tyrone reiterated his announcement about the upcoming Diversity First Thursday event and shared the marketing flyer. He added that children are welcome to attend the event, as it's a great opportunity to acknowledge and celebrate the heritage and contributions of Black people.

Other council members shared event opportunities through their organizations. Terrance Howard announced that Oregon State University will have many events related to Black history month coming up for students, alumni and community members. This year's programming will focus on Black excellence.

Dolores Martinez gave an update that her organization EUVALCREE is doing a lot of vaccination events and outreach in Eastern Oregon.

Cheryl Roberts announced that African American Alliance for Homeownership will be hosting a bus tour of homes for sale for their clients.

Kheoshi Owens mentioned that Empress Rules is planning four talks for BIPOC community members to come together and have a space to process and share experiences. The first talk will focus on eliminating whiteness. She also shared that Empress Rules will convene different cohorts of community members to help forge connections.

9. Public Comment

There was no public comment.

10. Adjournment

The meeting adjourned at 11:07 a.m. The next council meeting is scheduled for February 15, 2022 from 9:00 a.m. to 11:30 a.m.

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Renewable Energy Advisory Council Meeting Notes

November 17, 2021

Attending from the council:

Alexia Kelly, Energy Trust Board Member
Angela Crowley-Koch, Oregon Solar +
Storage Industries Association
Anna Kim, Oregon Public Utility
Commission
April Snell, Oregon Water Resources
Congress
Erik Anderson, Pacific Power
Jaimes Valdez, Portland Clean Energy
Community Benefits Fund
John Cornwell, Oregon Department of
Energy

Josh Peterson, University of Oregon Solar
Radiation Monitoring Lab
Kacia Brockman, Oregon Public Utility
Commission
Les Perkins, Farmers Irrigation District
Max Greene, Renewable NW
Raphaella Hsu-Flanders, Bonneville
Environmental Foundation
Suzanne Leta, SunPower
Tess Jordan, Portland General Electric

Attending from Energy Trust:

Albert Stanfield
Alina Lambert
Amanda Thompson
Amber Cole
Art Sousa
Bayo Ware
Betsy Kauffman
Dave McClelland
Dave Moldal
Elaine Dado
Emily Estrada
Emma Clark
Fred Gordon
Greg Stokes
Hannah Cruz
Jeni Hall
Josh Reed

Julianne Thacher
Kyle Petrocine
Kyle Morrill
Laura Schaefer
Lizzie Rubado
MacKenzie Kurtzner
Matt Getchell
Michael Colgrove
Quinn Cherf
Robert Wyllie
Ryan Cook
Shelly Carlton
Sue Fletcher
Taylor Navesken
Tracy Scott
Tyrone Henry

Others attending:

Andy Huffman, Medford Water Commission
Brian Runyen, Medford Water Commission
Chris Wanner, Portland Water Bureau
Dan Allison, Portland Water Bureau
Don MacOdrum, TRC
Henry Lorenzen, Energy Trust Board
Member

Jed Jorgensen, Farmers Conservation
Alliance
Jeff Ballard, RH2
Knowledge Murphy, Multnomah County
Zach Sippel, Elemental

1. Welcome, Introductions and Announcements

Betsy Kauffman, sector lead for renewables, convened the meeting at 9:30 a.m. on Zoom. The agenda, notes, and presentation materials are available on Energy Trust's website at <https://www.energytrust.org/about/public-meetings/renewable-energy-advisory-council-meetings/>.

Betsy Kauffman announced that Josh Halley and Suzanne Leta will no longer serve on the advisory council and thanked them for their valuable input. Tess Jordan was welcomed as the newest member of the Renewable Advisory Council, joining from Portland General Electric.

2. In-progress Diversity, Equity and Inclusion Plan for 2022

Topic summary

Tracy Scott, energy programs director, framed a discussion regarding Energy Trust's draft Diversity, Equity and Inclusion Plan for 2022. Insights from work in 2021 include the need for focusing on community engagement, hiring with intention and supplier diversity, and goals set to be based on community needs. In 2021, Energy Trust is on track to meet 18 out of 22 diversity, equity and inclusion targets. Staff is seeking input from council members on the upcoming plan for 2022.

Discussion

Members asked for clarification on what learnings have been presented in the process (Jaimes Valdez). Staff emphasized that community-led goals and activities need to be prioritized (Tracy Scott). A council member suggested that rural engagement be included in the prioritization of underserved communities, as generally not categorized into diversity, equity and inclusion groups (Alexia Kelly).

Next steps

In the coming months, staff will continue to seek feedback on the plan and will continue to meet with attendees from the 2021 diversity, equity and inclusion summits.

3. Solar Ambassadors National Renewable Energy Laboratory Grant Funding

Topic summary

Bayo Ware, project manager, presented the Renewable team goal to develop more funding by applying for a Solar Energy Innovation Grant from National Renewable Energy Laboratory. The grant application was developed in partnership with Verde, African American Alliance for Homeownership and several other community-based organizations. The project's education program will seed a network of Black, Indigenous and people of color "Solar Ambassadors," trusted solar advocates who are rooted in their communities and can help their neighbors navigate the process of installing solar and related home improvements. Staff intends to create solutions with this funding by developing a roadmap to solar, recruitment, curriculum and providing training to individuals to address common barriers including high cost, home readiness and low awareness.

Discussion

Members inquired about the possibility of the grant being used for community solar (Jaimes Valdez). Staff clarified that the focus of the grant is for homeowners in communities of color, however, a portion of the program could potentially filter to community solar (Bayo Ware). A member added that the Department of Energy's new Communities Local Energy Action

Program ties into this grant offering (Suzanne Leta). An attendee noted that trade allies would like to support this effort (Zach Sippel).

Next steps

Staff is waiting to hear back from National Renewable Energy Laboratory.

4. House Bill 3141 information and update

Topic summary

Kacia Brockman, a representative from the Oregon Public Utility Commission, presented changes that are likely to be seen as a result of House Bill 3141, including the shift of energy conservation funding out of the public purpose charge and into utility rates, the addition of distribution system connected technologies (DSCT) as eligible for funding, mandates that at least 25% of renewable energy funds be allocated to benefit low- and moderate-income customers and the extension of the public purpose charge through 2035. Current examples of DSCT that are being investigated include smart inverters and battery energy systems coupled with smart inverters and/or integrated controls capable of providing grid support.

Discussion

Members asked for clarity on the approach of focusing on smart inverters paired with solar as the form of incentivized DSCT, rather than a broader array of services. A narrow definition could make it more difficult to provide peak shaving (Alexia Kelly). Staff is approaching the definition with a narrower scope in the beginning with the intention of expanding the list of eligible technologies later (Kacia Brockman). Members discussed qualifying facilities and the interpretation that they are excluded from eligible DSCT. Members stated the current approach ensures that Energy Trust can get started on adding programs for DSCT in 2022 with a plan to continue discussion of nuances in 2022 as part of a larger discussion with stakeholders (Anna Kim). Oregon Solar+Storage Industries Association is okay with qualifying facilities not being included and agreed that starting small and expanding later makes sense (Angela Crowley-Koch). Members suggested that the Oregon Public Utility Commission continue to look into customer-supported renewables (Jed Jorgensen).

Next steps

None.

5. Community Solar Program Feedback

Topic summary

Bayo Ware informed members that the Renewables sector is looking at ways to provide assistance to community-led projects that fulfill the reserved carve-out capacity in the community solar program. This is in addition to the existing Community Solar Development Assistance funding and previously offered custom project incentives. Staff conducted eight interviews to gain insight into current needs and barriers for community-based organizations to be involved in the program. The two pathways include developing a roadmap to provide guidance for project proponents and providing coaching support with another organization. Details are still being developed, and staff are looking at supporting three to five projects in 2022.

Discussion

Members asked for clarification on interconnection permitting costs and whether this is supported through Community Solar Development Assistance (Angela Crowley-Koch). Staff explained that funding can be used for interconnection feasibility costs, although not interconnection permitting, and is separate from the proposed project support and coaching

(Bayo Ware, Lizzie Rubado). Members noted that there are many different barriers for community-based organizations and agreed that it would be helpful to have a programmatic tool that would help them to navigate identifying a project manager, potential sites, administrative assistance and demystifying the program (Jaimes Valdez, Raphaela Hsu-Flanders). Staff stated the coaching pathway is aimed at answering some of these questions and Energy Trust is interested in playing a role in being a liaison with utilities (Bayo Ware). A member added there's a role that the utility can play with larger customers in connecting available land with projects (Tess Jordan).

Next steps

Council members should send their feedback on the concept to Bayo Ware (bayoan.ware@energytrust.org) by Dec. 3.

6. Municipal PRV Hydro Scoping Study

Topic summary

Energy Trust conducted a study of 595 water pressure reduction sites across Energy Trust territory and engaged 21 municipalities to explore the hydro potential in municipal drinking water systems. Focusing on utilizing existing infrastructure is the quickest pathway for hydro development at this time. Results of the study indicate there are several 'good' and 'excellent' potential projects. Municipalities are not only focused on economic payback for these projects, but also sustainability goals. Staff will share this study with participating municipalities and work with Portland, Salem and Medford on advancing projects into development.

Discussion

Members asked if these projects generate energy only if water is flowing and the capacity factor that the facilities realize (Josh Peterson, Tess Jordan). Staff confirmed that water must be flowing through the project location to generate and the capacity is typically high; the entire year is taken into consideration as opposed to irrigation which is seasonal (Kyle Petrocine). Members asked if these projects are incentivized with Public Utility Regulatory Policies Act (PURPA) rates and also how Renewable Energy Certificates (REC) are treated (Tess Jordan, Jaimes Valdez). Net-metering rates are used when the site has enough load, although many have to opt for the qualifying facility rate since there is not enough on-site load to cover generation. Forthcoming green tariff options per House Bill 2021 will likely improve the economic performance of the qualifying facility sites. RECs are also dependent on the size of the project and work with the utility on when the project can retain RECs (Kyle Petrocine).

Next steps

None.

7. Board of Directors Recruitment

Topic summary

Greg Stokes, organizational development manager and staff liaison to the board, announced that the Energy Trust Board of Directors is recruiting two members. The two most important criteria for board members include 1) energy expertise management applied in the industrial manufacturing sector, and 2) community engagement expertise in working effectively with culturally and ethnically diverse communities. The deadline for applications through the online form (<https://energytrust.org/board-nomination-form/>) is December 10.

8. Public Comment

None.

9. Adjourn

The meeting adjourned at 11:27 a.m. The next meeting will likely be on Wednesday, February 16th at 9:30 am.

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Tab 11

Energy Trust of Oregon

Ad hoc DEI Committee Meeting Notes
January 7, 2022 2:00-3:30 p.m.

Board Attending: Mark Kendall (Chair), Elee Jen, Eric Hayes, Letha Tawney (Oregon Public Utility Commission), Ruchi Sadhir (Oregon Department of Energy), Melissa Cribbins (ex-officio)

Board Absent: Ernesto Fonseca, Lindsey Hardy

Special Advisors Attending: Anna Kim support for Letha Tawney (Oregon Public Utility Commission), Sherry Tran (Diversity Advisory Council), Susan Badger Jones (Diversity Advisory Council);

Staff Attending: Cheryle Easton, Debbie Menashe, Michael Colgrove, Tyrone Henry

Mark opened the meeting at 2:00 with a DEI reflection.

Discuss Revised Charter

Committee reviewed the revised Charter prepared by the board governance subgroup to incorporate the new committee format.

Melissa Cribbins requested Debbie incorporate the revised language around board norms vs. code of conduct.

Mark explained the committee would be charged with making a policy recommendation to the board for DEI behavior standard or norms. As well as establishing a metric for measurement of the board's DEI progress.

Eric asked where the board norms would be managed, in the charter of this committee or as a board document? Mike clarified that the recommendation for the board norms would a standalone policy based on recommendation from this committee.

Debbie clarified that the Bylaws do have a termination clause if board member is causing harm. She mentioned that both Synergy Consulting and 1961 Consulting recommendation that this clause be reviewed as part of the roles and responsibilities clarification. Debbie explained that this is a deliverable as part of the Ad hoc Board Governance implementation plan informed from the DEI Committee. Bylaws are not specific to DEI would be used to resolve all board conflict and remediation.

Letha reiterated that DEI is one subset of behavior. Debbie clarified Board Norms and Agreements are not currently a part of the Bylaws.

Committee discussed the workplan item of term limits and assentation of new board members officers as part of the workplan. Henry expressed his desire for the DEI committee provide robust list of DEI pros and cons with a proposal in coordination with the Nominating and Governance committee fully vetted to include Governance and then have active deliberation of the full board for decision.

Discuss process to interview and recommendation for DEI Consultant

Debbie requested clarification from the committee on next steps with the consultants that have been engaged up to this point.

Henry clarified that there are two items to be forwarded to the full board. The charter and the workplan that defines what the scope of board DEI work. He felt while there may be minimal charter discussion there would be robust discussion on the scope and bandwidth of the board for the workplan.

Henry requested that the committee hold off on commitments to consultants until the board has the opportunity for discussion of the DEI workplan scope and determine the board bandwidth and what the workplan work should be before engaging with consultants.

Melissa expressed some concern for the small number of local respondents and inquired about the possibility of soliciting additional local proposals with an acknowledgement to candidates already submitted that they already are being considered and could amend proposal for any new scope for RFQ.

Mike clarified for the committee that this was Request for Qualifications and what the committee evaluated to narrow their recommendation down to two finalists.

Eric pointed out we need to know where we are now and what we want to accomplish so they can provide a clear proposal. Henry agreed with Eric and emphasized that this may be phased work and we need consultants that will work with the board to achieve the understanding where the board is and where they want to be.

Mike reiterated that it's part of the committee's proposal for the workshop and Tyrone has ideas to support bringing this work forward.

Discussion for Board Workshop February 24, 2022

Committee discussed the board training being proposed for 2022 DEI in the workshop in February.

Committee agreed on agenda for the February 24, 2022 workshop:

- Recommendation and resolution to approve charter.
- Discussion of Committee workplan to get full Board input on details and schedule:
 - Clarification of amount of time board wants to devote to DEI development
 - Use of remaining two board workshops in May and October
 - Use of time during board meetings
 - Scheduling special meetings
 - Discussion of the work plan and suggested training ideas
 - MWESB/SDV testimonials from certified MBE/WBE/ESB/SDV contractors. Tyrone will invite various certified firms to meet with the board to share their experiences and challenges. The board would develop a deeper appreciation of the business owners who work with Energy Trust. Tyrone would also invite the COBID office to join the training to provide an overview of the certification process itself and the reason Oregon has designated certifications.
 - General diversity training developed with support from a consultant with a focus on unconscious bias tendencies stereotyping and gender, transgender and LGBTQ based discrimination lawsuits. Board would

develop a general understanding and awareness of key diversity, equity and inclusion principles through a lens of risk management to the organization.

- Panel discussion with the CEO or EDs of the Hispanic, Native American, Pilipino American, Asian American and/or Black American Chambers of Commerce to discuss racial inequities and inclusion within the communities they serve. The Board would the hear directly from representatives of various business communities to better understand the challenges they face.
 - Panel discussion with various white, male business owners who are doing great things in marginalized communities of color. Tyrone would invite them to share with the board about some of the things they are doing in certain communities and what it means to be an ally.
 - General discussion of other training and development ideas from the board.
- Discuss approving the committee to interview two finalists, in executive session, discuss qualifications and committee's selection and recommendation to move forward

Ad Hoc Committee Transition and Leadership

Mark encouraged the committee to discuss their recommendation for chair with Melissa and the nominating committee.

Next Steps

- Cheryle and Mark will send the edited revised Charter and attached workplan for the committee final look before submitting to the full board.
- Committee will compile board briefing paper proposing selection of finalist, interview, and approval process for hiring an outside DEI Consultant for full board discussion.
- February 24, 2022 Board workshop.

Adjourn meeting (Mark Kendall)

Meeting adjourned approximately at 3:40 p.m.

Tab 12

Board Briefing Paper

Diversity, Equity and Inclusion Plan - 2022

February 23, 2022

Summary

This briefing paper provides background and context on the development of Energy Trust's *Diversity, Equity and Inclusion (DEI) Plan – 2022*. The first iteration of the Plan follows this memo.

Background

- On December 15, 2017, the Board reviewed and approved an update to its Diversity, Equity and Inclusion Policy (4.08.000-P). Among the changes in this update was the direction that:
 - Energy Trust will maintain a diversity, equity and inclusion operations plan that:*
 - *includes goals, objectives and activities*
 - *assesses and measures progress*
 - *learns from mistakes and successes*
 - *shares progress publicly on no less than an annual basis*
- Staff prepared and presented its first DEI Operations Plan for 2018-2020 that included ten specific goals designed to improve the participation of historically underserved customer segments, specifically customers and communities of color, low-income customers and rural customers, in Energy Trust's programs. This Plan was extended for one year to include 2021.
- Energy Trust staff engaged a variety of stakeholders in 2021 to inform the development of the *DEI Plan – 2022* including the board's Ad hoc DEI Committee, utilities, the OPUC, the Diversity Advisory Council, Conservation Advisory Council, Renewable Advisory Council, our network of community-based liaisons working on the Existing Building program, the Hispanic Metropolitan Chamber and the Native American Chamber.
- The Plan, based on the feedback we received, strongly focuses on community engagement as a strategy to better inform our work and ensure we are providing meaningful opportunities to customer segments we have historically underserved.
- The Plan is envisioned to be a living document that will be regularly updated to reflect future engagement activities and feedback we receive. The Plan will grow and evolve as we learn more through direct engagement with our customers and the organizations that represent them.
- The Plan outlines five major goals that we hope to accomplish through community engagement. Each goal includes a set of outcomes, or future states, that we aspire to realize with this work. Each outcome includes a set of metrics that we believe will indicate progress towards realizing each outcome.
- The metrics proposed in this first iteration of the Plan are for 2022. We anticipate updating the Plan annually with a new set of metrics designed to continue measuring our progress towards the outcomes.

