

October 9, 2024, Board of Directors Meeting

**Energy Trust of Oregon
Board of Directors' Meeting**
Hybrid on Zoom and at
421 SW Oak St., Ste 300, Portland, OR 97204

Register in advance for this webinar:
<https://us06web.zoom.us/meeting/register/tZwvdOmqpzkvHtJ72u1lwO-DsD98gY3r71n>

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

EXECUTIVE SESSION:

The board will adjourn to Executive Session from approximately 2:35 to 3:15 p.m., pursuant to bylaw section 3.19.3 regarding the discussion of trade secrets, proprietary or other confidential commercial or financial information. **The Executive Session is not open to the public.**

PUBLIC COMMENT:

There will be opportunities for PUBLIC COMMENT during the meeting at 9:00 a.m. and 1:00 p.m. To request to speak, email meeting host in advance of the meeting at danielle.rhodes@energytrust.org with contact information and interested agenda topic.

*The next meeting of the Energy Trust Board of Directors will be a workshop held in Executive Session on November 20, 2024. Executive Session will be held pursuant to bylaws section 3.19.1 to discuss internal personal matters. **The Executive Session is not open to the public.***

The next regular meeting of the Energy Trust of Oregon Board of Directors will be held December 13, 2024, hybrid on Zoom and at 421 SW Oak St., Suite 300, Portland, OR 97204

229th Board Meeting and Workshop

October 8th and 9th, 2024



Day 1 Agenda: October 8th, 2024: In Person Workshop Only in Executive Session at Hotel Zags, 515 SW Clay Street, Portland, OR 97201. Executive Session will be held pursuant to bylaws section 3.19.1 to discuss internal personal matters. The Executive Session is not open to the public.

Agenda

- 10:00 a.m. **Opening and Welcome** (Ashnie Butler)
- 1:00 p.m. **Lunch** (60 minutes)
- 2:00 p.m. **Workshop** (Ashnie Butler)
- 5:00 p.m. **Adjourn**
- 5:15 p.m. **Check in to Hotel Zags for Traveling Members**
- 6:00 p.m. **Board and Executive Team Dinner at Higgins, 1239 SW Broadway, Portland, OR 97205**

Day 2 Agenda: October 9th, 2024:

Held Hybrid and In Person at 421 SW Oak Street, Suite 300, Portland, OR 97204

Join Zoom Meeting:

[https://us06web.zoom.us/meeting/register/tZwvdOmqpzkvHtJ72u1lwO - DsD98gY3r71n](https://us06web.zoom.us/meeting/register/tZwvdOmqpzkvHtJ72u1lwO-DsD98gY3r71n)

Agenda	Tab	Purpose
9:00 a.m. Board Meeting Call to Order (Henry Lorenzen) General Public Comment (5 minutes) <i>The president may defer specific public comment to the appropriate agenda topic.</i>		Info
9:05 a.m. President's Report and Consent Agenda (R1042) (Henry Lorenzen, 5 minutes) <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">• August 14, 2024, Board Meeting Minutes• R1043: Amend Compensation and HR Committee Charter	Tab 1 Tab 1	Action Action
9:10 a.m. Budget Workshop (Michael Colgrove, Angie Thomson, 70 minutes)	Tab 2	Info
10:20 a.m. Break (10 minutes)		Info

**Agenda,
Continued**

10:30 a.m.	Budget Workshop, Continued (Michael Colgrove, Angie Thomsen, 90 minutes)	Info
12:00 p.m.	Lunch (60 minutes)	
1:00 p.m.	Board Meeting Call to Order (Henry Lorenzen)	Info
	Invitation for Public Comment on Energy Trust Budget (20 minutes) <i>The president may defer specific public comment to the appropriate agenda topic.</i> <i>Written public comment on the proposed budget will be accepted from October 2nd to October 16th, 2024.</i>	Info
1:20 p.m.	Draft Strategic Plan: Stakeholder Outreach Feedback (Amber Cole, 45 minutes)	Info
2:05 p.m.	Committee Reports (90 minutes)	
	<ul style="list-style-type: none"> • Compensation & Human Resources Committee (Amanda Sales) 	Tab 2 Info
	<ul style="list-style-type: none"> • Finance & Audit Committee (Thelma Fleming) <ul style="list-style-type: none"> ○ R1045: Extend Business Lighting Contract ○ R1046: Extend Existing Buildings Contract ○ R1047: Approve a 5-Year Funding Agreement with NEEA ○ R1048: Approve a 5-Year Funding Agreement for Regional Technical Forum 	Tab 3 Info Tab 3 Action Tab 3 Action Tab 3 Action Tab 3 Action
2:35 p.m.	The board will adjourn to Executive Session, pursuant to bylaw section 3.19.3 regarding the discussion of trade secrets, proprietary or other confidential commercial or financial information.	
3:05 p.m.	Break (10 minutes)	
3:15 p.m.	Reconvene Regular Meeting	
	<ul style="list-style-type: none"> • Follow-Up Discussions/Decisions from Executive Session 	
	Nominating and Governance Committee (Debbie Menashe)	Tab 4 Info
	<ul style="list-style-type: none"> ○ R1044 Amend Policy on Waiving Program Incentive Caps 	Tab 4 Action
	<ul style="list-style-type: none"> • Ad hoc Diversity Equity and Inclusion Committee (Melissa Cribbins) • Ad hoc Strategic Planning Committee (Jane Peters) • Conservation Advisory Council (Peter Therkelsen) • Diversity Advisory Council (Alicia Moore) 	Tab 5 Info Tab 6 Info Tab 7 Info Tab 8 Info
3:35 p.m.	Adjourn	Info

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- FOR BOARD REFERENCE:**
- Tab 9 Evaluation Advisory Group**
- Billing Analysis of Residential Ductless Heat Pump Installations

Tab 1

Board Meeting Minutes—227th Meeting

August 14, 2024

Board members present: Susan Brodahl, Thelma Fleming, Ellsworth Lang, Henry Lorenzen, Jane Peters, Anne Root, Roland Risser, Ruchi Sadhir (ODOE ex-officio), Silvia Tanner, Letha Tawney (OPUC ex-officio), Bill Tovey, Ellen Zuckerman

Board members absent: Melissa Cribbins, Eric Hayes, Peter Therkelsen

Staff attending: Kathleen Belkhat, Melanie Bissonette, Scott Clark, Amber Cole, Michael Colgrove, Jonathan Cresson, Hannah Cruz, Elaine Dado, Gemma DiMatteo, Chris Dunning, Emily Estrada, Matt Getchell, Jeni Hall, Betsy Kauffman, Lori Lull, Chris Lyons, Alyson Mckay, Julie McMorine, Debbie Menashe, Barbara Miller, Spencer Moersfelder, Alex Novie, Natalia Ojeda, Maddy Otto, Noemi Ortiz, Chip Polito, Elaine Prause, Akanksha Rawal, Danielle Rhodes, Carolyn Rice, Eric Roach-Alberts, Thad Roth, Amanda Sales, Laura Schaefer, Tracy Scott, Leila Shokat, Jess Siegel, Abby Spegman, Nicole Stolarik, Greg Stokes, Julianne Thacher, Bayoan Ware, Ezell Watson

Others attending: Ashnie Butler (Inner Work, Outer Play), Sarah Hall (OPUC), Kari Greer (Pacific Corp), Randy Hastings (DThree), Brooke Landon (CLEAResult), Virginia Mersereau, Laney Ralph (NW Natural), Cayla Wardenburg, Tyler Weber (AESC)

Business Meeting

President Henry Lorenzen called the meeting to order at 9:03 a.m. and explained the format of the in-person/virtual hybrid meeting.

Henry acknowledged that Susan Brodahl will be returning from her leave of absence on the board, and the board welcome Susan back. Henry also welcomed Les Perkins, new OPUC commissioner. Les has a long history with Energy Trust, having served on the Renewable Energy Advisory Council and is a founder of Farmers Conservation Alliance.

At the end of the year, Les will replace Letha Tawney as the ex-officio member of the board for the OPUC. Les will attend board meetings with Letha through the end of the year. Letha thanked the staff and noted that we have accomplished so much, moving through legislative changes to Energy Trust's funding and work and finalizing a new agreement with the OPUC. Letha also called out Energy Trust's work on DEI as profound and demonstrative of an area of growth for Energy Trust and board. Letha also expressed her appreciation for collaborating with colleagues on the board to update board governance structures. Letha expressed her great pride for the work of the entire board and the work of the organization." Letha then expressed her confidence in her successor on the board, Les Perkins.

Les Perkins then introduced himself, noting that he will have big shoes to fill in his role as OPUC ex officio board member. Les explained that he has worked with and knows Energy Trust and is still glad to have a glide path over the next few months to learn more about the organization and the board.

Vote:

In favor: 7 Abstained: 0

Opposed: 0

Review of Draft Strategic Plan

Holly Valkama of 1961 Consulting led the board on a review of the draft Strategic Plan. Holly thanked Abby Spegman, Amber Cole, and the entire communications team for their great work in drafting a document that reflects all the development work of the plan over the last year.

Amber walked through the draft plan section by section to review with the board before it is presented for stakeholder feedback. After today, an approved draft plan will be out for public comment until September 20. The board will then integrate that feedback to vote on the plan in December, as well as discuss signposts for plan management which will lead us into the 2025 year.

Jane Peters, chair of the ad hoc Strategic Planning Committee, introduced the draft plan and kicked off the discussion of the words of the plan to make sure it accurately reflects what the board is trying to convey to the communities it serves. The board will also discuss what aspects of the plan they are excited to lead on and will be given an opportunity to provide more in-depth feedback.

Board members asked questions about the content of the plan, specifically around some of the overarching metrics to inform goals and focus areas. Amber noted that some of the short form titles could be unclear and expressed appreciation for board input to provide more specificity in the language for clarity.

The board provided feedback on seeing the plan in its totality and expressed appreciation for the robust process and the way in which staff incorporated board input into the draft plan. Board members expressed special appreciation for the way the group invited various viewpoints to continue to improve the plan. The board expressed excitement about the draft plan, noting especially the board and organizational growth in focus on equity, which is core to the plan and Energy Trust's work. The board thanked staff for their support, especially Holly Valkama and Amber Cole and Abby Spegman. Amber and Holly thanked all the staff who supported this work.

Break

The board recessed and reconvened at 10:45

Strategic Planning: Stakeholder Engagement and Next Steps

Amber Cole then presented information to the board on the next steps for the draft strategic plan. The plan will be released August 19th, with an invite for stakeholder feedback until September 20th. After September 20th, the Strategic Planning Committee will process the stakeholder input and present it to the board in December. The committee will also provide information on targets and metrics development, and there will be a recommendation to amend the plan with those recommendations in 2025.

There will be multiple avenues for stakeholders to engage on the draft plan, including web comments, letter comments, and a public webinar. There will also be appointments with utilities, commissioners, utility staff, advisory councils and a robust list of stakeholders that we will connect with directly. There is also time set aside with Energy Trust staff and channels for them to comment as well. Regional outreach managers are also talking about the plan and doing specific outreach to communities and organizations who may be interested.

Amber reviewed the engagement questions that are going to stakeholders, which are aimed at being both specific and general, and asking stakeholders about how to measure our progress. Board members provided suggestions for these questions to solicit more information, and Amber expressed appreciation for the ideas.

2025 Calendar Planning

Board Services Administration Manager Danielle Rhodes presented thoughts to the board on next year's planning. To incorporate multiyear planning, two regional board meetings in 2025, and to accommodate checking in on the strategic plan, the 2025 calendar proposes nine board meetings a year on the 4th Wednesday, making no distinction between workshops versus meetings. The board expressed their desire for flexibility on in-person meetings.

Danielle then asked for feedback on locations for hosting the regional board meetings in 2025, and the board discussed options where Energy Trust has not yet hosted regional meetings, including NW Oregon, SE Oregon, Wallowa County, Lakeview and Woodburn. Staff will return with refined suggested after considering board feedback.

Recess for Lunch

The board recessed for lunch at 11:40 and reconvened at 12:50.

Business Meeting

Henry Lorenzen called the meeting to order at 12:51 p.m.

General Public Comments

There were no public comments.

Multiyear Planning Update

Executive Director Michael Colgrove and Senior Manager Melanie Bissonette briefed the board on the multiyear plan, its development process, stakeholder engagement, logic model development, the connection to the strategic plan, and its metrics, targets, and resources.

Mike discussed how logic models will be utilized and offered the board an information session on logic models if they have not yet had training or information on logic models.

Mike also discussed how logic models will be used and that there will be further training offered to the staff and board to assist in implementing metrics and processes for the multiyear plan.

Board members asked several questions, including how the framework of multiyear planning will coordinate with the annual tariff filing process. Mike noted that his preference is to propose a five-year rate adjustment at the beginning of the multiyear planning period, and this process will be discussed and explored with funding utilities. Board members also asked how multi-year planning can advance Energy Trust's work, and Mike answered that a longer time planning and financial plan will support Energy Trust's longer-term goals.

Mike discussed the elements of the multiyear plan, including a 5-year financial plan informed by six quarter rolling forecasts (every quarter would examine the next six quarters to investigate what our pipelines are showing). Board members expressed some reservations about achieving this, but pointed to experience with multiyear plan frameworks, which were beneficial in other organizations in which they participated.

The board also asked for more detail on the rolling forecast models, and how this multiyear process will enable the board to track their oversight of the budget and progress towards goals in the strategic plan and in other arenas in which the board is to guide the organizations. Henry asked how this will improve the work, and Mike provided that because our goals are longer term,

RESOLUTION 1039

**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 June 2024, Energy Assurance Company is recommended for a contract to conduct solar design review and verification services for Energy Trust’s Solar program, covering September 2024 through September 2026.**
- 2. Energy Assurance Company has continued to conduct design review and verification services for Energy Trust’s Solar program.**
- 3. During the term of the recommended new contract, it is expected that Energy Assurance Company will provide continued design review and verification services for Energy Trust’s Solar program funded by public purpose charges and for additional solar program offerings that may be offered and funded with external grant funding.**
- 4. The expected not-to-exceed maximum budget for completion of the anticipated volume of services under the contract with Energy Assurance Company is \$1,200,000, including up to \$300,000 funded by external grant funded solar programs with the remainder funded by the public purpose charge.**
- 5. The proposed maximum contract budget is consistent with the board approved budget and action plan for the remainder of 2024, and planned budgets for 2025 and 2026.**

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 \$1,200,000.

Moved by: Roland Risser Seconded by: Jane Peters

Vote: In favor: 8 Abstained: 0
 Opposed: 0

Ad hoc Diversity Equity and Inclusion Committee (Alicia Moore)

Alicia reported on ad hoc DEI committee and highlighted the DEIB workshops for the board on September 18th, October 8th, and November 20th. More details will be coming to the board in the coming weeks after the committee meets again on August 21st.

Ad hoc Strategic Planning Committee (Jane Peters)

Jane Peters reported on the draft strategic plan and referred to the meetings notes in the board packet, and the work of obtaining feedback on the draft plan in the morning.

Conservation Advisory Council (Alex Novie)

Alex reported out on CAC, noting that he is taking over for Hannah Cruz as staff liaison, and reporting out for Peter Therkelsen, board liaison to CAC. Alex referred to the notes in the packet and highlighted that the CAC the draft strategic plan, learned about the new OPUC agreement, and discussed the recent New Homes/EPS program evaluation.

Diversity Advisory Council (Alicia Moore)

Alicia, staff liaison to the DAC, reported on the DAC’s discussion of the new structure of the Energy Trust DEI Services group and the upcoming work to develop Energy Trust’s Equity Plan. Alicia also reported on DAC member Christopher Banks and his July presentation from the Urban League on a journeyman trade apprenticeship program.

Alicia noted that the DAC currently has four vacancies, and staff is working to fill those vacancies, with focus on southeast and northeast Oregon. Debbie Menashe pointed out that Susan Badger-Jones and Oswaldo Bernal were foundational members to the DAC and thanked them for their valuable contributions from its beginning.

Renewable Energy Advisory Council (Bayoan Ware)

Bayo Ware presented the report on RAC. The RAC has explored changes in community solar incentives, launching a business incentive program for batteries, and expanding project development assistance for resilience projects. Bayo reported also that RAC discussed the anticipated Solar For All grant from ODOE and Energy Trust’s work with IPC, an organization focused on developing quality and equitable finance programs for solar customers.

Adjourn

The meeting adjourned at 3:20 p.m.

The next meeting of the Energy Trust Board of Directors will be a workshop held in Executive Session on **September 18, 2024, and again on October 8th, 2024**. Executive Session will be held pursuant to bylaws section 3.19.1 to discuss internal personal matters. The Executive Session is not open to the public.

The next regular meeting of the Energy Trust of Oregon Board of Directors will be held **October 9th, 2024**, hybrid on Zoom and at 421 SW Oak St., Suite 300, Portland, OR 97204

Signed: Eric Hayes

____/____/____
Date

PINK PAPER

Resolution 1043
AMEND COMPENSATION AND HR COMMITTEE CHARTER



October 9, 2024

RESOLUTION 1043

AMEND COMPENSATION AND HR COMMITTEE CHARTER

WHEREAS:

1. The Energy Trust Board of Directors Compensation & HR Committee adopted its charter on December 17, 2021.
2. The Energy Trust Board of Directors Compensation & HR Committee has considered and reviewed its charter and has revised its charter to reflect the committee's work for compliance with federal and state regulations on benefit plans.
3. The proposed revisions to the charter also reflect process changes at the board governance level in which changes will be initially reviewed by the Nominating and Governance Committee, and this change is consistent with all other board committee charters.
4. Additionally, to clarify the authority of the Compensation and HR Committee with respect to audit decisions, the Compensation and HR Committee proposed and recommended revisions to its charter in committee discussions in Q3 2024, and these changes are also presented to the board.
5. The proposed charter was presented to the board's Nominating & Governance Committee for review at that committee's meeting on September 9, 2024.
6. Based on its review and discussion with staff, the Nominating & Governance Committee recommends that the draft proposed charter be approved by the full board at its next meeting.
7. The proposed revised Compensation and HR Committee Charter is attached to this resolution as *Attachment 1*, with proposed revisions tracked, and presented for full board review and approval.

IT IS THEREFORE RESOLVED: That Energy Trust of Oregon, Inc., Board of Directors approves revisions of the Compensation and HR Committee Charter in the form attached as *Attachment 1* hereto.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

Attachment 1

Board Compensation & Human Resources Committee Charter - Marked

Action	Originator	Date
Charter approved	Resolution 954	December 17, 2021
Chair and committee appointed by the board	Resolution 964	February 23, 2022
Compensation and Human Resources Committee recommends revisions	Approved and recommended by committee	August 20, 2024
Nominating and Governance Committee	Approved and recommended by committee	September 9, 2024
Board of Directors		October 9, 2024

Purpose Statement:

The Compensation & Human Resources Committee assists the Energy Trust Board of Directors (the “Board”) in fulfilling its responsibility for oversight on matters related to the Energy Trust’s [\(i\)](#) overall compensation philosophy and related benchmarking studies, [\(ii\)](#) oversight of The Energy Trust compensation and benefit programs, and [\(iii\)](#) oversight of succession planning for the executive director and executive staff.

Responsibilities:

Compensation and Benchmarking:

- Provide oversight of investment portfolio of the Energy Trust’s 401(k) and [Supplemental Executive Retirement Plan \(SERP\)](#) plans, and report any concerns to the Board, [including oversight of legal compliance with state and federal regulations.](#)
- Provide oversight of the maintenance, implementation and effectiveness of the organization's compensation philosophy, as approved by the Board.
- Recommend Energy Trust’s compensation philosophy for Board approval.
- Provide oversight of the compilation of compensation studies of comparable organizations and their executives, presenting the range of results to the Board for The Energy Trust organization, and to the Nominations and Governance Committee for the Executive Director.
- Provide oversight of all Energy Trust compensation and benefit programs, [including oversight of legal compliance with state and federal regulations.](#)
- Review employee survey questions and responses to track alignment with the organization's mission and organizational values and provide input to management on potential improvement opportunities.
- Monitor employee satisfaction surveys, exit interviews and external compensation studies to assess the effectiveness of The Energy Trust, and report results to the Board.

Succession Planning:

- Oversee development of the succession plans for the Energy Trust's Executive Director and Executive Staff.
- Working with the Energy Trust staff, recommend executive development programs and processes to support executive team professional growth and succession planning.

General:

- Conduct evaluations of the Committee performance on a regular basis.
- Annually, or in a timeframe as determined by the Committee, conduct an annual review of the Committee charter and provide recommendations for any changes to the Nominating & Governance Committee for review and recommendation to the Board for approval with modifications, if any.
- Other duties as assigned by the Board.

Delegated Board Authority:

- ~~Engagement and compensation of an external audit firm.~~
- ~~Engagement of any other investment firm, investment consultant financial advisors and recordkeepers for the Energy Trust compensation and benefit plans, operational assessment consultant or other consulting or legal resources as necessary to address Committee responsibilities or concerns.~~
- ~~Approve investment strategies and options for the Energy Trust compensation and benefit plans.~~
- ~~Approve specific investments in those types of funds authorized by Board-adopted policies but where authority has not been delegated to staff.~~

Membership to be approved by the board.**Member Roles and Responsibilities:****Chair:**

- Collaborate with the Committee membership to develop its agendas and meeting schedules
- Facilitate participation and presentations and lead meeting discussions
- Prepare the agenda and materials for distribution prior to meetings
- Maintain a record of meeting proceedings and recommendations
- Prepare and deliver Committee recommendations to the Board

Members, Ex-Officio Members:

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

Energy Trust Staff:

- Provide staff resources to support the Committee in fulfilling its responsibilities
- Provide materials and resources to support discussions as needed
- Participate in Committee meetings and deliberations
- Use personal and professional experience and materials to support Committee decision making
- Collaboratively form recommendations to the Board

Progress and/or Success Indicators:**Operating Guidelines:**

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

Meetings and Schedule:**Committee and Charter Review:**

This Charter is a living and organizing document that exists to clarify and communicate to membership and others the bounds, roles, actions and expectations of this committee. This Charter shall be reviewed by the Committee at least once per year and submitted to the Nominating & Governance Committee for review and referral to the full Board for approval with or without modifications.

Board Compensation & Human Resources Committee Charter - Clean

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Charter approved	Resolution 954	December 17, 2021
Chair and committee appointed by the board	Resolution 964	February 23, 2022
Compensation and Human Resources Committee recommends revisions	Approved and recommended by committee	August 20, 2024
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Responsibilities:

Compensation and Benchmarking:

- Provide oversight of investment portfolio of the Energy Trust’s 401(k) and Supplemental Executive Retirement Plans (SERP) plans, and report any concerns to the Board, including oversight of legal compliance with state and federal regulations
- Provide oversight of the maintenance, implementation and effectiveness of the organization's compensation philosophy, as approved by the Board.
- Recommend Energy Trust’s compensation philosophy for Board approval.
- Provide oversight of the compilation of compensation studies of comparable organizations and their executives, presenting the range of results to the Board for The Energy Trust organization, and to the Nominations and Governance Committee for the Executive Director.
- Provide oversight of all Energy Trust compensation and benefit programs, including oversight of legal compliance with state and federal regulations
- Review employee survey questions and responses to track alignment with the organization's mission and organizational values and provide input to management on potential improvement opportunities.
- Monitor employee satisfaction surveys, exit interviews and external compensation studies to assess the effectiveness of The Energy Trust, and report results to the Board.

Succession Planning:

- Oversee development of the succession plans for the Energy Trust's Executive Director and Executive Staff.

Working with the Energy Trust staff, recommend executive development programs and processes to support executive team professional growth and succession planning

General:

- Conduct evaluations of the Committee performance on a regular basis.
- Annually, or in a timeframe as determined by the Committee, conduct an annual review of the Committee charter and provide recommendations for any changes to the Nominating & Governance Committee for review and recommendation to the Board for approval with modifications, if any.
- Other duties assigned by the Board

Delegated Board Authority:

- Engagement of financial advisors and recordkeepers for the Energy Trust compensation and benefit plans or other consulting or legal resources as necessary to address Committee responsibilities or concerns.
- Approve investment strategies and options for the Energy Trust compensation and benefit plans.

Membership to be approved by the board.**Member Roles and Responsibilities:****Chair:**

- Collaborate with the Committee membership to develop its agendas and meeting schedules
- Facilitate participation and presentations and lead meeting discussions
- Prepare the agenda and materials for distribution prior to meetings
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Members, Ex-Officio Members:

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- Collaboratively form recommendations to the Board.

Energy Trust Staff:

- Provide staff resources to support the Committee in fulfilling its responsibilities
- Provide materials and resources to support discussions as needed
- Participate in Committee meetings and deliberations

- Use personal and professional experience and materials to support Committee decision making
- Collaboratively form recommendations to the Board

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Tab 2

Compensation and Human Resources Committee Meeting Minutes

August 20, 2024, 1:00 p.m.

Committee Members Attending by teleconference: Eric Hayes, Henry Lorenzen

Committee Members Absent: Ellsworth Lang, Bill Tovey

Staff attending: Michael Colgrove, Debbie Menashe, Chip Polito, Danielle Rhodes

Others in attendance: Nicholas Running (Cable Hill Partners), Tonya Hirte (Principal Partners)

Eric Hayes called the meeting to order at 1:01 p.m.

Fiduciary Retirement Plan Review

Nicholas Running from Cable Hill Partners provided an overview of the quarter's fiduciary investment performance. In Q2, the Fed held rates steady over the quarter as inflation readings throughout the economy continued to persist. Expectations for rate cuts later in the year were steadily scaled back over the quarter, introducing volatility at the longer end of the curve.

Expectations for a Fed rate cut have continued to dampen, and significantly so over the past three months. Cable Hill expects to see some movement in the coming months; however, it will not be the decrease that was predicted initially at the beginning of the year.

Nicholas reviewed the performance of the investment funds and Cable Hill will continue to monitor any funds with a 7 or below. The Vanguard FTSE Social Index Admiral, which had been on the watchlist, is showing better performance and will come off the watchlist this quarter.

Tonya Hirte from Principal provided an updated on the SECURE Act and the provisions that were signed into law. One provision that will impact Energy Trust's plan as of January 1, 2025 is the higher catch up limit for anyone aged 60 to 63. This provision increases the regular catch-up contribution limit for participants who reach the ages of 60-63 during the year to the greater of \$10,000 or 150% of the "regular" age 50 catch-up contribution amount for that year. For participant in our plan who are eligible, Principal will provide additional information later this year. Principal will also be working with payroll partners to identify those participants that qualify.

An additional provision in the SECURE Act is an update to employer contributions to Roth IRAs. This optional provision allows participants to elect to receive employer matching and nonelective contributions as Roth contributions. Principal is also reviewing how this provision will be implemented and provide further information. This is an optional provision, while catch-up contributions to Roth for higher earners will be required. Nicholas added that this will take some time to determine how to best adopt these provisions and the industry traditionally shows lag time because of the complexity of systems for making all of these options available to participants.

Tonya then reviewed the plan asset history, which is performing well, and our plan health metrics show 96.9% participation and an excellent plan health index score of 40%.

with their retirement funds on the platform and electing healthy deferral rates. Our total plan cost benchmarks continue to perform well and come in at the 15th percentile.

Tonya then reviewed the compliance calendar for the remainder of 2024, including the filing of Form 5500 and upcoming participant webinars. Nicholas also updated the committee on recent employee outreach, including the importance of beneficiary designations.

401K Retirement Plan Investment Policy Revisions

Nicholas provided a brief background on the process of the investment policy statement that has been drafted by Energy Trust with Cable Hill's advice and guidance. This policy is intended implement standard operating procedures for the committee as stewards of the plan who collaborate with outside advisors and investment managers. The only small change suggested to the current policy is editorial to align with IRS language describing alternative investment options for 401k plan participants.

The committee supported the proposed small change and recommends it to review and approval by the Nominating and Governance Committee.

Updates to Compensation and Human Resources Committee Charter

Debbie provided a brief review of changes to the Compensation and Human Resources committee charter, which notes that any changes are approved by the committee and referred to the Nominating and Governance Committee for review and recommendation to the full board.

Eric pointed to the sections of the policy that discuss succession planning, and the committee discussed a need for standardizing succession plans for regular exits and emergency succession planning as well as outlining the board's direction for succession planning for executive staff. The committee requested that staff present information to them on succession planning at a future meeting.

Adjourn meeting

Eric Hayes adjourned the meeting at approximately 2:08 p.m.

Next meeting of the Committee is scheduled for October 29, 2024, at 1 p.m.

Tab 3

Finance & Audit Committee Meeting Minutes



August 29, 2024, 3 p.m.

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

Staff attending by teleconference: Amber Cole, Ryan Cook, Chris Dunning (Staff Liaison), Katie Hughes, Oliver Kesting, Alanna Hoyman-Browe, Devin Liebman, Debbie Menashe, Barbara Miller, Amanda Potter, Danielle Rhodes, Lizzie Rubado, Scott Swearingen, Patrick Urain

Others in attendance:

Committee Absent: Karen Ward (outside expert)

Thelma Fleming convened the meeting at 3:02 p.m.

2025 Draft Budget

Chris introduced Barbara Miller, Executive Assistant to Chris Dunning and Amanda Sales, and the committee welcomed Barbara.

Devin Liebman introduced the 2025 draft budget, providing some high-level overviews of expected cost-effective savings opportunities. Compared to the 2025 projection included in last year's approved budget for electric, the draft budget will deliver 67 million kWh in additional savings (15% increase) and \$7 million additional expenditures (3% increase). This will result in an 8% reduction in electric levelized costs. Many of these changes are related to commercial and industrial lighting programs. For gas, compared to the 2025 projection included in last year's approved budget, the draft budget will deliver 0.5 million therms reduced savings (8% decrease) and \$3 million additional expenditures (6% increase). This will result in a 17% increase in gas levelized costs. For renewables, staff has set a goal of 18 million kWh in additional generation (57% increase) with a \$5 million cost reduction (15% decrease). This will result in a 46% reduction in levelized cost.

Devin reviewed OPUC efficiency expenditure changes for 2025 versus the first draft version. We have been able to reduce expenditures for program delivery contractors in the 2025 draft budget, as well as some employee salaries and fringe. Incentives have increased, as well as some internal costs. Henry asked if the revenue lag from PacifiCorp can be alleviated to offset the incentive increases. Chris noted that staff will be meeting with OPUC and PAC in the coming weeks to address these concerns.

Devin reviewed the historical data for levelized cost changes and highlighted growth from the 2023 actuals to the 2025 draft budget. Revenue shows a 44% increase over time, as well as 48% growth in incentives. Thelma asked if we have the capacity to meet this level of acceleration, and Chris noted that this is top of mind for staff to manage the impact on capacity and baseload activities, as well as special projects.

Devin reviewed the responsibility report of the draft budget, showing a 2% increase in revenue from the approved budget, a 7% increase in incentive spending from the approved budget, -2% decrease in program delivery contractors from the approved budget, a 4% increase in employee salaries and fringe, a 5% increase in internal costs and a 4% increase in expenditures, as well as a 36% increase in net income.

Devin provided a brief snapshot of grants and complementary funding. We currently expect to use \$9-11 million in ratepayer funding through 2029 to leverage \$85 million in complementary funding incentives, \$112 million in total complementary funding dollars.

Henry noticed there would be an increase in savings from PGE without an increase in cost, and asked how this will be achieved. Chris noted that we have reduced delivery costs and reduced some of our internal costs for OPUC efficiency. Additionally, allocation factors for internal and staffing costs that can offset some of the ratepayer contributions required to enable delivery of complementary funding sources.

Silvia asked if there is a plan if complementary funding sources disappear and a plan if activities shift back to ratepayer funded activities. Chris answered that if those funding sources sunset, that there could be impacts, but this will be mapped out in target points in the multiyear plan.

Alanna Hoyman Browe provided updates to engagements on the 2025 draft budget, including some new meetings with utilities and PAC and PGE to have new savings opportunities discussions. Henry asked how these meetings have been going regarding the direction of our budget. Chris said that they are going well, and that productive conversations are beginning around complementary funding and how incentives are changing.

July Financial Results and Energy and Incentive Pipeline

Devin provided a brief overview of the July financials. PAC efficiency revenue is about \$7.4 million under budget. PGE is \$5 million under budget but does plan to close this gap before the end of the year. Conversations are still underway with PAC regarding this revenue shortfall.

Incentive spend is still running hot with program delivery contractors coming under our historical spend average, creating another “hockey stick” toward the end of the year. We are on track with internal costs to date and are forecasted to do so throughout the end of the year. Henry asked about the incentive for new buildings which are running 25% lower than total cost and the incentives for renewables which are running over budget. Scott Swearingen pointed out that for new buildings, gaps will be alleviated by a data center project.

Scott Swearingen provided a brief review of our energy and incentive pipeline as of the end of July, showing that we are still on track and are continuing to close in on goals. We are maintaining 124% for electric at the end of July, 106% in gas for the end of July, and we are running at 100% for incentives. We have reached a 15% increase in electric savings compared to our historical average, as well as a 12% increase in incentives compared to our historical average. Our gas savings is trending like Q2, with a 10% increase compared to our historical average.

Scott pointed out that the PAC incentive pipeline changes month to month as well as AVI ,and staff are continuing to track this.

Thelma asked how are landing with PGE revenue and Chris noted that the PGE revenue has been closely monitored since the April 1st tariff implementation, and this has been flagged with utilities and staff have asked for revenue forecasts through the end of the year, and PGE has committed to twice a year forecasts and their forecast deliveries show them coming in slightly under budget.

Silvia asked about the potential impacts in the renewable sector. Chris will have the renewables team expand on this at a future meeting.

Contract Matters

Debbie Menashe presented on two contract matters for the committee, one on selecting a program delivery contract extension with CLEARResult for Energy Trust's Business Lighting midstream and direct install program tracks, and one with TRC as the program management contractor for Energy Trust's existing building programs. Both contracts ask for a one-year extension to the end of 2026.

Program staff expect to reflect the multiyear plan's developed business planning and financial budget insights and HB 2531 implementation into the program's rebid strategies, activities, and contract management and delivery structure. Without this additional insight, staff are concerned that Energy Trust will not be able to provide the clarity needed in a solicitation to enable bidders to prepare informed proposals for energy savings goals and pricing.

Staff recommend that the board authorize the Executive Director to sign one-year extensions on these contracts making it possible for staff to define a program design and associated contract goals, budgets, and success measurements informed by Energy Trust's multi-year plan.

The committee approved these contract extensions to move to the full board in October.

InnDev Updates and PCEF Contract

Lizzie Rubado from Innovation and Development provided a brief update on funding opportunities and referred to the materials provided to the committee on updates regarding the FEMA Community Energy Resilience Grant, ODOE Community Heat Pump program, federal home energy electrification rebates (HOMES AND HEAR), Solar for All, EPA Climate Pollution Reduction Grants, and the Portland Clean Energy Fund. There are other opportunities being monitored with the Greenhouse Gas Reduction Fund, the Climate Protection Program, and the EPA Community Change Grant.

Henry asked how Inn Dev utilizes screening criteria to assess which opportunities to pursue, and Lizzie noted that the team has capacity and impact assessments, as well as organizational risk assessments when seeking funding opportunities and being able to integrate with current strategies and developments are currently underway.

Lizzie provided an overview of the PCEF Single Family Program to the committee, and potential subcontracting requirements if Energy Trust is selected to provide an administration role. The PCEF Single Family Program will be a five-year, \$140 million effort to conduct whole-home retrofits benefitting more than 3,000 low-and-moderate income households in the City of Portland.

The committee agreed to further discuss how to implement a subcontracting plan for the PCEF program at the September committee meeting.

Adjourn Meeting

Thelma Fleming adjourned the meeting at 5:06 p.m.

The next meeting of the Finance and Audit Committee is September 26, 2024, from 3:00 p.m. to 5 p.m.

PINK PAPER



Statement of Net Assets
Period Ending July 2024

Overview:

- Net Assets have increased by \$6M since the beginning of the year.
- An increase in Net Assets is typical in the first three quarters as revenues are generally high and incentive spending is comparatively low until the trend reverses in the final quarter of the year.

Funding Source	Net Assets Beginning of Year	Current Year Net Income	Interest Income Distribution	Transfer Between FS	Net Assets
PGE	\$ 26,314,101	\$ (4,657,905)	\$ 714,156	\$ -	\$ 22,370,353
PAC	\$ 7,952,189	\$ (2,692,196)	\$ 196,696	\$ -	\$ 5,456,688
NW Natural	\$ 10,610,922	\$ 4,639,180	\$ 385,006	\$ -	\$ 15,635,107
NWN - Industrial	\$ 3,303,684	\$ 2,482,329	\$ 135,322	\$ -	\$ 5,921,335
CNG	\$ 3,452,582	\$ 130,398	\$ 104,742	\$ -	\$ 3,687,721
Avista Gas	\$ 1,254,246	\$ (977,102)	\$ 22,799	\$ -	\$ 299,943
AVI Interruptible	\$ 278,144	\$ 82,176	\$ 9,505	\$ -	\$ 369,824
OPUC Efficiency	\$ 53,165,868	\$ (993,121)	\$ 1,568,226	\$ -	\$ 53,740,973
PGE	\$ 12,550,933	\$ 2,196,928	\$ 406,410	\$ -	\$ 15,154,272
PAC	\$ 8,420,425	\$ 1,697,018	\$ 275,981	\$ -	\$ 10,393,424
OPUC Renewables	\$ 20,971,358	\$ 3,893,946	\$ 682,391	\$ -	\$ 25,547,696
NWN Washington	\$ 587,590	\$ 794,250	\$ 29,319	\$ -	\$ 1,411,159
NWN Transport	\$ -	\$ -	\$ -	\$ -	\$ -
CNG Transport	\$ -	\$ -	\$ -	\$ -	\$ -
AVI Transport	\$ 174,550	\$ (53,235)	\$ 4,405	\$ -	\$ 125,720
LMI	\$ (5,004)	\$ (943)	\$ (163)	\$ -	\$ (6,110)
Community Solar	\$ 0	\$ 139,646	\$ 2,079	\$ -	\$ 141,725
PGE Smart Battery	\$ 31,440	\$ (135,542)	\$ (1,082)	\$ -	\$ (105,184)
NWN Geo TLM Phase 3	\$ 348,408	\$ -	\$ 10,374	\$ -	\$ 358,782
NREL Program	\$ (0)	\$ (0)	\$ (0)	\$ -	\$ (0)
SALMON Program	\$ (42,471)	\$ (42,324)	\$ (1,895)	\$ -	\$ (86,689)
FEMA Program	\$ (13,397)	\$ (2,437)	\$ (435)	\$ -	\$ (16,269)
PGE Inverter	\$ 13,617	\$ (1,985)	\$ 722	\$ -	\$ 12,354
ODOE Cooling	\$ (0)	\$ (0)	\$ (0)	\$ -	\$ (0)
FlexFeeder	\$ 51,836	\$ 32,434	\$ 2,024	\$ -	\$ 86,294
Solar for All	\$ -	\$ (19,611)	\$ (292)	\$ -	\$ (19,902)
DOE Homes	\$ -	\$ -	\$ -	\$ -	\$ -
DOE HEAR	\$ -	\$ -	\$ -	\$ -	\$ -
PCEF	\$ -	\$ -	\$ -	\$ -	\$ -
ODOE CHP – IVCANDO	\$ -	\$ -	\$ -	\$ -	\$ -
ODOE CHP - NWU	\$ -	\$ 78,162	\$ 1,164	\$ -	\$ 79,326
Development	\$ 573,673	\$ (27,040)	\$ 16,351	\$ -	\$ 562,984
Total Contracts + Grants	\$ 1,720,242	\$ 761,375	\$ 62,573	\$ -	\$ 2,544,190
Craft3 Loans	\$ 2,300,000	\$ -	\$ -	\$ (800,000)	\$ 1,500,000
Operational Contingency	\$ 5,487,654	\$ 2,674,186	\$ (2,313,190)	\$ 800,000	\$ 6,648,650
Emergency Contingency	\$ 3,000,000	\$ -	\$ -	\$ -	\$ 3,000,000
Total Investments + Contingency	\$ 10,787,654	\$ 2,674,186	\$ (2,313,190)	\$ -	\$ 11,148,650
Total Net Assets	\$ 86,645,121	\$ 6,336,386	\$ 1	\$ -	\$ 92,981,508



Statement of Profit and Loss
Period Ending July 2024

Overview:
 - Revenue is 4% under the Current Period budget and 7% under the YTD budget.
 - Expenses are 5% under the Current Period budget and 7% under the YTD budget.

