



Energy Smart
Industrial

Utility Focus Group Meeting

November 18, 2025

FACILITATOR:

Jennifer Wood

Industrial Program Manager

Energy Conservation

Bonneville Power Administration

Attendees



Name	Utility Name
Terry Mapes, Maria Vega and Manuel Walle Jr.	Benton PUD
Nicole Clavel	Big Bend Electric
Megan Walters	Central Lincoln PUD
Danielle Hansen	City of Centralia
Aaron Frechette and Lori Froehlich	Clark Public Utilities
Michael Arend	Columbia River PUD
Jennifer Langdon	Cowlitz PUD
Billy Curtiss and Leo Sotelo	Eugene Water & Elect Board
Maurilio Lopez	Franklin PUD
Jonnalea St. Goddard	Glacier Electric Coop
LeeAnn Driesen and 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
Ted Brown and Graham Goodman	Seattle City Light
Ryan Perry	Tillamook PUD

Name	ESI Team - Title/Company Name
Adria Banks	Energy Performance Tracking Eng., Cascade Energy
Ben Graves	C&I Program Manager, BPA
Bill Kostich	Energy Smart Industrial Partner, Cascade Energy
Brice Lang	Energy Conservation Account Executive, 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
Matt Smeraglio	Water/Wastewater Sector Specialist, Cascade Energy
Mike Chiu	Program Compliance Specialist, 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
Tony Simon	Custom Project Process Manager, Cascade Energy
William Shartel	C&I Program Specialist, BPA Contractor

Agenda

1. Welcome & BPA Updates

Jennifer Wood

11:00 – 11:15

2. ESI Program Updates

ESI Program
Strategic Energy Management

Steve Martin
Jacob Schroeder

11:15 – 11:35

3. Utility Open Forum

Project Spotlight
Open Forum

Tony Simon
Utility Focus Group

11:35 – 11:50

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

BPA Updates

Jennifer Wood – Industrial Program Manager

Continuity in ESI Program

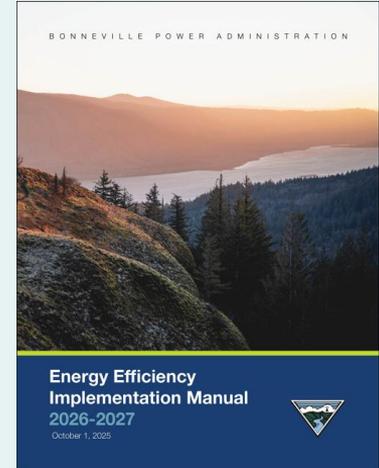
Executed **new five-year contract** through Sept. 30, 2030

- 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) **Requirements and Specifications** – Correcting the ***Pre-conditions*** and ***Post-conditions***



