Energy Smart
Industrial

Utility Focus Group Meeting

November 18, 2025

FACILITATOR:

Jennifer Wood
Industrial Program Manager
Energy Efficiency
Bonneville Power Administration

Attendees

Energy Smart Industrial

Name	Utility Name
Terry Mapes	Benton PUD
Maria Vega	Benton PUD
Manuel Walle JR	Benton PUD
Nicole Clavel	Big Bend Electric
Megan Walters	Central Lincoln PUD
Danielle Hansen	City of Centralia
Aaron Frechette	Clark Public Utilities
Lori Froehlich	Clark Public Utilities
Michael Arend	Columbia River PUD
Jennifer Langdon	Cowlitz PUD
Billy Curtiss	Eugene Water & Elect Board
Leo Sotelo	Eugene Water & Elect Board
Maurilio Lopez	Franklin PUD
Jonnalea St. Goddard	Glacier Electric Coop
LeeAnn Driesen	Grant PUD
Crystal Ramero	Grant PUD
Dan Kinnaman	Grays Harbor PUD
Rainee Habersetzer	Lewis PUD
Salem Schankel	Mason PUD #3
Kim Johnson	Okanogan PUD
Brandy Neff	PNGC Power
Jackie Carpenter	Richland Energy Services

Name	ESI Team - Title/Company Name
Adria Banks	Energy Performance Tracking Eng., Cascade Energy
Bill Kostich	Energy Smart Industrial Partner, Cascade Energy
Brice Lang	Energy Efficiency Representative, BPA
Henry Griffith	Energy Smart Industrial Partner, Cascade Energy
Jacob Schroeder	Energy Mgmt Program Manager, Cascade Energy
Jeffrey Bernacki	Energy Smart Industrial Partner, Cascade Energy
Jennifer Wood	Industrial Program Manager, BPA
Mariah Sullivan	Mechanical Engineer, BPA
Ming Kust	Program Marketing Specialist, BPA
Sandra Woolf	Senior Program Specialist, Cascade Energy
Steve Martin	ESI Operations Manager, Cascade Energy
Todd Amundson	Industrial Engineering Technical Lead, BPA
Victoria Landwehr	Energy Smart Industrial Partner, Cascade Energy

08/12/2025

Welcome!

Tips for a successful MS Teams meeting experience

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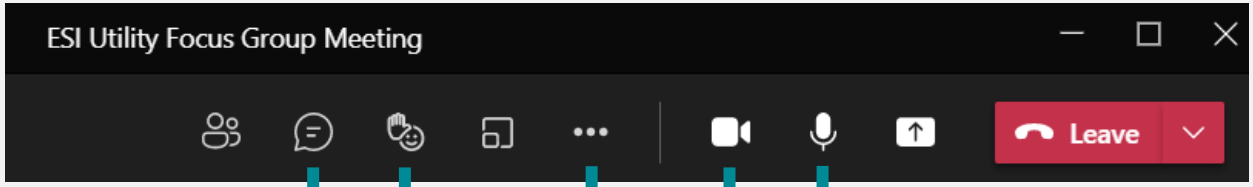

This session will be recorded

Chat
Send a chat message to the whole group!

Question?
Raise your hand to ask a question

Options
Click the three dots for many other options like mic/camera settings under “Show device settings”, “Turn On Captions”…

Webcam
Turn your webcam on/off.

Microphone
Stay muted until you want to speak. We can mute you, but **you must unmute yourself**.

NOTE: If dialing in to the meeting, leave this muted and use your phone to mute/unmute by pressing ****6 on you phone***

Agenda

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1. Welcome & BPA Updates	*Jennifer Wood*	**11:00 – 11:15**
2. ESI Program Updates		**11:15 – 11:35**
ESI Program	*Steve Martin*	
Strategic Energy Management	*Jacob Schroeder*	
3. Utility Open Forum		**11:35 – 11:50**
Project Spotlight	*Tony Simon*	
Open Forum	*Utility Focus Group*	
4. Reminders and Wrap-up	*Tony Simon*	**Remaining Time**

Food Allergies Best Practices & Reminders

HELP KEEP MEETINGS AND ACTIVITIES TASTY, FUN, AND HISTAMINE-FREE!

Best Practices

Communicate
Share any allergens in the menu or from attendees

Confirm
Ask for ingredient lists if you have any concerns

Keep it Clean
Use separate surfaces and tools for allergen-safe food

The 9 Most Common Allergens

Milk

Eggs

Sesame Seeds

Fish

Shellfish

Peanuts

Soybean

Wheat

Tree Nuts

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BPA Updates

Jennifer Wood – Industrial Program Manager

Continuity in ESI Program

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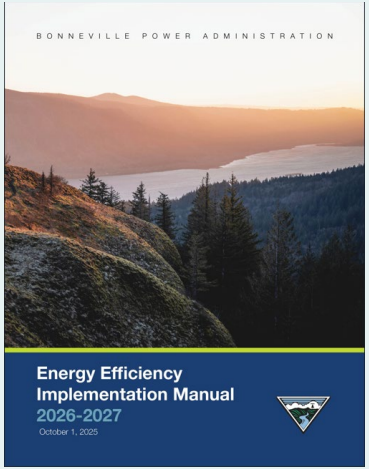
Executed **new five-year contract** through Sept. 30, 2030

- Continuity of ESI program resources
- Increases Water/Wastewater support
- Adjusts savings thresholds for TSP studies
- Expands SEM delivery for small-to-medium industries

RP Implementation Manual Corrections

BPA kicked-off the April 2026 Mid-Cycle IM Revision Cycle.

- **Multiyear Strategic Energy Management** (Section 10.3.2) and **Performance Tracking System** (Section 10.3.3) – Correcting **Payment** table headers.
- **Performance Tracking System** (Section 10.3.3) Correcting the **Requirements and Specifications** *Pre-conditions* and *Post-conditions*.



Online Lighting Calculator

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- REMINDER: Nonresidential lighting calculator conversion requests need to be submitted, as soon as possible.
  - BPA's access to LC6.0 ends on Dec. 1, 2025.
  - BPA's support is on a first-come, first-served basis.
- Continue emailing lighting questions to Lighting@bpa.gov

What's Coming Up...

