



Energy Conservation **Utility** Quickstart Guide





Introduction

Bonneville Power Administration (BPA) pursues energy conservation as a resource, which is stated in the 1980 Pacific Northwest Electric Power Planning and Conservation Act (Northwest Power Act) and in the Northwest Power and Conservation Council's (NWPPCC's) Northwest Power Plan (Power Plan).

Advancing innovative energy-saving solutions, BPA's energy conservation group works with utility customers to conserve energy and reduce costs. The program helps the agency acquire energy savings and meet targets established in the Power Plan. BPA's energy conservation group enables success for customer utilities - it creates economic benefits for communities by reducing energy costs to American families, addresses future energy resource constraints, and promotes affordable, reliable, and secure energy technologies. To do this, BPA develops measures, programs, and opportunities that utilities can use to strengthen their energy conservation initiatives and keep power rates low for their customers. These opportunities are identified in the Implementation Manual (IM) and can be any material, equipment, or activity that a utility may install or implement within its service area to achieve conservation and energy savings.

For any additional questions about BPA's Energy Conservation program, budgets, systems and policies, please contact your energy conservation account executive (ECAE).

BPA Utility Customer Service Team

Energy Conservation Account Executive (ECAE)

Roles and responsibilities: ECAEs are accountable for building and maintaining relationships with customer utility staff. They act as the key means to support BPA's communication with utilities. ECAEs lead the customer service team composed of the ECAE, field engineer, and the program compliance specialist, for each customer utility. ECAEs work with all BPA staff to coordinate and communicate with utilities. ECAE should be the first point of contact for any questions, comments, or concerns about BPA's conservation programs. If the ECAE does not immediately have an answer, they will find it or facilitate a connection with the right person.



Program Compliance Specialist (PCS)

Roles and responsibilities: Program Compliance Specialists (PCS) are accountable for the review and validation of customer reporting, payment, and oversight of customer energy conservation activities. PCSs work with customer utilities on the review and approval of invoices and documentation submitted to ensure compliance with BPA's contractual rules, and to answer a utility's questions regarding BPA's policies, invoices, and payment.

How do we work together? ECAEs will coordinate with a utility's PCS about invoices they submit and questions of compliance with BPA's IM rules. PCSs also assist utilities with interpretation of rules and policies of the IM.



Customer Service Engineers (CSEs)

Roles and responsibilities: CSEs are accountable for technical support and associated communication necessary to ensure customer utilities can effectively implement and conduct a Measurement and Verification Plan (M&V) on complex and custom conservation projects in their service territories.

How do we work together? If needed, utilities can work with their assigned CSE to identify, plan, and support complex conservation projects. CSEs often partner with utilities to work directly with end users to facilitate large scale technical projects. They can also make hands on site visits and provide remote implementation support for utilities and end users. CSEs can also help with entering data into BEETS and other BPA calculator tools.



Programs Team

Roles and responsibilities: The programs team is responsible for the development of energy conservation programs to meet conservation acquisition goals in a way that best serves the needs of BPA's customer utilities and their end users.

How do we work together? The programs team provides detailed and program-specific guidance to BPA and utility staff. ECAEs can connect utilities with the appropriate programs team member for questions about BPA programs or conservation opportunities that fall outside the norm.



Marketing Team

Roles and responsibilities: The marketing team is responsible for the development of promotional materials and communications for BPA's energy conservation program and support for customer utilities.

How do we work together? The marketing team responds to utility requests for marketing assistance. This includes graphic design for logos and icons, production design for custom print and web materials, copywriting/editing, presentations, instructional videos, web design, marketing strategy, and planning. If a customer utility needs assistance in designing or customizing marketing materials, crafting messaging, or developing a marketing and communications campaign, the ECAE will connect them with the appropriate marketing specialist.



How to Contact?

Utility staff should communicate primarily through their assigned ECAE. ECAEs hold ultimate accountability for building and maintaining relationships and act as the key means to support communications between BPA's conservation program and its utilities.

ECAEs are responsible for ensuring the customer viewpoint is considered throughout BPA's energy conservation department, especially with any activities or offerings that have an impact on utilities.



Third Party Implementers

Third Party Implementers are contracted by BPA to help utilities achieve energy conservation in their service territories:

Energy Smart Industrial Partner (ESIP)

Roles and responsibilities: ESIPs work directly with utilities to identify and support conservation at industrial facilities. ESIPs possess highly technical industrial engineering knowledge and can support conservation in complex industrial environments.

How do we work together? Utilities decide how they prefer to work with the ESIP and the communication protocol they want to establish with their industrial customers. ECAEs work in partnership with utilities and the ESIP to help coordinate the EEI budget.



Trade Ally Network Northwest (TANNW)

Roles and responsibilities: BPA's [Trade Ally Network NW](#) is a resource site developed for the contractor community to support the implementation of efficient commercial lighting and HVAC systems. Training materials are available for participating contractors on best practices for efficient installation, how to use conservation to create competitive advantage, and how to work with utility programs to offer incentives to their customers.

How do we work together? TANNW resources on [bpa.gov](#) are available to utilities to find information to support their contractor community, and help identify and scope conservation opportunities in commercial lighting and HVAC.



Comfort Ready Home (CRH)

Roles and responsibilities: BPA's [Comfort Ready Home program](#) aims to increase residential energy conservation project installations in the Northwest by building and supporting a robust infrastructure of educated contractors who work with utilities to support their connections to homeowners. The program addresses critical market barriers such as contractor workforce limitations, complex utility requirements, and lack of consumer awareness.

