

Energy Trust Board of Directors

October 12, 2022

Energy Trust of Oregon Board of Directors' Meeting Zoom

Register in advance for this meeting:
https://us06web.zoom.us/webinar/register/WN_sEcyl-acSaiZ9_B2EG0rxQ

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

PUBLIC COMMENT:

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

There is an opportunity for Utility and Public Comment on the Draft 2023 Budget and 2023-2024 Action Plan

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

204th Board Meeting

October 12, 2022



Agenda		Tab	Purpose
9:00 a.m.	Board Meeting Call to Order (Henry Lorenzen)		Info
	General Public Comment (5 minutes) <i>The president may defer specific public comment to the appropriate agenda topic.</i>		Info
	President’s Welcome and Workshop Introduction of Angie Tomson, Budget Workshop Facilitator (Henry Lorenzen)		
9:05a.m.	2023 Draft Budget and 2023-2024 Action Plans Workshop (180 minutes) <ul style="list-style-type: none">Workshop Agenda will be posted on Energy Trust Website	Budget Binder	Info
12:05 p.m.	Adjourn for Lunch (55 minutes)		
1:00 p.m.	Call Meeting to Order (Henry Lorenzen)		
	General Public Comment (5 minutes) <i>The president may defer specific public comment to the appropriate agenda topic.</i>		Info
	Utility and Public Comment on Draft 2023 Budget and 2023-2024 Action Plan (25 minutes)		Info
	President’s Report (Henry Lorenzen, 10 minutes)		
1:30 p.m.	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">July 20, 2022, Board Meeting MinutesSeptember 7, 2022 Board Meeting Minutes	Tab 1	Action

Agenda	Tab	Purpose
1:40 p.m. Committee Reports (Board Chairs, 60 minutes)		
Compensation & Human Resources Committee (Erik Andersson)	Tab2	Info
Finance & Audit Committee (Susan Brodahl)	Tab3	Action
<ul style="list-style-type: none"> • Committee recommendation to extend CLEAResult Contract for Business Lighting Program Delivery Contract through December 2024 • Committee Recommendation to extend TRC Contract for Existing Buildings Program Management Contract Extension through December 2024 		
Nominating & Governance Committee (Roland Risser)	Tab4	Action
<ul style="list-style-type: none"> • Recommendation to amend Bylaws and Operating Guidelines of each of the Nominating & Governance Committee, Finance & Audit Committee, and Compensation & Human Resources Committees R990 		
Ad hoc Diversity Equity and Inclusion Committee (Melissa Cribbins)	Tab5	Info
Conservation Advisory Council (Peter Therkelsen)	Tab6	Info
Renewable Energy Advisory Council (Alexia Kelly, Elee Jen, Susan Brodahl)	Tab7	Info
2:40 p.m. 2023 Annual Board Calendar (Cheryle Easton, 10 minutes)		Info
2:50 p.m. Meeting Process Review (10 minutes)		Info
3:00 p.m. Adjourn Meeting (Henry Lorenzen)		

**The next regular meeting of the
Energy Trust of Oregon Board of Directors
will be held December 16th, 2022, at 10:00 a.m.
421 SW Oak Street Suite 300, Portland, OR 97204
and open to the Public on Zoom.**

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Tab 2 Compensation & Human Resources Committee

- August 22, 2022 Committee Meeting Notes

Tab 3 Finance & Audit Committee

- August 2022 Financial Package
- July 26, 2022 Committee Meeting Notes
- August 29, 2022 Committee Meeting Notes
- Briefing Paper CLEAResult Contract Extension for Business Lighting Program Delivery Contract
- Briefing Paper TRC Contract Extension for Existing Buildings Program Management Contract

Tab 4 Nominating & Governance Committee

- August 11, 2022 Committee Meeting Notes
- September 9, 2022 Committee Meeting Notes
- Amend Bylaws and Operating Guidelines of each of the Nominating & Governance Committee, Finance & Audit Committee, and Compensation & Human Resources Committees R990

Tab 5 Ad hoc Diversity Equity and Inclusion Committee

- August 3, 2022 Committee Meeting Notes

Tab 6 Conservation Advisory Council Meetings

- June 29, 2022 Advisory Council Meeting Notes

Tab 7 Renewable Advisory Council Meetings

- July 27, 2022 Advisory Council Meeting Notes

Tab 1

Board Meeting Minutes—200st Meeting

July 20, 2022

Board members present: Alexia Kelly, Elee Jen, Eric Hayes, Henry Lorenzen, Janine Benner (Oregon Department of Energy, ex officio), Letha Tawney (Oregon Public Utility Commission, ex-officio), Melissa Cribbins, Peter Therkelsen, Roland Risser, Susan Brodahl, Thelma Fleming

Board members absent: Anne Haworth Root, Erik Andersson, Ernesto Fonseca, Silvia Tanner

Staff attending: Abby Spegman, Adam Bartini, Amanda Potter, Amber Cole, Austin Zeng, Betsy Kauffman, Cheryle Easton, Chris Dunning, Debbie Menashe, Elaine Dado, Emma Clark, Eric Braddock, Fred Gordon, Fabian Guerrero, Hannah Cruz, Jay Ward, Jeni Hall, Julianne Thacher, Kirstin Pinit, Kyle Morrill, Laura Schaefer, Lizzie Rubado, Matt Getchell, Megan Greenauer, Melanie Bissonnette, Michael Colgrove, Robert Wyllie, Ryan Cook, Sarah Castor, Scott Clark, Sloan Schang, Steve Lacey, Tara Crookshank, Taylor Ford, Thad Roth, Tracy Scott, Tyrone Henry

Others attending: Anna Kim (Oregon Public Utility Commission), Benjamin Lyon (ICF), Brad Moore (Cascade Energy, Inc.), Brooke Landon (CLEAResult), Chris Smith (Energy 350), Cailin Moore (Vim Pacific), Dave Backen (Backen Consulting), Eric Wilson (Evergreen Consulting Group), John Charles (Cascade Policy Institute), Josh Weissert (Energy 350), Kari Greer (Pacific Corp), Laney Ralph (NW Natural Gas), Lisa McGarity (Avista Corp), Martin Lott (Energy InfraPartners), Ola Miles (Energy 350), Ross Finney (RHT Energy), Shelley Beaulieu (Dragonfly Consulting), Taylor Fessenden, Wendy Cutts (Cascade Energy)

President's Report

President Henry Lorenzen called the meeting to order at 9:05 a.m., explained the use of the Zoom platform for meeting participation, and reminded board members that the consent agenda items can be changed to regular agenda items at any time.

Henry then announced that board member Alexia Kelly will be resigning from the Energy Trust board but will remain on the board until her successor is selected and appointed. Henry expressed his appreciation for Alexia's experience and her focus on the work of Energy Trust, highlighting her work and commitment to the board's Nominating & Governance Committee. On behalf of the entire board, Henry thanked her for her service.

Executive Director Michael Colgrove also expressed his deep gratitude to Alexia, noting especially her thought leadership and innovative approach and guidance. Michael noted and expressed appreciation for Alexia's willingness to continue to support Energy Trust by serving on the Renewable Advisory Council (RAC).

Alexia expressed how deeply she believes in the mission of Energy Trust and its importance in this key time for the state. She looks forward to continuing to support and help guide the strategic direction of the organization through RAC membership. Alexia said she's "not going anywhere," but her work time commitments do not leave her adequate time for Energy Trust board service.

Henry then introduced Thelma Fleming, the newest member of Energy Trust's board. Thelma was elected at a special meeting on June 30, 2022. Thelma is an experienced bank professional, managing lending at various commitment levels and currently with U.S. Bank. Henry welcomed Thelma to the board. Thelma said she is excited about the opportunity and appreciates the platform to learn and support Energy Trust's work, using her financial expertise to help.

Henry then thanked staff for their efforts to plan for this meeting July meeting as an on-location Hood River meeting. Continued COVID concerns led to a decision for a virtual meeting instead, but the board

understands and appreciates the wonderful efforts and time that went into planning for a meeting that ultimately did not happen. Henry recognized the following staff: Cheryle Easton, Elaine Dado, Karl Whinnery, Alex Polley, Sue Fletcher, Emma Clark, Mia Deonate, Caryn Appler, Dave Moldal, Jeni Hall, and Betsy Kauffman.

General Public Comments

There were no public comments.

Business Meeting

Consent Agenda

President Henry Lorenzen asked board members to consider the Consent Agenda actions. There were no requests to remove any of the action items from the agenda, and Henry asked for a motion to approve.

Consent agenda includes:

1. May 17, 2022 Board Workshop Minutes
2. May 18, 2022 Board Meeting Minutes
3. June 30, 2022 Special Board Meeting Minutes
4. Authorize Increase Corporate Credit Card Limit from \$60,000-\$100,000. R#979
5. Authorize Executive Director to execute a contract with Energy Assurance Company for solar design review and verification services for the Energy Trust Solar program. R#980
6. Approve a Waiver of the Renewable Energy Certificate (REC) Policy 4.15.000-P for Certain Community Solar Projects R#981
7. Board Committee Appointments R#984

Moved by: Eric Hayes

Seconded by: Alexia Kelly

Vote:

**In favor: 8
Opposed: 0**

Abstained: 0

RESOLUTION R979
AUTHORIZE INCREASE OF CORPORATE CREDIT CARD LIMIT FROM \$60,000 TO \$100,000

Whereas:

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

It is therefore RESOLVED:

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

Moved by: Eric Hayes

Seconded by: Alexia Kelly

Vote: In favor: 8
Opposed: 0

Abstained: 0

RESOLUTION 980
AUTHORIZING THE EXECUTIVE DIRECTOR TO EXECUTE A CONTRACT WITH
ENERGY ASSURANCE COMPANY FOR SOLAR DESIGN REVIEW AND VERIFICATION
SERVICES

Whereas:

1. Following a competitive solicitation process conducted in May and June 2022, Energy Assurance Company is recommended for a contract to conduct solar design review and verification services for Energy Trust's Solar program, covering October 2022 through October 2024.
2. Energy Assurance Company has continued to conduct design review and verification services for Energy Trust's Solar program, including the addition of Energy Trust's support of a PGE Smart Battery Pilot.
3. The expected not-to-exceed maximum budget for completion of the anticipated volume of services under the contract with Energy Assurance Company would be \$725,000.
4. The proposed contract budget is consistent with the board approved budget and action plan for the remainder of 2022, 2023 and planned budget for 2024.

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

Moved by: Eric Hayes

Seconded by: Alexia Kelly

Vote: In favor: 8
Opposed: 0

Abstained: 0

RESOLUTION 981
APPROVING A WAIVER TO THE RENEWABLE ENERGY CERTIFICATE (REC) POLICY
4.15.000-P FOR CERTAIN COMMUNITY SOLAR PROGRAM PROJECTS

Whereas:

1. Energy Trust's REC policy generally requires that Energy Trust take title to RECs from any project that received an Energy Trust incentive
2. The policy was amended in 2018, and again in 2021, to allow customers with projects equal to or under 360 kW to keep their RECs. This carve out from the general policy allows Energy Trust to support smaller community solar projects.
3. In order to provide more support to certain community solar projects that support the Community Solar Program's equity objectives, Energy Trust staff recommends that the policy requirements be waived to permit Energy Trust to provide incentives to community solar projects larger than 360 kW without claiming RECs, in the following certain limited situations:
 - a. Incentives are targeted to enable *additional* participation by low-income customers. The Community Solar Program requires projects to reserve a minimum of 10% capacity for low-income customers. *Additional* participation means that incentives would be targeted to projects that commit to reserving more than 10% capacity for

- low-income customers. minimum per community solar project that is required by the Community Solar Program.
- b. Incentives for community solar carve-out projects: The community solar program has reserved a minimum of 25 percent of Interim Offering capacity for projects that are either sized at 360 kW-AC or less or that have a public or nonprofit entity as a Project Manager. Currently, Energy Trust may fund projects under 360 kW. The exception would allow incentives for carve-out projects larger than 360 kW.
 - c. In both cases, the RECs associated with these projects would be prohibited from being sold or transferred to other parties
4. This REC policy waiver proposal was presented to the Energy Trust Nominating & Governance Committee on June 23, 2022, and the committee recommends that the full board approve the waiver.

It is therefore RESOLVED:

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

Moved by: Eric Hayes

Seconded by: Alexia Kelly

Vote:

**In favor: 8
Opposed: 0**

Abstained: 0

**RESOLUTION R984
BOARD COMMITTEE APPOINTMENTS
(REPLACES RESOLUTIONS R968)
(Motion approved in meeting see minutes)**

WHEREAS:

1. Energy Trust's board is authorized to appoint by resolution committees to carry out the Board's business.
2. The board President has nominated new directors to serve on the following committees.

IT IS THEREFORE RESOLVED:

1. This resolution replaces Resolution R968 adopted by the board at its April 6, 2022, 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
Peter Therkelsen
Silvia Tanner
Thelma Fleming
Karen Ward (outside expert)
Henry Lorenzen (ex officio)
Chris Dunning, staff liaison
Nomination & Governance Committee
Roland Risser, Chair
Alexia Kelly
Anne Haworth Root
Melissa Cribbins
Janine Benner, (Oregon Department of Energy ex officio)
Letha Tawney (Oregon Public Utility Commission ex officio)
Henry Lorenzen (ex officio)
Debbie Menashe, staff liaison
Greg Stokes, staff subject matter expert support
Ad hoc Board Diversity Equity and Inclusion Committee
Melissa Cribbins, Chair
Elee Jen
Eric Hayes
Susan Brodahl
Ruchi Sadhir for Janine Benner (Oregon Department of Energy, ex officio)
Susan Badger-Jones, Diversity Advisory Council, subject matter expert support
Henry Lorenzen (ex officio)
Cheryle Easton, staff liaison
Huong Tran, staff subject matter expert support
Tyrone Henry, staff subject matter expert support

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

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

- a. Diversity Advisory Council: Melissa Cribbins, Ruchi Sadhir for Janine Benner (Oregon Department of Energy, ex officio)
- b. Conservation Advisory Council: Peter Therksen
- c. Renewable Energy Advisory Council: Alexia Kelly, Elee Jen, Susan Brodahl

Moved by: Eric Hayes

Seconded by: Roland Risser

**Vote: In favor: 8
Opposed: 0**

Abstained: 0

Evaluation Advisory Group

Sarah Castor, Energy Trust Evaluation & Engineering Manager, explained the role of Energy Trust's Evaluation group. Sarah explained that the group provides credible information about Energy Trust's programs and operations with information derived from work that includes process evaluations, impact evaluations, fast feedback surveys, market/customer research, data analysis, coordinated research projects and pilots. Sarah explained the work of the newly formed Evaluation Advisory Group and the launch of evaluation webinars open to the public to communicate the work of the group.

Board members expressed their appreciation for the work of the Evaluation Group and reiterated their support for the work. Board members also discussed the ways in which Energy Trust programs provide both direct and indirect benefits to the utility system and utility customers; the Evaluation group provides guidance and tools to programs on all of these benefits.

The board recessed for a short break and reconvened at 10:05 a.m.

2023 Business Planning and Budget Considerations

Before beginning his presentation on the 2023 Budget and Business Plan, Executive Director Michael Colgrove reiterated gratitude for those who were organizing the Hood River in-person meeting and activities. Michael noted also that board member, Alexia Kelly, who lives in Hood River, was generous with her time and ideas about places to meet and eat while there. Michael thanked all involved.

Michael then turned to the organization's 2023 Business Plan which drives and informs preparation of a draft 2023 budget. Michael explained the business planning process and how it leads into budgeting using a series of slides outlining the sequence of business planning to budget. Michael also described the components of Energy Trust's annual business plan: running the business/core functions, strategic initiatives, and innovation projects. The business plan also identifies the amount of core, adjacent and transformational innovation work. The business plan reflects Energy Trust's responses to challenges and opportunities apparent in Oregon's evolving energy needs, including carbon reduction goals, grid constraints, savings potential from customers previously underserved, community resilience, wildfire recovery, drought mitigation, affordable housing, and non-energy benefits from our work. Meeting

Oregon's emerging energy and policy needs is contemplated in Energy Trust's 2020-2024 Strategic Plan.

Given these growing areas of work, the proposed budget reflects that the organization needs to change internally in order to respond to those changing needs. Specifically, the proposed budget reflects additional staff.

Michael then described examples of planned 2023 work supporting the focus areas of the current Strategic Plan.

Following the presentation, board members asked a number of questions, including questions regarding allocations of proposed budget among the functional areas like advertising, marketing, engagement to better understand how duplication of efforts is monitored and controlled across the organization.

Board discussion continued and indicated support for innovation in the business plan, noting pilot project areas and ways in which pilots help to feed into a bigger strategic focus for program design in the future. Board members then discussed how the coming year will bring opportunities for additional funding from U.S Department of Energy, ODOE, and other sources focused on climate change mitigation and adaptation. Board members discussed the way in which Energy Trust will be ready for notices of funding opportunity. Michael described how the business plan and the budget support new ways for staff to respond to these funding opportunities.

Board members then discussed some of the challenges expected, including how to balance the need for gas efficiency acceleration for compliance with Oregon's Climate Protection Plan (CPP) with stakeholder interest in accelerated electrification, balancing near term savings opportunities with innovation, and how to determine what work to do if staffing levels needed are not approved

Board members asked questions of staff regarding the level of utility engagement, recognizing that decarbonization efforts will exert rate pressure on utility customers and increase energy burden for some customers. Board members urged staff to continue engaging with the utilities, addressing cost challenges and ways in which Energy Trust's work can continue to support their decarbonization efforts, including in grid resilience. Board members also discussed the importance of monitoring the impact of inflation on programs and staff compensation.

Before adjourning for lunch, board members discussed who would be present following lunch for board voting. Board members Melissa Cribbins and Peter Therkelsen would not be available after lunch which would result in lack of a quorum. Members Melissa Cribbins and Peter Therkelsen each indicated their support for the action items up for a vote later in the meeting and appointed Eric Hayes to make their votes by proxy at the time of the vote. Eric accepted their proxies.

Adjourn for Lunch

The meeting adjourned at 12:44 p.m.

The meeting reconvened at 1:15 p.m.

Public Comment

There was no public comment.

Committee Reports

Finance & Audit Committee

Finance & Audit Committee chair, Susan Brodahl, reported on the last Finance & Audit Committee meeting. At that meeting, Energy Trust CFO Chris Dunning and Director of Programs Tracy Scott presented information on market trends in order to help the committee consider implications for final year end results. The financial statements presented at the last meeting reflect challenges in meeting budget on expenditures. Tracy described efforts to support trade allies and project completion, but supply chain challenges are still impacting projects. The committee will continue to monitor actual to budget results and performance to the OPUC performance measures on staffing and administrative costs.

The committee also did a thorough review of staff's recommendation for approval of a new program management contract (PMC) agreement with Energy 350 for management of the Industrial & Agriculture/Production Efficiency Program, as well as a transition agreement for these services. The committee recommended that the full board approve the new PMC agreement and the transition agreement.

Industrial & Agriculture/Production Efficiency Sector Lead provided background on the request for proposal (RFP) process that resulted in staff's recommendation of Energy 350 as PMC and described the basic terms of the proposed contract, including its supplier diversity subcontracting plan and approach.

Board member Elee Jen declared a conflict of interest regarding this matter as her firm is expected to be subcontracted by Energy 350 as part of the Energy 350 PMC team. President Henry Lorenzen thanked Elee for her declaration. Elee recused herself from the discussion and vote on the matter.

Board members had no additional questions and expressed appreciation for the Finance & Audit Committee's thorough review. Henry asked for a motion to adopt Resolution 983 approving the Energy 350 PMC agreement and related transition agreement.

RESOLUTION 983

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

Whereas:

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

It is therefore RESOLVED:

1. The executive director or his designee is authorized to negotiate and to enter into a transition contract with Energy 350 for a term from September 1, 2022, through December 31, 2022, and a contract budget of up to \$750,000, to perform transition work in preparation for assuming full Production Efficiency program management and delivery by January 1, 2023.
2. Subject to determination of a contract cost amount based on the board-approved 2023 annual budget, the executive director or his designee is additionally authorized to negotiate and to enter into a contract with Energy 350 to manage the Production Efficiency program for an initial term from January 1, 2023, through December 31, 2024.
3. First-year contract costs and savings goals included in the contract shall be consistent with the board-approved 2023 annual budget and action plan(s). Thereafter, staff may amend the contract consistent with the board's annual budget and action plan decisions and the executive director or his designee is authorized to sign any such contract amendments.
4. The contract may include a provision allowing staff to offer up to three one-year extensions beyond the initial term if the program management contractor meets certain established performance criteria, including but not limited to Diversity, Equity, and Inclusion contracting performance criteria.
5. Before extending this contract beyond the initial term, staff will report to the board on the program management contractor's progress and staff's recommendation for any additional extension time periods. If the board approves an extension, contract terms would remain as approved in the most recent action plans, budgets, and contract at the time of extension, and the executive director or his designee would be authorized to sign any such contract extensions.

Moved by: Eric Hayes**Seconded by: Roland Risser****Vote: In favor: 8****Abstained: 0****Opposed: 0**

Pursuant to the proxies granted to him earlier in the meeting, Eric Hayes noted no objection on behalf of each of Peter Therkelsen and Melissa Cribbins.

Elee Jen returned to the meeting. Josh Weissert of Energy 350 thanked the board for the opportunity for this work.

Susan Brodahl then reported that the Finance & Audit Committee had also thoroughly reviewed a proposal for temporary use of development funds for hiring a Director of Innovation and Development Services. The committee recommends approval of this proposal and Resolution 982. Board members expressed support for this action, and President Henry Lorenzen asked for a motion.

RESOLUTION 982**APPROVAL OF TEMPORARY USE OF DEVELOPMENT FUND FOR ENERGY TRUST
DIRECTOR OF INNOVATION AND DEVELOPMENT SERVICES SALARY FUNDING****Whereas:**

1. Energy Trust believes that it is critical to hire a Director of Innovation and Development Services to advance Energy Trust's work in leveraging and bringing in funding in addition to utility ratepayer

funding to support Energy Trust's energy efficiency and renewable energy mission and its ongoing organization-wide innovation and development work.

2. Staff believes that the Energy Trust Development funds are the most appropriate source of funding for this purpose, which by policy must be approved by the board for use.