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BPA Marketing Updates:

- Industrial Marketing Toolkit webpage
  - Co-branded ESI program flyers
  - Social Media Toolkit
- ESI Trade Ally webpage soon include an interactive utility service area map with assigned ESIP contact information.
- Energy Efficiency updating entire website

BPA Industrial Targets

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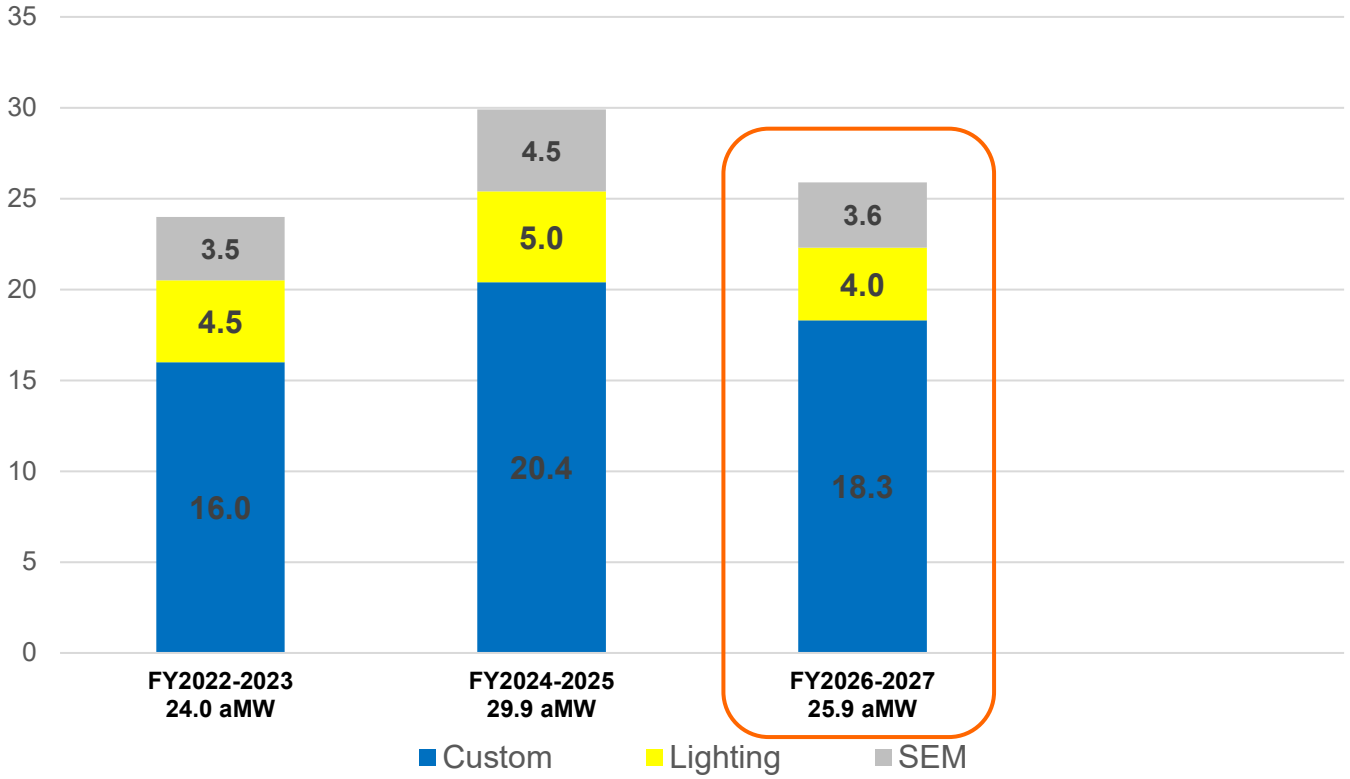

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ESI Program Updates

Steve Martin – ESI Operations Manager
Jacob Schroeder – ESI Energy Management Program Manager

ESI Team Updates

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Matt Smeraglio

W/WW Sector Specialist

Richard Jackson-Gistelli

QC Engineer

Sandra Woolf

ESI Program Specialist

Jeff Bernacki

Willamette Valley/S. Oregon ESIP

Continuity in ESIP Coverage

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Bill Kostich
Western / SW Washington

Victoria Landwehr
Central / NE Washington

Nosh Makujina
NE Oregon, S Idaho, NW Nevada, & W Montana

Henry Griffith
SW Washington & NW Oregon

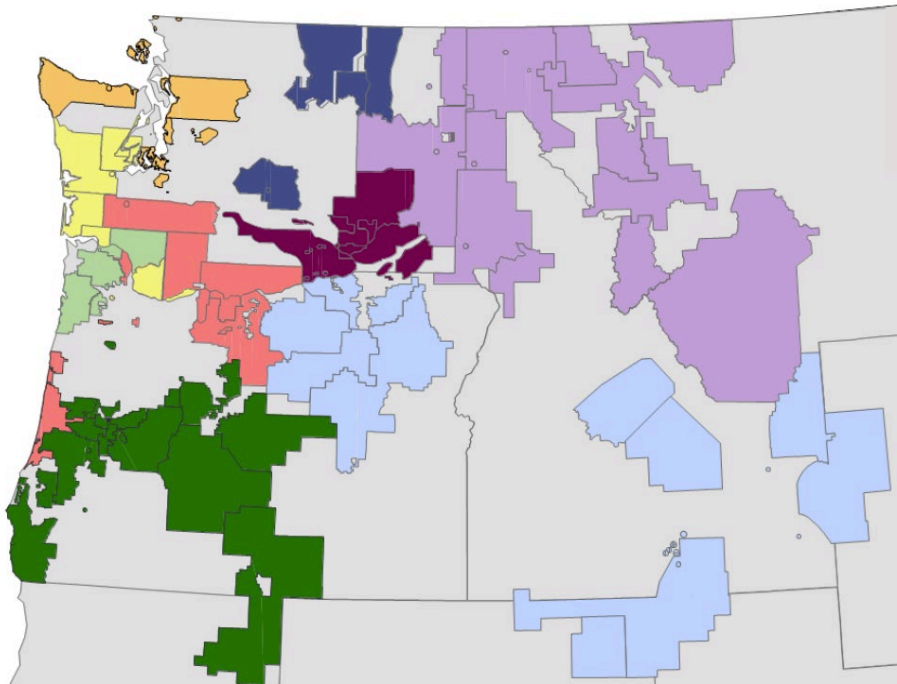
Todd Toburen
NW Washington & Puget Sound