Online Lighting Calculator

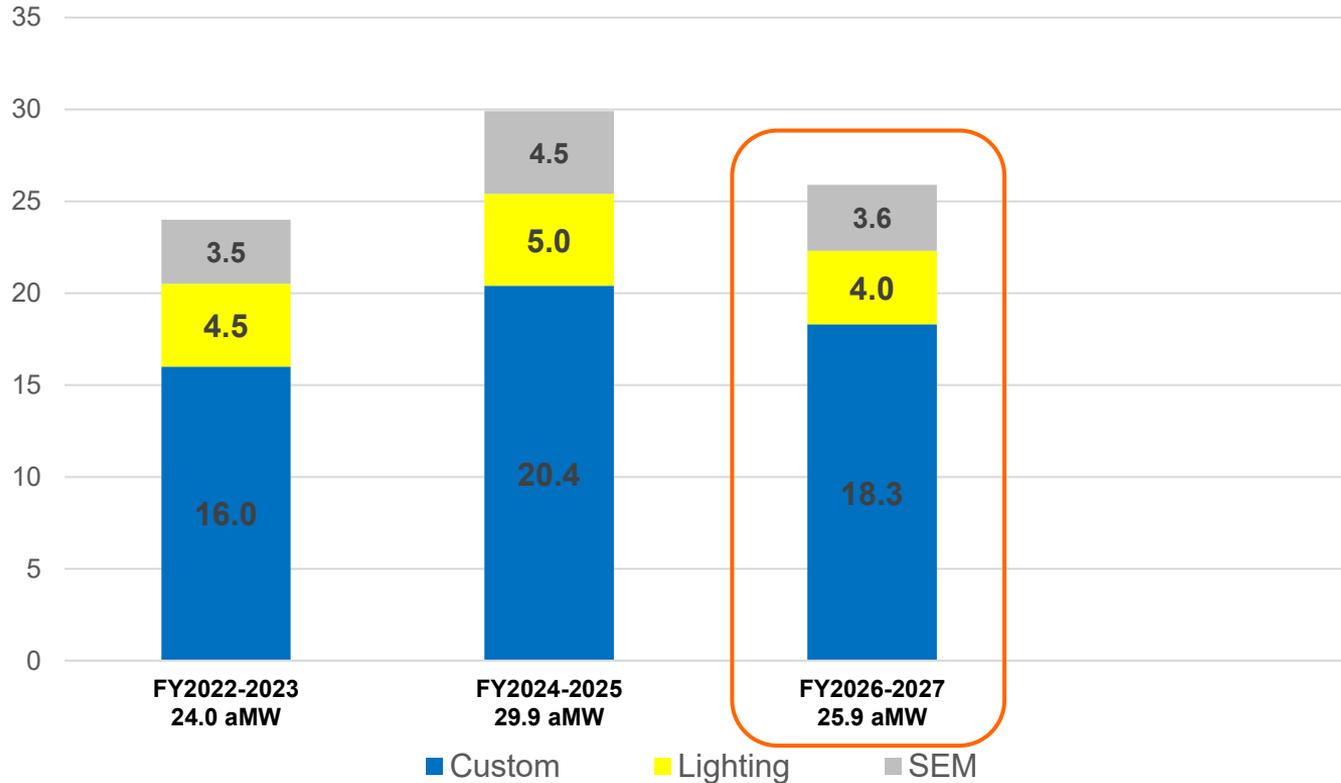
- REMINDER: Nonresidential lighting calculator conversion requests need to be submitted, as soon as possible.
 - BPA's access to LC6.0 ends on Dec. 1, 2025.
 - BPA's support is on a first-come, first-served basis.
- Continue emailing lighting questions to Lighting@bpa.gov

What's Coming Up...

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 Conservation updating their entire website

