

Utility Sounding Board (USB) Meeting Summary

September 12, 2007

USB members in attendance:

- Van Ashton – Idaho Falls Power/IDEA (via phone)
- Larry Blaufus – Clark Public Utilities
- Bruce Etzel – Benton REA
- Kevin Howerton – Grays Harbor PUD
- Joe Savage – Emerald PUD
- Dawn Senger – Richland Energy Services
- Dan Villalobos – Inland Power & Light

(Jim Wellcome – Cowlitz County PUD and Kathy Moore - Umatilla Electric/PNGC were unable to attend)

Guests:

- Roger Spring – Evergreen Consulting LLC
Brent Barclay – Evergreen Consulting LLC

BPA subject staff in attendance or on the phone at various times:

- Bruce Cody
- Abigail Howard
- Mark Johnson
- Karen Meadows
- Rosalie Nourse
- Jean Oates
- Lisa Perigo
- Mira Vowles

Commercial/Industrial Lighting Trade Ally Network (Lisa Perigo)

Lisa Perigo, BPA coordinator for the Commercial/Industrial Trade Ally Network (TAN), introduced Roger Spring, owner of Evergreen Consulting LLC, and Brent Barclay, formerly with Columbia River PUD. BPA hired Evergreen in July to develop a TAN for commercial and industrial lighting (C/I Lighting). Spring will serve as Project Director, and Barclay will serve as Project Manager as they develop an infrastructure approach to helping utilities.

Evergreen has worked for 12 years with PacifiCorp, and then the Energy Trust of Oregon (ETO) on their Commercial/Industrial TAN. That TAN has been successful and low cost, and has achieved a fair amount of kilowatt-hours. Evergreen has also worked with Idaho Power and Benton PUD. Spring is the Utility Coordinator for the Northwest Energy Efficiency Alliance's (NEEA) Industrial Efficiency Alliance.

Spring and Barclay presented the basics of their work plan and involvement with the TAN.

- Trade Ally Network Program Elements:
 - Master List of Approved Participants
 - Training & Promotion
 - Technical Resources
 - Communication & Coordination
 - Support to trade allies and/or utility representatives for participation in regional incentive program
- Technical Training Locations (Proposed):
 - Puget Sound (North)
 - Puget Sound (South)
 - Portland/Vancouver
 - Eugene
 - Medford
 - Bend
 - Tri-Cities
 - Spokane
 - Idaho Falls
 - Montana (Missoula)
 - Montana (Great Falls and/or Billings)

Karen asked the USB if they think this TAN structure will be useful. They responded:

- This plan is on point and provides consistency for contractors.
- It's well thought out, a good plan.
- Is the TAN regionally or centrally located? Will there be branches locally. [Evergreen: We will talk to utilities in negotiating various geographic areas as hubs for training and meetings. As the TAN grows, there will be more opportunities for Evergreen to work with local utilities.]
- Small utilities in remote areas need all of the help they can get.
- How well will the program and BPA incentives work with the individual utility programs/incentives? [Evergreen: Our mission is to set up the TAN umbrella. Individual utilities programs don't matter; this is a place to drive projects according to what a utility wants in its area. We will help the trade ally get through the maze of options to get their programs running – sort of a translator for these issues. This initiative is a way to connect sellers with buyers, to provide technology and awareness building. This will empower and motivate the TAN to go out and promote programs and chase down leads.]
- Does Evergreen sign a contract? [Evergreen: Our challenge is operating with 100 utilities. The TAN doesn't replace the relationship of the utility with local installers. Evergreen doesn't write checks or manage the vendor projects. We enroll the businesses that meet TAN criteria – TAN is the conduit.]
- If a utility is making changes and wants to use the TAN, does it sign a contract or refer the trade ally to Evergreen? [BPA: Evergreen will educate the trade ally so they can work with end-users.]
- If a utility processes incentives and paperwork, and end-users have their own vendor, is that a conflict? [BPA: That's not a problem. Utilities can still work with vendors independent of the TAN. Evergreen: Our roll is connecting the utility and trade ally; we're not taking on utility delivery, incentives or oversight.]
- Whatever help utilities can get in training vendors will receive them of some of the burden of answering multiple vendor questions.
- What is the current status and the actions planned over the next few months? [Evergreen: Accomplishments so far:
 - Met with BPA mechanical engineer and lighting expert, Craig Ciranny, who is the technical point person for C/I Lighting, to coordinate training materials with Evergreen and BPA.
 - Held utility meetings in Eugene. Some utilities are looking at ways to double conservation aMW due to Wash. I-937. They're seeking efficiencies and throughput now.
 - A Northwest TAN Web site is under development: <http://www.northwest-lighting.org>. the primary audience of the site is trade allies – they can go to the site for C/I Lighting information. The site may be expanded to end-users to use in locating a contractor via the type of business or location.
 - There will interactive enrollment forms to fill out and submit online, as well as a zip code locator and maps of service areas and other information, such as data on commercial accounts and loads.
 - Description of custom vs. standard programs and funding mechanisms, i.e., utility, Conservation Rate Credit (CRC) or a Conservation Acquisition Agreement (CAA). It may focus on BPA's standard offer.
 - There will be a message board.
 - Value to utilities: technical resources, tutorials, templates, marketing and promotional materials, trade ally of the month, searchable newsletter, links and more.

