

Utility Sounding Board (USB) Call Summary

March 14, 2007

USB members in attendance via phone:

- Van Ashton – Idaho Falls Power/IDEA
- Bruce Etzel – Benton REA
- Kevin Howerton – Grays Harbor PUD
- Joe Savage – Emerald PUD
- Tom Schumacher – Benton PUD
- Mary Smith – Puget Sound Energy
- Jim Wellcome – Cowlitz County PUD
- Kathy Moore – Umatilla Electric

BPA staff in attendance at various times:

- Tim Scanlon
- Mira Vowles
- Karen Meadows
- Jennifer Eskil
- Krystal Villanueva
- Ken Keating
- Mark Ralston

NWPPA-Sponsored Commercial Audit Training - April 19-20 (Mira Vowles)

- Clark Public Utilities is hosting the training at their service center
- The March 20 deadline for early registration discount might be extended; with 22 registrations the training costs will break even. Will reschedule if there are better dates. May conflict with Net Metering class.

Commercial Update (Mira Vowles)

- Commercial Marketing Plan Brown Bag – April 25th
- Commercial New Construction (CNC) – Brown Bag – May 23
- CNC Early ID – started trial period as of last week for early identification; 1 submittal – City of Plummer. Accepting the first 20. Reports due before May workshop.

Reminder

Utilities will need a reminder about bi-annual reporting, Energy Efficiency Representatives (EER) will discuss with COTRs who will be reminding utilities.

PTR Brown Bags

- Will there be any more PTR Brown Bags when people actually start doing reports? [That would be a great idea.]
- Where are the Excel spreadsheets that utilities can download and use to add measures? [They are on the PTR Web site.]
- This is the first report for utilities that weren't involved in the Early Start.
- Webinars with Nora Miller (PTR): Nora has planned to do more training around April.
- Reports due by April 30.

2007 Utility Workshop (Mira Vowles)

- Need utilities to register, last week 26 individuals registered, plus 13 vendors.
- Will send another reminder through EERs. Last year 145 attended. There is a registration discount until April 15.

- Dinner on May 17. Brent suggested Stanfords at 7:30 after the vendor reception. All USB Members & Ken Keating are invited.
- Has a written invitation been sent out? [Sent a save the date email and a reminder.] Something hard copy would be very helpful. Maybe the EERs can send something out to remind their customers. [Another reminder email will go out in the next week; attendees can print the email and attach to travel request.]
- Vendors will be asked to donate products for prizes. Keeping the vendors out of the workshop.

TSP Enhancements (Jennifer Eskil)

- There's been a slowdown in the number of technical proposals coming in, so BPA may incent mining for new opportunities with high performing TSP consultants.
- Quantec interviewed all TSP consultants, and they said they can no longer afford the cost of developing proposals. The Energy Trust of Oregon model allows payment of consultants.
- 2 different channels:
 - 1) Will meet with EERs and ask them to target utilities to reach out to. The EERs to develop go out and mine, work with consultant develop work plan to go out and work with compressed air area...
 - 2) Master agreement consultants have been asked to bring in creative ideas, e.g., Cascade Engineering – commissioning idea.
- All TSP Procedures & policies apply.
- The work plan is an opportunity for consultants/utilities to see what they can do in the utility service territory.
- BPA is paying for these work plans. The TSP evaluation said consultants can spend important man hours mining service territories without consideration of being paid.
- \$0.15 option utilities do not qualify at this time. Contact your EER to change to the \$0.12 option. Jennifer Eskil, Industrial Sector Lead, is interested in small industry opportunities.
- Does this sound appealing from a utility stand point?
 - One USB member said they would rather keep the extra money for rebates and stay at \$0.15.
 - We don't have that many industrial customers to need a plan. [Would utilities rather see the request go through the TSP portal? The EE engineers still put it in the portal for utilities].
- One of the nice things about consultants mining for BPA/utilities is that they have good relationships with industrial/commercial customers, and they can sometimes move them forward.
- BPA currently has achieved 15 aMW toward a 52 aMW target. This is significantly behind where the agency needs to be. BPA is trying to encourage more conservation.
- As Jennifer Eskil and the EERs market this, is there anything that they can do to help market this to utilities? How does BPA encourage utilities?
 - Target utilities that might benefit.
 - This won't work for a lot of utilities that have mainly residential load.
 - Outreach is started with three utilities that are high-end.
- BPA needs to prioritize and be more organized for targeted efforts.

