

AGENDA

USB CONFERENCE CALL

July 08, 2009

8:30 a.m. to 10:30 a.m.

Room 187, bridge: (503) 230-5566, pc 5488#

Facilitator: Lloyd Meyer

Attendees: Ryan Fedie, Mark Ebberts, Jennifer Eskil, Mark Ralston, Craig Ciranny, Sarah Moore

TIME	TOPICS	PURPOSE	SPEAKER
8:30-8:50	Engineering and Energy Efficiency	Discussion	Ryan Fedie
8:50-9:05	Low Income Weatherization <i>See handout</i>	Discussion	Mark Ebberts
9:05-9:25	Energy Smart Industrial <i>See handouts</i>	Discussion	Jennifer Eskil
9:25-9:45	Economic Stimulus	Discussion	Mark Ralston
9:45-10:05	McMinville LED Street Light Pilot	Discussion	Craig Ciranny/ Wes Thomas
10:05-10:25	Rebate Processing Support for Utilities We have identified a need/interest in having BPA assist utilities with centralized rebate processing. 1. General feedback on the idea? 2. What measures to include? A comprehensive approach or select measures only? 3. Should we consider adding some marketing support? Field support to stores? Other?	Discussion/Feedback	Sarah Moore
10:25-10:30	USB Business	Feedback	ALL

The BPA Low-income Weatherization Program
Following US DOE WAP Guidelines

WHO:

States – Idaho, Montana, Oregon and Washington
Federally recognized Tribes of the PNW

WHAT:

Public Purpose Program (as opposed to an acquisition program)
Low-income weatherization, following mostly the US DOE guidelines
No limits on dwelling age
No limits on the amount of time last there
Special considerations for CRC acquisition participation

WHY:

Acquisition programs would not allow participation
Low-income folks have always supported energy efficiency programs through rates
States and tribes have historically been responsible for low-income weatherization

WHERE:

Utility customer service areas
Those dwellings with electric heat

WHEN:

Same fiscal year designation as the rate period
Next period will be FY2010-2011

HOW:

Through grants to the states and tribes
\$5 million per year for the region from utilities
\$4.5 million divided among the states (low-income census population)
\$500,000 for all PNW tribes
States use Community Action Agencies (CAAs)
Tribes use CAAs and/or tribal organizations
All training is performed by the states
All state requirements are followed
Everyone uses the same contract
Oversight provided by BPA, States, and US DOE

Energy Smart Industrial Utility Focus Group Utility Member Contact List¹

Updated: 06/18/2009

Name:	Utility Name:	Phone #:	E-mail address:
Mr. Chris Johnson	Benton Co. PUD	(509) 585-5389	johnsonc@bentonpud.org
Mr. Joe Taffe	Clatskanie PUD	(503) 728-2163 x36	glory@clatskaniepud.com
Mr. Larry Blaufus	Clark Public Utilities	(362) 992-3598	lblaufus@clarkpud.com
Mr. Tim Lammers	Columbia River PUD	(503) 397-8155	tlammers@crpud.org
Mr. Jim Wellcome	Cowlitz Co. PUD	(360) 577-7505	jwellcome@cowlitzpud.org
Mr. Alan Fraser	Eugene Water & Electric Board	(541) 484-1125 x3071	alan.fraser@eweb.org
Mr. Don Newton	Flathead Electric Coop	(406) 751-4485	d.newton@flathead.coop
Mr. Jim Frank	Grant Co. PUD	(509) 754-0500	jfrank@gcpud.org
Mr. Kevin Howerton	Grays Harbor PUD	(360) 538-6325	khowerton@ghpud.org
Mr. Jay Himlie	Mason Co. PUD #3	(360) 426-8255, x5280	jayh@masonpud3.org
Mr. Bob Kajfasz	Port Angeles, City of	(360) 417-4718	rkajfasz@cityofpa.us
Ms. Lori Sanders	Richland, City of	(509) 727-0394	loris1988@verizon.net
Mr. Jim West	Snohomish PUD	(425) 783-1787	jnwest@snopud.com
Mr. Keith Lockhart	Springfield Utility Board	(541) 744-3776	keithl@subutil.com
Mr. Gary Johnson	Tacoma Power	(253) 502-8571	gjohnso2@ci.tacoma.wa.us
Ms. Kathy Moore	Umatilla Electric Coop	(541) 564-4357	kathy.moore@umatillaelectric.com
Ms. Tommi Reynolds	Wells Rural Electric Coop	(775) 752-1512	treynolds@wrec.coop

¹ Please send any updates to your contact information to Jennifer Wood

Energy Smart Industrial Program Vision & Guidelines

June 2009

Vision

BPA will work in partnership with our utility customers and Regional stakeholders to acquire cost-effective energy efficiency savings from Pacific Northwest (PNW) industries. BPA would like to position itself so as to add value to utilities' industrial programs with or without BPA funding.

