



Energy Smart  
**Industrial**

# Utility Focus Group Meeting

May 12, 2026

FACILITATOR:

**Jennifer Wood**

Industrial Program Manager  
Energy Conservation  
Bonneville Power Administration

# Attendees

Name:

**Cesar Garcia**

**Ellisa Lim**

**Graham Goodman**

**Jeannie Ellerbroek**

**Jennifer Langdon**

**Joe Hull**

**Kim Johnson**

**Kyle Carlson**

**LeeAnn Driesen**

**Lori Froehlich**

**Maria Vega**

**Maurilio Lopez**

**Nicole Clavel**

**Scott Cooper**

**Terry Mapes**

**Travis Hardy**

Company:

Northern Wasco PUD

Tacoma Power

Seattle City Light

Tillamook PUD

Cowlitz PUD

Eugene Water & Elect Board

Okanogan PUD

Flathead Electric

Grant PUD

Clark Public Utilities

Benton PUD

Franklin PUD

Big Bend Electric

Tacoma Power

Benton PUD

Northern Wasco PUD

Name:

**Bill Kostich**

**Brice Lang**

**Henry Griffith**

**Indigo Teiwes**

**Jeff Bernacki**

**Jennifer Wood**

**Mariah Sullivan**

**Matt Smeraglio**

**Sandra Woolf**

**Todd Amundson**

**Tony Simon**

**Victoria Landwehr**

Company:

ESIP, Cascade Energy

EC Account Executive, BPA

ESIP, Cascade Energy

Energy Mgmt Prog. Mgr., Cascade Energy

ESIP, Cascade Energy

Industrial Prog. Mgr., BPA

Industrial Engineer, BPA

Water/Wastewater Spec., Cascade Energy

Sr. Prog. Specialist, Cascade Energy

Industrial Engineering Tech Lead, BPA

Director of Operations

ESIP, Cascade Energy

# Agenda



## 1. Welcome & BPA Updates

*Jennifer Wood*

**11:00 – 11:15**

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## 2. ESI Program Updates

ESI Program  
Strategic Energy Management

*Tony Simon*  
*Indigo Teiwes*

**11:15 – 11:40**

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## 3. Utility Open Forum

Rural Wastewater Efforts  
Open Forum

*Matt Smeraglio*  
*Utility Focus Group*

**11:40 – 11:55**

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## 4. Reminders and Wrap-up

*Tony Simon*

**Remaining Time**

# Health & Safety: Protect Yourself During Wildfires

## IF YOU SMELL SMOKE OR SEE ASH – HERE ARE WAYS TO LIMIT EXPOSURE



Remain indoors, closing windows and doors. Seek alternate shelter if needed.



Avoid using indoor or outdoor wood-burning appliances, candles, or incense.



Avoid vigorous physical activity.



Avoid using a whole-house fan or a swamp cooler with an outside air intake.



Run your A/C if you have one, change your filter often (MERV 13+), or run a portable HEPA purifier.



If you must be outdoors in smoky conditions, keep it brief, and use a disposable respirator (N-95 or P-100).

- Monitor local air quality & listen to officials
- Stay Informed

AQI	Conditions
0 - 50	Good
51 - 100	Moderate
101 - 150	Unhealthy for Sensitive Groups
151 - 200	Unhealthy
201 - 300	Very Unhealthy
301 - 500	Hazardous

PG&E  
(2025)

# BPA Updates

Jennifer Wood – Industrial Program Manager

# FY2026 Direct Funding Distribution - OPEN



## **BPA is accepting DFD applications until May 31, 2026.**

- Great interest to use funds to complete industrial projects.
- ESIPs can provide project details for your application.
- Application materials, the overall Timeline and Project Eligibility is posted to the [Special Promotions webpage](#) on BPA.gov
- Questions, contact your Energy Conservation Account Executive.

# ESI Marketing Updates

- Online Industrial Marketing Toolkit features co-brandable collateral.
- Project Success Posters and BIG check ceremonies.
- Redesigned ESI program flyers (i.e., PTS, Data Centers, etc.)
- Updating the Industrial Quick Start Guide and portions of the Industrial Sector website.

**LEAN, GREEN & DAIRY CLEAN**  
New Pasco, Washington facility designed to utilize “wehy” less energy

**DARIGOLD**

Project Overview | Annual Results

Aerial view of Darigold's new facility in Pasco, Washington.

1001  
PAY TO THE ORDER OF Dish Purchasing Corp \$1,202,870.00  
24,721.45 kWh  
Inland Power

Bonneville Energy Smart Industrial PUD

This poster features an aerial view of the Darigold facility on the left and a group of seven people holding a large ceremonial check on the right. The check is from Inland Power to Dish Purchasing Corp for \$1,202,870.00, with a handwritten amount of 24,721.45 kWh. Logos for Bonneville, Energy Smart Industrial, and PUD are at the bottom.



## October 2026 Implementation Manual

BPA is considering some potential Implementation Manual revisions, such as...

- Update the Small Compressed Calculator to account for inflation and compressed air isentropic efficiency
  - ~ May increase horsepower threshold
- Create a Commercial-specific Performance Tracking System measure

**Are there any other areas in the current IM that you find confusing or possibly contradictory?** If so, please email your ECAE and cc [jlwood@bpa.gov](mailto:jlwood@bpa.gov) (me) the section and page numbers – before the end of the month.

