Energy Trust Board of Directors

December 15, 2023, Board Meeting

Energy Trust of Oregon
Board of Directors' Meeting
Hybrid at 421 SW Oak Street and Zoom Webinar

Register in advance for this webinar:
https://us06web.zoom.us/webinar/register/WN_-sQ617pwRKa6KHT-R_y0Mw

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

PUBLIC COMMENT:

There will be two opportunities for PUBLIC COMMENT during the meeting at 10:00 a.m. and 1:10 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.

EXECUTIVE SESSION:

The Energy Trust Board of Directors will meet via Zoom and in person in **Executive Session from 3:40 p.m. to 4:10 p.m.** to discuss matters pursuant to bylaws section 3.19.1, to discuss internal personnel 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 a hybrid meeting and held February 21st, 2024, on Zoom and at 421 SW Oak Street, Portland, OR, 97204.

219th Board Meeting

December 15th, 2023

Register to join Zoom Webinar: https://us06web.zoom.us/webinar/register/WN_-sQ617pwRKa6KHT-R_y0Mw

	Agenda	Tab	Purpose
10:00 a.m.	**Board Meeting Call to Order** (Henry Lorenzen) **General Public Comment** (5 minutes) *The president may defer specific public comment to the appropriate agenda topic.*		Info
10:05 a.m.	**President's Report** (Henry Lorenzen, 5 minutes)		
	Consent Agenda *The consent agenda may be approved by a single motion, second and vote of the board. Any item on the consent agenda will be moved to the regular agenda upon the request of any member of the board.* • October 11, 2023, Board Meeting Minutes • November 8, 2023, Board Workshop Minutes • R1012 Retiring the Self-Direct Policy 4.10.000-P • R1015 Board Committee Chair Appointments (Revises R1004)	**Tab 1**	Action
10:10 a.m.	**Executive Director Report** (Michael Colgrove, 30 minutes) • Community Based Organizing Activity • Commercial and Industrial Activity • Rural Activity		Info
10:40 a.m.	**NEEA Annual Report** (Becca Yates, 30 Minutes)		
11:10 a.m.	**Proposed Final 2024 Budget and 2025 Forecast** (Michael Colgrove, 60 Minutes) • 2024-2025 Action Plans		Info
12:10 p.m.	**Lunch** (60 minutes)		
1:10 p.m.	**Board Meeting Call to Order** (Henry Lorenzen) **General Public Comment** (5 minutes) *The president may defer specific public comment to the appropriate agenda topic.*		Info
1:15 p.m.	**Proposed Final 2024 Budget and 2025 Forecast (Continued)** • R1013 Adopt Final Proposed 2024 Budget and 2024-2025 Action Plan (5 minutes)	**Tab 3**	Action
1:20 p.m.	**Committee Reports** (40 minutes)		
	• Compensation & Human Resources Committee (Amanda Sales)	**Tab 2**	Info
	• Finance & Audit Committee (Chris Dunning)	**Tab 3**	Info
	• Nominating and Governance Committee (Debbie Menashe)	**Tab 4**	Info
	• Ad hoc Diversity Equity and Inclusion Committee (Melissa Cribbins)	**Tab 5**	Info
	○ R1016: Amend ad hoc Diversity Equity and Committee Charter (Revises R994)	**Tab 5**	Action
	• Ad hoc Strategic Planning Committee (Amber Cole)	**Tab 6**	Info
	○ R1014: Adopt Strategic Planning Committee Charter	**Tab 6**	Action

Table of Contents

The next regular meeting of the Energy Trust of Oregon Board of Directors will be held February 21st, 2024, on Zoom and at 421 SW Oak Street, Portland OR 97204

Table of Contents

Table of Contents

Tab 1

Board Meeting Minutes—217th Meeting

October 11, 2023

Board members present: Janine Benner (ODOE Special Advisor), Susan Brodahl, Melissa Cribbins, Thelma Fleming, Eric Hayes, Anne Haworth Root, Henry Lorenzen, Jane Peters, Silvia Tanner, Letha Tawney (OPUC ex-officio), Peter Therkelsen, Roland Risser, Ellen Zuckerman

Board members absent: Ellsworth Lang, Bill Tovey

Staff attending: Melanie Bisonette, Justin Buttles, Sarah Castor, Amber Cole, Michael Colgrove, Scott Clark, Ryan Crews, Tara Crookshank, Hannah Cruz, Elaine Dado, Lindsey Diercksen, Sletsy Dlamini, Chris Dunning, Emily Findley, Sue Fletcher, Fred Gordon, Katherine Hughes, Betsy Kauffman, Oliver Kesting, Cody Kleinsmith, Debbie Menashe, Spencer Moersfelder, Kyle Morrill, Themba Mutepfa, Alex Novie, Natalia Ojeda, Maddy Otto, Kristin Pinit, Amanda Potter, Elaine Prause, Helen Rabold, Danielle Rhodes, Laura Schaefer, Sloan Schang, Tracy Scott, Abby Spegman, Greg Stokes, Julianne Thacher, Amanda Thompson, Jay Ward, Kate Wellington, Amanda Zuniga

Others attending: Kate Ayres (Community Energy Project), Edward Barbian, Jeff Bissonette (NW Climate), Wilma Compton, Pat DeLaquil, Kari Greer (PacifiCorp), Sarah Hall (OPUC), Randy Hastings (DThree), Paul Hawkins (MultCo), Diane Henkels (SBUA), Jennifer Hill-Hart (Oregon CUB), Brooke Landon (CLEAResult), Lisa McGarity (Avista), Steve Lacey, Tim Miller (Oregon Business for Climate , Alma Pinto (NW Energy), Laney Ralph (NW Natural), Greer Ryan (Climate Solutions), Peter Ryan (OPUC), Peter Schaffer (PacifiCorp), Jake Wise (PGE), Becca Yates (NEEA), Maria Zuñiga.

Business Meeting

President Henry Lorenzen called the meeting to order at 10:03. Henry then explained the protocols for participating in the hybrid meeting and provided information regarding public comment opportunities.

General Public Comment

In the first set of public comments at the meeting, Tim Miller, Director of Oregon Business for Climate, reflected on his own experiences working with Energy Trust to deliver programs in the past through Inhabit and Clean Energy Oregon. Further, on behalf of Oregon Business for Climate, Tim supported Energy Trust efforts moving forward to braid its funds with many other emerging resources from PCEF, Oregon Department of Energy, federal IRA funds and Seeding Justice and Oregon's community climate investments. Tim believes that no organization is positioned as well as Energy Trust to align for synergistic impact with emerging new tools and resources to combat climate change in new and diverse ways.

Board members thanked Tim for his comments.

Consent Agenda

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

MOTION: Approve consent agenda

Consent agenda includes:

1. August 9, 2023, Board Meeting Minutes
2. September 13, 2023, Board Workshop Minutes
3. R1008 - Authorizing a Contract Extension with Colhour and Cohen (C+C) for Public Relations and Communications Services

Moved by:	Eric Hayes	Seconded by: Roland Risser
Vote:	In favor: 9	Abstained: 0
	Opposed: 0	

Budget Workshop

Angie Thomson, facilitator, oriented Energy Trust's board of directors on the budget workshop flow, noting that the workshop would be a mix of presentation and discussion.

Energy Trust Executive Director Michael Colgrove first presented some foundational drivers for the budget Among other things, new this year, in addition to the drivers that emerge from the resource information in the utility Integrated Resource Plans (IRPs) are the utility Clean Energy Plans (CEPs) which provide on utility planning for climate compliance strategies.

Mike also explained that the proposed 2024 budget proposal has been driven by the OPUC's question on what Energy Trust could do to accelerate energy efficiency and renewable energy acquisition to help the utilities reach their CEP and 2030 clean energy goals. To accelerate acquisition, Energy Trust and the OPUC have been in discussions on assumptions related to avoided cost and levelized cost, portfolio-level planning, impacts of complementary funding, and the possibility of multiyear approach to budget and planning. While assumptions on avoided cost and levelized cost have not changed significantly for this budget proposal, Energy Trust does expect these factors will be reconsidered in the coming year which could affect future year budgeting.

Multiyear planning is another probable future budget change. Mike explained how this kind of planning, as compared with one year budget planning, would permit Energy Trust to better align with utility multi-year climate goals and better align with the strategic planning goals of the organization.

Another budget driver is market intelligence, and for those Energy Trust listens to its advisory councils. The advisory councils discussed important market factors such as community coordination, geographically targeted load management work, and leveraging complementary funding. Board members also provide insight.

The market dynamics that have emerged through these discussions are the following, and all are incorporated into the proposed budget:

1. Aggressive utility decarbonization goals as seen in CEPs
2. HB2531 phasing out of fluorescent lighting.
3. Economic conditions, including lingering inflation and supply chain concerns.
4. Community interest in clean energy, climate goals and resilience and engagement with community-based organizations (CBOs)
5. Complementary funding coupled with workforce challenges.

A final factor considered for the 2024 is the forecast for 2023 which, with current projections, indicates that Energy Trust will exceed its electric efficiency goals, approach goal for gas efficiency, and greatly exceed goal for renewable generation. For these results, revenues and expenditures are trending close to the 2023 budget, with staffing and administrative costs trending under budget.

Angie then facilitated questions and discussions among board members. Matters discussed included clarification of portfolio-level planning, the impact of complementary funding, ways to reduce confusion for customers considering various funding streams, supporting low- and moderate-income customers more effectively with additional complementary funding, multi-year planning, and setting measurable goals.

Board members also asked questions regarding the capacity of Energy Trust staff to take on these changes to grow at the rate contemplated.

After discussion, Mike returned to his presentation and explained the changes between last year's projected 2024 budget and the proposed budget presented to the board. In general, the current proposed 2024 budget is larger because of the following factors now informing Energy Trust planning:

1. The proposed 2024 contemplates increased incentive amounts to address increasing project costs.
2. The proposed 2024 budget invests in developing new approaches to Energy Trust program design for the coming years.
3. The proposed 2024 budget fills in gaps in key areas of market infrastructure related to workforce, including an expansion of Energy Trust's trade ally network, its relationships with community-based organizations, and support for workforce development in new and emerging technologies and program offerings.

In summary, the proposed 2024 budget represents an investment $304.8 million for Energy Trust's work, with expected highly cost-effective savings of 48.7 aMW of electric efficiency and 7.2 MMTh in gas efficiency. The budget contemplates also support for 4.2 aMW in renewable generation and distribution of $159.2 million in incentives.

Mike provided additional detail on the budget and anticipated utility funding revenue needs, noting that expected carryover and higher than expected investment income means that Energy Trust will request less than the full budget expenditures amount in its revenue requests.

Board members then asked additional questions regarding workforce development and the role of CBOs and the impact of any changes in inflation trends.

Adjourn for Lunch

The meeting adjourned at 12:15 for a lunch break.

Board Meeting Call to Order

Henry Lorenzen called the meeting to order at 1:05 p.m.

General Public Comment

Jeff Bissonette, NWEC, expressed NWEC's support for the proposed budget and the proposed changes to Energy Trust's current Fuel Switching Policy. Jeff described the proposed policy changes as well-considered and focused on Energy Trust's emerging role in climate, a focus not considered when Energy Trust was first organized.

Regarding the budget, NWEC is strongly supportive of the ways in which the budget supports Energy Trust's complementary role to support new utility requirements.

Jennifer Hill Hart, Policy Manager at Oregon Citizen Utility Board (CUB) also expressed support for the revised fuel switching policy language and the proposed 2024 budget. CUB also expressed the hope that Energy Trust support the added staff. CUB recommends delaying any rate increases to support Energy Trust's revenue requests be delayed until April 1 to mitigate rate impact during the heating season.

Diane Henkels, of SBUA, an association representing small commercial customers, supports the proposed budget, noting its greater focus on small business customers. Diane will file written comments as well.

Jake Wise, PGE liaison to Energy Trust, thanked the Energy Trust board and leadership for its detailed budget presentation and the opportunity for comment. PGE will file written comments as well. In his public comments, Jake noted that PGE wants to work with Energy Trust to mitigate rate impact.

Greer Ryan of Climate Solutions spoke in favor of the proposed changes to Energy Trust's fuel switching policy and the proposed budget. Greer noted that the proposed budget, with increased incentives if helping to fill gaps to help make energy efficiency more affordable for more customers.

Wilma Compton thanked the board for the opportunity to comment, and expressed her appreciation for Energy Trust's commitment to diversity, equity, and inclusion.

Kari Greer of Pacific Power agreed with PGE comments delivered earlier. Pacific Power will file written comments in the coming weeks. Kari noted that Pacific Power supports energy efficiency acquisition and the focus on environmental justice communities. To mitigate rate impact, Pacific Power expressed support for a spring rate change also.

Budget Workshop, Continued

Following -public comment, the board continued its discussion of the proposed budget, raising questions about longer term planning, specific group budgets, impact of complementary funding and how to combine it with Energy Trust funding, internal staff capacity, and the proposal to mitigate rate impact during the winter heating season with rate increase scheduled for spring instead.

After responses from Energy Trust staff on how it would work, board members expressed support for the spring rate increase proposal. Board members also expressed excitement and support for the proposed budget and expressed interest in OPUC future discussions on avoided cost changes.

Henry Lorenzen paused the meeting for a break at 2:20 and reconvened at 2:29.

Executive Director Report

Michael Colgrove updated the board on three important topics of interest: Rural Activity, C&I Activity, and CBO engagements.

Regarding rural activities, Mike noted that the number of sites served, and the number of incentives paid in rural areas are both higher than last year. Most of these increases are due to

business lighting projects, which serve small and rural businesses. Energy Trust is making progress for rural Oregon, but there is more to do. For future growth, Energy Trust will look to expand market penetration and participation.

In addition to projects, Energy Trust supports RARE interns, an AmeriCorps program placing newly graduated interns in rural clean energy programs. Energy Trust is currently supporting placements with ODOE, Klamath & Lake Community Action Services, Lake County Resource Initiative, WyEast and NeighborWorks Umpqua. Mike expressed great appreciation for the RARE program noting that Energy Trust currently enjoys three former RARE interns on staff and one who served on the Energy Trust board.

Regarding commercial and industrial activity, Mike highlighted success and good trends for savings, although customers need support to move projects as inflation is still a headwind. Mike noted that the programs team are focused on moving projects forward.

Mike also described this year's Affordable Housing Cohort of the Multifamily SEM program. This cohort experienced workshops offered in multiple languages and led by Community Energy Project. Through these workshops and the cohort experience, all cohort buildings undertook energy assessments and found simple changes resulting in savings in energy and dollars.

Regarding CBO engagement, Nate McCoy, President and CEO of National Association of Minority Contractors (NAMC) presented information to the board on his organization and its work with Energy Trust. Nate described many distinct aspects of NAMC's work, including equity training, technology and project training, certification programs in coordination with the city of Portland, and building a steady pipeline of work for contractors in their network.

NAMC and Energy Trust have worked together to expand NAMC's membership and Energy Trust's trade ally network.

Board members engaged Nate in a good discussion on NAMC's work, including plans for work across the state and southwest Washington and challenges. A significant challenge is finding culturally sensitive training organizations and apprenticeship programs. Areas of particular interest and demand are semi-conductor, site cleanup, and energy efficiency projects. Training in these areas can support opportunities for scalable work and experience for NAMC members. Energy Trust's work provides these kinds of opportunities, and Nate and NAMC are excited to continue their productive work with Energy Trust

Committee Reports

Compensation & Human Resources Committee (Chair Eric Hayes)

Chair Eric Hayes referenced committee notes in the board packet and noted forthcoming conversations regarding review of executive bonus compensation structures as described in those notes.

Finance & Audit Committee (Chair Susan Brodahl)

Chris Dunning presented information on the July and August Finance & Audit Committee meetings. Discussions at those meetings focused on budget development and planning. In addition, at the August meeting, the committee reviewed staff's recommendation for extending the current CLEAResult Business Lighting Program Delivery Contract for one year. Under the terms of the contract, unless the board objects to the extension, staff are authorized to proceed. The board raised no objections to the extension recommendation, and staff will proceed accordingly.

Nomination & Governance Committee (Roland Risser)
Chair Roland Risser referenced the notes in the board packet for the August and September committee meetings. At both meetings, the committee discussed proposed changes to the Fuel Switching Policy, focusing on stakeholder comments. At the September meeting, the committee reviewed the proposed changes to the Contract Execution and Oversight Policy as recommended by the Finance & Audit Committee. Both policies, as revised, were recommended for approval to the full board. The board approved both with the following motions:

Resolution 1009
Amending Contract Execution and Oversight Policy
October 11, 2023

RESOLUTION 1009

AMENDING CONTRACT EXECUTION AND OVERSIGHT POLICY 5.05.005-P

WHEREAS:

1. **The Board Policy on Contract Execution and Oversight currently requires Board approval for any Energy Trust commitment to expend more than $500,000.**
2. **Energy Trust Commercial & Industrial programs are raising program incentive caps from $499,000 to $750,000 to accelerate program participation.**
3. **The policy provides delegated authority for commitments of up to $500,000 in standardized forms as administered by Energy Trust programs for program delivery efficiency. To maintain program efficiency, Energy Trust staff recommends amending the policy to increase the standardized form delegated authority cap to $750,000.**
4. **In recognition of increasing contract costs since the policy was originally adopted in 2004 and for consistency and to reduce confusion within and among the policy provisions, Energy Trust staff also recommends that the commitment caps identified elsewhere in the policy be increased to $750,0000.**

It is therefore RESOLVED that the Board of Directors of Energy Trust of Oregon, Inc. amends the Board policy on contract execution authority as shown in *Attachment 1* to reflect the changes described above.

Moved by:	Eric Hayes	Seconded by: Jane Peters
Vote:	In favor: 8	Abstained: 0
	Opposed: 0	

Attachment 1

Marked-5.05.009-P Contract Execution and Oversight Policy

Policy:

Purpose: *The Energy Trust Board of Directors has delegated to the Executive Director authority to execute all contracts on behalf of the organization consistent with the bylaws, all applicable funding agreements, and governing law. This policy regulates and sets forth the parameters for the implementation of this authority.*

Policy:

1. All contracts shall be consistent with all applicable provisions of (i) the bylaws, (ii) the PUC grant agreement, (iii) other Energy Trust funding agreements, and (iv) governing law.
2. The Energy Trust legal department shall establish processes for review of all contracts before submitting them to the Executive Director.
3. Contracts for total expenditure by Energy Trust of over the amount of $500750,000 over any period of time, including contract amendments that result in a total contract expenditure amount of more than $75500,000 over any period of time:
   - No contract or relevant amendment will be executed unless the Board of Directors has first reviewed and approved basic terms. The Board's initial contract approval may provide approval for amendments.
   - When it approves basic contract terms, the Board may instruct the Executive Director to bring a final contract back to the Board for review and approval before the contract is executed.
   - The Executive Director shall not execute contract amendments that make major changes in contract terms (e.g., more than 10% change in funds obligated, more than 20% change in energy saved or produced, time by which savings will be achieved) unless the Board of Directors has first reviewed and approved the basic terms of the change.
   - The Board shall review the basic terms of competitive bid processes that staff anticipates will result in Energy Trust entering into a contract for total expenditure by Energy Trust of over $75500,000.
4. Contracts for expenditure in the amount of $75500,000 and less in total expenditures: The Executive Director or, if the Executive Director is unavailable, the chief counsel or a senior staff member designated by the Executive Director, is authorized to execute contracts involving less than $75500,000 without Board review or approval of basic terms. This authority includes instances in which two or more contracts involving less than $75500,000 with a single contractor exceed $75500,000 in the aggregate.
5. Contracts under which Energy Trust receives funds in any amount: The Executive Director or, if the Executive Director is unavailable, the chief counsel or a senior staff member designated by the Executive Director, is authorized to execute contracts under which Energy Trust will receive funds in any amount.
6. For programs managed directly by Energy Trust staff, incentive agreements that involve $75500,000 and less and are processed in accordance with standardized program forms and procedures that have been reviewed by the legal department may be approved by the relevant department director or management-level staff designated by the department director. This authority includes instances in which multiple incentive payments to a participant or contractor, processed in accordance with standardized program forms and procedures, exceed $75500,000 in the aggregate.
7. Not less often than annually, staff shall report to the Policy Committee all instances in which Energy Trust has paid more than $75500,000 to an individual contractor in a given calendar year.

8. Staff and in-house contractor employment agreements: The Executive Director or, if the Executive Director is unavailable, the chief counsel or senior staff member designated by the Executive Director, may execute staff and in-house contractor employment agreements without Board review or approval of basic terms.
9. Contracts not involving a dollar expenditure may be signed by the relevant director or his/her designated manager(s).
10. The Executive Director shall maintain contract records required for an independent audit.

Clean-5.05.009-P Contract Execution and Oversight Policy

Policy:

Purpose: *The Energy Trust Board of Directors has delegated to the Executive Director authority to execute all contracts on behalf of the organization consistent with the bylaws, all applicable funding agreements, and governing law. This policy regulates and sets forth the parameters for the implementation of this authority.*

Policy:

1. All contracts shall be consistent with all applicable provisions of (i) the bylaws, (ii) the PUC grant agreement, (iii) other Energy Trust funding agreements, and (iv) governing law.
2. The Energy Trust legal department shall establish processes for review of all contracts before submitting them to the Executive Director.
3. Contracts for total expenditure by Energy Trust of over the amount of $750,000 over any period of time, including contract amendments that result in a total contract expenditure amount of more than $750,000 over any period of time:
    - No contract or relevant amendment will be executed unless the Board of Directors has first reviewed and approved basic terms. The Board's initial contract approval may provide approval for amendments.
    - When it approves basic contract terms, the Board may instruct the Executive Director to bring a final contract back to the Board for review and approval before the contract is executed.
    - The Executive Director shall not execute contract amendments that make major changes in contract terms (e.g., more than 10% change in funds obligated, more than 20% change in energy saved or produced, time by which savings will be achieved) unless the Board of Directors has first reviewed and approved the basic terms of the change.
    - The Board shall review the basic terms of competitive bid processes that staff anticipates will result in Energy Trust entering into a contract for total expenditure by Energy Trust of over $750,000.
4. Contracts for expenditure in the amount of $750,000 and less in total expenditures: The Executive Director or, if the Executive Director is unavailable, the chief counsel or a senior staff member designated by the Executive Director, is authorized to execute contracts involving less than $750,000 without Board review or approval of basic terms. This authority includes instances in which two or more contracts involving less than $750,000 with a single contractor exceed $750,000 in the aggregate.
5. Contracts under which Energy Trust receives funds in any amount: The Executive Director or, if the Executive Director is unavailable, the chief counsel or a senior staff member designated by the Executive Director, is authorized to execute contracts under which Energy Trust will receive funds in any amount.
6. For programs managed by Energy Trust, incentive agreements that involve $750,000 and less and are processed in accordance with standardized program forms and procedures that have been reviewed by the legal department may be approved by the relevant department director or management-level staff designated by the department director. This authority includes instances in which multiple incentive payments to a participant or contractor, processed in accordance with standardized program forms and procedures, exceed $750,000 in the aggregate.
7. Not less often than annually, staff shall report to the Policy Committee all instances in which Energy Trust has paid more than $750,000 to an individual contractor in a given calendar year.
8. Staff and in-house contractor employment agreements: The Executive Director or, if the Executive Director is unavailable, the chief counsel or senior staff member designated

by the Executive Director, may execute staff and in-house contractor employment agreements without Board review or approval of basic terms.

9. Contracts not involving a dollar expenditure may be signed by the relevant director or his/her designated manager(s).
10. The Executive Director shall maintain contract records required for an independent audit.

Resolution 1010

For Amending Fuel Switching Policy to Aligning with Oregon's Decarbonization Policies Policy 4.03.000-P

October 11, 2023

RESOLUTION 1010

AMENDING FUEL SWITCHING POLICY 4.03.000-P

WHEREAS:

5. **Energy Trust's Fuel Switching Policy 4.03.000-P was adopted originally in 2002 and revised only minimally since that time.**
6. **The current policy is a fuel choice policy, requiring Energy Trust to provide information regarding energy efficiency, but not to promote either natural gas or electricity. Energy Trust's incentives are to be designed in ways that do not promote switching from one fuel to another.**
7. **Energy Trust's work and program design is consistent with guidance from the Oregon Public Utility Commission (OPUC). Oregon legislation and regulation mandates significant decarbonization goals for the state's energy system, and the OPUC must advance and support those goals in its work.**
8. **Current fuel switching policy language may be an obstacle to program design that is focused on meeting decarbonizations goals and to potential sources of external funding.**
9. **To ensure that Energy Trust policy language is not a barrier to advancing the OPUC's decarbonization focus, Energy Trust staff recommends significant revisions to the current policy, including a revision to the policy name, to make clear that Energy Trust may support the state's decarbonization work, including by accepting external, non-OPUC granted ratepayer funds, for programs that promote electrification.**
10. **Energy Trust conducted extensive stakeholder outreach for comments on the proposed policy changes, including in meetings with Energy Trust's funding utilities, in a CAC meeting presentation and discussion, and through public comment at the Energy Trust board of directors meeting on August 9, 2023.**
11. **The Energy Trust board of directors reviewed and discussed the proposed policy changes at its meeting on August 9, 2023, and referred final discussions on the proposed policy changes to the Nominating & Governance Committee.**
12. **The Nominating & Governance Committee reviewed the proposed policy changes on September 8, 2023, and recommend a small number of editorial changes to the proposal**

reviewed by the full board on August 9. Such changes are proposed in response to stakeholder feedback.

It is therefore RESOLVED that the Board of Directors of Energy Trust of Oregon, Inc. amends the Board Fuel Switching Policy to an Aligning with Oregon's Decarbonization Policies Policy as shown in *Attachment 1*. Marked changes to the policy included in *Attachment 1* reflect changes proposed by the Nominating & Governance Committee in response to stakeholder feedback.

Moved by:	Silvia Tanner	Seconded by: Jane Peters
Vote:	In favor: 8	Abstained: 0
	Opposed: 0	

Ad hoc Diversity, Equity, and Inclusion Committee (Chair Melissa Cribbins)
Michael Colgrove reported on the activities of the ad hoc Diversity, Equity, and Inclusion Committee on behalf of Chair Melissa Cribbins. The committee met in August and September to prepare for the board's DEI executive session on September 13.

Ad hoc Strategic Planning Committee (Chair Susan Brodahl)
Amber Cole, Director of Communications and Customer Service and staff liaison to the ad hoc Strategic Planning Committee reported on that committee's activities. The committee met in August and September, focusing on two important start-up activities: developing a charter and hiring a consultant. A proposed charter will be presented to the Nominating & Governance Committee and is then expected to be presented to the full board for approval at the board meeting in December.

In addition, Amber updated the board on committee discussions around the developing the strategic plan guided by the work of Michael Porter. Steps for the development of the strategic plan, guided by the Michael Porter approach, will be set forth in the committee's work plan for 2024. In addition to the charter and work plan, the board will receive a series of learning papers over the next several months as background information for strategic planning.

Conservation Advisory Council (Peter Therkelsen)
Peter Therkelsen, liaison to the CAC, referred to 7/26 and 9/20 meeting notes, noting that they are comprehensive.

Diversity Advisory Council (Michael Colgrove)
Michael Colgrove reported on the DAC budget discussions at their last meeting. Mike noted that DAC feedback is reflected in the budget development as described earlier in his presentation.

Renewable Energy Advisory Council (Susan Brodahl)
At RAC in July, Susan reported on the discussion of two main topics: Update on the Solar Ambassador program and the budget review. Susan noted that RAC learned, through the Solar Ambassador update, that there are financing concerns among solar customers, concerns about products and concerns about taking on more debt. Additionally, RAC has expressed strong interest in community energy resiliency and equity in the renewables programs.

Adjourn

The meeting adjourned at 3:45 p.m.

The next meeting will be a of the Energy Trust Board of Directors will be a board workshop and held Wednesday, November 8, 2023, at 10 a.m., Hybrid on Zoom and at Energy Trust of Oregon, Inc., 421 SW Oak Street, Suite 300, Portland, Oregon.

_____ ____/____/____

Signed: Eric Hayes Date

Board Meeting Minutes—218th Meeting / Workshop

November 8, 2023

Board members present: Janine Benner (ODOE Special advisor), Melissa Cribbins, Thelma Fleming, Henry Lorenzen, Roland Risser, Silvia Tanner, Letha Tawney (OPUC ex officio), Peter Therkelsen, Bill Tovey, Ellen Zuckerman

Board members absent: Susan Brodahl, Eric Hayes, Ellsworth Lang, Jane Peters, Anne Haworth Root

Staff attending: Melanie Bissonette, Amber Cole, Michael Colgrove, Scott Clark, Tara Crookshank, Hannah Cruz, Elaine Dado, Sletsy Dlamini, Alanna Hoyman Browe, Oliver Kesting, Dave McClelland, Alyson McKay, Dave Moldal, Debbie Menashe, Spencer Moersfelder, Elaine Prause, Jay Robinson, Danielle Rhodes, Peter Roberts, Lizzie Rubado, Tracy Scott, Patrick Urain, Karl Whinnery,

Others attending: Ashnie Butler, (Inner Work, Outer Play), Sydney Forrester (Berkeley Lab), Randy Hastings (DThree PDX), Kari Greer, Brooke Landon (CLEAResult)

Board Meeting Call to Order

Henry Lorenzen called the meeting to order at 10:00 a.m. Henry notes that this is an informational workshop and asked board members to remain on camera. We will not be taking public comment today and will take it next at the meeting in December.

Program Deep Dive: Renewables

The Renewables sector is divided into two programs-Standard Market Solutions and Custom Market Solutions. Standard Market Solutions focuses on commercial and residential solar incentives and solar system standards. The Custom Market Solutions group is focused on unique designs for renewables projects, often for municipalities. Technologies that are supported by Energy Trust's Custom Market Solutions are biopower and small-scale hydropower projects.

Dave McClelland, Senior Program Manager for Standard Market Solutions and Dave Moldal, Senior Program Manager on Custom Market Solutions presented information to the board on their programs, the opportunities for each and their strategic challenges.

Dave McClelland first provided information on Standard Market Solutions work. that Energy Trust's renewables programs have traditionally been based on providing incentives to help plan and install generation. Success is measured by the amount of generation. Cost effectiveness is not qualifier for Energy Trust's renewables program, and according to original public purpose charge legislation, Energy Trust can pay up to 100% of the "above market cost" of new renewable resources.

Dave then described how things are changing for Energy Trust's renewables programs. The context is changing, and legislative spending authority has changed. Energy Trust's renewables programs now fund resilience projects and batteries, and focus is shifting to underserved customers.

Energy Trust's renewables programs still track on generation, but spending also must support low- and moderate-income customers as well as "distribution system connected technologies," which currently include battery and storage connected projects. OPUC performance metrics include metrics on connections with CBOs and communities as well as generation.

Additionally, there are more funding sources for renewables projects, and Energy Trust aims to coordinate with those sources, such as PCEF, federal and state funding resources.

Dave also described Energy Trust's role in the state's Solar for All grant application in partnership with ODOE and the Bonneville Environmental Foundation. This grant, if received, would build on Energy Trust's experience as program administrator of Oregon's community solar program.

Challenges facing Standard Market Solutions are transitioning away from a general solar project incentive program and focusing more directly on low- and moderate-income customers, on battery and storage solutions, and on more upstream supports like project financing.

Board members had a number of questions, including questions on Energy Trust's role in grid integration and demand management, serving customers outside of Energy Trust's current service territory, concerns about a role in financing, and rate structures that are equitable considering changes in the utility system. Dave McClelland answered questions and engaged in discussion with board members on these topics.

Dave Moldal then presented information on the Custom Market Solutions group. Dave Moldal noted that his group works to support customers install custom and uniquely designed renewable projects, usually for municipal customers doing biopower projects in water resource recovery facilities. Additionally Custom Market Solutions group supports biogas dairy projects, and food waste processing facilities. These types of projects also typically help municipalities and companies meet their greenhouse gas goals. Additionally, the group supports small-scale hydropower projects, typically in-conduit projects that support municipal water sites and farms.

Dave noted that the Custom Market Solutions group is very customer and relationship focused, with projects that are large and require a long-term support and understanding.

The board also received information and updates on the Solar Ambassador program. From that program the Renewables sector gleaned a lot of information on customer interest in resiliency projects and community planning. Board members asked questions regarding the presentations, including about resiliency and grid reliability, in-conduit hydropower projects, customer education, particularly around battery and storage. The board thanked Dave and Dave for their presentations and the discussion.

Program Deep Dive: Commercial

Oliver Kesting, Energy Trust Commercial Programs Sector Lead, introduced the Commercial programs team: Patrick Uhrain, Senior Program Manager-Existing Buildings, Shelly Carlton, Senior Program Manager-New Buildings, Kathleen Belkhayat, SEM Program Manager, Amanda Zuniga, Program Manager-Other Initiatives, Katie Hughes, and Sletsy Dlamini-Business Lighting.

Oliver noted that the Commercial Sector is defined by the customers its serves. Examples are offices, restaurants, schools, data centers. For the Existing Buildings program, there are several tracks: custom and standard solution tracks and energy performance management. The program is Energy Trust's largest in terms of energy efficiency savings and budget, and it is managed by a program management contractor (PMC); currently the PMC is TRC.

The New Buildings program supports new construction for commercial customers. It has three main channels of services: whole building, prescriptive and standard measures, and market transformation. The PMC for the New Buildings program is CLEAResult.

Oliver continued his presentation by describing additional components of the Commercial programs. Energy Trust provides support for multi-family properties, and in that sector, there is interest in SEM, ductless heat pump installation, weatherization, and resilience.

Oliver noted also that the Commercial programs are all focused on greater outreach to historically underserviced small and rural business customers. Strategies for this work include enhanced incentive structures, direct install programs for small businesses, and engaging communities.

Oliver also described how Business Lighting program services are provided across its Commercial and Industrial sectors. Business Lighting is delivered in downstream, midstream, and small business direct install tracks.

Board members then asked several questions about the Commercial programs. Questions and discussions included topics like addressing the split incentive challenge in multifamily properties, business behavioral program opportunities, and providing solutions for high energy user customers, particularly through the SEM program offerings.

Board members expressed their thanks for the information and the discussion.

Lunch

The board convened for lunch at 11:52.

Board Meeting Call to Order

The board reconvened at 12:55.

Developing an Equity Framework for State Regulatory Decision Making

Peter Therkelsen introduced Sydney Forrester from the Lawrence Berkeley National Laboratory (LBNL). Sydney worked on research and developed a report for how states can incorporate equity in state decision making.

Sydney thanked Peter for the introduction. The report, which came out in 2022, is titled Equity Considerations in Regulatory Decision-Making (the Report), and it was developed specifically for the Maine Public Utility Commission because of a legislative mandate to incorporate equity into every decision.

The Report reviewed equity thinking from 19 different states, including DC. With this information, the Report identifies some guiding principles: PUC Activities must include an intentional bridge to state goals; PUCs (and other state agencies) should set clear, specific, actionable equity goals with intermediate targets; identify and seek stakeholder input to identify those goals.

Sydney advised that the Report has a helpful appendix with examples from the states examined for the project. Board members and Sydney discussed questions about the Report. Sydney expressed her thanks for the opportunity to present to the board.

Annual IT Update

Scott Clark and Karl Whinnery, and Peter Roberts presented an overview of Energy Trust's Information Technology group (IT). IT is comprised of two teams: Infrastructure and Business Systems Groups. Scott, Karl and Peter described Energy Trust's enterprise applications for business processes including customer tracking, incentive, savings and generation tracking, and financial and budget data and reporting.

Karl provided additional information to the board on Energy Trust cyber and data security work, noting that the organization has developed structures, policies, and processes to become compliant with ISO 270001 standards.

Peter described Energy Trust's IT infrastructure, including hardware, software and servers. Peter also described Energy Trust's disaster recovery policies and training to ensure the organization and staff is prepared for emergencies.

For 2024, IT expects to add additional enterprise systems, including an updated enterprise financial system, which will be the biggest undertaking and highest priority.

Board members asked questions about cyber risks such as ransomware attacks and other threat vendors. Board members also asked about how Energy Trust manages risks with its third-party vendors. Karl responded with information about system requirements and protections, staff training and testing, protocols for attacks, and requirements for third-party vendors. Karl noted that ISO 270001 has provided guidance in all these areas. Third-party vendors that are small business may raise greater security challenges, and IT and the organization is committed to working with them to understand and address those risks. Karl also noted that IT is working to develop a generative AI policy to manage risk from use of AI technology.

The board thanked Scott, Karl and Peter for a helpful and informative presentation.

Board Effect Training

Board Services Administration Manager Danielle Rhodes introduced and explained Board Effect. Board Effect is a central portal for use by board members and Energy Trust staff. Board resource materials, including meeting packets and calendars, will all be accessible in this web-based product. The board watched a recorded training on using Board Effect, and Danielle advised that she will follow up for individual trainings with each board member.

The board recessed for a short break at 2:45 p.m. and reconvened at 2:55 p.m.

Strategic Planning Workshop

As part of the development of the next organizational strategic plan, the board requested a series of background “learning papers” to help inform them on general areas relevant to Energy Trust’s work. Amber Cole, staff liaison to the board’s ad hoc Strategic Planning Committee introduced Fred Gordon, Director of Planning and Evaluation. Fred prepared the first learning paper topic entitled “Evaluating the Costs and Benefits of Energy Efficiency” and presented on the topic at the meeting.

Fred explained that cost-effectiveness is the investment criteria that governs Energy Trust’s investment in energy efficiency. Fred explained that the basic idea is that Energy Trust offers incentives for energy efficiency projects only if the benefits exceed costs. This is tested in two different ways: Total Resource Cost (TRC) test and the Utility Cost Test (UCT). In Oregon, each energy efficiency measure is screeded under each of these tests. In other jurisdictions, the test is applied at the portfolio level instead. The measure level application requires detailed engineering and economic analysis. The OPUC does have an exception policy, which also requires detailed analysis. The OPUC also permits a small number of pilot projects to proceed without application of the TRC or UCT. These tests, approaches, and the application of them are intended to ensure that energy efficiency programs, like Energy Trust’s, offer can evolve and provide benefit to customers and the utility system.

Fred then provided thoughts on how the analysis might change to support additional and accelerated energy efficiency. He mentioned several ideas including: process improvements to that the timing of avoided cost analyses are aligned with Energy Trust’s budget planning, portfolio testing rather than measure level testing, separate testing for low- and moderate-income customers, broader societal test considerations, and quantification of non-energy benefits not currently considered.

Board members had several questions and continued their discussion with Fred. Following questions and discussion, the board thanked Fred for his helpful and succinct paper, his work in this area, and the informative discussion.

DEI Work Plan

The board then discussed its DEI Workplan for the coming year. The board's DEI Committee has been working with Ashnie Butler of Inner Work/Outer Play to develop a workplan. Danielle Rhodes, staff liaison to the ad hoc DEI Committee, introduced Ashnie to the board.

Ashnie summarized the plans for coming the year, advising the board that the work is intended to create an environment of collaboration. The workplan includes an assessment exercise, coaching, small group cohort discussions on DEI topics, and workshops. Ashnie will be available on an ongoing basis to the board and individual board members.

The board thanked Ashnie for her work and planning and for the outline of what to expect for the coming year.

Adjourn

The meeting was adjourned at 4:00 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Friday, December 15, 2023, at 10 a.m. online via Zoom and at Energy Trust of Oregon, Inc., 421 SW Oak Street, Suite 300, Portland, Oregon.

_____ ____/____/____

Signed: Eric Hayes Date

Resolution 1012
Retiring the Self-Direct Policy 4.10.000-P
December 15, 2023

RESOLUTION 1012
RETIRING THE ELIGIBILITY OF SELF-DIRECT BUSINESSES FOR ENERGY TRUST INCENTIVES POLICY 4.10.000-P

WHEREAS:

1. **Oregon law allows entities that use over one average megawatt of electricity a year at a single site to direct their own electric efficiency and renewable energy projects and reduce costs paid on their bills for energy efficiency and renewable energy public purposes ("Self-Directors");**

2. **The Eligibility of Self-Direct Businesses for Energy Trust Incentives Policy, attached as Attachment 1 (the "Self -Direct Policy"), was originally adopted by the board in 2001 to document the board's support and conditions for providing Self Directors with Energy Trust incentive support;**

3. **The Self-Direct Policy has been incorporated into regular program design and operations by Energy Trust staff. Energy Trust staff has managed and continues to manage program offerings consistent with the Self-Direct Policy, noting that the policy direction achieved its purposes to provide different and reduced support for Self-Directors while still providing Energy Trust benefits and connections for Self-Directors;**

4. **The Self-Direct Policy was reviewed by the Nominating & Governance Committee in June 2023 as part of the committee's regular cycle of policy reviews and its analysis of whether policies are governance or operational based on various factors including:**
    - Degree of relevance to board-level decision-making
    - Degree of advancing transparency of board's work
    - Identification of board's ends, objectives and goals
    - Identification of guardrails and sideboards between board governance work and staff operational work

5. **Nominating & Governance Committee members discussed whether the policy is relevant to board-level decision making, given that the processes identified are fully incorporated into Energy Trust operations. Committee members believe that the policy is operational and, as a result, suggest that it be retired and referred to Energy Trust staff; and**

6. **The Nominating & Governance Committee supports the suggested policy retirement with direction to staff to report out on any significant changes to the processes employed with respect to Self-Directors. The Committee recommends approval by the full board for retirement of the Self-Direct Policy and referral to Energy Trust staff for ongoing management of Self Director processes and procedures.**

It is therefore RESOLVED that the Board of Directors hereby approves retirement of the Self-Direct Policy and directs staff to report back to the board should there be any significant changes to their processes with Self Directors.

Moved by:		Seconded by:
Vote:	In favor:	Abstained:
	Opposed:	

ATTACHMENT 1 (Proposed for Retirement)

4.10.000-P Eligibility of Self-Direct Businesses for Energy Trust Incentives

History			
Source	Date	Action/Notes	Next Review Date
Board Decision	May 8, 2001	Approved (R27)	November 28, 2001
Board Decision	November 28, 2001	Reviewed, Revised (R58)	January 30, 2002
Board Decision	January 30, 2002	Reviewed, Revised (R69, R70)	April 3, 2002
Board Decision	April 3, 2002	Reviewed, Revised (R96)	October 30, 2002
Board Decision	October 30, 2002	Reviewed, Revised (R137)	October 2005
Board Decision	May 25, 2006	Reviewed, Revised (R392)	May 2009
Policy Comm/Board	September 2, 2009	Reviewed, no changes	August 2012
Policy Committee	October 23, 2012	Reviewed, no changes	October 2015
Board Decision	December 12, 2014	Amended (R732)	December 2017
Board Decision	February 24, 2016	Amended (R769)	February 2019
Policy Committee	March 07, 2019	Reviewed, no changes	March 2022
Nominating and Governance Committee	November 2, 2023	Reviewed, Recommended for Retirement	November 2026
Board Decision			

Introduction

Oregon law allows entities that use over one average megawatt of electricity a year at a single site to direct their own electric efficiency and renewable energy projects and deduct the cost from the public purpose charge on their electric bills. In 2002, Energy Trust adopted a policy allowing self-directors a full Energy Trust incentive for the new project only if the self-director agrees not to use self-direct credits at the same site for 36 months. The policy recognizes that self-directors should not have the same access to Energy Trust incentives as electric users who pay the public purpose charge.

Policy

Purpose: Energy Trust generally supports projects only of energy users who pay into the three percent public purpose fund on which Energy Trust programs are based. At the same time, Oregon's self-direction requirement can lead to situations in which an energy user reduces or eliminates its contribution to the public purpose fund by implementing energy efficiency or renewable energy measures certified by the Oregon Department of Energy at a self-direct site. This policy outlines circumstances in which a self-directing energy user nevertheless qualifies for Energy Trust support.

1. Limitations on incentives at sites that are eligible to self-direct:

   A. No incentives for self-directed measures: No Energy Trust incentive will be given for any measure ("measure" includes technical studies and commissioning services) for which self- direction credit is also claimed.

   B. All other measures: However, an energy user that is eligible to self-direct may seek an Energy Trust incentive for a measure if the energy user:

- agrees not to use any self-direct credits for 36 months at the same ODOE-certified site as the site of the proposed Energy Trust measure and may receive 100% of the standard Energy Trust incentive for the measure. After 36 months, the energy user may resume using self-direct credits, or

- if the energy user continues to use any self-direct credits for non-Energy Trust measures at the same site, the energy user may receive up to 50% of the standard Energy Trust incentive for the measure for which an Energy Trust incentive is sought.

C. Measures exempted: As long as it claims no self-direct credit for these measures, an energy user may receive 100% of the standard Energy Trust incentive for the following measures even if the energy user uses self-direct credits for other measures at the same site:

- Non-lighting prescriptive measures. These are measures where Energy Trust offers consumers a fixed payment per piece of efficient equipment, per watt, per square foot, or other simple basis. Prescriptive measures are subject to eligibility requirements but involve no site-specific technical analysis. In most situations, customers may apply for prescriptive measures after installation. In some situations, the customer has an option to assign the incentive to a contractor. This exemption does not include prescriptive lighting measures where incentives are calculated and pre-approved in a standardized procedure, or other measures where incentives are based on multi-variable calculations and include pre-approval of incentive offers.

- Midstream and upstream incentives. These incentives are offered to retailers, distributors, manufacturers or other agents in the supply chain to provide efficient equipment or efficiency services to customers.

- Measures determined by Energy Trust staff to have modest costs to Energy Trust ($5,000 or less per project) and savings, and where application of this policy's requirements would unreasonably interfere with efforts to encourage participation in an Energy Trust program.

2. Allocation by customer class. Allocation of Energy Trust funds to self-directing end-users will not change the allocation of funds by customer class.

3. Repayment requirement: If the energy user accepts a full Energy Trust incentive for a measure and agrees not to use self-direction credits on its electric bill at a site for a 36-month period, Energy Trust staff:

A. Shall require repayment if the self-director begins using credits before the 36 months has ended. If required, recovery will be by the following formula: Refund Amount = 0.5 x A x B, *where* A = total amount of Energy Trust incentives paid and B = 36 minus the number of months elapsed since measure installation or completion, divided by 36. Repayment must be completed within two years of the time the repayment obligation is triggered.

B. May waive repayment for projects whose repayment obligation would be $5,000 or less.

4. Energy efficiency and renewable energy measures considered separately: Energy efficiency and renewable energy measures shall be considered separately for the purposes of this policy. That is, during the 36 months after a measure is installed at a site, a self-director may use self-direction credits for a renewable energy project at an ODOE-certified site if it receives Energy Trust incentives for an energy efficiency project at that site, or *vice versa,* with no repayment requirement.

RESOLUTION 1015
BOARD COMMITTEE CHAIR APPOINTMENTS AND AD HOC STRATEGIC PLANNING COMMITTEE MEMBER APPOINTMENT
December 15, 2023

RESOLUTION R1015
BOARD COMMITTEE APPOINTMENTS
(*REVISES RESOLUTIONS R1004)*

WHEREAS:

1. **Energy Trust's board is authorized to appoint members of committees to carry out the Board's business.**

2. **Each committee is chaired by a director, and the Board President recommends changes to the directors serving as chair in each of the Finance & Audit Committee and the ad hoc Strategic Planning Committee**

3. **The board President has nominated director Thelma Fleming to serve as chair of the Finance & Audit Committee director Jane Peters to serve as chair of the ad hoc Strategic Planning Committee.**
4. **In addition, the board President has nominated director Bill Tovey to serve as a member of the ad hoc Strategic Planning Committee**

IT IS THEREFORE RESOLVED:

1. **That this resolution revises Resolution R1004 adopted by the board at its June 15, 2023, meeting as described in #2 below.**

2. **That the Board of Directors hereby appoints director Thelma Fleming as chair of the Finance & Audit Committee and Jane Peters as chair of the ad hoc Strategic Planning Committee.**

3. **That the Board of Directors hereby appoints director Bill Tovey as a member of the ad hoc Strategic Planning Committee.**

Moved by: Seconded by:

Vote: In favor: Abstained:

Opposed:

Tab 2

Compensation and Human Resources Committee Meeting Minutes

October 24, 2023, 10:00 a.m.- 11:30 a.m.

Committee Members Attending by teleconference: Eric Hayes, Bill Tovey, Henry Lorenzen

Committee Members Absent: Ellsworth Lang

Staff attending: Amanda Sales (Staff Liaison), Michael Colgrove, Debbie Menashe, Danielle Rhodes, Jason Rieke

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

Eric Hayes called the meeting to order at 10:00 a.m.

Director of People Services Amanda Sales introduced Jason Rieke. Jason is an HR Specialist who will be supporting the Compensation and Human Resources Committee. Committee members welcomed Jason.

Fiduciary Retirement Plan Review

Ryan Christensen provided background information on Cable Hill Partners, Energy Trust's retirement plan investment advisory firm, to committee members and Jason.

Ryan then reviewed plan investments. Markets are trending better this year than last. Both U.S. and international equities are up year to date, 12.4% and 5.3%, respectively. For the same period last year, both categories were down. Cable Hill is monitoring research firms on projections. Growth stocks, primarily tech industry investments, are volatile. Fixed income investments continue to be down, but as interest rates have increased, projections for the bond market are stronger. This information and environment underscores the importance of diversifying investments for plan participants.

Regarding the Energy Trust 401k trust, investments are diversified and reflect the RetireView models for investments. The plan funds are invested as follows: $12million in U.S. equities, $4million in internal equities, $4million in bonds, and $3million in cash and money market investments. All funds are performing well as measured against the Cable Hill scorecard, and no funds are currently on a watch list for the committee.

Tonya Hirte of The Principal reported on plan health and compliance. Tonya thanked Jason for assistance in getting notices out regarding the fund change authorized by the committee at its last meeting.

Tonya then updated the committee on changes coming out of the Secure Act 2.0. While many provisions of the Act will go into effect over the next few years, including those that permit greater catch-up contributions, there are changes that are in effect now. Under new provisions, hardship withdrawal requests may be supported with participant self-certification. Additionally, the process for these withdrawals may now be delegated to The Principal as plan recordkeeper

and fiduciary. This takes Energy Trust staff out of the loop and provides a safe harbor for processing these requests. There is no need to make a final decision on this now. Since the number of hardship requests is small, it is not a burden to staff, and the individual discussions are in line with Energy Trust's approach to employee relations. That said, Amanda and her group will continue to consider this option and then connect with Tonya and advise the committee.

Other provisions in place now from Secure Act 2.0 include an increase to the minimum amount a terminated employee may leave in the plan. The Secure Act 2.0 raises that limit from $5000 to $7000 unless a plan sponsor opts out. Energy Trust has not opted out of this change.

Tonya also informed the committee that there are a number of optional changes, including emergency expense uses, student loan matching, and other early withdrawal options. In the next few months, The Principal will be circulating an "Intent to Amend" form to its plan sponsor clients. This form will identify possible amendment areas that the plan sponsor can consider.

The committee thanked Tonya for her presentation and the discussion, as well as the other resource material she provided on Secure Act 2.0.

Amanda Sales advised that she would discuss these topics and possible plan changes and amendments with the Human Resources team and Energy Trust's compliance and payroll manager, including whether to delegate hardship withdrawal processing to The Principal. With that information, Amanda will make recommendations to the committee on plan amendments as discussed at a future date, through an email exchange with committee members.

Nicholas Running of Cable Hill Partners then asked committee members about staff education on financial health and retirement planning twice per year. Amanda will connect Cable Hill Partners with learning and development staff in her group to coordinate. Tonya also mentioned The Principal's on-demand information on these topics.

2024 Benefit Renewal Overview

Amanda Sales then updated the committee on benefit renewals for 2024. Current health care benefits are provided by PacificSource. Rate increases are dependent upon plan utilization rates. Amanda reminded the committee that in prior years, Energy Trust had very high utilization because of coverage for a serious medical condition claim and annual rate increases were high. Since that time, utilization has decreased significantly. Recognizing this decline and Energy Trust's history of rate increases, for 2024, Energy Trust will see an 8% decrease in rates, which is particularly good news. Amanda also reported on dental plan renewals. Regarding Energy Trust's dental plan, utilization is up, reflecting a post-COVID trend other employers are seeing. There is a planned increase in rates of 5.6% for the dental plan. That increase is less than most and is reasonable given the uptick in usage.

Committee members expressed their appreciation and asked questions about cost to, and participation of, employees.

Adjourn meeting.

Towards the end of the meeting, Debbie Menashe reminded committee members that the executive bonus compensation report will be discussed in executive session at the December board meeting. Danielle Rhodes also described her efforts in setting times for the committee's meetings in 2024.

Eric Hayes adjourned the meeting at approximately 11:06 a.m.

The date of next meeting of the Compensation Committee is set for February 27th, 2024, at 1:00 p.m.

Tab 3

Finance & Audit Committee Meeting Notes

September 26, 2023

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

Staff attending by teleconference: Melanie Bissonette, Amber Cole, Chris Dunning (Staff Liaison), Fred Gordon, Mana Haeri, Katie Hughes, Oliver Kesting, Cameron Matthews, Debbie Menashe, Elaine Prause, Michelle Spampinato, Danielle Rhodes, Tracy Scott, Julianne Thacher, Karen Ward,
Others in attendance: None.

Committee Absent: Anne Root, Jane Peters, Peter Therkelsen

Chair Susan Brodahl called the meeting to order at 2:48 and asked Chris Dunning to lead the meeting.

2024-2025 Draft Budget Update

Chris Dunning presented on the new/emerging inputs to the 2024-2025 budget, presenting feedback received from various stakeholders. Chris reviewed an informal presentation to the OPUC on the budget, in which the finance team previewed draft budget figures with OPUC staff, receiving feedback and answered questions before starting the utility funding meetings. OPUC was generally supportive and was interested in what can be done in 2025 to increase savings. The team did a high-level budget review with various utilities. The feedback from electric utilities was that they were focused on rate impacts; gas utilities provided feedback on the details of revenue adjustments. OPUC also provided feedback on messaging and communications when providing the budget to the Commissioners.

The utilities would like to be engaged in the budget discussion process earlier in the year, and Chris noted that this aligns well with a new focus within Energy Trust and multi-year planning. The finance team let the utilities know that our Innovation and Development department is working with the Oregon Department of Energy and Seeding Justice in order to ensure best delivery of savings to the ratepayers of our utilities. Another factor that the team has focused upon is infrastructure growth – investing in community based organizations, and our trade ally networks, and without that in investment, delivery of rate savings will not come as easily to Oregon. Some utilities expressed concern about the uncertainty around how the Inflation Reduction Act, infrastructure bills, and the CCI program could impact rates and the acceleration of infrastructure growth. PGE also asked for multiple versions of the budget and wanted to see other draft versions and requested a facilitated conversation with OPUC between coordinating between the utilities and a variety of entities with stakeholder investment in the draft budget.

Henry asked if the team anticipates significant changes in the budget based on some of this feedback, and Chris noted that they do not anticipate changes.

Silvia was curious on updates about how the Commissioners reacted during a recent budget workshop, and Chris provided an overview of the meeting, in which Kristin Sheeran, the senior director of resource acquisition and sustainability of PGE, testified in front of the commissioners that we did not provide multiple versions of the budgets, and Chris explained that our budget is not built solely on acquiring 50 additional megawatts, but rather is built on an acceleration

trajectory and the volumes that can be achieved by 2030. Kristin had requested that we delay or slow down our budget process to let some of the factors causing uncertainty play out. Chris noted that we are in an unprecedented environment but that we have maintained responsiveness and will continue to have further meetings with utility funders to continue incorporating feedback, and we may have an OPUC facilitated conversation with a broader scope of stakeholders soon.

Silvia asked if OPUC is the final decision maker if there are any conflicts with utility funder feedback and how the process worked. Amber provided that we present a draft budget at the board meeting, and the utilities do have an opportunity to comment publicly and provide written feedback as well. After that feedback is collected, we will go to the commission in a public meeting, providing staff analysis of our draft budget in a memo that includes recommendations for the commission to the consider, and then that feedback, along with all other stakeholder commentary will be provided to the board in the final proposed budget.

Henry asked how HB 3141 guides this feedback in which the directive is to develop joint utility budgets, and Amber noted that this is the first year of that process, and part of that process is still being developed on how to best engage in creating Clean Energy Plan processes and we may need more guidance from OPUC. Debbie mentioned that she is not hearing new feedback from utilities regarding the budget, and the desire to be involved earlier in the process is a common refrain. Amber reiterated the board budget workshop process that will include collecting more feedback from the public.

Chris summarized gas utility feedback, which included a focus on carbon compliance and maximizing energy efficiency. He also summarized the discussion with the Oregon Citizen's Utility board, which included a conversation about cost effectiveness, and Chris noted that we will need to continue to work with OPUC to more clearly define cost effectiveness over the years. CUB also expressed concern about rate impacts, and asked if we can defer our rate increases to April 1 so that we are outside e of the heating season. Chris mentioned that early analysis points to being able to do that, but that more will be needed. Chris reviewed conversations with Commissioner Tawney, and noted that we have yet to meet with Chair Decker.

Chris provided a review of conversations with the Conversation Advisory Council, including discussions on building infrastructure and transitioning to multi-year planning.

Susan stressed that it will be important to sit with the feedback we have received and ensure that it is carefully considered.

August 2023 Financial Results

Chris reviewed a brief, high level review of August financial figures, noting that net assets at end of August are just under $121 million about 5.4 million less than July, so we have utilized reserves, but this is on track with the "hockey stick" curve of our figures throughout the year.

Revenues are continuing to run over budget, about 9% over, due to the colder winter of this year. Another factor is investment income, which is running 1.7 million over budget, which is trending downward as we move farther away from winter. We will end our year over budget in revenue regardless.

In the expenses arena, Incentives are running 5% ahead of shaped budget, compared to being 2% behind last month. Program Delivery Contractor expenses have narrowed a bit as well. Other drivers are the advertising budget which is back weighted, and some staffing challenges that have required prioritizing of which engagements to pursue. Professional services are running under budget, and employee salaries are running 6% over. These figures should narrow by the end of the year, and the finance team will continue to monitor those costs to stay close to budget.

Henry noted the significant deficit in planning and evaluation, and Chris noted that we likely will be significantly far behind in budget on this item.

Tracy presented the August forecast report for energy incentives, noting that commercial and industrial electric performance has continued to be influenced by business lighting. PAC's performance is continuing to grow, and PGE's performance is sliding particularly in the commercial sector. Our electric portfolio is forecasted at 106% of savings and 109% of incentives (in the commercial sector, 94% of savings and 95% of incentives, in the industrial sector 117% of savings and 110% of incentives, and in residential, 128% of savings and 129% of incentives),. Our gas portfolio is forecasting at 92% of savings and 88% of incentives (in the commercial sector, 64% of savings and 81% of incentives; in the industrial sector, 105% of savings and 99% of incentives, and in residential, 100% of savings and 50% of incentives).

Tracy mentioned for the sake of time, the board can review the reporting package, which also notes we have achieved 87% of quarterly goals for renewables.

Susan asked if we will be seeing the same type of savings in 2024 as we have seen in 2023, and Tracy mentioned that we will need track the various factors that will be impacting savings rates such as the infrastructure bill, but we should be able to deliver similar savings in 2024 that we have in 2023 provided that the market remains steady.

CLEAResult Contract Extension

Amanda Potter presented a request to extend a contract with CLEAResult for our business lighting program, which began in 2021, and was the first time we managed the commercial and industrial lighting budgets together. We pulled our business lighting offerings together to give trade allies and distributors one point of contact and communication with and with Energy Trust, which we thought was especially important as we launched the new midstream offering.

We've seen many benefits of combining the lighting program, but we've also seen some challenges. On the benefit side we think having one midstream offering is critical and have seen benefits in having one contractor manage lighting measure development and trade ally management. We considered moving the Small Business direct install offering into the PMC contracts. But in the end, we didn't want to disrupt the momentum and success that we're seeing with that offering underplay result right now. HB 2531 also played a role in our recommendation to keep the SMB EDI offering with CLEAResult. HB 2531 was passed this year, which bans fluorescent bulbs and would make LEDs the only technology available. In some cases, we're still reviewing the impacts of HB 2531, but there will be a general CFL phase out in 2024, and other LEDs will phase out in 2025. Linear LEDs are a key measure of our small business direct install offering. We do plan to ask the OPC for an exception, but that may not occur until 2025 or 2026.

The CLEAResult contract expired in 2023, and was extended by the board in 2024, and Amanda is requesting the committee approve an extension to 2025, the fifth year of a five-year

contract. An RFP will be released in 2025 to start a new contract in January 2026. CLEAResult's contract in 2025 would midstream, small business direct install, lighting measure development and trade ally management. CLEAResult is forecasting strong results this year, and we are seeing a lot of momentum and positive feedback from trade allies. CLEAResult delivered 66 million kWh, and this year forecasting to deliver almost 114 million kWh. They're also performing well in all their other performance criteria.

The committee thanked Amanda and agreed that the contract will be extended and this will be provided as an informational briefing at the October 11th board meeting.

C+C Contract Extension and Prior Contract Results

Julianne Thacher presented on a request to propose a resolution to extend our contract with Colehour and Cohen (C+C) to continue to provide PR services. We have worked with this firm for two years, and have performed continuously well since beginning our contract in 2019. One of the ways we measure performance is through a number of stories in earned media and the publicity value of those stories. Energy Trust has had 500 news stories, including even coverage around the state, providing a publicity value of $93 million, which is extremely high. We are unlikely to see a number that high again due to some of the stories being of national interest during 2022; however, C+C's strong performance results merit an extension of their public relations support and strategic guidance.

The committee approved taking a resolution to the board on October 11th as a resolution on the consent agenda.

First Interstate Line of Credit Update

Chris Dunning provided an informational update on our line of credit. We are in the third year of our line of credit, and this is the last year that we were able to renew the line of credit under the board resolution. The finance team will likely be coming back to the committee in the early part of next year to discuss the business case of having a similar line of credit structure going forward for a period of time, which will require another board resolution. The line of credit has been a line of defense for liquidity during an evolving budget landscape.

