



Energy Smart
Industrial

Utility Focus Group Meeting

August 12, 2025

FACILITATOR:

Jennifer Wood

Industrial Program Manager
Energy Efficiency
Bonneville Power Administration

Attendees



Name	Utility Name		Name	ESI Team - Title/Company Name
Chad Smith	Benton REA		Adria Banks	Energy Performance Tracking Eng., Cascade Energy
Nicole Clavel	Big Bend Electric		Bill Kostich	Energy Smart Industrial Partner, Cascade Energy
Danielle Hansen	City of Centralia		Brice Lang	Energy Efficiency Representative, BPA
Lori Froehlich	Clark Public Utilities		Henry Griffith	Energy Smart Industrial Partner, Cascade Energy
Charlie DeSalvo	Columbia REA		Jacob Schroeder	Energy Mgmt Program Manager, Cascade Energy
Michael Arend	Columbia River PUD		Jeffrey Bernacki	Energy Smart Industrial Partner, Cascade Energy
Joe Hull	Eugene Water & Elect Board		Jennifer Wood	Industrial Program Manager, BPA
Andy Masa	Flathead Electric		Mariah Sullivan	Mechanical Engineer, BPA
Abby Borchers	Franklin PUD		Ming Kust	Program Marketing Specialist, BPA
Maurilio Lopez	Franklin PUD		Sandra Woolf	Senior Program Specialist, Cascade Energy
Dan Kinnaman	Grays Harbor PUD		Steve Martin	ESI Operations Manager, Cascade Energy
Jason Bird	Idaho Falls Power		Todd Amundson	Industrial Engineering Technical Lead, BPA
Kim Johnson	Okanogan PUD		Victoria Landwehr	Energy Smart Industrial Partner, Cascade Energy
Graham Goodman	Seattle City Light		William Shartel	C&I Program Specialist, BPA Contractor
Natasha Houldson	Tacoma Power			
Ellisa Lim	Tacoma Power			

Agenda



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

Safety Moment: Ladder Safety Tips

- Select the appropriate ladder for the task at hand.
- Inspect the ladder for damage before climbing.
- Place the ladder on a stable, level surface.
- Always maintain three points of contact with the ladder: two hands and one foot or two feet and one hand.
- Avoid leaning or overreaching while on the ladder.
- Reposition ladder to maintain proper balance and stability.

Free professional online ladder safety training library
offered by the American Ladder Institute at

www.laddersafetytraining.org



**Most ladder
injuries come from
not using a
ladder properly
or safely.**

- Three Points of Contact
- Hands free for climbing and stability
- Correct ladder for the task



BPA Updates

Jennifer Wood – Industrial Program Manager

General Updates

- ESI Program contract status
- Industrial Utility Toolkit webpage
- RP 2026-2027 Implementation Manual
- Utility Roundtable Schedule:

Oct. 8* & 9 – South ID, Nevada, and Wyoming

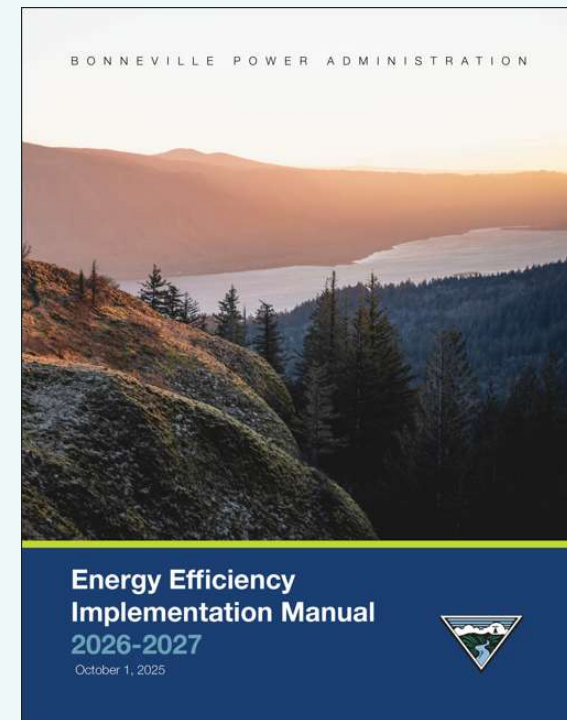
Oct. 15* & 16 - Oregon

Oct. 22* & 23 – Western WA Hub

Nov. 6 – C-BEASST**

**Offering a special Online Lighting Calculator “Boot Camp” session that will begin at 9:00 am*

***This acronym stands for Clark, BPA, EWEB, and Seattle, Snohomish, Tacoma*



Important Dates for FY24–25 Rate Period Closeout



Description

Final Submittal Date

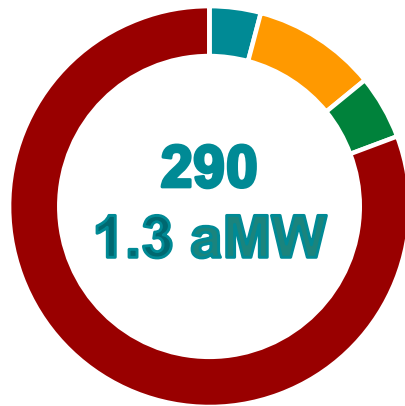
Lighting Calculator* Series 6.....	September 5, 2025
Option 1 Custom Projs, Small Compressed Air, and SEM.....	September 12, 2025
Option 2 Custom Projs, UES, and Online Lighting Calcs.....	September 19, 2025
Bilateral Transfers.....	September 24, 2025
Invoicing . . .	
• Direct Funding Demos.....	August 31, 2025
• EEI Invoicing and Performance Payment.....	September 23, 2025
• EEI Invoicing no Performance Payment.....	September 24, 2025



*LCs with *Non-standard Measures* **must be approved** prior to September 5, 2025.

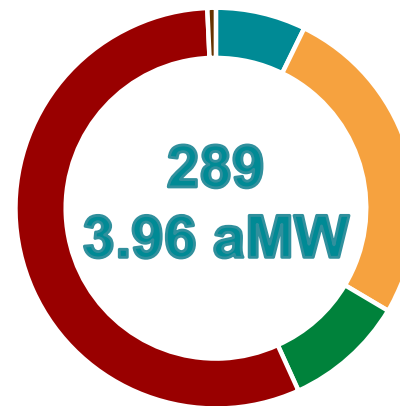
BPA's Direct Funded Demonstrations

FY2024 Projects



- Industrial (12)
- Commercial (29)
- Agricultural (15)
- Residential (234)
- Utility Distribution (0)