BPA Industrial Targets



ESI Program Updates

Steve Martin – ESI Operations Manager

Jacob Schroeder – ESI Energy Management Program Manager

ESI Team Updates



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

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 Oregon



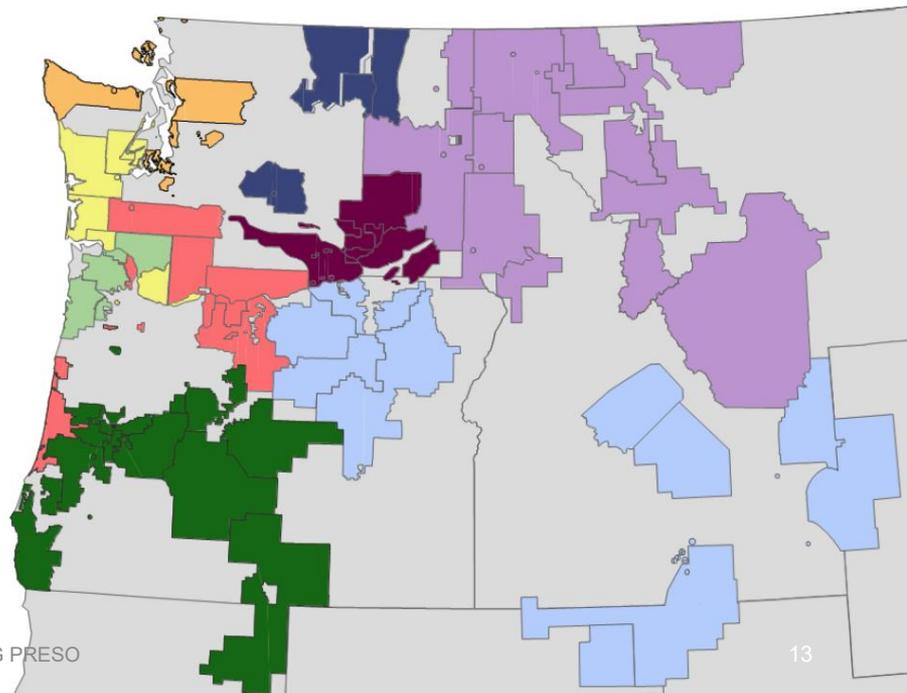
Jeff Bernacki

SW / South-Central Oregon,
& NE California



Jimmy Sauter

East-Central / NE Washington,
N Idaho, & W Montana



Key Goals for FY 24-25



Achieve BPA and utility savings targets