- The 2022 proposed metrics should not be considered final; in fact, they are provided as the beginning of a conversation. We submit these metrics as staff suggestions that we will further refine with input from the Board, the Diversity Advisory Council and other stakeholders that represent historically underserved customers.

Discussion

- Following a brief presentation of the Plan that highlights some of its key elements and features, staff would like to receive feedback from the Board on the direction laid out in it.
- Staff is looking for feedback on the following topics:
 - Value of community engagement approach described in the Plan as a way to inform our programs and efforts
 - Effectiveness of the goals, outcomes and proposed 2022 metrics to capture and measure the community engagement approach in relation to Energy Trust's energy efficiency and renewable energy goals

Next Steps

Discuss the *DEI Plan – 2022* during the Board's February 23, 2022 board meeting.

PINK PAPER

Energy Trust of Oregon

Diversity, Equity and Inclusion Plan

February 2022

Introduction

Since 2002, Energy Trust of Oregon has helped utility customers use less energy and generate renewable energy, saving millions on energy bills and creating income for local contractors while promoting a cleaner environment. **Our vision that guides this work is clean, affordable energy for everyone. But too often the energy industry overlooks certain groups such as people of color, people experiencing low to moderate incomes and customers that live in rural areas.**

To fulfill our core purpose of delivering cost-effective energy efficiency and small-scale renewable energy to all eligible customers, Energy Trust must do a better job engaging customers of color, those living in rural parts of the state and those experiencing low to moderate incomes. These engagements will allow us to better understand and address customer needs, ensuring they have meaningful opportunities to benefit from clean energy solutions. We understand these needs may not be directly related to energy and may include the need for affordable housing, economic opportunity, relief from the impacts of climate change and environmental injustice and addressing the ongoing issues of systemic racism. It is incumbent upon us to work with these customers and communities to identify clean energy solutions that can also address this suite of issues.

Energy Trust's previous diversity, equity and inclusion (DEI) work focused on designing offers that would increase participation among these customer groups and trade ally businesses. While this remains a focus of this body of work, our previous efforts have exposed the need for more collaboration with the communities we serve. The solutions we support to increase participation must be informed by community members and other stakeholders. **We must work together to identify needs, develop and test solutions, and reflect on results and impact.**

This DEI Plan was developed over several months in 2021 and early 2022 with input from staff, Energy Trust's advisory councils and board members, stakeholders, utility staff, customers, contractors and community-based partners. It provides a framework for building trust and relationships with community members, community-based organizations and other stakeholders so that we can work together toward mutually beneficial goals.

This plan includes the following:

- Lessons from previous DEI work
- Feedback that informed this plan
- Central focus on community engagement
- 2022 engagements
- Community engagement goals, outcomes and annual metrics
- Commitment to transparency and accountability
- Appendix A - Notes from Pre-engagement Activities
- Appendix B - 2021 Community Summit Feedback
- Appendix C - 2022 Planned Engagements

This work will require transparency, continuous reflection and a willingness to adjust when needed. For that reason, this plan is a living document that will be revisited and updated to reflect lessons learned and changing needs. The strategies used, the outcomes we are working to achieve and the metrics tracking success will likely evolve as we grow and learn from our engagements.

Lessons from previous DEI work

The primary objective of [Energy Trust's 2018-2020 DEI plan](#) was to meaningfully serve customer groups we had largely failed to reach in the past. It included 10 ambitious, data-driven goals designed to challenge our organization and increase participation of historically underserved communities and market segments in Energy Trust programs by the end of 2020. (A subsequent [extension of the plan with revised goals for 2021](#) maintained the original structure.)

These goals inspired new offers, such as enhanced incentives for historically underserved communities and businesses, new relationship development with community organizations, and new ways of doing business that involved more engagement with stakeholders. But they also revealed gaps in our thinking. For instance, higher cash incentives can drive participation for some customers, but do not address all barriers for these customers and the markets that serve them. And transactional engagement with customers and stakeholders offers limited opportunities to collaborate and ultimately meet customer needs. These are some of the insights we gained by hearing directly from engaging with community-based organizations who have more expertise in serving the customers we endeavor to reach.

Some of the biggest lessons came from unintended consequences of our original goal structure, which was weighted toward quantitative goals over qualitative measures of success. Measuring customer participation alone did not accurately capture the effects of our work. We also found that census tract data is not an effective way of identifying participation by underserved groups. Trade ally goals that focused on project numbers also prioritized quantity over quality, in some cases missing the opportunity to develop lasting relationships with contractors who would benefit from their affiliation with Energy Trust.

Reflection from staff revealed many areas for Energy Trust to act on, including the need to:

- **Support community-based organizations** Our on-the-ground partners have been critical to our success thus far in reaching customers we have previously underserved, but these groups have limited resources to engage with Energy Trust. They need our support to continue to play this critical role, and their engagement with Energy Trust should benefit their organization and clients.
- **Offer culturally specific experiences** Energy Trust must create experiences for customer groups that address specific motivations and barriers. For example, we can overcome language barriers by providing customers the opportunity to learn about and receive our services in multiple languages.
- **Address needs in rural communities** More work is needed to increase participation and benefits for customers in rural areas. One critical need is workforce development to increase the number of skilled contractors available to serve rural areas.
- **Use data effectively** Energy Trust should be collaborative and open to feedback on how its goals and targets are developed. Data should represent real-time feedback from community organizations and customers who receive Energy Trust services, ideally including some level of demographic data. Reports on Energy Trust's DEI activities and lessons should be readily accessible to staff, contractors and stakeholders.

Finally, an overarching imperative that emerged from our DEI efforts and evaluations of our impacts is the need for deep, authentic dialog and collaboration between Energy Trust and the customers we have not served. The administration of Energy Trust’s programs and the development of new program offers should evolve based on collaboration and input. We need customer and community perspectives to develop new offers that center race or consider the uniqueness of the rural experience or of being income constrained.

We have learned that this work is challenging, pushes us out of our comfort zones and takes a lot of time. And yet, we must do the work of building trust in the communities we have not served well in the past, embracing multiple perspectives. We must find ways to adapt or create offerings that fit the needs of the customers we have not served in the past—with their collaboration and partnership.

Feedback that informed this plan¹

Energy Trust engaged stakeholders, customers, communities, community-based organizations, the board’s ad hoc DEI Committee, utility staff, Oregon Public Utility Commission (OPUC) staff and Energy Trust staff and contractors to draft this plan from October 2021 to January 2022. This included meetings with the Diversity Advisory Council (DAC), Conservation Advisory Council (CAC), Renewable Energy Advisory Council (RAC), a network of community-based liaisons working on the Existing Building program, the Hispanic Metropolitan Chamber and the Oregon Native American Chamber. Project team members facilitated discussions and asked questions to understand how the 2022 plan could be most impactful and structured to allow flexibility and accountability. Staff also reviewed comments that were submitted to Energy Trust as part of its 2022 budget process related to diversity, equity and inclusion. Finally, staff incorporated information gathered through a series of community summits in 2021 with residential customers, business customers, trade allies and tribes. These engagements were held to augment feedback on past DEI plans and capture new ideas to shape the goals and outcomes in the plan for 2022.

Input from these engagements indicated that the plan should center on community engagement, a gap that was identified during the implementation of the previous plan, and that Energy Trust should coordinate with other partners, including the OPUC and utilities, as they engage communities. Feedback also validated the concept of the plan as a living document able to be updated based on input from the community. The engagements called on Energy Trust to make further progress by establishing goals related to:

- Workforce development
- Relationship development
- Representation and participation of communities of color, customers experiencing low-income and customers living in rural areas in leadership and design of offers
- Earmarked dollars to those specific groups we seek to serve
- Community needs driving activities
- Accountability for the goals established in the plan
- Measuring success through the experience of those we engage

¹ Notes from specific engagement activities and summaries can be found in Appendix A.

In addition to the 2021 Community Summits and the engagements to develop this plan, we also gathered feedback in 2021 through focus groups, market research and budget planning. Ten interviews conducted between April and October of 2021 with organizations representing rural, environmental justice, low-income, business and consumer interests emphasized that Energy Trust should reduce barriers to participation, build capacity in Black, Indigenous and people of color (BIPOC) owned businesses and community organizations, dedicate dollars to those we are seeking to serve and focus on rural communities.

Much of this feedback aligned with what we heard from attendees at community summits and from our staff. That feedback included that Energy Trust should build relationships and support trusted organizations that engage the community; direct resources where there are disproportionate energy burdens and in environmental justice communities; invest in and create wealth in communities of color, especially in Black and Indigenous communities; and reduce barriers, address racial inequities and lack of representation within our organization.

Central focus on community engagement

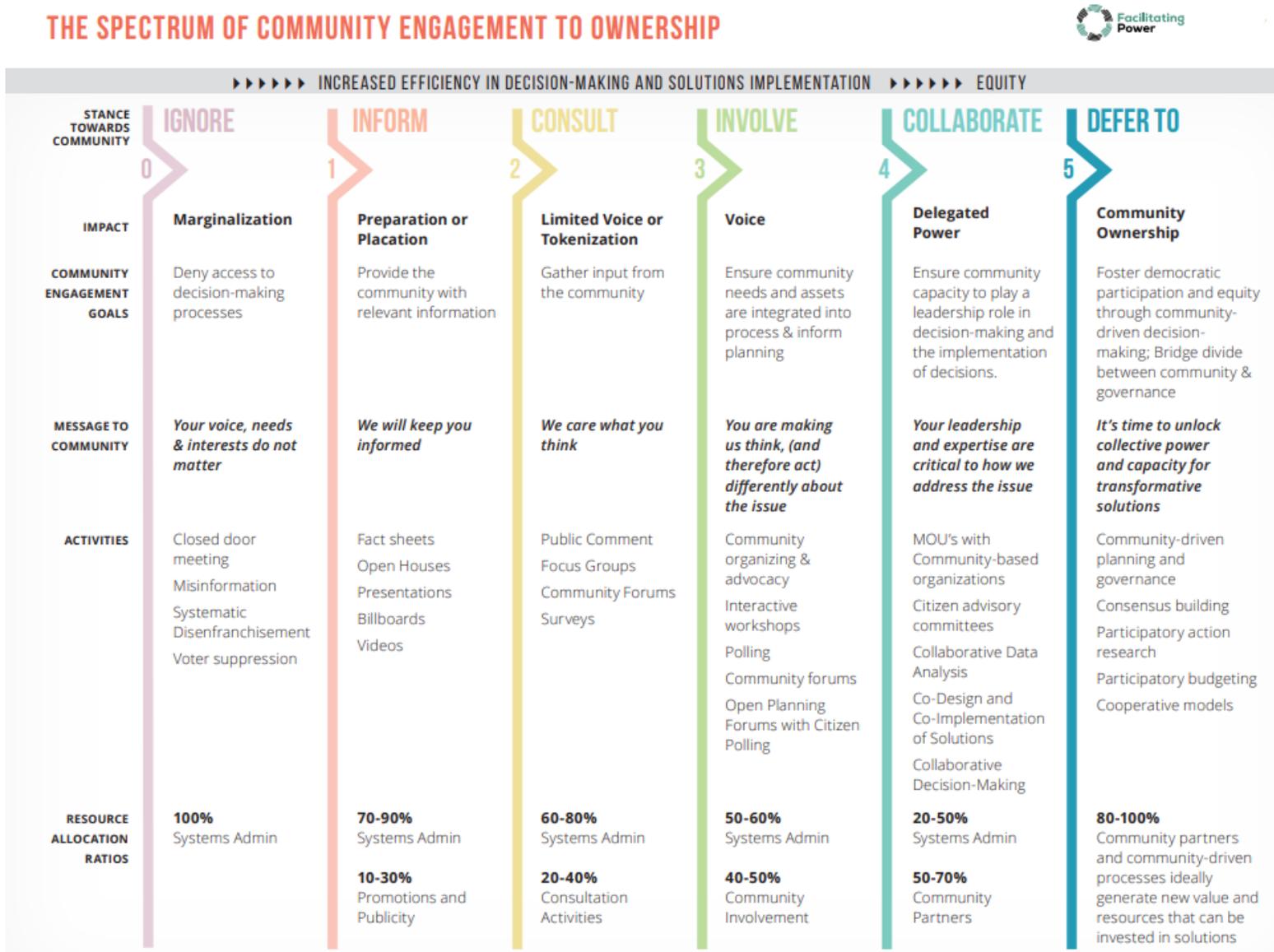
Based on this feedback, this plan centers community engagement as a strategy to better provide meaningful opportunities to customers who have historically not benefited from clean energy solutions. This strategy necessitates that Energy Trust form deeper relationships with communities across the state and with a variety of customer and contractor groups that have been underrepresented in our programs previously. The purpose of this is twofold. First, developing more impactful, comprehensive solutions for customers requires a better understanding of their needs. Second, early engagement allows for co-creation of programs or offers that are better positioned to meet those needs.

The collaborative nature of community engagement recognizes that transformation is possible by aligning common purposes and combining the unique skills, resources and expertise of all parties involved. For Energy Trust, this means offering our technical expertise and programmatic resources to communities and co-creating offers that serve the specific needs of those groups.

We rely on The Spectrum of Community Engagement to Ownership developed by Rosa González of Facilitating Power² to guide our community engagement efforts. The stages represent increasing levels of participation with a community, that span from zero participation to full community ownership. We use the spectrum to identify where we are with an engagement and to set goals for what stage of engagement we want to achieve.

²https://d3n8a8pro7vhmx.cloudfront.net/facilitatingpower/pages/53/attachments/original/1596746165/CE20_SP_ECTRUM_2020.pdf?1596746165

Figure 1: Spectrum of Community Engagement, Facilitating Power



Historically, Energy Trust’s engagement has involved informing communities of programs or opportunities or consulting to gather input (levels 1 and 2 on the continuum). Going forward, each engagement will be different, and we will determine the level of desired engagement based on the mutual objectives within the partnership. In some cases, that may mean we need to work together to move to deeper levels of the engagement spectrum—to involve, collaborate and even defer to community voices to foster participation and equity. It is likely that many of our relationships will center on consulting and involving (levels 2 and 3 on the continuum), while a handful of them will move to collaboration and deference (levels 4 and 5). The depth of any given relationship will always depend on our mutual objectives and what works best for our partner.

Our community engagement work is guided by these principles, adapted from the *North American Association for Environmental Education Community Engagement: Guidelines for Excellence*³:

Guiding principle	What this looks like
<p>Community-Centered</p> <p>Engagement needs to be anchored within community interests and leadership. Elevating community expertise, issues and capacities is a top priority.</p>	<ul style="list-style-type: none"> • Get to know and understand the community, including its norms, history and experience with engagement efforts • Connect Energy Trust interests and capacities with community concerns, assets and aspirations • Consider the appropriateness of community engagement • Focus on community culture, assets and shared priorities • Reach beyond usual partners and program delivery modes
<p>Based on Sound Program Design Principles</p> <p>Energy Trust’s offers presented to communities rely on established principles and proven practices of the field and are applicable to the community.</p>	<ul style="list-style-type: none"> • Facilitate broad accessibility through the lens of targeted universalism • Select, adapt or develop effective educational materials • Match engagement strategies and tools to the interests, issues and capacities of our partnership with community • Build on interests, issues and settings familiar to the community
<p>Collaborative and Inclusive</p> <p>Community engagement efforts must be formed through collaborative and inclusive relationships, partnerships and coalitions.</p>	<ul style="list-style-type: none"> • Be clear about the goals of the effort • Value and incorporate diversity, equity and inclusion • Plan and implement collaboratively • Learn from and resolve conflict • Build coalitions and partnerships strategically
<p>Focus on Capacity Building</p> <p>Energy Trust supports capacity building in communities, contributing to long-term community engagement.</p>	<ul style="list-style-type: none"> • Leverage and strengthen local assets; invest in building capacity for engagement • Support and build community capacity • Be prepared to release control to the community and be flexible enough to meet its changing needs
<p>Long-Term Investment in Change</p> <p>Working in communities to create change is typically a long-term initiative, requiring a commitment to relationship building and an ongoing and evolving process of engagement.</p>	<ul style="list-style-type: none"> • Assess individual and organizational readiness for community engagement • Incorporate learning, improvement and adaptation • Plan for long-term support and viability • Embrace change and celebrate progress

³ https://cdn.naaee.org/sites/default/files/eepr/resource/files/community_engagement_-_guidelines_for_excellence_0.pdf

Engagement, in general, typically includes a variety of steps that might be undertaken as part of a cycle (see *Figure 2*): discovery, ideation, feedback, action and reflection.

