



Energy Smart
Industrial

Utility Focus Group Meeting

May 6, 2025

FACILITATOR:

Eric Mullendore

Commercial & Industrial Sector Lead
Energy Efficiency
Bonneville Power Administration

Attendees

Name:

Bird, Jason
Brown, Ted
DeSalvo, Charlie
Ellerbroek, Jeannie
Frechette, Aaron
Frey, Theo
Frost, Robert
Goodman, Graham
Habersetzer, Rainee
Hansen, Danielle
Harris, David
Haugh, Kelly
Hough, Bill
Houldson, Natasha
Hull, Joe
Kinnaman, Dan
Langdon, Jennifer
Lim, Ellisa
Lopez, Maurilio
Masa, Andy
St. Goddard, Jonnalea
Timmerman, Katie
Wagnon, Amanda

Company:

Idaho Falls Power
Seattle City Light
Columbia Rural Elect Assn
Tillamook PUD
Clark Public Utilities
Seattle City Light
Benton PUD
Seattle City Light
Lewis PUD
Centralia City Light
Springfield Utility Board
Big Bend Electric
Eugene Water & Elect Board
Tacoma Power
Eugene Water & Elect Board
Grays Harbor PUD
Cowlitz PUD
Tacoma Power
Franklin PUD
Flathead Electric
Glacier Electric
Benton PUD
Springfield Electric Board

Name:

Amundson, Todd
Chiu, Mike
Kostich, Bill
Kust, Ming
Landwehr, Victoria
Lang, Brice
Lewis, Margaret
Martin, Steve
Mullendore, Eric
Sauter, Jimmy
Schroeder, Jacob
Shartel, William
Simon, Tony
Sullivan, Mariah
Wood, Jennifer

Company:

Ind Eng Tech Lead, BPA
COTR Liaison, BPA
ESIP, Cascade Energy
Marketing Liaison, BPA
ESIP, Cascade Energy
EER Liaison, BPA
Programs Supervisor, BPA
ESI Operations Mgr., Cascade Energy
Comm & Ind Sector Lead, BPA
ESIP, Cascade Energy
Energy Mgmt Prog. Mgr., Cascade Energy
Contracted Program Specialist, BPA
Custom Project Prog. Mgr., Cascade Energy
Industrial Engineer, BPA
Industrial Prog. Mgr, BPA

Agenda

1. Welcome		10:00 – 10:05
Opening and Safety Moment	<i>Eric Mullendore</i>	
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2. ESI & BPA Updates		10:05 – 10:35
ESI Program Updates	<i>Steve Martin</i>	
BPA Updates	<i>Jennifer Wood</i>	
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3. UFG Open Forum		10:35 – 10:50
Project Spotlight	<i>Tony Simon</i>	
Open Forum	<i>Utility Focus Group</i>	
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4. Wrap-up and Reminders	<i>Jennifer Wood</i>	Remaining Time

Safety Moment: Eye Safety

About 2,000 workers sustain job-related eye injuries each day



Flying or
Falling Objects



Tools



Chemicals



Particles &
Sparks

90% could have been avoided by wearing
eye protection

Primary Types of Eyewear PPE



Glasses



Goggles



Face Shield



Eye Safety Matters at Home

- ✓ Painting, sanding, drilling, hammering
- ✓ Nail guns
- ✓ Cooking and cleaning
- ✓ Yard work (especially line trimmer)



