



ATTENDEES (that joined the webinar):

BPA team:

Todd Amundson, Melike Kayim, Nathan Kelly, Brice Lang, Eric Mullendore, and Jennifer Wood.

ESI Cascade team:

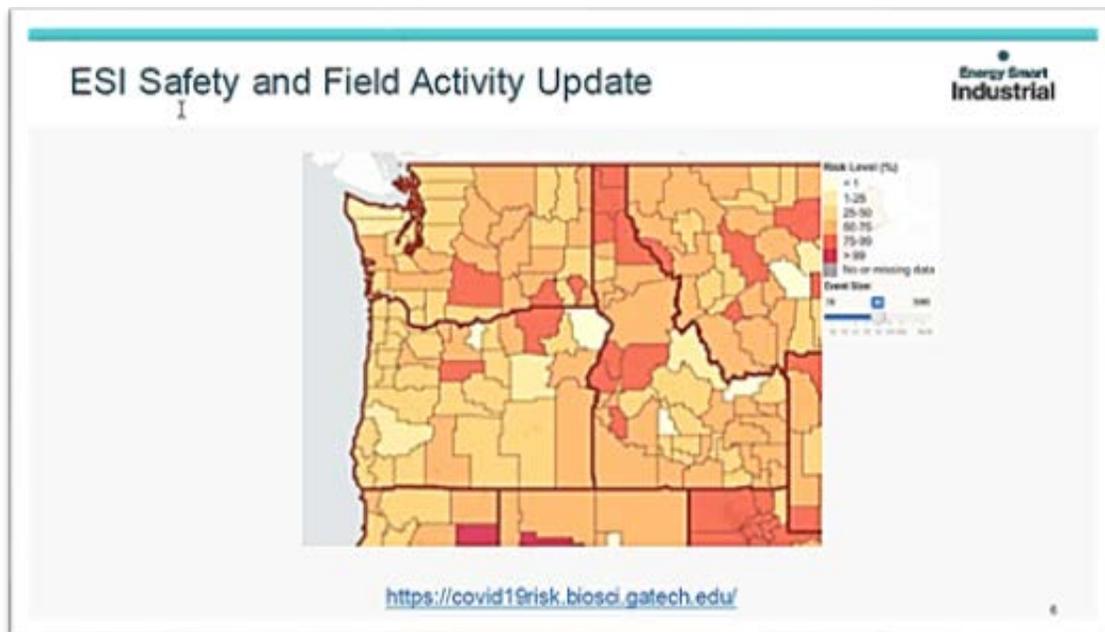
Bob Brennand, Ray Hardiman, Doug Heredos, Shelley Layton, Steve Martin, and Jimmy Sauter.

Utilities:

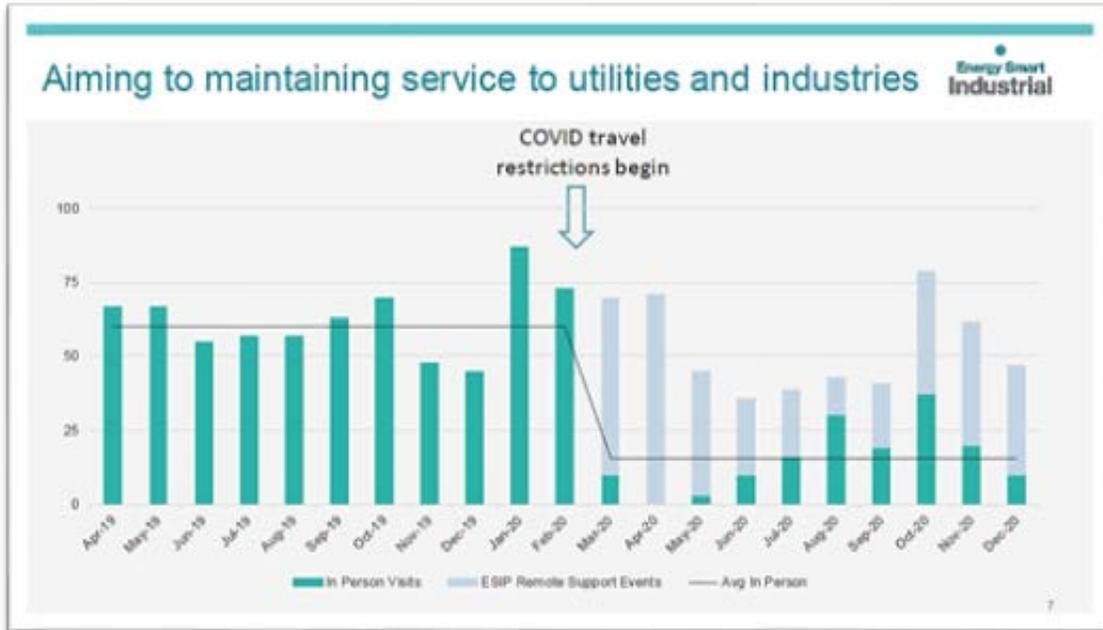
Eric Miller (Benton REA), Terry Mapes (Benton PUD), Wade Carey (Central Lincoln PUD), Zeecha Van Hoose (Clark Public Utilities), Brian Fawcett (Clatskanie PUD), Daniel Meyers and Jennifer Langdon (Cowlitz PUD), Eli Volem and Josh Ruddick (Eugene Water & Elect. Board), Don Newton (Flathead Electric), Julie Anderson (Franklin PUD), Tara Maynard (Grays Harbor PUD), Jason Bird and Wid Ritchie (Idaho Falls Power), Jacob Henry (Lewis PUD), Koral Miller (Mason PUD #3), Kimberly Johnson (Okanogan PUD), Brandy Neff (PNGC), Emma Johnson (Seattle City Light), Allison Grinczel and Tom Hovde (Snohomish PUD), David Harris (Springfield Utility Board), Alan Fraser and Natasha Houldson (Tacoma Power), and Tami Sinor (Umatilla Electric).

Agenda		Energy Smart Industrial
BPA EE and ESI Program Updates <ul style="list-style-type: none"> • Safety/COVID Update • FY21 Forecast and Custom Project Lead-time • SEM Program Updates 	Steve Martin Eric Mullendore	11:00 - 11:30
Stories from the Field <ul style="list-style-type: none"> • Cowlitz PUD Remote Engagement • EWEB Remote Engagement 	J. Langdon – J. Sauter E. Volem – R. Hardiman	11:30-11:45
UFG Open Forum	All	Remaining time

S. Martin: Slide 6 - This slide shows the COVID19 risk percentage levels by state and county. The Energy Smart Industrial staff will continue to keep safety as its top priority and follow the established protocols to minimize COVID risks.