- **Discovery** is usually the first step in the engagement cycle. It typically involves the various participants developing an understanding of one another with a focus on goals, priorities, needs, resource availability and/or culture. This is usually the beginning of a relationship where mutual objectives and alignment are recognized.
- **Ideation** is the process of proposing, considering, exploring and designing possible solutions to achieve the identified mutual objectives. It often involves more than one meeting or discussion and can result in one or multiple ideas to explore. Roles, responsibilities and resources can also be explored during this step, so all entities understand one another's expectations and depth of engagement.
- **Feedback** involves engaging potential customers and stakeholders to get input on the solutions identified during ideation. This step helps reduce uncertainty and mitigates risk by getting early feedback on the solutions. Changes can be made relatively easily and quickly with little or no cost to improve the likelihood that the solution will be successful.
- **Action** typically includes the implementation of a solution. Each party's role in this step needs to be clearly defined and agreed upon. Who is funding the solution? Who is representing it to customers? Who is providing staffing or volunteer resources?
- **Reflection** is an opportunity for everyone to consider the effectiveness of the solution and propose potential improvements. This step should assess the success measures established for the solution and include candid discussions about what did and did not work. This step is also a good time to reflect on the value of the engagement itself and assess how to further develop or dissolve the relationship.

Figure 2: The Cycle of Engagement



Each revolution of the cycle may produce a variety of results including relationship development, capacity building, program developments, etc. The process may also reveal new discoveries and engagements that spin off into different cycles of engagement.

The participants in each step of this cycle and the degree of involvement varies depending on the level of engagement according to the spectrum. A relationship that is at level 2 (consult) or level 3 (involve) may include all participants at the discovery, feedback and reflection steps, but might only include Energy Trust staff at the ideation or action steps. The level of the relationship on the spectrum will determine who is included in each step and how deeply involved they are in the entire cycle.

2022 Engagements

Using the framework and principles described in the previous section, Energy Trust has identified numerous engagements to pursue in 2022. The development of our annual budget includes engagements for the upcoming year as we continue to evolve and implement our programs. Each of our planned 2022 engagements included in Appendix C is summarized in accordance with the following template. These summaries will be updated as engagements occur, or as planned engagements deepen. As new engagements are identified, new summaries will be added.

Summary of Planned Engagement Template

Engagement Title: [Provide a brief descriptive title for this engagement.]

Who are we engaging? [List the specific groups and organizations or the types of groups and organizations involved in this engagement.]

Who will this serve? [Indicate the types of underserved customers this engagement is anticipated to benefit. Include customer type, market segment, geography, race/ethnicity, income level, etc.]

Timing: [Provide an indication of the timeframe for this engagement.]

Energy Trust staff leads: [List the Energy Trust staff responsible for this engagement.]

Why are we engaging? [Provide some information on the reason for this engagement. Is this discovery? Are we responding to a request or known need? What do we and our partners hope to get from this engagement?]

How we anticipate using the feedback and closing the feedback loop? [Provide an explanation of how the feedback from this engagement is expected to be used. Note how you will let the participants know what you heard and how it influenced our work.]

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. [List the measures of success for this engagement.]

Long-term relationship potential and progress metrics used to assess relationship [Provide an assessment, preferably based on a conversation with the partner about the potential for this relationship and how you will assess its development.]

Community Engagement goals, outcomes and annual metrics

Energy Trust is dedicated to helping utility customers in Oregon and Southwest Washington save energy and generate renewable power. The overall purpose of Energy Trust's DEI efforts is to ensure that customers who have historically not participated in Energy Trust's programs or directly benefitted from clean energy solutions (including but not limited to communities and people of color, customers

experiencing low incomes and customers living in rural areas) have meaningful and equitable access to the solutions we support. This plan identifies five high-level strategic goals in support of this purpose. These goals strive to institutionalize diversity, equity and inclusion throughout the organization, including for staff, advisory councils, program implementation contractor teams and supplier and trade ally networks.

The goals, outcomes and 2022 metrics identified in this document will continue to be refined through a process of iterative community engagement. Within each goal, we have proposed various outcomes, or what the future might look like if we are successful, as well as specific metrics or measurements that help assess our progress.

The five high-level strategic goals we are establishing in this plan are to:

1. Increase representation and readiness
2. Shift and share leadership and power
3. Increase community capacity and investment in BIPOC, people experiencing low income, and people living in rural communities
4. Increase transparency and accountability
5. Deepen engagement in BIPOC, people experiencing low income, and people living in rural communities

Each **Goal** contains **Outcomes** that represent the future or ideal state if Energy Trust is successful in advancing DEI efforts. These are long-term and multi-year outcomes.

Each **Outcome** contains **2022 Metrics and Measurements** that we are proposing to track as qualitative or quantitative data in 2022. Energy Trust believes these metrics and measurements will help us track our progress in achieving our goals and outcomes. We will be initiating a series of engagements with the Diversity Advisory Council and various CBOs to further refine and finalize these metrics and measurements. We anticipate that the proposed metrics will evolve as we engage communities and determine what is important to stakeholders and what is feasible to track. These **2022 Metrics and Measurements** are intended to start conversations on what is meaningful. In some situations, we anticipate that the engagements will result in establishing targets related to specific metrics.

Goal 1: Increase Representation and Readiness

Outcome 1.1: Diverse perspectives and ideas contribute to the creation of equitable solutions to support all communities in realizing the benefits of clean energy solutions.

2022 Metrics and Measurements

- 1.1.1. Number and percentage of people from diverse communities (BIPOC, low-income and rural) represented:
 - a. within Energy Trust staff.
 - b. on Program Management Contractor (PMC) and Program Delivery Contractor (PDC) staff and teams.
 - c. on Energy Trust's advisory councils.
- 1.1.2. Number of BIPOC, low-income and rural organizations and community members attending Energy Trust public forums (e.g., board meetings; DAC, RAC and CAC meetings; budget workshops; Diversity Days; etc.).

Outcome 1.2: Energy Trust has significant resources for BIPOC, low-income and rural community organizations and individuals to engage with Energy Trust.

2022 Metrics and Measurements

- 1.2.1. Dollars invested in community-based organizations to support capacity building in BIPOC, low-income and rural organizations.
- 1.2.2. Dollars invested in stipends, other financial support and accommodations offered to people and organizations to attend meetings and engage with Energy Trust.

Outcome 1.3: Energy Trust staff engage diverse communities in a respectful, effective and culturally sensitive manner.

2022 Metrics and Measurements

- 1.3.1. Number of cultural awareness trainings and events (e.g., Diversity Days, DEI training, cultural events, etc.) attended by staff.
- 1.3.2. All staff identify specific DEI goals in their annual work plans.
- 1.3.3. Number of staff participating in community organizations (e.g., ethnic chambers, community-based organizations, non-profits, etc.) as board members, volunteers, advisors, etc.

Goal 2: Shift and Share Leadership and Power

Outcome 2.1: Community members have influence in the design and implementation of Energy Trust programs to serve historically underserved communities.

2022 Metrics and Measurements

- 2.1.1. Participation by community members (e.g., DAC members, community-based liaisons, Community Partner Funding designers, etc.) on project and initiative teams within Energy Trust.

Outcome 2.2: Communities and community-based organizations have ownership in clean energy solutions co-created with Energy Trust.

2022 Metrics and Measurements

- 2.2.1. Number of co-created program offerings with a community (or community organization).
- 2.2.2. Energy savings or generation resulting from these co-created program offerings.

Goal 3: Increase Community Capacity and Increase Investment in BIPOC, Low-income and Rural Communities

Outcome 3.1: Energy Trust contracts with a broad diversity of businesses to support our work and represent a variety of perspectives and approaches.

2022 Metrics and Measurements

- 3.1.1. Annual contract (either direct or subcontract) expenditures, for contracts in excess of \$5,000, paid to businesses certified by the Certification Office for Business Inclusion and Diversity (COBID) as a Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Service-Disabled Veteran Business Enterprise (SDVBE) or Emerging Small Business (ESB), collectively MWESB/SDVBE. Expenditures will be tracked by type of certification and by race/ethnicity of the business owner.
- 3.1.2. Annual contract expenditures, for contracts in excess of \$5,000, paid to businesses that are not COBID-certified, but identify as a minority- or woman-owned business. Expenditures will be tracked by type of identification and by race/ethnicity of the business owner if known.

Outcome 3.2: Our Trade Ally Network reflects a broad diversity of businesses to better serve all Energy Trust customers.

2022 Metrics and Measurements

- 3.2.1. Number and percentage of COBID-certified firms in our Trade Ally Network.
- 3.2.2. Amount of incentive dollars going to COBID-certified trade ally-supported projects.
- 3.2.3. Number and percentage of non-COBID-certified Trade Allies that identify as a minority- or woman-owned business.
- 3.2.4. Number of non-COBID-certified trade allies supported to obtain COBID certification and the amount of funding for that support.

Outcome 3.3: Energy Trust supports career and business development initiatives that help BIPOC, rural and low-income community members access career development and business opportunities in energy efficiency and renewable energy.

2022 Metrics and Measurements

- 3.3.1. Amount of funding used to support internships, scholarships and other career development activities for people of color, women, people experiencing low-incomes and rural residents.
- 3.3.2. Number of individuals supported by career development activities.

Outcome 3.4: BIPOC, low-income and rural communities receive focused investments of Energy Trust's technical expertise and funding resources to ensure programs and services are deployed equitably to all customers.

2022 Metrics and Measurements

- 3.4.1. Community Partner Funding
 - a. Incentive dollars paid to community-based organizations through Community Partner Funding.
 - b. Number of completed projects and customers served.
 - c. Energy savings broken down by demographics (e.g., race/ethnicity, income, age, urban/rural location, etc.).
- 3.4.2. Focused program offers (e.g., manufactured home replacement, no-cost ductless heat pump pilot, renewable low-income programs, Savings Within Reach, small business direct installation, etc.).
 - a. Incentive dollars paid through targeted efforts.
 - b. Number of projects completed and customers served.
 - c. Energy savings and generation broken down by demographics/firmographics (e.g., race/ethnicity, income, age, urban/rural location, business size, etc.).
- 3.4.3. Non-incentive offers through partnerships, sponsorships, grant funding, research, etc.
 - a. Amount of funding and services provided to organizations that serve BIPOC, low-income, rural and/or small business customers.
 - b. Capacity building activities/projects with community-based organizations.

Goal 4: Increase Transparency and Accountability

Outcome 4.1: Communities and organizations understand how their input and involvement impacts our work.

2022 Metrics and Measurements

- 4.1.1. Community organizations and stakeholders assess the transparency and accessibility of Energy Trust processes.

Outcome 4.2: Energy Trust is a learning organization where accountability is based on learning from both successes and failures, which are acted on to improve future outcomes.

2022 Metrics and Measurements

- 4.2.1. Energy Trust meets OPUC performance metrics related to diversity, equity and inclusion.
- 4.2.2. Energy Trust hosts public forums with community stakeholders to assess the success of our engagements on an annual basis to inform future activities.
- 4.2.3. Energy Trust will scope and budget for a transparent assessment of DEI activities (both lessons learned and failures) to be conducted in 2023.

Goal 5: Deepen Engagement in BIPOC, Low-Income and Rural Communities

Outcome 5.1: Energy Trust has developed the relationships and communication channels needed to continuously understand the evolving needs of communities that have been excluded in the past.

2022 Metrics and Measurements

- 5.1.1. Distribution of relationships with communities and community-based organizations by level of engagement as defined by the Spectrum of Community Engagement.

Outcome 5.2: Communities have confidence in Energy Trust as an organization that will work collaboratively and in good faith to reach mutual goals, according to the communities' desires and needs.

2022 Metrics and Measurements

- 5.2.1. Distribution of relationships with communities and community-based organizations by level of engagement as defined by the Spectrum of Community Engagement, from their perspective.
- 5.2.2. Individuals and community members participate in co-created solutions.

Commitment to Transparency and Accountability

Through early engagements with stakeholders and communities, we've heard transparency and accountability are central to the success of this plan. Transparency will be demonstrated through Energy Trust's commitment to collecting input and feedback on our work and sharing progress – or lack thereof – towards the goals and objectives described above. Accountability for accomplishing these goals and for learning from our efforts takes many forms as described below.

Transparency

To address the objective of transparency, Energy Trust envisions this plan to be a living document that will regularly be updated to reflect the engagements undertaken and the outcomes of those engagements. We will provide regular updates on the goals and annual metrics reflected in this plan to DAC, our board and the OPUC. These will include quantitative measures of our efforts and, more meaningfully, customer-focused stories that reflect the impact of our work in the communities we are seeking to engage and better serve. In addition, Energy Trust will continue to provide updates on its DEI work in its quarter two and annual reports to the OPUC, which are required under Energy Trust's grant agreement with the OPUC and available publicly. Energy Trust will initiate discussions to assess the validity of our results and provide suggestions on possible improvements such as engaging the services of a third-party evaluator or including these metrics in planned program process and impact evaluations.

Energy Trust will invite continuous public feedback on our work toward achieving the DEI metrics set in this plan. In addition, staff may expand community outreach through programs, events and partnerships to hear additional perspectives and context on the priorities and needs of our customers and

communities. Written comments and informal feedback will be shared with staff and will be made public. Staff will continually seek feedback from members of our public advisory councils. Feedback on progress and tactics will be reflected in future iterations of this plan or may influence how staff implements programs and offers in the future.

Public feedback provides an opportunity for staff to better understand the priorities of organizations and individuals, so we can refine our plan to support those priorities. Methods for gathering feedback may include the ability to submit a comment form from our website, surveys of current and new community partners and open forums at events and trainings. This valuable feedback will help shape this plan as it evolves as well as future DEI work.

Accountability

As a nonprofit grantee of the OPUC, Energy Trust is accountable to a variety of entities. Staff are responsible to our board who answers to the communities we serve. The OPUC oversees our work as the administrator of the ratepayer funds we receive, and we are ultimately accountable to those who contribute to our funding. This plan is a requirement of Energy Trust's DEI policy and staff are required to report on the progress of the metrics reflected in this plan to the board. These requirements are further reflected in the annual work plans of the executive director and all staff at Energy Trust. Annual performance reviews including any determination of merit pay is based, in part, on staff's ability to achieve these metrics.

As part of our grant agreement, the OPUC annually establishes performance measures to assess Energy Trust's administration of ratepayer funding. These performance measures have historically included a set of DEI-related measures that hold Energy Trust accountable to the work identified in this plan. Failure to achieve OPUC performance measures risks a "notice of concern" from the OPUC, which can jeopardize our grant agreement.

Ultimately, however, Energy Trust is accountable to the communities and customers it serves. To enable those communities to exercise that accountability, Energy Trust will organize annual engagements with communities and stakeholders to review our progress and assess the effectiveness of this work.

Appendix A

Notes from Pre-engagement Activities

Groups engaged during the development of the 2022 DEI Plan:

- Ethnic chambers (Native American Chamber, Hispanic Metropolitan Chamber)
- Energy Trust Diversity Advisory Council, Renewable Energy Advisory Council and Conservation Advisory Council
- Energy Trust staff DEI Committee
- Energy Trust Existing Buildings program community-based liaisons
- Energy Trust Board Ad-hoc DEI Committee
- Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista
- Oregon Public Utility Commission
- Energy Trust staff and leadership
- Energy Trust program implementation contractors

Questions asked through engagements:

1. How can we be most impactful?
2. How do we know our engagement is successful?
3. How do we hold ourselves accountable?
4. Where should we aim to be by the end of 2022?
5. How do we develop community-informed or led programs or activities?

Summary of feedback

Staff considered all feedback provided as we drafted the 2022 DEI Plan. The draft plan was adjusted as we continued to gather feedback. In many cases feedback provided is directly reflected in the goals, outcomes or metrics included. This plan is a living document that will continue to evolve and change as we gather new feedback from communities, staff and stakeholders.

- Would like to see goals to get Black and Indigenous people into jobs and to create wealth in those communities.
- Would like to see Energy Trust provide internships or career pathways to increase visibility or awareness of clean energy jobs for diverse communities.
- Utility, OPUC and other organizations are engaging many of the same communities and organizations. Would like to see coordination of planning and outreach efforts.
- This should be a living plan to allow greater responsiveness to community needs.
- When engaging communities, consider the best medium and approach. Seek to build partnerships with trusted organizations to engage the communities. Build capacity in those organizations and share technical knowledge.
- Ensure that rural communities and customers are addressed through this plan as a unique area of focus.
- Apply human-centered principles in community engagement.
- Ensure that more organizations have a seat at the table and provide compensation and recognition of contributions.
- Seek to develop greater awareness of Energy Trust in the communities you seek to serve as a precursor to community engagement.
- Earmark dollars to specific communities and make direct invest in Black people. Establish a metric related to budget spend.

- Address barriers related to language to create more opportunities for participation.
- Focus on environmental justice communities and where there is disproportionate burdens; reduce energy burden for customers.
- When gathering data ensure that the data is serving the benefit of a community rather than extracting data from the community
- Ensure that programs and services are driven by community needs.
- Ensure that there is accountability for plan achievements and consequences for not meeting goals; consider a third-party role.
- Tell stories rather than meet percentages; describe the real impacts of your efforts.
- Center plan in racial equity.
- Move quickly to make progress.
- The focus on relationship building is important, like the idea of seeing that reflected in the plan. Be intentional in outreach efforts.
- Ensure that this plan is aligned with the development of DEI metrics with the OPUC in 2022 and that implementing this plan is informing the creation of those metrics and changes from HB 3141.
- Ensure that more people of color are reflected in leadership positions at Energy Trust.
- Reduce barriers to participation in programs and services.