ESI Program Updates

Steve Martin – ESI Operations Manager

ESI Program Update – Key Priorities



Prepare to finish the
biennium strong

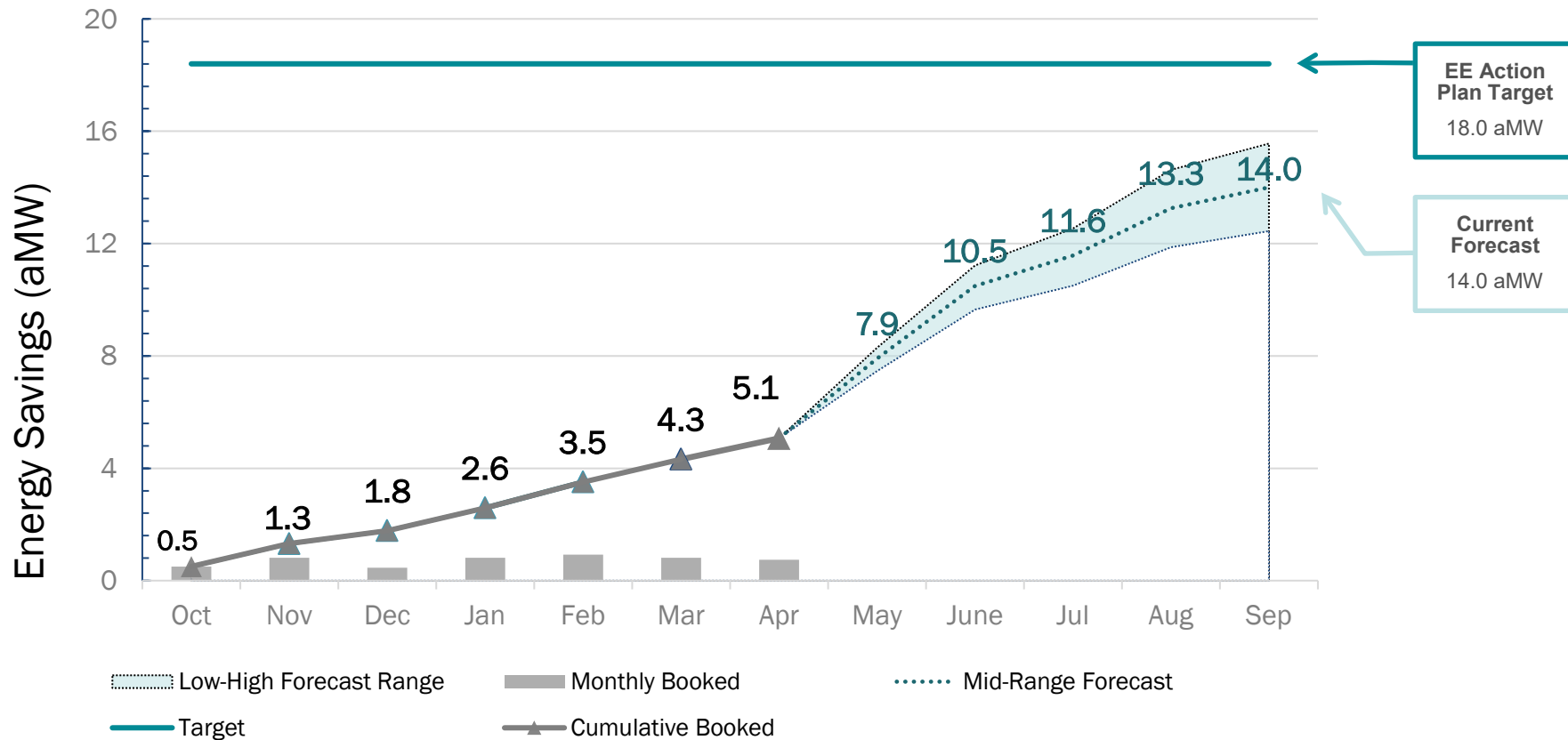


Build next year's
pipeline

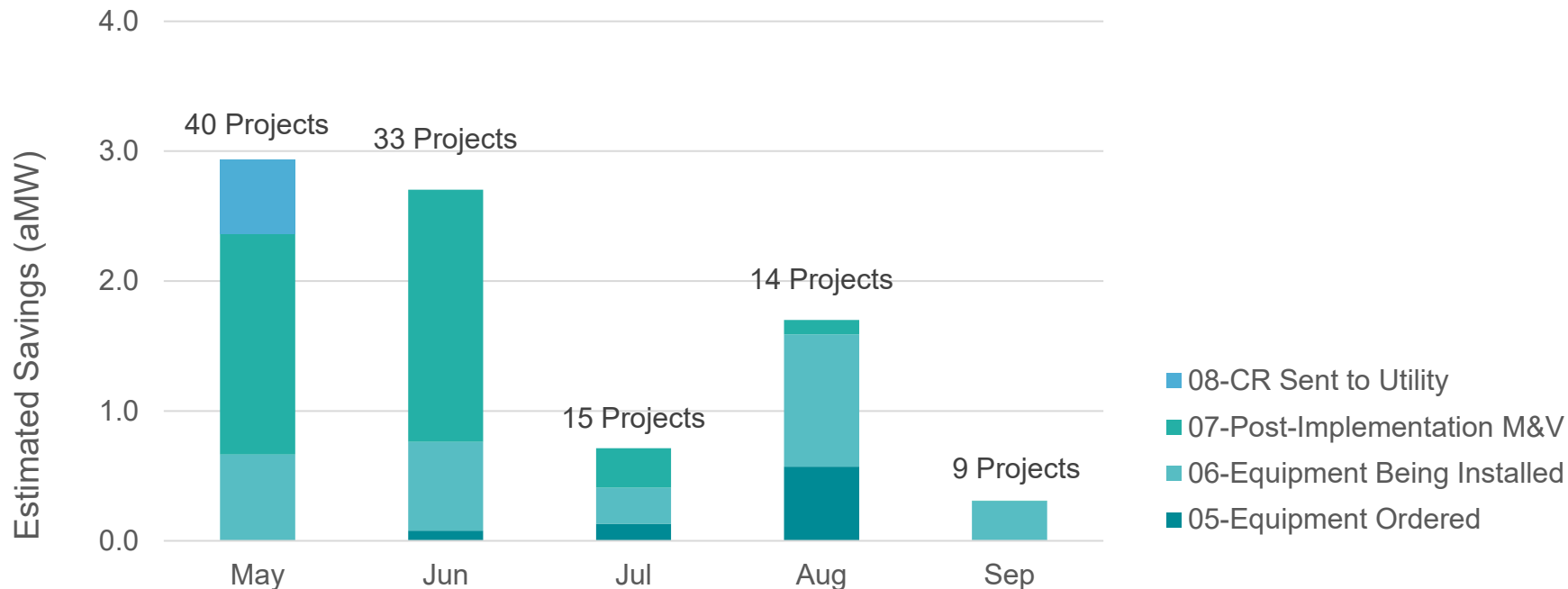


Manage cost-
effectiveness (B/C)