*>29.4 aMW
for FY24-25*



Build the pipeline for the next rate period

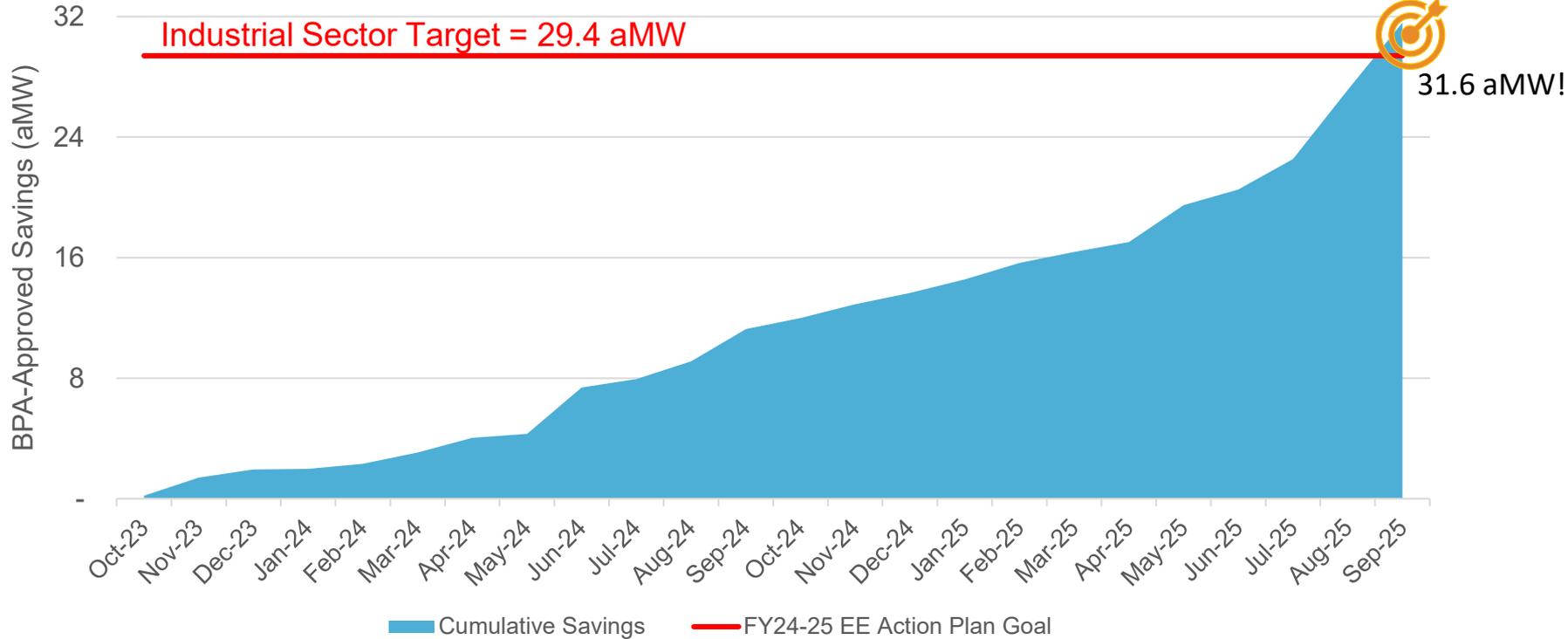
*>12 aMW
for FY26*



Maintain portfolio cost-effectiveness

*Maintain
B/C > 2.0*

FY24-25 Industrial Savings Target Achieved!¹



¹(based on final savings presented at Utility Roundtables)

Industrial Energy Savings Performance (FY 24-25)

Custom¹ ✓ 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



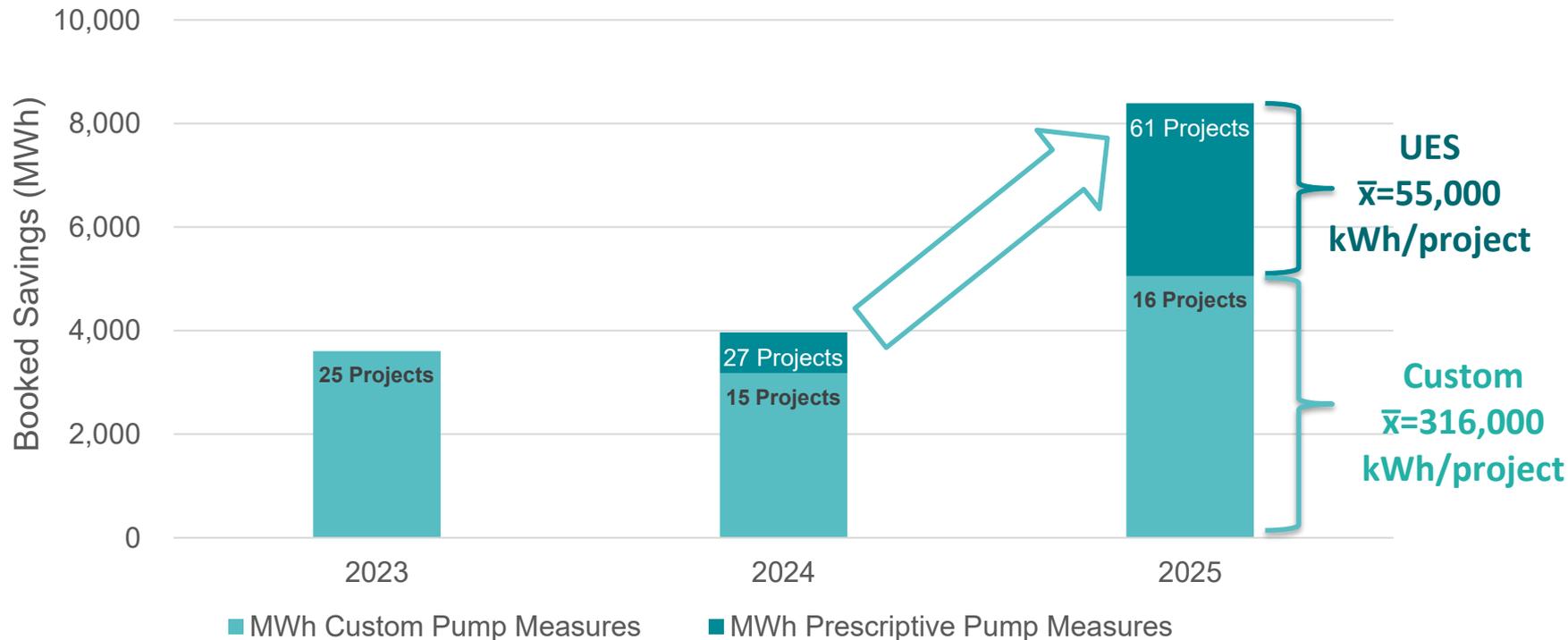
107%
of goal
achieved!