How do we work together? CRH provides comprehensive services including field support, hands-on technical training, online learning resources, marketing toolkits, and contractor recruitment assistance, to empower contractors to effectively install energy conservation projects while helping utilities implement successful programs. CRH offers resources in both English and Spanish and maintains flexibility to serve a wide range of utility territories from small rural cooperatives to large urban service areas. These activities are designed to increase contractor participation in utility programs, improve technical expertise, and enhance coordination between utilities and contractors.



Regional Organizations

Northwest Power and Conservation Council (The Council)

The [Northwest Power and Conservation Council](#) was created by the Pacific Northwest Electric Power Planning and Conservation Act of 1980 to develop and maintain a regional power plan and a fish and wildlife program to balance the Northwest's environmental and energy needs. The Council sets the regional energy conservation target through power plans and calculates total resource cost, which is used to determine measure cost effectiveness.



Northwest Power and Conservation Council

Regional Technical Forum (RTF)

The [Regional Technical Forum](#) is a volunteer organization formed by the Council in 1999 that determines measure cost, energy savings, and specifications for a limited set of energy conservation measures. RTF creates unit energy savings (UES) by verifying the savings estimates of commonly used measures. It also produces standard protocols for measures with variable savings, and guidelines for evaluating savings from custom measures and program-impact evaluations.



Regional Technical Forum

Northwest Energy Efficiency Alliance (NEEA)

[NEEA](#) is a nonprofit organization that works to increase energy conservation to meet the region's future energy needs. NEEA works in collaboration with BPA, Energy Trust of Oregon, and Northwest public and investor owned utilities on behalf of energy consumers to accelerate the innovation and adoption of energy efficient products, services, and practices. NEEA also leverages the region's market power within the commercial, industrial, and residential sectors to remove barriers to adoption of energy conservation measures.



Energy Conservation Agreement

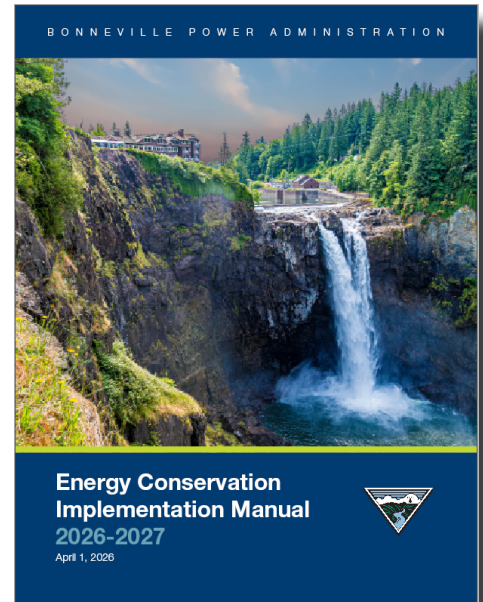
An Energy Conservation Agreement (ECA) is a signed contractual agreement between a utility and BPA for the acquisition of energy savings. The requirements for implementing and reporting energy conservation activities are incorporated by referencing the Implementation Manual (IM).



Implementation Manual

The [Implementation Manual](#) provides the guidelines and requirements for implementing energy conservation projects in the region. The IM defines the requirements that BPA's customer utilities must meet to receive incentive payments and energy savings for conservation accomplishments. BPA publishes the IM once a rate period and updates it every six months (in April and October). These six-month, or mid-cycle, updates are revisions or amendments that address critical changes, such as new policy directives, urgent regulatory requirements, or significant adjustments that cannot wait for the next rate period publication. The IM is available on the [BPA energy conservation website](#).

The first three sections are administrative in nature (Introduction, BPA Funding, and General Requirements), the next two sections cover how to create a custom project (implementing conservation projects at a single location) and custom program (when a utility wants to design and offer a new measure to multiple end users). The last six sections highlight each sector and the measures available for each. Each section lists the requirements and payment information. The appendices include a definitions section and change notices that describe all upcoming programmatic changes announced six-months in advance.



BEETS

The [BPA Energy Efficiency Tracking System](#) (BEETS) is BPA's energy conservation invoicing and reporting system. Utilities use BEETS to report energy conservation activities. There are specific reporting requirements for Unit of Energy Savings (UES) measures, nonresidential lighting and custom projects. For more information, refer to the IM and the BEETS Navigation Guide, both found on the BPA website.



Sectors

BPA's Energy Conservation program is organized around seven sectors, each having specific energy use patterns and energy conservation opportunities. View the [current edition of BPA's IM](#) for official definitions of each sector. The sectors are:

- **Agricultural:** Irrigated crop and on farm production, indoor agriculture grow, aquaculture.
- **Commercial:** Businesses, institutional buildings, miscellaneous end uses.
- **Federal:** BPA direct and utility served federal agencies, Federal Columbia River Power System reserved power, and BPA station service sites.
- **Industrial:** Manufacturing, municipal utility services.
- **Multisector:** Nonresidential lighting systems, other miscellaneous end uses.
- **Residential:** Single family, multifamily, and manufactured homes.
- **Utility Distribution:** Electric utility owned/operated equipment and facilities.

While each sector has a particular set of subject matter experts and team members associated with it, the best way for a customer utility to make a connection with sector specific staff is through their ECAE. This partnership helps the ECAE keep abreast of each utility's needs and enables them to identify other potentially helpful resources. The ECAE also gives BPA's other staff a single point of contact to funnel information back to an individual utility.

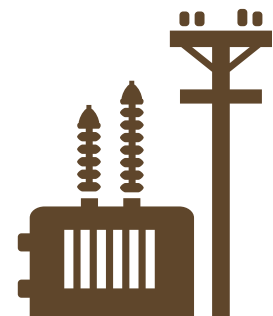
Getting Started

A utility's energy efficiency incentive (EEI) budget, the type of customers served, and utility staffing levels for energy conservation are significant considerations when deciding which programs or measures to offer.