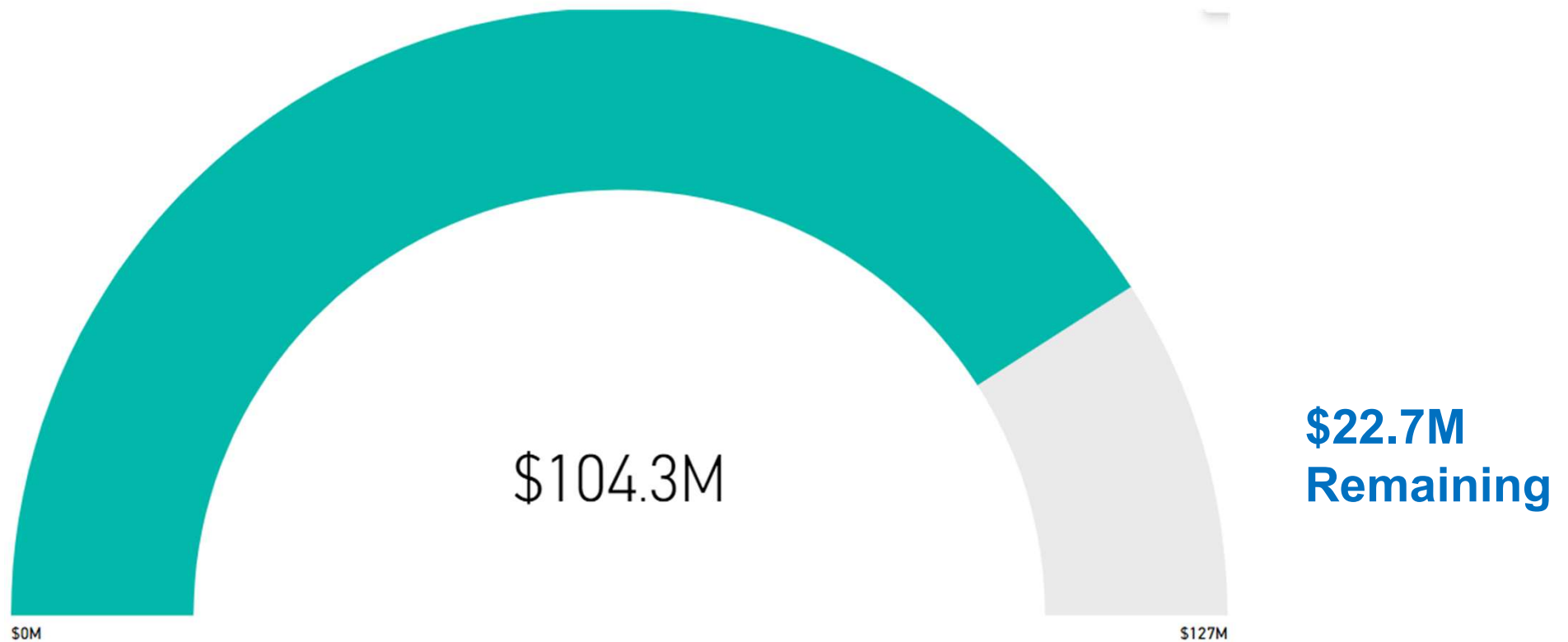
FY2025 Projects



- Industrial (21)
- Commercial (76)
- Agricultural (28)
- Residential (162)
- Utility Distribution (2)

Rate Period FY2024-2025 Budget

INVOICED TOTAL TO ENERGY EFFICIENCY INCENTIVE BUDGET



ESI Program Updates

Steve Martin – ESI Operations Manager

Jacob Schroeder – ESI Energy Management Program Manager

ESI Program Update – Key Priorities



Achieve BPA and utility savings targets

*>18 aMW
for FY25*

● At risk (16.1 aMW)



Build the pipeline for the next rate period

*>12 aMW
for FY26*

● On track (10.4 aMW)