	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance	Annual Budget	Notes
Revenue from Utilities	\$ 22,110,274	\$ 23,254,797	\$ (1,144,523)	-4.92%	\$ 142,198,930	\$ 155,311,066	\$ (13,112,136)	-8.44%	\$ 261,373,443	
Contract Revenue	\$ 196,817	\$ 240,364	\$ (43,546)	-18.12%	\$ 1,019,155	\$ 1,518,842	\$ (499,687)	-32.90%	\$ 2,403,804	
Grant Revenue	\$ -	\$ 500	\$ (500)	-100.00%	\$ 548	\$ 3,500	\$ (2,952)	-84.33%	\$ 6,000	
Contributed Income	\$ 18	\$ -	\$ 18		\$ 674	\$ -	\$ 674		\$ -	
Investment Income	\$ 442,689	\$ 125,000	\$ 317,689	254.15%	\$ 2,674,186	\$ 875,000	\$ 1,799,186	205.62%	\$ 1,500,000	
Revenue	\$ 22,749,799	\$ 23,620,661	\$ (870,862)	-3.69%	\$ 145,893,493	\$ 157,708,408	\$ (11,814,916)	-7.49%	\$ 265,283,247	
Incentives	\$ 10,541,987	\$ 9,675,961	\$ 866,026	8.95%	\$ 67,895,799	\$ 65,808,193	\$ 2,087,606	3.17%	\$ 161,445,804	
Program Delivery Contractors	\$ 6,683,389	\$ 7,485,584	\$ (802,196)	-10.72%	\$ 47,576,258	\$ 52,434,089	\$ (4,857,831)	-9.26%	\$ 90,427,897	
Employee Salaries & Fringe Benefits	\$ 2,131,633	\$ 2,420,493	\$ (288,861)	-11.93%	\$ 14,342,928	\$ 15,413,498	\$ (1,070,571)	-6.95%	\$ 26,935,883	
Agency Contractor Services	\$ 128,752	\$ 177,308	\$ (48,555)	-27.38%	\$ 780,246	\$ 1,241,154	\$ (460,907)	-37.14%	\$ 2,127,692	
Planning and Evaluation Services	\$ 177,668	\$ 346,774	\$ (169,106)	-48.77%	\$ 1,821,679	\$ 2,427,418	\$ (605,739)	-24.95%	\$ 4,161,288	
Advertising and Marketing Services	\$ 375,853	\$ 408,000	\$ (32,147)	-7.88%	\$ 1,853,210	\$ 2,856,000	\$ (1,002,790)	-35.11%	\$ 4,896,000	
Other Professional Services	\$ 485,448	\$ 872,786	\$ (387,337)	-44.38%	\$ 3,431,565	\$ 6,171,000	\$ (2,739,435)	-44.39%	\$ 10,534,929	
Travel, Meetings, Trainings & Conferences	\$ 33,134	\$ 82,980	\$ (49,845)	-60.07%	\$ 315,144	\$ 617,358	\$ (302,213)	-48.95%	\$ 1,033,756	
Dues, Licenses and Fees	\$ 12,682	\$ 40,507	\$ (27,825)	-68.69%	\$ 120,875	\$ 283,625	\$ (162,750)	-57.38%	\$ 486,160	
Software and Hardware	\$ 67,828	\$ 131,280	\$ (63,452)	-48.33%	\$ 476,544	\$ 918,963	\$ (442,419)	-48.14%	\$ 1,575,365	
Depreciation & Amortization	\$ 24,291	\$ 40,293	\$ (16,002)	-39.71%	\$ 164,214	\$ 266,482	\$ (102,269)	-38.38%	\$ 459,373	
Office Rent and Equipment	\$ 105,265	\$ 113,809	\$ (8,544)	-7.51%	\$ 667,391	\$ 796,662	\$ (129,272)	-16.23%	\$ 1,365,707	
Materials Postage and Telephone	\$ 4,805	\$ 15,518	\$ (10,713)	-69.03%	\$ 51,082	\$ 108,628	\$ (57,546)	-52.98%	\$ 186,220	
Miscellaneous Expenses	\$ 35,632	\$ 981	\$ 34,651	3532.84%	\$ 60,173	\$ 6,866	\$ 53,307	776.41%	\$ 11,770	
Expenditures	\$ 20,808,367	\$ 21,812,274	\$ (1,003,907)	-4.60%	\$ 139,557,107	\$ 149,349,936	\$ (9,792,830)	-6.56%	\$ 305,647,844	
Net Income	\$ 1,941,433	\$ 1,808,387	\$ 133,046	7.36%	\$ 6,336,387	\$ 8,358,472	\$ (2,022,085)	-24.19%	\$ (40,364,597)	



Net Income by Funder
Period Ending July 2024

Funder	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance
PGE Efficiency	\$ (824,548)	\$ (686,206)	\$ (138,342)	20.16%	\$ (3,943,748)	\$ (2,811,360)	\$ (1,132,388)	40.28%
PGE Renewables	\$ 203,749	\$ (444,348)	\$ 648,097	-145.85%	\$ 2,603,338	\$ (252,067)	\$ 2,855,405	-1132.80%
Total PGE	\$ (620,799)	\$ (1,130,554)	\$ 509,755	-45.09%	\$ (1,340,410)	\$ (3,063,427)	\$ 1,723,017	-56.24%
PAC Efficiency	\$ 98,814	\$ 664,422	\$ (565,608)	-85.13%	\$ (2,495,501)	\$ 3,063,529	\$ (5,559,030)	-181.46%
PAC Renewables	\$ 416,745	\$ (320,395)	\$ 737,141	-230.07%	\$ 1,972,999	\$ (151,506)	\$ 2,124,505	-1402.26%
Total PAC	\$ 515,559	\$ 344,027	\$ 171,533	49.86%	\$ (522,501)	\$ 2,912,023	\$ (3,434,525)	-117.94%
NW Natural	\$ (1,336,985)	\$ (954,819)	\$ (382,166)	40.02%	\$ 5,024,185	\$ 5,833,488	\$ (809,303)	-13.87%
NWN - Industrial	\$ 2,701,872	\$ 2,363,180	\$ 338,692	14.33%	\$ 2,617,651	\$ 851,377	\$ 1,766,274	207.46%
Cascade Natural Gas	\$ (43,880)	\$ (244,915)	\$ 201,036	-82.08%	\$ 235,140	\$ (220,857)	\$ 455,997	-206.47%
Avista Gas	\$ (273,841)	\$ (15,522)	\$ (258,319)	1664.25%	\$ (954,303)	\$ (13,994)	\$ (940,309)	6719.41%
AVI Interruptible	\$ (21,781)	\$ 7,840	\$ (29,621)	-377.82%	\$ 91,680	\$ (20,791)	\$ 112,471	-540.97%
NWN Washington	\$ 919,775	\$ 872,180	\$ 47,595	5.46%	\$ 823,569	\$ 472,154	\$ 351,415	74.43%
NWN Transport	\$ -	\$ 443,039	\$ (443,039)	-100.00%	\$ -	\$ 743,709	\$ (743,709)	-100.00%
AVI Transport	\$ 16,480	\$ (5,127)	\$ 21,607	-421.46%	\$ (48,830)	\$ (32,430)	\$ (16,400)	50.57%
LMI	\$ (826)	\$ 500	\$ (1,326)	-265.28%	\$ (1,105)	\$ 3,500	\$ (4,605)	-131.58%
Community Solar	\$ 37,231	\$ 13,533	\$ 23,698	175.11%	\$ 141,725	\$ 102,806	\$ 38,919	37.86%
PGE Smart Battery	\$ (75,125)	\$ (1,238)	\$ (73,887)	5970.10%	\$ (136,624)	\$ (6,826)	\$ (129,798)	1901.53%
NWN Geo TLM Phase 3	\$ 1,623	\$ (0)	\$ 1,623	-8765891.44%	\$ 10,374	\$ (0)	\$ 10,374	-8381934.19%
NREL Program	\$ -	\$ (0)	\$ 0	-100.00%	\$ (0)	\$ (0)	\$ 0	-99.99%
SALMON Program	\$ (5,472)	\$ (7,731)	\$ 2,259	-29.22%	\$ (44,219)	\$ (42,250)	\$ (1,969)	4.66%
FEMA Program	\$ (585)	\$ -	\$ (585)		\$ (2,872)	\$ -	\$ (2,872)	
PGE Inverter	\$ (393)	\$ 469	\$ (862)	-183.89%	\$ (1,263)	\$ 3,993	\$ (5,256)	-131.63%
ODOE Cooling	\$ 0	\$ 6,684	\$ (6,684)	-100.00%	\$ (0)	\$ 16,088	\$ (16,088)	-100.00%
FlexFeeder	\$ 269	\$ (4,238)	\$ 4,507	-106.34%	\$ 34,458	\$ (28,721)	\$ 63,178	-219.98%
Solar for All	\$ (10,975)	\$ -	\$ (10,975)		\$ (19,902)	\$ -	\$ (19,902)	
Development	\$ (2,066)	\$ (3,920)	\$ 1,855	-47.31%	\$ (10,689)	\$ (26,371)	\$ 15,682	-59.47%
Investment & Contingency	\$ 62,025	\$ 125,000	\$ (62,975)	-50.38%	\$ 360,996	\$ 875,000	\$ (514,004)	-58.74%
Total	\$ 1,941,433	\$ 1,808,387	\$ 133,046	7.36%	\$ 6,336,387	\$ 8,358,472	\$ (2,022,085)	-24.19%



Revenue Statement by Funder
Period Ending July 2024

Overview:
 - Total revenue is 4% under the Current Period budget and 7% under the YTD budget.

Funding Source	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance	Notes
PGE Efficiency	\$ 7,819,024	\$ 8,286,884	\$ (467,860)	-5.65%	\$ 54,984,819	\$ 60,394,616	\$ (5,409,797)	-8.96%	
PGE Renewables	\$ 987,146	\$ 868,509	\$ 118,637	13.66%	\$ 7,791,571	\$ 7,181,878	\$ 609,693	8.49%	
Total PGE	\$ 8,806,171	\$ 9,155,393	\$ (349,222)	-3.81%	\$ 62,776,390	\$ 67,576,494	\$ (4,800,104)	-7.10%	
PAC Efficiency	\$ 6,633,934	\$ 6,954,725	\$ (320,791)	-4.61%	\$ 40,299,979	\$ 47,378,226	\$ (7,078,247)	-14.94%	
PAC Renewables	\$ 725,545	\$ 581,354	\$ 144,191	24.80%	\$ 5,238,057	\$ 4,810,603	\$ 427,454	8.89%	
Total PAC	\$ 7,359,479	\$ 7,536,079	\$ (176,600)	-2.34%	\$ 45,538,036	\$ 52,188,829	\$ (6,650,793)	-12.74%	
NW Natural	\$ 1,247,486	\$ 1,375,782	\$ (128,296)	-9.33%	\$ 20,818,790	\$ 21,456,277	\$ (637,487)	-2.97%	
NWN - Industrial	\$ 3,110,529	\$ 3,110,529	\$ -	0.00%	\$ 6,221,058	\$ 6,221,059	\$ (1)	0.00%	
Cascade Natural Gas	\$ 113,133	\$ 123,819	\$ (10,686)	-8.63%	\$ 2,412,792	\$ 2,353,418	\$ 59,374	2.52%	
Avista Gas	\$ 275,349	\$ 275,349	\$ (0)	0.00%	\$ 1,927,442	\$ 1,927,441	\$ 1	0.00%	
AVI Interruptible	\$ 36,055	\$ 36,055	\$ -	0.00%	\$ 180,275	\$ 180,275	\$ -	0.00%	
NWN Washington	\$ 1,144,645	\$ 1,144,645	\$ -	0.00%	\$ 2,289,290	\$ 2,289,290	\$ -	0.00%	
NWN Transport	\$ -	\$ 472,409	\$ (472,409)	-100.00%	\$ -	\$ 944,818	\$ (944,818)	-100.00%	
CNG Transport	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
AVI Transport	\$ 17,428	\$ 24,737	\$ (7,309)	-29.55%	\$ 34,857	\$ 173,165	\$ (138,308)	-79.87%	
LMI	\$ -	\$ 500	\$ (500)	-100.00%	\$ 548	\$ 3,500	\$ (2,952)	-84.33%	
Community Solar	\$ 74,885	\$ 45,058	\$ 29,827	66.20%	\$ 386,409	\$ 315,407	\$ 71,002	22.51%	
PGE Smart Battery	\$ -	\$ 33,933	\$ (33,933)	-100.00%	\$ 58,378	\$ 237,533	\$ (179,155)	-75.42%	
NWN Geo TLM Phase 3	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
NREL Program	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
SALMON Program	\$ 15,265	\$ 38,605	\$ (23,340)	-60.46%	\$ 157,822	\$ 270,233	\$ (112,411)	-41.60%	
FEMA Program	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
PGE Inverter	\$ -	\$ 4,792	\$ (4,792)	-100.00%	\$ 1,178	\$ 33,542	\$ (32,364)	-96.49%	
ODOE Cooling	\$ 27,155	\$ 95,777	\$ (68,622)	-71.65%	\$ 241,709	\$ 506,734	\$ (265,025)	-52.30%	
FlexFeeder	\$ -	\$ 22,199	\$ (22,199)	-100.00%	\$ 88,506	\$ 155,394	\$ (66,888)	-43.04%	
Solar for All	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
DOE Homes	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
DOE HEAR	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
PCEF	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
ODOE CHP – IVCanDO	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	
ODOE CHP - NWU	\$ 78,162	\$ -	\$ 78,162		\$ 78,162	\$ -	\$ 78,162		
Development	\$ 1,368	\$ -	\$ 1,368		\$ 7,664	\$ -	\$ 7,664		
Investment & Contingency	\$ 442,689	\$ 125,000	\$ 317,689	254.15%	\$ 2,674,186	\$ 875,000	\$ 1,799,186	205.62%	
Total	\$ 22,749,799	\$ 23,620,661	\$ (870,862)	-3.69%	\$ 145,893,493	\$ 157,708,408	\$ (11,814,916)	-7.49%	



Expenses by Funder
Period Ending July2024

Overview:
 - Total expenses are 5% under the Current Period budget and 7% under the YTD budget.

Funder	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance
PGE Efficiency	\$ 8,743,672	\$ 8,973,090	\$ (229,418)	-2.56%	\$ 59,642,724	\$ 63,205,976	\$ (3,563,252)	-5.64%
PGE Renewables	\$ 848,708	\$ 1,312,857	\$ (464,149)	-35.35%	\$ 5,594,643	\$ 7,433,945	\$ (1,839,302)	-24.74%
Total PGE	\$ 9,592,380	\$ 10,285,947	\$ (693,567)	-6.74%	\$ 65,237,367	\$ 70,639,921	\$ (5,402,554)	-7.65%
PAC Efficiency	\$ 6,566,732	\$ 6,290,303	\$ 276,429	4.39%	\$ 42,992,176	\$ 44,314,697	\$ (1,322,521)	-2.98%
PAC Renewables	\$ 356,603	\$ 901,749	\$ (545,147)	-60.45%	\$ 3,541,039	\$ 4,962,109	\$ (1,421,070)	-28.64%
Total PAC	\$ 6,923,334	\$ 7,192,052	\$ (268,718)	-3.74%	\$ 46,533,215	\$ 49,276,806	\$ (2,743,591)	-5.57%
NW Natural	\$ 2,627,366	\$ 2,330,601	\$ 296,765	12.73%	\$ 16,179,610	\$ 15,622,789	\$ 556,821	3.56%
NWN - Industrial	\$ 463,073	\$ 747,349	\$ (284,276)	-38.04%	\$ 3,738,729	\$ 5,369,682	\$ (1,630,952)	-30.37%
Cascade Natural Gas	\$ 172,650	\$ 368,734	\$ (196,084)	-53.18%	\$ 2,282,394	\$ 2,574,275	\$ (291,881)	-11.34%
Avista Gas	\$ 549,316	\$ 290,871	\$ 258,445	88.85%	\$ 2,904,544	\$ 1,941,435	\$ 963,109	49.61%
AVI Interruptible	\$ 59,034	\$ 28,215	\$ 30,819	109.23%	\$ 98,099	\$ 201,066	\$ (102,966)	-51.21%
NWN Washington	\$ 240,807	\$ 272,465	\$ (31,658)	-11.62%	\$ 1,495,040	\$ 1,817,136	\$ (322,096)	-17.73%
NWN Transport	\$ -	\$ 29,370	\$ (29,370)	-100.00%	\$ -	\$ 201,109	\$ (201,109)	-100.00%
AVI Transport	\$ 1,833	\$ 29,864	\$ (28,031)	-93.86%	\$ 88,091	\$ 205,595	\$ (117,503)	-57.15%
LMI	\$ 791	\$ -	\$ 791		\$ 1,491	\$ -	\$ 1,491	
Community Solar	\$ 38,437	\$ 31,525	\$ 6,913	21.93%	\$ 246,763	\$ 212,601	\$ 34,162	16.07%
PGE Smart Battery	\$ 74,026	\$ 35,171	\$ 38,855	110.47%	\$ 193,920	\$ 244,359	\$ (50,439)	-20.64%
NWN Geo TLM Phase 3	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
NREL Program	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
SALMON Program	\$ 20,376	\$ 46,336	\$ (25,960)	-56.03%	\$ 200,146	\$ 312,483	\$ (112,337)	-35.95%
FEMA Program	\$ 511	\$ -	\$ 511		\$ 2,437	\$ -	\$ 2,437	
PGE Inverter	\$ 503	\$ 4,323	\$ (3,820)	-88.36%	\$ 3,163	\$ 29,549	\$ (26,386)	-89.30%
ODOE Cooling	\$ 27,155	\$ 89,093	\$ (61,938)	-69.52%	\$ 241,709	\$ 490,646	\$ (248,937)	-50.74%
FlexFeeder	\$ 47	\$ 26,437	\$ (26,390)	-99.82%	\$ 56,072	\$ 184,115	\$ (128,042)	-69.54%
Solar for All	\$ 10,794	\$ -	\$ 10,794		\$ 19,611	\$ -	\$ 19,611	
Development	\$ 5,934	\$ 3,920	\$ 2,013	51.36%	\$ 34,705	\$ 26,371	\$ 8,334	31.60%
Total	\$ 20,808,367	\$ 21,812,274	\$ (1,003,907)	-4.60%	\$ 139,557,107	\$ 149,349,936	\$ (9,792,830)	-6.56%



**Statement of Functional Expenses
Period Ending July 2024**

Type	Measure	Current Metric	Status	Notes
Administrative Costs	<= 6.5% of Expenses	6.1%	OK	
Employee Salaries + Fringe Benefits	<= 9.5% of Expenses	9.9%	Exceeding Metric	Common to exceed early in the year due to expense timing curves.

	Efficiency Programs	Renewables Programs	Renewables Programs	Washington Programs	Contracts + Grants	Total Programs	Fund Development	Communications + Outreach	Management + General	Total Administrative	Total Company
Incentives	\$ 62,444,458	\$ -	\$ 4,587,750	\$ 578,714	\$ 284,877	\$ 67,895,799	\$ -	\$ -	\$ -	\$ -	\$ 67,895,799
Program Delivery Contractors	\$ 46,009,328	\$ -	\$ 956,195	\$ 539,865	\$ 70,870	\$ 47,576,258	\$ -	\$ -	\$ -	\$ -	\$ 47,576,258
Employee Salaries & Fringe Benefits	\$ 6,072,713	\$ 591,233	\$ 1,834,951	\$ 222,050	\$ 403,850	\$ 8,533,564	\$ 31,045	\$ 2,063,277	\$ 3,715,042	\$ 5,778,318	\$ 14,342,928
Agency Contractor Services	\$ 48,359	\$ 15,272	\$ 160,739	\$ 1,817	\$ 46,374	\$ 257,289	\$ 300	\$ 29,042	\$ 493,615	\$ 522,657	\$ 780,246
Planning and Evaluation Services	\$ 1,779,733	\$ 26,915	\$ 26,915	\$ 6,012	\$ (0)	\$ 1,812,660	\$ -	\$ 9,018	\$ -	\$ 9,018	\$ 1,821,679
Advertising and Marketing Services	\$ 886,264	\$ -	\$ 130,483	\$ -	\$ 8,174	\$ 1,024,921	\$ -	\$ 828,288	\$ -	\$ 828,288	\$ 1,853,210
Other Professional Services	\$ 2,072,861	\$ 124,656	\$ 543,256	\$ 16,460	\$ 56,702	\$ 2,689,279	\$ 86	\$ 37,996	\$ 704,204	\$ 742,200	\$ 3,431,565
Travel, Meetings, Trainings & Conferences	\$ 102,661	\$ 7,556	\$ 29,685	\$ 857	\$ 2,621	\$ 135,824	\$ 856	\$ 53,264	\$ 125,200	\$ 178,464	\$ 315,144
Dues, Licenses and Fees	\$ 56,023	\$ 3,568	\$ 7,208	\$ 19,152	\$ 9	\$ 82,391	\$ (2)	\$ 20,536	\$ 17,949	\$ 38,485	\$ 120,875
Software and Hardware	\$ 157,858	\$ 41,997	\$ 182,677	\$ 4,904	\$ 9,991	\$ 355,430	\$ 668	\$ 42,743	\$ 77,704	\$ 120,446	\$ 476,544
Depreciation & Amortization	\$ 95,830	\$ 15,826	\$ 15,826	\$ 1,857	\$ 3,778	\$ 117,291	\$ 262	\$ 16,568	\$ 30,093	\$ 46,661	\$ 164,214
Office Rent and Equipment	\$ 282,640	\$ 93,358	\$ 93,358	\$ 10,903	\$ 22,147	\$ 409,048	\$ 1,397	\$ 91,290	\$ 165,656	\$ 256,947	\$ 667,391
Materials Postage and Telephone	\$ 20,594	\$ 6,375	\$ 6,698	\$ 815	\$ 1,392	\$ 29,499	\$ 94	\$ 6,122	\$ 15,367	\$ 21,489	\$ 51,082
Miscellaneous Expenses	\$ 56,225	\$ -	\$ -	\$ -	\$ 0	\$ 56,225	\$ -	\$ -	\$ 3,947	\$ 3,947	\$ 60,173
Expenditures	\$ 120,085,548	\$ 926,755	\$ 8,575,741	\$ 1,403,407	\$ 910,785	\$ 130,975,481	\$ 34,705	\$ 3,198,145	\$ 5,348,776	\$ 8,546,921	\$ 139,557,107

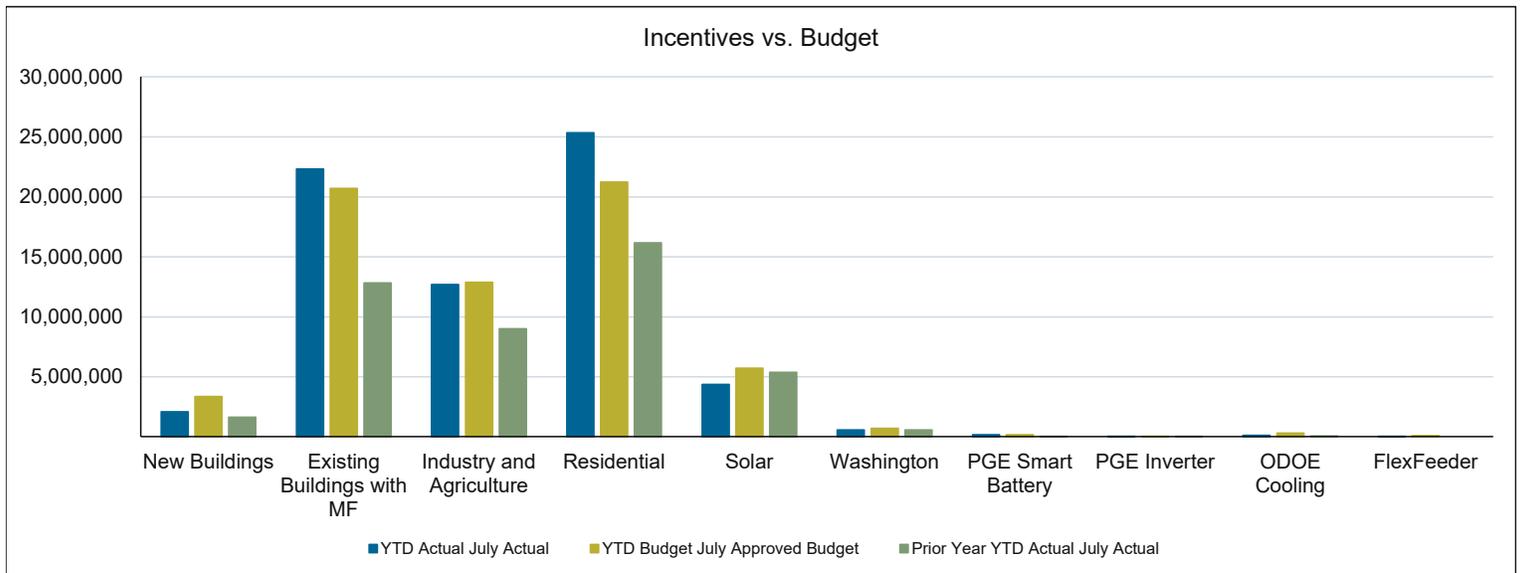


**Incentives Expense by Program
Period Ending July2024**

Overview:

- Total incentive expenses are 3% over the YTD budget.
- Efficiency incentive expenses are 7% over the YTD budget.
- Renewables incentive expenses are 28% under the YTD budget.
- Other Contract + Grant incentive expenses are 33% under the YTD budget.

	YTD Actual	YTD Budget	\$ Variance	% Variance	Prior Year YTD Actual	Prior Year YTD Budget	\$ Variance	% of Variance
New Buildings	\$ 2,074,365	\$ 3,355,002	\$ (1,280,637)	-38.17%	\$ 1,629,619	\$ 3,330,729	\$ (1,701,110)	-51.07%
Existing Buildings with MF	\$ 22,324,823	\$ 20,705,135	\$ 1,619,687	7.82%	\$ 12,838,197	\$ 13,071,369	\$ (233,172)	-1.78%
Industry and Agriculture	\$ 12,699,947	\$ 12,868,917	\$ (168,970)	-1.31%	\$ 8,998,283	\$ 7,621,080	\$ 1,377,203	18.07%
Residential	\$ 25,345,323	\$ 21,227,335	\$ 4,117,988	19.40%	\$ 16,180,367	\$ 15,610,380	\$ 569,987	3.65%
OPUC Efficiency	\$ 62,444,458	\$ 58,156,390	\$ 4,288,068	7.37%	\$ 39,646,465	\$ 39,633,557	\$ 12,908	0.03%
Solar	\$ 4,367,616	\$ 5,713,432	\$ (1,345,816)	-23.56%	\$ 5,363,056	\$ 5,657,732	\$ (294,677)	-5.21%
Other Renewables	\$ 220,134	\$ 640,225	\$ (420,091)	-65.62%	\$ 428,772	\$ 430,647	\$ (1,875)	-0.44%
OPUC Renewables	\$ 4,587,750	\$ 6,353,657	\$ (1,765,907)	-27.79%	\$ 5,791,827	\$ 6,088,379	\$ (296,552)	-4.87%
Washington	\$ 578,714	\$ 713,206	\$ (134,492)	-18.86%	\$ 567,615	\$ 679,421	\$ (111,806)	-16.46%
PGE Smart Battery	\$ 164,408	\$ 181,440	\$ (17,032)	-9.39%	\$ 46,000	\$ 145,833	\$ (99,833)	-68.46%
PGE Inverter	\$ 1,750	\$ 14,583	\$ (12,833)	-88.00%	\$ 6,750	\$ 62,500	\$ (55,750)	-89.20%
ODOE Cooling	\$ 117,759	\$ 300,000	\$ (182,241)	-60.75%	\$ 66,927	\$ 482,045	\$ (415,118)	-86.12%
FlexFeeder	\$ 960	\$ 88,916	\$ (87,956)	-98.92%	\$ -	\$ -	\$ -	-
Total	\$ 67,895,799	\$ 65,808,193	\$ 2,087,606	3.17%	\$ 46,125,584	\$ 47,091,736	\$ (966,152)	-2.05%





Expenses by Program
Period Ending July2024

	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance
New Buildings	\$ 1,092,650	\$ 1,362,101	\$ (269,451)	-19.78%	\$ 8,427,234	\$ 10,388,691	\$ (1,961,457)	-18.88%
Existing Buildings with MF	\$ 6,581,950	\$ 6,372,797	\$ 209,153	3.28%	\$ 47,077,207	\$ 49,974,975	\$ (2,897,767)	-5.80%
NEEA Commercial	\$ 414,005	\$ 421,138	\$ (7,133)	-1.69%	\$ 2,730,869	\$ 2,937,261	\$ (206,392)	-7.03%
Commercial Sector	\$ 8,088,605	\$ 8,156,036	\$ (67,431)	-0.83%	\$ 58,235,311	\$ 63,300,927	\$ (5,065,616)	-8.00%
Industry and Agriculture	\$ 2,790,743	\$ 3,902,325	\$ (1,111,581)	-28.49%	\$ 24,085,345	\$ 25,741,214	\$ (1,655,869)	-6.43%
NEEA - Industrial	\$ 356	\$ 6,808	\$ (6,453)	-94.78%	\$ 2,030	\$ 47,511	\$ (45,481)	-95.73%
Industry and Agriculture Sector	\$ 2,791,099	\$ 3,909,133	\$ (1,118,034)	-28.60%	\$ 24,087,375	\$ 25,788,725	\$ (1,701,350)	-6.60%
Residential	\$ 8,205,432	\$ 6,634,589	\$ 1,570,843	23.68%	\$ 43,371,662	\$ 41,836,496	\$ 1,535,166	3.67%
NEEA Residential	\$ 98,540	\$ 388,639	\$ (290,099)	-74.64%	\$ 2,232,020	\$ 2,710,476	\$ (478,456)	-17.65%
Residential Sector	\$ 8,303,972	\$ 7,023,228	\$ 1,280,744	18.24%	\$ 45,603,682	\$ 44,546,972	\$ 1,056,711	2.37%
OPUC Efficiency	\$ 19,183,675	\$ 19,088,397	\$ 95,278	0.50%	\$ 127,926,368	\$ 133,636,623	\$ (5,710,255)	-4.27%
Solar	\$ 1,191,616	\$ 1,756,260	\$ (564,644)	-32.15%	\$ 8,893,114	\$ 11,279,138	\$ (2,386,024)	-21.15%
Other Renewables	\$ 13,695	\$ 458,347	\$ (444,652)	-97.01%	\$ 242,568	\$ 1,116,916	\$ (874,348)	-78.28%
OPUC Renewables	\$ 1,205,311	\$ 2,214,607	\$ (1,009,296)	-45.57%	\$ 9,135,682	\$ 12,396,053	\$ (3,260,372)	-26.30%
OPUC Programs	\$ 20,388,986	\$ 21,303,003	\$ (914,017)	-4.29%	\$ 137,062,050	\$ 146,032,677	\$ (8,970,627)	-6.14%
Washington	\$ 240,807	\$ 272,465	\$ (31,658)	-11.62%	\$ 1,495,040	\$ 1,817,136	\$ (322,096)	-17.73%
LMI	\$ 791	\$ -	\$ 791		\$ 1,491	\$ -	\$ 1,491	
Community Solar	\$ 38,437	\$ 31,525	\$ 6,913	21.93%	\$ 246,763	\$ 212,601	\$ 34,162	16.07%
PGE Smart Battery	\$ 74,026	\$ 35,171	\$ 38,855	110.47%	\$ 193,920	\$ 244,359	\$ (50,439)	-20.64%
NWN Geo TLM Phase 3	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
NREL Program	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
SALMON Program	\$ 20,376	\$ 46,336	\$ (25,960)	-56.03%	\$ 200,146	\$ 312,483	\$ (112,337)	-35.95%
FEMA Program	\$ 511	\$ -	\$ 511		\$ 2,437	\$ -	\$ 2,437	
PGE Inverter	\$ 503	\$ 4,323	\$ (3,820)	-88.36%	\$ 3,163	\$ 29,549	\$ (26,386)	-89.30%
ODOE Cooling	\$ 27,155	\$ 89,093	\$ (61,938)	-69.52%	\$ 241,709	\$ 490,646	\$ (248,937)	-50.74%
FlexFeeder	\$ 47	\$ 26,437	\$ (26,390)	-99.82%	\$ 56,072	\$ 184,115	\$ (128,042)	-69.54%
Solar for All	\$ 10,794	\$ -	\$ 10,794		\$ 19,611	\$ -	\$ -	
Other Contracts + Grants	\$ 413,448	\$ 505,350	\$ (91,903)	-18.19%	\$ 2,460,352	\$ 3,290,889	\$ (830,536)	-25.24%
Development	\$ 5,934	\$ 3,920	\$ 2,013	51.36%	\$ 34,705	\$ 26,371	\$ 8,334	31.60%
Total Company	\$ 20,808,367	\$ 21,812,274	\$ (1,003,907)	-4.60%	\$ 139,557,107	\$ 149,349,936	\$ (9,792,830)	-6.56%



Balance Sheet
Period Ending July2024

	July2024	June2024	July2023	One Month Change	One Year Change
Cash	\$ 104,121,104	\$ 99,537,547	\$ 131,704,893	\$ 4,583,558	\$ (27,583,789)
Accounts Receivable	\$ 475,697	\$ 342,420	\$ 191,881	\$ 133,278	\$ 283,817
Prepaid	\$ 1,489,862	\$ 1,188,364	\$ 1,138,673	\$ 301,498	\$ 351,189
Advances to Vendors	\$ 1,806,257	\$ 2,709,385	\$ 1,468,797	\$ (903,128)	\$ 337,460
Current Assets	\$ 107,892,921	\$ 103,777,715	\$ 134,504,244	\$ 4,115,205	\$ (26,611,323)
Fixed Assets	\$ 7,781,973	\$ 7,818,579	\$ 8,396,240	\$ (36,605)	\$ (614,266)
Depreciation	\$ (6,258,370)	\$ (6,234,079)	\$ (5,988,942)	\$ (24,291)	\$ (269,427)
Net Fixed Assets	\$ 1,523,604	\$ 1,584,500	\$ 2,407,297	\$ (60,896)	\$ (883,694)
Deposits	\$ 280,899	\$ 280,899	\$ 267,559	\$ -	\$ 13,340
Deferred Compensation Asset	\$ 1,281,584	\$ 1,271,222	\$ 1,229,906	\$ 10,362	\$ 51,678
Note Receivable, net of allowance	\$ 1,288,151	\$ 1,288,151	\$ 1,282,331	\$ -	\$ 5,821
Other Assets	\$ 2,850,634	\$ 2,840,272	\$ 2,779,796	\$ 10,362	\$ 70,838
Assets	\$ 112,267,158	\$ 108,202,487	\$ 139,691,337	\$ 4,064,671	\$ (27,424,179)
Accounts Payable and Accruals	\$ 13,248,089	\$ 11,883,522	\$ 6,836,752	\$ 1,364,568	\$ 6,411,337
Deposits Held for Others	\$ 45,000	\$ 45,000	\$ 25,000	\$ -	\$ 20,000
Salaries, Taxes, & Benefits Payable	\$ 1,204,367	\$ 1,040,442	\$ 1,187,532	\$ 163,925	\$ 16,834
Deferred/Unearned Revenue	\$ 1,990,737	\$ 1,317,892	\$ 1,676,852	\$ 672,845	\$ 313,885
Current Liabilities	\$ 16,488,193	\$ 14,286,855	\$ 9,726,136	\$ 2,201,338	\$ 6,762,057
Deferred Compensation Payable	\$ 1,283,987	\$ 1,273,625	\$ 1,232,112	\$ 10,362	\$ 51,875
Deferred Rent	\$ 1,503,820	\$ 1,592,281	\$ 2,565,341	\$ (88,460)	\$ (1,061,520)
Other Long Term Liabilities	\$ 9,647	\$ 9,647	\$ 4,980	\$ -	\$ 4,667
Long Term Liabilities	\$ 2,797,454	\$ 2,875,553	\$ 3,802,433	\$ (78,098)	\$ (1,004,978)
Liabilities	\$ 19,285,648	\$ 17,162,408	\$ 13,528,569	\$ 2,123,240	\$ 5,757,078
Net Assets	\$ 92,981,508	\$ 91,040,075	\$ 126,162,764	\$ 1,941,433	\$ (33,181,256)

For contracts with costs through: 8/1/2024

Complete List of Contracts Grouped by Size

Contracts in effect on July 31, 2024 including those contracts executed for 2024 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	\$194,839,061	33	88%	11%
From \$400K to \$500K	\$8,670,020	19	4%	6%
Under \$400K	\$16,996,189	261	8%	83%
Total	\$220,505,270	313		

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	8/1/2025
Over \$500K	30,853,332	TRC Environmental Corporation	2024 BE PMC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	15,177,862	CLEAResult Consulting Inc	2024 Residential PMC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	11,584,800	Energy 350 Inc	2024 PE PMC	Energy Efficiency	1/1/2024	12/31/2024
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	7,984,733	CLEAResult Consulting Inc	2024 NBE PMC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	6,221,925	CLEAResult Consulting Inc	2024 Lighting PDC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	3,203,706	TRC Engineers Inc.	2024 EPS New Const PDC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	3,078,000	Grady Britton, Inc	Media Services Agreement	Communications	1/1/2023	12/31/2024
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	11/30/2040
Over \$500K	2,097,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	12/31/2024
Over \$500K	2,081,000	Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Energy Efficiency	1/1/2020	12/31/2024
Over \$500K	1,950,000	Intel Corporation	EE Project Funding Agreement	Energy Efficiency	12/2/2021	12/31/2025
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	1,728,537	CLEAResult Consulting Inc	2024 Retail PDC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	1,550,000	Oregon Institute of Technology	Geothermal Resource Funding	Renewable Energy	9/11/2012	9/11/2032
Over \$500K	1,000,000	Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Renewable Energy	10/25/2012	10/25/2027
Over \$500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over \$500K	928,040	CLEAResult Consulting Inc	2024 Residential PMC SOLAR	Renewable Energy	1/1/2024	12/31/2024
Over \$500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over \$500K	876,733	Cascade Energy, Inc.	Subscription Services Agreement	Energy Efficiency	1/21/2022	8/31/2024
Over \$500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039

For contracts with costs through: 8/1/2024

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
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	748,000	CLEAResult Consulting Inc	2024 Residential PMC Innov	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	725,000	Energy Assurance Company	Verifier Services Agreement	Renewable Energy	10/15/2022	10/14/2024
Over \$500K	660,000	Alternative Energy Systems Consulting, Inc.	Consultant PE Tech Review	Energy Efficiency	8/1/2024	7/31/2028
Over \$500K	641,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2024
Over \$500K	573,729	TRC Environmental Corporation	2024 BE PMC WA	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	536,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2024
Over \$500K	525,000	City of Hood River	Project Funding Agreement	Renewable Energy	8/1/2024	7/31/2044
From \$400K to \$500K	500,000	Craft3	Loan Agreement	Energy Efficiency	1/1/2018	12/31/2027
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	Verde	DHP Installation Program	Energy Efficiency	1/1/2022	12/31/2024
From \$400K to \$500K	497,850	Oregon Solar Energy Fund	Solar Education Fund	Renewable Energy	3/31/2024	3/31/2026
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	483,052	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2025
From \$400K to \$500K	475,000	The Cadmus Group LLC	2022 PE Impact Evaluation	Energy Efficiency	11/1/2023	10/31/2024
From \$400K to \$500K	465,000	Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Energy Efficiency	7/1/2021	7/31/2024
From \$400K to \$500K	460,000	Dell Marketing LP.	Blanket Purchase Order	Administration	1/1/2023	12/31/2024
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	450,000	City of Beaverton	Project Funding Agreement	Renewable Energy	12/6/2022	12/6/2042
From \$400K to \$500K	447,000	Opinion Dynamics Corporation	2023 EB Impact Evaluation	Energy Efficiency	4/12/2024	4/30/2025
From \$400K to \$500K	428,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2024
From \$400K to \$500K	411,718	CLEAResult Consulting Inc	2024 Residential PMC Custsvc	Energy Efficiency	1/1/2024	12/31/2024
From \$400K to \$500K	411,500	Lake County Resources Initiative	Outreach Services	Communications	1/1/2024	12/31/2024
From \$400K to \$500K	400,000	Illume Advising, LLC	Small Restaurant Study	Energy Efficiency	4/10/2024	4/30/2025
From \$400K to \$500K	400,000	Three Sisters Irrigation District	TSID Funding Agreement	Renewable Energy	1/1/2018	12/31/2038
Under \$400K	388,360	Prophix. Inc	Cloud Services Agreement	Administration	9/1/2022	6/30/2025
Under \$400K	380,000	Tetra Tech Inc	NB Impact Eval 2021-22	Energy Efficiency	3/1/2023	8/31/2024
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

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	350,000	ThinkShout, Inc.	Web Services & Dev Agreement	Communications	1/1/2024	12/31/2024
Under \$400K	327,600	Solar Oregon	Solar Outreach & Education	Renewable Energy	7/1/2024	6/30/2026
Under \$400K	326,250	Ekotrop, Inc.	ModelingSoftware for NC	Energy Efficiency	1/21/2020	12/31/2024
Under \$400K	322,647	Clean Power Research, LLC	CPR License Service Agreement	Renewable Energy	7/1/2023	6/30/2025
Under \$400K	315,000	CLEAResult Consulting Inc	HE Assessment Tool	Energy Efficiency	12/16/2021	12/31/2024
Under \$400K	306,846	CLEAResult Consulting Inc	2024 Residential PMC WA	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
Under \$400K	286,240	Paladin Risk Management, Ltd	Cert Tracking & License Svc	Administration	9/1/2015	10/1/2024
Under \$400K	285,000	Insight Direct USA	Blanket PO	Administration	8/1/2023	12/31/2024
Under \$400K	280,000	1961 Consulting, LLC	Strategic Planning Services	Communications	8/15/2023	3/31/2025
Under \$400K	275,120	Solar Oregon	Outreach & Education Agreement	Renewable Energy	7/1/2022	6/30/2024
Under \$400K	270,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2024
Under \$400K	249,394	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/31/2025
Under \$400K	243,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2024
Under \$400K	230,000	TRC Environmental Corporation	PDC - Landlord Cooling	Energy Efficiency	4/1/2022	9/30/2024
Under \$400K	224,050	Wallowa Resources Community Solutions Inc	Outreach Services	Joint Programs	3/1/2024	2/28/2025
Under \$400K	221,492	Latino Built Association for Contractors	Training & Support Services	Communications	1/1/2023	12/31/2024
Under \$400K	216,159	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	12/31/2024
Under \$400K	216,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2024
Under \$400K	210,800	ADM Associates, Inc.	2024_25 Fast Feedback Survey	Energy Efficiency	1/8/2024	7/31/2026
Under \$400K	203,700	Borders, Perrin &Norrander, Inc. dba BPN	RES Marketing Photography	Communications	7/31/2024	3/1/2025
Under \$400K	200,000	Farmers Conservation Alliance	Irrigation Modernization Serv	Renewable Energy	4/1/2024	3/31/2025
Under \$400K	200,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033
Under \$400K	188,766	Borders, Perrin &Norrander, Inc. dba BPN	RES Photo Update Services	Communications	9/1/2023	12/31/2024
Under \$400K	185,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2024
Under \$400K	185,000	DNV Energy Services USA Inc	HER Impact Evaluation	Energy Efficiency	7/11/2023	12/31/2024
Under \$400K	185,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2024
Under \$400K	184,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	167,000	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	8/1/2024	7/30/2025
Under \$400K	159,200	Clean Power Research, LLC	WattPlan Software	Renewable Energy	11/17/2017	6/30/2025
Under \$400K	150,000	ADM Associates, Inc.	EB Process Evaluation	Energy Efficiency	4/15/2024	2/28/2025
Under \$400K	150,000	Apex Analytics LLC	No Cost Pilots	Energy Efficiency	4/1/2024	12/31/2026
Under \$400K	145,000	EUVALCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2024