A larger budget may open a wide range of program options whereas a smaller budget might limit incentives offered to end users. Some utilities hire third party contractors to manage their programs, while others minimize what they offer and focus on a few large projects for the entire rate period.

If a customer base is mostly residential, the Residential section of the Implementation Manual has many stand alone UES measures, as well as packaged turnkey measures. Commercial end users can access UES measures, custom projects and energy management.

If a utility supports a lot of industrial end users, Energy Smart Industrial can provide outreach and work directly with industrial end users interested in taking advantage of available program opportunities. The assigned ESIP can assist with industrial opportunities including custom projects, nonresidential lighting, UES measures or energy management. There is also BPA support for agricultural and utility distribution system measures. Utilities are encouraged to browse the IM and contact their ECAE for additional assistance in determining the best options.

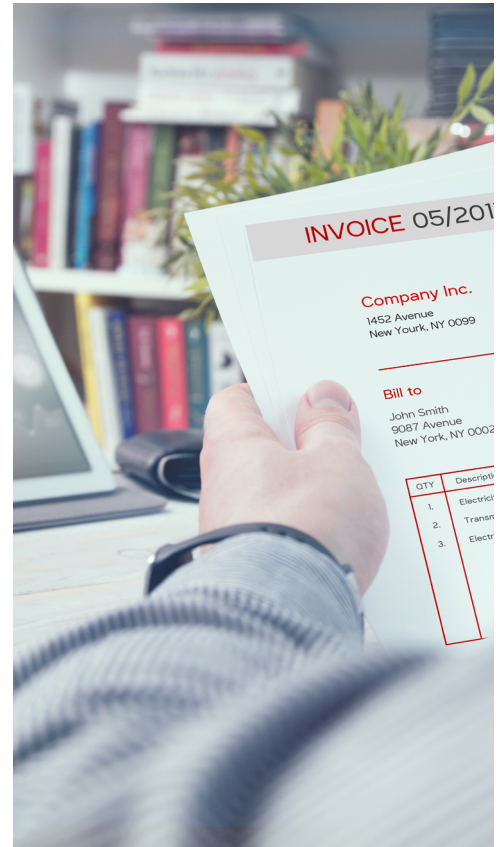


Incentive Process

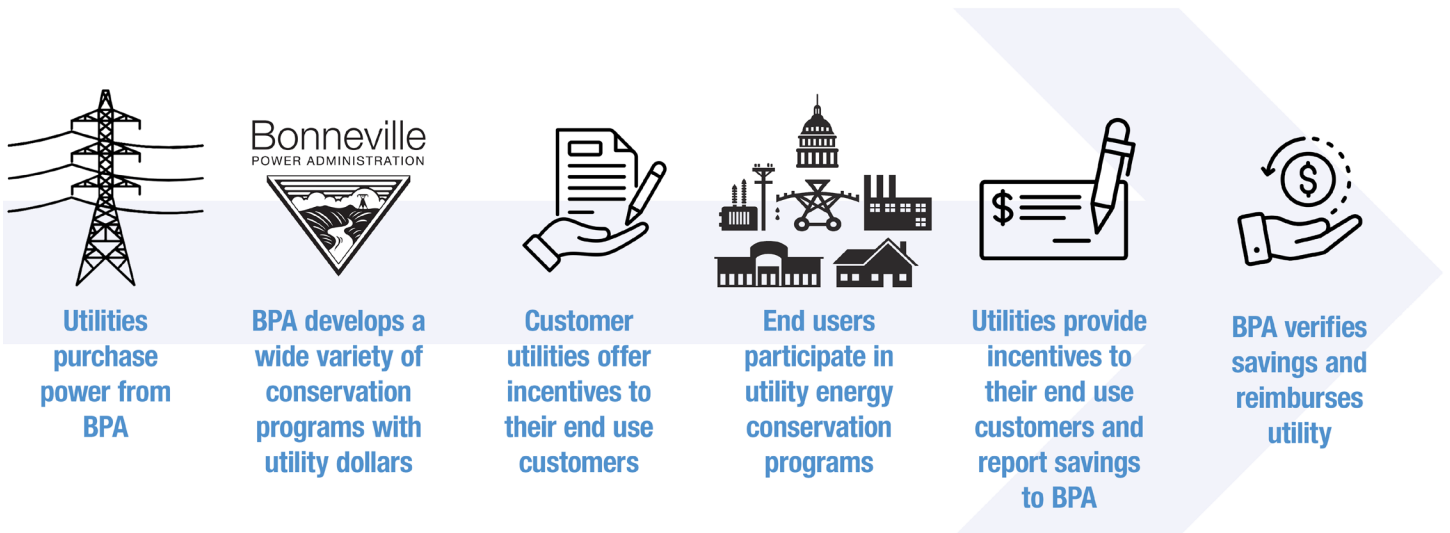
1. Each utility decides which IM measures they will offer and how much incentive they want to provide to their end users.
2. When the requirements in the Implementation Manual have been met for a measure/project, a utility may submit the completed measure/project into BEETS for review by BPA.
3. Once the measure/project has been approved by a PCS, the utility may submit an invoice request within BEETS for a rebate payment.
4. After the invoice request is approved in BEETS by a PCS, it will process overnight into the BPA accounting system, and payment will be made to the utility within ten days.

Utilities submit completed conservation activity (called applications) into BEETS for approval. Once applications are approved by the BPA PCS, the utility may invoice BPA for the EEI incentives. For more information, refer to Section 3.2 of the Implementation Manual.

Once a payment approval has processed overnight, an earned performance payment is calculated into the “earned performance payment” budget category for all kWh savings that received an incentive. It is at the utility’s discretion whether and when they choose to invoice BPA for performance payments.