Guidelines

The following are not listed in any order of preference or importance:

1. One of primary reasons for contracting BPA's Industrial program services is that EE does not have the necessary 'in-house' FTE to accomplish the existing and increased aMW targets.
2. The Energy Smart Industrial (ESI) program configuration using a third-party consultant – program partner that will work with and through the serving utility (i.e., BPA will not 'go around' the utilities to the industrial end-user).
3. The ESI program will be scalable to accommodate the changes that will be forth coming in the market (e.g., Conservation Rate Credit continuing for 2 years, BPA's Rate Case, I-937, etc.).
4. It is our intention to design the ESI program to not use the direct acquisition mechanism.
5. BPA conducted an RFO solicitation and the selected program partner is Cascade Energy Engineering who hired subcontractors Evergreen Consulting Group and Strategic Energy Group to assist in their efforts (otherwise known as the Cascade Team). All three firms have a solid background in delivering industrial energy efficiency in the region.
6. The Cascade Team has partnered with BPA to design, implement and market the details of the ESI program. Utilities will provide guidance and feedback throughout the process through participation in the Utility Focus Group sessions.
7. BPA will manage the utility relationship in partnership with the program partner. The design configuration will take this into account.
8. The ESI program will be offered to all BPA customer utilities that serve industrial load. It will not be a targeted approach.
9. Pre-subscription of interested utilities will not be done – there is not enough time.
10. The ESI program will use a minimum number of BFTE Engineers.
11. The program partner will have an aMW target. This might be accomplished through an "attribution" approach.
12. The program partner's performance strategies have already been developed.
13. The program partner will be responsible for engaging utilities and industrial end-users in the promotion of the ESI program and will employ a single uniform marketing message.
14. BPA and the program partner will shape the program to emphasize capital budgets but will strive to build in a mechanism to allow utilities to utilize CRC.
15. Initially, the BPA Implementation Manual (IM) will serve as the ESI program reference document outlining: guidance on eligible measures, reimbursement incentive amounts, specifications, M&V protocols, and other related requirements.
16. The regional Planning, Tracking and Reporting (PTR) system will be used by the program partner.
17. BPA-provided Technical Service Providers (TSP) will be part of the initial ESI program services.
18. BPA will provide utilities with a number of different program options.

DRAFT

Attachment #3

Energy Smart Industrial Program Utility Participation Options

Program Components	Utility may use CRC ¹ and CAA ² /ECA ³ funding mechanisms			#4 Self-fund
	#1 Turnkey	#2 A la carte	#3 Non-Std ⁴	
Energy Smart Industrial Representative (ESIR)	Yes	Optional	TBD	TBD
Small Industrial (e.g., Small CA)	Yes	Optional	TBD	TBD
Trade Ally Network	Yes	Optional	TBD	TBD
Energy Program Manager (e.g. Energy Champion, RCM, etc.)	Yes	Optional	TBD	TBD
Energy Management/O&M (e.g., Track & Tune, Integrated Plant Mgmt, etc.)	Yes	Optional	TBD	TBD
Specialty Market Segments (e.g., Municipal Water, IT/Data Centers)	Yes	Optional	TBD	TBD
Technical Services Program	Yes	Optional	TBD	TBD
Direct Acquisition (e.g., Green Motor Initiative, etc.)	Yes	Yes	Yes	Yes

¹ CRC stands for Conservation Rate Credit.

² CAA stands for Conservation Acquisition Agreement.

³ ECA stands for Energy Conservation Agreement.

⁴ Utilities with Non-Standard Agreements include: Eugene Water & Electric Board, Seattle City Light, Snohomish PUD and Springfield Utility Board (lighting).



Energy Smart Industrial Program
 Program Components & Implementation Manual Potential Changes
 For Discussion Purposes Only – Created January 29, 2009

#	Program Component	April 2009, Implementation Manual Reference Location	From (Current)	To (Proposed) ¹	ESI Team Comments
1	Fuel Switching	Section 1.7.1.1.a, pg 6, third bullet	No allowance	Will address on a project by project basis	
2	Incentive Structure	Section 7, pgs 69-71, <i>Option Requirements</i>	\$0.17/kWh, \$0.20/kWh, \$0.27/kWh NC	\$0.20/kWh and \$0.27/kWh NC	Under analysis to determine impact on ESI program's cost-effectiveness
3	Project Cost Cap Percentage	Section 7, pgs 69-71, <i>Option Requirements</i>	70 percent	80 percent	Under analysis to determine impact on ESI program's cost-effectiveness
4	Utility access to BPA Technical Assistance (e.g., BPA Engineer)	Section 7, pgs 69-71, <i>Option Requirements</i>	Dependent on Industrial Option	Remove options New Program available to ALL utilities	Sub-Team program design work required in conjunction with #5, below
5	Access to 3rd Party Technical Services (Cascade Team)	Section 7, pgs 69-71, <i>Option Requirements</i>	Dependent on Option selection	Turnkey, À la carte, Non-Standard and Self-Fund Option	Sub-Team program design work required
6	Benefit/Cost Ratio Requirements	Section 1.7.d and 1.7.e, pg 6	> 0.5	Keep Status Quo	
7	Simple Payback	Section 1.7.1.1.a, pg 7, seventh bullet	> 6 months ²		
8	Oversight Requirements	Section 4.1.4, pgs 29-31 for both CRC and CAA	BPA or its agent	Same	Same (BPA or its agent)
9	M&V Plan Approval	Section 1.7.1, pgs 7-11	BPA (Eng & COTR)	TBD	TBD, Sub-Team program design work required