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

Moved by: Susan Brodahl

Seconded by Eric Hayes

Vote: In favor: 9

Abstained:

Opposed: 0

Pursuant to the proxies granted to him earlier in the meeting, Eric Hayes noted no objection on behalf of each of Peter Therckelsen and Melissa Cribbins.

Committee Reports

Nomination & Governance Committee

Roland Risser, chair of the Nominating & Governance Committee reported on the meeting, noting in particular committee's actions: appointment of LaNicia Duke to the Diversity Advisory Council, review of Michael Colgrove's 2022-2023 workplan, and its continued review of the board's governance guidelines policy.

Ad hoc Diversity Equity and Inclusion Committee

Michael Colgrove reported on behalf of the Ad hoc Diversity Equity and Inclusion Committee chair, Melissa Cribbins. The Ad hoc DEI Committee is reviewing consultant scopes for future board work sessions on DEI.

Conservation Advisory Council (CAC)

Hannah Cruz, Energy Trust Senior Stakeholder Relations and Policy Manager, reported on the CAC's June meeting where CAC members discussed wildfire recovery and Energy Trust's incentive offerings in recovery efforts. Staff shared lessons learned on what it takes to put together responsive programs: Energy Trust is a small part of solutions that are really big. Sharing of resources among agencies is most effective, and CAC members asked if Energy Trust's learnings to help coordination with agencies in Oregon and beyond.

The CAC also discussed Energy Trust plan for 2023 budget and action plans, focusing on challenges to and strategies for Energy Trust efficiency programs: consider how to package nonenergy benefits with energy efficiency program measures, build awareness in rural areas and get clear about what is meant by "rural," tailor approaches to specific customer groups, using data especially to identify small businesses and home businesses and customers with high energy burden, and continue to work with community based organizations who know their communities.

Diversity Advisory Council (DAC)

Tyrone Henry, Energy Trust DEI Lead, reported. At the last DAC meeting, members acknowledged Asian American month, welcomed new member LaNicia Duke, checked in with each other following the mass shooting in Buffalo, and discussed meeting engagement guidelines to help discussions. Upcoming topics are Energy Trust’s supplier diversity program and how to engage with communities with an equity lens.

Renewable Energy Advisory Council (RAC)

Susan Brodahl reported on the April RAC meeting, noting that another RAC meeting is upcoming in the next week. The discussion at the April meeting focused on how to provide meaningful incentives to low-to-moderate income customers in order to meet statutory requirements for renewable public purpose funding which requires at least 25% of renewable incentives be provided to low-to-moderate income customers.

Susan noted that the next RAC meeting will be focused on the Energy Trust 2023 funding and budget proposals.

Review Meeting and Discuss Process Changes

Board members discussed current board meeting scheduling, meeting materials, and whether meeting discussions are effective for members. Cheryle Easton will be convening board officers to begin planning the 2023 board calendar.

Adjourn

The meeting adjourned at 2:23 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held virtually on Zoom Wednesday, September 7, 2022 at 1:30 p.m.

Signed: Eric Hayes

____/____/____
Date

PINK PAPER

Board Meeting Minutes—202nd Meeting

September 7, 2022

Board members present: Alexia Kelly, Anne Haworth Root, Elee Jen, Eric Hayes, Erik Andersson, Henry Lorenzen, Peter Therkelsen, Roland Risser, Silvia Tanner, Susan Brodahl, Thelma Fleming, Letha Tawney (Oregon Public Utility Commission ex officio)

Board members absent: Ernesto Fonseca, Melissa Cribbins, Janine Benner (Oregon Department of Energy special advisor)

Staff attending: Adam Schick, Alex Novie, Amber Cole, Andrew Shepard, Angela Barranger, Betsy Kauffman, Cheryle Easton, Chris Dunning, Cody Kleinsmith, Dave McClelland, Debbie Menashe, Elaine Dado, Emily Estrada, Hannah Cruz, Julianne Thacher, Kirstin Pinit, Mana Haeri, Marshall Johnson, Michael Fritz, Michael Colgrove, Oliver Kesting, Robert Wyllie, Ryan Crews, Scott Leonard, Shelly Carlton, Steve Lacey, Thad Roth, Tracy Scott, Tyrone Henry

Others attending: Alder Miller (CLEAResult), Alecia Dodd (CLEAResult), Angel Swanson (Skill Demand), Antonio Lara (Lara Media), Ashley Tackitt (CLEAResult), Benjamin Lyon (ICF), Brian Mayfield (CLEAResult), Brien Sipe (CLEAResult), Brooke Landon (CLEAResult), Chris Smith (Energy 350), Heather Salisbury (CLEAResult), Jenny Sorich (CLEAResult), Keri Hunt (CLEAResult), Laney Ralph (NW Natural Gas), Lisa McGarity (Avista Corp), Michelle Lagos, Monica Cowlshaw, Shannon Todd (TRC), Whitney Rideout (Sky Garden Design)

Business Meeting

President Henry Lorenzen called the meeting to order at 1:31 p.m.

General Public Comments

There were no public comments.

Proxy Vote Corrections

Henry Lorenzen recalled that at the last board meeting, there were portions of the meeting where a quorum was not present. As a result, the board voted on two actions with the use of proxy votes. But on further review of the Oregon Nonprofit Corporation statutes, proxy voting was not permitted; under the Oregon statutes, proxy voting for nonprofit corporation members is permitted, but not for board of director voting. As a result, Henry asked that the board take action to again review and vote on resolutions #982 and #983 below.

RESOLUTION 982

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

WHEREAS:

1. Energy Trust believes that it is critical to hire a Director of Innovation and Development Services to advance Energy Trust's work in leveraging and bringing in funding in addition to utility ratepayer funding to

support Energy Trust's energy efficiency and renewable energy mission and its ongoing organization-wide innovation and development work.

2. Staff believes that the Energy Trust Development funds are the most appropriate source of funding for this purpose, which by policy must be approved by the board for use.

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

Moved by: Eric Hayes

Seconded by: Roland Risser

Vote: In favor: 11

Abstained: 0

Opposed: 0

RESOLUTION 983

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

WHEREAS:

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

IT IS THEREFORE RESOLVED:

1. The executive director or his designee is authorized to negotiate and to enter into a transition contract with Energy 350 for a term from September 1, 2022, through December 31, 2022, and a contract budget of up to \$750,000, to perform transition work in preparation for assuming full Production Efficiency program management and delivery by January 1, 2023.
2. Subject to determination of a contract cost amount based on the board-approved 2023 annual budget, the executive director or his designee is additionally authorized to negotiate and to enter into a contract with Energy 350 to manage the Production Efficiency program for an initial term from January 1, 2023, through December 31, 2024.
3. First-year contract costs and savings goals included in the contract shall be consistent with the board-approved 2023 annual budget and action plan(s). Thereafter, staff may amend the contract consistent with the board's annual budget and action plan decisions and the executive director or his designee is authorized to sign any such contract amendments.
4. The contract may include a provision allowing staff to offer up to three one-year extensions beyond the initial term if the program management contractor meets certain established performance criteria, including but not limited to Diversity, Equity, and Inclusion contracting performance criteria.
5. Before extending this contract beyond the initial term, staff will report to the board on the program management contractor's progress and staff's recommendation for any additional extension time

periods. If the board approves an extension, contract terms would remain as approved in the most recent action plans, budgets, and contract at the time of extension, and the executive director or his designee would be authorized to sign any such contract extensions.

Moved by: Eric Hayes

Seconded by: Roland Risser

Vote: In favor:11

Abstained: 0

Opposed: 0

Finance & Audit Committee

Susan Brodahl, chair of the Finance & Audit Committee discussed the work of the Finance & Audit Committee in reviewing staff recommended contracts for board approval. The committee reviews detailed information from staff about contract proposals and asks questions of staff presenters in order to determine whether to recommend approval to the full board. This work has emerged out of the board's committee restructuring earlier in the year, and Susan asked board members for their perspectives on this approach. Board members discussed whether and how much delegation for contract approvals should be granted to the Finance & Audit Committee, ranging from the current practice to full delegation. Board members suggested a number of strategies to balance transparency of the board's work in reviewing with the desire for more efficient board meetings. The Nominating & Governance Committee and the Finance & Audit Committee will be reviewing the board's Contract Approval Policy in the next couple of months and will consider the board's discussion and ideas at this meeting in order to come to a recommendation.

Susan then asked the board to consider Resolution 985 regarding an extension of the New Buildings Program Management Contract with CLEAResult, which was recommended for approval by the Finance & Audit Committee. Board members did not have questions regarding the committee's recommendation or the proposed resolution. President Henry Lorenzen asked for a motion to approve the resolution.

RESOLUTION 985

AUTHORIZE AN AMENDMENT FOR AN ADDITIONAL ONE YEAR EXTENSION TO THE NEW BUILDINGS PROGRAM MANAGEMENT CONTRACT

WHEREAS:

1. The board's initial authorization for this contract as set forth in Resolution 841 did not allow for any additional extensions beyond December 31, 2023, and established a total not to exceed contract term of five years.
2. Energy Trust staff has requested board authorization to allow for one additional one-year extension period, which would be set forth by the parties in a contract amendment, to extend the term of the agreement from January 1, 2024, through December 31, 2024.
3. This additional extension period would provide New Buildings staff the opportunity to redesign the program and develop a scope document for a comprehensive competitive solicitation process that Energy Trust would conduct in 2024.

4. Staff estimates a total one-year program management budget of approximately \$6,000,000 for the New Buildings program management services that would be contracted during the proposed 2024 extension period.
5. Actual savings and costs will be reviewed by the Energy Trust board as part of the 2024 budget and action plan process.

IT IS THEREFORE RESOLVED:

1. The executive director or his designee is authorized to enter into a contract amendment to extend the term of the New Buildings Program Management Contract with CLEAResult through December 31, 2024 consistent with the basic terms herein;
2. Actual 2024 contract costs and savings goals included in the contract amendment shall be consistent with the board-approved 2024 budget and two-year action plan; and
3. Staff will report to the board on the redesign and competitive solicitation plans for the contract services described herein by no later than July 31, 2023.

Moved by: Silvia Hayes

Seconded by: Erik Andersson

Vote: In favor: 11

Abstained: 0

Opposed: 0

Susan Brodahl then discussed the proposal for new residential program management and delivery contracts (PMC and PDC contracts, respectively), noting that the Finance & Audit Committee had reviewed staff's recommendations on the proposed contracts in detail, and asked for follow up information to be presented to the full board. Since some of the information is business proprietary information regarding the competitive solicitation process, President Henry Lorenzen adjourned the public meeting, and the board met in Executive Session pursuant to bylaws *section 3.19.3 trade secrets, proprietary or other confidential commercial or financial information, and 3.19.4 information regarding negotiations whose disclosure would likely frustrate corporate purposes* to discuss the proposed PMC and PDC contract recommendations.

Henry Lorenzen reconvened the public meeting of the board for a presentation on staff proposals for approval of a new agreements for program management and delivery of the Energy Trust residential programs.

Energy Trust Sector Lead Thad Roth and Senior Program Manager Marshall Johnson provided a brief presentation about the contract recommendations, and board members expressed their appreciation for the information.

Henry Lorenzen asked for a motion on Resolutions 986, 987, and 988 with revisions presented to board members immediately before the meeting.

RESOLUTION 986
AUTHORIZE A PROGRAM MANAGEMENT CONTRACT (PMC) WITH CLEARRESULT
CONSULTING, INC FOR RESIDENTIAL PROGRAM SERVICES

WHEREAS:

1. With the assistance of outside expertise, Energy Trust staff conducted a fair and open Request for Proposals (RFP) procurement process to select a program management contractor to manage and deliver Residential program services for the next 2-5 years;
2. Staff recommends CLEARResult as providing the Residential program management contract proposal that would best meet the needs of Energy Trust and Energy Trust customers;
3. Staff has estimated a total first-year Residential program management and program delivery budget to be delivered as a PMC contract for 2023 up to \$11,000,000 based on identified savings levels from the RFP. Final details for the exact cost will be approved by this Board as part of the Residential 2023 annual budget approval process;
4. Staff presented information on the RFP process and reviewed the recommendation of CLEARResult to the Energy Trust board Finance & Audit Committee on August 29, 2022; and
5. If approved, the Energy Trust board will review actual savings and costs of the recommended PMC contract each year as part of the annual budget and action plan process.

IT IS THEREFORE RESOLVED:

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

Moved by: Eric Hayes**Seconded by: Roland Risser****Vote: In favor: 11****Abstained: 0****Opposed: 0**

**RESOLUTION 987
AUTHORIZE A PROGRAM DELIVERY CONTRACT (PDC) WITH CLEARRESULT CONSULTING,
INC. FOR RESIDENTIAL MIDSTREAM PROGRAM SERVICES**

WHEREAS:

- 6. With the assistance of outside expertise, Energy Trust staff conducted a fair and open Request for Proposals (RFP) procurement process to select a program delivery contractor to deliver midstream Residential program services for the next 2-5 years;
- 7. Staff recommends CLEARResult as providing the Residential midstream program delivery contract proposal that would best meet the needs of Energy Trust and Energy Trust customers.
- 8. Staff has estimated a total first-year Residential program delivery budget to be delivered as a PDC contract for 2023 up to \$1,500,000 based on identified savings levels from the RFP and scope needed to support an effective program. Final details for the exact cost will be approved by this Board as part of the Residential 2023 annual budget approval process;
- 9. Staff presented information on the RFP process and reviewed the recommendation of CLEARResult to the Energy Trust board Finance & Audit Committee on August 29, 2022; and
- 10. If approved, the Energy Trust board will review actual savings and costs of the recommended PDC contract each year as part of the annual budget and action plan process.

IT IS THEREFORE RESOLVED:

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

Moved by: Eric Hayes

Seconded by: Roland Risser

Vote: In favor: 11

Abstained: 0

Opposed: 0

**RESOLUTION 988
AUTHORIZE A PROGRAM DELIVERY CONTRACT (PDC) WITH TRC ENGINEERS, INC. FOR
RESIDENTIAL NEW CONSTRUCTION PROGRAM SERVICES**

WHEREAS:

1. With the assistance of outside expertise, Energy Trust staff conducted a fair and open Request for Proposals (RFP) procurement process to select a program delivery contractor to deliver Residential new construction program services for the next 2-5 years;
2. Staff recommends TRC as providing the Residential new construction program delivery contract proposal that would best meet the needs of Energy Trust and Energy Trust customers;
3. Staff has estimated a total first-year Residential new construction program delivery budget to be delivered as a PDC contract for 2023 up to \$3,300,000 based on identified savings levels from the RFP. Final details for the exact cost will be approved by this Board as part of the Residential 2023 annual budget approval process;
4. Staff presented information on the RFP process and reviewed the recommendation of TRC to the Energy Trust board Finance & Audit Committee on August 29, 2022; and
5. If approved, the Energy Trust board will review actual savings and costs each year as part of the annual budget and action plan process.

IT IS THEREFORE RESOLVED:

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

Moved by: Eric Hayes

Seconded by: Roland Risser

Vote: In favor: 11

Abstained: 0

Opposed: 0

Adjourn

The meeting adjourned at 2:44 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday, October 12, 2022 at 9:00 a.m. at Energy Trust of Oregon, Inc., 421 SW Oak Street, Suite 300, Portland, Oregon. Public to attend by Zoom.

Signed: Eric Hayes

____/____/____
Date

Tab 2



Compensation & HR Committee Meeting Notes

August 22, 2022

Committee Members Attending by teleconference: Erik Andersson, Henry Lorenzen

Staff attending: Amanda Sales (Staff Liaison), Cheryle Easton, Mayra Aparicio

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

Erik Andersson called the meeting to order

Retirement Plan Update

Ryan Christiansen from Cable Hill Partners provided an economic and market commentary for Q2 2022. Ryan gave an overview of the market. He highlighted that there is one fund up for removal, American Funds Washington Mutual. Cable Hill recommended to move from the American Funds Washington Mutual to the Schwab S&P 500 index. Committee members asked questions and discussed the recommendation. Following discussion, the committee indicated its support for the switch. Cable Hill will initiate the change and will send participant notices.

Ryan then provided a summary of the plan allocation by investment type. As of 07/31/2022 plan assets totaled \$19,952,110.33, with 17.7% in Cash Alternatives, 13.1% % in Fixed Income instruments, 16.6% in International/Global Equity, and 52.5% in U.S. Equities.

Tonya Hirte of the Principal reported on the Energy Trust retirement plan health, referencing a number of metrics including those regarding participation, contribution, diversification, and average deferral rate, on all dimensions, Energy Trust's plan is very healthy, with an overall health score of over 40.4%. The more typical plan health score is 17.3%.

Tonya Hirte reported on education meetings with Energy Trust employees. Cable Hill and Principal held group and one-on-one meetings with Energy Trust employees to provide education on retirement readiness. The meetings were successful with good attendance and discussion.

Tonya Hirte then reported to the committee on The Principal's plan services fees, noting that Energy Trust's record-keeping fees are relatively low compared to market. In addition, Energy Trust covers these fees for plan participants which is a very good benefit compared to similar plans.

Cable Hill and principal exited the meeting at 1:36pm

Energy Trust Director of Human Resources, Amanda Sales, provided a high level summary of Energy Trust's preliminary 2023-24 staffing plan which is part of the Energy Trust 2023-2024 budget. Amanda conveyed that the staffing strategy is heavily focused on building capacity and supporting achieving accelerated energy efficiency savings goals. Committee members asked for follow information on the Oregon Public Utility Commission's response to the staffing plan.

Adjourn meeting

Erik Andersson adjourned the meeting at approximately 1:58pm

The next meeting of the Compensation Committee is scheduled for October 18, 2022 (1:00pm-3:00pm)

Tab 3

Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending August 2022



Net Assets have increased by \$43M since the beginning of the year. An increase in Net Assets is typical for this time of year as revenues are generally high in the first three quarters while incentive spending is comparatively low until the final quarter of the year. The increase is more pronounced to-date due to both higher revenues and lower expenditures than planned. See subsequent pages for further analysis.

Funding Source	Actual			
	Beginning of Year Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets at end of this period
PGE	20,494,453	16,079,612	40,943	36,615,007
PAC	7,177,344	13,354,508	19,880	20,551,732
NWN - Industrial	1,606,503	1,365,934	3,285	2,975,722
NW Natural	1,054,572	7,549,812	6,930	8,611,313
Cascade Natural Gas	2,789,024	1,097,556	4,789	3,891,369
Avista Gas	297,798	2,064,910	1,909	2,364,617
OPUC Efficiency	33,419,693	41,512,332	77,735	75,009,760
PGE	13,669,114	(1,184,976)	18,763	12,502,901
PAC	5,838,301	1,374,477	9,363	7,222,142
OPUC Renewables	19,507,415	189,501	28,127	19,725,043
Washington	544,288	422,397	1,084	967,769
LMI	(1,274)	1,055	(1)	(220)
Community Solar	108,524	88,167	219	196,910
PGE Storage	21,942	2,677	33	24,652
PGE Inverter	-	(12,537)	(9)	(12,546)
NWN Geo TLM Phase 3	95,482	293,009	347	388,838
NREL Program	-	(19,368)	(14)	(19,382)
SALMON Program	-	(2,598)	(2)	(2,600)
FEMA Program	-	(3,980)	(3)	(3,983)
ODOE Cooling	-	(25,352)	(18)	(25,370)
Development	404,946	(15,347)	570	390,169
Total Other Net Assets	1,173,907	728,121	2,207	1,904,235
Craft3 Loans	2,300,000			2,300,000
Operational Contingency	4,982,803		14,754	4,997,557
Emergency Contingency	3,000,000			3,000,000
Total Contingency	10,282,803	-	14,754	10,297,557
Investment Income		122,823	(122,823)	
Total Net Assets	64,383,818	42,552,777	-	106,936,596

Energy Trust of Oregon
Revenue Statement
Period Ending August 2022



Overall, revenue is above budget by 1% for the year and below budget by 9% for the current month.

PAC discovered some energy service suppliers had failed to remit PPC funds collected in prior years, resulting in a large unanticipated catch-up payment in April (\$1.2M for efficiency, \$300k for renewables).

The NWN variance is due to how payments on the NWN Geo TLM funding were applied upon receipt in 2021. In lieu of having detailed payment statements from NWN, the NWN Geo TLM funding payments were erroneously applied to the general NWN funding source, with the applied correction in 2022 causing the YTD actual to appear below budget. NWN Industrial payments received to-date are aligned with payment timing detailed in the funding agreement.

For PGE and Cascade, cooler temperatures resulted in higher revenues early in the year but the effect has since moderated. Additionally, PGE Renewables had a 4% rate increase in January and another 3.6% rate increase in June.

PGE Storage has been impacted by supply chain constraints, which have slowed incentive payments. Additional variance for this and other smaller projects are due to invoice timing.