Source: W. Washington Roundtable, October 22, 2025.

[2025-bpa-w-wa-roundtable.pdf](#)

¹Includes Option 2 Custom & Lighting

BPA-Q Measures for Clean Water Pumps



Key Priorities for FY 24-25



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*



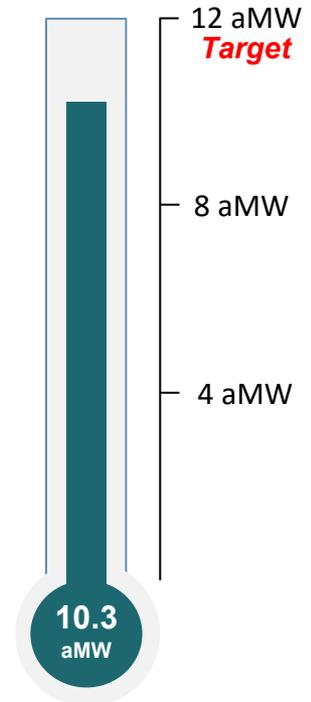
Maintain portfolio cost-effectiveness

*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)

Pipeline Tracker



Key Goals for FY 24-25



Achieve BPA and utility savings targets

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for FY24-25
(29.4 aMW for FY24-25)*



Build the pipeline for the next rate period

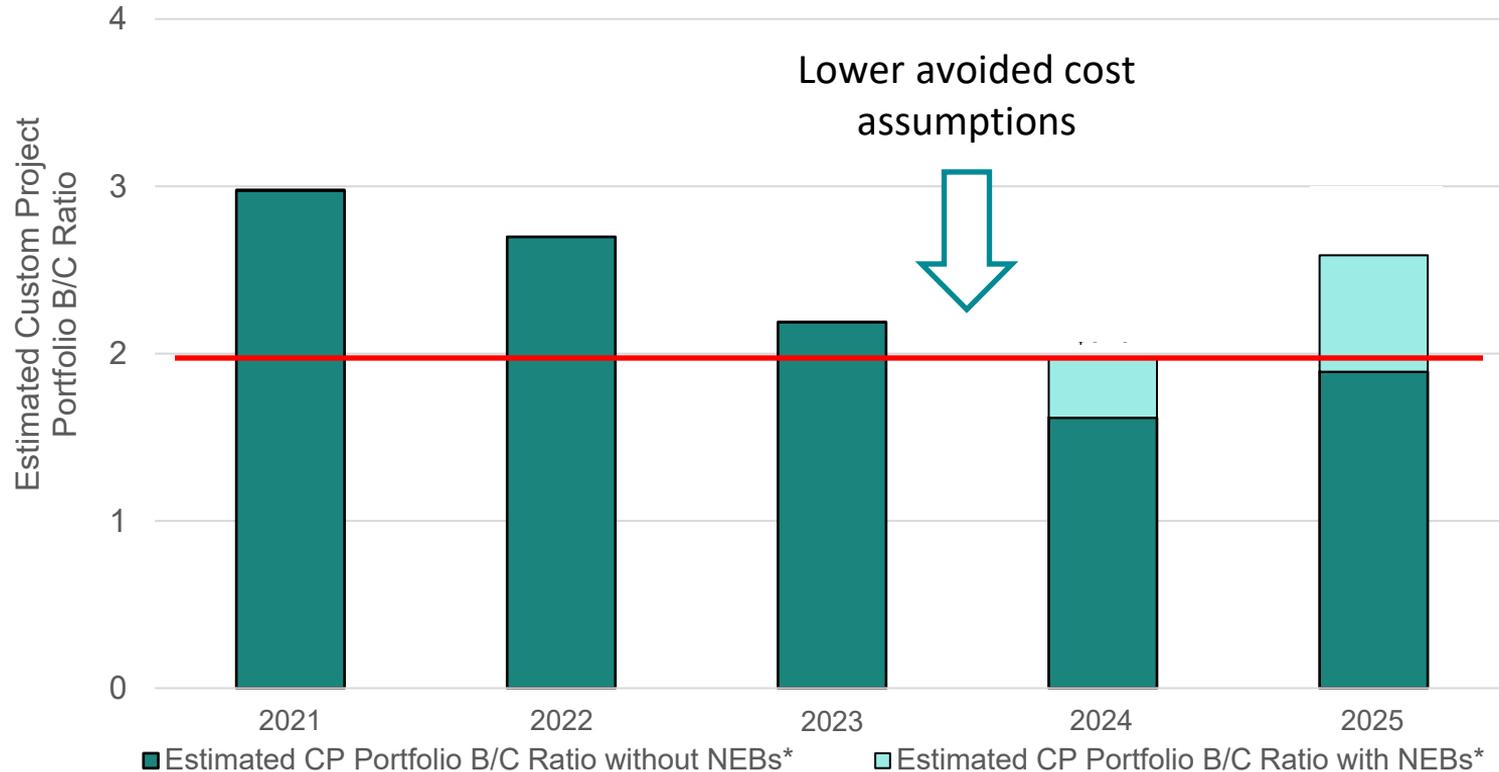
*>12 aMW
for FY26*



Maintain portfolio cost-effectiveness

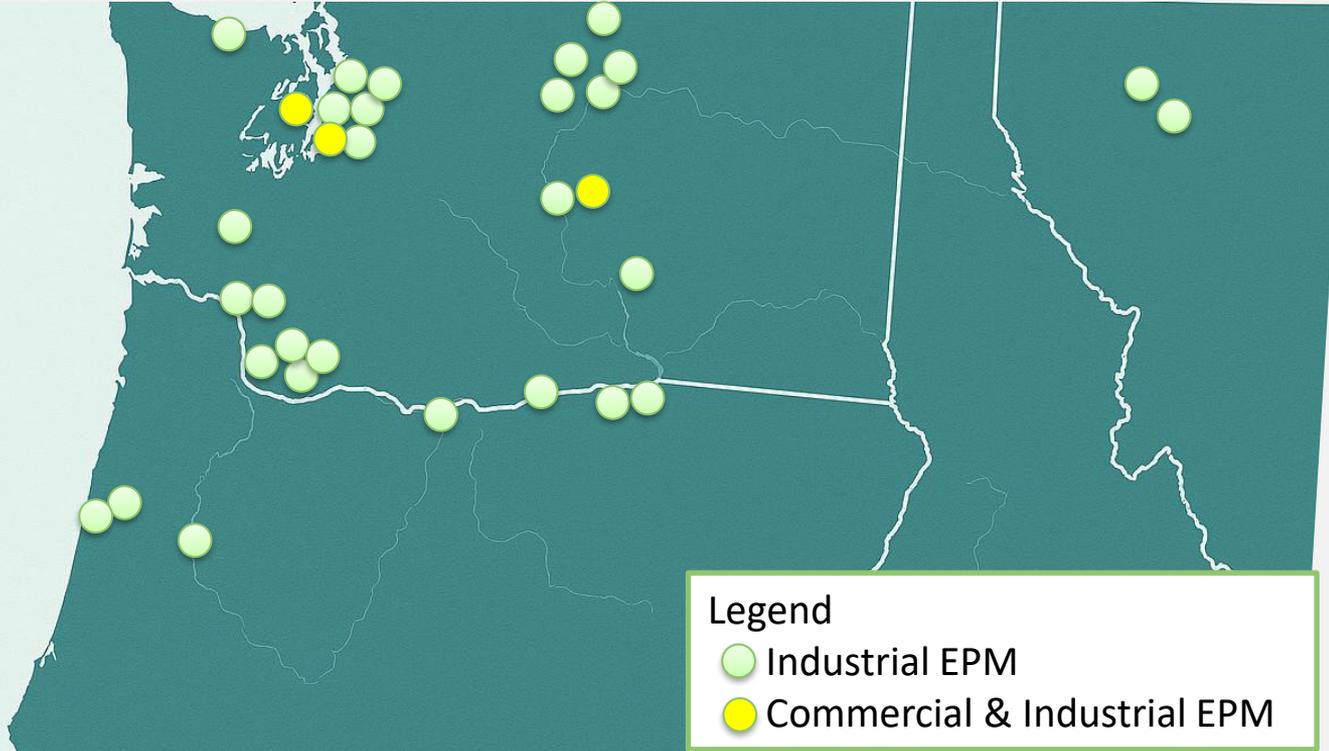
*Maintain
B/C > 2.0*

Custom Project Portfolio B/C Ratio (Estimated)



*NEBs = Non-energy benefits

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

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



Starting on the Right Foot with Energy Efficiency

New construction presents a unique opportunity to maximize energy efficiency from day one. By engaging with the Bonneville Power Administration's (BPA's) Energy Smart Industrial (ESI) program during the design and construction phase, the new cutting-edge Suntado facility in Burley, Idaho, optimized the facility's energy performance before operations even began, resulting in **over 6 million kWh of energy savings in the first year alone.**