Christian Miner
SW / South-Central Washington, & W / North-Central Oregon

Austin Rogers
Central Washington, Columbia Basin, & NE Orego

Jeff Bernacki
SW /South-Central Oregon, & NE California

Jimmy Sauter
East-Central / NE Washingto N Idaho, & W Montana



Key Goals for FY 24-25

Energy Smart Industrial

Achieve BPA and utility savings targets

>29.4 aMW for FY24-25

Build the pipeline for the next rate period

>12 aMW for FY26

Maintain portfolio cost-effectiveness

Maintain B/C > 2.0

FY24-25 Industrial Savings Target Achieved![1]

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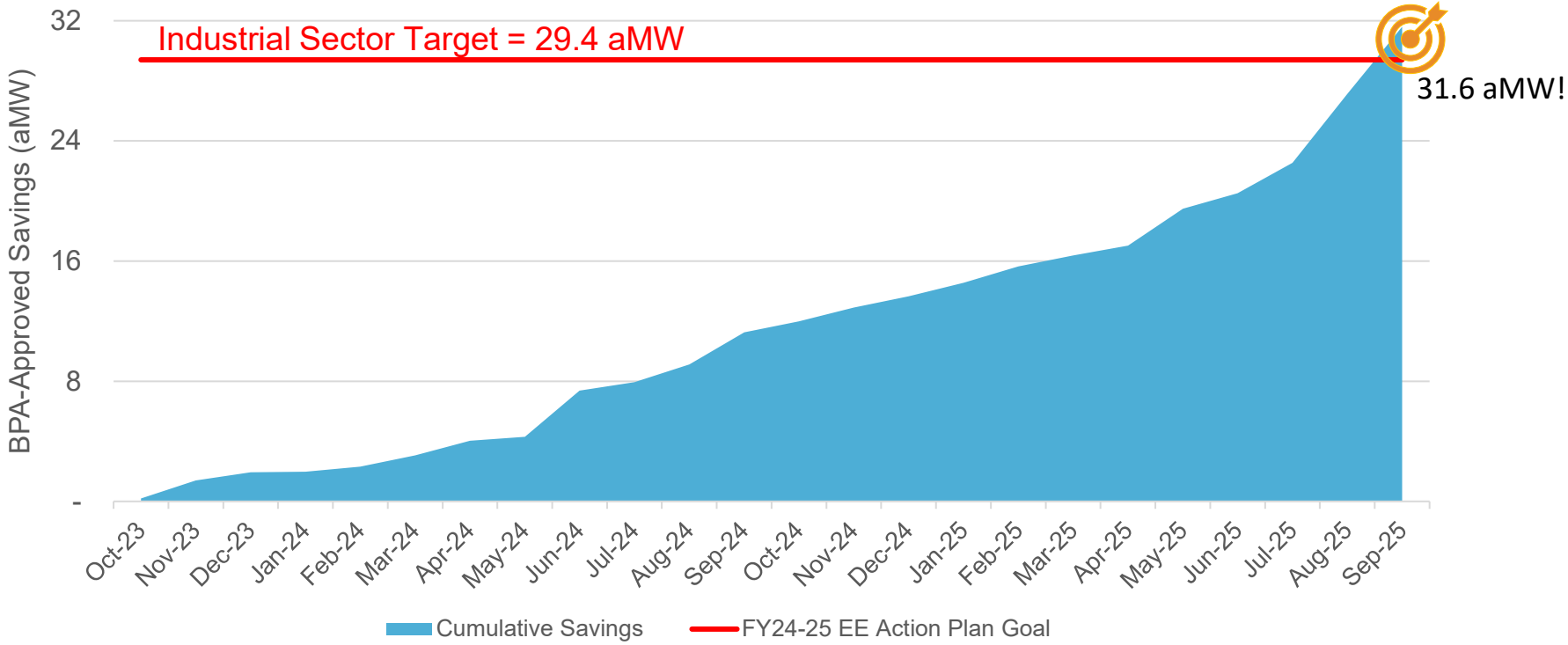

[1](based on final savings presented at Utility Roundtables)

Industrial Energy Savings Performance (FY 24-25)

Custom[1] ✓ ON TARGET

22.1 aMW / 22 target

Lighting ✓ ON TARGET

4.1 aMW / 3.4 target

TOTAL INDUSTRIAL SAVINGS

31.6 aMW **/ 29.4 target**

SEM ✓ ON TARGET

3.5 aMW / 3.0 target

UES/SCA ✓ ON TARGET

1.9 aMW / 1.0 target

107% of goal achieved!

Source: W. Washington Roundtable, October 22, 2025.
2025-bpa-w-wa-roundtable.pdf

[1]Includes Option 2 Custom & Lighting

BPA-Q Measures for Clean Water Pumps

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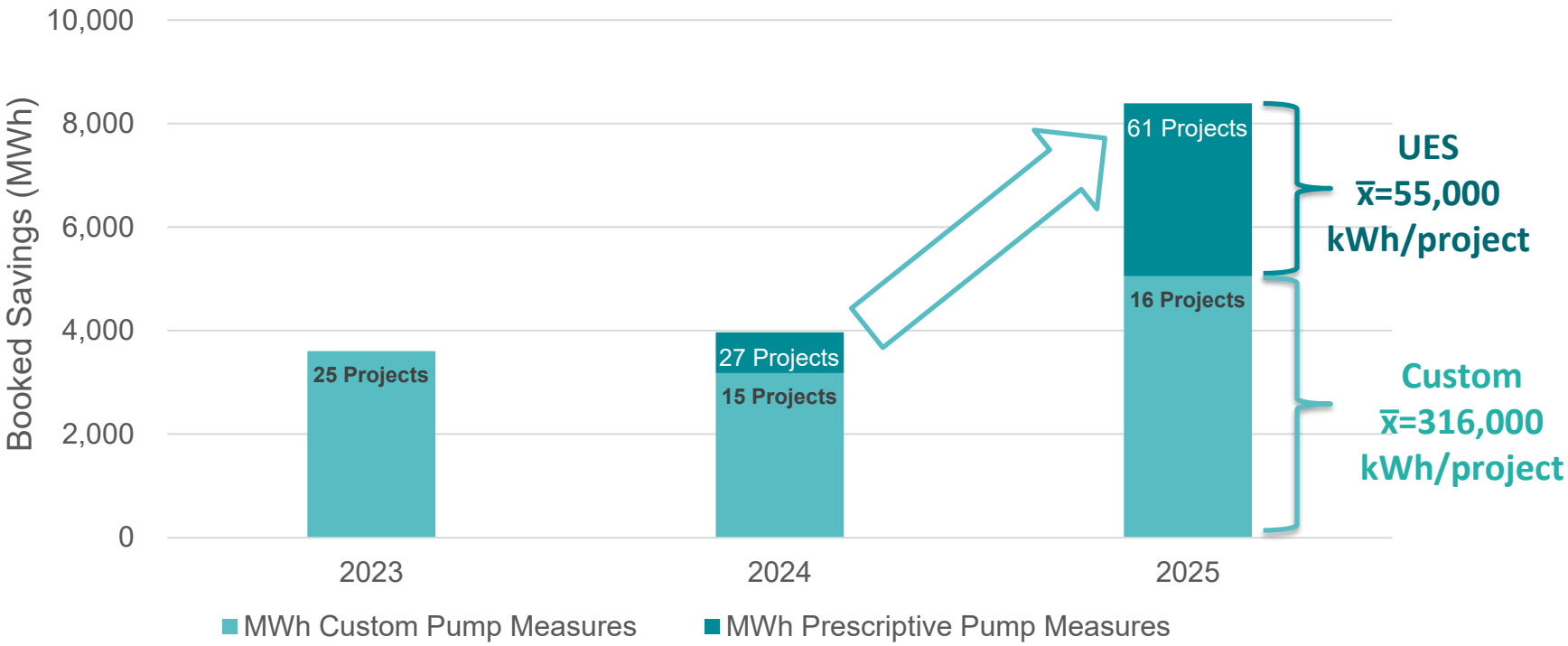