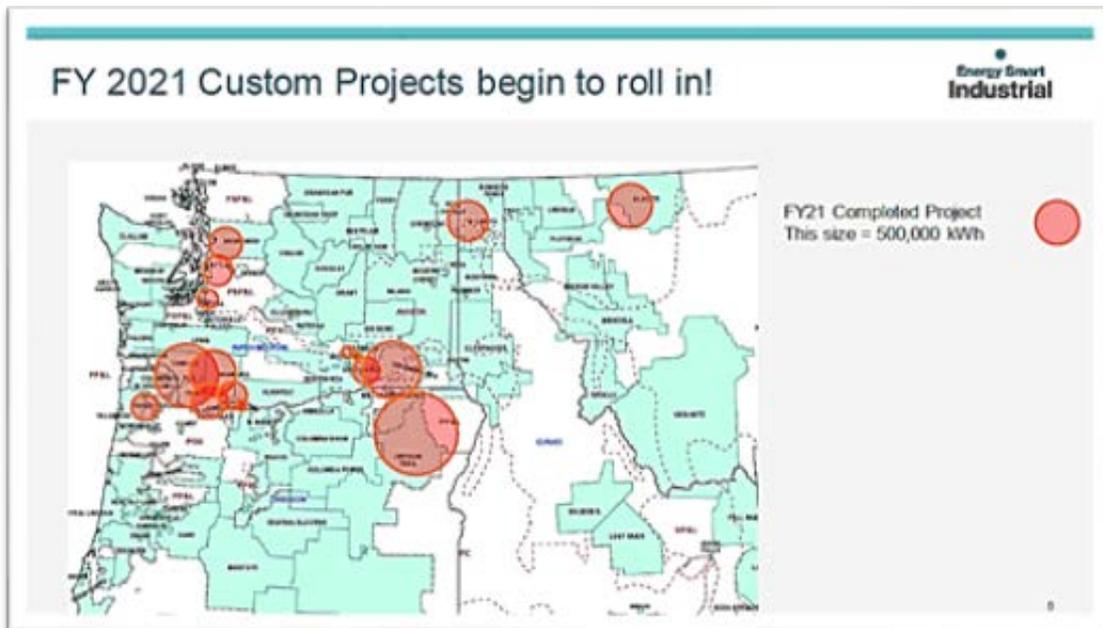


S. Martin: Slide 7 - By mid-March 2020 COVID19 caused all field work to stop; historically the program averages over 60 in-person site visits each month! With ESI safety protocols in place, the average in-person visits increased to 15; the peak came in October with 35. The ESIPs are doing a great job substituting video meetings and back-office technical analysis while staying engaged with utilities and end users.



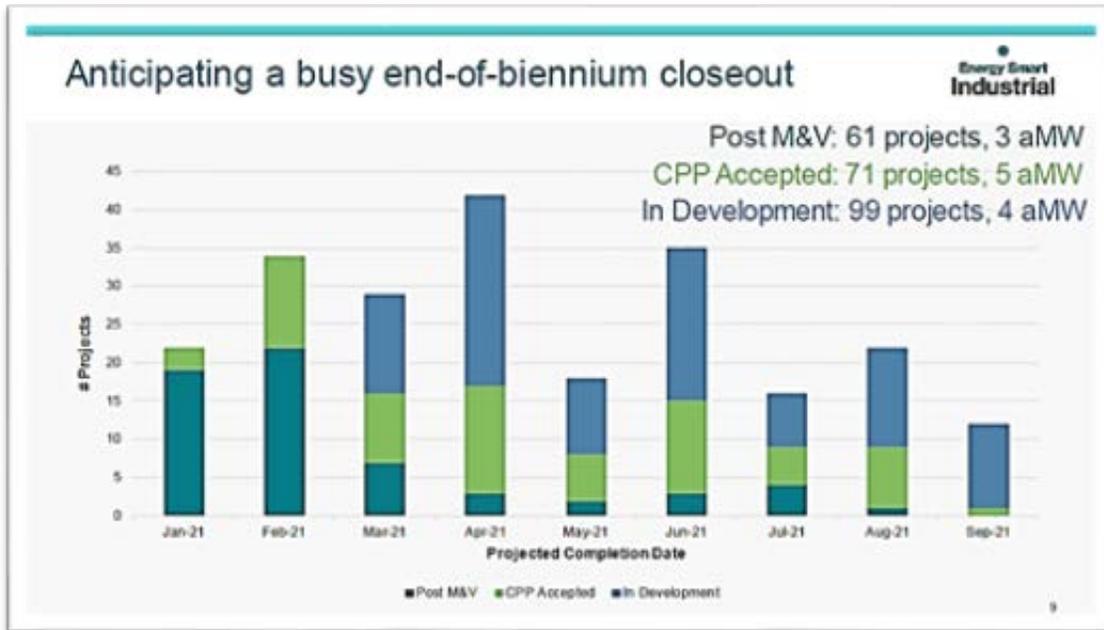
S. Martin: Slide 8 - 23 custom projects have been approved in FY2021 totaling 4.3 million kWh savings; and 14 proposals approved (estimated 2.8 million kWh savings).

Many of these projects were to close by the end of FY2020; could not because of installation delays and limited on-site support.