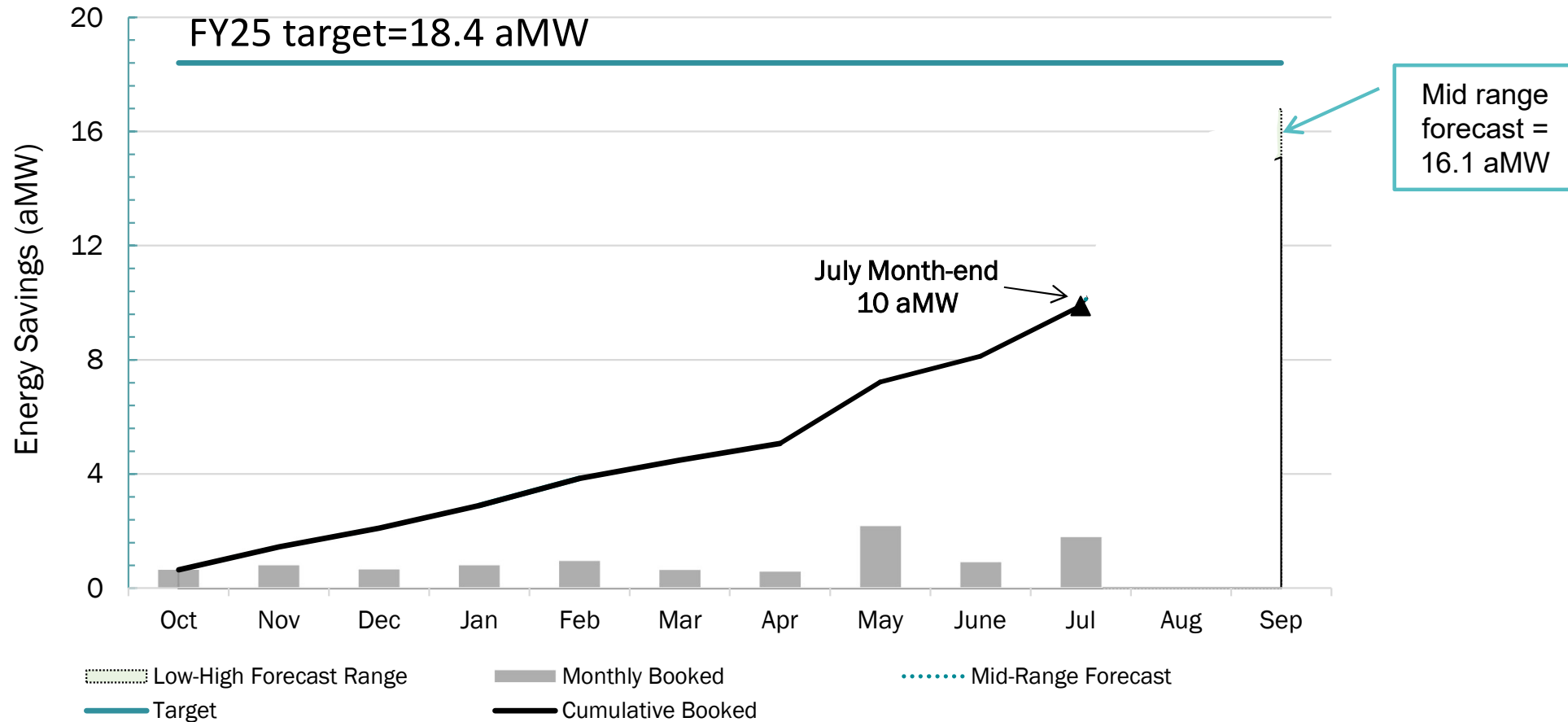


Maintain portfolio cost-effectiveness

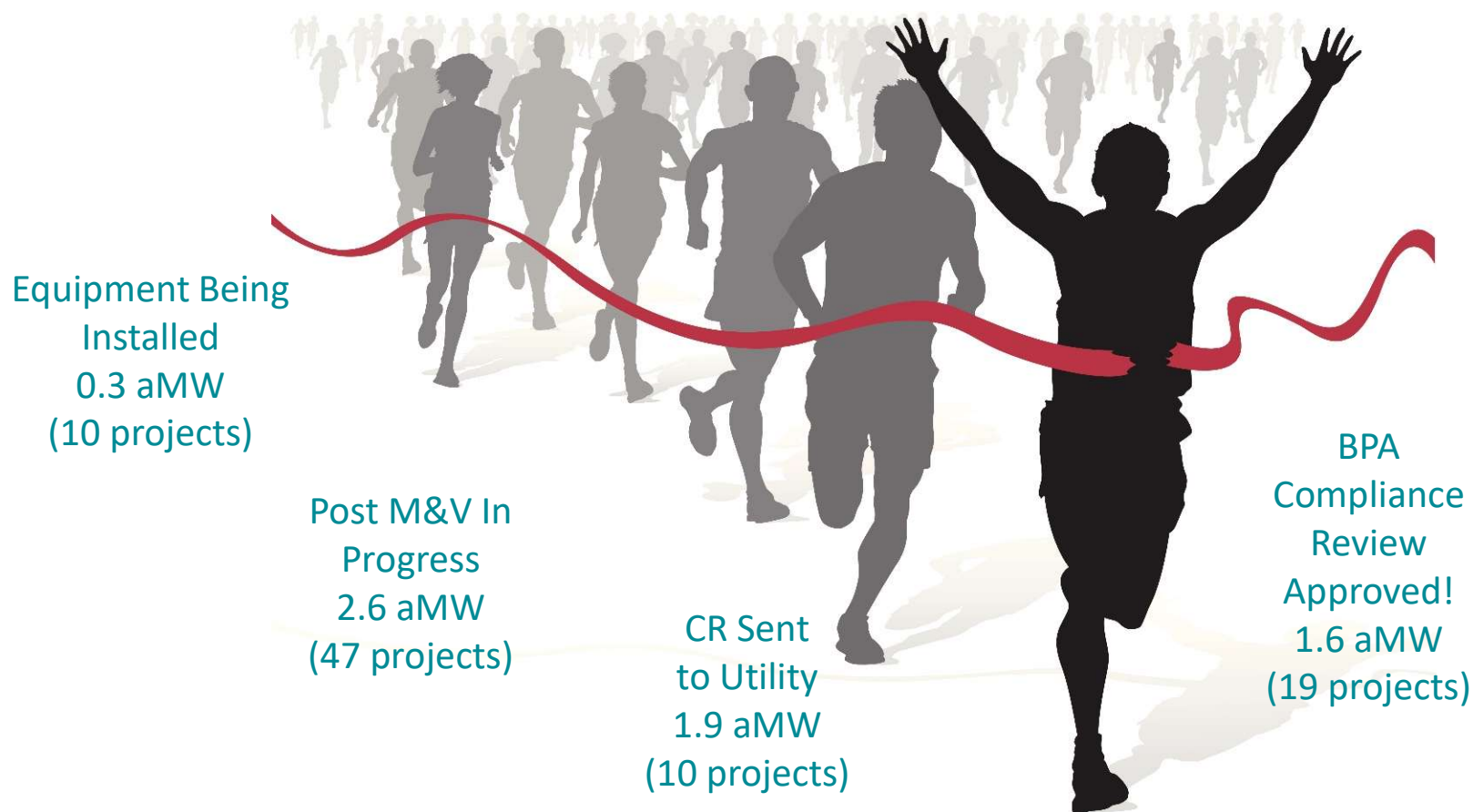
*Maintain
B/C > 2.0*

● On track (B/C = 2.4)

FY2025 Forecasted Range – All Measures



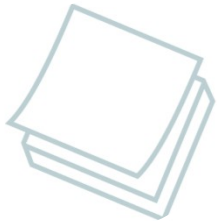
Custom Projects Approaching the Finish Line