2024-2025 Draft Board Services Budget

Danielle Rhodes provided the committee with a copy of the 2024 Draft Board Services budget, as well as year to date financials for 2023, noting that many items in the 2023 budget have been rolled into the 2024 year. The Committee had no questions.

Adjourn Meeting

Susan Brodahl adjourned the meeting at 4:35 p.m.

Next meeting is October 27, 2023, 2:45-4:45 p.m.

Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending August2023

Net Assets have increased by $32M 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. See subsequent pages for futher analysis.

Funding Source	Beginning of Year Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets
PGE	31,116,141	8,100,815	611,751	39,828,707
PAC	16,190,547	4,740,421	322,880	21,253,849
NWN - Industrial	2,524,102	1,249,241	54,774	3,828,117
NW Natural	3,571,721	13,264,403	177,505	17,013,629
Cascade Natural Gas	3,310,064	725,324	63,890	4,099,278
Avista Gas	2,788,257	(942,158)	40,309	1,886,408
AVI Interruptible	-	173,373	-	173,373
OPUC Efficiency	59,500,832	27,311,419	1,271,110	88,083,361
PGE	11,194,920	880,992	202,408	12,278,320
PAC	6,872,162	1,286,682	130,738	8,289,583
OPUC Renewables	18,067,082	2,167,675	333,146	20,567,902
NWN Transport	-	-	-	-
CNG Transport	-	-	-	-
AVI Transport	-	50,000	-	50,000
Gas Transport	-	50,000	-	50,000
Washington	382,226	363,610	9,812	755,648
LMI	(885)	(3,933)	(50)	(4,868)
Community Solar	226,655	97,651	4,792	329,097
PGE Smart Battery	22,274	(19,542)	217	2,949
PGE Inverter	7,114	(5,358)	155	1,911
NWN Geo TLM Phase 3	364,268	(21,383)	6,151	349,036
NREL Program	23,247	(109,681)	(550)	(86,984)
SALMON Program	2,307	(34,362)	(259)	(32,314)
FEMA Program	(9,436)	(2,437)	(186)	(12,059)
FlexFeeder	-	29,129	-	29,129
ODOE Cooling	(0)	0	(0)	(0)
Development	384,242	(147,497)	5,195	241,941
Total Other Net Assets	1,402,011	146,198	25,277	1,573,486
Craft3 Loans	2,300,000	-	-	2,300,000
Operational Contingency	5,040,262	-	198,101	5,238,363
Emergency Contingency	3,000,000	-	-	3,000,000
Total Contingency	10,340,262	-	198,101	10,538,363
Investment Income	-	1,827,633	(1,827,633)	-
Total Net Assets	**89,310,187**	**31,502,925**	**-**	**120,813,112**

Energy Trust of Oregon
Revenue Statement
Period Ending August2023

Overall, revenue is over budget by 8.9% for the year and under budget by 6.4% for the current month.

Funding Source	Current Period Actual	Current Period Approved Budget	Variance	Pct	Year to Date Actual	Year to Date Approved Budget	Variance	Pct	Notes
PGE Efficiency	$ 7,029,859	$ 7,031,681	$ (1,822)	-0.03%	$ 60,683,860	$ 59,525,341	$ 1,158,519	1.95%	Regulatory filings indicate revenues and volumes increased due to colder weather.
PGE Renewables	$ 939,866	$ 720,875	$ 218,991	30.38%	$ 8,049,352	$ 6,147,815	$ 1,901,537	30.93%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Total PGE	$ 7,969,725	$ 7,752,556	$ 217,169	2.80%	$ 68,733,212	$ 65,673,156	$ 3,060,056	4.66%	
PAC Efficiency	$ 4,755,299	$ 4,530,953	$ 224,347	4.95%	$ 41,013,958	$ 38,429,490	$ 2,584,468	6.73%	Regulatory filings indicate revenues and volumes increased due to colder weather.
PAC Renewables	$ 635,748	$ 503,158	$ 132,590	26.35%	$ 5,186,144	$ 4,349,544	$ 836,601	19.23%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Total PAC	$ 5,391,048	$ 5,034,111	$ 356,937	7.09%	$ 46,200,103	$ 42,779,033	$ 3,421,069	8.00%	
NWN - Industrial	$ -	$ -	$ -		$ 4,000,000	$ 4,000,000	$ -	0.00%	
NW Natural	$ 1,044,150	$ 947,099	$ 97,051	10.25%	$ 27,675,600	$ 22,451,262	$ 5,224,337	23.27%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Cascade Natural Gas	$ 67,007	$ 102,041	$ (35,034)	-34.33%	$ 2,853,374	$ 2,350,361	$ 503,013	21.40%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Avista Gas	$ 182,774	$ 182,774	$ -	0.00%	$ 1,462,192	$ 1,462,192	$ -	0.00%	
Avista Interruptible	$ 28,182	$ 28,182	$ -	0.00%	$ 197,274	$ 197,272	$ 2	0.00%	
NWN Washington	$ -	$ -	$ -		$ 2,106,790	$ 2,106,790	$ -	0.00%	
NWN Transport	$ -	$ -	$ -		$ -	$ -	$ -		
CNG Transport	$ -	$ 22,500	$ (22,500)	-100.00%	$ -	$ 180,000	$ (180,000)	-100.00%	No longer projecting CNG Transport revenue for 2023.
AVI Transport	$ 50,000	$ -	$ 50,000		$ 50,000	$ 125,000	$ (75,000)	-60.00%	Total 2023 revenue projection to be received between Aug and Dec.
LMI	$ -	$ 427	$ (427)	-100.00%	$ 7,965	$ 3,415	$ 4,550	133.23%	Annual revenue projection was /12 in lieu of detailed monthly projections. Budget timing issue.
Community Solar	$ 54,141	$ 29,638	$ 24,503	82.67%	$ 279,461	$ 237,104	$ 42,357	17.86%	Annual revenue projection was /12 in lieu of detailed monthly projections. Budget timing issue.
PGE Smart Battery	$ -	$ 33,908	$ (33,908)	-100.00%	$ 50,571	$ 271,264	$ (220,693)	-81.36%	Impacted by supply chain constraints, which have slowed incentive payments. Delayed invoicing.
PGE Inverter	$ -	$ 18,417	$ (18,417)	-100.00%	$ 16,558	$ 122,335	$ (105,778)	-86.47%	Slower project start/ramp up than projected. Delayed invoicing.
NWN Geo TLM Phase 3	$ -	$ 2,044	$ (2,044)	-100.00%	$ -	$ 16,357	$ (16,357)	-100.00%	No revenue in 2023. Budget reflects projected expenses associated with revenue received in PYs.
NREL Program	$ 76,970	$ -	$ 76,970		$ 111,970	$ 94,630	$ 17,340	18.32%	Deliverable based billing, amount per deliverable for 2023 TBD during budgeting.
SALMON Program	$ 23,317	$ 22,360	$ 957	4.28%	$ 154,157	$ 181,105	$ (26,948)	-14.88%	Project under budget. Underspend + associated revenue will be reallocated to future periods.
FEMA Program	$ -	$ -	$ -		$ -	$ -	$ -		
PGE Flex Feeder	$ 8,083	$ 19,574	$ (11,491)	-58.71%	$ 67,389	$ 156,591	$ (89,202)	-56.96%	Slower project start/ramp up than projected.
ODOE Cooling	$ 51,640	$ 120,198	$ (68,558)	-57.04%	$ 233,612	$ 759,380	$ (525,768)	-69.24%	Slower project start/ramp up than projected.
Development	$ 1,009	$ -	$ 1,009		$ 8,588	$ -	$ 8,588		Unbudgeted consulting revenue.
Investment Income	$ 310,195	$ 20,833	$ 289,362	1388.96%	$ 1,827,633	$ 166,664	$ 1,660,969	996.60%	New ICS account initiated in 2023 with significantly greater return. FIB account rate to match ICS.
Total Company	$ 15,258,240	$ 14,336,663	$ 921,577	6.43%	$ 156,036,448	$ 143,333,912	$ 12,702,536	8.86%	

Energy Trust of Oregon
Expense Statement
Period Ending August2023

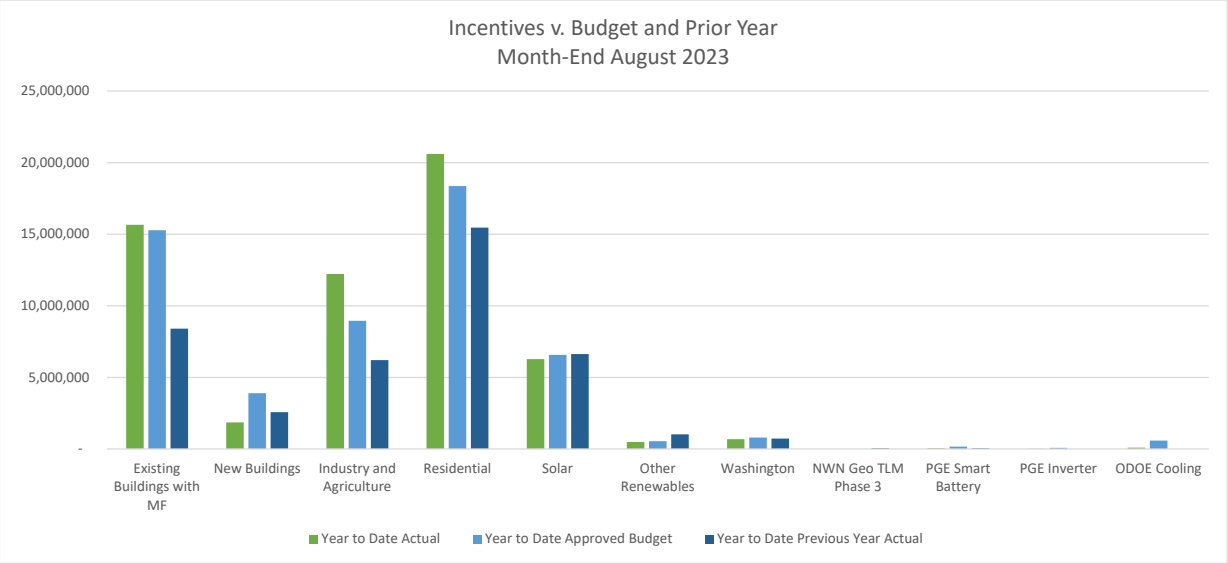
Year-to-date, expenses are under budget by $7.5M, or 6%. Of the total underspending, 59% is Program Delivery Contractors and 34% is Other Professional Services. Program Delivery Contractors is primarily impacted by a delayed offering, with the expected expense being pushed later in the year. Other Professional Services is projected to be underbudget throughout the year, as some projected expenses have been moved to internal staffing resources and some to future years. The remaining underspend is primarily driven by budget timing assumptions (annual budget/12) rather than true underspending. See the next page for additional incentive expense detail and analysis.

	Period to Date				
	Actual	Budget	Budget Variance	Pct	Share of
Incentives	57,914,726	55,230,815	2,683,912	5%	-36%
Program Delivery Contractors	44,692,587	49,150,474	(4,457,887)	-9%	59%
Employee Salaries & Fringe Benefits	13,993,916	13,153,017	840,899	6%	-11%
Agency Contractor Services	689,428	1,454,100	(764,672)	-53%	10%
Planning and Evaluation Services	1,353,500	2,633,249	(1,279,749)	-49%	17%
Advertising and Marketing Services	1,449,758	2,774,632	(1,324,874)	-48%	18%
Other Professional Services	2,560,544	5,136,851	(2,576,307)	-50%	34%
Travel, Meetings, Trainings & Conferences	234,400	497,787	(263,387)	-53%	4%
Dues, Licenses and Fees	156,177	225,965	(69,788)	-31%	1%
Software and Hardware	438,036	594,649	(156,612)	-26%	2%
Depreciation & Amortization	264,069	204,576	59,493	29%	-1%
Office Rent and Equipment	723,069	878,052	(154,984)	-18%	2%
Materials Postage and Telephone	45,530	82,544	(37,013)	-45%	0%
Miscellaneous Expenses	17,782	9,666	8,117	84%	0%
Expenditures	**124,533,523**	**132,026,384**	**(7,492,861)**	**-6%**	

Energy Trust of Oregon
Incentives by Program
Period ending August2023

Year-to-date incentive spending is 5% over budget.

	Year to Date Actual	Year to Date Approved Budget	Variance	Pct Variance	Year to Date Previous Year Actual	Year to Date Previous Year Approved Budget
Existing Buildings with MF	15,659,723	15,282,729	376,994	2.47%	8,406,505	15,406,289
New Buildings	1,849,156	3,894,208	(2,045,052)	-52.52%	2,564,181	5,325,460
Industry and Agriculture	12,216,522	8,950,905	3,265,617	36.48%	6,211,361	10,608,142
Residential	20,602,757	18,368,187	2,234,569	12.17%	15,457,127	17,690,626
OPUC Efficiency	50,328,157	46,496,029	3,832,128	8.24%	32,639,174	49,030,516
Solar	6,269,853	6,571,923	(302,070)	-4.60%	6,628,867	6,343,539
Other Renewables	480,236	545,352	(65,116)	-11.94%	1,026,190	3,339,359
OPUC Renewables	6,750,089	7,117,275	(367,186)	-5.16%	7,655,057	9,682,898
Washington	684,839	797,389	(112,551)	-14.11%	720,214	830,776
NWN Geo TLM Phase 3	-	-	-	0.00%	52,825	145,036
PGE Smart Battery	49,000	166,667	(117,667)	-70.60%	48,000	200,000
PGE Inverter	9,000	75,000	(66,000)	-88.00%	-	-
ODOE Cooling	93,641	578,455	(484,814)	-83.81%	-	-
Total Company	57,914,726	55,230,815	2,683,912	4.86%	41,115,270	59,889,227



Energy Trust of Oregon
Contractual Commitments
Period Ending August2023

Energy Trust commits program reserves and expected revenue to fund future efficiency and renewable projects and other agreements. Each of these commitments is contingent on the project being completed according to the milestones established in the agreement. Once a project is complete, the commitment becomes a liability and is paid from the then-available program reserves. Current reserves plus future revenues ensure funds are available when commitments come due.

Contingent Liabilities as of August 31, 2023 are as follows:

Commitment Type	Total
Efficiency Incentive Commitments	67,700,000
Renewables Incentive Commitments	12,500,000
Estimated In-Force Contracts for Delivery and Operations	50,850,558
Total Contractual Commitments for Future Commitments	**131,050,558**

Current Period Ending Net Assets/Current Reserves	**120,813,112**
Future Reserves Needed to Meet Commitments	**10,237,446**

Energy Trust of Oregon
Cash Balances
Period Ending August2023

Account	Current Year August	Prior Year August
Umpqua Bank Checking + Repurchase Account	$ 94,384,604	$ 83,449,631
First Interstate Bank Repurchase Account	$ 32,725,393	$ 32,360,011
First Interstate Bank Checking Account	$ 3,000	$ 10,000
Petty Cash		$ 300
Total Cash and Cash Equivalents	**$ 127,112,998**	**$ 115,819,941**
Investments		
Total Cash and Investments	**$ 127,112,998**	**$ 115,819,941**

Energy Trust of Oregon
OPUC Financial Performance Measures
Period Ending August2023

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

The administrative and program support costs under OPUC oversight are at 6.9% of revenue, within the 8% of revenue cap (waived), and at a 12.2% increase over the prior year.

Staffing costs under OPUC oversight are 19% higher than 2022, driven by implementation of the 2022-2024 phased staffing strategy including a market salary adjustment for current Energy Trust staff.

Administrative and Program Support	<8% of Revenue	6.9%	OK - Performance Measure waived for 2023
Administrative and Program Support	<10% increase over PY	12.2%	OK - Performance Measure waived for 2023
Employee Salaries and Fringe	<9% increase over PY	19.0%	OK - Performance Measure waived for 2023

	2023			2022		
	PUC Grant Funded Total	Program Costs	Administrative and Program Support	PUC Grant Funded Total	Program Costs	Administrative and Program Support
Incentives	57,078,247	57,078,247	-	40,294,231	40,294,231	-
Program Delivery Subcontracts	44,059,577	44,059,577	-	37,150,043	37,150,043	-
Employee Salaries & Fringe Benefits	12,989,964	5,900,100	7,089,864	10,913,927	5,151,035	5,762,892
Agency Contractor Services	633,341	238,176	395,165	929,288	519,881	409,407
Planning and Evaluation Services	1,346,296	1,337,623	8,673	2,030,850	2,001,968	28,882
Advertising and Marketing Services	1,431,112	728,643	702,469	2,136,548	1,009,813	1,126,735
Other Professional Services	2,372,170	1,821,913	550,257	2,291,198	1,855,054	436,144
Travel, Meetings, Trainings & Conferences	227,060	-	227,060	107,411	-	107,411
Dues, Licenses and Fees	114,414	-	114,414	126,722	-	126,722
Software and Hardware	415,357	-	415,357	389,958	-	389,958
Depreciation & Amortization	248,048	-	248,048	210,511	-	210,511
Office Rent and Equipment	667,278	-	667,278	692,893	-	692,893
Materials Postage and Telephone	42,257	-	42,257	40,385	-	40,385
Miscellaneous Expenses	17,540	-	17,540	11,156	-	11,156
TOTAL FUNCTIONAL EXPENSE	**121,642,660**	**111,164,278**	**10,478,382**	**97,325,121**	**87,982,026**	**9,343,095**
TOTAL REVENUE	**151,121,754**	**-**	**-**	**138,946,543**	**-**	**-**
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.93%			6.72%
Program Support and Administrative cost as Percent Change versus Last Year			12.15%			

Energy Trust of Oregon
Balance Sheet
Period Ending August2023

	Year to Date August2023	Year to Date July2023	Year to Date December2022	Year to Date August2022	One Month Change	YTD Change
Cash	$ 127,112,985	$ 131,704,893	$ 113,276,676	$ 115,827,491	$ (4,591,908)	$ 13,836,312
Investments	$ -	$ -	$ -	$ -	$ -	$ -
Accounts Receivable	$ 215,487	$ 191,881	$ 219,337	$ 221,598	$ 23,606	$ (3,851)
Prepaid	$ 948,031	$ 1,138,673	$ 580,131	$ 705,886	$ (190,643)	$ 367,900
Advances to Vendors	$ 734,399	$ 1,468,797	$ 2,035,297	$ 832,964	$ (734,399)	$ (1,300,898)
Current Portion Note Receivable	$ -	$ -	$ -	$ -	$ -	$ -
Current Assets	$ 129,010,901	$ 134,504,244	$ 116,111,441	$ 117,587,939	$ (5,493,343)	$ 12,899,460
Fixed Assets	$ 8,347,792	$ 8,396,240	$ 8,761,891	$ 6,237,969	$ (48,448)	$ (414,099)
Depreciation	$ (6,015,026)	$ (5,988,942)	$ (5,750,957)	$ (5,632,239)	$ (26,084)	$ (264,069)
Net Fixed Assets	$ 2,332,766	$ 2,407,297	$ 3,010,935	$ 605,730	$ (74,531)	$ (678,169)
Other Assets	$ 2,788,204	$ 2,779,796	$ 2,759,593	$ 2,992,349	$ 8,408	$ 28,610
						$ -
Assets	$ 134,131,874	$ 139,691,337	$ 121,881,969	$ 121,186,018	$ (5,559,463)	$ 12,249,905
Accounts Payable and Accruals	$ 6,483,749	$ 6,836,752	$ 25,314,406	$ 10,638,074	$ (353,003)	$ (18,830,657)
Deposits Held for Others	$ 25,000	$ 25,000	$ 25,000	$ 25,000	$ -	$ -
Salaries, Taxes, & Benefits Payable	$ 1,462,416	$ 1,187,532	$ 971,847	$ 1,226,734	$ 274,884	$ 490,569
Deferred/Unearned Revenue	$ 1,625,212	$ 1,676,852	$ 1,858,825	$ -	$ (51,640)	$ (233,612)
Current Liabilities	$ 9,596,378	$ 9,726,136	$ 28,170,078	$ 11,889,807	$ (129,759)	$ (18,573,700)
Long Term Liabilities	$ 3,722,381	$ 3,802,433	$ 4,401,701	$ 2,363,516	$ (80,052)	$ (679,320)
Liabilities	$ 13,318,759	$ 13,528,569	$ 32,571,778	$ 14,253,323	$ (209,811)	$ (19,253,020)
Net Assets	$ 120,813,112	$ 126,162,764	$ 89,310,187	$ 106,932,691	$ (5,349,652)	$ 31,502,925

Energy Trust of Oregon
Income Statement
Period Ending August2023

	Period to Date			Year to Date			Full Year
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance	Budget
Revenue from Utilities	14,732,886	14,069,264	663,622	153,278,544	141,325,067	11,953,477	204,877,279
Contract Revenue	214,150	246,139	(31,989)	920,410	1,838,766	(918,356)	2,563,044
Grant Revenue	-	427	(427)	7,965	3,415	4,550	6,366
Contributed Income	1,009	-	1,009	1,896	-	1,896	-
Investment Income	310,195	20,833	289,362	1,827,633	166,664	1,660,969	250,000
Revenue	**15,258,240**	**14,336,663**	**921,577**	**156,036,448**	**143,333,912**	**12,702,536**	**207,696,689**
Incentives	11,789,143	8,139,079	3,650,064	57,914,726	55,230,815	2,683,912	112,336,058
Program Delivery Contractors	5,837,101	5,412,792	424,309	44,692,587	49,150,474	(4,457,887)	71,070,909
Employee Salaries & Fringe Benefits	1,946,210	1,681,273	264,938	13,993,916	13,153,017	840,899	21,587,623
Agency Contractor Services	109,105	160,743	(51,639)	689,428	1,454,100	(764,672)	2,097,171
Planning and Evaluation Services	160,106	329,156	(169,051)	1,353,500	2,633,249	(1,279,749)	3,949,875
Advertising and Marketing Services	239,857	345,329	(105,472)	1,449,758	2,774,632	(1,324,874)	4,156,000
Other Professional Services	283,292	505,989	(222,696)	2,560,544	5,136,851	(2,576,307)	7,148,959
Travel, Meetings, Trainings & Conferences	28,214	59,286	(31,071)	234,400	497,787	(263,387)	721,378
Dues, Licenses and Fees	33,798	27,511	6,286	156,177	225,965	(69,788)	336,014
Software and Hardware	48,419	74,241	(25,822)	438,036	594,649	(156,612)	891,803
Depreciation & Amortization	26,084	19,186	6,898	264,069	204,576	59,493	279,944
Office Rent and Equipment	94,497	109,757	(15,260)	723,069	878,052	(154,984)	1,317,550
Materials Postage and Telephone	5,067	10,318	(5,251)	45,530	82,544	(37,013)	123,850
Miscellaneous Expenses	7,000	1,208	5,792	17,782	9,666	8,117	14,500
Expenditures	**20,607,892**	**16,875,869**	**3,732,023**	**124,533,523**	**132,026,384**	**(7,492,861)**	**226,031,647**
Operating Net Income	**(5,349,652)**	**(2,539,206)**		**31,502,925**	**11,307,528**		**(18,334,958)**

Energy Trust of Oregon

Total Expenditures by Program and Funding Source - Actual

Period Ending August2023

	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	36,800,388	18,514,011	12,158,160	1,640,721	3,312,515	756,444	410,215
Multi-Family	27,695	14,025	7,055	270	4,917	1,023	403
New Buildings	8,378,275	5,555,178	2,181,080	1,719	476,004	79,806	84,487
NEEA Commercial	2,235,442	1,132,168	819,846	-	193,864	55,268	34,295
Commercial Sector	47,441,800	25,215,383	15,166,141	1,642,710	3,987,300	892,542	529,400
Industry and Agriculture	23,463,682	12,201,235	9,630,953	1,108,049	179,348	157,351	171,168
NEEA - Industrial	1,847	1,071	776	-	-	-	-
Industry and Agriculture Sector	23,465,529	12,202,306	9,631,728	1,108,049	179,348	157,351	171,168
Residential	36,733,614	13,798,809	10,486,100	-	9,849,346	965,489	1,633,870
NEEA Residential	2,933,896	1,366,547	989,568	-	395,202	112,667	69,912
Residential Sector	39,667,510	15,165,355	11,475,668	-	10,244,548	1,078,157	1,703,782
OPUC Efficiency	**110,574,838**	**52,583,044**	**36,273,537**	**2,750,759**	**14,411,197**	**2,128,050**	**2,404,350**
Solar	9,410,172	6,395,300	3,014,871	-	-	-	-
Other Renewables	1,657,650	773,060	884,591	-	-	-	-
OPUC Renewables	**11,067,822**	**7,168,360**	**3,899,462**	**-**	**-**	**-**	**-**
OPUC Programs	**121,642,660**	**59,751,404**	**40,172,999**	**2,750,759**	**14,411,197**	**2,128,050**	**2,404,350**
Washington	1,743,180	-	-	-	-	-	-
Community Solar	181,810	-	-	-	-	-	-
PGE Smart Battery	70,113	-	-	-	-	-	-
LMI	11,898	-	-	-	-	-	-
NWN Geo TLM Phase 3	21,383	-	-	-	-	-	-
NREL Program	221,651	-	-	-	-	-	-
SALMON Program	188,518	-	-	-	-	-	-
FEMA Program	2,437	-	-	-	-	-	-
PGE Inverter	21,915	-	-	-	-	-	-
ODOE Cooling	233,612	-	-	-	-	-	-
FlexFeeder	38,260	-	-	-	-	-	-
Development	156,085	-	-	-	-	-	-
Total Company	**124,533,523**	**59,751,404**	**40,172,999**	**2,750,759**	**14,411,197**	**2,128,050**	**2,404,350**

Energy Trust of Oregon

Total Expenditures by Program and Funding Source - Budget

Period Ending August2023

	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	41,047,929	20,656,166	12,302,483	2,091,202	4,120,831	1,039,350	608,214
New Buildings	10,870,140	6,606,438	3,331,374	39,907	725,931	98,020	68,469
NEEA Commercial	2,718,738	1,352,370	979,302	-	264,623	75,416	47,028
Commercial Sector	54,636,808	28,614,974	16,613,159	2,131,108	5,111,385	1,212,786	723,711
Industry and Agriculture	21,210,228	11,672,651	7,254,593	1,570,877	259,414	263,840	112,837
Industry and Agriculture Sector	21,210,228	11,672,651	7,254,593	1,570,877	259,414	263,840	112,837
Residential	37,064,051	13,384,578	10,112,060	-	11,299,830	1,107,130	1,160,453
NEEA Residential	2,726,141	1,458,724	1,056,318	-	144,320	41,130	25,648
Residential Sector	39,790,192	14,843,303	11,168,377	-	11,444,151	1,148,260	1,186,102
OPUC Efficiency	**115,637,228**	**55,130,927**	**35,036,130**	**3,701,986**	**16,814,950**	**2,624,886**	**2,022,650**
Solar	10,644,132	6,635,256	4,008,876	-	-	-	-
Other Renewables	1,865,125	1,094,480	770,645	-	-	-	-
OPUC Renewables	**12,509,256**	**7,729,736**	**4,779,520**	**-**	**-**	**-**	**-**
OPUC Programs	**128,146,484**	**62,860,663**	**39,815,650**	**3,701,986**	**16,814,950**	**2,624,886**	**2,022,650**
Washington	1,911,038	-	-	-	-	-	-
Community Solar	178,586	-	-	-	-	-	-
PGE Smart Battery	271,626	-	-	-	-	-	-
LMI	(0)	-	-	-	-	-	-
NWN Geo TLM Phase 3	16,358	-	-	-	-	-	-
NREL Program	114,839	-	-	-	-	-	-
SALMON Program	238,183	-	-	-	-	-	-
PGE Inverter	114,167	-	-	-	-	-	-
ODOE Cooling	759,379	-	-	-	-	-	-
FlexFeeder	119,094	-	-	-	-	-	-
Development	156,629	-	-	-	-	-	-
Total Company	**132,026,384**	**62,860,663**	**39,815,650**	**3,701,986**	**16,814,950**	**2,624,886**	**2,022,650**

Energy Trust of Oregon
OPUC Administrative Cost Performance Measure
Period Ending August2023

	Actual			Last Year			Budget			Last Year's Budget		
	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative
Incentives	57,078,247	57,078,247	-	40,294,231	40,294,231	-	53,560,224	53,560,224	-	58,713,414	58,713,414	-
Program Delivery Contractors	44,059,577	44,059,577	-	37,150,043	37,150,043	-	48,342,162	48,342,162	-	39,177,387	39,177,387	-
Employee Salaries & Fringe Benefits	12,989,964	5,900,100	7,089,864	10,913,927	5,151,035	5,762,892	12,202,154	5,608,887	6,593,267	11,610,055	5,540,029	6,070,026
Agency Contractor Services	633,341	238,176	395,165	929,288	519,881	409,407	1,329,258	533,945	795,313	1,783,801	1,037,957	745,844
Planning and Evaluation Services	1,346,296	1,337,623	8,673	2,030,850	2,001,968	28,882	2,593,083	2,574,229	18,854	2,705,150	2,680,365	24,785
Advertising and Marketing Services	1,431,112	728,643	702,469	2,136,548	1,009,813	1,126,735	2,740,047	1,882,596	857,451	2,532,756	1,564,667	968,090
Other Professional Services	2,372,170	1,821,913	550,257	2,291,198	1,855,054	436,144	4,885,361	4,018,294	867,067	3,879,280	3,277,309	601,970
Travel, Meetings, Trainings & Conferences	227,060		227,060	107,411		107,411	467,239		467,239	222,033		222,033
Dues, Licenses and Fees	114,414		114,414	126,722		126,722	186,431		186,431	154,182		154,182
Software and Hardware	415,357		415,357	389,958		389,958	568,549		568,549	551,490		551,490
Depreciation & Amortization	248,048		248,048	210,511		210,511	189,798		189,798	161,779		161,779
Office Rent and Equipment	667,278		667,278	692,893		692,893	811,344		811,344	701,400		701,400
Materials Postage and Telephone	42,257		42,257	40,385		40,385	77,696		77,696	85,036		85,036
Miscellaneous Expenses	17,540		17,540	11,156		11,156	9,271		9,271	7,453		7,453
Expenditures	121,642,660	111,164,278	10,478,382	97,325,121	87,982,026	9,343,095	127,962,616	116,520,337	11,442,280	122,285,216	111,991,130	10,294,086
Revenue from Utilities	151,121,754			138,946,543			138,913,277			138,095,295		
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.93%			6.72%			8.24%			7.45%
Program Support and Administrative cost as Percent Change versus Last Year			12.15%						11.15%			

Energy Trust of Oregon
Statement of Functional Expense
Period Ending August2023

	Efficiency Programs	Renewable Programs	Washington Program	Contracts & Grants	Total Programs	Fund Development	Communication & Outreach	Management & General	Total Administration	Total Company Expenditure
Incentives	50,328,157	6,750,089	684,839	151,641	**57,914,726**	-	-	-	-	**57,914,726**
Program Delivery Contractors	43,024,391	1,035,186	577,344	55,666	**44,692,587**	-	-	-	-	**44,692,587**
Employee Salaries & Fringe Benefits	5,568,605	1,637,232	267,208	463,861	**7,936,906**	144,663	2,202,893	3,709,454	**5,912,347**	**13,993,916**
Agency Contractor Services	162,154	101,653	4,118	43,349	**311,274**	428	8,119	369,606	**377,725**	**689,428**
Planning and Evaluation Services	1,331,007	6,616	6,086	926	**1,344,635**	-	8,203	662	**8,865**	**1,353,500**
Advertising and Marketing Services	644,258	84,385	-	3,074	**731,717**	-	718,041	-	**718,041**	**1,449,758**
Other Professional Services	1,426,318	405,667	20,804	155,424	**2,008,213**	172	79,773	472,387	**552,159**	**2,560,544**
Travel, Meetings, Trainings & Conferences	77,302	26,226	1,783	2,358	**107,668**	461	41,772	84,499	**126,271**	**234,400**
Dues, Licenses and Fees	67,738	8,694	40,462	459	**117,352**	-	21,651	17,174	**38,825**	**156,177**
Software and Hardware	145,592	153,660	5,526	12,194	**316,972**	2,385	45,498	73,181	**118,679**	**438,036**
Depreciation & Amortization	136,036	25,717	4,009	8,321	**174,083**	1,779	34,063	54,145	**88,207**	**264,069**
Office Rent and Equipment	289,766	91,798	14,325	29,288	**425,177**	5,844	112,497	179,550	**292,048**	**723,069**
Materials Postage and Telephone	16,836	5,207	805	1,667	**24,515**	353	7,660	13,002	**20,662**	**45,530**
Miscellaneous Expenses	6,612	-	-	-	**6,612**	-	-	11,170	**11,170**	**17,782**
Expenditures	**103,224,774**	**10,332,128**	**1,627,308**	**928,228**	**116,112,438**	**156,085**	**3,280,169**	**4,984,830**	**8,265,000**	**124,533,523**

R00407

Energy Trust of Oregon
Contract Status Summary Report

Report Date: 9/19/2023

For contracts with costs through: 9/1/2023

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
		Administration Total:	**14,813,550**	**11,241,034**	**3,572,517**		
Communications							
		Communications Total:	**6,933,737**	**3,074,895**	**3,858,843**		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	29,499,187	13,367,179	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	2023 EB PMC	Windsor	22,811,086	12,274,747	10,536,339	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 Residential PMC	Austin	10,368,842	6,741,970	3,626,872	1/1/2023	12/31/2023
Energy 350 Inc	2023 PE PMC		9,663,754	5,916,240	3,747,514	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 NBE PMC	Austin	6,868,034	4,436,078	2,431,957	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 Lighting PDC	Austin	4,914,598	3,357,629	1,556,970	1/1/2023	12/31/2023
TRC Engineers Inc.	2023 EPS New Const PDC	Irvine	3,135,397	2,013,302	1,122,095	1/1/2023	12/31/2023
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	1,584,929	496,071	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	2023 Retail PDC	Austin	1,728,537	810,500	918,037	1/1/2023	12/31/2023
Craft3	Manufactured Home Pilot Loan	Portland	1,000,000	0	1,000,000	9/20/2018	9/20/2033
TRC Environmental Corporation	2023 BE PMC DSM	Windsor	816,549	684,638	131,911	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 Residential PMC Innov	Austin	588,880	381,657	207,223	1/1/2023	12/31/2023
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	561,454	503,142	58,312	1/21/2022	8/31/2023
TRC Environmental Corporation	2023 BE PMC WA	Windsor	549,254	328,233	221,021	1/1/2023	12/31/2023
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
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	496,500	453,024	43,477	1/1/2020	12/31/2023
SBW Consulting, Inc.	2021 EB Impact Evaluation	Bellevue	486,988	484,619	2,369	8/1/2022	9/30/2023
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	420,000	304,159	115,841	7/1/2021	6/30/2024
Tetra Tech Inc	NB Impsct Eval 2021-22	Portland	380,000	113,097	266,903	3/1/2023	4/30/2024
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	361,000	249,475	111,525	1/25/2022	12/31/2023
CLEAResult Consulting Inc	2023 Residential PMC-CustSvc	Austin	301,208	163,710	137,498	1/1/2023	12/31/2023
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
Ekotrop, Inc.	ModelingSoftware for NC	Boston	300,000	279,536	20,465	1/21/2020	12/31/2023
Verde	DHP Installation Program	Portland	300,000	244,989	55,011	1/1/2022	12/31/2023
LD Consulting LLC	BL Consulting Services		294,300	233,910	60,390	4/27/2022	1/31/2024
CLEAResult Consulting Inc	2023 Residential PMC WA	Austin	254,276	128,484	125,792	1/1/2023	12/31/2023
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	243,000	72,269	170,731	1/1/2022	12/31/2023
TRC Environmental Corporation	PDC - Landlord Cooling	Windsor	230,000	107,438	122,562	4/1/2022	9/30/2024
CLEAResult Consulting Inc	HE Assessment Tool	Austin	215,000	115,000	100,000	12/16/2021	12/31/2023
ADM Associates, Inc.	2022_23 Fast Feedback Survey	Seattle	197,800	129,658	68,142	3/1/2022	6/30/2024
DNV Energy Services USA Inc	HER Impact Evaluation	Oakland	165,000	0	165,000	7/11/2023	3/31/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
ADM Associates, Inc.	NB Process Evaluation	Seattle	156,000	156,000	0	3/15/2022	9/30/2023
Evergreen Economics	TA Interview Survey	Portland	140,000	0	140,000	8/23/2023	6/30/2024
Community Energy Project, Inc.	Workshop Sponsorship	Portland	140,000	95,963	44,038	4/1/2023	4/30/2024
TRC Engineers Inc.	2023 EPS New Const PDC WA	Irvine	136,116	85,313	50,803	1/1/2023	12/31/2023
Earth Advantage, Inc.	RealEstate Engagement	Portland	104,400	87,840	16,560	1/1/2021	12/31/2023
SBW Consulting, Inc.	Measure Development	Bellevue	95,000	79,244	15,756	12/19/2022	12/31/2023
The Cadmus Group LLC	Industrial Plant Closure Study	Portland	80,000	13,027	66,974	6/30/2023	3/31/2024
EVALUCREE	Energy Assessment Services		80,000	64,350	15,650	2/1/2022	12/31/2023
Seeds for the Sol	CPF RES Partner Services		65,000	55,505	9,495	2/1/2022	12/31/2023
RStudio PBC	Software License Agreement		59,773	56,935	2,838	6/5/2022	4/1/2024
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	24,924	30,076	1/1/2018	12/31/2023
INCA Energy Efficiency, LLC	MOD 3 Evaluation	Grinnell	55,000	7,189	47,811	10/1/2022	3/31/2025
Holst Architecture Inc	Net Zero Fellowship	Portland	51,000	35,000	16,000	9/22/2022	12/31/2023
Anchor Blue LLC	Planning Consulting Services	Vancouver	50,000	7,730	42,270	1/1/2023	12/31/2023
E Source Companies LLC	2023 Membership Agreement	Boulder	49,184	49,184	0	1/1/2023	12/31/2023
Theodore Blaine Light III	Planning Consulting Services		46,250	10,545	35,705	1/1/2023	12/31/2023
Geograde Constructors LLC	Contractor Development Pathway		45,000	6,075	38,925	2/3/2023	12/31/2023
Illinois Valley Community Development Organization	Strategic Partnership Services		40,000	18,642	21,358	6/1/2023	12/31/2023
Northwest Energy Efficiency Council	2023 TLL & BOC Sponsorship	Seattle	38,750	38,675	75	1/1/2023	12/31/2023
Consortium for Energy Efficiency	2023 Membership Dues	Boston	37,184	37,184	0	4/1/2023	12/31/2023
American Council for and Energy Efficient Economy	Sponsorship Letter Agreement	Washington	30,000	30,000	0	1/1/2023	12/31/2023
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	3,084	21,916	3/9/2022	3/8/2024
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	4,455	20,545	3/9/2022	3/8/2024
Encolor LLC	Eval Advisory Group Services		25,000	1,073	23,928	3/9/2022	3/8/2024
ELSO Incorporated	Workforce Development Services		25,000	0	25,000	9/13/2023	4/1/2024
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	4,395	20,605	3/9/2022	3/8/2024
Beira Consulting LLC	SMB Research Eval		25,000	19,400	5,600	2/1/2023	1/31/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	4,655	20,345	3/9/2022	3/8/2024
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	3,579	21,421	3/9/2022	3/8/2024
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2023
Consortium for Energy Efficiency	Energy Behavior Sponsorship	Boston	15,000	15,000	0	5/1/2023	12/31/2023
Northwest Earth Institute	2023 Ecochallenge	Portland	10,000	10,000	0	3/10/2023	12/31/2023
Amy Marie Seward	Grant Writers Pool		9,600	800	8,800	6/1/2023	12/31/2024
MWA Architects Inc.	NZELI Grant Agreement		8,000	0	8,000	9/7/2023	6/30/2024
Studio E Architecture PC	NZL Grant Agreement		8,000	0	8,000	9/6/2023	6/30/2024
Cascade Energy, Inc.	Admin Reimburse Services	Walla Walla	4,500	0	4,500	4/1/2023	12/31/2023
Jim Craven Photography	Photography Services *$25,000	Medford	2,200	1,947	253	5/1/2023	4/30/2025
	Energy Efficiency Total:		**151,347,285**	**108,808,412**	**42,538,873**		
Joint Programs							
Lake County Resources Initiative	Support for RE, EB, Solar PE	Lakeview	200,200	128,571	71,629	1/1/2022	12/31/2023
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	96,845	86,807	10,039	1/1/2017	12/31/2023
Adre LLc	Net Zero Fellowship		51,000	5,000	46,000	9/22/2022	3/31/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Infogroup Inc	Data License & Service Agmt	Papillion	33,320	32,724	596	2/4/2020	12/31/2023
American Council for and Energy Efficient Economy	2023 Conference Sponsorship	Washington	13,500	13,500	0	1/1/2023	12/31/2023
Jodi Tanner Tell LLC	Grant Writing Services		13,000	12,000	1,000	1/1/2023	12/31/2024
Rebecca Descombes	DAC PA Agreement		9,320	4,100	5,220	9/30/2021	12/31/2023
Susan Lucer Consulting Services	Grant Writing Services		4,750	4,750	0	1/1/2023	12/31/2024
	Joint Programs Total:		**421,936**	**287,452**	**134,484**		
Renewable Energy							
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	3,000,000	0	9/4/2018	11/30/2023
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
Farmers Conservation Alliance	Irrigation Modernization	Hood River	2,500,000	2,165,771	334,229	4/1/2019	3/31/2024
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
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	284,375	440,625	10/15/2022	10/14/2024
CLEAResult Consulting Inc	2023 Residential PMC SOLAR	Austin	630,067	311,433	318,635	1/1/2023	12/31/2023
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
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	Outreach & Education Agreement	Portland	258,800	114,450	144,350	7/1/2022	6/30/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	249,394	115,982	133,412	4/1/2022	3/31/2024
Craft3	NON-EEAST OBR Svc Agrmt	Portland	225,000	202,500	22,500	1/1/2018	12/31/2023
Faraday Inc	Software Services Subscription	Burlington	180,000	180,000	0	1/15/2019	12/14/2023
Clean Power Research, LLC	CPR License Service Agreement	Napa	145,480	0	145,480	7/1/2023	6/30/2024
TRC Engineers Inc.	2023 EPS New Const PDC Solar	Irvine	144,360	96,831	47,529	1/1/2023	12/31/2023
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Oregon Solar Energy Fund	Solar Education Training	Portland	115,500	84,635	30,865	6/1/2022	11/30/2023
City of Hillsboro	Project Funding Agreement	Hillsboro	85,000	85,000	0	6/8/2020	12/31/2040
Wallowa Resources Community Solutions Inc	Collaboration Services	Enterprise	81,600	13,907	67,693	4/1/2023	12/31/2023
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
Tetra Tech Inc	Other RE Services	Portland	64,315	10,230	54,086	4/1/2022	3/31/2024
University of Oregon	REDA Grant Agreement	Eugene	50,000	50,000	0	2/1/2022	2/3/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	50,000	25,000	25,000	10/11/2021	7/31/2024
Clean Energy States Alliance	Memorandum of Understanding	Montpelier	39,500	39,500	0	7/1/2023	6/30/2024
Unite Oregon	Solar Ambassadors Project		25,955	8,853	17,102	2/15/2022	8/31/2023
Adelante Mujeres	Solar Ambassadors Project		25,685	20,918	4,767	2/15/2022	8/31/2023
GuildQuality Inc.	License Agreement		25,000	6,240	18,760	6/1/2023	5/31/2024
American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Easton	25,000	4,489	20,511	12/29/2022	6/3/2024
University of Oregon	UO SRML Sponsorship	Eugene	25,000	24,999	1	3/9/2023	3/8/2024
OSEIA-Oregon Solar Energy Industries Assoc	2023 Solar+Storage Sponsorship		24,500	24,500	0	1/13/2023	12/31/2023
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
Site Capture LLC	Subscription Agreement	Austin	24,000	6,000	18,000	6/1/2023	5/31/2024
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	3,825	20,175	4/1/2022	1/31/2024
Solar Oregon	Go-Zero Sponsorship	Portland	20,000	0	20,000	5/1/2023	12/31/2023
Kleinschmidt Associates	Other RE Professional Services	Pittsfield	18,000	15,736	2,264	4/1/2022	3/31/2024
Oregon Solar Energy Fund	Sponsorship Agreement	Portland	10,000	10,000	0	1/1/2023	12/31/2023
Solar Education Industries Association	2023 Membership Dues		5,000	5,000	0	1/1/2023	12/31/2023
	Renewable Energy Total:		**23,855,693**	**19,799,352**	**4,056,341**		
	Grand Total:		**197,372,201**	**143,211,144**	**54,161,057**		
	Contracts without Incentives Total:		**174,303,270**	**123,452,712**	**50,850,558**		
	Renewable Energy Incentives Total:		**21,118,931**	**18,458,432**	**2,660,499**		
	Energy Efficiency Incentives Total:		**1,950,000**	**1,300,000**	**650,000**		

Energy Trust of Oregon
Contract Status Summary Report

Report Date: 9/19/2023

For contracts with costs through: 9/1/2023

Complete List of Contracts Grouped by Size

Contracts in effect on August 31, 2023 including those contracts executed for 2023 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	$177,746,616	32	90%	12%
From $400K to $500K	$5,570,388	12	3%	4%
Under $400K	$14,055,197	229	7%	84%
Total	$197,372,201	273		

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	22,811,086	TRC Environmental Corporation	2023 EB PMC	Energy Efficiency	1/1/2023	12/31/2023
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	10,368,842	CLEAResult Consulting Inc	2023 Residential PMC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	9,663,754	Energy 350 Inc	2023 PE PMC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	6,868,034	CLEAResult Consulting Inc	2023 NBE PMC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	4,914,598	CLEAResult Consulting Inc	2023 Lighting PDC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	3,135,397	TRC Engineers Inc.	2023 EPS New Const PDC	Energy Efficiency	1/1/2023	12/31/2023
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	11/30/2023
Over $500K	3,000,000	Clean Water Services	Project Funding Agreement	Renewable Energy	11/25/2014	11/25/2039
Over $500K	2,500,000	Farmers Conservation Alliance	Irrigation Modernization	Renewable Energy	4/1/2019	3/31/2024
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	2023 Retail PDC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	1,550,000	Oregon Institute of Technology	Geothermal Resource Funding	Renewable Energy	9/11/2012	9/11/2032
Over $500K	1,112,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	12/31/2023
Over $500K	1,000,000	Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Renewable Energy	10/25/2012	10/25/2027
Over $500K	1,000,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033
Over $500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over $500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over $500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039

For contracts with costs through: 9/1/2023

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	816,549	TRC Environmental Corporation	2023 BE PMC DSM	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	725,000	Energy Assurance Company	Verifier Services Agreement	Renewable Energy	10/15/2022	10/14/2024
Over $500K	630,067	CLEAResult Consulting Inc	2023 Residential PMC SOLAR	Renewable Energy	1/1/2023	12/31/2023
Over $500K	588,880	CLEAResult Consulting Inc	2023 Residential PMC Innov	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	561,454	Cascade Energy, Inc.	Subscription ServicesAgreement	Energy Efficiency	1/21/2022	8/31/2023
Over $500K	549,254	TRC Environmental Corporation	2023 BE PMC WA	Energy Efficiency	1/1/2023	12/31/2023
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	498,000	ThinkShout, Inc.	Web Design & Dev Agreement	Communications	1/1/2022	12/31/2023
From $400K to $500K	496,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2023
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	486,988	SBW Consulting, Inc.	2021 EB Impact Evaluation	Energy Efficiency	8/1/2022	9/30/2023
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	428,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2023
From $400K to $500K	420,000	Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Energy Efficiency	7/1/2021	6/30/2024
From $400K to $500K	400,000	Three Sisters Irrigation District	TSID Funding Agreement	Renewable Energy	1/1/2018	12/31/2038
Under $400K	380,000	Tetra Tech Inc	NB Impsct Eval 2021-22	Energy Efficiency	3/1/2023	4/30/2024
Under $400K	361,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2023
Under $400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034
Under $400K	350,000	CIty of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under $400K	337,740	Prophix. Inc	Cloud Services Agreement	Administration	9/1/2022	6/30/2025
Under $400K	329,777	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	1/31/2018	7/31/2024
Under $400K	301,208	CLEAResult Consulting Inc	2023 Residential PMC-CustSvc	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
Under $400K	300,000	Ekotrop, Inc.	ModelingSoftware for NC	Energy Efficiency	1/21/2020	12/31/2023
Under $400K	300,000	Verde	DHP Installation Program	Energy Efficiency	1/1/2022	12/31/2023
Under $400K	294,300	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2024
Under $400K	258,800	Solar Oregon	Outreach & Education Agreement	Renewable Energy	7/1/2022	6/30/2024
Under $400K	254,276	CLEAResult Consulting Inc	2023 Residential PMC WA	Energy Efficiency	1/1/2023	12/31/2023

For contracts with costs through: 9/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	251,240	Paladin Risk Management, Ltd	Cert Tracking & License Svc	Administration	9/1/2015	10/1/2023
Under $400K	249,394	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/31/2024
Under $400K	243,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2023
Under $400K	230,000	TRC Environmental Corporation	PDC - Landlord Cooling	Energy Efficiency	4/1/2022	9/30/2024
Under $400K	225,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2023
Under $400K	221,492	Latino Built Association for Contractors	Training & Support Services	Communications	1/1/2023	12/31/2024
Under $400K	215,000	CLEAResult Consulting Inc	HE Assessment Tool	Energy Efficiency	12/16/2021	12/31/2023
Under $400K	200,200	Lake County Resources Initiative	Support for RE, EB, Solar PE	Joint Programs	1/1/2022	12/31/2023
Under $400K	200,000	1961 Consulting, LLC	Strategic Planning Services	Communications	8/15/2023	3/31/2025
Under $400K	197,800	ADM Associates, Inc.	2022_23 Fast Feedback Survey	Energy Efficiency	3/1/2022	6/30/2024
Under $400K	180,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2023
Under $400K	175,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2023
Under $400K	165,000	DNV Energy Services USA Inc	HER Impact Evaluation	Energy Efficiency	7/11/2023	3/31/2024
Under $400K	156,000	ADM Associates, Inc.	NB Process Evaluation	Energy Efficiency	3/15/2022	9/30/2023
Under $400K	145,480	Clean Power Research, LLC	CPR License Service Agreement	Renewable Energy	7/1/2023	6/30/2024
Under $400K	144,360	TRC Engineers Inc.	2023 EPS New Const PDC Solar	Renewable Energy	1/1/2023	12/31/2023
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	140,000	Evergreen Economics	TA Interview Survey	Energy Efficiency	8/23/2023	6/30/2024
Under $400K	140,000	Community Energy Project, Inc.	Workshop Sponsorship	Energy Efficiency	4/1/2023	4/30/2024
Under $400K	136,116	TRC Engineers Inc.	2023 EPS New Const PDC WA	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	120,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	115,500	Oregon Solar Energy Fund	Solar Education Training	Renewable Energy	6/1/2022	11/30/2023
Under $400K	112,837	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2024
Under $400K	112,688	Allstream	Internet Services	Administration	9/22/2017	1/1/2024
Under $400K	105,159	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	12/31/2024
Under $400K	105,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2023
Under $400K	104,400	Earth Advantage, Inc.	RealEstate Engagement	Energy Efficiency	1/1/2021	12/31/2023
Under $400K	100,000	Dell Marketing LP.	Blanket Purhcase Order	Administration	1/1/2023	12/31/2023
Under $400K	100,000	CDW Direct, LLC	Blanket PO	Administration	1/1/2022	12/31/2023
Under $400K	100,000	Metafile Information Systems	Software Solutions Contract	Administration	6/10/2022	3/1/2024
Under $400K	99,685	Lauren Martin LLC	Video Photo Production Service	Communications	8/21/2023	12/31/2023
Under $400K	99,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2023
Under $400K	96,845	Structured Communications Systems, Inc.	ShoreTel Phone System Install	Joint Programs	1/1/2017	12/31/2023

For contracts with costs through: 9/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	95,000	SBW Consulting, Inc.	Measure Development	Energy Efficiency	12/19/2022	12/31/2023
Under $400K	91,775	Sarah Noll Wilson, Inc	Coaching PA Agreement	Administration	8/1/2022	12/31/2023
Under $400K	85,700	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2024
Under $400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under $400K	81,600	Wallowa Resources Community Solutions Inc	Collaboration Services	Renewable Energy	4/1/2023	12/31/2023
Under $400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under $400K	80,000	The Cadmus Group LLC	Industrial Plant Closure Study	Energy Efficiency	6/30/2023	3/31/2024
Under $400K	80,000	EVALUCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2023
Under $400K	75,800	Becky Engel Consulting LLC	2023 Brand Marketing Services	Communications	2/15/2023	12/31/2023
Under $400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under $400K	70,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	66,683	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2023
Under $400K	65,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2023
Under $400K	64,315	Tetra Tech Inc	Other RE Services	Renewable Energy	4/1/2022	3/31/2024
Under $400K	59,773	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2024
Under $400K	59,708	AlamaLuna LLC	Translation Services	Communications	4/25/2022	12/31/2023
Under $400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2023
Under $400K	55,000	INCA Energy Efficiency, LLC	MOD 3 Evaluation	Energy Efficiency	10/1/2022	3/31/2025
Under $400K	54,000	Magneto Advertising, LLC	2023 Run Better Campaign	Communications	8/1/2023	1/20/2024
Under $400K	52,000	Xenium Resources	HR Consulting Agreement	Administration	4/1/2022	1/1/2024
Under $400K	52,000	Talence Group LLC	Executive Search Svcs Agrmnt	Administration	8/1/2023	7/31/2024
Under $400K	51,000	Holst Architecture Inc	Net Zero Fellowship	Energy Efficiency	9/22/2022	12/31/2023
Under $400K	51,000	Adre LLc	Net Zero Fellowship	Joint Programs	9/22/2022	3/31/2024
Under $400K	50,600	Moss Adams LLP	2022 Audit Services	Administration	1/1/2023	12/31/2023
Under $400K	50,287	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	1/25/2024
Under $400K	50,000	University of Oregon	REDA Grant Agreement	Renewable Energy	2/1/2022	2/3/2024
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	12/31/2023
Under $400K	49,820	dThree Productions Inc.	Videography Services	Administration	2/1/2023	12/31/2023
Under $400K	49,184	E Source Companies LLC	2023 Membership Agreement	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	47,541	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	1/30/2024
Under $400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2023
Under $400K	46,250	Theodore Blaine Light III	Planning Consulting Services	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	45,000	PBDG Foundation	Relationship Develop Services	Communications	1/1/2023	3/31/2024

For contracts with costs through: 9/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	45,000	Geograde Constructors LLC	Contractor Development Pathway	Energy Efficiency	2/3/2023	12/31/2023
Under $400K	40,000	Illinois Valley Community Development Organization	Strategic Partnership Services	Energy Efficiency	6/1/2023	12/31/2023
Under $400K	40,000	Portland HR Solutions, Inc.	HR Consulting Services	Administration	4/1/2022	3/31/2024
Under $400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2023
Under $400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2023	6/30/2024
Under $400K	38,750	Northwest Energy Efficiency Council	2023 TLL & BOC Sponsorship	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	37,500	MI Weekes & Company Inc.	Professional Services *50,000	Administration	4/23/2023	4/24/2024
Under $400K	37,184	Consortium for Energy Efficiency	2023 Membership Dues	Energy Efficiency	4/1/2023	12/31/2023
Under $400K	35,345	Theresa M. Hagerty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under $400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	10/15/2023
Under $400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2024
Under $400K	35,000	Insight Direct USA	Blanket PO	Administration	8/1/2023	12/31/2023
Under $400K	33,320	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2023
Under $400K	32,855	LinkedIn Corporation	LinkedIn Recruiting License	Administration	12/15/2022	12/31/2023
Under $400K	31,125	Terrance Harris	DAC Consultant Services	Administration	1/1/2022	12/31/2023
Under $400K	31,000	Alliance Compensation LLC	*PA Umbrella Agreement	Administration	2/1/2023	1/31/2024
Under $400K	30,000	American Council for and Energy Efficient Economy	Sponsorship Letter Agreement	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	30,000	Pod4print	2023 PGE Printing Bill Inserts	Communications	1/1/2023	12/31/2023
Under $400K	28,348	Helen Eby	Professional Services	Communications	8/10/2020	6/30/2023
Under $400K	25,955	Unite Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	8/31/2023
Under $400K	25,780	IZO Public Relations	Rinde Mas Marketing Services	Communications	8/13/2023	12/31/2023
Under $400K	25,685	Adelante Mujeres	Solar Ambassadors Project	Renewable Energy	2/15/2022	8/31/2023
Under $400K	25,580	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2023
Under $400K	25,000	GuildQuality Inc.	License Agreement	Renewable Energy	6/1/2023	5/31/2024
Under $400K	25,000	G&I VII Lincoln Building LP	Parking Agreement	Administration	5/1/2023	4/30/2024
Under $400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	Eric (EJ) Jordon	Tribal Engagment Services	Administration	6/1/2023	3/31/2024
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	3/8/2024
Under $400K	25,000	ELSO Incorporated	Workforce Development Services	Energy Efficiency	9/13/2023	4/1/2024
Under $400K	25,000	American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Renewable Energy	12/29/2022	6/3/2024
Under $400K	25,000	AlamaLuna LLC	Translation Services Agreement	Communications	1/1/2024	12/31/2024
Under $400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024

For contracts with costs through: 9/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	25,000	Barbier International Inc	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under $400K	25,000	Beira Consulting LLC	SMB Research Eval	Energy Efficiency	2/1/2023	1/31/2024
Under $400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	Cipriani & Werner P.C	Engagement Letter	Administration	6/15/2023	12/31/2023
Under $400K	25,000	TRANSLAT INC	Translation Services Agreement	Communications	9/1/2023	12/31/2023
Under $400K	25,000	Starla Green	Tribal Engagement Services	Administration	8/1/2022	7/30/2024
Under $400K	25,000	SBW Consulting, Inc.	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
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	RR Donnelley	2023 NWN Printing Bill Inserts	Communications	1/1/2023	12/31/2023
Under $400K	25,000	Saedgraphic, LLC	Translation Services Agreement	Communications	6/1/2023	12/31/2024
Under $400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2023
Under $400K	25,000	Lisa Greenfield LLC	Engagement Letter	Administration	12/16/2022	12/31/2023
Under $400K	25,000	Leona Enright	Tribal Engagement Services	Communications	8/1/2022	7/30/2024
Under $400K	25,000	Northwest Interpreters, Inc dba NWI Global	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under $400K	25,000	Monica Paradise	Tribal Engagement Agreement	Communications	3/7/2023	3/6/2025
Under $400K	25,000	University of Oregon	UO SRML Sponsorship	Renewable Energy	3/9/2023	3/8/2024
Under $400K	24,500	OSEIA-Oregon Solar Energy Industries Assoc	2023 Solar+Storage Sponsorship	Renewable Energy	1/13/2023	12/31/2023
Under $400K	24,440	Susan T Rosene	Writers Pool ServicesAgreement	Communications	3/1/2022	2/29/2024
Under $400K	24,125	Robert Migliori	42kW wind energy system	Renewable Energy	4/11/2007	1/31/2024
Under $400K	24,000	Site Capture LLC	Subscription Agreement	Renewable Energy	6/1/2023	5/31/2024
Under $400K	24,000	Bonneville Environmental Foundation	Comm Outreach Services	Renewable Energy	4/1/2022	1/31/2024
Under $400K	24,000	CuraLinc Healthcare	EAP Agreement	Administration	1/1/2022	9/30/2024
Under $400K	23,775	Susan Vogt Communications	Writers Communications Pool	Communications	3/1/2020	2/29/2024
Under $400K	23,496	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2023
Under $400K	22,609	Jason Quigley Photography LLC	Photography Services	Communications	1/1/2022	12/31/2023
Under $400K	22,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2023
Under $400K	22,000	Sustainable Northwest	Community Outreach Services	Communications	1/1/2023	12/31/2024
Under $400K	21,643	CTX Businss Solutions Inc	Small Printer Maintenance	Administration	4/1/2012	3/30/2024
Under $400K	20,700	Clarity Content LLC	Professional ServicesAgreement	Communications	5/1/2021	2/29/2024
Under $400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	20,000	Fisher & Phillips, LLP	Letter Agreement	Administration	9/1/2022	12/31/2023
Under $400K	20,000	Solar Oregon	Go-Zero Sponsorship	Renewable Energy	5/1/2023	12/31/2023
Under $400K	19,500	Diligent Corporation	Board Management Software	Administration	6/23/2023	8/1/2024

For contracts with costs through: 9/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	18,000	Kleinschmidt Associates	Other RE Professional Services	Renewable Energy	4/1/2022	3/31/2024
Under $400K	17,200	Bright Sky LLC	Writers Service Pool	Communications	4/1/2023	2/29/2024
Under $400K	15,750	Moss Adams LLP	401K Audit	Administration	1/1/2023	12/31/2023
Under $400K	15,744	Tri-Met	2023-24 Rate Agreement	Administration	9/1/2023	8/31/2024
Under $400K	15,000	Consortium for Energy Efficiency	Energy Behavior Sponsorship	Energy Efficiency	5/1/2023	12/31/2023
Under $400K	15,000	Empress Rules LLC	Advisory Counseling Services	Communications	8/1/2022	11/30/2023
Under $400K	14,500	Jones Lang LaSalle Americas, Inc.	WorkPlace Services Agreement	Administration	5/1/2023	12/31/2023
Under $400K	13,935	Naim Hasan	Photographer	Administration	7/19/2019	8/1/2024
Under $400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2023
Under $400K	13,500	American Council for and Energy Efficient Economy	2023 Conference Sponsorship	Joint Programs	1/1/2023	12/31/2023
Under $400K	13,000	Jodi Tanner Tell LLC	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under $400K	13,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2023
Under $400K	13,000	Environmental Leadership Program	2023-25 RAY Fellow Agreement	Administration	1/1/2023	12/31/2023
Under $400K	13,000	RR Donnelley	2023 PAC Printing Bill Inserts	Communications	1/1/2023	12/31/2023
Under $400K	12,600	The Benson Hotel	2023 Rate Agreement	Administration	1/1/2023	12/31/2023
Under $400K	11,700	Cara Griffin	Writers Communication Services	Communications	5/1/2021	2/29/2024
Under $400K	11,500	Bruner Strategies, LLC	ED Review Services	Administration	1/1/2023	12/31/2023
Under $400K	11,313	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	7/1/2024
Under $400K	10,780	Emburse Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2024
Under $400K	10,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under $400K	10,000	Indika Sugathadasa	DAC Stipend Agreement	Administration	2/18/2020	12/31/2023
Under $400K	10,000	Bienester Inc.	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	350 Deschutes	Working Together Grants	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Solarize Rogue	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Solar Oregon	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Willamette Valley Hispanic Chamber of Commerace	2023 Expo Negocio Sponsorship	Communications	8/1/2023	12/31/2023
Under $400K	10,000	Oregon Solar Energy Fund	Sponsorship Agreement	Renewable Energy	1/1/2023	12/31/2023
Under $400K	10,000	Nathan Webster & Associates, LLC	Lets Connect Sponsorship	Communications	8/1/2023	12/31/2023
Under $400K	10,000	NeighborWorks Umpqua	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Northwest Earth Institute	2023 Ecochallenge	Energy Efficiency	3/10/2023	12/31/2023
Under $400K	10,000	Lloyd EcoDistrict	Working Together Grants	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Lake County Resources Initiative	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	LatinoBuilt Foundation	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	9,800	Momentive Inc. aka Survey Monkey	License Services Agreement	Administration	3/11/2022	2/1/2024
Under $400K	9,600	Amy Marie Seward	Grant Writers Pool	Energy Efficiency	6/1/2023	12/31/2024

For contracts with costs through: 9/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	9,320	Rebecca Descombes	DAC PA Agreement	Joint Programs	9/30/2021	12/31/2023
Under $400K	9,250	Portland State University	Prof Cert Tribal Relations	Communications	9/12/2023	9/30/2024
Under $400K	9,000	HVAC Inc	Service Agreement	Administration	7/1/2022	8/30/2024
Under $400K	8,880	Kathleen T Whitty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under $400K	8,000	MWA Architects Inc.	NZELI Grant Agreement	Energy Efficiency	9/7/2023	6/30/2024
Under $400K	8,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	8,000	Structured Communications Systems, Inc.	Network Penetration Services	Administration	7/20/2023	12/31/2023
Under $400K	8,000	Studio E Architecture PC	NZL Grant Agreement	Energy Efficiency	9/6/2023	6/30/2024
Under $400K	8,000	Sustainable Northwest	2023 Event Sponsorship	Communications	5/1/2023	12/31/2023
Under $400K	7,500	Klamath & Lake Community Action Services	RARE Intern Letter Agreement	Communications	3/1/2023	2/28/2024
Under $400K	7,000	First Interstate Bank	Line of Credit Agreement	Administration	8/9/2023	8/8/2024
Under $400K	7,000	PrintSync	Blanket PO Printing	Communications	10/27/2022	12/31/2023
Under $400K	6,450	The Option Agency	Photoshoot Talent Services	Communications	12/15/2021	12/15/2024
Under $400K	6,000	Rogue Climate	RARE Intern Letter Agreement	Communications	3/1/2023	2/28/2024
Under $400K	6,000	Momentum Procurement Group, Inc	Blanket PO Office Supply	Administration	9/10/2020	12/31/2023
Under $400K	6,000	American Institute of Architects, Southwestern Oregon Chapter	2023 Membership Dues	Communications	3/31/2023	12/31/2023
Under $400K	6,000	Central Oregon Environmental Center	RARE Intern Letter Agreement	Communications	3/1/2023	2/28/2024
Under $400K	5,850	Moss Adams LLP	990 Tax Audit	Administration	1/1/2023	12/31/2023
Under $400K	5,787	PhotoShelter Inc	Online Subscription	Communications	2/1/2023	3/22/2024
Under $400K	5,475	Hapaworks LLC	Writers Pool PA Agreement	Communications	8/1/2022	2/29/2024
Under $400K	5,388	SmartyStreets LLC	EmailVerfication Cloud License	Administration	7/1/2023	6/1/2024
Under $400K	5,229	Smartsheets Inc.	Subscription ServicesAgreement	Administration	1/1/2023	11/1/2023
Under $400K	5,040	Storage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2024
Under $400K	5,000	Social Enterprises Inc.	Event Sponsorship	Communications	3/1/2023	12/31/2023
Under $400K	5,000	Solar Education Industries Association	2023 Membership Dues	Renewable Energy	1/1/2023	12/31/2023
Under $400K	5,000	Susan Badger-Jones	DAC Stipend Agreement	Administration	4/15/2020	12/31/2023
Under $400K	5,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	7/30/2023
Under $400K	5,000	Oswaldo Beral Lopez	DAC Stipend Agreement	Administration	9/17/2019	12/31/2023
Under $400K	5,000	Rhea StandingRock	DAC Stipend Agreement	Administration	6/30/2022	6/1/2024
Under $400K	5,000	Rebecca Descombes	DAC Stipend Agreement	Administration	3/1/2021	12/31/2023
Under $400K	5,000	NAMC Oregon	2023-24 Membership Dues	Communications	3/1/2023	3/1/2024
Under $400K	5,000	NOMA PDX	2023 Event Sponsorship	Communications	5/1/2023	12/31/2023
Under $400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2024
Under $400K	5,000	Inner Work, Outer Play LLC	Board WS Consulting	Administration	8/1/2023	10/30/2023
Under $400K	5,000	eTargetMedia.com, LLC	Target Emailing Service	Communications	4/17/2023	9/30/2023

Energy Trust of Oregon
Contract Status Summary Report

Report Date: 9/19/2023

For contracts with costs through: 9/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	5,000	Dolores Martinez	DAC Stipend Agreement	Administration	2/18/2020	12/31/2023
Under $400K	5,000	Cheryl Roberts	DAC Stipend Agreement	Administration	9/17/2019	12/31/2023
Under $400K	5,000	City of Woodburn	2023 Fiesta Latino Sponsorship	Communications	8/1/2023	9/30/2023
Under $400K	5,000	Blue Moon Industries	Microsoft GP Support Services	Administration	6/1/2023	5/30/2024
Under $400K	4,750	Susan Lucer Consulting Services	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under $400K	4,500	Cascade Energy, Inc.	Admin Reimburse Services	Energy Efficiency	4/1/2023	12/31/2023
Under $400K	3,420	D&B	D&B	Administration	3/31/2021	3/31/2024
Under $400K	2,200	Jim Craven Photography	Photography Services *$25,000	Energy Efficiency	5/1/2023	4/30/2025
Under $400K	1,519	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2024
Under $400K	1,500	Moss Adams LLP	Consulting	Administration	1/1/2023	12/31/2023
TOTAL	**197,372,200.88**					

Finance & Audit Committee Meeting Notes

October 27, 2023

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

Staff attending by teleconference: Adam Bartini, Melanie Bissonette, Shelly Carlton, Amber Cole, Chris Dunning (staff liaison), Oliver Kesting, Cameron Matthews, Debbie Menashe, Amanda Potter, Elaine Prause, Michelle Spampinato, Abby Spegman.