Funding Source	Current Period				Year to Date			
	Actual	Approved Budget	Variance	Pct	Actual	Approved Budget	Variance	Pct
PGE Efficiency	\$ 6,649,693	\$ 7,356,660	\$ (706,967)	-9.61%	\$ 56,316,418	\$ 57,484,020	\$ (1,167,602)	-2.03%
PGE Renewables	\$ 815,768	\$ 765,280	\$ 50,488	6.60%	\$ 7,306,842	\$ 6,121,410	\$ 1,185,432	19.37%
Total PGE	\$ 7,465,461	\$ 8,121,940	\$ (656,479)	-8.08%	\$ 63,623,260	\$ 63,605,430	\$ 17,830	0.03%
PAC Efficiency	\$ 4,401,841	\$ 5,104,670	\$ (702,829)	-13.77%	\$ 39,432,231	\$ 38,740,655	\$ 691,576	1.79%
PAC Renewables	\$ 495,663	\$ 527,340	\$ (31,677)	-6.01%	\$ 4,754,527	\$ 4,244,900	\$ 509,627	12.01%
Total PAC	\$ 4,897,504	\$ 5,632,010	\$ (734,506)	-13.04%	\$ 44,186,758	\$ 42,985,555	\$ 1,201,203	2.79%
NWN - Industrial	\$ -	\$ -	\$ -		\$ 3,500,000	\$ 4,021,057	\$ (521,057)	-12.96%
NW Natural	\$ 976,425	\$ 1,067,588	\$ (91,162)	-8.54%	\$ 21,468,820	\$ 21,782,215	\$ (313,395)	-1.44%
Cascade Natural Gas	\$ 95,868	\$ 120,041	\$ (24,173)	-20.14%	\$ 2,872,177	\$ 2,405,509	\$ 466,668	19.40%
Avista Gas	\$ 411,941	\$ 411,941	\$ 0	0.00%	\$ 3,295,528	\$ 3,295,528	\$ (0)	0.00%
NWN Washington	\$ -	\$ -	\$ -		\$ 2,100,582	\$ 2,100,583	\$ (1)	0.00%
LMI	\$ -	\$ -	\$ -		\$ 1,963	\$ -	\$ 1,963	
Community Solar	\$ 35,058	\$ 28,700	\$ 6,358	22.15%	\$ 297,397	\$ 305,655	\$ (8,259)	-2.70%
PGE Storage	\$ 56,451	\$ 41,830	\$ 14,622	34.96%	\$ 95,775	\$ 334,636	\$ (238,861)	-71.38%
PGE Inverter	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
NWN Geo TLM Phase 3	\$ -	\$ -	\$ -		\$ 429,464	\$ 214,732	\$ 214,732	100.00%
NREL Program	\$ -	\$ -	\$ -		\$ 28,000	\$ -	\$ 28,000	
SALMON Program	\$ 7,469	\$ -	\$ 7,469		\$ 7,469	\$ -	\$ 7,469	
FEMA Program	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
Development	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
Investment Income	\$ 57,710	\$ 17,333	\$ 40,376	232.94%	\$ 204,631	\$ 138,667	\$ 65,964	47.57%
Total Company	\$ 14,003,887	\$ 15,441,383	\$ (1,437,496)	-9.31%	\$ 142,111,823	\$ 141,189,567	\$ 922,256	0.65%



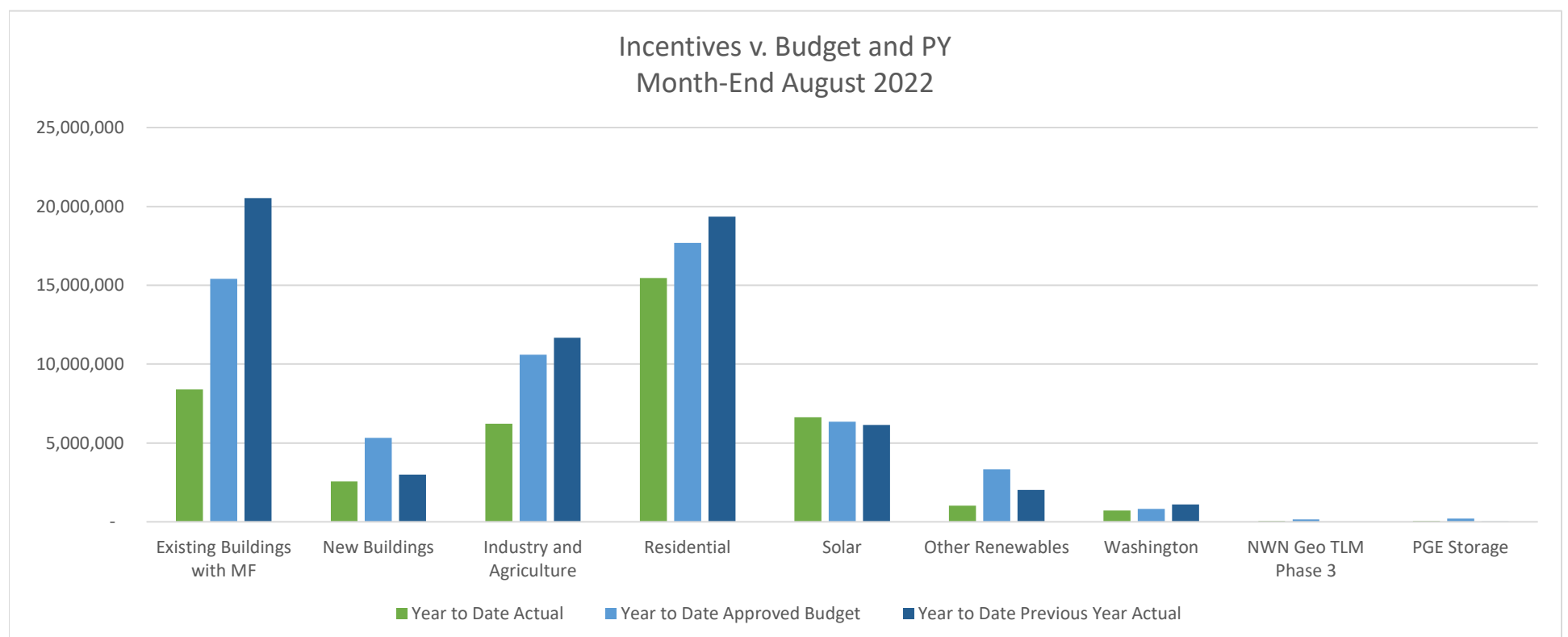
Year-to-date, expenses are under budget by \$25M, or 20%. Of the total underspending, 74% is incentives across the organization and 8% is program delivery. See the next page for additional incentive expense detail and analysis.

	Period to Date		Budget Variance	Pct	Variance
	Actual	Budget			
Incentives	41,115,270	59,889,227	(18,773,957)	-31%	74%
Program Delivery Contractors	37,733,783	39,756,286	(2,022,502)	-5%	8%
Employee Salaries & Fringe Benefits	11,473,234	12,187,071	(713,837)	-6%	3%
Agency Contractor Services	983,893	1,812,576	(828,683)	-46%	3%
Planning and Evaluation Services	2,050,858	2,727,397	(676,539)	-25%	3%
Advertising and Marketing Services	2,162,950	2,563,556	(400,605)	-16%	2%
Other Professional Services	2,355,360	3,988,398	(1,633,038)	-41%	6%
Travel, Meetings, Trainings & Conferences	111,044	233,730	(122,685)	-52%	0%
Dues, Licenses and Fees	167,257	188,170	(20,912)	-11%	0%
Software and Hardware	400,238	567,700	(167,462)	-29%	1%
Depreciation & Amortization	221,536	169,138	52,398	31%	0%
Office Rent and Equipment	729,881	733,431	(3,549)	0%	0%
Materials Postage and Telephone	42,363	88,167	(45,804)	-52%	0%
Miscellaneous Expenses	11,378	7,667	3,711	48%	0%
Expenditures	99,559,046	124,912,512	(25,353,466)	-20%	



Year-to-date incentive spending is 31% below budget. Some variance is due to timing - the beginning of 2021 saw unusually high incentive spending in relation to the full year and the 2022 incentive payment timing assumptions were based on these trends, which did not repeat. Additionally, market forces like supply chain issues and cost increases, as well as lingering impacts from 2021 budget mitigation plans, have collectively impacted the incentive pipeline, pushing incentive payment projections later into 2022.

	Year to Date		Variance	Pct Variance	Year to Date	Year to Date
	Actual	Approved Budget			Previous Year Actual	Previous Year Approved Budget
Existing Buildings with MF	8,406,505	15,406,289	(6,999,784)	-45.43%	20,523,239	20,571,889
New Buildings	2,564,181	5,325,460	(2,761,279)	-51.85%	2,985,173	4,099,023
Industry and Agriculture	6,211,361	10,608,142	(4,396,781)	-41.45%	11,677,471	15,211,427
Residential	15,457,127	17,690,626	(2,233,499)	-12.63%	19,345,804	15,806,150
OPUC Efficiency	32,639,174	49,030,516	(16,391,343)	-33.43%	54,531,686	55,688,489
Solar	6,628,867	6,343,539	285,328	4.50%	6,139,523	5,782,024
Other Renewables	1,026,190	3,339,359	(2,313,169)	-69.27%	2,016,053	3,516,744
OPUC Renewables	7,655,057	9,682,898	(2,027,841)	-20.94%	8,155,576	9,298,769
Washington	720,214	830,776	(110,562)	-13.31%	1,099,062	1,124,966
NWN Geo TLM Phase 3	52,825	145,036	(92,211)	-63.58%	-	-
PGE Storage	48,000	200,000	(152,000)	-76.00%	8,000	150,000
Total Company	41,115,270	59,889,227	(18,773,957)	-31.35%	63,794,325	66,262,225



Energy Trust of Oregon
Contingent Liabilities
Period Ending August 2022



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 from the then-available program reserves. Current reserves plus future revenues ensure funds are available when commitments come due.

Contingent Liabilities as of August 31, 2022 are as follows:

Commitment Type	Total
Efficiency Incentive Commitments	45,100,000
Renewables Incentive Commitments	45,600,000
Estimated In-Force Contracts for Delivery and Operations	52,414,109
Total Contingent Liabilities for Future Commitments	143,114,109



The two OPUC financial performance measures deal with administrative and program support (as defined by OPUC) and staffing costs (employee salaries and fringe benefits).

The administrative and program support costs under OPUC oversight are at 6.7% of revenue, within the 8% of revenue cap, and at a 18% increase over the prior year. Administrative costs in the first half of 2021 were lower than average due to reduced marketing activity, vacant positions, and vacation balance utilization, causing the comparison to be so dramatic. Additionally, a general awareness campaign took place in the first half of this year, front loading expenses that will not continue into the remainder of the year.

Staffing costs under OPUC oversight are 9.4% higher than 2021, slightly over the 9% increase cap. This is due to the rise in the unused vacation liability, which is expected to taper off.

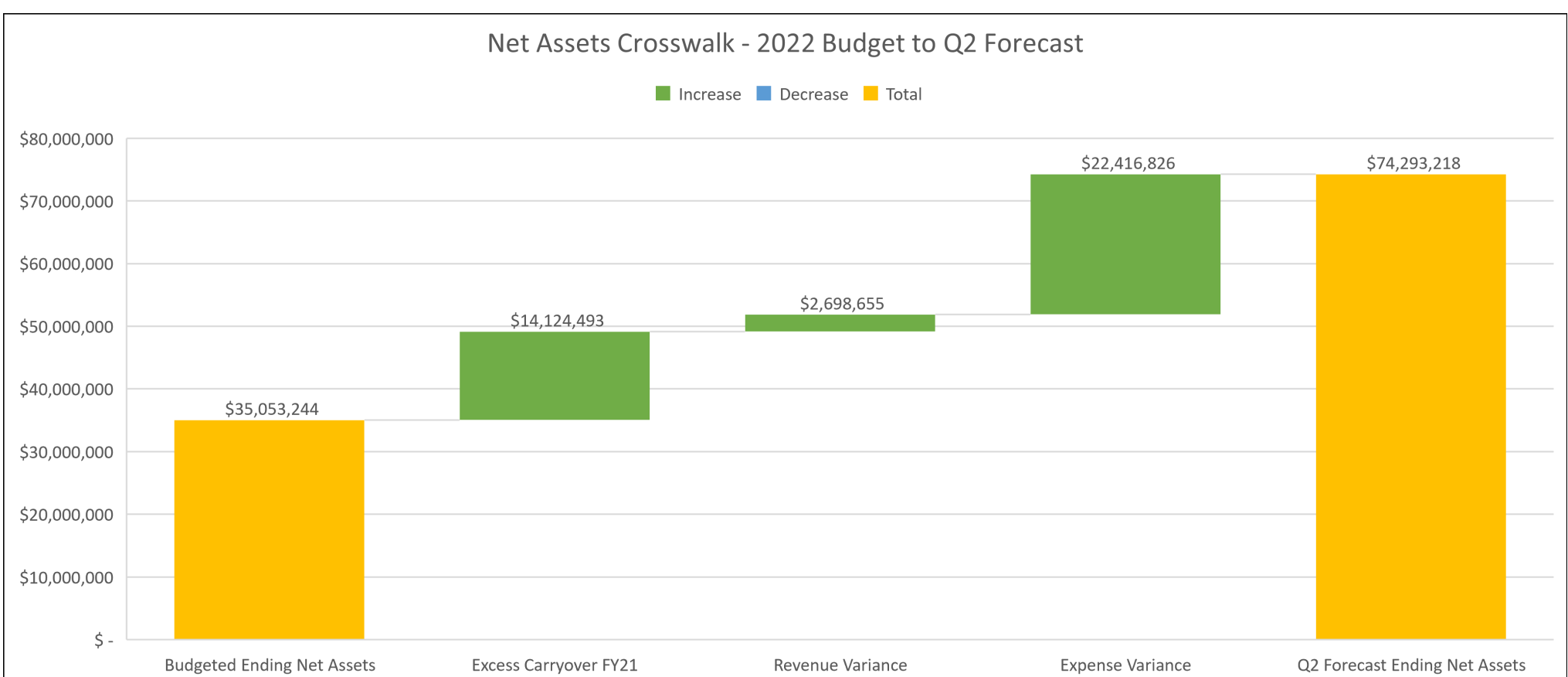
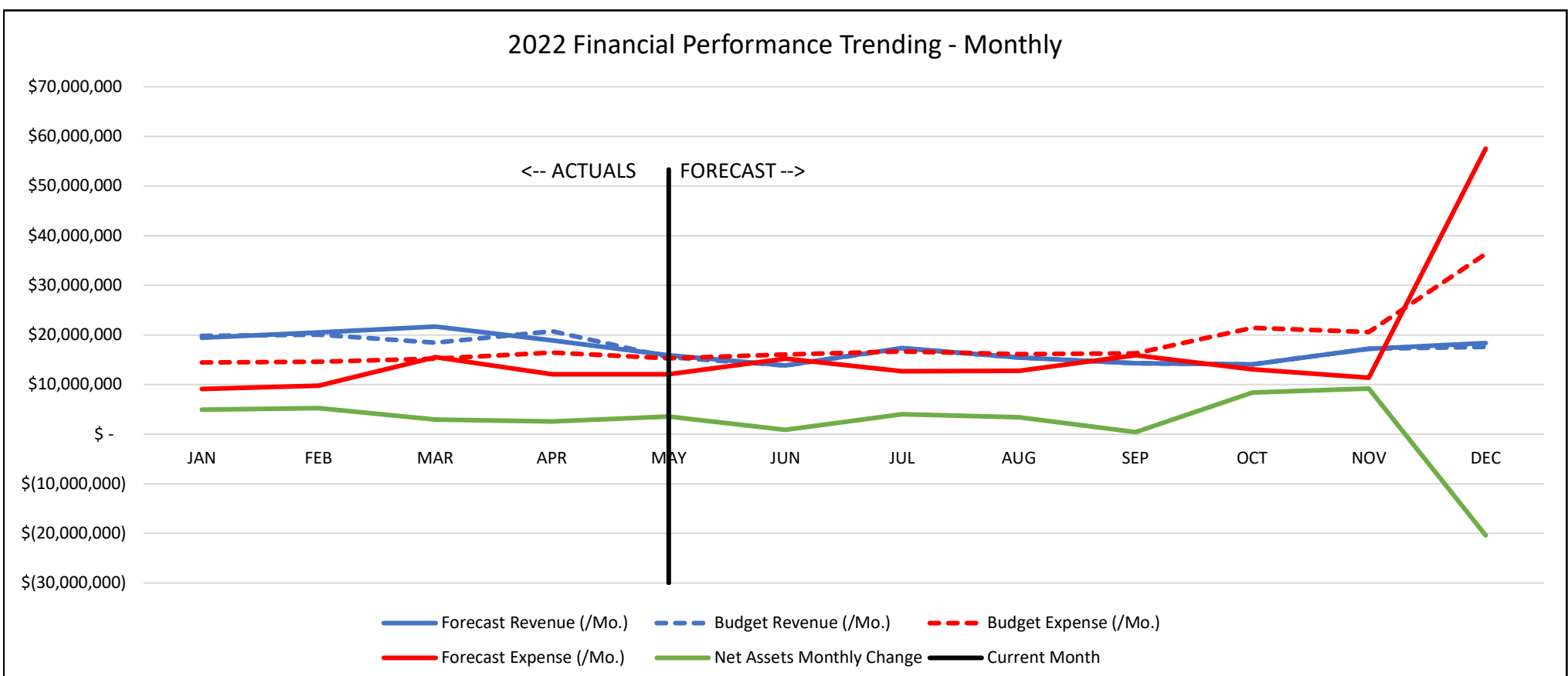
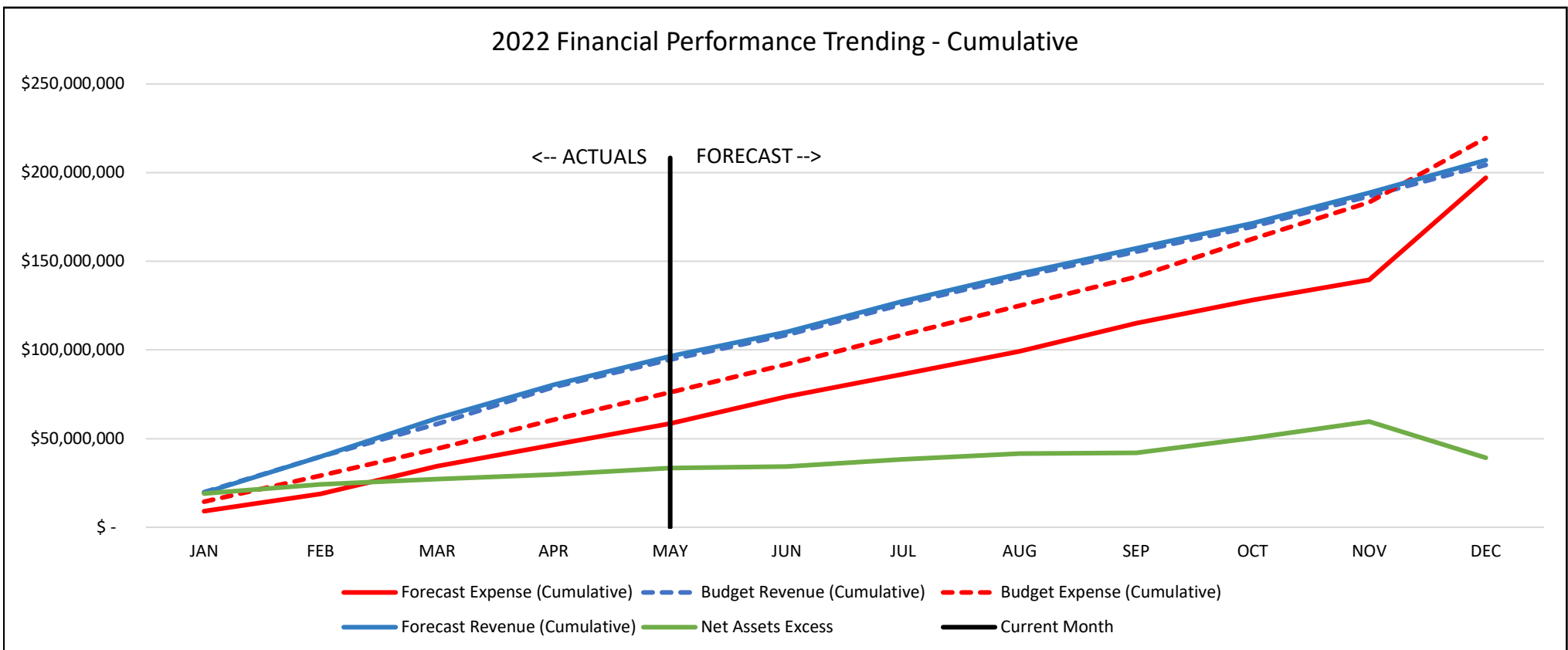
Administrative and Program Support	<8% of Revenue	6.7% OK
Administrative and Program Support	<10% increase over PY	18.5% Over
Employee Salaries and Fringe	<9% increase over PY	9.4% Over

	2022			2021		
	PUC Grant Funded Total	Program Costs	Administrative and Program Support	PUC Grant Funded Total	Program Costs	Administrative and Program Support
Incentives	40,294,231	40,294,231	-	62,687,262	62,687,262	-
Program Delivery Subcontracts	37,150,043	37,150,043	-	34,810,715	34,810,715	-
Employee Salaries & Fringe Benefits	10,913,927	5,151,035	5,762,892	9,977,813	4,732,990	5,244,824
Agency Contractor Services	929,288	519,881	409,407	944,213	499,995	444,219
Planning and Evaluation Services	2,030,850	2,001,968	28,882	1,621,261	1,616,711	4,550
Advertising and Marketing Services	2,136,548	1,009,813	1,126,735	1,169,325	829,944	339,381
Other Professional Services	2,291,198	1,855,054	436,144	2,091,819	1,732,626	359,193
Travel, Meetings, Trainings & Conferences	107,411	-	107,411	35,214	-	35,214
Dues, Licenses and Fees	126,722	-	126,722	151,522	-	151,522
Software and Hardware	389,958	-	389,958	391,050	-	391,050
Depreciation & Amortization	210,511	-	210,511	205,497	-	205,497
Office Rent and Equipment	692,893	-	692,893	659,123	-	659,123
Materials Postage and Telephone	40,385	-	40,385	38,555	-	38,555
Miscellaneous Expenses	11,156	-	11,156	12,908	-	12,908
TOTAL FUNCTIONAL EXPENSE	97,325,121	87,982,026	9,343,095	114,796,280	106,910,243	7,886,036
TOTAL REVENUE	138,946,543	-	-	130,081,732	-	-
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.72%			6.06%
Program Support and Administrative cost as Percent Change versus Last Year			18.48%			

Energy Trust of Oregon
Cash Balances
Period Ending August 2022



Account	Current Year August	Prior Year August
Umpqua Bank Checking + Repurchase Account	\$ 83,457,181	\$ 44,655,911
First Interstate Bank Repurchase Account	\$ 32,360,011	\$ 32,277,678
First Interstate Bank Checking Account	\$ 10,000	\$ 10,000
Petty Cash	\$ 300	\$ 300
Total Cash and Cash Equivalents	\$ 115,827,491	\$ 76,943,889
Investments		
Total Cash and Investments	\$ 115,827,491	\$ 76,943,889