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	144,202	Illinois Valley Community Development Organization	Strategic Partnership Services	Energy Efficiency	6/1/2023	12/31/2024
Under \$400K	143,688	Allstream	Internet Services	Administration	9/22/2017	1/1/2025
Under \$400K	143,000	City of Astoria	Bear Creek Funding Agreement	Renewable Energy	3/24/2014	3/24/2034
Under \$400K	142,247	Encore Business Solutions (USA)	GP Annual Enhancement	Administration	9/14/2011	8/31/2024
Under \$400K	135,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2024
Under \$400K	132,037	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2025
Under \$400K	127,124	EnerCity Collaborative	Workforce Dev Services	Energy Efficiency	3/1/2024	12/31/2024
Under \$400K	120,000	Self Enhancement Inc.	Community Support Services	Energy Efficiency	3/15/2024	12/31/2024
Under \$400K	115,287	TRC Engineers Inc.	2024 EPS New Const PDC Solar	Renewable Energy	1/1/2024	12/31/2024
Under \$400K	115,000	Verdant Associates LLC	TStat Evaluation Study	Energy Efficiency	12/1/2023	3/31/2025
Under \$400K	112,630	1961 Consulting, LLC	Management Review	Administration	5/24/2024	12/31/2024
Under \$400K	109,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2024
Under \$400K	108,938	E Source Companies LLC	Membership Services Agreement	Energy Efficiency	1/1/2024	12/31/2025
Under \$400K	103,000	Verdant Associates LLC	MF Weatherization Impact Eval	Energy Efficiency	10/12/2023	8/31/2024
Under \$400K	100,000	APANO Communities United	Engagement Outreach Services	Energy Efficiency	9/22/2023	12/31/2024
Under \$400K	100,000	ADM Associates, Inc.	LED Grow Lights MarketResearch	Energy Efficiency	2/2/2024	10/30/2024
Under \$400K	100,000	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2025
Under \$400K	95,000	Borders, Perrin &Norrande, Inc. dba BPN	Creative & Media Services	Energy Efficiency	9/1/2023	12/31/2024
Under \$400K	95,000	Home Performance Contractors Guild of Oregon	HPG Grant Agreement	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	91,900	Earth Advantage, Inc.	Contractor Training Services	Energy Efficiency	9/1/2023	5/1/2025
Under \$400K	91,273	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2025
Under \$400K	88,500	Inner Work, Outer Play LLC	Board DEI Support Services	Administration	11/1/2023	12/31/2024
Under \$400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under \$400K	82,870	TRC Engineers Inc.	2024 EPS New Const PDC WA	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	80,000	Umpqua Community Development Corp.	EE Initiatives Rural Counties	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under \$400K	80,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	78,702	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2024
Under \$400K	76,000	Alliance Compensation LLC	*PA Umbrella Agreement	Administration	2/1/2023	1/31/2025
Under \$400K	75,000	1961 Consulting, LLC	CANI RES Strategic Services	Joint Programs	1/1/2024	12/31/2024
Under \$400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under \$400K	74,000	Motus Recruiting & Staffing Inc	Executive Recruiting	Administration	8/1/2024	1/31/2025
Under \$400K	73,213	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	4/30/2025

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Under \$400K	66,637	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	2/15/2025
Under \$400K	65,000	GreenNW	HVAC Education & Training	Communications	1/1/2024	12/31/2024
Under \$400K	64,842	dThree Productions Inc.	Videography Services Agreement	Administration	1/1/2024	12/31/2024
Under \$400K	64,265	LinkedIn Corporation	LinkedIn Recruiting License	Administration	12/15/2022	2/15/2025
Under \$400K	63,564	Pod4print	2023 PGE Printing Bill Inserts	Communications	1/1/2023	12/31/2024
Under \$400K	62,935	Xenium Resources	HR Consulting Agreement	Administration	4/1/2022	6/12/2024
Under \$400K	61,028	Wisewood, Inc	RE Biomass Energy Tool	Renewable Energy	12/1/2023	8/1/2024
Under \$400K	61,000	Pacific Crest Affordable Housing	NZF Grant Agreements	Joint Programs	9/22/2023	11/30/2024
Under \$400K	61,000	Lever Architecture	NZF Grant Agreements	Joint Programs	9/20/2023	3/31/2025
Under \$400K	60,000	Indika Sugathadasa dba PDX Hive	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under \$400K	60,000	IZO Public Relations	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under \$400K	60,000	Polk Community Development Corporation	RES Outreach Housing Services	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	60,000	Beira Consulting LLC	SMB Research Eval	Energy Efficiency	2/1/2023	4/30/2025
Under \$400K	60,000	Burch Energy Services Inc	TA Contractor Dev Pathway	Communications	10/2/2023	12/31/2024
Under \$400K	60,000	Twirl Advertising & Design	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under \$400K	57,732	Excidian LLC	AMC Custom Calculator Model	Renewable Energy	11/15/2023	12/31/2024
Under \$400K	55,000	DNV Energy Services USA Inc	Lighting PLUS Market Agreement	Energy Efficiency	1/18/2024	12/31/2024
Under \$400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2024
Under \$400K	55,000	INCA Energy Efficiency, LLC	MOD 3 Evaluation	Energy Efficiency	10/1/2022	3/31/2025
Under \$400K	52,000	RR Donnelley	2023 NWN Printing Bill Inserts	Communications	1/1/2023	12/31/2024
Under \$400K	52,000	Talence Group LLC	Executive Search Svcs Agrmnt	Administration	8/1/2023	7/31/2024
Under \$400K	50,000	SBW Consulting, Inc.	2024 Measure Dev Support	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	50,000	Arnold Cushing LLC	PE REDA Grant Agreement	Renewable Energy	10/11/2021	7/31/2024
Under \$400K	50,000	Anchor Blue LLC	Planning Consulting Services	Energy Efficiency	1/1/2023	12/31/2024
Under \$400K	50,000	University of Oregon	U of O REDA Grant	Renewable Energy	12/1/2023	3/31/2025
Under \$400K	49,350	Moss Adams LLP	Financial Statement Audit	Administration	1/1/2024	12/31/2024
Under \$400K	48,000	Site Capture LLC	Subscription Agreement	Renewable Energy	6/1/2023	5/31/2025
Under \$400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2024
Under \$400K	46,250	Theodore Blaine Light III	Planning Consulting Services	Energy Efficiency	1/1/2023	12/31/2024
Under \$400K	45,000	Community Alliance of Tenants	MF Renter Energy Workshops	Energy Efficiency	5/15/2024	4/30/2025
Under \$400K	45,000	Geograde Constructors LLC	Contractor Development Pathway	Energy Efficiency	2/3/2023	12/31/2024
Under \$400K	42,400	Headspace Inc.	Employee Assistance Program Ap	Administration	2/1/2024	10/31/2024
Under \$400K	41,640	GuildQuality Inc.	License Agreement	Renewable Energy	6/1/2023	12/31/2024

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Under \$400K	40,425	Northwest Energy Efficiency Council	BOC & TLL Sponsorship	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	40,000	American Council for and Energy Efficient Economy	2024 Studies Sponsorships	Energy Efficiency	1/1/2024	3/31/2025
Under \$400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2023	6/30/2024
Under \$400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2024
Under \$400K	39,480	Diligent Corporation	Board Management Software	Administration	6/23/2023	6/1/2025
Under \$400K	38,608	Consortium for Energy Efficiency	2024 Membership Dues	Energy Efficiency	2/1/2024	12/31/2024
Under \$400K	37,000	G&I VII Lincoln Building LP	Parking Agreement	Administration	5/1/2023	4/30/2025
Under \$400K	36,000	RR Donnelley	2024 PAC Printing Bill Inserts	Communications	1/1/2023	12/31/2024
Under \$400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	12/31/2024
Under \$400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2024
Under \$400K	33,320	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2024
Under \$400K	32,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2024
Under \$400K	30,229	Smartsheets Inc.	Subscription ServicesAgreement	Administration	1/1/2023	12/31/2024
Under \$400K	30,000	Structured Communications Systems, Inc.	Mircosoft Teams Voice POC	Administration	10/6/2023	12/31/2024
Under \$400K	30,000	California Oregon Broadcasting Inc	Sucess Stories Agreement	Communications	4/1/2024	3/31/2025
Under \$400K	28,000	Mindful Healing	Energy WS for Renters	Energy Efficiency	5/15/2024	4/30/2025
Under \$400K	27,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under \$400K	26,220	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2024
Under \$400K	26,000	Environmental Leadership Program	2023-25 RAY Fellow Agreement	Administration	1/1/2023	7/15/2025
Under \$400K	25,580	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2024
Under \$400K	25,000	Eric (EJ) Jordon	Tribal Engagment Services	Administration	6/1/2023	3/31/2025
Under \$400K	25,000	English 2 Spanish LLC	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Encolor LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Encolor LLC	Strategic Consulting Services	Joint Programs	11/30/2023	11/30/2024
Under \$400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Electronic Management Corp	Blanket PO	Communications	1/1/2024	12/31/2024
Under \$400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Barbier International Inc	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Renewable Energy	12/29/2022	12/31/2024
Under \$400K	25,000	AlamaLuna LLC	Translation Services Agreement	Communications	1/1/2024	12/31/2024
Under \$400K	25,000	Monica Paradise	Tribal Engagement Agreement	Communications	3/7/2023	3/31/2025
Under \$400K	25,000	Leona Enright	Tribal Engagement Services	Communications	8/1/2022	7/30/2024
Under \$400K	25,000	Lisa Greenfield LLC	Engagement Letter	Administration	12/16/2022	12/31/2024

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Under \$400K	25,000	Northwest Interpreters, Inc dba NWI Global	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Oregon Certified Interpreters Network Inc	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Helen Eby dba Gaucha Translation	Translation Services Pool	Communications	1/1/2024	12/31/2024
Under \$400K	25,000	Starla Green	Tribal Engagement Services	Administration	8/1/2022	3/31/2025
Under \$400K	25,000	SBW Consulting, Inc.	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Saedgraphic, LLC	Translation Services Agreement	Communications	6/1/2023	12/31/2024
Under \$400K	25,000	Seong Yun Kim	Translation Services Agreement	Communications	10/9/2023	12/31/2024
Under \$400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2024
Under \$400K	25,000	Oregon Translation LLC dba Verbio	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	TRANSLAT INC	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	24,999	University of Oregon	UO SRML Sponsorship	Renewable Energy	3/9/2024	3/8/2025
Under \$400K	24,500	Oregon Solar Energy Industries Association	OSSC Sponsorship	Renewable Energy	6/1/2024	12/31/2024
Under \$400K	24,500	Empress Rules LLC	Coaching Equity Training SBDI	Joint Programs	1/2/2024	8/31/2024
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	1/31/2025
Under \$400K	22,250	Jodi Tanner Tell LLC	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under \$400K	22,000	Rainy Day Printing LLC dba Smart Payables	Check Printing Services	Administration	2/28/2024	2/27/2025
Under \$400K	22,000	Solar Oregon	2024 Sponsorship	Renewable Energy	5/7/2024	12/31/2024
Under \$400K	22,000	Sustainable Northwest	Community Outreach Services	Communications	1/1/2023	12/31/2024
Under \$400K	22,000	Sustainable Northwest	Outreach Services	Communications	6/6/2024	12/31/2024
Under \$400K	22,000	1961 Consulting, LLC	ET Strategic Support Services	Administration	10/2/2023	12/31/2025
Under \$400K	21,643	CTX Businss Solutions Inc	Small Printer Maintenance	Administration	4/1/2012	3/30/2025
Under \$400K	20,000	A Inman Consulting LLC	MF EE Workshops	Energy Efficiency	6/13/2024	4/30/2025
Under \$400K	20,000	Asana Inc.	User License Agreement	Administration	3/1/2024	12/31/2024
Under \$400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	20,000	Portillo Consulting International	MF Renter Workshop	Energy Efficiency	6/1/2024	4/30/2025
Under \$400K	20,000	Moss Adams LLP	EFS Consulting Services	Administration	2/1/2024	12/31/2024
Under \$400K	20,000	Lifelabs Learning LLC	Virtual Manager Training	Administration	1/23/2024	2/28/2025
Under \$400K	19,000	Sarah Noll Wilson, Inc	Professional Services Contract	Administration	12/1/2023	12/1/2025
Under \$400K	18,993	Enna CIC	Neurodiversity Training	Administration	10/3/2023	11/1/2025
Under \$400K	18,820	Freshworks Inc.	IT License Subscription	Administration	7/1/2023	4/15/2025
Under \$400K	18,229	Eagle View Technologies Inc.	API SolarSite Assesment tool	Renewable Energy	7/1/2024	12/31/2024
Under \$400K	18,000	Barg Singer Hoesly PC	Leasing Letter Agreement	Administration	6/18/2024	12/31/2025
Under \$400K	18,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2024

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	17,850	Moss Adams LLP	Retirement Plan Audit	Administration	1/1/2024	12/31/2024
Under \$400K	17,500	Resonate, Inc	Strategic Project Services	Administration	10/1/2023	12/31/2024
Under \$400K	17,000	PrintSync	Blanket PO Printing	Communications	10/27/2022	12/31/2024
Under \$400K	16,000	The Benson Hotel	Hotel Rate Agreement	Communications	1/1/2024	12/31/2024
Under \$400K	15,744	Tri-Met	2023-24 Rate Agreement	Administration	9/1/2023	8/31/2024
Under \$400K	15,000	Oregon Solar Energy Fund	OSEEF Sponsorship	Renewable Energy	6/1/2024	12/31/2024
Under \$400K	15,000	eTargetMedia.com, LLC	Target Emailing Service	Communications	11/1/2023	12/31/2024
Under \$400K	14,980	Adelante Mujeres	Solarize Outreach Services	Renewable Energy	3/1/2024	9/30/2024
Under \$400K	14,913	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	12/31/2025
Under \$400K	14,000	Oregon Tradeswomen, Inc.	2024_25 Membership	Communications	5/1/2024	5/1/2025
Under \$400K	14,000	Sheraton Portland Airport Hotel	TA Forum Portland 2024	Communications	6/10/2024	11/30/2024
Under \$400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2024
Under \$400K	13,220	Emburse Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2025
Under \$400K	13,000	Abode Energy LLC	HES Services	Communications	2/1/2024	12/31/2024
Under \$400K	12,650	Rene Leger Coaching & Consulting LLC	Coaching Services	Administration	2/1/2024	12/31/2024
Under \$400K	12,650	Rene Leger Coaching & Consulting LLC	Professional Coaching Services	Administration	4/1/2024	5/31/2025
Under \$400K	12,346	Structured Communications Systems, Inc.	VEEAM License Agreement	Administration	1/8/2024	12/1/2024
Under \$400K	11,640	American Council for and Energy Efficient Economy	2024 Summer Study Conference	Administration	7/15/2024	8/30/2024
Under \$400K	11,200	Bright Sky LLC	Writers Pool Services	Communications	3/1/2024	2/28/2026
Under \$400K	10,815	Structured Communications Systems, Inc.	Software & Network Purchase	Administration	6/13/2023	7/30/2024
Under \$400K	10,776	SmartyStreets LLC	EmailVerification Cloud License	Administration	7/1/2023	5/31/2025
Under \$400K	10,500	Northwest Earth Institute	EcoChallenge ServicesAgreement	Energy Efficiency	3/1/2024	12/31/2024
Under \$400K	10,486	Survey Monkey	User License Agreement	Administration	1/19/2024	1/18/2026
Under \$400K	10,000	Susan Badger-Jones	DAC Stipend Agreement	Administration	4/15/2020	12/31/2026
Under \$400K	10,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	6/17/2027
Under \$400K	10,000	Right-Sized Content	Writers Pool Services	Communications	3/15/2024	2/28/2026
Under \$400K	10,000	Riverhouse on the Deschutes	TA Forum Event Agreement	Communications	6/1/2024	11/30/2024
Under \$400K	10,000	Rebecca Descombes	DAC Stipend Agreement	Administration	3/1/2021	12/31/2026
Under \$400K	10,000	PBDG Foundation	2024 Membership/Partnership	Communications	8/1/2024	7/31/2025
Under \$400K	10,000	Metropolitan Family Services	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	10,000	Moss Adams LLP	Chart of Accounts Services	Administration	2/1/2024	12/31/2024
Under \$400K	10,000	Oregon Native American Chamber	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	10,000	Nathan Webster & Associates, LLC	Lets Connect Sponsorship	Communications	5/31/2024	11/30/2024
Under \$400K	10,000	Indika Sugathadasa dba PDX Hive	DAC Stipend Agreement	Administration	2/18/2020	12/31/2026

For contracts with costs through: 8/1/2024

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	10,000	Central Oregon Environmental Center	Outreach Services RES EE	Energy Efficiency	2/22/2024	12/31/2024
Under \$400K	10,000	eTargetMedia.com, LLC	E-targeted Media Services	Communications	3/1/2024	12/31/2024
Under \$400K	10,000	Ethiopian & Eritrean Community Resoure Center	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	10,000	Dolores Martinez	DAC Stipend Agreement	Administration	2/18/2020	12/31/2026
Under \$400K	10,000	Willamette Valley Hispanic Chamber of Commerace	2024 Expo Negocio Sponsorship	Communications	2/26/2024	11/30/2024
Under \$400K	9,600	Amy Marie Seward	Grant Writers Pool	Energy Efficiency	6/1/2023	12/31/2024
Under \$400K	9,250	Portland State University	Prof Cert Tribal Relations	Communications	9/12/2023	9/30/2024
Under \$400K	9,185	Jose Garcia	Advisory Committee PSP	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	9,000	HVAC Inc	Service Agreement	Administration	7/1/2022	8/30/2024
Under \$400K	8,450	Culture Amp Inc	Employee Survey Services	Administration	7/1/2024	7/1/2025
Under \$400K	8,320	Seeds for the Sol	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	8,000	Sustainable Northwest	2024 Sponsorship	Communications	6/1/2024	12/31/2024
Under \$400K	8,000	PAE Consulting Engineers Inc	NZELI Grant	Energy Efficiency	8/8/2024	4/30/2025
Under \$400K	8,000	Hood River Hotel Partners LLC	July Board Meeting Event Space	Administration	1/1/2024	8/30/2024
Under \$400K	8,000	Health Equity Inc.	FSA/HSA Administration Service	Administration	1/1/2024	12/31/2024
Under \$400K	8,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	8,000	Glumac Inc	NZELI Grant	Energy Efficiency	8/6/2024	4/30/2025
Under \$400K	7,700	Angelina Martinez	Advisory Committee PSP	Energy Efficiency	8/31/2023	12/31/2024
Under \$400K	7,565	Julio Valera	Advisory Committee PSP	Energy Efficiency	9/1/2023	12/31/2024
Under \$400K	7,295	Gustavo Gordillo	Advisory Committee PSP	Energy Efficiency	7/23/2023	12/31/2024
Under \$400K	7,000	Lara Media Services, LLC	EL Grito Sponsorship	Communications	7/1/2024	10/30/2024
Under \$400K	7,000	First Interstate Bank	Line of Credit Agreement	Administration	8/9/2023	8/8/2024
Under \$400K	6,450	The Option Agency	Photoshoot Talent Services	Communications	12/15/2021	12/15/2024
Under \$400K	6,350	Janel Rupp	Advisory Committee PSP	Energy Efficiency	8/21/2023	12/31/2024
Under \$400K	6,064	Moss Adams LLP	2023 Tax Preparation	Administration	4/1/2024	12/31/2024
Under \$400K	6,000	Momentum Procurement Group, Inc	Blanket PO Office Supply	Administration	9/10/2020	12/31/2024
Under \$400K	6,000	PhotoShelter Inc	Cloud Photobank Services	Communications	3/25/2024	3/24/2025
Under \$400K	6,000	StarWind Software, Inc	Server Storage Purchase	Administration	5/12/2024	12/31/2024
Under \$400K	6,000	American Institute of Architects, Southwestern Oregon Chapter	2024 AIA Sponsorship	Communications	3/1/2024	12/31/2024
Under \$400K	5,940	Storage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2025
Under \$400K	5,305	Willamette Week	Media Buy for Community Solar	Communications	6/5/2024	10/15/2024
Under \$400K	5,260	Bonneville Environmental Foundation	REC WRC Purchase	Renewable Energy	7/23/2024	8/31/2025
Under \$400K	5,225	Centro Cultural of Washington County	Solarize Campaign	Renewable Energy	3/1/2024	5/31/2024
Under \$400K	5,000	Catalyst Partnerships	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	5,000	APANO Communities United	Jade Night Market Sponsorship	Communications	7/1/2024	9/15/2024

For contracts with costs through: 8/1/2024

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	5,000	Community Service Network	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	5,000	Common Connections	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	5,000	Oswaldo Beral Lopez	DAC Stipend Agreement	Administration	9/17/2019	12/31/2026
Under \$400K	5,000	Rhea StandingRock	DAC Stipend Agreement	Administration	6/30/2022	5/19/2026
Under \$400K	5,000	Moss Adams LLP	Consulting Services	Administration	1/1/2024	12/31/2024
Under \$400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2024
Under \$400K	5,000	Martin Campos-Davis	DAC Stipend Agreement	Administration	1/1/2024	12/31/2026
Under \$400K	5,000	Leesha Posey	Advisory Committee PSP	Energy Efficiency	9/3/2023	12/31/2024
Under \$400K	5,000	Illinois Valley 2010 Community Response Team	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	4,800	SixFifty Technologies LLC	HR Compliance AI Tool	Administration	5/1/2024	12/31/2024
Under \$400K	4,750	Susan Lucer Consulting Services	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under \$400K	4,230	National Small Business Utility Council	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	4,000	Central Oregon Environmental Center	Working Together Grant	Communications	10/20/2023	10/1/2024
Under \$400K	3,600	Jason Quigley Photography LLC	Professional Services Contract	Communications	1/1/2024	12/31/2025
Under \$400K	3,515	Cara Griffin	Professional Services Writers	Communications	3/1/2024	2/28/2026
Under \$400K	3,000	Structured Communications Systems, Inc.	DMARC Implementation	Administration	1/1/2024	12/31/2024
Under \$400K	2,200	Jim Craven Photography	Photography Services *\$25,000	Energy Efficiency	5/1/2023	4/30/2025
Under \$400K	2,000	NeighborWorks Umpqua	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	1,819	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2025
Under \$400K	950	Susan T Rosene	Writers Pool Services	Communications	3/1/2024	2/28/2026
TOTAL	220,505,269.58					

For contracts with costs through: 8/1/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			16,108,102	13,242,886	2,865,216		
Communications							
Communications Total:			8,669,275	5,627,891	3,041,383		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	37,708,859	5,157,507	1/1/2020	8/1/2025
Northwest Energy Efficiency Alliance	Regional EE Initiative Agrmt	Portland	33,662,505	33,569,081	93,424	1/1/2015	8/1/2025
TRC Environmental Corporation	2024 BE PMC	Windsor	30,853,332	14,843,125	16,010,207	1/1/2024	12/31/2024
CLEAResult Consulting Inc	2024 Residential PMC	Austin	15,177,862	7,280,605	7,897,257	1/1/2024	12/31/2024
Energy 350 Inc	2024 PE PMC		11,584,800	5,823,224	5,761,576	1/1/2024	12/31/2024
CLEAResult Consulting Inc	2024 NBE PMC	Austin	7,984,733	4,384,692	3,600,041	1/1/2024	12/31/2024
CLEAResult Consulting Inc	2024 Lighting PDC	Austin	6,221,925	3,449,813	2,772,112	1/1/2024	12/31/2024
TRC Engineers Inc.	2024 EPS New Const PDC	Irvine	3,203,706	1,860,887	1,342,819	1/1/2024	12/31/2024
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	2,021,929	59,071	1/1/2020	12/31/2024
Intel Corporation	EE Project Funding Agreement	Hillsboro	1,950,000	1,300,000	650,000	12/2/2021	12/31/2025
CLEAResult Consulting Inc	2024 Retail PDC	Austin	1,728,537	1,180,190	548,347	1/1/2024	12/31/2024
Cascade Energy, Inc.	Subscription Services Agreement	Walla Walla	876,733	862,629	14,104	1/21/2022	8/31/2024
CLEAResult Consulting Inc	2024 Residential PMC Innov	Austin	748,000	259,373	488,627	1/1/2024	12/31/2024
Alternative Energy Systems Consulting, Inc.	Consultant PE Tech Review	Carlsbad	660,000	0	660,000	8/1/2024	7/31/2028
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	641,500	581,271	60,230	1/1/2020	12/31/2024
TRC Environmental Corporation	2024 BE PMC WA	Windsor	573,729	300,163	273,566	1/1/2024	12/31/2024
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	536,000	437,900	98,100	1/25/2022	12/31/2024
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Craft3	Loan Funding for EE Projects	Portland	500,000	500,000	0	1/1/2021	9/30/2025
Verde	DHP Installation Program	Portland	500,000	379,810	120,190	1/1/2022	12/31/2024
LD Consulting LLC	BL Consulting Services		483,052	374,388	108,664	4/27/2022	1/31/2025
The Cadmus Group LLC	2022 PE Impact Evaluation	Portland	475,000	458,548	16,452	11/1/2023	10/31/2024
Alternative Energy Systems Consulting, Inc.	Technical Energy Studies & Audit	Carlsbad	465,000	457,282	7,718	7/1/2021	7/31/2024
Opinion Dynamics Corporation	2023 EB Impact Evaluation	Waltham	447,000	36,538	410,463	4/12/2024	4/30/2025
CLEAResult Consulting Inc	2024 Residential PMC Custsvc	Austin	411,718	234,845	176,873	1/1/2024	12/31/2024
Illume Advising, LLC	Small Restaurant Study	Verona	400,000	66,634	333,366	4/10/2024	4/30/2025
Tetra Tech Inc	NB Impact Eval 2021-22	Portland	380,000	380,000	0	3/1/2023	8/31/2024
Ekotrop, Inc.	Modeling Software for NC	Boston	326,250	298,910	27,341	1/21/2020	12/31/2024
CLEAResult Consulting Inc	HE Assessment Tool	Austin	315,000	167,172	147,828	12/16/2021	12/31/2024
CLEAResult Consulting Inc	2024 Residential PMC WA	Austin	306,846	159,800	147,046	1/1/2024	12/31/2024
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	243,000	136,322	106,678	1/1/2022	12/31/2024
TRC Environmental Corporation	PDC - Landlord Cooling	Windsor	230,000	155,510	74,490	4/1/2022	9/30/2024
ADM Associates, Inc.	2024_25 Fast Feedback Survey	Seattle	210,800	30,769	180,031	1/8/2024	7/31/2026
Craft3	Manufactured Home Pilot Loan	Portland	200,000	0	200,000	9/20/2018	9/20/2033
DNV Energy Services USA Inc	HER Impact Evaluation	Oakland	185,000	182,311	2,689	7/11/2023	12/31/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Seeds for the Sol	CPF RES Partner Services		185,000	104,432	80,568	2/1/2022	12/31/2024
ADM Associates, Inc.	EB Process Evaluation	Seattle	150,000	25,085	124,915	4/15/2024	2/28/2025
Apex Analytics LLC	No Cost Pilots	Boulder	150,000	35,715	114,285	4/1/2024	12/31/2026
EUVALCREE	Energy Assessment Services		145,000	81,850	63,150	2/1/2022	12/31/2024
Illinois Valley Community Development Organization	Strategic Partnership Services		144,202	132,962	11,240	6/1/2023	12/31/2024
EnerCity Collaborative	Workforce Dev Services		127,124	31,430	95,694	3/1/2024	12/31/2024
Self Enhancement Inc.	Community Support Services		120,000	5,000	115,000	3/15/2024	12/31/2024
Verdant Associates LLC	TStat Evaluation Study		115,000	46,028	68,973	12/1/2023	3/31/2025
E Source Companies LLC	Membership Services Agreement	Boulder	108,938	52,627	56,311	1/1/2024	12/31/2025
Verdant Associates LLC	MF Weatherization Impact Eval		103,000	102,955	45	10/12/2023	8/31/2024
APANO Communities United	Engagement Outreach Services		100,000	11,610	88,390	9/22/2023	12/31/2024
ADM Associates, Inc.	LED Grow Lights MarketResearch	Seattle	100,000	63,850	36,150	2/2/2024	10/30/2024
Borders, Perrin &Norrande, Inc. dba BPN	Creative & Media Services		95,000	92,376	2,624	9/1/2023	12/31/2024
Home Performance Contractors Guild of Oregon	HPG Grant Agreement	Portland	95,000	95,000	0	1/1/2024	12/31/2024
Earth Advantage, Inc.	Contractor Training Services	Portland	91,900	37,250	54,650	9/1/2023	5/1/2025
RStudio PBC	Software License Agreement		91,273	88,435	2,838	6/5/2022	4/1/2025
TRC Engineers Inc.	2024 EPS New Const PDC WA Irvine		82,870	46,669	36,201	1/1/2024	12/31/2024
Umpqua Community Development Corp.	EE Initiatives Rural Counties	Roseburg	80,000	50,640	29,360	1/1/2024	12/31/2024
Polk Community Development Corporation	RES Outreach Housing Services		60,000	12,960	47,040	1/1/2024	12/31/2024
Beira Consulting LLC	SMB Research Eval		60,000	47,800	12,200	2/1/2023	4/30/2025
DNV Energy Services USA Inc	Lighting PLUS Market Agreement	Oakland	55,000	0	55,000	1/18/2024	12/31/2024
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	51,338	3,662	1/1/2018	12/31/2024
INCA Energy Efficiency, LLC	MOD 3 Evaluation	Grinnell	55,000	13,888	41,112	10/1/2022	3/31/2025
SBW Consulting, Inc.	2024 Measure Dev Support	Bellevue	50,000	32,070	17,930	1/1/2024	12/31/2024
Anchor Blue LLC	Planning Consulting Services	Vancouver	50,000	41,565	8,435	1/1/2023	12/31/2024
Theodore Blaine Light III	Planning Consulting Services		46,250	22,253	23,997	1/1/2023	12/31/2024
Community Alliance of Tenants	MF Renter Energy Workshops		45,000	0	45,000	5/15/2024	4/30/2025
Geograde Constructors LLC	Contractor Development Pathway		45,000	42,525	2,475	2/3/2023	12/31/2024
Northwest Energy Efficiency Council	BOC & TLL Sponsorship	Seattle	40,425	40,125	300	1/1/2024	12/31/2024
American Council for and Energy Efficient Economy	2024 Studies Sponsorships	Washington	40,000	0	40,000	1/1/2024	3/31/2025
Consortium for Energy Efficiency	2024 Membership Dues	Boston	38,608	38,608	0	2/1/2024	12/31/2024
Mindful Healing	Energy WS for Renters		28,000	2,811	25,189	5/15/2024	4/30/2025
Encolor LLC	Eval Advisory Group Services		25,000	1,073	23,928	3/9/2022	12/31/2024
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	3,586	21,414	3/9/2022	12/31/2024
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	4,455	20,545	3/9/2022	12/31/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	6,309	18,691	3/9/2022	12/31/2024
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	5,216	19,784	3/9/2022	12/31/2024
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	3,579	21,421	3/9/2022	12/31/2024
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2024
A Inman Consulting LLC	MF EE Workshops		20,000	1,000	19,000	6/13/2024	4/30/2025
Portillo Consulting International	MF Renter Workshop		20,000	0	20,000	6/1/2024	4/30/2025

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Northwest Earth Institute	EcoChallenge Services Agreement	Portland	10,500	10,500	0	3/1/2024	12/31/2024
Central Oregon Environmental Center	Outreach Services RES EE		10,000	5,000	5,000	2/22/2024	12/31/2024
Amy Marie Seward	Grant Writers Pool		9,600	800	8,800	6/1/2023	12/31/2024
Jose Garcia	Advisory Committee PSP		9,185	0	9,185	1/1/2024	12/31/2024
PAE Consulting Engineers Inc	NZELI Grant		8,000	0	8,000	8/8/2024	4/30/2025
Glumac Inc	NZELI Grant		8,000	0	8,000	8/6/2024	4/30/2025
Angelina Martinez	Advisory Committee PSP		7,700	0	7,700	8/31/2023	12/31/2024
Julio Valera	Advisory Committee PSP		7,565	1,215	6,350	9/1/2023	12/31/2024
Gustavo Gordillo	Advisory Committee PSP		7,295	0	7,295	7/23/2023	12/31/2024
Janel Rupp	Advisory Committee PSP		6,350	0	6,350	8/21/2023	12/31/2024
Leesha Posey	Advisory Committee PSP		5,000	338	4,663	9/3/2023	12/31/2024
Jim Craven Photography	Photography Services *\$25,000	Medford	2,200	1,947	253	5/1/2023	4/30/2025
Energy Efficiency Total:			171,288,379	122,177,451	49,110,928		
Joint Programs							
Wallowa Resources Community Solutions Inc	Outreach Services	Enterprise	224,050	80,630	143,420	3/1/2024	2/28/2025
1961 Consulting, LLC	CANI RES Strategic Services	Portland	75,000	45,900	29,100	1/1/2024	12/31/2024
Pacific Crest Affordable Housing	NZF Grant Agreements		61,000	30,000	31,000	9/22/2023	11/30/2024
Lever Architecture	NZF Grant Agreements		61,000	30,000	31,000	9/20/2023	3/31/2025
Infogroup Inc	Data License & Service Agmt	Papillion	33,320	32,724	596	2/4/2020	12/31/2024
Encolor LLC	Strategic Consulting Services		25,000	24,213	788	11/30/2023	11/30/2024
Empress Rules LLC	Coaching Equity Training SBDI		24,500	25,000	(500)	1/2/2024	8/31/2024
Jodi Tanner Tell LLC	Grant Writing Services		22,250	12,000	10,250	1/1/2023	12/31/2024
Susan Lucer Consulting Services	Grant Writing Services		4,750	4,750	0	1/1/2023	12/31/2024
Joint Programs Total:			530,870	285,217	245,654		
Renewable Energy							
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	3,000,000	0	9/4/2018	11/30/2040
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	1,800,000	0	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
CLEAResult Consulting Inc	2024 Residential PMC SOLAR	Austin	928,040	453,611	474,429	1/1/2024	12/31/2024
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	900,000	900,000	0	4/1/2014	4/1/2034
Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Sisters	865,000	465,000	400,000	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	Verifier Services Agreement	Milwaukie	725,000	644,456	80,544	10/15/2022	10/14/2024
City of Hood River	Project Funding Agreement	Hood River	525,000	0	525,000	8/1/2024	7/31/2044
Oregon Solar Energy Fund	Solar Education Fund	Portland	497,850	76,612	421,238	3/31/2024	3/31/2026
Old Mill Solar, LLC	Project Funding Agmt	Bly, OR Lake Oswego	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
City of Beaverton	Project Funding Agreement		450,000	0	450,000	12/6/2022	12/6/2042

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
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
Solar Oregon	Solar Outreach & Education	Portland	327,600	11,978	315,622	7/1/2024	6/30/2026
Clean Power Research, LLC	CPR License Service Agreement	Napa	322,647	300,360	22,287	7/1/2023	6/30/2025
Solar Oregon	Outreach & Education Agreement	Portland	275,120	249,061	26,059	7/1/2022	6/30/2024
Craft3	NON-EEAST OBR Svc Agrmt	Portland	270,000	236,250	33,750	1/1/2018	12/31/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	249,394	202,380	47,014	4/1/2022	3/31/2025
Faraday Inc	Software Services Subscription	Burlington	216,000	216,000	0	1/15/2019	12/14/2024
Farmers Conservation Alliance	Irrigation Modernization Serv	Hood River	200,000	67,622	132,378	4/1/2024	3/31/2025
Clean Power Research, LLC	WattPlan Software	Napa	159,200	159,200	0	11/17/2017	6/30/2025
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
TRC Engineers Inc.	2024 EPS New Const PDC Solar	Irvine	115,287	66,291	48,996	1/1/2024	12/31/2024
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
Wisewood, Inc	RE Biomass Energy Tool		61,028	61,029	(1)	12/1/2023	8/1/2024
Excidian LLC	AMC Custom Calculator Model	Wheeling	57,732	57,067	665	11/15/2023	12/31/2024
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	50,000	25,000	25,000	10/11/2021	7/31/2024
University of Oregon	U of O REDA Grant	Eugene	50,000	50,000	0	12/1/2023	3/31/2025
Site Capture LLC	Subscription Agreement	Austin	48,000	27,952	20,048	6/1/2023	5/31/2025
GuildQuality Inc.	License Agreement		41,640	29,120	12,520	6/1/2023	12/31/2024
Clean Energy States Alliance	Memorandum of Understanding	Montpelier	39,500	39,500	0	7/1/2023	6/30/2024
American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Easton	25,000	6,926	18,074	12/29/2022	12/31/2024
University of Oregon	UO SRML Sponsorship	Eugene	24,999	24,999	0	3/9/2024	3/8/2025
Oregon Solar Energy Industries Association	OSSC Sponsorship		24,500	24,500	0	6/1/2024	12/31/2024
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	6,225	17,775	4/1/2022	1/31/2025
Solar Oregon	2024 Sponsorship	Portland	22,000	22,000	0	5/7/2024	12/31/2024
Eagle View Technologies Inc.	API SolarSite Assesment tool		18,229	0	18,229	7/1/2024	12/31/2024
Oregon Solar Energy Fund	OSEEF Sponsorship	Portland	15,000	0	15,000	6/1/2024	12/31/2024
Adelante Mujeres	Solarize Outreach Services		14,980	0	14,980	3/1/2024	9/30/2024
Bonneville Environmental Foundation	REC WRC Purchase	Portland	5,260	5,260	0	7/23/2024	8/31/2025
Centro Cultural of Washington County	Solarize Campaign		5,225	0	5,225	3/1/2024	5/31/2024
Renewable Energy Total:			23,908,643	19,013,453	4,895,190		
Grand Total:			220,505,270	160,346,898	60,158,371		
Contracts without Incentives Total:			198,880,464	142,645,255	56,235,209		
Renewable Energy Incentives Total:			19,614,806	16,388,684	3,226,122		
Energy Efficiency Incentives Total:			2,010,000	1,312,960	697,040		

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Board Briefing Paper

CLEAResult Contract Extension for Business Lighting Program Delivery Contract

October 9, 2024

Summary and Recommendation

Staff recommends that the board authorize Energy Trust's Executive Director to sign an amendment to extend Energy Trust's current program delivery contract with CLEAResult for Energy Trust's Business Lighting midstream and direct-install program tracks plus lighting trade ally management and lighting measure development for an additional one-year extension period through December 31, 2026. This extension would result in a total contract term of six years, one year more than the original contract contemplated, making it possible for staff to define a program design and associated contract goals, budgets, and success measurements informed by Energy Trust's multi-year plan over the course of 2025 and then issue a competitive solicitation in 2026 for the services and scope identified through this work.

Delaying the solicitation process from 2025 to 2026 would provide additional time for staff to consider program design, contracting and performance management strategies reflective of the goals and objectives of Energy Trust's final board-approved multi-year plan. The proposed extension would also provide staff additional time to continue to assess market response to House Bill 2531, passed by the Oregon Legislature in June 2023, which phases out fluorescent lighting. As existing measures expire in 2025, the resulting changes to lighting measure baselines will impact the measures the program can offer to commercial and industrial customers. It is anticipated that the Small Business Direct Install offer will be offered through 2026. The one-year contract extension would allow CLEAResult to continue managing the offer through the duration of the offering, allowing for minimal disruption and to ensure as many priority customers are able to be served before the offer sunsets.

Program staff expect to reflect the multiyear plan's developed business planning and financial budget insights and HB 2531 implementation into the program's rebid strategies, activities, and contract management and delivery structure. Without this additional insight, staff are concerned that Energy Trust will not be able to provide the clarity needed in a solicitation to enable bidders to prepare informed proposals for energy savings goals and pricing.

Energy Trust Board of Directors Finance & Audit Committee reviewed staff's recommendation for the extension amendment to this contract at its committee meeting on August 29, 2024, and the committee recommends full board approval consistent with the board resolution below.

Background

At the September 11, 2020, board meeting, Energy Trust staff reported on the results of its competitive solicitation process and received board approval to enter a Program Delivery Contractor agreement with CLEAResult for an initial term of three years, with the potential for up to two additional one-year performance-based extensions and a total contract term not to exceed five years (Resolution 919). The resulting contract authorizes program delivery services including lighting trade ally development and network management, lighting measure development, and delivery of the Business Lighting program tracks. The initial term of the contract was three years from January 1, 2021, to December 31, 2023. In October of 2022, staff briefed the board on its recommendation to exercise the first one-year extension from January 1, 2024, to December 31, 2024, and the board did not object. In October of 2023, staff again briefed the board on CLEAResult's performance and its recommendation to exercise the final one-year extension period from January 1, 2025, to December 31, 2025 and the board did not object.