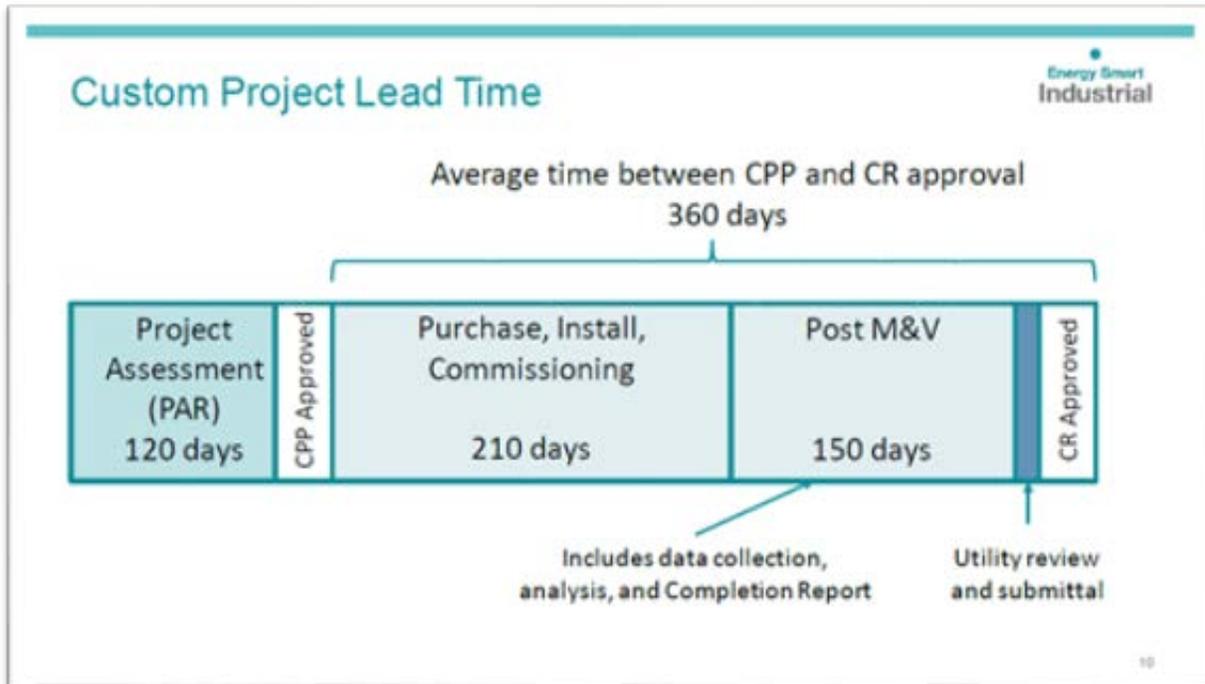
S. Martin: It's January and the "home stretch" of this biennium looms on the horizon. We're cautiously anticipating a busy close-out. This graph shows how Custom Projects appear to be playing out. The ESI team is working to complete project assessments and get commitments from the sites.

Slide 9 - Post M&V projects (bird-in-hand); CPPs Accepted (project conversion rates is ~80%; most have POs issued); In Development projects (the variable component). We appreciate your support.

