



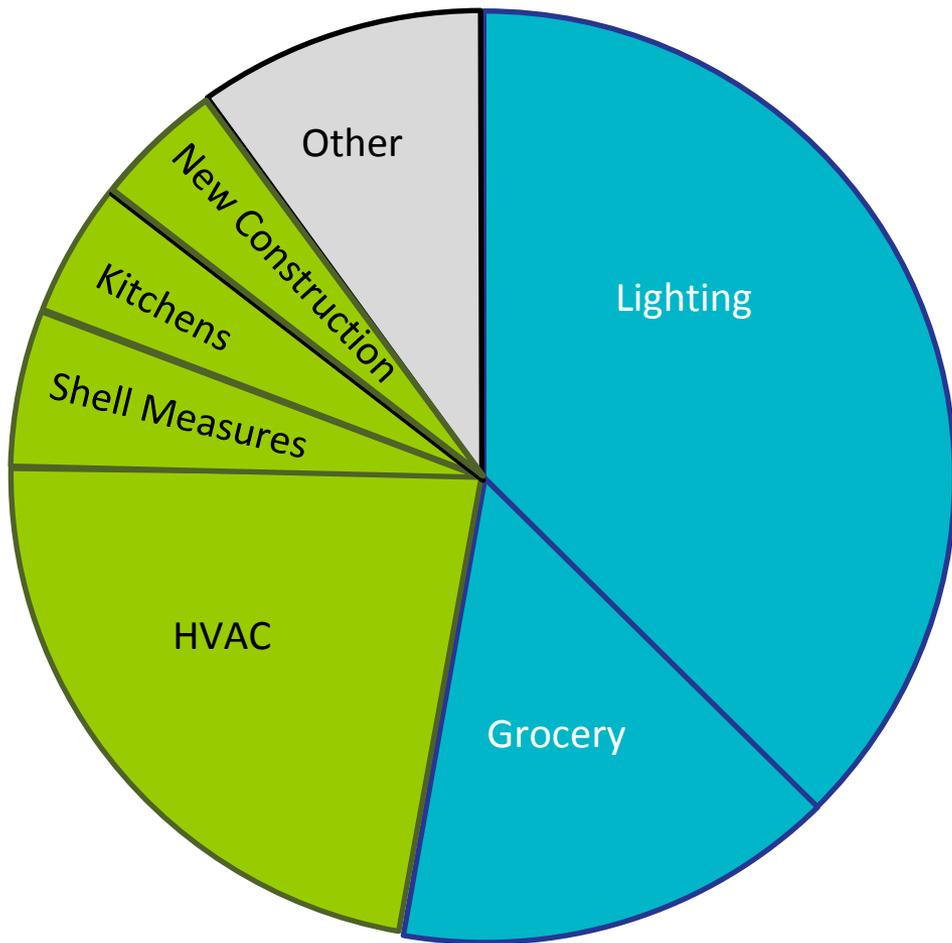
Building the Future Commercial Efficiency Opportunity

Presented by:

Ray Hartwell, Commercial Sector Lead
Rick Hodges, Commercial HVAC Program Manager
Allie Robbins, Commercial Custom Projects Program Manager
BPA Energy Efficiency



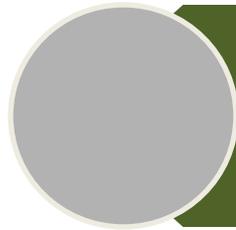
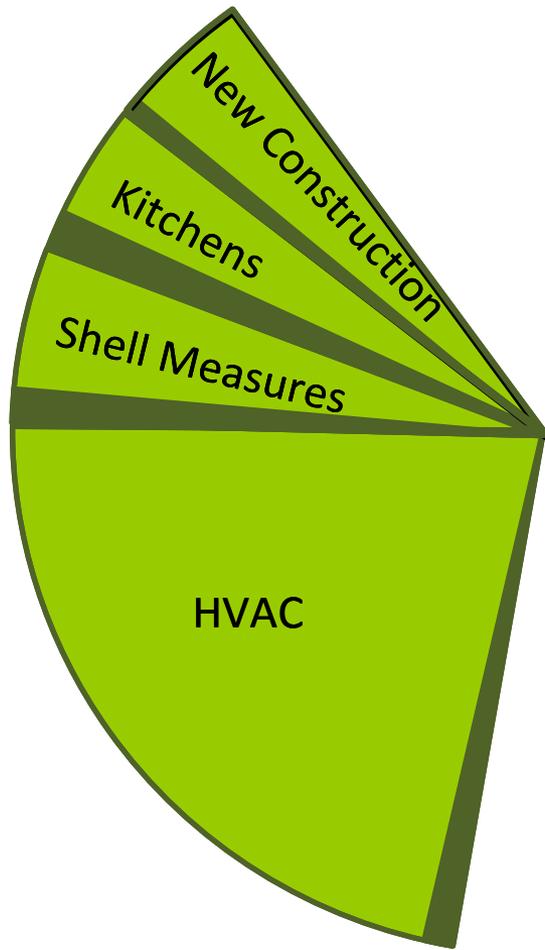
Commercial Sector Energy Savings Potential (CSESP)