The Business Lighting offering has three tracks that deliver incentives and services to different types of businesses in different ways:

- Downstream: This is the trade ally driven 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.
- Midstream: This track of the program provides incentives directly to distributors who then pass along the incentive at the point of purchase. This channel allows the program to deliver common products more cost-effectively and reach customers who install their own lamps and fixtures.
- Small Business Direct Install: This offering is designed to reach smaller customers, with an emphasis on reaching customers in communities of color, in low-income communities, and in rural areas. It includes most of the program's lighting products and installs them at no-cost to customers.

In 2021-2023, CLEAResult delivered all three of the business lighting tracks plus lighting trade ally development and network management and lighting measure development. Beginning in 2024, delivery of the commercial and industrial downstream track was shifted to the respective Existing Buildings and Production Efficiency program management contractors. This change made these program management contractors the primary point of contact to deliver both lighting and non-lighting measures to customers. CLEAResult does not currently deliver the downstream lighting track, but continues to deliver the midstream and small business direct install tracks plus lighting trade ally management and lighting measure development.

Significant impacts to the Business Lighting program are expected due to the Oregon Legislature's approval of HB 2531, which bans the sale or distribution of screw-in and bayonet compact fluorescent bulbs starting January 1, 2024, followed by pin-type compact fluorescent bulbs and linear fluorescent lighting starting January 1, 2025. With approval from the Oregon Public Utility Commission (OPUC), Energy Trust developed an approach to support customers and trade allies during the market transition.

- Incentives for replacing screw-in compact fluorescent lights (CFLs) will be available through the first half of 2024, ending on July 1, 2024.
- Incentives for replacing linear fluorescent lighting and pin-style CFLs will be available

through the middle of the following year, with a sunset date of July 1, 2025.

- Staff are expecting to support Small Business Direct Install incentives through 2026.

During 2024, our program has seen the number of commercial and industrial customer projects exceed forecasts, as trade allies and distributors sold a higher volume of fluorescent to LED retrofits than projected, driven in part by anticipation of HB 2531 being implemented. As a result, we have slowed down the midstream and small business direct install tracks delivered under this contract by CLEAResult and have paused the commercial and industrial downstream tracks, currently managed by TRC and Energy 350.

In addition to the lighting market changes noted above, Energy Trust will develop its first multi-year plan during 2025, which will cover up to five years and go into effect in 2026. At its meeting held July 23, 2024, the OPUC adopted OPUC staff's recommendations for a proposed agreement with Energy Trust that, among other things, recognizes Energy Trust's new multi-year planning process.

Discussion

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 CLEAResult for Energy Trust's Business Lighting midstream and direct-install program tracks plus lighting trade ally management and lighting measure development for an additional one-year extension period through December 31, 2026. This extension would result in a total contract term of six years, one year more than the original contract contemplated, making it possible for staff to clearly define the new five-year energy savings goals, budgets, success measurements, and contracting structure for the program. There are several reasons this additional time would be beneficial:

- Staff would like time to incorporate the additional insights learned during 2024 and 2025 as HB 2531 becomes fully effective, to help frame future program design strategies and available measures and energy savings goals. In addition, during 2025, staff would like the opportunity to coordinate program planning simultaneously with the multi-year planning and engagement with stakeholders and the OPUC and the board.
- Staff would also conduct non-lighting market research and determine which non-lighting measures would move to the midstream delivery model. In 2026, staff would conduct a competitive solicitation process informed by information learned during 2025 for a contractor to deliver the updated program design beginning January 1, 2027.
- Energy Trust staff have confidence CLEAResult can continue to successfully implement the program through the proposed additional one-year extension period for the following reasons:
 1. CLEAResult has been a strong partner helping Energy Trust and the Existing Buildings and Production Efficiency program management contractors adjust to changes resulting from HB 2531, including modeling savings reductions and advancing an extension for the Small Business Direct Install offering through 2026.
 2. Although CLEAResult significantly underperformed in the first two years due to market, budget and transition factors, they exceeded energy savings goal in 2023 and are on track to exceed energy savings goal in 2024. The overperformance in savings was

communicated to and approved by Energy Trust staff. Forecasts are regularly reviewed and managed in close coordination with Energy Trust staff.

3. CLEAResult continues to show strong commitment to advancing Energy Trust's diversity, equity and inclusion goals for the Business Lighting program, in particular, their commitment to diverse supplier spending and the expansion of the Small Business Direct Install offering. They have significantly exceeded goals in these areas in both 2023 and 2024.
4. CLEAResult launched two new Business Lighting tracks, Small Business Direct Install and Midstream in 2021 and 2022, both of which are now performing well and exceeding savings goals. CLEAResult has implemented continuous enhancements to the offerings in the years since launch to respond to market needs and improve program operations.

Performance Criteria

Staff used the same criteria used to assess contract performance in previous extension requests. Following a program transition during a year that was also impacted by the lingering effects of the pandemic, budget limitations, and the development and launch of re-designed offerings, CLEAResult did not meet all the performance criteria in 2021 and 2022. However, as the new Midstream and Small Business Direct Install offers took off, they successfully met or exceeded all the performance criteria in 2023 and are on track to meet or exceed all performance criteria in 2024.

Staff are recommending Energy Trust extend the contract through 2026 for these specific program elements: Midstream, Small Business Direct Install, lighting trade ally management, and lighting measure development. Below we describe CLEAResult's performance against the contract performance extension criteria.

1. Annual Supplier Diversity Goal Achievement:

- CLEAResult continues to show strong commitment to advancing the Energy Trust's supplier diversity goals for the Business Lighting program (% of total contract spend going to (specified COBID and/or SBA) certified supplier diversity contractors). In 2023 they exceeded their 32% supplier diversity goal with a 42% spend. They are also on track to exceed their 2024 32% goal with a forecasted 43% supplier diversity spend.
- CLEAResult continues to grow and add new certified supplier diversity contractors to their team. In 2023, CLEAResult added Energy Infrastructure Partners to support management of the Midstream offer. CLEAResult recognized an opportunity to increase diverse supplier spend in 2024 through the onboarding of the diverse supplier, SBW Consulting. SBW Consulting brings additional capacity and expertise to measure development data analysis and review.

2. Annual Program Goals Achievement:

- CLEAResult underperformed in their savings goals in 2021 and 2022 due to budget constraints, market volatility due to the COVID 19 pandemic, and contract transition challenges.
- After making program changes based on market conditions, increasing incentives where possible, and incorporating feedback from the trade allies, distributors, and

direct install installers, CLEAResult increased program participation and overachieved on savings goals in 2023 and are forecasted to overachieve on savings goals in 2024.

3. **Levelized Costs**

CLEAResult has consistently kept levelized costs under budget, including in 2023 and 2024 when they have seen higher budgeted and actual levelized costs. Increases in 2024 were expected due to increased incentives to support the no-cost Small Business Direct Install offering, which is relatively more expensive and has become a larger portion of the overall program savings since the Downstream offer and incentives were moved out in 2024). Additionally, a portion of 2024 delivery includes measure development and trade ally and customer service support for the Downstream offer, so costs are higher in relation to savings.

4. **Diversity, Equity and Inclusion**

The Small Business Direct Install offer's goal is to provide no-cost lighting upgrades to small businesses and community service providers to support historically underserved communities and businesses that may not have the capital to conduct lighting upgrades. We set project level goals for the offering to serve as many priority businesses as possible. CLEAResult did not meet their goal for completed projects in 2021, but they exceeded goal in 2022 and 2023 and are forecasted to exceed goal in 2024.

- As of July 30, 2024, CLEAResult has completed 658 projects and 999 assessments. The team continues to collaborate with outreach teams, PMCs, and the utilities for program referrals. The program has received 1,116 referrals YTD, over double the number of referrals received YTD in 2023, and has expanded capacity and improved efficiencies to meet this increased demand.
- CLEAResult has continued to recruit new contractors for the Small Business Direct Install offering in rural areas and has increased the coverage and number of installers from 8 to 14 in the last year, significantly expanding coverage and lowering travel costs.

5. Delivery and incentive budget management: CLEAResult has managed the delivery and incentive program budget in close coordination with the Energy Trust team, actively communicating market demand shifts, savings upside potential and budget needs.

6. Data management: CLEAResult has followed Energy Trust's data management procedures and attained a quarterly audit accuracy rate of 95-100% in 2021-2024.

7. Marketing: CLEAResult has worked effectively with Energy Trust's marketing team to inform the development of marketing materials, including web content, blog/newsletter stories, fact sheets, and case studies, providing insights into the needs of vendors and customers, and attending and speaking at trade shows, webinars, and industry events as well as utility-hosted customer events.

8. Customer Service: CLEAResult customer service continues to remain strong as staff have received training and gained experience. In 2023, their overall Business Lighting satisfaction rate was 91%, in 2024 they are tracking at 97%. In 2023 their Small Business Direct Install lighting satisfaction rate was 90%, in 2024 they are tracking at 96%. CLEAResult has greatly improved the experience across all parts of the program. The shorter project timelines and focus on customer experience in our Small Business Direct

Install offering have improved customer satisfaction. In Midstream, the addition of Energy Infrastructure Partners has facilitated more communication with our Midstream distributors and deeper participation.

9. Program Trade Ally Network development and management: In 2022, many trade allies re-focused their business in other service territories because of incentive reductions and limits that Energy Trust put in place in 2021. CLEAResult has rebuild trust with lighting trade allies, which is a slow process. In 2022, there were 223 trade allies enrolled int eh Business Lighting program. CLEAResult recruited and increased the network to 370 trade allies in 2023. In 2024, there are 407 trade allies enrolled as of July 2024. CLEAResult has increased the diversity of the trade ally network, with 30 COBID-certified trade allies as part of the program in 2024.

Midstream Distributors: The CLEAResult team has also worked to expand the Midstream Distributor network. In 2023 there were 37 distributors, in 2024 YTD there are 49.

10. Incentives and Savings Forecasting Accuracy

- **Accurate Incentives and Savings Forecasting:** CLEAResult had significant forecasting issues in 2021 and 2022. In 2022, CLEAResult updated their forecasting process to include market factors such as supply chain issues, longer project timelines and labor shortages. They improved their forecasting and began transferring market and trade ally intelligence into a report that informs their monthly forecast.

In 2023 and YTD 2024, CLEAResult has had minimal errors in their forecasting, with a 90% forecast accuracy rate per our milestone process. The team continues to work with Energy Trust to dial in their forecast and discuss potential issues early and often. This has been especially important in 2024 due to the dynamic lighting market.

11. Teamwork and Cross Program Referrals

- **Teamwork:** CLEAResult has been flexible and collaborative with Energy Trust staff and Existing Buildings and Production Efficiency program management contractors. The Downstream delivery transition to the PMCs in 2024 has gone smoothly, and communication has been solid.
- **Smooth Referral Process:** The Small Business Direct Install offering is closely aligned with the Small Business Offering within the Existing Buildings program. CLEAResult has coordinated bi-weekly outreach check-ins with the PMC to align on outreach tactics and cross-program referrals. The CLEAResult team has also set up regular check-ins with the Industrial PMC to share outreach work and referrals for industrial direct install customers.

12. Successful Implementation of Cross-Program Procedures

- **Measure Development:** CLEAResult assisted in updating all Business Lighting measures in 2021-2023. As part of this process, they provided market information and measure analyses. In 2024, CLEAResult proactively brought on SBW Consulting to support the increasing data analysis demands, particularly due to HB 2531 impacts. The CLEAResult team has also shown willingness to collaborate and improve processes, participating in team retrospectives and implementing process improvement steps.
- **HB2531:** CLEAResult continues to partner with Energy Trust as the program assesses HB 2531's impact on the program and will support the evolution of the program in 2025

when the legislation removes linear fluorescents from the market. CLEAResult has also supported the OPUC exception process proposing to continue the offering through 2026.

13. Adjusting Incentive Levels: In 2024, CLEAResult worked with program staff to adjust Midstream incentive levels and program requirements to address high customer demand. These changes required updates to program materials and market communications under very tight timelines. CLEAResult continues to work with the team to understand where to increase or decrease incentives based on market demand.

14. New Delivery Approaches: CLEAResult launched two new offerings in 2021 and 2022: the Small Business Direct Install offering and the Midstream offering. In 2022, both programs started to gain momentum in the market based on integrating stakeholder feedback, working with priority communities (rural, community-based organizations, small businesses), and by revamping processes and procedures to support enhanced customer service. Now in 2024, both offerings are forecasted to exceed their savings goals.

Recommendation

Authorize staff to execute an amendment to extend the current Business Lighting Program Delivery Contract with CLEAResult for one additional extension year for approximately \$6.5M in projected 2026 program delivery costs, with final contract amendment amount consistent with board approved 2026 budget; the additional extension year would result in a total contract term not to exceed six years.

RESOLUTION 1045

AUTHORIZE AN AMENDMENT FOR AN ADDITIONAL ONE YEAR EXTENSION TO THE BUSINESS LIGHTING PROGRAM DELIVERY CONTRACT WITH CLEAResult

WHEREAS:

- 1. The board’s initial authorization for this contract as set forth in Resolution 919 did not provide for any additional extensions beyond December 31, 2025, 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, 2026, through December 31, 2026.
- 3. This additional extension period would provide Business Lighting staff the opportunity to reanalyze the program and develop a scope document for a competitive solicitation process that Energy Trust would conduct in 2026.
- 4. Staff estimates a total one-year program delivery budget of approximately \$6,500,000 for the Business Lighting program delivery services that would be contracted during the proposed 2026 extension period.
- 5. Actual savings and costs will be reviewed by the Energy Trust board as part of the multiyear planning process that will include 2026 financial plans.

IT IS THEREFORE RESOLVED:

- 1. The executive director or their designee is authorized to enter into a contract amendment to extend the term of the Business Lighting Program Delivery Contract with CLEAResult through December 31, 2026, consistent with the basic terms herein;
- 2. Actual 2026 contract costs and savings goals included in the contract amendment shall be consistent with the 2026 financial plan as contained in the board-approved multiyear plan; and
- 3. Staff will report to the board on the competitive solicitation plans for the contract services described herein by no later than September 30, 2025.

Moved by:
Vote: In favor:
 Opposed:

Seconded by:
Abstained:

PINK PAPER



Board Briefing Paper

TRC Contract Extension for Existing Buildings Program Management Contract

October 9, 2024

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 additional one-year extension period through December 31, 2026. This extension would result in a total contract term of six years, one year more than the original contract contemplated, making it possible for staff to define a program design and associated contract goals, budgets, and success measurements informed by Energy Trust's multi-year plan.

The current Existing Buildings program management agreement with TRC is scheduled to expire on December 31, 2025. Staff are requesting to extend the current contract through December 31, 2026. This one-year extension period would allow staff additional time to complete needed program planning work during 2025, in coordination with the organization's multi-year planning work, and issue a competitive solicitation in 2026.

Delaying the solicitation process from 2025 to 2026 would provide additional time for staff to consider program design, contracting, and performance management strategies reflective of the goals and objectives of Energy Trust's final board-approved multi-year plan for the years beginning in 2026. This extension will provide program staff with additional time to conduct thorough program planning, specifically, the extended period will allow for a study and potential redesign of key aspects of the program, including multifamily, small-businesses, and strategic energy management.

Staff would also have time to conduct further analysis of potential opportunities related to Inflation Reduction Act programs, such as the Home Efficiency Rebate (HOMES) and Heating Electrification and Appliance Rebates (HEAR) programs. The funding available to the market through these initiatives present significant opportunities to expand Energy Trust's impact, and the additional time would allow for careful consideration of how the Existing Buildings program can best work with customers participating in these and other programs that are not yet in place.

Program staff expects to reflect the multiyear plan's developed business planning and financial budget implementation into the program's rebid strategies, activities, and contract management and delivery structure. Without this additional insight, staff are concerned that Energy Trust will not be able to provide the clarity needed in a solicitation to enable bidders to prepare informed proposals for energy savings goals and pricing.

Energy Trust Board of Directors Finance & Audit Committee reviewed staff's recommendation for the extension amendment to this contract at its committee meeting on August 29, 2024, and recommends full board approval consistent with the board resolution below.

Background

At the September 11, 2020 (Resolution 918) board meeting, staff reported on the results of its competitive solicitation process and received approval to enter into a Program Management Contractor agreement with TRC for an initial term of three years, with the potential for up to two additional one-year performance-based extensions and a total contract term not to exceed five years.

Energy Trust subsequently contracted with TRC for Existing Buildings program services for an initial three-year term from January 1, 2021, to December 31, 2023. In October of 2022, staff briefed the board on its recommendation to exercise the first one-year extension from January 1, 2024, to December 31, 2024, and the board did not object. In February of 2024, staff again briefed the board on TRC's performance and its recommendation to exercise the final one-year extension period from January 1, 2025, to December 31, 2025, and the board did not object.

The Existing Buildings program serves existing commercial, multifamily, educational, and governmental buildings located in Oregon and SW Washington. The services it provides encompass several different tracks:

- Custom projects that require a technical analysis study and receive incentives based on the amount of savings achieved. Existing Buildings outreach staff work with customers and technical partners to facilitate these projects.
- Standard project incentives that are delivered through trade allies and equipment vendors.
- Strategic Energy Management (SEM) 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.
- Multifamily supports property owners, managers, and tenants of multifamily buildings in improving energy efficiency and reducing energy costs. Multifamily offers a range of services, including energy assessments, incentives for energy-saving upgrades, and technical assistance to implement energy-efficient solutions in both common areas and individual units.
- Downstream lighting that has been transitioned to Existing Buildings from the Business Lighting program delivery contractor, CLEAResult. The Existing Buildings program now serves as the primary point of contact to deliver commercial lighting and non-lighting measures to customers. Projected savings and spending on downstream lighting have risen sharply from what was outlined in Energy Trust's 2024 budget. To prevent exceeding our budgets for 2024, we're implementing several mid-year adjustments, including temporarily suspending commercial downstream lighting incentives for PGE and Pacific Power customers in 2024.

During 2024, the program has seen Downstream lighting exceed forecasts as trade allies and distributors have worked with customers who will be impacted by Oregon's House Bill 2531 legislation. In addition, legislation at the federal level, resulting from the passage of the Inflation Reduction Act, has resulted in the availability of new efficiency funding for programs serving residences, including multifamily units. In 2022, the Oregon Clean Buildings bill was also signed into law with an objective to lower costs and pollution from fossil fuel consumption in the state's existing buildings, multifamily buildings, and campus district energy systems. The law also provides Tier 1 and Tier 2 incentives to encourage building owners to improve energy efficiency earlier than required.

R1046: Approve TRC Existing Buildings Program Management Contract Extension

October 9, 2024

During 2025, Energy Trust will be developing its first multi-year plan, covering a time period of up to five years, and going into effect in 2026. At its meeting held July 23, 2024, the OPUC adopted OPUC staff's recommendations for a proposed agreement with Energy Trust that, among other things, recognizes Energy Trust's new multi-year planning process.

Discussion

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 additional one-year extension period through December 31, 2026. This extension would result in a total contract term of six years, one year more than the original contract contemplated, making it possible for staff to define a program design and associated contract goals, budgets, and success measurements informed by Energy Trust's multi-year plan.

- Multi-year planning is anticipated to allow more flexibility in energy efficiency goals and budgets, as well as more focus on longer-term strategies. Contracting with selected Existing Buildings program management and delivery contractor(s) would be best informed by the multi-year planning process, which will include financial planning. This work will not be completed by the beginning of 2025, when a solicitation would need to be issued to meet the current rebid schedule.
- In 2025, staff would complete the Commercial Sector program planning in alignment with the multi-year planning process and determine energy savings goals and budgets for the plan's covered period. We would also set success measurements and determine how to best implement the program design in our program management and delivery contracting and performance compensation structures.
- Additionally, there are significant market shifts that would be better served by longer term planning, these include, HOMES and HEAR, as well as other opportunities to leverage Inflation Reduction Act funding, Oregon Clean Buildings state benchmarking requirements, and DEI Goals. By delaying the rebid, staff would conduct market research and planning for multifamily, strategic energy management, and small business, to better align with these changes and address them in the competitive solicitation process to deliver the updated program design beginning January 1, 2027.

Energy Trust staff have confidence TRC can continue to successfully implement the program through the proposed additional one-year extension period for the following reasons:

- TRC has cultivated a diverse network of partners to deliver a comprehensive program, focusing on multifamily housing and small businesses, especially in communities of color, low-income areas, and rural regions. This strategy is helping the program more effectively address the distinct needs of these underserved communities.
- Despite challenges like the pandemic and economic volatility, TRC has successfully managed the program, positioning both TRC and Energy Trust for ongoing success through 2025 and 2026.
- A major element of TRC's services has been the development and delivery of targeted offerings for small businesses in underserved areas. These programs are now active in the market, with continuous optimization efforts to better meet the evolving needs of these businesses.
- In November 2023, Energy Trust strategically transitioned the outreach, marketing, and delivery of the downstream Business Lighting program to TRC. This transition is designed to

streamline the customer experience, improve service delivery, and consolidate TRC's responsibility for the full commercial customer journey, encompassing both lighting and non-lighting solutions.

- To meet growing utility expectations for increased gas and electric savings, TRC has partnered with Energy Trust to implement strategic program design changes and establish key market partnerships. These efforts are crucial for maintaining momentum and driving energy efficiency.
- TRC's measure development team is dedicated to ensuring that existing efficiency measures remain viable, while also introducing new measures that comply with evolving codes and standards.
- TRC continues to play a vital role in supporting Energy Trust's efforts to expand its reach, particularly to underserved multifamily and small business sectors, through effective program support and stakeholder collaboration.

Performance Criteria

TRC has also performed satisfactorily against the current contract performance criteria for extension.

1. Annual Supplier Diversity Goal Achievement:

TRC has demonstrated a strong commitment to advancing Energy Trust's supplier diversity goals for the Existing Buildings program. In 2023, they surpassed their 24% supplier diversity goal, achieving a 30% spend with certified COBID and SBA contractors. Their 2024 goal was 24%, with a forecasted 19% supplier diversity spend. The forecasted spending is lower than the goal due to mid-year scope changes. TRC is working to close that gap in forecast and goal with increasing scope to existing diverse suppliers who are well-positioned to take on additional work.

TRC continues to grow certified supplier diversity contractors on its team by working with existing contractors to expand their scope of work year over year.

2. Annual Program Energy Savings Goals Achievement:

TRC exceeded both gas and electric savings goals in 2021 and 2023. However, in 2022, they did not fully meet the goals due to external challenges, including the pandemic, supply chain disruptions, labor shortages, and higher interest rates, which limited market investment in energy efficiency projects. For 2024, TRC is forecasted to exceed electric savings goals and is expected to come close to meeting the gas savings goals.

3. Diversity, Equity, and Inclusion

TRC has shown a commitment to better serving historically underserved customers by expanding support for Black, Indigenous, people of color, and rural customers through community engagement, marketing, a refreshed contractor development pathway, and redesigned small business non-lighting offer. Several examples of TRC's work include, but are not limited to:

- Developed and operationalized a program-specific equity lens to support program changes in all facets of the program from measure development to design of a new offering.
- Launched three multifamily SEM cohorts and ran the first Oregon statewide virtual SEM cohort.
- Designed and delivered the Existing Buildings equity assessment. Based on the results of the equity assessment the program team has started with three focus areas: Service-Based Equity; Customer, Trade Ally, ATAC Voice & Influence; and Data, Metrics, & Continuous Quality Improvement.
- Designed and delivered focus groups for two small business cohorts (in English and Spanish) with businesses owned by priority customers to better understand their needs and repair previous harm the program may have caused previously when engaging these customers. This engagement has resulted in collaboration with Residential and Small Business Direct Install Lighting programs in conducting over 30 site assessments.
- Conducting a program forms redesign project intended to simplify and make program forms more accessible for customers.
- Launched a Community Partner Funding pathway and Multifamily no-cost ductless heat pump offering which aim to increase access to energy efficiency benefits to underserved and marginalized communities and build capacity within community partners. The Community Partner Funding pathway has served over 53 projects and conducted over 162 unique Home Energy Assessments throughout Oregon. Special focus for both offerings resulting in completed projects in rural Oregon such as Klamath, North Bend, Warm Springs, and Baker City.

4. Delivery and incentive budget management: TRC managed the delivery of the program to not exceed their delivery or incentive budget in 2021 through 2023¹.

5. Data management and quality control: TRC follows Energy Trust's data management procedures and has consistently attained very good audit accuracy for both project forecasting and compliance audits. TRC has an ongoing data strategy management plan that identifies new ways to use data to better understand where savings opportunities come from and how savings can be secured.

6. Marketing: TRC's marketing team leverages the data analytics capability of the TRC team to create and update their annual strategic marketing plan to changing market needs. TRC has outperformed its digital and email marketing key performance indicators year over year and exceeded industry national averages. TRC also has focused on expanding information on offers in other languages. In 2023, TRC worked with a third-party translation service to translate and verify previously received translations of the Multifamily SEM offering materials for seven different

¹ TRC proactively communicated anticipated budget overspend, in association with exceeding energy savings goals, due to gas bonuses introduced to the market in Q3 2023.

languages including Arabic, Chinese, Farsi, Korean, Russian, Spanish, and Vietnamese. The team also provided Energy Trust branded materials and Spanish-language collateral to Energy Trust and residential teams for distribution at Hispanic-centric community events.

7. Customer service: Since 2021, no customers have submitted a complaint to the program and overall feedback on the Fast Feedback survey is positive. TRC proactively discusses any customer concerns they feel may elevate to a complaint and responds to the customers promptly. In 2021 when the Existing Buildings reduced caps on incentives, staff expected more customer complaints would come in. During that time, TRC worked with Energy Trust to set up a series of processes, protocols, and check-ins to ensure customer concerns were addressed promptly. In the end, only a few customer concerns were elevated to a more formal complaint.

8. Program trade ally network development and management: TRC implements a Contractor Development Pathway to support contractors to learn about Energy Trust and the incentives and services for customers, assist contractors that are seeking COBID-certification and provide technical training and mentorship in energy efficiency and the Existing Buildings program.

9. Incentives and Savings Forecasting Accuracy: Forecasting has been challenging for all programs and during this contract term due to the pandemic, supply chain issues, economic uncertainty, labor shortages and the prospect of additional federal and state funding. TRC continually adapts forecasting methodology and strategy in recognition of the changing dynamics. Examples include setting up “pre-project” statuses in the forecast to identify projects in the initial stages and reviewing equipment purchase lead times to evaluate how supply chain issues impact forecasting models. Additionally, TRC has been transparent and proactive in communicating any savings and incentives shifts that were unexpected and has been quick to modify processes to solve for any unexpected scenarios that could repeat.

10. Successful Implementation of Cross-Program Procedures: TRC works with the residential program to align offerings, delivery, and incentive levels for multifamily customers. TRC and the Residential PMC meet monthly and collaborate on Community Partner Funding, program delivery pilots, measure development, bonuses, and new opportunities that are relevant to both single family and multifamily customers. In 2023 TRC work across programs to significantly expand Community Partners participation and reach into new, previously underserved communities. TRC also works with the New Buildings and with Production Efficiency program management contractors on measure development and customer service to ensure that we are responsive to customer needs and market trends.

Recommendation

Authorize staff to execute an amendment to extend the current Existing Buildings Program Management Contract with TRC for one additional extension year for approximately \$35,000,000 in projected 2026 program delivery costs, with final amendment amount consistent with board approved multiyear plan including 2026 financial planning resulting in a total contract term not to exceed six years.

RESOLUTION 1046

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

WHEREAS:

1. The board's initial authorization for this contract as set forth in Resolution 918 did not allow for any additional extensions beyond December 31, 2025, 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, 2026, through December 31, 2026.
3. This additional extension period would provide Existing Buildings staff the opportunity to reanalyze the program and develop scope document(s) for a competitive solicitation process that Energy Trust would conduct in 2026.
4. Staff estimates a total one-year program management budget of approximately \$35,000,000 for the Existing Buildings program delivery services that would be contracted during the proposed 2026 extension period.
5. Actual savings and costs will be approved by the Energy Trust board as part of multiyear plan including 2026 financial planning

IT IS THEREFORE RESOLVED:

1. The executive director or their designee is authorized to enter into a contract amendment to extend the term of the Existing Buildings Program Management Contract with TRC through December 31, 2026, consistent with the basic terms herein;
2. Actual 2026 contract costs and savings goals included in the contract amendment shall be consistent with the board-approved multiyear plan including 2026 financial planning; 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 September 30, 2025.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

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Finance & Audit Committee Meeting Minutes



September 26, 2024, 3 p.m.

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

Staff attending by teleconference: Michael Colegrove, Chris Dunning (Staff Liaison), Bryan Goodwin, Alanna Hoyman-Browe, Devin Liebman, Debbie Menashe, Barbara Miller, Spencer Moersfelder, Danielle Rhodes, Lizzie Rubado, Tracy Scott, Michelle Spampinato, Karen Ward (outside expert)

Others in attendance:

Committee Absent: Ellen Zuckerman

Thelma Fleming convened the meeting at 3:02 p.m.

Proposed Subcontracting plan for PCEF Single Family Program

Debbie Menashe and Director of Innovation and Development, Lizzie Rubado, provided a follow-up to the committee's previous discussion on potential subcontracts for funding opportunities. They presented a proposal seeking approval for large subcontracts that could result from Energy Trust's response to the Portland Clean Energy Fund's (PCEF) RFP for its Single-Family Energy Retrofit program. The RFP was recently released, with a submission deadline of October 24, 2024. Debbie reviewed the materials shared with the committee and outlined a proposed process for taking the subcontracts to the Board. The committee agreed to escalate the topic for discussion in executive session during the full board meeting on October 9th.

2024 Draft Budget Update

Alanna Hoyman Browe, Project Manager, reviewed the updates on the budget with the committee. The draft budget assumptions are that this is the last annual budget before transitioning to the multiyear plan framework; that Energy Trust aims to keep expenditures by funder within the bounds of the 2025 budget; that complementary funding will be incorporated into our 2025 budget as appropriate; and that staff have identified opportunities to deliver additional savings at additional cost and those are being discussed with Avista, PAC and PGE.

In Q3, staff engaged in utility coordination meetings that covered these budget assumptions, including new opportunities arising since the 2025 projection was approved, and discussed the PAC revenue shortfall in detail. Staff also had discussions with PAC and PGE on complementary funding and new savings opportunities.

In September, staff identified that employee benefit renewal information for 2025 will impact the cost of medical and dental costs. The PacificSource rate increase was 2.5% as opposed to the 5% in the draft budget. Those expected levels will be factored into our final proposed budget. Staff also completed the first round of utility funding meetings, with high-level budget review and first round

discussions on funding levels. The review of the draft 2025 funding models with the utilities resulted in no changes to budgeted expenditures. Gas utilities also received more concrete analysis of the interaction between complementary funding and rate payer dollars in the 2025 budget. The draft budget will be posted, and the public comment period opens from October 2nd to October 16th and the board will have a public workshop on the budget on October 9th. The advisory councils will meet jointly to discuss the draft budget on October 10th.

In November, there will be an OPUC public meeting on November 5th, and staff will continue a second round of utility funding meetings and advisory council meetings.

The committee then discussed the PAC reserves shortfall and strategies for mitigation. The committee agreed to discuss further in Executive Session at the October 9th board meeting.

August Financial Results and Energy & Incentive Pipeline

Devin Liebman provided an overview of the August financial results. He provided the year to date budget vs. actual figures, and we are tracking behind on revenue; however we will be closing much of that gap toward the end of the year. He pointed to the PAC revenue shortfall discussed prior in the meeting. PGE is also forecasted to come under by \$2.5 million, but their program reserves are significantly higher. For cumulative historical spending, we are running hot on incentives compared to historical average; however, we are tracking under in every other category compared to historical trends. We have been tracking slightly under for program delivery contractors, but there will potentially be targets that we meet for project bonuses before the end of the year. Employee salaries and fringe are running slightly under driven by delayed start dates, and our internal costs are under budget – however, this will be allocated among utilities.

Bryan Goodwin, Operations Analyst, provided an overview of the Energy and Incentive Pipeline. Our energy savings projections and incentives are both 3% more than the prior month. Our incentives are \$1.1 million over budget.

Gas savings projections have been increased by 1%, and incentives have been increased by 4% from last month. In the renewable energy sector, forecasted generation increased 13%, with a 11% increase for expected spend. The combined PGE generation is forecasted at 138% and PAC at 103%.

We have surpassed 50% in all categories for savings and incentives except Transport Gas Savings at 49%. This trend is above our historical average. Gas savings do not appear to be diverging; however gas incentives are.

Both electric utilities show continuing savings progress to goal (and beyond). PAC has held at 107% of budget since last month, PGE is up to 101% from 97% compared to last month. PAC incentives have leveled out after two months of reductions. They are still just outside the program reserves level.

For Washington efficiency reports, NW Natural is forecasted at 105% of savings target, keeping historical trends. The commercial projects have made up for the shortfall forecasted for residential projects.

Contract Matters

Recommendation to Approve 5 Year Funding Agreement with NEEA

Staff recommended that the committee recommend that the full board approve the 2025-2029 five-year Cycle 7 funding contract with NEEA. Information was provided to the committee in advance in a briefing paper with details about the proposed contract. The committee reviewed the briefing paper and recommended the contract for approval by the full board at its next meeting.

Recommendation to Approve Five Year Funding Agreement with RTF

Staff recommended that the committee recommend that the full board approve the 2025-2029 five-year funding contract for the Regional Technical Forum (RTF). Information was provided to the committee in advance in a briefing paper with details about the proposed contract. The committee reviewed the briefing paper and recommended the contract for approval by the full board at its next meeting.

Adjourn Meeting

Thelma Fleming adjourned the meeting at 4:39 p.m.

The next meeting of the Finance and Audit Committee is October 29th, 2024, from 3:00 p.m. to 5 p.m.

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Board Briefing Paper and Proposed Resolution



Authorizing a 2025-2029 Funding Commitment to the Northwest Energy Efficiency Alliance (NEEA) for NEEA Cycle 7 Core Funding

October 9, 2024

Summary

The board of directors of Northwest Energy Efficiency Alliance (NEEA) unanimously approved its 2025-2029 (Cycle 7) Strategic and Business Plans in December 2023 and requests NEEA funders to approve NEEA Cycle 7 funding. This resolution authorizes the executive director to negotiate and execute a five-year contractual commitment to fund the Northwest Energy NEEA 2025-2029 Strategic and Business plan in an amount up to \$55,007,285. A low range estimate of the savings to be acquired by this NEEA investment is 33.91 average megawatts (aMW) of electricity savings and 1.77 million therms of gas savings¹ through regional market transformation activities, and to secure related benefits for Oregon utility customers.

Background

- Since our inception, Energy Trust has supported and relied upon NEEA as the premier source of market transformation activities and electric energy savings benefitting Pacific Northwest utilities and their respective customers.
- In 2014, NEEA expanded its portfolio of programs to focus on and provide market transformation activities related to natural gas, also benefitting Pacific Northwest utilities and their respective customers. Since that time, Energy Trust has also supported NEEA's natural gas market transformation efforts.
- As the second largest funder, Energy Trust represents approximately 20.27 percent of NEEA's total electric budget and approximately 34.20 percent of its total natural gas budget.
- Since 2020, and as projected through 2024, as part of its most recent funding cycle, NEEA's Cycle 6, NEEA has delivered approximately 25 aMW in electric savings for and 442,069 therms in natural gas savings.
- Over the last two years, NEEA developed its new 2025-2029 Strategic and Business Plans to guide the next five-year period of investment. As NEEA board chair and as a representative of Energy Trust and our utility funders, Executive Director Michael Colgrove has been actively involved in the development of both the strategic and business plans.
- As articulated in its 2025-2029 Strategic and Business Plans, NEEA continues to provide energy savings, emerging technology and initiative investment to ensure a continuing supply of emerging technology, access to region-wide market research such as regional business stock assessments and end use load research, energy efficiency training, tools

¹ These are commercial natural gas market transformation savings. Energy Trust has historically reported, and anticipates continuing to report, its own residential market transformation natural gas savings.

and resources, and networking and collaboration opportunities. In its 2025-2029 Strategic and Business Plans, NEEA identifies new or expanded work for Cycle 7 including, but not limited to, focus on higher volume markets, emphasis on technologies that save energy during peak load times, and dual-fuel opportunities to support regional decarbonization goals.

- Energy Trust staff support the execution of this contract to fund its portion of NEEA's Cycle 7 funding period for electric and natural gas market transformation savings and other related benefits for its customers.

Discussion

- Energy Trust supports and seeks to continue its membership and engagement with NEEA as the regional Alliance of more than 140 Northwest utilities and the Bonneville Power Administration, pursuing market transformation benefits for electric and natural gas energy efficiency on behalf of the region.
- Continued collaborative investment in NEEA enables resources to be pooled and leveraged across the region, maximizing opportunities and benefits of market changes while minimizing risks.
- Energy Trust works closely with NEEA for identification of emerging technologies, an area of NEEA expertise and a significant strategy to meet and ensure our future savings acquisition goals through new products, services and opportunities.
- NEEA's planned investments also support ongoing development of highly energy efficient codes and standards, and the delivery of education, training, marketing, collaboration, and other services best conducted at a regional level.
- To pursue activities and achieve results identified in its Strategic and Business Plans for the 2024-2025 funding cycle-Cycle 6, NEEA is seeking to secure five-year contractual commitments from its funders before the end of 2024.
- NEEA's 2025-2029 Business Plan proposes to acquire between 190 and 225 aMW in regional electric savings and between 6 and 17 million therms in natural gas savings from market transformation investments over five years.
- For the Cycle 5 investment portfolio, the 20-year cost effectiveness of NEEA savings have a levelized cost of 2.9 cents per kWh, below the Cycle 5 Business Plan target of 3.5 cents per kWh; and the cost effectiveness benefit cost ratio is 1.4. NEEA expects the Cycle 7 investment portfolio cost effectiveness ratio to be similar and be at a levelized cost in the range of 3-3.5 cents per kWh. Still cost effective, NEEA does forecast an increase in the levelized cost for the portfolio as compared to Cycle 5 estimates because of the market roll out of three program initiatives: Luminaire Level Lighting Controls, Super-Efficient Dryers, and Retail Product Program.
- NEEA requests a five-year funding commitment of up to \$55,007,285, comprised of up to \$42,930,607 for electric savings and \$12,076,678 for natural gas savings. For comparison, in the prior funding cycle, Energy Trust committed up to \$34,020,000 million for electric savings from NEEA and \$6,055,000 in natural gas savings and pipeline development.

- The proposed funding agreement is subject to Energy Trust's continued funding and is terminable should Energy Trust's core ratepayer funding directed to Energy Trust by the Oregon Public Utility Commission (OPUC) be reduced. Given the long term and large commitment represented by the proposed agreement with NEEA, Energy Trust will provide informational notice of the agreement and its significant terms to the OPUC.
- Energy Trust staff support the NEEA 2025-2029 Strategic and Business Plans and the corresponding funding request. Staff regard NEEA investments as critical to the achievement of Energy Trust savings goals over the next five years, knowing such savings will continue to deliver benefits to utilities and customers we represent well beyond this time period.

Recommendation

Authorize the executive director or his designee to sign a contract authorizing expenditures of up to \$55,007,285 expected to acquire low range estimates of 33.91 aMW of electric savings and 5.76 million therms of natural gas savings during the 2025-2029 period, contingent upon successful contract negotiation consistent with the resolution, below.

**RESOLUTION 1047
AUTHORIZING A 2025-2029 FUNDING COMMITMENT
TO THE NORTHWEST ENERGY EFFICIENCY ALLIANCE**

WHEREAS:

- 1. The Northwest Energy Efficiency Alliance (NEEA) remains the premier regional market transformation organization and Energy Trust contractor since our inception.**
- 2. In May 2019, Energy Trust committed to funding NEEA through its current funding cycle, NEEA “Cycle 6” and for the NEEA 2020-2024 Strategic Plan and Business Plan.**
- 3. Pursuant to Energy Trust’s Cycle 6 contribution, through the first quarter of 2024, Energy Trust projects to acquire approximately 25 aMW of electric savings and 442,069 therms of gas savings attributable to NEEA.**
- 4. The NEEA board has adopted a new 2025-2029 Strategic Plan and Business Plan and is seeking corresponding commitments for the period 2025-2029 funding cycle.**
- 5. The NEEA 2025-2029 Business Plan proposes to acquire between 190 and 225 aMW in regional electric savings and between 6 and 17 million therms in natural gas savings from market transformation investments over five years.**
- 6. Planned NEEA savings acquisition levelized costs compare favorably to levelized costs projected from other Energy Trust programs, and also comply with minimum OPUC performance measures established for Energy Trust.**
- 7. The 2025-2029 NEEA Strategic Plan and Business Plan prioritize regional coordination and collaboration to accelerate development of emerging energy efficiency technologies, a critical strategy for Energy Trust’s savings acquisition goals.**
- 8. Staff regards NEEA’s work as essential to achieving Energy Trust savings goals over the next few years, helping ensure a full pipeline of efficiency projects to deliver long-term benefits to Oregon and the region.**

It is therefore RESOLVED:

- 1. The executive director or his designee is authorized to negotiate and sign a five-year contract with NEEA authorizing funding of up to \$55,007,285 to acquire an estimate of up to 102.8 aMW of electric energy savings and up to 6.1 million therms of natural gas savings.**
- 2. Funding shall be consistent with Energy Trust’s board-approved annual budgets and two-year action plans.**

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

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Board Briefing Paper and Resolution 1048

Approve Five-Year Funding Commitment for the Regional Technical Forum

October 9, 2024

Summary

Approve a five-year funding agreement for the Regional Technical Forum.