Committee Absent: Peter Therkelsen, Karen Ward (Climate Trust).

Susan Brodahl called the meeting to order at 2:49.

Financial Briefing (Chris Dunning, Tracy Scott)

Chris Dunning presented Q3 forecast and mentioned it's more relevant than the September budget reports and noted that due to year end, numbers are aggregating and shifting and keeping in line with the cold winter. We are running 6.5% over budget, amounting to 13.7 million.

Chris pointed toward investment income relative to budget, which was at $250,000 at previous interest rates and forecasts, which drives the budget overage. Our investment rates have increased from a2.75% to 3.75%, which is reflective of the market shifts. Chris will reach out to First Interstate Bank to discuss cash flow into each bank.

Henry asked if it makes sense to consider treasuries going at 5.5 percent, how can we manage this to our benefit? Chris mentioned that he's considered three-month CDS and is negotiating with funders to maintain liquidity. Chris pointed to Thelma's experience advising on the investment policy, and further discussion will be forthcoming.

The two biggest drivers are components of our cost structure are incentives and program delivery, which I think together are about 80% of our cost structure. Combined these keep us close to budget. Employee salaries and fringe is coming just under budget, and we've discussed this at committee frequently: we've had to phase staffing over two years and have completed consideration on cost. Due to hiring pace, we are staying within budget for staff and fringe. Our attrition rate has decreased, which is assisting in budget numbers.

Other categories that are increasing budget needs are planning and evaluations: staff capacity constraints have caused the team to need to defer some projects into 2024 or get started late on some of those. Professional services are forecasted to come in about $1.7 million below budget at 24% which implies a high level of execution in the in the fourth quarter of the year.

Chris presented charts on how the revenue forecast compares to budget which reflects the difference between forecast and budget, and how it has grown over time and continues to be a structural driver in our net assets difference. Expenses have consistently run under.

Chris pointed to comparing the Q2 forecast to the Q3 forecast, noting a focus to the committee on our electric efficiency work and our gas efficiency work, and how costs have been levelized over time.

Budget figures show that we will overspend on budget due to the success of business lighting, and in electric, we are hitting 120% of goal. PAC is up slightly to 111% projected, and commercial is back to a projection of 100%. There is upward momentum because of existing buildings and multifamily units and residential is tracking at 106% of savings. Residential, as well as industrial will exceed goal for the year. Gas portfolios are projecting at 93%, and commercial is driving an upward trend of 98% of goal. October has been promising with forward momentum towards goals.

We've seen some challenges in the Strategic Energy Management arenas and relevant training in the commercial sector. Inflation is a factor, and some projects are being delayed due to equipment and labor costs. In the new buildings sector, 91% of goal should be met, and it's keeping in line with the market transforming.

Gas is at 88% of goal and 78% of budget – our forecasted trends are in line with these figures.

These figures are aligned with predictions, and driving retro-commissioning projects will be key in the future. Electric goals still exceed projections at 119%, but we are seeing uneven figures between the industrial and commercial sectors. While Extended Capacity Heat pumps are showing a stronger performance, market conditions including increased cost due to inflation and anticipated federal incentives are also impacting the performance of this market.

We've been misappropriating forecasts for PAC and should focus on more projects in PAC territory. Henry asked Tracy to set up a meeting to discuss this topic further. Tracy mentioned interest rates are an impact to gas projects, and she noted that these reflect trends discussed over the committee meetings. We've increased incentives for PGE customers but are not seeing trends reflective of investment. Some of the figure dips are not due to lack of need, and we may need to increase outreach in PAC territories.

2024-2025 Draft Budget Update (Chris Dunning)

Chris updated the committee on the different engagements with stakeholders on the draft budget. There were follow up meetings with Portland General, including Maria Pope, CEO. Maria stated that PGE continues to support energy efficiency and Energy Trust, and expressed concern regarding increased costs in the context of larger rate increases that PGE is seeing. They also provided written comments were provided to the committee,

There was alignment from many stakeholders on implementing revenue adjustments on April 1. Michael Colgrove met with the Conservation Advisory Council, Renewable Advisory Council and Diversity Advisory Council on the draft budget and organizational goals for the next year and received feedback on the draft budget as well. Michael also met with PGE again to discuss rate impacts compared to savings and discuss infrastructure investments.

There was a final meeting with OPUC to discuss and obtain feedback on the draft budget. Staff

also met with Energy Advocates, a group of different entities first formed to monitor HB 2021, and now engages in IRP and CDP processes. We received positive support generally and engaged in discussions regarding rate impacts, and heard from NW Climate Solutions, the Multnomah County Office of Sustainability, and CUB.

After analysis, we've determined that we can accommodate the implementation of rate increases on April 1, taking our full amount of the revenue adjustments that are proposed to fully fund our budget, and essentially implementing those for the nine months starting on April 1, as opposed to over 12 months, starting on January 1. Chris noted in these meetings that the biggest factor driving a rate increase is incentives to keep pace with inflation and making our offerings more accessible to groups who we have not been able to engage with in the past.

Sylvia and Chris had some email correspondence on getting perspectives of communities who have experienced energy burden, and Hannah Cruz has assisted in receiving some feedback during conversations with various stakeholders. We've received raw feedback and are in the process of cataloging it. As part of the final proposed budget package, we'll be presenting our responses to those. We have received general support for the budget overall, and the OPUC Memo is also supportive, and we will continue to seek alignment with PGE and Pacific Corp in future meetings on November 9.

Tracy presented on some of the figures that are reflecting in the final proposed budget is being proposed, and we are seeing some changes for some of our program areas. As we wanted to focus on savings for the utilities, In the custom track, we are 45 cents per kWh where we were at three cents prior. Project costs were capped at $500,00 and we proposed going up to 45 cents for next year's budget and up to 100% of project cost capped at $750,000 and this was approved by the committee in September. The team investigated areas in which more savings could be earned and proposed 45 cents, up to 90% of project cost and still capped at $750,000, resulting in roughly 2.2 million in savings to be shared with electric utility partners. We were also able to identify an addition 3.4 million kWh with the price tag of an additional 1.4 dollars.

We've seen decreases on the commercial side due to a softening in prescriptive tracks; however, we found additional savings for PGE through a large customer enrolled in our SEM program, resulting in 2.25 million kWh in savings. We attempted to trim some of the budget for PAC, and on the residential side there was an increase in OEM replacement, and we were able to find an additional 1.7 million kWh with an additional 1.3 million in incentives.

For commercials, there was a decrease again in the expected savings but an increase in the incentives for prescriptive again to make those measures more attractive to the market. We adjusted our custom tracks from 45 cent and 100% of project cost down to 90% and did see some savings there. For AVISTA, in the residential and commercial sectors, there was a decrease in therms, and new buildings had some market shifts. For CNG, there was a net increase overall of 5000 therms from our draft budget, but it's also an increase in incentives. NW Natural also had decreases, and we are seeing some trends in the electric and gas market where some projects are slowing down. We implemented these changes into the final proposed budget.

The team has begun preliminary conversations and generally utilities want to compare our Q3 forecasts for 2023 in specific tracks and see if we can compare it to what we're proposing in our final budget.

Lighting savings will be monitored due to the legislation regarding CFLS, and we are trying to drive lighting savings right now as there could be some impacts in 2025. We spoke with OPUC regarding an exception for small business direct installs so that measures can continue past the mid-year 2025 point to get a better picture of outcomes.

New Buildings RFP Release in January 2024 (Shelly Carlton, Oliver Kesting)

Shelley Carlton presented a summary of the memo provided to the committee on an RFP for the new buildings program, and the team hopes to have that out in the market in January of 2024, with someone contracted in January 2025. This is the sixth year of the contract that we hold with CLEAResult, and that contract has been extended to better forecast the future of the program with advancing code changes. The new buildings program is hoping that this can be converted from a 3 year +1 +1 contract into a 5-year +1 contract, allowing the program to settle into a longer timeframe for projects and decrease administrative load for staff.

One of the new amendments to the contract execution policy requires that staff keep the board, through the Finance and Audit Committee, informed about upcoming significant RFPS that will ultimately result in contracts coming to the board. This RFP is a continuation of Program Management contractor services for the new buildings program.

Henry asked if there is a downside to a five-year term, and the team doesn't foresee any downsides, as five-year terms offer more predictability to contractors. Shelly noted that we've had the same implementation organization for 13 years for this program and they're very well embedded in the market. We can also expand our DEI goals by extending contract terms and that can make providing bids more appealing.

Debbie noted that when Energy Trust started, there was a concern about building a competitive market for vendors for the services we needed, and it was important to try to go out more often to see who might be available in the market for these services, which was the basis for shorter contracts. We also had sunsets for funding from OPUC. Our funding is more stable and long term now, and this term change reflects how to catch up with these evolutions.

Shelly also noted that we have clauses within our contracts that state PMCS cannot commit more than a certain percentage of incentive budget over a year out. They can commit to 2024 in 2023, but only a portion of 2025. While contractors want certainty, we are limited in some scope to prevent going too far forward. Oliver noted that the previous terms were not adequate, especially for new buildings given the long lead time for these projects.

Debbie notified the committee that the board should expect to see a proposal for a five-year contract for a future PMC candidate to be determined in the May or June timeframe of 2024.

Adjourn

Susan Brodahl adjourned the meeting at 4:20 p.m.

Next meeting is November 14, 2023, 2:45 p.m. – 4:45 p.m.

Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending September2023

Net Assets have increased by $29.9M 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. See subsequent pages for futher analysis.

Funding Source	Beginning of Year Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets
PGE	31,116,141	8,546,150	722,063	40,384,353
PAC	16,190,547	3,276,100	363,765	19,830,413
NWN - Industrial	2,524,102	926,611	60,953	3,511,666
NW Natural	3,571,721	12,656,998	201,999	16,430,717
Cascade Natural Gas	3,310,064	604,300	73,702	3,988,067
Avista Gas	2,788,257	(1,013,188)	46,554	1,821,623
AVI Interruptible	-	198,357	-	198,357
OPUC Efficiency	59,500,832	25,195,328	1,469,036	86,165,196
PGE	11,194,920	1,321,117	241,893	12,757,929
PAC	6,872,162	1,272,171	153,194	8,297,528
OPUC Renewables	18,067,082	2,593,288	395,087	21,055,457
NWN Transport	-	-	-	-
CNG Transport	-	-	-	-
AVI Transport	-	100,000	-	100,000
Gas Transport	-	100,000	-	100,000
Washington	382,226	90,946	8,727	481,899
LMI	(885)	(4,140)	(60)	(5,085)
Community Solar	226,655	109,712	5,744	342,110
PGE Smart Battery	22,274	(20,472)	246	2,048
PGE Inverter	7,114	(6,479)	176	810
NWN Geo TLM Phase 3	364,268	(23,171)	7,196	348,293
NREL Program	23,247	(109,623)	(644)	(87,020)
SALMON Program	2,307	(38,224)	(343)	(36,260)
FEMA Program	(9,436)	(3,055)	(224)	(12,715)
FlexFeeder	-	40,634	-	40,634
ODOE Cooling	(0)	0	(0)	(0)
Development	384,242	(165,369)	5,918	224,792
Total Other Net Assets	1,402,011	(129,241)	26,735	1,299,506
Craft3 Loans	2,300,000	-	-	2,300,000
Operational Contingency	5,040,262	-	236,274	5,276,535
Emergency Contingency	3,000,000	-	-	3,000,000
Total Contingency	10,340,262	-	236,274	10,576,535
Investment Income	-	2,127,132	(2,127,132)	-
Total Net Assets	**89,310,187**	**29,886,507**	**0**	**119,196,694**

Energy Trust of Oregon
Revenue Statement
Period Ending September2023

Overall, revenue is over budget by 8.4% for the year and by 3.9% for the current month.

Funding Source	Current Period Actual	Current Period Approved Budget	Variance	Pct	Year to Date Actual	Year to Date Approved Budget	Variance	Pct	Notes
PGE Efficiency	$ 7,925,518	$ 8,038,258	$ (112,739)	-1.40%	$ 68,609,378	$ 67,563,599	$ 1,045,780	1.55%	Regulatory filings indicate revenues and volumes increased due to colder weather.
PGE Renewables	$ 1,039,403	$ 816,469	$ 222,934	27.30%	$ 9,088,756	$ 6,964,285	$ 2,124,471	30.51%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Total PGE	$ 8,964,922	$ 8,854,727	$ 110,195	1.24%	$ 77,698,134	$ 74,527,883	$ 3,170,251	4.25%	
PAC Efficiency	$ 5,218,666	$ 5,039,862	$ 178,804	3.55%	$ 46,232,624	$ 43,469,351	$ 2,763,273	6.36%	Regulatory filings indicate revenues and volumes increased due to colder weather.
PAC Renewables	$ 684,513	$ 550,329	$ 134,184	24.38%	$ 5,870,657	$ 4,899,873	$ 970,785	19.81%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Total PAC	$ 5,903,179	$ 5,590,191	$ 312,988	5.60%	$ 52,103,281	$ 48,369,224	$ 3,734,057	7.72%	
NWN - Industrial	$ -	$ -	$ -		$ 4,000,000	$ 4,000,000	$ -	0.00%	
NW Natural	$ 911,337	$ 926,086	$ (14,749)	-1.59%	$ 28,586,936	$ 23,377,348	$ 5,209,588	22.28%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Cascade Natural Gas	$ 89,237	$ 88,191	$ 1,045	1.19%	$ 2,942,610	$ 2,438,552	$ 504,058	20.67%	Regulatory filings indicate revenues and volumes increased due to colder weather.
Avista Gas	$ 182,774	$ 182,774	$ -	0.00%	$ 1,644,966	$ 1,644,966	$ -	0.00%	
Avista Interruptible	$ 28,182	$ 28,182	$ -	0.00%	$ 225,456	$ 225,454	$ 2	0.00%	
NWN Washington	$ -	$ -	$ -		$ 2,106,790	$ 2,106,790	$ -	0.00%	
NWN Transport	$ -	$ -	$ -		$ -	$ -	$ -		
CNG Transport	$ -	$ 22,500	$ (22,500)	-100.00%	$ -	$ 202,500	$ (202,500)	-100.00%	No longer projecting CNG Transport revenue for 2023.
AVI Transport	$ 50,000	$ -	$ 50,000		$ 100,000	$ 125,000	$ (25,000)	-20.00%	Total 2023 revenue projection to be received between Aug and Dec.
LMI	$ -	$ 640	$ (640)	-100.00%	$ 7,965	$ 4,055	$ 3,910	96.42%	Annual revenue projection was /12 in lieu of detailed monthly projections. Budget timing issue.
Community Solar	$ 35,433	$ 42,576	$ (7,143)	-16.78%	$ 314,894	$ 279,680	$ 35,214	12.59%	Annual revenue projection was /12 in lieu of detailed monthly projections. Budget timing issue.
PGE Smart Battery	$ -	$ 36,729	$ (36,729)	-100.00%	$ 50,571	$ 307,993	$ (257,422)	-83.58%	Impacted by supply chain constraints, which have slowed incentive payments. Delayed invoicing.
PGE Inverter	$ -	$ 8,267	$ (8,267)	-100.00%	$ 16,558	$ 130,602	$ (114,045)	-87.32%	Slower project start/ramp up than projected. Delayed invoicing.
NWN Geo TLM Phase 3	$ -	$ 2,775	$ (2,775)	-100.00%	$ -	$ 19,132	$ (19,132)	-100.00%	No revenue in 2023. Budget reflects projected expenses associated with revenue received in PYs.
NREL Program	$ -	$ -	$ -		$ 111,970	$ 94,630	$ 17,340	18.32%	Deliverable based billing, amount per deliverable for 2023 TBD during budgeting.
SALMON Program	$ 26,045	$ 31,512	$ (5,467)	-17.35%	$ 180,202	$ 212,617	$ (32,415)	-15.25%	Project under budget. Underspend + associated revenue will be reallocated to future periods.
FEMA Program	$ -	$ -	$ -		$ -	$ -	$ -		
PGE Flex Feeder	$ 19,464	$ 22,080	$ (2,616)	-11.85%	$ 86,853	$ 178,671	$ (91,818)	-51.39%	Slower project start/ramp up than projected.
ODOE Cooling	$ 18,714	$ 56,676	$ (37,962)	-66.98%	$ 252,326	$ 816,056	$ (563,730)	-69.08%	Slower project start/ramp up than projected.
Development	$ 4,050	$ -	$ 4,050		$ 12,638	$ -	$ 12,638		Unbudgeted consulting revenue.
Investment Income	$ 299,498	$ 20,833	$ 278,665	1337.61%	$ 2,127,132	$ 187,497	$ 1,939,635	1034.49%	New ICS account initiated in 2023 with significantly greater return. FIB account rate to match ICS.
Total Company	$ 16,532,833	$ 15,914,739	$ 618,094	3.88%	$ 172,569,281	$ 159,248,651	$ 13,320,630	8.36%	

Energy Trust of Oregon
Expense Statement
Period Ending September2023

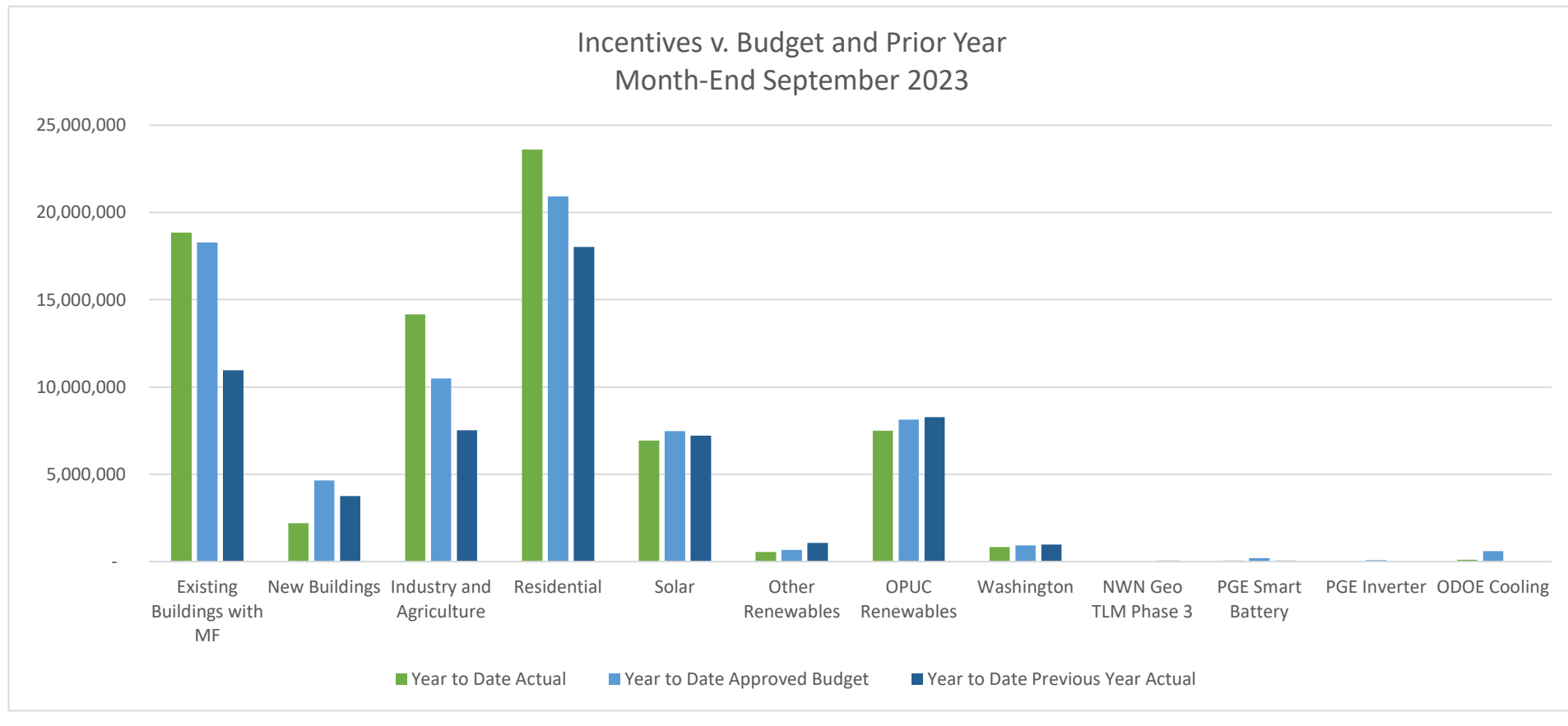
Year-to-date, expenses are under budget by $8M, or 5%. Of the total underspending, 52% is Program Delivery Contractors and 38% is Other Professional Services. Program Delivery Contractors is primarily impacted by a delayed offering, with the expected expense being pushed later in the year. Other Professional Services is projected to be underbudget throughout the year, as some projected expenses have been moved to internal staffing resources and some to future years. The remaining underspend is primarily driven by budget timing assumptions (annual budget/12) rather than true underspending. See the next page for additional incentive expense detail and analysis.

	Period to Date				
	Actual	Budget	Budget Variance	Pct	Variance
Incentives	67,287,661	64,310,252	2,977,409	5%	-37%
Program Delivery Contractors	50,384,212	54,569,583	(4,185,371)	-8%	52%
Employee Salaries & Fringe Benefits	15,730,686	15,669,769	60,917	0%	-1%
Agency Contractor Services	758,387	1,614,842	(856,455)	-53%	11%
Planning and Evaluation Services	1,463,976	2,962,405	(1,498,429)	-51%	19%
Advertising and Marketing Services	2,078,614	3,119,960	(1,041,346)	-33%	13%
Other Professional Services	2,623,109	5,638,089	(3,014,979)	-53%	38%
Travel, Meetings, Trainings & Conferences	269,002	554,465	(285,463)	-51%	4%
Dues, Licenses and Fees	168,721	253,476	(84,755)	-33%	1%
Software and Hardware	730,268	668,890	61,379	9%	-1%
Depreciation & Amortization	291,507	223,762	67,745	30%	-1%
Office Rent and Equipment	824,208	987,808	(163,600)	-17%	2%
Materials Postage and Telephone	48,820	92,861	(44,042)	-47%	1%
Miscellaneous Expenses	23,603	10,874	12,730	117%	0%
Expenditures	**142,682,774**	**150,677,045**	**(7,994,271)**	**-5%**	

Energy Trust of Oregon
Incentives by Program
Period ending September2023

Year-to-date incentive spending is 5% over budget.

	Year to Date Actual	Year to Date Approved Budget	Variance	Pct Variance	Year to Date Previous Year Actual	Year to Date Previous Year Approved Budget
Existing Buildings with MF	18,838,668	18,281,247	557,422	3.05%	10,960,870	17,311,808
New Buildings	2,191,066	4,658,263	(2,467,197)	-52.96%	3,744,610	6,278,627
Industry and Agriculture	14,172,551	10,494,520	3,678,031	35.05%	7,518,325	12,070,877
Residential	23,595,851	20,929,604	2,666,247	12.74%	18,036,236	20,071,677
OPUC Efficiency	58,798,137	54,363,634	4,434,503	8.16%	40,260,041	55,732,989
Solar	6,945,088	7,486,617	(541,529)	-7.23%	7,222,838	7,229,054
Other Renewables	555,901	660,065	(104,164)	-15.78%	1,061,081	3,720,542
OPUC Renewables	7,500,989	8,146,682	(645,693)	-7.93%	8,283,919	10,949,596
Washington	836,394	926,845	(90,451)	-9.76%	974,544	955,701
NWN Geo TLM Phase 3	-	-	-	0.00%	57,165	149,832
PGE Smart Battery	49,000	187,500	(138,500)	-73.87%	48,000	225,000
PGE Inverter	9,500	75,000	(65,500)	-87.33%	-	-
ODOE Cooling	93,641	610,591	(516,950)	-84.66%	-	-
Total Company	67,287,661	64,310,252	2,977,409	4.63%	49,623,669	68,013,117



Energy Trust of Oregon
Contractual Commitments
Period Ending September2023

Energy Trust commits program reserves and expected revenue to fund future efficiency and renewable projects and other agreements. Each of these commitments is contingent on the project being completed according to the milestones established in the agreement. Once a project is complete, the commitment becomes a liability and is paid from the then-available program reserves. Current reserves plus future revenues ensure funds are available when commitments come due.

Contingent Liabilities as of September 30, 2023 are as follows:

Commitment Type	Total
Efficiency Incentive Commitments	69,000,000
Renewables Incentive Commitments	13,300,000
Estimated In-Force Contracts for Delivery and Operations	43,299,997
Total Contractual Commitments for Future Commitments	**125,599,997**
Current Period Ending Net Assets/Current Reserves	**119,196,694**
Future Reserves Needed to Meet Commitments	**6,403,303**

Energy Trust of Oregon
Cash Balances
Period Ending September2023

Account		Current Year September		Prior Year September
Umpqua Bank Checking + Repurchase Account	$	91,553,215	$	78,808,319
First Interstate Bank Repurchase Account	$	32,796,969	$	32,370,864
First Interstate Bank Checking Account	$	3,000	$	10,000
Petty Cash			$	300
Total Cash and Cash Equivalents	**$**	**124,353,184**	**$**	**111,189,483**
Investments				
Total Cash and Investments	**$**	**124,353,184**	**$**	**111,189,483**

Energy Trust of Oregon
OPUC Financial Performance Measures
Period Ending September2023

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

The administrative and program support costs under OPUC oversight are at 7.2% of revenue, within the 8% of revenue cap (waived), and at a 14.7% increase over the prior year.

Staffing costs under OPUC oversight are 18.5% higher than 2022, driven by implementation of the 2022-2024 phased staffing strategy including a market salary adjustment for current Energy Trust staff.

Administrative and Program Support	<8% of Revenue	7.2%	OK - Performance Measure waived for 2023
Administrative and Program Support	<10% increase over PY	14.7%	OK - Performance Measure waived for 2023
Employee Salaries and Fringe	<9% increase over PY	18.5%	OK - Performance Measure waived for 2023

	2023			2022		
	PUC Grant Funded Total	Program Costs	Administrative and Program Support	PUC Grant Funded Total	Program Costs	Administrative and Program Support
Incentives	66,299,126	66,299,126	-	48,543,960	48,543,960	-
Program Delivery Subcontracts	49,678,206	49,678,206	-	41,895,167	41,895,167	-
Employee Salaries & Fringe Benefits	14,609,157	6,667,160	7,941,997	12,324,643	5,805,857	6,518,786
Agency Contractor Services	688,544	262,055	426,489	1,101,727	642,457	459,271
Planning and Evaluation Services	1,455,066	1,445,494	9,571	2,328,342	2,297,972	30,370
Advertising and Marketing Services	2,057,776	1,258,093	799,683	2,487,688	1,320,056	1,167,632
Other Professional Services	2,428,699	1,838,893	589,806	2,664,512	2,185,298	479,214
Travel, Meetings, Trainings & Conferences	260,243	-	260,243	117,674	-	117,674
Dues, Licenses and Fees	126,503	-	126,503	146,800	-	146,800
Software and Hardware	705,960	-	705,960	425,809	-	425,809
Depreciation & Amortization	273,963	-	273,963	239,016	-	239,016
Office Rent and Equipment	760,826	-	760,826	785,552	-	785,552
Materials Postage and Telephone	45,336	-	45,336	44,752	-	44,752
Miscellaneous Expenses	23,364	-	23,364	12,150	-	12,150
TOTAL FUNCTIONAL EXPENSE	**139,412,768**	**127,449,027**	**11,963,741**	**113,117,794**	**102,690,767**	**10,427,027**
TOTAL REVENUE	**167,201,384**	**-**	**-**	**155,988,126**	**-**	**-**
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			7.16%			6.68%
Program Support and Administrative cost as Percent Change versus Last Year			14.74%			

Energy Trust of Oregon
Balance Sheet
Period Ending September2023

	Year to Date September2023	Year to Date August2023	Year to Date December2022	Year to Date September2022	One Month Change	YTD Change
Cash	$ 124,353,184	$ 127,112,989	$ 113,276,676	$ 111,189,483	$ (2,759,805)	$ 11,076,508
Investments	$ -	$ -	$ -	$ -	$ -	$ -
Accounts Receivable	$ 257,763	$ 215,487	$ 219,337	$ 204,631	$ 42,277	$ 38,426
Prepaid	$ 1,128,834	$ 948,031	$ 580,131	$ 673,000	$ 180,803	$ 548,703
Advances to Vendors	$ 2,312,529	$ 734,399	$ 2,035,297	$ 2,344,070	$ 1,578,131	$ 277,233
Current Portion Note Receivable	$ -	$ -	$ -	$ -	$ -	$ -
Current Assets	$ 128,052,310	$ 129,010,904	$ 116,111,441	$ 114,411,184	$ (958,594)	$ 11,940,869
Fixed Assets	$ 8,299,681	$ 8,347,792	$ 8,761,891	$ 6,243,122	$ (48,111)	$ (462,211)
Depreciation	$ (6,042,174)	$ (6,015,026)	$ (5,750,957)	$ (5,662,270)	$ (27,148)	$ (291,217)
Net Fixed Assets	$ 2,257,507	$ 2,332,766	$ 3,010,935	$ 580,851	$ (75,259)	$ (753,427)
Other Assets	$ 2,791,817	$ 2,788,204	$ 2,759,593	$ 2,993,237	$ 3,614	$ 32,224
						$ -
Assets	$ 133,101,635	$ 134,131,874	$ 121,881,969	$ 117,985,272	$ (1,030,239)	$ 11,219,666
Accounts Payable and Accruals	$ 7,199,646	$ 6,483,749	$ 25,314,406	$ 6,402,856	$ 715,897	$ (18,114,760)
Deposits Held for Others	$ 25,000	$ 25,000	$ 25,000	$ 25,000	$ -	$ -
Salaries, Taxes, & Benefits Payable	$ 1,436,009	$ 1,462,416	$ 971,847	$ 1,341,236	$ (26,408)	$ 464,161
Deferred/Unearned Revenue	$ 1,606,499	$ 1,625,212	$ 1,858,825	$ -	$ (18,714)	$ (252,326)
Current Liabilities	$ 10,267,153	$ 9,596,378	$ 28,170,078	$ 7,769,093	$ 670,775	$ (17,902,925)
Long Term Liabilities	$ 3,637,785	$ 3,722,381	$ 4,401,701	$ 2,355,875	$ (84,596)	$ (763,916)
Liabilities	$ 13,904,938	$ 13,318,759	$ 32,571,778	$ 10,124,967	$ 586,179	$ (18,666,841)
Net Assets	$ 119,196,694	$ 120,813,109	$ 89,310,187	$ 107,860,302	$ (1,616,415)	$ 29,886,507

Energy Trust of Oregon
Income Statement
Period Ending September2023

	Period to Date			Year to Date			Full Year
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance	Budget
Revenue from Utilities	16,129,629	15,692,651	436,978	169,408,174	157,017,718	12,390,456	204,877,279
Contract Revenue	103,705	200,615	(96,910)	1,024,115	2,039,381	(1,015,266)	2,563,044
Grant Revenue	-	640	(640)	7,965	4,055	3,910	6,366
Contributed Income	-	-	-	1,896	-	1,896	-
Investment Income	299,498	20,833	278,665	2,127,132	187,497	1,939,635	250,000
Revenue	**16,532,833**	**15,914,739**	**618,094**	**172,569,281**	**159,248,651**	**13,320,630**	**207,696,689**
Incentives	9,372,934	9,079,438	293,497	67,287,661	64,310,252	2,977,409	112,336,058
Program Delivery Contractors	5,691,625	5,419,109	272,516	50,384,212	54,569,583	(4,185,371)	71,070,909
Employee Salaries & Fringe Benefits	1,736,770	2,516,752	(779,982)	15,730,686	15,669,769	60,917	21,587,623
Agency Contractor Services	68,959	160,742	(91,783)	758,387	1,614,842	(856,455)	2,097,171
Planning and Evaluation Services	110,476	329,156	(218,680)	1,463,976	2,962,405	(1,498,429)	3,949,875
Advertising and Marketing Services	628,856	345,328	283,528	2,078,614	3,119,960	(1,041,346)	4,156,000
Other Professional Services	62,565	501,237	(438,672)	2,623,109	5,638,089	(3,014,979)	7,148,959
Travel, Meetings, Trainings & Conferences	34,602	56,678	(22,076)	269,002	554,465	(285,463)	721,378
Dues, Licenses and Fees	12,544	27,511	(14,967)	168,721	253,476	(84,755)	336,014
Software and Hardware	292,232	74,241	217,991	730,268	668,890	61,379	891,803
Depreciation & Amortization	27,438	19,186	8,252	291,507	223,762	67,745	279,944
Office Rent and Equipment	101,140	109,756	(8,616)	824,208	987,808	(163,600)	1,317,550
Materials Postage and Telephone	3,290	10,318	(7,028)	48,820	92,861	(44,042)	123,850
Miscellaneous Expenses	5,821	1,208	4,613	23,603	10,874	12,730	14,500
Expenditures	**18,149,251**	**18,650,661**	**(501,410)**	**142,682,774**	**150,677,045**	**(7,994,271)**	**226,031,647**
Operating Net Income	**(1,616,418)**	**(2,735,921)**		**29,886,507**	**8,571,606**		**(18,334,958)**

Energy Trust of Oregon

Total Expenditures by Program and Funding Source - Actual

Period Ending September2023

	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	42,771,691	21,003,815	15,088,513	1,838,077	3,595,394	811,863	424,549
Multi-Family	30,195	15,181	8,072	367	5,091	1,061	421
New Buildings	9,449,726	6,207,376	2,499,578	6,127	541,036	76,011	119,599
NEEA Commercial	2,595,870	1,316,972	953,670	-	222,456	63,419	39,353
Commercial Sector	54,847,483	28,543,344	18,549,832	1,844,572	4,363,977	952,355	583,921
Industry and Agriculture	26,781,422	13,972,596	11,015,931	1,228,817	189,890	181,089	175,483
NEEA - Industrial	1,843	1,069	774	-	-	-	-
Industry and Agriculture Sector	26,783,265	13,973,665	11,016,705	1,228,817	189,890	181,089	175,483
Residential	42,072,902	15,993,631	12,265,698	-	10,920,449	1,074,974	1,818,150
NEEA Residential	3,342,992	1,552,589	1,124,288	-	455,623	129,893	80,600
Residential Sector	45,415,894	17,546,220	13,389,987	-	11,376,072	1,204,867	1,898,750
OPUC Efficiency	**127,046,642**	**60,063,228**	**42,956,524**	**3,073,389**	**15,929,939**	**2,338,310**	**2,658,154**
Solar	10,483,125	6,895,909	3,587,216	-	-	-	-
Other Renewables	1,883,000	871,730	1,011,270	-	-	-	-
OPUC Renewables	**12,366,125**	**7,767,639**	**4,598,486**	**-**	**-**	**-**	**-**
OPUC Programs	**139,412,768**	**67,830,867**	**47,555,010**	**3,073,389**	**15,929,939**	**2,338,310**	**2,658,154**
Washington	2,015,844	-	-	-	-	-	-
Community Solar	205,182	-	-	-	-	-	-
PGE Smart Battery	71,042	-	-	-	-	-	-
LMI	12,105	-	-	-	-	-	-
NWN Geo TLM Phase 3	23,171	-	-	-	-	-	-
NREL Program	221,593	-	-	-	-	-	-
SALMON Program	218,426	-	-	-	-	-	-
FEMA Program	3,055	-	-	-	-	-	-
PGE Inverter	23,037	-	-	-	-	-	-
ODOE Cooling	252,326	-	-	-	-	-	-
FlexFeeder	46,219	-	-	-	-	-	-
Development	178,007	-	-	-	-	-	-
Total Company	**142,682,774**	**67,830,867**	**47,555,010**	**3,073,389**	**15,929,939**	**2,338,310**	**2,658,154**

Energy Trust of Oregon

Total Expenditures by Program and Funding Source - Budget

Period Ending September2023

	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	47,336,414	23,797,942	14,171,004	2,456,909	4,747,791	1,197,483	700,752
New Buildings	12,485,793	7,588,392	3,826,205	46,240	833,738	112,580	78,638
NEEA Commercial	3,063,764	1,523,994	1,103,582	-	298,205	84,987	52,997
Commercial Sector	62,885,971	32,910,328	19,100,791	2,503,149	5,879,733	1,395,049	832,387
Industry and Agriculture	24,354,646	13,400,795	8,330,971	1,803,313	299,454	303,017	130,310
Industry and Agriculture Sector	24,354,646	13,400,795	8,330,971	1,803,313	299,454	303,017	130,310
Residential	41,642,989	15,027,192	11,358,402	-	12,707,735	1,245,110	1,304,550
NEEA Residential	3,072,508	1,644,061	1,190,527	-	162,657	46,356	28,907
Residential Sector	44,715,497	16,671,253	12,548,929	-	12,870,392	1,291,466	1,333,457
OPUC Efficiency	**131,956,114**	**62,982,376**	**39,980,691**	**4,306,462**	**19,049,579**	**2,989,532**	**2,296,154**
Solar	12,145,024	7,574,959	4,570,065	-	-	-	-
Other Renewables	2,189,177	1,310,616	878,561	-	-	-	-
OPUC Renewables	**14,334,201**	**8,885,575**	**5,448,626**	**-**	**-**	**-**	**-**
OPUC Programs	**146,290,315**	**71,867,951**	**45,429,317**	**4,306,462**	**19,049,579**	**2,989,532**	**2,296,154**
Washington	2,197,895	-	-	-	-	-	-
Community Solar	208,749	-	-	-	-	-	-
PGE Smart Battery	307,583	-	-	-	-	-	-
LMI	0	-	-	-	-	-	-
NWN Geo TLM Phase 3	19,134	-	-	-	-	-	-
NREL Program	117,369	-	-	-	-	-	-
SALMON Program	279,329	-	-	-	-	-	-
PGE Inverter	119,933	-	-	-	-	-	-
ODOE Cooling	816,055	-	-	-	-	-	-
FlexFeeder	135,822	-	-	-	-	-	-
Development	184,861	-	-	-	-	-	-
Total Company	**150,677,045**	**71,867,951**	**45,429,317**	**4,306,462**	**19,049,579**	**2,989,532**	**2,296,154**

Energy Trust of Oregon
OPUC Administrative Cost Performance Measure
Period Ending September2023

	Actual			Last Year			Budget			Last Year's Budget		
	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative
Incentives	66,299,126	66,299,126	-	48,543,960	48,543,960	-	62,447,191	62,447,191	-	66,682,585	66,682,585	-
Program Delivery Contractors	49,678,206	49,678,206	-	41,895,167	41,895,167	-	53,660,124	53,660,124	-	44,173,057	44,173,057	-
Employee Salaries & Fringe Benefits	14,609,157	6,667,160	7,941,997	12,324,643	5,805,857	6,518,786	14,542,308	6,705,966	7,836,342	13,068,779	6,240,137	6,828,642
Agency Contractor Services	688,544	262,055	426,489	1,101,727	642,457	459,271	1,475,245	600,690	874,555	2,000,577	1,167,702	832,875
Planning and Evaluation Services	1,455,066	1,445,494	9,571	2,328,342	2,297,972	30,370	2,917,244	2,896,027	21,217	3,043,297	3,015,411	27,886
Advertising and Marketing Services	2,057,776	1,258,093	799,683	2,487,688	1,320,056	1,167,632	3,081,406	2,117,927	963,479	2,825,748	1,760,250	1,065,498
Other Professional Services	2,428,699	1,838,893	589,806	2,664,512	2,185,298	479,214	5,367,632	4,416,773	950,859	4,358,778	3,686,973	671,805
Travel, Meetings, Trainings & Conferences	260,243		260,243	117,674		117,674	521,032		521,032	248,965		248,965
Dues, Licenses and Fees	126,503		126,503	146,800		146,800	209,043		209,043	172,396		172,396
Software and Hardware	705,960		705,960	425,809		425,809	639,667		639,667	620,163		620,163
Depreciation & Amortization	273,963		273,963	239,016		239,016	207,619		207,619	181,269		181,269
Office Rent and Equipment	760,826		760,826	785,552		785,552	912,882		912,882	789,116		789,116
Materials Postage and Telephone	45,336		45,336	44,752		44,752	87,420		87,420	95,303		95,303
Miscellaneous Expenses	23,364		23,364	12,150		12,150	10,433		10,433	8,385		8,385
Expenditures	139,412,768	127,449,027	11,963,741	113,117,794	102,690,767	10,427,027	146,079,246	132,844,699	13,234,547	138,268,417	126,726,114	11,542,303
Revenue from Utilities	167,201,384			155,988,126			154,583,428			152,276,458		
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			7.16%			6.68%			8.56%			7.58%
Program Support and Administrative cost as Percent Change versus Last Year			14.74%						14.66%			

Energy Trust of Oregon
Statement of Functional Expense
Period Ending September2023

	Efficiency Programs	Renewable Programs	Washington Program	Contracts & Grants	Total Programs	Fund Development	Communication & Outreach	Management & General	Total Administration	Total Company Expenditure
Incentives	58,798,137	7,500,989	836,394	152,141	**67,287,661**	-	-	-	**-**	**67,287,661**
Program Delivery Contractors	48,520,566	1,157,639	639,168	66,838	**50,384,212**	-	-	-	**-**	**50,384,212**
Employee Salaries & Fringe Benefits	6,288,935	1,852,425	302,773	513,356	**8,957,488**	164,096	2,478,087	4,131,014	**6,609,101**	**15,730,686**
Agency Contractor Services	183,263	109,835	4,605	56,075	**353,778**	524	9,738	394,348	**404,086**	**758,387**
Planning and Evaluation Services	1,437,793	7,702	7,679	1,022	**1,454,196**	-	9,051	730	**9,780**	**1,463,976**
Advertising and Marketing Services	1,159,484	98,609	-	3,367	**1,261,460**	-	817,154	-	**817,154**	**2,078,614**
Other Professional Services	1,411,455	439,470	23,547	156,985	**2,031,456**	1,256	88,633	501,764	**590,397**	**2,623,109**
Travel, Meetings, Trainings & Conferences	86,429	31,756	2,856	2,342	**123,383**	457	50,041	95,121	**145,162**	**269,002**
Dues, Licenses and Fees	75,093	9,470	40,793	510	**125,865**	-	23,121	19,735	**42,856**	**168,721**
Software and Hardware	361,569	220,153	5,993	13,022	**600,738**	2,579	48,797	78,154	**126,952**	**730,268**
Depreciation & Amortization	151,322	28,354	4,436	9,078	**193,189**	1,970	37,296	59,052	**96,348**	**291,507**
Office Rent and Equipment	332,288	105,056	16,473	33,096	**486,914**	6,746	127,817	202,731	**330,548**	**824,208**
Materials Postage and Telephone	17,993	5,557	862	1,768	**26,179**	378	8,088	14,174	**22,263**	**48,820**
Miscellaneous Expenses	12,433	-	-	-	**12,433**	-	-	11,170	**11,170**	**23,603**
Expenditures	**118,836,759**	**11,567,014**	**1,885,578**	**1,009,600**	**133,298,951**	**178,007**	**3,697,823**	**5,507,993**	**9,205,816**	**142,682,774**

R00407 **Energy Trust of Oregon** Report Date: 10/19/2023

Contract Status Summary Report

For contracts with costs through: 10/1/2023

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
		Administration Total:	**14,920,217**	**11,412,274**	**3,507,943**		
Communications							
		Communications Total:	**7,212,027**	**3,639,804**	**3,572,223**		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	31,854,526	11,011,840	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	2023 EB PMC	Windsor	22,176,011	13,904,126	8,271,885	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 Residential PMC	Austin	10,368,842	7,493,367	2,875,475	1/1/2023	12/31/2023
Energy 350 Inc	2023 PE PMC		9,663,754	6,609,281	3,054,473	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 NBE PMC	Austin	6,868,034	4,951,757	1,916,277	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 Lighting PDC	Austin	5,549,673	3,839,513	1,710,160	1/1/2023	12/31/2023
TRC Engineers Inc.	2023 EPS New Const PDC	Irvine	3,135,397	2,229,631	905,766	1/1/2023	12/31/2023
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	1,584,929	496,071	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	2023 Retail PDC	Austin	1,728,537	964,902	763,635	1/1/2023	12/31/2023
Craft3	Manufactured Home Pilot Loan	Portland	1,000,000	0	1,000,000	9/20/2018	9/20/2033
TRC Environmental Corporation	2023 BE PMC DSM	Windsor	816,549	764,978	51,571	1/1/2023	12/31/2023
CLEAResult Consulting Inc	2023 Residential PMC Innov	Austin	588,880	436,820	152,060	1/1/2023	12/31/2023
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	561,454	503,142	58,312	1/21/2022	8/31/2024
TRC Environmental Corporation	2023 BE PMC WA	Windsor	549,254	353,472	195,782	1/1/2023	12/31/2023
Craft3	Loan Funding for EE Projects	Portland	500,000	500,000	0	1/1/2021	9/30/2025
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	496,500	463,443	33,058	1/1/2020	12/31/2023
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	420,000	316,593	103,407	7/1/2021	6/30/2024
Tetra Tech Inc	NB Impsct Eval 2021-22	Portland	380,000	113,097	266,903	3/1/2023	4/30/2024
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	361,000	249,475	111,525	1/25/2022	12/31/2023
CLEAResult Consulting Inc	2023 Residential PMC-CustSvc	Austin	301,208	163,710	137,498	1/1/2023	12/31/2023
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
Ekotrop, Inc.	ModelingSoftware for NC	Boston	300,000	279,536	20,465	1/21/2020	12/31/2023
Verde	DHP Installation Program	Portland	300,000	255,688	44,312	1/1/2022	12/31/2023
LD Consulting LLC	BL Consulting Services		294,300	233,910	60,390	4/27/2022	1/31/2024
CLEAResult Consulting Inc	2023 Residential PMC WA	Austin	254,276	150,564	103,712	1/1/2023	12/31/2023
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	243,000	72,269	170,731	1/1/2022	12/31/2023
TRC Environmental Corporation	PDC - Landlord Cooling	Windsor	230,000	118,445	111,555	4/1/2022	9/30/2024
CLEAResult Consulting Inc	HE Assessment Tool	Austin	215,000	115,000	100,000	12/16/2021	12/31/2023
ADM Associates, Inc.	2022_23 Fast Feedback Survey	Seattle	197,800	133,350	64,450	3/1/2022	6/30/2024
DNV Energy Services USA Inc	HER Impact Evaluation	Oakland	165,000	15,999	149,001	7/11/2023	3/31/2024
ADM Associates, Inc.	NB Process Evaluation	Seattle	156,000	156,000	0	3/15/2022	9/30/2023
Evergreen Economics	TA Interview Survey	Portland	140,000	7,524	132,476	8/23/2023	6/30/2024

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Community Energy Project, Inc.	Workshop Sponsorship	Portland	140,000	134,738	5,263	4/1/2023	4/30/2024
TRC Engineers Inc.	2023 EPS New Const PDC WA	Irvine	136,116	95,985	40,131	1/1/2023	12/31/2023
Earth Advantage, Inc.	RealEstate Engagement	Portland	104,400	87,840	16,560	1/1/2021	12/31/2023
APANO Communities United	Engagement Outreach Services		100,000	0	100,000	9/22/2023	12/31/2024
SBW Consulting, Inc.	Measure Development	Bellevue	95,000	81,910	13,090	12/19/2022	12/31/2023
The Cadmus Group LLC	Industrial Plant Closure Study	Portland	80,000	22,341	57,660	6/30/2023	3/31/2024
EVALUCREE	Energy Assessment Services		80,000	64,550	15,450	2/1/2022	12/31/2023
Seeds for the Sol	CPF RES Partner Services		65,000	55,505	9,495	2/1/2022	12/31/2023
RStudio PBC	Software License Agreement		59,773	56,935	2,838	6/5/2022	4/1/2024
INCA Energy Efficiency, LLC	MOD 3 Evaluation	Grinnell	55,000	7,189	47,811	10/1/2022	3/31/2025
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	24,924	30,076	1/1/2018	12/31/2023
Holst Architecture Inc	Net Zero Fellowship	Portland	51,000	35,000	16,000	9/22/2022	12/31/2023
Anchor Blue LLC	Planning Consulting Services	Vancouver	50,000	10,280	39,720	1/1/2023	12/31/2023
E Source Companies LLC	2023 Membership Agreement	Boulder	49,184	49,184	0	1/1/2023	12/31/2023
Theodore Blaine Light III	Planning Consulting Services		46,250	10,545	35,705	1/1/2023	12/31/2023
Geograde Constructors LLC	Contractor Development Pathway		45,000	6,075	38,925	2/3/2023	12/31/2023
Illinois Valley Community Development Organization	Strategic Partnership Services		40,000	23,122	16,878	6/1/2023	12/31/2023
Northwest Energy Efficiency Council	2023 TLL & BOC Sponsorship	Seattle	38,750	38,675	75	1/1/2023	12/31/2023
Consortium for Energy Efficiency	2023 Membership Dues	Boston	37,184	37,184	0	4/1/2023	12/31/2023
American Council for and Energy Efficient Economy	Sponsorship Letter Agreement	Washington	30,000	30,000	0	1/1/2023	12/31/2023
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	4,455	20,545	3/9/2022	3/8/2024
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	3,084	21,916	3/9/2022	3/8/2024
ELSO Incorporated	Workforce Development Services		25,000	25,000	0	9/13/2023	4/1/2024
Encolor LLC	Eval Advisory Group Services		25,000	1,073	23,928	3/9/2022	3/8/2024
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	4,395	20,605	3/9/2022	3/8/2024
Beira Consulting LLC	SMB Research Eval		25,000	19,400	5,600	2/1/2023	1/31/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	4,778	20,223	3/9/2022	3/8/2024
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	3,579	21,421	3/9/2022	3/8/2024
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2023
Consortium for Energy Efficiency	Energy Behavior Sponsorship	Boston	15,000	15,000	0	5/1/2023	12/31/2023
Northwest Earth Institute	2023 Ecochallenge	Portland	10,000	10,000	0	3/10/2023	12/31/2023
Amy Marie Seward	Grant Writers Pool		9,600	800	8,800	6/1/2023	12/31/2024
MWA Architects Inc.	NZELI Grant Agreement		8,000	0	8,000	9/7/2023	6/30/2024
Opsis Achitecture LLC	NZELI Grant Agreement		8,000	0	8,000	9/8/2023	6/30/2024
Studio E Architecture PC	NZL Grant Agreement		8,000	0	8,000	9/6/2023	6/30/2024
Holmes US	NZELI Grant Agreement		8,000	0	8,000	9/20/2023	6/30/2024
Bora Achitects Inc.	NZELI Grant Agreement		8,000	0	8,000	9/6/2023	6/30/2024
Cascade Energy, Inc.	Admin Reimburse Services	Walla Walla	4,500	0	4,500	4/1/2023	12/31/2023
Jim Craven Photography	Photography Services *$25,000	Medford	2,200	1,947	253	5/1/2023	4/30/2025
	Energy Efficiency Total:		**150,984,297**	**115,469,619**	**35,514,678**		
Joint Programs							
Lake County Resources Initiative	Support for RE, EB, Solar PE	Lakeview	200,200	128,571	71,629	1/1/2022	12/31/2023

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	96,845	86,807	10,039	1/1/2017	12/31/2023
Lever Architecture	NZF Grant Agreements		61,000	30,000	31,000	9/20/2023	3/31/2025
Pacific Crest Affordable Housing	NZF Grant Agreements		61,000	0	61,000	9/22/2023	11/30/2024
Adre LLc	Net Zero Fellowship		51,000	5,000	46,000	9/22/2022	3/31/2024
Infogroup Inc	Data License & Service Agmt	Papillion	33,320	32,724	596	2/4/2020	12/31/2023
American Council for and Energy Efficient Economy	2023 Conference Sponsorship	Washington	13,500	13,500	0	1/1/2023	12/31/2023
Jodi Tanner Tell LLC	Grant Writing Services		13,000	12,000	1,000	1/1/2023	12/31/2024
Rebecca Descombes	DAC PA Agreement		11,345	4,100	7,245	9/30/2021	12/31/2023
Bonneville Environmental Foundation	REC WRC Purchase	Portland	5,849	5,849	0	9/1/2023	8/30/2024
Susan Lucer Consulting Services	Grant Writing Services		4,750	4,750	0	1/1/2023	12/31/2024
	Joint Programs Total:		**551,810**	**323,301**	**228,509**		
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
Farmers Conservation Alliance	Irrigation Modernization	Hood River	2,500,000	2,262,565	237,435	4/1/2019	3/31/2024
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
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	310,025	414,975	10/15/2022	10/14/2024
CLEAResult Consulting Inc	2023 Residential PMC SOLAR	Austin	630,067	356,854	273,213	1/1/2023	12/31/2023
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
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	Outreach & Education Agreement	Portland	275,120	114,450	160,670	7/1/2022	6/30/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	249,394	139,435	109,959	4/1/2022	3/31/2024
Craft3	NON-EEAST OBR Svc Agrmt	Portland	225,000	213,750	11,250	1/1/2018	12/31/2023
Faraday Inc	Software Services Subscription	Burlington	180,000	180,000	0	1/15/2019	12/14/2023
Clean Power Research, LLC	CPR License Service Agreement	Napa	145,480	167,767	(22,287)	7/1/2023	6/30/2024
TRC Engineers Inc.	2023 EPS New Const PDC Solar	Irvine	144,360	106,471	37,889	1/1/2023	12/31/2023
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Oregon Solar Energy Fund	Solar Education Training	Portland	115,500	95,613	19,887	6/1/2022	11/30/2023
City of Hillsboro	Project Funding Agreement	Hillsboro	85,000	85,000	0	6/8/2020	12/31/2040