Trade Ally Network (TAN) – Tim Scanlon

This is a follow up from the last meeting.

- Description of summary findings

- Investor-owned utilities are putting lighting programs in place with TAN. BPA wants to leverage that opportunity in order to meet targets for this fiscal year and to maximize the lighting target in all sectors.
 - BPA is making TANs more aware of projects so they can market to their customers.
 - Leverage Commercial/Industrial Lighting Roadmap.
 - There are entities out there that have the capability . . . competitive solicitation.
 - The utility is the decision maker on what is implemented in their territory.
 - Vendors should be encouraged to communicate with utilities before they start working in their service territory. This is one of the top criteria for the TAN Administrator. The Administrator will help them work in a multitude of utility service territories.
 - BPA encourages utilities to get approval from the customers for vendors to work with them.
 - Utilities should consider the long run if everyone believes vendors can be marketing portals.
- One of the things that was really helpful when BPA did its training is that prior to the training BPA had utility invite surrounding fellow utilities. Only utilities were at the meeting.
- BPA encourages people from utilities to participate in TAN training. We'll be looking for support from utilities and for the utilities to let local vendors know about the training.

EnergySmart Grocer (ESG)

BPA is negotiating an agreement with PECI on the next phase of the pilot, which is operating under a verbal agreement. The first phase was to get utilities signed up; second was to do the audits.

- USB comments:
 - Skeptical of third party contracts – very pleased with the modifications that have been made since last year. It's a utility friendly program.
 - We'll be participating as well. This seems very well thought through.
 - Giving utilities options/accommodations to customize the program was very helpful.
 - Is the time between signing up and implementation a problem? BPA wasn't clear on the phases. BPA is paying staff time at PECI to go out and do this; we wanted to make sure we had enough people signed up before we implemented anything. [BPA will send a memo to utilities on the phases for ESG.]

Salmon Book Changes

BPA sent the USB a very rough draft. We've gotten feedback from three USB members and we've gone through it with the people who work with PTR system and BPA sector leads. Later this morning the USB will get another copy of the salmon book changes from their EER to make sure necessary edits have been made.

- Three additions:
 1. Increased the CAP on non-industrial lighting and non-standard to 70 percent of incremental costs.
 2. Addition of potential for using custom proposal for lighting in industrial projects. This doesn't mean utilities can't use the ESO+ approach but it leaves an option. It takes over 100,000 kWh to do it. It's a lot of work for everyone. BPA doesn't want projects to fall through because of rigid guidelines.

- 3. Horse Troughs
- BPA won't change:
 - Pre-rinse spray valves
 - Geothermal heat pumps
 - ENERGY STAR® dishwashers
 - Heat pumps
- Language is added to clarify single pane low income windows and ground source heat pump credits.
- BPA has asked the Regional Technical Forum (RTF) to add a third insulation measure – R11-38, and to add rebuilt wheel line levelizers for irrigation.
- ENERGY STAR vending machines are not ready yet.
- BPA is not considering the option of adding an HSPF calculator for 9.5 heat pumps.
- No further discussion on multi family homes.
- Adam Hadley will report the manual changes by page number.

Summit Blue Strategic Marketing Plan

BPA hired Summit Blue Consulting to develop a strategic marketing plan for Energy Efficiency; a draft report is due this week. The final report is due in early April. Summit Blue interviewed various people from BPA and utilities, etc. BPA wants to close the loop with utilities, and is thinking about what the best forum would be for that: Utility Workshop, Brown Bag or the USB?

Thoughts? BPA has seen a preliminary draft. Should that be shared with the USB? This isn't a request for the USB to review the report because these are responses from the interviews.

Put this on agenda for April 11 USB meeting.

Other

Job announcement has been released to fill the EE Marketing Manager position vacated by Tom Foeller. The new manager should be on board within a couple of months.

Headcount for April 11 USB Meeting:

Kathy Moore
 Bruce Etzel
 Van Ashton
 Kevin Howerton
 Joe Savage
 Randy Thorn
 Dawn Senger
Larry Blaufus is not available