Key Priorities for FY 24-25

Energy Smart Industrial

Achieve BPA and utility savings targets

>29.4 aMW for FY24-25

(29.4 aMW for FY24-25)

Build the pipeline for the next rate period

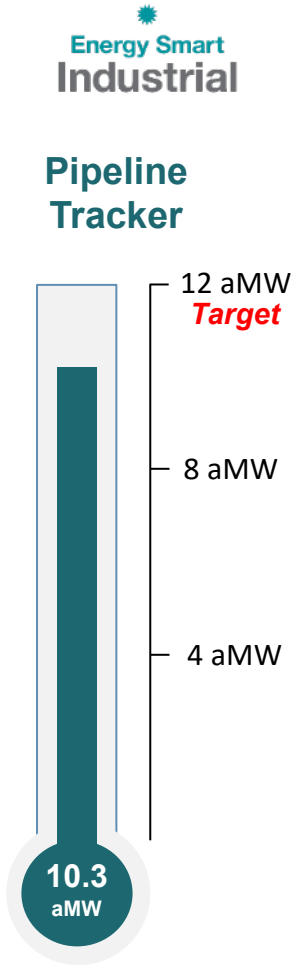
>12 aMW for FY26

Maintain portfolio cost-effectiveness

Maintain B/C > 2.0

FY2026 Custom Project Pipeline

- The FY 2026 Custom Project Pipeline is 10.3 aMW (149 projects), excluding Project Leads
- ESI is actively developing an additional 5 aMW of Project Leads (111 Projects)
- Solid incentive estimates can help advance Project Leads to firm projects (i.e. Equipment Ordered)



Key Goals for FY 24-25

Energy Smart Industrial

Achieve BPA and utility savings targets

>29.4 aMW for FY24-25

(29.4 aMW for FY24-25)

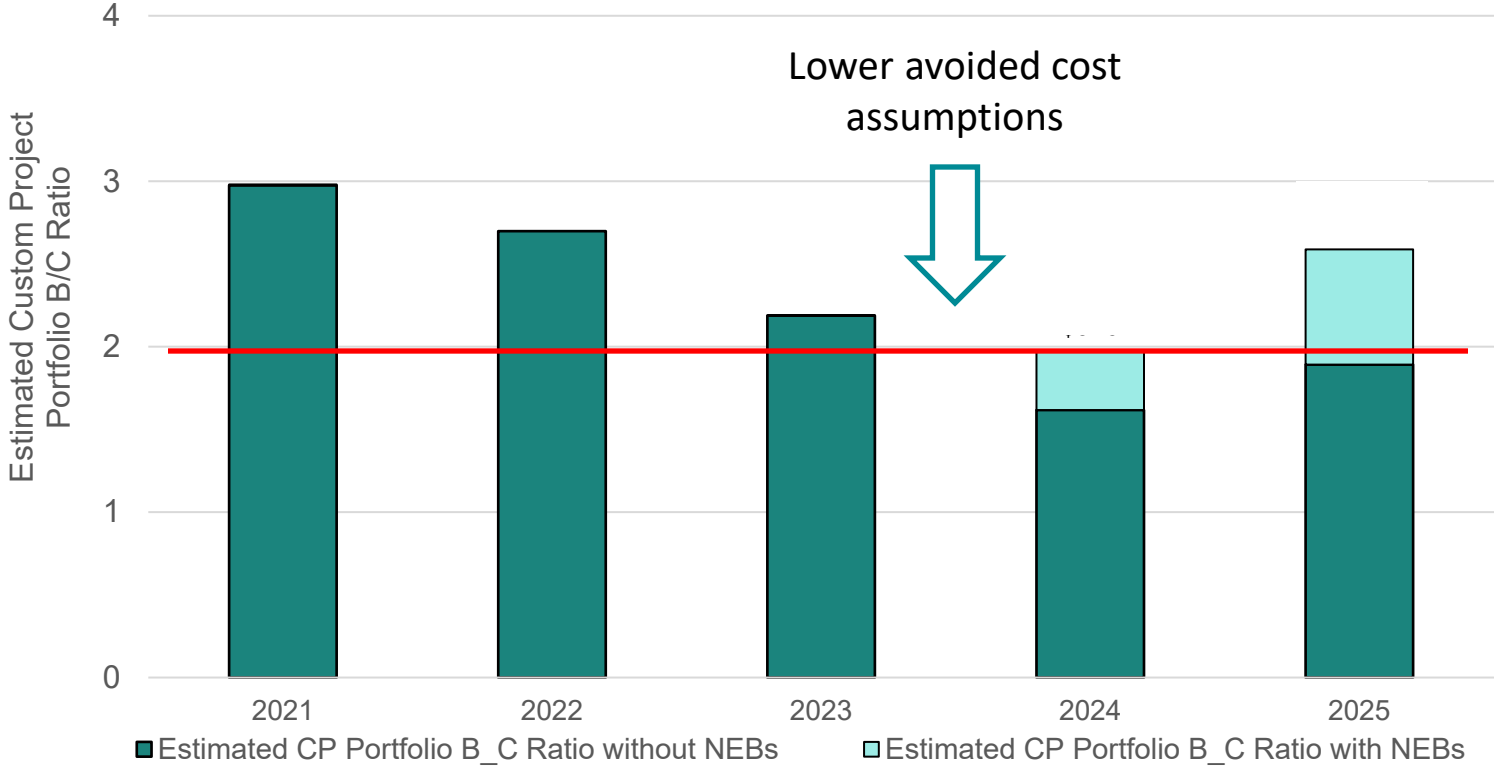
Build the pipeline for the next rate period