Energy Trust Of Oregon
 Balance Sheet
 Period Ending August 2022



	Year to Date August2022	Year to Date July2022	Year to Date December2021	Year to Date August2021	One Month Change	YTD Change
Cash	\$ 115,827,491	\$ 109,801,485	\$ 75,475,434	\$ 76,943,889	\$ 6,026,007	\$ 40,352,057
Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ 221,598	\$ 158,122	\$ 3,957,122	\$ 189,983	\$ 63,476	\$ (3,735,524)
Prepaid	\$ 705,886	\$ 828,127	\$ 461,368	\$ 823,247	\$ (122,242)	\$ 244,518
Advances to Vendors	\$ 832,964	\$ 1,665,929	\$ 2,171,668	\$ 817,344	\$ (832,964)	\$ (1,338,704)
Current Portion Note Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Assets	\$ 117,587,939	\$ 112,453,663	\$ 82,065,593	\$ 78,774,463	\$ 5,134,276	\$ 35,522,346
Fixed Assets	\$ 6,237,969	\$ 6,214,072	\$ 6,059,949	\$ 5,946,660	\$ 23,897	\$ 178,020
Depreciation	\$ (5,632,239)	\$ (5,600,863)	\$ (5,408,398)	\$ (5,298,211)	\$ (31,377)	\$ (223,841)
Net Fixed Assets	\$ 605,730	\$ 613,210	\$ 651,551	\$ 648,450	\$ (7,480)	\$ (45,821)
Other Assets	\$ 2,992,349	\$ 2,991,011	\$ 3,022,134	\$ 2,849,293	\$ 1,337	\$ (29,785)
Assets	\$ 121,186,018	\$ 116,057,884	\$ 85,739,278	\$ 82,272,206	\$ 5,128,134	\$ 35,446,740
Accounts Payable and Accruals	\$ 10,638,074	\$ 5,189,371	\$ 17,825,751	\$ 9,060,554	\$ 5,448,703	\$ (7,187,677)
Deposits Held for Others	\$ 25,000	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ -
Salaries, Taxes, & Benefits Payable	\$ 1,226,734	\$ 1,088,814	\$ 977,562	\$ 1,224,557	\$ 137,919	\$ 249,172
Deferred/Unearned Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Liabilities	\$ 11,889,807	\$ 6,303,185	\$ 18,828,313	\$ 10,285,111	\$ 5,586,622	\$ (6,938,506)
Long Term Liabilities	\$ 2,363,516	\$ 2,381,286	\$ 2,527,148	\$ 2,458,576	\$ (17,771)	\$ (163,632)
Liabilities	\$ 14,253,323	\$ 8,684,471	\$ 21,355,461	\$ 12,743,687	\$ 5,568,852	\$ (7,102,138)
Net Assets	\$ 106,936,591	\$ 107,373,409	\$ 64,383,814	\$ 69,528,515	\$ (436,818)	\$ 42,552,777

Energy Trust of Oregon
Income Statement
Period Ending August 2022



	Period to Date			Year to Date			Full Year
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance	Budget
Revenue from Utilities	13,847,199	15,353,520	(1,506,321)	141,047,125	140,195,878	851,247	202,906,807
Contract Revenue	98,978	70,530	28,449	858,104	855,023	3,081	1,216,686
Grant Revenue	-	-	-	1,963	-	1,963	-
Investment Income	57,710	17,333	40,376	204,631	138,667	65,964	208,000
Revenue	14,003,887	15,441,383	(1,437,496)	142,111,823	141,189,567	922,256	204,331,493
Incentives	6,497,391	7,982,701	(1,485,310)	41,115,270	59,889,227	(18,773,957)	121,453,704
Program Delivery Contractors	5,188,728	5,053,307	135,421	37,733,783	39,756,286	(2,022,502)	60,323,540
Employee Salaries & Fringe Benefits	1,434,021	1,530,207	(96,186)	11,473,234	12,187,071	(713,837)	18,307,899
Agency Contractor Services	132,337	220,222	(87,885)	983,893	1,812,576	(828,683)	2,693,463
Planning and Evaluation Services	278,784	340,925	(62,141)	2,050,858	2,727,397	(676,539)	4,091,096
Advertising and Marketing Services	380,693	291,194	89,499	2,162,950	2,563,556	(400,605)	3,742,000
Other Professional Services	277,538	492,938	(215,400)	2,355,360	3,988,398	(1,633,038)	5,962,651
Travel, Meetings, Trainings & Conferences	29,066	28,110	956	111,044	233,730	(122,685)	346,170
Dues, Licenses and Fees	34,712	22,432	12,280	167,257	188,170	(20,912)	277,897
Software and Hardware	57,174	70,662	(13,488)	400,238	567,700	(167,462)	850,350
Depreciation & Amortization	29,072	20,534	8,538	221,536	169,138	52,398	246,408
Office Rent and Equipment	94,573	91,679	2,894	729,881	733,431	(3,549)	1,100,146
Materials Postage and Telephone	5,915	10,646	(4,730)	42,363	88,167	(45,804)	130,750
Miscellaneous Expenses	700	958	(258)	11,378	7,667	3,711	11,500
Expenditures	14,440,705	16,156,516	(1,715,811)	99,559,046	124,912,512	(25,353,466)	219,537,575
Operating Net Income	(436,818)	(715,133)		42,552,777	16,277,055		(15,206,081)

Energy Trust of Oregon
 Total Expenditures by Program and Funding Source - Actual
 Period Ending August 2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	25,551,152	13,092,580	6,742,156	1,111,096	3,773,328	574,281	257,711
Multi-Family	32,186	16,449	8,663	1,434	4,566	741	333
New Buildings	8,083,818	3,997,905	2,957,204	30,244	861,760	171,033	65,673
NEEA Commercial	1,972,233	949,398	716,213	-	223,282	56,878	26,461
Commercial Sector	35,639,388	18,056,332	10,424,236	1,142,774	4,862,936	802,933	350,178
Industry and Agriculture	15,885,853	8,028,906	6,551,894	993,057	202,064	78,061	31,870
NEEA - Industrial	34,763	19,815	14,948	-	-	-	-
Industry and Agriculture Sector	15,920,616	8,048,721	6,566,842	993,057	202,064	78,061	31,870
Residential	30,213,208	12,473,724	7,827,598	-	8,353,655	768,462	789,768
NEEA Residential	3,657,899	1,688,440	1,273,735	-	506,626	129,057	60,041
Residential Sector	33,871,106	14,162,164	9,101,334	-	8,860,281	897,519	849,809
OPUC Efficiency	85,431,111	40,267,217	26,092,412	2,135,832	13,925,280	1,778,513	1,231,857
Solar	9,511,032	6,866,606	2,644,426	-	-	-	-
Other Renewables	2,382,978	1,640,104	742,874	-	-	-	-
OPUC Renewables	11,894,010	8,506,710	3,387,300	-	-	-	-
OPUC Programs	97,325,121	48,773,926	29,479,712	2,135,832	13,925,280	1,778,513	1,231,857
Washington	1,678,730	-	-	-	-	-	-
Community Solar	209,833	-	-	-	-	-	-
PGE Storage	93,110	-	-	-	-	-	-
LMI	907	-	-	-	-	-	-
NWN Geo TLM Phase 3	136,738	-	-	-	-	-	-
NREL Program	47,363	-	-	-	-	-	-
SALMON Program	10,066	-	-	-	-	-	-
FEMA Program	3,978	-	-	-	-	-	-
PGE Inverter	12,534	-	-	-	-	-	-
Development	25,323	-	-	-	-	-	-
Total Company	99,559,046	48,773,926	29,479,712	2,135,832	13,925,280	1,778,513	1,231,857

Energy Trust of Oregon
 Total Expenditures by Program and Funding Source - Budget
 Period Ending August 2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	35,143,317	16,539,446	9,335,422	2,102,477	4,626,499	1,550,926	988,547
Multi-Family	48,968	23,004	12,984	2,944	6,479	2,172	1,384
New Buildings	11,189,100	6,601,927	3,432,796	60,809	898,428	143,778	51,363
NEEA Commercial	2,683,037	1,046,068	789,139	-	617,372	157,257	73,201
Commercial Sector	49,064,422	24,210,445	13,570,341	2,166,231	6,148,777	1,854,133	1,114,495
Industry and Agriculture	21,551,053	10,968,422	7,988,499	1,689,706	474,411	266,382	163,632
NEEA - Industrial	24,728	14,095	10,633	-	-	-	-
Industry and Agriculture Sector	21,575,781	10,982,516	7,999,132	1,689,706	474,411	266,382	163,632
Residential	33,519,643	11,863,389	10,295,135	-	9,116,195	865,936	1,378,987
NEEA Residential	3,376,243	1,776,580	1,340,227	-	188,916	48,121	22,400
Residential Sector	36,895,886	13,639,969	11,635,363	-	9,305,111	914,057	1,401,387
OPUC Efficiency	107,536,088	48,832,930	33,204,836	3,855,937	15,928,299	3,034,572	2,679,515
Solar	9,862,140	6,702,184	3,159,956	-	-	-	-
Other Renewables	4,886,987	3,111,804	1,775,184	-	-	-	-
OPUC Renewables	14,749,128	9,813,987	4,935,140	-	-	-	-
OPUC Programs	122,285,216	58,646,917	38,139,976	3,855,937	15,928,299	3,034,572	2,679,515
Washington	1,745,476	-	-	-	-	-	-
Community Solar	260,039	-	-	-	-	-	-
PGE Storage	313,444	-	-	-	-	-	-
NWN Geo TLM Phase 3	308,337	-	-	-	-	-	-
Total Company	124,912,512	58,646,917	38,139,976	3,855,937	15,928,299	3,034,572	2,679,515



	Actual			Last Year			Budget			Last Year's Budget		
	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative
Incentives	40,294,231	40,294,231	-	62,687,262	62,687,262	-	-	-	-	64,987,258	64,987,258	-
Program Delivery Contractors	37,150,043	37,150,043	-	34,810,715	34,810,715	-	39,177,387	39,177,387	-	36,179,667	36,179,667	-
Employee Salaries & Fringe Benefits	10,913,927	5,151,035	5,762,892	9,977,813	4,732,990	5,244,824	11,610,055	5,540,029	6,070,026	10,564,959	5,103,395	5,461,564
Agency Contractor Services	929,288	519,881	409,407	944,213	499,995	444,219	1,783,801	1,037,957	745,844	1,332,327	768,315	564,012
Planning and Evaluation Services	2,030,850	2,001,968	28,882	1,621,261	1,616,711	4,550	2,705,150	2,680,365	24,785	2,087,241	2,077,603	9,638
Advertising and Marketing Services	2,136,548	1,009,813	1,126,735	1,169,325	829,944	339,381	2,532,756	1,564,667	968,090	1,611,067	1,140,537	470,530
Other Professional Services	2,291,198	1,855,054	436,144	2,091,819	1,732,626	359,193	3,879,280	3,277,309	601,970	3,430,582	2,888,810	541,773
Travel, Meetings, Trainings & Conferences	107,411		107,411	35,214		35,214	222,033		222,033	131,835		131,835
Dues, Licenses and Fees	126,722		126,722	151,522		151,522	154,182		154,182	176,136		176,136
Software and Hardware	389,958		389,958	391,050		391,050	551,490		551,490	499,985		499,985
Depreciation & Amortization	210,511		210,511	205,497		205,497	161,779		161,779	193,091		193,091
Office Rent and Equipment	692,893		692,893	659,123		659,123	701,400		701,400	760,856		760,856
Materials Postage and Telephone	40,385		40,385	38,555		38,555	85,036		85,036	81,134		81,134
Miscellaneous Expenses	11,156		11,156	12,908		12,908	7,453		7,453	4,380		4,380
Expenditures	97,325,121	87,982,026	9,343,095	114,796,280	106,910,243	7,886,036	63,571,801	53,277,715	10,294,086	122,040,520	113,145,585	8,894,935
Revenue from Utilities	138,946,543			130,081,732			138,095,295			127,222,934		
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.72%			6.06%			7.45%			6.99%
Program Support and Administrative cost as Percent Change versus Last Year			18.48%						15.73%			



	Total Programs										Total Administration	Total Company Expenditure	
	Efficiency Programs	Renewable Programs	Washington Program	Community Solar	PGE Storage	TLM	LMI Grant	Other fund development	Communication & Outreach	Management & General			
Incentives	32,639,174	7,655,057	720,214	-	48,000	52,825	-	41,115,270	-	-	-	-	41,115,270
Program Delivery Contractors	36,665,052	484,991	540,994	-	10,482	32,264	-	37,733,783	-	-	-	-	37,733,783
Employee Salaries & Fringe Benefits	4,834,075	1,324,615	185,729	148,116	13,656	29,962	1,591	6,537,742	25,323	-	3,068,775	3,068,775	9,631,840
Agency Contractor Services	476,044	191,402	4,011	16,552	10,883	1,970	-	700,862	-	-	177,158	177,158	878,020
Planning and Evaluation Services	1,921,502	80,467	19,352	-	-	-	-	2,021,321	-	-	1,019	1,019	2,022,339
Advertising and Marketing Services	877,064	132,750	-	-	-	833	-	1,010,646	-	100,923	-	100,923	1,111,569
Other Professional Services	1,079,329	779,997	26,968	8,326	21	57	(750)	1,893,948	-	-	410,985	410,985	2,304,933
Travel, Meetings, Trainings & Conferences	41,718	18,554	695	1,779	24	66	-	62,835	-	-	25,778	25,778	88,613
Dues, Licenses and Fees	79,578	12,246	39,743	-	-	-	-	131,567	-	-	17,090	17,090	148,657
Software and Hardware	95,203	221,852	2,845	3,149	514	1,397	-	324,961	-	-	46,482	46,482	371,443
Depreciation & Amortization	98,500	25,424	3,261	3,609	589	1,601	-	132,984	-	-	55,350	55,350	188,334
Office Rent and Equipment	332,327	88,960	11,096	12,277	2,003	5,448	-	452,111	-	-	173,388	173,388	625,499
Materials Postage and Telephone	17,214	4,357	558	618	101	274	-	23,122	-	-	13,333	13,333	36,455
Miscellaneous Expenses	1,400	-	-	-	-	-	-	1,400	-	-	9,978	9,978	11,378
Expenditures	79,158,178	11,020,671	1,555,467	194,425	86,274	126,698	841	92,142,553	25,323	100,923	3,999,335	4,100,257	96,268,133

For contracts with costs through: 9/1/2022

Complete List of Contracts Grouped by Size

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

Grouping by Contract Size	Dollars	Number of Contracts	Distribution of Dollars	Distribution of Count
Over \$500K	\$166,774,118	32	89%	11%
From \$400K to \$500K	\$5,062,125	11	3%	4%
Under \$400K	\$14,552,043	244	8%	85%
Total	\$186,388,286	287		

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

For contracts with costs through: 9/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over \$500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over \$500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039
Over \$500K	850,000	Klamath Falls Solar 2 LLC	PV Project Funding Agreement	Renewable Energy	7/11/2016	7/10/2041
Over \$500K	827,000	Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Renewable Energy	6/24/2009	6/24/2029
Over \$500K	745,000	Energy Assurance Company	Solar Verifier Services	Renewable Energy	10/15/2020	10/14/2022
Over \$500K	552,275	CLEAResult Consulting Inc	2022 Residential PMC-PILOTS	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	516,227	TRC Environmental Corporation	2022 BE DSM PMC	Energy Efficiency	1/1/2022	12/31/2022
From \$400K to \$500K	500,000	Craft3	Loan Funding for EE Projects	Energy Efficiency	1/1/2021	9/30/2025
From \$400K to \$500K	500,000	Craft3	Loan Agreement	Energy Efficiency	1/1/2018	12/31/2027
From \$400K to \$500K	490,000	Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Renewable Energy	5/29/2015	5/28/2030
From \$400K to \$500K	480,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	2/1/2024
From \$400K to \$500K	479,685	Evergreen Economics	2022 RES Oregon Oversample	Energy Efficiency	3/24/2021	12/31/2022
From \$400K to \$500K	450,000	Deschutes Valley Water District	Opal Springs Hydro Project	Renewable Energy	1/1/2018	4/1/2040
From \$400K to \$500K	450,000	City of Medford	750kW Combined Heat & Power	Renewable Energy	10/20/2011	10/20/2031
From \$400K to \$500K	450,000	City of Pendleton	Pendleton Microturbines	Renewable Energy	4/20/2012	4/20/2032
From \$400K to \$500K	442,440	SBW Consulting, Inc.	2020 EB Impact Evaluation	Energy Efficiency	8/12/2021	9/30/2022
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	12/31/2022
Under \$400K	385,060	TRC Environmental Corporation	2022 BE NWN WA PMC	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	375,000	SBW Consulting, Inc.	2021 EB Impact Evaluation	Energy Efficiency	8/1/2022	6/30/2023
Under \$400K	367,422	Illume Advising, LLC	CAP Survey	Energy Efficiency	2/23/2022	12/31/2022
Under \$400K	356,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2022
Under \$400K	355,800	The Cadmus Group LLC	2020 PE Impact Evaluation	Energy Efficiency	3/30/2021	8/1/2022
Under \$400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034
Under \$400K	350,000	City of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under \$400K	328,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2022
Under \$400K	321,456	CLEAResult Consulting Inc	2022 Residential PMC-SOLAR	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
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

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Under \$400K	258,968	Clean Power Research, LLC	License & Services Agreement	Renewable Energy	7/1/2021	6/30/2023
Under \$400K	257,924	CLEAResult Consulting Inc	2022 Residential PMC-WA	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	230,000	TRC Environmental Corporation	PDC - Landlord Cooling	Energy Efficiency	4/1/2022	9/30/2024
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	7/30/2022
Under \$400K	205,723	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	1/31/2018	1/30/2023
Under \$400K	197,800	ADM Associates, Inc.	2022_23 Fast Feedback Survey	Energy Efficiency	3/1/2022	6/30/2024
Under \$400K	191,392	Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Renewable Energy	8/1/2021	8/1/2023
Under \$400K	180,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2022
Under \$400K	175,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2022
Under \$400K	165,200	Lake County Resources Initiative	Support for RE, EB, Solar PE	Joint Programs	1/1/2022	12/31/2023
Under \$400K	165,000	ADM Associates, Inc.	BL Process Evaluation	Energy Efficiency	7/22/2022	5/31/2023
Under \$400K	160,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2023
Under \$400K	154,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2022
Under \$400K	153,000	ADM Associates, Inc.	NB Process Evaluation	Energy Efficiency	3/15/2022	7/31/2023
Under \$400K	144,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2022
Under \$400K	143,000	City of Astoria	Bear Creek Funding Agreement	Renewable Energy	3/24/2014	3/24/2034
Under \$400K	140,142	Battelle Memorial Institute	PNNIL Services Agreement	Energy Efficiency	5/9/2019	9/30/2022
Under \$400K	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	116,000	Community Energy Project, Inc.	MF Outreach Services	Energy Efficiency	3/1/2022	3/31/2023
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	108,822	Prophix. Inc	Budget Tools Master Agreement	Administration	9/27/2019	9/26/2022
Under \$400K	105,000	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2023
Under \$400K	104,400	Oregon Solar Energy Fund	Solar Education Training	Renewable Energy	6/1/2022	11/30/2023
Under \$400K	100,000	Metafile Information Systems	Software Solutions Contract	Administration	6/10/2022	3/1/2024
Under \$400K	100,000	CDW Direct, LLC	Blanket PO	Administration	1/1/2022	12/31/2022
Under \$400K	100,000	Dell Marketing LP.	Blanket PO	Administration	1/1/2022	12/31/2022
Under \$400K	99,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2022
Under \$400K	98,000	Apex Analytics LLC	NH Impact Evaluation	Energy Efficiency	2/1/2022	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	96,582	TRC Engineers Inc.	2022 EPS New Const Solar	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	96,000	Site Capture LLC	SiteCapture Subscription	Renewable Energy	2/1/2018	1/31/2023
Under \$400K	92,837	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2023
Under \$400K	89,162	TRC Engineers Inc.	2022 EPS New Const PDC-WA	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	86,460	The Cadmus Group LLC	Solar Program Improvements	Joint Programs	7/19/2021	10/31/2022
Under \$400K	85,700	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2023
Under \$400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under \$400K	85,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2022
Under \$400K	83,650	FMYI, INC	Subscription Agreement	Energy Efficiency	4/25/2016	2/1/2023
Under \$400K	81,845	Structured Communications Systems, Inc.	ShoreTel Phone System Install	Joint Programs	1/1/2017	12/31/2022
Under \$400K	80,800	Earth Advantage, Inc.	RealEstate Engagement	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	80,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under \$400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under \$400K	72,830	Professional Business Development Group	ConsultingMWESB/SDV Contractor	Communications	1/1/2022	12/31/2022
Under \$400K	70,000	Colehour & Cohen	Multicultural Mktg Toolkit	Communications	9/13/2021	7/31/2022
Under \$400K	55,342	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2022
Under \$400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2022
Under \$400K	54,000	The Cadmus Group LLC	3 LG NB Impact Evaluation	Energy Efficiency	1/1/2022	10/31/2022
Under \$400K	53,260	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	4/30/2023
Under \$400K	52,000	Latino Built Association for Contractors	TA Outreach & Consulting	Communications	1/1/2022	12/31/2022
Under \$400K	51,700	IZO Public Relations	Rinde Mas Better Business Camp	Communications	5/1/2022	12/31/2022
Under \$400K	51,000	Home Work Development LLC	NZF Grant Agreement	Energy Efficiency	2/10/2022	3/31/2023
Under \$400K	51,000	MWA Architects Inc.	NZF Grant Agreement	Energy Efficiency	2/9/2022	12/31/2022
Under \$400K	50,000	University of Oregon	REDA Grant Agreement	Renewable Energy	2/1/2022	2/3/2024
Under \$400K	50,000	Anchor Blue LLC	Resource Assessment Model	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	48,600	Alliance Compensation LLC	Compensation Research Analysis	Administration	6/30/2021	12/31/2022
Under \$400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2022
Under \$400K	46,400	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/30/2023
Under \$400K	45,000	Theodore Blaine Light III	Planning Consulting	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	45,000	NAMC Oregon	EB Dev Pathway & Consulting	Communications	7/1/2021	12/31/2022
Under \$400K	44,100	Moss Adams LLP	2021 Audit	Administration	12/1/2021	12/31/2022
Under \$400K	44,000	Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Energy Efficiency	4/1/2022	3/30/2023