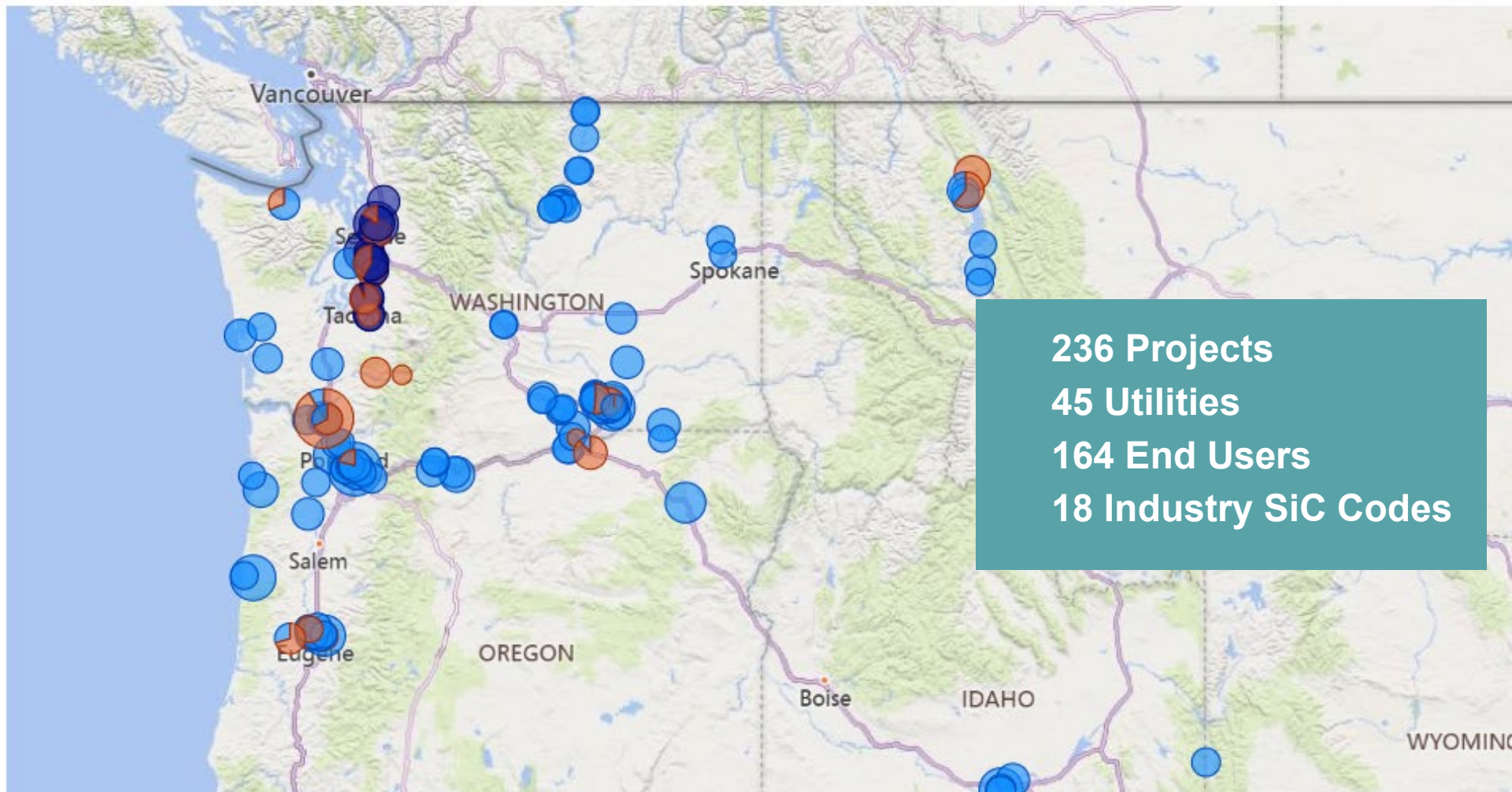
FY2025 Forecasted Range – All Measures



Option 1 Custom Projects: 111 Projects to Close



Project Type ● Custom Option 1 ● Custom Option 2 ● SEM



FY2026 Custom Project Pipeline Update

Site visits

- ✓ Target >175 site visits per quarter
- ✓ Offer value every visit

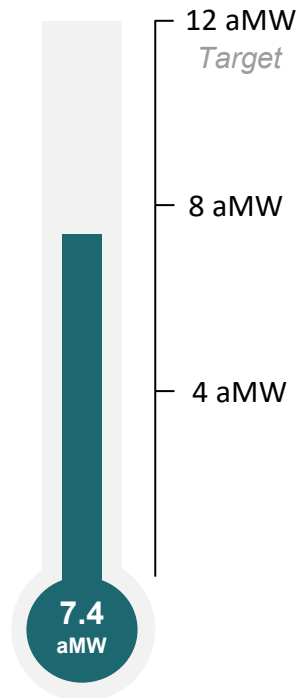
Secure commitments for pre-purchase projects