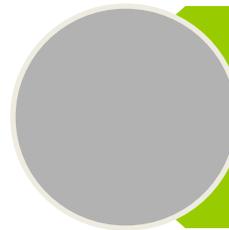
Building the opportunity over the last two years



Commercial Sector Drivers

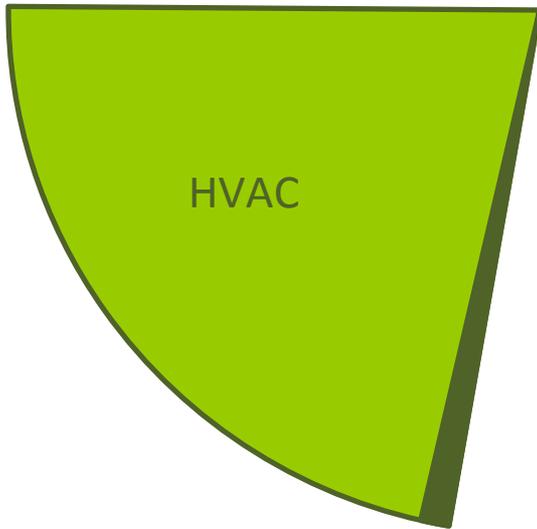


Low-hanging fruit is easy –
Simple measures with
prescriptive savings



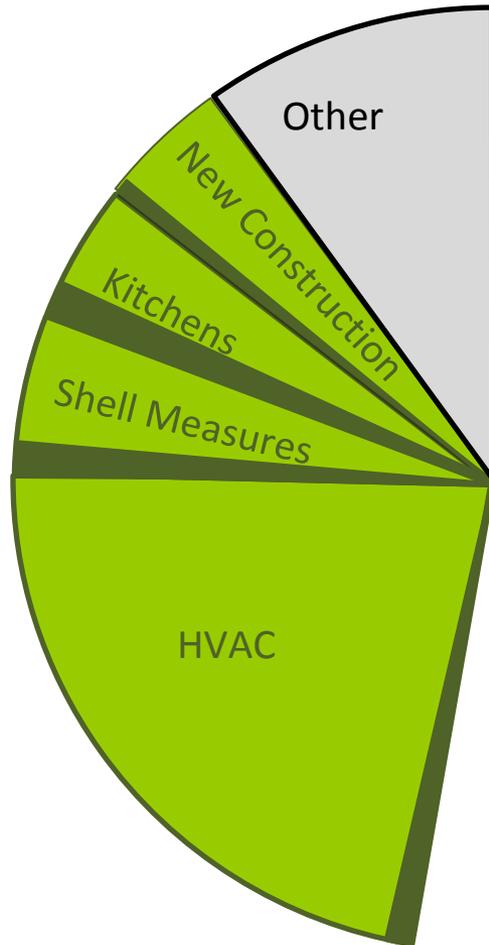
Unrealized potential -
Variable savings in many
small packages

Case Study of DHPs



- New offer in April IM
- Small Commercial DHPs
- BPA Qualified path
 - Allows us to offer incentive while obtaining research for deeming
- Niche offer with potential to grow – but where?

Custom Projects



- Projects that are beyond prescriptive
- Deals with highly variable and unique savings opportunities
- How do we streamline?

Discussion Time

- How does the current custom project process work for you?
- What high priority measures do you think are not practically available?
- How can the BPA Commercial offer help you book more savings?
- Where do you see the potential with your commercial customers?

Continue the Conversation on Conduit

- Ductless Heat Pump Program Expansion
 - <https://conduitnw.org/Pages/Discussion.aspx?rid=315>
- Custom Project process
 - <https://conduitnw.org/Pages/Discussion.aspx?rid=316>

Contact

For more information, contact:

Ray Hartwell
Commercial Sector Lead
rvhartwell@bpa.gov
(503) 230-7319

Rick Hodges
Commercial HVAC Program Manager
rshodges@bpa.gov
(503) 230-4362

Allie Robbins
Commercial Custom Projects Program Manager
arobbins@bpa.gov
(503) 230-5871