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	41,682	E Source Companies LLC	Membership Agreement	Energy Efficiency	12/17/2021	12/31/2022
Under \$400K	40,250	Evergreen Economics	PGE Comm SmartThermostat eval	Energy Efficiency	3/1/2022	11/30/2022
Under \$400K	40,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	40,000	EVALUCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	40,000	African American Alliance for Homeownership	CommunityProgramImplementation	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	40,000	Portland HR Solutions, Inc.	HR Consulting Services	Administration	4/1/2022	3/31/2024
Under \$400K	40,000	Wahl and Associates LLC	Executive Search Services	Administration	8/5/2022	1/31/2023
Under \$400K	40,000	The Cadmus Group Inc.	PE Large Complex Impact Eval	Energy Efficiency	11/1/2019	12/31/2022
Under \$400K	39,500	1961 Consulting, LLC	Professional Services	Administration	5/1/2022	5/31/2023
Under \$400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2022	6/30/2023
Under \$400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2022
Under \$400K	38,750	Northwest Energy Efficiency Council	Tool Lending Library	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	38,019	Consortium for Energy Efficiency	CEE 2022 Dues	Administration	3/17/2022	12/31/2022
Under \$400K	36,700	Magneto Advertising, LLC	Run Better Campaign	Communications	6/1/2022	12/31/2022
Under \$400K	35,441	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	1/30/2023
Under \$400K	35,345	Theresa M. Hagerty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	10/15/2022
Under \$400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2022
Under \$400K	33,937	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	1/6/2023
Under \$400K	30,000	Lane Community College Foundation	BECA Schlorships	Energy Efficiency	6/15/2022	9/30/2022
Under \$400K	30,000	Verde	Solar Ambassadors for OR Comm	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	30,000	African American Alliance for Homeownership	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	28,000	Grady Britton, Inc	RES Content Campaign	Energy Efficiency	4/22/2022	4/23/2023
Under \$400K	27,773	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2023
Under \$400K	27,575	Encolor LLC	ConsultingUnderrepresented Com	Energy Efficiency	11/30/2021	12/31/2022
Under \$400K	27,500	Sarah Noll Wilson, Inc	EFW Manager Training Services	Administration	3/15/2022	10/30/2022
Under \$400K	26,000	Xenium Resources	HR Consulting Agreement	Administration	4/1/2022	4/30/2023
Under \$400K	25,278	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2022
Under \$400K	25,000	Encolor LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Arnold Cushing LLC	PE REDA Grant Agreement	Renewable Energy	10/11/2021	7/30/2023
Under \$400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024

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Under \$400K	25,000	SBW Consulting, Inc.	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Sustainable Northwest	Community Outreach Services	Communications	4/1/2022	12/31/2022
Under \$400K	25,000	RR Donnelley	Printing Blanket PO's NWN	Communications	1/1/2022	12/31/2022
Under \$400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	25,000	University of Oregon	UofO SRML Sponsorship	Renewable Energy	2/3/2022	3/8/2023
Under \$400K	24,755	Farmers Conservation Alliance	Grant Agreement	Renewable Energy	4/1/2022	3/31/2023
Under \$400K	24,500	Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Renewable Energy	12/17/2021	12/31/2022
Under \$400K	24,125	Robert Migliori	42kW wind energy system	Renewable Energy	4/11/2007	1/31/2024
Under \$400K	24,000	GuildQuality Inc.	TA Feedback Dashboard License	Renewable Energy	12/1/2021	12/31/2022
Under \$400K	24,000	CuraLinc Healthcare	EAP Agreement	Administration	1/1/2022	9/30/2024
Under \$400K	24,000	Bonneville Environmental Foundation	Comm Outreach Services	Renewable Energy	4/1/2022	1/31/2023
Under \$400K	23,848	Helen Eby	Professional Services	Communications	8/10/2020	12/31/2022
Under \$400K	23,496	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2022
Under \$400K	22,940	Resonate, Inc	HR Trainings	Administration	8/15/2021	12/31/2022
Under \$400K	22,368	AlamaLuna LLC	Translation Services	Communications	4/25/2022	12/31/2023
Under \$400K	22,250	Jason Quigley Photography LLC	Run Better CampaignPhotography	Communications	10/1/2021	12/31/2022
Under \$400K	22,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2022
Under \$400K	20,000	Encolor LLC	Consulting Services	Energy Efficiency	8/3/2022	3/31/2023
Under \$400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	20,000	Lisa Greenfield LLC	Employment Law Consulting	Administration	1/1/2019	12/31/2022
Under \$400K	20,000	The Benson Hotel	2022 Rate Agreement	Administration	1/1/2022	12/31/2022
Under \$400K	19,080	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2022
Under \$400K	18,250	Susan Vogt Communications	Writers Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	18,000	Clarity Content LLC	B2B Marketing Engagment	Communications	8/1/2021	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	3/30/2023
Under \$400K	17,000	Adelante Mujeres	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	17,000	Pod4print	Printing Blanket PO PGE	Communications	1/1/2022	12/31/2022
Under \$400K	17,000	Solar Oregon	Go Zero Tour Sponsorship	Renewable Energy	8/10/2022	12/31/2022
Under \$400K	17,000	Unite Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	15,200	Clarity Content LLC	Professional ServicesAgreement	Communications	5/1/2021	2/29/2024
Under \$400K	15,000	Consortium for Energy Efficiency	2022 EquityBehaviorSponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	15,000	Community Energy Project, Inc.	Solar Ambassadors Outreach	Renewable Energy	2/15/2022	5/31/2023

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Under \$400K	15,000	Empress Rules LLC	Advisory Counseling Services	Communications	8/1/2022	3/31/2023
Under \$400K	15,000	Solar Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	15,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	14,175	Moss Adams LLP	401K Audit	Administration	12/1/2021	12/31/2022
Under \$400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2022
Under \$400K	13,015	Jim Craven Photography	Photography Services	Communications	4/17/2017	4/30/2023
Under \$400K	13,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2022
Under \$400K	12,210	CDW Direct, LLC	Barracuda Backup Services	Administration	3/1/2022	2/15/2023
Under \$400K	11,700	Cara Griffin	Writers Communication Services	Communications	5/1/2021	2/29/2024
Under \$400K	11,500	American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	11,400	Sarah Noll Wilson, Inc	Coaching PA Agreement	Administration	8/1/2022	7/30/2023
Under \$400K	11,000	Bruner Strategies, LLC	ED Review Services	Administration	7/1/2021	6/30/2022
Under \$400K	10,800	ICF Resources, LLC	PE EB Umbrella Agreement	Energy Efficiency	4/29/2022	12/31/2022
Under \$400K	10,637	American Council for and Energy Efficient Economy	ACEEE Summer Study	Administration	8/11/2022	9/30/2022
Under \$400K	10,545	Susan T Rosene	Writers Pool Services Agreement	Communications	3/1/2022	2/29/2024
Under \$400K	10,500	Kleinschmidt Associates	Other RE Professional Services	Renewable Energy	4/1/2022	3/31/2024
Under \$400K	10,125	Community Energy Project, Inc.	Consultant Services	Energy Efficiency	9/30/2021	10/1/2022
Under \$400K	10,000	Community Energy Project, Inc.	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	Common Connections	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	All Ages Music Portland	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	African American Alliance for Homeownership	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	Black Community of Portland	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	Growing Gardens	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under \$400K	10,000	Stevens Integrated Solutions Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	10,000	Youth Organized United to Help	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	The Phillipine American Chamber of Commerce OR	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	NeighborWorks Umpqua	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	LatinoBuilt Foundation	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	10,000	Oregon Solar Energy Fund	Solar Career Expo 2022	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	10,000	Northwest Earth Institute	EcoChallenge Service Agreement	Energy Efficiency	3/7/2022	12/31/2022
Under \$400K	10,000	Northwest Housing Alternatives Inc.	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	10,000	RR Donnelley	Printing Blanket PO's PAC	Communications	1/1/2022	12/31/2022
Under \$400K	9,800	Momentive Inc. aka Survey Monkey	License Services Agreement	Administration	3/11/2022	2/1/2024

For contracts with costs through: 9/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	9,787	Flexi Promotional Marketing Inc.	SEM Hang Tags	Communications	9/1/2022	10/15/2022
Under \$400K	9,350	Empress Rules LLC	Consulting Development Service	Administration	6/1/2022	8/31/2022
Under \$400K	9,250	Naim Hasan	Photographer	Administration	7/19/2019	8/1/2024
Under \$400K	9,221	Tri-Met	Universal Pass Agreement 22-23	Administration	9/1/2022	8/30/2023
Under \$400K	8,880	Kathleen T Whitty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	8,372	The Sustainable Living Center	Working Together Grants	Communications	3/7/2022	9/30/2022
Under \$400K	8,313	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	7/1/2023
Under \$400K	8,125	Terrance Harris	DAC Consultant Services	Administration	1/1/2022	12/31/2022
Under \$400K	7,500	Verde	Community Consulting Agreement	Joint Programs	5/1/2021	12/31/2022
Under \$400K	7,000	Susan Badger-Jones	DEI Consultant Services	Joint Programs	2/1/2021	12/31/2022
Under \$400K	6,805	Hacienda Community Development Corporation	Working Together Grants	Communications	3/10/2022	9/30/2022
Under \$400K	6,780	Emburse Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2023
Under \$400K	6,650	Northwest Engineering Service Inc	Air Balancing Test Services	Administration	5/1/2022	9/30/2022
Under \$400K	6,588	Thomson Strategic Consulting	Stakeholder Facilitation	Administration	8/11/2022	11/30/2022
Under \$400K	6,450	The Option Agency	Photoshoot Talent Services	Communications	12/15/2021	12/15/2024
Under \$400K	6,400	Encolor LLC	Consulting Development Service	Administration	6/1/2022	9/14/2022
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	6,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	6,000	Rogue Climate	RARE Intern Sponsorship	Communications	10/13/2021	10/13/2022
Under \$400K	6,000	Oregon Manufacturing Extension Partnership	2022 Sponsorship	Communications	8/1/2022	12/31/2022
Under \$400K	5,511	PhotoShelter Inc	Cloud Services Photo Bank	Communications	3/23/2022	2/1/2023
Under \$400K	5,500	Environmental Leadership Program	RAY Fellowship Agreement	Joint Programs	7/16/2021	7/15/2023
Under \$400K	5,475	Hapaworks LLC	Writers Pool PA Agreement	Communications	8/1/2022	2/29/2024
Under \$400K	5,440	Three Sisters Irrigation District	Ribbon Cutting Reimbursement	Communications	7/1/2022	8/30/2022
Under \$400K	5,250	Moss Adams LLP	990 Tax Audit	Administration	12/1/2021	12/31/2022
Under \$400K	5,225	Marlene McCallum	Coaching Services PA Cap*	Energy Efficiency	10/6/2021	12/31/2022
Under \$400K	5,070	Jason Quigley Photography LLC	Photography Services	Communications	1/1/2022	12/31/2023
Under \$400K	5,000	Indika Sugathadasa	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Empress Rules LLC	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022
Under \$400K	5,000	Dolores Martinez	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Cheryl Roberts	DAC Stipened Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	American Institute of Architects, Southwestern Oregon Chapter	2022 Sponsorship	Communications	2/1/2022	12/31/2022
Under \$400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2023
Under \$400K	5,000	Leona Enright	Tribal Stipend Agreement	Communications	8/1/2022	7/30/2024

For contracts with costs through: 9/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	5,000	LaNicia Duke	DAC Stipend Agreement	Administration	6/30/2022	7/1/2024
Under \$400K	5,000	Lara Media Services, LLC	El Grito Sponsorship	Communications	8/1/2022	9/30/2022
Under \$400K	5,000	Latino Built Association for Contractors	2022 Sponsorship	Communications	1/10/2022	12/31/2022
Under \$400K	5,000	New Buildings Institute	2022 New Gen Sponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	5,000	NAMC Oregon	2022-23 Membership Dues	Communications	6/1/2022	6/1/2023
Under \$400K	5,000	Oswaldo Beral Lopez	DAC Stipenend Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	Robert Lowe	Personal Services SME Expert	Energy Efficiency	2/11/2022	7/29/2022
Under \$400K	5,000	Rebecca Descombes	DAC Stipenend Agreement	Administration	3/1/2021	12/31/2022
Under \$400K	5,000	Rebecca Descombes	DAC PA Agreement	Joint Programs	9/30/2021	12/31/2022
Under \$400K	5,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	6/15/2023
Under \$400K	5,000	Susan Badger-Jones	DAC Stipened Agreement	Administration	4/15/2020	12/31/2022
Under \$400K	5,000	The Next Door Inc.	Outreach BIPOC ResCustomers	Communications	1/1/2022	10/30/2022
Under \$400K	5,000	Shane Christopher Davis	DAC Stipenend Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	4,975	Moss Adams LLP	Consulting	Administration	12/1/2021	12/31/2022
Under \$400K	4,500	HVAC Inc	Service Agreement	Administration	7/1/2022	7/1/2023
Under \$400K	4,320	Strage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2023
Under \$400K	4,000	Shane Christopher Davis	DAC Professional Services	Administration	10/1/2021	12/31/2022
Under \$400K	3,500	Verde	Memorandum of Understanding	Communications	4/15/2019	9/30/2022
Under \$400K	3,500	Pamela Oakes LLC dba The Profitable NonProfit	Advising Grant Giving *PA Cap	Administration	8/16/2021	8/15/2022
Under \$400K	3,325	Bonneville Environmental Foundation	2021_22 WRECS SUB Agreement	Joint Programs	10/31/2021	10/31/2022
Under \$400K	3,192	Metro Access Control	Replace Emergency SoftwareDoor	Administration	5/15/2022	7/15/2022
Under \$400K	3,000	Portland Leadership Foundation	2022 Emerging LeadershipIntern	Administration	3/21/2022	12/31/2022
Under \$400K	3,000	Wynde Consulting	PA Style Service *25,000 limit	Administration	8/22/2022	8/31/2023
Under \$400K	3,000	Sarah Noll Wilson, Inc	Coaching Services	Administration	6/15/2022	1/15/2023
Under \$400K	2,280	D&B	D&B	Administration	3/31/2021	3/31/2023
Under \$400K	2,000	Dolores Martinez	DAC PA Agreement	Joint Programs	9/1/2021	12/31/2022
Under \$400K	1,245	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2023
Under \$400K	500	Indika Sugathadasa	DAC Consultant Services	Joint Programs	3/1/2021	12/31/2022
TOTAL	186,388,285.96					

For contracts with costs through: 9/1/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			14,410,144	9,879,965	4,530,179		
Communications							
Communications Total:			5,190,601	3,753,094	1,437,507		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	22,037,449	20,828,917	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	16,795,582	9,679,708	7,115,874	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 Residential PMC	Austin	8,985,107	5,546,249	3,438,858	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 NBE PMC	Austin	6,167,249	3,764,313	2,402,936	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 Lighting PDC	Austin	3,813,275	2,619,563	1,193,712	1/1/2022	12/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC	Irvine	2,996,257	1,847,053	1,149,204	1/1/2022	12/31/2022
Energy 350 Inc	PE PDC 2022	Portland	2,897,853	1,718,475	1,179,378	1/1/2022	12/31/2022
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	2,260,254	1,450,322	809,932	1/1/2022	12/31/2022
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	1,158,629	922,371	1/1/2020	12/31/2024
Intel Corporation	EE Project Funding Agreement	Hillsboro	1,950,000	0	1,950,000	12/2/2021	12/31/2025
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	1,937,650	1,122,570	815,080	1/1/2022	12/31/2022
RHT Energy Inc.	PE PDC 2022	Medford	1,506,601	940,326	566,275	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 Retail PDC	Austin	1,400,625	839,520	561,105	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	171,960	380,315	1/1/2022	12/31/2022
TRC Environmental Corporation	2022 BE DSM PMC	Windsor	516,227	297,847	218,380	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	74,798	404,888	3/24/2021	12/31/2022
SBW Consulting, Inc.	2020 EB Impact Evaluation	Bellevue	442,440	408,577	33,864	8/12/2021	9/30/2022
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	420,000	171,713	248,287	7/1/2021	6/30/2024
TRC Environmental Corporation	2022 BE NWN WA PMC	Windsor	385,060	297,176	87,884	1/1/2022	12/31/2022
SBW Consulting, Inc.	2021 EB Impact Evaluation	Bellevue	375,000	9,648	365,353	8/1/2022	6/30/2023
Illume Advising, LLC	CAP Survey	Verona	367,422	321,667	45,755	2/23/2022	12/31/2022
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	356,500	320,549	35,952	1/1/2020	12/31/2022
The Cadmus Group LLC	2020 PE Impact Evaluation	Portland	355,800	355,678	122	3/30/2021	8/1/2022
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
Ekotrop, Inc.	ModelingSoftware for NC	Boston	275,000	242,036	32,965	1/21/2020	12/31/2022
CLEARresult Consulting Inc	2022 Residential PMC-WA	Austin	257,924	166,159	91,765	1/1/2022	12/31/2022
TRC Environmental Corporation	PDC - Landlord Cooling	Windsor	230,000	0	230,000	4/1/2022	9/30/2024
SBW Consulting, Inc.	Measure Development Support	Bellevue	215,000	152,740	62,260	5/1/2021	12/31/2022
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	210,025	73,077	136,948	1/21/2022	8/31/2023
CLEARresult Consulting Inc	2022 Residential PMC-CustSvc	Austin	207,797	115,809	91,988	1/1/2022	12/31/2022
ADM Associates, Inc.	2022_23 Fast Feedback Survey	Seattle	197,800	48,143	149,657	3/1/2022	6/30/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
ADM Associates, Inc.	BL Process Evaluation	Seattle	165,000	14,549	150,451	7/22/2022	5/31/2023
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	160,000	23,403	136,597	1/1/2022	12/31/2023
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	154,000	93,240	60,760	1/25/2022	12/31/2022
ADM Associates, Inc.	NB Process Evaluation	Seattle	153,000	67,074	85,926	3/15/2022	7/31/2023
Battelle Memorial Institute	PNNIL Services Agreement		140,142	140,142	0	5/9/2019	9/30/2022
Verde	DHP Installation Program	Portland	130,000	96,782	33,218	1/1/2022	12/31/2022
Community Energy Project, Inc.	MF Outreach Services	Portland	116,000	86,825	29,175	3/1/2022	3/31/2023
CLEARresult Consulting Inc	HE Assessment Tool	Austin	115,000	65,000	50,000	12/16/2021	12/31/2022
LD Consulting LLC	BL Consulting Services		105,000	32,220	72,780	4/27/2022	1/31/2023
Apex Analytics LLC	NH Impact Evaluation	Boulder	98,000	51,639	46,361	2/1/2022	12/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC-WA	Irvine	89,162	55,158	34,004	1/1/2022	12/31/2022
FMYI, INC	Subscription Agreement	Portland	83,650	83,650	0	4/25/2016	2/1/2023
Earth Advantage, Inc.	RealEstate Engagement	Portland	80,800	37,390	43,410	1/1/2021	12/31/2022
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	18,661	36,339	1/1/2018	12/31/2022
The Cadmus Group LLC	3 LG NB Impact Evaluation	Portland	54,000	52,773	1,227	1/1/2022	10/31/2022
Home Work Development LLC	NZF Grant Agreement		51,000	10,000	41,000	2/10/2022	3/31/2023
MWA Architects Inc.	NZF Grant Agreement		51,000	0	51,000	2/9/2022	12/31/2022
Anchor Blue LLC	Resource Assessment Model	Vancouver	50,000	27,600	22,400	1/1/2022	12/31/2022
Theodore Blaine Light III	Planning Consulting		45,000	12,060	32,940	1/1/2022	12/31/2022
Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Boulder	44,000	10,160	33,840	4/1/2022	3/30/2023
E Source Companies LLC	Membership Agreement	Boulder	41,682	41,682	0	12/17/2021	12/31/2022
Evergreen Economics	PGE Comm SmartThermostat eval	Portland	40,250	22,995	17,255	3/1/2022	11/30/2022
EVALUCREE	Energy Assessment Services		40,000	10,800	29,200	2/1/2022	12/31/2022
African American Alliance for Homeownership	CommunityProgramImplement ation	Portland	40,000	20,000	20,000	1/1/2021	12/31/2022
The Cadmus Group Inc.	PE Large Complex Impact Eval	Watertown	40,000	20,023	19,978	11/1/2019	12/31/2022
Northwest Energy Efficiency Council	Tool Lending Library	Seattle	38,750	38,750	0	1/1/2022	12/31/2022
Lane Community College Foundation	BECA Schlorships		30,000	30,000	0	6/15/2022	9/30/2022
Grady Britton, Inc	RES Content Campaign		28,000	28,000	0	4/22/2022	4/23/2023
RStudio PBC	Software License Agreement		27,773	0	27,773	6/5/2022	4/1/2023
Encolor LLC	ConsultingUnderrepresented Com		27,575	24,006	3,569	11/30/2021	12/31/2022
Encolor LLC	Eval Advisory Group Services		25,000	585	24,415	3/9/2022	3/8/2024
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	800	24,200	3/9/2022	3/8/2024
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	765	24,235	3/9/2022	3/8/2024
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	1,238	23,763	3/9/2022	3/8/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	1,470	23,530	3/9/2022	3/8/2024
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	1,112	23,888	3/9/2022	3/8/2024
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2022
Encolor LLC	Consulting Services		20,000	0	20,000	8/3/2022	3/31/2023
Consortium for Energy Efficiency	2022 EquityBehaviorSponsorship	Boston	15,000	15,000	0	4/1/2022	12/31/2022
Seeds for the Sol	CPF RES Partner Services		15,000	6,566	8,434	2/1/2022	12/31/2022
American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Washington	11,500	11,500	0	1/1/2022	12/31/2022
ICF Resources, LLC	PE EB Umbrella Agreement	Fairfax	10,800	5,100	5,700	4/29/2022	12/31/2022
Community Energy Project, Inc.	Consultant Services	Portland	10,125	0	10,125	9/30/2021	10/1/2022
Northwest Earth Institute	EcoChallenge Service Agreement	Portland	10,000	10,000	0	3/7/2022	12/31/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Marlene McCallum	Coaching Services PA Cap*		5,225	5,225	0	10/6/2021	12/31/2022
New Buildings Institute	2022 New Gen Sponsorship	White Salmon	5,000	5,000	0	4/1/2022	12/31/2022
Robert Lowe	Personal Services SME Expert		5,000	0	5,000	2/11/2022	7/29/2022
Energy Efficiency Total:			140,040,713	92,099,776	47,940,937		
Joint Programs							
Lake County Resources Initiative	Support for RE, EB, Solar PE	Lakeview	165,200	26,212	138,988	1/1/2022	12/31/2023
The Cadmus Group LLC	Solar Program Improvements	Portland	86,460	68,269	18,191	7/19/2021	10/31/2022
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	81,845	74,139	7,707	1/1/2017	12/31/2022
Infogroup Inc	Data License & Service Agmt	Papillion	25,278	24,681	596	2/4/2020	12/31/2022
Lake County Resources Initiative	OIT EA REDA Grant Agreement		17,730	0	17,730	4/26/2021	4/15/2023
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	3,343	3,657	2/1/2021	12/31/2022
Environmental Leadership Program	RAY Fellowship Agreement		5,500	5,500	0	7/16/2021	7/15/2023
Rebecca Descombes	DAC PA Agreement		5,000	1,125	3,875	9/30/2021	12/31/2022
Bonneville Environmental Foundation	2021_22 WRECS SUB Agreement	Portland	3,325	3,325	0	10/31/2021	10/31/2022
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:			407,338	208,094	199,244		
Renewable Energy							
Sunway 3, LLC	Prologis PV installation	Portland	3,405,000	2,964,146	440,854	9/30/2008	9/30/2028
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	2,701,500	298,500	9/4/2018	11/30/2023
Farmers Conservation Alliance	Irrigation Modernization	Hood River	2,000,000	1,698,915	301,085	4/1/2019	3/31/2023
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	1,000,000	800,000	11/15/2019	9/30/2041
Oregon Institute of Technology	Geothermal Resource Funding	Klamath Falls	1,550,000	1,550,000	0	9/11/2012	9/11/2032
Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Mount Vernon	1,000,000	1,000,000	0	10/25/2012	10/25/2027
Three Sisters Irrigation District	TSID Hydro	Sisters	1,000,000	1,000,000	0	4/25/2012	9/30/2032
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	900,000	900,000	0	4/1/2014	4/1/2034
Three Sisters Irrigation District	Mckenze Reservoir Irrigation	Sisters	865,000	0	865,000	3/18/2019	3/17/2039
Klamath Falls Solar 2 LLC	PV Project Funding Agreement	San Mateo	850,000	382,500	467,500	7/11/2016	7/10/2041
Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Corvallis	827,000	827,000	0	6/24/2009	6/24/2029
Energy Assurance Company	Solar Verifier Services	Milwaukie	745,000	670,075	74,925	10/15/2020	10/14/2022
Old Mill Solar, LLC	Project Funding Agmt	Bly, OR	490,000	490,000	0	5/29/2015	5/28/2030
Deschutes Valley Water District	Opal Springs Hydro Project	Madras	450,000	450,000	0	1/1/2018	4/1/2040
City of Medford	750kW Combined Heat & Power	Medford	450,000	450,000	0	10/20/2011	10/20/2031
City of Pendleton	Pendleton Microturbines	Pendleton	450,000	150,000	300,000	4/20/2012	4/20/2032
Three Sisters Irrigation District	TSID Funding Agreement	Sisters	400,000	400,000	0	1/1/2018	12/31/2038
SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Bethesda	355,412	355,412	0	5/15/2014	12/31/2034
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	321,456	159,906	161,550	1/1/2022	12/31/2022
Clean Power Research, LLC	License & Services Agreement	Napa	258,968	314,419	(55,451)	7/1/2021	6/30/2023
American Microgrid Solutions LLC	RE Feasibility Analysis	Easton	207,500	197,800	9,700	11/18/2019	7/30/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Enterprise	191,392	114,204	77,188	8/1/2021	8/1/2023
Craft3	NON-EEAST OBR Svc Agrmt	Portland	180,000	146,250	33,750	1/1/2018	12/31/2022
Faraday Inc	Software Services Subscription	Burlington	144,000	144,000	0	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
Oregon Solar Energy Fund	Solar Education Training	Portland	104,400	23,075	81,325	6/1/2022	11/30/2023
TRC Engineers Inc.	2022 EPS New Const Solar	Irvine	96,582	58,496	38,086	1/1/2022	12/31/2022
Site Capture LLC	SiteCapture Subscription	Austin	96,000	87,000	9,000	2/1/2018	1/31/2023
City of Hillsboro	Project Funding Agreement	Hillsboro	85,000	85,000	0	6/8/2020	12/31/2040
Wallowa County	Project Funding Agreement	Enterprise	80,000	80,000	0	4/1/2018	3/31/2038
SPS of Oregon Inc	Project Funding Agreement	Wallowa	75,000	74,513	488	10/15/2015	10/31/2036
University of Oregon	REDA Grant Agreement	Eugene	50,000	0	50,000	2/1/2022	2/3/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	46,400	14,921	31,479	4/1/2022	3/30/2023
Clean Energy States Alliance	Memorandum of Understanding	Montpelier	39,500	0	39,500	7/1/2022	6/30/2023
Verde	Solar Ambassadors for OR Comm	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
African American Alliance for Homeownership	Solar Ambassadors Project	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	25,000	25,000	0	10/11/2021	7/30/2023
University of Oregon	UofO SRML Sponsorship	Eugene	25,000	24,999	1	2/3/2022	3/8/2023
Farmers Conservation Alliance	Grant Agreement	Hood River	24,755	6,600	18,155	4/1/2022	3/31/2023
Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Portland	24,500	24,500	0	12/17/2021	12/31/2022
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
GuildQuality Inc.	TA Feedback Dashboard License		24,000	9,600	14,400	12/1/2021	12/31/2022
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	2,025	21,975	4/1/2022	1/31/2023
Adelante Mujeres	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Solar Oregon	Go Zero Tour Sponsorship	Portland	17,000	17,000	0	8/10/2022	12/31/2022
Unite Oregon	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Community Energy Project, Inc.	Solar Ambassadors Outreach	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
Solar Oregon	Solar Ambassadors Project	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
Kleinschmidt Associates	Other RE Professional Services	Pittsfield	10,500	0	10,500	4/1/2022	3/31/2024
Oregon Solar Energy Fund	Solar Career Expo 2022	Portland	10,000	10,000	0	1/1/2022	12/31/2022
Renewable Energy Total:			26,339,490	21,140,970	5,198,520		
Grand Total:			186,388,286	127,081,900	59,306,386		
Contracts without Incentives Total:			159,903,393	107,489,284	52,414,109		
Renewable Energy Incentives Total:			24,304,893	19,592,616	4,712,277		
Energy Efficiency Incentives Total:			2,180,000	0	2,180,000		