# ESI Program Updates

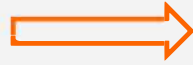
Tony Simon – Director of Operations

Indigo Teiwes – Energy Management Program Manager

# ESI Personnel Updates



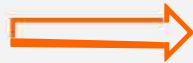
**Erik Holman**  
*Executive Director*



**Steve Martin**  
*Executive Director*



**Steve Martin**  
*Director of Operations*



**Tony Simon**  
*Director of Operations*



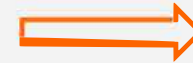
**Tony Simon**  
*ESIP and TSP  
Manager*



**TBD**  
*ESIP and TSP  
Manager*



**Jacob Schroeder**  
*Energy Management  
Program Manager*



**Indigo Teiwes**  
*Energy Management  
Program Manager*



**Austin Rogers**  
*Columbia Basin ESIP*



**TBD**  
*Columbia Basin ESIP*

# Pipeline Campaign Goals and Report Out

## 2026 Pipeline Campaign: The Good, The Bad, and The Inefficient

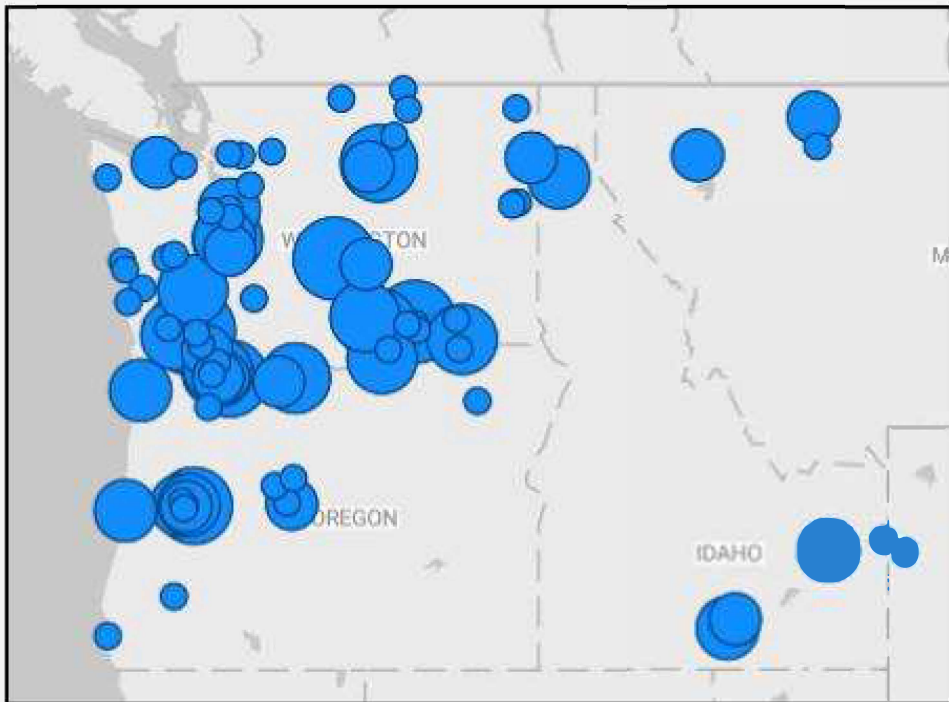
### Goals by June 30, 2026

NEW CUSTOM PIPELINE  
**+12 aMW**

SEM ENROLLMENT  
**+20 New Participants**

# FY26 Pipeline Development Status Updates

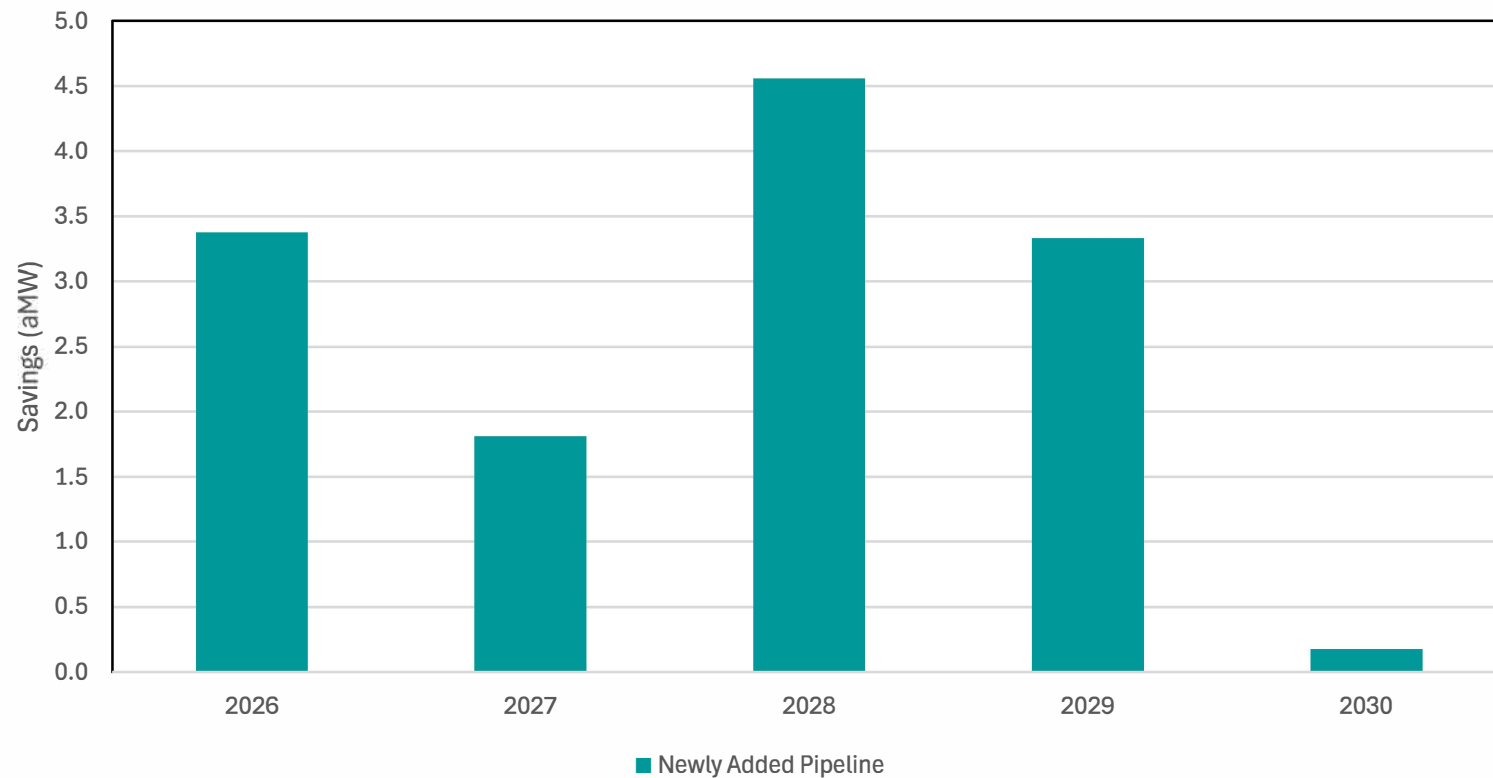
Since Jan 1 -- 178 new projects totaling to **119.1 Million kWh (13.6 aMW)**!