- ✓ Refresh project economics
- ✓ Ensure studies have reached the decision maker

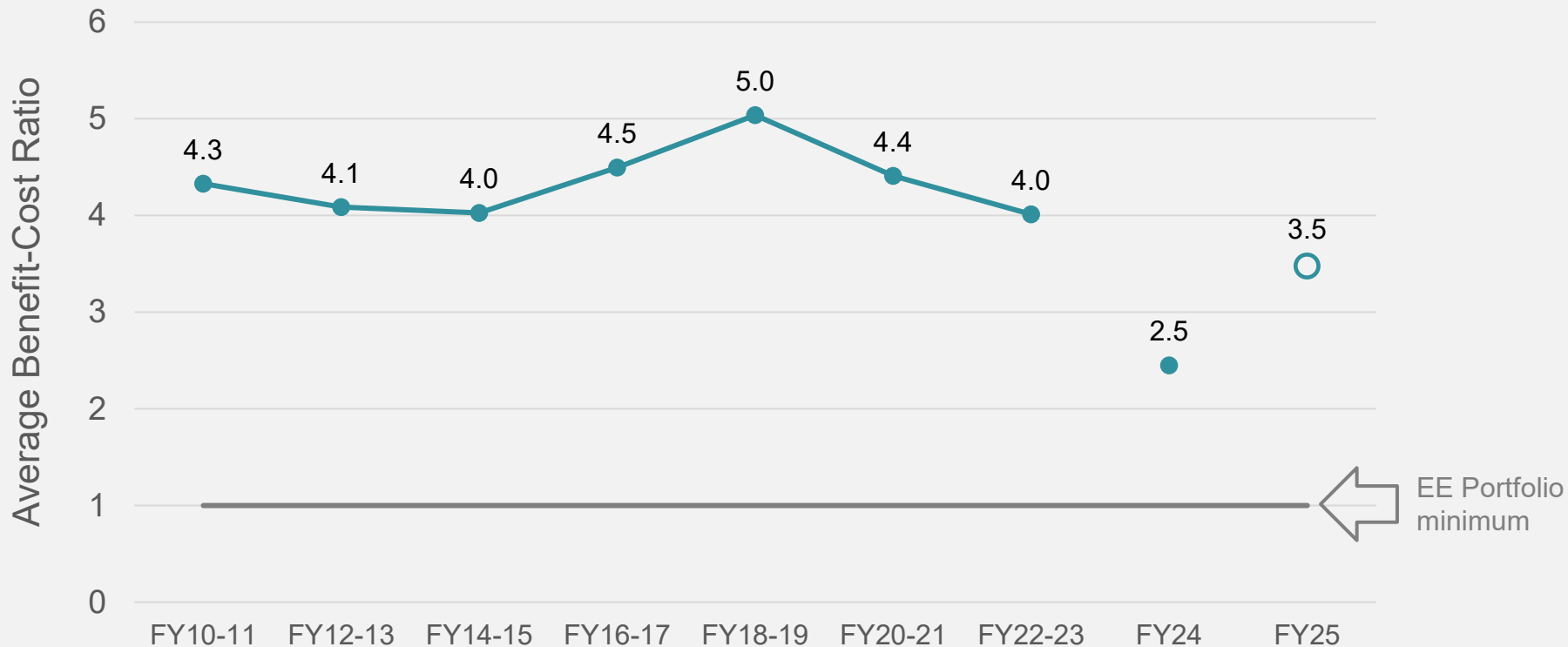
Engage vendors and distributors

- ✓ Ensure vendors and distributors know about ESI, and hear about successful projects
-

Pipeline Tracker



B/C Trend – Option 1 Custom Projects



BPA's Custom Project Documentation Guide

Key sections pertaining to B/C Equation

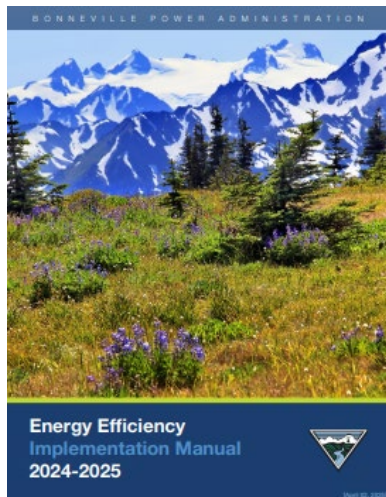
- Section 4 – Eligible Project Costs
- Section 7 – O&M Costs
- Section 8 – Non-Energy Impacts
 - Annual NEBs YTD= \$100,000
 - 10% CRs have Verified NEBs



BPA Updates


Jennifer Wood – Industrial Program Manager



General Updates




- Published the mid-cycle BPA Implementation Manual on April 1, 2025.
- Published the Advanced Change Notice UES Measures List outlines upcoming changes to measure savings and payment amounts - effective October 1, 2025.
- The implementation contract to maintain continuity of the Energy Smart Industrial Program will be executed on October 1, 2025.
- The ESI team designed a pilot for **Industrial** Strategic Energy Management targeting small-to-medium sized industries (SEM Direct) it still follows the current SEM framework.


New! 'BPA Trade Ally Resources'





Energy & Services Environment & Land Learn & Participate About & Careers  

Trade Ally Resources

Energy Smart Industrial 


Contacts 

ESI Trade Ally Resources 

Trade Ally Network NW 

Energy Smart Industrial for Trade Allies

BPA's Energy Smart Industrial (ESI) program empowers trade allies with cutting-edge tools and resources that help industries and municipal wastewater treatment facilities throughout the Pacific Northwest to realize substantial cost reductions and energy savings. ESI's dedicated program staff can help you maximize and document energy savings and lock in utility incentives for your customers. Program staff will guide you through every essential step, ensuring a successful outcome that benefits all stakeholders involved.