Background

- The Regional Technical Forum (“RTF”) was created in 1996, when Congress directed the Northwest Power and Conservation Council (“Council”) and the Bonneville Power Administration to establish a technical forum to develop “consistent standards and protocols for verification and evaluation of energy savings, in consultation with all interested parties.” (Senate Report 104-120, 1996). The Council provides staff for the RTF and oversees its work.
- While the RTF reports to the Council, it is funded by and serves a regional constituency. In 2010, an RTF Review Committee was organized by the Northwest Energy Efficiency Taskforce (a regional effort to accelerate energy conservation). The committee was tasked with reviewing RTF governance and structure, the idea of multi-year work plans, and RTF transparency. This work led to a variety of changes in RTF operations.
- Energy Trust has participated in the RTF consistently and derived significant benefit from RTF work on cost-effectiveness issues and energy efficiency research and evaluation. In late 2015, the board approved a five-year funding agreement with the RTF, committing a total of \$2,132,800 from 2020 through 2024, coincident and consistent with the Council’s five-year business plan.
- Energy Trust and the Council wish to enter into a new five-year funding agreement to fund a portion of the RTF’s 2025-2029 budget, again coincident and consistent with the Council’s five-year business plan.
- Contributions to RTF funding are voluntary and shared region-wide, with funding contributions based on the Northwest Energy Efficiency Alliance’s (“NEEA’s”) funding allocation methodology.

Discussion

- The primary value of the RTF is that it provides Energy Trust with estimates of efficiency measure costs, savings, measure life and savings load shape in a way whereby the cost of analysis is pooled regionally, and an independent group vets the estimates. This does not meet all of Energy Trust’s needs for this type of estimate, but it does cover a significant share at an economical price.
- RTF also provides a forum for sorting out how to address new challenges in analyzing the savings and value of efficiency measures. For example, RTF has taken regional leadership in developing methods to estimate how much a particular efficiency measure saves at different times of day and year. Through its work with the NW Power and Conservation Council, RTF is also helping develop methods to estimate the impact of climate on savings for measures which address heating and cooling.

- There is ongoing regional interest in developing benchmarks and consistent measurement protocols to allow utilities and others to compare methods and results and learn from each other's experience. Energy Trust staff continues to see significant value in the RTF's work in creating the common framework of savings estimates that makes this more feasible.
- The Council and RTF develop a multiyear business plan which includes an extensive list of work, driven by requests from utilities, Energy Trust, NEEA and state energy agencies. The plan includes such tasks as:
 - Development of new efficiency measures and protocols for verification and evaluation of energy savings, and review and update of existing measures and protocols
 - Continued standardization of the RTF's *Guidelines* document and research into measures that do not currently fit within the *Guidelines*.
 - Continuing development and refinement of analytical tools to assess measure savings and development of new tools.
 - Maintaining a process by which utilities, Energy Trust and others can demonstrate different costs, savings and cost-effectiveness findings for their territories.
 - High-priority evaluations and research.
- 2025-2029 funding contributions are based on the Northwest Energy Efficiency funding allocation methodology. Analysis of gas efficiency measures and demand reduction measures¹ are included this cycle. Funding for each of these efforts is calculated separately. Energy Trust will pay a share of the funding for electric and gas efficiency measures. Energy Trust is not paying for analysis of demand reduction measures: PGE and Pacific Power are paying the share for Energy Trust's service territory, because they deliver demand reduction programs.

Energy Trust's share of 2025-2029 funding contributions would be up to \$462,900 in 2025, \$479,000 in 2026, \$495,600 in 2027, \$512,800 in 2028 and \$530,600 in 2029, for a total of up to \$2,480,900. This compares to \$2,132,800 in the prior five-year funding commitment period.
- As proposed, Energy Trust's funding agreement would allow Energy Trust to reduce or terminate funding if Energy Trust's core ratepayer funding as directed to it by the Oregon Public Utility Commission is terminated or if the RTF is "significantly failing to meet its business plan objectives."

Recommendation

Authorize the executive director to sign a five-year funding agreement with the Northwest Power and Conservation Council for up to \$2,480,900 for the RTF and its 2025-2029 Business Plan, with termination provisions as outlined above.

RESOLUTION 1048 APPROVING A FIVE-YEAR CONTRACT WITH THE NORTHWEST POWER AND CONSERVATION COUNCIL TO FUND THE REGIONAL TECHNICAL FORUM

WHEREAS:

1. **The Northwest Council and Conservation Council's Regional Technical Forum ("RTF") develops "consistent standards and protocols for verification and evaluation of energy savings, in consultation with all interested parties." The RTF is the**

Northwest’s primary forum for developing benchmarks and measurement protocols to allow utilities and others to compare methods and results and learn from each other’s experience in energy conservation.

- 2. Energy Trust has participated in the RTF consistently over the years and derived significant benefits from RTF work on cost-effectiveness issues, energy savings analysis, and energy efficiency research and evaluation. Energy Trust committed to funding RTF through its 2020-2024 Business Plan for an amount up to \$2,132,800.**
- 3. Energy Trust wishes to continue to provide funding to the RTF because it continues to derive significant value from RTF’s regional work.**
- 4. Proposed 2025-2029 funding contributions for RTF are based on the Northwest Energy Efficiency funding allocation methodology. Energy Trust’s share of 2025-2029 funding contributions would be up to \$462,900 in 2025, \$479,000 in 2026, \$495,600 in 2027, \$512,800 in 2028 and \$530,600 in 2029, for a total of up to \$2,480,900.**
- 5. As proposed, Energy Trust’s funding agreement would allow Energy Trust to reduce or terminate funding if the Grant Agreement with the OPUC is terminated or the RTF is “significantly failing to meet its business plan objectives.”**

It is therefore RESOLVED that the Board of Directors hereby authorizes the executive director to sign a five-year funding agreement with the Northwest Council and Conservation Council for up to \$2,480,900 for the RTF and its 2025-2029 Business Plan, with termination provisions as described above.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

PINK PAPER



Statement of Net Assets
Period Ending August 2024

Overview:

- Net Assets have increased by \$2M since the beginning of the year.
- An increase in Net Assets is typical in the first three quarters as revenues are generally high and incentive spending is comparatively low until the trend reverses in the final quarter of the year.

Funding Source	Net Assets Beginning of Year	Current Year Net Income	Interest Income Distribution	Transfer Between FS	Net Assets
PGE	\$ 26,314,101	\$ (5,077,932)	\$ 714,156	\$ -	\$ 21,950,326
PAC	\$ 7,952,189	\$ (2,273,129)	\$ 196,696	\$ -	\$ 5,875,755
NW Natural	\$ 10,610,922	\$ 2,583,195	\$ 385,006	\$ -	\$ 13,579,122
NWN - Industrial	\$ 3,303,684	\$ 1,932,174	\$ 135,322	\$ -	\$ 5,371,180
CNG	\$ 3,452,582	\$ (210,266)	\$ 104,742	\$ -	\$ 3,347,058
Avista Gas	\$ 1,254,246	\$ (1,150,767)	\$ 22,799	\$ -	\$ 126,278
AVI Interruptible	\$ 278,144	\$ 56,281	\$ 9,505	\$ -	\$ 343,930
OPUC Efficiency	\$ 53,165,868	\$ (4,140,445)	\$ 1,568,226	\$ -	\$ 50,593,649
PGE	\$ 12,550,933	\$ 1,446,455	\$ 406,410	\$ -	\$ 14,403,798
PAC	\$ 8,420,425	\$ 1,631,040	\$ 275,981	\$ -	\$ 10,327,446
OPUC Renewables	\$ 20,971,358	\$ 3,077,495	\$ 682,391	\$ -	\$ 24,731,244
NWN Washington	\$ 587,590	\$ 506,777	\$ 29,319	\$ -	\$ 1,123,686
NWN Transport	\$ -	\$ (131,345)	\$ -	\$ -	\$ (131,345)
CNG Transport	\$ -	\$ -	\$ -	\$ -	\$ -
AVI Transport	\$ 174,550	\$ (77,859)	\$ 4,405	\$ -	\$ 101,096
LMI	\$ (5,004)	\$ (1,349)	\$ (163)	\$ -	\$ (6,516)
Community Solar	\$ 0	\$ 155,689	\$ 2,079	\$ -	\$ 157,768
PGE Smart Battery	\$ 31,440	\$ (154,689)	\$ (1,082)	\$ -	\$ (124,331)
NWN Geo TLM Phase 3	\$ 348,408	\$ -	\$ 10,374	\$ -	\$ 358,782
NREL Program	\$ (0)	\$ (0)	\$ (0)	\$ -	\$ (0)
SALMON Program	\$ (42,471)	\$ (45,346)	\$ (1,895)	\$ -	\$ (89,712)
FEMA Program	\$ (13,397)	\$ (2,976)	\$ (435)	\$ -	\$ (16,808)
PGE Inverter	\$ 13,617	\$ (2,194)	\$ 722	\$ -	\$ 12,145
ODOE Cooling	\$ (0)	\$ (24,435)	\$ (0)	\$ -	\$ (24,435)
FlexFeeder	\$ 51,836	\$ 32,704	\$ 2,024	\$ -	\$ 86,564
Solar for All	\$ -	\$ (25,993)	\$ (292)	\$ -	\$ (26,284)
DOE Homes	\$ -	\$ -	\$ -	\$ -	\$ -
DOE HEAR	\$ -	\$ -	\$ -	\$ -	\$ -
PCEF	\$ -	\$ -	\$ -	\$ -	\$ -
ODOE CHP – IVCANDO	\$ -	\$ 100,000	\$ -	\$ -	\$ 100,000
ODOE CHP - NWU	\$ -	\$ 78,162	\$ 1,164	\$ -	\$ 79,326
Development	\$ 573,673	\$ (27,403)	\$ 16,351	\$ -	\$ 562,622
Total Contracts + Grants	\$ 1,720,242	\$ 379,743	\$ 62,573	\$ -	\$ 2,162,558
Craft3 Loans	\$ 2,300,000	\$ -	\$ -	\$ (800,000)	\$ 1,500,000
Operational Contingency	\$ 5,487,654	\$ 3,121,834	\$ (2,313,190)	\$ 800,000	\$ 7,096,298
Emergency Contingency	\$ 3,000,000	\$ -	\$ -	\$ -	\$ 3,000,000
Total Investments + Contingency	\$ 10,787,654	\$ 3,121,834	\$ (2,313,190)	\$ -	\$ 11,596,298
Total Net Assets	\$ 86,645,121	\$ 2,438,626	\$ 1	\$ -	\$ 89,083,749



Statement of Profit and Loss
Period Ending August 2024

Overview:
 - Revenue is 2% over the Current Period budget and 6% under the YTD budget.
 - Expenses are 3% over the Current Period budget and 5% under the YTD budget.

	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance	Annual Budget	Notes
Revenue from Utilities	\$ 19,839,753	\$ 19,750,127	\$ 89,626	0.45%	\$ 162,038,683	\$ 175,061,193	\$ (13,022,511)	-7.44%	\$ 261,373,443	
Contract Revenue	\$ 181,556	\$ 244,583	\$ (63,027)	-25.77%	\$ 1,200,711	\$ 1,763,426	\$ (562,714)	-31.91%	\$ 2,403,804	
Grant Revenue	\$ -	\$ 500	\$ (500)	-100.00%	\$ 548	\$ 4,000	\$ (3,452)	-86.29%	\$ 6,000	
Contributed Income	\$ 9	\$ -	\$ 9		\$ 683	\$ -	\$ 683		\$ -	
Investment Income	\$ 447,648	\$ 125,000	\$ 322,648	258.12%	\$ 3,121,834	\$ 1,000,000	\$ 2,121,834	212.18%	\$ 1,500,000	
Revenue	\$ 20,468,966	\$ 20,120,210	\$ 348,755	1.73%	\$ 166,362,458	\$ 177,828,619	\$ (11,466,160)	-6.45%	\$ 265,283,247	
Incentives	\$ 13,450,707	\$ 11,688,828	\$ 1,761,879	15.07%	\$ 81,346,506	\$ 77,497,021	\$ 3,849,485	4.97%	\$ 161,445,804	
Program Delivery Contractors	\$ 7,238,128	\$ 7,485,584	\$ (247,456)	-3.31%	\$ 54,814,386	\$ 59,919,673	\$ (5,105,287)	-8.52%	\$ 90,427,897	
Employee Salaries & Fringe Benefits	\$ 2,189,850	\$ 2,315,744	\$ (125,894)	-5.44%	\$ 16,532,777	\$ 17,729,242	\$ (1,196,465)	-6.75%	\$ 26,935,883	
Agency Contractor Services	\$ 135,049	\$ 177,308	\$ (42,258)	-23.83%	\$ 915,296	\$ 1,418,461	\$ (503,166)	-35.47%	\$ 2,127,692	
Planning and Evaluation Services	\$ 193,081	\$ 346,774	\$ (153,693)	-44.32%	\$ 2,014,760	\$ 2,774,192	\$ (759,432)	-27.37%	\$ 4,161,288	
Advertising and Marketing Services	\$ 396,347	\$ 408,000	\$ (11,653)	-2.86%	\$ 2,249,557	\$ 3,264,000	\$ (1,014,443)	-31.08%	\$ 4,896,000	
Other Professional Services	\$ 474,316	\$ 872,786	\$ (398,469)	-45.65%	\$ 3,905,881	\$ 7,043,786	\$ (3,137,905)	-44.55%	\$ 10,534,929	
Travel, Meetings, Trainings & Conferences	\$ 60,499	\$ 82,980	\$ (22,481)	-27.09%	\$ 375,644	\$ 700,337	\$ (324,694)	-46.36%	\$ 1,033,756	
Dues, Licenses and Fees	\$ 40,166	\$ 40,507	\$ (342)	-0.84%	\$ 161,040	\$ 324,132	\$ (163,092)	-50.32%	\$ 486,160	
Software and Hardware	\$ 61,506	\$ 131,280	\$ (69,775)	-53.15%	\$ 538,050	\$ 1,050,243	\$ (512,194)	-48.77%	\$ 1,575,365	
Depreciation & Amortization	\$ 25,191	\$ 40,293	\$ (15,102)	-37.48%	\$ 189,404	\$ 306,775	\$ (117,371)	-38.26%	\$ 459,373	
Office Rent and Equipment	\$ 93,008	\$ 113,809	\$ (20,801)	-18.28%	\$ 760,399	\$ 910,471	\$ (150,073)	-16.48%	\$ 1,365,707	
Materials Postage and Telephone	\$ 8,878	\$ 15,518	\$ (6,641)	-42.79%	\$ 59,960	\$ 124,147	\$ (64,187)	-51.70%	\$ 186,220	
Miscellaneous Expenses	\$ 0	\$ 981	\$ (981)	-100.00%	\$ 60,173	\$ 7,847	\$ 52,326	666.86%	\$ 11,770	
Expenditures	\$ 24,366,725	\$ 23,720,391	\$ 646,334	2.72%	\$ 163,923,832	\$ 173,070,328	\$ (9,146,496)	-5.28%	\$ 305,647,844	
Net Income	\$ (3,897,759)	\$ (3,600,181)	\$ (297,579)	8.27%	\$ 2,438,627	\$ 4,758,291	\$ (2,319,664)	-48.75%	\$ (40,364,597)	



Net Income by Funder
Period Ending August2024

Funder	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance
PGE Efficiency	\$ (420,028)	\$ (805,684)	\$ 385,656	-47.87%	\$ (4,363,776)	\$ (3,617,044)	\$ (746,732)	20.64%
PGE Renewables	\$ (750,473)	\$ (410,696)	\$ (339,777)	82.73%	\$ 1,852,865	\$ (662,762)	\$ 2,515,628	-379.57%
Total PGE	\$ (1,170,501)	\$ (1,216,380)	\$ 45,879	-3.77%	\$ (2,510,911)	\$ (4,279,807)	\$ 1,768,896	-41.33%
PAC Efficiency	\$ 419,067	\$ 782,554	\$ (363,487)	-46.45%	\$ (2,076,433)	\$ 3,846,083	\$ (5,922,516)	-153.99%
PAC Renewables	\$ (65,978)	\$ (294,948)	\$ 228,970	-77.63%	\$ 1,907,021	\$ (446,453)	\$ 2,353,474	-527.15%
Total PAC	\$ 353,089	\$ 487,606	\$ (134,517)	-27.59%	\$ (169,412)	\$ 3,399,630	\$ (3,569,042)	-104.98%
NW Natural	\$ (2,055,985)	\$ (1,524,364)	\$ (531,622)	34.87%	\$ 2,968,200	\$ 4,309,124	\$ (1,340,924)	-31.12%
NWN - Industrial	\$ (550,155)	\$ (836,680)	\$ 286,525	-34.25%	\$ 2,067,496	\$ 14,697	\$ 2,052,799	13967.12%
Cascade Natural Gas	\$ (340,664)	\$ (301,936)	\$ (38,728)	12.83%	\$ (105,524)	\$ (522,793)	\$ 417,269	-79.82%
Avista Gas	\$ (173,665)	\$ (28,843)	\$ (144,823)	502.11%	\$ (1,127,968)	\$ (42,837)	\$ (1,085,132)	2533.19%
AVI Interruptible	\$ (25,894)	\$ 4,419	\$ (30,313)	-686.03%	\$ 65,786	\$ (16,372)	\$ 82,158	-501.82%
NWN Washington	\$ (287,473)	\$ (283,572)	\$ (3,901)	1.38%	\$ 536,096	\$ 188,582	\$ 347,514	184.28%
NWN Transport	\$ (131,345)	\$ (31,548)	\$ (99,798)	316.34%	\$ (131,345)	\$ 712,161	\$ (843,507)	-118.44%
AVI Transport	\$ (24,624)	\$ (6,995)	\$ (17,629)	252.04%	\$ (73,454)	\$ (39,424)	\$ (34,029)	86.32%
LMI	\$ (406)	\$ 500	\$ (906)	-181.28%	\$ (1,512)	\$ 4,000	\$ (5,512)	-137.79%
Community Solar	\$ 16,043	\$ 14,676	\$ 1,368	9.32%	\$ 157,768	\$ 117,481	\$ 40,287	34.29%
PGE Smart Battery	\$ (19,147)	\$ (817)	\$ (18,330)	2244.31%	\$ (155,771)	\$ (7,643)	\$ (148,129)	1938.16%
NWN Geo TLM Phase 3	\$ -	\$ (0)	\$ 0	-100.00%	\$ 10,374	\$ (0)	\$ 10,374	-7407205.07%
NREL Program	\$ -	\$ (0)	\$ 0	-100.00%	\$ (0)	\$ (0)	\$ 0	-99.99%
SALMON Program	\$ (3,022)	\$ (6,041)	\$ 3,019	-49.98%	\$ (47,241)	\$ (48,292)	\$ 1,051	-2.18%
FEMA Program	\$ (539)	\$ -	\$ (539)		\$ (3,411)	\$ -	\$ (3,411)	
PGE Inverter	\$ (209)	\$ 579	\$ (788)	-136.12%	\$ (1,472)	\$ 4,571	\$ (6,043)	-132.20%
ODOE Cooling	\$ (24,435)	\$ 11,859	\$ (36,294)	-306.05%	\$ (24,435)	\$ 27,947	\$ (52,382)	-187.43%
FlexFeeder	\$ 270	\$ (3,872)	\$ 4,143	-106.98%	\$ 34,728	\$ (32,593)	\$ 67,321	-206.55%
Solar for All	\$ (6,382)	\$ -	\$ (6,382)		\$ (26,284)	\$ -	\$ (26,284)	
ODOE CHP – IVCanDO	\$ 100,000	\$ -	\$ 100,000		\$ 100,000	\$ -	\$ 100,000	
ODOE CHP - NWU	\$ -	\$ -	\$ -		\$ 79,326	\$ -	\$ 79,326	
Development	\$ (362)	\$ (3,772)	\$ 3,410	-90.40%	\$ (11,051)	\$ (30,143)	\$ 19,092	-63.34%
Investment & Contingency	\$ 447,648	\$ 125,000	\$ 322,648	258.12%	\$ 808,644	\$ 1,000,000	\$ (191,356)	-19.14%
Total	\$ (3,897,759)	\$ (3,600,181)	\$ (297,579)	8.27%	\$ 2,438,627	\$ 4,758,291	\$ (2,319,664)	-48.75%



**Revenue Statement by Funder
Period Ending August 2024**

Overview:
- Total revenue is 2% over the Current Period budget and 6% under the YTD budget.

Funding Source	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance	Notes
PGE Efficiency	\$ 9,308,649	\$ 9,078,195	\$ 230,454	2.54%	\$ 64,293,468	\$ 69,472,811	\$ (5,179,343)	-7.46%	
PGE Renewables	\$ 1,131,754	\$ 952,129	\$ 179,625	18.87%	\$ 8,923,325	\$ 8,134,007	\$ 789,318	9.70%	
Total PGE	\$ 10,440,402	\$ 10,030,324	\$ 410,078	4.09%	\$ 73,216,793	\$ 77,606,818	\$ (4,390,025)	-5.66%	
PAC Efficiency	\$ 7,400,375	\$ 7,725,690	\$ (325,315)	-4.21%	\$ 47,700,354	\$ 55,103,916	\$ (7,403,562)	-13.44%	
PAC Renewables	\$ 740,379	\$ 636,609	\$ 103,770	16.30%	\$ 5,978,436	\$ 5,447,212	\$ 531,224	9.75%	
Total PAC	\$ 8,140,754	\$ 8,362,299	\$ (221,545)	-2.65%	\$ 53,678,791	\$ 60,551,128	\$ (6,872,337)	-11.35%	
NW Natural	\$ 858,534	\$ 923,508	\$ (64,974)	-7.04%	\$ 21,677,324	\$ 22,379,785	\$ (702,461)	-3.14%	
NWN - Industrial	\$ -	\$ -	\$ -		\$ 6,221,058	\$ 6,221,059	\$ (1)	0.00%	
Cascade Natural Gas	\$ 71,230	\$ 97,855	\$ (26,625)	-27.21%	\$ 2,484,022	\$ 2,451,273	\$ 32,749	1.34%	
Avista Gas	\$ 275,349	\$ 275,349	\$ (0)	0.00%	\$ 2,202,791	\$ 2,202,790	\$ 1	0.00%	
AVI Interruptible	\$ 36,055	\$ 36,055	\$ -	0.00%	\$ 216,330	\$ 216,330	\$ -	0.00%	
NWN Washington	\$ -	\$ -	\$ -		\$ 2,289,290	\$ 2,289,290	\$ -	0.00%	
NWN Transport	\$ -	\$ -	\$ -		\$ -	\$ 944,818	\$ (944,818)	-100.00%	
CNG Transport	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
AVI Transport	\$ 17,428	\$ 24,737	\$ (7,309)	-29.55%	\$ 52,285	\$ 197,902	\$ (145,617)	-73.58%	
LMI	\$ -	\$ 500	\$ (500)	-100.00%	\$ 548	\$ 4,000	\$ (3,452)	-86.29%	
Community Solar	\$ 52,981	\$ 45,058	\$ 7,923	17.58%	\$ 439,390	\$ 360,465	\$ 78,925	21.90%	
PGE Smart Battery	\$ 5,843	\$ 33,933	\$ (28,090)	-82.78%	\$ 64,221	\$ 271,467	\$ (207,246)	-76.34%	
NWN Geo TLM Phase 3	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
NREL Program	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
SALMON Program	\$ 17,957	\$ 38,605	\$ (20,647)	-53.48%	\$ 175,779	\$ 308,837	\$ (133,058)	-43.08%	
FEMA Program	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
PGE Inverter	\$ -	\$ 4,792	\$ (4,792)	-100.00%	\$ 1,178	\$ 38,333	\$ (37,155)	-96.93%	
ODOE Cooling	\$ -	\$ 99,997	\$ (99,997)	-100.00%	\$ 241,709	\$ 606,730	\$ (365,021)	-60.16%	
FlexFeeder	\$ 2,320	\$ 22,199	\$ (19,879)	-89.55%	\$ 90,826	\$ 177,593	\$ (86,767)	-48.86%	
Solar for All	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
DOE Homes	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
DOE HEAR	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
PCEF	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -		
ODOE CHP – IVCANDO	\$ 100,000	\$ -	\$ 100,000		\$ 100,000	\$ -	\$ 100,000		
ODOE CHP - NWU	\$ -	\$ -	\$ -		\$ 78,162	\$ -	\$ 78,162		
Development	\$ 2,464	\$ -	\$ 2,464		\$ 10,128	\$ -	\$ 10,128		
Investment & Contingency	\$ 447,648	\$ 125,000	\$ 322,648	258.12%	\$ 3,121,834	\$ 1,000,000	\$ 2,121,834	212.18%	
Total	\$ 20,468,966	\$ 20,120,210	\$ 348,755	1.73%	\$ 166,362,458	\$ 177,828,619	\$ (11,466,160)	-6.45%	



Expenses by Funder
Period Ending August 2024

Overview:
- Total expenses are 3% over the Current Period budget and 5% under the YTD budget.

Funder	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance
PGE Efficiency	\$ 9,728,676	\$ 9,883,879	\$ (155,203)	-1.57%	\$ 69,371,400	\$ 73,089,855	\$ (3,718,455)	-5.09%
PGE Renewables	\$ 1,882,227	\$ 1,362,825	\$ 519,402	38.11%	\$ 7,476,870	\$ 8,796,769	\$ (1,319,899)	-15.00%
Total PGE	\$ 11,610,903	\$ 11,246,704	\$ 364,200	3.24%	\$ 76,848,270	\$ 81,886,625	\$ (5,038,355)	-6.15%
PAC Efficiency	\$ 6,981,308	\$ 6,943,136	\$ 38,172	0.55%	\$ 49,973,484	\$ 51,257,833	\$ (1,284,349)	-2.51%
PAC Renewables	\$ 806,357	\$ 931,557	\$ (125,199)	-13.44%	\$ 4,347,396	\$ 5,893,665	\$ (1,546,269)	-26.24%
Total PAC	\$ 7,787,665	\$ 7,874,693	\$ (87,028)	-1.11%	\$ 54,320,880	\$ 57,151,498	\$ (2,830,618)	-4.95%
NW Natural	\$ 2,914,519	\$ 2,447,872	\$ 466,647	19.06%	\$ 19,094,129	\$ 18,070,661	\$ 1,023,468	5.66%
NWN - Industrial	\$ 550,155	\$ 836,680	\$ (286,525)	-34.25%	\$ 4,288,884	\$ 6,206,362	\$ (1,917,478)	-30.90%
Cascade Natural Gas	\$ 411,894	\$ 399,791	\$ 12,103	3.03%	\$ 2,694,288	\$ 2,974,066	\$ (279,778)	-9.41%
Avista Gas	\$ 449,014	\$ 304,192	\$ 144,823	47.61%	\$ 3,353,558	\$ 2,245,627	\$ 1,107,931	49.34%
AVI Interruptible	\$ 61,949	\$ 31,636	\$ 30,313	95.82%	\$ 160,049	\$ 232,702	\$ (72,653)	-31.22%
NWN Washington	\$ 287,473	\$ 283,572	\$ 3,901	1.38%	\$ 1,782,513	\$ 2,100,708	\$ (318,195)	-15.15%
NWN Transport	\$ 131,345	\$ 31,548	\$ 99,798	316.34%	\$ 131,345	\$ 232,657	\$ (101,311)	-43.55%
AVI Transport	\$ 42,052	\$ 31,732	\$ 10,320	32.52%	\$ 130,143	\$ 237,326	\$ (107,183)	-45.16%
LMI	\$ 406	\$ -	\$ 406		\$ 1,897	\$ -	\$ 1,897	
Community Solar	\$ 36,938	\$ 30,383	\$ 6,555	21.58%	\$ 283,701	\$ 242,983	\$ 40,718	16.76%
PGE Smart Battery	\$ 24,990	\$ 34,750	\$ (9,760)	-28.09%	\$ 218,911	\$ 279,109	\$ (60,199)	-21.57%
NWN Geo TLM Phase 3	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
NREL Program	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
SALMON Program	\$ 20,979	\$ 44,646	\$ (23,667)	-53.01%	\$ 221,125	\$ 357,129	\$ (136,004)	-38.08%
FEMA Program	\$ 539	\$ -	\$ 539		\$ 2,976	\$ -	\$ 2,976	
PGE Inverter	\$ 209	\$ 4,213	\$ (4,004)	-95.04%	\$ 3,372	\$ 33,762	\$ (30,390)	-90.01%
ODOE Cooling	\$ 24,435	\$ 88,138	\$ (63,703)	-72.28%	\$ 266,144	\$ 578,784	\$ (312,639)	-54.02%
FlexFeeder	\$ 2,050	\$ 26,072	\$ (24,022)	-92.14%	\$ 58,122	\$ 210,186	\$ (152,064)	-72.35%
Solar for All	\$ 6,382	\$ -	\$ 6,382		\$ 25,993	\$ -	\$ 25,993	
Development	\$ 2,826	\$ 3,772	\$ (946)	-25.07%	\$ 37,531	\$ 30,143	\$ 7,388	24.51%
Total	\$ 24,366,725	\$ 23,720,391	\$ 646,334	2.72%	\$ 163,923,832	\$ 173,070,328	\$ (9,146,496)	-5.28%



**Statement of Functional Expenses
Period Ending August 2024**

Type	Measure	Current Metric	Status	Notes
Administrative Costs	<= 6.5% of Expenses	6.0%	OK	
Employee Salaries + Fringe Benefits	<= 9.5% of Expenses	9.7%	Exceeding Metric	Common to exceed early in the year due to expense timing curves.

	Efficiency Programs	Renewables Programs	Renewables Programs	Washington Programs	Contracts + Grants	Total Programs	Fund Development	Communications + Outreach	Management + General	Total Administrative	Total Company
Incentives	\$ 73,802,411	\$ -	\$ 6,516,616	\$ 710,914	\$ 316,565	\$ 81,346,506	\$ -	\$ -	\$ -	\$ -	\$ 81,346,506
Program Delivery Contractors	\$ 53,035,362	\$ -	\$ 1,078,997	\$ 617,881	\$ 82,146	\$ 54,814,386	\$ -	\$ -	\$ -	\$ -	\$ 54,814,386
Employee Salaries & Fringe Benefits	\$ 7,008,003	\$ 682,922	\$ 2,126,049	\$ 255,337	\$ 460,350	\$ 9,849,739	\$ 32,934	\$ 2,362,144	\$ 4,287,961	\$ 6,650,105	\$ 16,532,777
Agency Contractor Services	\$ 64,877	\$ 18,103	\$ 192,478	\$ 2,127	\$ 49,220	\$ 308,703	\$ 320	\$ 30,772	\$ 575,501	\$ 606,274	\$ 915,296
Planning and Evaluation Services	\$ 1,964,209	\$ 31,218	\$ 31,218	\$ 7,733	\$ 0	\$ 2,003,160	\$ -	\$ 11,600	\$ -	\$ 11,600	\$ 2,014,760
Advertising and Marketing Services	\$ 1,105,752	\$ 250	\$ 153,422	\$ -	\$ 10,695	\$ 1,269,870	\$ -	\$ 979,687	\$ -	\$ 979,687	\$ 2,249,557
Other Professional Services	\$ 2,327,406	\$ 145,047	\$ 633,569	\$ 19,321	\$ 58,265	\$ 3,038,560	\$ 95	\$ 57,923	\$ 809,303	\$ 867,226	\$ 3,905,881
Travel, Meetings, Trainings & Conferences	\$ 132,321	\$ 8,818	\$ 33,872	\$ 1,367	\$ 2,709	\$ 170,269	\$ 1,616	\$ 70,590	\$ 133,168	\$ 203,758	\$ 375,644
Dues, Licenses and Fees	\$ 64,414	\$ 4,050	\$ 7,690	\$ 39,376	\$ 9	\$ 111,489	\$ (2)	\$ 26,245	\$ 23,308	\$ 49,553	\$ 161,040
Software and Hardware	\$ 180,067	\$ 47,485	\$ 204,305	\$ 5,505	\$ 11,157	\$ 401,033	\$ 706	\$ 48,277	\$ 88,034	\$ 136,311	\$ 538,050
Depreciation & Amortization	\$ 110,365	\$ 18,382	\$ 18,382	\$ 2,137	\$ 4,321	\$ 135,206	\$ 279	\$ 19,100	\$ 34,819	\$ 53,919	\$ 189,404
Office Rent and Equipment	\$ 322,833	\$ 106,692	\$ 106,692	\$ 12,365	\$ 24,979	\$ 466,868	\$ 1,481	\$ 103,562	\$ 188,487	\$ 292,049	\$ 760,399
Materials Postage and Telephone	\$ 23,967	\$ 7,455	\$ 7,778	\$ 934	\$ 1,621	\$ 34,300	\$ 101	\$ 7,492	\$ 18,067	\$ 25,559	\$ 59,960
Miscellaneous Expenses	\$ 56,225	\$ -	\$ -	\$ -	\$ 0	\$ 56,225	\$ -	\$ -	\$ 3,947	\$ 3,947	\$ 60,173
Expenditures	\$ 140,198,211	\$ 1,070,423	\$ 11,111,067	\$ 1,674,998	\$ 1,022,038	\$ 154,006,314	\$ 37,531	\$ 3,717,391	\$ 6,162,596	\$ 9,879,987	\$ 163,923,832

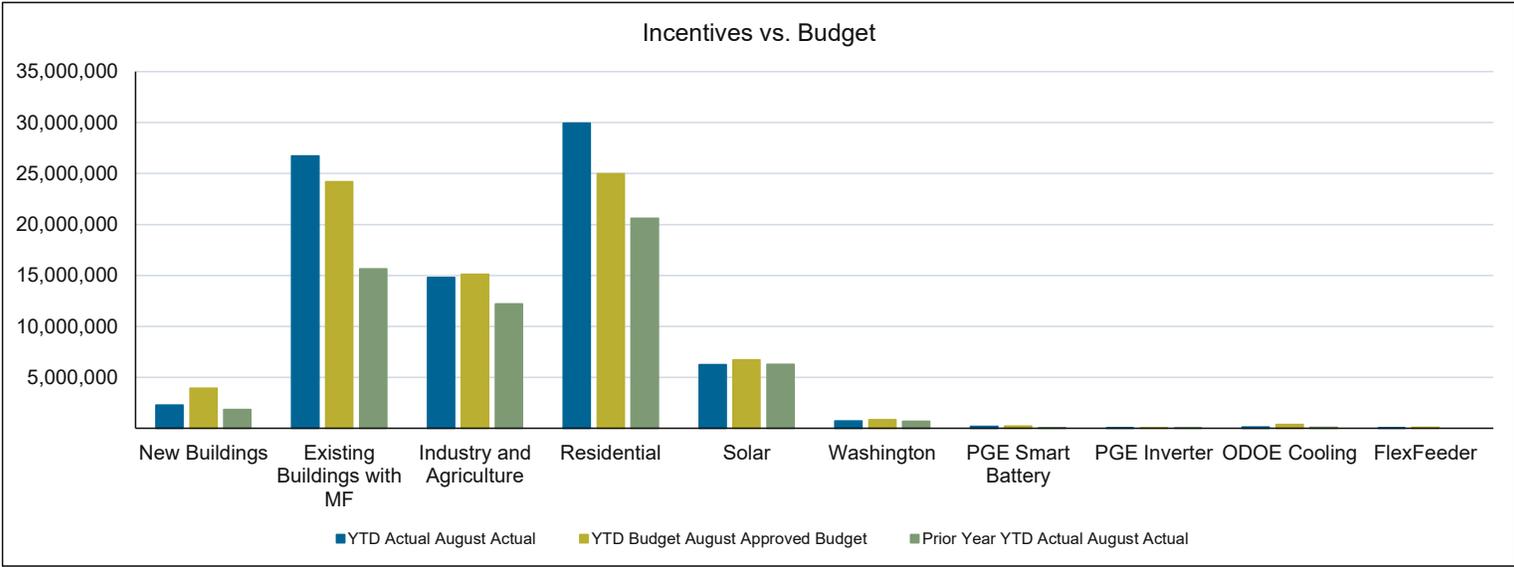


**Incentives Expense by Program
Period Ending August 2024**

Overview:

- Total incentive expenses are 6% over the YTD budget.
- Efficiency incentive expenses are 8% over the YTD budget.
- Renewables incentive expenses are 16% under the YTD budget.
- Other Contract + Grant incentive expenses are 33% under the YTD budget.