Program Type	New Pipeline (aMW)
Custom Option 1	11.98
Custom Option 2	0.47
SEM	0.25
Lighting and UES	0.90
<b>Total</b>	<b>13.60</b>

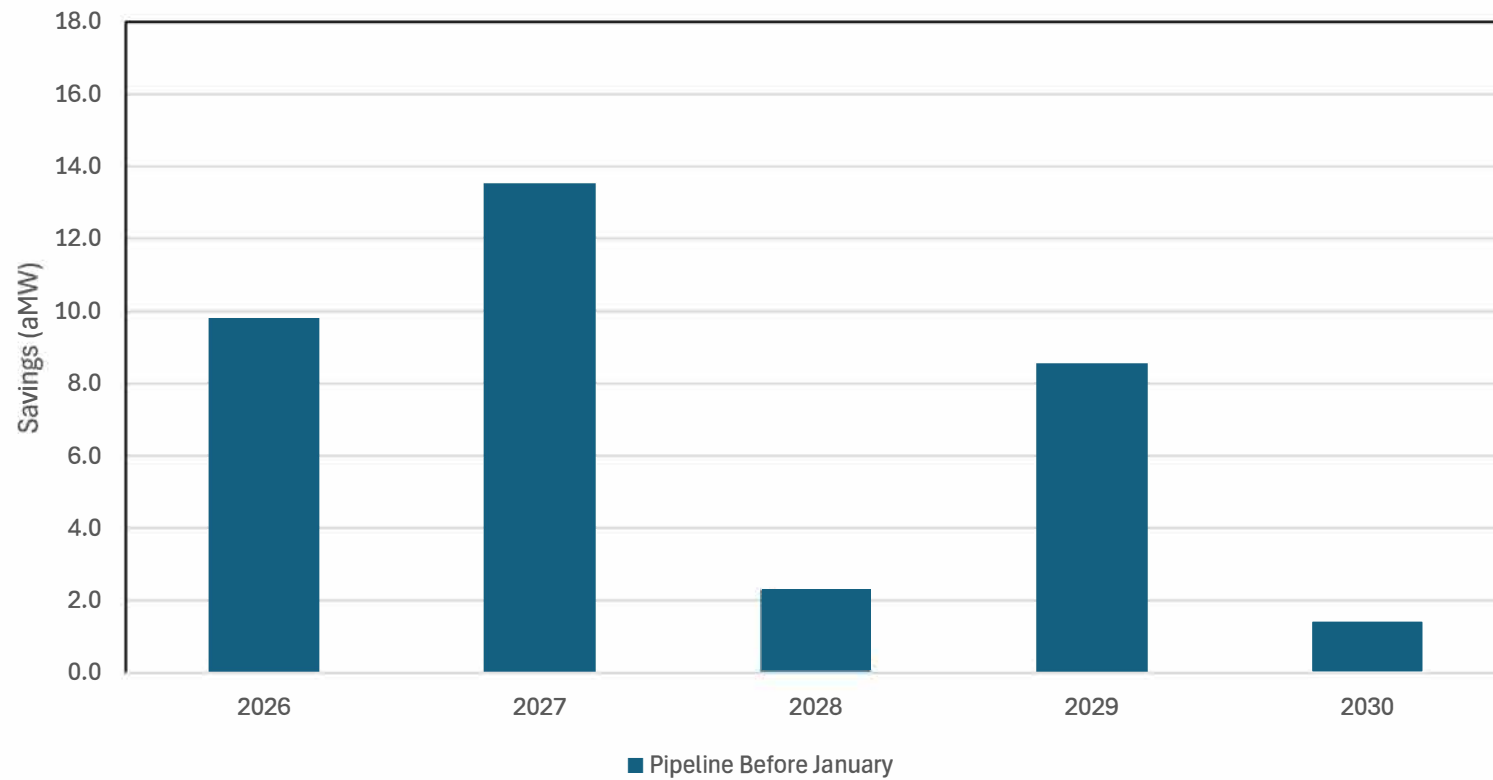
# FY26 Pipeline Development Status Updates

ESI Pipeline Since January 1, 2026



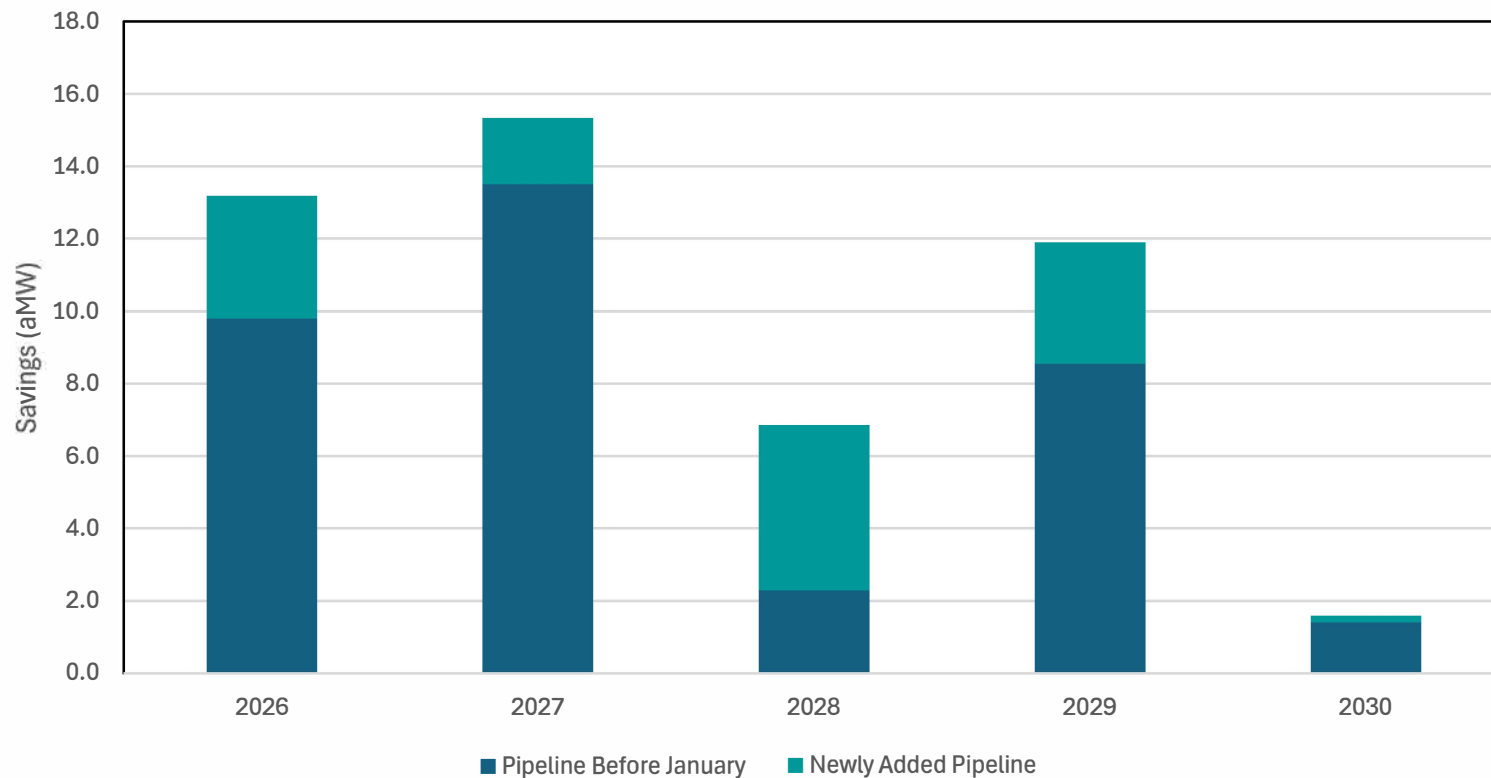
# FY26 Pipeline Development Status Updates