To glean lessons learned from previous DEI efforts, staff and contractors were sent a survey to assess their experience implementing Energy Trust's past DEI Plans. There were 23 respondents to the survey. **Some highlights from that survey include:**

- We need to listen to the feelings of communities not represented in our staff. Equity is defined by the community, not by us.
- This work is uncomfortable. It requires hard conversations and can bring up strong emotions. That's OK.
- There's a lot we don't know. Not everyone is at the table yet.
- We need to be intentional and realistic about the data we can collect that informs our progress.
- Even with a strong commitment and resolve, systemic barriers take time to dismantle.

Appendix B

2021 Community Summit Feedback

Engaging customers of color, customers experiencing low incomes and rural customers is a core focus for Energy Trust—and an area of growth and opportunity. In 2021, Energy Trust hosted a series of community summits to hear from community leaders about their experiences, challenges and feedback on how to serve customers more equitably.

Residential Summit Feedback

June 29, 2021

Barriers and Opportunities

Attendees described barriers to participation as lack of affordable options for customers with low incomes (especially given high housing costs) and lack of programs that are designed around needs of communities.

- A product has to be affordable to low-income individuals. **Solar panels and other upgrades are so out of reach for low-income families struggling to put food on the table.** If you could make products affordable, low-income customers will sign up. Otherwise it's a hard sell.
- How do you focus and intentionalize the work on the communities that you're looking to impact? There's a lot of ways to do that. Targeting neighborhoods that are deficient of tree canopy could be one approach. Look at ways to provide access and opportunity to communities that have been historically displaced from being landowners. Look at indigenous communities, Black folks, Asian folks and Latino folks. What is the system in place and what are the barriers within that system that prevent communities of color from participating in these programs? Look at affordable housing providers that provide culturally specific housing, and then look at how they structure programs to serve communities of color. **Look at how we can complement other resources, like affordable housing providers, to allow clean energy to be an opportunity that communities of color can access. As opposed to creating a system and then saying everyone should work with the system we've created.**
- Most people rent from landlords, and they are taking advantage of folks right now. It will be tough to get a renter to buy into a program.
- Energy Trust could help communities with financial help for low-income customers.
- Developing a housing program takes time. **I would like to see a community program for landlords so they can do improvements that benefit renters.** It's a human right to have housing.

Community Needs

The most prevalent and urgent concern expressed was the lack of affordable housing in many communities.

- I asked community leaders about the toughest things we're facing right now in Central Oregon, especially in Bend. It boiled down to our housing crisis. **Housing crisis is huge.** Professionals can't afford housing. **Many BIPOC communities are being displaced.** It's hard for college kids to live here. Landlords are taking advantage of renters right now (by charging high prices). Our utility increased prices when housing costs and cost of living are already high. Bend had no plan for

growth so houseless people are not well taken care of. The process for getting a job here is not equitable.

- I became homeless in April. We've been at a motel. **There are no places to rent or to buy. We've been looking everywhere, even for a trailer.** Ontario is a growing town. Everybody is coming in from Texas and California. It's hard to find a place to live and we don't have the means to do it.
- My house shakes when my dog runs. **It's very expensive to repair the house.** I am thankful for my house, to have a roof. But it is in bad shape. Right now, I know two people who also need a house because there's not a lot of housing here. They've been looking for a house or apartment for more than a year and can't find anywhere to live. Huge lack of housing. Even worse now that wood is expensive. People cannot build new houses. With few homes, rents are going high very quickly. A one bedroom is \$2,000 a month. It's not fair for everything to get so expensive. I hope that you can help here so there will be more housing.
- **Affordable housing crisis is our original pandemic.** If there is a way to build housing units faster, that might be one of the goals that we should look at collectively. **How can we build more units faster?** Using the team at NAMC to help us, figure out better strategies (like modular housing or other housing that can be constructed faster).
- Another impact to low income and minority communities is that many multifamily projects in Portland have large bike rooms. We want a reduction in size of bike room and an increase in electric vehicle charging stations. Then residents could do ride sharing. Multifamily complexes are in areas like North and Northeast Portland—you're saying to residents that you're stuck in these areas because there's not enough parking, limits residents' ability to travel to get to more promising jobs. **Lack of mobility is big problem for minority communities.**
- There's a housing crisis in the Rogue Valley. Many of my clients there have moved out of state. There's so much need down there. **People are tired of being displaced and are moving out.**

Community Outreach

Attendees advised Energy Trust to listen to communities for guidance, build trust with communities, understand unique community needs and change service delivery models to meet those needs.

- Back to the question of what the community may need from Energy Trust, the pandemic and wildfires have challenged our delivery system at Immigration Counseling Services. Your services are challenged. Think about how you deliver services on a daily basis to meet your marketplace. We had to rethink our system.
- **If your services are underutilized, go further to reach people you're trying to serve.** That's important especially after what people have gone through with COVID/wildfires.
- **There's lack of inclusion in the community.** The city just started developing a diversity, equity and inclusion program in 2019, so they're far behind. Most leaders in my community talked about the lack of acceptance of racism, white fragility, no equitable system. I just met today with the city about how they're trying to help welcome people, but there are bigger organizations who are trying to help that are still acting like gatekeepers of how community leaders should do the work and communicate with community. They are trying to grasp control. We're trying to get the city and other organizations to **sit back and listen to the community for guidance as opposed to taking control.**
- **To benefit communities, address first the needs of the community. Create trust relationships with communities. Every community is different.** You must know the community to identify needs and then address those specific needs. How can I get a benefit when I don't have enough money to get the service? The more trust there is, the more communication and the more learning about

needs so you can meet them. It's been inspirational hear voices of community and their needs. It's made us aware that there's much to achieve.

- When we have discussions with people of color, we have great ideas and suggestions but then we go back to business as usual. **The challenge to Energy Trust is to take the feedback and turn it into actions and programs.** We have seen lack of concrete responses from Energy Trust. What's important is that these conversations translate to meaningful actions.

Trade Ally Network

Attendees expressed a lack of opportunities for contractors of color and a need for customized training and support to enable them to participate and thrive in the workforce.

- We would like to see that there's real opportunity for minority contractors. Look at what training programs are offered, how much time is required in those training programs, what's the pipeline of projects available once a contractor is certified. Energy Trust **should intentionally create a program that works for contractors of color, not a one-size-fits-most program that doesn't recognize the disparities that contractors of color face.**
- Exposure for minority contractors is critical because this is a big industry that could be hurtful for women and people of color to be involved in.
- Constructing Hope had its first solar contractor of color start work last month. He graduated from Constructing Hope in 2010 and went to work for Solar City. Constructing Hope got a PCEF grant to plan a green training program to help people of color and people with low incomes become solar contractors. We will work with NAMC (National Association of Minority Contractors) and PBDG (Professional Business Development Group).
- You need to **create a directory for minority contractors who are doing work in energy efficiency** (so we can figure out who is out there).
- How much money has been made by companies that Energy Trust has referred to customers in the solar industry? How much money does Energy Trust bring into trade ally businesses? If you don't know the number of BIPOC solar contractors nor how much money is going to them, how do you know how good of a job you're doing on diversity? Who has received the majority of contracts through your programs through the last several years?

Commercial and Industrial Summit Feedback

July 22, 2021

Main Themes

- Core to PCEF as we invest our resources, is working to diversify the contractor businesses and staff who work on each project to include more people of color, women and people with disabilities and ensure they're provided with good wages and benefits. People are still wrapping their minds around what it means to diversify the contractor pool and workforce, and it will be a long conversation.
- Our 2021 funding round is expected to result in much larger grants with different types of projects. In our inaugural 2020 year, a lot of funding went to residential and multifamily projects. We're now trying to navigate and understand opportunities to support commercial projects and how to make more potential grantees aware of PCEF grants.
- As we think about what it means to scale up PCEF, **nonprofit-owned and -operated buildings like community centers and houses of worship are a key area of opportunity.** These organizations often rely heavily on volunteer labor and don't have capacity to focus on building operations, but they may have significant operational costs that could be met by the expertise in this room.

- In light of events in the past year, **we see a key opportunity for investment in community resources like cooling centers and clean air centers.** We will target those opportunities and hope people come to see them as community assets, but it might take a while to educate this audience about opportunities for their buildings and what they can do. I hope the people in this room can be part of that solution; PCEF is a resource to fund those opportunities and partner with the programs Energy Trust offers.
- As we gear up to release a lot more funds, I wanted to acknowledge that 40-60% of funds are set aside for energy efficiency and renewable energy projects. **BIPOC-led groups and communities of color tend to hear about these programs last. We want to be intentional in making sure those groups know how PCEF opportunities fit for them.** We know business owners aren't always plugged into this so we're looking for information channels to reach them.
- We also want to recognize that **Energy Trust has certain criteria and we have a different set of criteria, but there's a lot of opportunity coming together to extend our reach** and get into business, buildings and households we typically haven't been able to access.
- We refer to Energy Trust to learn about energy evaluation opportunities. We do provide planning grants up to \$100,000 but that option might not necessarily be the best fit because of the effort involved to get a scope of work for a building. **We're trying to be more strategic in using Energy Trust to help businesses find their best opportunities.**
- Energy Trust and PCEF have both worked with Verde, a community-based organization, on a project to expand access to ductless heat pumps in residences at low- to no-cost. Coordination occurred when there was an opportunity to host a workshop educating residents on the energy-efficiency benefits of ductless heat pumps, especially for low-income households. **The workshop also focused on lifting up minority- and women-owned businesses. This is literally saving lives, especially with the heat events.** This type of collaboration could be an opportunity in the commercial and industrial sectors as well.
- With the heat events, I'm wondering if Energy Trust is planning a campaign for outreach staff to venture out to small businesses and minority-owned businesses and push for more efficient HVAC and other capital upgrades. We all know climate change is here, and I assume it's only going to get worse. As a housing director, I've been working with vendors to get air conditioning into our units, and there was a shortage. We also have trouble getting contractors to work on buildings that are down and out. **I recommend doing direct outreach to potential small business customers and connect them with contractors to do the work.**
- As a contractor, I have a lot of projects that look at Energy Trust dollars, and often some measures qualify for an incentive while others do not. **It would be great if alignment could happen between PCEF and Energy Trust so one entity could support a measure that the other doesn't to bring down overall cost.** This kind of connectivity could make or break a project. There are a lot of projects where leveraging additional funds can close the gap to make it pencil out, and that would have a great impact on our region.

Workforce Development

Attendees stressed the importance of supporting minority- and women-owned contractor businesses to complete more energy projects. Panelists also expressed it is critical to help train and develop new diverse trade professionals while ensuring they receive good pay and benefits.

- **We can't have sustainability without equity, and we need to make sure the workforce is diversified and has a livable wage.** If trade workers are driving the most inefficient vehicle to get to their job because that's what they can afford, we're doing ourselves a disservice. The architecture

and engineering firms can help direct their projects to hire diverse contractors, but we also need to have a diverse workforce that continues to grow as existing workers may retire in the coming years.

- **Minority contractors are faced with different challenges**, and Metro Construction Career Pathways Project (C2P2) is a regional approach to address that. Hate crimes and harassment have occurred on construction sites. It takes the entire construction sphere to correct this, not just business owners.
- **I suggest putting a process in place to capture metrics about participation by minority and women-owned contractors.** I'm involved in an initiative to define impediments to BIPOC contractors and increase diverse participation on construction projects, including trade and city organizations. We identified showcase projects that have successfully implemented strategies to meet MWESB participation goals. We're now in the process of collecting best practices to share with future project teams. **Studying best-case projects helped us clearly define problems and identify ways to remedy them.** This method could be applied to energy projects.
- Teaming allows you to get better quality by combining expertise.

Communication and Outreach

Attendees urged Energy Trust to examine and enhance its communication and outreach strategies to communities of color. Recommendations included simplifying technical language and offering materials and outreach support in more languages.

- From a third-party perspective, **energy-related terminology is like a different language.** Empowering the next generation of trade professionals is critical. We also need to recognize the barrier to imparting the energy language and baseline of knowledge. **We need to make it more accessible and usable to the communities where we want to create change.**
- Sustainability and equity are interdependent but are often seen in opposition. I've helped Oregon Association of Minority Entrepreneurs (OAME) learn about energy and how to work with Energy Trust. Green gentrification is a problem, and we need to break down these barriers including the knowledge barrier. **Energy Trust should add mechanism to forms to track if minority contractors or subcontractors were used, and what portion of the project cost went to them.** I would help support that improvement.
- Many minority-owned commercial businesses in the Jade district aren't aware of energy programs. Getting the message to members of the Asian community in their native languages is a big opportunity. **Energy Trust should be proactive in offering materials and outreach support to Asian communities their native languages.**
- I was involved in writing a new incentive, and even with a civil engineering background I had a hard time with the back-end process and learning the vernacular to do so. **Energy Trust needs to understand that the energy language is both a barrier and a privilege.** Bring that knowledge to communities that have never been exposed to it.
- **There should be better commercial business representation on advisory committees.** For example, the Conservation Advisory Council doesn't have any small business owners and since some decisions are influenced by the advisory councils, this needs to be looked at.

Trade Ally Summit Feedback

July 28, 2021

Value proposition and challenges of obtaining COBID contractor certification

Panelists discussed the value proposition of obtaining certification from Certification Office for Business

Inclusion and Diversity (COBID), which helps minority- and women-owned contractor businesses secure government contracts and other work. Attendees shared insight from their experience that the process of applying for certification is especially challenging for a small business. In many cases, this poses too much of a barrier, either because the value would not be worthwhile compared to the time spent or because time and resources are simply too limited.

- The residential market is the most volatile market. **COBID certification opens opportunities to contractors they may not have known existed.** Their business is placed in a searchable database that project owners seeking a contractor can use. **They can do work for affordable housing builders and the city and county when the renovation market is slow. People look at that list when they are selecting contractors and see it as a way to vet the business.**
- **Energy Trust should incentivize businesses to get certified by providing funding to support the application process,** and then the firm could become a trade ally.
- I see the certification process as to some extent biased because I do not know if white firms have the same requirements. It does require a lot of paperwork. **We have to reach out to organizations like the African American Chamber or Soul District to identify those people who are in the business but not certified. I recommend continuing to reach out to them to identify companies that could benefit.**
- **You have to go back to a system that was constructed by white people. The COBID certification was originally created for state agency projects. It is a very small office certifying the whole state. Wait periods are very long due to the paperwork and documentation requirements.** On average, you are waiting over 120 days to get certified. NAMC is trying to challenge that system and create something to certify people in their own communities that meets them where they are. The COBID system isn't proactive. What we see is people bid shopping among new companies to see if their prices are lower. Relationship building is important to make create engagements that are not just transactional.
- There is a delay in processing right now, but some of that is due to staffing, an increase in applicants and waiting for information to complete applications. We are a vetting agency, so we cannot simply take people at their word. Many people are trying to access the certification to secure government contracts, and our obligation is to certify they really are eligible. Nothing is worse than certifying a firm that is not eligible, which takes away opportunities from qualifying firms. We do partner with 35 organizations and do weekly outreach to businesses that may benefit from becoming certified. Last year, we did 150 outreach presentations and events and numerous one-on-one trainings and engagements. I am happy to be a resource and will share my contact information.
- Once the certification happened, that is when the floodgates opened for work, because project owners have hiring goals based on those certifications. **Some business owners have a day job and are also trying to get certified. You should recognize that and help streamline the process. Is there something organizations can do to help inform the process, so it happens faster?**
- I recommend working with me to schedule a training with your organization so we can help you understand the process and procedures. It is not as simple as qualifying on an individual level. We have to adhere to both state and federal rules. I double check the recommendations of my certification specialists. More than half of applicants are being processed within the 90-day window, although there are exceptions, and that is typically because of seeking additional information. Some of our firms are in the appeal process. We have several levels of oversight to ensure our compliance as well.

- **I work too much to think about getting certified. As an independent contractor who is a minority, why should I jump through all those hoops and why would it take 120 days?** I'm trying to grow my business to reach people and help people. When would I have time to go through the application process?
- Maybe all **our organizations can seek funding from the legislature to increase staffing in the COBID office to meet demand** or expedite the certification process.
- I was COBID certified, but it expired. I am still a woman and still a business, still renovating a ton of houses and saving energy. **I do not want to go through the process again because it does not fill a void in the market. Alongside people who go through the process, Energy Trust and partners should consider another pathway and ask the real questions about helping a small business. There are lots of businesses in the Latino community that are not certified and will probably never be certified by COBID. Until we widen our lens to what the burdens are, we will not be able to engage the Latino-owned businesses that are actually doing the work.** My invitation is just to help businesses and forget about the certification. The state and federal entities are going to do what they're going to do, but we're the ones in homes installing energy upgrades. Hopefully, next year when we have this meeting, there will be a lot of new businesses that have taken advantage of what you have to offer.
- There's an application associated with enrolling in the Trade Ally Network. Is there a barrier there? Why have an application for that instead of having it completely open? Are these necessary barriers? **You should be looking at how to supply technical assistance to supply to members and community at large to get them to where we need them to be to perform on projects.** On solar projects, it is mainly self-generated leads and it takes a lot of work to generate those leads. As a small business, we were a trade ally at one point and recently jumped back in. **It would be helpful to offer small contractors to customers who cold call looking for an installer referral. Ensure they are the one given the leads, that gives them the ability to grow.**
- Changing the certification is a double-edged sword. It could have unintended consequences. If we had different agencies setting up their own certification, that becomes another hoop for a small business to jump through separately from the state certification. **But I do think there are certain business sizes where certification may not be beneficial, like a small business that isn't seeking to work on public projects. We run the risk of eroding and diluting the pool if we do not have checks and balances.** There are bad actors trying to game the system and trying to take away business from true minority- and women-owned businesses. I want to see people do more work and provide resources for firms to be successful.
- Nobody is talking about adding another layer of certification, but to completely remove it. For me, performance is number one. I'm asking Energy Trust to base its support on performance metrics instead of certification. Energy Trust does a good job of sending leads my way. Let the consumer be smart and make the decision.
- What works for one business may not work for another. We have the same goal of protecting the work, how we get there is the conversation.
- I'm in La Grande, and **I want to reiterate the need to provide support to contractors in rural areas and be involved in creating a pathway for current staff who are minorities and women to become contractors.** We just do not have the bandwidth for that.
- Individuals have created a great business just by relationship building. It sounds good to say any business could do that on its merit, but that's not always possible. Diverse firms are not being hired as general contractors. In Washington, you have to get licensed in each individual county, and it's kind of a nightmare. Without checks and balances, we go back to the good old buddy system.