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Wallowa Resources Community Solutions Inc	Collaboration Services	Enterprise	81,600	19,307	62,293	4/1/2023	12/31/2023
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
Tetra Tech Inc	Other RE Services	Portland	64,315	10,741	53,574	4/1/2022	3/31/2024
University of Oregon	REDA Grant Agreement	Eugene	50,000	50,000	0	2/1/2022	2/3/2024
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	50,000	25,000	25,000	10/11/2021	7/31/2024
Clean Energy States Alliance	Memorandum of Understanding	Montpelier	39,500	39,500	0	7/1/2023	6/30/2024
Unite Oregon	Solar Ambassadors Project		25,955	8,853	17,102	2/15/2022	8/31/2023
Adelante Mujeres	Solar Ambassadors Project		25,685	20,918	4,767	2/15/2022	8/31/2023
GuildQuality Inc.	License Agreement		25,000	6,240	18,760	6/1/2023	5/31/2024
American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Easton	25,000	4,489	20,511	12/29/2022	6/3/2024
University of Oregon	UO SRML Sponsorship	Eugene	25,000	24,999	1	3/9/2023	3/8/2024
OSEIA-Oregon Solar Energy Industries Assoc	2023 Solar+Storage Sponsorship		24,500	24,500	0	1/13/2023	12/31/2023
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
Site Capture LLC	Subscription Agreement	Austin	24,000	6,000	18,000	6/1/2023	5/31/2024
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	3,975	20,025	4/1/2022	1/31/2024
Solar Oregon	Go-Zero Sponsorship	Portland	20,000	20,000	0	5/1/2023	12/31/2023
Kleinschmidt Associates	Other RE Professional Services	Pittsfield	18,000	15,736	2,264	4/1/2022	3/31/2024
Oregon Solar Energy Fund	Sponsorship Agreement	Portland	10,000	10,000	0	1/1/2023	12/31/2023
Solar Education Industries Association	2023 Membership Dues		5,000	5,000	0	1/1/2023	12/31/2023
	Renewable Energy Total:		**23,872,013**	**20,216,366**	**3,655,647**		
	Grand Total:		**197,540,364**	**151,061,364**	**46,478,999**		
	Contracts without Incentives Total:		**174,471,433**	**131,171,436**	**43,299,997**		
	Renewable Energy Incentives Total:		**21,118,931**	**18,589,928**	**2,529,003**		
	Energy Efficiency Incentives Total:		**1,950,000**	**1,300,000**	**650,000**		

R00407

Energy Trust of Oregon
Contract Status Summary Report

Report Date: 10/19/2023

For contracts with costs through: 10/1/2023

Complete List of Contracts Grouped by Size

Contracts in effect on September 30, 2023 including those contracts executed for 2023 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	$177,746,616	32	90%	11%
From $400K to $500K	$5,083,400	11	3%	4%
Under $400K	$14,710,348	243	7%	85%
Total	$197,540,364	286		

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	22,176,011	TRC Environmental Corporation	2023 EB PMC	Energy Efficiency	1/1/2023	12/31/2023
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	10,368,842	CLEAResult Consulting Inc	2023 Residential PMC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	9,663,754	Energy 350 Inc	2023 PE PMC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	6,868,034	CLEAResult Consulting Inc	2023 NBE PMC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	5,549,673	CLEAResult Consulting Inc	2023 Lighting PDC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	3,135,397	TRC Engineers Inc.	2023 EPS New Const PDC	Energy Efficiency	1/1/2023	12/31/2023
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	2,500,000	Farmers Conservation Alliance	Irrigation Modernization	Renewable Energy	4/1/2019	3/31/2024
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	2023 Retail PDC	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	1,550,000	Oregon Institute of Technology	Geothermal Resource Funding	Renewable Energy	9/11/2012	9/11/2032
Over $500K	1,112,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	12/31/2023
Over $500K	1,000,000	Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Renewable Energy	10/25/2012	10/25/2027
Over $500K	1,000,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033
Over $500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over $500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over $500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039

For contracts with costs through: 10/1/2023

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	816,549	TRC Environmental Corporation	2023 BE PMC DSM	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	725,000	Energy Assurance Company	Verifier Services Agreement	Renewable Energy	10/15/2022	10/14/2024
Over $500K	630,067	CLEAResult Consulting Inc	2023 Residential PMC SOLAR	Renewable Energy	1/1/2023	12/31/2023
Over $500K	588,880	CLEAResult Consulting Inc	2023 Residential PMC Innov	Energy Efficiency	1/1/2023	12/31/2023
Over $500K	561,454	Cascade Energy, Inc.	Subscription ServicesAgreement	Energy Efficiency	1/21/2022	8/31/2024
Over $500K	549,254	TRC Environmental Corporation	2023 BE PMC WA	Energy Efficiency	1/1/2023	12/31/2023
From $400K to $500K	500,000	Craft3	Loan Funding for EE Projects	Energy Efficiency	1/1/2021	9/30/2025
From $400K to $500K	500,000	Craft3	Loan Agreement	Energy Efficiency	1/1/2018	12/31/2027
From $400K to $500K	498,000	ThinkShout, Inc.	Web Design & Dev Agreement	Communications	1/1/2022	12/31/2023
From $400K to $500K	496,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2023
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	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	428,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2023
From $400K to $500K	420,000	Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Energy Efficiency	7/1/2021	6/30/2024
From $400K to $500K	400,000	Three Sisters Irrigation District	TSID Funding Agreement	Renewable Energy	1/1/2018	12/31/2038
Under $400K	380,000	Tetra Tech Inc	NB Impsct Eval 2021-22	Energy Efficiency	3/1/2023	4/30/2024
Under $400K	361,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2023
Under $400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034
Under $400K	350,000	CIty of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under $400K	337,740	Prophix. Inc	Cloud Services Agreement	Administration	9/1/2022	6/30/2025
Under $400K	329,777	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	1/31/2018	7/31/2024
Under $400K	301,208	CLEAResult Consulting Inc	2023 Residential PMC-CustSvc	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
Under $400K	300,000	Ekotrop, Inc.	ModelingSoftware for NC	Energy Efficiency	1/21/2020	12/31/2023
Under $400K	300,000	Verde	DHP Installation Program	Energy Efficiency	1/1/2022	12/31/2023
Under $400K	294,300	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2024
Under $400K	275,120	Solar Oregon	Outreach & Education Agreement	Renewable Energy	7/1/2022	6/30/2024
Under $400K	254,276	CLEAResult Consulting Inc	2023 Residential PMC WA	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	251,240	Paladin Risk Management, Ltd	Cert Tracking & License Svc	Administration	9/1/2015	10/1/2023

For contracts with costs through: 10/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	249,394	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/31/2024
Under $400K	243,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2023
Under $400K	230,000	TRC Environmental Corporation	PDC - Landlord Cooling	Energy Efficiency	4/1/2022	9/30/2024
Under $400K	225,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2023
Under $400K	221,492	Latino Built Association for Contractors	Training & Support Services	Communications	1/1/2023	12/31/2024
Under $400K	215,000	CLEAResult Consulting Inc	HE Assessment Tool	Energy Efficiency	12/16/2021	12/31/2023
Under $400K	200,200	Lake County Resources Initiative	Support for RE, EB, Solar PE	Joint Programs	1/1/2022	12/31/2023
Under $400K	200,000	1961 Consulting, LLC	Strategic Planning Services	Communications	8/15/2023	3/31/2025
Under $400K	197,800	ADM Associates, Inc.	2022_23 Fast Feedback Survey	Energy Efficiency	3/1/2022	6/30/2024
Under $400K	180,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2023
Under $400K	175,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2023
Under $400K	165,000	DNV Energy Services USA Inc	HER Impact Evaluation	Energy Efficiency	7/11/2023	3/31/2024
Under $400K	156,000	ADM Associates, Inc.	NB Process Evaluation	Energy Efficiency	3/15/2022	9/30/2023
Under $400K	145,480	Clean Power Research, LLC	CPR License Service Agreement	Renewable Energy	7/1/2023	6/30/2024
Under $400K	144,360	TRC Engineers Inc.	2023 EPS New Const PDC Solar	Renewable Energy	1/1/2023	12/31/2023
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	140,000	Evergreen Economics	TA Interview Survey	Energy Efficiency	8/23/2023	6/30/2024
Under $400K	140,000	Community Energy Project, Inc.	Workshop Sponsorship	Energy Efficiency	4/1/2023	4/30/2024
Under $400K	136,116	TRC Engineers Inc.	2023 EPS New Const PDC WA	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	120,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	115,500	Oregon Solar Energy Fund	Solar Education Training	Renewable Energy	6/1/2022	11/30/2023
Under $400K	112,837	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2024
Under $400K	112,688	Allstream	Internet Services	Administration	9/22/2017	1/1/2024
Under $400K	108,766	Borders, Perrin &Norrander, Inc. dba BPN	RES Photo Update Services	Communications	9/1/2023	1/15/2024
Under $400K	105,159	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	12/31/2024
Under $400K	105,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2023
Under $400K	104,400	Earth Advantage, Inc.	RealEstate Engagement	Energy Efficiency	1/1/2021	12/31/2023
Under $400K	100,000	Dell Marketing LP.	Blanket Purhcase Order	Administration	1/1/2023	12/31/2023
Under $400K	100,000	APANO Communities United	Engagement Outreach Services	Energy Efficiency	9/22/2023	12/31/2024
Under $400K	100,000	CDW Direct, LLC	Blanket PO	Administration	1/1/2022	12/31/2023
Under $400K	100,000	Metafile Information Systems	Software Solutions Contract	Administration	6/10/2022	3/1/2024
Under $400K	99,685	Lauren Martin LLC	Video Photo Production Service	Communications	8/21/2023	12/31/2023
Under $400K	99,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2023

For contracts with costs through: 10/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	96,845	Structured Communications Systems, Inc.	ShoreTel Phone System Install	Joint Programs	1/1/2017	12/31/2023
Under $400K	95,000	SBW Consulting, Inc.	Measure Development	Energy Efficiency	12/19/2022	12/31/2023
Under $400K	91,775	Sarah Noll Wilson, Inc	Coaching PA Agreement	Administration	8/1/2022	12/31/2023
Under $400K	85,700	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2024
Under $400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under $400K	81,600	Wallowa Resources Community Solutions Inc	Collaboration Services	Renewable Energy	4/1/2023	12/31/2023
Under $400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under $400K	80,000	The Cadmus Group LLC	Industrial Plant Closure Study	Energy Efficiency	6/30/2023	3/31/2024
Under $400K	80,000	EVALUCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2023
Under $400K	75,800	Becky Engel Consulting LLC	2023 Brand Marketing Services	Communications	2/15/2023	12/31/2023
Under $400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under $400K	70,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	66,683	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2023
Under $400K	65,008	AlamaLuna LLC	Translation Services	Communications	4/25/2022	12/31/2023
Under $400K	65,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2023
Under $400K	64,842	dThree Productions Inc.	Videography Services Agreement	Administration	1/1/2024	12/31/2024
Under $400K	64,315	Tetra Tech Inc	Other RE Services	Renewable Energy	4/1/2022	3/31/2024
Under $400K	61,000	Lever Architecture	NZF Grant Agreements	Joint Programs	9/20/2023	3/31/2025
Under $400K	61,000	Pacific Crest Affordable Housing	NZF Grant Agreements	Joint Programs	9/22/2023	11/30/2024
Under $400K	60,000	IZO Public Relations	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under $400K	60,000	Indika Sugathadasa dba PDX Hive	TA CDP Support Services	Communications	10/2/2023	12/31/2024
Under $400K	59,773	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2024
Under $400K	55,000	INCA Energy Efficiency, LLC	MOD 3 Evaluation	Energy Efficiency	10/1/2022	3/31/2025
Under $400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2023
Under $400K	54,000	Magneto Advertising, LLC	2023 Run Better Campaign	Communications	8/1/2023	1/20/2024
Under $400K	52,000	Talence Group LLC	Executive Search Svcs Agrmnt	Administration	8/1/2023	7/31/2024
Under $400K	52,000	Xenium Resources	HR Consulting Agreement	Administration	4/1/2022	1/1/2024
Under $400K	51,000	Holst Architecture Inc	Net Zero Fellowship	Energy Efficiency	9/22/2022	12/31/2023
Under $400K	51,000	Adre LLc	Net Zero Fellowship	Joint Programs	9/22/2022	3/31/2024
Under $400K	50,600	Moss Adams LLP	2022 Audit Services	Administration	1/1/2023	12/31/2023
Under $400K	50,287	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	1/25/2024
Under $400K	50,000	University of Oregon	REDA Grant Agreement	Renewable Energy	2/1/2022	2/3/2024
Under $400K	50,000	Anchor Blue LLC	Planning Consulting Services	Energy Efficiency	1/1/2023	12/31/2023

For contracts with costs through: 10/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	50,000	Arnold Cushing LLC	PE REDA Grant Agreement	Renewable Energy	10/11/2021	7/31/2024
Under $400K	49,820	dThree Productions Inc.	Videography Services	Administration	2/1/2023	12/31/2023
Under $400K	49,184	E Source Companies LLC	2023 Membership Agreement	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	47,541	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	1/30/2024
Under $400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2023
Under $400K	46,250	Theodore Blaine Light III	Planning Consulting Services	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	45,000	PBDG Foundation	Relationship Develop Services	Communications	1/1/2023	3/31/2024
Under $400K	45,000	Geograde Constructors LLC	Contractor Development Pathway	Energy Efficiency	2/3/2023	12/31/2023
Under $400K	40,000	Illinois Valley Community Development Organization	Strategic Partnership Services	Energy Efficiency	6/1/2023	12/31/2023
Under $400K	40,000	Portland HR Solutions, Inc.	HR Consulting Services	Administration	4/1/2022	3/31/2024
Under $400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2023
Under $400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2023	6/30/2024
Under $400K	38,750	Northwest Energy Efficiency Council	2023 TLL & BOC Sponsorship	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	37,500	MI Weekes & Company Inc.	Professional Services *50,000	Administration	4/23/2023	4/24/2024
Under $400K	37,184	Consortium for Energy Efficiency	2023 Membership Dues	Energy Efficiency	4/1/2023	12/31/2023
Under $400K	35,345	Theresa M. Hagerty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under $400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	10/15/2023
Under $400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2024
Under $400K	35,000	Insight Direct USA	Blanket PO	Administration	8/1/2023	12/31/2023
Under $400K	33,348	Helen Eby	Professional Services	Communications	8/10/2020	12/31/2023
Under $400K	33,320	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2023
Under $400K	33,150	Terrance Harris	DAC Consultant Services	Administration	1/1/2022	12/31/2023
Under $400K	32,855	LinkedIn Corporation	LinkedIn Recruiting License	Administration	12/15/2022	12/31/2023
Under $400K	31,000	Alliance Compensation LLC	*PA Umbrella Agreement	Administration	2/1/2023	1/31/2024
Under $400K	30,000	American Council for and Energy Efficient Economy	Sponsorship Letter Agreement	Energy Efficiency	1/1/2023	12/31/2023
Under $400K	30,000	Pod4print	2023 PGE Printing Bill Inserts	Communications	1/1/2023	12/31/2023
Under $400K	28,000	Veritas Collaborations LLC	Educational Video Services	Communications	9/20/2023	12/31/2023
Under $400K	26,220	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2024
Under $400K	25,955	Unite Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	8/31/2023
Under $400K	25,780	IZO Public Relations	Rinde Mas Marketing Services	Communications	8/13/2023	12/31/2023
Under $400K	25,685	Adelante Mujeres	Solar Ambassadors Project	Renewable Energy	2/15/2022	8/31/2023
Under $400K	25,580	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2023
Under $400K	25,000	G&I VII Lincoln Building LP	Parking Agreement	Administration	5/1/2023	4/30/2024
Under $400K	25,000	Eric (EJ) Jordon	Tribal Engagment Services	Administration	6/1/2023	3/31/2024

For contracts with costs through: 10/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	25,000	GuildQuality Inc.	License Agreement	Renewable Energy	6/1/2023	5/31/2024
Under $400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	English 2 Spanish LLC	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under $400K	25,000	ELSO Incorporated	Workforce Development Services	Energy Efficiency	9/13/2023	4/1/2024
Under $400K	25,000	Encolor LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	American Microgrid Solutions LLC	Solar+Storage RES EPS NC	Renewable Energy	12/29/2022	6/3/2024
Under $400K	25,000	AlamaLuna LLC	Translation Services Agreement	Communications	1/1/2024	12/31/2024
Under $400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	Beira Consulting LLC	SMB Research Eval	Energy Efficiency	2/1/2023	1/31/2024
Under $400K	25,000	Barbier International Inc	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under $400K	25,000	Cipriani & Werner P.C	Engagement Letter	Administration	6/15/2023	12/31/2023
Under $400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under $400K	25,000	TRANSLAT INC	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under $400K	25,000	RR Donnelley	2023 NWN Printing Bill Inserts	Communications	1/1/2023	12/31/2023
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	3/8/2024
Under $400K	25,000	Starla Green	Tribal Engagement Services	Administration	8/1/2022	7/30/2024
Under $400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2023
Under $400K	25,000	Oregon Translation LLC dba Verbio	Translation Services Agreement	Communications	9/1/2023	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	Oregon Certified Interpreters Network Inc	Translation Services Agreement	Communications	9/1/2023	12/31/2024
Under $400K	25,000	Lisa Greenfield LLC	Engagement Letter	Administration	12/16/2022	12/31/2023
Under $400K	25,000	Monica Paradise	Tribal Engagement Agreement	Communications	3/7/2023	3/6/2025
Under $400K	25,000	Leona Enright	Tribal Engagement Services	Communications	8/1/2022	7/30/2024
Under $400K	25,000	University of Oregon	UO SRML Sponsorship	Renewable Energy	3/9/2023	3/8/2024
Under $400K	24,500	OSEIA-Oregon Solar Energy Industries Assoc	2023 Solar+Storage Sponsorship	Renewable Energy	1/13/2023	12/31/2023
Under $400K	24,440	Susan T Rosene	Writers Pool ServicesAgreement	Communications	3/1/2022	2/29/2024
Under $400K	24,125	Robert Migliori	42kW wind energy system	Renewable Energy	4/11/2007	1/31/2024
Under $400K	24,000	Site Capture LLC	Subscription Agreement	Renewable Energy	6/1/2023	5/31/2024
Under $400K	24,000	Bonneville Environmental Foundation	Comm Outreach Services	Renewable Energy	4/1/2022	1/31/2024
Under $400K	24,000	CuraLinc Healthcare	EAP Agreement	Administration	1/1/2022	9/30/2024
Under $400K	23,775	Susan Vogt Communications	Writers Communications Pool	Communications	3/1/2020	2/29/2024
Under $400K	23,200	Clarity Content LLC	Professional ServicesAgreement	Communications	5/1/2021	2/29/2024

For contracts with costs through: 10/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	22,609	Jason Quigley Photography LLC	Photography Services	Communications	1/1/2022	12/31/2023
Under $400K	22,000	Sustainable Northwest	Community Outreach Services	Communications	1/1/2023	12/31/2024
Under $400K	22,000	1961 Consulting, LLC	ET Strategic Support Services	Administration	10/2/2023	12/31/2025
Under $400K	22,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2023
Under $400K	21,643	CTX Businss Solutions Inc	Small Printer Maintenance	Administration	4/1/2012	3/30/2024
Under $400K	20,000	Fisher & Phillips, LLP	Letter Agreement	Administration	9/1/2022	12/31/2023
Under $400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	20,000	Solar Oregon	Go-Zero Sponsorship	Renewable Energy	5/1/2023	12/31/2023
Under $400K	19,500	Diligent Corporation	Board Management Software	Administration	6/23/2023	8/1/2024
Under $400K	18,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2024
Under $400K	18,000	Kleinschmidt Associates	Other RE Professional Services	Renewable Energy	4/1/2022	3/31/2024
Under $400K	17,200	Bright Sky LLC	Writers Service Pool	Communications	4/1/2023	2/29/2024
Under $400K	16,000	The Benson Hotel	Hotel Rate Agreement	Communications	1/1/2024	12/31/2024
Under $400K	15,750	Moss Adams LLP	401K Audit	Administration	1/1/2023	12/31/2023
Under $400K	15,744	Tri-Met	2023-24 Rate Agreement	Administration	9/1/2023	8/31/2024
Under $400K	15,000	Consortium for Energy Efficiency	Energy Behavior Sponsorship	Energy Efficiency	5/1/2023	12/31/2023
Under $400K	15,000	Empress Rules LLC	Advisory Counseling Services	Communications	8/1/2022	11/30/2023
Under $400K	14,500	Jones Lang LaSalle Americas, Inc.	WorkPlace Services Agreement	Administration	5/1/2023	12/31/2023
Under $400K	13,935	Naim Hasan	Photographer	Administration	7/19/2019	8/1/2024
Under $400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2023
Under $400K	13,500	American Council for and Energy Efficient Economy	2023 Conference Sponsorship	Joint Programs	1/1/2023	12/31/2023
Under $400K	13,000	Environmental Leadership Program	2023-25 RAY Fellow Agreement	Administration	1/1/2023	12/31/2023
Under $400K	13,000	Jodi Tanner Tell LLC	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under $400K	13,000	RR Donnelley	2023 PAC Printing Bill Inserts	Communications	1/1/2023	12/31/2023
Under $400K	12,600	The Benson Hotel	2023 Rate Agreement	Administration	1/1/2023	12/31/2023
Under $400K	11,700	Cara Griffin	Writers Communication Services	Communications	5/1/2021	2/29/2024
Under $400K	11,500	Bruner Strategies, LLC	ED Review Services	Administration	1/1/2023	12/31/2023
Under $400K	11,345	Rebecca Descombes	DAC PA Agreement	Joint Programs	9/30/2021	12/31/2023
Under $400K	11,313	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	7/1/2024
Under $400K	10,780	Emburse Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2024
Under $400K	10,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under $400K	10,000	Indika Sugathadasa dba PDX Hive	DAC Stipend Agreement	Administration	2/18/2020	12/31/2023
Under $400K	10,000	350 Deschutes	Working Together Grants	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Bienester Inc.	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Solarize Rogue	Working Together Grant	Communications	12/16/2022	12/1/2023

For contracts with costs through: 10/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	10,000	Solar Oregon	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Willamette Valley Hispanic Chamber of Commerace	2023 Expo Negocio Sponsorship	Communications	8/1/2023	12/31/2023
Under $400K	10,000	LatinoBuilt Foundation	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Lake County Resources Initiative	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Lloyd EcoDistrict	Working Together Grants	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Nathan Webster & Associates, LLC	Lets Connect Sponsorship	Communications	8/1/2023	12/31/2023
Under $400K	10,000	NeighborWorks Umpqua	Working Together Grant	Communications	12/16/2022	12/1/2023
Under $400K	10,000	Northwest Earth Institute	2023 Ecochallenge	Energy Efficiency	3/10/2023	12/31/2023
Under $400K	10,000	Oregon Solar Energy Fund	Sponsorship Agreement	Renewable Energy	1/1/2023	12/31/2023
Under $400K	9,800	Momentive Inc. aka Survey Monkey	License Services Agreement	Administration	3/11/2022	2/1/2024
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	9,000	HVAC Inc	Service Agreement	Administration	7/1/2022	8/30/2024
Under $400K	8,880	Kathleen T Whitty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under $400K	8,000	MWA Architects Inc.	NZELI Grant Agreement	Energy Efficiency	9/7/2023	6/30/2024
Under $400K	8,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2023
Under $400K	8,000	Opsis Achitecture LLC	NZELI Grant Agreement	Energy Efficiency	9/8/2023	6/30/2024
Under $400K	8,000	Structured Communications Systems, Inc.	Network Penetration Services	Administration	7/20/2023	12/31/2023
Under $400K	8,000	Sustainable Northwest	2023 Event Sponsorship	Communications	5/1/2023	12/31/2023
Under $400K	8,000	Studio E Architecture PC	NZL Grant Agreement	Energy Efficiency	9/6/2023	6/30/2024
Under $400K	8,000	Holmes US	NZELI Grant Agreement	Energy Efficiency	9/20/2023	6/30/2024
Under $400K	8,000	Bora Achitects Inc.	NZELI Grant Agreement	Energy Efficiency	9/6/2023	6/30/2024
Under $400K	7,500	Klamath & Lake Community Action Services	RARE Intern Letter Agreement	Communications	3/1/2023	2/28/2024
Under $400K	7,000	PrintSync	Blanket PO Printing	Communications	10/27/2022	12/31/2023
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	6,300	Citizens Utility Board	2023 CUB Conference	Administration	9/28/2023	11/15/2023
Under $400K	6,000	Central Oregon Environmental Center	RARE Intern Letter Agreement	Communications	3/1/2023	2/28/2024
Under $400K	6,000	American Institute of Architects, Southwestern Oregon Chapter	2023 Membership Dues	Communications	3/31/2023	12/31/2023
Under $400K	6,000	Rogue Climate	RARE Intern Letter Agreement	Communications	3/1/2023	2/28/2024
Under $400K	6,000	Momentum Procurement Group, Inc	Blanket PO Office Supply	Administration	9/10/2020	12/31/2023
Under $400K	5,850	Moss Adams LLP	990 Tax Audit	Administration	1/1/2023	12/31/2023
Under $400K	5,849	Bonneville Environmental Foundation	REC WRC Purchase	Joint Programs	9/1/2023	8/30/2024
Under $400K	5,787	PhotoShelter Inc	Online Subscription	Communications	2/1/2023	3/22/2024

For contracts with costs through: 10/1/2023

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under $400K	5,475	Hapaworks LLC	Writers Pool PA Agreement	Communications	8/1/2022	2/29/2024
Under $400K	5,388	SmartyStreets LLC	EmailVerfication Cloud License	Administration	7/1/2023	6/1/2024
Under $400K	5,229	Smartsheets Inc.	Subscription ServicesAgreement	Administration	1/1/2023	11/1/2023
Under $400K	5,040	Storage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2024
Under $400K	5,000	Structured Communications Systems, Inc.	Network Improvement Services	Administration	10/1/2023	12/31/2023
Under $400K	5,000	Susan Badger-Jones	DAC Stipend Agreement	Administration	4/15/2020	12/31/2023
Under $400K	5,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	6/30/2024
Under $400K	5,000	Social Enterprises Inc.	Event Sponsorship	Communications	3/1/2023	12/31/2023
Under $400K	5,000	Solar Education Industries Association	2023 Membership Dues	Renewable Energy	1/1/2023	12/31/2023
Under $400K	5,000	Rhea StandingRock	DAC Stipend Agreement	Administration	6/30/2022	6/1/2024
Under $400K	5,000	Oswaldo Beral Lopez	DAC Stipend Agreement	Administration	9/17/2019	12/31/2023
Under $400K	5,000	Rebecca Descombes	DAC Stipend Agreement	Administration	3/1/2021	12/31/2023
Under $400K	5,000	NOMA PDX	2023 Event Sponsorship	Communications	5/1/2023	12/31/2023
Under $400K	5,000	NAMC Oregon	2023-24 Membership Dues	Communications	3/1/2023	3/1/2024
Under $400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2024
Under $400K	5,000	Inner Work, Outer Play LLC	Board WS Consulting	Administration	8/1/2023	10/30/2023
Under $400K	5,000	Dolores Martinez	DAC Stipend Agreement	Administration	2/18/2020	12/31/2023
Under $400K	5,000	Blue Moon Industries	Microsoft GP Support Services	Administration	6/1/2023	5/30/2024
Under $400K	5,000	Cheryl Roberts	DAC Stipend Agreement	Administration	9/17/2019	12/31/2023
Under $400K	4,750	Susan Lucer Consulting Services	Grant Writing Services	Joint Programs	1/1/2023	12/31/2024
Under $400K	4,500	Cascade Energy, Inc.	Admin Reimburse Services	Energy Efficiency	4/1/2023	12/31/2023
Under $400K	3,420	D&B	D&B	Administration	3/31/2021	3/31/2024
Under $400K	3,000	Moss Adams LLP	Consulting	Administration	1/1/2023	12/31/2023
Under $400K	2,200	Jim Craven Photography	Photography Services *$25,000	Energy Efficiency	5/1/2023	4/30/2025
Under $400K	1,519	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2024
TOTAL	**197,540,363.88**					

Finance & Audit Committee Meeting Notes

November 14, 2023

Board Attending by teleconference: Henry Lorenzen (ex-officio), Thelma Fleming, Silvia Tanner

Staff attending by teleconference: Chris Dunning (staff liaison), Fred Gordon, Cameron Matthews, Debbie Menashe, Tracy Scott, Michelle Spampinato, Greg Stokes, Julianne Thacher, Robert Wylie

Others Attending: Matthew Shaw (Moss Adams), Keith Simovic (Moss Adams)

Committee Absent: Peter Therkelsen, Karen Ward (Climate Trust).

Thelma Fleming called the meeting to order at 2:48 p.m.

Moss Adams Audit Entrance (Keith Simovic, Moss Adams Partner)

Keith Simovic from Moss Adams presented and introduced Matthew Shaw as engagement manager. Keith spends 90 percent of his time on entities within the energy space, and noted Moss Adams is bringing experienced and fresh team to this year's process.

There are essentially two times during the audit process that professional standards dictate that Moss Adams comes before the committee to report on the audit plan and its timing. Today's presentation is a "pre-audit" meeting of sorts in that regard. There will also be a meeting at the end of the engagement to assess the audit process and receive feedback. Moss Adams is required to report out on significant audit findings, qualitative aspects of accounting practices, difficulties encountered in performing the audit, corrected and uncorrected misstatements, management representations, management consultations with other independent accountants, and other audit findings or issues.

The two main deliverables will be a report of independent auditors on financial statements through the end of the year December 31, 2023, and various communications to the committee, staff, and board.

Additionally, Keith discussed Moss Adams' responsibilities versus management's responsibilities. Moss Adams is responsible for: forming and expressing an opinion on whether the financial statements are prepared, in all material respects, in conformity with applicable financial reporting framework; communicating significant matters, as defined by professional standards, arising during the audit that are relevant to the organization; and when applicable, communicating particular matters required by law or regulation, by agreement, or by other requirements applicable to the engagement. Management's responsibilities will include preparing and closing the financial records as of and for the year ended December 31, 2023; providing requested schedules, implementing an internal control structure, coordinating staff availability with Moss Adams, and providing a representation letter of fairness and accuracy on the materials provided.

Keith outlined the relationship with the committee which includes asking the committee to approve of the audit plan, communicating any material weaknesses in internal control or material irregularities as soon as they arise, reporting on status throughout the audit, providing an exit conference summarizing results of the audit, and will be available to the committee and board at any time.

Matthew Shaw presented on the significant audit areas, which include incentive payments, public purpose and incremental funding, grant revenues, internal controls over financial reporting, and IT user access controls. This reflects a lot of what was included in last year's audit.

Henry asked what is included in incremental funding, and Keith noted that these are the additional items that are just noted under revenue line items that occur in financial statements. Henry inquired as to whether Moss Adams will be analyzing whether public purpose funds are being utilized to pursue or invest in matters that are outside the scope, authorized by statute, that may be beyond what Moss Adams will do. Keith noted that if an issue arises that could cause concern among auditors that Energy Trust is out of compliance, that Moss Adams will note and report on that, although that is not the primary focus of the audit.

Matthew touched on the consideration of fraud in a financial statement audit, noting that the auditor's responsibility includes obtaining reasonable assurance that the financial statements are free from material misstatement – whether caused by fraud or error. There is always going to be some unavoidable risk that material misstatements might not be detected, which is the inherent limitation of an audit. While auditors will not be auditing down to the penny, they will be focused on the materiality of the audit. Materiality being defined as the amount of a misstatement that could influence the economic decisions of users, taken based on the financial statements. This will include quantitative factors, such as total assets or revenues as well as qualitative, non-monetary factors. These can include industry, stakeholder expectations, and other financial agreements. Once materiality is calculated, Moss Adams will identify which financial statements may have higher risk due to their materiality, and will be used to develop the nature, timing, and scope of testing procedures.

Matthew also presented on the audit timing, noting that November 27-29 will include interim audit procedures to test internal controls and implementation. After a break until February, there will be fieldwork procedures. In March, there will be a discussion of draft financial statements and preparation of auditor's reports with management, which will come to committee for full board presentation in April.

Chris provided expenditure reports to further address Henry's question as to whether the audit will pick up that public purpose funding resources could fall outside the scope of legislated activities. Keith noted that they will have a responsibility to address anything they see, and this will also inform the materiality threshold, and that Moss Adams would note any non-compliance very early in the process. They also will speak with their audit team and incorporate examination of the public purpose charges into the audit plan.

Thelma inquired as to whether the materiality formula is updated and shared through the audit process or if it is shared towards the end of the process. Moss Adams noted that their materiality formula is not shared to provide more fair and balanced reporting between management and auditors, and the internal controls assessment will establish information sharing. The materiality formula will be based on a variety of subjective market and environmental, and circumstantial factors. However, Moss Adams will report on what factors

were drivers in informing the materiality formula.

The committee thanked Keith and Matthew for their presentation.

2024-2025 Draft Budget Update (Chris Dunning)

Chris provided the committee with a preview of changes to the final proposed 2024 budget. Michael Colgrove had an opportunity to present our budget to the OPUC on November 2 and OPUC Staff presented their memo. After some public comment, the commission ultimately adopted the staff memo which supported our budget. Chris called out CUB's comments on energy efficiency and expressed appreciation for adopting the April 1 tariff implementation for PGE and PAC.

As if this meeting, we completed a second round of meetings with utility funders and come to agreement all utilities on final proposed funding amounts, and signed agreements will be implemented in the next six to eight weeks.

Chris highlighted how we responded to concerns to reach agreement with PGE and PacifiCorp, and noted that through a few measures, we were able to bring down the revenue adjustments that we had initially requested. We changed our funding model to draw down more reserves in 2024, reducing revenue adjustment for PGE. We brought their 2024 revenues down from $112.1 million to $105.8 million. For PacifiCorp, we were also able to bring down reserve levels, but not as much, due to different circumstances. The factor that mattered most there was adjusting carryover into 2024.

Waterfall charts were prepared for the utilities, which reflected changes from the draft and final proposed budgets. For our three largest funders, staffing and other internal costs were decreased between the draft and final proposal, and Chris credited this to the work of our budget managers. One of the largest drivers with NW Natural was updated budget information from NEEA and the timing of the budget process, which we will seek to improve in future years.

Tracy Scott presented on program changes for utilities and the primary drivers of those changes. For PGE, the measures included (in order of impact to the budget): reducing commercial and industrial custom incentives and caps, an optional increase in residential grow lights, increasing Industrial Strategic Energy Management, reducing midstream incentives for business lighting, increasing Existing Buildings prescriptive incentives and reducing savings to adjusts for market conditions, reducing residential projects based on expected delay of IRA rebates, reducing NEEA savings due to correction, reducing Existing Buildings program delivery costs, reducing Industrial prescriptive incentives and the delay of new staff and New Buildings equity assessment. We focused on the impact on costs over the impact on savings.

For PAC, the program change measures included the same, as well as an increase in new manufactured home projects, again with a focus on impacting costs over savings.

Staff informed the committee that consistent communication with utilities has assisted in reaching these agreements, and a continued effort toward trust and collaboration was also a key factor, as well as discussions around multi-year planning and engaging with Energy Trust much earlier in the process. Chris thanked Julianne Thacher for preparing communications on the budget and Cameron Matthews for his analysis on the April 1st tariff implementation.

Chris previewed the outline for the final budget presentation which will include final proposed budget energy and financials, comparisons to 2024 draft budget and 2023 budget, staffing and administrative costs, a summary of public comments, OPUC recommendations, market infrastructure investments, incentive changes, and “braiding” of complementary funding. He asked the committee if we should include a recap of market context and cost-effective analysis.

We completed testing of our budget to determine whether it was cost effective, and implementation of certain scenarios. As we are tasked with acquiring cost-effective energy efficiency, and with the investments being made in future acceleration, there were concerns that we could be incurring costs before the additional savings show up. These were important to utility conversations to show that under reasonable expectations of increases and avoided costs next year, our entire program or budget is cost effective.

The committee agreed that a qualitative review of the analysis should be included in the final presentation.

InnDev Update (Robert Wylie)

Robert Wylie presented an update on Innovation and Development team activities. In collaboration with many other groups, Energy Trust completed its largest funding proposal to date. In the Solar for All opportunity, we partnered with ODOE (with Energy Trust as a subrecipient) on a $139 million grant application to EPA to expand rooftop and community solar programs for low-income customers statewide. We expect to receive notice of the award in either Q1 or Q2 of 2024.

The next opportunity we are tracking is the Federal Home Energy and Electrification Rebates. We are in close coordination with ODOE (who will apply for these funds for Oregon) to understand these home efficiency and electrification rebate programs. This would be a $113 million program, with a 10-year period of performance. InnDev is also leading an internal crossfunctional team to review requirements and determine best ways to braid our existing incentives with these new offers. In November, we are facilitating a funder work session with ODOE, PCEF, Seeding Justice, and others to develop a braiding strategy for the federal rebates. Braiding is essentially determining where measures and requirements that are shaped under federal guidelines, working together with ODOE and other partners to maximize benefits to customers without going over project costs.

The Portland Clean Energy Fund’s Climate Investment Plan has been approved. We are engaged with PCEF staff on our co-funding strategy for single and multifamily customers, strategic collaboration on workforce and communication alignment. Internally, InnDev is working with the CaNI team to access capacity to support specific PCEF Strategic Programs. RFPs for the Single-Family Strategic Program are anticipated in the first quarter of Q1.

The Oregon Healthy Homes Program OHA will be releasing an RFP in December 2023 or January 2024 with a goal to execute up to 40 grant agreements by summer 2024. Awards are capped at $875K, Energy Trust may both apply to be a recipient and coordinate our program with other recipients. The Residential program team are considering the best way to integrate this funding and are reaching out to CBOs to gauge interest in partnering on an application or otherwise being supported by ETO.

Another opportunity tracking update is in the Solar Energy Resilience for Vulnerable Communities. We are awaiting contracting and funding on this. In 2022, we applied for FEMA funding through the OR Department of Emergency Management to provide technical assistance and coordinating community planning for solar and storage microgrid facilities located on critical facilities in underserved areas. Hopefully the final RFQ updates are due to FEMA by end of November 2023.

Multi Year Planning (Greg Stokes, Melanie Bissonnette, Chris Dunning)

Greg Stokes presented on the transition to a multi-year planning process, along with an internal team that has been working on managing implementation. While there are still unknowns, Greg is previewing the work to date.

Shifting our organization to multi-year planning is one of our goals for next year. Considering the state energy goals and utility decarbonization goals, reflecting in the the high bar set for gas and electric utilities to significantly reduce GHG emissions by 2023- and beyond, multi-year planning has been examined as an approach to address these mandates. The current annual "bottom-up" process is limiting. In addition to these goals, some other headlines from our budget story included inflation and supply chain issues, acceleration, cost-effectiveness, delivery partners, workforce development, federal funding and equity and environmental justice. Multi-year planning may also address many of these factors.

The business case for implementing a multi-year approach to planning affects several key areas. With a longer time horizon, we will be able to see a greater impact on our return on investments and will be better able to evaluate cost effectiveness. We will also be able to address the board's feedback that we should measure outcomes over activities with better metrics. This process also maintains alignment with our strategic planning priorities, our 2030 decarbonization goals, as well as aligning with utility IRP goals. It will also be more effective at reflecting stakeholder input. This plan provides us more flexibility in offering the ability to change short term tactics to deliver on long term program strategies, as well as provides the scope to allocate funds across programs and across years to better maximize our impact by 2030. It also provides the capacity to use reserves to moderate year-over-year rate impacts. This also will provide some efficiency, as staff and stakeholders will spend less time on the planning process and staff will have more time to focus on implementation and innovation. Lastly this methodology provides us with a better way to engage with stakeholders and improve our stakeholder relationships, which can provide a clear, almost quantitative picture of what their investments will yield in a trajectory out to 2030.

Greg reviewed the process to begin implementing this new system, which will be set our high-level priorities first, including acquisition, generation, new funding, and operations. We will then engage in business planning, identifying staffing and financial resource needs, key performance indicators, and then receive public comment before fully implementing this process. This will happen over the course of 2024-2025, and Greg outlined the steps to have a full roll out of this by the end of 2025.

Chris spoke to the financial plan, noting that it is intended to be a connection between the strategic plan that is designed to accommodate many future outcomes, better able to address uncertainties. It will allow to better predict the expenditures and reserve levels required to meet our volumetric goals as a band, reflecting those uncertainties and potential outcomes. The goal would also be to collaborate with stakeholders and provide a revenue requirement band for each utility funder for the full period.

Henry asked how ranges would be used in terms of budgeting and maintaining accountability regarding meeting or exceeding budget. Chris clarified that a financial plan would not be a "bottoms up" budget but would be more top-down planning that incorporates goals and outcomes and then using projected analyses to create a high-level plan. Implementing a rolling 24-month budget would be more reflective of the budgets that we manage and produce with our budget managers currently.

Silvia asked Thelma if she has experience in rolling budgets in her capacity in working with financial organizations. Thelma noted that other organizations use different terms, but it will be key to establish the appropriate ranges of acceptability, especially to account for the uncertainty that can exist in longer term planning projects. During process of creating a multi-year plan, it will be important to narrow it down to the specific parameters that suit or organization business model, and business concept.

Greg noted that staff will introduce a discussion on the role of the board and the Finance Committee in multi-year planning and thanked the committee.

Investment Policy and Committee Charter Changes (Chris Dunning, Debbie Menashe)

The committee had previously reviewed changes to our investment policy and agreed to move it to the Nominating and Governance Committee. To do so, changes to the Finance and Audit Committee Charter must be implemented. Chris reviewed the charter with the committee.

Henry expressed concern over some of the language noting "delegated authority oversight and supervisory responsibility" may not be specific enough. It may not outline to what extent the committee has supervisory authority. What's unclear is to if Energy Trust is looking to the committee to provide direction as to the general types of investments or approval of specific investments. Chris clarified that this would be mean specific investments.

Debbie asked if the committee wanted to change language of the charter to that the language is more specific, but that the intent is for the committee to take steps to approve investment decisions, and that the charter now makes that authority clear, and supersedes the investment policy language.

The committee agreed to move the charter and policy to the Nominating and Governance committee.

Adjourn

Thelma Fleming adjourned the meeting at 4:47 p.m.

Next meeting is December 6, 2023, at 2:45 to 4:45 p.m.

Board Decision R1013

Adopt Final Proposed 2024 Budget and 2024-2025 Action Plan

December 15, 2023

Summary

To adopt Final Proposed 2024 Budget and 2024-2025 Action Plan, including 2025 projection.

Background

- The Energy Trust grant agreement with the Oregon Public Utility Commission requires Energy Trust to update its two-year action plan annually and describe the activities the organization will undertake to accomplish over the coming two years. In addition, HB 3141 legislation requires Energy Trust to work with each funding utility to develop utility specific budgets and action plans.
- This update occurs each year in connection with the preparation and finalization of the following year's budget.
- The Final Proposed 2024 Budget and 2024-2025 Action Plan outlines activities Energy Trust will undertake in 2024 and 2025 to achieve its strategic and annual goals and includes utility specific action plans.
- This Final Proposed 2024 Annual Budget and 2024-2025 Action Plan reflect revenues, expenditures and activities for all funding sources jointly developed with each funding utility as applicable.

Discussion

- The Draft 2024 Annual Budget and 2024-2025 Action Plan was presented to and discussed by the board and stakeholders at the public budget workshop held October 11, 2023.
- The draft budget and action plan were each posted publicly on the Energy Trust website on October 4, 2023. Recordings of Executive Director Michael Colgrove's budget workshop presentation and public feedback were posted on Energy Trust's website on October 13, 2023.
- The Finance & Audit Committee received updates and provided guidance on the draft and final proposed budgets through summer and fall.
- All three advisory councils met on October 12, 2023, to review and discuss our draft 2024 organizational goals and how council input from earlier in the process was incorporated into our Draft 2024 Budget and 2024-2025 Action Plan.
- Oregon Public Utility Commission staff were briefed on the draft budget and action plan on September 1, 2023.
- OPUC commissioners hosted a public workshop on November 2, 2023, where the draft budget and action plan were presented and discussed.
- Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista were engaged by Energy Trust in budget concept development starting in June. Utility representatives reviewed and discussed draft budget and action plan information through subsequent individual coordination meetings and through their representatives' attendance at conservation, diversity and renewable energy advisory council presentations in September, October and November.
- Energy Trust sought comments on the budget from stakeholders and the public by October 18, 2023. Comments were submitted from the Oregon Public Utility Commission, several partner utilities, industry, climate and social justice organizations, and individual members of the public.
- The board heard public comment and discussed the Final Proposed 2024 Budget and 2024-2025 Action Plan at its meeting on December 15, 2023.

Recommendation

Staff recommend adoption of the Energy Trust Final Proposed 2024 Budget and 2024-2025 Action Plan.

RESOLUTION 1013
ADOPT 2024 BUDGET AND 2024-2025 ACTION PLAN

BE IT RESOLVED that Energy Trust of Oregon, Inc. Board of Directors approves the Energy Trust Final Proposed 2024 Budget and 2024-2025 Action Plan as presented to the board at its meeting on December 15, 2023.

Moved by: Seconded by:

Vote: In favor: 0 Abstained: 0

Opposed: 0

Oregon
Tina Kotek, Governor

Public Utility Commission
201 High St SE Suite 100
Salem, OR 97301-3398
Mailing Address: PO Box 1088
Salem, OR 97308-1088
503-373-7394

December 6, 2023

Michael Colgrove, Executive Director
Energy Trust of Oregon
421 SW Oak, Suite 300
Portland, OR 97204

Dear Michael:

We appreciate the opportunity to comment on the Energy Trust of Oregon's 2024-2025 Budget and Action Plan. We adopt the recommendations of the OPUC Staff summarized in more detail in the memo and discussed at the Commission's November 2, 2023 Special Public Meeting. At that meeting we also discussed our desire for multi-year budget planning for 2025, further reporting on outcomes associated with market infrastructure investments, and coordination with and leveraging of non-ratepayer funding sources.

We encourage and support Energy Trust and Staff to continue to communicate openly and regularly regarding operations, community outreach and challenges, and opportunities associated with achieving targets.

We applaud the Energy Trust for its results so far in 2023. Those results deliver significant least cost resources for utility customers that contribute to controlling overall bills. We look forward to these results continuing into 2024, to working with Energy Trust and stakeholders to achieve the targets of the upcoming year's budget, and to facing together the important challenges and opportunities ahead.

OREGON PUBLIC UTILITY COMMISSION

Megan W. Decker
Chair

Letha Tawney
Commissioner

Tab 4

Nominating & Governance Committee Meeting Notes

November 2, 2023, 2:30 p.m.

Committee members attending: Roland Risser (Chair), Anne Root, Henry Lorenzen, OPUC Commissioner Letha Tawney), Ruchi Sadhir (for ODOE Director Janine Benner)

Committee members absent from meeting: Melissa Cribbins, Jane Peters

Staff attending: Amber Cole, Michael Colgrove, Debbie Menashe, Danielle Rhodes, Lizzie Rubado, Tracy Scott, Greg Stokes, Mark Wyman

Others attending: None.

Chair Roland Risser opened the meeting at approximately 2:34 p.m.

Discussion of Application of New Aligning with Oregon's Decarbonization Policies Policy with Energy Trust Innovation & Development Work

Energy Trust Innovation & Development's group is actively engaged in planning for coordination with, and implementation of, clean energy program offerings and benefits emerging from local, state, and federal sources like the Portland Clean Energy Fund and the Inflation Reduction Act. Energy Trust's newly adopted "Aligning with Oregon's Decarbonization Policies" policy provides guidance as Energy Trust plans for ways to combine programs and resources like these with its core ratepayer funding. Lizzie Rubado, Director of Innovation and Development, and Mark Wyman, Senior Program Manager in that group, joined the committee for discussion on the application of the new policy to planning efforts for complementary funding and programs.

Committee members and staff had a thorough discussion on the topic. Committee members recognize that the benefit of new available resources to reduce barriers for acquiring energy efficiency and renewable energy is significant. The variety of new programs can be, however, difficult to move out to customers and confusing for customers to navigate. Energy Trust's outreach relational business model, which has evolved over the last several years, puts Energy Trust in a good place to help individual customers and communities understand their opportunities to take advantage of Energy Trust's core program offerings as well as the many new available benefits. Committee members support a liberal interpretation of the newly revised policy language, but also asked staff to return to the committee with some thoughts about guiding principles and criteria to be used to identify what kind of outreach and relational efforts may be too disconnected from Energy Trust's core work to justify use of OPUC-granted ratepayer funds.

Staff will return to the committee at a future committee to discuss such guiding principles and criteria. Mark and staff thanked the committee for the good discussion and helpful direction.

Review of the ad hoc Strategic Planning Committee Charter

Amber Cole, Director of Communications and Customer Service and staff liaison to the ad hoc Strategic Planning Committee, presented a draft proposed charter of the ad hoc Strategic Planning Committee for committee comments. Amber explained that she would take any comments of this committee back to the ad hoc Strategic Planning Committee for consideration.

Committee members discussed the proposed charter and expressed their support for it, with one small alternative wording suggestion.

Amber thanked the committee and will report back to the ad hoc Strategic Planning Committee on the discussion. The proposed charter will be presented to the full board for approval at its meeting in December.

Follow-up Discussion on the Cost Effectiveness and Above Market Cost Policies

The committee discussed the Cost Effectiveness Policy: (*https://www.energytrust.org/wp-content/uploads/2016/11/4.06.000.pdf*), as well as the Above Market Cost Policy: (*https://www.energytrust.org/wp-content/uploads/2016/11/4.07.0000.pdf*).

The committee agreed that these policies should remain at the board level and should be revised to be upleveled as governance policies. One option is to create revisions and note that Energy Trust and OPUC staff coordinate on application of cost-effectiveness and above-market cost analyses for program design and delivery. Michael Colgrove asked that as the committee continues its consideration of these policies, identifying where staff has flexibility and what is board direction will be helpful. Sarah Hall recommended consideration of principles and guardrails as an approach to revise these policies as governance policies.

After meeting with staff for further discussion on impact to programs, a proposal will be made to the committee on these policies. Michael and Henry Lorenzen will also incorporate these policy discussions in the upcoming strategic planning sessions, as they are fundamental to guiding the work of Energy Trust, and staff should work to facilitate the board's work in crafting aspirational policies.

Officers and Returning Directors for 2024

Greg Stokes, Organization Development Manager, facilitated a committee discussion on next year's officers and directors. The Nominating & Governing Committee is chartered to oversee nomination of officers and directors for the board. Committee members will continue discussions with members of the board and have information ready for the February annual meeting.

Discussion of Next Steps on Retirement of Self-Direct Policy

Debbie Menashe reported to the board on discussions with staff regarding the Self-Direct Policy. Debbie also reported on interactions with customers who are subject to the policy. Staff are ready to take on continued responsibility for the policy and will, if the policy is referred to staff, report back to the committee on any significant changes. The committee decided to formally recommend retirement of the policy and referral to staff. The committee directed that the proposed resolution be included on the board's consent agenda for its meeting in December.
Debbie also mentioned that the committee will be reviewing its charter in forthcoming meetings and noted other topics regarding recruitment and board training will be on future committee agendas.

Update and Planning for 2024 Nominating & Governance Committee Topics

The committee discussed topics for 2024. Given the strategic plan development and DEI time commitment for all board members in 2024, the Nominating & Governance Committee will focus on its charter requirements related to continued review of board policies, consideration of a small number of new policies, and executive director review.

Adjourn Meeting

Roland Risser adjourned the meeting at approximately 4:20 p.m.

The next meeting of the Nominating & Governance Committee will take place January 8, 2024.

Tab 5

Ad hoc Diversity Equity and Inclusion Committee Meeting Notes

October 4, 2023, 11:00 a.m.

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

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

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

Staff Attending: Debbie Menashe, Danielle Rhodes (Staff Liaison)

Melissa Cribbins convened the meeting at 11:01 a.m.

2024 DEI Work

Danielle Rhodes, Board Services Administration Manager and staff liaison to the ad hoc Diversity, Equity and Inclusion Committee recapped discussions from the board's September DEI workshop. At that workshop, the board discussed Energy Trust's vision and purpose statement as well as a business case for DEI work. The business case for DEI is "to provide all of our customers-especially those we've historically underserved-with meaningful opportunities to benefit from clean energy solutions."

Committee members expressed appreciation for the discussion at the September workshop and how the focus of this ad hoc DEI Committee will inform strategic planning. Acknowledging board and committee member time commitments, especially as strategic planning work increases, Ashnie Butler of Inner Work/Outer Play, who is consulting with and supporting the ad hoc DEI Committee, will connect with Holly Valkama of 1961 Consulting, who is consulting with and supporting the board's ad hoc Strategic Planning Committee.

The ad hoc DEI Committee has previously agreed to meet quarterly during 2024, tentatively in January, April, August, and November. To maintain momentum, smaller group cohort discussions may also be organized to continue discussions between meetings as a possible way to supplement the committee's work as a whole group. Danielle will work with committee members to confirm exact dates and issue calendar invitations for these meetings.

Adjourn meeting

Chair Melissa Cribbins adjourned the meeting at 11:53 a.m.

The next meeting of the ad hoc Diversity Equity and Inclusion Committee will be via Zoom on December 6, 2023, at 11 a.m.

Board Decision R1016

Amend Ad Hoc Diversity Equity and Inclusion Committee Charter

December 15, 2023

Recommendation

Ad hoc Diversity Equity and Inclusion Committee (the Committee) recommends amending the Committee's charter to extend the Committee's term until July 31, 2025.

RESOLUTION 1016 (Revises R994)
AMEND THE AD HOC DIVERSITY EQUITY AND INCLUSION COMMITTEE CHARTER

BE IT RESOLVED that Energy Trust of Oregon, Inc. Board of Directors approves amending the charter of its ad hoc Diversity Equity and Inclusion Committee to extend the term of the committee and to revise the language as indicated in the "MARKED" version of ***Attachment A***.

Motion by: **Seconded by:**

Vote: In favor: **Abstained:**
Opposed:

Attachment A
MARKED Board Diversity, Equity and Inclusion Ad Hoc Committee Charter

Action	Originator	Date
Board Decision R 961	Ad hoc DEI Committee	02-23-2022
Board Decision R 994	Ad hoc DEI Committee	12-16-2022
Board Decision R1016	Ad hoc DEI Comm	12-15-2023

Purpose Statement:
The Board Diversity, Equity and Inclusion Committee (the "DEI Committee") is an ad hoc committee of the Energy Trust of Oregon (the "ETO") Board of Directors (the "Board") whose function and workplan will be completed by December 31July 31, 20222025, or until such date as the Board acts to extend or dissolve the DEI Committee, whichever is later its date of dissolution. The DEI Committee will make recommendations to the Board on the below described specific actions to improve and develop the Board's intercultural competency, its diversity, equity, inclusion and effectiveness in supporting and leading implementation of the 2020-2024 Strategic PlaETO's strategic plansn, the ETO Diversity, Equity and Inclusion (DEI) Policy and the ETO DEI Operations Plan. In formulating its recommendations to the Board and Board Committees, the DEI Committee will consult with and seek the advice of the Diversity Advisory Committee.

Responsibilities:

Nature and Scope of ad hoc DEI Committee Activities

- Recommend for Board adoption a foundational statement defining the nature, scope and application of Board Diversity, Equity and Inclusion ("DEI") activities.
- Support, monitor, and evaluate the effectiveness of the Board's DEI development work.
- Provide regular feedback to consultants and others on Board development work.Develop a 2022 Board ad hoc DEI Committee Workplan consistent with the Responsibilities and timeline set forth in this Charter document.

DEI Discussions, Interactions and Activities

Recommend for Board adoption and implementation:

- Standards for open and candid discussion of DEI related matters that foster respect for various points of view.
- A procedure for addressing conflict that may arise relating to DEI issues.
- A process to acknowledge and implement ETO's DEI goals and commitments.
- A program for Board DEI training that includes consideration of the nature and scope of DEI consulting and training services as well as guest speakers.

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

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

- ~~Establishment of term limits for Directors.~~

Member Roles and Responsibilities:

Chair

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

Members, Ex-Officio Members

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

Staff

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

Progress and/or Success Indicators:

- Complete identified Responsibilities in a timely manner.

Operating Guidelines:

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

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

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

Attachment A
CLEAN
Board Diversity, Equity, and Inclusion Ad Hoc Committee Charter

Action	Originator	Date
Board Decision R 961	Ad hoc DEI Committee	02-23-2022
Board Decision R 994	Ad hoc DEI Committee	12-16-2022
Board Decision R1016	Ad hoc DEI Comm	12-15-2023

Purpose Statement:
The Board Diversity, Equity, and Inclusion Committee (the "DEI Committee") is an ad hoc committee of the Energy Trust of Oregon (the "ETO") Board of Directors (the "Board") whose function and work will be completed by July 31, 2025, or until such date as the Board acts to extend or dissolve the DEI Committee, whichever is later. The DEI Committee will make recommendations to the Board on the below described specific actions to improve and develop the Board's intercultural competency, its diversity, equity, inclusion and effectiveness in supporting and leading implementation ETO's strategic plans, the ETO Diversity, Equity and Inclusion (DEI) Policy and the ETO DEI Operations Plan. In formulating its recommendations to the Board and Board Committees, the DEI Committee will consult with and seek the advice of the Diversity Advisory Committee.

Responsibilities:

Nature and Scope of ad hoc DEI Committee Activities

- Recommend for Board adoption a foundational statement defining the nature, scope and application of Board Diversity, Equity and Inclusion ("DEI") activities.
- Support, monitor, and evaluate the effectiveness of the Board's DEI development work.
- Provide regular feedback to consultants and others on Board development work.

DEI Discussions, Interactions and Activities

Recommend for Board adoption and implementation:

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

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

- Establishment of metrics and goals and objectives for DEI as referenced in ETO's strategic plans. Development of Board Director capability and advancement to leadership positions, training and mentoring newly installed Board Directors.

Member Roles and Responsibilities:

Chair

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

Members, Ex-Officio Members

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

Staff

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

Progress and/or Success Indicators:

- Complete identified Responsibilities in a timely manner.

Operating Guidelines:

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

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

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

Tab 6

Ad hoc Strategic Planning Committee Meeting Notes

September 20, 2023, 12:00 p.m. to 1:30 p.m.

Committee members attending: Susan Brodahl (Chair), Henry Lorenzen, Jane Peters, Peter Therkelsen, Commissioner Letha Tawney (OPUC, ex-officio).

Committee members absent from meeting: Ellen Zuckerman

Staff attending: Amber Cole (Staff Liaison), Danielle Rhodes, Greg Stokes, Spencer Moersfelder, Sarah Castor, Marshall Johnson, Mike Colgrove

Others attending: Holly Valkama (1961 Consulting)

Amber Cole convened the meeting at 12:01 p.m.

Introductions

Holly Valkama from 1961 Consulting introduced herself and provided background on her past work with Energy Trust, including as a consultant on the 2020-2024 strategic plan development and on various management initiatives. Holly has been retained to support the board and this strategic planning committee for the 2025-2030 strategic plan development.

Overview of Strategic Planning Approach

Holly presented a strategic planning approach grounded in the Michael Porter framework and touched on key concepts related to strategy—that it creates a unique and valuable position, it requires decisions about what not to do, and it involves creating "fit" among an organization's activities to make the strategy sustainable and provide a competitive advantage. She also noted that strategy involves differentiation to arrive at positioning relative to the market and customer needs.

The committee discussed Energy Trust's past unique role of value. Members noted the history of how Energy Trust evolved and the past legislation that still influences our work today, which focuses heavily upon the acquisition and planning for securing cost-effective conservation resources. Some on the committee view utilities as our customers, with all utility customers benefitting from the least cost resource we provide. Others view our customers as utility ratepayers who are funding the program and who in the end must pay for the cost of the program, and see utilities are intermediaries. Still others see Energy Trust customers as a unique triad including ratepayers, the commission and utility partners.

Holly noted that this is an important conversation to have, as having definitive answers to these questions is a part of our strategic planning. She also described scenario planning, noting that to do strategic planning you have to make some assumptions about the world in which you are going to operate. A base scenario should consider energy efficiency and renewable potential, regulatory considerations, economic outlook, and the position of other market players, and could include other considerations based on input from stakeholders and customers.

The committee noted that Porter's approach is oriented toward a business environment and asked if Holly has seen other nonprofits work successfully with the Porter framework. Holly affirmed that, yes, she has. She noted that the board is a fiduciary and as part of being a fiduciary, the board must use the resource given to it to deliver value that others are not able to

deliver. In this case, it may not be competitive, because you have the right to operate in this space that others do not have. However, the fiduciary role of a board means you should be confident that you are not investing heavily in areas where others can do the work better than you.

Holly then discussed elements of a strategic plan, which should include:

- Vision, answering the questions, “what is the picture of the future state we are trying to create? What’s possible because Energy Trust exists?”
- Mission/purpose, answering the questions, “What is our purpose? What are we here to make happen? Are there boundaries to the work/scope of the organization?”
- Unique role of value, answering the questions, “What unique and sustainable value do we deliver; where to we deliver, and for whom?”
- Organizational values, answering the question, “What is our internal vision and the fundamental beliefs and behaviors that shape and how we work together and serve our mission?”
- Objectives and goals, answering the questions, “What must be accomplished during the plan’s timeframe? How will we measure success?”
- Areas of focus, answering the question, “What must we focus on to reach our goals, and be transformative in nature?”

The committee discussed what members liked in prior plans that could be included in this version of a strategic plan. Comments included:

- Current plan focus areas were broad enough to allow Energy Trust to respond and act during the pandemic. That was positive, but the plan could be viewed as too broad and too general.
- We need a plan that enables us to flex to address new needs but is not too broad.
- We are somewhat unique; it can be challenging to determine who we should be serving and how to be effective in markets.
- Our plan should consider that in the next five years we are going to have a significant evolution of our energy system especially in Oregon and our loads will increase significantly; big questions around what infrastructure is going to be necessary, because costs will be substantial.
- Energy Trust should anticipate what will occur and think about how to deliver value within a complex environment of decarbonization.
- There needs to be specificity about what we intend to achieve so there are boundaries on the breadth. This tells the public that we are clear about what we are charged to do.

Next Steps for Internal Workplan Development

Amber asked the committee for initial thoughts on strategic planning to kick off input for our work planning task. Holly noted that in her consulting proposal, she suggested initial board interviews to surface the board’s thinking about what questions the strategic plan should answer. Additionally, we will need to discuss and plan for stakeholder engagement, and how to incorporate a DEI lens in that work. The process will also include leadership and staff input, reviewing board learning topics, and presenting a strategic plan draft to the public for feedback and commentary. Holly suggested she collaborate with staff to build a proposal for a board workplan for the committee to review and shape.