ESI Pipeline Before January 1, 2026

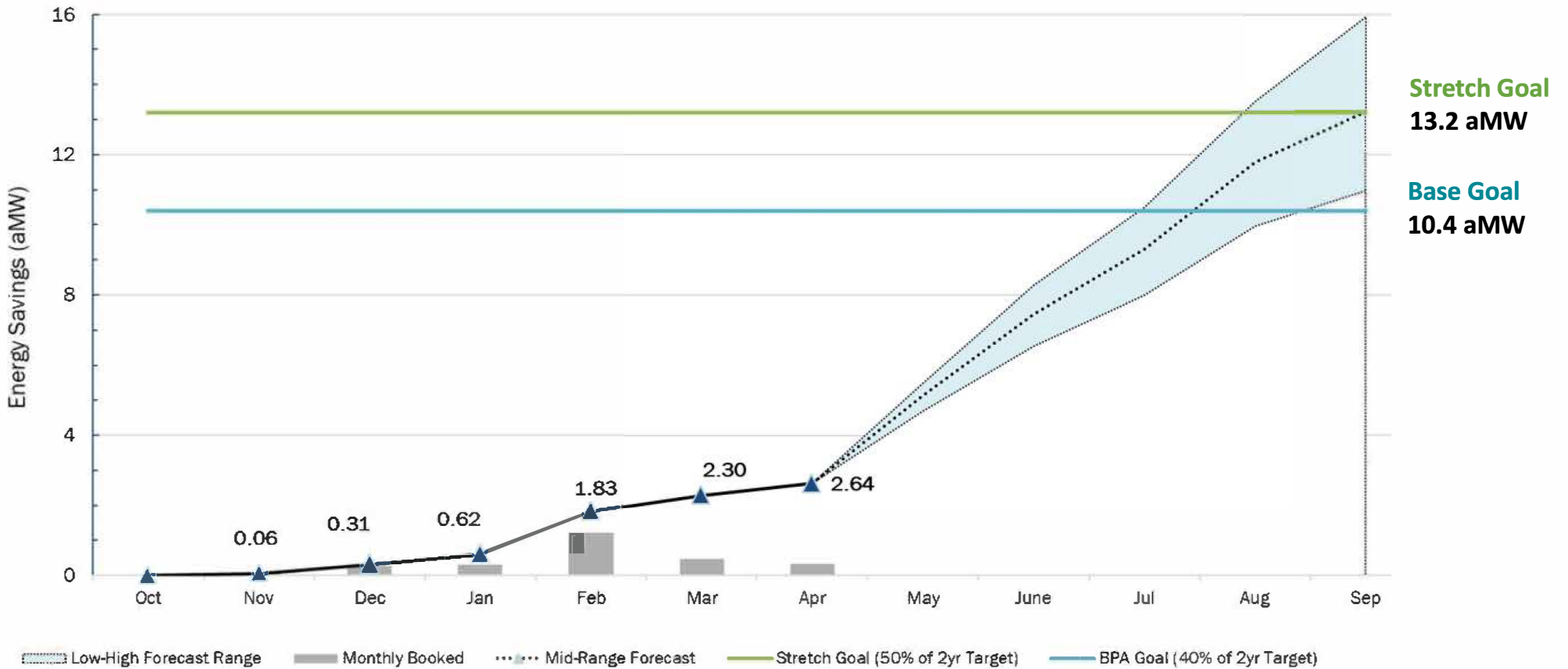


# FY26 Pipeline Development Status Updates

ESI Pipeline Growth Before & After January 1, 2026



# 2026 Forecast to Goal



# Key Goals for the Rest of FY26



**Achieve** BPA and utility savings targets

*>13.2 aMW*



**Build** the pipeline for the next few years

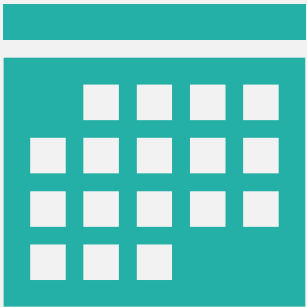
*More aMW!*



**Innovate** updates to ESI report templates

*Better*

# Utility Reminder for Invoicing Projects



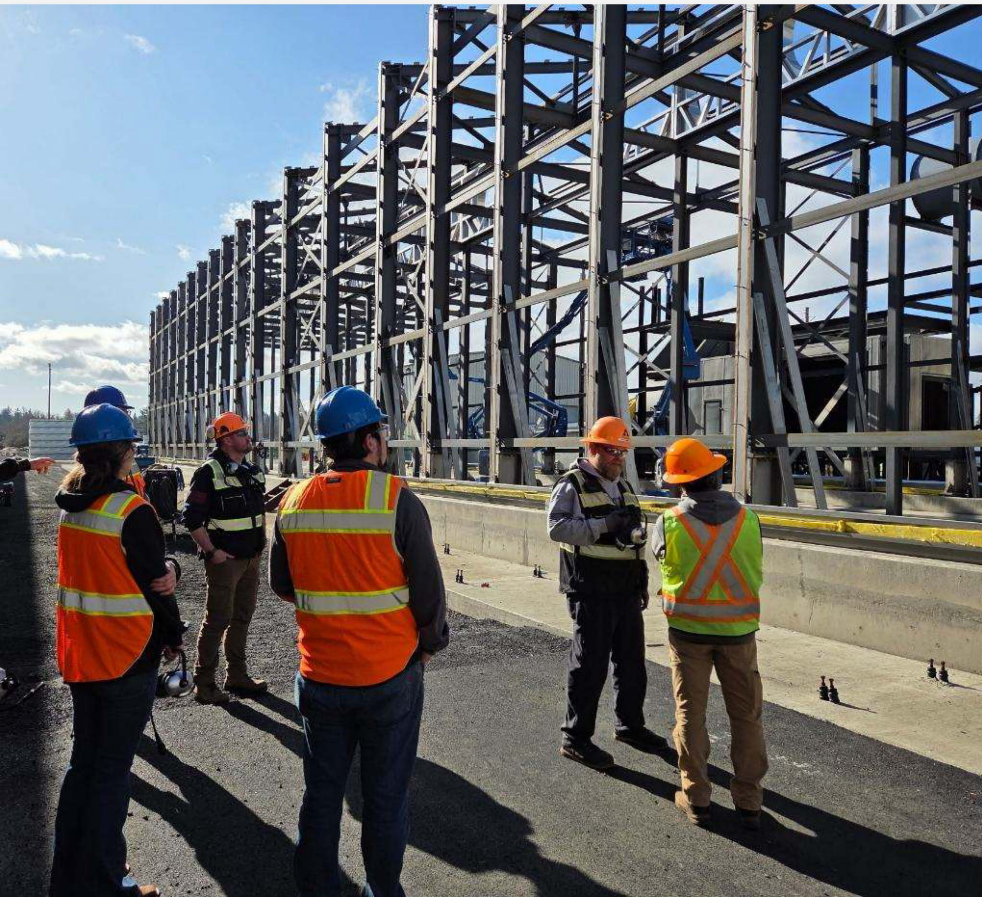
BPA's new invoice policy:  
Once "**Ready to Invoice**" status on projects are in BEETS  
you have **60 days** to invoice BPA.

For more information see **Section 3.2 of the BPA Implementation Manual**  
and/or

Contact your **ECAE!**



# Plug for New Construction Projects



## Earlier Involvement = BETTER Customer Experience

- **Insight** into economic potential
- Early engagement **drives** long-term benefits
- Utility incentives **boost** project economics
- ESIP support helps projects achieve full savings potential and **persistence**
- Investments in new construction **promotes** long-term shared success

*“Working with the ESI Program was an outstanding experience. We truly appreciate the expertise, professionalism, and partnership”*

# Strategic Energy Management Updates

Indigo Teiwes – Energy Management Program Manager

# Strategic Energy Management – Highlights

- Over 25 Current enrollments in Strategic Energy Management
  - A 2-year engagement, incentive rate from BPA is \$0.04/kWh
  - Focused on low/no cost Operations and Maintenance (or O&M)
  - Real value-add program for end users – can drive savings 2-8%
  - During two-year SEM engagement, key variables such as energy, production, and weather are also tracked to establish a baseline and monitor performance.
  - There is a qualification process
- ESI Recent focus on recruitment – including small and medium industrial sites
  - Water/Wastewater Treatment Plant track
  - Newly enrolled sites and utilities that have not previously done SEM
    - Oregon Trail Electric Coop: XXX (finalizing enrollment)
    - Big Bend Electric Cooperative: Douglas Fruit
    - Central Electric Coop: Bend Wastewater Treatment Plant

# Performance Tracking System

Energy Smart  
Industrial

## The Value of a Performance Tracking System

Heating during cold months and cooling during hot months can significantly increase energy use.