	YTD Actual	YTD Budget	\$ Variance	% Variance	Prior Year	Prior Year	\$ Variance	% of Variance
					YTD Actual	YTD Budget		
New Buildings	\$ 2,291,813	\$ 3,922,587	\$ (1,630,775)	-41.57%	\$ 1,849,156	\$ 3,894,208	\$ (2,045,052)	-52.52%
Existing Buildings with MF	\$ 26,733,602	\$ 24,207,945	\$ 2,525,657	10.43%	\$ 15,659,723	\$ 15,282,729	\$ 376,994	2.47%
Industry and Agriculture	\$ 14,815,112	\$ 15,114,952	\$ (299,841)	-1.98%	\$ 12,216,522	\$ 8,950,905	\$ 3,265,617	36.48%
Residential	\$ 29,961,885	\$ 24,977,462	\$ 4,984,423	19.96%	\$ 20,602,757	\$ 18,368,187	\$ 2,234,569	12.17%
OPUC Efficiency	\$ 73,802,411	\$ 68,222,947	\$ 5,579,464	8.18%	\$ 50,328,157	\$ 46,496,029	\$ 3,832,128	8.24%
Solar	\$ 6,235,002	\$ 6,722,986	\$ (487,985)	-7.26%	\$ 6,269,853	\$ 6,571,923	\$ (302,070)	-4.60%
Other Renewables	\$ 281,615	\$ 1,027,461	\$ (745,846)	-72.59%	\$ 480,236	\$ 545,352	\$ (65,116)	-11.94%
OPUC Renewables	\$ 6,516,616	\$ 7,750,447	\$ (1,233,831)	-15.92%	\$ 6,750,089	\$ 7,117,275	\$ (367,186)	-5.16%
Washington	\$ 710,914	\$ 837,981	\$ (127,067)	-15.16%	\$ 684,839	\$ 797,389	\$ (112,551)	-14.11%
PGE Smart Battery	\$ 186,148	\$ 207,360	\$ (21,212)	-10.23%	\$ 49,000	\$ 166,667	\$ (117,667)	-70.60%
PGE Inverter	\$ 1,750	\$ 16,667	\$ (14,917)	-89.50%	\$ 9,000	\$ 75,000	\$ (66,000)	-88.00%
ODOE Cooling	\$ 125,707	\$ 360,000	\$ (234,293)	-65.08%	\$ 93,641	\$ 578,455	\$ (484,814)	-83.81%
FlexFeeder	\$ 2,960	\$ 101,619	\$ (98,659)	-97.09%	\$ -	\$ -	\$ -	-
Total	\$ 81,346,506	\$ 75,973,394	\$ 5,373,112	7.07%	\$ 57,078,247	\$ 53,613,304	\$ 3,464,943	6.46%





Expenses by Program
Period Ending August2024

	Current Period Actual	Current Period Budget	\$ Variance	% Variance	YTD Actual	YTD Budget	\$ Variance	% Variance
New Buildings	\$ 1,098,075	\$ 1,570,662	\$ (472,587)	-30.09%	\$ 9,525,309	\$ 11,959,353	\$ (2,434,044)	-20.35%
Existing Buildings with MF	\$ 8,129,480	\$ 7,697,653	\$ 431,827	5.61%	\$ 55,206,688	\$ 57,672,628	\$ (2,465,940)	-4.28%
NEEA Commercial	\$ 436,284	\$ 417,387	\$ 18,897	4.53%	\$ 3,167,153	\$ 3,354,647	\$ (187,495)	-5.59%
Commercial Sector	\$ 9,663,839	\$ 9,685,701	\$ (21,863)	-0.23%	\$ 67,899,149	\$ 72,986,628	\$ (5,087,479)	-6.97%
Industry and Agriculture	\$ 3,757,281	\$ 4,110,634	\$ (353,353)	-8.60%	\$ 27,842,626	\$ 29,851,848	\$ (2,009,222)	-6.73%
NEEA - Industrial	\$ 237	\$ 6,752	\$ (6,515)	-96.48%	\$ 2,268	\$ 54,263	\$ (51,996)	-95.82%
Industry and Agriculture Sector	\$ 3,757,518	\$ 4,117,386	\$ (359,868)	-8.74%	\$ 27,844,894	\$ 29,906,111	\$ (2,061,218)	-6.89%
Residential	\$ 7,338,505	\$ 6,722,220	\$ 616,286	9.17%	\$ 50,710,168	\$ 48,558,716	\$ 2,151,452	4.43%
NEEA Residential	\$ 511,050	\$ 385,158	\$ 125,892	32.69%	\$ 2,743,070	\$ 3,095,633	\$ (352,563)	-11.39%
Residential Sector	\$ 7,849,556	\$ 7,107,377	\$ 742,178	10.44%	\$ 53,453,238	\$ 51,654,349	\$ 1,798,889	3.48%
OPUC Efficiency	\$ 21,270,912	\$ 20,910,465	\$ 360,448	1.72%	\$ 149,197,281	\$ 154,547,088	\$ (5,349,808)	-3.46%
Solar	\$ 2,627,104	\$ 1,819,203	\$ 807,902	44.41%	\$ 11,520,218	\$ 13,098,340	\$ (1,578,122)	-12.05%
Other Renewables	\$ 61,480	\$ 475,179	\$ (413,699)	-87.06%	\$ 304,049	\$ 1,592,095	\$ (1,288,046)	-80.90%
OPUC Renewables	\$ 2,688,585	\$ 2,294,381	\$ 394,203	17.18%	\$ 11,824,266	\$ 14,690,435	\$ (2,866,168)	-19.51%
OPUC Programs	\$ 23,959,497	\$ 23,204,846	\$ 754,651	3.25%	\$ 161,021,547	\$ 169,237,523	\$ (8,215,976)	-4.85%
Washington	\$ 287,473	\$ 283,572	\$ 3,901	1.38%	\$ 1,782,513	\$ 2,100,708	\$ (318,195)	-15.15%
LMI	\$ 406	\$ -	\$ 406		\$ 1,897	\$ -	\$ 1,897	
Community Solar	\$ 36,938	\$ 30,383	\$ 6,555	21.58%	\$ 283,701	\$ 242,983	\$ 40,718	16.76%
PGE Smart Battery	\$ 24,990	\$ 34,750	\$ (9,760)	-28.09%	\$ 218,911	\$ 279,109	\$ (60,199)	-21.57%
NWN Geo TLM Phase 3	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
NREL Program	\$ -	\$ 0	\$ (0)	-100.00%	\$ -	\$ 0	\$ (0)	-100.00%
SALMON Program	\$ 20,979	\$ 44,646	\$ (23,667)	-53.01%	\$ 221,125	\$ 357,129	\$ (136,004)	-38.08%
FEMA Program	\$ 539	\$ -	\$ 539		\$ 2,976	\$ -	\$ 2,976	
PGE Inverter	\$ 209	\$ 4,213	\$ (4,004)	-95.04%	\$ 3,372	\$ 33,762	\$ (30,390)	-90.01%
ODOE Cooling	\$ 24,435	\$ 88,138	\$ (63,703)	-72.28%	\$ 266,144	\$ 578,784	\$ (312,639)	-54.02%
FlexFeeder	\$ 2,050	\$ 26,072	\$ (24,022)	-92.14%	\$ 58,122	\$ 210,186	\$ (152,064)	-72.35%
Solar for All	\$ 6,382	\$ -	\$ 6,382		\$ 25,993	\$ -	\$ 25,993	
DOE Homes	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
DOE HEAR	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
PCEF	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
ODOE CHP - IVCandO	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
ODOE CHP - NWU	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
Other Contracts + Grants	\$ 404,402	\$ 511,773	\$ (107,371)	-20.98%	\$ 2,864,754	\$ 3,802,662	\$ (937,907)	-24.66%
Development	\$ 2,826	\$ 3,772	\$ (946)	-25.07%	\$ 37,531	\$ 30,143	\$ 7,388	24.51%
Total Company	\$ 24,366,725	\$ 23,720,391	\$ 646,334	2.72%	\$ 163,923,832	\$ 173,070,328	\$ (9,146,496)	-5.28%



Balance Sheet
Period Ending August 2024

	August 2024	July 2024	August 2023	One Month Change	One Year Change
Cash	\$ 99,924,081	\$ 104,121,104	\$ 127,112,989	\$ (4,197,023)	\$ (27,188,907)
Accounts Receivable	\$ 262,968	\$ 475,697	\$ 215,487	\$ (212,730)	\$ 47,481
Prepaid	\$ 1,398,688	\$ 1,489,862	\$ 948,031	\$ (91,174)	\$ 450,658
Advances to Vendors	\$ 903,128	\$ 1,806,257	\$ 734,399	\$ (903,128)	\$ 168,730
Current Assets	\$ 102,488,866	\$ 107,892,921	\$ 129,010,904	\$ (5,404,055)	\$ (26,522,038)
Fixed Assets	\$ 7,723,676	\$ 7,781,973	\$ 8,347,792	\$ (58,298)	\$ (624,116)
Depreciation	\$ (6,283,560)	\$ (6,258,370)	\$ (6,015,026)	\$ (25,191)	\$ (268,534)
Net Fixed Assets	\$ 1,440,115	\$ 1,523,604	\$ 2,332,766	\$ (83,488)	\$ (892,651)
Deposits	\$ 280,899	\$ 280,899	\$ 267,559	\$ -	\$ 13,340
Deferred Compensation Asset	\$ 1,287,683	\$ 1,281,584	\$ 1,238,314	\$ 6,099	\$ 49,369
Note Receivable, net of allowance	\$ 1,288,151	\$ 1,288,151	\$ 1,282,331	\$ -	\$ 5,821
Other Assets	\$ 2,856,733	\$ 2,850,634	\$ 2,788,204	\$ 6,099	\$ 68,529
Assets	\$ 106,785,714	\$ 112,267,158	\$ 134,131,874	\$ (5,481,444)	\$ (27,346,160)
Accounts Payable and Accruals	\$ 11,533,973	\$ 13,248,089	\$ 6,483,749	\$ (1,714,116)	\$ 5,050,224
Deposits Held for Others	\$ 45,000	\$ 45,000	\$ 25,000	\$ -	\$ 20,000
Salaries, Taxes, & Benefits Payable	\$ 1,417,159	\$ 1,204,367	\$ 1,462,416	\$ 212,792	\$ (45,258)
Deferred/Unearned Revenue	\$ 1,990,737	\$ 1,990,737	\$ 1,625,212	\$ -	\$ 365,525
Current Liabilities	\$ 14,986,869	\$ 16,488,193	\$ 9,596,378	\$ (1,501,324)	\$ 5,390,492
Deferred Compensation Payable	\$ 1,290,086	\$ 1,283,987	\$ 1,240,520	\$ 6,099	\$ 49,566
Deferred Rent	\$ 1,415,360	\$ 1,503,820	\$ 2,476,881	\$ (88,460)	\$ (1,061,520)
Other Long Term Liabilities	\$ 9,647	\$ 9,647	\$ 4,980	\$ -	\$ 4,667
Long Term Liabilities	\$ 2,715,093	\$ 2,797,454	\$ 3,722,381	\$ (82,361)	\$ (1,007,287)
Liabilities	\$ 17,701,963	\$ 19,285,648	\$ 13,318,759	\$ (1,583,685)	\$ 4,383,204
Net Assets	\$ 89,083,749	\$ 92,981,508	\$ 120,813,109	\$ (3,897,759)	\$ (31,729,360)

For contracts with costs through: 9/1/2024

Complete List of Contracts Grouped by Size

Contracts in effect on August 31, 2024 including those contracts executed for 2024 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	\$194,879,061	33	88%	10%
From \$400K to \$500K	\$8,670,020	19	4%	6%
Under \$400K	\$17,594,761	269	8%	84%
Total	\$221,143,841	321		

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	8/1/2025
Over \$500K	30,853,332	TRC Environmental Corporation	2024 BE PMC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	15,177,862	CLEAResult Consulting Inc	2024 Residential PMC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	11,584,800	Energy 350 Inc	2024 PE PMC	Energy Efficiency	1/1/2024	12/31/2024
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	7,984,733	CLEAResult Consulting Inc	2024 NBE PMC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	6,221,925	CLEAResult Consulting Inc	2024 Lighting PDC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	3,203,706	TRC Engineers Inc.	2024 EPS New Const PDC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	3,078,000	Grady Britton, Inc	Media Services Agreement	Communications	1/1/2023	12/31/2024
Over \$500K	3,000,000	City of Salem	Biogas Project - Willow Lake	Renewable Energy	9/4/2018	11/30/2040
Over \$500K	3,000,000	Clean Water Services	Project Funding Agreement	Renewable Energy	11/25/2014	11/25/2039
Over \$500K	2,097,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	12/31/2024
Over \$500K	2,081,000	Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Energy Efficiency	1/1/2020	12/31/2024
Over \$500K	1,950,000	Intel Corporation	EE Project Funding Agreement	Energy Efficiency	12/2/2021	12/31/2025
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	1,768,537	CLEAResult Consulting Inc	2024 Retail PDC	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	1,550,000	Oregon Institute of Technology	Geothermal Resource Funding	Renewable Energy	9/11/2012	9/11/2032
Over \$500K	1,000,000	Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Renewable Energy	10/25/2012	10/25/2027
Over \$500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over \$500K	928,040	CLEAResult Consulting Inc	2024 Residential PMC SOLAR	Renewable Energy	1/1/2024	12/31/2024
Over \$500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over \$500K	876,733	Cascade Energy, Inc.	Subscription Services Agreement	Energy Efficiency	1/21/2022	8/31/2024
Over \$500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039

For contracts with costs through: 9/1/2024

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
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	748,000	CLEAResult Consulting Inc	2024 Residential PMC Innov	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	725,000	Energy Assurance Company	Verifier Services Agreement	Renewable Energy	10/15/2022	10/14/2024
Over \$500K	660,000	Alternative Energy Systems Consulting, Inc.	Consultant PE Tech Review	Energy Efficiency	8/1/2024	7/31/2028
Over \$500K	641,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2024
Over \$500K	573,729	TRC Environmental Corporation	2024 BE PMC WA	Energy Efficiency	1/1/2024	12/31/2024
Over \$500K	536,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2024
Over \$500K	525,000	City of Hood River	Project Funding Agreement	Renewable Energy	8/1/2024	7/31/2044
From \$400K to \$500K	500,000	Craft3	Loan Agreement	Energy Efficiency	1/1/2018	12/31/2027
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	Verde	DHP Installation Program	Energy Efficiency	1/1/2022	12/31/2024
From \$400K to \$500K	497,850	Oregon Solar Energy Fund	Solar Education Fund	Renewable Energy	3/31/2024	3/31/2026
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	483,052	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2025
From \$400K to \$500K	475,000	The Cadmus Group LLC	2022 PE Impact Evaluation	Energy Efficiency	11/1/2023	10/31/2024
From \$400K to \$500K	465,000	Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Energy Efficiency	7/1/2021	7/31/2024
From \$400K to \$500K	460,000	Dell Marketing LP.	Blanket Purchase Order	Administration	1/1/2023	12/31/2024
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	450,000	City of Beaverton	Project Funding Agreement	Renewable Energy	12/6/2022	12/6/2042
From \$400K to \$500K	447,000	Opinion Dynamics Corporation	2023 EB Impact Evaluation	Energy Efficiency	4/12/2024	4/30/2025
From \$400K to \$500K	428,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2024
From \$400K to \$500K	411,718	CLEAResult Consulting Inc	2024 Residential PMC Custsvc	Energy Efficiency	1/1/2024	12/31/2024
From \$400K to \$500K	411,500	Lake County Resources Initiative	Outreach Services	Communications	1/1/2024	12/31/2024
From \$400K to \$500K	400,000	Illume Advising, LLC	Small Restaurant Study	Energy Efficiency	4/10/2024	4/30/2025
From \$400K to \$500K	400,000	Three Sisters Irrigation District	TSID Funding Agreement	Renewable Energy	1/1/2018	12/31/2038
Under \$400K	388,360	Prophix. Inc	Cloud Services Agreement	Administration	9/1/2022	6/30/2025
Under \$400K	380,000	The Cadmus Group LLC	2023 PE Impact Evaluation	Energy Efficiency	8/23/2024	10/31/2025
Under \$400K	380,000	Tetra Tech Inc	NB Impact Eval 2021-22	Energy Efficiency	3/1/2023	12/31/2024
Under \$400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034

For contracts with costs through: 9/1/2024

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	350,000	City of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under \$400K	350,000	ThinkShout, Inc.	Web Services & Dev Agreement	Communications	1/1/2024	12/31/2024
Under \$400K	327,600	Solar Oregon	Solar Outreach & Education	Renewable Energy	7/1/2024	6/30/2026
Under \$400K	326,250	Ekotrop, Inc.	ModelingSoftware for NC	Energy Efficiency	1/21/2020	12/31/2024
Under \$400K	322,647	Clean Power Research, LLC	CPR License Service Agreement	Renewable Energy	7/1/2023	6/30/2025
Under \$400K	315,000	CLEAResult Consulting Inc	HE Assessment Tool	Energy Efficiency	12/16/2021	12/31/2024
Under \$400K	306,846	CLEAResult Consulting Inc	2024 Residential PMC WA	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
Under \$400K	286,240	Paladin Risk Management, Ltd	Cert Tracking & License Svc	Administration	9/1/2015	10/1/2024
Under \$400K	285,000	Insight Direct USA	Blanket PO	Administration	8/1/2023	12/31/2024
Under \$400K	280,000	1961 Consulting, LLC	Strategic Planning Services	Communications	8/15/2023	3/31/2025
Under \$400K	270,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2024
Under \$400K	250,000	The Cadmus Group LLC	2023 NB Impact Evaluation	Energy Efficiency	9/3/2024	9/30/2025
Under \$400K	249,394	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/31/2025
Under \$400K	243,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2024
Under \$400K	230,000	TRC Environmental Corporation	PDC - Landlord Cooling	Energy Efficiency	4/1/2022	9/30/2024
Under \$400K	224,050	Wallowa Resources Community Solutions Inc	Outreach Services	Joint Programs	3/1/2024	2/28/2025
Under \$400K	221,492	Latino Built Association for Contractors	Training & Support Services	Communications	1/1/2023	12/31/2024
Under \$400K	216,159	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	12/31/2024
Under \$400K	216,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2024
Under \$400K	210,800	ADM Associates, Inc.	2024_25 Fast Feedback Survey	Energy Efficiency	1/8/2024	7/31/2026
Under \$400K	203,700	Borders, Perrin &Norrande, Inc. dba BPN	RES Marketing Photography	Communications	7/31/2024	3/1/2025
Under \$400K	200,000	Farmers Conservation Alliance	Irrigation Modernization Serv	Renewable Energy	4/1/2024	3/31/2025
Under \$400K	200,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033
Under \$400K	188,766	Borders, Perrin &Norrande, Inc. dba BPN	RES Photo Update Services	Communications	9/1/2023	12/31/2024
Under \$400K	185,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2024
Under \$400K	185,000	DNV Energy Services USA Inc	HER Impact Evaluation	Energy Efficiency	7/11/2023	12/31/2024
Under \$400K	185,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2024
Under \$400K	184,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	167,000	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	8/1/2024	7/30/2025
Under \$400K	164,760	Encore Business Solutions (USA)	GP Annual Enhancement	Administration	9/14/2011	8/31/2025
Under \$400K	159,200	Clean Power Research, LLC	WattPlan Software	Renewable Energy	11/17/2017	6/30/2025
Under \$400K	155,000	Umpqua Community Development Corp.	EE Initiatives Rural Counties	Energy Efficiency	1/1/2024	12/31/2024

For contracts with costs through: 9/1/2024

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	150,000	ADM Associates, Inc.	EB Process Evaluation	Energy Efficiency	4/15/2024	2/28/2025
Under \$400K	150,000	Apex Analytics LLC	No Cost Pilots	Energy Efficiency	4/1/2024	12/31/2026
Under \$400K	145,000	EUVALCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2024
Under \$400K	145,000	Geograde Constructors LLC	Contractor Development Pathway	Energy Efficiency	2/3/2023	12/31/2024
Under \$400K	144,202	Illinois Valley Community Development Organization	Strategic Partnership Services	Energy Efficiency	6/1/2023	12/31/2024
Under \$400K	143,688	Allstream	Internet Services	Administration	9/22/2017	1/1/2025
Under \$400K	143,000	City of Astoria	Bear Creek Funding Agreement	Renewable Energy	3/24/2014	3/24/2034
Under \$400K	135,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2024
Under \$400K	132,037	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2025
Under \$400K	127,124	EnerCity Collaborative	Workforce Dev Services	Energy Efficiency	3/1/2024	12/31/2024
Under \$400K	120,000	Self Enhancement Inc.	Community Support Services	Energy Efficiency	3/15/2024	12/31/2024
Under \$400K	115,287	TRC Engineers Inc.	2024 EPS New Const PDC Solar	Renewable Energy	1/1/2024	12/31/2024
Under \$400K	115,000	Verdant Associates LLC	TStat Evaluation Study	Energy Efficiency	12/1/2023	3/31/2025
Under \$400K	112,630	1961 Consulting, LLC	Management Review	Administration	5/24/2024	12/31/2024
Under \$400K	109,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2024
Under \$400K	108,938	E Source Companies LLC	Membership Services Agreement	Energy Efficiency	1/1/2024	12/31/2025
Under \$400K	103,000	Verdant Associates LLC	MF Weatherization Impact Eval	Energy Efficiency	10/12/2023	8/31/2024
Under \$400K	100,000	APANO Communities United	Engagement Outreach Services	Energy Efficiency	9/22/2023	12/31/2024
Under \$400K	100,000	ADM Associates, Inc.	LED Grow Lights MarketResearch	Energy Efficiency	2/2/2024	10/30/2024
Under \$400K	100,000	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2025
Under \$400K	95,000	Borders, Perrin &Norrande, Inc. dba BPN	Creative & Media Services	Energy Efficiency	9/1/2023	12/31/2024
Under \$400K	95,000	Home Performance Contractors Guild of Oregon	HPG Grant Agreement	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	91,900	Earth Advantage, Inc.	Contractor Training Services	Energy Efficiency	9/1/2023	5/1/2025
Under \$400K	91,273	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2025
Under \$400K	88,500	Inner Work, Outer Play LLC	Board DEI Support Services	Administration	11/1/2023	12/31/2024
Under \$400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under \$400K	82,870	TRC Engineers Inc.	2024 EPS New Const PDC WA	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under \$400K	80,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	78,702	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2024
Under \$400K	76,000	Alliance Compensation LLC	*PA Umbrella Agreement	Administration	2/1/2023	1/31/2025
Under \$400K	75,000	1961 Consulting, LLC	CANI RES Strategic Services	Joint Programs	1/1/2024	12/31/2024
Under \$400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036

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Under \$400K	74,000	Motus Recruiting & Staffing Inc	Executive Recruiting	Administration	8/1/2024	1/31/2025
Under \$400K	73,213	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	4/30/2025
Under \$400K	68,000	Abode Energy LLC	HES Services	Communications	2/1/2024	12/31/2024
Under \$400K	66,637	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	2/15/2025
Under \$400K	65,000	GreenNW	HVAC Education & Training	Communications	1/1/2024	12/31/2024
Under \$400K	64,842	dThree Productions Inc.	Videography Services Agreement	Administration	1/1/2024	12/31/2024
Under \$400K	64,265	LinkedIn Corporation	LinkedIn Recruiting License	Administration	12/15/2022	2/15/2025
Under \$400K	63,564	Pod4print	2023 PGE Printing Bill Inserts	Communications	1/1/2023	12/31/2024
Under \$400K	61,000	Pacific Crest Affordable Housing	NZF Grant Agreements	Joint Programs	9/22/2023	11/30/2024
Under \$400K	61,000	Lever Architecture	NZF Grant Agreements	Joint Programs	9/20/2023	3/31/2025
Under \$400K	60,000	Indika Sugathadasa dba PDX Hive	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under \$400K	60,000	IZO Public Relations	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under \$400K	60,000	Holst Architecture Inc	Net Zero Fellowship Grant	Energy Efficiency	8/15/2024	4/30/2026
Under \$400K	60,000	Polk Community Development Corporation	RES Outreach Housing Services	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	60,000	Beira Consulting LLC	SMB Research Eval	Energy Efficiency	2/1/2023	4/30/2025
Under \$400K	60,000	Burch Energy Services Inc	TA Contractor Dev Pathway	Communications	10/2/2023	12/31/2024
Under \$400K	60,000	Twirl Advertising & Design	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under \$400K	57,732	Excidian LLC	AMC Custom Calculator Model	Renewable Energy	11/15/2023	12/31/2024
Under \$400K	55,000	DNV Energy Services USA Inc	Lighting PLUS Market Agreement	Energy Efficiency	1/18/2024	12/31/2024
Under \$400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2024
Under \$400K	55,000	INCA Energy Efficiency, LLC	MOD 3 Evaluation	Energy Efficiency	10/1/2022	3/31/2025
Under \$400K	52,000	RR Donnelley	2023 NWN Printing Bill Inserts	Communications	1/1/2023	12/31/2024
Under \$400K	50,000	SBW Consulting, Inc.	2024 Measure Dev Support	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	50,000	Anchor Blue LLC	Planning Consulting Services	Energy Efficiency	1/1/2023	12/31/2024
Under \$400K	50,000	University of Oregon	U of O REDA Grant	Renewable Energy	12/1/2023	3/31/2025
Under \$400K	49,350	Moss Adams LLP	Financial Statement Audit	Administration	1/1/2024	12/31/2024
Under \$400K	48,000	Site Capture LLC	Subscription Agreement	Renewable Energy	6/1/2023	5/31/2025
Under \$400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2024
Under \$400K	46,250	Theodore Blaine Light III	Planning Consulting Services	Energy Efficiency	1/1/2023	12/31/2024
Under \$400K	45,000	Community Alliance of Tenants	MF Renter Energy Workshops	Energy Efficiency	5/15/2024	4/30/2025
Under \$400K	42,400	Headspace Inc.	Employee Assistance Program Ap	Administration	2/1/2024	10/31/2024
Under \$400K	41,640	GuildQuality Inc.	License Agreement	Renewable Energy	6/1/2023	12/31/2024
Under \$400K	41,320	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2024
Under \$400K	40,425	Northwest Energy Efficiency Council	BOC & TLL Sponsorship	Energy Efficiency	1/1/2024	12/31/2024

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Under \$400K	40,000	American Council for and Energy Efficient Economy	2024 Studies Sponsorships	Energy Efficiency	1/1/2024	3/31/2025
Under \$400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2024
Under \$400K	39,480	Diligent Corporation	Board Management Software	Administration	6/23/2023	6/1/2025
Under \$400K	38,608	Consortium for Energy Efficiency	2024 Membership Dues	Energy Efficiency	2/1/2024	12/31/2024
Under \$400K	38,189	Degree Inc dba Lattice	Perf Mgmt Software Licenses	Administration	9/2/2024	9/1/2026
Under \$400K	37,000	G&I VII Lincoln Building LP	Parking Agreement	Administration	5/1/2023	4/30/2025
Under \$400K	36,000	RR Donnelley	2024 PAC Printing Bill Inserts	Communications	1/1/2023	12/31/2024
Under \$400K	35,200	Workable Technology Limited	Applicant Tracting System	Administration	9/13/2024	9/30/2026
Under \$400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	12/31/2024
Under \$400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2024
Under \$400K	32,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2024
Under \$400K	30,229	Smartsheets Inc.	Subscription ServicesAgreement	Administration	1/1/2023	12/31/2024
Under \$400K	30,000	Structured Communications Systems, Inc.	Mircosoft Teams Voice POC	Administration	10/6/2023	12/31/2024
Under \$400K	30,000	California Oregon Broadcasting Inc	Sucess Stories Agreement	Communications	4/1/2024	3/31/2025
Under \$400K	28,000	Mindful Healing	Energy WS for Renters	Energy Efficiency	5/15/2024	4/30/2025
Under \$400K	27,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under \$400K	26,220	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2024
Under \$400K	26,000	Environmental Leadership Program	2023-25 RAY Fellow Agreement	Administration	1/1/2023	7/15/2025
Under \$400K	25,580	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2024
Under \$400K	25,300	Rene Leger Coaching & Consulting LLC	Professional Coaching Services	Administration	4/1/2024	5/31/2025
Under \$400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2024
Under \$400K	25,000	Oregon Translation LLC dba Verbio	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Oregon Certified Interpreters Network Inc	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Starla Green	Tribal Engagement Services	Administration	8/1/2022	3/31/2025
Under \$400K	25,000	Seong Yun Kim	Translation Services Agreement	Communications	10/9/2023	12/31/2024
Under \$400K	25,000	Saedgraphic, LLC	Translation Services Agreement	Communications	6/1/2023	12/31/2024
Under \$400K	25,000	SBW Consulting, Inc.	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Monica Paradise	Tribal Engagement Agreement	Communications	3/7/2023	3/31/2025
Under \$400K	25,000	Magneto Advertising, LLC	Creative Media Services	Communications	8/15/2024	12/31/2024
Under \$400K	25,000	Leona Enright	Tribal Engagement Services	Communications	8/1/2022	7/30/2024
Under \$400K	25,000	Lisa Greenfield LLC	Engagement Letter	Administration	12/16/2022	12/31/2024
Under \$400K	25,000	Northwest Interpreters, Inc dba NWI Global	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Helen Eby dba Gaucha Translation	Translation Services Pool	Communications	1/1/2024	12/31/2024
Under \$400K	25,000	Eric (EJ) Jordon	Tribal Engagment Services	Administration	6/1/2023	3/31/2025

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	25,000	English 2 Spanish LLC	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	Electronic Management Corp	Blanket PO	Communications	1/1/2024	12/31/2024
Under \$400K	25,000	Encolor LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Encolor LLC	Strategic Consulting Services	Joint Programs	11/30/2023	11/30/2024
Under \$400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	12/31/2024
Under \$400K	25,000	American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Renewable Energy	12/29/2022	12/31/2024
Under \$400K	25,000	Barbier International Inc	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	25,000	AlamaLuna LLC	Translation Services Agreement	Communications	1/1/2024	12/31/2024
Under \$400K	25,000	TRANSLAT INC	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under \$400K	24,999	University of Oregon	UO SRML Sponsorship	Renewable Energy	3/9/2024	3/8/2025
Under \$400K	24,500	Empress Rules LLC	Coaching Equity Training SBDI	Joint Programs	1/2/2024	8/31/2024
Under \$400K	24,500	Oregon Solar Energy Industries Association	OSSC Sponsorship	Renewable Energy	6/1/2024	12/31/2024
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	1/31/2025
Under \$400K	22,250	Jodi Tanner Tell LLC	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under \$400K	22,000	Rainy Day Printing LLC dba Smart Payables	Check Printing Services	Administration	2/28/2024	2/27/2025
Under \$400K	22,000	Solar Oregon	2024 Sponsorship	Renewable Energy	5/7/2024	12/31/2024
Under \$400K	22,000	Sustainable Northwest	Community Outreach Services	Communications	1/1/2023	12/31/2024
Under \$400K	22,000	Sustainable Northwest	Outreach Services	Communications	6/6/2024	12/31/2024
Under \$400K	22,000	1961 Consulting, LLC	ET Strategic Support Services	Administration	10/2/2023	12/31/2025
Under \$400K	21,643	CTX Businss Solutions Inc	Small Printer Maintenance	Administration	4/1/2012	3/30/2025
Under \$400K	20,000	A Inman Consulting LLC	MF EE Workshops	Energy Efficiency	6/13/2024	4/30/2025
Under \$400K	20,000	Asana Inc.	User License Agreement	Administration	3/1/2024	12/31/2024
Under \$400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	20,000	Portillo Consulting International	MF Renter Workshop	Energy Efficiency	6/1/2024	4/30/2025
Under \$400K	20,000	Moss Adams LLP	EFS Consulting Services	Administration	2/1/2024	12/31/2024
Under \$400K	20,000	LifeLabs Learning LLC	Virtual Manager Training	Administration	1/23/2024	2/28/2025
Under \$400K	20,000	Tri-Met	2024_25 Annual Pass Agreement	Administration	9/1/2024	8/31/2025
Under \$400K	19,417	Structured Communications Systems, Inc.	Software & Network Purchase	Administration	6/13/2023	7/30/2025
Under \$400K	19,000	Sarah Noll Wilson, Inc	Professional Services Contract	Administration	12/1/2023	12/1/2025
Under \$400K	18,993	Enna CIC	Neurodiversity Training	Administration	10/3/2023	11/1/2025

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	18,820	Freshworks Inc.	IT License Subscription	Administration	7/1/2023	4/15/2025
Under \$400K	18,229	Eagle View Technologies Inc.	API SolarSite Assesment tool	Renewable Energy	7/1/2024	12/31/2024
Under \$400K	18,000	Barg Singer Hoesly PC	Leasing Letter Agreement	Administration	6/18/2024	12/31/2025
Under \$400K	18,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2024
Under \$400K	17,850	Moss Adams LLP	Retirement Plan Audit	Administration	1/1/2024	12/31/2024
Under \$400K	17,500	Resonate, Inc	Strategic Project Services	Administration	10/1/2023	12/31/2024
Under \$400K	17,000	PrintSync	Blanket PO Printing	Communications	10/27/2022	12/31/2024
Under \$400K	16,000	The Benson Hotel	Hotel Rate Agreement	Communications	1/1/2024	12/31/2024
Under \$400K	15,744	Tri-Met	2023-24 Rate Agreement	Administration	9/1/2023	8/31/2024
Under \$400K	15,000	Oregon Solar Energy Fund	OSEEF Sponsorship	Renewable Energy	6/1/2024	12/31/2024
Under \$400K	15,000	eTargetMedia.com, LLC	Target Emailing Service	Communications	11/1/2023	12/31/2024
Under \$400K	14,980	Adelante Mujeres	Solarize Outreach Services	Renewable Energy	3/1/2024	9/30/2024
Under \$400K	14,913	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	12/31/2025
Under \$400K	14,000	Oregon Tradeswomen, Inc.	2024_25 Membership	Communications	5/1/2024	5/1/2025
Under \$400K	14,000	Sheraton Portland Airport Hotel	TA Forum Portland 2024	Communications	6/10/2024	11/30/2024
Under \$400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2024
Under \$400K	13,220	Emburse Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2025
Under \$400K	12,650	Rene Leger Coaching & Consulting LLC	Coaching Services	Administration	2/1/2024	12/31/2024
Under \$400K	12,346	Structured Communications Systems, Inc.	VEEAM License Agreement	Administration	1/8/2024	12/1/2024
Under \$400K	11,640	American Council for and Energy Efficient Economy	2024 Summer Study Conference	Administration	7/15/2024	8/30/2024
Under \$400K	11,200	Bright Sky LLC	Writers Pool Services	Communications	3/1/2024	2/28/2026
Under \$400K	10,776	SmartyStreets LLC	EmailVerification Cloud License	Administration	7/1/2023	5/31/2025
Under \$400K	10,500	Northwest Earth Institute	EcoChallenge ServicesAgreement	Energy Efficiency	3/1/2024	12/31/2024
Under \$400K	10,486	Survey Monkey	User License Agreement	Administration	1/19/2024	1/18/2026
Under \$400K	10,000	Susan Badger-Jones	DAC Stipend Agreement	Administration	4/15/2020	12/31/2026
Under \$400K	10,000	Oregon Native American Chamber	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	10,000	PBDG Foundation	2024 Membership/Partnership	Communications	8/1/2024	7/31/2025
Under \$400K	10,000	Right-Sized Content	Writers Pool Services	Communications	3/15/2024	2/28/2026
Under \$400K	10,000	Riverhouse on the Deschutes	TA Forum Event Agreement	Communications	6/1/2024	11/30/2024
Under \$400K	10,000	Rebecca Descombes	DAC Stipend Agreement	Administration	3/1/2021	12/31/2026
Under \$400K	10,000	Moss Adams LLP	Chart of Accounts Services	Administration	2/1/2024	12/31/2024
Under \$400K	10,000	Nathan Webster & Associates, LLC	Lets Connect Sponsorship	Communications	5/31/2024	11/30/2024
Under \$400K	10,000	Metropolitan Family Services	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	10,000	Indika Sugathadasa dba PDX Hive	DAC Stipend Agreement	Administration	2/18/2020	12/31/2026

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Under \$400K	10,000	Central Oregon Environmental Center	Outreach Services RES EE	Energy Efficiency	2/22/2024	12/31/2024
Under \$400K	10,000	eTargetMedia.com, LLC	E-targeted Media Services	Communications	3/1/2024	12/31/2024
Under \$400K	10,000	Ethiopian & Eritrean Community Resoure Center	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	10,000	Dolores Martinez	DAC Stipend Agreement	Administration	2/18/2020	12/31/2026
Under \$400K	10,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	6/17/2027
Under \$400K	10,000	Willamette Valley Hispanic Chamber of Commerce	2024 Expo Negocio Sponsorship	Communications	2/26/2024	11/30/2024
Under \$400K	9,600	Amy Marie Seward	Grant Writers Pool	Energy Efficiency	6/1/2023	12/31/2024
Under \$400K	9,250	Portland State University	Prof Cert Tribal Relations	Communications	9/12/2023	9/30/2024
Under \$400K	9,185	Jose Garcia	Advisory Committee PSP	Energy Efficiency	1/1/2024	12/31/2024
Under \$400K	9,000	HVAC Inc	Service Agreement	Administration	7/1/2022	8/30/2024
Under \$400K	8,450	Culture Amp Inc	Employee Survey Services	Administration	7/1/2024	7/1/2025
Under \$400K	8,320	Seeds for the Sol	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	8,000	Soderstrom Architects LTD	NZELI Grant Agreement	Energy Efficiency	8/15/2024	4/30/2025
Under \$400K	8,000	Sustainable Northwest	2024 Sponsorship	Communications	6/1/2024	12/31/2024
Under \$400K	8,000	Rowell Brokaw Architects, Inc.	NZELI Grant Agreement	Energy Efficiency	8/7/2024	4/30/2025
Under \$400K	8,000	PAE Consulting Engineers Inc	NZELI Grant	Energy Efficiency	8/8/2024	4/30/2025
Under \$400K	8,000	Hood River Hotel Partners LLC	July Board Meeting Event Space	Administration	1/1/2024	8/30/2024
Under \$400K	8,000	Health Equity Inc.	FSA/HSA Administration Service	Administration	1/1/2024	12/31/2024
Under \$400K	8,000	Harka Architecture LLC	NZELI Grant Agreement	Energy Efficiency	8/6/2024	4/30/2025
Under \$400K	8,000	Glumac Inc	NZELI Grant	Energy Efficiency	8/6/2024	4/30/2025
Under \$400K	8,000	Integrus Architecture, P.S.	NZELI Grant Agreement	Energy Efficiency	8/16/2024	4/30/2025
Under \$400K	8,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2024
Under \$400K	8,000	LSW Architects P.C	NZELI Grant Agreement	Energy Efficiency	8/6/2024	4/30/2025
Under \$400K	8,000	MacDonald Miller	2025 NZELI Grant	Energy Efficiency	8/21/2024	4/30/2025
Under \$400K	7,700	Angelina Martinez	Advisory Committee PSP	Energy Efficiency	8/31/2023	12/31/2024
Under \$400K	7,565	Julio Valera	Advisory Committee PSP	Energy Efficiency	9/1/2023	12/31/2024
Under \$400K	7,295	Gustavo Gordillo	Advisory Committee PSP	Energy Efficiency	7/23/2023	12/31/2024
Under \$400K	7,000	First Interstate Bank	Line of Credit Agreement	Administration	8/9/2023	8/8/2024
Under \$400K	7,000	Lara Media Services, LLC	EL Grito Sponsorship	Communications	7/1/2024	10/30/2024
Under \$400K	6,450	The Option Agency	Photoshoot Talent Services	Communications	12/15/2021	12/15/2024
Under \$400K	6,350	Janel Rupp	Advisory Committee PSP	Energy Efficiency	8/21/2023	12/31/2024
Under \$400K	6,064	Moss Adams LLP	2023 Tax Preparation	Administration	4/1/2024	12/31/2024
Under \$400K	6,000	Momentum Procurement Group, Inc	Blanket PO Office Supply	Administration	9/10/2020	12/31/2024
Under \$400K	6,000	PhotoShelter Inc	Cloud Photobank Services	Communications	3/25/2024	3/24/2025
Under \$400K	6,000	StarWind Software, Inc	Server Storage Purchase	Administration	5/12/2024	12/31/2024

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Under \$400K	6,000	American Institute of Architects, Southwestern Oregon Chapter	2024 AIA Sponsorship	Communications	3/1/2024	12/31/2024
Under \$400K	5,940	Storage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2025
Under \$400K	5,305	Willamette Week	Media Buy for Community Solar	Communications	6/5/2024	10/15/2024
Under \$400K	5,260	Bonneville Environmental Foundation	REC WRC Purchase	Renewable Energy	7/23/2024	8/31/2025
Under \$400K	5,225	Centro Cultural of Washington County	Solarize Campaign	Renewable Energy	3/1/2024	5/31/2024
Under \$400K	5,000	Catalyst Partnerships	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	5,000	APANO Communities United	Jade Night Market Sponsorship	Communications	7/1/2024	9/15/2024
Under \$400K	5,000	Community Service Network	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	5,000	Common Connections	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	5,000	Oswaldo Beral Lopez	DAC Stipend Agreement	Administration	9/17/2019	12/31/2026
Under \$400K	5,000	Rhea StandingRock	DAC Stipend Agreement	Administration	6/30/2022	5/19/2026
Under \$400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2024
Under \$400K	5,000	Martin Campos-Davis	DAC Stipend Agreement	Administration	1/1/2024	12/31/2026
Under \$400K	5,000	Moss Adams LLP	Consulting Services	Administration	1/1/2024	12/31/2024
Under \$400K	5,000	Leesha Posey	Advisory Committee PSP	Energy Efficiency	9/3/2023	12/31/2024
Under \$400K	5,000	Illinois Valley 2010 Community Response Team	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	4,800	SixFifty Technologies LLC	HR Compliance AI Tool	Administration	5/1/2024	12/31/2024
Under \$400K	4,750	Susan Lucer Consulting Services	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under \$400K	4,230	National Small Business Utility Council	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	4,000	Central Oregon Environmental Center	Working Together Grant	Communications	10/20/2023	10/1/2024
Under \$400K	3,600	Jason Quigley Photography LLC	Professional Services Contract	Communications	1/1/2024	12/31/2025
Under \$400K	3,515	Cara Griffin	Professional Services Writers	Communications	3/1/2024	2/28/2026
Under \$400K	3,000	Structured Communications Systems, Inc.	DMARC Implementation	Administration	1/1/2024	12/31/2024
Under \$400K	2,200	Jim Craven Photography	Photography Services *\$25,000	Energy Efficiency	5/1/2023	4/30/2025
Under \$400K	2,000	NeighborWorks Umpqua	Working Together Grant	Communications	10/24/2023	10/1/2024
Under \$400K	1,819	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2025
Under \$400K	1,000	Ecotrust	ETO Finance Team Retreat	Administration	9/6/2024	12/4/2024
Under \$400K	950	Susan T Rosene	Writers Pool Services	Communications	3/1/2024	2/28/2026
TOTAL	221,143,841.39					

For contracts with costs through: 9/1/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			16,131,322	13,476,535	2,654,788		
Communications							
Communications Total:			8,749,275	6,078,508	2,670,767		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	37,708,859	5,157,507	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	8/1/2025
TRC Environmental Corporation	2024 BE PMC	Windsor	30,853,332	17,081,392	13,771,940	1/1/2024	12/31/2024
CLEARresult Consulting Inc	2024 Residential PMC	Austin	15,177,862	8,433,865	6,743,997	1/1/2024	12/31/2024
Energy 350 Inc	2024 PE PMC		11,584,800	6,712,940	4,871,860	1/1/2024	12/31/2024
CLEARresult Consulting Inc	2024 NBE PMC	Austin	7,984,733	5,027,545	2,957,188	1/1/2024	12/31/2024
CLEARresult Consulting Inc	2024 Lighting PDC	Austin	6,221,925	3,908,955	2,312,970	1/1/2024	12/31/2024
TRC Engineers Inc.	2024 EPS New Const PDC	Irvine	3,203,706	2,092,229	1,111,477	1/1/2024	12/31/2024
Northwest Power & Conservation Council	Regional Technical Forum Agmt	Portland	2,081,000	2,021,929	59,071	1/1/2020	12/31/2024
Intel Corporation	EE Project Funding Agreement	Hillsboro	1,950,000	1,300,000	650,000	12/2/2021	12/31/2025
CLEARresult Consulting Inc	2024 Retail PDC	Austin	1,768,537	1,325,434	443,103	1/1/2024	12/31/2024
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	876,733	862,629	14,104	1/21/2022	8/31/2024
CLEARresult Consulting Inc	2024 Residential PMC Innov	Austin	748,000	349,794	398,206	1/1/2024	12/31/2024
Alternative Energy Systems Consulting, Inc.	Consultant PE Tech Review	Carlsbad	660,000	22,074	637,926	8/1/2024	7/31/2028
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	641,500	585,071	56,430	1/1/2020	12/31/2024
TRC Environmental Corporation	2024 BE PMC WA	Windsor	573,729	337,271	236,458	1/1/2024	12/31/2024
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	536,000	437,900	98,100	1/25/2022	12/31/2024
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Craft3	Loan Funding for EE Projects	Portland	500,000	500,000	0	1/1/2021	9/30/2025
Verde	DHP Installation Program	Portland	500,000	388,605	111,395	1/1/2022	12/31/2024
LD Consulting LLC	BL Consulting Services		483,052	381,062	101,990	4/27/2022	1/31/2025
The Cadmus Group LLC	2022 PE Impact Evaluation	Portland	475,000	472,575	2,425	11/1/2023	10/31/2024
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	465,000	457,282	7,718	7/1/2021	7/31/2024
Opinion Dynamics Corporation	2023 EB Impact Evaluation	Waltham	447,000	48,004	398,997	4/12/2024	4/30/2025
CLEARresult Consulting Inc	2024 Residential PMC Custsvc	Austin	411,718	234,845	176,873	1/1/2024	12/31/2024
Illume Advising, LLC	Small Restaurant Study	Verona	400,000	66,634	333,366	4/10/2024	4/30/2025
The Cadmus Group LLC	2023 PE Impact Evaluation	Portland	380,000	0	380,000	8/23/2024	10/31/2025
Tetra Tech Inc	NB Impact Eval 2021-22	Portland	380,000	380,000	0	3/1/2023	12/31/2024
Ekotrop, Inc.	ModelingSoftware for NC	Boston	326,250	305,472	20,779	1/21/2020	12/31/2024
CLEARresult Consulting Inc	HE Assessment Tool	Austin	315,000	167,172	147,828	12/16/2021	12/31/2024
CLEARresult Consulting Inc	2024 Residential PMC WA	Austin	306,846	183,422	123,424	1/1/2024	12/31/2024
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
The Cadmus Group LLC	2023 NB Impact Evaluation	Portland	250,000	0	250,000	9/3/2024	9/30/2025
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	243,000	137,682	105,318	1/1/2022	12/31/2024
TRC Environmental Corporation	PDC - Landlord Cooling	Windsor	230,000	155,510	74,490	4/1/2022	9/30/2024
ADM Associates, Inc.	2024_25 Fast Feedback Survey	Seattle	210,800	34,678	176,122	1/8/2024	7/31/2026