Committee discussion included a wide range of perspectives on time available, who should be engaged in developing which elements of a strategic plan and where the board should focus its time. Some themes from the conversation:

- The board is time constrained in 2024 but strategic planning is viewed as a critical function of the board so we will have to use time wisely and consider whether adding some hours to some meetings will have value.
- Collecting stakeholder input and perspectives should be one of the first steps in strategic planning.
- The committee acknowledges that hearing from underserved communities and minority perspectives is important because the committee and the board are not as diverse as the customer population.
- Committee members want the board to understand the policy and resource planning context, hear from local elected officials and from entities that work in workforce development.
- Vision and purpose should be a discussion between board with input from staff leadership.
- Assessing scenarios and identifying unique role of value should be preceded by broad input from a range of stakeholders and be decided by the board.
- Organizational values is an area where staff can lead development.
- Objectives, goals, and areas of focus are board decisions with input from stakeholders.
- There is a desire within the committee to ensure the board revisits unique role of value, vision, and purpose afresh; the committee does not want the board to roll forward what was in the last strategic plan without considered thinking and discussion.
- Staff at all levels of the organization are viewed as experts and hearing from staff with experience in areas of interest to the board will be important.

The committee agreed that staff should draft a workplan for input from the committee to review and shape in November.

Adjourn Meeting

The meeting ended at 1:33 p.m.

The next meeting of the ad hoc Strategic Planning Committee is on September 29, 2023.

Ad hoc Strategic Planning Committee Meeting Notes

October 18, 2023

Committee members attending: Henry Lorenzen, Jane Peters, Commissioner Letha Tawney (OPUC, ex-officio), Ellen Zuckerman

Committee members absent from meeting: Janine Benner (ODOE Special Advisor), Susan Brodahl, Peter Therkelsen

Staff attending: Amber Cole (Staff Liaison), Danielle Rhodes, Greg Stokes, Sarah Castor, Mike Colgrove

Amber Cole convened the meeting at 12:01 p.m.

Upcoming Learning Papers and Presentations

Greg updated the committee on six learning papers being prepared for the board for meetings in November, December, and January. First up is a paper on evolving approaches to evaluating costs and benefits of energy efficiency and renewable energy. Then in December the board will have three papers: workforce development to meet growing demand for clean energy, customers who are underserved, and capacity as a growing issue for Northwest utilities. In January, the board will have papers on new focuses on decarbonization and changing Western energy markets. The topics were identified after the board heard from a panel of future-thinking guest speakers at its May 2023 workshop and then brainstormed additional topics to learn about in preparation for strategic planning in 2024.

Henry expressed some concern that these topics were identified before the board had fully considered dynamics occurring with policy changes and new sources of funding coming into the picture—topics of recent discussion during the draft budget workshop. Greg noted that in addition to these learning papers, the strategic planning process will include time in January and February for the board to hear from a range of stakeholders and topical speakers bringing information relevant for scenarios. The board's earlier brainstorm and our stakeholder engagement discussions have been helping the staff team assemble a draft plan for the committee that ensures input from a variety of perspectives on dynamics, trends, and policy. Ellen also noted that the upcoming learning papers, such as the one on underserved customers, may surface thinking about who else may be important to engage in the process and hopes we can stay flexible and make additions if needed.

Draft Stakeholder Outreach Plan

Amber referred to a draft stakeholder outreach and engagement plan she prepared for the committee and asked for feedback. The plan identifies existing stakeholders that staff believe are important to engage in the process including: five funding utilities, OPUC commissioners and staff, Energy Trust advisory councils, state and local government agency representatives, customers and customer representatives, energy organizations working in Oregon and the region (policy, advocacy, delivery), community organizations, environmental justice organizations, trade representatives, business and economic development representatives, and educational and workforce development representatives.

Amber reminded the committee there will be several ways to hear from stakeholders, either directly or through summaries and briefings. The critical question is who the board will most want to hear directly from as we gather input for board planning discussions and when seeking feedback on a draft plan.

Ellen noted that she would like to hear from groups that have been under-represented as customers and those have not been engaged in our programs. She also noted she would like to hear from the large commercial or industrial sector, as large customers—data centers, semiconductor manufacturers, etc.—will influence load growth going forward. Mike probed further to understand if the desire is to inform our outreach and program services or shape our understanding of likely future scenarios. Ellen confirmed her interest is more the latter.

Ellen also encouraged staff to consider various methods of engaging stakeholders once we have a draft plan and are seeking feedback. Seeking verbal feedback can be more accessible for some than asking for formal written comment. Amber noted that while we will invite written comments, we can identify forums to engage feedback in other ways.

Henry agreed commercial and industrial customers will be key customers to understand and hear from and encourages outreach to occur with these groups as part of our development of a strategic plan. Henry would like to ensure the board is not just hearing from similar perspectives—he wants to avoid an echo chamber effect. He would also like to hear from trade allies, and implementation contractors – program management and delivery contractors. Henry is most interested to hear from the OPUC.

Letha mentioned that this is a unique opportunity for the OPUC to hear from others about the role Energy Trust can and should play and about how Energy Trust should go about getting all cost-effective energy efficiency in a decarbonizing utility system. She mentioned that the OPUC will be updating the grant agreement next year, attempting to make it future proof and flexible as possible. She also noted that utility IRP processes and avoided costs updates will seed multiyear planning with utilities. She believes it is essential to maintain Energy Trust's ability to be adaptive while accountable to oversight measures.

Mike noted that much of this work will be happening concurrently, and we cannot expect the strategic planning process to answer the emerging questions around how much energy efficiency can be acquired with acceleration in a certain time frame. It will be more important to direct the organization towards engagement, analysis, modeling, etc. to answer the question in a more explicit manner over the years. Letha agreed that a broader approach is more effective.

Jane noted that many organizations on the stakeholder list are grouped by similarities, and we may be missing actual voices of true customers. She would like to make sure we consider commercial and industrial representatives because the customers themselves may not be willing to talk about their plans. She also suggests consideration of perspectives from the renewable sector and small business groups that are climate friendly. Grid Forward may be a helpful entity to engage if we want to learn more deeply about the grid edge.

Ellen noted that we should seek national perspectives on our strategic direction to ground us, especially as we lean into more federal funding opportunities. Similarly, studying other localities and jurisdictions and examining their impacts could also be beneficial.

Henry returned to Mike's comment about the plan directing process work to arrive at targets versus identifying specific acquisition targets. If that is the case, he would want to see goals in the plan regarding those processes. The next plan should be more directive than aspirational, which is how he regards the current plan.

Mike concluded this agenda topic by reminding the committee that some perspectives will come to the board as direct presentations and others will come through summaries and pre-read materials. We will need to strive for a combination of channels given the board's limited meeting time.

Workflow and Sequencing Recommendations

Mike presented an initial draft of the high-level sequence for strategic planning prepared by Holly Valkama, the board's strategic planning consultant. Based on earlier committee member comments expressing strong desire to revisit unique role of value, Holly proposed starting with an initial board conversation regarding Energy Trust's unique role of value before moving into development of the future scenario and then returning to unique role of value afterward. Holly was not able to attend today's meeting and Mike asked for committee feedback on this initial thinking.

Mike expressed his concerns about discussing unique role of value before identifying the future in which we see Energy Trust operating.

Henry agreed and wants to be sure that the board approaches unique role of value with fresh and updated thinking about the landscape. Jane and Ellen also agreed to Mike's proposal that board strategic planning start with scenario identification. Jan suggested a national voice be part of the scenario development.

Mike noted that this approach will be reflected in the board's January 24th retreat agenda, which is shaping up to feature perspectives and inputs for scenario planning. At that meeting the board would hear from perspectives on the future, including from our advisory councils, the Power Council, other clean energy funding sources such as Portland's Clean Energy Fund and Seeding Justice and ODOE, which is working on a state energy strategy. Mike mentioned strategic sessions with each utility in January that will be summarized for the board and inform our scenarios and other elements of the strategic plan.

Mike walked through the rest of the draft sequence. He noted that the team envisions a utility panel at a May board workshop prior to the board's discussion on future of areas of focus. We may also investigate focus groups and other speaker panels, referencing the committee's earlier feedback on who they would like to hear from during this planning process.

Mike noted that forthcoming conversations will be coming to build out this revised sequence with staff to look at the board's time allotted for strategic planning in 2024 and managing our time throughout the year. Danielle mentioned that proposals for Strategic Planning Committee meeting cadence are forthcoming after planning conversations with this team, board, and staff. He then described the approach is that each element of the workplan will start with board engagement, then the Strategic Planning Committee with support from staff will return to the next board workshop with what was heard and a recommendation.

Henry supports this approach; he prefers bringing the board options and recommendations. He believes the board is relying on the committee to ground its discussions.

Mike proposed that the staff team and Holly bring a more detailed proposal for the January meeting to the SPC's next meeting so we can discuss the committee's preferred role in preparing for the retreat. Jane expressed support for this plan.

Adjourn Meeting

The meeting ended at 2:00 p.m.

The next meeting of the ad hoc Strategic Planning Committee is on November 3, 2023.

Ad hoc Strategic Planning Committee Meeting Notes

November 3, 2023

Committee members attending: Henry Lorenzen, Commissioner Letha Tawney (OPUC, ex-officio), Peter Therkelsen

Committee members absent from meeting: Janine Benner (ODOE Special Advisor), Susan Brodahl, Jane Peters, Ellen Zuckerman

Staff attending: Amber Cole (Staff Liaison), Danielle Rhodes, Marshall Johnson, Mike Colgrove, Greg Stokes

Others attending: Holly Valkama (1961 Consulting)

Amber Cole convened the meeting at 12:01 p.m.

2024 Board Meeting Planning: January through June

Based on input received at the October 18 Strategic Planning Committee (SPC) meeting on a high-level workflow and topic sequence for board strategic planning, Holly Valkama presented draft outlines for the first six board meetings and workshops of 2024. Holly covered:

- January and February will be dedicated to inputs and discussions on scenario development, assessing the environment in which Energy Trust will be pursuing the work directed by the strategic plan over the plan period. Based on feedback in earlier discussions with the committee, the board will hear presentations covering the policy context, integrated resources, regional planning, new funding perspectives and future energy outlook in Oregon. The board will also hear summaries of interviews with advisory councils, utilities, staff, implementers, trade allies, and other key stakeholders.
- In March, the board will discuss opportunities, strengths and capabilities, and unique role of value in a workshop format with advisory council members and utility representatives. The board will then reconvene without the advisory groups and focus on vision and purpose. In April, the board will have time to review work completed to date and discuss diversity, equity, and inclusion in preparation for the May retreat.
- At its two-day May retreat in Hood River, the board will have another opportunity to hear from stakeholders through panel discussions with customers, community representatives, energy and environmental advocates, and utilities. It will then discuss areas of focus, goals, and diversity, equity, and inclusion.
- In June, the board will review all components of the future strategic plan as discussed and synthesized from prior meetings. Based on this body of work, the staff will begin drafting a strategic plan over the summer. Outreach, stakeholder discussions, and public comment will complete the board's refinement of the draft plan in Fall 2024.

Comments from the committee emphasized the importance of hearing from perspectives with an environmental justice lens because the scale of energy burden is of significant concern to the commission. Of particular importance are advocates focused on affordability and decarbonization. For the customer panel, there is interest in hearing from a large industrial customer, hopefully a chip manufacturer. The committee also suggested consideration of Bonneville Power Administration on the utilities panel.

Committee Update

Henry updated the committee on news from Committee Chair Susan Brodahl. Susan conveyed that she needs to step away from the committee and board service through mid-2024 to focus on other priorities. Henry will collaborate with the internal team to plan for committee meetings until a new chair can be identified.

Stakeholder Engagement Plan Development Update

Amber presented updates to the working draft of the stakeholder engagement plan based on the committee's October 18 discussion. Key takeaways were the committee's suggestion that the board hear directly from large commercial and industrial customers, that PMCs, PDCs and trade allies and customer representatives be factored into the plan, and that the board hear a range of perspectives. Amber noted that she also highlighted Tribes and tribal communities as key stakeholders. The plan now reflects the following categories: OPUC, utilities, advisory councils, local/state government, customers, and customer representatives (residential consumer to large industrial) energy organizations and regional agencies, community/environmental justice organizations, advocates and trade representatives, business and economic development representatives, educational and workforce development institutions.

Staff continue to fill out contacts in each category. Given limited time at board meetings, not all categories can be represented by presenters to the full board. Some stakeholders will be engaged by staff and perspectives shared with the board in written summaries.

Committee comments included the suggestion to connect with board members who have relationships with Tribes to explore individuals and entities that can represent intertribal perspectives from across all our service areas. The committee also mentioned community colleges and other educational entities as resources for understanding workforce needs. Other states and entities successfully serving customers historically underserved would also be informative – Efficiency Vermont, Mass Saves and DC Sustainable Energy Utility were all mentioned.

Mike inquired about interest in a commercial retail perspective, such as Home Depot, to hear about distribution of energy efficiency equipment. The committee agreed this could be informative on supply chain issues and whether they will persist and expressed interest in also hearing about energy procurement from a company perspective. Committee members acknowledged there is limited time to hear directly from all these various contacts.

Board Interview Questions

In preparation for strategic planning, Holly and her 1961 partner Rob Fenty will begin individual board member interviews and complete them in December. A synthesis of themes from these interviews will be presented to the full board in January. Holly presented a draft list of questions to the committee and requested feedback. Committee members provided feedback on specific questions and wording.

The committee asked whether board interviews are a one-time occurrence or whether they will continue as we move through the strategic planning process. Holly noted that the interviews are

one-time to begin board engagement with a grounding in board perspectives. These questions are not all-inclusive of the ideas and questions that will be explored and answered in the process by the full board. She does not plan to repeat board interviews unless needed to clarify or resolve issues.

The committee approved the questions. Holly will begin to schedule the interviews with each board member at the end of November and early December.

Discussion

Holly proposed that, due to the work ahead and the number of committee meetings required, the committee keep meetings to an hour and rely heavily on pre-read materials to stay on track with the workplan.

Adjourn

Amber adjourned the meeting at 1:58 p.m.

The next meeting of the ad hoc Strategic Planning Committee is scheduled for December 1st, 2023, from 1 p.m. to 2 p.m.

Ad hoc Strategic Planning Committee Meeting Notes

December 1, 2023

Committee members attending: Henry Lorenzen, Jane Peters, Peter Therkelsen

Committee members absent from meeting: Janine Benner (ODOE Special Advisor), Commissioner Letha Tawney (OPUC, ex-officio), Ellen Zuckerman

Staff attending: Amber Cole (Staff Liaison), Danielle Rhodes, Mike Colgrove, Greg Stokes

Others attending: Holly Valkama (1961 Consulting)

Amber Cole convened the meeting at 12:01 p.m.

Strategic Planning Stakeholder Engagement Plan

Amber Cole reviewed the updated plan for gathering stakeholder input and feedback to inform the development of the next strategic plan. The plan was refined based on input from the committee at the last few meetings.

In the first phase, staff will conduct interviews and organize speakers and presentations for board meetings starting in January and extending through May. Through these channels, the board will hear perspectives from a range of individuals, businesses, agencies, and organizations.

For the board's January retreat and February meeting, staff are working to confirm speakers to provide the board with insights into future scenarios, including OPUC Commission Chair Megan Decker, NW Power Council, an industrial customer market expert, and panelists representing new funding sources and purposes in the clean energy space. Staff also will prepare summaries from interviews and discussions we are proposing to conduct with OPUC staff, utilities, Energy Trust advisory councils and staff, state, regional and national entities, program implementers and delivery partners and others.

For the March workshop, advisory councils and utility representatives would be invited to participate. For the May workshop, staff are proposing to include panel discussions with policy makers, customer and community representatives, and energy and environmental justice advocates.

Amber asked for feedback from the committee. Henry wants to be sure the board hears about the historical grounding of Energy Trust's purpose in the regional Power Act, which focused on reducing energy costs from a system-wide perspective. In the future we will be facing a capacity crisis, and he would like to ensure that the utility-system perspective driving Energy Trust's establishment is part of the discussion. He suggested an individual who could bring this perspective.

Jane suggested the NW Power Council could cover this perspective because the system-wide needs and issues are in their purview. Greg mentioned a learning topic paper on utility system capacity will be presented at the upcoming December meeting. Amber mentioned Holly will show the lineup of proposed presentations on the board's January agenda, including a policy

context briefing, which may reassure Henry. We will further consider which presenters can bring that information.

Peter said the plan looks comprehensive and agreed capacity and demand will be pressing issues. He is hopeful that the stakeholders we plan to engage will address these issues.

Amber reviewed the second phase of the engagement plan, which will occur starting late summer after a draft strategic plan is ready for stakeholder feedback. The approach is responsive to the committee's request for a variety of modes for collecting feedback. The draft plan proposes engaging with stakeholders in several ways: inviting written public comment during a six-week comment period; reaching out to stakeholders with information about the draft plan and a brief list of survey questions to gain feedback; and conducting “focus group” discussions with some community representatives and environmental justice advocates with interest in energy and Energy Trust. At the end of this outreach and comment process, staff will bring themes back to the committee to inform discussion on possible adjustments.

Jane stated that this approach is good and will be more inclusive to folks who would not traditionally engage otherwise. Peter agreed. Henry inquired about the survey and its purpose. Amber noted that this might be shaped by the board or committee’s desire to hear feedback on a specific component or area of the plan and there is time to further discuss and refine that approach.

2024 Strategic Planning Work Plan

Holly reviewed a set of slides covering the sequence of strategic planning topics and preliminary agendas for the board meetings and workshops from January through June, showing that the first half of 2024 will have significant focus on development of the draft plan.

The workplan is designed with the assumption that before each board meeting the committee will do some initial work to think through how we maximize the board’s discussion time on that particular topic—perhaps by identifying examples or framing that helps the board focus. The committee has previously discussed how the board needs the opportunity to really shape each of the strategic plan elements through its discussions. With that in mind, much of the committee's work with staff will focus on responding to the board’s input and developing proposals that will go back to the board for confirmation or additional refinement.

A substantial portion of the January and February work will be hearing from industry perspectives and discussing 2025-2030 drivers, then discussing a variety of scenarios. Holly noted that some scenarios will be “discarded” by the board at the beginning of the process but may later be identified as signposts, which would indicate possible political, economic, social, technological, legal, or environmental influences that could signal the need to revisit the strategic plan in future years.

In February and March, Holly will facilitate the board through discussions on “Fit”, which are the strengths and capabilities of Energy Trust in the market, identifying and evaluating opportunities and assessing any gaps that may exist in strengths and capabilities. This is where threats are usually identified.

In March and April, the board will focus on Unique Role of Value, as well vision and purpose,

discussing vision and purpose statements. Then in May the strategic planning work will focus on areas of focus and goals. In June, the board will review all the elements of the strategy plan that have been covered to clarify and confirm. Staff will then have the elements needed to draft the strategic plan. The board will begin to build out signposts that monitor conditions and help determine whether the plan remains aligned with the landscape. Following that, the board will turn to success metrics.

Holly noted she and Ashnie Butler, DEI consultant for the board, are discussing how DEI work should inform development of the strategic plan. For example, in April, there will be some DEI-specific strategic planning discussion during the regular board meeting, continuing to develop the topics from prior meetings and workshops. When this workplan is adopted, they will refine plans for what are currently DEI-specific placeholders.

Holly asked for comments from the committee. Henry noted that the exercise of determining vision and purpose provides the opportunity for fundamental discussions and would like to make sure that enough time is devoted to these topics to ensure that they are given the deep engagement that they will need. Holly agreed, noting that she will adjust the schedule of discussions to allow for that, and that will be our approach in general, adjusting as needed to allow more time where needed as we move through the process.

In sum, Holly estimated about 40 hours of board time will be spent working on strategic planning in 2024, all during its regular schedule of board meetings and workshops. Mike, Danielle, Holly and Henry have worked to minimize typical board business to ensure this strategic planning work fits into the board's standard number of meeting days.

SPC Meeting Schedule Adjustments

Danielle Rhodes proposed committee meeting dates for 2024, noting that there were conflicts for some of the committee for the previously scheduled time. The committee agreed to a schedule of 23 meetings in 2024, meeting from 3:30 to 4:30.

Adjourn

Amber adjourned the meeting at 1:58 p.m.

The next meeting of the ad hoc Strategic Planning Committee is scheduled for January 16, 2024, from 3:30 p.m. to 4:30 p.m.

Proposed Workplan for 2024 Strategic Plan Development

December 15, 2023

Background:
The board Ad Hoc Strategic Planning Committee (SPC), with support of a staff team and 1961 Consulting ("internal team"), began discussions in August 2023 to develop a workplan for the board's development of Energy Trust's next strategic plan in December 2024.

Meetings included orientation to a strategic planning approach and sequence recommended by 1961 and discussion about how the committee intends to support the board in shaping and ultimately deciding on the elements of the plan. Discussions continued with early committee input on priorities for stakeholder engagement and refinement of the sequence of strategic plan development.

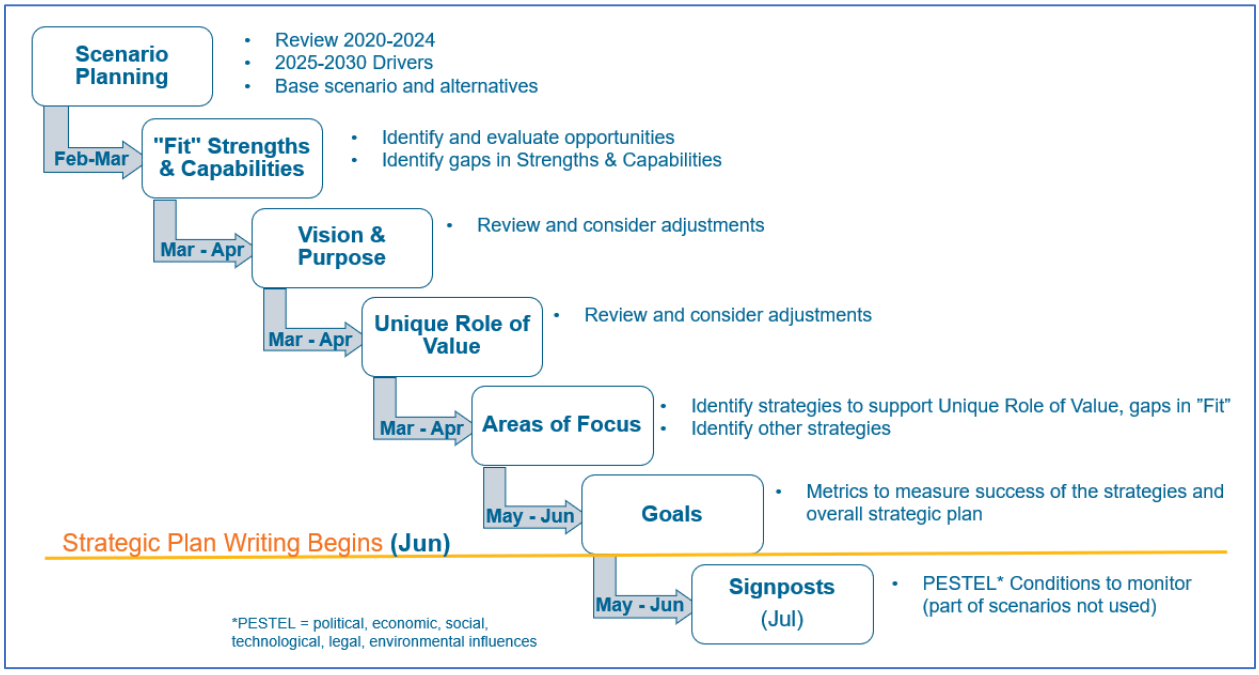
Based on these discussions and knowledge of the board's 2024 meeting schedule, the internal team developed a draft set of board workshop and meeting agendas aligned with the development sequence and stakeholder engagement priorities. The team also drafted and presented a two-phase stakeholder engagement plan to ensure a range of stakeholder perspectives are provided to the board to inform plan development (phase I) and to gather stakeholder feedback to inform refinement of the draft plan (phase II). Committee discussions and feedback helped the team further refine the plans through the fall.

On December 1, the committee reviewed and expressed support for the proposed workplan (inclusive of overall schedule, plan development sequence, and meeting agendas for strategic planning segments) and proposed stakeholder engagement plan outlined below. Once support is secured by the Board of Directors, the internal team will develop a detailed project plan and work with the committee on preparations for the January 2024 retreat and subsequent board meetings and workshops.

Proposed 2024 Strategic Plan Development and Review Schedule

Month	Activity
January – June	Board discussions at workshops and meetings to converge on all strategic plan elements
June - July	Staff draft strategic plan based on board outputs; guidance and review by Strategic Planning Committee (SPC)
August	Draft plan presented to board (August 14) and published for public review/comment
August – September	Stakeholder outreach and engagement on draft plan • includes meetings, focus groups and direct communication regarding comment opportunities. • 6 weeks from early August to mid-September
October	Board receives summary of discussions and comments on draft plan (October 9)
October – November	Draft plan revision period; SPC guides staff revisions based on comments
December	Final proposed strategic plan presented to board (December 13) and published

Major Work and Sequence of Strategic Plan Development



Board Strategic Planning Segments at Meetings Through July

<u>January 24, 2024 – Board Retreat</u>

- Opening – 15 min
- Strategic Planning Process – 30 min
- Board Interviews Summary – 30 min
- Learning Topic Papers (2-3) – 60 min
- Stakeholder Engagement Summaries – 55 min
    - Includes: Advisory Councils Joint meeting summary, Utility and OPUC staff interview summaries, Executive Team
- Inputs to Scenario Development – 190 min
    - Policy context, Integrated Resource Plan analysis, OPUC (Chair Decker), NW Power Council, Commercial/Industrial perspectives
- Scenario Planning Overview– 15 min
- Closing – 10 min

<u>February 21, 2024 – Board Meeting</u>

- Stakeholder and Staff Input – 105 min
    - Includes: NEEA, Delivery/Implementation perspectives (Trade Allies, program management and delivery contractors, community delivery partners), Staff
    - New Funding Sources and Environmental Justice Entities Panel
- Scenario Key Drivers and Scenario Development – 150 min
- Opportunities – InnDev Presentation - 30
- Opportunities – 50 min
- ”Fit” (Strengths & Capabilities map) Introduction – 20 min
- Other standard Board topics
- Closing – 10 min

March 13, 2024 – Board Workshop

*Invite Advisory Council Member and Utility Partners; plan with input from OPUC staff

- Opening – 15 min
- Oregon Department of Energy – 30 min
- Scenarios Refined – 50 min
- Opportunities – 60 min
- Strengths & Capabilities map – 90 min
- Unique Role of Value – 120 min
- DEI – 30 min
- Closing – 10 min

April 17, 2024 - Board Meeting

- Strengths & Capabilities map – 20 min
- Vision and Purpose – 70 min
- Unique Role of Value – 20 min
- Other standard Board topics

May 13-14, 2024 – Board Retreat in Hood River

*Share Strengths & Capabilities and Unique Role of Value with panelists in advance; planned with input from OPUC staff

Day 1

- Customer & Community Representative Panel
- Energy & Environmental Justice Advocate Panel
- Policymakers/Legislators (TBD)

Day 2

- Opening – 20 min
- Vision/Purpose – 30 min
- Utility Panel – 90 min
- Areas of Focus – 120 min
- Goals – 90 min
- Diversity, Equity and Inclusion (DEI) – 40 min
- Closing – 20 min

June 12, 2024 – Board Meeting

- Review all components of the Strategic Plan – 120 min
- Review Path to Final – 45 min
    - Include public comment & outreach plan
- DEI (preparing for upcoming outreach) – 45 min
- Other standard Board topics

July 17, 2024 – Board Meeting

- Signposts – 60 min
- Other standard Board topics

Stakeholder Engagement – Phase I (pre-draft inputs, Jan – May 2024)

Stakeholder	Board Interactions Before/During Draft Plan Development
OPUC	Chair Decker on Jan. Agenda OPUC staff interview summary – January retreat OPUC staff inputs to board SP committee for March and May Board workshops
Utilities	Interview summaries – January retreat Invited to Mar and May Board workshops
Advisory Councils - RAC, CAC, DAC	Joint meeting summary – January retreat Invited to Mar and May Board workshops
Executive Team/Staff	Executive Team interview summary – January retreat All-Staff meeting summary – February meeting
NW Power Council	Jenn Light on January retreat agenda
Large Commercial /Industrial Reps	Interview summary – January retreat Speaker on January retreat agenda
Citizens Utility Board; Northwest Energy Coalition	Interview summary – January retreat
National and State Orgs	Interview summary – January meeting
Oregon Dept of Energy	Interview summary –will consult with ODOE on best timing; likely March
New funding sources and Environmental Justice entities	Panel with Portland Clean Energy Fund, Seeding Justice, and an Inter-Tribal organization – February meeting
Northwest Energy Efficiency Alliance (NEEA)	Speaker on February meeting agenda
Program Management and Delivery entities	Interviews summary, including insights from 2023 Board presentations
Trade Allies	Interviews summary – February meeting
Community-Based Delivery Partners	Interviews summary – February meeting
Customers and Communities	Panel with representatives – May Retreat Agenda
Energy and Environmental Justice Advocates	Panel with representatives – May Retreat Agenda
Policymakers /Legislators	May Retreat Agenda (TBD)

Stakeholder Engagement– Phase II (feedback on draft plan, Aug – Sept 2024)

The plan proposes engaging with stakeholders in several ways once a draft plan is ready for review in August:

- Inviting written public comment during a six-week comment period.
- Meeting with OPUC staff, funding utilities and advisory councils for dedicated discussions about the draft plan.
- Reaching out to stakeholders with information about the draft plan and a brief list of survey questions to gain feedback.
- Conducting "focus group" discussions with some community representatives and environmental justice advocates with interest in energy and Energy Trust.
- At the end of this outreach and comment process, staff will bring themes back to the committee to inform discussion on possible adjustments.
- Energy Trust board receives a high-level summary reflecting all feedback themes in December, along with summary of changes to the draft Strategic Plan.

Stakeholder/Stakeholder Group	**Interactions informing development of Final Proposed Strategic Plan**
OPUC Staff Five funding utilities	Discussion in dedicated 1-1 meetings; comments summarized for SPC and board
Advisory Councils - RAC, CAC, DAC	Advisory Council discussions in September; feedback summarized for SPC and board
NW Power Council NEEA Energy advocates Industry/Business Representatives ODOE Entities with new funding and EJ purpose (PCEF, Seeding Justice, Tribes, etc.)	Survey questions; report for SPC and board *Offer additional discussion with staff in meetings; themes summarized for SPC*
State agencies - DEQ, OHCS Cities and Counties Elected officials – Governor's office, legislators	Survey questions; report for SPC *Option: Offer key contacts additional discussion with staff as time/resources allow; themes summarized for SPC*
Customer & Community Energy & Environmental Advocacy	Survey questions; report for SPC Focus Groups with summary for board
Program Management and Delivery Contractors, Trade Allies, Community-based delivery partners	Survey questions; report for SPC *Option: Staff conversations with key contacts if time and resources allow*

Resolution R1014
ADOPT AD HOC STRATEGIC PLANNING COMMITTEE CHARTER
December 15, 2023

RESOLUTION R1014
ADOPT AD HOC STRATEGIC PLANNING COMMITTEE CHARTER

WHEREAS:

1. **In June 2023 the Energy Trust Board of Directors formed an ad hoc Strategic Planning Committee, chaired by Susan Brodahl and including board members Jane Peters, Peter Therkelsen, Ellen Zuckerman, Henry Lorenzen (ex officio), Janine Benner (ODOE, ex officio) and Letha Tawney (OPUC, ex officio).**
2. **The ad hoc Strategic planning committee is supported by internal Energy Trust staff and Holly Valkama of 1961 Consulting.**
3. **Members of the ad hoc Strategic Planning committee, assisted by staff and Holly Valkama, have developed a proposed charter outlining the scope and responsibilities of the ad hoc Strategic Planning Committee and recommend its approval by the full board of directors.**
4. **The proposed charter was presented to the board's Nominating & Governance Committee for review at that committee's meeting on November 2, 2023.**
5. **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.**
6. **The proposed ad hoc Strategic Planning Committee Charter is attached to this resolution as *Attachment 1* and presented for full board review and approval.**

IT IS THEREFORE RESOLVED: That Energy Trust of Oregon, Inc., Board of Directors approves the ad Hoc Strategic Planning Committee Charter in the form attached as *Attachment 1* hereto.

Moved by:		Seconded by:
Vote:	In favor:	Abstained:
	Opposed:	

Attachment 1

DRAFT: Board Strategic Planning Ad Hoc Committee Charter

Action	Originator	Date

Purpose Statement:

The Board Strategic Planning Committee is an ad hoc committee of the Energy Trust of Oregon Board of Directors (the "board") whose function and workplan will be completed by December 31, 2024, after adoption of the 2025-2030 Strategic Plan by the full board.

Energy Trust's Strategic Plan provides long-term direction for the organization and supports alignment around the investment of resources during the strategic plan period. Strategic planning is therefore one of the most significant activities the board undertakes. The board established this ad hoc Strategic Planning Committee (SPC) to support the board's work developing the strategic plan. The SPC works in partnership with executive staff and an Internal Strategic Planning Team (ISPT) to carry out the scope and responsibilities identified below.

Scope and responsibilities of ad hoc Strategic Planning Committee (SPC)

- SPC work shall begin in 2023 with foundational activities such as guiding staff's development of foundational learning requested by the board, identifying resources and inputs important to board discussions and decisions during plan development, selecting, retaining and reviewing performance of strategic plan consulting resources, and building a workplan and approach to strategic planning for recommendation to the board.
- SPC work will continue in 2024 with activities as defined in the board's workplan, including recommending to the board a development plan that ensures the board and staff are engaged to consider a variety of options and alternatives, such as future scenarios, future roles of value, focus areas, strategies, and metrics as it creates the 2025-2030 Strategic Plan. The development plan will also propose a process for constructive engagement of stakeholders throughout the development period.
- SPC shall review and, if necessary, revise the draft and final strategic plan documents prepared by the ISPT to ensure alignment with board direction prior to review and consideration by the full board. The proposed final 2025-2030 Strategic Plan is subject to approval by the full board.
- Upon completion and adoption of the 2025-2030 Strategic Plan, the ad hoc committee will dissolve. The Board Finance and Audit Committee will take on responsibility for monitoring the organization's progress toward plan metrics, including refinement of plan metrics for consideration and approval by the board, if needed, and alerting the board should there be a need to revisit the plan if circumstances change significantly.

Committee Discussions and Interactions

Committee members are encouraged to support a culture of spirited conversation, hearing all perspectives, and listening for understanding so that the committee may accomplish the best outcome in carrying out its scope and responsibilities.

Committee decisions shall be attained by consensus. Where consensus is not able to be achieved, the majority opinion of the committee shall be reflected in the drafts or documents sent to the board for review. A memo reflecting the dissenting or alternate opinion(s) shall accompany the materials.

Member Roles and Responsibilities:

Chair

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

Members, Ex-Officio Members

- Participate in committee meetings and deliberations.
- Use personal and professional experience and materials to support committee discussions and decision making.
- Collaboratively form recommendations to the Energy Trust Board.

Staff Liaison

- Support committee chair on agenda development, meeting scheduling, and recording meeting minutes.
- Provide materials and resources to support discussions, as needed.
- Participate in Committee meetings and deliberations.
- Use personal and professional experience and materials to support Committee decision making.
- Research and assist with committee development of recommendations to the board.
- Acts as the liaison to the ISPT ensuring SPC requests are fulfilled and brought back to the Committee.

Executive Director and ISPT Chair plus Other Members of the ISPT or Other Staff, as invited.

- 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.
- Research and assist with committee development of recommendations to the board.
- Act as liaisons to Energy Trust advisory councils and other bodies who may be engaged as part of the Board's strategic planning process.

Progress and/or Success Indicators:

- Strategic Planning workplan developed and presented to Board for approval (Fall 2023)
- Learning topics and other relevant information shaping the plan presented to Board (Fall 2023-Winter 2024)
- Board consideration of Energy Trust vision, purpose, and options for plan focus areas completed (Spring 2024)
- Draft Strategic Plan presented for public comment (Summer-Fall 2024)
- Public comment reviewed and changes to draft plan identified (Fall 2024)

- Final proposed Strategic Plan presented for Board consideration and approval (by December 2024)

Meetings and Schedule:

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

Committee and Charter Review:

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

Capacity as a Growing Issue for Northwestern Utilities
Board Learning Paper

Prepared by Steve Lacey
November 28, 2023

In the Northwest, energy efficiency was originally seen as a resource to help the region meet its energy supply needs. In the past five years or so, overall supply has become less of an issue while capacity—or the maximum amount of energy that can be delivered at any specific time—has grown in importance. Leadership in the region is realizing that as renewable, intermittent generation resources become a greater portion of the mix, if something significant were to happen to the hydropower resource (a low water year, climate change impacts, removal of dams, etc.), it may not have sufficient capacity to meet power needs during peak times.

This paper explores the historical context and factors contributing to this situation, and how utilities typically address it. It also considers how the unique characteristics of the Northwest have shaped our capacity constraints and what role, if any, energy efficiency has in managing them.

EnergyTrust of Oregon

Historical Perspective

The Northwest Power Act enacted in 1980 intended to ensure low-cost electricity to Northwest ratepayers from federal dams in the Columbia River Basin. It also created the Northwest Power and Conservation Council, which is tasked with developing a 20-year regional power plan that guides the Bonneville Power Administration's (BPA)[1] resource decision-making. BPA manages the region's hydroelectric system and provides low-cost electricity primarily to public and cooperative utilities and, to a lesser extent, investor-owned utilities. As demand in the region grew, cheap hydropower has become a less dominant contributor to the region's resource—it now makes up less than 40% of the overall energy mix, while energy efficiency is the second largest resource.[2]

Hydropower has the greatest resource availability in the spring when demand is typically the lowest, which gives energy efficiency a prominent rank in meeting capacity constraints. The 2021 Northwest Power Plan projects to lose as much as 3,500 MW of electricity supply due to coal plant retirements by 2029. While the expected addition of 3,500 MW of renewable resources by 2027 will help mitigate this loss, renewable resources with variable generation cannot begin to replace the firm capacity of retired regional coal plants on a one-to-one basis. Flexible end-use load resources can help integrate renewable resources into the system and fill an expanding capacity gap by helping meet demand during peak times and allowing for more flexibility in load control.

Terms & Definitions

Capacity: Capacity is the maximum level of electric power (electricity) that a power plant can supply at a specific point in time under certain conditions. It should be noted that capacity constraints extend to the electric distribution system and its ability to deliver safe and reliable power to electric consumers. One can also extend this definition to natural gas distribution systems where there is concern for new and system upgrades that will last for many years. The distribution system is the primary area that Energy Trust can play a supporting role in alleviating localized constraints.

Distribution System Planning (DSP): As part of utility Integrated Resource Planning filings with the Oregon Public Utility Commission (OPUC), OPUC broadened the planning process to include more thoughtful consideration of electric utility grid modernization and to increase focus on the distribution system. This includes forecasting load growth, grid needs, capacity analysis, energy efficiency and renewable energy contributions.

Distributed Energy Resources (DERs): Distributed energy resources are small-scale electricity supply or demand resources that are interconnected with the electric grid. DERs can provide electricity generation, storage or other energy services and are typically connected to the lower voltage distribution system.[3] DERs include a variety of technologies such as rooftop solar with storage equipment, smart thermostats, electric vehicles and other appliances that can be integrated with the grid. Energy efficiency and renewable programs typically fall under DER efforts.

Demand Response (DR): Demand response is a strategy employed by utilities to manage system loads to reduce grid stress and mitigate high energy costs. These typically involve the curtailment of customers' loads to shift consumption patterns away from peak times.

[1] https://www.bpa.gov/

[2] 2023 NW Power and Conservation Council Overview, nwcouncil.org

[3] How Distributed Energy Resources Can Lower Power Bills, Raise Revenue in US Communities, World Resource Institute

Non-wires Solutions (NWS): Non-wires solutions include any electrical grid investment intended to defer or remove the need to construct or upgrade components of a distribution and/or transmission system. These solutions employ methods to address overcapacity conditions on power system feeders. Non-wires solutions fall under the DER umbrella of services and include private generation and advanced grid technologies like smart meters, grid sensors and pricing mechanisms.

Current State

Pacific Power: Pacific Power's Distribution System Planning filing[4] to the OPUC found that 22% of systems circuits had distribution system needs, or infrastructure updates needed to continue to meet demand in a given area. Among these needs, 61% were related to, meaning too much consumer demand on the system. A significant percentage of these needs may be well suited to non-wires solutions.

Portland General Electric: PGE's Distribution System Planning filing[5] to the OPUC identifies the top 12 grid locations where load growth or other factors are creating capacity constraints. Non-wires solutions will include leveraging significant energy efficiency and private generation from rooftop solar in many of these locations. PGE is currently piloting a number of efforts to address these constraints, including its Smart Grid Test Bed Collaboration, which Energy Trust is supporting.

Northwest Energy Efficiency Alliance (NEEA)[6]: NEEA's work envisions flexible, end-use loads providing grid resources to help lower costs for the energy system. These resources can augment the system's ability to absorb intermittent renewable energy outputs, which has minimal impact on greenhouse gas emissions compared with other ways of balancing the grid, such as with carbon-based generating resources or market purchases.

Capacity Constraining Factors

A utility's ability to deliver sufficient power at specific times can be constrained or exacerbated by a variety of factors. In the Pacific Northwest, some of the more prominent causes of capacity constraint include:

- *Population growth*: The population of Northwest has been steadily growing at a considerable rate due to the attractive quality of life in the region, particularly within certain urban areas. As demand begins to outpace the capacity of existing distribution system equipment, that equipment becomes stressed, which may lead to failure. PGE has identified a growing population as the leading factor to capacity constraint on its system.[5]
- *Climate change*: As the region experiences frequent extreme climate events, new types of equipment are increasing the demand on existing systems. The demand for air conditioning is growing in response to warmer summers and more frequent wildfires are creating a need for new indoor air quality solutions. The growth of these new end uses is putting stress on existing distribution systems.
- *Reduced hydropower availability*: As weather patterns change—particularly lower precipitation and warmer weather, which lead to diminished snowpack levels that melt during the shoulder months—availability of this low-cost and peaking source of power is

[4] Pacific Power- DSP filing to OPUC UM 2005 PacifiCorp's Compliance per Order No. 20-485, Oregon Distribution System Plan Report - Part 2. Filed 8/15/2022 Page 76

[5] Portland General Electric- DPS filing to OPUC UM 2005 PGE's Compliance per Order No. 20-485, Distribution System Plan - Part 2. Filed 8/15/2022 Page 89

[6] NEEA Draft 2025-2029 Strategic Plan, Goal 2

decreasing. Additionally, efforts to remove or decommission older dams due to environmental concerns are becoming more prevalent in the region.

- *Business development*: The Northwest has historically been and is presently an attractive region for businesses to site their operations because energy costs are favorable. Starting with aluminum production, which was eventually replaced with semiconductor and technology business, the region is now attracting data centers. These large energy consumers favor the green power mix of Northwest utilities, which is provided at a moderate cost and within a moderate climate that allows for efficient heating and cooling.
- *Electrification*: Increasingly, businesses and residential consumers are seeking alternatives to traditional fossil fuels for heating, process loads and transportation. Utility and federal promotion of electric vehicles (EVs) and heat pumps will create a need to upgrade existing power distribution systems to meet future demand.
- *Greening of the grid and effects on transmission and distribution (T&D) system infrastructure*: Significant increases in utility scale wind and solar generation, which are typically sited near existing transmission lines, put pressure on available T&D capacity. To unlock greater resource availability, siting new generation will require transmission expansion and interconnection at great economic and environmental cost.

Tools to Address Capacity Constraint

Distribution system planning is a holistic approach to addressing capacity constraints. Utilities employ various methods to address capacity constraints beyond traditional power generation solutions, which are increasingly challenging to build due to legislation requiring them to reduce carbon emissions. Complicating the issue is that the demand for new renewable generation requires utilities to site new and upgrade existing transmission infrastructure needed to deliver power to local distribution systems. Tools to mitigate capacity constraints at the distribution system level include:

- **Demand response** solutions, also known as flexible load control programs, can include the ability to shut off or turn down appliances such as water heaters, furnaces, heat pumps, irrigation motors and business customer loads. These programs tend to be managed by the utilities and customer participation may be voluntary or mandatory depending on the rules of the program. Utilities may also employ business contracts with customers that enable the utility to interrupt power or to dispatch onsite generation when curtailment is needed.
- **Flexible grid management** tools, a form of non-wires solutions, are a subset of demand response that seek to shift loads prior to or after known curtailment events. Examples include producing and storing hot water in grid-connected water heaters, utilizing smart thermostats to pre-cool or pre-heat facilities and deploying the power stored in consumer-owned batteries.
- **Time of use** rates provide lower rates to consumers that encourage them to shift their use of discretionary appliances to times when utilities typically have excess inexpensive power. These rates provide disincentives for consumers to use appliances such as dishwashers, clothes dryers and water heaters during peak load periods.
- **Targeted load management** is a strategy of concentrating energy efficiency and renewable solutions in specific geographic areas that will be or are experiencing distribution system capacity constraints.
- **Distributed generation and storage** is a way for consumers to generate power onsite to offset power purchased from their electric utility. With the addition of battery storage, these systems can provide temporary power during outages.

- **Virtual power plants** consist of hundreds or thousands of instances of the tools noted above that are aggregated and truly coordinated with grid operations. They can provide the same kind of reliability and economic value to the grid as traditional power plants.[7]
- **Energy efficiency**, a characteristic of many of the strategies noted above, can also mitigate capacity constraints because it reduces the overall base load of the system.

What This Means for Energy Trust

Increasingly, the decarbonization of the energy sector will put tremendous stress on the existing electric grid. Considering that there is currently more natural gas being consumed by society than electricity, it will be a monumental and costly effort to enable the grid to accommodate a transition to predominantly electric end uses.

Energy Trust is in a unique position to help with this transition through its delivery infrastructure and close relationships with partner utilities. For example, there is a two-fold benefit for the installation of smart thermostats and direct-controlled efficient water heaters. First, because these devices operate more efficiently than standard equipment, the energy they save over the baseline help lower system peaks and reduce capacity constraints on the system. Second, with utility control programs in effect, these appliances could be controlled to further reduce load on the system during peak events and mitigate potential failures. Working together with utilities to design and implement programs can accelerate the adoption of these products by homeowners and businesses.

Other examples of collaboration with utilities to address capacity constraints include Energy Trust's Targeted Load Management initiatives (TLM) and solar plus storage offer. In the case of TLM, utilities identify capacity constrained areas that would require significant load reduction to forestall needed system upgrades and refer them to Energy Trust. A resource potential analysis conducted by Energy Trust can determine if an efficiency or renewable energy solution is viable in that area. Energy Trust has successfully completed TLM projects for Pacific Power and NW Natural. As for solar plus storage, there is opportunity for utilities to leverage Energy Trust's established solar program infrastructure to enable these systems to be controlled by utilities during peak events through demand response programs that incent customer investment and participation.

[7] Clean Energy 101: Virtual Power Plants, Rocky Mountain Institute

Customers Energy Trust Has Historically Underserved Board Learning Topic

Prepared by Energy Trust staff members Isaiah Kamrar, Kate Wellington, Amanda Zuniga
November 2023

Since inception, Energy Trust has been charged with investing in cost-effective energy efficiency, helping to pay the above-market costs of renewable energy resources, and delivering services with low administrative and program support costs. These investments resulted in system-wide benefits for everyone, but the direct benefits (like lower monthly bills, comfortable homes no matter the weather, lower operating costs for businesses and more sustainable places to work) went primarily to customers with the financial means to invest in clean energy solutions. Often, those not served by Energy Trust include customers of color, people experiencing low to moderate incomes; customers living in rural areas; small businesses; businesses owned by people of color; and woman-owned businesses, among others. To achieve our vision of clean, affordable energy for all, Energy Trust must do a better job delivering benefits to customers who are experiencing high barriers to participation. This learning paper will provide readers with an understanding of historically underserved customer segments and common challenges that constrain their access to clean energy solutions. It will also highlight new policy directives that position Energy Trust to ensure vulnerable customers are not left behind as the energy system transitions to a low carbon, clean energy future.

Energy Trust of Oregon

Introduction

While Energy Trust of Oregon's traditional program strategies have delivered significant system-wide benefits through cost-effective energy savings and generation, the direct benefits of clean energy have not been realized equitably across our ratepayer communities. Energy Trust's Diversity, Equity and Inclusion plan[1] acknowledges that:

> "Our vision . . . is clean and affordable energy for everyone; however, historically, Energy Trust and the energy industry have overlooked groups such as BIPOC (Black, Indigenous and people of color) customers, people experiencing low to moderate incomes, customers that live in rural areas and diverse businesses and contractors."

This learning paper will explore historically underserved customer segments, income and demographic characteristics, common challenges that constrain access to clean energy solutions and emerging policy directives related to equity and environmental justice. This information is fundamental to Energy Trust's ability to deliver on our vision of clean, affordable energy for everyone. It is already informing our strategies for developing new program designs and approaches for reaching customers we have not served before.

Definitions

Energy Trust's diversity, equity and inclusion efforts sought to initially focus impact on three customer segments: people experiencing low to moderate incomes, customers living in rural areas, and Black, Indigenous and people of color. We refer to these customers as "**customers underserved by Energy Trust**" and "**priority populations** or communities" to recognize that Energy Trust has the responsibility to ensure that our programs are accessible to all customers and to consider specific customers as we design offers.

Environmental justice is a more holistic framework for thinking about the impacts and involvement of all people in environmental policies and programs. In 2023, the Oregon Public Utility Commission established four equity performance metrics for Energy Trust that included reference to environmental justice communities. It's important to acknowledge and understand that even this broader categorization of customers and communities cannot encompass the spectrum of unique experiences, priorities and challenges within each community, or barriers to participating in our programs.

Key Terms

Environmental Justice: The Environmental Protection Agency defines Environmental Justice as "the fair treatment and meaningful involvement of all people regardless of race, color, national origin, or income with respect to the development, implementation, and enforcement of environmental laws, regulations, and policies. ... It will be achieved when everyone enjoys the same degree of protection from environmental and health hazards and equal access to the decision-making process to have a healthy environment in which to live, learn, and work."

Environmental Justice Communities: The Oregon Legislature intentionally provides a broad definition: "Communities of color, communities experiencing lower incomes, communities experiencing health inequities, tribal communities, rural communities, remote communities, coastal communities, communities with limited infrastructure and other communities traditionally underrepresented in public processes and adversely harmed by environmental and health hazards, including seniors, youth, and persons with disabilities."

Energy Burden: Energy burden refers to the proportion of household income spent on energy costs, including heating, cooling and electricity. High energy costs often impact low-income households disproportionately, as a larger percentage of their limited income is required to cover energy expenses.

[1] DEI: Diversity, Equity and Inclusion Plan - Energy Trust of Oregon

The state of Oregon says an affordable energy burden is six percent or less. Households that pay more can be characterized as energy burdened or can be said to have a high energy burden. Paying more than 10 percent means the household is severely energy burdened. An **energy affordability gap** is the difference between a household's actual energy costs and an affordable energy burden.

Rural: Refers to a combination of population density and proximity to services and infrastructure. There are a variety of definitions, and several must be considered depending on use. Oregon Office of Rural Health defines rural as "any geographic areas in Oregon ten or more miles from the centroid of a population center of 40,000 people or more;" more sparsely populated communities (six or fewer people per square mile) are referred to as **frontier**.[2]

Low Income: As defined by HUD's Section 8 program, low income is typically categorized as households with income less than or equal to 80 percent of area median income (AMI). **Extremely-low income** is defined as household income less than or equal to 30 percent of AMI. **Moderate income** is typically considered to be between 80 – 120 percent AMI. Broader efforts may reference customers with income constraints as "low- to moderate-income (LMI)."

Black, Indigenous and People of Color: The term BIPOC collectively refers to individuals from diverse racial and ethnic backgrounds, each with unique experiences and challenges in a society where they are often marginalized. This includes Black individuals of African descent; Indigenous peoples, including those who are and those who are not enrolled in federally recognized Tribes; as well as other People of Color encompassing Latino/a/x, Asian, Pacific Islander, and additional non-white racial and ethnic groups. The term BIPOC emphasizes inclusivity while recognizing the distinct histories, cultures, and systemic challenges faced by these groups within Oregon's socio-economic context.

Historical Context in Oregon

In addition to understanding which customers and communities have been underserved, it's equally important to recognize some of the persistent historical drivers which influence who is able to access Energy Trust programs today. Understanding the historic context and how advocates have reshaped the current outlook on environmental justice and energy policy enables us to develop more comprehensive clean energy programs that impact change for priority communities. For example, institutional barriers such as the State of Oregon's redlining and discriminatory housing practices have echoed through generations, creating disparities in wealth and resource distribution. Today, impacts of these historical barriers persist in areas like homeownership rates, access to capital and housing stock and location – some of the primary factors our research correlates to the likelihood of participation and level of benefits realized from Energy Trust programs.

Furthermore, energy policies designed and shaped without community engagement and input have resulted in disparities in how energy programs engage with environmental justice communities, prioritize service-wide clean energy benefits without considering environmental and cultural impact, and result in saturation in well-resourced regions and populations. For example, Oregon Senate Bill 1149 (1999) originally established the public purpose charge directing funding to a non-governmental entity (Energy Trust of Oregon), Oregon Department of Energy, and Oregon Housing and Community Services (OHCS). This legislation made OHCS responsible for serving customers with low incomes, not Energy Trust. When Oregon Public Utilities Commission docket UM 551 was established to develop cost-effectiveness criteria, it placed restrictions on incentives for energy efficiency measures. Systemic exclusion from these types of policies often do not acknowledge the unintentional advantage or preference given to some customers and communities over others.

Evolving Policy Landscape

Environmental justice is increasingly reflected in national, state and local policies, often creating direct links to energy, particularly access to clean energy. Energy and environmental justice advocates have

[2] About Rural and Frontier Data | OHSU

paved the way with calls for structural, procedural, and distributional equity[3], resulting in new ways of evaluating progress. One such example is the American Council for an Energy-Efficient Economy (ACEEE) update to its scorecards and benchmarks to better evaluate the equity of state, local and utility actions and outcomes related to decarbonization.[4]

Recent policy developments related to clean energy in Oregon emphasize serving environmental justice communities, sometimes with direct reference to Energy Trust investments. Here are a few examples:

- In 2018, Portland voters passed the BIPOC-led initiative Portland Clean Energy Community Benefits (known as Portland Clean Energy Fund). This program was subsequently established by the City of Portland to provide a clean energy future for frontline communities who are the most vulnerable to climate change.
- Oregon SB 1536 (2022) provided protection for environmental justice communities impacted by extreme weather events such as cold, heat and wildfires. This bill includes allowances for portable cooling devices on rental properties, funding for community cooling spaces (administered by Energy Trust as the Landlord Provided Cooling Spaces program), air conditioner, heat pump and air filter deployment, heat pump rebate and grant programs, as well as requirements for cooling in new construction.
- The Oregon Public Utility Commission has incorporated environmental justice in requirements for Energy Trust and our funding utilities. For example, electric utilities must include representatives of environmental justice communities in Community Benefits and Impacts Advisory Groups to develop and implement their Clean Energy Plans.
- For Energy Trust, Oregon Public Utility Commission performance measures[5] provide Equity Metrics requiring the organization to increase investments, education, and development of new offers that provide direct benefits to environmental justice communities, and organizations that serve those communities.
- Oregon HB3141 requires 25% of Energy Trust investments in small-scale renewables to benefit Low-Moderate income customers.
- Justice40 is a federal government effort to deliver at least 40 percent of overall benefits from certain clean energy and energy efficiency investments to disadvantaged communities. Oregon Department of Energy is prioritizing equity in applications for this federal funding to help ensure compliance with the Justice40 initiative.

Customer Demographics

Program Participation
Based on principles of least-cost acquisition, Energy Trust's traditional incentive models have favored customers who could afford much of the upfront costs of clean energy projects and simply needed information and a modest incentive to choose the most efficient option. Staffing and outreach resources were historically focused in more densely populated areas, where it is easier and less costly to reach potential customers than in rural communities. This structure skewed benefits towards those with greater financial resources, such as affluent households or larger businesses, resulting in an uneven distribution of services that has not adequately addressed the needs of less affluent communities.

In terms of residential participation, results from the Energy Trust 2022 Customer Awareness and Participation study[6] show that certain customer segments are receiving the greatest benefit from Energy Trust programs and services, and where gaps remain.

[3] ACEEE's Leading With Equity initiative provides energy-specific definitions, describing structural equity as: "decision makers recognize and address historical, cultural and institutional dynamics that have led to clean energy inequities;" procedural equity as: "Decision makers create inclusive and accessible processes for developing and implementing clean energy programs;" and distributional equity as: "Clean energy policies and programs fairly distribute the benefits and burdens across all segments of communities." Leading with Equity Initiative | ACEEE
[4] https://www.aceee.org/energy-equity-initiative
[5] Equity now formally part of oversight for Energy Trust - Energy Trust BlogEnergy Trust Blog
[6] https://www.energytrust.org/wp-content/uploads/2023/04/Energy-Trust-of-Oregon_CAP-Study-Report-2022_Final-wSR.pdf

- White respondents had the highest participation rates, received the greatest financial benefits from participation and had the highest awareness and knowledge of Energy Trust and its offerings.
- Homeowners are served at higher rates than renters.
- Respondents in the Portland Metro region have the highest rates of participation, awareness, and knowledge, and receive the highest financial benefits.

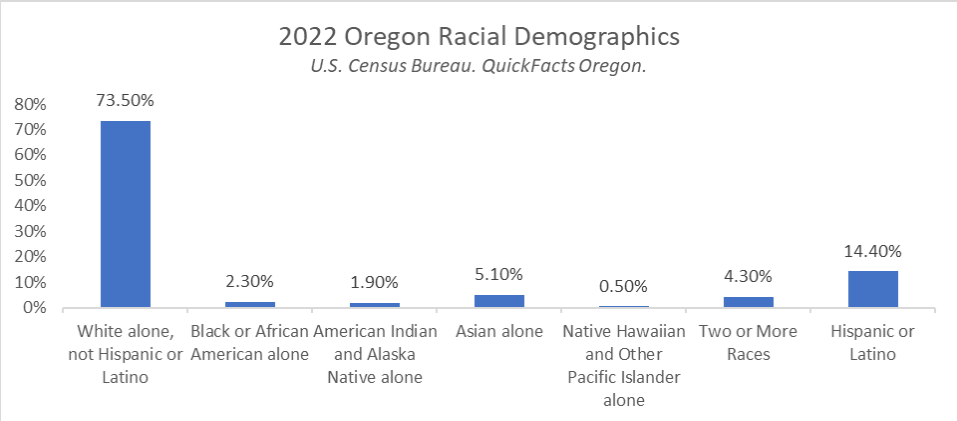
Market Characterization

A significant portion of Energy Trust's residential customer base experiences a low-to-moderate income, including over half of households in single family homes and a large majority of residents in manufactured homes and multifamily dwellings. These demographics suggest a compelling opportunity for Energy Trust to strategically target services based on income levels and housing type. Below are some additional market characteristics for Energy Trust service areas and greater Oregon:

- **Income**: Low- and moderate-income households combined make up over half of Energy Trust's eligible residential customer base. An estimated 23% of customers in Energy Trust service area experience low income[7]. About 12% of Oregon's population live below the poverty line.[8]
- **Housing and ownership**: The majority of residents in multifamily housing and manufactured homes experience low or moderate income; customers experiencing low to moderate incomes are more likely to rent versus own their homes.
- **Geography:** 35% of Oregon's population lives in rural or frontier areas[9].
- **Race/ethnicity:** About 25% of Oregon's population identifies as a race/ethnicity other than white. Roughly 15% of Oregon households primarily speak a non-English language at home[10].
- **Other:** 10% of Oregonians live with a disability[11],[12]; 19% of Oregon's population is above 65 years of age, and nearly 25% of Oregon's population is under the age of 18[13].

Table 1 provides a breakdown of Oregon's racial demographics.

Table 1: Oregon Racial Demographics (Percentage)



[7] Energy-Trust-of-Oregon_CAP-Study-Report-2022_Final-wSR.pdf (energytrust.org)
[8] Oregon | Data USA
[9] About Rural and Frontier Data | OHSU
[10] Oregon | Data USA
[11] Under the age of 65; U.S. Census Bureau QuickFacts: Oregon
[12] Oregon Health Authority reports even higher numbers, using a presumably broader definition, finding that an estimated 24% of adults residing in Oregon live with some form of "disability or special health care need." Oregon's State Health Assessment 2018
[13] U.S. Census Bureau QuickFacts: Oregon

Table 2 shows the distribution of low-to-moderate income (LMI) and market rate households across different housing types and utility areas.