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Finance & Audit Committee Meeting Notes

July 26, 2022, 2:00 p.m.- 4:00 p.m.

Board Attending by teleconference: Susan Brodahl (Chair), Karen Ward, Peter Therkelsen, Silvia Tanner, Thelma Fleming, Henry Lorenzen (ex officio)

Board Absent: Anne Root

Staff attending by teleconference: Chris Dunning (Staff Liaison), Alex Novie, Amber Cole, Cameron Mathews, Cheryle Easton, Debbie Menashe, Lizzie Rubado, Oliver Kesting, Mark Wyman, Michelle Spampinato, Michael Colgrove, Ryan Cook, Scott Swearingen, Shelly Carlton, Steve Lacey, Tara Crookshank

Others in attendance:

Chair Susan Brodahl called the meeting to order at 2:02 p.m. and asked Chris to lead the committee through the agenda.

Innovation and Development Services

Michael Colgrove introduced Lizzie Rubado, Mark Wyman and Ryan Cook who represent the Innovation and Development Advance team.

Mike shared lessons learned from the last year using the New Funding Process being a little cumbersome. Shared staff's evolving work on presenting this information to the board through the budget. Staff requested thoughts from the committee some guidelines and parameters of how we work through assessing the new funding opportunities in the future. Committee's recommendation how and when the board will want to be engaged.

The committee and staff engaged in a through discussion around Energy Trust's new funding opportunities evolution through the last five years, the funding opportunity size, staffing and organizational impact while staying focused on our core mission. They discussed the concepts around bringing opportunities to the committee for discussion and then report out to the full board.

Mike thanked the committee for their time and will bring the committee's input and feedback into the Innovation and Development team's revised proposal in a future meeting.

The committee members are all in agreement to continue this discussion in future meetings.

Financial Results

Chris provided a high-level fly over the June financials. Acknowledging the committees input on changes in Net Asset reporting. He mentioned that staff will be meeting with Susan seeking guidance for these report changes. He reported that Oregon Public Utility Commission financial measure of increase in administrative costs at 28% year is reducing as we anticipated it would and continues to reflect the brand awareness campaign from earlier in the year.

Chris introduced Tracy Scott's delegate Scott Swearingen. Scott provided an overview of early high level key themes and signals that are emerging from the 2022 Q2 Forecast. Scott reported

while analyzing the data we are seeing underachievement of savings compared to forecast and previous years. Already taking efforts to bolster offers, but we are not seeing an immediate uptake on the offers.

Tracy Scott will provide a more in-depth analysis and provide strategies to address mitigating lagging savings to the committee at the August 29th meeting.

Propose CLEAResult New Building Contract Extension

Oliver Kesting, Shelly Carlton and Alex Novie provided the board briefing paper with the program's analysis and recommendation to extend the CLEAResult New Building contract to 2024.

Staff and committee engaged in discussion of the New Buildings' program and Oregon Public Utility Commission measurement from the impact of the change in code, ASHRAE Standard 90.1-2019 effective 04/2021. After their thorough discussion, the committee agreed to present their recommendation to approve the resolution to extend the contract through 2024.

Susan will make the committee's recommendation to the board at the September 7th, 2022, Special Board Meeting. She asked Oliver, Shelly and Alex to be on hand to answer and board discussion.

Budget Development Check-In

Chris explained this is the first check-in will follow with a series of updates to & discussions with the committee on 2023 budget development. He provided a timeline of what the next four meetings will cover as preparation for the October board budget workshop and December board meeting where we aim for final board approval.

Chris wanted to hear the committee's reflections on the Board's July 20, 2022 discussion around the 2023 business planning and budget considerations.

Adjourn Meeting

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

Next meeting is August 29, 2022, 2:00 p.m.

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Finance & Audit Committee Meeting Notes

August 29, 2022, 2:00 p.m.- 4:00 p.m.

Board Attending by Teleconference: Susan Brodahl (Chair), Karen Ward, Silvia Tanner, Thelma Fleming, Henry Lorenzen (ex officio)

Board Absent: Anne Root, Peter Therkelsen

Staff Attending by Teleconference: Chris Dunning (Staff Liaison), Alex Novie, Amber Cole, Cameron Mathews, Cheryle Easton, Debbie Menashe, Lizzie Rubado, Oliver Kesting, Mark Wyman, Michelle Spampinato, Michael Colgrove, Ryan Cook, Scott Swearingen, Shelly Carlton, Steve Lacey, Tara Crookshank, Tracy Scott

Others in attendance:

Chris Dunning, Chief Financial Officer opened the meeting at approximately 2:00 with an overview of the agenda.

Residential Request for Proposal (RFP) Results

Thad Roth, the Residential RFP Team and provided a high-level overview of the Residential Program RFP process. Staff recommended three contracts: one Residential Program Delivery Contract (PDC) and two Program Delivery Contracts (PDC).

Thad and Marshal Stevens and Committee members engaged in depth conversation about the evaluation results and findings from the RFP process.

The committee expressed concerns and Marshal provided background and clarifying information that addressed their concerns.

Debbie Menashe provided clarifying information related to the program and contract history and future strategies.

Tyrone Henry, Diversity Equity and Inclusion Lead, provided additional background and detail on how these contracts will support and strengthen Energy Trust's Diversity Equity and Inclusion strategies moving forward.

Susan Brodahl, Committee Chair, then polled the committee for additional questions and discussed the process and recommendation to the Board.

After lengthy discussion the committee concluded, due to desire for additional information and compressed timeline, to ask Staff to provide additional information and the detailed confidential committee briefing papers to the Board for the board for discussion in Executive Session September 7th, 2022.

Financial Briefing

Tracy Scott and Scott Swearingin provided a high-level overview of the 2022 Q2 forecast focusing in on the energy and incentives forecast.

Chris gave an overview of the Oregon Public Utility Commission Administrative metrics 2022 Q2 forecast and strategies and measures to take for response while maintaining ongoing engagement with the Oregon Public Utility Commission staff.

Susan facilitated discussion so that all committee members were able to engage staff with thorough discussion of the market impact, forecast and staff response and communication strategies with the Oregon Public Utility Commission and Utilities.

2023 Budget Update

Amber Cole shared the draft workshop agenda for the October 12th, 2022 Board meeting. She provided background and information how SB3141 is impacting the agenda to include time for Utility public comment.

Committee deferred to staff's discretion on workshop agenda and no adjustments were suggested.

Board Budget Assumptions for 2023-2024 Board Budget

Cheryle Easton provided the 2023 Board Services budget assumptions and without receiving any additional budget consideration will submit the numbers for the 2023-2024 Draft budget.

Adjourn Meeting

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

Next meeting is September 26, 2022, 2:00 p.m.

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Board Briefing Paper

CLEAResult Contract Extension for Business Lighting Program Delivery Contract

October 12, 2022

Summary

Staff proposes an amendment to extend Energy Trust's current program delivery contract with CLEAResult for Energy Trust's Business Lighting program for an additional one-year extension period through December 31, 2024, with a more limited scope of work, which would result in a total contract term of four years.

The initial term of this program delivery contract with CLEAResult was for three years from January 1, 2021 to December 31, 2023, with the option of two additional year extensions. Staff now proposes to extend the contract for a first and likely final one-year extension period from January 1, 2024 to December 31, 2024. In accordance with the board's resolution authorizing this contract, if the board does not object to the extension proposed by staff, the executive director is authorized to sign an extension amendment. Staff made a detailed presentation to the Finance & Audit Committee recommending the proposed extension amendment. Following review and discussion of staff's presentation, the Finance & Audit Committee supports staff's recommendation for the extension amendment.

Background

- During 2020, program staff conducted a Request for Proposals process to select a contractor to manage the Business Lighting program.
- In September 2020 (Resolution 919), the board authorized a contract with CLEAResult for Business Lighting program delivery services, which includes trade ally development and management, measure development and delivery the Business Lighting program tracks. This decision was subject to determination of a final contract scope and amount based on board-approved 2021 Production Efficiency and Existing Buildings budgets and consistent with subsequent board-approved annual budgets and action plans.
- The Business Lighting program is organized in three tracks that deliver incentives and services to different types of businesses in different ways:
 - Downstream. This is the traditional track of the program. Trade allies sell lighting projects and submit them to Energy Trust through the Lighting Tool which calculates the savings and incentives from the project. This track serves both commercial and industrial customers; the largest projects tend to be at industrial sites. This track was particularly hard-hit by the reduction of incentives in 2021 and by supply chain and labor shortages impacting the economy.
 - Midstream. This track of the program provides incentives directly to distributors who then pass along the incentive at the point of purchase. There is a select group of

lighting products available through this channel and it allows the program to deliver these common products more cost-effectively and reach more customers who install their own lamps and fixtures. This channel to customers has been effective in reaching both commercial and industrial customers.

- Small Business Direct Install: This offering is designed to reach customers in facilities that are under 20,000 sq. ft., with a particular emphasis on reaching customers in communities of color, in low-income communities and in rural areas. It includes a select group of lighting products that are commonly used in smaller businesses and installs them at no-cost to customers. This offering was intended to serve both commercial and industrial customers. To date, 95% of the installations have been at commercial businesses.
- The authorizing resolution included an initial term of three years and a provision allowing staff to offer up to two additional one-year extensions if the program delivery contractor meets certain established performance criteria. The board resolution also directed staff to report to the board on the program delivery contractor's progress toward meeting the contract extension criteria and recommend whether to extend the contract.
- Staff reviewed the contract extension recommendation in detail with the board's Finance & Audit Committee on September 26, 2022. The committee recommends extending the contract as proposed and outlined by staff, with a reduced scope and consistent with the board approved 2024 budget and action plan, for a first and likely final one year extension period.

Discussion

- Staff recommends that Energy Trust extend the CLEAResult contract after conducting a thorough evaluation of two primary drivers:
 - PDC single contract structure and this structure's potential barriers to meeting the objectives for the Business Lighting program; and
 - CLEAResult's performance at delivering savings and building project pipelines across all sectors and through all three tracks of the program.
- The Business Lighting program delivery contract with CLEAResult started in 2021 and was the first contract to combine delivery of commercial, multifamily, and industrial lighting. Previously, business lighting was delivered by the Existing Buildings and Multifamily program management contractors (PMCs) through a subcontractor and through a Production Efficiency program delivery contractor (PDC) agreement to serve industrial and agricultural customers. The same contractor held both PMC subcontracts and the PDC contract.
- Staff had anticipated operational and market benefits from combining the management and delivery of commercial, multifamily, and industrial lighting into a single contract and some of those benefits have resulted. CLEAResult launched a comprehensive midstream lighting offer that serves all business customers. Trade allies and distributors appreciate having a single point of contact and communication from Energy Trust. Energy Trust staff also had one contract to manage and had direct visibility into lighting offerings' impacts across the multiple program channels, unfiltered through the subcontracts with PMCs.
- Notwithstanding these benefits, CLEAResult has not met all of the extension

performance criteria. Staff believes that the shortfalls in achieved savings and in project pipeline deficits is in part the result of the current contract structure which does not create a strong connection between the lighting and non-lighting offerings of both Existing Buildings and Production Efficiency. This has created customer confusion and operational challenges to manage budgets and has made it more difficult for Energy Trust to fulfill its plan to reach smaller customers in communities of color, in low-income communities and in rural areas.

- After re-examining the program design and contract structure and evaluating the state of the current market, Energy Trust staff proposes to re-organize the scopes of work of program contractors to better serve customers and deliver on savings goals.
- Energy Trust staff has developed and recommends a phased strategy to meet customer needs and maintain operational efficiencies for both Energy Trust and its program management and delivery personnel:
 - In 2023, transfer the commercial small business lighting offering from the Business Lighting program delivery contract and include this offering in the scope of the Existing Buildings program management contract with TRC. To date, 95% of the customers participating in this offer have been commercial businesses.
 - In 2024, include a new industrial small business lighting offering in the scope of the Production Efficiency program management contract with Energy 350.
 - In 2024, transfer the scopes of work for the commercial and industrial lighting downstream offerings from the Business Lighting program delivery contract to the respective Existing Buildings and Production Efficiency program management contracts.
 - Retain CLEAResult for one additional and likely final year (January 1, 2024, through December 31, 2024) through a contract extension that would include midstream track program delivery, trade ally development and management, and measure development.
 - In 2024, conduct a rebid for a contractor to deliver the midstream track program delivery beginning January 1, 2025. Trade ally development and management and measure development will either be included in the rebid or moved to the Existing Buildings and Production Efficiency programs.
- The requested contract extension scope would focus on a reduced scope of work -- measure development, trade ally development and management, and delivery of the recently launched midstream offering.
- Staff believes that maintaining the current contract for these three program elements for another year reduces risk to Energy Trust related to savings acquisition and creates the least amount of disruption to the market.
 - The midstream offering was successfully launched and is working well for customers and attracting new distributors. Staff believes that there is risk in changing the midstream offering and creating further market disruption at this time.
 - CLEAResult has also been working to rebuild trust among trade allies after the incentives were restored after the 2021 program pause.
 - CLEAResult has extensive experience updating measures for Energy Trust.
- Energy Trust presented its recommendation in detail to the board's Finance & Audit Committee on September 26, 2022.

Performance Criteria for Determining Extensions

Staff have identified criteria to assess contract performance in order to inform contract extension decision. The performance criteria used in the CLEAResult Business Lighting program delivery agreement are: Annual Supplier Diversity Goal Achievement, Annual Program Goals Achievement, Incentives and Savings Forecast Accuracy, and Teamwork and Cross Program Referrals. CLEAResult has not met all the performance criteria. However, staff is recommending Energy Trust extend for three specific program elements: midstream, lighting trade ally development and management, and measure development. CLEAResult has satisfactorily performed in the midstream, lighting trade ally development and management, and lighting measure development work.

Conclusion

There's no question that delivering the Business Lighting program has been unusually challenging since the CLEAResult contract began in 2021. Bonuses created a surge of projects late in 2020 that created a delay in closing out the year, and changes to the incentive structure to manage the budget eroded trust with the market. Energy Trust staff's assessment is that we can right the ship of Business Lighting by extending CLEAResult's current contract for Business Lighting with a reduced scope to build on the successes in midstream, trade ally network management and measure development and make Business Lighting once again a more program-specific outreach, marketing and delivery model. Staff believe this approach is the best path forward that reduces risk to Energy Trust's savings acquisition commitments and creates a more stable relationship with the market.

Next Steps

Absent board objection, staff will forward a contract amendment to Executive Director Michael Colgrove for signature to extend the Business Lighting program delivery contract with CLEAResult, the Business Lighting PDC, through December 31, 2024. In addition, staff will begin implementation of the other elements of the plan to improve delivery of the Business Lighting program. These next steps are recommended to the board of directors by staff and the board's Finance & Audit Committee.

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Board Briefing Paper

TRC Contract Extension for Existing Buildings Program Management Contract

October 12, 2022

Summary

Staff recommends that the board authorize Energy Trust's Executive Director to sign an amendment to extend Energy Trust's current program management contract with TRC for Energy Trust's Existing Buildings program for an initial one-year extension period through December 31, 2024, which would result in a total contract term of four years.

The initial term of this program management contract with TRC was for three years from January 1, 2021, to December 31, 2023, with the option of two additional year extensions. Staff now propose to extend the contract for the first one-year extension period from January 1, 2024 to December 31, 2024.