HOW BPA AND ITS CUSTOMERS ACQUIRE ENERGY CONSERVATION



UES Measures and Custom Projects

Units of Energy Savings (UES) are stand alone measures in which savings have already been predetermined on a per unit basis (e.g., water heater, irrigation nozzle or square feet of insulation). These measures have relatively small variation in savings that can be reliably forecast (formerly known as a deemed measure). UES measures can be either RTF or BPA-qualified measures, and are reported to BPA by uploading the most current version of the UES measures upload template into BEETS. UES measures can be either EEI funded or utility self-funded.

There is a UES measure list which provides all the Reference Numbers and their attributes (incentive, effective dates, etc.) to help utilities when selecting measures to report to BPA. Some measures require the utility to calculate savings on a separate calculator and input the values onto the reporting template prior to submitting into BEETS. Utilities can choose to claim less incentive from BPA and/or cap how much they pay to their end user.

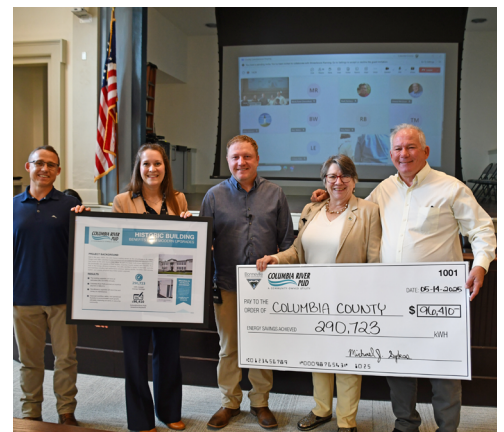
For custom projects, the savings are calculated for the specific efficient equipment being installed. Custom projects need to have a baseline of past energy use, a proposal of what the end use customer will be installing, and a measurement and verification (M&V) process to measure the energy use after the project has been completed. BPA pays custom projects the lesser of 70 percent of the incremental project cost or the cents per kWh in the payment chart in the IM. Utilities can choose to cap how much incentive they receive from BPA and/or how much they pay to their end user.

Self Funding

When a utility customer participates in a self funded program, one in which they are seeking partial or no payment, the activity must still be submitted into BEETS. Some utilities have the approval from their board or council to self fund energy conservation in addition to using their EEI budget. All self funded conservation should be reported to BPA to ensure it is accounted for and applied towards regional conservation achievements.

Non Reportable

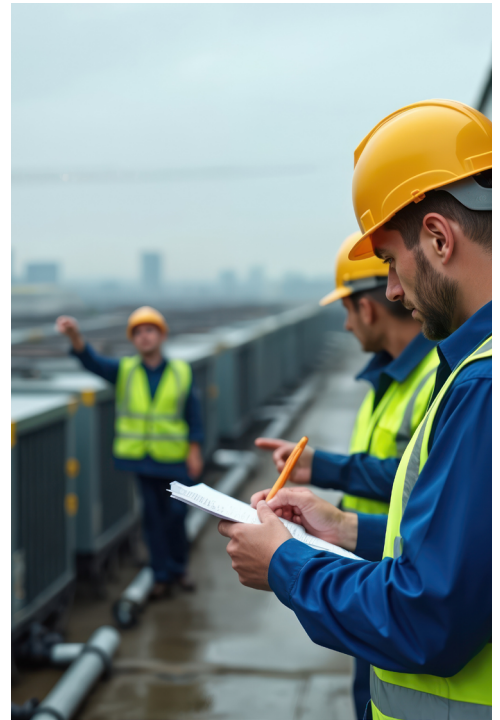
Non reportable activity is when a utility wants to officially record savings that were completed but did not receive BPA approval. Most of the time this is done by utilities that want the savings to count toward their state requirements (i.e., WA I-937).



Custom Projects

All sectors can have custom projects; site-specific calculations determine the savings. Projects are paid the lesser of 70 percent of incremental project cost and the incentive is calculated based on the type and sector of the project. Utilities can choose to cap project cost at less than 70 percent or pass through less than the BPA reimbursement. Custom projects need to have a baseline of past energy use, a proposal of what the end-use customer will do, and an M&V plan for the post-project energy use.

Utilities can work with their BPA CSE or ESIP to complete a custom project. There are two paths available for custom projects: Option 1 and Option 2. For Option 1 custom projects, utilities must submit a Completion Report to BPA in BEETS. The report must include all completed documents: project information, energy savings calculations including any changes to the M&V plan, documentation of reported non-energy benefits, project costs documentation, and any additional documentation required for project verification. For Option 2 custom projects utilities will submit custom projects in bulk via the C2 bulk upload template. ECAEs are available to help utilities determine the correct custom project path.



Budget and Payments

EEI Budget

Energy Efficiency Incentive (EEI) budgets are established by BPA, per the Energy Conservation Agreement (ECA), to purchase energy savings from utilities, and pay a performance payment for qualifying savings. Incentives and performance payments are paid from separate budget categories allocated by each utility. Utility EEI budgets are based on a formula that calculates each utility's share of the regional budget based on the amount of Tier One power they purchased from BPA.

You can view your utility's EEI budget and expenditures in BEETS. If you have questions about your EEI budget, you can also ask your ECAE or PCS.

In order for rebates or performance payments to be processed and paid to a utility, sufficient funds must be available in the appropriate budget. In addition, performance payments are capped. Each utility is responsible for monitoring the levels of their two budgets within BEETS; (1) EEI for rebates and (2) Performance Payments, see the funding section of the IM for more information.

EEI budgets are issued for the rate period, which begins on October 1. The EEI budget amounts are released the month before the beginning of the rate period. At any time during the rate period, utilities may transfer EEI funds among each other. An implementation budget transfer, previously known as a bilateral transfer, is a transfer of EEI budget between utilities. For further information please refer to Section 2.1.3 of the IM.