¹ These items are for Focus Group discussion and have not been reviewed with entire EE staff.

² The Industrial Team incorporated these Program Components in the April 2009 Implementation Manual.

Energy Smart Industrial Program
 Program Components & Implementation Manual Potential Changes
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#	Program Component	April 2009, Implementation Manual Reference Location	From (Current)	To (Proposed) ³	ESI Team Comments
10	M & V Lite	Section 1.7.1, pg 8	Allowed for annual savings < 200,000 kWh ⁴		
11	Deemed measures	Section 7, pg 73-74, Industrial Lighting (Existing Buildings) <i>Requirements and Specifications</i>	Deemed measures	Add more deemed measures (e.g., VSDs, Small CA)	Sub-Team program design work required
12	Training costs	Section 4.2, pg 31, Performance Payment; Section 4.3, pg 32, CRC Performance Payment Guidelines (refer to Table 3) and Section 4.4, pg 33 CAA Performance Payment Guidelines (refer to Table 4)	Utility can claim as Performance Payment	Same	
13	O&M Measures	<i>Not in current IM</i>	No	Component of ESI program	Sub-Team program design work required
14	Utility Marketing Costs	Section 4.2, pg 31 <i>Marketing Costs</i>	Utility can claim as Performance Payment	TBD	TBD
15	Project Commitment Letter (e.g., Letter of Intent)	<i>Not exactly in current IM</i>	n/a	Industrial new construction and equipment failures	Most utilities already do something like this
16	Integrated Plant Energy Management	<i>Not in current IM</i>	n/a	Component of ESI program	Sub-Team program design work required
17	Project Engineering & Design Assistance	<i>Not in current IM</i>	n/a	Component of ESI program	Sub-Team program design work required

³ These items are for Focus Group discussion and have not been reviewed with entire EE staff.

⁴ The Industrial Team incorporated these Program Components in the April 2009 Implementation Manual.

Energy Smart Industrial BPA and Cascade Team Members

06/15/09

BPA CORE TEAM

Name:	Team Role:	Phone #:	E-mail address:
Jennifer Eskil	Industrial Sector Lead & COTR	(509) 527-6232	jleskil@bpa.gov
Chris Milan	Key Acct Engineer (West) & Field Insp.	(503) 230-3611	cbmilan@bpa.gov
Erin Hope	Key Acct Engineer (East) & Field Insp.	(509) 625-1362	ethope@bpa.gov
Jennifer Wood	Industrial Program Spec. & TSP Coordinator	(509) 527-6230	jlwood@bpa.gov
Steve Brooks	Technical Services Spec. & Field Insp.	(503) 230-4423	sabrooks@bpa.gov

BPA EXPANDED TEAM

Name:	Team Role:	Phone #:	E-mail address:
Todd Amundson	Energy Mgmt	(503) 230-5491	tmamundson@bpa.gov
Abigail Howard	Contract Specialist	(503) 230-4958	amhoward@bpa.gov
Danielle Gidding	Planning Specialist	(503) 230-7314	dngidding@bpa.gov
Carol Lindstrom	Marketing Specialist	(503) 230-4784	clindstrom-steele@bpa.gov

CASCADE CORE TEAM

Name:	Company:	Team Role:
Marcus Wilcox	Cascade Energy Engineering	Team Lead
Mark Hamilton	Strategic Energy Group	Energy Management & Prog Delivery
Roger Spring	Evergreen Consulting Group	Trade Ally Network & Utility Relations
Rob Morton	Cascade Energy Engineering	Energy Management
Josh Bachman	Cascade Energy Engineering	Prog Delivery & New Offerings

CASCADE EXPANDED TEAM

Name:	Company:	Team Role:
Bruce McComas	Strategic Energy Group	Pulp & Paper
Randy Thorn	Cascade Energy Engineering	General, Phase 1
Paul Warila	Cascade Energy Engineering	Small Industrial
Susan Hanson	Cascade Energy Engineering	Small Industrial Project Specialist
Les Tumidaj	Strategic Energy Group	6 th Power Plan