- Meter in real-time
- Track key variables
- Automate data collection
- Analyze performance
- Improve awareness

# Performance Tracking System

## What is a Performance Tracking System?

A Performance Tracking System (PTS) is any hardware, software, or other equipment that is used to measure baseline conditions, determine energy savings, and/or help establish cause and effect.

A PTS can incorporate an Energy Management Information System (EMIS) to collect data, track performance, and record projects.

# Performance Tracking System

## PTS Examples:

- Energy Management Information System (i.e. Gazebo)
- Control/monitoring system upgrades
- Real-time power monitoring
- Current monitoring
- Motor or lighting on/off sensors
- Production or occupancy sensors
- Flow metering
- Permanent or temporary data loggers

This incentive is treated much like a UES measure, does not require savings M&V, but is essential in ensuring data visibility and **enabling end users to build capabilities to manage ongoing energy use and leverage O&M actions to control energy usage**. In some cases, it ultimately provides the M&V visualization, supporting ongoing savings.

# Performance Tracking System

## Available incentives up to \$25,000<sup>1</sup>

for PTS setup, installation,  
and maintenance per two-year  
SEM engagement.

<sup>1</sup>Subject to utility-specified cap

Q: Where does the funding come from?

A: Utility specific EEI budget (they neither generate nor reduce performance payments which are based on kWh savings)

Q: How can I explain this to an end user?

A: We have a 2-page summary, that can be cobranded with utility names/logos – reach out to your ESIP for the PTS flier

## Performance Tracking System Reimbursement Process:

1. ESI / SEM participants confirm available PTS funding with their serving utility representative and identify the software, equipment, or system they intend to purchase.
2. Participant install PTS and provide documentation (e.g., invoices, photos, sample data, and calibration records) to their Energy Smart Industrial (ESI) representative. [PTS documentation for Commercial SEM must also be sent to the utility representative and BPA Customer Service Engineer.]
3. The ESI representative prepares and submits a PTS Verification Report to the utility representative for submission to BPA in BEETS.
4. BPA approves the PTS submittal, the utility invoices BPA, and utility issues funding to SEM participant.