If a utility has extra EEI budget at the end of a rate period, they can carryover a portion into the next rate period. Utilities may transfer up to 10% of their initial EEI budget or up to \$50,000 of their available implementation budget, whichever is greater. Extra budget beyond carryover can be transferred to another utility, sometimes with an agreement of repayment in the next rate period. This implementation budget transfer can be initiated by utilities reaching out to their ECAE.

BEETS

The BPA Energy Efficiency Tracking System (BEETS) is BPA's energy conservation invoicing and reporting system that enables BPA and its Utility Customers to efficiently use a centralized system to submit, manage, track and report energy conservation acquisitions.

BEETS was released in fall 2022 and provides:

- Automated workflows and data verification checks to help expedite processing.
- Self-service, on demand reporting for customers.
- Dashboards with visibility into application progress, budget and payments.
- Ability to invoice at utility's convenience.
- Centralized data across application submittal, invoicing, and performance payments.

Reporting in BEETS

UES measures are stand alone rebates that are reported by entering them onto a UES Bulk Upload Template and uploading the file into BEETS.

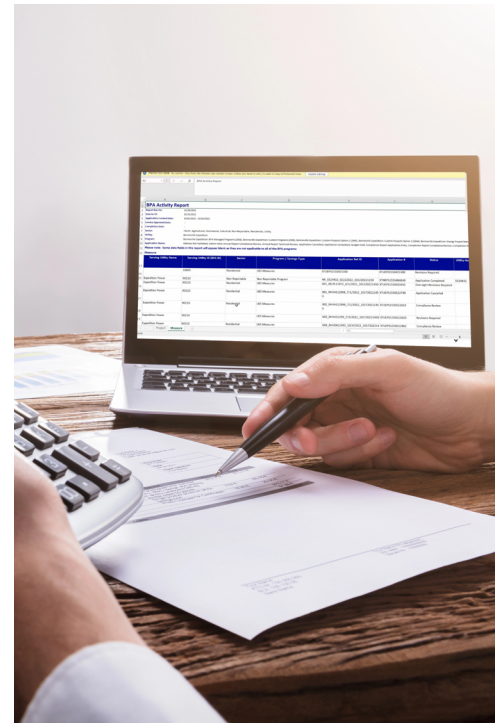
Nonresidential lighting is reported into BEETS through BPA's Online Lighting Calculator which uploads directly into the system.

Custom Projects, Energy Project Manager, Strategic Energy Management, Reconductor & Transformer Upgrades and Small Compressed Air are all entered directly into BEETS.

Performance Payments

To assist utilities with the staff and material costs of running energy conservation programs, utilities may claim performance payments that are earned from EEI funded savings (not self-funded or Non-Reportable). After the EEI funded savings are invoiced, BEETS automatically calculates earned performance payments (usually the next day), which may then be invoiced at that time if the utility chooses. The total maximum amount of performance payments a customer can earn is based on their EEI budget and whether they are Small, Rural Residential (SRR) or non-SRR. For more information, please refer to Section 2.1.5 of the IM.

A utility is not required to claim performance payments; they can choose to use their EEI budget to do additional projects.



Marketing Resources

BPA's marketing team helps utilities communicate with their customers about energy conservation using various [Marketing Toolkits](#).

This suite of tools includes a wide range of customizable marketing templates, graphics, icons, and stock photography available for download.

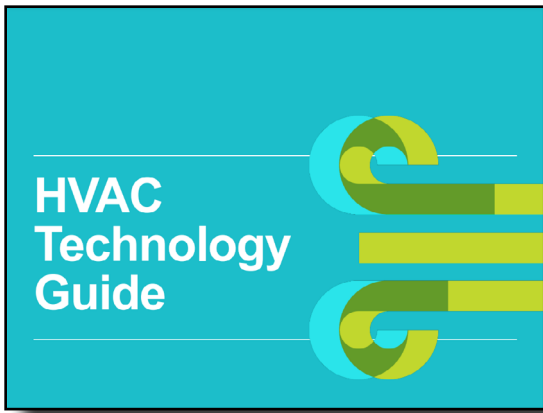
Utilities may also work directly with the marketing team to adapt materials to meet their needs or if they need a level of customization beyond their capabilities. Remember, your ECAE and the marketing staff are happy to help you find a solution that meets your needs.

Market Research

BPA performs rigorous market research and data collection to build market models that track changes over time in energy consumption, sales trends, stock turnover, energy savings, product baselines, and other market trends.

Current markets include nonresidential lighting, residential and commercial HVAC, and nonresidential adjustable speed drives. This market research not only provides valuable insights on how much energy conservation is happening in different markets and how these markets are changing over time, it allows utility programs to maximize their impact and helps the region plan for future generation and capacity needs.

To access BPA's market research reports, data, analysis, and presentations visit the [Market Research and Momentum Savings](#) webpage.



BPA Webinars

BPA webinars are informal presentations that cover topics of interest to the energy conservation community. Subjects may include: new programs and measures, updated calculators, and evaluations and results.

The webinars educate, inform, and allow for collaboration between groups and sometimes expand to become more hands-on workshops.

Information about upcoming BPA webinars, topics, and participation details are announced two weeks in advance in the [BPA Energy Conservation Weekly Announcements](#), and through direct outreach to utilities from BPA ECAEs. Presentation materials are frequently posted after the webinar on Energy Conservation's [Presentations & Webinars page](#).



Utility Customer Roundtables

BPA's ECAEs work with utility staff to set up [roundtable meetings](#) across the region in late summer or early fall. Roundtables are a great opportunity for utility staff and BPA conservation staff to network and share updates on their activities.