>12 aMW for FY26

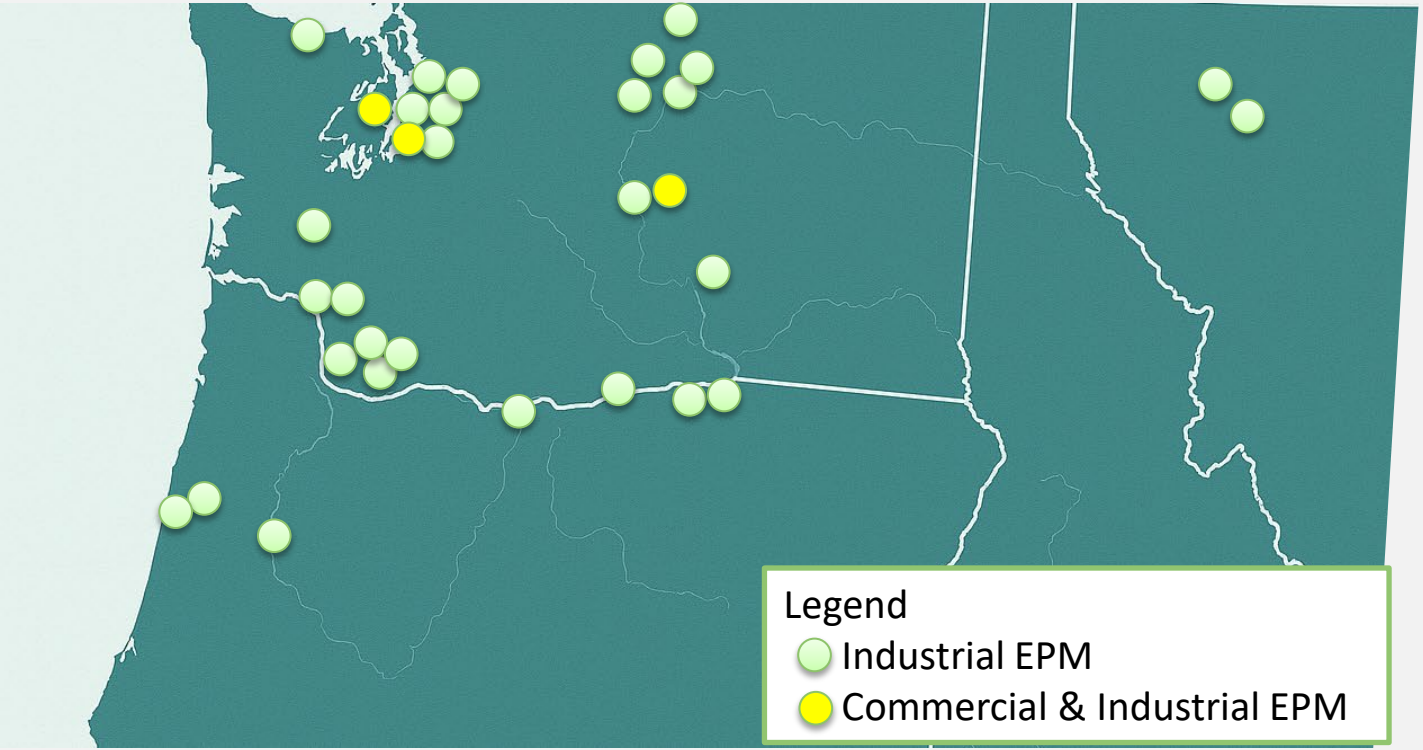
Maintain portfolio cost-effectiveness

Maintain B/C > 2.0

Custom Project Portfolio B/C Ratio (Estimated)



Energy Project Managers



FY 2025 Results

- 31 EPMs completed a project
- 6 aMW booked

FY 2026 Pipeline

- 81 projects planned, 6 aMW

New Construction Case Study - Suntado

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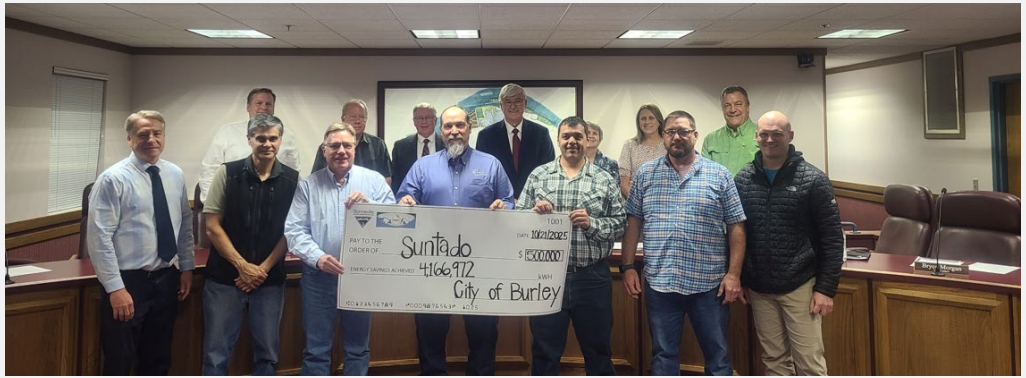
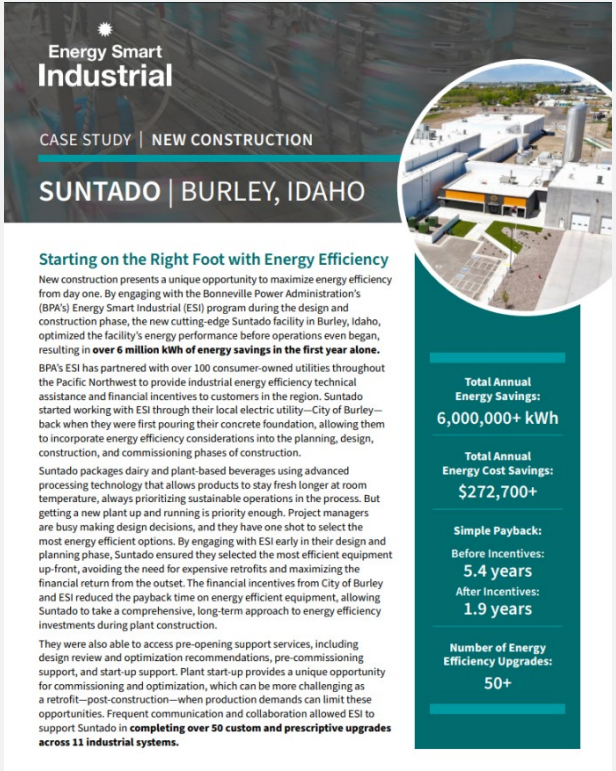
Core messages