3 Common Challenges to Project Close Outs



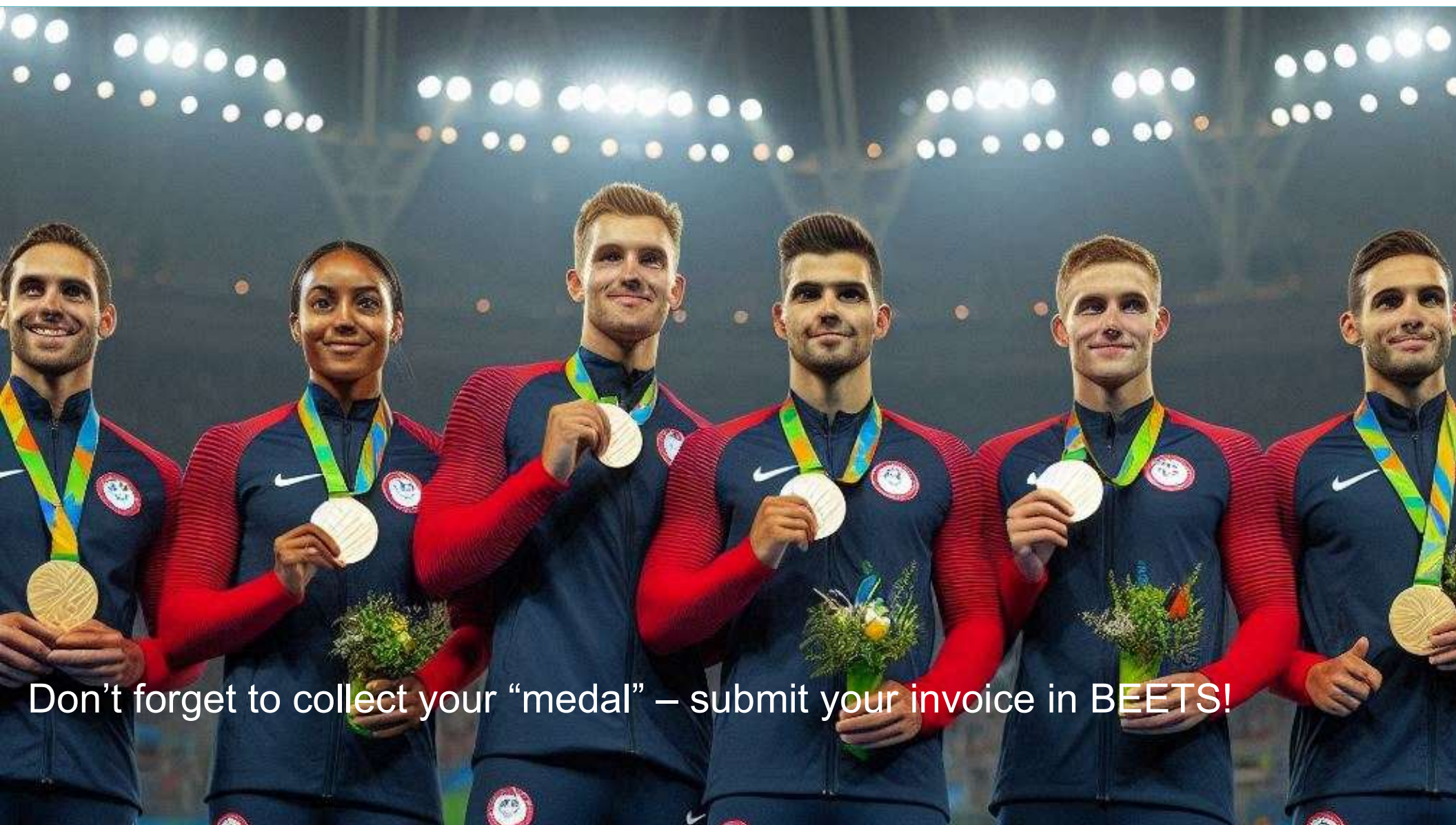
Availability of key
stakeholders



Project cost
documentation



Clarity on incentive
funding

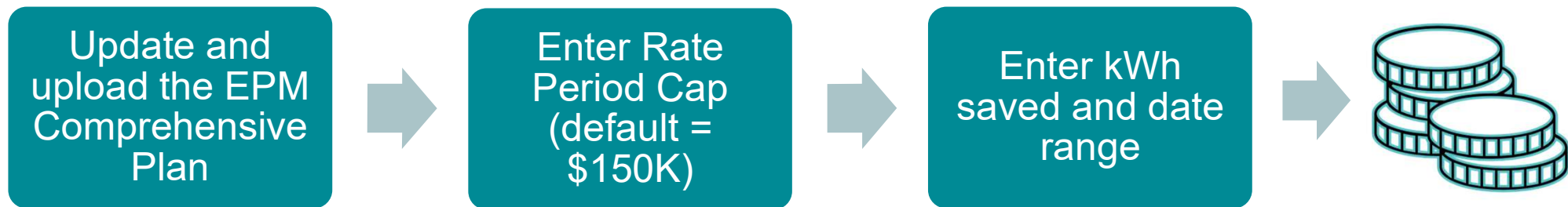


Don't forget to collect your "medal" – submit your invoice in BEETS!



Energy Project Manager (EPM) update

EPM Payments



- Reminder: Your ESIP is available to help set up your EPM payment in BEETS!

SEM Updates

Jacob Schroeder – Energy Management Program Manager

SEM “Top 20” Tune-ups

Top 20 industrial loads use **90+ GWh** annually

FY25 top 20 enrollment

Target: **2** sites

Actual: **4** sites

Combined baseline:

577 GWh

Est savings potential:

20+ GWh



Extending Our Reach

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

Benefits of On-Demand Training



Learn at Your Own Pace

Designed for busy schedules.



Customize Your Learning Path

Select topics most relevant to your facility and systems.



Onboard New Team Members

Let us help you bring new staff up-to-speed.