<https://www.bpa.gov/-/media/Aep/energy-efficiency/industrial/Industrial-files/performance-tracking-system.pdf>

# PTS Utility Payment Options and Timeframes

PTS Incentive  
(BPA Cap at \$25k total for each two-year SEM Engagement)

EMIS (i.e., Gazebo or other similar software systems) Costs & Incentive

## Three Options:

1. Utility covers full cost directly/upfront
2. End-user pays cost and is reimbursed
3. End-user covers whole cost

## If Option 2, then ...

- Utility determines payment frequency, or gives end user their choice (pay the 2-year subscription for duration of the SEM engagement up front, or pay 1 year at a time).
- Utility determines reimbursement timeline (when the PTS incentive is approved in BEETS, or when the utility receives the funds from BPA)

Equipment Costs & Incentive  
(hardware & installation)

- End-user pays and is reimbursed

- Utility determines reimbursement timeline (when the PTS incentive is approved in BEETS, or when the utility receives the funds from BPA)

Utility Confirms Funding Availability  
(Including caps, payment specifics)



SEM Coaches and Technical Leads Recommend / Specify PTS design



End User: Purchase and install PTS equipment/software

Optional:  
Utility  
Preapproval

Document the PTS

- Description of the PTS
- Cost documentation
- Photos + data to verify installation
- Data validation

PTS  
Verification  
Report  
*prepared by ESI for  
Industrial Sites*

Note: each reimbursement request requires a BEETS application, there can be multiple requests (may be helpful for the end user to pace spending, and receive reimbursement)



Utility uploads PTS documentation in BEETS for BPA approval



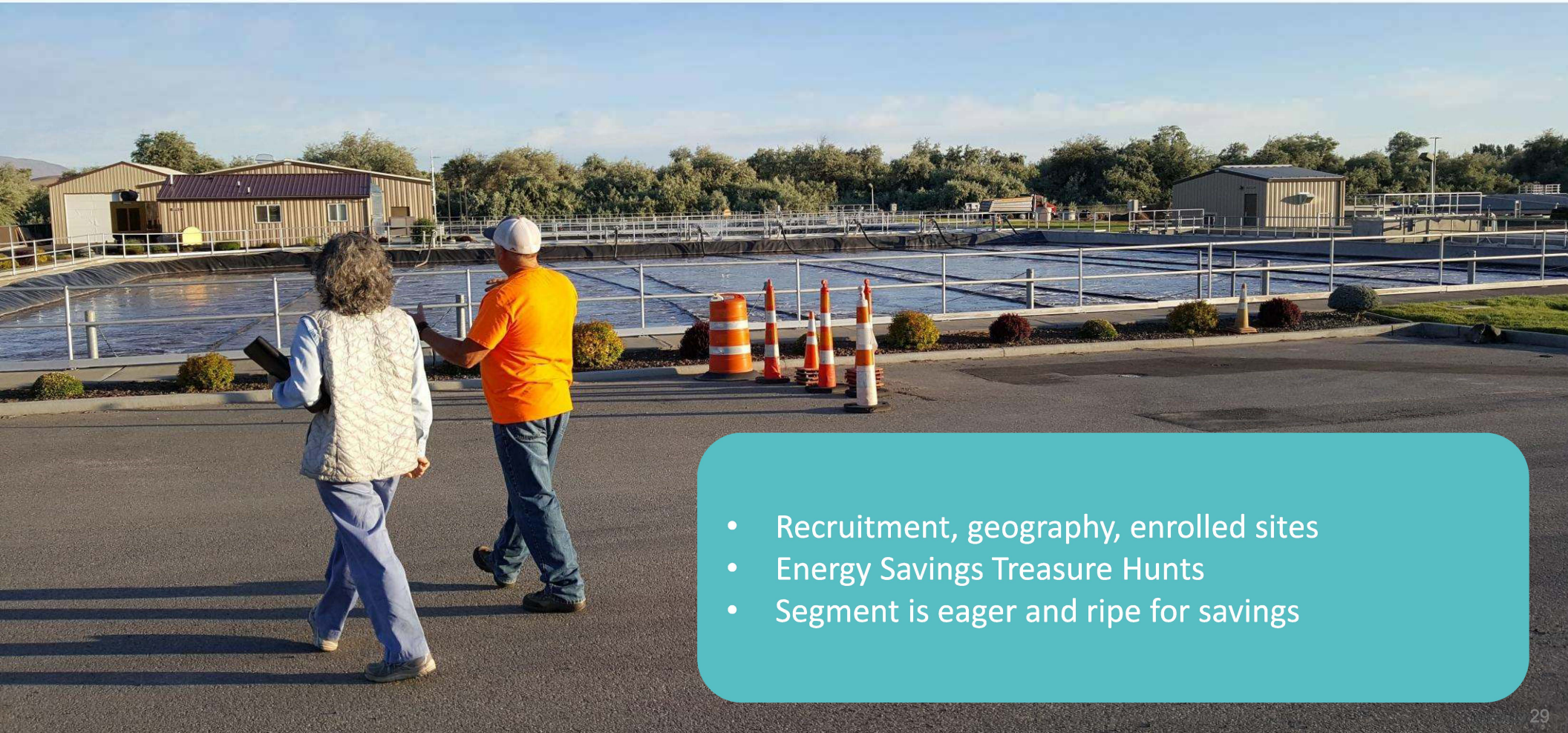
Utility issues reimbursement / co-funding payment to Participant

# Utility Focus Group - Performance Tracking System (PTS) Incentive Survey



\*link in the chat

# SEM Wastewater Track Updates

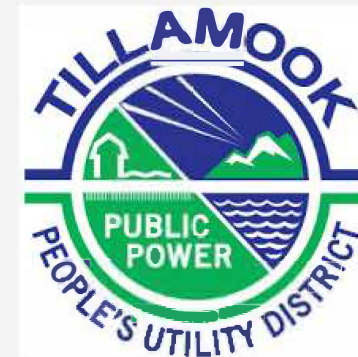


- Recruitment, geography, enrolled sites
- Energy Savings Treasure Hunts
- Segment is eager and ripe for savings