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Craft3	Manufactured Home Pilot Loan	Portland	200,000	0	200,000	9/20/2018	9/20/2033
DNV Energy Services USA Inc	HER Impact Evaluation	Oakland	185,000	182,311	2,689	7/11/2023	12/31/2024
Seeds for the Sol	CPF RES Partner Services		185,000	123,118	61,882	2/1/2022	12/31/2024
Umpqua Community Development Corp.	EE Initiatives Rural Counties	Roseburg	155,000	64,200	90,800	1/1/2024	12/31/2024
ADM Associates, Inc.	EB Process Evaluation	Seattle	150,000	34,185	115,815	4/15/2024	2/28/2025
Apex Analytics LLC	No Cost Pilots	Boulder	150,000	45,065	104,935	4/1/2024	12/31/2026
EUVALCREE	Energy Assessment Services		145,000	81,850	63,150	2/1/2022	12/31/2024
Geograde Constructors LLC	Contractor Development Pathway		145,000	67,750	77,250	2/3/2023	12/31/2024
Illinois Valley Community Development Organization	Strategic Partnership Services		144,202	132,962	11,240	6/1/2023	12/31/2024
EnerCity Collaborative	Workforce Dev Services		127,124	31,430	95,694	3/1/2024	12/31/2024
Self Enhancement Inc.	Community Support Services		120,000	5,000	115,000	3/15/2024	12/31/2024
Verdant Associates LLC	TStat Evaluation Study		115,000	48,905	66,095	12/1/2023	3/31/2025
E Source Companies LLC	Membership Services Agreement	Boulder	108,938	52,627	56,311	1/1/2024	12/31/2025
Verdant Associates LLC	MF Weatherization Impact Eval		103,000	102,955	45	10/12/2023	8/31/2024
APANO Communities United	Engagement Outreach Services		100,000	11,610	88,390	9/22/2023	12/31/2024
ADM Associates, Inc.	LED Grow Lights MarketResearch	Seattle	100,000	77,478	22,522	2/2/2024	10/30/2024
Borders, Perrin &Norrander, Inc. dba BPN	Creative & Media Services		95,000	92,376	2,624	9/1/2023	12/31/2024
Home Performance Contractors Guild of Oregon	HPG Grant Agreement	Portland	95,000	95,000	0	1/1/2024	12/31/2024
Earth Advantage, Inc.	Contractor Training Services	Portland	91,900	37,250	54,650	9/1/2023	5/1/2025
RStudio PBC	Software License Agreement		91,273	88,435	2,838	6/5/2022	4/1/2025
TRC Engineers Inc.	2024 EPS New Const PDC WA	Irvine	82,870	53,417	29,453	1/1/2024	12/31/2024
Holst Architecture Inc	Net Zero Fellowship Grant	Portland	60,000	0	60,000	8/15/2024	4/30/2026
Polk Community Development Corporation	RES Outreach Housing Services		60,000	15,400	44,600	1/1/2024	12/31/2024
Beira Consulting LLC	SMB Research Eval		60,000	52,600	7,400	2/1/2023	4/30/2025
DNV Energy Services USA Inc	Lighting PLUS Market Agreement	Oakland	55,000	10,000	45,000	1/18/2024	12/31/2024
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	51,338	3,662	1/1/2018	12/31/2024
INCA Energy Efficiency, LLC	MOD 3 Evaluation	Grinnell	55,000	13,888	41,112	10/1/2022	3/31/2025
SBW Consulting, Inc.	2024 Measure Dev Support	Bellevue	50,000	46,190	3,810	1/1/2024	12/31/2024
Anchor Blue LLC	Planning Consulting Services	Vancouver	50,000	45,075	4,925	1/1/2023	12/31/2024
Theodore Blaine Light III	Planning Consulting Services		46,250	23,203	23,047	1/1/2023	12/31/2024
Community Alliance of Tenants	MF Renter Energy Workshops		45,000	20,250	24,750	5/15/2024	4/30/2025
Northwest Energy Efficiency Council	BOC & TLL Sponsorship	Seattle	40,425	40,125	300	1/1/2024	12/31/2024
American Council for and Energy Efficient Economy	2024 Studies Sponsorships	Washington	40,000	40,000	0	1/1/2024	3/31/2025
Consortium for Energy Efficiency	2024 Membership Dues	Boston	38,608	38,608	0	2/1/2024	12/31/2024
Mindful Healing	Energy WS for Renters		28,000	2,811	25,189	5/15/2024	4/30/2025
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2024
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	3,579	21,421	3/9/2022	12/31/2024
Encolor LLC	Eval Advisory Group Services		25,000	1,073	23,928	3/9/2022	12/31/2024
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	4,455	20,545	3/9/2022	12/31/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	3,586	21,414	3/9/2022	12/31/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	6,309	18,691	3/9/2022	12/31/2024
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	5,216	19,784	3/9/2022	12/31/2024
A Inman Consulting LLC	MF EE Workshops		20,000	11,701	8,299	6/13/2024	4/30/2025
Portillo Consulting International	MF Renter Workshop		20,000	0	20,000	6/1/2024	4/30/2025
Northwest Earth Institute	EcoChallenge Services Agreement	Portland	10,500	10,500	0	3/1/2024	12/31/2024
Central Oregon Environmental Center	Outreach Services RES EE		10,000	7,500	2,500	2/22/2024	12/31/2024
Amy Marie Seward	Grant Writers Pool		9,600	800	8,800	6/1/2023	12/31/2024
Jose Garcia	Advisory Committee PSP		9,185	0	9,185	1/1/2024	12/31/2024
Soderstrom Architects LTD	NZELI Grant Agreement		8,000	0	8,000	8/15/2024	4/30/2025
Rowell Brokaw Architects, Inc.	NZELI Grant Agreement		8,000	0	8,000	8/7/2024	4/30/2025
PAE Consulting Engineers Inc	NZELI Grant		8,000	0	8,000	8/8/2024	4/30/2025
Harka Architecture LLC	NZELI Grant Agreement		8,000	0	8,000	8/6/2024	4/30/2025
Glumac Inc	NZELI Grant		8,000	0	8,000	8/6/2024	4/30/2025
Integrus Architecture, P.S.	NZELI Grant Agreement		8,000	0	8,000	8/16/2024	4/30/2025
LSW Architects P.C	NZELI Grant Agreement		8,000	0	8,000	8/6/2024	4/30/2025
MacDonald Miller	2025 NZELI Grant		8,000	0	8,000	8/21/2024	4/30/2025
Angelina Martinez	Advisory Committee PSP		7,700	0	7,700	8/31/2023	12/31/2024
Julio Valera	Advisory Committee PSP		7,565	2,768	4,798	9/1/2023	12/31/2024
Gustavo Gordillo	Advisory Committee PSP		7,295	0	7,295	7/23/2023	12/31/2024
Janel Rupp	Advisory Committee PSP		6,350	0	6,350	8/21/2023	12/31/2024
Leesha Posey	Advisory Committee PSP		5,000	338	4,663	9/3/2023	12/31/2024
Jim Craven Photography	Photography Services *\$25,000	Medford	2,200	1,947	253	5/1/2023	4/30/2025
Energy Efficiency Total:			172,241,379	128,377,092	43,864,287		
Joint Programs							
Wallowa Resources Community Solutions Inc	Outreach Services	Enterprise	224,050	100,550	123,500	3/1/2024	2/28/2025
1961 Consulting, LLC	CANI RES Strategic Services	Portland	75,000	54,000	21,000	1/1/2024	12/31/2024
Pacific Crest Affordable Housing	NZF Grant Agreements		61,000	30,000	31,000	9/22/2023	11/30/2024
Lever Architecture	NZF Grant Agreements		61,000	30,000	31,000	9/20/2023	3/31/2025
Infogroup Inc	Data License & Service Agmt	Papillion	41,320	40,713	608	2/4/2020	12/31/2024
Encolor LLC	Strategic Consulting Services		25,000	24,213	788	11/30/2023	11/30/2024
Empress Rules LLC	Coaching Equity Training SBDI		24,500	25,000	(500)	1/2/2024	8/31/2024
Jodi Tanner Tell LLC	Grant Writing Services		22,250	12,000	10,250	1/1/2023	12/31/2024
Susan Lucer Consulting Services	Grant Writing Services		4,750	4,750	0	1/1/2023	12/31/2024
Joint Programs Total:			538,870	321,225	217,645		
Renewable Energy							
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	3,000,000	0	9/4/2018	11/30/2040
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	1,800,000	0	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
CLEAResult Consulting Inc	2024 Residential PMC SOLAR	Austin	928,040	520,674	407,366	1/1/2024	12/31/2024
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	900,000	900,000	0	4/1/2014	4/1/2034
Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Sisters	865,000	465,000	400,000	3/18/2019	3/17/2039

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
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	Verifier Services Agreement	Milwaukie	725,000	682,081	42,919	10/15/2022	10/14/2024
City of Hood River	Project Funding Agreement	Hood River	525,000	0	525,000	8/1/2024	7/31/2044
Oregon Solar Energy Fund	Solar Education Fund	Portland	497,850	76,612	421,238	3/31/2024	3/31/2026
Old Mill Solar, LLC	Project Funding Agmt	Bly, OR Lake Oswego	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
City of Beaverton	Project Funding Agreement		450,000	0	450,000	12/6/2022	12/6/2042
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
Solar Oregon	Solar Outreach & Education	Portland	327,600	25,804	301,796	7/1/2024	6/30/2026
Clean Power Research, LLC	CPR License Service Agreement	Napa	322,647	300,360	22,287	7/1/2023	6/30/2025
Craft3	NON-EEAST OBR Svc Agrmt	Portland	270,000	236,250	33,750	1/1/2018	12/31/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	249,394	202,380	47,014	4/1/2022	3/31/2025
Faraday Inc	Software Services Subscription	Burlington	216,000	216,000	0	1/15/2019	12/14/2024
Farmers Conservation Alliance	Irrigation Modernization Serv	Hood River	200,000	84,122	115,878	4/1/2024	3/31/2025
Clean Power Research, LLC	WattPlan Software	Napa	159,200	159,200	0	11/17/2017	6/30/2025
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
TRC Engineers Inc.	2024 EPS New Const PDC Solar	Irvine	115,287	75,993	39,294	1/1/2024	12/31/2024
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
Excidian LLC	AMC Custom Calculator Model	Wheeling	57,732	57,067	665	11/15/2023	12/31/2024
University of Oregon	U of O REDA Grant	Eugene	50,000	50,000	0	12/1/2023	3/31/2025
Site Capture LLC	Subscription Agreement	Austin	48,000	27,952	20,048	6/1/2023	5/31/2025
GuildQuality Inc.	License Agreement		41,640	31,200	10,440	6/1/2023	12/31/2024
American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Easton	25,000	6,926	18,074	12/29/2022	12/31/2024
University of Oregon	UO SRML Sponsorship	Eugene	24,999	24,999	0	3/9/2024	3/8/2025
Oregon Solar Energy Industries Association	OSSC Sponsorship		24,500	24,500	0	6/1/2024	12/31/2024
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	6,225	17,775	4/1/2022	1/31/2025
Solar Oregon	2024 Sponsorship	Portland	22,000	22,000	0	5/7/2024	12/31/2024
Eagle View Technologies Inc.	API SolarSite Assesment tool		18,229	0	18,229	7/1/2024	12/31/2024
Oregon Solar Energy Fund	OSEEF Sponsorship	Portland	15,000	15,000	0	6/1/2024	12/31/2024
Adelante Mujeres	Solarize Outreach Services		14,980	0	14,980	3/1/2024	9/30/2024
Bonneville Environmental Foundation	REC WRC Purchase	Portland	5,260	5,260	0	7/23/2024	8/31/2025
Centro Cultural of Washington County	Solarize Campaign		5,225	0	5,225	3/1/2024	5/31/2024
Renewable Energy Total:			23,482,995	18,800,658	4,682,337		
Grand Total:			221,143,841	167,054,017	54,089,824		
Contracts without Incentives Total:			199,519,035	149,349,934	50,169,102		
Renewable Energy Incentives Total:			19,614,806	16,388,684	3,226,122		
Energy Efficiency Incentives Total:			2,010,000	1,315,400	694,600		

Tab 4

Nominating & Governance Committee Notes

August 12, 2024, 2:30 p.m.

Committee members attending: Melissa Cribbins, Henry Lorenzen, Jane Peters, Roland Risser (Chair), Letha Tawney (OPUC, ex-officio), Anne Root

Committee members absent from meeting: Janine Benner (ODOE Special Advisor, ex-officio)

Staff attending: Michael Colgrove, Debbie Menashe, Danielle Rhodes, Lizzie Rubado

Chair Roland Risser opened the meeting at approximately 2:33 p.m.

Update on Grant Agreement Discussions with Oregon Public Utility Commission (OPUC)

Discussion of Policy Review Proposals

The committee reviewed the following policies:

- **4.02.000-Policy on Waiving Program Incentive Caps**
- **4.23.00-Biopower Eligible Fuels Policy**
- **4.24.000-Waste-to-Energy Policy**

Staff has reviewed these policies and recommends no changes to any of them currently. Henry Lorenzen asked if policy 4.02.000 – Policy on Waiving Program Incentive Caps, can be clarified to outline the authority of the board’s signing ability of \$750,000 versus other individual caps set to specific programs. Staff will reconvene and present revised language to the committee at next month’s meeting on this policy.

The committee reviewed the Biopower Eligible Fuels Policy. Henry asked for some context and background on what factors contributed to the development of this policy. Debbie Menashe explained that there was a time when biomass projects were being examined by the board in the past, and there was a concern about emissions regarding those projects. There has been adequate low emission, non-toxic biomass based on solid organic fuels from wood, forest and field residues that Energy Trust has utilized in its programs, and this is viewed as a public statement on environmental stewardship from Energy Trust. The committee had no changes, and the policy will be reviewed again in its 3-year cycle.

The committee discussed the Waste to Energy Policy and agreed that it should not be changed, and the policy will be reviewed again in its 3-year cycle.

Update on Grant Agreement Discussions with Oregon Public Utility Commission (OPUC)

Debbie Menashe reviewed with the committee the updated agreement with the OPUC and highlighted some of the revisions that Energy Trust is now operationalizing due to the agreement. The agreement was approved by the Oregon Public Utility Commission on July 23, 2024, in Order 24-243.

The agreement is no longer called a grant agreement with the OPUC and will be called the Energy Trust agreement, as there is no granting of funds under this agreement. The operation of this agreement is to direct that the utilities provide funding to Energy Trust and to act as a non-governmental entity. The agreement expires in December 2030 with five separate automatic one-year renewals. Should all the auto renewals be enacted, a new agreement will be examined with the OPUC in 2035.

Debbie pointed to two explicit requirements in two exhibits provided to the committee, detailing the program requirements of the agreement, which include a focus on reduction of energy burden and equity measures. Debbie noted that the cost effectiveness exception structure is now included in the agreement and not provided separately as had been in the past. The agreement also includes an exhibit on equity objectives, which require Energy Trust to develop an equity plan. DEI Services Director Alicia Moore is in conversations with OPUC as to the timeline for this plan's development.

Some of the detailed changes to the new agreement include compliance and response to information requests and oversight of certain expenses and compliance with the Oregon State accounting manual, in recognition of Energy Trust's nonprofit status and stewardship of ratepayer dollars.

Debbie thanked Commissioner Letha Tawny for the work in drafting this agreement and productive conversations that came from the OPUC.

Henry asked how the cost effectiveness provisions in the new agreement could impact Energy Trust's work. Debbie noted that the new agreement language provides flexibility for definitions and tests for cost effectiveness. Committee member expressed interest in learning more about cost effectiveness tests and application. Roland Risser suggested that this be a larger conversation in 2025 with the full board to discuss cost effectiveness and exception processes and provide the board with more information, and staff will work to plan a presentation and a discussion.

Letha noted the agreement aligns well with Energy Trust's strategic plan and is pleased that the agreement is completed and provides a foundation for Energy Trust's work.

Adoption of New Policy on Leveraging External Funding

At the committee's last meeting, the committee prioritized two policy areas for committee consideration: Policies on (i) community-based organization engagement and (ii) on leveraging external funding.

With regard to a new policy on complementary funding, the committee reviewed the provided "Guiding Principles for Leveraging Funds" and discussed whether these guidelines should be adopted as a board governance policy. Henry thanked Lizzie Rubado, Director of Innovation and Development, for providing a well-researched and clear document explaining these principles.

Debbie recommended that staff revise and streamline the guidelines into a governance policy document. Staff will return to the committee with a proposal at a future meeting.

Proposal on the Roles and Structures of Advisory Councils

In late 2023, committee chair Roland Risser facilitated a discussion with the full board about the current and desired roles of Energy Trust advisory councils, the Conservation Advisory Council (CAC), Diversity Advisory Council (DAC), and the Renewables Advisory Council (RAC). As a result of that discussion, and informed by it, board members asked staff to provide feedback and suggestions for the desired roles of CAC, DAC, and RAC. Since that time, staff have engaged in discussions with each of the advisor councils and engaged outside consultants for thoughts on changes to the structure, recruitment, and make-up of the councils.

As a result of this work, staff is recommending that the board consider assigning direct responsibility for CAC, DAC, and RAC to staff; this orientation reflects the reality of current operations of the advisory councils. The committee discussed the provided memo that outlines these recommendations. Committee members also discussed the connection between the board and Energy Trust's evaluation group.

As a result of the committee's discussion, Roland will reach out to advisory council liaisons, and Jane Peters will connect with staff regarding the evaluation advisory group in order to inform further committee discussions on this topic.

2025 Board Calendar

Danielle reviewed a proposed board meeting calendar for 2025, including a recommendation for two regional board meetings and meetings on the 4th Wednesday of the month.

The committee also was asked to provide feedback as to whether they will need to meet 8 times in the 2025 year due to policy revisions coming up. The committee supported the proposed calendar.

Adjourn

Roland Risser adjourned the meeting at 4:22 p.m.

The next meeting of the Nominating and Governance Committee is September 9th, 2024, at 2:30 p.m.

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Nominating & Governance Committee Notes

September 9, 2024, 2:30 p.m.

Committee members attending: Janine Benner (ODOE Special Advisor, ex-officio) Melissa Cribbins, Henry Lorenzen, Jane Peters, Roland Risser (Chair), Letha Tawney (OPUC, ex-officio)

Committee members absent from meeting: Anne Root

Staff attending: Amber Cole, Michael Colgrove, Debbie Menashe, Danielle Rhodes, Lizzie Rubado

Chair Roland Risser opened the meeting at approximately 2:32 p.m.

Proposed New Board-level Policy on Complementary Funding

Following discussion at and direction from the committee's last meeting, staff presented a draft board-level policy on complementary funding based on the more detailed guidelines document developed with this committee earlier in the year.

Committee members discussed the proposed policy language and suggested some edits which staff will incorporate are review via email with the committee before submitting to the full board for vote at an upcoming board meeting.

Review of Changes to the Compensation and HR Committee Charter

The committee reviewed proposed changes to the Compensation & HR Committee charter document. Recommended changes are intended to (i) reference the Compensation & HR Committee's work for compliance with federal and state regulations on benefit plans and (ii) add language that is consistent with other board committees on roles and the process by which charter changes are reviewed by the Nominating & Governance Committee. Melissa requested that acronyms be spelled out as a revision. Jane asked if we should be more clear when referencing emergency succession planning. The engagement of an external audit firm was removed from the charter, as that is the responsibility tasked to the Finance and Audit Committee.

Approval of specific investments has been removed from the charter as this is an external risk management service offered by an external vendor that is reported to the Compensation and HR Committee.

With these changes, the committee recommends the charter be approved by the full board in October.

Discussion on Policy Review Proposals

Debbie reviewed with the committee the 401K Plan Investment Policy statement. The Compensation and HR Committee reviewed the policy statement at its August meeting and recommended only one small revision to align the description of alternative investment options with language used in regulations. The committee approved this policy with this modest editorial change.

The committee reviewed 4.20.000P – Policy on Waiving Program Incentive Caps. Staff reported that the policy works well and recommended keeping it in place. Committee members asked several questions about the scope of the policy and requested that staff come back with proposed language to clarify that this policy applies only to incentive levels that exceed the executive director's signing authority. Staff revised the language to respond to this request, and the committee discussed and approved the revisions. The policy will be forwarded to the full board with a recommendation that the policy be approved as revised.

The committee then discussed the Conservation Funding for School Policy (4.02.000-P). This policy was significantly revised following extensive coordination with Oregon Department of Energy (ODOE) staff to determine savings credit and reporting allocation and obligation in 2020. Staff considers this policy to be helpful to operations and coordination among Energy Trust and ODOE and recommends no changes currently. The committee appreciates the policy, but requests that statutory references be updated in the policy given the recent changes to statutory and regulatory direction for Energy Trust's work. Energy Trust staff will return to the committee with updates to this policy at the committee's next meeting.

Developing Discussion Questions for Roles and Structures of the Advisory Councils

The committee continued its discussion on the role of the advisory councils. After discussions with board members since the last committee meeting, Roland Risser reported that there are questions about how the board can more effectively connect with the councils and the evaluation advisory group. Committee members discussed the situation, noting that time is limited for board members for activities beyond board meeting and committee meeting commitments. Ideas around some ways to better communicate to the board the most compelling and relevant advisory council matters at board meetings. Debbie Menashe will work with Energy Trust staff to suggest some additional and different ways for this information to be transmitted to the board. The discussion will continue at the committee's November meeting.

Adjourn

Roland Risser adjourned the meeting at 4:22 p.m.

The next meeting of the Nominating and Governance Committee is November 4, 2024, at 2:30 p.m.

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Resolution 1044

Amend Policy on Waiving Program Incentive Caps (4.20.000-P)

October 9, 2024

RESOLUTION 1044

AMEND POLICY ON WAIVING PROGRAM INCENTIVE CAPS (4.20.000-P) to “POLICY ON AUTHORIZING PROGRAM INCENTIVE AWARDS THAT EXCEED DELEGATED SIGNING AUTHORITY CAP”

WHEREAS:

- 1. Energy Trust’s Policy 4.20.000-P - Policy on Waiving Program Incentive Caps, was adopted by the Energy Trust board of directors in 2006 to identify approved conditions incentive awards that exceed certain program and contract signing limits.**
- 2. Energy Trust board policies are reviewed on a revolving three-year basis by the Nominating & Governance Committee, and policy 4.20.000-P was reviewed by the committee at its meeting on September 9, 2024, in accordance with this cycle.**
- 3. The Nominating and Governance Committee recommended language changes to the policy language to clarify that the policy applies to incentive caps that exceed the executive director’s signing authority as set forth in Energy Trust’s Contract Executive and Oversight Policy (5.05.0009) and not incentive caps set by the programs.**
- 4. The proposed policy revisions were presented to the Nominating and Governance Committee on September 9, 2024,**
- 5. Based on its review and discussion with staff, the Nominating & Governance Committee recommends that the policy revisions as identified in Attachment 1 to this resolution be approved by the full board.**

IT IS THEREFORE RESOLVED: That Energy Trust of Oregon, Inc., Board of Directors approves revisions of the “Policy on Waiving Program Incentive Caps (4.20.000-P)” to Policy on Authorizing Program Incentive Awards that Exceed Delegated Signing Authority Cap (4.20.000-P)” in the form attached as *Attachment 1* hereto.

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

ATTACHMENT 1 – MARKED VERSION

4.20.000-P

Policy on Authorizing Waiving Program Incentive Caps Awards that Exceed Delegated Signing Authority Cap

History			
Source	Date	Action/Notes	Next Review Date
Board Decision	Oct 1, 2003	Approved (R 212)	Oct 2006
Board Decision	Nov 8, 2006	Approved (R412)	Nov 2009
Board Decision	Nov 4, 2009	Approved (R527)	Nov 2012
Policy Committee	Oct 23, 2012	Reviewed, no change	Oct 2015
Policy Committee	Nov 18, 2015	Reviewed, no change	Oct 2018
Board Decision	Feb 20, 2019	Approved (868)	Feb, 2022
<u>Nominating and Governance Committee</u>	<u>September 9, 2024</u>	<u>Recommended to Board for Approval</u>	
<u>Board Decision</u>	<u>October 9, 2024</u>	<u>Approved (R1044)</u>	<u>October 2027</u>

POLICY

Pursuant to 5.05.009P Contract Execution and Oversight Policy, the Energy Trust board of directors has delegated contract signing to the executive director up to a specific dollar cap. Contracts that exceed that delegated signing authority cap must be approved by the board of directors. With respect to funding agreements~~The board may approve exceptions to for efficiency program incentive awards that exceed the delegated signing authority cap~~limit, the board may approve such agreements if they~~for projects that~~ meet the following criteria:

1. Exemptions-Incentive funding agreement must require suspension of self-direction for a minimum of 3 years.
2. Exemptions-Incentive funding agreement will be approved only if there is available incentive budget.
3. Efficiency projects funded through a board-approved funding agreement are expected to save energy at a cost per annual unit of energy saved (\$ per annual kilowatt-hour/therm) to Energy Trust that is less than the current incentive levels for the applicable program.

4.20.000-P

Policy on Authorizing Program Incentive Awards that Exceed Delegated Signing Authority Cap

History			
Source	Date	Action/Notes	Next Review Date
Board Decision	Oct 1, 2003	Approved (R 212)	Oct 2006
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POLICY

Pursuant to 5.05.009P Contract Execution and Oversight Policy, the Energy Trust board of directors has delegated contract signing to the executive director up to a specific dollar cap. Contracts that exceed that delegated signing authority cap must be approved by the board of directors. With respect to funding agreements for efficiency program incentive awards that exceed the delegated signing authority cap, the board may approve such agreements if they meet the following criteria:

1. Incentive funding agreement must require suspension of self-direction for a minimum of 3 years.
2. Incentive funding agreement will be approved only if there is available incentive budget.
3. Efficiency projects funded through a board-approved funding agreement are expected to save energy at a cost per annual unit of energy saved (\$ per annual kilowatt-hour/therm) to Energy Trust that is less than the current incentive levels for the applicable program.

Tab 5

Ad hoc Diversity Equity and Inclusion Committee Meeting Notes

August 21, 2024, 11:00 a.m.

Committee Attending: Melissa Cribbins (Chair), Eric Hayes, Henry Lorenzen (ex officio)

Committee Absent: Susan Brodahl (leave of absence), Ruchi Sadhir, Bill Tovey

Special Advisors Attending: Susan Badger Jones (Diversity Advisory Council), Ashnie Butler (Inner Work, Outer Play)

Staff Attending: Michael Colgrove, Alicia Moore (Staff Liaison), Danielle Rhodes

Melissa Cribbins convened the meeting at 11:03 a.m.

Overview of DEI Services

Alicia Moore, Director of DEI Services, provided an overview of the structural changes for DEI Services within Energy Trust. DEI Services is a newly created team at the Energy Trust of Oregon that leads the implementation of DEI principles and Best Practices across the organization. Alicia discussed how DEI services support the board of directors and this committee, the internal DEI Committee, Energy Trust programs, and the Diversity Advisory Council.

DEI Services will include policy development, training and education, data collection and analysis, community engagement, advocacy and support, and manage compliance and reporting on Energy Trust's equity metrics to better reach its goals. Alicia, as Director, is supported a project manager, and this team will be seeking to hire a senior program manager and DEI specialist. The senior program manager will support collaborative relationships with the community and manage workforce and business development initiatives that create opportunities for BIPOC, rural, tribal and underserved community members in the energy sector. The senior program manager will also represent Energy Trust at community events and meetings with stakeholders. Robin Brown, current project manager, serves as the project manager for the staff DEI committee and provides project management support for organization-wide DEI initiatives, as well as serving as liaison between DEI services team and Energy Trust as an organization.

The specialist will support DEI Services at community events, meetings and conferences to support DEI initiatives, as well as communicating DEI metrics and maintaining an assessment of needs and priorities through qualitative and quantitative data collection.

Eric asked what type of metrics will be measured for Energy Trust, and Alicia clarified that we have equity metrics to report on through our new agreement with the OPUC, and there will be other key performance indicators that will be developed that align with an equity plan that assesses both internal and external equity measures. Additionally, quantitative metrics will assess the number of relationships we build or events we attend; qualitative metrics will assist in assessing how we are best making an impact in the communities we want to serve.

Henry asked how the board and this community will influence and shape this work, and how it will work in conjunction with equity metrics from the OPUC. Alicia will be meeting with OPUC representatives and have an update for this committee in future meetings.

Overview of DEIB Workshop in September

Ashnie reviewed the upcoming activities and agenda for DEI work for the board in September. This will be balanced with activities that will build upon the community building goals of the board and learning concepts to better engage with an equity lens for the Energy Trust board. It will also include storytelling and reflection activities that will continue to build throughout the next series of workshops. This workshop will be attended by the board only, and Alicia Moore as staff liaison.

Discussion: DEIB Workshops for Fall

Ashnie discussed the format of the following workshops and noted that September's workshop will inform the next workshop in October, and they will evolve as the work continues throughout the fall.

Cohort Group Updates

The next cohort group meeting will be August 26th, at 12 p.m., and Ashnie encourage the committee to join the next meeting and the others that will be held this year.

Adjourn Meeting

The meeting adjourned at 11:33 a.m.

The next meeting of the ad hoc Diversity Equity and Inclusion Committee is October 2, 2024, on Zoom at 11 a.m.

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DEI Services

Alicia Moore, Director of DEI Services

DEI Services

DEI Services is a new team at Energy Trust that leads the implementation of DEI principles and best practices across the organization.



**Policy
Development**



**Training and
Education**



**Data Collection
and Analysis**



**Community
Engagement**

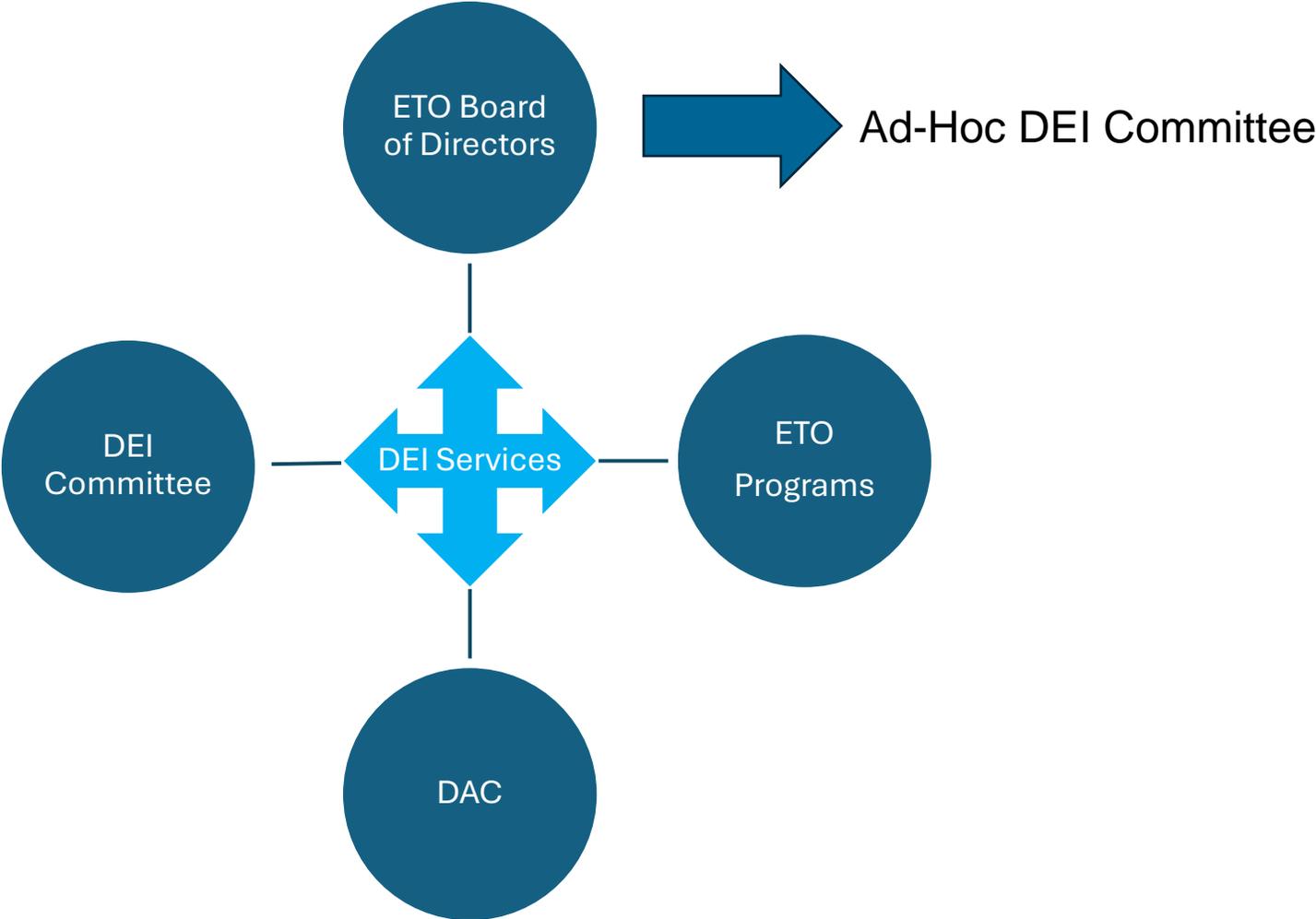


**Advocacy and
Support**

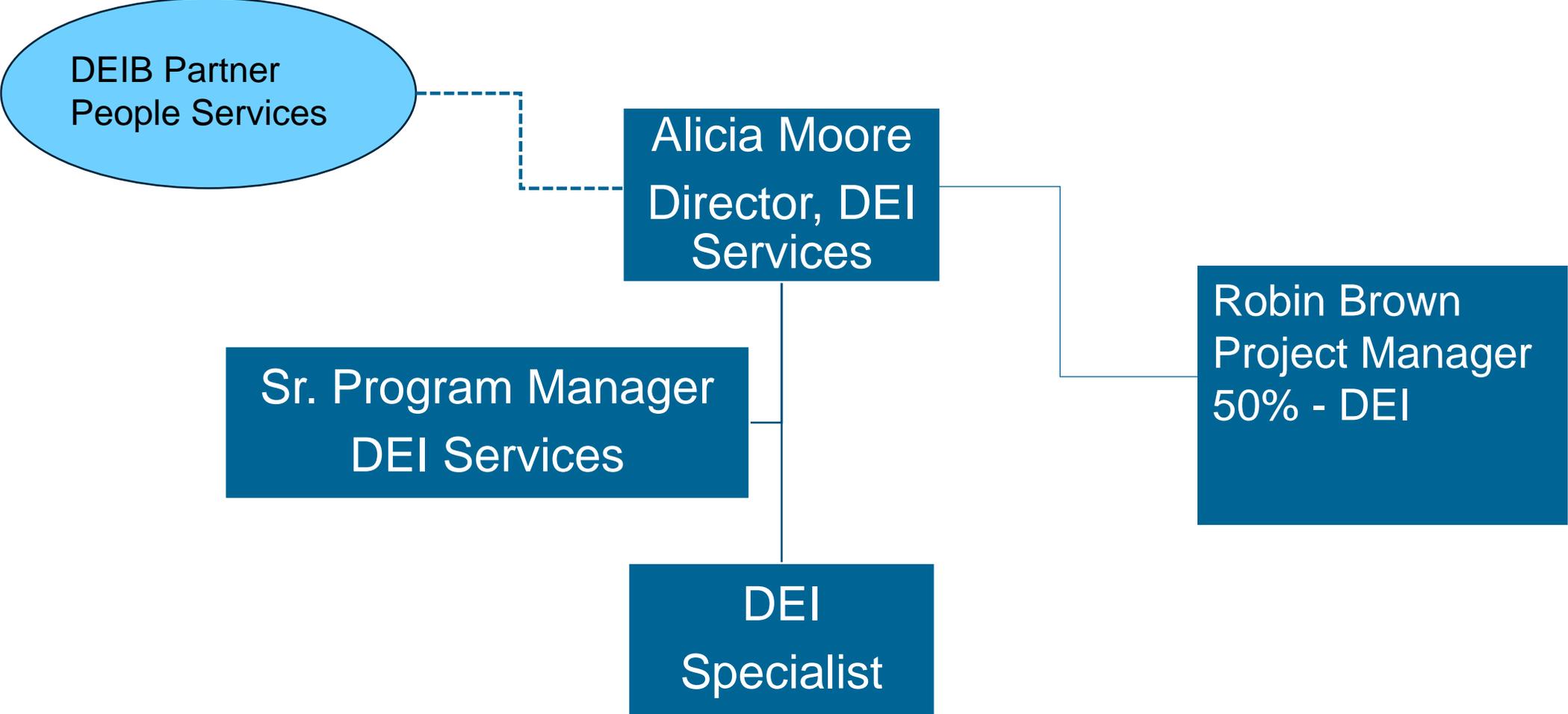


**Compliance
and Reporting**

DEI Services Infrastructure



DEI Services Staffing



Director of DEI Services

- Serves as staff liaison to Energy Trust's Board of Directors and Diversity Advisory Committee (DAC)
- Advises staff in DEI KPIs and community engagement efforts to understand and address the unique needs of diverse populations, ensuring their active participation in program design and implementation
- Develops and manages Energy Trust's Equity Plan and Metrics for the OPUC



Senior DEI Program Manager

- Supports collaborative and inclusive relationships with community organizations, partners and stakeholders
- Manages workforce and business development initiatives that create opportunities for BIPOC, rural, tribal and underserved community members in the energy sector.
- Represents Energy Trust at community events, meetings and conferences to promote DEI initiatives and build relationships with key stakeholders



Robin Brown, Project Manager

- Serves as the project manager for the DEI Committee, ensuring there is structure and progress on its stated goals
- Provides project management support to organization-wide DEI initiatives
- Liaises between the DEI Services team and Energy Trust to ensure there is communication and transparency as it relates to the progress of DEI within the organization



DEI Specialist

- Supports DEI Services at community events, meetings and conferences to promote DEI initiatives
- Communicates DEI metrics for Energy Trust
- Maintains an ongoing assessment of needs and priorities through quantitative and qualitative data collection





Questions?

Alicia Moore

Director of DEI Services

Alicia.Moore@energytrust.org

Tab 6

Ad hoc Strategic Planning Committee Meeting Notes

September 11, 2024

Committee members attending: Janine Benner (ODOE Special Advisor, ex-officio), Susan Brodahl, Henry Lorenzen (ex-officio), Jane Peters (Chair),

Committee members absent from meeting: Letha Tawney (OPUC ex-officio), Peter Therkelsen, Bill Tovey, Ellen Zuckerman

Staff attending: Amber Cole (Staff Liaison), Michael Colgrove, Elaine Prause, Danielle Rhodes, Greg Stokes

Others attending: Holly Valkama (1961 Consulting)

Amber Cole opened the meeting at 3:33 p.m.

Metrics – Focus Area #5

Holly covered the path forward for the committee's work to revisit and finalize the metrics for the five focus areas in the draft strategic plan. Since SPC last discussed the metrics, ranked them, and selected those that would appear in the draft plan, the internal staff strategic planning team (ISPT) has been working to assess all the metrics ranked by SPC. That assessment work considered all those published in the draft plan plus the additional metrics that were previously ranked by the committee and held in reserve. Now that ISPT's assessment is complete, it is time for SPC to hear the staff perspective, discuss and determine what metrics will advance to the final plan. Holly explained that we will do this over several SPC meetings. The plan for today's meeting is to start with Focus Area Five and evaluate out a process for presenting the information, SPC discussion and decision-making. Depending on how this works, we will adapt our approach for future SPC meetings if needed.

Holly and Greg presented the feedback gathered from ISPT and staff subject matter experts for Area of Focus 5 and what staff believe is feasible. Holly asked the committee for their feedback. The metrics assessed were:

- Number of community planning efforts in Energy Trust's service area that include and prioritize clean energy solutions
- Number of resilience plans that include energy efficiency upgrades to increase the feasibility of deploying energy resilience solutions.
- Number of resilience projects directly or indirectly enabled by Energy Trust.
- Participation and penetration of clean energy solutions within recovering communities.
- Energy Trust has a business unit with the necessary skills, capabilities and relationships to be effective at working with communities and resilience organizations
- Number of organizations, agencies, tribal governments, community groups, etc. that work with Energy Trust to promote clean energy solutions into resilience plans
- Relative impact of extreme weather events on priority customers

ISPT used a variety of factors in assessing the possible metrics, including novelty, definitions, complexity, access to the data needed, specificity, and if a baseline exists to assess these

metrics. ISPT identified alternatives to the metrics for this focus area.

CaNI (Communities and New Initiatives) staff gave feedback for this area of focus. Greg highlighted that *community centered resilience plans are more commonly known as “Hazard Mitigation Plans.” For example, Hazard Mitigation Plans are required by FEMA and must be updated every 5-years for a community to be eligible for FEMA disaster assistance funding. In Oregon, Hazard Mitigation Plans typically happen at the County or Tribal Government level except in the case of large cities like Portland that create their own plans in addition to the county. For Focus Area 5 metrics, ISPT recommends referencing this specific type of plan (“Hazard Mitigation Plan”) for tracking and reporting purposes.*

Henry wanted to clarify that Energy Trust supports hazard mitigation plans rather than take on creating them as our priority. Greg clarified that these metrics merely mention several mitigation plans that are supported either directly or indirectly by Energy Trust.

Jane also wanted clarity as to whether assessing these metrics was the goal of the committee, or if the committee needed to decide on metrics. Holly provided that while decisions are not necessary today, they will need to be decided upon in the future. Today the committee’s decision will inform the process of assessing and determining metrics in future meetings. Jane stated she would like the internal team to not only assess feasibility, but also the meaningfulness of the metrics as they relate to Energy Trust’s work. She also stated that, in general, she prefers Energy Trust to report on “percent of projects” versus just numbers of projects with a certain attribute as that is more informative. Greg informed the committee that the internal team did some commentary on whether a metric was meaningful or not meaningful, but not all metrics have these reflections.