- The Indigenous Mesoamerican people get forgotten. There's always that gap between Native American and the Hispanic definition that means we don't get to be at the table. Indigenous people have been consistently mis qualified through Hispanic definition.
- I second the comment on certification being based on ability. I have been in business over 20 years and have built relationships, and I am also certified. However, **doing quality work doesn't always equal getting ahead and we haven't grown to the extent some firms have done. People who have been in jail or have recently come to this country do not have those relationships. Having a certification is not enough, but it is a help.**

Enhancing Project Support for Minority- and Women-Owned Trade Ally Businesses

Attendees stressed that Energy Trust should support minority- and women-owned contractor businesses to complete more energy projects by identifying and removing barriers to accessing energy incentives for their customers. Panelists identified that the administrative burden of completing incentive applications on behalf of customers is one of the main challenges.

- My business does residential projects like windows and insulation; we are applying for incentives multiple times per week. **It takes a lot of office time for my staff to supply additional service to quantify energy savings. It has been positive overall, but it takes time to fill the gap, and therefore takes money out of my pocket.** Especially if the incentive application gets sent back after weeks or months, then I have an upset client.
- **Energy Trust should own its incentive connection with the customer without the trade ally being in the middle, especially for a small business.** However, that is not going to stop me from offering that benefit to customers.
- I have been working in energy efficiency for about a decade and done construction in small commercial buildings. One gap for those projects is the ability to access the larger incentives related to with building operation that involve energy modeling. For example, I worked with a small business on a project that had some modeling done by Energy Trust and ended up getting enough incentive dollars to cover half the project cost. Prescriptive incentives are good, but there is more funding available for contractors who may not have capacity to access the larger incentives. **Energy Trust should offer an engineering service for small businesses to help them maximize incentive opportunities through modeled energy savings.**

Workforce Development

Panelists discussed opportunities to help more minorities and women participate in the construction workforce. Attendees proposed ways Energy Trust could leverage its energy efficiency and renewable energy experience to educate students preparing to enter the workforce on energy-related architecture, engineering, and construction career options.

- **Create awareness of workforce diversity. If you start to track it, people start to notice it.** What I find a lot is it is not in the front of a contractor's mind. If they know Energy Trust is talking about this, they may start to think about diversifying their staff. It might not be something to act on today, but they can start to gather information.
- I work at Oregon State University's cultural center and I speak with career development staff about creating mentorship opportunities. **Employers need to develop relationships with students of color before entering the workforce. We only have so much knowledge about certain industries but working with employers could create a bridge to a career.** Mentorship is one option when working with schools.

- The challenge is bigger than just construction, but also architecture and engineering. Architects are not really represented, and there are only 9 or 10 Black architects in the state. I participated in a reach for success program in high school, where I got to look at college programs before graduating. But many kids now are not going to college. **Getting career information into middle schools and high schools would allow us to go more upstream.** NAMC did Construction Career month last October and will do it again this year. We did virtual tours of projects and heard from successful tradespeople who did not go to college. The trades started during the slavery period, but the industry has lost touch with communities of color. There is a myth in families that trade work is “dirty” work, but we need to change that.
- What are we doing for our Latinos? They are making up a huge part of construction staff, up to 80% of the workforce in Latino-owned firms. What are we doing to support training current staff on energy efficiency? Also, it is a way to get them interested in how to start an energy-related construction business and what the opportunities are.
- Workforce development is a trendy word, but this has been an issue forever. Why can't we start in elementary school? My child had an Energy Trust representative come and talk about energy, and she became excited. Kids now are super smart. **Everyone is thinking about college level, but you have a great platform with ratepayers and could try to educate about energy at an early stage.**
- I come from a family of educators. After the age of 10, it becomes very hard to introduce science. Young kids absorb information, and that is a good time to start talking about the trades. Construction is a pathway to tie kids to the world and show them how to build more efficiently. Energy Trust has done a good job reaching out to Latino Built and reaching out in another language.
- **When it comes to education and training, we have a need right now.** The clean energy economy is getting bigger, and the administration needs are getting bigger. In Oregon, it is hard to find an HVAC contractor to work on my projects. **I would like to have a vertical network of minority-owned businesses, but it's hard for us to find that. Some contractors are going to have to adjust their trajectory. The LED lighting markets are slowly going away, but those contractors can pivot into installing controls for small buildings if they receive some training.**
- As a kid, you need to think of opportunities that are not always presented. We need to create a model that makes the space for people to [consider energy construction careers], and recruit businesses to help.
- I remember when high schools were teaching shop and typing. **We have lost those skills. We need to work with our legislature to get those programs back in high schools, and we should be working closely with the local county building and construction trades. Many offer apprenticeship programs, and that is what's really needed.** Our unions would be working with those going through apprenticeship, where you have a required number of hours. **Clean energy is a vast and wide arena, from weatherization to solar to wind, and now is an opportunity to focus training in those areas so we can have people available to do that work.**

Tribal Summit Feedback

July 28, 2021

High value for land, sustainability and self-sufficiency

- **Our history starts from this land, long before 1492 and the United States.** Our language comes from here. Our animals, our plants, our foods, our names.
- We're horse people. We're salmon people. We live off this land. **We only took what we needed.** We followed the seasons. During the springtime, first foods come out. Winter camp breaks. The

family bands get together and discuss what we're going to do now. A story takes place; that's our story. They would travel up the river and look for the roots, the celery. They would have a feast. We're glad we made it another year. Our children keep us moving. Our elders teach us everything. They travel up to the mountains. They would follow the foods, the roots and eventually the berries. And when the seasons turn, they turn back around to the river.

- New buildings need to be green. You go outside and smell the smoke. I feel sorry for the next generation and **it's up to us to make a better earth for them tomorrow**. That means building sustainably. Energy Trust has the know-how and resources. They can help facilitate and provide resources day to day.
- We know renewable energy is important for mitigating risk. Creating small grids, making sure communities have their own energy source is important. The other element is energy efficiency—Energy Trust does this well. If we can reduce the demand for energy where possible, we can create more opportunities to meet that demand in ways that are sustainable. **The more we can create energy storage and energy efficiency, the more likely we are to survive future conditions and threats.**

Pride in clean energy investments

- **We have a very proud example of working with Energy Trust on our Yellowhawk building.** It's the first tribally owned Path to Net Zero building.
- The Confederated Tribes of the Umatilla Indian Reservation has an energy strategies team that meets regularly.
- We have a positive working relationship with Energy Trust. Recently I worked with Oregon Solar and Storage Industries Association and Energy Trust. They were instrumental in developing the Lucky 7 project to replace 18 manufactured home units with efficient models. Energy Trust does their homework. More importantly they educate.
- We are using better quality products that are green or energy efficient. **Quality products last longer. We're thinking long-term.**
- We are trying to be self-sufficient. We have 4000 residents in the reservation. When wind farms took off in Washington, we were an early investor. Now there are hundreds of big turbines, it's caught on. Now you see solar panels. We've spent millions over the last few years. Our Path to Net Zero health clinic, new high school and new education building were all built in last 15 years to be as efficient as possible. **Not because there's a rebate but because that's our way—efficient use, no waste.**

Importance of relationships and communication

- As a tribal member, communication is a strong issue. Tell us what direction we need to go. We're all on board. All of us, not just individual departments. When we went to California and saw big fields of solar, but we couldn't do that here because of the cost. Maybe now we can afford it. **Communications within our own tribe will help us to get going in a positive direction.**
- If you want to build something in Eastern Oregon, you have to get materials from across the state. It's an adventure and waiting period to find out what products work or don't work in our region. Some products like air conditioners work in other areas of Oregon where the state is cooler, but here where it's hotter they will click off. **Communicate. See what other tribes are doing and what local entities are working on.** Contractors can tell you what products actually work and that you can get easily.
- **Every tribe is different.** There are nine tribes in Oregon. You need to have this meeting at eight other locations as well. Other communities each have their own ability to partner with you.

Workforce development

- **The biggest hurdles we had were getting outside contractors willing to work on a reservation.** There's always been a good old boys' system. We've always had to rely on a few contractors we knew from the inside, friends or relatives. The tribe has a requirement that we get three job bids. To try and find more contractors, we've put flyers in hardware stores in nearby towns and ads in newspapers.
- We have to have reliable contractors that want to work with us. We're such a small rural area that we have to fight over contractors. The good old boys' system will always be there, but we have to make the best of it. You have to be an extrovert—you have to go out and meet people.

Appendix C

2022 Planned Engagements

Many of these engagements are included in the action plans that accompany the annual budget. This section reflects those planned engagements.

Engagement Title: Solar Workforce Diversity

Who are we engaging? Pre-apprenticeship programs managed by Constructing Hope, Oregon Tradeswomen and Leaders Become Legends along with prospective MWESB solar trade allies.

Who will this serve? Women and Black, Indigenous, and people of color (BIPOC) community members looking to find a career in the solar industry. Community-based organizations (CBOs) that provide pre-apprenticeship services to address barriers for people of color and woman entering the trades. MWESB contractors interested in adding solar installation to their businesses.

Timing: 2021-2023+

Energy Trust staff leads: Jeni Hall, Bayo Ware, Dave McClelland

Why are we engaging? Program has budget to support new partnerships that create opportunities for woman and people of color entering the solar workforce. Program is engaging with pre-apprenticeship programs to better understand how to support CBOs and build on their current work. We are meeting with prospective solar trade allies to support recruitment and better understand barriers for MWESB businesses.

How we anticipate using the feedback and closing the feedback loop? Anticipated outcomes will require CBO co-creation.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Ideally, engagement will result in partnerships or direct investment in CBO programs. Possible outcomes of the partnerships could include internship sponsorship and placement of program graduates at solar trade ally companies and/or funding to develop solar-focused curriculum. Broader goal is more woman and BIPOC solar workers and more minority- and women-owned solar trade allies.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: BIPOC Solar Ambassadors

Who are we engaging? The African American Alliance for Homeownership (co-lead), Verde (co-lead), Portland Community Reinvestment Initiative (supporting partner), Community Energy Project (supporting partner), Solar Oregon (supporting partner), Unite Oregon, Clackamas Chapter (supporting partner) and Adelante Mujeres (supporting partner).

Who will this serve? African American, Hispanic, immigrant and refugee homeowners living in the Portland metro area

Timing: 2022-2023

Energy Trust staff leads: Bayo Ware and Lizzie Rubado

Why are we engaging? Building awareness and education in BIPOC communities to increase participation in solar, building and funding CBO capacity to engage in clean energy work more effectively, helping partners leverage outside funding, to be a better partner/co-create something new that is led by community, better understand needs and barriers for these specific communities

How we anticipate using the feedback and closing the feedback loop? N/A

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers: contracts, new funding, culturally specific curriculum in English and Spanish, recruitment materials, performance of community outreach and engagement in target communities by trained ambassadors, partner-developed Solar Roadmap for BIPOC customers, 10+ trained BIPOC solar ambassadors

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Wallowa Community Energy Planning

Who are we engaging? Contracted with Wallowa Resources Community Solutions, Inc. (WRCSI) as an independent contractor to provide consultant services to assist Wallowa County with the development of a Community Energy Strategic Plan (“CESP”) and replicable template of the process for use with other Oregon communities. The goal is to co-create a replicable, community-led energy planning process.

Who will this serve? Customers in a rural community. Contract includes direction for the contractor to ensure that underrepresented populations within the community are part of the planning process, specifically during the stakeholder engagement work.

Timing: This project is ongoing through August 1, 2023

Energy Trust staff leads: Kyle Petrocine

Why are we engaging? We have observed that rural communities in Oregon face persistent economic strain and a lack of equitable access to capital, resources and services, thus leaving these communities less prepared and uniquely susceptible to natural and human-made disasters. We are also aware that rural communities have historically been underserved by Energy Trust. Through this process, we are hoping to learn how to better assist rural communities in developing comprehensive energy planning while also increasing these communities’ access to Energy Trust’s programs and resources.

How we anticipate using the feedback and closing the feedback loop? The scope of work requires opportunities to share learnings and feedback, both as each individual task is completed as well as a summary of learnings after the CESP is completed. The final task required is a review and assessment of the CESP process, which includes a summary of lessons learned, recommendations for improving the planning process and, at Energy Trust’s discretion, presenting the documentation above at up to three stakeholder meetings.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Lessons learned from each step/task outlined in the scope of work, which can be applied in future iterations of community energy planning. Specific deliverables for each task in the scope of work. A CESP developed for Wallowa County. A blueprint for implementation of the CESP, including opportunities to integrate CESP into other planning and budgeting efforts.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Develop and Implement Existing Buildings Community Engagement Plan

Who are we engaging? As a formal deliverable in the Existing Buildings Program 2022 Statement of Work, the Community Based Liaisons, as sub-contractors to the PMC TRC, will lead the development of a Community Engagement Plan, which will include input from our community to inform how they want us to engage.

Who will this serve? An emphasis will be placed on reaching Black, Indigenous, and people of color (BIPOC), people with disabilities, customers for whom English is not their first language, customers living in rural communities, and customers navigating low incomes.

Timing: The kickoff for this work will be in February 2022. The timeline will be determined after kickoff.

Energy Trust staff leads: Kate Wellington, Wendy Gibson

Why are we engaging? We want to build trust with communities who have been historically underserved, and understand what barriers exist for them to access our programs, so that we can remove those barriers. Through this learning, we also hope to build relationships and gather ideas from our community so that we can co-create program offers that will meet their needs.

How we anticipate using the feedback and closing the feedback loop? Ongoing engagement will be part of the Plan, including communicating back to our community what we heard and the impacts their contributions helped result in.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Build trust with communities who have historically been underserved through our standard programs, develop relationships, build capacity, and result in clean energy projects.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Community Based Liaison Network

Who are we engaging? Community Based Liaisons (CBLs) are leaders and experts from our community who support the Existing Buildings Program in institutionalizing equity in program designs, development of offerings, and engaging with our community. CBLs both are our community members and act as advisors and outreach for reaching their communities.

Who will this serve? Emphasis placed on increasing program services and engagements for BIPOC, people with disabilities, customers for whom English is not their first language, customers living in rural communities, and customers navigating low incomes.

Timing: Ongoing (launched in 2020)

Energy Trust staff leads: Wendy Gibson, Kate Wellington

Why are we engaging? Largest emphasis on learning opportunity – CBLs provide insights and advise us in equity and community engagement, and conduct outreach and engagement activities, as well as helping us learn about customer challenges and barriers to participation.

How we anticipate using the feedback and closing the feedback loop? Meaningful feedback loops are inherently part of the CBL model; we meet weekly and try to report back on anything that happened outside of our weekly meetings. We are still working on this and hope to strengthen this aspect of the network in 2022.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Equity centered in all Existing Buildings program designs/offerings; Equity lens applied, outreach happening in meaningful ways to communities who have not been served by Energy Trust.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Launch Small Business Offering

Who are we engaging? This offering will be available to small businesses (defined as 20 or fewer employees, or in sites smaller than 20,000 square feet), with an emphasis on serving businesses owned BIPOC, people with disabilities, customers for whom English is not their first language, customers living in rural communities, and customers navigating low incomes. The offering will be delivered through a closed Trade Ally pool, with selection priority for COBID-certified contractor firms.

Who will this serve? Black, Indigenous, and people of Color (BIPOC), people with disabilities, customers for whom English is not their first language, customers living in rural communities, and customers navigating low incomes.

Timing: RFQ for Trade Ally recruitment posted 1/26, launching to customers mid-March 2022.

Energy Trust staff leads: Kate Wellington, Wendy Gibson

Why are we engaging? Support installation of energy efficiency projects at small businesses that otherwise cannot access our program offerings; generate business and build capacity with Trade Ally firms owned by Black, Indigenous and People of Color.

How we anticipate using the feedback and closing the feedback loop? The Trade Allies participating in this offering will meet with the Program on a regular basis to share lessons learned and provide meaningful input into the ongoing evolution of this offer as we learn. The program also intends to reach out to customers to learn about experience with the offering and identify additional opportunities for clean energy for those customers. The intention is that this offering enables us to build trust and relationships with both customers and trade allies.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Increased project uptake for customers who historically have not accessed our programs, increased projects completed through COBID-certified contracting firms, more COBID-certified Trade Allies in the TA network, investments made directly benefiting businesses in communities with lower participation rates. Establish relationships and trust with communities.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Joint outreach to Community Based Organizations for small business offerings by EB and Lighting

Who are we engaging? Community Based Organizations (including Business Chambers) – jointly conducted by Existing Buildings and Business Lighting programs. There is a milestone in both programs' contracts to conduct joint outreach to a minimum of 20 CBOs in 2022.