- Early engagement drives long term benefits
- Utility incentives boost project economics
- ESIP support helps projects achieve full savings potential and persistence
- EE investments in new construction promote shared success





https://www.bpa.gov/-/media/Aep/energy-efficiency/industrial/Industrial-files/suntado-city-of-burley-case-study.pdf

Program Collateral Cobranding Options

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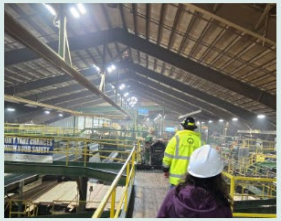
LIGHTING THE WAY TO BIG SAVINGS

Laclede cuts energy usage in half with a bright idea

Idaho Forest Group

Project Overview

At Idaho Forest Group of Laclede, the main sawmill lights must be on all day, everyday. By replacing eighty-six 400 Watt metal halide lights with 220 Watt LED lights, they are now able to save approximately 52% on their utility bill. Travis Hanson points out some additonal perks of the new equipment in highlighting, "The lights have been instrumental in creating a safe and hospitable work environment. The better lighting assists production and maintenance. The new LED lights have also reduced the risk of fire." The projects overall cost was $46,192, but incentives from Northern Lights contributed $26,047 for their amazing, energy efficient improvement.



Left: Elissa Glassman of Northern Lights handing the incentive check to Travis Hanson. Right: The main sawmill building with the new lighting system.

Annual Results

180,800 kWh First Year Savings

$12,300 Avoided Energy Cost

15 Avg. NW Homes Powered by Energy Saved

Energy Smart Industrial | NORTHERN LIGHTS | Bonneville

What ideas do you have to save energy?

Travis Hanson, IFG Laclede, 208.255.6174
Elissa Glassman, Northern Lights, 208.255.7187
Jimmy Sauter, ESI Partner, 971.202.1628

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COST-SAVING OPPORTUNITIES

UPGRADE YOUR PUMP SYSTEM WITH EASE

Take advantage of the Bonneville Power Administration's streamlined offerings to capture energy savings and utility incentives on pump system upgrades. Incentives are available for both retrofit and new construction projects.

Upgrade to an Efficient Pump

$0.33 per kWh*

*Subject to utility limits or caps.

Install a high-efficiency pump of less than 200 horsepower and you could earn an incentive of up to $0.33 per kilowatt-hour (kWh). Energy savings are calculated using BPA's Efficient Pump Calculator.

- ☐ **The size of the new pump is less than 200 Horsepower (hp).**
- ☐ **The new pump is an eligible type** *(radial split, submersible turbine, end suction close-coupled, in-line, end suction frame mounted).*
- ☐ **The pump spec sheet has a rated Pump Energy Index (PEI) value.**

To initiate a project, contact your vendor, utility, or Energy Smart Industrial Partner (ESIP) to complete BPA's Efficient Pump Calculator.

or

Adding a VFD to your Pump

$180 per hp*

*Subject to utility limits or caps.

A variable frequency drive (VFD) controls the speed of a pump to match the system's flow demand. As the pump slows, the motor draws less power, resulting in energy savings. Installing a VFD on a pump can earn an incentive of up to $180 per horsepower (815 kWh/hp).

- ☐ **The pump motor is less than 100 hp.**
- ☐ **For new construction projects, there are no state or local energy codes that mandate a VFD. Does not apply to retrofits.**
- ☐ **Any existing throttling or bypass mechanism have been removed or disabled.**

To initiate a project, contact your utility or ESIP about either of these prescriptive incentive offers.

Contact your ESIP or email:
esi.helpdesk@energysmartindustrial.com

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PUBLIC UTILITIES

Bonneville

Energy Smart Industrial is sponsored by Bonneville Power Administration and its Northwest Utilities.

Support for Utility Articles & Social Media

Energy Smart Industrial

Benton Rural Electric Association
715 followers
9mo •

+ Follow ···

Big congratulations to Darigold for their outstanding energy-saving efforts!

We were thrilled to present them with a rebate check as a reward for their commitment to sustainability.

Their steps toward energy efficiency are making a real impact, and we're excited to see more companies follow their lead!

#EnergySavings #Sustainability #GreenBusiness #RebateRecognition

46 1 comment · 4 reposts

Weyerhaeuser
105,820 followers
3mo •

+ Follow ···

We are always looking to reduce the amount of energy it takes to manufacture our products and were honored to learn that our Montana team has been named Flathead Electric Cooperative's first-ever Energy Partner of the Year. In addition to completing the Energy Smart Industrial Strategic Energy Management program through the Co-op and the Bonneville Power Administration, our teams in Columbia Falls and Kalispell implemented energy-saving ideas from employees that led to 47 completed projects. Thank you to Flathead Electric, and congratulations to our Montana operations for leading the way in sustainability and energy efficiency! #TheWeyerhaeuserWay

Dave Whitmore and 172 others 5 comments · 10 reposts

Umatilla Electric Cooperative
1,408 followers
7mo •

+ Follow ···

Umatilla Electric is proud to support our local industrial members as they invest in energy-saving improvements. Boardman Foods, Inc. recently completed an upgrade to its manufacturing facility, enhancing their efficiencies and reducing their energy use.