ESI Trade Ally Resources



Energy Smart Industrial Partners by Region

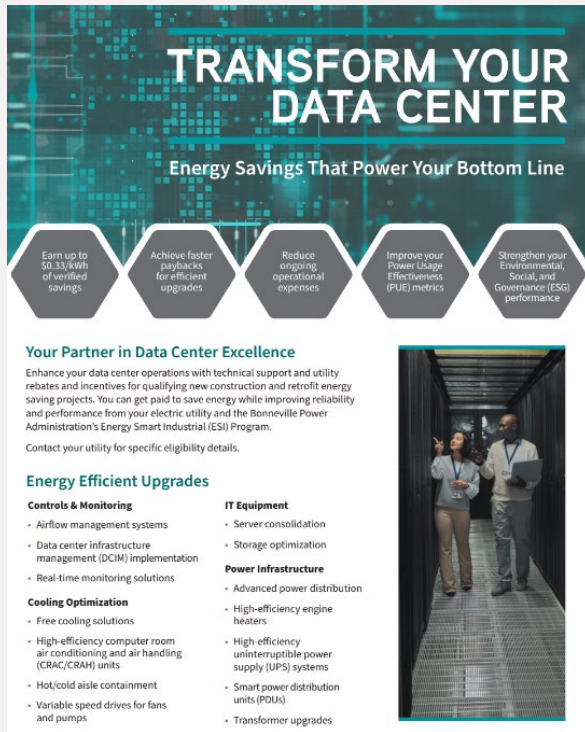


Contact Information

Northwest Washington and Puget Sound	+
Western and Southwest Washington Bill Kostich	+
Southwest and South Central Washington, Western and North Central Oregon Christian Miner	+
Southwest Washington and Northwest Oregon Henry Griffith	+
Central and Northeast Washington Victoria Landwehr	+
Central Washington, Columbia Basin, and Northeast Oregon Austin Rogers	+
East Central and Northeast Washington, Northern Idaho, and Western Montana Jimmy Sauder	+
Northeast Oregon, Southern Idaho, Northwest Nevada, and Western Montana Noah Makujina	+
Southwest and South Central Oregon, and Northeast California Jeff Bernacki	+

New! 'Data Center Resource for Utilities'

Available
on BPA.gov



TRANSFORM YOUR DATA CENTER

Energy Savings That Power Your Bottom Line

- Earn up to \$0.33/kWh of verified savings
- Achieve faster paybacks for efficient upgrades
- Reduce ongoing operational expenses
- Improve your Power Usage Effectiveness (PUE) metrics
- Strengthen your Environmental, Social, and Governance (ESG) performance


Your Partner in Data Center Excellence

Enhance your data center operations with technical support and utility rebates and incentives for qualifying new construction and retrofit energy saving projects. You can get paid to save energy while improving reliability and performance from your electric utility and the Bonneville Power Administration's Energy Smart Industrial (ESI) Program.

Contact your utility for specific eligibility details.

Energy Efficient Upgrades

Controls & Monitoring <ul style="list-style-type: none">Airflow management systemsData center infrastructure management (DCIM) implementationReal-time monitoring solutions	IT Equipment <ul style="list-style-type: none">Server consolidationStorage optimization
Cooling Optimization <ul style="list-style-type: none">Free cooling solutionsHigh-efficiency computer room air conditioning and air handling (CRAC/CRAH) unitsHot/cold aisle containmentVariable speed drives for fans and pumps	Power Infrastructure <ul style="list-style-type: none">Advanced power distributionHigh-efficiency engine heatersHigh-efficiency uninterruptible power supply (UPS) systemsSmart power distribution units (PDUs)Transformer upgrades



"I was really impressed with the skills the ESI team brought to the table. They knew exactly what to monitor and check. They handled the proposal and the incentive paperwork. And they made sure the process was fast and seamless."

Regional Manufacturing Manager

Why Act Now?

- ✦ Rising energy costs
- ✦ Growing pressure for sustainability
- ✦ Competitive advantage in your market
- ✦ Incentives are available from your public utility!

4 Easy Steps

- 1 Confirm Eligibility**
Contact your utility for eligibility and available incentives.
- 2 Project Design**
The ESI team can conduct a scoping or project assessment and report the energy efficiency measures with detailed price quotations for your experts to prepare a detailed design.
- 3 Implementation**
Once the project design is received, you choose the qualified contractor to implement the plan successfully.
- 4 Verification**
The ESI team verifies the savings based on your project's design, while your utility processes the incentive payment.

Get Started Today

Contact your utility or Energy Smart Industrial Partner.




**Energy Smart
Industrial**



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

<https://www.bpa.gov/-/media/Aep/energy-efficiency/industrial/industrial-energy-smart-program/esi-data-center-info-sheet.pdf>