Summer Energy Champions Webinar

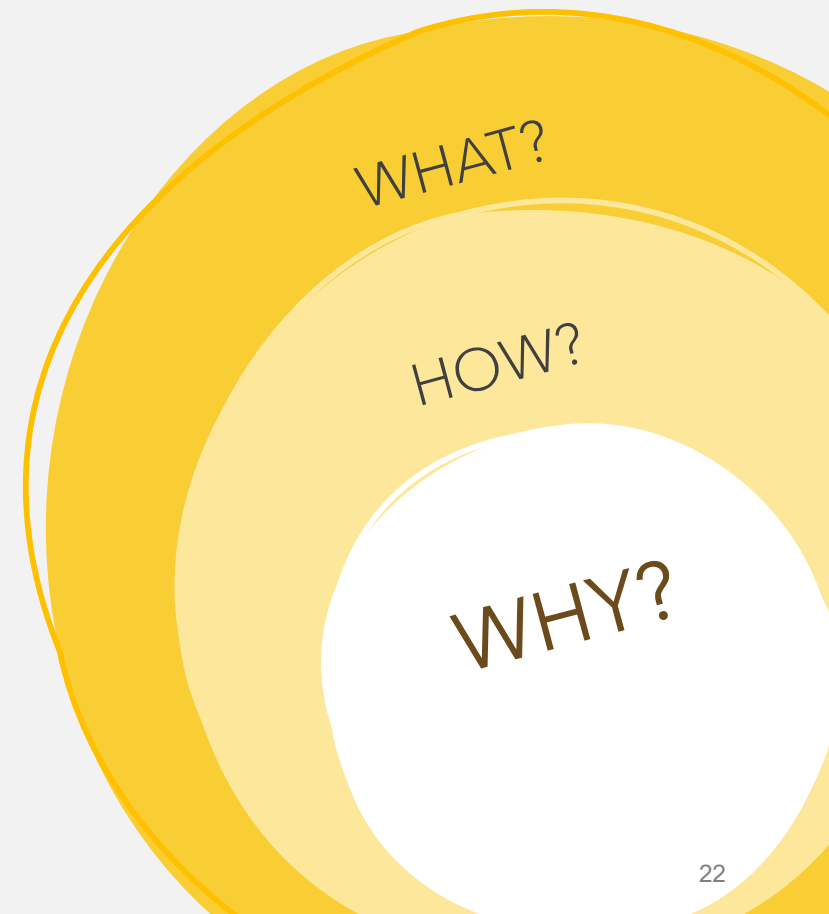


August 19, 2025
9:00 – 10:00 AM PDT

Training Topics

'Golden Circle' of SEM
Air leak repair programs

Next training webinar in Mid-November



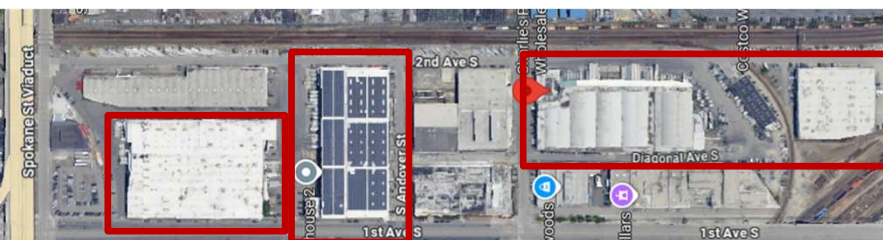
Project Spotlight – Charlie's Produce

Adria Banks – Energy Performance Tracking Engineer (SEM)
Elliott Zimmermann – Seattle City Light