- Essential to complete before implementing the TAN:
 - Collateral development
 - Brochures
 - Certificates for posting
 - Enrollment forms – will work with BPA to define
 - Firming up training and locations] *[end of Evergreen list]*
- Will this [training] be an open event for all vendors, and will there be a charge? [Evergreen: The training will be open to all vendors and will be free. Utilities will need to provide names of vendors in their area. Attending the training is not a requirement vendors need to be on the list of trade allies.]
- Utilities don't want a lot of vendors knocking on end-user's doors; Evergreen needs to work through the utility. [Evergreen: These types of things can be discussed; we're still working with BPA on the structure of the TAN. Utilities should feel free to send ideas to Lisa Perigo (lkperigo@bpa.gov), who will forward them to us. BPA: It has to work for utilities and encourage them to think about how to make things more consistent.]
- What about the timing? [Evergreen: Soon; the TAN may start in November or December, depending on what utilities want. January, February and March will be "heavy." We'll send new contact information to the USB this afternoon.]

Changes Summary (Mark Johnson)

Mark Johnson, BPA Residential Sector Lead, briefed the USB on some of the CRC/CAA changes that are effective October 1, 2007, including the language clarifying BPA's CRC/CAA changes policy that was added to the Implementation Manual.

- What about geothermal heat pumps? [They are going away effective April 2008, as they are not total resource cost (TRC) cost-effective. Ground source heat pumps can come in as custom projects.]
- If the incremental costs is not near the specifications, can the project still be brought in(not seeing \$12,000 incremental cost in this utility area)? [Yes, but it will require pre- and post-metering. Cost-effective measures, based on the TRC are necessary.]
- How can the TRC requirement be changed. The project can't be rejected just because of the TRC. [Get your data into the RTF. BPA is having a discussion with the Northwest Power and Conservation Council (Council) regarding the TRC to ensure good projects are not screened out. The Council is looking at updating the dollars which are currently based on 2000\$. It's important to get cost data to the Council]
- Utilities need a contact at the Council to talk to about this issue. [Karen will provide that information.]
- The "Ducts Inside" measure was taken to the RTF and approved, but it is not showing up on the PTR. [The RTF hasn't made a specific recommendation. Conditioned crawlspaces are one way to look at this.]

On August 31, the RTF approved the 2 kWh/sq. ft. for up to 2,000. The BPA willingness to pay (WTP) is \$0.50/sq. ft. Dan Villalobos will talk about Inland Power & Light's new building at the October 3 Brown Bag. It's an Energy Smart Design™ - Office building, which includes a package of seven measures, which will be just one deemed measure in the PTR. Spencer says this will be fully adopted and will be offered as a package with similar incentives. There is Energy Trust of Oregon and other regional support for this program.