Projected energy savings from this project are roughly equivalent to to powering over 650 average homes for a month!

Through our partnership with Bonneville Power Administration (BPA), our team was able to help Boardman Foods maximize energy savings and put money back in their pockets. These upgrades not only lower costs but also contribute to a more sustainable future—a win-win for our members, our cooperative, and our environment!

66 2 comments · 2 reposts

How can ESI help you build awareness of your program?

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SEM Updates

Jacob Schroeder – Energy Management Program Manager

Fall Energy Champions Webinar

Energy Smart Industrial

Wednesday, Nov. 19, 2025
10 – 11 AM PST

Training Topics

- Persistence
- Technical training tracks:
    1) Refrigeration
    2) HVAC
- “Ask me anything”

Next training webinar in Mid-February

Extending Our Reach

Energy Smart Industrial

SEM Engagement Options for Sites of All Sizes

Now enrolling sites with as little as

100,000 kWh

of opportunity!

*Just **5%** for a site using only 2 million kWh/year.*

Continuous Enrollment
Sites start when the time is right

On-site Assessment
Treasure hunts and tune-ups

Flexible Learning
Peer networking + self-paced learning

Who's Enrolling?

Energy Smart Industrial

Family-owned cold storage facility in Western Oregon

Team: Chief Engineer + Maintenance Manager

Load: **8M kWh/year**

O&M Savings: **350,000 kWh** (4%)
mostly from 4 refrigeration projects

Custom projects: **5**
VFDs, lighting, battery chargers, insulation

Who's Enrolling?

Energy Smart Industrial

Puget Sound pharmaceutical company

Team: 6 engineers

Load: **6M kWh/year**

O&M Savings: **470,000 kWh (8%)**
from 24 projects (HVAC, comp. air, pumps)

Custom projects: **4**
compressed air, pumps, VFDs

Facility Characteristics

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- Interest in continuous improvement
- Previously “too small” for SEM
- Significant auxiliary loads
  - Refrigeration
  - Compressed air
  - HVAC
  - Pumps
  - Process loads

Target Industries

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Cold Storage/
Food Processing

Wastewater

Timber and Wood

Light Manufacturing,
Pharmaceuticals

Benefits

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- Engagement with your end users
- Low-cost savings
- Path to capital project incentives
- Accessible training

Energy Smart Industrial

LUMEN

CenturyLink

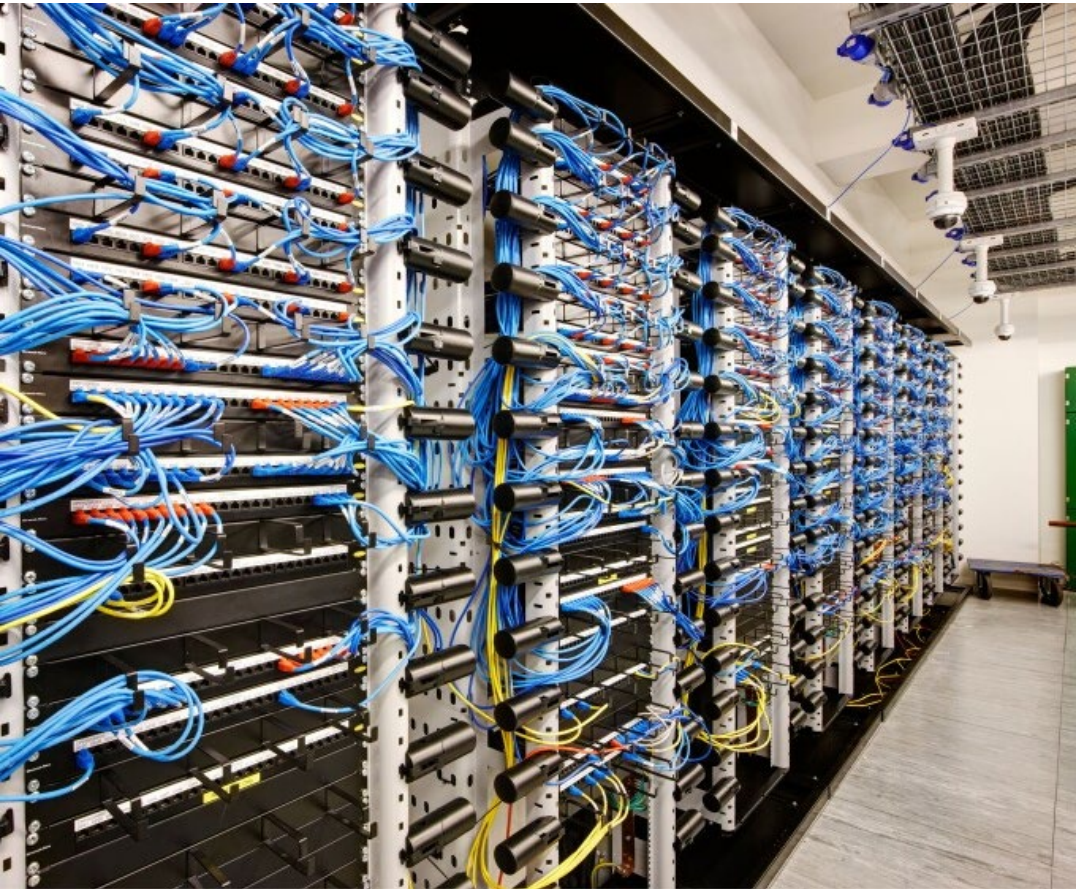
Qwest

Project Spotlight: Switch Hardware Consolidation

Tony Simon, ESIP and TSP Manager

Lumen Switching Center Network Consolidations in WA

Energy Smart Industrial



Energy Savings in 3 Ways:

- Replace with more efficient switches
- Load consolidation
- HVAC Savings on building
  - Less Heat = Less HVAC kWh

Streamlined M&V Approach:

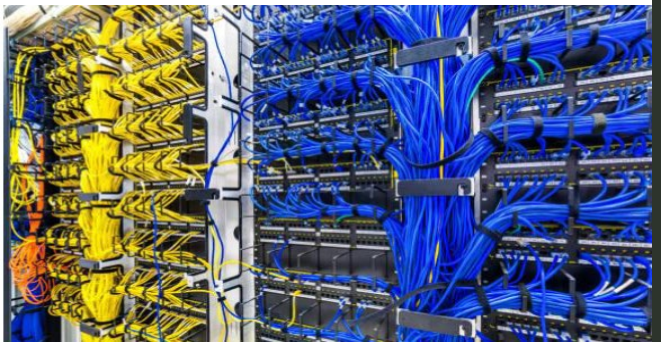
- Pre and Post Metered Data
- Based on previous project history
- Well-defined scope
- Supported by ESI's Small Industrial