Suggestions for utilities to get the most out of roundtables:

- Before the roundtable, let your ECAE know the topics you'd like to discuss to help them develop the agenda and line up the appropriate conservation staff to attend.
- Share your ideas for organizing the roundtable or leading the discussion on a particular topic with your ECAE.
- Don't be afraid to ask questions or offer comments to contribute to a richer conversation.
- Come prepared to share updates on your programs, successes, concerns, etc. during the roundtable discussion portion of the meeting.
- Network with utility and BPA staff during breaks and after hours.
- After the event, give us your feedback about ways to improve the roundtable.



Workgroups

There are several workgroups utility staff can participate in and to help make a difference in the Pacific Northwest region.

Utility Sounding Board (USB)

This is a group of nine energy conservation staff from a diverse set of utilities that are interested in working closely with BPA managers to provide suggestions and feedback on current programs and initiatives. [USB members](#) also have the opportunity to provide ideas while previewing new programs and initiatives prior to the launch for all utilities.

Northwest Regional Income Qualified Energy Conservation Workgroup

A group of utilities, Community Action Program Agencies (CAP), Community Action Agencies (CAA), and other stakeholders that work together to help residential customers in the income qualified segment of our region.

Regional Technical Forum (RTF) and its Subcommittees

Utilities are invited to join a subcommittee that is relevant to their service area, such as Connected Thermostats, Ductless Heat Pumps, Heat Pump Water Heaters, New Homes Standard Protocol, Non-Residential Lighting, Small and Rural Utilities, and other subcommittees. Find a list of RTF subcommittees [here](#).

Northwest Energy Efficiency Alliance (NEEA)

NEEA also has workgroups across many of their key initiatives and programs listed on their [webpage](#).

BPA Sectors

Select sectors also have workgroups that can be joined. To learn more about these and other workgroups, utilities should contact their ECAE.



Commonly Used Acronyms

| ACRONYMS | DEFINITION |
|--------------------------------|---|
| BEETS | Bonneville Energy Efficiency Tracking System |
| Implementation Budget Transfer | A reallocation of implementation budget funding between utilities. Formerly bilateral transfer. |
| BPA | Bonneville Power Administration |
| CAA | Community Action Agencies |
| ECAE | Energy Conservation Account Executive. Formerly Energy Efficiency Representative (EER) |
| CAP | Community Action Provider/Partner/Programs |
| CPP | Custom Project Proposal Calculator |
| ECA | Energy Conservation Agreement |
| EC | Energy Conservation |
| EEL | Energy Efficiency Incentive |
| ESI | Energy Smart Industrial |
| IM | Implementation Manual |
| kWh | Kilowatt Hours |
| LC | Lighting Calculator |
| M&V | Measurement and Verification Plan |
| NEEA | Northwest Energy Efficiency Alliance |
| PCS | Program Compliance Specialist |
| RTF | Regional Technical Forum |
| SRR | Small, Rural and Residential |
| UES | Unit of Energy Savings (deemed) |
| USB | Utility Sounding Board |
| VFD | Variable Frequency Drive |

For a more comprehensive list of energy conservation terms, and acronym definitions, please refer to the BPA Implementation Manual or contact your ECAE.

Measure List Summaries

Please confirm current measures and payments in the [Implementation Manual](#).

AGRICULTURAL MEASURES

| MEASURE CATEGORY | PAYMENT |
|---|---|
| 7.2 Freeze Resistant Stock Water Tanks and/or Fountains | \$140 per tank or fountain (Heating Zone 1) \$165 per tank or fountain (Heating Zone 2) \$225 per tank or fountain (Heating Zone 3) |
| 7.3 Thermostatically Controlled Outlets | \$14 per outlet |
| 7.4 Transformer De-Energization | \$0.03 per kWh |

7.5 IRRIGATION MEASURES

| | |
|--|---|
| 7.5.1 Irrigation System Conversion: LESA/LEPA/MDI | \$26 per drop |
| 7.5.2 Sprinkler Package Replacement | Varies, see Implementation Manual |
| 7.5.3 Irrigation System Low Pressure Conversion: High Pressure to Low Pressure | \$23 per head per Wheel line or Hand line \$23 per drop per Center pivot or Lateral move |
| 7.5.4 Irrigation Hardware | Varies, see Implementation Manual |

7.6 AGRICULTURAL PUMPS AND VFDS

| | |
|--|---|
| 7.6.1 Irrigation Pump Testing and System Analysis (BPA-Qualified) | Varies, see the Payment section of this measure |
| 7.6.2 Variable Frequency Drive for Agricultural Centrifugal Pump (BPA-Qualified) | \$95 per VFD hp |
| 7.6.3 Variable Frequency Drive for Agricultural Turbine Pumps (BPA-Qualified) | \$135 per VFD hp |
| 7.6.4 Variable Frequency Drive for New Agricultural Pump (BPA-Qualified) | \$95 per VFD hp (new centrifugal pump) \$135 per VFD hp (new turbine pump) |
| 7.6.5 Agricultural New Pump Efficiency Upgrade (BPA-Qualified) | \$95 per pump hp |

7.7 CUSTOM PROJECTS

| | |
|-------------------------------------|---------------------------|
| 7.7.1 New Agricultural Construction | See Implementation Manual |
| 7.7.2 Other Agricultural Measures | See Implementation Manual |

7.8 AGRICULTURAL ENERGY AUDITS

| | |
|---|--|
| 7.8.1 Agricultural On farm Energy Audit Screening | \$150 per agricultural producer (e.g., farm, ranch, greenhouse, dairy, etc.) |
| 7.8.2 Agricultural On farm Energy Audit | Lesser of actual energy audit cost minus any funding provided by other federal, state or local agencies, or \$15,000 |

ADDITIONAL MULTISECTOR OPPORTUNITIES

Some Industrial and Commercial Sector measures may be applicable to Agricultural projects.