Who will this serve? Small Business Offering and Lighting Direct Install will be available to small businesses (defined as 20 or fewer employees, or in sites smaller than 20k SF), with an emphasis on serving businesses owned by Black, Indigenous, and People of Color (BIPOC), People with disabilities, customers for whom English is not their first language, customers living in rural communities, and customers navigating low incomes.

Timing: Beginning February 2022

Energy Trust staff leads: Kate Wellington, Jessica Kramer

Why are we engaging? Promote offerings that have been designed to reach communities served by these CBOs

How we anticipate using the feedback and closing the feedback loop? Not clear yet.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Relationships with CBOs, more participation in Lighting and non-lighting Small Business offerings

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Expand Community Partner Funding model to serve multifamily and small businesses

Who are we engaging? CBOs participating in current Community Partner Funding(CPF) efforts with Residential and would like to reach additional CBOs not currently participating. Examples of current CBOs include Verde, Community Energy Project, and others participating in the Residential CPF offer.

Who will this serve? Will prioritize CBOs who serve the following communities: BIPOC, people with disabilities, customers for whom English is not their first language, customers living in rural communities, and customers navigating low incomes.

Timing: Engagement started in Fall 2021 – ongoing throughout 2022.

Energy Trust staff leads: Kate Wellington, Ryan Crews

Why are we engaging? Become better partners, provide funding and build capacity for organizations who are serving customers we hope to reach, invest in organizations and communities.

How we anticipate using the feedback and closing the feedback loop? Ongoing efforts mean regular feedback, also intend to co-create CPF ideas for reaching small businesses directly with some CBOs.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Serve multifamily units through Residential CPF, add measures and strategies to serve small businesses through CPF model, result in co-created offerings between Energy Trust and CBOs.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Contractor Development Pathway

Who are we engaging? Professional Business Development Group (PBDG) who is contracted with Energy Trust to support the delivery of this offer.

Who will this serve? COBID-eligible firms who have not gotten COBID certified yet.

Timing: Launched in 2021 and continuing in 2022

Energy Trust staff leads: Cameron Starr

Why are we engaging? Support COBID-eligible firms to get certification

How we anticipate using the feedback and closing the feedback loop? Ongoing cohort model

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Increased number of COBID-certified firms in Energy Trust territory, increased number of COBID-certified Trade Allies, increased projects/capacity w/COBID-certified TAs and more projects done with their communities

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Launch Affordable Multifamily SEM cohort

Who are we engaging? Affordable Housing Organizations, residents of affordable housing, and CBO (Community Energy Project). Design activities for this offering in 2021 included consulting with CEP and doing voice of customer interviews with affordable housing providers. In 2022 CEP will continue to consult and be delivery for tenant workshops.

Who will this serve? Customers experiencing low-incomes

Timing: Launching in Q1 2022

Energy Trust staff leads: Kathleen Belkhatat

Why are we engaging? Expanding our SEM model to serve affordable housing, so that we can bring the benefits of SEM to both affordable housing providers and residents.

How we anticipate using the feedback and closing the feedback loop? Ongoing cohort model

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. SEM savings, workshops and materials delivered directly to tenants, learning more about the needs and barriers at affordable housing sites, reducing energy use to help tenants save on energy bills and alleviate energy burden for those most impacted by it.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: New Buildings program training and education events

Who are we engaging? Women, minority and regional attendees at New Buildings program training and education events

Who will this serve? The trainings will be promoted through LinkedIn and by building relationships through strategic organizational sponsorships (see next engagement summary). Event speakers will reflect the race, gender and location of the target audience. The program will continue to host events virtually and record some for on-demand viewing, to create flexibility for professionals who have competing demands on their time. Example events and timeline:

- Net Zero Emerging Leaders Internship: Grant applications are assessed based on multiple criteria including the firms' practices, goals or strategies for hiring specific to diversity, equity and inclusion, and how the firms encourage and support diverse perspectives so that future building designs may more likely meet the needs of all Oregonians.
- Multifamily Housing Panel (includes affordable multifamily e.g., Burnside Boardwalk)
- Allies for Efficiency: Midtown Place and Phoenix Crossing by Housing Works project story is affordable multifamily housing outside of Portland metro.
- NSBE Pro-PDX event (National Society of Black Engineers Portland Professionals)

Timing: New Buildings will host 15-20 training and education events this year.

Energy Trust staff leads: Shelly Carlton, Mana Haeri

Why are we engaging? To expand the diversity of the New Buildings training audience and improve diversity and inclusion in program engagement at the project level. To further advance the program's market transformation vision *to transform Oregon's building design and construction practices so that low-energy buildings become commonplace and accessible to everyone.*

How we anticipate using the feedback and closing the feedback loop? New Buildings requests a voluntary post event survey and uses that feedback to inform future event planning and logistics.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Increase participation of minority and women attendees at the program's Training & Education events to equal 15% of total annual attendees; this is aligned/slightly ahead of the market potential within the design and construction industry given the makeup of registered professionals in Oregon.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Women and minority design and construction professionals sponsorships

Who are we engaging? Women and minority design and construction professionals through Energy Trust sponsorship with National Organization of Minority Architects Portland (NOMA PDX) and National Society of Black Engineers Portland Professionals (NSBE Pro-PDX)

Who will this serve? Women and minority design and construction professionals

Timing: 2022 annual sponsorships are in place

Energy Trust staff leads: Shelly Carlton, Mana Haeri

Why are we engaging? To expand the diversity of the New Buildings training audience and improve diversity and inclusion in program engagement at the project level. To further advance the program's market transformation vision *to transform Oregon's building design and construction practices so that low-energy buildings become commonplace and accessible to everyone.*

How we anticipate using the feedback and closing the feedback loop? Through sponsorships the program aims to build relationships, become better partners in the market, learn about target market barriers and opportunities, amplify other organizations with mutually beneficial goals. Specifically, we will hear firsthand feedback on barriers to program engagement and pursuing energy efficiency.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. The program will gain the value of long-term relationship building and direct access to our core DEI audience. The sponsor will gain a market partner that supports advancement of their goals, and direct access for member to training, education and program contacts.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Direct Install Lighting Offer

Who are we engaging? Small Businesses with 20 or fewer employees or less than 20,000 square feet. Community Service Providers/Producers whose outreach is driven and based on the organization's work and who are local to the community but are not part of nation-wide organization. The community Service Provider/Producers must provide or be:

- Food, housing, health, economic, or social services (at a free or reduce cost) OR
- A religious center (place of worship), does not include private schools OR
- A community center OR
- Provide Affordable Housing whose outreach is driven and based on the following organizational services: Health Services (including healthcare access and addiction recovery), Economic Stability (including job training/placement, youth/family support, childcare) or Education and Skill Development (youth programs, early childhood education)

The program is approaching engagement with these customers through different tactics:

- Working alongside the Commercial non-lighting program to approach CBOs with both the lighting and non-lighting small business offers. The program is working on scheduling CBO meetings for 2022 right now.
- Working with the PGE 838 team to generate small business leads
- Working with customers through warm leads from existing relationships
- Energy Trust marketing efforts

Who will this serve? Small businesses with a focus on Minority, Women, Veteran and Disability owned businesses and on businesses located in rural and low-income areas

Timing: All of 2022

Energy Trust staff leads: Siletselwe Dlamini and Jessica Kramer

Why are we engaging? The program is focusing its efforts with Minority, Women, Veteran and Disability owned businesses and business located in rural and low-income areas because they have historically been underserved with Energy Trust. Also, as we engage with community-based organizations, we are trying to learn more about these customers and how to serve them better.

How we anticipate using the feedback and closing the feedback loop? We will use the feedback to evolve the offer in a direction that will best serve our focus customers. Examples: Assess how ET defines "small business" and does it resonate with customers; Better understand instances when customers do not know of Energy Trust or do not trust the *free* lighting offer; How to better engage and build trust with CBOs leaders. If the response/action lies with the program, the program will collaborate with Commercial non-lighting and Industrial to see what learnings we can share and how to evolve our offers. If the response/action lies with Energy Trust Leads (DEI, Marketing, Ops), the information will be shared and action requested. The program will also report back to the parties who provided the feedback along with the action taken.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Increase participation with underserved customers. Lower customers energy bills. Build trust with Energy Trust. Open door to other savings opportunities. Build confidence with customers that they made positive environmental choice.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Industrial and Agriculture sector focus groups

Who are we engaging? The Industrial and Agriculture sector is planning engagements with two focus groups: past Production Efficiency participants or customers who have not participated in the past that are small Businesses with 20 or fewer employees and are located in rural areas and past Production Efficiency participants or customers who have not participated in the past that are owned or led by Black, Indigenous, Latino, Asian, Women, Veterans and/or people with disabilities, or whose first language is not English.

Who will this serve? Small businesses; Minority, Women, Veteran and Disability owned businesses; and businesses located in rural and low-income areas.

Timing: Q1-2 2022

Energy Trust staff leads: Kirstin Pinit

Why are we engaging? The feedback will help us to better understand the needs and barriers of these customers and to develop relationships with people and organizations who will co-create new approaches or offerings for these customers.

How we anticipate using the feedback and closing the feedback loop? We plan to follow up with focus group participants to recap what we heard from them, and if there is interest, continue to build relationships with those who are interested in collaborating with us.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. TBD

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: MWESB/SDV capacity building

Who are we engaging? Minority and women-owned firms interested in becoming an industrial or residential PMC or PDC

Who will this serve? Minority, women owned, service disabled

Timing: RFPs will be released early March and April with decisions made by July and August

Energy Trust staff leads: Tyrone Henry, Kirstin Pinit, Marshall Johnson

Why are we engaging? Expand economic development opportunities for businesses that have not had the opportunity to participate in our programs. Diverse contractors will allow us to better serve diverse industrial and residential customers and communities.

How we anticipate using the feedback and closing the feedback loop? Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Minimum 20% of contract spend to MW/SDVE/ESB businesses.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: MWBE Contractor Support

Who are we engaging? Minority and women owned contractors and associations

Who will this serve? Minority and women owned contractors and associations

Timing: Regular check-ins for all minority/women-owned trade allies from their regional Account Managers (every 1-2 months). Attendance at LatinoBuilt, OAME, NAMC meetings and events (quarterly).

Energy Trust staff leads: Residential Team

Why are we engaging? To build awareness of Energy Trust resources, find new contractors to enroll as trade allies, and better understand barriers to participation.

How we anticipate using the feedback and closing the feedback loop? TBD

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Increased diversity of our Trade Ally network.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Rental Sector Engagement

Who are we engaging? rental associations, landlords and renters

Who will this serve? Rural, low-income and communities of color who rent their homes or apartments

Timing: Rental Associations Meetings (quarterly), Energy Trust spotlight at National Association of Rental Property Managers meeting (June), and interviewing contractors, tenants, and landlords for feedback on DHPP (Q1)

Energy Trust staff leads: Residential Team

Why are we engaging? To share awareness of Energy Trust resources, and better understand rental sector needs to inform enhanced program design.

How we anticipate using the feedback and closing the feedback loop? TBD

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Enhanced program design

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Community Partner Funding (CPF)

Who are we engaging? Trusted community-based organizations

Who will this serve? Communities of color, rural communities, indigenous communities, people experiencing lower incomes, as well as some veterans and people experiencing disabilities.

Timing: 2022 engagement activities include:

- Gauging CPF Partners Interest in the 'No-Cost DHP' Initiative (February/March)
- Mid-Year CPF Survey and Listening Sessions (May) proposed as survey with an optional discussion meeting with each enrolled Community Partner to identify barriers and needs and improve CPF program design.
- Budget Forecasting Meetings with CPF Community Partners (August) to collaboratively forecast with enrolled Community Partners to define 2023 budget needs and update 2022 budget goals.
- Developing a 'CBO Track' for the TA Forum (November) to allow for Community Partner collaboration, discussions, sharing best practices, etc.

Energy Trust staff leads: Residential Team

Why are we engaging? To reach communities of color, rural communities, indigenous communities, people experiencing lower incomes, as well as some veterans and people experiencing disabilities

How we anticipate using the feedback and closing the feedback loop? TBD

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. TBD

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Community Action Agency Collaborations

Who are we engaging? Community Action Agencies

Who will this serve? Customers experiencing low incomes

Timing: Attend and Present at OECA Meetings (Quarterly), submit YCAP Proposal to the OPUC and begin Collaboration (February), submit Proposals for CAO and YCAP for PY 2022-23 (October)

Energy Trust staff leads: Residential Team

Why are we engaging? To coordinate our programs with those of Community Action Agencies to increase the reach to customers experiencing low incomes.

How we anticipate using the feedback and closing the feedback loop? TBD

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. TBD

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Hispanic Customer Engagement

Who are we engaging? Various organizations and events

Who will this serve? Hispanic communities throughout Oregon

Timing:

- El Grito event (Portland in September)
- Fiesta Mexicana event (Woodburn)
- LatinoFest (Madras in September)
- Hispanic Metro Chamber Meetings (quarterly)
- Latino Community Association, potentially including, Gala De Oro (June) and the Empowering Families Luncheon (December)

Energy Trust staff leads: Residential Team

Why are we engaging? The Hispanic community is growing rapidly in Oregon. The Energy Trust Residential Program plans to table at events and attend meetings within the Hispanic community to build awareness of Energy Trust offerings and better understand needs of the communities. Energy Trust Residential will also be conducting CBO outreach to promote the upcoming Mi Comunidad webpage and Bonus incentive.

How we anticipate using the feedback and closing the feedback loop? TBD

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. TBD

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Supplier Diversity Program Orientation

Who are we engaging? Any firms interested in proposing to future Energy Trust solicitations with a focus on current and historical entities that have contracted with us.

Who will this serve? MWESB/SDVBE firms

Timing: Q2 or Q3 based on implementation of supplier diversity tracking system

Energy Trust staff leads: Tyrone Henry

Why are we engaging? To provide an orientation to potential proposers about the new requirements based on our supplier diversity program and to encourage them to start networking with MWESB/SDVBE firms.

How we anticipate using the feedback and closing the feedback loop? This is predominantly an informative engagement but any relevant feedback we receive from contractors will be used to ensure an effective roll-out of these new requirements.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Number of participants in the orientation, a recorded session of the orientation for future reference

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: “How to Work with Energy Trust” webinar

Who are we engaging? Any firms interested in proposing to future Energy Trust solicitations with a focus on MWESB/SDVBE firms.

Who will this serve? MWESB/SDVBE firms

Timing: Q2 or Q3 based on implementation of supplier diversity tracking system

Energy Trust staff leads: Tyrone Henry

Why are we engaging? To provide an orientation to businesses that have not historically proposed to our solicitations about how to work with Energy Trust. The webinar will include information on the types of solicitations and contracts we typically release, the usual schedule of those releases and the new requirements based on our supplier diversity program. This webinar will also help to inform future networking events.

How we anticipate using the feedback and closing the feedback loop? We will be seeking feedback on other information that businesses would find helpful to better work with Energy Trust. We will also be presenting some website enhancements and getting feedback on those.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Number of participants in the orientation, a recorded session of the orientation for future reference

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Oregon Public Utility Commission DEI Measure Development

Who are we engaging? The OPUC and various environmental justice organizations that participate in the process to establish Energy Trust’s 2023 DEI performance measures in accordance with HB3141.

Who will this serve? Energy Trust and environmental justice organizations

Timing: TBD based on the OPUC’s schedule

Energy Trust staff leads: TBD

Why are we engaging? HB3141 directed the OPUC to implement a process to engage environmental justice organizations in the development of a set of 2023 DEI-related performance measures for Energy Trust. Energy Trust will participate in this engagement to provide information as requested and to ensure we fully understand the expectations of this group.

How we anticipate using the feedback and closing the feedback loop? Not applicable.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. A set of 2023 DEI-related performance measures for Energy Trust.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: DEI Plan – 2022 metrics outreach

Who are we engaging? The Diversity Advisory Council and community organizations representing communities of color, low-income communities, and rural communities

Who will this serve? Customers that have been historically underserved by Energy Trust's programs

Timing: February DAC meeting and Q2 and Q3 for at least four more engagements with organizations serving communities of color and rural communities

Energy Trust staff leads: DEI Committee and DEI Ops Plan Team

Why are we engaging? Energy Trust's DEI Plan – 2022 proposes a set of metrics for this year. These engagements will be designed to get specific feedback on those metrics including whether they are meaningful to our stakeholders and customers, whether they are sufficient indicators of success and whether they reflect adequate progress in 2022 towards the goals and outcomes. These engagements on the DEI Plan metrics are anticipated to be a an OPUC Performance Metric for Energy Trust in 2022 to hold us accountable to engaging DAC and community organizations representing communities of color, low-income communities, and rural communities on our proposed metrics.

How we anticipate using the feedback and closing the feedback loop? We will track on all feedback received from these engagements and summarize how it is reflected in our revised metrics. Participants will be notified of any changes to these metrics and how their input was considered in those revisions.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Number of participants at the engagement events. Final set of 2022 metrics.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Chambers with a focus on outreach to diverse businesses

Who are we engaging? Local Chambers of Commerce with a focus on small businesses and DEI initiatives.

