

## USB FACE-TO-FACE

June 10, 2009

8:30 a.m. to 3:30 p.m.

*Facilitator:* Lloyd Meyer

*EER:* **Boyd Wilson**

TOPICS	SPEAKER
<p data-bbox="191 636 829 695"><b><u>Stage-Gate® New Product Development Process</u></b></p> <ul data-bbox="240 730 829 1791" style="list-style-type: none"><li data-bbox="240 730 829 856">• BPA Energy Efficiency is developing a process to help assure success of new products and services that are launched in EE.</li><li data-bbox="240 863 829 1052">• The current Stage-Gate® committee is composed of: Ray Hartwell (Programs), Lauren Gage (Planning), Tom Osborn (Engineering), Carrie Nelson (Planning/Programs), and Boyd Wilson (Marketing).</li><li data-bbox="240 1058 829 1276">• The process is call “Stage-Gate®” and was invented by Robert C. Cooper who has written several books on this subject. Most Fortune 500 Corporations and many public agencies are adopting the Stage-Gate® process for their own products and service development.</li><li data-bbox="240 1283 829 1371">• We provided an article from the U.S. DOE that outlines the features of this process and provides templates to use.</li><li data-bbox="240 1377 829 1535">• The Stage-Gate® committee is incorporating requirements by the external stakeholders (the Regional Technical Forum, the PTR system, and others) into this process for BPA EE.</li><li data-bbox="240 1541 829 1791">• We reviewed the opportunity for Stage-Gate® within BPA’s EE and all of the USB members agreed that this process would be helpful. The USB members said that they would like Stage-Gates® updates in the beginning, during and prior to the launch of new products and services.</li></ul>	<p data-bbox="1141 1297 1304 1329">Boyd Wilson</p>

**6<sup>th</sup> Power Plan Utility Work Group Summary**

- Conservation Resource Advisory Council (CRAC) was presented (about 12 utilities).
- Reviewed the Ramp Rates, Achievability, Market Transformation, and Codes/Standards
- BPA has the opportunity to claim codes changes if we can track it, but I-937 Utilities cannot claim it.
- In two years the Sixth Power Plan has almost a 30% increase.
- The new targets are very aggressive and the utilities on CRAC are concerned.

Tom  
Schumacher

**6th Power Plan Review**

BPA staff will discuss timing of brown bag to inform utility staff of 6th Plan and discuss ability to post updated presentations and Excel spreadsheets on the Website.

Lauren Gage

**Commercial Sector Update**

Acting Commercial Sector Lead Ray Hartwell led a discussion of sector strategy as we approach the sixth power plan. Key areas of activity include:

- Development of a new lighting calculator in support of the C&I Lighting Standard Offer program. The group discussed the need for simplicity and flexibility.
- Continued support for the lighting program through the Northwest Trade Ally Network for C&I Lighting. The group discussed potential areas of focus for the TAN in the future.
- Development of additional deemed measures to support utilities in meeting their commercial efficiency targets. BPA should have certain commercial kitchen measures ready for the October implementation manual and is developing a strategy for taking additional measures to the RTF.
- Chain stores: The group discussed the challenges with attracting energy efficiency investments from chain businesses to the region and agreed that an opt-in, centrally administered chain-store offer could be beneficial for the region. BPA will continue collecting feedback on this approach and pursue development if there is demand.

Ray Hartwell

- Commercial New Construction: The group discussed what approaches might help capture more efficiency potential in new construction, a consensus area of difficulty. One idea was to pilot a program where a program partner works on behalf of utilities to get ahead of these fast-moving projects. Some suggested that trying this approach in one geographic area might hold promise as a way to gain experience and test viability. BPA will continue to work with utilities to develop new approaches to new construction.

### **Rooftop Pilot**

- New name: Energy Smart Upgrade, Performance Tested HVAC service pilot program
- Rooftop Unit Savings Potential
  - 500,000 + RTU's in the region
  - Energy efficiency tune-ups aren't happening
  - 50 aMW of potential savings (5th Power Plan)
- Allowing all utilities to express interest in participating in the Pilot worked, even though some utilities knew they didn't have a very good chance of being selected.
- Pilot goals: get data for a region-wide program; gain experience by delivering service on rooftop units with multiple contractors; and get owners to know about the value proposition of RTU tune-ups
- Summer of 2009 Performance Tested HVAC Pilot
  - NEEC will deliver service on 200 RTUs in SCL and SnoPUD territories, with M&V on 120 RTUs
  - Tri-Cities Pilot - hope to service 200 , with M&V on 30 RTUs
- Having EERs and utilities promote to HVAC contractors may be a good way to roll-out the region-wide program
- Additional RTU Opportunities
  - 1) NEEA will be providing region-wide Economizer Training
  - 2) Demand Controlled Ventilation –especially in theaters
  - 3) Premium Ventilation
  - 4) Automated diagnostics, including “Advanced Rooftop units”

Mira Vowles &  
Jack Callahan

Variable Refrigerant Flow (ductless heat pumps for commercial applications)

### **Upcoming Implementation Manual (IM)**

- There will be changes in the IM on Oct. 1, 2009
- The ECA shall have the duration of five years and BPA will combine the CRC and ECA into a fund source chapter.
- There was some discussion about ways to make the IM and PTR more user-friendly.
- The Timeline was presented for putting new measures in the IM.
- There was discussion about the "Change Log" for changes in the IM.

Mike Rose

### **2010 Utility Energy Efficiency conference**

The 2010 Utility Energy Efficiency conference reservation has been made at the DoubleTree for March 17-18 (corrected). Guest speaker recommendations are welcome. Suggestions so far include

- Ron Johnston-Rodriguez of PlugIn Center in Wenatchee, Washington
  - Department of Energy leaders
- Send other suggestions to Becky Clark.

Becky Clark

### **Kootenai Electric Cooperative, Inc.**

- A surge protector device and curtail electric devises (TV, Computer, Printer, etc.)
- Great for outages and to protect from lighting strikes.
- The RTF has provisionally-approved 100 KWH/year for both residential and commercial applications.
- We would like to implement these units and do some M&V on these units.
- BPA is seeking Utilities to participate in this program.

Chris Aiken