Table 2: Share of Percentage of Households across each utility segmented by income group [14,15]

Customer Segments by Utility Provider

ETO Oregon Territory	Market Rate	LMI
Manufactured	20,000	95,000
Multifamily	83,000	273,000
Single Family	504,000	567,000
PGE	**Market Rate**	**LMI**
Manufactured	6,000	29,000
Multifamily	76,000	201,000
Single Family	272,000	230,000
PAC	**Market Rate**	**LMI**
Manufactured	10,000	47,000
Multifamily	15,000	121,000
Single Family	130,000	217,000
NWN	**Market Rate**	**LMI**
Manufactured	1,000	5,000
Multifamily	16,000	27,000
Single Family	339,000	260,000
AVI	**Market Rate**	**LMI**
Manufactured	1,000	7,000
Multifamily	1,000	5,000
Single Family	30,000	52,000
CNG	**Market Rate**	**LMI**
Manufactured	300	1,400
Multifamily	1,000	5,000
Single Family	30,000	37,000

Source: 2021 American Community Survey 5-Year Public Use Microdata Sample

ETO Oregon Territory	Market Rate	LMI
Manufactured	1%	6%
Multifamily	5%	18%
Single Family	33%	37%
PGE	**Market Rate**	**LMI**
Manufactured	1%	4%
Multifamily	9%	25%
Single Family	33%	28%
PAC	**Market Rate**	**LMI**
Manufactured	2%	9%
Multifamily	3%	22%
Single Family	24%	40%
NWN	**Market Rate**	**LMI**
Manufactured	0%	1%
Multifamily	2%	4%
Single Family	52%	40%
AVI	**Market Rate**	**LMI**
Manufactured	1%	7%
Multifamily	1%	5%
Single Family	31%	54%
CNG	**Market Rate**	**LMI**
Manufactured	0%	2%
Multifamily	1%	7%
Single Family	40%	50%

Source: 2021 American Community Survey 5-Year Public Use Microdata Sample

Barriers and Constraints for Different Communities

Energy Trust has conducted a combination of studies and community engagement activities to learn who is not participating and identify barriers embedded in current program designs. Examples of such research include a Small Business Study on Black Businesses in the Portland-Metro Area (2021)[16] and a Local Government Research Report (2021)[17]. Examples of Energy Trust community engagement activities can be found in our Diversity, Equity and Inclusion Plan[18].

The following is a summary of themes we have heard from customers and communities in our research. Importantly, these are only a sampling of customer and community needs, priorities, and barriers; the key takeaway is that each customer and community is unique.

[14] Based on aggregated data from the 2021 American Community Survey.
[15] "Single-family structures include fully detached, semi-detached (semi-attached, side-by-side), row houses, duplexes, quadruplexes, and townhouses." Notably, this is different than Energy Trust's program definitions, which include all multifamily with two or more attached residences as multifamily.
[16] https://www.energytrust.org/wp-content/uploads/2021/12/BlackBusinessQualitativeResearchReport_12012021.pdf
[17] https://www.energytrust.org/wp-content/uploads/2021/12/Energy-Trust-Muni_LocalGovt-Research-Report_Nov2021.pdf
[18] https://www.energytrust.org/wp-content/uploads/2022/07/2022-DEI-Plan.pdf

Financial constraints: Customers facing financial constraints may be individuals experiencing low to moderate income or may be businesses and organizations that have limited access to funds and/or tight operating budgets, such as small businesses and nonprofits. Financial constraints can result in a wide range of participation barriers for customers, both direct and indirect. A common barrier is access to funds or financing to pay for energy upgrades; sometimes, even when incentives cover most or all of project costs, customers must pay the up-front cost and wait for reimbursement. Additionally, customers may have competing priorities such as health and safety or deferred maintenance needs that must take precedence over energy upgrades. These scenarios hinder a customer's ability to install energy upgrades regardless of the portion of project costs covered. Energy Trust offers typically only cover energy-related portions of project costs. However, addressing repairs and maintenance needs, even if not related to energy savings, can be critical to making many energy-related projects feasible.

Renters: Individuals living or operating in rented or leased spaces often report being uncomfortable in their spaces and experiencing high utility bills. Renters often have high awareness of their energy use and rely on DIY and low-cost/no-cost solutions to save energy. Opportunities to undertake significant energy improvements are limited and often impacted by the split incentive dilemma, meaning tenants pay the energy and operating costs but are not empowered to make changes to their spaces, while owners of the space are decision makers on most or all improvements, but would not receive the benefit of lowered bills. Conversely, benefits of energy upgrades that appeal to landlords, such as increased property value or space appeal, may in turn bring negative impacts to tenants such as increased rents or displacement. Energy Trust offers for rental properties often require property owners and managers to participate, with fewer opportunities for tenants to participate directly in our programs.

Small businesses: Small business owners often face barriers noted above as they are frequently working out of leased spaces and operating under tight margins. Additionally, small business owners often play a wide variety of roles in their businesses and have a long list of competing priorities on their time and resources. While we have seen many markets begin to rebound, small businesses are still impacted by the lingering effects of the pandemic. Small business owners often share that they use equipment until failure and are likely to seek used equipment upon replacement. Another notable barrier is that Energy Trust often does not offer incentives for specialized or niche equipment that small businesses may use, and custom analysis is not often feasible at smaller sites.

Rural communities: A common theme in Energy Trust engagements with rural communities is the need to develop an understanding of each community and build ongoing relationships. In recent years rural communities across Oregon have been heavily impacted by natural disasters and extreme weather events and many are still focused on recovery efforts; priorities include resilience, affordable housing, community services and infrastructure. Given these priorities, and limited capacity amongst community members and organizations, Energy Trust offers must integrate with or support broader initiatives. Rural communities express a desire to support their local economy, including preference for community members and organizations to conduct outreach and for local contractors to complete the installations. In communities where local contractors are not present, it can be costly and time-consuming to arrange for contractors from other regions to travel to complete projects. Other commonly encountered challenges include: limited offers for homes that primarily heat their spaces with fuels other than electricity or natural gas, which are more prevalent in rural areas; the need for heating and cooling solutions that can perform in more extreme temperatures, which are more costly; and limited opportunities to work with local retailers and distributors to offer instant incentives at point of sale, which can limit access to some offers.

Tribal Communities: With regard to Energy Trust's service area, Tribal communities can refer to one of the nine federally recognized Tribes in Oregon[19], members of non-recognized Tribes and individuals who live anywhere in our service area. Federally recognized Tribes are bound by Federal regulatory requirements, oversight and funding channels that can impact energy-related projects. For example, development of renewable energy projects on trust lands can take longer from conception to development

[19] Federally recognized Tribes in Oregon: Burns Paiute, Confederated Tribes of Grand Ronde, Confederated Tribes of Coos, Lower Umpqua and Siuslaw Indians, Confederated Tribes of Siletz Indians, Confederated Tribes of the Umatilla Indian Reservation, Confederated Tribes of Warm Springs, Cow Creek Band of Umpqua Tribe of Indians, Coquille Indian Tribe, and the Klamath Tribes.

and completion. Every Tribe is unique; each has a unique combination of needs, priorities and local circumstances that may not be reflected in Energy Trust program offers or requirements. Some themes that have surfaced through our engagements include interest in: prioritizing community resources; resilience through natural disasters and environmental factors such as wildfires, droughts, and extreme weather events; and clean energy solutions that build resilience and independence. Tribes may be funding constrained and are also navigating various funding opportunities that come with different administrative processes and requirements. In working with tribal communities, developing an understanding of unique circumstances and needs, highlighting success stories, and partnering with community organizations and individuals is key.

Primary language is not English: Customers whose primary language is not English may experience barriers to participation both from language and cultural accessibility standpoints. Translation and transcreation efforts are growing at Energy Trust; however, most of our marketing, forms and technical services are not available in multiple languages. Outreach and marketing efforts may also not feel culturally responsive or relevant to some. Customers have expressed a desire for more relatable information for their communities. They want the ability to engage throughout the participation process in their primary language, whether that be with Energy Trust representatives or partnering service providers.

What this Means for Energy Trust

Energy Trust can access more savings and generation by serving customers we have traditionally underserved. To achieve this, we must invest in efforts to gain the knowledge and insights required to make programs accessible by removing barriers and building more flexible and responsive offers. Gathering feedback and measuring results of these efforts will be critical so that we can adapt if efforts are not achieving equitable outcomes or meeting community needs. Some characteristics of accessible programs include:

- **Language and cultural accessibility:** Going beyond translation of materials; developing materials that are culturally attuned and resonate with the communities we serve. Connecting communities with offers and service providers that are culturally relevant, accessible and effectively meet their needs.
- **Relevance:** Ensuring that our efforts to improve accessibility are informed by those who have historically been marginalized. Having measures and offers that meet their needs.
- **Simplicity:** Making it easy to learn about Energy Trust and participate in programs; reducing administrative complexities.
- **Holistic solutions:** Another key aspect of accessibility is addressing the interconnected nature of energy and non-energy components of clean energy projects. Finding solutions to support non-energy components will be a critical part of creating access to clean energy solutions for customers.

As Energy Trust continues to deepen our commitment to serve underserved communities, there is opportunity to shift from our traditional program models and approaches to those that are more targeted to specific community priorities. Some of these opportunities include:

- **Inclusive program design:** Co-creating programs and offers with communities.
- **Adapting to community priorities:** This means moving beyond traditional energy benefits to design for broader benefits, such as improved air quality, public health and sustainable local economies.
- **Ongoing engagement:** This work is not transactional; it requires active partnership to evolve our program offers and strategies based on community feedback and needs.

Investing in communities goes beyond providing one-time financial support; it involves capacity building, customized approaches, building long-term relationships and bringing resources over time. Some of the critical pathways to investing in communities include:

- **Funding and financial support:** Seeking and implementing innovative funding solutions for clean energy projects. Leveraging complementary and external funding opportunities enable us to address needs beyond energy, such as critical health concerns resulting from deferred maintenance.

- **Strategic partnerships:** Cultivating partnerships with community organizations to amplify our reach and collective impacts. This may take the form of capacity building, financial or technical support, or other means of supporting community-led outreach, education, and navigation services.
- **Supporting community needs and priorities:** Recognizing health, safety, resilience and sustainability may be more important to a community than energy savings and renewable generation.
- **Education and outreach:** Providing education and outreach across the state to empower communities to make informed choices about clean energy.

Alongside these changes, we also see a need for **evolving our success metrics.** Ideally, how we define success and report progress in the future will reflect our commitment to providing equitable, meaningful clean energy benefits to communities and customers we have historically underserved.

Developing a Workforce to Meet Growing Demand for Clean Energy and Decarbonization

Board Learning Topic

Prepared by Benjamin Thompson, Cameron Starr, Jeni Hall, Kathleen Belkhayat

November 28, 2023

Energy Trust's work to successfully acquire energy savings and develop small scale renewable energy has always relied on a skilled workforce and an engaged contractor network readily available to complete customer projects. Currently, the United States and Oregon are experiencing a tight labor market and the clean energy sector is competing for labor with other sectors. As the clean energy sector expands in response to ambitious decarbonization goals and new funding sources, the demand for a skilled clean energy workforce also grows. This paper highlights the clean energy labor market outlook, careers in clean energy, workforce equity and labor supply challenges, and what these issues mean for Energy Trust.

Workforce Development in Context

The term "*workforce*" applies to all people currently working, and all those available for work, within a given scope (country, state, community, industry, company, occupation, etc.). "*Workforce development*" describes the wide range of activities, policies, programs and initiatives intended to recruit, train and retain a viable workforce with the skills and capabilities to meet current and future needs[1,2.] Workforce development programs are supported by agencies across the nation, from federal and state government to local workforce development boards. These agencies assist communities with labor analysis, coordination between industry and educational facilities, and by developing and sustaining programs.

Labor Market Outlook in Clean Energy Sector

The World Economic Forum estimates that reaching net-zero emissions by 2050 will require 14 million new jobs and 16 million workers to move into clean energy careers by 2030.[3] The current demand for labor across all industries far exceeds the available supply. In the U.S., even if every unemployed worker were hired there would still be millions of unfilled job positions.[4] In Oregon, there are only 80,000 workers for every 100,000 job openings.[5]

Factors contributing to the labor supply shortage in Oregon include deaths due to the pandemic and a decline in immigration to the state both internationally and domestically.[6] Declining birthrates in recent decades and slower migration to Oregon, particularly from younger workers, have left the state with a wide labor gap to fill. The most significant factor is the age of the workforce. From 2019 to 2020, 3.2 million baby boomers retired nationwide, taking skills and experience with them. That is more retirements than any other year since 2011, when the oldest of the generation turned 65.[7]

Nationally, energy efficiency jobs grew three times more than jobs in the rest of the economy from 2016 to early 2020.[8] In the medium case of three scenarios prepared by Lawrence Berkely National Laboratory in 2018, energy efficiency program spending was projected to grow from $5.8 billion in 2016 to $8.6 billion in 2030. This growth will further increase job expansion within the clean energy sector, highlighting the need for skilled workers. In Oregon, Energy Trust investments in clean energy solutions are also projected to grow in the years ahead as the state's investor-owned utilities must maximize energy savings to meet state mandated decarbonization goals.

Clean Energy Sector Careers

Clean energy sector careers include roles that are not energy-specific but essential for energy programs to function. These may include workers in the construction trades, engineers, administrative staff like accountants, human resources and information technology professionals. The clean energy sector is continuously competing with other s to meet demand, driving the need for higher wages and better working conditions to attract workers from other job sectors.[2]

Historically, Energy Trust programs have focused on engagement and development opportunities for business owners and managers within a network of trade ally contractors.[9] However, workforce

[1] Key Activities Summary Blueprint 6: Workforce Development, energy.gov
[2] Policy Brief: Local Energy Perspectives on Workforce and Supply Chain, oregon.gov
[3] This map reveals clean energy jobs now outnumber fossil-fuel ones, weforum.org
[4] Understanding America's Labor Shortage: The Most Impacted Industries, uschamber.com
[5] Oregon Economic and Revenue Forecast, Oregon Office of Economic Analysis
[6] Cyclical Labor Shortage is Gone, Structural Remains, Oregon Office of Economic Analysis
[7] The pace of Boomer retirements has accelerated in the past year, Pew Research Center
[8] Growing the Green Buildings Workforce, energy.gov
[9] Energy Trust trade allies are independent contractors and businesses that use their knowledge of program standards and incentives to help customers leverage Energy Trust offers to reduce the cost of clean energy installation projects.

development efforts would typically go well beyond business ownership and business opportunity to directly impact workers and their ability to access jobs or careers. Listed below are occupations that have significant potential to expand Energy Trust's role in developing a clean energy workforce in addition to its trade and design ally network.

Energy Trust's Historical Focus	Additional Clean Energy Career Paths
• Contractor business owners • Engineers • Architects	• Contractor business owners • Engineers • Architects • Trades workers (non-business owners such as electricians, plumbers, construction, etc.) • Facilities managers • Home energy assessors • Educators and training providers • Community based organization workers • Administrative, operations and support staff

Workforce Equity in the Clean Energy Sector

Each successive generation in the U.S. since the baby boomers has been more racially and ethnically diverse, and nearly half of post-millennials are racial or ethnic minorities.[10] As the labor market is further constrained, extending clean energy employment opportunities to marginalized communities and building equitable career pipelines into highly skilled jobs can help expand the clean energy sector in a viable and sustainable way. Increasing the number of women and people of color in the skilled trades, by supporting pre-apprenticeship programs and apprenticeship training programs, provides families with opportunities to build generational wealth without taking on college debt. This not only ensures that economic opportunities are accessible to a diverse population but also provides an opportunity for the broader economy to benefit from their inclusion.

There has historically been a gap in support for pre-apprenticeship and apprenticeship training programs that focus on increasing diversity in the trades and that include clean energy concepts and grid interactive technology in their curriculum. Recent reports from University of Oregon and The Solar Foundation highlight disparities in the number of women and workers of color within both energy efficiency and renewable energy construction.

Table 1 – The Solar Foundation Oregon and Washington Solar Workforce Diversity Report 2019: Ethnic and racial demographic results from interviews compared to national solar companies and other statewide industries.[11]

	National Solar	OR & WA Solar	OR & WA Overall	OR & WA Construction	OR & WA Manufacturing	OR & WA Oil and Gas Extraction	OR & WA Information Services
Latinx	16.9%	4.8%	11.1%	12.5%	12.9%	6.4%	6.0%
Asian	8.5%	3.0%	8.0%	2.7%	10.8%	1.1%	18.5%
Black or African American	7.6%	2.1%	3.9%	2.5%	2.9%	0.7%	2.9%
White	73.3%	89.2%	82.6%	89.8%	81.5%	94.6%	74.6%
Native Hawaiian or Other Pacific Islander	1.2%	.3%	0.6%	0.5%	0.7%	0.2%	0.3%
American Indian or Alaska Native	1.1%	.6%	1.5%	1.6%	1.3%	1.5%	0.6%

[10] Early Benchmarks Show 'Post-Millennials' on Track to Be Most Diverse, Best-Educated Generation Yet, Pew Research Center
[11] OREGON AND WASHINGTON SOLAR WORKFORCE DIVERSITY REPORT, The Solar Foundation

More than one race	8.3%	0.0%	3.4%	2.9%	2.7%	1.9%	3.1%

Table 2 – University of Oregon Labor Education and Research Center: Portland Metro Apprentices in union and non-union programs between 2011 – 2020 by gender and race/ethnicity[12]

Sex and Racial/Ethnic Group	Non-Union	% of Non-Union	Union	% of Non-Union	Total	% of Grand Total
White Men	3,755	75%	8,338	64%	12,093	67%
Men of Color	1,006	20%	3,351	26%	4,357	24%
White Women	199	4%	915	7%	1,114	6%
Women of Color	74	1%	324	3%	398	2%
White Non-binary	0	0%	2	0%	2	0%
Non-binary People of Color	0	0%	0	0%	0	0%
Total	5,034	100%	12,930	100%	17,964	100%

Labor Supply Challenges in the Trades

A lack of career and technical education (CTE) in public schools has contributed to a considerable strain in the pipeline of workers entering the trades. Many high schoolers are motivated to pursue college degrees and overlook trades as a viable career option, while funding for vocational education in public schools is declining in many states. Oregon is one of the states reducing CTE funding, which stands at less than $62 million per year, or $370 per student. By comparison, the state of Washington spends more than 10 times that amount on CTE annually, and their participating students receive $4,057.[13].

Many of Oregon's community colleges partner with Oregon Apprenticeships to offer Associates of Applied Science (AAS or SAAS) or Statewide Certificate of Completion (SCPC or SCC) degree programs. These programs are completed in lieu of an apprenticeship and program graduates earn their journey level card. Some colleges have a clear focus on getting students ready for clean energy and construction trades careers. For example, Lane Community College's Northwest Water and Energy Education Institute offers energy management education and Columbia Gorge Community College's Treaty Oak Regional Skills Center offers construction trades education. However, some colleges have dismantled their trades education programs. Southwestern Oregon Community College turned its "shops" building into a computer lab in 1994, and then into their Health and Sciences center in 2018, highlighting their new focus on science, technology, engineering and mathematics careers.

Oregon apprenticeship programs are also limited by the apprentice ratios set by Oregon Bureau of Labor and Industries For most construction trades, there must be at least one journey level worker for every apprentice level worker on a job site.

Marginalized groups, particularly women of color, face significant systemic and financial barriers that reduce the number of workers entering and remaining within the trades. Financial barriers can include lack of transportation, expensive tools and lengthy, often unpaid training with no guarantee of work when completed. Workers transitioning into the trades may need to do training in addition to a full-time job. Systemic barriers include hostile work environments (especially for women), bias in choosing apprentices and not having network connections within the industry to facilitate employment opportunities. Workers

[12] CONSTRUCTING A DIVERSE WORKFORCE: Examining union and non-union construction apprenticeship programs and their outcomes for women and workers of color, LARISSA PETRUCCI, PHD, University of Oregon Labor Education and Research Center

[13] Meeting the Future: Career Connected Learning, Career and Technical Education, Future Ready, and High School Success, Scott Nine, Assistant Superintendent, Oregon Department of Education

trying to get into the skilled trades also face barriers from lack of universal certifications and licensing, union and other application forms, degree requirements and language innaccessability.

Oregon Department of Energy's Biennial Energy Report highlighted that while all areas of Oregon are affected by a shortage of qualified workers who can complete clean energy projects, the issue is pronounced in rural areas. The report shows that finding local contractors in rural communities and securing workers for large scale renewable energy projects is very difficult. Labor representatives highlighted that smaller rural communities simply do not have the population density to support large-scale electrical contractors and workers on an ongoing basis. Sustainable Northwest spoke to a shortage of energy auditors and energy efficiency contractors in rural Oregon.[14]

The shortage of electricians available to serve customers in rural areas has been a persistent challenge for Energy Trust, limiting our ability to keep energy investments within communities by using local contractors. For example, Energy Trust's Business Lighting Program needed to allocate funding for travel to bring Portland Metro- and Willamette Valley-based contractors to Southern Oregon to meet installation demands. Klamath and Lake Counties are especially impacted by low contractor availability. Local community partners, like Lake County Resources Initiatives, have had to focus recruitment efforts on both Klamath Falls and Bend to ensure contractor availability. Lack of local contractor availability can cause delays in lighting project installations, increase program delivery costs and lower customer satisfaction.

Lack of electrician availability also impacts capacity to install solar projects. In Oregon, solar installation is a licensed trade requiring installers to complete an apprenticeship program to become either a licensed electrician or a licensed limited renewable energy technician. It takes four years to become a Journey Level Electrician. The Limited Renewable License (LRT) only requires two years but it limits installations to 50kW, which are typically residential and small commercial projects.

What this means for Energy Trust

Energy Trust's work to successfully acquire energy savings and develop small scale renewable energy has always relied on a skilled workforce and an established contractor network readily available to complete customer projects. In recent years, contractor and labor availability has emerged as a significant barrier experienced by most customers seeking to complete energy projects. This is a persistent challenge in rural areas, and of particular concern for Energy Trust because most customer projects supported by incentives are delivered by independent contractors working in individual homes.

However, unlike commercial and public construction projects that interact with unions, trade member organizations and state agencies like the Certification Office of Business Inclusion and Diversity (COBID), residential sector contractors have fewer resources for filling their pipeline of future workers and preparing for future business opportunities. As the clean energy sector expands with new federal funding, and policymakers increasingly prioritize equity and environmental justice in clean energy investments, contractors and other delivery partners are finding it harder to recruit and retain the workforce needed to accomplish these important objectives.

In order to meet ambitious savings and generation goals and ensure equitable access to contractors, Energy Trust is assessing a range of potential activities related to workforce development:

- Continuing to offer training programs for our trade ally network to support their capacity
- Supporting training on installation best practices, including for equipment, duct sizing and insulation
- Providing training for contractors in rural Oregon, especially for courses that qualify for continuing education credits and those delivered in Spanish

[14] Policy Brief: Local Energy Perspectives on Workforce and Supply Chain, Oregon.gov

- Exploring other additional financial incentives and/or support for contractors to offset additional costs they incur associated with marketing and delivery of energy efficiency upgrades to customers in rural communities where travel and equipment costs can be barriers
- Working more closely with labor unions, such as the International Brotherhood of Electrical Workers (IBEW), to help better integrate energy efficiency curriculum into apprenticeship programs
- Designing and implementing programs that create a more compelling business case for contractors that belong to unions to participate as trade allies
- Investing in and helping scale existing pre-apprenticeship and apprenticeship programs for clean energy careers paths
- Expanding awareness among primary and secondary education students about the opportunities and benefits of entering the trades as a career
- Supporting direct pathways for students from high school into clean energy jobs
- Convening key players in Oregon's clean energy industry to highlight the needs of employers, workers, future workers, and communities in ways that will help us accomplish future goals for benefitting customers we have underserved in the past

Tab 7

Conservation Advisory Council Meeting Notes

September 20, 2023

Attending from the council:

Jeff Bissonnette, NW Energy Coalition
Jonathon Belmont (for Margaret Lewis), Bonneville Power Administration
Andy Cameron, Oregon Department of Energy
Kari Greer, Pacific Power
Tina Jayaweera, Northwest Power and Conservation Council
Peter Kernan, OPUC
Lisa McGarity, Avista
Noemi Ortiz, Cascade Natural Gas
Laney Ralph, NW Natural
Jake Wise, Portland General Electric
Kerry Meade, Northwest Energy Efficiency Council
Becky Walker, NEEA

Attending from Energy Trust:

Hannah Cruz
Elaine Dado
Tom Beverly
Tracy Scott
Alex Novie
Patrick Urain
Ansley Guzynski
Chris Dunning
Kenji Spielman
Natalia Ojeda
Jake Kennedy
Maddy Otto
Cody Kleinsmith
Maddie Norman
Thad Roth
Michael Hoch
Chris Lyons
Sue Fletcher
Cory Hertog
Emily Findley
Michael Colgrove
Elaine Prause
Jeni Hall
Elizabeth Fox
Marshall Johnson
Kate Wellington
Amber Cole
Amanda Thompson
Megan Greenauer
Spencer Moersfelder
Shelly Carlton
Amanda Zuniga
Julianne Thacher
Greg Stokes
Themba Mutepfa
Fred Gordon
Alanna Hoyman-Browe
Amanda Potter
Lidia Garcia
Adam Bartini
Sarah Castor
Janelle St. Pierre
Sletsy Dlamini
Dan Rubado

Others attending:

Brooke Landon, CLEAResult
Alma Pinto, NW Energy Coalition
William Gehrke, Citizens Utility Board
Jenny Sorich, CLEAResult
Bendikt Springer, Community Action Partnership of Oregon
Peter Therkelsen, Energy Trust board
Brooke Landon, CLEAResult
John Molnar, Rogers Machinery
Steve Lacey
Eric Olson, Northwest Energy Efficiency Alliance
Henry Lorenzen, Energy Trust board
Jane Peters, Energy Trust board
Brian Lynch, AESC
Eric Koch, CLEAResult

1. Welcome and Announcements

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

2. Community agreements

Topic Summary

Hannah Cruz summarized the community agreements for council members, meetings and attendees. Agreements are:

- Stay engaged
- Share the stage
- Listen to each other to learn and understand
- Assume best intent and attend to impact
- Address actions that marginalize or harm another person

Discussion

None

Next Steps

None

3. Short Organizational Updates

Hannah Cruz provided a process update on the board's revision to the organization's fuel-switching policy. Council members provided feedback in July; after which, the board reviewed the draft changes to the policy and stakeholder feedback received. After the August board meeting, minor revisions were made by the board Nominating and Governance Committee. The revised policy is scheduled for board discussion again at the October 11 board meeting.

Staff is preparing the full draft 2024 budget and 2024-2025 action plan. An in-depth budget presentation is scheduled for October 11 during the public board meeting. Council members are welcome to attend. The public comment period for the draft budget is October 4 – October 18.

The October 12 combined Conservation Advisory Council, Diversity Advisory Council and Renewable Energy Advisory Council meeting will focus on the draft 2024 organizational goals and a recap of how council feedback was incorporated into the draft 2024 budget.

Energy Trust's Q2 2023 report to the Oregon Public Utility Commission and Energy Trust's board was published on August 15. Since that report, the organization's year-end savings forecast has improved. More information will be available in November, along with a preview of savings at the board workshop on October 11.

Discussion

None

Next Steps

None

4. 2023 Legislative Session Outcomes

Topic summary

Staff provided a 2023 legislative recap report and presentation highlighting the more influential bills intersecting with Energy Trust's programs and mission. House Bill 2531 prohibits the sale and distribution of certain compact fluorescent lamps and linear fluorescent light bulbs over the next two years impacting the Business Lighting initiative. Other near-term impacts include additional funding added to existing programs, including the Oregon Department of Energy (ODOE) Solar+Storage rebate program, ODOE's Community Renewable Energy Program, the Oregon Housing and Community Services Manufactured Home Replacement program, as well as an extension to the ODOE heat pump rebate program. In addition, ODOE has been designated as the lead agency to receive and prepare programs for distributing federal Inflation Reduction Act (IRA) funds. There will be long-term impacts from a to-be-developed commercial building performance standard, county energy planning grants, resilience hubs/networks, irrigation modernization grants, heat pump alignment across Oregon's state agencies and building code updates.

Discussion

Council members asked if Energy Trust knows what role it will play in helping implement building performance standards (Lisa McGarity). Staff responded that ODOE will conduct rulemaking starting in Q1 2024 and Energy Trust will provide technical assistance in that process. Members added that the program will likely reside in a new section of ODOE with about six to seven full-time employees with some focused on development and others on enforcement. Rulemaking will begin in early 2024 and needs to be finalized by the end of the year. ODOE is likely to lean heavily on partners like Energy Trust. and is working with Department of Administrative Services and Oregon Department of Education.

Next Steps

None

5. Residential Incentive Changes for 2023-2024 Heating Season

Topic Summary

Marshall Johnson, senior residential program manager, updated the council on planned incentive increases going into effect on October 1. Heating and cooling equipment incentive increases will align with what Energy Trust already offers and aim to address inflation, increase investment for priority customer groups and increase promotion of extended capacity heat pumps. Energy Trust will also increase gas furnace incentives in rentals for low- and moderate-income customers. The importance of heat pumps to the organization's long-term strategy will be emphasized during the Trade Ally Forums in October.

Extended capacity heat pumps (ECHPs) are a growing part of the program, primarily in the Portland area and Willamette Valley. Energy Trust wants to emphasize the connection with tax credits and support outreach and training in Q4 2023 to prioritize distribution of this equipment in areas where it hasn't been promoted as broadly. Energy Trust is working with distributors to assist trades and make them aware of available incentives and tax credits.

Discussion

Council members asked if heat pumps still have a benefit cost ratio of 1:1, other than those for which cost-effectiveness exceptions were sought (Henry Lorenzen). Staff responded that incentives will increase to the maximum allowable under cost effectiveness rules. Council members asked if extended capacity heat pumps are overkill for areas west of the Cascades, and if they should be promoted in that situation (Lisa McGarity). Staff explained that Energy Trust has chosen a specification that's not quite as aggressive because of the cost of operating in extremely cold temperatures. The specification is great for west of the Cascades and going beyond Energy Trust specs would work in the colder climate east of the Cascades. Staff also

added that not all extended capacity heat pumps meeting Energy Trust specifications will qualify for IRA tax credits.

Council members asked if trade ally training includes installation and controls, since system setup and controls drive savings. Members also asked what the annual fuel utilization efficiency (AFUE) delta is for gas furnaces and whether Energy Trust is only offering the incentives to customers in lower-income or rental properties (Tina Jayaweera). Staff responded that updated analysis on furnaces shows that over 95% of the condensing equipment has a 95% AFUE. Previously it was 90%, but that has shifted. Energy Trust created its extended capacity heat pumps specifications based on distributors having equipment and manufacturers getting equipment into the supply chain. It has benefits in areas of the state that haven't been as active. Controls are generally proprietary, and Energy Trust requires controls to meet manufacturers' requirements. Energy Trust is aware of the importance of locking out the compressor if there is backup heat. The highest levels of incentives are available to customers and given through community partners who work with priority communities. Energy Trust monitors the customers who are participating and can see that the targeted groups are receiving assistance through partners. Energy Trust receives demographic data on about 70% of these customers so it's possible to see whether the intended customers are participating.

Next Steps
None

6. 2024 Budget and Action Plan – Budget Development Assumptions
Topic Summary
Michael Colgrove, executive director, shared background and context behind budget development for the next two-year cycle, as a number of unique circumstances make it helpful to discuss in advance of the combined council meeting in October.

Oregon has established aggressive energy decarbonization goals and Energy Trust can support these goals through its acquisition of cost-effective energy efficiency. The OPUC and Portland General Electric inquired about Energy Trust obtaining additional savings beyond the targets identified in the integrated resource plans (IRPs). Getting as much least-cost resource through efficiency and renewable energy as possible means accelerating Energy Trust activities, resulting in a change in how Energy Trust operates. Instead of nudging the market forward, it will be necessary to make a more compelling case for those who haven't been reached.

Discussion
The council stated that it's standard practice to remove federal incentives from the cost of measures when doing cost effectiveness tests and asked if Energy Trust has done so. Council members also asked if Energy Trust has spoken with the OPUC about resource framework under the National Standard Practice Manual that considers cost-effectiveness based on state-driven priorities which might be broader than the Total Resource Cost test framework (Tina Jayaweera). Energy Trust has conversations with the OPUC about other resource frameworks but cannot advocate for one over the other. Staff added that it is up to stakeholders, like the council, to pursue changes in policy, adding that Energy Trust pays attention to what other jurisdictions are doing. It comes down to appetite and interest of the commission in revisiting it. They have opened the door to measuring the cost-effectiveness the full portfolio instead of individual measures and continue to use the measure cost-effectiveness exception process. Energy Trust also recognizes that there are other ways of achieving the same outcome, including avoided cost levels.

Council members stated that given the legislative action in Oregon, there's a reasonable path to reevaluate the way values are determined (Tina Jayaweera). Other members stated that it's encouraging to see Energy Trust recognizing this in communications with the OPUC and

utilities, and they encourage Energy Trust to continue moving in that direction. Reducing emissions is a big job. Members added that there has been an ongoing discussion about cost effectiveness and avoided costs, so the different way of thinking is encouraging to hear, and that they hope to see a substantial increase in the budget. Members also asked if staff could provide a sense of the scale of the budget increase (Jeff Bissonnette). Staff responded that the budget isn't fully vetted, but Energy Trust is signaling that it may be about a 25% increase.

The council asked if Energy Trust has looked at offering more midstream incentives to reduce costs, as it could expand reach by working with distributors who could reach target areas (Lisa McGarity). Staff answered that there are efforts now in residential and industrial and Energy Trust is working to centralize them under its Communities and New Initiatives team. Staff also added that Energy Trust has seen success with distributors in the Business Lighting offer and will develop similar non-lighting efforts. The residential program is starting to see more interest from HVAC manufacturers with this approach. The challenge is how Energy Trust engages with the distributors and engages manufacturers to work with distributors.

Other attendees asked how Energy Trust determines the amount of avoided costs causally attributed to Energy Trust programs when measures are co-funded (Benedikt Springer). Staff responded that one distinction is whether it's ratepayer funding or other funding. Energy Trust's agreement with the OPUC for things that are funded elsewhere, is to look at the benefit of energy efficiency and who claims the savings. If it's public purpose charge funding from OHCS and Energy Trust, it's part of ratepayer cost. We assume that non-public purpose charge funding that has yet to be deployed in the market may impact the total resource cost test for some measures at some point in the future, but not necessarily for 2024-2025. We currently do not factor emerging but not yet established funding sources into Energy Trust project costs in the draft 2024 - 2025 budget, nor in benefit/c cost analyses.

The council commented that the Northwest Energy Efficiency Alliance (NEEA) supports longer planning cycles, and does the same, as it will help with the investments needed to reach goals (Becky Walker).

Next Steps
Combined advisory council meeting discussing the draft 2024 organizational goals will be held on October 12. The full draft budget will be presented at the board meeting on October 11.

7. Planned 2024 Measure Updates
Topic Summary
Michael Hoch, measure development manager, discussed cost-effectiveness, how it is measured and why. Michael explained how Energy Trust designs programs and develops measures, and covered new measures, initiatives and other upcoming incentive changes.

Discussion
None

Next Steps
None

8. Guest Speaker: Northwest Energy Efficiency Alliance and Emerging Technologies
Topic Summary
Eric Olson, manager, emerging technology and product management at NEEA, provided an overview of emerging technologies. Eric detailed NEEA's measure development process and initiative life cycle.

Discussion

Council members asked what the timeline is on most of these emerging technologies and whether they will be ready for market in a year or two, or if timelines are longer (Lisa McGarity). Eric responded that it varies. Gas heat pumps are starting to hit the market after a lot of work to get them ready. There are things that manufacturers can easily do that don't need help from Energy Trust. For example, television standby power levels can easily be reduced by manufacturers. These require less work from Energy Trust and more front-end research from NEEA. There is also interest in gas heat pump water heaters.

Next Steps
None

9. Member Announcements, Suggestions for Future Meetings and Public Comment
There was no additional public comment.

10. Adjournment
Upcoming anti-racist and DEI training on Friday, September 29, 10 a.m. – 3 p.m.

The meeting adjourned at 3:52 p.m. The next meeting is a hybrid meeting discussing the 2024 draft budget goals on Thursday, October 12, 1-3 p.m. after an Energy Trust-provided lunch for council members only from 12-1 p.m. This is a combined meeting with the Renewable Energy Advisory Council and Diversity Advisory Council. The in-person location is Energy Trust's office at 421 SW Oak St, Suite 300, Portland, OR.

Reminder, council members are invited to the Oct. 11 board meeting for the full 2024 draft budget presentation.

Joint Advisory Council Meeting
October 12, 2023

Attending from the CAC:
Jeff Bissonnette, NW Energy Coalition
Kari Greer, Pacific Power
Lisa McGarity, Avista
Jake Wise, Portland General Electric
Laney Ralph, NW Natural
Kerry Meade, Northwest Energy Efficiency Council
Becky Walker, NEEA
Charity Fain, Community Energy Project
Corinne Olson, Alliance for Western Energy Consumers
Noemi Ortiz, Cascade Natural Gas

Attending from the RAC:
Ryan Harvey, Pacific Power
Angela Crowley-Koch, Oregon Solar + Storage Industries Association
Josh Peterson, Solar Monitoring Lab, University of Oregon
Brikky King, Fairway Mortgage
Amy Schlusser, Oregon Department of Energy
Jaimes Valdez, Portland Clean Energy Benefits Fund
Alan Beane, GeoGrade Contractors LLC
Joe Abraham, Oregon Public Utility Commission

Attending from the DAC:
Rhea Standing Rock, Sunlight Solar
Terrance Harris, Drexel University
Susan Badger-Jones
Indika Sugathadasa, PDX Hive

Attending from Energy Trust:
Alanna Hoyman-Browe
Elaine Dado
Elaine Prause
Michael Colgrove
Betsy Kauffman
Elizabeth Fox
Greg Stokes
Noemi Ortiz
Tracy Scott
Chris Dunning
Sloan Schang
Tom Beverly
Kirstin Pinit
Laura Schaefer
Janelle St. Pierre
Kirstin Sellers
Dave Moldal
Marshall Johnson
Cory Hertog
Melanie Bissonnette
Maddie Norman
Oliver Kesting
Scott Leonard
Themba Mutepfa
Mark Wyman
Kate Wellington
Adam Bartini
Ryan Crews
Megan Greenauer
Sue Fletcher
Ben Thompson
Kyle Petrocine
Lizzie Rubado
Scott Swearingen
Kathleen Belkhayat
Taylor Ford
Danielle Rhodes
Amanda Zuniga
Amanda Thompson
Dave McClelland
Cameron Starr
Helen Rabold
Ashley Bartels
Julianne Thacher
Amber Cole
Patrick Urain
Bayo Ware
Alex Novie
Lidia Garcia

Others attending

Jay Olson, Pacific Power
Jenny Sorich, CLEAResult
Peter Therkelsen, Energy Trust board
Brooke Landon, CLEAResult
Randy Hastings, DThree
Ed Barbian, CLEAResult
Alexia Kelly, High Tide Foundation

1. Welcome and Introductions

Alanna Hoyman-Browe convened the meeting at 1:20 pm by discussing community agreements and leading an icebreaker exercise.

2. Budget Discussion

Topic Overview

Michael Colgrove presented the 2024 budget and organizational goals. Slides are included in the meeting packet and the full presentation is available in the meeting recording. The budget is posted online at www.energytrust.org/budget.

Alana Howe provided questions to give a framework for the budget discussion:

- Do these goals resonate with you?
- Do they seem appropriate given market dynamics?
- Is your input reflected in these?

Summary of Discussion

A council member shared their excitement for the trade ally development programs and asked which ones will also be available to solar contractors? (Angela Crowley-Koch). Staff responded that these will be available to efficiency and Solar trade allies. LatinoBuilt partnership could be extended to LatinoBuilt.

A council member asked if the new outreach staff are going to be located in their designated regions or in the Portland metro area (Josh Peterson). Staff responded that they will be based in the regions they serve for geographically-dedicated outreach roles.

Another council member shared their appreciation for the presentation and stated the goals as presented resonated. The member also stated the more people and partners they meet, the more optimistic they are for the future and noted there are so many things that are right on the money and in Energy Trust's wheelhouse.

Council members shared there is an opportunity for Energy Trust and community-based organizations (CBOs) to gather and determine how to administer all of the funding while it's available (Indika Sugathadasa). The next five years will be a huge opportunity and transformational change in decarbonization and energy. A lot of the real lifting will happen in 2025 and beyond. Workforce needs to be built now to be ready in 2025. There are resources in the Portland Metro area that will launch, but we can only serve Portland. There's a lot of need in other areas. Energy Trust and other state programs can build a web across the state to serve them. Training hubs will be very important and a lot will be learned along the way. They concluded with their strong support of the direction presented, and that it captures input given (Jaimes Valdez).

The council noted one thing often missing in workforce development is that it needs to go beyond contractors. CBO staff need to learn how to manage these programs, but that isn't

reflected in the workforce conversation. People need to understand the technology and language, but also understand the community. It takes a long time. Often people trained by organizations are then poached. The council member encouraged staff to think more broadly when it comes to workforce. There is a need to understand energy or they can't speak to the community about it. Also, when looking at capacity building, there has to be enough money to hire someone. If grants are small, it becomes extra work dumped on an existing staff member. Other CBOs often call upon organizations to share our expertise. There has to be peer mentorship funding as it is happening unfunded. There needs to be sharing of learnings in the trenches over many years (Charity Fain). Staff responded that the intent is to use the $4 million in 2024 to help CBOs grow staff and their lines of business to help connect energy efficiency and renewables to the communities they serve. Staff are looking at CBOs in workforce development to build capacity.

Additionally, staff shared that there has been a lot of learning from the councils and others over the years. Staff have given this a lot of thought this year for the 2024 action plan and are thinking of a CBO network, somewhat like the Trade Ally Network. It will be a learning space and way to support growth for CBOs.

Staff stated that sometimes the organization does things right but doesn't realize it, and then moves on to other things. Staff asked the council what things the organization should do more of.

A council member shared that the Solar Working Group started years ago was transformational as it was a place to discuss and learn together. It was the right topic at the right time. The peer learning was great, and there was value in it (Charity Fain).

Another member explained that in the presentation for the board, this was around adding funding sources and how it becomes more difficult to manage. With the influx of funding for low-income customers and the amount of deferred maintenance, there becomes a sorting issue. There needs to be maintenance to move forward with energy upgrades. This needs to be considered (Lisa McGarity).

Conversation around the organizational goals showed overall support from the council. One member expressed that the goals are good goals and they support each other. The first goal of saving energy and reducing costs may be missing some of the growth and expansion piece. It's stated in the memos, but not so well in the first goal. For training contractors, it's difficult to set up advanced heat pump systems so they function well. There's a barrier for contractors to install them, so controls are one way of helping (Becky Walker). Another council member shared that one thing that could be enhanced in the goals is to call out how Energy Trust is doing with their DEI efforts. It could be added to point it out (Lisa McGarity). Other council members shared they feel these goals go deeper and broader than previous goals. The work with CBOs makes Energy Trust even more empowering. It serves more people outside the Portland area (Susan Badger-Jones).

Members shared their thoughts on the importance navigating someone through a project in a way that makes sense. The customer experience will be important for things like how they operate their homes, and how they live in their homes more efficiently with new equipment. A heat pump water heater has more settings than a conventional water heater, for example. They shared the experience of someone whose contractor had never installed a heat pump water heater. A person-centered approach will be important (Jaimes Valdez).

Staff shared additional context from the presentation to the board. Multiple agencies working together to coordinate their offers makes it much more difficult for the people working directly with customers. If each organization has incentives for heat pumps and someone needs an

electrical panel upgrade first, it becomes complicated when it comes to who handles what. Maybe there's a way that one organization pays the full incentive and obtains payment from other agencies. Flexibility in funding will vary between organizations and agencies.

Members discussed opportunities to bring together CBOs and mentioned that the Oregon Solar + Storage Conference in November and could be a good place to network and learn (Josh Peterson). Another member added that it hasn't happened yet and could be built in, but it may be a separate event. The conference is not just for installers, but also industry people (Angela Crowley-Koch).

CBOs also need to be properly staffed to best serve communities. A member shared it's a night and day difference to work with a CBO if their staff have an understanding of the industry (Indika Sugathadasa).

One member stated it would be helpful to have a very quick overview of what "other people's money" looks like, where the funding is coming from and branching out to. Oregon Department of Energy has this information (Kari Greer). Staff responded that the budget assumptions section of the budget memo provides a table summarizing that information.

Next Steps
Budget public comments are due by October 18. Advisory council comments will be incorporated or addressed also. The Oregon Public Utility Commission public meeting will be November 2. The final proposed budget will be posted on December 6. The Energy Trust board will decide on the final proposed version on December 15. If there are any changes, the will be shared with the advisory councils.

3. Public Comment
There was no additional public comment.

4. Adjournment
The meeting adjourned at 2:50 p.m.

Conservation Advisory Council Meeting Notes

November 15, 2023

Attending from the council:

Jeff Bissonnette, NW Energy Coalition
Jonathon Belmont (for Margaret Lewis), Bonneville Power Administration
Andy Cameron, Oregon Department of Energy
Kari Greer, Pacific Power
Lisa McGarity, Avista
Laney Ralph, NW Natural
Jake Wise, Portland General Electric
Kerry Meade, Northwest Energy Efficiency Council
Becky Walker, NEEA
Charity Fain, Community Energy Project
Corinne Olson, Alliance for Western Energy Consumers

Attending from Energy Trust:

Hannah Cruz
Elizabeth Fox
Alex Novie
Sue Fletcher
Tom Beverly
Tracy Scott
Fred Gordon
Jay Robinson
Laura Schaefer
Maddie Norman
Lori Lull
Cory Hertog
Themba Mutepfa
Jackie Goss
Alyson McKay
Michael Hoch
Natalia Ojeda
Janelle St. Pierre
Kirstin Pinit
Kenji Spielman
Spencer Moersfelder
Ryan Crews
Debbie Menashe
Andi Nix
Marshall Johnson
Julianne Thacher
Melanie Bissonnette
Adam Bartini
Tiffany Hatteberg
Kathleen Belkhayat
Eric Braddock
Amanda Potter
Mark Wyman
Maddy Otto
Greg Stokes
Elaine Prause

Others attending:

John Molnar, Rogers Machinery
Brooke Landon, CLEAResult
Chad Ihrig
Brian Lynch, AESC

1. Welcome and Announcements

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

2. Community agreements

Topic Summary

Hannah Cruz summarized the community agreements for council members and meeting attendees. Agreements are:

- Stay engaged
- Share the stage
- Listen to each other to learn and understand
- Assume best intent and attend to impact
- Address actions that marginalize or harm another person or group of people

Discussion
None

Next Steps
None

3. Remembering Conservation Advisory Council Member and Friend Tina Jayaweera
Hannah Cruz announced that friend and colleague Dr. Tina Jayaweera passed away in October. Council members took a few moments to remember her at the beginning of the meeting. The Power Council recently shared this message about Tina on their website at www.nwcouncil.org/news/2023/10/31/council-remembers-tina-jayaweera/.

4. 2024 Draft Budget Update
Tracy Scott, director of energy programs, provided an overview of notable changes being made to the Draft 2024 Budget and 2024-2025 Action Plan. These changes will be reflected in the Final Proposed 2024 Budget and 2024-2025 Action Plan presented to the board in December. Approximate changes include a 6.6 million kWh decrease in electric savings, 247,000 therm decrease in gas savings and $0.6 million decrease in expenditures. See meeting packet for budget presentation with specific changes by program.

Discussion
None

Next Steps
Changes will be incorporated into the budget, and it will be presented to the board on December 15, 2023.

5. Program Changes: Addition of Services for Avista and NW Natural
Topic summary
Adam Bartini, industry and agriculture senior program manager, presented service updates for Avista and NW Natural customers. In coordination with Avista, Energy Trust added service for the utility's interruptible and transport customers in 2023. In addition, services for NW Natural's transport customers will be added in 2024. These customer types often have large facilities that use high volumes of natural gas in their processes. To serve these customers, Energy Trust executed individual funding contracts with each utility separate from the traditional ratepayer funding that has been in place since 2003 (NW Natural) and 2016 (Avista). These customer sites offer great potential for savings, and Energy Trust will offer Strategic Energy Management (SEM) and custom incentives. Energy-efficiency actions taken will support the customer as well as the utilities' greenhouse gas reduction goals.

Discussion
Council members asked whether anything will change on the SEM side, since this is connected to the goals of the Oregon Department of Environmental Quality's Climate Protection Program (Becky Walker) and whether Energy Trust will coordinate with the Climate Protection Program's (CPP) Community Climate Investment administrator to coordinate funding (Jeff Bissonnette). Staff responded that the scope will stay the same - looking for any savings. If a company has carbon reduction or other sustainability goals, Energy Trust work with them on a customer-by-

customer basis. It will be business as usual for SEM delivery. The organization isn't involved in the compliance side of the CPP. Staff added that there hasn't been thinking of that in light of the largest gas customers yet. It is a conversation regarding residential and retail commercial customers. Energy Trust is in early coordination discussions with Seeding Justice, the Community Climates Investments administrator who is going through the contracting process with Department of Environmental Quality that must be complete before they begin working on their implementation plan.

Next Steps
Council members asked for periodic updates on these new customer services, including understanding how efficiency program offers differ or are the same as for retail customers.

6. Innovation and Development Team Overview and Focus Areas
Topic Summary
Mark Wyman, senior manager Innovation & Development Services, provided an overview of Energy Trust's Innovation and Development (InnDev) team.

InnDev is tasked with helping Energy Trust reach more customers, serve them in more ways and leverage more funding to achieve the organization's core purpose of clean, affordable energy for all. The team helps address bigger, broader problems than Energy Trust has tried to solve in the past.

Discussion
A council member expressed concern that Energy Trust is going too far in this role by directly competing with community-based organizations (CBOs) for grants. Healthy Homes, for example, is a smaller grant, and Energy Trust shouldn't apply. Instead, it should try to support others applying for these grants. There are customer needs and there may be a role in some places, but Energy Trust should put thought into scaling back to play a supporting role (Charity Fain). Staff responded that Energy Trust doesn't want to compete with CBOs in Healthy Homes, and are engaged both as a supporting resource to CBO-lead applications as well as contemplating an Energy Trust lead application in a community where there is no CBO lead application. Through Oregon Health Authority (OHA) and Energy Trust's work, it has found that there are no CBOs in some areas of the state with the interest or ability to be a grantee under Healthy Homes or similar opportunities. OHA has indicated it is interested in how this plays out in Northeast and Southeast Oregon. Energy Trust may be able to position itself where there's a gap. This would not be in concert with other groups and the sponsoring legislation permits a range of entities to apply. Oregon Department of Energy's (ODOE) Community Heat Pump Program sought proposals from organizations throughout Oregon. Energy Trust declined to apply and many areas of the state did not receive any applications. Energy Trust stepped back in the first round to avoid competing with CBOs and is now focused on a second round.

A council member added that the ODOE Community Heat Pump program has some problems that may make it impossible for some organizations to administer it. There are some design flaws with the legislatively designed program (Charity Fain). Staff answered that there is a balance and the organization is looking at where it fits to avoiding competing with CBOs. With Healthy Homes, we're also in dialogue to help other organizations become involved.

Council members stated that collectively there is a lot of money coming in and a five-to-ten-year window to spend it. There's a concern about what to do with the new staff after the funding period ends. Community action agencies, during the American Recovery and Reinvestment Act of 2009, hired people, ramped up, then laid people off when the funding ended. This should be kept in mind as discussions continue (Lisa McGarity). Staff responded that the current hiring levels in the budget, other than the Community Solar Program, are mostly to support growth on the ratepayer-funded side. Staff haven't onboarded many non-ratepayer-funded positions yet.

Staff are also looking at places where cost-effective incentives may not reach many customers, so we're looking at how we put funding together to help more customers.

Council members also stated when in a position of potential conflict, a step back should be taken, and asked if the organization is planning any more proactive approaches (Jonathan Belmont)? Staff answered that there are a few criteria being provided. One is providing a valuable service or solving problems customers have. Second is around the organization's capacity to do it. Third is about stepping into new roles that change relationships with our partners and asking if the organizations are ready to work with each other in new ways. There hasn't been a decision made on the opportunities presented today and staff are still considering it from several viewpoints. For developing new capabilities, staff ask if this is something that will benefit the rest of the organization's work. Energy Trust is not in the position of chasing revenue – it's based on impact and where investments will be additive. There is not a prescriptive formula for these decisions, they are influenced by dialog with partners.

Next Steps
Council members requested regular updates on the InnDev team going forward. Staff will connect with council members for continued conversation.

7. 2024 Meeting Dates and Strategic Planning
Topic Summary
Hannah Cruz previewed the meeting schedule for 2024. The first meeting will be January 10 and will include the Diversity Advisory Council and the Renewable Energy Advisory Council. Meeting holds will come out in December.

Greg Stokes discussed strategic planning and how it may change the way the council is engaged. The next plan will be developed in 2024 for the 2025-2030. The six-year timeframe is different from Energy Trust's previous five-year plans and will allow the organization to align its strategic focus with utility planning efforts and requirements. Energy Trust will also move into multi-year planning, rather than the annual planning cycle currently used. The groundwork will be laid in 2024 for shifting to multi-year planning, and the first multi-year plan is expected to be developed in 2024.

Discussion
For the January 10 meeting, the council requested to receive questions and input requests ahead of time in order to gather input from others in their organizations (Becky Walker). Additional time for any pre-reading, including sending the existing strategic plan in advance, was requested as well (Lisa McGarity).

Next Steps
None

8. Member Announcements
Becky Walker from Northwest Energy Efficiency Alliance stated that the Leadership in Energy Efficiency Awards will be held December 4. The last day to reserve a spot is November 17. Energy Trust Director of Planning Fred Gordon will receive an award and the council and staff are encouraged to attend.

9. Public Comment
There was no additional public comment.

10. Adjournment
The meeting adjourned at 3:32 p.m. The next meeting will be a hybrid joint session with RAC and DAC to discuss strategic planning on Thursday, January 10.

Tab 8

Diversity Advisory Council Meeting Notes

September 19, 2023

Attending from the council:

Susan Badger-Jones, special projects consultant
Oswaldo Bernal, OBL Media
Terrance Harris, Oregon State University
Indika Sugathadasa, PDX HIVE
Rhea Standing Rock, Sunlight Solar
Christopher Banks, Urban League of Portland
Dolores Martinez, EUVALCREE
Rebecca Descombes, NAYA

Attending from Energy Trust:

Michael Colgrove
Emily Findley
Elaine Dado
Elizabeth Fox
Bayo Ware
Melanie Bissonnette
Andrea Danowski
Tiffany Hatteberg
Natalia Ojeda
Elaine Prause
Janelle St. Pierre
Elisa Simko
Isaiah Kamrar
Alex Novie
Tracy Scott
Hannah Cruz
Kathleen Belkhayat
Kate Wellington
Kenji Spielman
Themba Mutepfa
Sue Fletcher
Helen Rabold
Ansley Guzynski
Megan Greenauer
Ashley Bartels
Jeni Hall
Kirstin Pinit
Marshall Johnson
Adam Bartini
Alanna Hoyman-Browe
Chris Lyons
Emma Clark
Cameron Starr
Mia Deonate
Amanda Thompson
Sloan Schang
Taylor Ford
Maddy Otto
Maddie Norman
Ben Thompson
Amber Cole
Lidia Garcia
Debbie Menashe
Amanda Zuniga

Others attending:

Henry Lorenzen, Energy Trust board
Jessica Dover, AlmaLuna Language Services
Rose Miller, NeighborWorks Umpqua
Robert Whitsell, NeighborWorks Umpqua
Alex Alonso, NeighborWorks Umpqua
Marion Powell, Unite Oregon
Julie Williams, Seeds for the Sol
Angel Swanson, Beira Consulting
Ivonne Saed, Saedgraphic
Ciera Milkewicz, CLEAResult
Lindsey Diercksen, LD Consulting
Guillermo Castillo, Small Business Utility Advocates
Russ Redinger, Spray-On Foam
Maria Robinson, CLEAResult
Jenny Sorich, CLEAResult
Alder Miller, CLEAResult

1. Welcome and Introductions

Mike Colgrove, executive director, convened the meeting at 9:01 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/.

Mike led a round of introductions among the council members and attendees representing Oregon Public Utility Commission and Energy Trust's board of directors.

2. Panel discussion: Perspectives from community-based organizations

Topic summary

Mike Colgrove opened the panel by providing context on Energy Trust's community engagement strategy and the importance of expanding its reach through partnerships with community-based organizations that can deliver offers locally.

Bayo Ware and Isaiah Kamrar provided an overview of community partnership offers Energy Trust collaborated on with the organizations represented on the panel, including Community Partner Funding, Working Together Grants and the solar ambassadors pilot. Panelists included Marion Powell, Clackamas chapter co-director with Unite Oregon; Julie Williams, president and founder with Seeds for the Sol; and Robert Whitsell, home repair manager with NeighborWorks Umpqua.

Discussion

How does your organization work with your community? What does your outreach look like, or how else do you typically connect with clients and customers?

Marion Powell: As an on-the-ground organization, Unite Oregon has organizers that work with organizations to do one-on-one outreach and share information at community events. Unite Oregon maintains a database of organizations it has made connections with and uses it to distribute information by email. Another way information is shared is through leadership councils; for example, the Clackamas chapter facilitates leadership councils to discuss topics like waste and recycling and renewable energy.

Robert Whitsell: NeighborWorks Umpqua actively engages with local communities in southern Oregon, especially central hubs like Coos Bay and Roseburg. Working with Energy Trust has allowed NeighborWorks Umpqua to expand its outreach into smaller, more rural communities it hasn't had capacity to reach before. It took the opportunity to connect with other community leaders in the central hubs to spread information through word of mouth, which is effective but a very slow process.

With its second Working Together Grant, NeighborWorks Umpqua began seeking even better connections through local events, including those for veterans and at senior centers. The organization receives six to fifteen contacts per day on average, which may be from posts and articles or from service providers like contractors, medical centers and schools. Creating a good, solid standing within the community was essential for people to have an easy way to reach out.

Julie Williams: Seeds for the Sol has worked with the Sustainability Commission in Corvallis to run ads and place content that explain what services it offers. Seeds for the Sol has also worked with City of Corvallis to share its information to community members who have reached out to the city for water assistance, and through a parks and recreation scholarship program that identifies income-qualified customers.

Seeds for the Sol has built strong relationships with installers over time; after first consulting local installers for advice, it is now promoting income-qualified programming and providing referrals to the organization. Programs provide up-front funding for its customers, which are paid back through a zero-interest loan the organization provides. With energy projects like weatherization or solar, Seeds for the

Sol designs the payback plan, so the customer's payments match the expected bill savings from the project. Faith-based communities and school districts also help promote these programs. Local assistance organizations also help refer customers that don't fit the low-income criteria but are not wealthy enough to afford upgrades on their own.

What steps did your organization need to take to expand your programming to work with Energy Trust?

Marion Powell: About a year ago, Unite Oregon established a new climate justice pillar and to pursue this new area of work, staff needed to learn about solar technology. Working with Energy Trust staff through the Solar Ambassadors pilot allowed the organization to build capacity quickly using resources like roadmaps and curriculum. Expanding knowledge of solar energy allowed Unite Oregon to carry those learnings back to community members.

Robert Whitsell: Working with Energy Trust over the past two years provided a great opportunity to expand the organization's home energy assessment work and use the additional funding to deal with fundamental challenges like asbestos testing. While the work has been amazing, the biggest challenge was finding a way to step out of piggybacking on other work. NeighborWorks Umpqua typically uses community development block grant funding, which is challenging because it only allows the organization to do about 30 repairs. The organization is just now understanding how to expand that to get more help for people in the communities, especially for those facing extreme temperatures with insufficient heating and cooling. Energy Trust has helped provide new ways of looking at and overcoming those challenges.

Julie Williams: The first thing needed for Seeds for the Sol, which was almost 100 percent volunteer-staffed, was to hire a full-time employee. Another aspect was to increase capacity and knowledge to do outreach with communities of color and address blinders that may come with living in a mostly white community like Corvallis. The organization also needed to purchase new technology such as customer relationship management software to manage its client database, DocuSign software, new computers and a tablet. It also needed to procure translation services while seeking out a part-time employee who speaks Spanish. Energy Trust supported capacity through offering trainings and seminars, and also provided the opportunity to attend Energy Trust sponsored events.

How does the partnership benefit your organization? Has the experience been worthwhile overall?

Robert Whitsell: NeighborWorks Umpqua and Energy Trust meet on at least a monthly basis, but sometimes as much as several times a week to talk through challenges. The organization was struggling at the end of the COVID-19 pandemic, but with the assistance of Energy Trust it has opened new doorways and is now functioning at double the capacity it was before the pandemic. It is now looking to expand again by about a third of its current capacity. A continuing challenge is the fact that Energy Trust incentives do not typically cover the full cost of an installation.

Julie Williams: Working with Energy Trust has increased her organization's security, standing behind their efforts to grow and expand. For example, staff have contacts at Energy Trust they can call directly with technical questions about specific home configurations, like in homes that need to piece together heating from differing sources.

Seeds for the Sol and Energy Trust also co-brand collateral for tabling—Energy Trust has resources to create professional-looking materials, which helps legitimize their presence and makes them feel empowered to tell their story. The organization is hoping to expand into Bend in the coming year, which

is due to Energy Trust's support. Seeds for the Sol is also beginning to expand support for local woman- and BIPOC-owned installers using Energy Trust's no- and low-cost incentive models. Seeds for the Sol pays for the installation up front, and then applies for the incentives to backfill the cost. That has allowed installations to happen more rapidly.

Marion Powell: Working with Energy Trust for the past year has allowed Unite Oregon to do more activity to build its customer base, especially in Clackamas. Clackamas county can be hard to organize because of its overall size and diversity of both urban and rural communities, and Solar Ambassadors was a way to bring people together on the idea of renewable energy as well as learn more about the Clackamas community. One person the organization worked with was so excited about their solar installation that they welcomed the opportunity to teach other community members by serving as an ambassador. Working with Energy Trust also brought valuable opportunities to attend conferences, including one focused on Indigenous energy where the Solar Ambassador pilot was presented. The conference was also a chance to learn from other Indigenous communities about efforts to install solar on reservations.

What do you see as opportunities to make it easier for organizations like yours to work with Energy Trust?