Measures eligible for installation in multiple sectors are identified where applicable in the body of the IM in the primary sector.

COMMERCIAL MEASURES

| MEASURE CATEGORY | PAYMENT |
|---|---|
| 8.2 Commercial Custom Projects—Retrofits and New Construction | See Implementation Manual |
| 8.3 Nonresidential Lighting | See Implementation Manual and Program Offerings section of Lighting Calculator |
| 8.3.2 Midstream Lighting | Varies from \$1-\$50 per Unit, See Implementation Manual |
| 8.4 COMMERCIAL HVAC | |
| 8.4.1 Advanced Rooftop Unit Control | \$120 per Ton (ARC Retrofit - Lite) \$250 per Ton (ARC Retrofit - Full) |
| 8.4.2 Connected Thermostat | \$300 per Connected Thermostat (Electric Heat) \$150 per Connected Thermostat (Gas Heat) |
| 8.4.3 Ductless Heat Pump Retrofit and Upgrade (BPA-Qualified) | \$1,000 per Ton (Retrofit) \$300 per Ton (Upgrade) |
| 8.4.4 Air Source Heat Pump Retrofit and Upgrade (BPA-Qualified) | \$1,000 per Ton (Retrofit) \$150 per Ton (Upgrade) |
| 8.4.5 Variable Refrigerant Flow System Retrofit (BPA-Qualified) | \$1,500 per Ton |
| 8.4.6 Variable Frequency Drive on Air Handling Unit Fan (BPA-Qualified) | \$500 per hp |
| 8.4.7 Commercial Packaged Terminal Heat Pump (BPA-Qualified) | \$150 per PTHP (Retrofit) \$50 per PTHP (New Construction) |
| 8.4.8 Demand Controlled Kitchen Ventilation (BPA-Qualified) | \$400 per Fan hp (One control sensor) \$800 per Fan hp (Multiple control sensors) |
| 8.4.9 Heat Recovery Ventilation Equipment (BPA-Qualified) | \$2.50 per CFM (Tier 1) \$4.00 per CFM (Tier 2) |
| 8.5 COMMERCIAL SHELL MEASURES | |
| 8.5.1 Commercial Insulation | Varies from \$1.80-\$2.10 per square foot, See Implementation Manual |
| 8.5.2 Commercial Windows (BPA-Qualified) | \$9 per square foot of Window Replaced (Heating Zone 1) \$18 per square foot of Window Replaced (Heating Zone 2/3) |
| 8.5.3 Secondary Windows | \$3 per square foot of window |
| 8.6 COMMERCIAL REFRIGERATION | |
| 8.6.1 Anti-sweat Heater Controls | \$40 per linear foot of Case |
| 8.6.2 Efficient Refrigeration Evaporator Fan Motor | \$55 per Motor (ECM or PMSM on Display Case) \$140 per Motor (ECM or PMSM on Walk-In Cooler or Freezer) |
| 8.6.3 Evaporator ECM Fan Controller for Walk-in Coolers and Freezers | \$60 per Motor, ≤23 Watts \$120 per Motor, >23 Watts |
| 8.6.4 Strip Curtains for Walk-in Coolers and Freezers | \$9 per square foot of Doorway |
| 8.6.5 Refrigeration Floating Pressure Controls (BPA-Qualified) | \$20 per MBH (Floating Head Pressure) \$10 per MBH (Floating Suction Pressure) |

COMMERCIAL MEASURES

| MEASURE CATEGORY | PAYMENT |
|--|---|
| 8.6.6 Refrigerated Display Case Door Retrofit | \$300 per linear foot of Vertical Case \$100 per linear foot of Horizontal Case |
| 8.7 ADDITIONAL UES MEASURES | |
| 8.7.1 Generator Block Heaters (BPA-Qualified) | \$400 per Unit (Size <3 kW) \$2,000 per Unit (Size ≥3 kW) |
| 8.7.2 Vehicle Engine Block Heater Controls | \$200 per Unit |
| 8.7.3 Consumer Heat Pump Water Heater in Commercial Applications | \$1,600 per Water Heater (Tier 3) \$1,800 per Water Heater (Tier 4) \$2,200 per Water Heater (Split System) |
| 8.7.4 Commercial Unitary Heat Pump Water Heater | \$2,000 per Water Heater |
| 8.7.5 Efficient Pumps (BPA-Qualified) | \$0.33 per kWh |
| 8.7.6 Variable Frequency Drive for Pumps (BPA-Qualified) | \$180 per hp |

ADDITIONAL MULTISECTOR OPPORTUNITIES

Some Agricultural, Industrial, or Residential measures may be applicable to Commercial projects. Measures eligible for installation in multiple sectors are identified where applicable in the body of the IM in the primary sector.

INDUSTRIAL MEASURES

| MEASURE CATEGORY | PAYMENT |
|--|--|
| 10.2 ENERGY SMART INDUSTRIAL | |
| 10.2.1 Industrial Custom Projects | See Implementation Manual |
| 10.2.2 Small Industrial Projects | See Implementation Manual |
| 10.2.3 BPA-Funded Technical Service Providers | Paid by BPA through ESI program third-party contract |
| 10.3 ENERGY MANAGEMENT | |
| 10.3.1 Energy Project Manager | Lesser of \$0.025 per kWh of verified energy savings, \$150,000 per site, or utility-specified cap, per rate period |
| 10.3.2 Multiyear Strategic Energy Management | Lesser of \$0.04 per kWh of SEM Annual Busbar Savings or utility-specified cap (Industrial), per two-year performance period Lesser of \$0.08 per kWh of SEM Annual Busbar Savings or utility-specified cap (Commercial), per two-year performance period |
| 10.3.3 Performance Tracking System | Lesser of PTS costs, \$25,000, or utility-specified cap, per two-year performance period |
| 10.4 OTHER INDUSTRIAL MEASURES | |
| 10.4.1 Variable Frequency Drives for Fans in Potato and Onion Storage Facilities | \$200 per hp |
| 10.4.2 Small Compressed Air Systems | Lesser of \$0.33 per kWh or 70% of project cost |
| 10.4.3 Water System Leak Abatement (BPA-Qualified) | Lesser of \$0.33 per kWh or 70% of project cost |

ADDITIONAL MULTISECTOR OPPORTUNITIES

Some Commercial and Agricultural Sector measures may be applicable to Industrial projects.