Charlie's Produce - Overview



Charlie's Produce



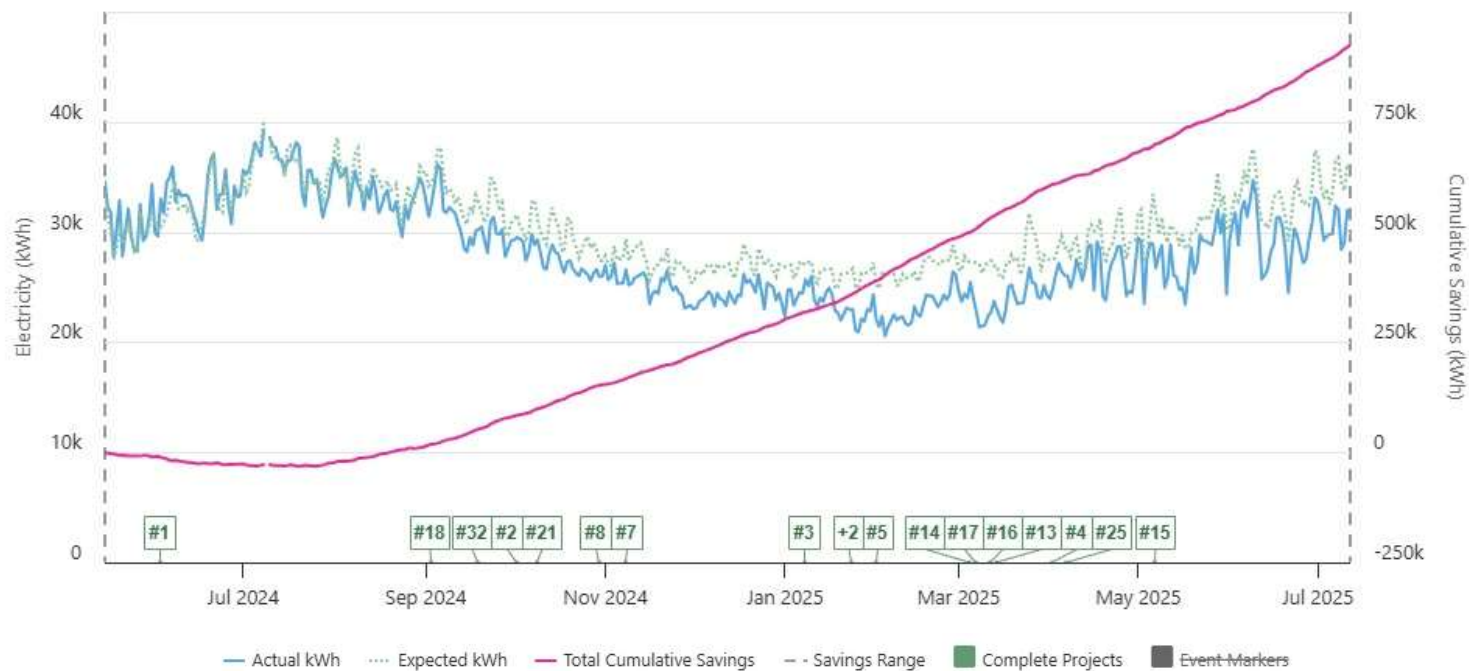
- Charlie's Produce delivering farm-to-table produce and more to stores, restaurants, schools, and remote markets.
- Process Loads
 - Refrigeration (-10 to 58°F)
 - Lighting
 - HVAC
 - Battery Charging
- Energy Efficiency
 - Enrolled in SEM since May '24
 - Monthly Energy Team Meetings
 - Energy Champion: Blair Richards

Charlie's Produce – on-site Treasure Hunt



SEM Energy Savings

Expected vs. Actual kWh and Cumulative Savings (Daily)



Energy savings show a positive slope

Engagement Takeaways & Future Work

- **Dedicated SEM team**
 - Executive sponsor involvement/support
 - Energetic Energy Champion and knowledgeable “do-ers” on the team
 - Coordination with refrigeration contractors to implement set-points/control strategies
- **Impressive project completion rate in Year 1: 0.8 M kWh**
- **New capital projects developed and evolving via SEM**
 - Install KE2 Therm controllers on remaining refrigeration units
 - Improve lighting controls
 - Possible VFD installations

Utility Focus Group Open Forum

- Any question(s) about earlier presented items?
- Is there a topic on YOUR mind that you'd like to share?

Reminders and Wrap-up

- **Summer Energy Champions Webinar - August 19, 2025, 9:00 AM PDT**
- **Utility Roundtables are scheduled October and November 2025**
- **Next Utility Focus Group Call – Nov. 19, 2025, 11:00–12:00 PDT**

***NOTE:** invitations will be sent out in the coming weeks...*

Thank you!

For more information, contact:

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Supporting materials