BPA's ESI has partnered with over 100 consumer-owned utilities throughout the Pacific Northwest to provide industrial energy efficiency technical assistance and financial incentives to customers in the region. Suntado started working with ESI through their local electric utility—City of Burley—back when they were first pouring their concrete foundation, allowing them to incorporate energy efficiency considerations into the planning, design, construction, and commissioning phases of construction.

Suntado packages dairy and plant-based beverages using advanced processing technology that allows products to stay fresh longer at room temperature, always prioritizing sustainable operations in the process. But getting a new plant up and running is priority enough. Project managers are busy making design decisions, and they have one shot to select the most energy efficient options. By engaging with ESI early in their design and planning phase, Suntado ensured they selected the most efficient equipment up-front, avoiding the need for expensive retrofits and maximizing the financial return from the outset. The financial incentives from City of Burley and ESI reduced the payback time on energy efficient equipment, allowing Suntado to take a comprehensive, long-term approach to energy efficiency investments during plant construction.

They were also able to access pre-opening support services, including design review and optimization recommendations, pre-commissioning support, and start-up support. Plant start-up provides a unique opportunity for commissioning and optimization, which can be more challenging as a retrofit—post-construction—when production demands can limit these opportunities. Frequent communication and collaboration allowed ESI to support Suntado in **completing over 50 custom and prescriptive upgrades across 11 industrial systems.**

Total Annual
Energy Savings:
6,000,000+ kWh

Total Annual
Energy Cost Savings:
\$272,700+

Simple Payback:
Before Incentives:
5.4 years
After Incentives:
1.9 years

Number of Energy
Efficiency Upgrades:
50+

Program Collateral Cobranding Options

LIGHTING THE WAY TO BIG SAVINGS

Laclede cuts energy usage in half with a bright idea



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 additional 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

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



What ideas do you have to save energy?

Energy Smart Industrial

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*



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](#).

*Subject to utility limits or caps.

01

Adding a VFD to your Pump

\$180
per hp*



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.

*Subject to utility limits or caps.



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



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

Support for Utility Articles & Social Media

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 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 utility's program?

SEM Updates

Jacob Schroeder – Energy Management Program Manager

Fall Energy Champions Webinar

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

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?

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?