Background

- During 2020, program staff conducted a Request for Proposals process to select a contractor to manage the Existing Buildings program.
- In September 2020 (Resolution 918), the board authorized a contract with TRC for Existing Buildings program management services subject to determination of a final contract amount based on the board-approved 2021 budget and subsequent annual budgets consistent with board-approved annual budgets and action plans.
- The authorizing resolution included an initial term of three years and a provision allowing staff to offer up to two additional year extensions if the program management contractor meets certain established performance criteria. The board resolution also directed staff to report to the board on the program management contractor's progress toward meeting contract extension criteria and recommend whether to extend the contract.
- The Existing Buildings program encompasses several different tracks:
 - Custom projects require a technical analysis study and receive incentives based on the amount of savings achieved. Existing Buildings outreach staff works with customers to facilitate these projects.
 - Standard incentives are delivered by trade allies and equipment vendors.
 - Strategic Energy Management (SEM) is an Energy Trust offering that provides tools and education to customers to help them learn how their businesses use energy and identify where waste is happening. SEM is delivered in a cohort of peers and involves the implementation of best practices, employee engagement and continuous monitoring of energy use to deliver savings over time.
- Staff is requesting this extension earlier than typical (Q4 2022 instead of Q1 2023) to allow for planning the expansion of scope to include delivery of the small business lighting direct install offering in 2023 which is being recommended through the restructuring and rescoping of the Business Lighting program delivery agreement.

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- Staff has reviewed the contract extension criteria and recommends extending the contract for the first one-year extension period, consistent with the board approved 2024 budget and action plan. Staff believes this extension is appropriate because TRC has been largely met the performance criteria and also has demonstrated the capacity and interest in taking on the additional scope from Business Lighting.

Discussion

- The Program Management Contract for Existing Buildings with TRC was a shift from Energy Trust's previous Existing Buildings contract, incorporating the Existing Multifamily program into Existing Buildings, and transferring delivery of lighting for Multifamily and Existing Buildings to a separate contract for Business Lighting.
- TRC built a staff to deliver on all three elements of the program and has effectively managed these elements of program delivery through a tumultuous time and several challenges including Covid, and economic uncertainty for customers.
- A significant element of the contract was for TRC to develop and deliver an offering to meet the needs of small businesses, particularly those located in communities of color, in low-income communities and rural areas. This offering has been developed and is being refined to meet customer needs before a full-scale launch in 2023.
- The PDC for Business Lighting was contracted to deliver a small business lighting direct install offer to serve the same groups of customers. This offering was launched in 2021. Details about this offering are in a separate Business Lighting briefing document.
- The two small business offerings were designed with some coordination between contractors but ultimately had different program designs.
- Energy Trust staff have begun planning a phased approach to strategically shift the outreach, marketing and delivery of the Business Lighting program to commercial businesses to TRC. These changes will provide a streamlined customer experience, more comprehensive services to business customers, and better alignment of customer-facing activities. The changes also reinforce Existing Buildings Program responsibility for delivering the entire customer experience for commercial business customers.
- The planned approach to this shift is proposed in two phases:
 - In 2023, transfer the delivery of the commercial lighting small business direct install offering from Business Lighting program delivery contract to the Existing Buildings program management contract.
 - In 2024 transfer the outreach, marketing and delivery of commercial lighting downstream customer experience from the Business Lighting program delivery contract to the Existing Buildings program management contractor.
- Phasing these changes is intended to help create a smoother transition for customers, allies, and staff. It allows for Existing Buildings to build staff capacity to ensure a good customer experience and efficient program operations.
- Staff recommended extending the Existing Buildings program management contract with TRC for one year (January 1, 2024, through December 31, 2024) to ensure this smooth transition for all market actors to the Finance & Audit Committee on September 26, 2022, and the committee supported the recommendation.

Performance Criteria Evaluation

The TRC PMC contract sets forth specific criteria for performance assessment and contract extension: Annual Supplier Diversity Goal Achievement, Annual Program Goals Achievement, Incentive and Savings Forecast Accuracy, Teamwork and Cross Program Referrals, Successful Implementation of Cross-Program Procedures. Energy Trust staff presented detailed information on TRC's performance as compared to these criteria to the Finance & Audit Committee at the committee's meeting on September 26, 2022. Although TRC is not on track to meet energy goals

in 2022, they performed well in 2021 and are on track to meet many of the performance criteria in 2022. Staff recommends that Energy Trust extend the contract through 2024 now – approximately 1-2 quarters earlier than typical – to create stability within the program, capture the benefits of longer-term planning, and ensure a successful integration of Business Lighting’s small business direct install offering into the Existing Buildings portfolio. The Finance & Audit Committee supports staff’s recommendation to authorize the one-year extension through 2024.

Conclusion

Dynamic market conditions have made all program delivery more challenging in the last couple of years. Bonuses created a surge of projects late in 2020 that created a delay in closing out the year, and changes to the incentive structure to manage the budget eroded trust with the market. Though not expected to meet energy savings goals for 2022, staff believes that TRC has risen to the challenge and implemented all elements of the program competently. Staff brought this extension recommendation to the Finance & Audit Committee forward earlier than is typical to enable adequate time for TRC to plan integration of the small business lighting offering into their portfolio in a way that maximizes opportunities to serve smaller businesses, minimizes risk of market disruption for customers and allies and creates a smooth path to meeting savings acquisition goals for the program overall. The Finance & Audit Committee supports staff’s extension recommendation.

Next Steps

Absent board objection, staff will seek executive director authorization to extend the Existing Buildings program management contract with TRC, the Existing Buildings PMC, through December 31, 2024.

Tab 4

Nominating & Governance Committee Meeting Notes

August 11, 2022, 1:00 p.m.

Board Attending by teleconference: Roland Risser (Chair), Anne Root, Janine Benner (Oregon Department of Energy, ex-officio), Melissa Cribbins, and Henry Lorenzen (ex officio)

Staff attending by teleconference: Cheryle Easton, Debbie Menashe, Mike Colgrove, Amber Cole, Greg Stokes

Others: Anna Kim (Oregon Public Utility Commission)

Chair Roland Risser opened the meeting at 1:02 p.m.

Board Vacancy Recruitment Update and Discussion

Greg Stokes updated Committee members on the current director vacancy recruitment process, noting that August 25, 2022, is the deadline for applications. Committee members discussed the desired and priority attributes for candidates in order to guide interview questions and discussions. Committee members noted that this recruitment is more broadly focused in terms of attributes sought than the prior recruitment, which focused on financial acumen. Committee members asked Greg to draft an interview guide for review by the Committee through email. In addition, Cheryle Easton will schedule placeholder dates for candidate interviews. As with the appointment of new board member Thelma Fleming, Cheryle will also schedule a special board meeting for the Committee to make its recommendation to the full board.

Executive Director Workplan

The Nominating & Governance Committee's charter assigns Executive Director Performance Measures and Review to this committee. Committee members reviewed Michael Colgrove's draft workplan following the last meeting and suggested a small number of revisions. Mike revised the workplan draft in accordance with Committee suggestions. Mike thanked the Committee for their review of his workplan.

Proposed Bylaw Revision regarding Committee Decision Making

Committee chair Roland Risser proposed a bylaw change to clarify the Board president's role in committee decision making. The revision is proposed to clarify a process by which the Board president, who is an ex officio member of every board committee pursuant to the Energy Trust bylaws, may cast a deciding vote if there is a split decision by the committee, and the committee cannot reach a consensus decision. The proposed bylaw revision (in *italics*) is to section 4.6 on the role of the President:

4.6 *President.* The President shall preside at all meetings of the board of directors. The President shall have such other powers and duties as may be prescribed by the board of directors. The President shall also be an ex officio member of any committee established pursuant to Section 5 *with authority to vote only in the event of a tie vote cast by the remaining committee members authorized to vote.*

Committee members discussed the proposed bylaw revision and were supportive and asked that the matter be presented to the full board for consideration. Debbie Menashe noted that the

current committee charter operating guidelines to not explicitly provide for decisions by majority vote at the committee level. Committee members asked Debbie to review the proposed bylaw revision language and draft language that would be consistent for revision to the committee charter operating guidelines. Debbie will return to the committee at its next meeting for a discussion of this language. Proposed changes could be presented to the other committee chairs and then the full board for discussion at the October board meeting.

Board Orientation

Michael Colgrove and Cheryle Easton discussed Board orientation session reading materials and described the current orientation process. Henry and Mike will lead a discussion on Committee thoughts and desires for the process, some based on work in 2021 on board governance. Board members thanked Mike and Cheryle for the excellent materials. Board members continued their discussion on the topic by considering ways in which new board members may have orientation time scheduled with the board president and other board members. Committee members then discussed ways to connect on a more informal basis, particularly in areas where board members reside and work close to each other. Committee members also discussed ways in which to ensure new board members feel welcomed, especially when meetings are held in a virtual format.

Governance Policy Review Process

The Committee then returned to its review of revisions to the existing 2.003.000-P Board Governance Guidelines. The focus of the discussion was on the section regarding the potential of a “fundamental” conflict that cannot be waived because of a board member’s employment. Committee members reviewed the new suggested language to describe this type of a conflict and suggested the addition of more clarification on the definition of a conflict in this section. Debbie Menashe will add language to cross-reference the board’s existing Conflict of Interest policy.

Debbie then updated the board initial research on board compensation, something the committee would like to consider as an inclusivity strategy. Debbie reported on her initial review of several nonprofit organization Forms 990. As a result of this review, Debbie recommended engaging a consultant to assist by reaching out for discussions with nonprofits of similar size and focus for information on their approaches to director compensation. Committee members support engaging a consulting but request an objective approach to the research, with no preconceived result in mind. Committee members noted that financial compensation can change the tone and expectations of board service, and it is something to be considered carefully with complete information. Debbie will proceed to engage a consultant for help in research and will also begin conversations with OPUC staff on the topic. Debbie will provide a status report to the committee at its next meeting.

Adjourn Meeting

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

Next meeting of the Nominating & Governance Committee is September 8, 2022

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Nominating & Governance Committee Meeting Notes

September 8, 2022, 2:00 p.m.

Board Attending by teleconference: Roland Risser (Chair), Melissa Cribbins, Letha Tawney (Oregon Public Utility Commission ex-officio), and Henry Lorenzen (ex officio)

Staff attending by teleconference: Cheryle Easton, Debbie Menashe, Mike Colgrove, Amber Cole, Steve Lacey, Tracy Scott

Chair Roland Risser opened the meeting at 1:03 p.m.

Board Vacancy Recruitment Update and Discussion

Committee members discussed the current board vacancy recruitment process, noting the excellent candidate applications and interviews. Cheryle Easton advised the committee that an additional meeting is needed for a debrief on the candidates. A Doodle poll for scheduling that will be forthcoming to committee members. After the committee is ready to recommend a candidate, President Henry Lorenzen will schedule a special board meeting for board discussion and decision.

Proposed Bylaw Revision regarding Committee Decision Making

Committee members returned to their discussion of a proposed revision to the bylaws to clarify the president's role in committee voting and to review new language for the committee charter operating guidelines.

Committee members will recommend the following bylaw revision (new language identified in *italics*) to the full board at its next meeting:

4.6 *President*. The President shall preside at all meetings of the board of directors. The President shall have such other powers and duties as may be prescribed by the board of directors. The President shall also be an ex officio member of any committee established pursuant to Section 5 *with authority to vote only in the event of a tie vote cast by the remaining committee members authorized to vote.*

Committee members discussed and suggested corresponding language for the committee operating guidelines with a focus on clarifying that committees should work collaboratively to arrive at a decision and that committee decisions will be followed by formal votes. Committee members asked Debbie Menashe to prepare draft operating guidelines consistent with the committee discussion and circulate that to all board committee chairs for their information.

The Nominating & Governance Committee will recommend the bylaw revision set forth above and propose the operating guideline language as committee charter revisions for review and discussion by the full board. Committee members asked that these items be included on the agenda for the October board meeting.

Governance Policy Review Process

The Committee then returned to its review of revisions to the existing 2.003.000-P Board Governance Guidelines. At the committee's August meeting, members asked Debbie Menashe to provide more definition of a conflict-of-interest as it pertains to the section of the Board Governance Guidelines that address conflicts for board members based on their employment.

Committee members approved of the added language presented to them, which cross references the board's Principles of Conflict-of-Interest Policy.

The committee also noted some apparent inadvertent deletions in the Board Governance Guidelines, and Debbie will correct the document.

At the committee's next meeting, Debbie will present information on research on board compensation and discussions with Oregon Public Utility Commission staff on this topic. This information is intended to assist the committee in its review of the Director Compensation section of the Board Governance Guidelines.

Contract Execution and Oversight Policy

The committee took up its initial review of 5.05.009-P Contract Execution and Oversight Policy. Debbie Menashe provided history on the policy and asked the board to consider raising the threshold dollar amount for board approval from \$500,000 to a higher amount. Committee members discussed the purposes of the policy and provided several considerations for change. Committee members noted that the policy provides for an annual report of all vendors who, in the aggregate, receive \$500,000 or more from Energy Trust and that the annual report also includes information on contracts between \$400,000 and \$500,000. This report provides visibility to board members for their oversight and fiduciary responsibility without formal board presentations. Committee members requested suggested revisions to the policy to reflect some of the ideas presented, including an increased threshold for needed board authorization to \$1,000,000 and ways in which to build in portfolio reports to the board on significant energy efficiency and renewable energy projects.

Committee members also asked Debbie Menashe and Cheryle Easton to schedule time for Roland Risser, as chair of the Nominating & Governance Committee, to meet with Susan Brodahl, chair of the Finance & Audit Committee, to discuss the latter committee's interest and thoughts on revisions to the policy.

Debbie will return to this committee at a future meeting with suggested revisions to the policy following the discussion with Susan Brodahl.

Committee members concluded the meeting by discussing the format and substance. Members found the meeting to be productive.

Adjourn Meeting

Chair Roland Risser adjourned the meeting at approximately 3:10 p.m.

Next meeting of the Nominating & Governance Committee is November 2, 2022

PINK PAPER

Resolution 990

Amend the Bylaws of Energy Trust of Oregon, Inc.

October 12, 2022

RESOLUTION 990 AMEND THE BYLAWS OF ENERGY TRUST OF OREGON, INC.

WHEREAS:

1. In February 2022, the Board of Directors of Energy Trust revised the structure and charters of its board committees
2. The board established three standing committees: A Nominating & Governance Committee, a Finance & Audit Committee, and a Compensation & HR Committee. In addition, the board established an ad hoc Diversity, Equity, and Inclusion Committee. Charters for each committee were adopted and approved by the board.
3. In the Operating Guidelines of each of the committee charters, decision-making is described as based on “group consensus and collaborative decision development.”
4. At its meetings in June and September 2022, the Nominating & Governance Committee discussed concerns for clarification of committee decision-making protocols in the event clear group consensus is not achievable.
5. In order to address these concerns, the Nominating & Governance Committee recommends changes to the Energy Trust Bylaws and the committee charters to specifically provide for decision by majority vote.
6. Energy Trust’s Nominating & Governance Committee recommend (i) a proposed revision to Section 4.6 of the Bylaws regarding the President’s ability to vote in committee decisions and (ii) to each of the committee charter operating charters as set forth in the proposed revisions shown in the attachment to this Resolution 990.

It is therefore RESOLVED that the Energy Trust Bylaws and the Operating Guidelines charters of each of the Nominating & Governance Committee, Finance & Audit Committee, and Compensation & HR Committee be revised as set forth in the proposed revisions as shown in the attachment to this Resolution 990.

Motion by:

Seconded by:

Vote: In favor:

Abstained:

Opposed:

ATTACHMENT

Proposed Revision to Bylaws Section 4.6 and Section 9 (to add amendment date)

BYLAWS OF ENERGY TRUST OF OREGON, INC.

SECTION 4 OFFICERS

President. The President shall preside at all meetings of the board of directors. The President shall have such other powers and duties as may be prescribed by the board of directors. The President shall also be a nonvoting ex officio member of any committee established pursuant to Section 5 *with authority to vote only in the event of a tie vote cast by the remaining committee members authorized to vote.*

SECTION 9 AMENDMENT

The board of directors may amend or repeal these bylaws or adopt new bylaws by the affirmative vote of more than seventy percent of the directors then in office, at any meeting of the board of directors called for that purpose. The meeting notice shall state that a purpose of the meeting is to consider an amendment to the bylaws and shall contain a copy or summary of the proposed amendment.

The foregoing bylaws were duly adopted by the board of directors on the 31st day of March, 2001, revised on the 30th day of April, 2003, the 4th day of February, 2004, the 8th day of September, 2004, the 3rd day of November, 2004, the 6th day of April, 2005, the 14th day of December, 2005, the 9th day of April, 2008, 20th day of February, 2019, ~~and~~ the 6th of April, 2022, *and the 12th of October, 2022.*

Eric Hayes, Secretary

Proposed Revision to Committee Charters Operation Guidelines Sections

Current Operating Guidelines:

1. Decision-making is based on group consensus and collaborative decision development.
2. Meeting discussions are conducted inclusively and with respect for all views.

Revised Operating Guidelines:

1. Meeting discussions are conducted inclusively and with respect for all views.
2. Decision-making is based on group consensus and collaborative decision development, followed by a vote of committee members. Final committee decisions in committee meetings are established and formalized by a majority of votes cast by committee members present.

Tab 5

Ad hoc Diversity Equity and Inclusion Committee Meeting Notes

August 3, 2022 12:00 p.m.

Board Attending: Melissa Cribbins (Chair), Elee Jen, Eric Hayes, Henry Lorenzen(ex-officio), Ruchi Sadhir (Oregon Department of Energy, ex officio)

Board Absent: Susan Brodahl,

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

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

Chair Melissa Cribbins called the meeting to order at 12:00 p.m.

Summary of Committee Discussion of Candidate Interviews

Chair Melissa Cribbins opened the meeting with a summary proposed scope of work received during negotiations. She shared her observations, raised concerns and invited committee members to share their opinions.

Committee members shared their opinions, discussed the process and progress of these negotiations.

The Committee directed Michael Colgrove to reach back to the consultants for additional rescoping of the statement of work within the revised parameters and budget.

Adjourned meeting

Chair adjourned the meeting at 1:05 p.m.

Next meeting to be determined

PINK PAPER

Ad hoc Diversity Equity and Inclusion Committee Meeting

Notes

September 13, 2022 12:00 p.m.

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

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

Special Advisors Absent: Susan Badger Jones, (Diversity Advisory Council)

Staff Attending: Elaine Dado for Cheryle Easton (staff liaison), Debbie Menashe

Chair Melissa Cribbins called the meeting to order approximately at 4:00 p.m.

Status Update Board Diversity Equity and Inclusion Workshop October 11th, 2022

Chair Melissa Cribbins opened the meeting with an update on available resources for the October 11th, 2022, Board Diversity Equity and Inclusion workshop.

Melissa shared that Energy Trust DEI Lead Tyrone Henry will prepare and conduct two board workshops with the board to assist the board to their understanding of their Diversity Equity and Inclusion journey. Through these workshops, Tyrone and Melissa expect to have a better understanding of best next steps.

Committee members shared their opinions and plan to meet after the October workshop to debrief from the October workshop.

The committee would like to schedule a special workshop on Thursday, December 15th day before the Board meeting Friday December 16th, 2022. Cheryle Easton will poll the rest of the board for availability.

Adjourned meeting

Chair adjourned the meeting at 4:20 p.m.

Next meeting to be scheduled after the October workshop

Tab 6

Conservation Advisory Council Meeting Notes
June 29, 2022

Attending from the council:

Jeff Bissonnette, NW Energy Coalition
Jake Wise, Portland General Electric
Kari Greer, Pacific Power
Monica Cowlshaw, Cascade Natural Gas
Roger Kainu, Oregon Department of Energy
Lisa McGarity, Avista
Tina Jayaweera, Northwest Power and
Conservation Council

Anna Kim, Oregon Public Utility
Commission
Becky Walker, Northwest Energy Efficiency
Alliance
Laney Ralph, NW Natural
Kerry Meade, NEEC
Dave Murphy, BPA
Brent Coleman, Davison VanCleve

Attending from Energy Trust:

Hannah Cruz
Elizabeth Fox
Elaine Dado
Austin Zeng
Alex Novie
Steve Lacey
Tom Beverly
Fred Gordon
Kate Wellington
Tracy Scott
Amanda Potter
Adam Bartini
Amber Cole
Mark Wyman
Michael Colgrove
Emma Clark
Spencer Moersfelder
Greg Stokes
Kirstin Pinit
Alina Lambert

Scott Leonard
Fabian Guerrero
Marshall Johnson
Melanie Bissonnette
Thad Roth
Amanda Thompson
Wendy Gibson
Cheryle Easton
Karen Chase
Sue Fletcher
Caryn Appler
Jackie Goss
Jay Ward
Ryan Crews
Shelly Carlton
Dave Moldal
Oliver Kesting
Huong Tran
Paul Fredrickson
Sletsy Dlamini

Others attending:

Cynthia Kinney, Cascade Energy
Cheryl LaCombe, TRC
Ciera Milkewicz, CLEARResult
Shannon Todd, TRC
Eric Wilson, Evergreen Consulting
Henry Lorenzen, Energy Trust Board of Directors
Brooke Landon, CLEARResult
Guillermo Castillo, Small Business Utility Advocates
Alder Miller, CLEARResult
Brian Lynch, AESC

1. Welcome and announcements

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

Hannah opened with a summary of the agenda and led a round of introductions. Hannah also discussed recruiting for additional Conservation Advisory Council members and asked current members to reach out to people they know who may be interested. Application closes on July 11.

2. Update on supporting wildfire recovery

Topic summary

Scott Leonard and Karen Chase discussed efforts around wildfire recovery. Scott recognized Program Management Contractor staff members Cheryl Lacombe, Kyle Kent, Angalee O'Connor who are working directly with customers and helping design the offers. Offers have been developed and launched.

The 2020 Labor Day fires were an unprecedented concurrence of conditions. More than 5,100 structures were affected, and more than 4,000 homes were destroyed. Incentives were based on outreach and community input.

The Building Codes Division (BCD) allowed rebuilding homes to older code, allowing more room for incentives for rebuilding. Incentives increase based on how far the home goes beyond code. This also created bonuses for wildfire resilience features.

Manufactured Home Replacement was moved from a pilot to a program. Some manufactured home parks are rebuilding while others are doing something different or are undecided. Production timelines, site availability and new community requirements pose barriers. One project has been completed, but 15 are in the pipeline and eight more are showing interest.