Heat Pumps and Duct Sealing (Mark Johnson)

Mark Johnson, BPA Residential Sector Lead, led a discussion about residential heat pumps and duct sealing. BPA hasn't been getting the number of heat pumps that were expected, so four changes are planned for BPA fiscal year 2008:

1. Increase the credit/reimbursement for Performance Tested Comfort System™ (PTCS) heat pump measures by \$200.
2. Increase the credit/reimbursement for single family PTCS duct sealing measures by \$100. Manufactured home duct sealing measure credits/reimbursements will remain the same.
3. Make administrative changes to the PTCS heat pump program and specifications, such as introducing HSPF/SEER trade offs (i.e., HSPF 8.6/ SEER 13.5 and HSPF 8.7/ SEER 13.0).
4. Provide credits/reimbursements for PTCS commissioning and controls as a stand alone measure, regardless of the HSPF and SEER.

Which changes do utilities think would be useful?

- Anything will help our program.
- The duct sealing changes aren't a benefit to us.
- Anything would help, but it doesn't get us where we want to be.
- Like the idea, but there will be difficulties in implementation. Contractors may counsel people not to take part in the utility program if it's too complicated.
- The cost of training doesn't add much value. As long as it's installed according to our standards, it should be acceptable.
- Our contractors are trying to cooperate. We bought additional equipment for contractors to borrow; now contractors who bought their own are unhappy. They are also complaining about the forms; one-on-one training has helped with that. They need to renew their certificates to add that information to the PTCS tracking system.
- PTCS re-certification needs to be a major part of getting a contractor on board. We will see some movement in our area due to these changes.

What if we have separate measures and raise incentives for any heat pump. What's the most helpful in Mark's handout?

- All are helpful. When the WTP is raised, utilities can raise incentives. Commissioning without heat pumps and controls is good. My problem is with split specifications. It's hard to explain to contractors and for them to explain it to end-users. [Mark will provide marketing and educational materials later this year.]
- Marketing and educational materials would be helpful, but the contractors may lose out to other contractors with less complicated processes.
- Show how much the incentive to vendors is for various combinations. Appreciate BPA's attempt.
- It's trying to figure out solutions to problems that are raised. In the former program, we had to take contractors off the list if they underbid themselves. It's like a tradeoff with lower standards. It may work, but is more confusing.
- The manufacturers have already gone to the new SEER 14, and this will make it expensive for vendors. Get in touch with what manufacturers are doing.
- Raising the dollars gives the contractor an incentive to promote PTCS duct sealing training on the 24th in Spokane. We have some room for more vendors.
- Get ground source back in (several USB members said this). Entire subdivisions . . . [Submit subdivisions as customer projects.]
- Deemed savings, custom projects, don't work in residential.

- What's the rate credit for showerheads? [\$12 each for up to two showerheads has been available since July.]
- Inland Power & Light's showerhead program has had 200-300 responses already. The distributor mails them directly to end-users. (Info at: <http://www.inlandpower.com/wha-main.asp>; online form at: <http://www.inlandpower.com/showerhead.asp>. The showerheads are from Niagara Conservation (<http://www.niagaraconservation.com/>) at a fixed cost. They ship the orders once they get 1,000. The cost is one for \$7; two for \$12, plus advertising and promotion costs. An electric water heater is required (most Inland members don't have gas.). [This will be a good topic for a March 2008 Utility Workshop session. We need a USB chair person for the workshop. It can be a previous member.]

Regional Technical Forum Meeting (Bruce Cody)

The RTF met August 30, and it will meet again on October 9. Draft minutes for the August meeting are available on the RTF Web site at:

http://www.nwcouncil.org/rtf/meetings/2007_10/083007draftminutes.pdf

Wrap-up

BPA offered a test tour of the Ross facilities to Clark Public Utilities last month; this could be offered to the USB, if interest is there.

EE is moving forward to complete the FY 2008 Energy Efficiency Conservation Plan.

Next Meetings

• October 10, 2007:	Conference call, 8:30 a.m. to 10:30 a.m.
• November 14, 2007:	Face-to-face meeting, 9:30 a.m. to 4:00 p.m.

December Face-to-Face Meeting Agenda Items:

Discussion of RTF spreadsheets