Project Spotlight – New Construction

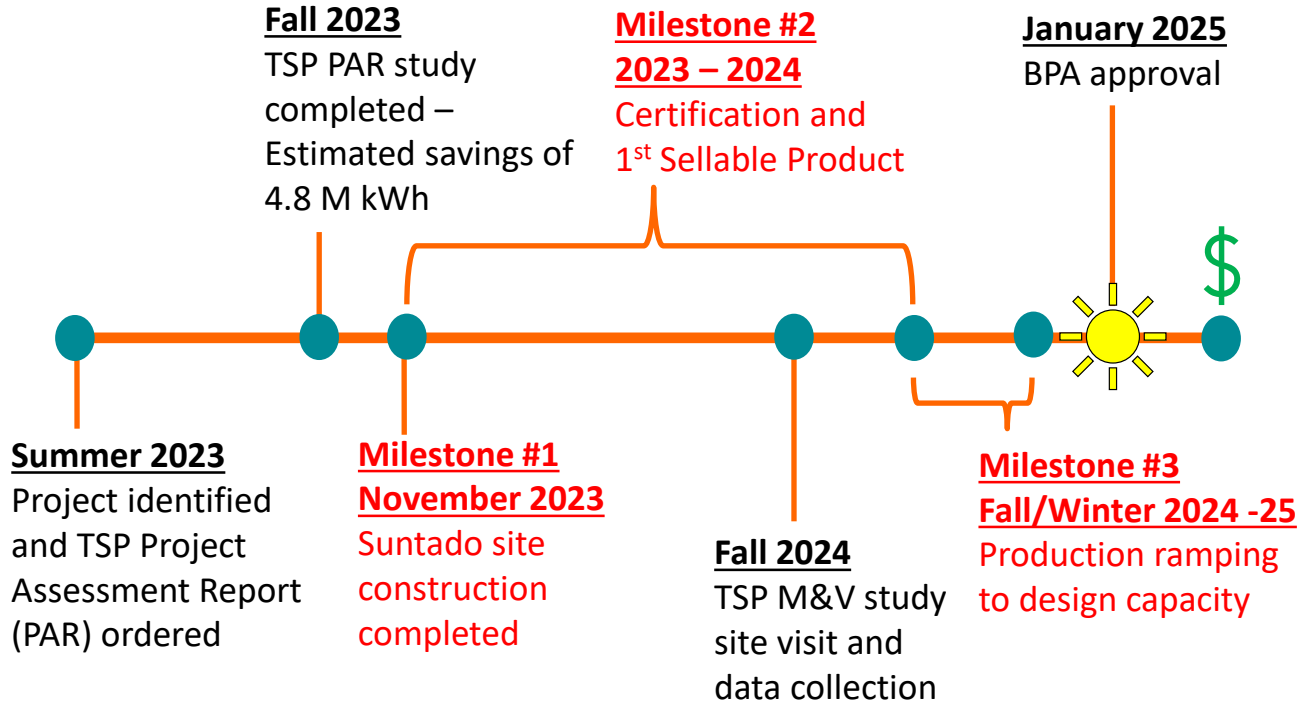
Tony Simon – Energy Smart Industrial Partner (ESIP)

Nosh Makujina – Energy Smart Industrial Partner (ESIP)