New Buildings provides more value by getting involved early in the process. Bonuses have been added for early design assistance and technical assistance. Coordination with other organizations is key. The Oregon Department of Energy is offering incentives which can be paired up with Energy Trust. BCD received grants to make homes more fire resilient and the funding can also be paired with Energy Trust incentives.

This is a small part of a solution to a big problem. Rebuilding and new offer development takes a long time. Approachable support and programs, Spanish materials and interpretation are needed. Energy efficiency and renewable energy are not always considered. Resilience is now part of the conversation. Survivors benefit from central points-of-contact and coordination.

Discussion

Council members noted that communities have recognized that there are opportunities to build back better. Funding will only go so far if there are continued one-off events.

Council members asked if the ability to claim energy savings from previous code is in law, or if it is a one-off. Staff noted that it's in statute but is time-limited and calls out the specific disaster.

Council members asked if there are efforts at the state level to do a debrief and discuss lessons learned. Staff responded that there are some efforts to align building codes with wildfire prone areas. Efforts are in place to try to avoid putting barriers in front of people to rebuild, but to also recognize the risk areas.

The council discussed what the potential volumes of these kinds of events are and if there is any thinking around this for budgeting purposes. In addition, it discussed in situations with a high risk overlapping with Energy Trust areas if there is a reserve and a way to quickly trigger it.

Council members asked if staff have talked to California or other places that have faced similar challenges. Staff explained that in New Construction, Energy Trust worked with TRC, the firm that runs programs in California, and that has benefitted from their experience. Requests have been received from other organizations and the media. This is still new, so the more that can be shared, the better. The American Council for an Energy-Efficient Economy best practices might be helpful. There is a lot of exchange between organizations aimed at recovery, but an organized effort in the West Coast has not yet occurred.

Next Steps

Energy Trust will continue bringing updates annually. Once the two-year planned funding runs out, there may be some changes to offers.

3. Deep dive planning workshop

Topic Summary

Deep Dive Workshop to help inform the 2023-2024 Budget and Action Plan. This was the second of three engagements with the Conservation Advisory Council planned as staff develop 2023-2024 energy efficiency services and incentives. The first engagement occurred in April where staff gathered the council's thoughts on market trends, customer needs and emerging opportunities in energy efficiency.

During this second session, council members explored three topics on ways to better reach and serve rural customers; ways to identify and serve the different types of small businesses; and thoughts on how staff should evaluate and prioritize the relative value of standardized market-wide offers versus enhanced offers focused on specific customer segments.

Council feedback was collected through small group breakout sessions. Overall themes included:

- How are rural customers defined?
 - Lack of access to a lot of things available in the cities. An hour outside of a major town will be a barrier to obtaining supplies and services (contractors)
 - Poverty levels
- Determine what organizations communicate with customers and connect with them
- Understand city management who know the community-based organizations, who to listen to and who may not be as helpful. Energy Trust should reach out to city managers
- Word of mouth is important in rural communities
- Low-cost and no-cost measures for helping engage customers
- Group customers by geography to better serve them. Broadly consider all the benefits
- Partnerships could help – examples include Office Depot accounts, banks and insurance companies
- Using community gathering places like stores, rec centers and restaurants to reach communities
- Small businesses may be more different from each other than similar
- Amount of staff time and resources to spend with Energy Trust
- Financing is challenging. Should consider lending opportunities
- Instant incentives for some equipment could reduce barriers

Discussion

Specific points captured on the online Mural board. Some feedback from the council:

- Seek to define "rural" more consistently

- Overlay customers with federal poverty data and what customers are getting assistance to understand where there are areas to target
- There is a need to understand the challenges rural customers face individually, like access, distance, remoteness and the lack of available contractors
- Partner with community-based organization who have gained the trust of communities and understand best communication modes to reach individuals
- Reach out to city managers, county managers, economic development agents
- Find energy champions that can speak on the benefits of energy efficiency
- Balancing standardized market-wide offers versus enhanced offers focused on specific customer segments
- Cost effectiveness is main priority, but staff need to also focus on equity
- More tools to balance cost effectiveness with other goals
- Thinking about other non-energy benefits or economic factors, like the value of getting a contractor into a rural area
- Standard cost offers are helpful for making things affordable
- Small businesses
 - What are their needs?
 - Small businesses tend to have fewer resources (staff, time, etc.)
 - Barriers for small businesses include inflation and supply chain disruptions. These are difficult for small businesses to overcome
 - Home-based businesses may need different messaging
 - How to reach them?
 - Outreach to vendors that would normally be used for improvements
 - Overcoming first cost barrier - maybe instant incentives for certain types of equipment
 - Payback period may be smaller, or turnover may negate the opportunity
 - Partner with utilities to promote available tools to help businesses manage energy use
 - Personalized outreach through Resource Assistance for Rural Environments Program members or community colleges
 - Increase language accessibility in forms/services
 - Suggestions on meaningful ways to categories to better serve
 - Look at energy usage patterns to identify energy intensive businesses
 - Look at number of employees, yearly revenue, ownership structure, possibly insurance type

Next steps

Energy Trust will prepare a written summary of the ideas gathered. There will be transparency across all advisory councils. Staff will work on budgets and action plans over the next two months and re-engage with advisory councils in September or October, possibly in a joint council meeting.

4. Public comment

There was no additional public comment.

5. Adjournment

The meeting adjourned at 4:30 p.m. Meeting materials are available [online](#). The next meeting will take place September 14. Staff are determining details, including whether it will be a joint meeting with other advisory councils.

Appendix A: Deep Dive Workshop Summary

The following is a summary of the Conservation Advisory Council 'deep dive' planning session and discussion topics highly relevant to action planning for 2023-2024. Energy Trust staff are now reviewing the comments, perspectives and suggestions for consideration as action plans are developed.

Topic #1 – Serving Rural Customers

How does Energy Trust find rural customers and effectively engage with them?

- Need to define "rural". How does the community see themselves?
- Rural is defined differently in different situations - cohesive definition would be helpful
- Quantitative and qualitative measures to understand rural areas
- Overlay customers with federal poverty data, what customers are getting assistance, look at where there are areas to target
- Don't have to be directly embedded in the community but need to understand the challenges they face individually
 - Access, distance, remoteness
 - Availability of contractors in rural areas is a barrier
 - What are the steps and how to help get them resources?
- Partner with community-based organization who have trust in communities and understand best communication modes to reach individuals:
 - recruitment
 - facilitate
 - analyze and synthesize

What information, data or systems could be leveraged to learn more about rural customers?

- The upcoming [Residential Building Stock Assessment](#) (RBSA) data will include urban/rural strata. Previous versions would need to approximate it issuing zip code and city.
- Different categories of ratepayers
- [American Community Survey](#) (ACS) data is helpful but doesn't explain how to communicate with people in small ways.
- Ranking counties on poverty level- added layers for urban, rural and frontier and conduct outreach

How can Energy Trust better engage with and integrate into rural communities, including rural municipalities, main street businesses and workers in the agricultural sector?

- Customers are community-oriented in rural areas - word of mouth.
 - Word of mouth does a lot of good in rural communities
- Reach out to community-based organizations for suggestions on how to reach rural communities
- Reach out to city managers, county managers, economic development agents
- Find energy champions that can speak on the benefits of energy efficiency
- Meet people at food banks or grocery stores with free energy saver kits & discuss energy efficiency
- Meeting people at events or pop up at the grocery store, etc.
- Being in the community and taking the time to listen to the concerns
- Understanding of the varied service areas and resources available

How should Energy Trust design and deliver programs, incentives and marketing strategies tailored to rural customers?

- Low-cost/No-cost to engage customers
- Keep Energy Saver Kits available to aid accessibility
- Maintain measures accessible for residential customers
- Accessible programs for all types of utilities
- Preserve residential measures (kits, low-cost measures)
- Leverage other infrastructure already in place that Energy Trust could dovetail with
 - E.g., woodstove changeout

Other insights

- Klamath, Lake and Lane counties top of “low-income” list
- How can Energy Trust meet their need and if not, can they be referred?
- Isolation in larger communities creates the experience of being in a rural community

Topic #2 – Balancing standard and enhanced offers

How does the Residential program evaluate and prioritize the relative value of standardized market-wide offers versus enhanced offers focused on specific customer segments?

- Cost effectiveness is main priority
- Acknowledge cost effectiveness, but also focus on equity
- Whether or not savings goals are achieved at a cost-effective rate
- Identify areas that are hard to reach and share with Oregon Public Utility Commission
- Where is the market going to catch up eventually? Where are the areas that will not catch up to focus on?
- More tools to balance cost effectiveness with other goals
- Are there other non-energy benefits or economic factors that should be considered?
- Efforts should depend on how many people Energy Trust has been unable to reach
- Exclusivity and participation by trade allies should be considered
 - Are trade allies incentivized to promote standard vs. enhanced offers?
- Acknowledge if thinking differently about reach, may not always be cost effective
- Some situations where cost effectiveness can be reconsidered
- Leverage exceptions

What is the right balance between standard approaches and enhanced offerings?

- Balancing act between *acquiring savings* and *reaching customers* (as a framework)
- Balancing act to acquire savings and create access to all customers.
- Goal: spend enough money to create action.
- How is equity balanced? Can this be factored in with cost effectiveness goals?
- Much harder to achieve services to harder to reach customers without enhanced offers
- Standard cost offers are helpful for making things affordable

What factors should be taken into consideration when assessing the relative value of standard and custom offerings?

- Could a community benefit from having more advanced infrastructure installed?
- Consider non-energy benefits like value of getting a contractor into a rural area
 - Rural customers often pay more to get contractors

- Reduction on energy burden since there will be less bill discount needed if energy efficiency has been done
- Factors: Are you able to reach customer segments that you were previously unable to reach?
- How to define/measure 'hard to reach' customers?

What would indicate we are out of balance?

- If participation among contractor starts to decrease – that's a sign it's out of balance
- Complexity in offerings. Keep it simple.
- Contractors are part of the solution, balancing.

Other insights?

- Self-attestation on the rebate form
 - Do customers need to sign income attestation in areas known to have lower income?
- Consider paperwork barriers - removing them allows more customers to be served
- Availability of trained contractors is a hurdle - Sales Performance Incentive Funds (spiffs) and ways to engage contractors?
- Deploy resources from elsewhere. Cover travel costs or offer spiffs for covering rural areas.
- Training like the Home Depot does on how to install items
- Might be a program that is not cost effective because population targeted is hard to reach and accommodations are needing to be made
- If advanced metering is installed, there is faster response to outages and better data available
- How does building density impact microgrids for resiliency?

Topic #3 – Serving Small Business Customers

What do you think are the meaningful ways of categorizing small businesses for the purpose of offering relevant and accessible energy efficiency and renewable energy offerings?

- [Energy usage] Focus on businesses that are energy intensive. Target those with high energy costs and help them reduce.
 - Opportunity to look at business types with usage patterns
- Need to understand differing definitions of small and medium businesses - based on number of employees, yearly revenue.
 - "Small commercial" has multiple meanings – it doesn't mean one specific thing
- "Small business" customers are a challenging group to reach as they may be more different than the same
- Power Council recommends building out an Energy Use Intensity database to help identify high users
- Size – number of employees, annual revenue
- Technology vs. ownership for segmenting businesses
 - Can they be categorized by technology (e.g. using refrigeration vs. not)?
- What's the ownership (person vs. corporation)?
- Most small businesses have insurance. The insurance type may help identify the businesses type.

- Banks catering to small businesses may help with identification.

Where do small business customers needs most clearly converge and diverge, that program staff should consider when designing programs?

- Different perspective: Who needs help and how can Energy Trust provide resources?
- Small businesses tend to have fewer resources (staff, time, etc.). How to reach them?
- Barriers for small businesses: Inflation, supply chain disruptions. Difficult for small businesses to overcome
- Different incentives for owners vs. tenants
- Outreach to vendors that they would normally use for improvements
- Are there constraints on availability of contractors to do the work?
- Overcoming first cost barrier - maybe instant incentives for certain types of equipment.
- Payback period may be smaller, or turnover may negate the opportunity

How might Energy Trust develop offers to meet emerging customer needs?

- Financing available to these customers? How to address cost barrier?
- Work with building owners with tenants to improve shell & HVAC
- Home based businesses - served through Residential - may need different messaging
- financing available to these customers? How to address cost barrier.
- Time and effort they can spend on forms is small

How can Energy Trust help small business customers learn about and access these offerings?

- Partner with utilities to promote available tools to help businesses manage energy use
- Personalized outreach through Resource Assistance for Rural Environments Program members or community colleges
- Additional outreach to customers for updated information re: financing preferences
- Increase language accessibility in forms/services
- Meet and share information with businesses owners.
 - E.g., accounts with banks, insurance, Home Depot, Office Depot, etc.
- Be aware, where are the community gathering points?
 - Local chains may be a good place to focus (Burgerville, Dutch Bros)
 - Work with whole business chains/franchises.
- What businesses mainly serve rural customers? (e.g., Wilco, Coastal, Ace Hardware)
 - Find out where the community centers are - Thriftway, restaurants, others
 - Thriftway in Forks, WA is a focal point/hub for the community (bulletin boards and engagement)
- Bring resources together - what resources do they need? Coaching on bookkeeping, marketing planning, etc. to help businesses grow

Tab 7

Renewable Energy Advisory Council Meeting Notes

July 27, 2022

Attending from the council:

Angela Crowley-Koch, Oregon Solar +
Storage Industries Association
Ryan Harvey, Pacific Power
Tess Jordan, Portland General Electric
Anna Kim, Oregon Public Utility
Commission

Josh Peterson, Solar Monitoring Lab-
University of Oregon
Jaimes Valdez, Portland Clean Energy
Benefits Fund

Attending from Energy Trust:

Emma Clark
Michael Colgrove
Ryan Cook
Cheryle Easton
Taylor Ford
Elizabeth Fox
Matt Getchell
Fred Gordon
Megan Greenauer
Jeni Hall
Betsy Kauffman
Jake Kennedy
Steve Lacey
Alina Lambert

David McClelland
Dave Moldal
Taylor Navesken
Kyle Petrocine
Joshua Reed
Lizzie Rubado
Greg Stokes
Amanda Thompson
Huong Tran
Jay Ward
Robert Wyllie
Austin Zeng

Others attending:

Susan Brodahl, Energy Trust Board
Elee Jen, Energy Trust Board
Alexia Kelly, Energy Trust Board
Keith Kueny, Farmers Conservation Alliance

Henry Lorenzen, Energy Trust Board
Noemi Ortiz, Cascade Natural Gas
Christy Splitt, Oregon Dept. of Energy

1. Welcome and Announcements

Betsy Kauffman, renewable energy sector lead, 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 announced that Lizzie Rubado and Robert Wyllie will be leaving the renewable energy sector to take on new roles within Energy Trust working on the organization's innovation and development team.

2. 2023 Action Planning: Deep Dive into Priority Topics

Topic summary

Greg Stokes, organizational development manager, introduced the second of three engagements with the council in 2022 as part of the creation of the 2023-2024 Action Plan for renewable energy services and incentives. The focus of the session was to explore two topics in detail with a focus on solutions.

The following is a summary of the input that was received at the council's deep dive session with two breakout groups for each topic. Staff will review the council's ideas and suggestions and will identify themes and some specific items to incorporate into 2023 action plans.

Topic #1 – Equity and expanding access – House Bill 3141 and beyond

How might Energy Trust provide meaningful benefits to customers experiencing low- and moderate-incomes, communities of color, tribal communities and rural communities to meet both its equity goals and the House Bill 3141 spending requirement?

- Be targeted with resources and strategic in achieving goals
 - Customize program design for specific locations to achieve goals in a targeted way
 - Lower standard incentives, understanding that means more funding to households with low incomes
- Focus more on individuals experiencing low incomes, compared to moderate incomes
- High enough incentives
- Direct personalized benefits
- Target rental properties
 - Work with housing providers/landlords
 - Align incentives with landlords
 - E.g. revolving loan funds for landlords to upgrade equipment and systems both for new construction and retrofitting
- Targeted community solar
- Increase and improve outreach efforts; dedicated outreach to specific communities
 - Seek connections with environmental justice communities
 - Leverage multiple ways to connect with communities
 - Door-to-door outreach from Energy Trust
- Community partnerships
 - Form strong relationships with community leaders to best understand specific needs/goals
 - Ability to be flexible with community-based organizations to help them best meet customer needs

How can Energy Trust more deeply serve customers with low and moderate incomes?

- Low-cost or no-cost offers, by layering incentives
- Solar is best option for bringing renewable benefits to customers with low incomes but look beyond rooftop solar, single-family homes and community solar
- Establish long term relationships with community-based organizations to advance this work
- Be proactive with communities in educating about microgrids
- Continue to diversify and expand the contractor network

Innovative program and funding ideas:

- Cooperative ownership models
- Virtual net-metering
- Meter aggregation for multifamily, manufactured housing, or single-family home development
- Targeted program for community resilience hubs for cooling/wildfire shelters, resilience, grid services

- Solar plus storage clusters
- Dedicated micro-grids for specific communities
- Demand response programs that enable renters to benefit from energy savings
- Explore interaction between air conditioning and solar/storage
- Solar plus storage in new construction
 - Partner with Habitat for Humanity
- Affordable solar housing
- Assist in walking communities through offerings that increase resilience
- Assessing needs & identifying critical facilities within specific communities
- Biopower/hydropower – municipally-owned projects: how can this be adapted?
 - Possible agriculture sector opportunities
- Community access buildings - targeting of funds (schools, etc.)
- Manufactured home park opportunities
 - Resilience; public safety power shutoffs; mini community solar
- Geographic targeting; target communities by heat mapping low solar areas
- Focus more on non-energy customer benefits. E.g., lowering utility bills, energy independence, and possible resilience during outages with a battery
- Identify specific locations or groups you want to reach and customize program design to achieve that goal
- Need to start an efficient cooling program targeting critical services and households with low incomes

What does success look like over the next 2-3 years?

- Meeting the 25% low- and moderate-income requirement, outlining benchmarks for each year
- Building resilience and cutting cost of bills
- Building programs and pilots that unlock larger sources of state and federal dollars leveraging smaller Energy Trust funds (e.g., what has been done with irrigation modernization)
- Establish long-term relationships with communities that could use help the most (including housing providers, community organizations, etc.)

Topic #2: Resilience, Flexibility and Expanding Value

How might Energy Trust help customers understand the full range of benefits that renewable energy projects can provide and help them access resources and funding opportunities?

The full range of benefits (in addition to generation):

- Resilience (during outages with battery storage systems)
- Energy independence for customers and communities
- Reducing greenhouse gas emissions
- Emergency preparedness; critical public safety services
- Grid flexibility; grid resilience; distributed generation

Measuring the full value of Renewables

- Quantify resilience
- Create “resilience metrics”
- Measure benefits on a spectrum
 - How to quantify energy resilience so that it isn't just for emergency preparedness?

- Measure real world outcomes
 - Impact, not just project completion
- Ask resilience questions for future issues and have metrics developed to assist in studying impacts

Energy Trust's unique role of value (what it is well-positioned to do, that it should be doing, but is not)

Funding

- Identify key funding gaps at the local level (e.g. match funding with Federal Emergency Management Agency) and raise money to fill them
- Establish a revolving loan fund to provide capital expenditure funding to local governments and nonprofits for critical services
- Grant funding for embedded capacity within local governments
- Assistance for entities/communities, specifically municipalities, to apply for money
- Build fiscal management capability; provide financial services to community-based organizations and partner to administer (receive, disperse, manage funds) expected high volume of federal funds on behalf of communities
- Revolving low-cost loan "green bank" loan program role for Energy Trust
 - Explicit recommendation from the Renewable Energy Advisory Council to board
 - All customers – contractors in particular

Cooling

- Focus on equitable cooling
- Start an efficient cooling program that provides subsidies and guidance to communities targeting individuals that are low and moderate income and that provide critical services

Resilience

- Start a community resilience network to provide centralized resource administration and distribution
- Emergency management departments – create systematic approach to battery backup and storage
- Resilience = communities being able to manage their own power
- 2-way flow of power through the substation creates opportunities for the grid to operate differently and to be more optimized and resilient.

Co-ownership and community partnership

- Community resilience hubs/hub at Energy Trust
- Start a community-based organization community resilience hub accelerator
- Co-owned solar - if more energy is generated, it is donated. This can inspire more energy savings
- Provide sustained capacity building grant support to local communities (both nonprofits and governments) for energy resilience planning and work
- Need to create outreach and engagement on Energy Trust services and programs for Emergency Managers
- Create tailored support and integrated Energy Trust incentive programs across energy efficient retrofits and solar plus storage to create community resilience hubs
- Energy Trust representation at home shows, farmers markets, community meetings, etc.

- Take more proactive role - work with community organizations to identify those in need and to understand microgrids and opportunities available
- Focused approach, more engagement

Renters

- Support landlords with access to free or low-cost loans for energy efficient retrofitting, cooling and energy resilience

Customer service

- One stop concierge service - coordinate, grant paperwork, hands-on support with knowledge on where funding is, how it can benefit community organizations and help them use those funds to complete a project
- Connecting the dots between programs/offers currently working in silos

Building upgrades

- Reduce time constraints for building systems
- Interlinked systemic challenges that Energy Trust can help overcome - reduce friction in the system
- Invest in upgrading existing distributed energy resource infrastructure

Community energy planning

- Opportunities for coordination around energy planning
- Proactively reaching out for involvement in regional community energy planning - finding funding if needed

Microgrids

- Microgrids, centralized generation. What is Energy Trust's role in promoting microgrids?
- Customer based micro-grid is the way to go for resilience and customer benefit. However, the leaders of communities need to get involved.

Education

- Ensure good education on grid and benefits of changes

Support grid flexibility/grid management

- Smart battery storage, smart inverters
- Electrification of vehicles and their role in grid management
- 2-way flows of power create opportunities for the grid to operate differently and to be more optimized and resilient.
- Battery/storage backup for cooling shelters and emergency shelters when there is more stress on grid
- Ensure new renewable capacity is "resilience and grid support" enabled and ready
- Work with utilities and interested communities to develop integrated grid and critical services

3. Public Comment

No public comment.

4. Adjourn

The meeting adjourned at 11:49 a.m.