Julie Williams: Since there is opportunity for more grants to support personnel and training to help other organizations, the organization is starting to take things from a volunteer-based workforce to having dedicated staff. That can help organizations continue to build in the direction they want to go.

It would be helpful to have a directory of Energy Trust staff who can be contacted directly for specific needs. There is also opportunity for more coaching and teaching about other aspects of energy to branch out into—it can feel like a 10-course meal where there is always more growth available from solar to insulation and beyond.

In addition, the compensation Energy Trust provides for performing home energy evaluations has been as valuable as the added personnel. These evaluations allow for transparency with what is going on in a home so they can give guidance to a homeowner on what upgrades will benefit them.

Marion Powell: With Solar Ambassadors, the organization valued the initial onboarding activities and solar training that brought together all the pilot partners and allowed them to be on the same page from the beginning. There is opportunity to continue having technical documents translated into other languages to ensure non-English speakers remain on par with their counterparts. It will also be helpful to make sure the roadmap resources, including offramps, continue to be clear. Having a consistent base to do outreach among the other solar ambassadors has made things a lot easier, considering Unite Oregon did not have previous expertise in solar energy.

Robert Whitsell: There is opportunity to try to look at the challenges like a contractor would. Energy Trust should continue having discussions with NeighborWorks Umpqua about ways to support staffing and administrative costs because that is a crucial area. As a grant-based organization, NeighborWorks Umpqua is working with a small pool of funding and once that is spent on assisting a customer, it is gone. It would be helpful if Energy Trust offered more incentives that covered the full cost of an installation and if the processing time to pay incentives to an organization or contractor were streamlined. Many contractors cannot afford a delay in getting reimbursed for installation costs.

Mike Colgrove opened the discussion for questions from council members.

A council member asked about how Energy Trust works with or is planning to serve additional communities of color that do not fit cleanly into existing categories, such as Alaskan Native

communities that get information from community organizations rather than reservations (Rebecca Descombes).

Staff explained that Energy Trust has different pathways to identify new partner organizations and deepen existing relationships. On the residential side, staff work with existing community partners on a weekly basis who work across the state and have a sense of representation at a local level. One challenge is to identify community partners who are interested in participating, have capacity to begin working with Energy Trust and see the value of clean energy as complementary to its existing mission. Energy Trust is actively working to build a framework within Community Partner Funding to expand capacity of enrolled organizations to do more in a community. Additional outreach to more communities to understand what their needs are and where Energy Trust could support is needed. It takes time to build relationships, and staff also work to connect people with local resources such as the Portland Clean Energy Community Benefits Fund.

Mike Colgrove suggested it may be helpful for council members to have a comprehensive list of organizations Energy Trust is working with including through Community Partner Funding, the Working Together Grants and Solar Ambassadors. Having access to this list could help the council identify gaps and suggest other potential partners.

A council member expressed enthusiasm for the information presented through the panel, stating that as a member of a Native American community they know how to connect with that community on or off the reservation. The member stated they are interested in the outreach programming that was shared and could use those existing resources to make connections and feed that information into their community (Rhea S Rock).

The council said Energy Trust should consider how it can streamline its information sharing with a new organization to avoid overwhelming them before they are ready (Susan Badger-Jones).

Next steps
Energy Trust staff will follow up with council members by providing a comprehensive list of partner organizations participating through the offers described in the presentation.

3. Legislative session debrief
Topic summary
Hannah Cruz, senior stakeholder relations and policy manager, and Natalia Ojeda, policy and outreach specialist, provided a high-level overview of significant activity from this year's state legislative session that intersects with Energy Trust's mission and programs. Of the nearly 3,000 bills introduced in the 2023 legislative session, Energy Trust staff monitored up to 80 bills throughout the session. The legislature passed some policies that will add value to Energy Trust programs and its work to reach customers it has underserved in the past.

Natalia Ojeda provided an overview of diversity, equity and inclusion-related legislation that was passed in the last three years to reflect policy-setting and decisions that intersects with Energy Trust's work.

Staff then reviewed recently passed HB 2531, which prohibits sales and distribution of compact fluorescent lights as of 2024 and other types of fluorescents, like linear fluorescent lamps by 2025. This bill will have an impact over the next two years on Energy Trust's business lighting offers because some current incentives are based on fluorescent bulbs as a market baseline, which removes the rationale to maintain LED incentives. Energy Trust staff is working with Oregon Public Utility Commission staff to assess the impacts on customers, including small businesses, and identify pathways forward.

Updates to existing programs at state agencies include added funding for programs that support residential home upgrades with health benefits, manufactured home replacement and solar with storage. Two bills were passed that increase support for energy resilience planning at the county government level and at the community level.

Discussion
The council asked whether the legislation promoting heat pump installations signals this technology as a new energy efficiency standard or target (Rhea S Rock). Staff responded that the state wants to encourage consumers and businesses to install heat pumps of a variety of types like electric, geothermal and potentially gas in the future. This reflects the state of federal funding coming in through the Inflation Reduction Act, which includes a lot of support for electrification of homes and heating sources. However, this bill is targeting all commercially available types of heat pumps, not just electric.

Next steps
No next steps.

4. Budget development assumptions
Topic summary
Executive director Mike Colgrove provided an update on Energy Trust's budget development and context behind why the 2024-2025 budget has increased substantially from previous years.

Oregon has established aggressive decarbonization goals through climate protection programs and clean energy programs, which require utilities to reduce emissions by 80% by end of 2030 and reduce them to zero by 2040. Portland General Electric and Oregon Public Utility Commission have approached Energy Trust to find out if increased energy savings by the end of 2030 are possible. Energy Trust is exploring scenarios to achieve more savings faster, and these scenarios help staff understand how much energy savings is possible, how to achieve it and what else is needed to acquire it.

To achieve accelerated goals, Energy Trust needs to think differently about its offers, beyond traditional ways of driving the market forward. The organization needs to make it easier for customers to participate in offers, create a more compelling case for them to do so and shift to a multi-year planning and budgeting process.

To reach customers not yet served, Energy Trust is investing in its network of trade allies and expanding a network of delivery partners that work directly with communities. It is also proposing that the Oregon Public Utility Commission adjust avoided cost requirements to increase the amount of energy savings potential that is cost effective.

Building the infrastructure needed to accelerate savings requires up-front investment, which is reflected in the 2024 draft budget. These investments will take time to pay off with increased energy savings, likely in future years.

Discussion
No discussion.

Next steps
A more in-depth presentation on the draft budget will be provided at the board meeting on October 11, which council members are invited to attend. On October 12, the joint advisory council meeting will focus on how advisory council feedback is reflected in Energy Trust's draft budget.

5. Review council skill matrix and recent application request

Topic summary
Mike Colgrove shared that an opportunity for two or three council members to volunteer to participate in recruitment efforts to fill three vacancies on the council. The volunteers would be involved in reviewing the skills matrix periodically to identify gaps, review applications from prospective members and make recommendations to the full council.

Discussion
No discussion.

Next steps
More information will be provided via email about this opportunity with a formal ask for volunteers.

6. Adjournment
The meeting adjourned at 11:36 a.m. The next Diversity Advisory Council meeting is a joint engagement with the Renewable Energy Advisory Council and Conservation Advisory Council to review Energy Trust's budget scheduled for Thursday, October 12, 2023.

Please refer to Tab 7 to review the Joint Advisory Council Meeting Minutes from October 12, 2023

Diversity Advisory Council Meeting Notes

November 9, 2023

Attending from the council:
Oswaldo Bernal, OBL Media
Terrance Harris, Oregon State University
Indika Sugathadasa, PDX HIVE
Rhea Standing Rock, Sunlight Solar
Christopher Banks, Urban League of Portland
Dolores Martinez, EUVALCREE

Attending from Energy Trust:
Michael Colgrove
Emily Findley
Emily Brown
Elaine Dado
Elizabeth Fox
Danielle Rhodes
Emma Pelzner
Monica Williams
Patrick Urain
Jay Robinson
Greg Stokes
Alex Novie
Michael Hoch
Tiffany Hatteberg
Laura Schaefer
Kenji Spielman
Themba Mutepfa
Amanda Potter
Andi Nix
Hannah Cruz
Megan Greenauer
Kirstin Pinit
Adam Bartini
Alanna Hoyman-Browe
Amanda Thompson
Maddy Otto
Maddie Norman
Ben Thompson
Amber Cole
Amanda Zuniga

Others attending:
Ezell Watson, Oregon Public Utility Commission
Ruchi Sadhir, Oregon Department of Energy
Lauren Rosenstein, Oregon Department of Energy
Jessica Dover, AlmaLuna Language Services
Angel Swanson, Beira Consulting
Ivonne Saed, Saedgraphic
Janadale Bega, Burch Energy Solutions
Savannah Lee, Burch Energy Solutions
Tiffany Purn, Skill Demand

1. Welcome and Introductions

Mike Colgrove, executive director, convened the meeting at 1:35 p.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/.

Mike reviewed the agenda and led a round of introductions among the council members and attendees representing Oregon Public Utility Commission and Oregon Department of Energy.

2. 2024 Diversity Advisory Council meeting dates

Topic summary

Mike Colgrove reviewed proposed dates for Diversity Advisory Council meetings to take place in 2024. The draft schedule includes nine meetings throughout the year, including joint advisory council engagements in January and October. The council will also be engaged to provide input for Energy Trust's work to develop its next strategic plan in 2024. This strategic plan will guide organizational strategy for six years, from 2025 to 2030, in alignment with utility decarbonization milestones. These engagements will occur jointly with other councils in January and March, both with options to attend in person.

Mike reviewed the steps Energy Trust will take to develop its strategic plan, which including scenario planning and identifying Energy Trust's strengths and capabilities, vision and purpose and unique role of value. Energy Trust will also shift to multi-year budgeting to allow for planning on a longer time horizon. Because the diversity advisory council is already being engaged for strategic planning input in 2024, Energy Trust will use that input to inform its budget and planning processes rather than hosting additional engagements.

Discussion
One council member had a conflict with the January engagement date, so Energy Trust will provide an option to contribute thoughts by email instead (Oswaldo Bernal).

Next steps
Mike Colgrove will work with staff to finalize and share the Diversity Advisory Council meeting schedule for 2024. Discussion questions for the January engagement will be provided by email to members in advance.

3. Workforce development
Topic summary
Communities and new initiatives program manager Megan Greenauer presented ongoing activities Energy Trust is engaging in to support workforce development in coming years.

A cross-functional working group at Energy Trust was formed to share information and develop a broader strategy around supporting Oregon's energy workforce. Energy Trust has identified the need for it to support the new clean energy economy, which differs from its role in the past.

Megan Greenauer explained some of the reasons why more support is needed to help grow a workforce that can handle the high volume of energy projects expected to materialize in the coming years. Currently, fewer young adults are choosing career paths in the trades—this could be because of the appeal of the gig economy, low youth engagement on energy jobs, low overall unemployment and new job opportunities to work from home. With more seasoned trade workers transitioning into retirement, it is critical to get younger workers into the trades and make them aware of opportunities in clean energy.

Since Energy Trust has not had a focus on workforce development historically, partnerships are a key strategy to support a clean energy economy through building business capacity with contractors, educating the next generation about opportunities in the trades and diversifying the workforce.

Megan Greenauer reviewed activities Energy Trust is currently engaged in to support the workforce, which mostly involves working directly with contractors and workforce organizations. Energy Trust will also continue to identify needs and gaps in 2024 to guide its longer-term strategy.

Highlights from planned activities to support workforce development in 2024 include working with statewide after-school programs to deliver energy conservation curriculum to elementary-school students; expanding the contractor development pathway offer to include residential contractors and

make other improvements, including a mentorship model; support installation training and pre-apprenticeship programs for solar installers in collaboration with Oregon Solar Energy Education Fund; supporting the Oregon Construction Career Hub job board; and exploring ways to develop culturally specific industry standard trainings.

Megan Greenauer shared information about her personal background, which includes direct experience in the construction trades. She is currently supporting Energy Trust's role in Portland General Electric's Smart Grid Test Bed collaboration, which will target efficiency and distributed energy resources in a neighborhood with high energy burden.

As part of this effort, an installer academy program will be created to train contractors on how to install heat pump water heater technology. The six-week paid program will provide on-the-job training and conclude with participants taking an exam to become licensed water heater installers and connect them with job opportunities.

Energy Trust is investigating opportunities to support new training centers in both metro and rural areas, where it could deliver technical trainings on installations and high-performance building design.

Megan Greenauer closed with sharing lessons and best practices around growing the workforce. For example, clean energy jobs must be competitive with other trade careers such as plumbing; workers cannot be replaced by technology even as it advances, and there will still be a need for workers willing to learn the more technical side of the trades; and soft skills and cultural competency will also be important to create equitable opportunities to participate in the workforce.

Discussion
A council member who has experience with pre-apprenticeship and training programs expressed enthusiasm for this work and a desire to get involved, stating Energy Trust's current approach is spot on and directed towards progress (Rhea Standing Rock).

Another council member also expressed appreciation for this work, saying it exemplified many conversations the council has been having over the years about the need for mentorship and training, especially culturally specific trainings (Oswaldo Bernal).

Megan Greenauer added that Energy Trust is working on a partnership with Ener City Collaborative, which is interested in creating industry standard trainings, such as Building Performance Institute and Sustainable Homes Professional certifications, with a culturally specific lens. Trainings for these certifications are currently not standardized, so there is opportunity to customize the content for different audiences.

The council asked if these trainings could potentially be delivered in Spanish to make the content easier to absorb for non-native English speakers, stating this can be an advantage even for native Spanish speakers who are bi-lingual (Oswaldo Bernal). Staff responded that Energy Trust has been exploring this idea with LatinoBuilt. Integrating diversity, equity and inclusion into workforce development boils down to knowing the audience and leveraging partnerships to customize resources to that audience. Another council member shared their willingness to participate in workforce efforts if needed (Indika Sugathadasa).

Next steps
Mike invited Diversity Advisory Council members to share workforce opportunities happening in their spheres on an ongoing basis.

4. Diversity Advisory Council recruitment: skills matrix and new members

Topic summary
Mike Colgrove led a discussion with council members about recruitment efforts to fill vacancies on the council. He shared a skills matrix that was recently revised based on council input, and each member also completed the matrix themselves to get a better sense of where gaps exist.

Mike shared a new application recently received, which will be reviewed along with Terrance Harris, a council member who volunteered to support recruitment. Mike also invited input on this application from the rest of the council and will follow up by email to provide that opportunity.

Discussion
No discussion.

Next steps
Energy Trust staff will follow up by email with council members to provide the opportunity to provide their recommendation on a new member application. Council members are also invited to volunteer on a sub-committee that would focus on council recruitment on an ongoing basis.

5. Adjournment
The meeting adjourned at 2:51 p.m. The next Diversity Advisory Council meeting will take place in 2024 and details will be posted on Energy Trust's website when the meeting schedule is finalized.

Tab 9

Renewable Energy Advisory Council Meeting Notes
September 20th, 2023

Attending from the council:

Amy Schlusser, Oregon Department of Energy
April Snell, Oregon Water Resources Congress
Brikky King, Fairway Mortgage
Jaimes Valdez, City of Portland
Jake Wise, Portland General Electric
Joe Abraham, Oregon Public Utility Commission
Josh Peterson, Solar Monitoring Lab, University of Oregon
Max Greene, Renewable Northwest
Ryan Harvey, Pacific Power

Attending from Energy Trust:

Alex Novie
Amanda Zuniga
Amber Cole
Amanda Thompson
Ansley Guzynski
Alina Lambert
Bayo Ware
Betsy Kauffman
Chris Lyons
Dave McClelland
Dave Moldal
Elaine Dado
Elisa Simko
Elizabeth Fox
Emily Findley
Fred Gordon
Isaiah Kamrar
Jeni Hall
Josh Reed
Kate Wellington
Kyle Petrocine
Lidia Garcia
Lori Lull
Maddie Norman
Michael Colgrove
Natalia Ojeda
Renita Lamberth
Ryan Cook
Shelly Carlton
Sue Fletcher
Taylor Navesken
Thad Roth
Themba Mutepfa
Tracy Scott

Others attending:

Henry Lorenzen, Energy Trust Board
Susan Brodahl, Energy Trust Board
Kyle Holmes, CLEAResult
Ralph Mesite, Inclusive Prosperity Capital

Welcome and Announcements
Betsy Kauffman, Sector Lead, convened the hybrid meeting at 9:30 am. Notes were taken by Matt Getchell. The agenda, notes and presentation materials are available on Energy Trust's website at https://www.energytrust.org/about/public-meetings/renewable-energy-advisory-council-meetings/.

1. Oregon Department of Energy program update
Topic Summary
Council member and Oregon Department of Energy (ODOE) staff member Amy Schlusser provided an update on the new programs and offerings ODOE is implementing, including additional funds supporting energy resilience plans, grid resilience, Conservation Reserve Enhancement Program (CREP) incentives and support for the Solar+Storage Rebate Program. ODOE is also planning to apply for a competitive grant under the US Environmental Protection Agency's Solar For All funding opportunity. This grant application is in partnership with Energy Trust and the Bonneville Environmental Foundation, and if awarded, could provide in excess of $100 million over a five-year performance period to support the deployment of solar in communities experience low incomes. The EPA is

expected to make up to 60 awards across all states and territories; there are no additional applications expected from other Oregon stakeholders.

ODOE has also been directed to develop a comprehensive state energy strategy for Oregon that identifies options and implementation gaps to achieve the state's policy objectives. The state energy strategy must be informed by stakeholder perspectives, existing climate and energy laws, resource plans, studies and policy goals. The plan development must evaluate costs and benefits, scale and pace, and must ensure that the clean energy transition does not hurt our most vulnerable communities and find ways to share benefits statewide.

Discussion
Staff asked if there will be opportunities or support available for communities to partner with utilities to pursue larger funding opportunities, naming local substation or transmission constraints that may impact proposed resilience projects. These details are still being worked out, but there should be some funding available to support these kinds of projects and funding can be used to support counties hiring staff for resilience planning. Regarding timing, funding for both resilience planning for counties and a subsequent CREP round are tentatively scheduled for the first half of 2024.

Next Steps
There is a lot of new hiring underway at ODOE to support the new and expanded scopes of work. ODOE plans to convene several advisory and working groups to support the development of the clean energy strategy. Further details will be finalized and shared with the council as the work progresses.

2. 2024 Budget and Action Plan – Budget Development Assumptions
Topic Summary
Executive Director Michael Colgrove shared additional context and background on Energy Trust's 2024 budget, the development of which is significantly different than in past years due in part to aggressive state decarbonization goals. Energy Trust needs to accelerate savings and more deeply explore what is available. Strategic questions included: How much more energy be achieved? How can it be acquired? What is needed to achieve this? Energy Trust's response to these questions is that there are more savings available, but it will require immediate investment in:

- Growing the delivery and trade ally network.
- Increase support for workforce development activities.
- Growing staff further to support relationships with communities, manage program shifts, and increased delivery activities.

Energy Trust has begun engaging with the Oregon Public Utility Commission (OPUC) to reconsider the existing methodologies for determining the avoided costs and cost effectiveness of efficiency measures. Additional investments to achieve greater decarbonization will need avoided cost changes to account for the increase in value of energy efficiency. These changes will allow more higher-cost energy efficiency to become a cost-effective investment, which will accomplish two key strategic goals—to acquire more energy efficiency, and to acquire it sooner.

Also being considered with this new proposed approach is to shift from a measure-level cost-effectiveness test to a portfolio view of cost-effectiveness. Energy Trust is considering what would happen if securing external funding sources supporting low-income communities might allow for an

exclusion of those measures from the portfolio analysis. Throughout the development process of the draft budget, the OPUC has shown initial support to this way of thinking.

Discussion
Members expressed overall support and agreement that acting sooner will enable more savings, and this is the correct approach for broader climate goals, both locally and regionally (Jaimes Valdez, Amy Schlusser). Members asked clarification questions regarding avoided costs, the level of detail for geographical inputs, and the planned sensitivity analyses in the planning process (Amy Schlusser, Brikky King, Jaimes Valdez). Staff responded that details are still emerging though the changing processes, but the hope is to move to a multi-year planning strategy that is capable of being more responsive and dynamic to inputs. This process will ideally give the ability to incorporate engagement and think critically about where new, deeper savings opportunities will come from.

Staff also identified the need to clarify how Qualifying Facility (QF) rates might be impacted by avoided cost increases—the QF structure may not have the tools necessary to address increased capacity values for transmission. Staff also discussed the need for geographic analysis of the network of community-based organizations, which in some cases, may need support in communities where gaps exist.

Next Steps
The October 11 board meeting will include a deep dive into the draft budget. The joint advisory council meeting will occur on October 12 where an overview of the draft 2024 budget and draft 2024 organizational goals and priorities will be discussed.

3. Smart-E Loan Program's national residential loan platform
Topic Summary
Staff introduced the discussion on residential solar financing to provide context for council members, which was identified as a priority by members and stakeholders during the budget engagement sessions. Conversations with solar trade allies over 2023 have also identified financing as a very important topic. Especially for residential rooftop solar, there is much more complexity to the current state of financing than just high interest rates. New trade allies entering the market find it nearly impossible to get a financing product to offer their customers. There is only one credit union (based in Washington) with a meaningful presence in the Oregon market that provides a competitive product that does not raise consumer protection concerns. The remainder of the financing products in the market are private lending products that look competitive initially but actually include 25-50% dealer fees amortized over the life of the loan, significantly impacting the real-world payback of a solar system.

Conversations with trade allies have paralleled internal strategic conversations about the best way Energy Trust can continue to support the residential solar market in the face of substantially lower or sunsetting standard residential incentives. Program staff have been exploring how Energy Trust might best support financial affordability and a healthy, transparent lending market with protection for consumers. This initial exploration and discussions with the Clean Energy States Alliance connected staff with work that has been under way in other states.

Ralph Mesite, with Inclusive Prosperity Capital, provided council members with an informational overview of the Smart-E loan product, which is provided in partnership with a network of approved local lenders and installation contractors in several other states (CT, MI, CO, NM, AZ). Solar and

paired battery storage are eligible technologies, but a variety of clean energy technologies or home improvements can be included as eligible expenses. The product is able to provide significantly competitive interest rates through the creation of a loan-loss reserve, thereby significantly reducing the risk to the lender. Contractor partners must meet minimum participation criteria and maintain satisfactory performance levels. Lenders benefit from significantly reduced loan acquisition costs. Projects must be for owner-occupied homes and owner-financed. Most customers are able to see a positive cashflow in the first month, depending on the regional price of electricity.

Inclusive Prosperity Capital works to leverage local infrastructure when possible and structure requirements to be consistent with local/regional policy or other incentive programs. Program staff recruit and manage support for lenders, qualify contractors, and manage technical review; lenders manage customer credit review and disburse loan payments to contractors; contractors provide the scope of work to the customers, inputs technical aspects of the project into the portal, and manage all process documentation. The minimum required at launch is a participating lender with broad coverage across the state with electronic closing capabilities, automated clearing house (ACH), and are comfortable loaning up to $50k unsecured. The product can be brought to market with as few as one or two participating contractors. The most successful structure will still be able to provide some consumer choice among both lenders and participating contractors.

Discussion
Staff inquired and confirmed that the lender is the servicer and holds the note and there is flexibility to make modifications to the loan or buy down the rate, such as for a limited campaign like a funded Solarize effort. The loans are also unsecured and tied to the individual rather than the property, which simplifies the options during home transactions. Additionally, the Smart-E product is stackable with other programs or rebates, with essentially the net out-of-pocket cost to the customer being the amount financed. Lenders also agree on a not-to-exceed rate, but there is no floor, so lenders are encouraged to keep rates as low as possible.

Council members inquired about how the program gets funded, which varies across states. In Connecticut, the Connecticut Green Bank covers the whole cost of the program, where parts of the southwestern United States have a lender-led model with an up-front fee and maintenance to cover technology and staff time, usually a 2.5% contractor fee and a 0.5% lender fee (Jaimes Valdez). Staff expressed some concern about achieving a positive cashflow early in Oregon due to the low cost of electricity, but based on the various markets Smart-E has been deployed in, they have still seen success in improving the payback period relative to local options, even if cashflow is not positive in the first month. Staff were curious if any on-bill financing mechanisms had been integrated with the product in other states, which has not yet occurred—this approach requires very organized lenders and utilities and a heavy amount of information pass-through and systems integration. It is a great model that can be very effective but is challenging to execute.

Council members asked about next steps for Inclusive Prosperity Capital and their plans for bringing the product to Oregon (Josh Peterson). Inclusive Prosperity Capital has a goal of making this product available in all 50 states, but the expansion will follow the “path of least resistance,” and likely prioritize regional markets that have strong infrastructure to simplify deployment and build on-the-ground partnerships. The Inflation Reduction Act may provide additional funding to help establish a national loan-loss reserve, which will help support their plans for growth. In general, they see the demand for solar continuing to increase and the need for financing product to grow and expand as well.

Next Steps
Staff plan on continuing the exploration of financing solutions through the end of 2023 with the identification of possible regional or national partners. Council members who have follow up questions for Inclusive Prosperity Capital or additional feedback to share regarding financing should contact Jess Siegel, renewables program manager, at jess.siegel@energytrust.org.

4. Public comment
There was no public comment.

5. Adjourn
The meeting adjourned at 12:12 pm. The next meeting of the Renewable Energy Advisory Council will be an anti-racist training for all of Energy Trust's advisory councils on Friday, September 29 at 10 am and a joint meeting on the 2024 Energy Trust budget on Thursday, October 12 at 1:00 pm.

Please refer to Tab 7 to review the Joint Advisory Council Meeting Minutes from October 12, 2023

Renewable Energy Advisory Council Meeting Notes

November 16, 2023

Attending from the council:

Alexia Kelly, High Tide Foundation
Amy Schlusser, Oregon Department of Energy
Angela Crowley-Koch, Oregon Solar + Storage Industries Association
April Snell, Oregon Water Resources Congress
Brikky King, Fairway Independent Mortgage Corporation
Jaimes Valdez, Portland Clean Energy Fund
Joe Abraham, Oregon Public Utility Commission
Josh Peterson, Solar Monitoring Lab, University of Oregon
Ryan Harvey, Pacific Power
Stasia Brownell, Portland General Electric*

**pending board approval*

Attending from Energy Trust:

Alina Lambert
Andi Nix
Alyson McKay
Betsy Kauffman
Dave McClelland
Dave Modal
Elizabeth Fox
Fred Gordon
Hannah Cruz
Jake Kennedy
Jay Robinson
Jeni Hall
Jess Siegel
Kyle Petrocine
Laura Schaefer
Lori Lull
Lidia Garcia
Maddie Norman
Matt Getchell
Natalia Ojeda
Renita Lamberth
Shelly Carlton
Sletsy Dlamini
Sue Fletcher
Themba Mutepfa
Tracy Scott
Bayo Ware

Others attending

Rob Del Mar, Oregon Department of Energy

Welcome and Announcements

Betsy Kauffman, Renewable Energy sector lead, convened the meeting at 9:30 a.m. on Zoom. Lidia Garcia, Renewable Energy and Communities and New Initiatives sector Roger Arliner Young (RAY) Diversity Fellow, facilitated the meeting. Notes were taken by Bayo Ware.

Staff announced dates for the first several meetings for the council in 2024. In March, there will be more information regarding Solar For All, after the grant awardees are announced. Work is expected to start in July. Meeting agenda, notes and presentation materials are available on Energy Trust's website at https://www.energytrust.org/about/public-meetings/renewable-energy-advisory-council-meetings/.

1. Remembrance of Frank Vignola

Topic summary

Josh Peterson, council member, gave a remembrance of former and inaugural council member Frank Vignola, who passed in September. The founder of the University of Oregon Solar Radiation Laboratory, he contributed much to the development of the solar industry in Oregon and the nation. The lab that he sustained has collected 40 years of solar data. He coauthored multiple books, one of which is a seminal work in the field. He cofounded the American Solar Energy Society's Resource Assessment Division. In 2020, he earned the Charles Greeley Abbot Award. A man of many passions, he was an avid stamp collector and music afficionado, opening a record store in Eugene.

Discussion

Staff remarked that Frank was instrumental in the development of Energy Trust's solar programs, helping the sector set a high bar for photovoltaic technology installations. He was a consistent thoughtful, independent-thinking member of the council. A council member added that the Oregon Solar and Storage Industries Association would not be where it is today if not for Frank (Angela Crowly-Koch).

2. Oregon's incentive and grant programs

Topic summary

Rob Del Mar, senior policy analyst at Oregon Department of Energy (ODOE), presented on ODOE's solar program updates. The 2023-2025 Fiscal Year budget is $10 million. The department worked with Energy Trust and Bonneville Environmental Foundation to submit a $138 million Solar For All grant application for single-family, multifamily, Community Solar Program and low-income service provider solar projects. It is expected that ODOE's application will be successful. ODOE will coordinate with Oregon Housing and Community Services, community-based organizations and community action agencies to reach and prequalify individuals it has historically underserved.

Jess Siegel, renewables program manager, presented on Energy Trust's program developments. The sector continues its shift towards incentives that further equity, provide grid flexibility and offer resilience. This means increasing dollars for Solar Within Reach, Equitable Solar Initiative and the Community Solar Program. Additionally, the residential battery storage incentive was released this year. The sector is also focusing on providing upstream support to the market, such as increased business development funds for all solar contractors and especially Certification Office for Business Inclusion and Diversity (COBID) certified businesses. Renewables will put more focus on resilience planning, particularly for municipalities.

Jaimes Valdez, Portland Clean Energy Fund's (PCEF) organizational development & policy manager, presented on PCEF's programs. The organization uses funding secured through a tax of large corporate and retail sales to provide grants for climate-related projects that provide multiple benefits to Portland residents. Since its inception in 2018, it has distributed $130 million to 110 recipients. The City Council approved PCEF's 5-year Community Investment Plan that directs funds to address specific needs in communities. There is a great opportunity for their Community Responsive Grants to couple with Renewables programs. The Request for Proposals will open this month and close at the beginning of February. There will be grants for planning and implementation. Information sessions and technical assistance opportunities will be available in December and January.

Discussion

Staff asked if there would be a way to learn about the solar projects that receive funding. PCEF has an existing database of funded and unfunded projects. In the future, there will be a dashboard with metrics to track grant outcomes over time (Jaimes Valdez). Council members asked if there are sufficient contractors to meet equity and workforce requirements (Amy Schlusser). There are enough workers for wage requirements; the focus will be for workforce development practices, such as apprenticeships and training opportunities, and subcontracting (Jaimes Valdez). Staff asked for more information on the planning grants. There are two thresholds: one for a specific physical project and one for a general socially based project. Planning grants cannot be used for implementation. There are no funding match requirements (Jaimes Valdez). Staff asked how Energy Trust can better complement PCEF and ODOE programs. Energy Trust staff completed much of the work on the Solar For All application and ODOE looks forward to Energy Trust continuing to provide solar trade ally and program administrative support, such as with PowerClerk integration (Rob Del Mar). Energy Trust's customer navigation, protection, education and awareness will all be critical for PCEF (Jaimes Valdez). Council members discussed the difficulties of local cultural and institutional capacity and connections to ensure that climate and outage resilient projects are successful. A lack of funding and financing necessary for structural improvements is also an issue for moving forward on resilience projects and planning, especially in rural areas (Alexia Kelly).

Next steps
Staff will follow up with PCEF to present to the council on some of PCEF's previously funded projects, especially those co-funded with Energy Trust (Jaimes Valdez).

3. Strategic Planning, Multiyear Planning and Budget Development

Topic summary
Greg Stokes, organizational development manager, presented on Energy Trust's planning and budget development strategies, stating that the upcoming strategic plan will be for the next 6 years to align with state and utility decarbonization goals. Energy Trust will also begin the transition to multiyear planning. To enable the organization to make these changes, the advisory councils and board can anticipate a lighter approach to budgeting for 2025. For example, there will not be the typical in-depth market intelligence discussions. There will be a joint advisory council meeting on January 10 and a board, advisory council and utility workshop on March 13. Staff will continue to bring relevant and timely topics to councils throughout the year.

Discussion
None.

Next steps
None.

4. Public Comment

No public comment.

5. Adjourn

The meeting adjourned at 11:07 a.m.

Tab 10

Energy Trust of Oregon 2021 Existing Buildings Evaluation Final Report

Submitted to

Cody Kleinsmith
Energy Trust of Oregon
421 SW Oak St., Suite 300
Portland, OR 97204

Submitted by

Jeremy Stapp
Faith DeBolt
Dan Bertini
SBW Consulting, Inc.
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September 28, 2023

sbw

ENERGY + WATER + EFFICIENCY

Executive Summary

This report details the findings and methodology we used to evaluate savings claimed in 2021 by Energy Trust of Oregon's Existing Buildings (EB) programs. We cover the following program tracks in this report: Lighting, Standard, Custom, and Strategic Energy Management (SEM). Findings and results are summarized below and covered in more detail in subsequent sections.

Evaluation Objectives

The objectives of this evaluation were to:

- Develop reliable estimates of EB program gas and electric savings for 2021 to establish realization rates. Realization rates are provided separately for SEM and non-SEM measures. This information will be used for future program savings projections and budget developments.
- Develop estimates of electricity and gas demand savings at the program track level (excluding SEM) and for the program overall (excluding SEM).
- Report observations from the evaluation and make recommendations to help Energy Trust understand substantial deviations from claimed savings, and to improve ex ante savings estimates and the effectiveness of future engineering studies and impact evaluations of Existing Buildings projects.

Methodology Overview

We used the process shown in Figure 1 to conduct the evaluation. A brief overview of each aspect of the process follows.

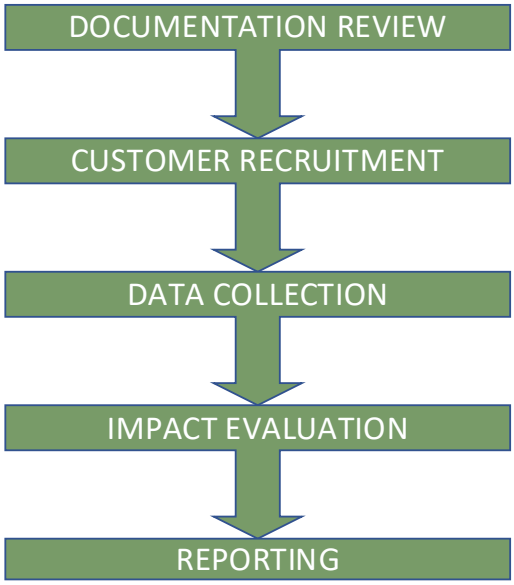

Figure 1: Evaluation Process Steps

Documentation Review

For each sampled site, we reviewed project documents supplied to us by Energy Trust. We determined whether or not sufficient documentation was present to perform an evaluation for the site. We requested any missing information from Energy Trust. We then determined the site treatment that would be used to perform data collection. Site treatments considered included desk review, virtual site visit, or physical site visit (although we did not conduct physical site visits for 2021—this is discussed further below).

Customer Recruitment

The Program Management Contractor (PMC)[1] first contacted sampled customers for Custom, Lighting, and Standard sites and the Energy Trust SEM coaches contacted SEM sites. Once a site was contacted by the PMC, we contacted the customer via email or phone, asking them to participate in the evaluation and providing specific details about data needed/interview questions.

If the customer was not willing or able to participate, we considered selecting a replacement site if the project timeline supported it. If the customer was unresponsive after two attempts at communication by us, we asked the PMC to attempt further contact. If contact was still unsuccessful at this point, we considered a final attempt by the PMC and then either selected a replacement site, dropped the site from the sample, or performed a no-contact review.

Note that we experienced a number of recruitment challenges for the 2021 evaluation (similar to the 2020 evaluation), due mainly to ongoing impacts related to COVID-19. These challenges resulted in fewer projects evaluated as compared to the original sample. Relative precisions were also affected, but final results were still found to be statistically relevant at the program level. Note that precision for some tracks however was low. Implications of the low precision in results for these tracks is discussed further throughout the report.

Data Collection

For Standard and Lighting projects, we used measure-specific data collection plans developed by us and approved by Energy Trust. In most cases, these data collection plans were specific to the Measure Approval Document (MAD) governing the measure.

For Custom and SEM sites, we developed site-specific data collection plans. The overall structure of these site-specific plans was approved by Energy Trust. Additionally, Energy Trust's SEM team reviewed and approved a sample of site-specific plans at random.

We used data collection plans to conduct data collection for each site.

For desk reviews, data collection consisted of an email exchange and/or phone call with the customer to confirm data entries.

[1] PMC for the Custom and Standard Tracks in the 2021 program year was TRC, Inc. The PMC for the Lighting Track in 2021 was CLEARResult, but TRC also provided the first contact for Lighting Track sites.

For virtual site visits, we set up a specific time with the customer to go over the project installation and any data needed. This included the customer taking photos, sending trend data, or if necessary, viewing the installed equipment with the evaluation engineer on the phone.

In general, we found that a virtual site visit was the most efficient, allowing us the time and access necessary to obtain the required data, but without the additional time and resources required of a physical site visit. Given the mix of measures that was sampled for the 2021 evaluation, we decided not to conduct physical site visits as we were able to obtain all data needed to support an acceptable level of rigor via either desk review or virtual site visits.

Impact Evaluation

We developed evaluation workbooks to be completed by the evaluation engineer for each project. In these workbooks, we recorded all findings, estimated energy savings at the site, calculated the project level realization rates, and documented reasons for any differences between claimed and evaluated savings.

The evaluation engineer used project documentation and assembled data from the site to complete the evaluation workbook. A more senior engineer then performed a quality control (QC) check of the site evaluation. Once the QC check was completed, the results for the site were considered final.

Reporting

We developed a system to report results at the sample and population level. This included a project database containing entries for each completed project evaluation and a series of scripts to combine results, extrapolate them to the population level, and to report out various aspects of the evaluation.

Evaluation Results

This section presents a brief summary of the results. We provide a summary of results of the 2021 evaluation followed by a discussion of historical results as compared to 2021. A more detailed treatment of findings and results is presented in subsequent sections.

Summary of 2021 Evaluation Results

Table 1 and Table 2 show a summary of evaluation results by program track for each fuel (electric and gas). Program tracks are grouped by Capital (non-SEM) and SEM. This includes number of measures/projects for which evaluations were completed and total energy savings for both the population and sample, resulting realization rates, and relative precision of each track in the sample.

For the SEM track, we present evaluation results from two methodologies: The Savings Rate Table (SRT) approach used by the program, and the PTT (Performance Tracking Tool) modeling approach. Note that while both approaches were evaluated, we used the PTT results

for the final evaluated savings for the reasons discussed further in this report. As PTT was used as our final result, it is the primary focus of the results discussions that follow. We do however discuss the SRT approach as well and how it might be improved upon so that results align better with realized (modeled) savings.

Overall, we calculated the electric realization rate to be 0.93, with the Standard track being the highest (1.06) and the Custom track the lowest at 0.66. Note that the relative precision for both SEM and Custom tracks was low. The low precision for Custom was the result of a low customer response rate for this track and hence a lower number of evaluated projects. For this reason, we consider this result uncertain.

The low precision for SEM was the result of a high degree of scatter between claimed (SRT-based) savings and evaluated (PTT-based) savings. This is an important observation as the low precision is not reflective of the PTT method itself but is more a reflection of the accuracy in the savings estimates between the PTT and SRT approaches. Although the SRT method yielded a higher precision in the realization rate, comparison with the PTT approach at the project level indicates that the PTT method is the more accurate approach to calculating project-level savings.

Table 1: 2021 Electric Energy Savings and Realization Rates[2]

Program Track	Electric Frame							
	Unique Measure Count	Unique Project Count	Evaluated Project Count	Population Claimed Savings (kWh)	% Savings Sampled	Population Evaluated Savings (kWh)	Realization Rate	Relative Precision @ 90% Confidence
Standard	405	318	31	16,858,042	41%	17,848,238	1.06	13.3
Custom	247	177	10	26,913,894	10%	17,737,402	0.66	34.5
Lighting	3,886	1,149	25	54,948,182	13%	56,060,433	1.02	10.0
Capital	**4,538**	**1,644**	**66**	**98,720,118**	**17%**	**91,646,073**	**0.93**	**9.4**
SEM - SRT	**449**	**449**	**27**	**12,701,358**	**32%**	**10,634,142**	**0.84**	**15.7**
SEM - PTT	**449**	**449**	**27**	**12,701,358**	**32%**	**11,492,829**	**0.90**	**67.9**
Grand Total w/ SEM SRT	**4,987**	**2,093**	**93**	**111,421,476**	**19%**	**102,280,215**	**0.92**	**8.6**
Grand Total w/ SEM PTT	**4,987**	**2,093**	**93**	**111,421,476**	**19%**	**103,138,902**	**0.93**	**11.3**

We calculated the overall gas realization rate to be 0.89 (Table 2). The Custom track had the highest realization rate at 0.99, with the SEM track being the lowest (0.56). Note again the lower relative precision for both SEM and Custom. As with the electric SEM and Custom

[2] The following rows in this table were used to generate SRAFs: Standard, Custom, Lighting, SEM-SRT.

results, the causes for low precision were lower number of completed project evaluations for Custom, and large scatter in site-level realization rates for SEM.

Table 2: 2021 Gas Energy Savings and Realization Rates[3]

Program Track	Gas Frame							
	Unique Measure Count	Unique Project Count	Evaluated Project Count	Population Claimed Savings (Therms)	% Savings Sampled	Population Evaluated Savings (Therms)	Realization Rate	Relative Precision @ 90% Confidence
Standard	172	140	26	968,411	39%	925,691	0.96	11.8
Custom	149	114	15	1,021,437	24%	1,007,478	0.99	25.5
Capital	**321**	**254**	**41**	**1,989,848**	**31%**	**1,933,169**	**0.97**	**14.4**
SEM - SRT	**379**	**379**	**26**	**481,830**	**30%**	**471,415**	**0.98**	**10.2**
SEM - PTT	**379**	**379**	**26**	**481,830**	**30%**	**267,565**	**0.56**	**85.1**
Grand Total w/ SEM SRT	**700**	**633**	**67**	**2,471,678**	**31%**	**2,404,585**	**0.97**	**11.8**
Grand Total w/ SEM PTT	**700**	**633**	**67**	**2,471,678**	**31%**	**2,200,734**	**0.89**	**16.4**

Figure 2 and Figure 3 show in graphical form the population-level realization rates by domain. Plotted circles within each domain represent sampled measures. The size of each circle represents the magnitude of claimed savings. Realization rate is shown by the circle's position on the y-axis. The error band is shown in red around the domain's realization rate (depicted as a red dot). The error band is a graphical representation of the relative precision of the domain's realization rate.

In Figure 2, to improve scalability we removed two small saver projects with high realization rates from the graph. These two projects were in the Standard domain and had the highest realization rates on the electric side. They are discussed further in Findings below. We identified a number of projects on the electric side with realization rates of zero, most of which were found in the SEM domain (PTT-based results) with a few in the Custom domain. Realization rates were more varied for the Custom track and were at or near 1 for the Lighting and Standard tracks. Note that error bands are larger for domains with more variance in project realization rates. Note also the large scatter in realization rates for the SEM track, which was the primary reason for low precision in this track.

[3] The following rows in this table were used to generate SRAFs: Standard, Custom, SEM-SRT.

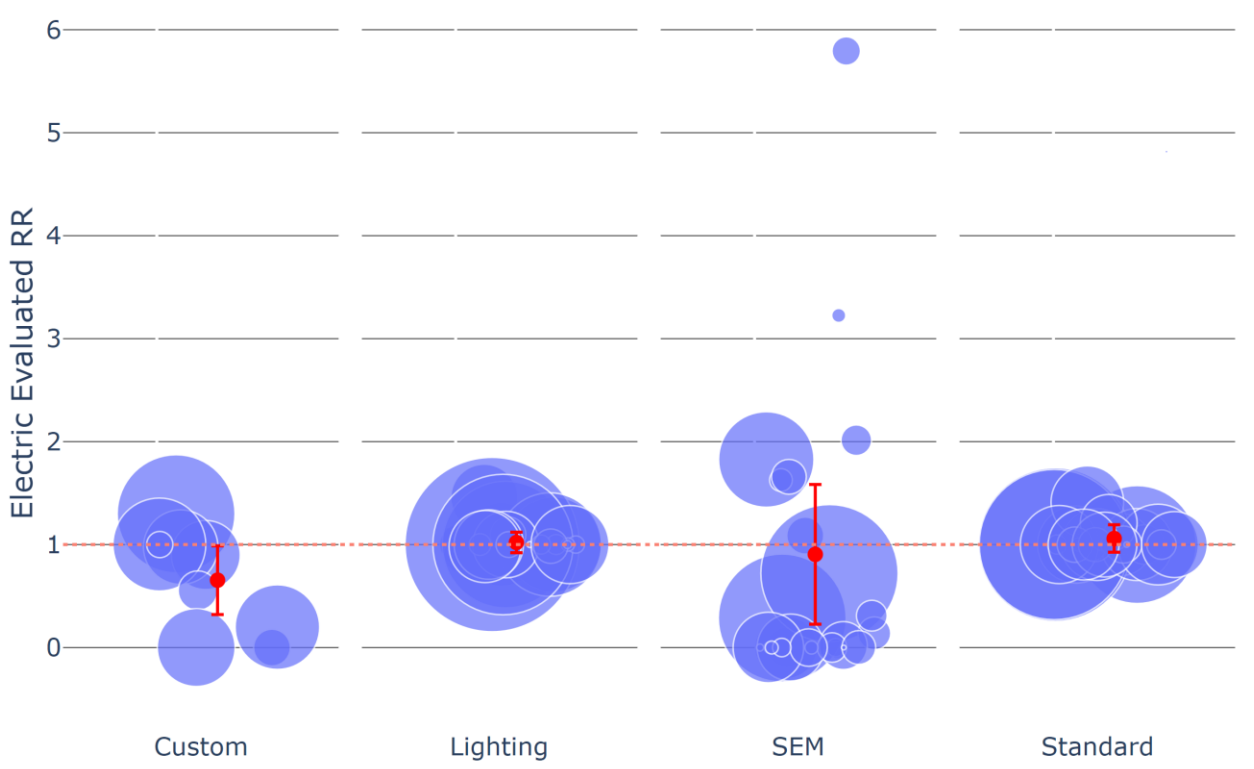

Figure 2: Electric Energy Savings Realization Rates by Domain

Figure 3 shows results for the gas sample. We removed one outlier with a realization rate above 6 from the SEM domain to improve scalability of the graph. Realization rates of zero were found mainly in the SEM track (PTT-based), with a few in the Standard domain and one in the Custom domain. Similar to the electric sample, error bands for domains with larger variability in project realization rate were larger. Note also (as with electric) the large scatter in SEM gas results, which was the primary driver of low precision for this track.

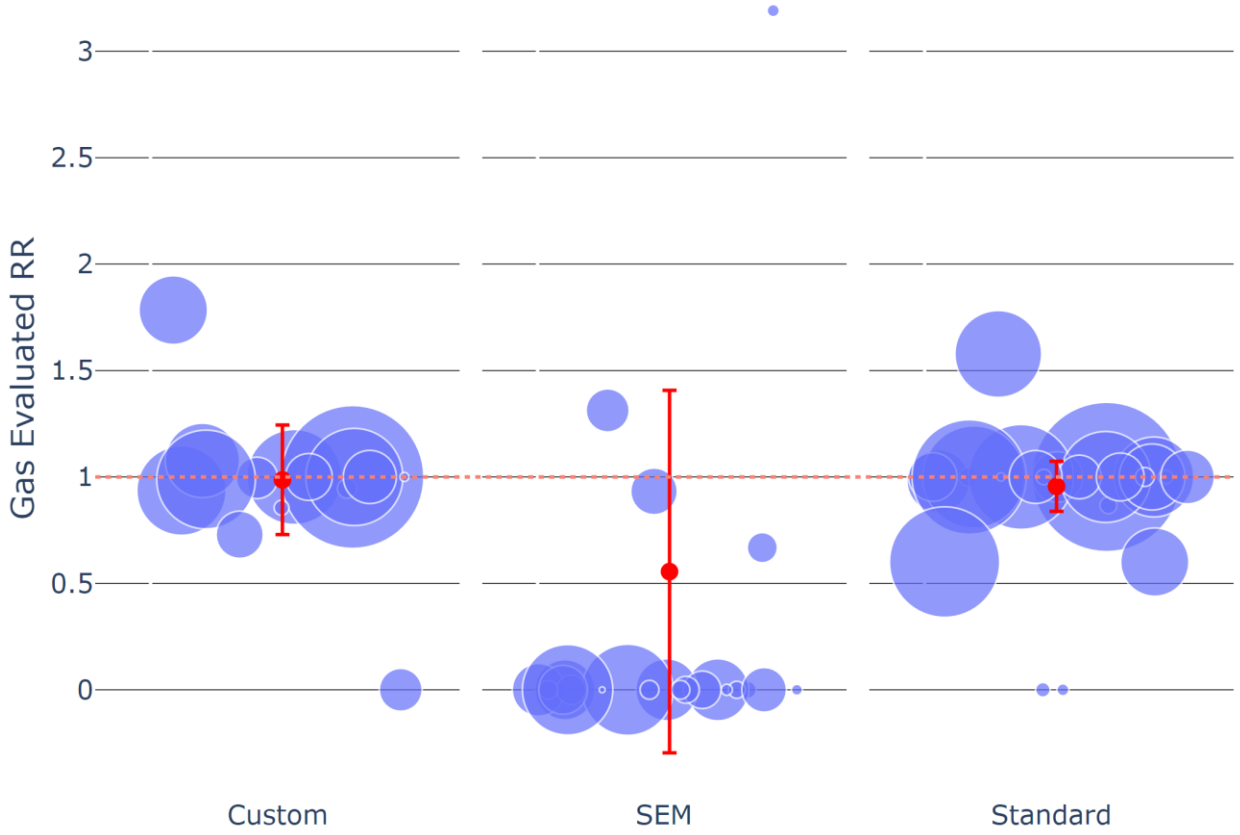

Figure 3: Gas Energy Savings Realization Rates by Domain

Table 3 and Table 4 show a summary of kW and gas demand savings results by program track. Demand savings were calculated for all non-SEM evaluated projects. To calculate electric and gas demand savings, we used Energy Trust-supplied peak demand factors per load profile for non-hourly electric and gas calculations (Standard and Lighting) and peak period definitions for hourly electric (Custom) calculations. We evaluated electric demand savings for both the summer and winter peaks. We evaluated gas demand savings as a single annual value.

Demand savings realization rates are shown together with energy consumption savings realization rates for comparison. Demand savings realization rates varied mainly due to variance in energy consumption savings. Custom had the smallest realization rates for both gas and electric, due primarily to changes in energy savings during peak periods.

Table 3: Comparison of Electric Energy and Demand Savings Realization Rates

Program Track	kWh RR	Summer kW RR	Winter kW RR
Standard	1.06	1.10	1.00
Custom	0.66	0.77	0.84
Lighting	1.02	1.00	1.00
Overall	**0.93**	**0.98**	**0.99**

Table 4: Comparison of Gas Energy and Demand Savings Realization Rates

Program Track	Gas Consumption RR	Gas Demand RR
Standard	0.96	0.97
Custom	0.99	0.39
Lighting	NA	NA
Overall	**0.89**	**0.90**

Discussion of Historical Results

The following figures display historical evaluation results (total energy savings and realization rate) by year from 2008 to 2020 together with 2021 (the results of this evaluation). Results are shown separately for electric and gas, and for SEM (PTT-based results are shown for 2021) and non-SEM program tracks.

The figures indicate the following:

- Non-SEM electric savings (Figure 4) shows an overall upward trend in total energy savings over time but with a significant drop in 2020 and slight increase in 2021. The realization rate has been relatively steady in recent years at close to 1, but did drop somewhat in 2021.

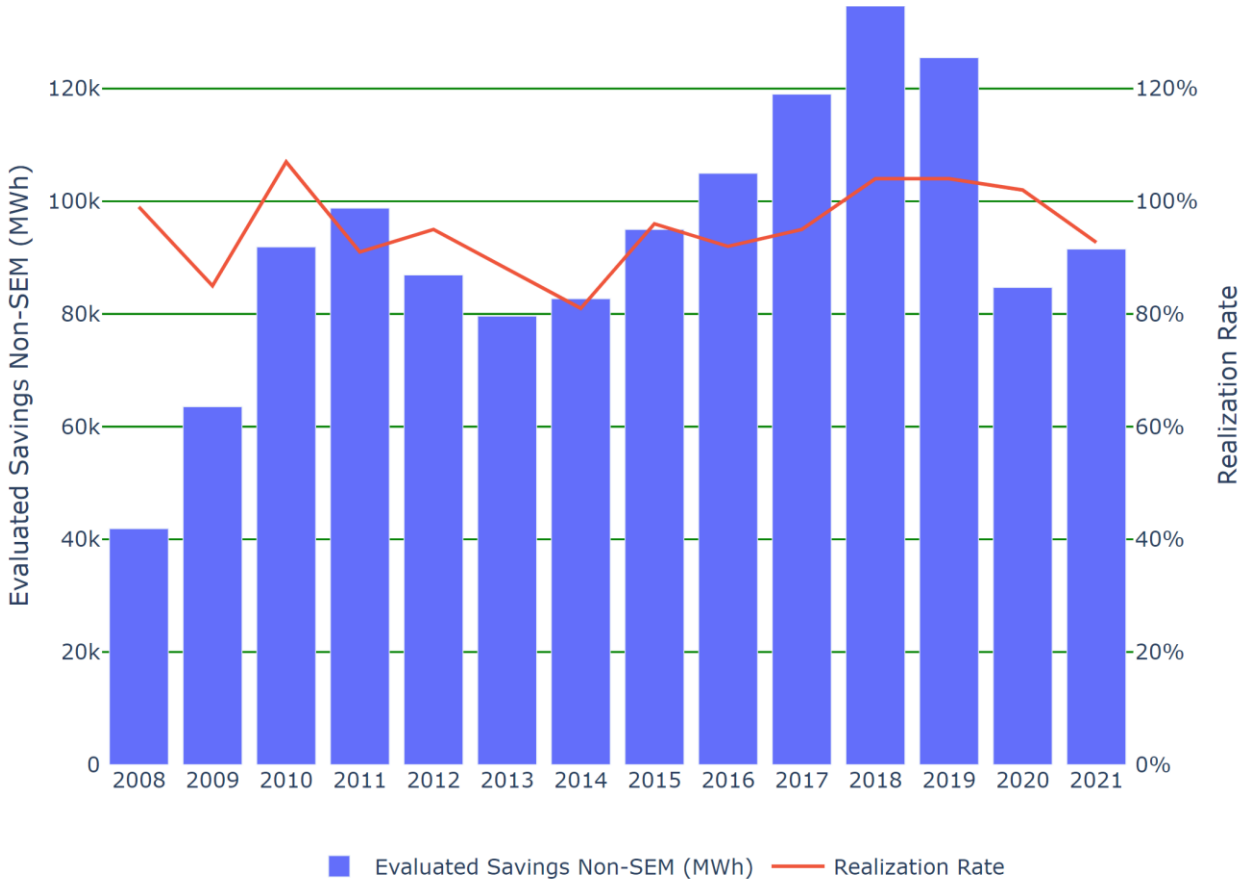

Figure 4: Historical Non-SEM Electric Energy Savings Evaluation Results

- The non-SEM gas savings trend was somewhat flat in recent years but increased significantly in 2021 (Figure 5). Historically, the realization rate was lower than non-SEM electric but trended upwards between 2018 and 2021.

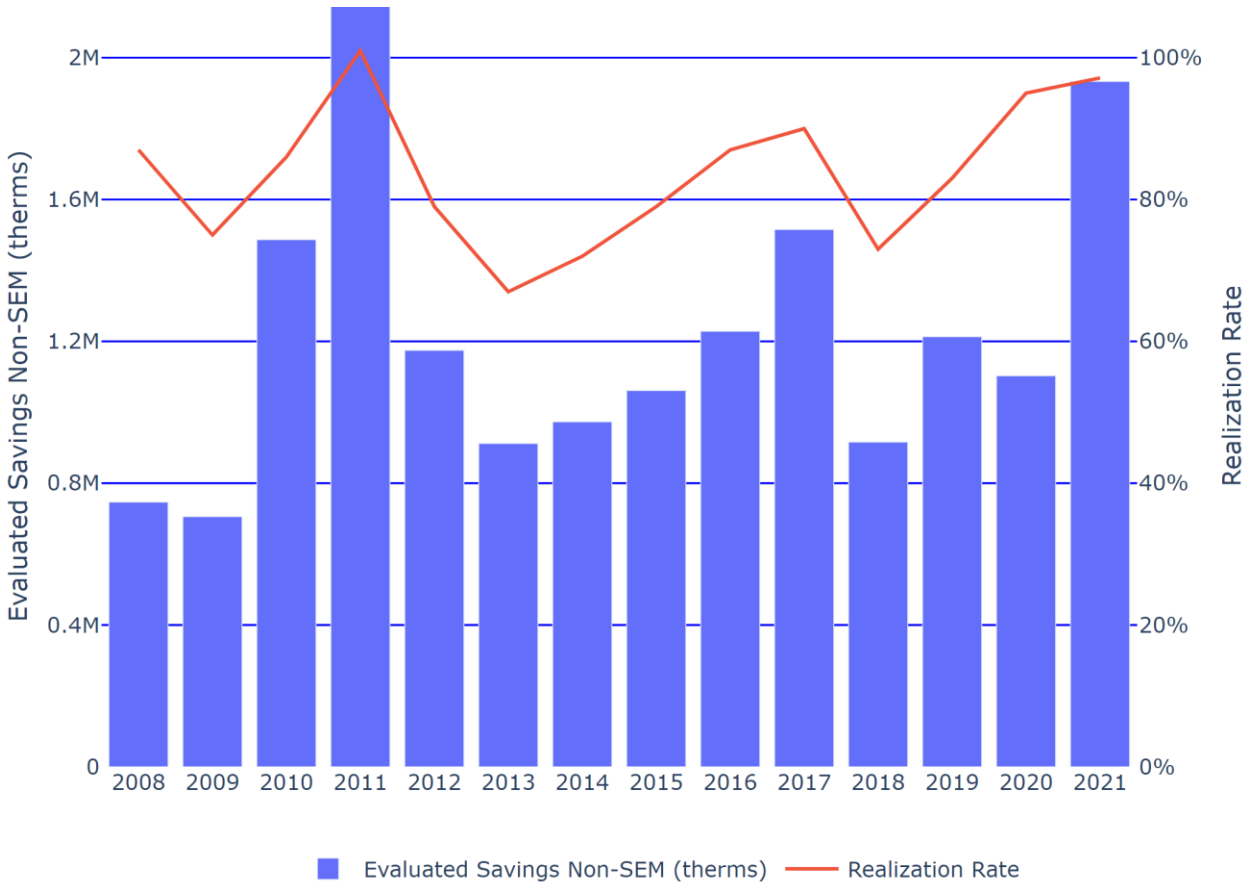

Figure 5: Historical Non-SEM Gas Energy Savings Evaluation Results

- SEM electric savings (Figure 6) showed a significant increase after 2017 with a steady realization rate near 1 between 2014 and 2019. 2020 saw a notable decrease in realization rate, with a rebound in 2021. A downward trend in savings is also apparent between 2018 and 2020, but again with a rebound in 2021.

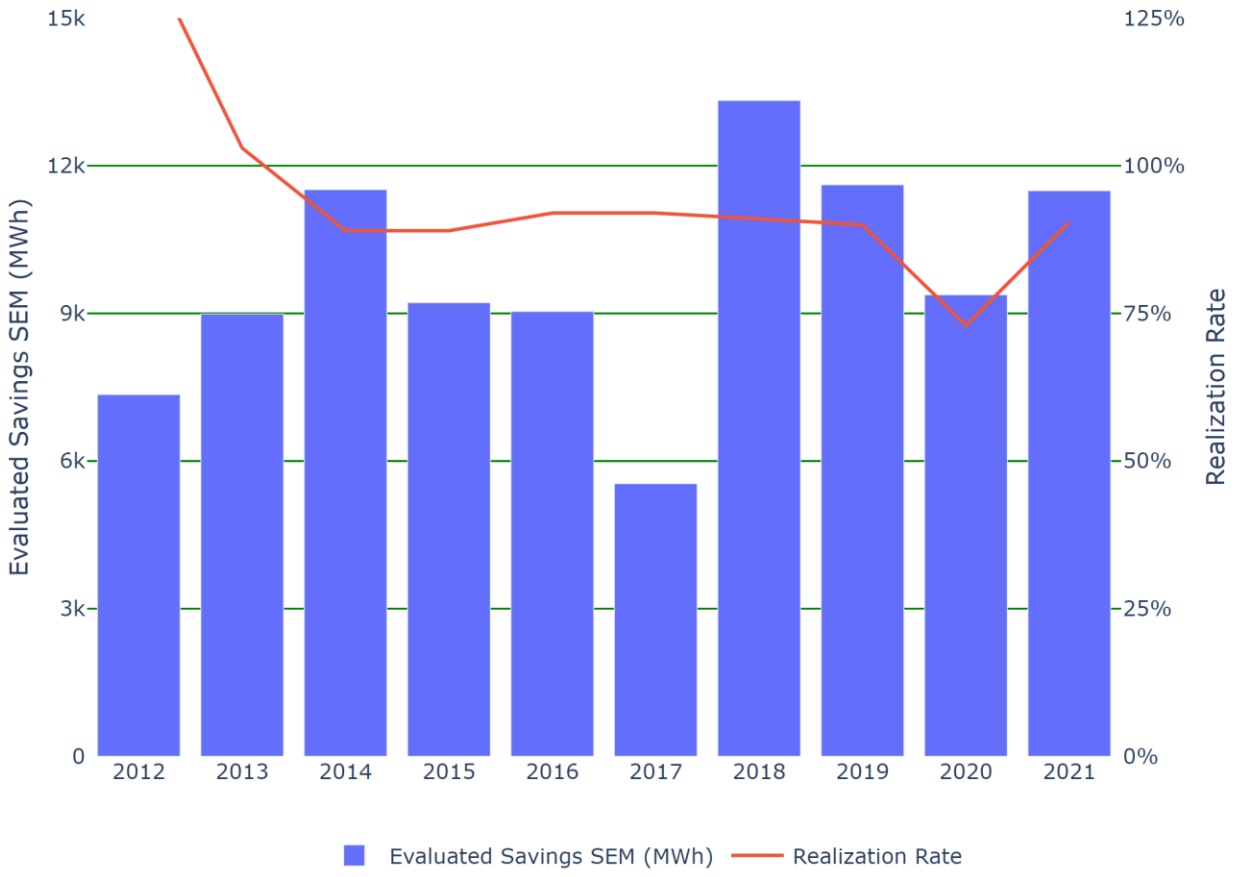

Figure 6: Historical SEM Electric Energy Savings Evaluation Results

- SEM gas savings (Figure 7) does not show a clear trend over time. The realization rate has been somewhat volatile with an average near 1. The realization rate remained near 1 for 2020, but dropped in 2021 along with savings claimed.