Who will this serve? Small business offerings in various languages will be available to small business owners engaged with their chambers and chamber's partners like SBDC, SCORE, Small Business Administration, Small Business Legal Clinic, Business Recovery Centers, and other partner Community-Based Organizations. Beaverton Area Chamber recently shared annual reporting for small businesses served in 2021 reflect over 70% minority-owned business owners of total served through their program, Impact Beaverton, and other DEI initiatives minority-owned businesses. Half of the business owners receive a support request information for resources and education in Spanish.

Timing: Beginning January 2022

Energy Trust staff leads: Emma Clark, Mia Deonate, and CCS Outreach team

Why are we engaging? This opportunity provides many ways to strengthen our partner relationship and engage with small to medium-sized businesses through DEI initiatives in part funded by the local government. In response to the pandemic, local chambers have been a key resource for small businesses by providing technical assistance and information on various languages, education, personal protection equipment, and professional services like legal and accounting.

How we anticipate using the feedback and closing the feedback loop? Through these engagements, chambers have implemented strategies to reach communities of color and shared data and information with other entities. We see an opportunity to partner with local chambers and leverage outreach opportunities.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. TBD

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Rural leaders attending rural focused events

Who are we engaging? Rural Leaders

Who will this serve? Customers living in rural areas.

Timing: Through rural-specific events such as – Regards to Rural (May), Making Energy Work for Rural Oregon (September)

Energy Trust staff leads: Karen Chase and Caryn Appler

Why are we engaging? Major events that convene multiple rural communities on issues that align with energy and resiliency. We have opportunity to network with attendees, share the agenda and host sessions to understand more deeply rural customer needs and how our programs and services can meet their unique needs. Also, we receive a clearer picture of rural capacity that can directly affect energy-related programs and project successes.

How we anticipate using the feedback and closing the feedback loop? Will summarize learnings and share with program leadership team. Will follow-up with event organizers on what we learned and how it is influencing changes in programs and services.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Undetermined at this time. Depends on what is learned.

Long-term relationship potential and progress metrics used to assess relationship TBD

Engagement Title: Rural Communities

Who are we engaging? Rural Communities

Who will this serve? Customers living in rural areas.

Timing: Through regular convening of and interactions with rural stakeholders across Energy Trust service area throughout the year (such as Long-Term Recovery Groups, Latinx Interagency Network Committees, Coos County building trades workforce committee, Eastern Oregon Workforce Housing) and through regional and statewide events that provide direct access to rural leadership (such as AOC, League of Oregon Cities and the Eastern Oregon Economic Summit). Through rural community relationship development via outreach and program delivery processes (such as rural small business commercial lighting direct installation, and multifamily ductless heat pump programs).

Energy Trust staff leads: Karen Chase and Caryn Appler

Why are we engaging? To better understand rural needs, and their barriers to participating in our programs and services. To gather information on gaps in local contractors and workers. To better align offerings with rural priorities and recognize benefits in integrating and collaborating with rural issue-resolving efforts.

How we anticipate using the feedback and closing the feedback loop? Will summarize learnings and share with program leadership team and suggest an empathy mapping process. Will follow-up with community members on what we heard and how it is influencing changes in programs and services. Will obtain ongoing rural community intelligence regarding community capacity, pertinent local/regional CBOs and their focus areas, and additional and/or deeper partnership opportunities.

Outcomes of engagement (notes, projects, referrals, contracts, agreements, etc.) including impacts to our customers. Undetermined at this time. Depends on what is learned.

Long-term relationship potential and progress metrics used to assess relationship TBD

Tab 13

Briefing Paper

Board of Directors Fuel-switching Policy and Summary of Meeting with Interested Stakeholders on December 9, 2021

February 23, 2022

Summary

Energy Trust has maintained a Fuel-switching Policy for energy efficiency measures since 2002. The board of directors regularly reviews the policy, per its standard practice, and the policy was affirmed by OPUC order in 2014. While not scheduled for a review, the board will discuss the policy at its February 23 meeting in light of changing state energy policies and recent communications with interested stakeholders. The group of stakeholders is requesting modifications to the policy to allow for Energy Trust to provide an incentive for customers to switch existing natural gas equipment to electric equipment.

Board members Melissa Cribbins, Henry Lorenzen and Alexia Kelly, along with Executive Director Michael Colgrove, staff members Hannah Cruz and Debbie Menashe, and staff from the Oregon Public Utility Commission met with representatives of some of the interested stakeholders on December 9, 2021. This briefing paper summarizes the meeting discussion and outcomes for Energy Trust.

Background

- The board adopted **4.03.000-P Fuel-switching Policy** in February 2002 and maintained a regular review schedule. It is the board's policy to leave fuel choice as a consumer decision and that Energy Trust incentives are not intended to affect fuel choice. Providing fuel-neutral technical information is allowed. See **Appendix 1** for the current policy.
- The policy was affirmed by Oregon Public Utility Commission in 2014 when the OPUC adopted Order 13-104, which states that Energy Trust programs are not to be designed or marketed to promote a particular fuel choice.
- There is growing interest in reducing greenhouse gas emissions in the utility sector, including from reducing or stopping the burning of natural gas in homes and buildings for space heating, water heating and cooking.
- In August and October 2021, the board received two letters from a group of 27 Oregon and national organizations urging changes to the Fuel-switching Policy. Citing climate, health, safety and justice risks, the group urged the board to change the policy or approach, including through either revoking the policy, expressly encouraging fuel switching and/or providing information about all efficiency options—regardless of fuel—before the customer has selected its preferred fuel. See **Appendix 2** for the letters and the board's written response.
- In December, approximately 10 members of the group accompanied by a state legislator and a legislative staff member, met with representatives from the board of directors, Energy Trust staff and OPUC staff to further discuss their concerns.
- At the meeting, representatives of the organizations that signed the letters shared the following:

- The letters were to encourage Energy Trust to investigate the fuel switching policy and to communicate the need for building electrification.
- The group views Energy Trust as within its authority to change the policy notwithstanding the provisions of OPUC Order 13-104. Changing the policy would mirror local governments and communities that are trending toward electrification.
- Burning natural gas indoors, or gas emitted through poorly maintained gas equipment, releases unhealthy levels of pollutants and increases the risk to people who are asthmatic, very young, elderly or pregnant. Black and low-income people are disproportionately impacted because they are disproportionately renters, live in smaller spaces and have less control on the equipment present in their home.
- Building electrification has economic advantages, including as natural gas prices are predicted to rise due to commodity price impact, the added cost to decarbonize the gas system and stranded assets raising the price for customers left on the system. Gas equipment that fails should be replaced with electric equipment.
- Incentives and information from Energy Trust can help accelerate a movement to building electrification. The group cited frustration among local and state elected officials that electrification is not made easier through Energy Trust.

Summary and Outcomes of December Meeting

At the December meeting, the following matters were discussed:

- The impacts of climate change are evident now and advocates are taking important actions by engaging in regulatory processes that shape customer programs.
- The board views the Fuel-switching Policy as in-line with OPUC direction. That direction may or may not change through an active investigation into the Future of Natural Gas docket at the commission (UM 2178). It is not prudent for the board to unilaterally make changes to the policy without OPUC involvement nor is the board currently reviewing the policy now given the active investigation at the OPUC.
- There is a close intersection of the Fuel-switching Policy with the Cost-effectiveness Policy, and while there may be technology on the market for a customer to switch from a gas version to an electric version, if they chose, it does not necessarily mean there is a cost-effective technology for Energy Trust to incent.
- Energy Trust staff described that the letters prompted a review of what the current policy provides for and how the policy is implemented. Staff identified gaps in Energy Trust information leading to a confusing customer experience and trade ally contractor misunderstanding of the policy and how it can be implemented. Staff is working to ensure that information provided to customers and trade allies is clearer when customers are researching fuels and equipment.
- That the relevance and applicability of national and regional studies on natural gas decarbonization pathways are not as pertinent compared to state-specific studies, which are lacking.
- Energy Trust is exploring how health impacts of energy efficiency can be quantified. And is working with the healthcare industry to understand the opportunities and how the organization can work with them to improve the health-outcomes of customers.

- The continued interest of Energy Trust staff to be part of future conversations with the group on identifying customer solutions together, including when those solutions are within Energy Trust's purview and identifying when they aren't.

Outcomes from the meeting:

- Staff has convened an internal Customer Fuel Choice team that is evaluating Energy Trust's web, call center, trade ally and other communications and informational materials to support customers in understanding and making energy efficiency decisions that are best for their home, regardless of fuel choice.
- Incentives and incentive availability continue to not be used, and are not intended to be used, as engagement points to encourage fuel switching, pursuant to the board policy.
- It is within the purview of the board to set, modify and retire its board policies. In doing so, the board takes into account many factors, including state policy direction. At this time, the state's policy is not explicit or clear concerning fuel switching from natural gas to electricity or the use of incentives from energy efficiency program administrators to encourage it. While the OPUC is investigating questions like this in the Future of Natural Gas docket (UM 2178), the investigation is ongoing.
- Staff are re-examining the application of the policy so customers view the organization as an informational resource and trade ally contractors understand the policy and the organization's intention that they have open conversations with customers on fuel choice.

Next Steps

- Maintain the Fuel-switching Policy and review the policy, along with all board policies, through the board policy review efforts happening at the Nominating and Governance Committee.
- Continue the Customer Fuel Choice enhancements and continue to monitor the UM 2178 proceeding at the OPUC.
- Return to the board Nominating and Governance Committee when the results of UM 2178 are known.

Appendix 1—4.03.000-P Fuel-switching Policy



4.03.000-P Fuel-switching Policy

History			
Source	Date	Action/Notes	Next Review Date
Board Decision	February 27, 2002	Approved (R84)	February 2005
Board Decision	May 4, 2005	Amended (R331)	May 2008
Policy Committee	December 2, 2008	Reviewed-no changes	May 2011
Board Decision	May 22, 2013	Amended (R669)	May 2016
Policy Committee	May 12, 2016	Reviewed-no changes	May 2019

Policy:

- **This policy applies only to energy efficiency measures, not to solar-thermal, geothermal or other renewable energy systems.**
- **Fuel choice is a consumer decision. While Energy Trust offers incentives to encourage consumers to use high-efficiency equipment for the fuel consumers choose, Energy Trust does not intend its incentives to affect fuel choice.**
- **Energy Trust will not advocate fuel-switching to non-renewable options, but may provide fuel-neutral technical information on efficiency options. That is, Energy Trust may undertake technical studies to identify efficiency opportunities and make recommendations for making an application more efficient for an energy source specified by the energy user. If the energy user expresses interest in converting to another energy source, Energy Trust may perform analysis showing the economics of alternative systems, including the savings and incentives for installing high-efficiency options for the energy source. This type of assistance should help customers consider the merits of their options.**
- **Energy Trust should work with gas and electricity suppliers who wish to provide efficiency information and/or incentives for conversion, where the customer deems that appropriate.**
- **Energy Trust should revisit the Policy periodically to assess whether the Energy Trust is missing compelling opportunities.**

Appendix 2—Communications Between Energy Trust and Co-signers of Letters Urging Changes to the Board’s Fuel-switching Policy

Three letters were shared between the Energy Trust board of directors and the interested stakeholders. They follow in this order:

1. Initial letter from interested stakeholders to the board of directors, dated August 23, 2021
2. Board of Directors response, dated September 20, 2021
3. Reply from interested stakeholders to the board of directors, dated October 22, 2021

[Return to agenda](#)

PINK PAPER



To: Energy Trust of Oregon President Melissa Cribbins and Board of Directors

CC: Oregon Public Utility Commissioners and relevant Energy Trust of Oregon Staff

Subject: Request to Modernize Energy Trust of Oregon’s Fuel Switching Policy

Dear President Melissa Cribbins and Energy Trust of Oregon Board Members,

The undersigned organizations urge the Energy Trust of Oregon to modernize its Fuel Switching Policy immediately to permit and incentivize switching from gas to electric appliances and heating and cooling systems for the health and safety of Oregonians and to mitigate the devastating impacts of climate change.

Since its inception, the Energy Trust of Oregon, Inc. (“Energy Trust”) has served a vital role in providing Oregon residents and businesses with energy efficiency and renewable energy solutions. Energy Trust has also been able to innovate and adapt to emerging conditions or technologies while continuing to help its customers and communities reduce costs and save energy. Energy Trust’s Strategic Plan identifies the continuing need to innovate and adapt,

highlighting challenges and emerging dynamics that will require changes in order to accomplish the organization's energy goals and benefit customers. In particular, this plan identifies challenges relating to the need to mitigate and adapt to the harmful effects of climate change and the related need to reduce greenhouse gas emissions.¹ Other recent Energy Trust documents similarly focus on connecting its programs to, among other things, resiliency and greenhouse gas reduction efforts.² Governor Brown's Executive Order 20-04 likewise acknowledges the urgent need to reduce emissions and protect vulnerable populations. This order, among other things, directs the Public Utility Commission to prioritize activities that advance decarbonization and reduce GHG emissions.³ In light of the recent climate-driven heat dome that settled over Oregon, leading to days of record breaking temperatures and a "mass casualty event" of over 100 recorded deaths across the state, the need for climate action has never been so urgent. With some program adjustments, the Energy Trust of Oregon could help lead this action.

To address these unprecedented challenges and truly serve Oregonians, Energy Trust will need to overhaul its approach to natural gas incentives. Though the full scope of how Energy Trust adapts to address these challenges may present complications, certain changes are easy. We, the undersigned, are writing today to ask that you implement one of the simple changes: revoke the Fuel Switching Policy. The Fuel Switching Policy provides that the "Energy Trust should revisit the Policy periodically to assess whether the Energy Trust is missing compelling opportunities." It is hard to imagine a more compelling, more urgent opportunity than addressing the climate crisis, and the devastating impacts being felt across our state.

Natural gas, the majority of which comes to Oregon from fracked sources, is primarily methane.⁴ Methane is an exceptionally potent greenhouse gas, providing 84-86 times the warming power of carbon dioxide over the first 20 years (28-34 times over 100 years).⁵ Several recent studies have demonstrated the urgency to reduce methane emissions. For example, in early May, the United Nations noted that "cutting methane is the strongest lever we have to slow climate change over the next 25 years..."⁶ Also in early May, a study published in the Environmental Research

¹ Energy Trust of Oregon, *Strategic Plan 2020 - 2024* ("2020 - 2024 Strategic Plan"), pp. 3, 12-13, available at https://www.energytrust.org/wp-content/uploads/2019/11/2020-2024_StrategicPlanGuide_Final.pdf (all links last accessed 7/18/2021).

² Energy Trust of Oregon, attachments to *Energy Trust of Oregon 2021 Annual Budget and 2021-2022 Action Plan APPROVED AMENDED*, pp. 27 (Organizational Goals) & 128 (Action Plan) (May 19, 2021), available at https://www.energytrust.org/wp-content/uploads/2021/05/Amended_2021-22_Budget_Binder.pdf.

³ Governor Kate Brown Executive Order 20-04 ("Directing State Agencies to Take Actions to Reduce and Regulate Greenhouse Gas Emissions"), pp. 7-9 (3/10/2020), available at https://www.oregon.gov/gov/Documents/executive_orders/eo_20-04.pdf.

⁴ Sightline Institute, *Is Your "Natural" Gas Actually Fracked?* available at <https://www.sightline.org/2017/10/30/is-your-natural-gas-actually-fracked/>

⁵ United Nations Economic Commission for Europe, "The Challenge," available at <https://unece.org/challenge>.

⁶ Climate and Clean Air Coalition (CCAC) and the United Nations Environment Programme (UNEP), *Global Assessment: Urgent Steps Must be taken to reduce methane emissions this decade* (5/6/21), available at

Letters found that cutting methane emissions could slow the rate of global warming by about 30%.⁷ Several weeks later, the International Energy Agency (“IEA”), an historically conservative organization, issued a roadmap to meet net zero emissions by 2050 and thereby attempt to limit the worst impacts of climate change. The IEA roadmap describes a rapid reduction in fossil fuel use, including banning new fossil fuel boilers by 2025.⁸

In addition to the obvious and severe climate impacts, natural gas presents other significant risks, including risks that are inconsistent with Energy Trust priorities. For example, several recent studies have demonstrated the indoor health impacts of natural gas. These studies have shown how natural gas appliances can lead to indoor air so degraded that it would violate ambient air standards if measured outside.⁹ They have also linked this indoor air quality to increased asthma and other health costs¹⁰—costs that disproportionately impact low-income populations and communities of color.¹¹ While some might be able to afford and maintain venting that would remove some of these contaminants from their homes, simply expelling these pollutants outdoors is not a solution. Recent studies have demonstrated the connection between natural gas combustion in buildings to community deaths from diminished outdoor air quality.¹² In addition, natural gas presents other significant community safety concerns, from explosions (like the one in Northwest Portland in November 2016), to leaking distribution systems,¹³ to infrastructure located in areas with significant seismic hazards. And these hazards, as well as the overall impacts of climate change, disproportionately impact Black, Indigenous, and People of Color

<https://www.unep.org/news-and-stories/press-release/global-assessment-urgent-steps-must-be-taken-reduce-methane>.

⁷ Ilissa B Ocko *et al* 2021 *Environ. Res. Lett.* 16 054042, available at

<https://iopscience.iop.org/article/10.1088/1748-9326/abf9c8>,

⁸ <https://www.iea.org/reports/net-zero-by-2050>.

⁹ UCLA Fielding School of Public Health Department of Environmental Health Sciences, *Effects of Residential Gas Appliances on Indoor and Outdoor Air Quality and Public Health in California*, p. 6 (4/2020), available at <https://ucla.app.box.com/s/xyzt8jc1ixnetiv0269qe704wu0ihif7>.