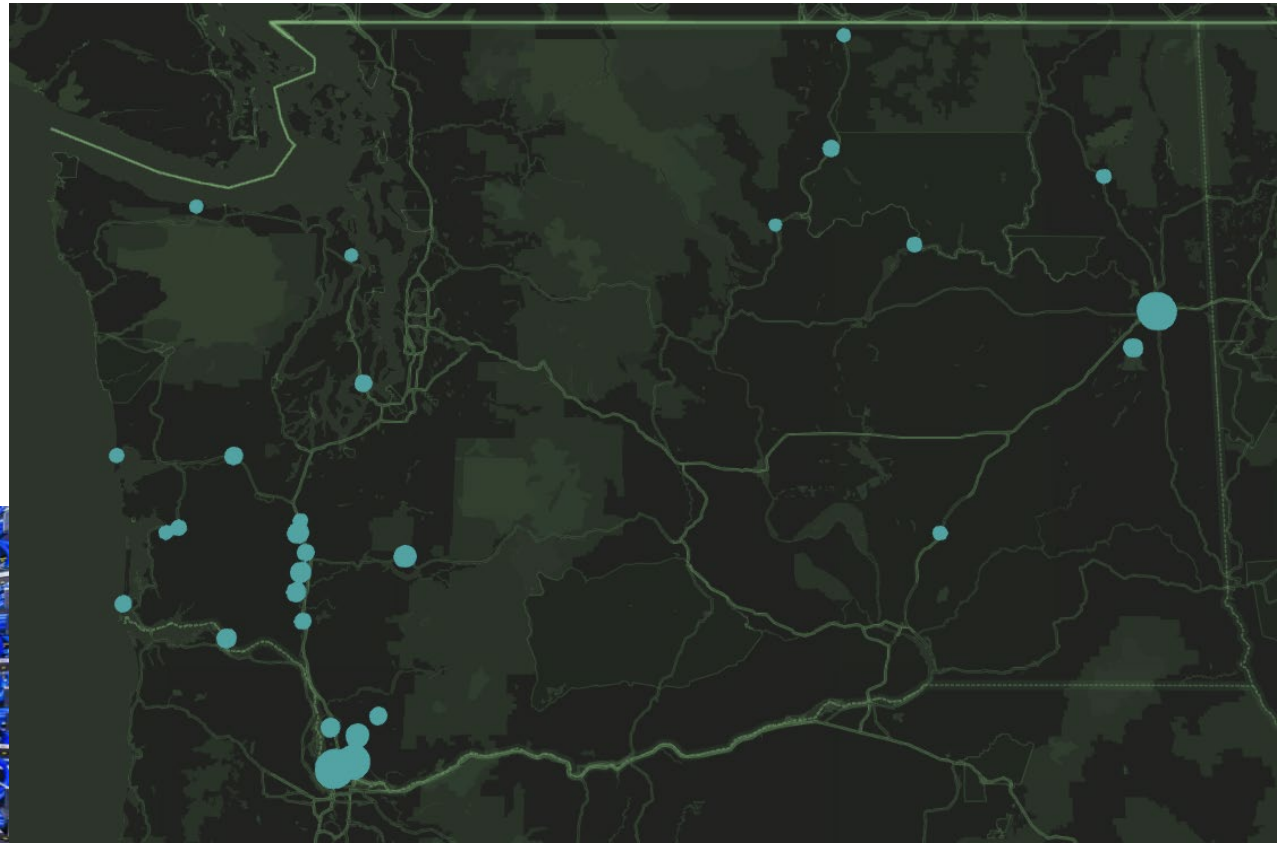
Lumen Switching Center Network Consolidations in WA

Energy Smart Industrial

- 29 sites
- 17 utilities
- Savings
  - Max 114,000 kWh
  - Avg 31,000 kWh
  - Min 13,000 kWh

***There may be additional projects managed by Lumen directly.**

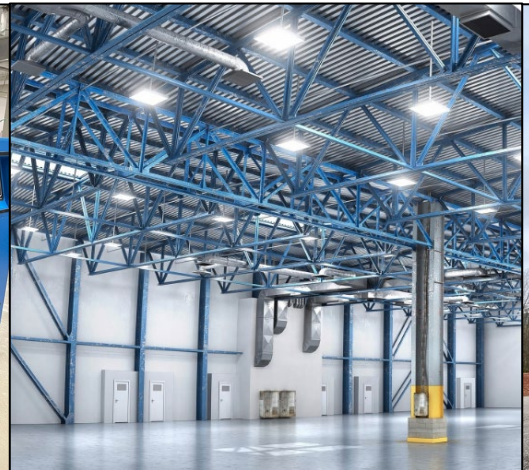




Organized Approach for Multi-Sited End-users

Similar Past Efforts:

- Spud / Onion Sheds
- Air Compressors
- Lighting
- Smaller Streamlined Measures
  - Fast-Acting Doors, Refrigeration Controllers, etc.



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Utility Focus Group Open Forum

Marketing focus

- How can ESI help build awareness of your program offerings?
- Is there a piece of collateral that you've found to be particularly effective?

General

- Is there a topic on your mind that you'd like to share?

Reminders and Wrap-up

Energy Smart Industrial

- Non-Industrial Custom Evaluation Webinar: Nov. 20, 2025 (10 am PST)
- REMINDER: BPA's access to LC6.0 ends on Dec. 1, 2025.
  - Lighting questions, please email Lighting@bpa.gov
- Next Utility Focus Group (FY26-Q2): Feb. 10, 2026, (11 am PST)

Energy Smart Industrial

Thank you!

For more information, contact:

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Jennifer Wood
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Bonneville Power Administration
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509-527-6230

Todd Amundson
Industrial Engineer Technical Lead
Bonneville Power Administration
tmamundson@bpa.gov
503-230-5491

Lumen Project Cost-Effectiveness

Energy Smart Industrial

10-Year Measure-Life

- 29 sites
- 17 utilities
- Savings
  - Avg 31,000 kWh
  - Max 114,000 kWh
  - Min 13,000 kWh