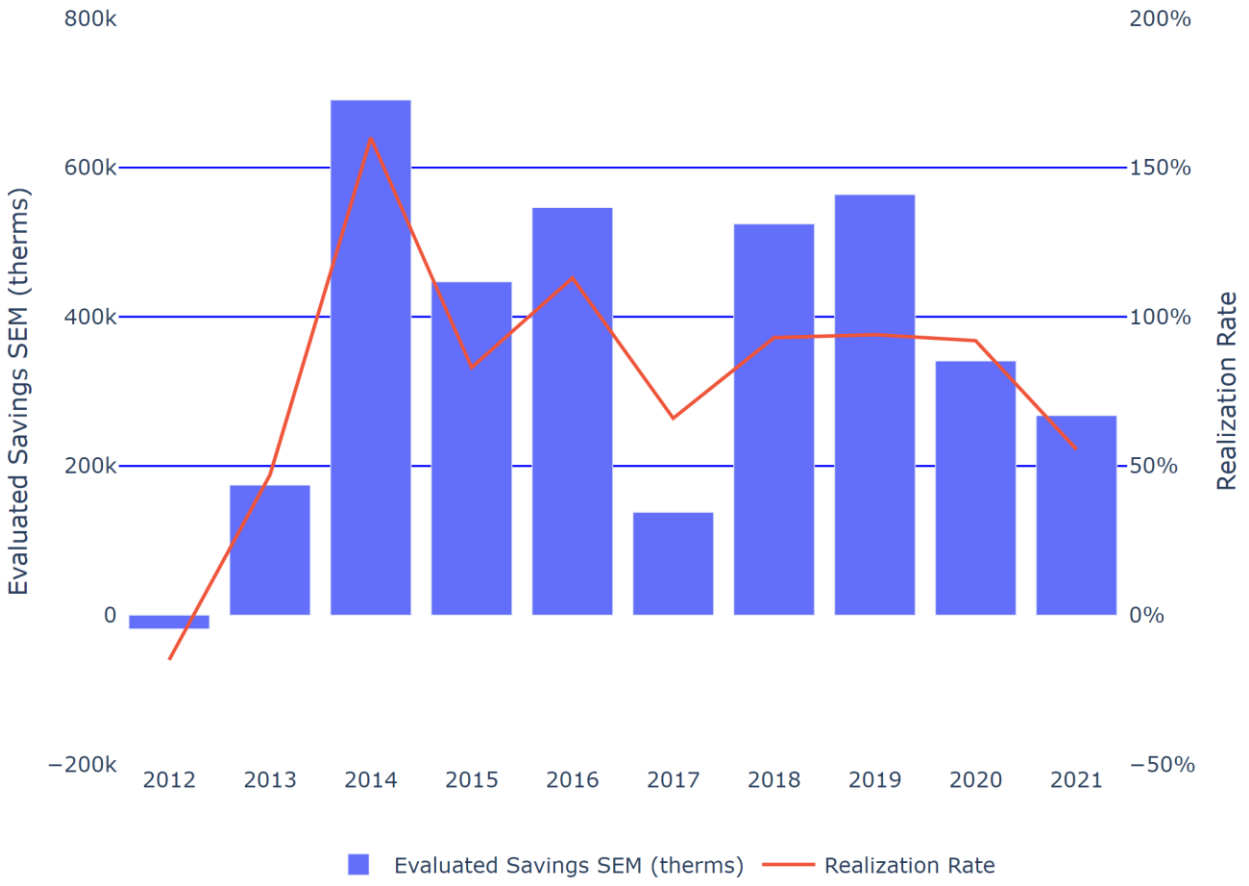

Figure 7: Historical SEM Gas Energy Savings Evaluation Results

Evaluation Observations/Recommendations

The purpose of this task was to document observations made about the program during the course of the evaluation and to make recommendations to help Energy Trust improve the effectiveness of the program and the accuracy of the expected savings in future program years.

The data collection and analysis procedures described in detail in the Evaluation Methodology section support documenting observations in a standardized way to facilitate qualitative and, in some cases, quantitative findings on how well the program is operating.

We made the following observations in 2021 during the evaluation process. For each observation, we provide a recommendation for improvement.

Custom Track

- **Custom Energy Models:** During the course of our model reviews, we noted that model calibration was inadequate for 12 of 16 models. This issue is further detailed in section 3.2.5. Note that most of these models were developed under the previous PMC.

  Recommendation: We recommend that the PMC check to ensure that model calibration is being emphasized in technical reviews and that any explanations given by the ATAC for poor calibration are thoroughly reviewed to ensure that PMC calibration guidelines are adhered to. If a model is unable to be calibrated following these guidelines, we recommend that the model not be accepted and that a different calculation approach be used for the project.

Standard Track

- **Standard Track MAD 47 (Insulation) and MAD 68 (Cooler Doors) Existing Conditions Documentation:** Existing conditions for insulation (MAD 68) and cooler doors (MAD 47) were not documented in some cases.

  Recommendation: Since the existing condition is a key input for measure savings/incentives, we recommend carefully checking this documentation before approving applications, and ensuring that the customer understands that this documentation is required per the MAD.

Lighting Track

We did not have specific recommendations for the Lighting track. We did not identify any issues with this track that we felt would warrant a recommendation.

SEM Track

- **SEM PTT Method:** For this evaluation, we used the PTT method to calculate realized savings. The overall sampling precision of the SEM realization rate based on the PTT results is very low due to the scatter in site-level realization rates and is not reflective of the accuracy of this method for estimating savings at the site level. At the site level, we were able to successfully model savings at each site and achieve acceptable model fit metrics with adjustments for NRAs such as those associated with the pandemic.
- **Recommendation:** We believe that this method, which utilizes actual site level data, is the preferred approach and can be successfully implemented during periods such as the recent pandemic.
- **SEM SRT Method:** Our analysis indicates that the program did a good job implementing the SRT method for claiming savings but that the SRT method itself could be improved if it is used in the future.

Recommendation: If the SRT method is to be used in the future, we recommend basing the site-level savings not wholly on the historical savings rates for the program, but on a combination of the historical savings rates for the program and, if available, the historical savings rates for the site, or the participant. For example, we found nine PTT models in their second reporting year or greater where savings had never been realized in any of the previous reporting years. We found that seven of those nine did not have savings during the evaluation year, either, yet by the SRT method all nine of those sites had savings.

Additionally, if the program uses a similar method in the future, the evaluator should be informed that a higher sample size may be necessary to achieve desired precision targets since the claimed savings may vary significantly from the realized savings.

Finally, we recommend that the engagement factor (EF) be studied more closely to quantitatively assess the impact that the number and types of "qualifying projects" has on savings. Moreover, we would recommend assessing the engagement factor at the building level, if possible, rather than at the customer level.

- **SEM Monthly vs Interval Billing Data:** The SEM program has historically used monthly billing data when using the PTT modeling approach.

  Recommendation: We strongly recommend using interval data (i.e. daily data) if at all possible for regression-based savings models. Interval data usually results in much smaller uncertainty as compared to monthly data. Our understanding is that interval data is difficult to obtain from utilities at the time of this report writing. Utilities would benefit greatly from sharing this data as it would increase model accuracy and therefore aid in increased energy efficiency.

General Recommendations

- **Low Customer Recruitment/Participation:** As detailed in 3.1.1, customer recruitment levels and cooperation were low in 2020, and despite greater focus on the recruitment process, were also low in 2021.

  Recommendation: We believe that evaluation participation could be improved by increasing communication with the customer regarding the evaluation process, and continuing communication with them throughout the measure implementation process so that it is repeatedly clear what the expectations are if they are contacted for an evaluation. This would also include re-engaging the customer on this process if the customer contact person changes to avoid situations in which the site contact is unaware of the evaluation process. It may also be good to emphasize to the customer that participation in the evaluation process is technically required as part of their contract with Energy Trust. Finally, since this seems to be a persistent issue, it might benefit from further study perhaps as part of a process evaluation. This would help ensure that any barriers to participation are thoroughly identified.

- **Low Precision in Track Level Results:** Precision was much lower than targeted in both the Custom and SEM tracks.

  Recommendation: Precision was affected by low customer participation (lower final completed sample) in the Custom track and high variability of results (claimed savings vs evaluated savings) in the SEM track. One way to mitigate these factors in the future would be to use the relative precision and site completion rates (completed sites/originally sampled sites) from past evaluations to drive future evaluation sample sizes. A higher sample size for example would result in more sites being completed (in the case of low customer participation) and better statistical results (in the case of high scatter in results). This approach would require a higher evaluation budget to handle the increased effort for recruiting and evaluating more projects.

Memo

To: Board of Directors

From: Cody Kleinsmith, Evaluation Project Manager
Oliver Kesting, Sector Lead – Commercial
Patrick Urain, Sr. Program Manager – Commercial
Kathleen Belkhayat, Program Manager – Commercial

cc:

Date: November 3rd, 2023

Re: Staff Response to the 2021 Existing Buildings Impact Evaluation

The 2021 Existing Buildings Impact Evaluation assessed the performance of projects claimed in the 2021 program year in the program's four main tracks: Custom, Lighting, Standard and Strategic Energy Management (SEM). The program management contractor (PMC) for 2021 was TRC, with delivery of the lighting track subcontracted to CLEAResult (program delivery contractor, or PDC). For both TRC and CLEAResult, this was their first year under their respective PMC and PDC contracts, and many projects that were closed out were initiated by the previous contractors. The results of the evaluation show the program performed well in 2021 despite ongoing challenges due to the COVID-19 pandemic. While 2021 savings realization rates were lower than some previous years, particularly for gas, overall program realization rates were high, at 93% for electricity and 89% for natural gas.

Due to changes in building occupancy and operations during the pandemic, SEM continued to use an alternative method of claiming savings. This method claimed savings using the program's historical savings rate, customer participation level, year in the program, and other factors rather than using estimated savings from energy models. This evaluation determined two realization rates for SEM. The first, Savings Rate Tables (SRT) realization rate, determined how well the program implemented this alternative method and resulted in realization rates of 84% for electric and 97% for gas. The second, Performance Tracking Tool (PTT) realization rate, replicated the standard (non-COVID year) modeling approach to evaluate savings. This method returned realization rates of 90% for electric and 56% for gas. The overall realization rate of the PTT method had low precision, primarily due to the large variation of realization rates in individual projects across the evaluated sample. This low precision makes it difficult to draw conclusions across the SEM track from this sample of evaluated projects.

The program updated the alternative SEM savings methodology prior to the 2021 program year, and these large differences in SRT and PTT realization rates indicate there are more changes needed to fine tune the SRT approach if the program plans to use it again in the future. In 2023, the program transitioned back to using energy models to claim savings. If a large macroeconomic disruption similar to the COVID-19 pandemic occurs in the future, the program will consider if the SRT approach is suitable enough to claim reliable savings compared to modeling. If the SRT method is put in place again, the program will incorporate changes recommended in this evaluation to strengthen its ability to reliably claim savings.

The evaluation found custom track savings models developed by the previous PMC and closed out and claimed by TRC in 2021 had more errors in model calibration than projects with models developed, closed out and claimed entirely by TRC. The Existing Buildings program will explore ways to ensure models

developed near or during PMC contract conclusion dates are developed with the same rigor as models developed throughout other program contract years.

At the beginning of 2021, implementation of Business Lighting (which also serves industrial customers) was transferred to CLEAResult. The lighting track returned a realization rate of 102% with no areas that could be identified as systematic places for improvement. The standard track, delivered by TRC as part of their PMC contract, also saw high realization rates at 106% for electric and 96% for gas with no areas where systematic improvements could be made.

As with the 2020 Existing Buildings Impact Evaluation, evaluators encountered challenges in recruiting participants to provide information, despite adjustments to recruiting methods. Issues of turnover or loss of participant staff resulting from the effects of the COVID-19 pandemic have remained, and more customers stopped participating in the evaluation mid-way through the data collection process. Evaluation staff will consider changes to evaluation scopes and budgets to account for lower evaluation recruitment rates, while continuing to explore more effective strategies for recruiting participants into evaluation.

Due to stable findings for the program realization rates over several years – outside of SEM, which has returned to using a modeling approach in 2023 – Energy Trust will not conduct an impact evaluation for the Existing Buildings' 2022 program year. The 2023 Existing Buildings Impact Evaluation will begin in 2024.

2022 Fast Feedback Survey
End of Year Report (Executive Summary)

Prepared for:
Energy Trust of Oregon

August 18, 2023

Prepared by:

ADM Associates, Inc.
3239 Ramos Circle
Sacramento, CA95827
916.363.8383

with

Rouj Energy Analytics

Executive Summary

ADM Associates ("ADM") conducted the Energy Trust of Oregon 2022 Fast Feedback program participant survey from March 2022 to the end of January 2023, which included program participants from January through December 2022. This report summarizes the analysis conducted by ADM and the results of the survey. The purpose of the analyses was to summarize Fast Feedback survey findings by program and quota group.

Residential Survey Summary

Results show high satisfaction ratings across all facets of program experience for all measures. Overall satisfaction showed very little change over time for most measures. Customer satisfaction increased for most measures including a significant increase for the central air conditioner, gas fireplaces, and spa cover measures in 2022. *Table ES-1* shows mean overall program satisfaction for each of two types of quota groups. "Exclusive" quota groups are based on state (Oregon or Washington) and, within Oregon, type of measure installed; each respondent appears in only one of these quota groups. "Cross-cutting" quota groups are based on features that are independent of the exclusive quota group; a respondent may appear in more than one of these quota groups.

The overall program influence on purchase decisions was high for all quota groups. Factors influencing the purchase decision varied somewhat by measure type, but commonly the Energy Trust incentive and/or information or materials received from Energy Trust had the most significant influence on customers' decisions closely followed by the contractor and the measure's efficiency rating.

Among participants who used a contractor, by far the most consistently identified way participants found that contractor was by word of mouth. Web searches and contractor advertisements also were frequently identified for most quota groups; Energy Trust website and/or referrals were fairly common for the Gas Fireplace, Gas Furnace, Ducted Heat Pump, and Other Insulation groups.

Table ES-1: Summary of Residential Overall Satisfaction and Program Influence[1]

Quota Group	Overall Satisfaction		Overall Program Influence	
	No. of Survey Respondents	Percent	No. of Survey Respondents	Percent
Exclusive Quota Groups				
Residential - Oregon	924	95%	982	92%
Smart Thermostats	61	94%	64	88%
Heat Pump Advanced Control	56	93%	63	85%
Ceiling Insulation	70	96%	75	91%
Other Insulation	55	95%	58	86%
Ducted Heat Pumps	85	96%	93	99%
Ductless Heat Pumps	77	97%	82	96%
Central Air Conditioner	55	96%	61	94%
Windows	86	95%	90	87%
Gas Fireplaces	66	94%	69	73%
Gas Furnaces	72	98%	79	100%
Spa Covers	61	95%	64	82%
Duct Sealing	57	95%	58	100%
Residential - Washington	163	93%	186	90%
Residential Solar PV	123	94%	137	95%
Cross-Cutting Quota Groups				
Moderate Income Track	65	100%	71	99%
Rental Properties	58	97%	61	100%
Fixed-Price Promotions	65	95%	68	100%
Instant Incentives	258	96%	298	96%

[1] Satisfaction was defined as a rating of 4 or 5 on a scale from 1 (not at all satisfied) to 5 (very satisfied). Influence was defined as a rating of 4 or 5 on a scale from 1 (did not have any influence) to 5 (had a great influence). In both cases, "don't know" and "no response" were excluded from the denominators.

Nonresidential Survey Summary

Results generally show high satisfaction ratings across all facets of program experience for most quota groups. In most cases, satisfaction with the overall program experience and with interactions with program representatives remained consistent or increased over time.

The overall program influence on purchase decisions was high for most quota groups. Table ES-2 shows overall program influence and satisfaction for each Existing Buildings program and quota group. Again,

each respondent appears in only one "exclusive" quota group but may appear in multiple cross-cutting quota groups. The survey fell short of achieving the target number of completions for most quota groups – those achieving the targets are shown in ***bold, italicized*** font in the table. The small sample sizes argue for using caution in interpreting findings at the individual quota group level.

Table ES-2: Summary of Nonresidential Overall Program Influence and Satisfaction: Existing Buildings

Quota Group	Number of Survey Respondents	Satisfaction		Overall Program Influence
		Overall Program Experience	Program Representative	
Exclusive Quota Groups				
Oregon Incentives	398	94%	93%	93%
Affordable MF	7	100%	86%	100%
Assembly/Religious	27	100%	100%	100%
Assisted Living MF	5	100%	100%	100%
Auto Services	13	77%	83%	83%
Education	30	97%	90%	83%
Government	16	100%	100%	100%
Grocery	15	93%	92%	93%
Healthcare	22	100%	100%	95%
Higher Education	4	100%	100%	100%
Hospitality	12	83%	89%	92%
Individually Owned MF	3	67%	50%	67%
Market Rate MF	13	100%	100%	100%
Office	59	95%	100%	96%
Other Commercial	3	100%	100%	100%
Recreation	15	93%	93%	100%
Restaurant	79	95%	92%	91%
Retail	67	91%	95%	98%
Warehouse	31	93%	92%	93%
Commercial Solar	60	90%	84%	98%
Washington	17	94%	100%	93%
Cross-Cutting Quota Groups				
Direct Install (DI)	151	92%	95%	96%
Lighting (Non-DI)	132	96%	96%	93%
Small MF	8	74%	62%	75%

[1]Satisfaction was defined as a rating of 4 or 5 on a scale from 1 (not at all satisfied) to 5 (very satisfied). Influence was defined as a rating of 4 or 5 on a scale from 1 (did not have any influence) to 5 (had a great influence). In both cases, "don't know" and "no response" were excluded from the denominators.

Table ES-3 shows overall program influence and satisfaction for each Production Efficiency program and quota group. Again, each respondent appears in only one "exclusive" quota group but may appear in multiple cross-cutting quota groups. ***Bold, italicized*** font shows groups that achieved the target number

of completions. The small sample sizes for other groups argue for using caution in interpreting findings at the individual quota group level.

Table ES-3: Summary of Nonresidential Overall Program Influence and Satisfaction: Production Efficiency

Quota Group	Number of Survey Respondents	Satisfaction		
		Overall Program Experience	Program Representative	Overall Program Influence
Exclusive Quota Groups				
Production Efficiency	240	95%	94%	92%
Agriculture	48	94%	92%	81%
Compressed air	9	100%	100%	100%
HVAC and controls	29	100%	100%	97%
Lighting	63	90%	87%	92%
Other industrial measures	49	98%	100%	94%
Pumps and Motors	36	97%	94%	94%
Refrigeration	6	100%	100%	100%
Cross-Cutting Quota Groups				
Custom Projects	28	100%	100%	96%
Standard Projects	149	97%	96%	91%
Agriculture Sector	133	96%	96%	90%
Food & Beverage Sector	24	96%	96%	96%
High Tech Sector	10	78%	78%	57%
Metals Sector	7	100%	100%	100%
Wood & Paper Sector	16	93%	100%	100%

Among specific influence factors, services provided at low/no cost appeared to have the highest influence closely followed by Energy Trust's technical services, program representative and incentives. Some other influencers stood out somewhat in particular tracks within particular programs but did not appear to have consistently high influence across programs and tracks.

Tab 11

2022 Annual Report

INTRODUCTION – EXECUTIVE LETTER TO THE REGION

2022 marked an exciting and dynamic time for the alliance. The energy industry is undergoing a period of rapid and, in some areas, evolutionary change. At its core, energy efficiency enables the region to meet its energy needs and do so in low cost and affordable ways that benefit consumers and businesses. And today, more than ever, energy efficiency is a uniting force that delivers multiple dimensions of value across the region: It reduces peak demand, supports grid resilience and reliability, contributes to emissions reductions, improves health outcomes, supports workforce development, helps the region withstand increasing unpredictability from extreme weather events, and more.

Becca Yates
Executive Director

Michael Colgrove
Board Chair

This diversity of value brings us together and serves to strengthen the alliance to keep pace with this rapid evolution of the energy industry. While individual communities may face unique challenges, it is through a commitment to innovation and collaboration that the alliance finds common solutions that benefit not only these communities, but the entire region.

Through this year's collective efforts, the alliance:

- Collaborated to improve the efficiency of televisions by partnering with TV manufacturers to develop a new test method for assessing TV energy use. The new test method more accurately reflects actual energy use and was adopted into the ENERGY STAR® Version 9 TV specification, which took effect in late 2022.
- Provided data and market knowledge from the Northwest Energy-Efficient Manufactured Housing Program – a long-term collaboration between the Bonneville Power Administration (BPA), Energy Trust of Oregon, NEEA, Northwest electric utilities, Northwest-based manufactured home builders, and other partners – to the U.S. Department of Energy (U.S. DOE) resulting in an announcement by the U.S. DOE and the Department of Housing and Urban Development (HUD) of the first new energy efficiency standard for manufactured homes in 25 years.
- Concluded an efficient gas rooftop unit field trial in collaboration with Montana State University's Integrated Design Lab that demonstrated a 40% reduction in small-to-medium-sized commercial building HVAC energy use.
- Recruited 1,000+ homes to participate in the Residential Building Stock Assessment, a regional research study conducted by the alliance roughly every five years that is designed to collect

information on home characteristics in the Northwest. Each participant home provides detailed data on hundreds of building and equipment characteristics, enabling the identification of energy efficiency opportunities and providing data for utility planning purposes.

- Participated in the development of a joint recommendation with industry partners to the U.S. DOE as input to the Federal standards public process for heat pump water heaters. As part of these conversations, NEEA brought data, research and real-world validation of the technology across the Northwest, including those from cold-climate and rural markets. This work builds on the first Northern Climate Water Heater specification that NEEA created in 2009 to ensure cold-climate performance. Since then, NEEA has worked with both the region and market to iterate on it, based on real-world performance as product improvements were made over the last 13-14 years through voluntary programs. Incorporating the Advanced Water Heating Specification (AWHS) as the industry standard is an important step to ensure that future Federal standards for water heaters recognize Northwest climates and consumer needs.
- Co-created 38.7 aMW of electric energy savings and 827,379 Therms of natural gas savings in 2022, equivalent to the amount of energy needed to power more than 26,000 homes per year.

“NEEA’s accomplishments in 2022 helped to bolster the region’s efforts in the face of some of the most challenging economic conditions our customers have seen. Inflation, labor shortages and supply chain issues contributed to a challenging environment in which to promote and realize energy savings. NEEA helped achieve savings and support future technologies despite these challenges,” said Michael Colgrove, NEEA Board Chair and Energy Trust of Oregon Executive Director. “As we look towards the future and the demands of decarbonization faced by Oregon’s electric and gas utilities, NEEA’s work only grows in importance.”

2022 also marked a transition in leadership for NEEA. After 11 years of serving as Executive Director, Susan E. Stratton wrapped up her tenure at NEEA and embarked on a well-deserved retirement. Through her leadership, Stratton led the alliance through two five-year funding cycles and helped NEEA to establish Market Transformation as a nationwide practice for energy efficiency.

In addition, NEEA began its 5-year Business Planning process for its Cycle 7 (2025 – 2029) Business Plan in 2022. NEEA’s 2025-2029 Strategic and Business Plans build on the alliance’s more than 25-year history of success. These plans outline how the alliance will continue to deliver energy efficiency solutions and transform the market to the benefit of all Northwest customers.

“Energy efficiency plays a pivotal role in both the challenges and opportunities facing today’s energy system. It is a tool for businesses to be competitive in the market, helps consumers lower their energy bills, and prepares the Northwest for a resilient future,” said Becca Yates, executive director of the Northwest Energy Efficiency Alliance. “The alliance unites the diverse voices and needs of the region to enact long-lasting, meaningful change.”

On the horizon the alliance will continue to seek excellence in driving market change leading to the faster and greater adoption of energy-efficient products and services and will work to meet the growing demands for a sustainable Northwest.

With gratitude for the alliance,

Becca Yates	Michael Colgrove, Energy Trust of Oregon
NEEA Executive Director	NEEA Board Chair

ALLIANCE RESULTS BY FIVE PRIMARY BUSINESS PLAN STRATEGIES

1. EMERGING TECHNOLOGY

To ensure the continued availability of energy-efficient products, services and practices to Northwest consumers, the alliance identifies emerging energy efficiency opportunities and works with manufacturers and the market to test and validate product performance and energy savings. Scanning activities uncover and vet technologies and practices that can meet the Northwest's efficiency needs and feed into alliance program work. Continued investigation in the form of lab and field testing, or small-scale pilots help the alliance to ensure that these products save energy and meet the needs of Northwest consumers. Once a technology is added to program work, emerging technology efforts continue to monitor and test products as they naturally evolve in the market to identify market barriers and inform opportunities for program enhancement. These efforts are coordinated through the Regional Emerging Technology Advisory Committee (RETAC), which is facilitated by NEEA staff.

In 2022, after scanning the market to identify promising energy-efficient products, services and practices, NEEA staff conducted research, testing and vetting of a variety of opportunities. Key opportunities included:

1. **Central Commercial Heat Pump Water Heaters (HPWHs)**: These products are used in multifamily buildings with central water heating and a distribution system. In addition to several currently available models, new products from major manufacturers are expected soon. In 2022, NEEA continued its ongoing support of two pilot projects: one with the BPA, and one with New Buildings Institute and the California Energy Commission. These projects help to validate the performance and savings produced by the equipment and from design and installation practices, in turn enabling the alliance to develop documentation that informs consistent, efficient design and installation solutions. As a result of the findings from the pilots, the alliance posted the first version of the Commercial HPWH Qualified Products List (QPL), which contains information on Residential Multifamily Commercial products that meet the alliance's AWHS requirements. Four Commercial HPWH products are now listed in the QPL, with eight more expected by the end of 2023.

2. **Combination Hot Water and Space Heat***: An integrated system that provides both space and water heating. The alliance is exploring both electric and natural gas versions of the technology. In 2022, the alliance worked with a major manufacturer to field test combi units to demonstrate the performance and adaptability of these systems in existing homes and small commercial applications. Additionally, performance testing of natural gas heat pump-driven combi units continued in 2022 with the goal of demonstrating that the product generates a coefficient of performance (COP) greater than 1. Reaching this goal would ensure product efficiency, in turn helping utilities reach efficiency and carbon reduction goals. Results from the testing were promising and indicated a heating COP of approximately 1.30 in Northwest climate zones.

3. **Fan Motor Systems**: An integrated fan/blower with a motor and control system. The alliance is working to develop a standardized specification, testing method and label to properly reflect the performance and energy use of each product. Currently, system efficiency is indicated using the

* As a dual-fuel organization, the alliance manages a portfolio of natural gas and electric Market Transformation initiatives. Technologies with an asterisk indicate a dual-fuel opportunity.

new Fan Energy Index (FEI) label, which describes the fan efficiency at a design point compared to a "minimally compliant" reference fan at that same operating point. FEI is the best metric to characterize "efficient fans" at a particular operating point. Proper sizing of the fan for design conditions leads to more efficient operations; however, FEI is rarely used by designers and specifiers in their fan selection. In 2022, the alliance conducted a study to understand the barriers to using FEI as a design consideration. Findings will inform targeted intervention opportunities to shift the Northwest market to use higher efficiency products. A final report is anticipated in 2023.

4. **Heat Pump Water Heater (HPWH)**: Electric HPWHs move heat rather than generate it and use 2-to-3 times less energy than standard electric resistance water heaters, in turn saving consumers more money. In November 2022, NEEA convened regional architects, engineers, installers and raters to develop solutions that can be tested and verified for the proper integration of HPWHs into new construction low-rise multifamily structures. Recommendations from the group are currently being tested in the lab with results expected in 2023. Also in 2022, the alliance conducted a laboratory assessment of space requirements and venting strategies for standard residential HPWHs. The laboratory testing provided detailed information about known but previously unquantified challenges for HPWH efficiency in enclosed rooms. *The Amazing Shrinking Room* final report is available on neea.org. Finally, the alliance provided technical data and market information that informed the recently adopted AHRI-1430 standard, which requires the inclusion of the demand response enabled CTA-2045 port that allows the connection of an otherwise disconnected device to the electric grid. The new AHRI-1430 HPWH standard signals demand to manufacturers and will ensure consistent development of these grid-flexible products across brands. Increasing product availability will provide utilities the ability to shift water heater loads, reduce peak load and integrate renewable energy.
5. **High-Performance Windows***: Primary windows with three panes of glass, film or rigid plastic. There are two outside panes of standard thickness and one thinner pane in the middle. In 2022 the alliance continued its work to 1) understand the product's technical needs, 2) determine motivating factors for increasing production of the product, 3) identify barriers to adoption within the supply chain and, 4) investigate enhancements to the technology. Also in 2022, the ENERGY STAR® v7.0 Program Requirements for Residential Windows, Doors, and Skylights was finalized with strong support from NEEA. It will go into effect in October 2023, lowering the U Factor requirements from 0.27 to 0.22 for the Northern Climate Zone. The new specification supports the alliance's Market Transformation efforts in the Northwest for high-performance windows by providing manfacturers with the criteria to produce the most efficient products to put on the market.
6. **Hybrid Gas-Electric Heat Pump***: This emerging technology pairs an efficient gas heat pump with an electric air conditioner to provide space heating and cooling with natural gas as the primary fuel source for heating. In 2022, NEEA staff began evaluating this integrated system in a laboratory setting to validate efficiency and performance. Initial prototype test results indicate enhanced energy efficiency, with the system operating at efficiencies over 100%. Product development is anticipated to continue for several years prior to possible commercialization.
7. **Luminaire Level Lighting Controls (LLLC) with HVAC Control***: LLLC lighting systems with additional sensors and supports for HVAC control to provide greater granularity of control and real-time data. In 2020, NEEA staff began coordinating with University of Oregon (U of O)

Integrated Design Lab (IDL) to field test this product. After the installation of LLLC in NEEA's office in 2021, the U of O IDL began monitoring the space as an initial testing site. Preliminary findings were presented at NEEA's Product Council, and a final report with the data is anticipated in 2023. Lastly, several additional sites have been identified and a test plan was developed, though actual testing was delayed in 2022 due to COVID-19. Field site testing is expected to resume in summer 2023.

8. **Machine Learning Systems for Building Controls***: A new group of products that apply artificial intelligence (AI) systems to track and optimize all building-system interactions that typically operate autonomously. This product automatically and continually controls equipment by adjusting, improving and optimizing a building's energy management without manual intervention. Machine Learning Systems analyze the changing conditions within a building such as use, occupancy, comfort, air quality, time of use rates and demand response to ensure efficiency over time. In 2022, NEEA staff planned two field tests on this product. Early data collection demonstrates positive initial results.
9. **Paired Washer-Dryers***: These include compact washers with heat pump dryers, and front and top-load washers with electric- and natural-gas heated dryers. In 2022, NEEA staff developed a testing procedure to measure the total energy required by these products to wash and dry the same load of laundry. The final NEEA Dryer Test Procedure and accompanying Analysis and Rationale report became available on neea.org in 2023.
10. **Ultra-High-Definition TVs**: In January 2022, ENERGY STAR adopted the NEEA-led method of testing TV energy that better estimates energy usage. It is anticipated that with the ENERGY STAR update, the U.S. DOE will also move forward with adopting the specification. The U.S. DOE's adoption of the specification would require that all TV manufacturers use this method for product testing, which would ensure all consumers in the Northwest and beyond have access to the most efficient TVs. Finally, additional improvements to the test method were made based on industry feedback resulting in minor revisions. The most up-do-date version will be included in ENERGY STAR's voluntary specification once the U.S. DOE's adoption process is complete, allowing the availability of an even higher tier of efficient TVs for consumers.
11. **Very High Efficiency Dedicated Outside Air System (very high efficiency DOAS)**: A high-performance approach to commercial HVAC that pairs high-performance equipment with key design principles to provide cleaner and safer indoor air, enhance indoor comfort and reduce commercial building HVAC energy use. In 2022, NEEA staff concluded field testing of the first fully compliant very high efficiency DOAS, demonstrating 84% HVAC energy savings and 66% whole-building energy savings. NEEA staff is continuing to test very high efficiency DOAS approaches at a variety of sites, including at the Downtown Emergency Service Center, a low-income multifamily building in Seattle, Wash. The project is demonstrating positive preliminary results for real-world performance, and a full report is anticipated in Q2 2023.

For a full look at investigated technologies, view NEEA's Emerging Technology Newsletters.

2. EFFECTIVE PORTFOLIO EXECUTION

In 2022, NEEA staff managed a portfolio of electric and natural gas Market Transformation programs in seven cross-sector Product Groups: Building Envelope, Consumer Products, HVAC, Lighting, Motor-Driven Products, New Construction and Water Heating. Each Product Group includes one or more programs and emerging technologies that share supply-chain opportunities with one another. This approach allows the alliance to leverage shared relationships and market channels among programs, which delivers efficiencies for NEEA and its supply-chain partners.

As part of its portfolio management, the alliance's Market Transformation programs advance through the Initiative Lifecycle (ILC) process. Each phase of the ILC has a distinct purpose and associated objectives. As programs move through the ILC, goals, objectives and strategies evolve. For the purposes of this annual report, the following ILC phases are relevant:

- **Program Development:** The purpose of this phase is to validate confidence in the product or practice attributes, market opportunity, savings potential and mechanism for diffusion. Programs outlined below in the program development phase are identified as such.
- **Market Development:** The purpose of this phase is to create lasting market change through direct market interventions designed to remove barriers, leverage market opportunities and tap influencers and existing channels for diffusion.

Detailed information about the ILC process is outlined in the alliance's annual Operations Plans, which are available on neea.org.

BUILDING ENVELOPE PRODUCT GROUP

The alliance engages with the manufacturers, distributors, retailers and end consumers of the physical separator between the interior and exterior of a building, including walls, fenestration and roofs. In 2022, there were two programs in this Product Group: High-Performance Windows and Window Attachments.

High-Performance Windows – The alliance's High-Performance Windows program, which is in the program development phase, accelerates the adoption of high-performing windows by advancing the latest ENERGY STAR criteria and influencing leading manufacturers to scale production of windows that reach a minimum 0.22 U-value. To test opportunities and barriers for increasing awareness of high-performance window solutions in the Northwest, the alliance conducted a builder pilot that engaged with four builders last year ranging from small, above-code builders, to medium – large production builders. By the pilot's end, two of the four builders committed to grow their use of high-performance windows as their standard offering in new homes. Additionally, to better understand the market for high-performance windows in the Northwest, the alliance participates in the national Partnership for Advanced Window Solutions (PAWS) Collaborative. PAWS promotes cost-effective, high-performance window solutions for the nation's new and existing building stock. By doing so, the collaborative aims to accelerate the national availability and adoption of advanced and highly efficient windows and window attachments that improve occupants' comfort and reduce building energy use. Funded by the U.S. DOE, PAWS is facilitated by NEEA and includes government agencies and research organizations, regional energy efficiency groups, utilities, builders and window-solutions manufacturers.

Window Attachments – The Window Attachments program, which is in the program development phase, seeks opportunities to accelerate the adoption of high-performance commercial secondary windows. Capable of achieving 5–20% energy savings at half the cost of a full window replacement, secondary windows are composed of a frame and one or more transparent panes that are installed on the interior or exterior of an existing window. In 2022, the alliance continued to support six Northwest-based field tests to validate the performance and savings of commercial secondary windows. The last of the field tests completed in Q3 2022, with the team finishing gathering energy metering data and calibration results in Q4. The final report is available on neea.org. Additionally, four case studies and supplementary educational materials based on the field tests were released in 2022 through the alliance's BetterBricks website. In 2023, Window Attachments is discontinuing as a standalone Market Transformation program. The primary reasons for this include: program challenges with replicable measurability, the longer ramp of the market opportunity and inherent complexity of integration of envelope retrofits with other building upgrades, and portfolio prioritization and resourcing for the remainder of NEEA's current business cycle (2020 – 2024). NEEA will continue to explore market transformation opportunities for commercial secondary windows, especially as the product is likely more suited as a key tool for a whole building approach. NEEA will continue key market relationships and activities under the Building Envelope Product Group work.

CONSUMER PRODUCTS PRODUCT GROUP

The alliance engages with the manufacturers, distributors, physical and online retailers, contractors and installers that deliver consumer goods and services in high volume, as well as the end-customers who purchase them. In 2022, Retail Product Portfolio was the sole electric program in this Product Group.

Retail Product Portfolio (RPP): RPP is a midstream retail program that partners with utilities, and both local, independent merchants and large retailers around the country to offer sales incentives for a portfolio of consumer products. The incentives encourage retailers to purchase, stock and promote higher-efficiency products, thereby increasing access to these more energy-efficient products for consumers. In exchange for these incentives, participating retailers provide full-category sales data for each product in the portfolio, which NEEA and partners use to support more stringent ENERGY STAR specifications and Federal Standards. In 2022, ENERGY STAR released its final version 9 specification for Televisions. This voluntary specification introduces a new method for assessing TV energy use, which was developed by the alliance and its partners. This new specification is much more reflective of actual energy use by TVs and will improve the efficiency of televisions, in turn allowing consumers across the Northwest and nation to have access to more efficient products. The new Version 9 specification took effect in October 2022, with the first group of products on the market shortly after. Also in 2022, the alliance provided feedback to the EPA on its Most Efficient performance levels for clothes washers and dryers, refrigerators, freezers, and room air conditioners, and provided comments in support of the revised and updated ENERGY STAR room AC. Improvement of these rulemakings result in permanent changes to the manufacturing processes across entire product categories, in turn providing in energy savings for Northwest consumers for years to come.

HVAC PRODUCT GROUP

The alliance engages with the manufacturers, distributors, specifiers, designers, installers and consumers of commercial and residential HVAC products. In 2022, there were two electric programs in this Product Group (High-Performance HVAC and Variable Speed Heat Pumps), and one natural gas program (Efficient Rooftop Units).

High-Performance HVAC – In 2022, the High-Performance HVAC program advanced from program development into market development. It aims to transform the commercial HVAC market in the Northwest by removing awareness and availability barriers for high-efficiency HVAC systems and components, resulting in substantial energy and non-energy benefits throughout the region. In 2022, the alliance continued to refine and socialize the very high efficiency DOAS approach. As noted above, this approach uses the most efficient HVAC equipment and key design principles to provide cleaner and safer indoor air, enhance indoor comfort and reduce commercial building HVAC energy use by an average of 69% (when compared to a code-minimum system). The alliance has demonstrated this approach in more than a dozen buildings throughout the Northwest. Detailed data monitoring collected from this and other installations throughout the region will help inform future market opportunities.

Variable Speed Heat Pumps (VSHPs) – The VSHP program, which is currently in program development, focuses on improving the efficiency of residential heat pumps sold and installed in the Northwest. In 2022, NEEA staff continued working with partners in the U.S. and Canada to validate the CSA-EXP07 load-based and climate-specific testing and rating procedure, which is better calibrated to test the ability of heat pumps and air conditioners to operate efficiently using their multi- and variable-speed controls. In addition, NEEA staff continued developing a Market Transformation program concept which was informed by continued research into a set of identified heat pump features and capabilities ("improvements") that can contribute additional incremental savings to installed system performance. Two of these improvements—low load efficiency and cold climate capability—are examples of how these can serve various utility needs and climate zones across the Northwest.

Efficient Rooftop Units (RTU) – In 2022 the Efficient RTU program advanced from program development into market development. The program works to increase the efficiency of RTUs through product differentiation, which can ultimately assist in elevating Federal standards. After the publication of the efficient RTU specification in 2021, the alliance worked with manufacturers in 2022 to support development and promotion of efficient RTUs with the goal of increased product availability. Also in 2022 the alliance evaluated the performance of efficient RTU products by concluding a field trial in Montana and beginning one in Portland, Ore. Managed by Montana State University's Integrated Design Lab, the first trial (located in Winifred, Mont.) evaluated an AAON-manufactured unit over nine months, concluding in June 2022. The second nine-month trial is anticipated to begin in 2023 in Portland, Ore. This trial is testing two models: a high-efficiency Daikin and a standard-efficiency Trane. The results from both test sites will influence plans to promote and accelerate the adoption of high-performing efficient RTUs.

LIGHTING PRODUCT GROUP

The alliance works to increase promotion of energy-efficient lighting by engaging manufacturers, distributors, specifiers, designers and installers, and by educating decisionmakers. In 2022, the Luminaire Level Lighting Controls program was the sole program in this Product Group.

Luminaire Level Lighting Controls (LLLC) – This product combines LEDs with integrated controls and sensors to offer improved building performance and occupant comfort while increasing energy savings. In 2022, NEEA partnered with Northwest utilities and a variety of industry and professional associations to offer educational opportunities that advance the capabilities of trade allies to sell and deliver LLLC, while educating lighting decisionmakers on the value of choosing LLLC. Throughout the year, NEEA staff continued to offer utilities, utility customers and trade allies a variety of LLLC

educational resources on BetterBricks.com. These resources are also leveraged for use in earned media campaigns. In addition, NEEA staff are working with utilities in the region to develop additional LLLC success story articles. Lastly, to drive sales and market uptake of LLLC, the program engaged manufacturers and their sales channels to increase their focus on LLLC in the Northwest and to collaborate on educating the lighting specifier community on the many benefits of this technology.

MOTOR-DRIVEN PRODUCTS PRODUCT GROUP

The alliance works with the manufacturers, distributors, specifiers, designers and installers of a variety of motor-driven products, as well as the decision-makers who influence their purchase. Specific motor products include pumps, fans, compressed-air systems and high-performance motors. For most of 2022, Extended Motor Products – Pumps was the sole electric program in this Product Group; however, NEEA staff developed a Market Transformation program concept for Efficient Fans that was added to the portfolio in Q3 2022.

Extended Motor Products – Pumps (XMP) – The XMP – Pumps program works to increase familiarity with and confidence in efficient pumps and circulators. XMP provides midstream incentives and other support to motivate pump and circulator distributors to preferentially stock and sell efficient pump products. In 2022 the program continued its partnership with Northwest pump distributors that promote efficient pump products and share full category pump sales data with the alliance each month on an ongoing basis. This data helps the alliance understand pump purchasing trends, resulting in more effective, targeted activities to further market adoption. Lastly, to raise market awareness and enable product differentiation, the program continued to partner with industry groups to develop and promote the Hydraulic Institute Energy Rating label, which helps customers across the Northwest understand the relative energy performance differences between pump models.

Efficient Fans – This program focuses on non-embedded (i.e., stand-alone) motor-driven fan systems that are not packaged by the manufacturer as part of any equipment with additional operating functions (e.g., HVAC, make-up air or outdoor-air units), and may include a fan, motor and drive (including controls). After research conducted in 2021–2022 determined there is an opportunity for significant energy efficiency improvements to be made in the fans market, the technology was added to the alliance's Motor-Driven Products Product Group in Q3 2022. The program's first full year of program development will be in 2023, which will see the program pilot a manufacturer-targeted approach that tests whether they can be motivated to produce more efficient fans and promote those efficient models using their fan selection software.

NEW CONSTRUCTION PRODUCT GROUP

The alliance maximizes energy efficiency opportunities for new residential and commercial buildings by enabling code advancement through the market adoption of energy-efficient products and practices. In 2022, Manufactured Homes remained the sole program in this Product Group.

Manufactured Homes – This program works to influence Federal standards by demonstrating voluntary adoption of NEEM+ manufactured homes, an advanced tier of energy-efficient manufactured homes. In 2022, the U.S. DOE published a final rule on the manufactured housing Energy Conservation Standards. The U.S. DOE decided on a two-tier structure with slight improvements for single-wide homes and significant improvements to double-wide and larger manufactured homes and went into effect August 1, 2022. Originally, compliance was to be required by May 31, 2023, however, due to uncertainty regarding enforcement responsibilities between the U.S. DOE and HUD, the compliance

date has been delayed until July 2025. The alliance will continue to participate with U.S. DOE, ENERGY STAR and regionally at the program level during this phase. Lastly, as of 2022, four manufacturers are building and selling NEEM+ manufactured homes. In total, more than 140 NEEM+ homes in the Northwest were completed in 2022.

WATER HEATING PRODUCT GROUP

The alliance engages with the manufacturers, distributors (wholesale and retail), specifiers, designers, installers and consumers of natural gas and electric commercial and residential water heaters. In 2022, the Heat Pump Water Heater program was the sole electric program in this Product Group, while Efficient Gas Water Heaters was the sole natural gas program.

Heat Pump Water Heater (HPWH) – The HPWH program seeks to influence the Federal standard and reduce barriers to adoption related to awareness, product features and market capabilities. In 2022, NEEA staff participated in a joint recommendation to the U.S. DOE for the consumer water heating standard. Participation in this process ensured that the alliance had the opportunity to share its unique market experience while joining an influential group of stakeholders to express the needs of the region, including those in cold climates or those that face hard to install space conditions for water heaters. NEEA's input into this recommendation was based on more than a decade of HPWH data from the lab, field, market and sales. Also in 2022, the program rolled out two new initiatives to make trainings more accessibile for installers in the region. As part of this effort, the program converted its training materials to an on-demand format, enabling plumbers to complete the training at their convenience while still earning continuing education units (CEUs). Finally, the alliance reran its Boring But Efficient HPWH campaign, which was optimized from the prior campaign that ran in 2021 and was designed to reach consumers throughout the Northwest to increase their awareness of HPWHs. The 2022 campaign prioritized rural audiences, based on NEEA research that showed HPWH awareness and adoption is historically lower in these areas. In total, the campaign drove more than 20 million total impressions and nearly 100,000 ad clicks throughout the region. Notably, rural consumers throughout the region clicked the campaign ads at a rate close to urban consumers, confirming rural interest and engagement across the four Northwest states. Finally, NEEA's Market Research & Evaluation team conducted a pre- and post-campaign survey to measure ad recall of the 2022 Boring But Efficient campaign. Early findings from that survey indicate the campaign increased rural awareness of HPWHs in the targeted areas by approximately 20%.

Efficient Gas Water Heaters (EGWH) – This program works to 1) develop the market for efficient gas water heating products, 2) bring a natural gas heat pump water heater (GHPWH) to market, and 3) influence the passage of a Federal standard by 2030. Residential GHPWHs are projected to have the technical potential to save more than 100 million annual therms in the region. In 2022, the alliance completed the Water Heater Pricing Research study, a two-phase study that sought to better understand price sensitivity of Northwest homeowners regarding efficient water heaters. Findings from the report, which is available on neea.org, will help the program team mitigate delays in the product's commercialization. In addition, the program led the North American Gas Heat Pump Collaborative's GHPWH Committee to co-fund multiple projects that will prime the market and help understand utility commitment (inside and outside the region) for the technology. Finally, in 2022 the program worked to influence a major North American water heater manufacturer to begin commercialization of a GHPWH product that meets the needs of the colder Northwest climate.

INFRASTRUCTURE PROGRAMS

In addition to its Market Transformation programs, the alliance develops and implements enabling infrastructure programs that build market capability, awareness and demand for energy-efficient products, services and practices. Infrastructure programs in 2022 included BetterBricks, Integrated Design Labs and Strategic Energy Management, the last of which is specially funded by eight alliance funders: Chelan County PUD, Clark Public Utilities, Energy Trust of Oregon, Pacific Power, Puget Sound Energy, Seattle City Light, and Tacoma Power.

BetterBricks – Launched in 1999, BetterBricks leverages its long-standing relationships and communication channels to support alliance programs by providing access to target-market audiences, including building owners, property managers, building staff, architects, designers, engineers and contractors. Multiple alliance programs utilize BetterBricks as a central investment to help overcome market barriers, including by raising awareness and demand for energy-efficient technologies in commercial buildings. In 2022, BetterBricks continued supporting its long-standing partners by providing their constituents with ample educational opportunities and resources. BetterBricks also formalized a partnership with the U.S. DOE's Better Buildings Initiative by becoming a Better Buildings Affiliate. As a Better Buildings Afiiliate, the alliance is able to partner with a leading energy organization to increase awareness of the BetterBricks program's suite of energy efficiency tools, resources and information both within the Northwest and more broadly. This partnership also opens the door to inform the educational efforts of the Better Buildings program and build additional awareness around technolgies supported by the alliance, as well as to bring national recognition to the thought leaders and industry-leading projects in the Northwest.

Integrated Design Labs (IDLs) – The IDLs work to transform the design, construction and operation of commercial, institutional and residential buildings to advance energy-efficient, high-performance and healthy buildings in the Northwest. Located on university campuses in each of the four Northwest states, the IDLs provide regional design teams access to the best building-performance knowledge available, while offering project-by-project support, education and training on designing, constructing and operating the healthiest, most productive and energy-efficient buildings. The alliance provides annual base funding to support each IDL, which serve as critical partners to alliance programs. In 2022, the IDLs supported training, awareness and adoption in the building professional community for LLLC, high-performance HVAC, and commercial secondary windows.

Strategic Energy Management (SEM) – Through the SEM program, the alliance develops, maintains and delivers a holistic set of tools that support Northwest utilities in providing SEM resources to customers. In 2022, the alliance continued to manage and maintain the SEMHub.com website, driving a year-over-year increase in new users, page views and resource downloads. During 2022, more than 20 new resources were added to SEMHub to fill identified gaps in regional SEM delivery, including a new guide to energy policies and energy plans, an open-source library of SEM-related trainings, energy planning templates and worksheets, and an SEM 101 primer with accompanying resource collection. In addition, NEEA staff delivered new and refreshed online SEM courses and updated the Commercial Energy Talk Cards with new content, graphics, up-to-date best practices and increased diversity and representation. In 2022, BetterBricks.com also added customer-facing SEM content to make these resources more searchable and discoverable to the region. Further, to deepen regional expertise on SEM practices, the alliance continued its support of the Northwest SEM Collaborative, its Leadership Team, and its four active working groups. Finally, the 2022 Annual Northwest SEM Collaborative Workshop returned to its first in-person format since the onset of COVID-19, attracting more than 70

attendees across the Northwest. At this event, utility and implementer SEM practitioners spent a day sharing innovative ideas, best practices and accomplishments to strengthen the region's SEM expertise.

3. CODES AND STANDARDS

Market transformation theory includes codes and standards as a key leverage opportunity to lock in energy efficiency potential for the Northwest. Codes and standards activities are also a strategic element of product and program development through interaction with testing, rating and labeling activities to ensure appropriate information on actual performance is provided to market decision makers. In 2022, NEEA continued to influence the development and successful implementation of energy codes, appliance and equipment standards, and test procedures to materially improve efficiency outcomes.

Codes – Through its building codes work, NEEA participates in the public code change processes for commercial and residential energy codes across all four Northwest states by engaging with the energy efficiency organizations and entities that develop national model codes. These include the International Energy Conservation Code (IECC), which are the base of both Idaho and Montana energy codes, the Washington State Energy Codes (WSEC) and the Oregon State Building Codes (OSBC). NEEA also participates in the code development process at the state level. In 2022, NEEA staff convened a working group with code experts to develop and submit proposals to the Washington State Building Code Council and participated in the Oregon code development committee. In addition to supporting code change processes, the alliance provides training and technical assistance on both current and upcoming commercial and residential Northwest energy codes to support code adoption. Attendees include design and construction professionals, building officials, plan examiners, home builders, contractors, field inspectors and fire marshals. The alliance delivered over 60 live trainings in 2022 on topics related to state energy codes, serving more than 3,400 attendees. The program additionally offered 23 on-demand trainings and videos, which accrued more than 3,100 views throughout the year.

Standards – In 2022, NEEA staff collaborated with partners to submit more than 70 comment letters in response to the U.S. DOE's issuing multiple Requests for Information (RFIs) and NOPRs, initiating appliance and equipment standard rulemaking for more than 50 products. These responses included regional sales data, lab testing results, field validation data and other technical data to support recommendations for enhanced test procedures and improved efficiency levels.

For more information on NEEA's Codes and Standards activities, view the newsletters on neea.org.

4. MARKET INTELLIGENCE

NEEA's Market Intelligence strategy is delivered by the Analytics, Research and Evaluation Division, which is composed of three distinct functions: Market Research and Evaluation; Data, Planning and Analytics; and Energy-use Studies. In 2022, NEEA's Market Intelligence activities were focused on continuing to: 1) assess market progress and results from alliance Market Transformation efforts, and; 2) provide research and market intelligence to support program and resource planning needs of internal and external stakeholders.

Market Research and Evaluation (MRE) – MRE provides actionable insights for alliance Market Transformation programs throughout their lifecycles and conducts formal evaluations of programs in market development. NEEA utilizes independent contractors for its evaluations, and provides a status

of market progress and insights for adaptive management. In 2022, NEEA delivered more than 20 market research or evaluation reports to support both electric and natural gas programs, all of which are publicly available on neea.org.

Building Stock Assessments – In 2022, NEEA's efforts included the completion of recruitment for single-family homes in the Residential Building Stock Assessment (RBSA), a comprehensive study of single-family building equipment and characteristics, as well as multifamily units and buildings. NEEA staff held three webinars over the course of the year to present information to stakeholders that included the study's revised recruiting approach to adapt to the continuation of the COVID-19 pandemic. The data and reports are anticipated to publish in Q3 2023. Also in 2022, NEEA staff kicked off planning for the upcoming Commercial Building Stock Assessment (CBSA) with a working group of stakeholders. Similar to RBSA, the CBSA is a regional study that collects detailed information about the commercial building stock in the region.

Northwest End Use Load Research (EULR) – The Northwest End Use Load Research (EULR) project is a specially funded collaboration among partners including Avista Utilities, the Bonneville Power Administration, Clark PUD, Energy Trust of Oregon, Eugene Water & Electric Board, Northwest Power & Conservation Council, National Renewable Energy Laboratory, PacifiCorp, Portland General Electric, Puget Sound Energy, Seattle City Light, Snohomish PUD, and Tacoma Power. In 2022, the project continued collecting data for its Home Energy Metering Study (HEMS) and Commercial Energy Metering Study (CEMS) on select residential and commercial electric end-uses. The end-uses metered for the study include ductless heat pumps, ducted heat pumps, heat pump water heaters, central air conditioning, forced-air furnaces and baseboard heaters. One-minute-interval data are being collected by circuit for each participating residential home and 15-minute data is being collected for participating commercial buildings. As the largest end-use load research project in the Northwest since the 1980s, this work will greatly support regional and utility planning and program design. More than 370 homes were metered for HEMS by the end of 2022, and in 2023 the project reached its goal of 400 homes metered across the region. The first four years of data collected for HEMS became available in 2022 and were posted on neea.org. HEMS data continue to be updated quarterly. Data collection efforts for CEMS continued in 2022 as well, with more than 60 commercial buildings (from small convenience stores to high-rise buildings) continually metered by the end of the year. As of 2023, the study has now reached its goal of metering 70 commercial buildings. CEMS data will become available in 2023.

5. CONVENE AND COLLABORATE

The alliance's Convene and Collaborate strategy is carried out by NEEA's Stakeholder Relations, Corporate Strategy and Communications Division.

Efficiency Exchange – Efficiency Exchange is an annual conference hosted in collaboration with BPA and the Northwest Power and Conservation Council. In April 2022, the event was held virtually due to the ongoing COVID-19 pandemic. With 14 breakout sessions and one keynote, the conference covered a range of topics, including equity in energy efficiency, dual-fuel opportunities, the 2021 Power Plan, energy storage and demand flexibility. More than 350 energy professionals from the Northwest and across the nation participated in the two-day conference to trade ideas and share best practices. More information on the conference, including details on the first-ever hybrid conference that took place on May 2 – 3, 2023, can be found on neea.org.

ConduitNW.org – In September 2022, the Conduit website was sunsetted by NEEA and BPA leadership. However, key site functionality, such as the RETAC Database, has been migrated from the site for continued use. More information is available on neea.org.

ALLIANCE SUPPORT OF CLEAN ENERGY GOALS

A growing number of utilities in the region are required to meet clean energy and decarbonization goals at varying rates. The alliance helps utilities to meet applicable state-sanctioned goals through of variety of activities, which include:

Improving participation in clean energy programs from highly impacted communities and vulnerable populations – The alliance provides electric and natural gas energy efficiency programs, which help make homes healthier and more energy efficient, reducing the energy burden for impacted communities and vulnerable populations. Through its Market Transformation programs the alliance works with the supply chain to remove barriers for efficient products, including first cost for the end-use consumers. For example, through its RPP program, NEEA works with big box retailers and local merchants to influence their stocking decisions and encourage them to sell the most efficient products available, so that efficient products become the default, and are available to a broader audience of consumers at a lower price.

In addition, the alliance's codes and standards activities help raise the bar for efficient products, services and practices by locking in energy savings for all consumers. By improving upon existing codes and standards, the baseline products and installation practices across the state become the most efficient options, which has positive impacts for all residents, including vulnerable populations and impacted communities. For example, the alliance collaborated with BPA, Energy Trust of Oregon, Northwest electric utilities, Northwest-based manufactured home builders, and other partners to provide data and market knowledge from the Northwest Energy-Efficient Manufactured Housing Program to the U.S. DOE. The collaboration gave Northwest manufacturers an opportunity to build high-performance manufactured homes, evaluate costs and best practices and validate modeled energy savings. This effort resulted in an announcement by the U.S. DOE and HUD of the first new energy efficiency standard for manufactured homes in 25 years. One important result of the new standard was that ENERGY STAR updated its voluntary specification above the Federal standard to include an option for heat pumps. This addition provides manufacturers the opportunity to build even more efficient manufactured homes and offers Northwest consumers access to homes that meet a higher tier of efficiency.

NEEA also helps raise consumer awareness of more efficient product options. In 2022 the alliance targeted rural communities with its Boring But Efficient HPWH campaign. The campaign was designed to reach rural consumers throughout the Northwest to increase their awareness of the HPWH product. In total, the campaign drove more than 20 million total impressions and nearly 100,000 ad clicks throughout the region. And, NEEA's Market Research & Evaluation team conducted a pre- and post-campaign survey to measure ad recall of the 2022 Boring But Efficient campaign. Early findings from that survey indicate the campaign increased rural awareness of HPWHs in the targeted areas by approximately 20%.

Increasing quality and quantity of clean energy jobs – The alliance provides energy efficiency trainings and webinar offerings for many of its programs. These training and education opportunities are offered to a broad range of clean energy professionals to help them differentiate from competitors and build market capacity for efficient products. For example, in 2022, NEEA partnered with Northwest utilities and a variety of industry and professional associations to offer educational opportunities that

advance the capabilities of trade allies to sell and deliver LLLC, while educating lighting decision-makers on the value of choosing LLLC. In addition, the alliance partners with organizations across the Northwest to provide technical assistance and training on the current and upcoming residential and commercial energy codes, ensuring that Northwest trade allies have equitable access to training and skills to meet evolving energy codes. In addition to providing trainings, the alliance directly supports clean energy jobs for energy efficiency professionals. For example, contractors throughout the region support the alliance's large-scale research studies, such as the RBSA, CBSA and EULR.

Improving home comfort – Alliance activities improve home comfort in a number of ways, including by improving indoor air quality, enhancing space heating and cooling year-round, and working with manufacturers to develop efficient and quiet products. Alliance programs that contribute to improved home comfort include Heat Pump Water Heaters, High-Performance Windows, Manufactured Homes, Retail Product Portfolio, Variable Speed Heat Pumps, and Codes and Standards.

Reducing greenhouse gas emissions – By contributing to regional energy savings and locking in efficiency through its codes and standards activities, alliance Market Transformation programs contribute to the reduction of greenhouse gas emissions by ensuring the most efficient products, technologies and best-practice applications become the baseline. NEEA's current 2020–2024 Business Plan seeks to deliver energy efficiency opportunities that support the region while providing an opportunity for funders to meet regulatory and potential carbon reduction requirements. The alliance's Cycle 6 carbon reduction goal is 419,000–554,000 tons of avoided CO_2. In 2022, NEEA's electric and natural gas Market Transformation efforts resulted in an estimated 176,847 tons of avoided CO_2 emissions.




REGIONAL COORDINATION

Alliance programs are coordinated through regional working groups, advisory and coordinating committees and the Board of Directors, whose members span Northwest utilities, public interest groups, energy service professionals and industry associations. NEEA staff are grateful for the time and energy its funding staff and stakeholders dedicate to participating in these forums and on NEEA's Board of Directors.

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NorthWestern Energy
Manager of Energy Efficiency/DSM Services

Deb Young
(retired in 2022)
NorthWestern Energy
Program Consultant

See a full list of NEEA's committee members on neea.org.

ADDITIONAL INFORMATION

For additional information, NEEA's 2022 Quarterly Performance Reports, newsletters and the 2022 Annual Report metrics are available online at neea.org.

NEEA staff encourage stakeholder participation and appreciate input at all NEEA board meetings, committee meetings and energy efficiency events around the region. Meeting details will be posted on neea.org in advance.

Please direct questions or comments about this report to info@neea.org.