## UFG Field Updates: Matt Smeraglio | W/WW Sector Specialist



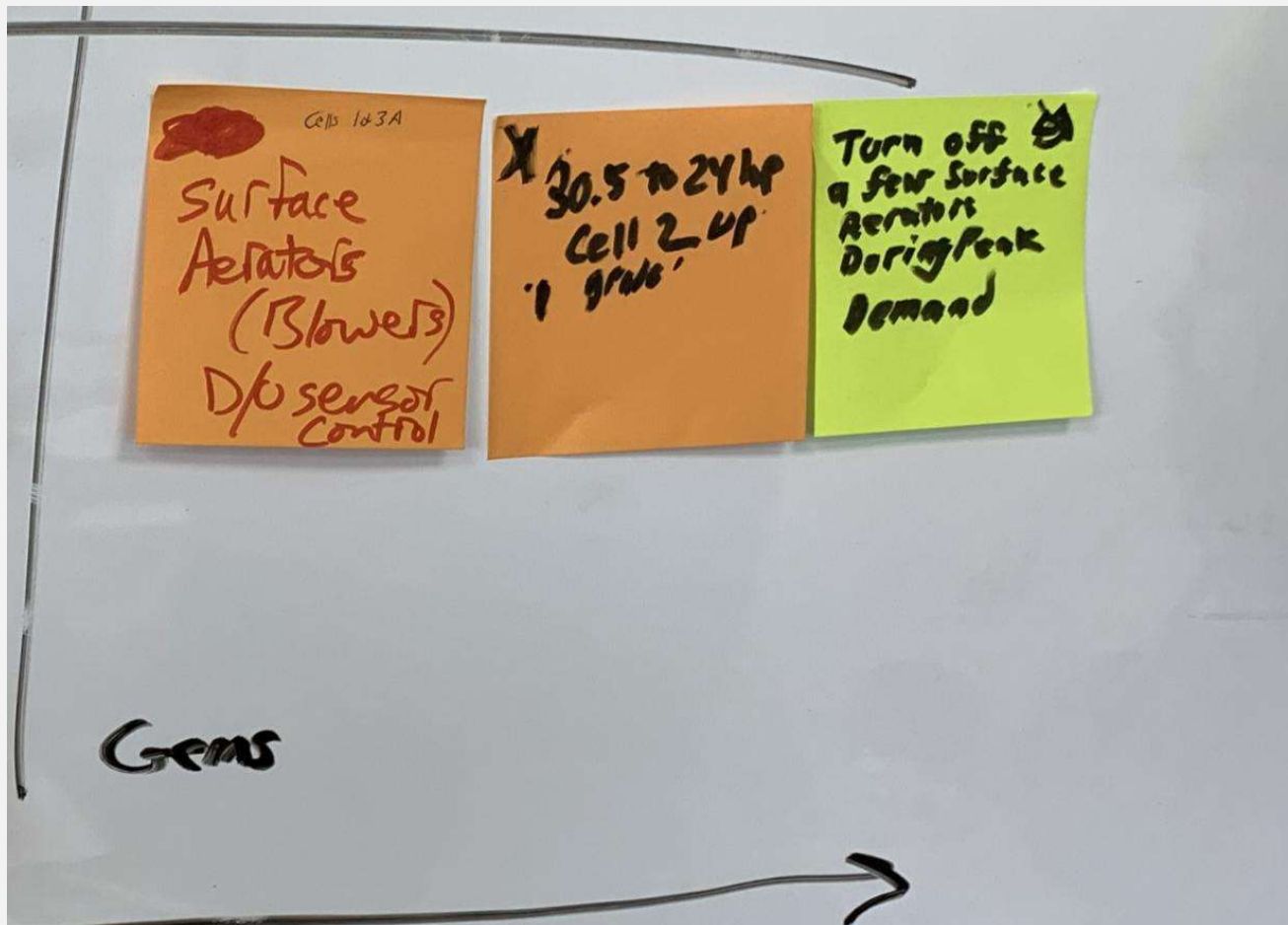
- Jackson Hole, WY (Wastewater)
- Idaho Falls, ID (Water)
  - Cold weather opportunities to save!
- Alpine, WY (Wastewater)
  - Cold weather opportunities to save!
- Tillamook Creamery, OR (Wastewater)
  - w/Todd Amundson