¹⁰ *Id.* at p. 26-27.

¹¹ Seals, Brady, “Indoor Air Pollution: the Link between Climate and Health” (5/5/2020), available at <https://rmi.org/indoor-air-pollution-the-link-between-climate-and-health>.

¹² Seals and Prescott, “Uncovering the Deadly Toll of Air Pollution from Buildings” (5/5/2021) (discussing Harvard T.H. Chan School of Public Health study), available at <https://rmi.org/uncovering-the-deadly-toll-of-air-pollution-from-buildings/>; see also Jonathan J Buonocore *et al* 2021 *Environ. Res. Lett.* 16 054030, available at <https://iopscience.iop.org/article/10.1088/1748-9326/abe74c>.

¹³ See <https://thegasindex.org/> (showing significant leakage rates in Portland, OR).

(BIPOC) and low-income communities¹⁴—the same communities for which the Energy Trust identifies a need to improve its ability to serve.¹⁵

Based on these climate, health, safety, and justice risks, many cities have banned natural gas hookups in new construction.¹⁶ Studies similarly recommend that states phase out utility incentive programs for natural gas appliances and heating and cooling systems.¹⁷ These appliances can last for 10 to 20 years, with any new purchase working to lock in these negative public health and climate warming impacts for years to come.

As the destruction from raging wildfires and the mass casualties from the recent climate-change-induced heat dome illustrate,¹⁸ we can no longer pretend that we have unlimited time. Based on the state of science and existing technologies, we need to and we can decarbonize now. Oregon’s HB 2021, which will provide Oregon utility customers with 100% clean electricity while prioritizing environmental justice issues, further illustrates the importance and benefits of electrification.¹⁹

Gas utilities, recognizing the incompatibility of their product with decarbonization, have attempted to sell renewable natural gas or hydrogen as solutions. While these alternatives might have limited use in hard-to-electrify sectors, they represent false solutions for building decarbonization (both with respect to availability and affordability) and serve only to delay the necessary and inevitable transition from fossil fuels to clean electricity.²⁰ Retaining, or worse,

¹⁴ NAACP, *Fumes Across the Fence-Line: The Health Impacts of Air Pollution from Oil & Gas Facilities on African American Communities* (11/2017), available at <https://naacp.org/resources/fumes-across-fence-line-health-impacts-air-pollution-oil-gas-facilities-african-american>, and

Fossil Fueled Foolery: An Illustrated Primer on the Top 10 Manipulation Tactics of the Fossil Fuel Industry, Fossil Fueled Foolery 2.0: An Illustrated Primer on the Fossil Fueled Industry's Deceptive Tactics (4/2021), available at <https://naacp.org/articles/new-naacp-report-fossil-fueled-foolery-20>.

¹⁵ 2020 - 2024 Strategic Plan, p. 4.

¹⁶ Though California cities have been leading the way (<https://www.sierraclub.org/articles/2021/06/californias-cities-lead-way-gas-free-future>), other major cities have also worked to phase out gas, including Seattle

(<https://www.kuow.org/stories/seattle-bans-natural-gas-in-new-buildings>). Closer to home, Multnomah County prohibited the use of fossil fuels in new and remodeled county buildings

(<https://www.multco.us/sustainability/news/multnomah-county-board-first-state-restrict-fossil-fuel-use>).

¹⁷ Rocky Mountain Institute, *Regulatory Solutions for Building Decarbonization: Tools for Commissions and Other Government Agencies*, p. 31 (7/2020), available at <https://rmi.org/insight/regulatory-solutions-for-building-decarbonization/>.

¹⁸ Borenstein, Seth, “Study: Northwest heat wave impossible without climate change” (7/7/2021), available at

<https://apnews.com/article/climate-climate-change-science-environment-and-nature-935be069af34aad472074d42097af85e>.

¹⁹ <https://olis.oregonlegislature.gov/liz/2021R1/Measures/Overview/HB2021>.

²⁰ Roberts, David, “The false promise of “renewable natural gas” (2/20/2020), available at <https://www.vox.com/energy-and-environment/2020/2/14/21131109/california-natural-gas-renewable-socalgas>; “Green Hydrogen in Natural Gas Pipelines: Decarbonization Solution or Pipe Dream?” (11/30/2020), available at

<https://www.greentechmedia.com/articles/read/green-hydrogen-in-natural-gas-pipelines-decarbonization-solution-or-pipe-dream>.

expanding natural gas infrastructure while recognizing the need to phase out fossil fuels will lead to stranded costs which will need to be absorbed by a shrinking number of natural gas customers—likely those least able to afford to transition to electric.²¹

Against this backdrop, it is indefensible to continue to incentivize additional natural gas infrastructure or to maintain barriers to electrification for residential and business customers.²² Unfortunately, the Fuel Switching Policy, though facially neutral, does just that by requiring customers to independently determine that they will switch fuels, and communicate that, before learning about the incentives for ultra-efficient electric appliances. Instead of encouraging customers to make the necessary transition from natural gas, the Fuel Switching Policy imposes unnecessary burdens on customers and conflicts with stated Energy Trust goals. Energy Trust should not only allow incentives to convert from natural gas to electric appliances and heating and cooling systems, but should also expressly encourage it.

The undersigned organizations urge the Energy Trust of Oregon to revoke or modify its Fuel Switching Policy immediately to permit and incentivize switching from gas to electric appliances and heating and cooling systems for the health and safety of Oregonians and to mitigate the devastating impacts of climate change.

Thank you for your consideration.

Alan Journet and Kathy Conway, Co-Facilitators, Southern Oregon Climate Action Network (SOCAN)

Amy Schlusser, Staff Attorney, Green Energy Institute at Lewis & Clark Law School

Anne McKibben, Policy Director, Elevate

Anne Pernick, SAFE Cities and Fossil Fuel Non-Proliferation Treaty Community Manager, Stand.Earth

Bethany Cotton, Conservation Director, Cascadia Wildlands

Bill Kucha, Chair, 350 Oregon Central Coast

Brian Lee, Lead, Corvallis Interfaith Climate Justice Committee

²¹ Oregon Citizens Utility Board, “COMMENTS OF THE OREGON CITIZENS’ UTILITY BOARD ON OREGON PUBLIC UTILITY COMMISSION EXECUTIVE ORDER 20-04 WORK PLANS,” p. 4 (10-28-2020), available at <https://www.oregon.gov/puc/utilities/Documents/EO20-04-Comments-CUB.pdf>.

²² California realized the need to reduce natural gas infrastructure and consumption, eliminating in August 2019 their counterpart to the Fuel Switching policy (<https://www.greentechmedia.com/articles/read/2020-looks-like-the-breakout-year-for-building-decarbonization-in-california#gs.ybleag>) and providing significant additional funding to incentivize conversion to heat electric heat pumps (<https://www.greentechmedia.com/articles/read/california-moves-to-tackle-another-big-emissions-source-fossil-fuel-use-in-buildings>).

Brian Stewart, Founder, Electrify Now

Carl Christianson, Owner, G. Christianson Construction

Cathryn Chudy, Director, Oregon Conservancy Foundation

Dineen O'Rourke, Campaign Manager, 350PDX

Dylan Plummer, Senior Campaign Representative, Sierra Club

George Hutchinson, Pacific Green Party, Treasurer

Greg Bourget, Portland Clean Air, Executive Director

J. Ron Hess, Co-Moderator, Eugene Interfaith Earth Keepers

Jonny Kocher, Associate, Rocky Mountain Institute

Karen Stahr Bloom, Team Leader, Environmental Care Team, First United Methodist Church of Corvallis

Kathleen McKinney, Board Chair, Oregon Unitarian Universalist Voices for Justice

Lenny Dee, President, Onward Oregon

Meredith Connolly, Oregon Director, Climate Solutions

Mike Bellstein, Coordinating Committee, Pacific Green Party, Linn-Benton Chapter

Nick Caleb, Climate and Energy Attorney, Breach Collective

Noelle Studer-Spevak, Board Secretary, Families for Climate

Patricia Hine, President, 350 Eugene

Peter Sallinger, Founding Member, Portland Youth Climate Council

Samantha Hernandez, Climate Justice Organizer, Oregon Physicians for Social Responsibility

Wendy Woods, Coordinator, Electrify Corvallis

PINK PAPER

To: Sierra Club and Co-signers
From: Energy Trust of Oregon Board of Directors President Melissa Cribbins
Date: September 20, 2021
Re: Request to Modernize Energy Trust of Oregon's Fuel Switching Policy

On August 23, 2021, the Energy Trust of Oregon Board of Directors (Board) received a letter signed by 27 Oregon and national organizations urging changes to the board's Fuel Switching policy. The Board reviewed and discussed the letter at its Policy Committee meeting on September 9, 2021, and the following is our response.

The Board thanks the co-signers for their letter and for advocating for actions to address climate change and its devastating impacts. We agree that these impacts are not in the future; they are evident right now.

Energy Trust of Oregon's core purpose is to support Oregon's energy policies. We are a non-lobbying body and in accordance with our grant agreement with the Oregon Public Utility Commission (OPUC), we do not advocate for one policy or another, or for one utility position over another. We are funded by and deliver programs to utility customers of five investor-owned utilities. These programs are designed to advance Oregon's energy policy objectives of least-cost planning, energy efficiency, conservation and diversified renewable resources. Governor Brown's Executive Order 20-04 adds carbon and other greenhouse gas emissions reductions to the state's clean energy policy objectives, when such reductions are feasible and within a state agency's legislatively granted authority. This includes at the OPUC and with the Department of Environmental Quality's forthcoming Climate Protection Program.

On March 27, 2013, the OPUC adopted Order 13-104, which states that Energy Trust programs are not to be designed or marketed to promote a particular fuel choice. The Board reviews all of its policies on a regular basis, including the Fuel Switching policy. Changing this policy would first require a change to the OPUC Order with which it complies.

The Fuel Switching policy reflects the direction of Order 13-104. Energy Trust has interpreted and implemented that guidance so that in instances where baseline efficiency can be determined and a cost-effective upgrade is present, we can provide an incentive for equipment that is more efficient than equipment typically installed, regardless if the equipment is gas or electric or the home or building is served by gas or electric. For example, Energy Trust incentives can help pay a portion of the cost difference between a new standard heating system and a new high-efficiency heating system. The incentive is only available if the customer purchases the high-efficiency version and not for any of the costs associated with converting from a system with a different fuel source than currently installed.

Energy Trust's energy efficiency and small-scale renewable energy solutions help utility customers of NW Natural, Cascade Natural Gas, Avista, Portland General Electric and Pacific Power reduce their on-site energy consumption and lower their utility bills. Collectively, their actions help keep rates lower overall for all utility customers. They also improve the comfort and livability of homes, enhance employee productivity and avoid carbon and greenhouse gas emissions. Energy Trust's natural gas efficiency efforts have avoided the emission of 3 million tons of CO₂ since 2003.

In the absence of more comprehensive decarbonization policies, natural gas conservation and energy efficiency have been and continue to be an effective approach to help reduce the carbon impacts of the natural gas industry. Natural gas efficiency opportunities exist in residential, commercial and industrial settings, and cumulative projected savings could reach 10-20% of gas utilities' forecasted annual loads in 2040. As NW Natural, Cascade Natural Gas and Avista develop their compliance plans for the Climate Protection Program, Energy Trust programs remain a pathway for each utility to achieve its reduction targets. Additionally, pilots such as the geographically targeted energy efficiency pilot seek to avoid more costly investments in the natural gas distribution system by avoiding otherwise necessary investments. Energy Trust is also participating in the OPUC's Natural Gas Fact Finding docket to better understand how energy efficiency can help offset expected cost increases due to the Climate Protection Program.

We are ready partners to work with the OPUC as it addresses greenhouse gas reduction efforts through the Natural Gas Fact Finding docket, its agency response to Executive Order 20-04 and through its oversight of utilities and our contract.

Energy Trust's activities and programs can support climate change goals within the rules and contract terms under which we operate. Energy Trust staff and I are available to meet with representatives of the organizations that co-signed the August 23 letter to further explain this policy and better understand your concerns.

Sincerely,

Melissa Cribbins, Energy Trust Board President

Cc: Energy Trust Board of Directors, Commissioner Chair Megan Decker, Commissioner Letha Tawney, Commissioner Mark Thompson

PINK PAPER

Dear President Cribbins and Energy Trust of Oregon Board Members,

We are writing to reply to your August 23, 2021 letter responding to the request that Energy Trust of Oregon (“Energy Trust”) modify its Fuel Switching Policy (the “Policy”). In that response, Energy Trust indicates that it lacks authority to change the Policy. Respectfully, Energy Trust possesses this authority and should exercise it.

While your response includes information on Energy Trust’s background and the good work the organization has done to reduce emissions associated with natural gas, the only argument that Energy Trust cannot change your Policy and further reduce those emissions is that Oregon Public Utility Commission (“OPUC”) Order 13-104 (March 27, 2013) prevents such action. Nothing in that order prevents Energy Trust from modifying its own policy.

For brief background, OPUC issued Order 13-104 in Docket UM 1565. OPUC opened that docket in 2011 because NW Natural argued that electric heat pump incentives (combined with the phase out of the high efficiency gas incentive) had the effect of causing customers to switch fuels. NW Natural argued that this “fuel switching” violated the Policy, a policy which already existed, and wanted Energy Trust to prevent customers with gas heating from using the heat pump incentive. OPUC only became involved with the interpretation of your Policy because Energy Trust was reluctant to make the changes NW Natural requested without OPUC guidance.¹

That docket, in other words, was initiated to interpret and clarify the existing Policy, particularly whether incentives could have the effect of fuel switching even if not intended to do so. No parties to that process challenged the fundamental existence of your Policy.² That the OPUC interpreted your Policy in that matter (and in a way that disagreed with NW Natural’s interpretation) does not mean that Energy Trust cannot revisit the Policy without OPUC direction. That interpretation of the OPUC order is directly contradicted by the face of your Policy, which expressly provides that Energy Trust “should revisit the Policy periodically to assess whether the Energy Trust is missing compelling opportunities.”

In our request, we tried to highlight the compelling opportunities presented by this moment. Indeed, when set against the documented and devastating health, safety, justice, and climate impacts of methane, whether from natural gas or renewable natural gas, it is hard to imagine a

¹ See [Direct Testimony of Bill Edmonds](#) (November 2012), pp. 20-21 (“Q: Given that NW Natural’s proposals in this docket simply relate to tailoring Energy Trust’s practices, why is it necessary for the Commission to get involved? Couldn’t Energy Trust undertake these changes without the Commission’s direction? A: NW Natural believes that Energy Trust could undertake the changes that NW Natural has proposed without any direction from the Commission. However, NW Natural understands that Energy Trust is hesitant to make these changes without Commission guidance. For this reason, Commission guidance is being sought in this docket.”)

² When that docket was initiated almost a decade ago, the State’s electricity mix was dirtier and was not required to be 100% clean by 2040, the indoor air impacts of natural gas were less understood, the urgent timeline for reducing methane emission was less clear, forests and neighbors were not perishing in climate-fueled events, and no State order directed all agencies (including OPUC) to “exercise any and all authority and discretion vested in them by law” to help achieve emission reductions goals.

more compelling set of opportunities to encourage action. And additional evidence continues to accumulate regarding the dangers of methane and the urgency to electrify.

Since our request, for example, 64 organizations submitted a report, [Methane Gas: Health, Safety, and Decarbonization](#), that further documents the dangers of methane and the benefits of electrification to Oregonians. Also, another new report, [Are Heat Pumps the Most Overlooked Climate Solution?](#), highlights the cost savings, emissions reductions, and jobs created by transitioning to heat pumps. In addition, another new report, [Why Heat Pumps Are the Answer to Heat Waves](#), discusses the superior performance of heat pumps during extreme heat events. In other words, not only do gas appliances accelerate warming and related climate events, like our fatal heat domes and wildfires, but gas appliances are also more expensive and less resilient during these events. Oregonians have also experienced this dynamic in the wildfire context: As we are increasingly forced indoors to escape wildfire-degraded air quality, [the Centers for Disease Control and Prevention](#) and the [Oregon Health Authority](#) warn against using gas appliances. Moreover, EPA has recently stopped recognizing [gas furnaces, boilers or dryers with the Energy Star Most Efficient product designation](#) - a recognition that burning natural gas for heating does not meet their criteria for “saving money and protecting the environment.” And, finally, the United Nations Intergovernmental Panel on Climate Change (“IPCC”) published their latest report, [Climate Change 2021: The Physical Science Basis](#), to guide policymakers. [UN Secretary Guterres described](#) the report as a “code red for humanity” and highlights the “clear moral and economic imperative” to take action and “protect the lives and livelihoods of those on the front lines of the climate crisis.”

While we appreciate Energy Trust’s efforts to reduce emissions and its recognition that “the climate crisis is here,” our code red moment requires more. A 10-20% savings in forecasted natural gas loads in 2040, loads that gas utilities forecast to increase, is insufficient. More significant and rapid reductions are required to meet the scale of the crisis as well as to meet Oregon's climate goals.

It is our request that Energy Trust revisit and change the Policy as soon as possible to take into consideration the arguments we have made above. While we believe that Energy Trust possesses this authority, we realize that this would reflect a significant (albeit necessary) change. As such, we understand your reluctance to implement this change without OPUC direction. If Energy Trust feels that the OPUC should be involved in changing your Policy, we request that you proceed with securing that involvement without delay.

Thank you for your consideration.