Susan asked if we have provided specificity on what we mean by hazard mitigation and what is meant by the terminology “clean energy solutions” in the metric– if it means battery backup and alternative energy generation, for example. She also would like the committee to consider what the metrics are expected to communicate – is it that Energy Trust is demonstrating cost effectiveness, benefits to ratepayers, or alignment with the organization’s mission? Holly provided that good metrics will communicate all three to our stakeholders.

Jane expressed concern that the reference to Washington in a metric is unclear. The metrics should clearly state “Southwest” Washington instead of the whole of Washington for this focus area, given Washington has a different policy framework that we are not involved with implementing. We should be clear in our language to avoid confusion.

The internal team suggests that “number of resilience projects directly or indirectly enabled by Energy trust” be changed to reflect only “directly enabled,” as indirect projects will be difficult to track as a reportable metric. Henry would also like to know what type of resilience projects will be defined (for example, we are not counting transportation projects). Janine would like clarity to the language to define “involved” vs. “enabled.”

The committee discussed “participation and penetration of clean energy solutions within recovering communities” and found challenges in assessing this metric, and the internal team suggests other metrics that will be more feasible and comprehensible, especially as a recovering community is hard to define. Jane noted this metric would be meaningful, but difficult

to define, as there are many stories that have positive outcomes. Having exhausted the available time for this topic, the committee will return to this discussion at a future meeting.

Holly asked if SPC feels this discussion is the proper method for the committee to assess metrics from the internal team. Janine would welcome specific recommendations from the internal staff, so SPC knows what staff finds to be the best metrics. Alternatively, this could be a staff ranking of the metrics. Jane requested staff also rank the metrics on meaningfulness, from staff's perspective, when this discussion returns to SPC.

Public Comments

Holly notes that public comments will be summarized by staff and Amber will share highlights and themes with SPC at their next meeting on October 2. Holly noted there is not sufficient time before that meeting for Amber's team to prepare a comprehensive synthesis of public comments, nor for ISPT to turnaround recommendations for changes to the draft plan based on those public comments. However, we want to share themes from the public comments so SPC has that information in advance of a similar summary Amber will provide to the board on October 9. Meanwhile, SPC will continue our work to revisit metrics until ISPT has recommendations to share with SPC related to public comments.

Adjourn

The meeting adjourned at 4:34 p.m.

The next meeting of the ad hoc Strategic Planning Committee is scheduled for October 2nd, 2024, from 3:30 to 4:30 p.m.

Tab 7

Conservation Advisory Council Meeting Notes

July 10, 2024

Attending from the council:

Laney Ralph, NW Natural
Corinne Olson, AWEC
Noemi Ortiz, Cascade Natural Gas
Lisa McGarity, Avista
Jonathon Belmont, Bonneville Power
Administration
Charity Fain, Community Energy Project
Andy Cameron, Oregon Department of
Energy

Peter Christeleit (for Becky Walker),
Northwest Energy Efficiency Alliance
Jake Wise, Portland General Electric
Kari Greer, Pacific Power
Kerry Meade, Building Potential (formerly
NEEC)

Attending from Energy Trust:

Hannah Cruz
Alex Novie
Tom Beverly
Elizabeth Fox
Scott Leonard
Alicia Moore
Sarah Castor
Danielle Rhodes
Melanie Bissonnette
Laura Schaefer
Maddie Norman
Debbie Menashe
Natalia Ojeda
Willa Perlman
Kearstin Estrada
Adam Shick
Cameron Starr
Kirstin Pinit
Jackie Goss
Greg Stokes
Elaine Prause
Isaiah Kamrar
Spencer Moersfelder

Andi Nix
Michael Hoch
Marshall Johnson
Kate Wellington
Maddy Otto
Thad Roth
Ryan Crews
Abi Sloan
Kenji Spielman
Julianne Thacher
Sue Fletcher
Emily Findley
Dan Rubado
Shelly Carlton
Leila Shokat
Lidia Garcia
Akanksha Rawal

Others attending:

Henry Lorenzen, Energy Trust board
Brooke Landon, CLEAResult
Dave Beaulieu, TRC
Steph Berkland, TRC
Candice Norton, Resource Innovations

Don MacOdrum, TRC
Kheoshi Owens, Empress Rules
Jeff Cropp, TRC

1. Welcome and announcements

Alex Novie facilitated the meeting with Hannah Cruz. Alex convened the meeting at 1:30 p.m. via Zoom. Meeting agenda and presentations are available online at <https://www.energytrust.org/wp-content/uploads/2024/07/CAC-Packet-July-2024.pdf>.

Tracy Scott, director of energy programs, gave an update on the New Buildings RFP process. Energy Trust has selected CLEAResult to be the New Buildings program management contractor, with a new contract for January 1, 2025, through December 31, 2029.

Alex Novie announced Tracy Scott was recently confirmed to the Portland Clean Energy Community Benefits Fund (PCEF) committee by Portland City Council.

2. Residential insulation

Topic summary

Marshall Johnson, senior Residential program manager, discussed proposed changes to residential insulation incentives. Energy Trust has provided insulation incentives for more than 20 years. Incentives were capped in 2014 due to declining avoided costs for natural gas. In 2020, staff looked for ways to encourage trade allies to install insulation, and there has been strong demand for attic insulation since then.

Avoided costs for natural gas have gradually increased, making insulation in gas heated homes cost effective. There was also an OPUC exception to cost effectiveness to allow Energy Trust to support income-qualified and energy-burdened households.

Discussion

The council asked how incentive amounts were set, if they will only apply to Oregon customers and whether projects will exceed 4,500 at current activity levels (Kellye Dunn, Jake Wise). Staff responded the increases only apply to Oregon but noted the potential for more investment in moderate income gas furnaces in Washington. Staff stated the 4,500 projects is at current volume, but it is expected to ramp up with a greater impact in 2025. The council noted the budget impact isn't bad given the savings increase (Lisa McGarity).

The council expressed some support for the increases (Kerry Meade, Jake Wise) and also questioned how customers are currently targeted and to what extent Energy Trust is able to forecast potential savings impacts. It also asked what coordination will happen with utilities to identify properties in need (Kerry Meade). The council expressed interest in leveraging data from energy assessments to target the right customers (Jake Wise). Staff responded existing insulation levels have to be right for homes to qualify. Energy Trust leverages trade allies to promote these offers. They are sometimes geo-focused offers. Energy Trust also uses a combination of customer personas and housing characteristics, along with census data, to look for higher energy usage. There are some regional offers because large numbers of customers align with income requirements in certain areas.

The council noted the increases don't impact community partners and priority customers won't benefit from them; incentives covering 75% of insulation project costs won't help customers with lower incomes (Charity Fain). The community partner or trade ally needs to have a more concrete idea of how much the incentive will cover. Making access easier and more consistent will lead to greater uptake (Charity Fain).

Next steps

Staff will continue discussions internally and bring additional updates to the council as they are available.

3. Contractor Development Pathway

Topic summary

Cameron Starr, senior customer experience strategies manager, provided an update on the Contractor Development Pathway (CDP). CDP was launched in 2021 to support more diverse participation in the Trade Ally Network. Energy Trust just completed its third cohort with the Existing Buildings program and plans to launch a unified residential and commercial cohort in 2025.

Contractors are selected to participate each year. They develop action plans to help grow their businesses, attend training on business development, are matched with mentors and attend recurring mentorship meetings. They receive support for energy-efficiency projects. The benefits are increased knowledge, peer mentorship, a network of support and business development services. Mentorship shortens the learning curve and significantly increases business success rates. Matching includes preferences, demographics and skill sets. Session topics include estimating and bidding, SWOT analysis, attracting skilled employees and more. Business development funds of \$4,000 is available for things that directly impact and improve their businesses like trailering equipment, office equipment, advertising and marketing. Staff noted that Energy Trust worked with PBDG, NAMC, LatinoBuilt and other community partners to develop the program and fine tune, along with gathering feedback.

The trade ally resource network provides financial and accounting consultations, website design and support, marketing consultation, project estimating and business plan development. This is new and provided by contract companies working directly for Energy Trust. Community Energy Project was just funded to provide training in this capacity.

Discussion

The council called this a great program, noting the mentor side of the approach is appreciated as new contractors often need that mentoring (Charity Fain). The council added the approach is great in terms of helping businesses but expressed curiosity in how Energy Trust helps them attract and retain talent, as it is challenging (Jonathan Belmont). Staff responded there are two pieces: Building a worker pipeline and building capacity to support projects. Energy Trust doesn't focus on building the worker pipeline right now but will soon with the addition of as workforce development manager.

The council asked if Energy Trust could share anecdotal engagement data, acknowledging the offer is still in development (Lisa McGarity). The council also asked if community partners are included in the trade ally interviews, as they are a good source of feedback (Jake Wise). Staff gave some examples, such as one participating trade ally having three projects the first year, six in the second year and 14 in the third. Another new contractor coming in has done 13 projects this year. Another participated, then became a mentor.

Next steps

None.

4. Eastern Oregon Economic Summit

Topic summary

Caryn Appler, senior outreach manager, provided an overview and highlights from the recent Eastern Oregon Economic Summit, an annual event put on by the Eastern Oregon Women's Coalition. It originated from local business owners and officials seeing legislators vote on items that deeply impacted their businesses without much knowledge of on-the-ground impacts. The purpose of the summit is to evolve state-wide understanding of challenges and opportunities in rural Oregon, explore areas of public and private partnership and establish connections for local leaders and community-based organizations. Key topics from this year's event included partners addressing residential energy burden, innovative technology to support sustainable and resilient food systems, transportation electrification and resilient infrastructure, climate change and water systems, renewable energy and economic diversification, integration of traditional and indigenous knowledge with climate-smart tech, sustainable tourism and recreation.

Discussion

The council expressed appreciation for the event summary and Caryn's contribution (Becky Walker) and an interest in connecting to learn more (Jonathon Belmont).

Next steps

None.

5. Cooling updates*Topic summary*

Kate Wellington, senior program strategies manager, and Andy Cameron, energy efficiency and conservation manager with Oregon Department of Energy (ODOE), discussed the Landlord Provided Cooling Space (LPCS) initiative and other cooling programs and studies ODOE is leading. LPCS has been in the market for two years now, and ODOE has agreed to extend through the end of 2025. It funds community cooling spaces created for multifamily properties or manufactured home parks to offer relief for five or more residents during extreme heat events. Energy Trust offers technical support for equipment, incentives and options for hardwired and plug-in solutions. To date, 85% of projects have reached environmental justice communities. Equipment has primarily been hardwired systems such as heat pumps and ductless heat pumps.

Energy Trust identified barriers to participation amid slow initial uptake. Cost, program complexity, marketing and outreach needs, technical requirements and lack of suitable spaces were all challenges. In response, the program implemented enhanced marketing, targeted outreach support, combined equipment solutions, added an option to assign payment to trade ally installers and streamlined the exceptions process to offer more flexibility. The tiered incentive structure ended June 1, and the offer now covers up to the full cost for all customers. The focus remains on priority populations through targeted marketing and outreach.

Andy Cameron discussed ODOE cooling programs. This was a different space for ODOE since it dealt with health and safety, rather than energy. A recently completed cooling study commissioned by ODOE did a deep dive into specific housing types to determine what's needed to bring cooling to them. Publicly supported multifamily housing, agricultural housing, manufactured home parks and RVs were included.

Discussion

The council stated this is impactful work and the outcomes are good to see, asking if the work will continue after 2024 (Jake Wise). The LPCS contract included a one-time process of funds through Energy Trust; the extension didn't include additional funds since the initial project volume was low and funds still need to be distributed. The council pointed to a data distribution opportunity if ODOE is connected to NEEA (Becky Walker).

Next steps

None.

6. Adjournment

The meeting adjourned at 3:53 p.m. The next meeting will be held Wednesday, September 11, 2024, at 1:30 p.m.

PINK PAPER

Conservation Advisory Council Meeting Notes

September 11, 2024

Attending from the council:

Laney Ralph, NW Natural
Noemi Ortiz, Cascade Natural Gas
Lisa McGarity, Avista
Jonathon Belmont, Bonneville Power Administration
Charity Fain, Community Energy Project
Amanda Welch (for Andy Cameron), Oregon Department of Energy

Becky Walker, Northwest Energy Efficiency Alliance
Kari Greer, Pacific Power
Kerry Meade, Building Potential (formerly NEEC)
Peter Kernan, OPUC

Attending from Energy Trust:

Hannah Cruz
Alex Novie
Tom Beverly
Elizabeth Fox
Amber Cole
Tracy Scott
Greg Stokes
Elaine Prause
Kenji Spielman
Julie McMorine
Danielle Rhodes
Cody Kleinsmith
Leila Shokat
Jen Shafer
Laura Schaefer
Emily Cahill
Alistair Simmonds
Joy Turtola
Abi Sloan
Themba Mutepfa
Kirstin Pinit
Cory Hertog
Thad Roth
Spencer Moersfelder

Gemma DiMatteo
Erin Roach-Alberts
Amy Grable
Jane Hammaker
Maddie Norman
Adam Shick
Adam Bartini
Katie Hughes
Amanda Potter
Kathleen Belkhatat
Tiffany Hatteberg
Andi Nix
Jackie Goss
Julianne Thacher
Abby Spegman
Michael Hoch
Megan Greenauer
Angela Clayton-Schmidt
Akanksha Rawal
Sue Fletcher
Marshall Johnson
Tara Crookshank
Patrick Urain
Amanda Zuniga

Others attending:

Brooke Landon, CLEARResult
Jenny Sorich
Candice Kelly, Resource-Innovations
Lindsey Diercksen, LD Consulting LLC
Allie Romo, CLEARResult

Cameron Walsh, CLEARResult
Jeff Cropp, TRC
Sarah Hall, OPUC
Benedikt Springer, OPUC
Kate Ayres, OPUC

1. Welcome and announcements

Alex Novie, communities and new initiatives sector lead, convened the meeting at 1:30 p.m. via Zoom. The meeting agenda and presentations are available online at <https://www.energytrust.org/wp-content/uploads/2023/11/CAC-Packet-September-2024.pdf>. Alex led introductions and shared the council community agreements.

Tracy Scott, director of energy programs, shared there will be a joint advisory council meeting on October 10 to gather feedback on the 2025 budget.

2. Energy Trust Draft 2025-2030 Strategic Plan discussion

Topic summary

Staff shared an update on the draft 2025-2030 Strategic Plan, included in the [CAC meeting packet](#). Energy Trust's vision remains unchanged, but the purpose statement is updated to highlight the collaborative nature of Energy Trust's work and community-centered benefits. The phrase "clean energy solutions" appears throughout the plan and is defined as energy efficiency, small scale renewable energy and customer-sited grid connected technologies that customers use to manage energy use. Future conditions add up to increasing demand for existing services and the need for new services. The five focus areas are interconnected with each other:

- Maximizing clean energy acquisition to help reduce customer energy costs, help utilities avoid investments in generation and help relieve grid restraints
- Reduce the cost of decarbonization, making the transition less costly and risky for customers and utilities
- Creating greater impact for priority customers who haven't been served as well in the past, such as rural customers, communities of color and people with high energy burdens
- Motivating the next level of customer participation among customers who haven't worked with us or could do more
- Supporting community resilience to ensure clean energy solutions and their benefits are included in resilience efforts

The plan will be available for public comment through September 20. Comments may be submitted via the website, emailed to info@energytrust.org or mailed to Energy Trust's office.

Discussion

Staff facilitated discussion via Mural. The council said the plan is comprehensive and does a good job of distilling the themes. The focus areas are in line with what is being heard at a regional and local level (Becky Walker). The council indicated it aligns with NEEA and the Oregon Department of Energy's plans and provides good opportunities to work together (Becky Walker, Amanda Welch). The council added upstream work can help drive deeper adoption locally, and it will be helpful to talk more about how NEEA can support upstream work for priority customers with their data (Becky Walker). It liked how cost came up in a few places and how it's a major barrier for many customers (Becky Walker).

The council asked if Energy Trust is anticipating cost increases among installers as some may charge customers more with the additional funding available, adding that Bonneville Power Administration is sensitive to it (Jonathan Belmont). Staff responded it will be important to track costs. Energy Trust saw similar cost increases in the pandemic and had to run through its update cycle more quickly. It will be important to track trends in costs and ensure funding isn't exceeding project costs.

The council noted it is important to ensure there isn't a cost for low-income households to ensure adoption. Full installation costs should be covered; not just the unit installed, but also the surrounding costs. This includes looking at the impact on utility rates, ensuring customers are getting the benefits, that communities aren't left behind, and a rate structure that helps defer costs through discounts. One example is looking at households that never had cooling but now do; they will have costs in the summer that they didn't before and may need support to understand that. We don't want to put them in a place of paying a bill vs. not having heating or cooling (Charity Fain).

Community Energy Project is looking at how it collects and uses data since it does full retrofits at \$40,000 to \$50,000 per house. It is doing focus groups and will also offer a heat pump educational video. The focus is on people understanding the technology. If a community hasn't had access to it in the past, there is no one with first-hand experience to ask about it. Resilience and healthy homes will be another topic for listening sessions and outreach. Community Energy Project is happy to discuss how that information will be shared over the next couple of years (Charity Fain).

The council was pleased to see Energy Trust is looking at the overall system cost and acknowledging the more customers participate in energy efficiency, the greater the benefit to everyone. It added a lot of the plan is top of mind for the region, but the "laggard" concept is good to include so the region can get to where it needs to be (Lisa McGarity). The council said it would like to see more gas efficiency and resilience strategies spelled out (Laney Ralph).

Staff provided additional context on fuel switching in the next six years and a related strategy in the draft plan to support electrification as requested by customers, policymakers or funders. Currently, Energy Trust is guided by a board of directors' policy "Aligning with Oregon's Decarbonization Policies." Oregon does not have an explicit policy to electrify end-uses, and the OPUC regulates electric and natural gas utilities separately. This is reflected in the board's policy, which directs staff to follow OPUC rules to ensure electric ratepayer funds deliver benefits to those ratepayers and the electric grid, and similar with natural gas ratepayer funds delivering benefits to those customers and the gas system. The board policy also clarifies staff may pursue and administer funds not regulated by the OPUC that could have fuel-specific objectives (i.e., federal Home Electrification and Appliance Rebate). There is increasing customer interest in electrification options, and Energy Trust will continue to support those customers in alignment with the board policy. The hybrid HVAC pilot that is funded by all five utilities is one way Energy Trust is exploring the impacts of adjusting fuel use based on weather needs and customer interest.

The council mentioned the goal of reducing decarbonization costs in focus area 2 is similar to focus area 1. NEEA struggled a bit with this in its own plan, giving thought to what activities were cost saving vs. what were just about decarbonization for its own sake. It is tricky to determine where the metrics should appear (Becky Walker). Staff said the plan opens the door to Energy Trust getting a better understanding of customer habits, as timing of incentives may have an impact on cost reduction. There are several facets to this. Staff will share the feedback about metrics with the planning committee.

Next steps

None.

3. Gas transport update

Topic summary

Staff gave an update on serving transport customers for Avista and NW Natural. The invalidation of Oregon's Climate Protection Program in 2023 changed plans for serving transport customers, who are large users who purchase their own natural gas and pay utilities to transport it to their sites via existing infrastructure.

Energy Trust began offering strategic energy management (SEM), along with standard and custom track incentives for Avista transport customers in 2023. A few enrolled in SEM, and they will continue until their engagements end – one in fall 2024 and another in March 2025. Energy Trust discontinued custom tracks in spring 2024 and only offers standard track prescriptive incentives right now. The total budget is \$300,000 for 2024. It's a little less than the approved budget and is capped.

NW Natural transport customers weren't yet being served when the Climate Protection Plan was invalidated. Energy Trust recently signed an agreement with NW Natural to offer standard prescriptive incentives up to \$75,000 and is serving transport customers through Production Efficiency and Existing

Buildings. Less than four months remain, so the full budget may not be spent due to the long lead times for large commercial and industrial projects.

New Climate Protection Plan rules are out for public comment and may take effect in early January 2025. Energy Trust will revisit what it offers in October.

Discussion

None.

Next steps

None.

4. Business lighting downstream pause for 2024

Topic summary

Staff provided an update on recent changes to downstream lighting incentives. Energy Trust offers downstream lighting incentives through trade allies, instant discounts through midstream distributors and small business direct installs. Downstream incentives are now paused to manage the budget through the end of the year. Energy Trust increased incentives in April 2024; it increased the downstream budget by 70% over 2023 due to anticipated higher volume. Activity was much higher than anticipated, driven by the incentive increase and customer response to HB 2531. HB 2531 prohibits the sale of fluorescent lighting, making LEDs the standard. Energy Trust is already seeing the impacts of this new standard in 2024 program implementation. As HB 2531 goes into effect in 2025, fewer lighting measures will qualify for incentives.

Prior to pausing, Energy Trust reduced marketing activity and tightened controls. It announced the pause on August 12, with a deadline of August 23. Projects not offered incentives can resubmit when the program reopens. Because the 2025 budget is still in development, staff doesn't know what the downstream offer will look like, although staff does expect to reduce incentives and project maximums.

Discussion

None.

Next steps

None.

5. Measure updates for 2025

Topic summary

Staff presented on 2025 measure changes. Specific measures are shown in the [CAC presentation](#). Staff discussed new measures being added in 2025, along with several operating under exceptions granted by the Oregon Public Utility Commission (OPUC). New measures include ducted heat pumps in stacked multifamily and high-speed doors and advanced controls for walk-in coolers and freezers. Potential measure exception requests currently in progress include manufactured homes early retirement; ductless heat pumps in existing single-family, manufactured homes and multifamily; and ducted and ductless heat pumps in small and medium businesses. There is an existing exception for ductless heat pumps in multifamily, and ductless heat pumps in stacked multifamily is new.

Research and pilots will include no-cost ductless heat pumps, ducted heat pumps, heat pump water heaters, targeted duct treatment, and dual fuel heat pumps. The no-cost measures are designed to see how Energy Trust can serve customers experiencing low-incomes and energy burdens by working with community partners like community-based organizations and housing organizations. There will also be a pilot to offer no-cost small commercial heat pumps through community partners.

Discussion

The council members asked about volume expectations for manufactured home replacement and ductless heat pumps in stacked multifamily (Lisa McGarity). Staff responded that manufactured home replacement has been steady but is expected to increase to over 100 units in 2025 compared to 60-70 in 2024. Ductless heat pumps in stacked multifamily properties is new, so Energy Trust will know more in time.

Next steps

None.

6. UM2211 update from OPUC staff

Topic summary

Benedikt Springer, senior utility and energy analyst at the Oregon Public Utility Commission, provided an update on the Energy Affordability Act (HB 2475) and OPUC Docket UM 2211. All utilities have established bill discount programs by now. Staff is working on better reporting on disconnections and arrearages. Energy burden data is in review and the OPUC is looking at how energy programs in Oregon can be made more accessible. Dockets are the way the OPUC tracks on these decisions. All are listed on the OPUC website. Contact information and links to search for dockets are included in the slides.

Discussion

None.

Next steps

None.

7. Council member announcements

Becky Walker from Northwest Energy Efficiency Alliance announced the call for nominations for NEEA's Leadership in Energy Efficiency awards is open through September 13.

8. Public comment

None.

9. Adjournment

The meeting adjourned at 3:30 p.m. The next meeting will be held Thursday, October 7, 2024, at 1:30 p.m.

Tab 8

Diversity Advisory Council Meeting Notes

September 10, 2024

Attending from the council:

Indika Sugathadasa, PDX HIVE
Dolores Martinez, EUVALCREE
Susan Badger-Jones, special projects consultant
Martin Campos-Davis, Oregon Human Development Corporation
Oswaldo Bernal, OBL media
Terrance Harris, Drexler University

Attending from Energy Trust:

Alicia Moore	Alex Novie
Emily Findley	Themba Mutepfa
Elizabeth Fox	Cameron Starr
Elaine Dado	Kirstin Pinit
Mia Deonate	Julianne Thacher
Elaine Prause	Abby Spegman
Amber Cole	Jackie Goss
Caryn Appler	Emily Estrada
Greg Stokes	Tracy Scott
Lizzie Rubado	Hannah Cruz
Gloria Gunn	Gemma DiMatteo
Barbara Miller	Adam Bartini
Jacob Dowell	Erin Roach-Alberts
Alicia Li	Amanda Zuniga
Karen Chase	Akanksha Rawal
Laura Schaefer	Kenji Spielman
Angela Clayton Schmidt	Lindsey Diercksen
Jane Hammacker	Cody Kleinsmith
Julie McMorine	Michael Hoch
Jonathan Cresson	Andi Nix
Chip Polito	Maddie Norman
Emily Cahill	

Others attending:

Ezell Watson, Oregon Public Utility Commission	Christina Zamora, Klamath and Lake County Community Action Services
Benedikt Springer, Oregon Public Utility Commission	Ciera Milkewicz, CLEARResult
Lauren Rosenstein, Oregon Department of Energy	Eathen Swain, TRC
	Ryan Robison, Skill Demand
	Jessica Dover, AlmaLuna LLC
	Ivonne Saed, Saedgraphic

1. Welcome

Alicia Moore, Energy Trust's director of DEI services, convened the meeting at 9:02 a.m. The agenda, notes and presentation materials are available on Energy Trust's website at <https://www.energytrust.org/about/public-meetings/diversity-advisory-council-meetings/>.

Alicia reviewed the agenda and provided a reminder about an upcoming joint advisory council meeting on October 10, which will be used to review Energy Trust's multi-year budget planning cycle in 2025.

2. Draft 2025-2030 Strategic Plan

Topic summary

Staff presented on Energy Trust's draft 2025-2030 Strategic Plan, which Energy Trust is inviting public comments until September 20. Staff reviewed the development process the board of director used to inform the draft plan – which included public meetings, listening sessions with stakeholder, community and customer audiences and a series of staff-developed learning papers – and elements of the plan. Staff then walked through the plan's five focus areas in more detail, emphasizing the focus area focused on creating greater impact for priority customers; Energy Trust needs to rethink and redesign offers to better serve these customers, including through leveraging additional funding sources.

The new strategic plan will directly inform the development of Energy Trust's 2026-2030 multi-year plan that will operationalize the strategic plan by outlining the activities to make progress in each focus area. Energy Trust will continue to track on other existing metrics such as OPUC performance metrics and equity metrics.

Discussion

Staff then facilitated an activity with the council members, who were prompted to add their initial impressions and feedback on the draft strategic plan to an online Mural board. Members added their comments via in response to question prompts regarding the strategic plan, including if anything is missing from the draft plan, what they found exciting about it and how the focus areas may intersect with work in their own organizations or communities.

Staff led a verbal discussion. The council asked, regarding focus area 1, how all customers would see a cost reduction in the near future (Terrance Harris). Staff answered that if a customer directly participated by installing a clean energy upgrade in their home or business, they would see an immediate impact on their utility bill. While this focus area is intended to speak more to lower costs for all customers over time, each time a customer participates, it improves utility systems, which all customers benefit from. Longer-term cost savings are unlikely to be seen right away, but the other focus areas are designed to supplement that objective by focusing on reaching all customers and getting them to directly participate to see immediate bill savings.

The council offered an example of how customers could overestimate the impact of clean energy investments on their utility bills (Oswaldo Bernal). When he installed solar panels on his home, he was not initially aware of potential future costs—for example, if the roof needs to be replaced after the panels are installed, the customer will need to pay to reinstall the solar system afterwards. He stated that a friend who installed solar before getting his house appraised learned that his investment would not significantly improve his home's equity. Staff agreed there is a need for consumer education to ensure customers are not negatively impacted by their energy investments.

Another education opportunity is to help customers better understand if and how energy upgrades will increase the value of their home. The council noted utilities often have a monopoly within a given service area, so customers lack choice and have no control when rate increases occur (Oswaldo Bernal). The council supported being proactive with consumer education to help customers avoid scams, noting the potential for scams related to Solar for All offers in development, which are likely to hit the market in 2026 (Lauren Rosenstein).

The council also emphasized the importance of figuring out how to work with community-based organizations and community action agencies in a mutually supportive way that does not overburden them (Lauren Rosenstein).

Next steps

Council members are invited to contribute more feedback through the formal public comment process by email, mail or an online web form.

3. Klamath & Lake Community Action Services

Topic summary

Christina Zamora, executive director of community action services in Klamath and Lake counties, provided an overview of her organization's work serving low-income customers in Southern Oregon. Klamath and Lake Community Action Services recently celebrated its 20-year anniversary. It is the only community action agency in Oregon that does not administer the weatherization assistance program; instead, those services are provided through Oregon Human Development Corporation. The agency has 22 team members and an annual budget of \$8 million. It focuses on building partnerships with other organizations in its service area to improve awareness of programs, share information and participate in outreach events. It currently manages about 60 relationships with the goal of maintaining those while building new ones.

The largest program offered by the agency is its energy assistance program; a large portion of program participants are on a fixed income. The program takes applications during specific windows in the heating and cooling seasons depending on available budget. Priority access is given to households with senior citizens or disabled customers. The agency has received support from two AmeriCorp RARE members in the past two years to build an energy-specific resource guide that is now available on the agency's website and create efficiency by combining a housing coalition group and an energy coalition group that were previously being managed separately, which increased awareness of the connections between housing and energy.

The agency has also begun working with Lake County Resources Initiative in a collaboration to deliver Oregon Community Heat Pump Program.

Discussion

Alicia Moore asked how the agency approaches its partnerships without creating a burden on either side. Christina answered they work to figure out commonalities with the other organization to avoid creating extra work. Since resources are so thin in their service area, people are often motivated to partner because it feels like sharing a common burden. Being transparent about time commitments and capacity is also helpful.

Next steps

None.

4. Tribal working group update

Topic summary

Outreach staff provided updates on Energy Trust's tribal working group that includes tribal members. It advises Energy Trust strategies for outreach and coordination with tribal customers to increase Energy Trust's knowledge of tribal communities and increase their participation in energy programs. Among the group's recommendations:

- Energy Trust should consider developing more tribal success stories and use storytelling to help tribal communities learn from each other, and to create those assets in collaboration with tribal participants.

- Energy Trust should develop a process for directly engaging tribal leadership bodies and boards that is more strategic, rather than at the project level. We should also think through the administrative burden associated with tribal participation in energy programs and do more to develop an understanding of how this might look different for each tribal community.
- Tribal communities may have concerns about sharing information with Energy Trust, stating we need to advance our work with sensitivity and understand that trust needs to be built over time.
- Energy Trust is hiring a tribal government and stakeholder relations manager; based on feedback from working group and other stakeholders, this person will be part of the internal policy services group and supported by regional outreach staff.

Members have expressed interest in learning about Energy Trust's effort to develop a program-wide strategy to better serve tribal customers. They are also interested in opportunities from new federal funding sources, so staff delivered a presentation on forthcoming HOMES and HEAR programs as they relate to tribal communities.

An effort to recruit more tribal members to the working group is close to completing. The effort prioritized having representatives from all nine federally recognized tribes in Oregon; participation is also open to members of non-federally recognized tribes, tribes outside of Oregon, representatives of tribal organizations as well as tribal liaison positions at other organizations.

Discussion

None.

Next steps

Council members are invited to reach out to staff if they would like to stay connected to or get involved in this work.

5. Innovation and Development update

Topic summary

Innovation and Development team staff gave an overview of Energy Trust's work to identify and leverage new, complementary funding sources. Historically, Energy Trust has been funded by utility ratepayers; more recently, it has added new sources of funding through grants and contracts. Complementary funding allows Energy Trust to serve more customers and more deeply serve customers with lower incomes. It can also provide an opportunity to address other types of housing repairs that may be needed before installing an energy upgrade, such as a roof repair. Complementary funding can also help Energy Trust experiment with new services that are not currently feasible with utility funding only, such as serving customers in geographic areas not served by an investor-owned utility.

Energy Trust's strategy for identifying and assessing complementary funding is:

- Opportunities should be closely tied to our core work and be complementary to existing clean energy efforts that benefit roughly similar customers and communities.
- Another consideration is whether Energy Trust is uniquely qualified to deploy a funding source, because we want to avoid taking opportunities away from organizations that are better positioned to get dollars into communities.

Examples of complementary funding sources included in Energy Trust's 2025 budget including Solar for All, HOMES and HEAR, Oregon Community Heat Pump Deployment program, a FEMA community energy resilience grant and an EPA climate pollution reduction grant.

Discussion

The council expressed appreciation for the attention to rural areas that are not served by an eligible gas or electric utility, stating those are tough to serve (Susan Badger-Jones). Energy Trust is tracking at least 50 possible funding sources, some of which are related to rural and remote areas, however we are exploring those in collaboration with local organizations.

The council said it would be helpful to get periodic updates on new funding opportunities (Susan Badger-Jones), suggesting a quarterly roundup of opportunities would be useful (Martin Campos-Davis).

Next steps

Energy Trust will begin sharing quarterly updates on new funding opportunities with council members.

6. Member updates and adjournment

Alicia Moore reviewed the draft advisory council meeting schedule for 2025. The meeting adjourned at 11:14 a.m.

Tab 9

MEMO

Date: 8/5/2024
To: Energy Trust Board of Directors
From: Cody Kleinsmith, Project Manager - Evaluation

Subject: Billing Analysis of Residential Ductless Heat Pump Installations

Executive Summary

Energy Trust analyzed the energy impacts of ductless heat pumps (DHPs) installed in Oregon using Energy Trust incentives from 2020 to 2022. This analysis was conducted using our in-house Residential Energy Billing Analysis (REBA) tool. Energy Trust's DHP measures underwent significant changes in 2020 and 2022 through both measure development and program design processes. As such, this analysis into DHP savings was conducted for the following reasons:

- DHPs are a high impact and high volume measure for Energy Trust's Residential program, both in terms of meeting savings and equity goals.
- Energy Trust has not evaluated DHP savings since a 2019 study and would like to assess the effectiveness of the changes the Residential program made in 2020 and 2022 to DHP measures.
- These results will inform 2025 DHP measures and offers.
- Regular billing analysis of measures is a significant method for Energy Trust to fulfill our mission, strategic goals and values, especially "We are Transparent."

On average, Energy Trust claimed 2,307 kWh of annual electricity savings per DHP installed during this study period. Evaluated savings were found to be 1,032 kWh (± 308 kWh) annually, or roughly 7% of whole home electricity usage. This is 45% of the claimed savings per DHP and was statistically different from the average claimed savings value. In addition to this overall result, we analyzed the population of DHP installations during this study period in many different sub-samples, detailed in Table 1 below. Realization rates for these sub-samples ranged from as low as 3% to as high as 63%, and all but one of them¹ was statistically different from the average claimed savings value of their sample. Due to available sample sizes, we have moderate to very low confidence in the results of these sub-samples.

Based on the findings of this analysis, we will undertake the following actions:

The Residential measure development and engineering teams will incorporate these results into the 2024 measure approval document (MAD) update process for DHPs. The DHP measures were previously modified by these teams in the 2020 and 2022 MAD update process to incorporate recommended

¹ This one instance where evaluated savings was not statistically different from the claimed savings was for homes between 2,000 and 2,499 square feet in area. This was primarily driven by low sample sizes causing low precision.

changes from a 2019 DHP Study conducted by Energy Trust and Cadmus². The results of this billing analysis may be combined with other trusted sources of information available in the market, such as the Regional Technical Forum, in a similar fashion to the 2020 and 2022 update processes to determine appropriate savings claims for DHP measures in 2025 and beyond.

In addition to updates to the existing measures, the Residential program will explore program design changes in response to these results. This is particularly relevant in terms of unconditioned spaces in a homes' baseline and how they impact DHP savings. This issue was previously identified in the 2019 Cadmus DHP study and was partially addressed through added measure requirements for locating the primary indoor unit. Additional units beyond the first are not, however, subject to the same requirements to be placed in a portion of a home that was previously conditioned by an electric resistance heating source. The Residential program will explore collecting this information on forms or other avenues to allow future research to identify and account for this issue and its impact on efficiency savings. The Residential program is also expecting to incorporate these results into the 2025 measures in ways that recognize the impact of unconditioned spaces on DHP savings to continue to allow the program to have the necessary installation flexibility to serve these homes.

Lastly, Energy Trust will perform additional research into DHPs to further contextualize, understand and determine recommendations to address these results. As expressed throughout this report, there are many cases where the limitations of stand-alone billing analysis or limited sample sizes are constricting our ability to understand what is driving the results. Energy Trust's ongoing no-cost DHP pilot will be one place where Energy Trust will learn more information about several of these elements, such as thermal comfort and behavior changes resulting from DHP installations in low-income customer segments. Beyond this research, the Residential program and evaluation engineering teams will work together to identify additional research opportunities from these findings and conduct them as either stand-alone research projects or incorporate them into upcoming or ongoing research efforts, such as Fast Feedback or a Residential Process Evaluation. Areas of interest for future research activities include supplemental heating equipment, suboptimal customer behavior post-installation, using a future-participant comparison group for future billing analysis projects and conducting billing analysis more frequently, the seasonality of DHP savings, and evaluating the impact of program design changes.

Despite the realization rates and evaluated savings of this research, DHPs will continue to be an important measure for Energy Trust. DHPs are a popular space conditioning choice for customers in homes without ducting and will continue to be a part of the solution to displacing electric resistance heat in Oregon, especially as new federal and state programs and other funding sources or programs enter the market. DHPs are also a significant equity measure due to the housing stock that many of Energy Trust's priority customer segments occupy. As Energy Trust takes the above next steps, we will continue to improve our DHP measures and outcomes for our utility stakeholders and customers we serve.

² That report can be found on Energy Trust's website: https://www.energytrust.org/wp-content/uploads/2019/10/Residential_Ductless_Heat_Pump_Study_Report.pdf

Sample Description	Sample Years	Sample N ³	Annual Baseline Usage ⁴	Average Claimed Savings ⁵	Average Evaluated Savings	Realization Rate	90% Confidence Interval ⁶	% Savings ⁷	Reliability Rating ⁸
Overall	2020-2022	2,054	13,917	2,307	1,032	45%	724, 1,339	7%	Moderate
Overall, 2017 to 2019	2017-2019	2,318	14,510	2,222	726	33%	421, 1,031	5%	Moderate
Overall, 2022 Only	2022	792	12,516	2,326	1,206	52%	611, 1,801	10%	Moderate
Overall, with Supplemental Heating Equipment	2022	159	14,006	1,485	320	22%	-779, 1,419	2%	Very Low
Overall, without Supplemental Heating Equipment	2022	628	12,368	2,373	1,494	63%	824, 2,164	12%	Moderate
Market Rate Offers	2020-2022	1,182	14,168	2,277	798	35%	389, 1,208	6%	Low
Income Qualified Offers	2020-2022	549	13,979	2,308	1,216	63%	648, 1,784	9%	Moderate
Site Built Homes	2020-2022	1,687	14,151	2,271	918	40%	578, 1,259	6%	Moderate
Manufactured Homes	2020-2022	250	13,478	3,335	2,084	62%	1,296, 2,872	15%	Moderate
Site Built Homes, 2022 Only	2022	640	14,437	2,244	1,003	45%	446, 1,560	7%	Low
Site Built Homes, with Supplemental Heating Equipment	2022	132	13,979	1,452	205	14%	-1,012, 1,421	1%	Very Low
Site Built Homes, without Supplemental Heating Equipment	2022	491	14,629	2,303	1,180	51%	549, 1,811	8%	Low
Heating Zone 1	2020-2022	1,831	13,943	2,296	1,104	48%	781, 1,426	8%	Moderate
Heating Zone 2/3	2020-2022	221	14,331	2,609	359	14%	-592, 1,309	3%	Very Low
One Indoor Unit	2020-2022	1,046	13,218	2,384	1,195	50%	792, 1,597	9%	Moderate
Two Indoor Units	2020-2022	571	13,604	2,302	709	31%	173, 1,244	5%	Low
Many Indoor Units	2020-2022	436	15,989	2,281	980	43%	264, 1,695	6%	Low
Replacing an Electric Forced Air Furnace	2020-2022	455	13,399	3,569	1,436	40%	688, 2,184	11%	Low
Replacing a Zonal System	2020-2022	1,414	13,820	2,205	826	37%	470, 1,182	6%	Low
Replacing a Zonal System, 2022 Only	2022	535	14,240	2,185	1,000	46%	406, 1,594	7%	Low
Replacing a Zonal System, with Supplemental Heating Equipment	2022	113	13,636	1,417	49	3%	-1,180, 1,278	<1%	Very Low
Replacing a Zonal System, without Supplemental Heating Equipment	2022	407	14,381	2,246	1,259	56%	579, 1,939	9%	Low
Homes <1,000 Square Feet	2020-2022	409	11,404	2,350	1,360	58%	835, 1,886	12%	Moderate
Homes between 1,000 and 1,499 Square Feet	2020-2022	966	13,575	2,299	1,080	47%	690, 1,471	8%	Moderate
Homes between 1,500 and 1,999 Square Feet	2020-2022	428	15,454	2,319	888	38%	169, 1,607	6%	Low
Homes between 2,000 and 2,499 Square Feet	2020-2022	157	16,827	2,291	1,118	49%	-82, 2,318	7%	Very Low
'Ideal' Installation Scenario	2022	135	13,477	2,228	1,087	49%	5, 2,169	8%	Low
Overall, without Natural Gas Service	2020-2022	1,754	14,342	2,312	1,121	48%	792, 1,450	8%	Moderate

Table 1 - Findings Summary

³ Final treatment group sample size available for analysis. Comparison group Ns are 10 times the treatment group Ns.

⁴ Annual Electricity usage for treatment sites in the one year prior to their participation in a DHP measure with Energy Trust.

⁵ Mean weather normalized annual energy usage in kWh.

⁶ Confidence interval of evaluated savings value at 90% confidence level.

⁷ Electricity savings as a percentage of baseline annual use.

⁸ Reliability rating of savings estimate based on relative precision and sample size.