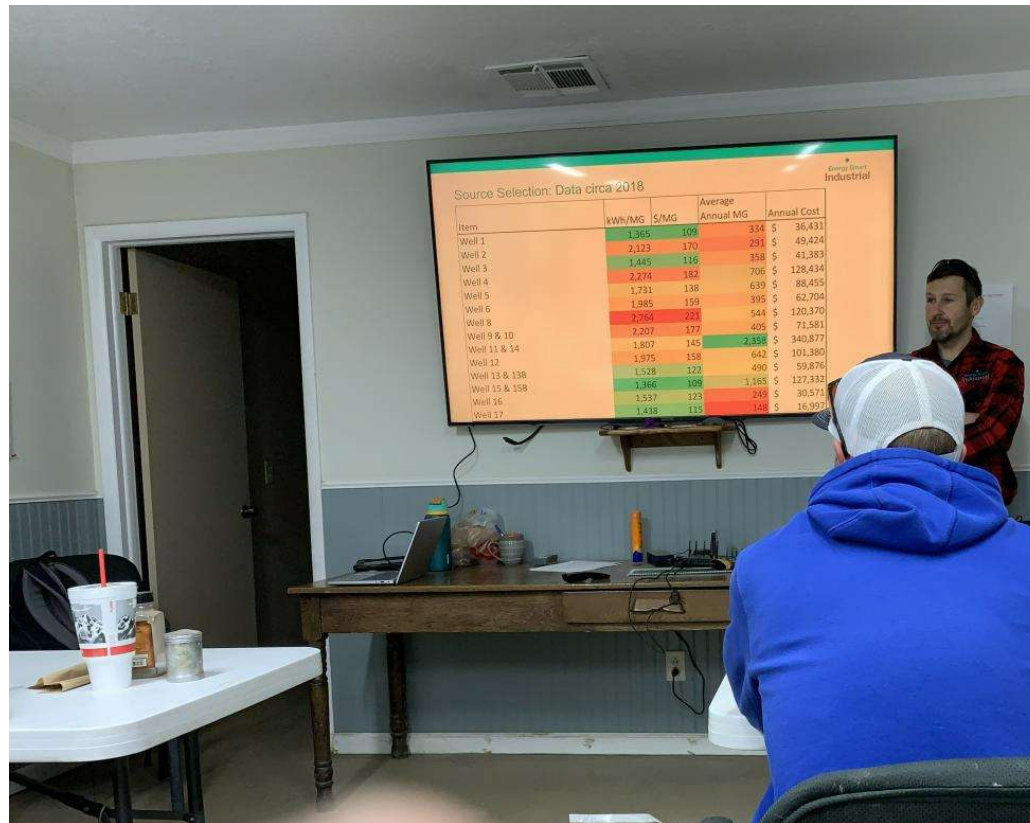
# Town of Jackson WWTP Treasure Hunt



# Town of Jackson WWTP – Gems



# City of Idaho Falls - Water Training



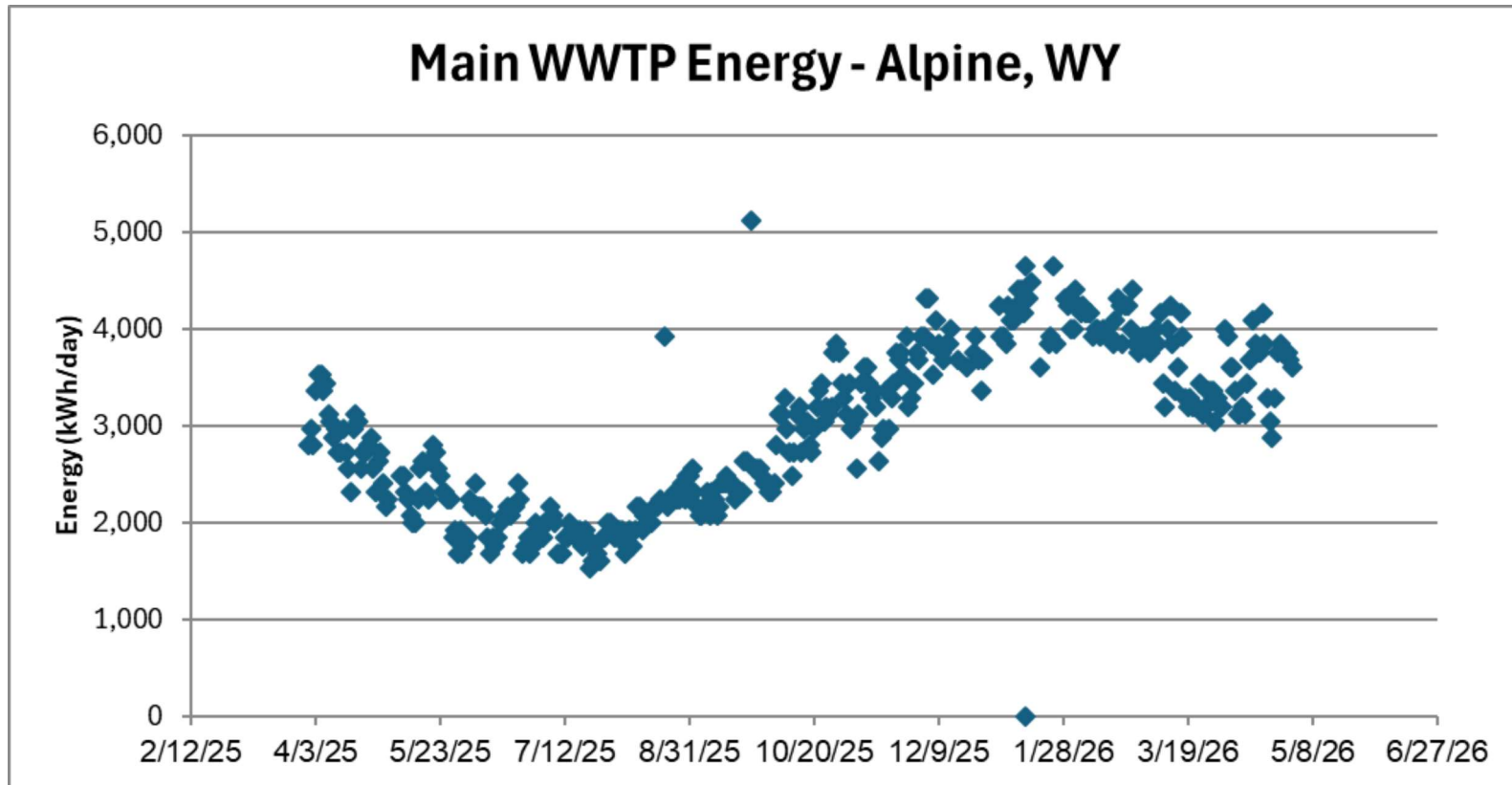
## Source Selection

Item	kWh/MG
Well 1	1,365

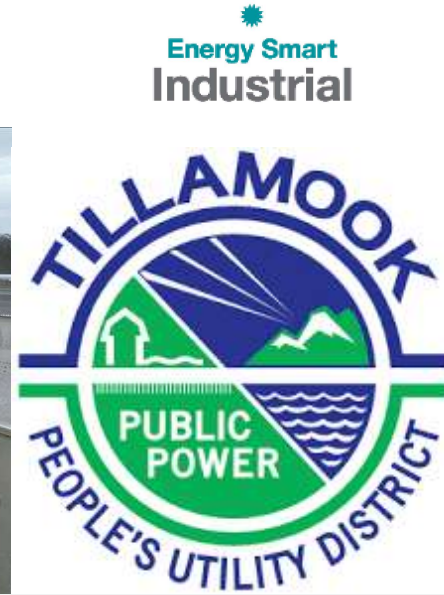


Data circa 2018

# Cold Weather Equipment Opportunities!



# UFG Water/Wastewater Field Updates: Matt Smeraglio



## Utility Focus Group Open Forum

Do you have any questions about today's presentation?

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

# Reminders and Wrap-up

- **DFD Application Submittal Deadline - 5/31/2026**
- Implementation Manual – send feedback to Jennifer Wood and your ECAE
- *New Invoice Timeline Policy*  
*NOTE: Mtg series will be rescheduled (3rd Tuesday every 3 months) starting...*
- ~~Next ESI Utility Focus Group (FY26-Q4):~~  
August 18, 2026 (11:00 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