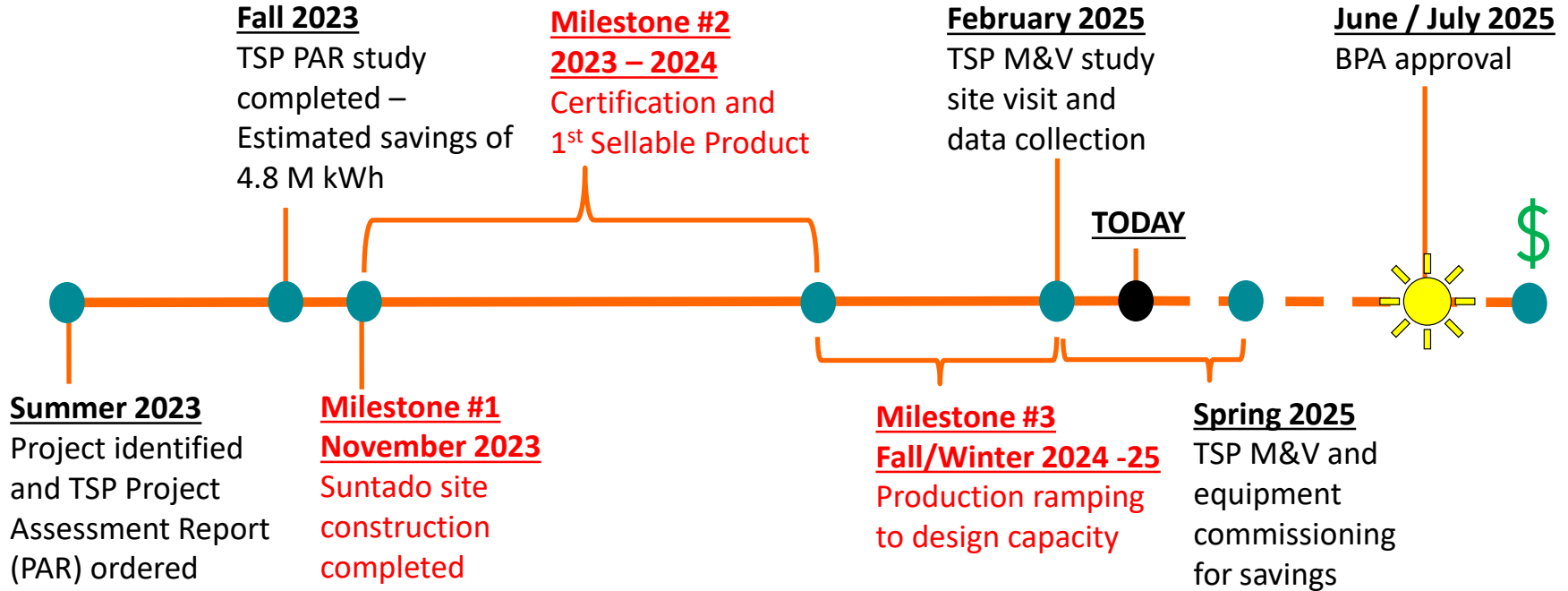
Suntado – New Construction



Suntado – Projected Timeline



Suntado – Actual Timeline



Engagement Takeaways & Future Work

- **Suntado experienced a 6-month delay, ESI delivered VALUE**
 - New Construction Lighting
 - UES Efficient Pump and UES Pump VFD measures



Engagement Takeaways & Future Work



- UES Projects (Completed)
 - Lighting – **1.7 M kWh**
 - UES Pump VFDs - **1.2 M kWh**
 - 45 pumps (1,533-horsepower total)
- Custom Project (June 2025)
 - Estimated savings: **>5 M kWh**
 - BPA DFD Funding
 - Sub-system focus
 - Refrigeration
 - HVAC
 - Compressed Air
 - Process Agitators

New Construction Reminder

- If you hear or read about a new plant or expansion, let your ESIP know!

NonStopLOCAL Tri-Cities Yakima NEWS WEATHER TRAFFIC SWX SPORTS KNDO PROS KNDU PROS

WATCH Watch Walla Walla vs. Hanford baseball here beginning at 5:00 p.m.

Pasco celebrates opening of innovative wastewater facility

Steven Hogencamp NonStop Local Multimedia Journalist Mar 22, 2025 Updated Apr 6, 2025




Image of the model scale of the Process Water Reuse Facility (courtesy: PWRf)

Local Weather

Currently in Kennewick
69° Sunny
72° / 53°

8 PM	9 PM	10 PM	11 PM	12 AM
65°	60°	57°	54°	52°

7-Day Radar Alerts

Most Popular

ARTICLES

- Richland Police investigating deadly crash on Columbia Park Trail
- Goodyear recalls certain Cooper Discoverer tires due to safety concerns
- Boat marina in Richland must be removed for salmon habitat project
- Kennewick Police in search of WinCo shoplifting

Spring 2025 M&V – 2.3 kWh


THE NEWS TRIBUNE

NEWS RESTAURANTS STATE SEAHAWKS SPORTS GAMES OBITUARIES FINANCE CLASSIFIEDS BEST OF PIERCE CO.

months for only \$1.99! Take advantage of this exclusive limited-time offer. **SUBSCRIBE NOW**

\$280M project would expand seafood company's operations in Tacoma. Here's what we know

By Debbie Cockrell
Updated April 2, 2025 8:24 AM



2026 – 2027

Utility Focus Group Open Forum

- What topics are on YOUR mind that you'd like to share?
- Any follow-up Q&A on materials presented earlier?

Wrap-up and Reminders

- **Online Lighting Calculator trainings underway through the month of May – watch for this week's EE Announcements.**
- **2025 Utility Roundtables - first one scheduled:**
 - NE Washington/N Idaho/W Montana - June 4 and 5
(EER POCs: Dena Hilde, Lindsey Hobbs, Phillip Kelsven)
- **Next Utility Focus Group Call**
 - Tuesday, August 12, 2025, 11:00-12:00 PDT

Thank you!

For more information, contact:

Eric Mullendore

Commercial and Industrial Sector Lead
Bonneville Power Administration
ejmullendore@bpa.gov
503-230-5546

Jennifer Wood

Industrial Program Manager
Bonneville Power Administration
jlwood@bpa.gov
509-527-6230

Todd Amundson

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