Measures eligible for installation in multiple sectors are identified where applicable in the body of the IM in the primary applicable sector.

RESIDENTIAL MEASURES

| MEASURE CATEGORY | PAYMENT |
|--|---------------------------------------|
| 11.2 APPLIANCES | |
| 11.2.1 for both ENERGY STAR Clothes Washers and ENERGY STAR Clothes Dryers | \$36-\$125/washer \$50-\$175/dryer |
| 11.3 EV CHARGERS | |
| 11.3.1 ENERGY STAR Level 2 Networked EV Chargers | \$20/unit |
| 11.4 ELECTRIC WATER HEATING | |
| 11.4.1 Thermostatic Shut Off Valves (TSV) | \$14-\$20/unit |
| 11.4.2–11.4.3 Unitary Heat Pump Water Heaters (BPA-Qualified) | \$1,400-\$1,800/water heater |
| 11.4.4 Split System Heat Pump Water Heaters | \$2,200/water heater |
| 11.5 HEATING, VENTILATION, AIR CONDITIONING MEASURES | |
| 11.5.1 Ductless and Ducted Mini Split Heat Pumps | See Implementation Manual |
| 11.5.2 Air Source Heat Pump Conversion from Electric Forced Air Furnace to Air Source Heat Pump | \$1,250 |
| 11.5.3 Air Source Heat Pump Conversion from Electric Forced Air Furnace to Variable Speed Air Source Heat Pump | \$1,560 |
| 11.5.4 Variable Speed Air Source Heat Pump Upgrade | \$600 |
| 11.5.5 Centrally Ducted Air Conditioners | \$60 |
| 11.5.6 Packaged Terminal Heat Pump | \$125-\$200 |
| 11.5.7 Ground Source Heat Pump (BPA-Qualified) | See Implementation Manual |
| 11.5.8 Prescriptive Duct Sealing (BPA-Qualified) | \$200-\$250 |
| 11.5.9 Duct Insulation | \$0.60 per linear foot insulated |
| 11.6 THERMOSTATS | |
| 11.6.1 Line Voltage Thermostats | \$18 |
| 11.6.2 Communicating Line Voltage Thermostats | \$35 |
| 11.6.3 Advanced Smart Thermostats | \$140-\$165 |
| 11.7 NEW CONSTRUCTION | |
| 11.7.1 New Northwest Energy Efficient Manufactured Housing | \$1,200-\$1,400/home |
| 11.7.2 Replacement of Pre-1976 Manufactured Home with NEEM Certified Home | \$2,200-\$2,500/home |
| 11.7.3 Single family New Construction Performance Path | Varies based on measures installed. |
| 11.7.4 Energy Efficient New Multifamily Construction | See Implementation Manual |
| 11.7.5 Zero Energy Ready New Multifamily Construction | See Implementation Manual |
| 11.8 WEATHERIZATION | |
| 11.8.1 Insulation | See the UES Measure List. |
| 11.8.2 Prime Window and Patio Door Replacement | \$8-\$20/square foot |
| 11.8.3 Low-E Storm Windows | \$2/square foot |
| 11.8.4 Exterior Insulated Doors | \$40/door |
| 11.8.5 Whole House Air Sealing and Testing | See the UES Measure List. |
| 11.8.6 Prescriptive Air Sealing | See the UES Measure List. |
| 11.8.7 Door Sweeps | \$25/each |

RESIDENTIAL MEASURES

| MEASURE CATEGORY | PAYMENT |
|--|---------------------------|
| 11.9 INCOME QUALIFIED MEASURES | |
| Weatherization, Heat Pump Technology, Prescriptive Duct Sealing, Duct Insulation, Thermostat Technology, HPWHs, Clothes Washers and Dryers, and some Commercial Multifamily Heating Technology | See Implementation Manual |
| 11.10 BEHAVIORAL | |
| 11.10.1 Behavioral Home Energy Reports (BPA-Qualified) | See Implementation Manual |

UTILITY DISTRIBUTION MEASURES

| MEASURE | UTILITY REPORTING METHOD | |
|--|---|--------------------------------------|
| | CUSTOM PROJECT PROGRAM (OPTION 1 OR OPTION 2) | RE-CONDUCTOR AND TRANSFORMER PROGRAM |
| CVR or VO | X | |
| Power Transformer Replacement | X | X |
| Service Conductor Replacement | X | X |
| Higher Distribution Primary Voltage, including insulator additions and replacement | X | |
| Transformer Load Management (replacement of improperly sized transformers for loss improvements) | X | X |
| Balancing Loads and Phases | X | |
| Adding Parallel Feeders | X | |
| Operation Improvement (recognition and phase balancing) | X | |
| Power Factor Improvement to Reduce Line Losses | X | |
| Volt-Amperes-Reactive, or VAR (reactive power) management | X | |
| Fixed and Switched Capacitors | X | |
| Lower Loss Service Distribution Transformer; Single- or Three-Phase, Pole or Pad Mounted | X | X |



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