Puget Sound pharmaceutical company



Team: 6 engineers

Load: **6M kWh/year**

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

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

Facility Characteristics

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

Target Industries

Cold Storage/
Food Processing



Wastewater



Timber and Wood



Light Manufacturing,
Pharmaceuticals



Benefits

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



LUMEN

Energy Smart
Industrial

CenturyLink
Qwest

Project Spotlight: Switch Hardware Consolidation

Tony Simon, ESIP and TSP Manager



Lumen Switching Center Network Consolidations in WA



Energy Savings in 3 Ways:

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

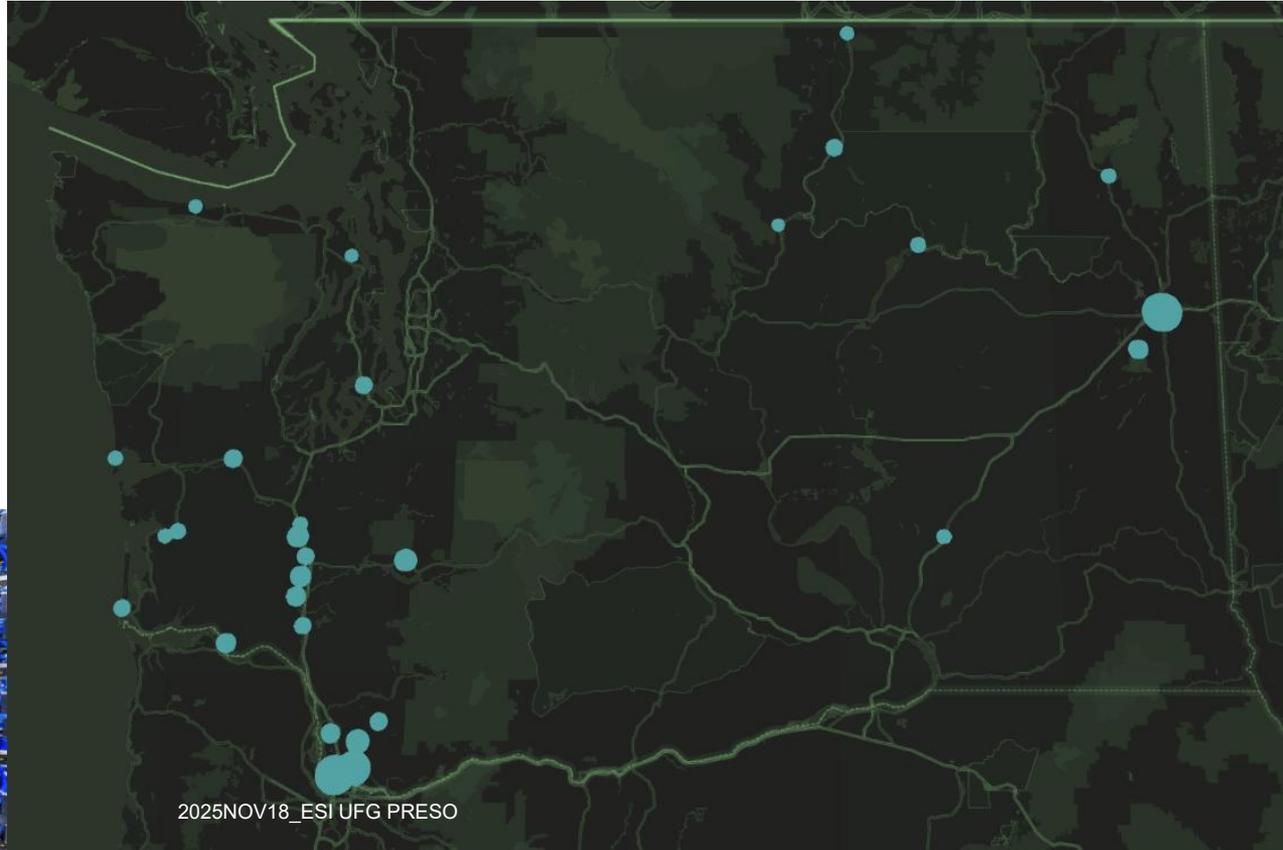
Streamlined M&V Approach:

- 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

- 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
- Compressed Air
- Lighting
- Smaller Streamlined Measures
 - Fast-Acting Doors, Refrigeration Controllers, etc.



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

- **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)**

Thank you!

For more information, contact:

Eric Mullendore

Commercial & 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

Lumen Project Cost-Effectiveness

10-Year Measure-Life

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