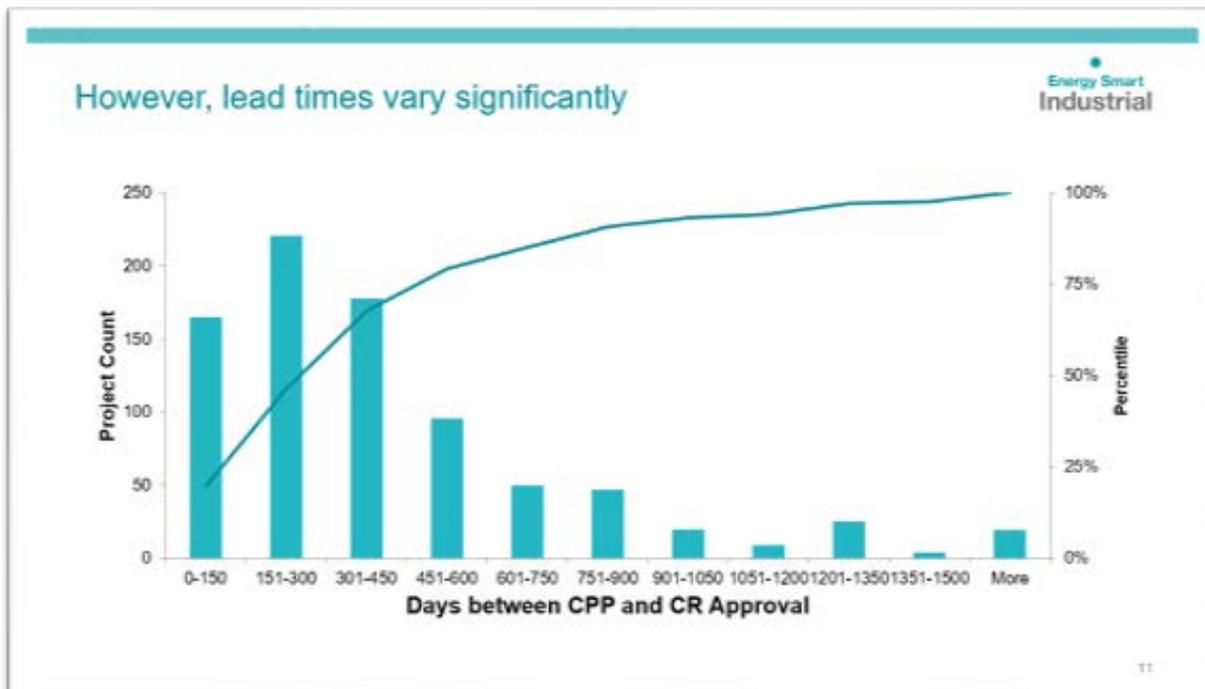


230 custom projects are slated to complete in FY2021, resulting in 12.2 aMW of savings.

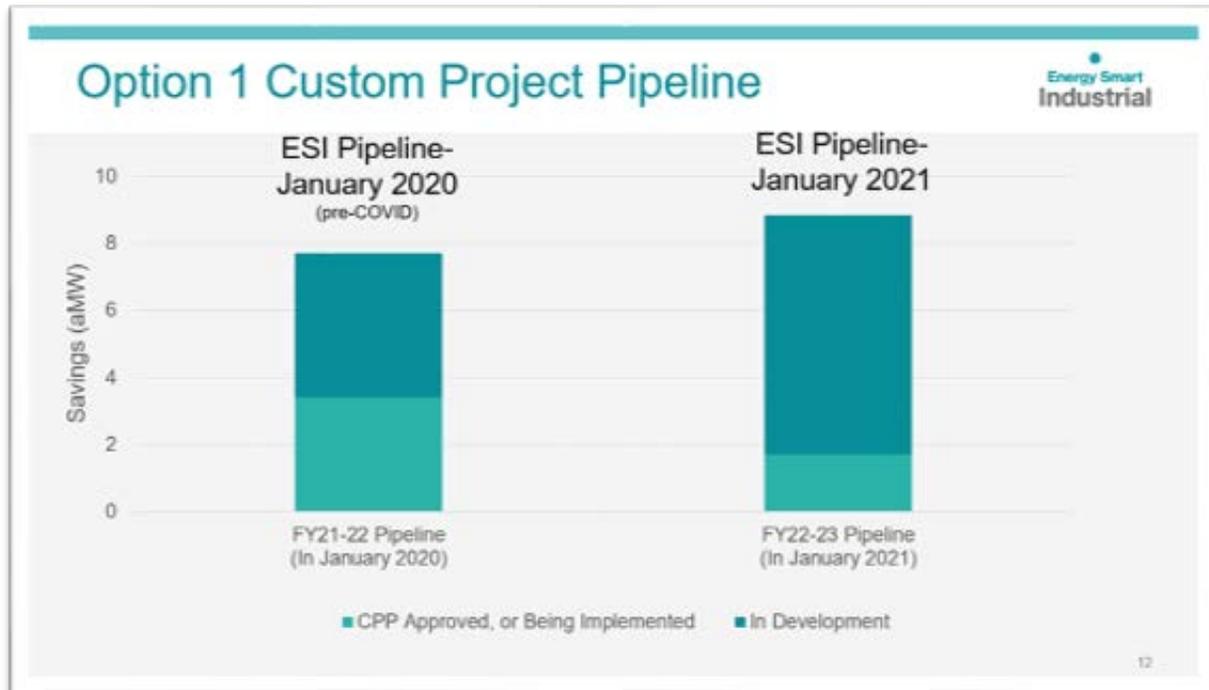
S. Martin: Slide 10 - This slide was shared during a prior ESI Utility Focus Group meeting to share the lead time average for industrial custom projects.



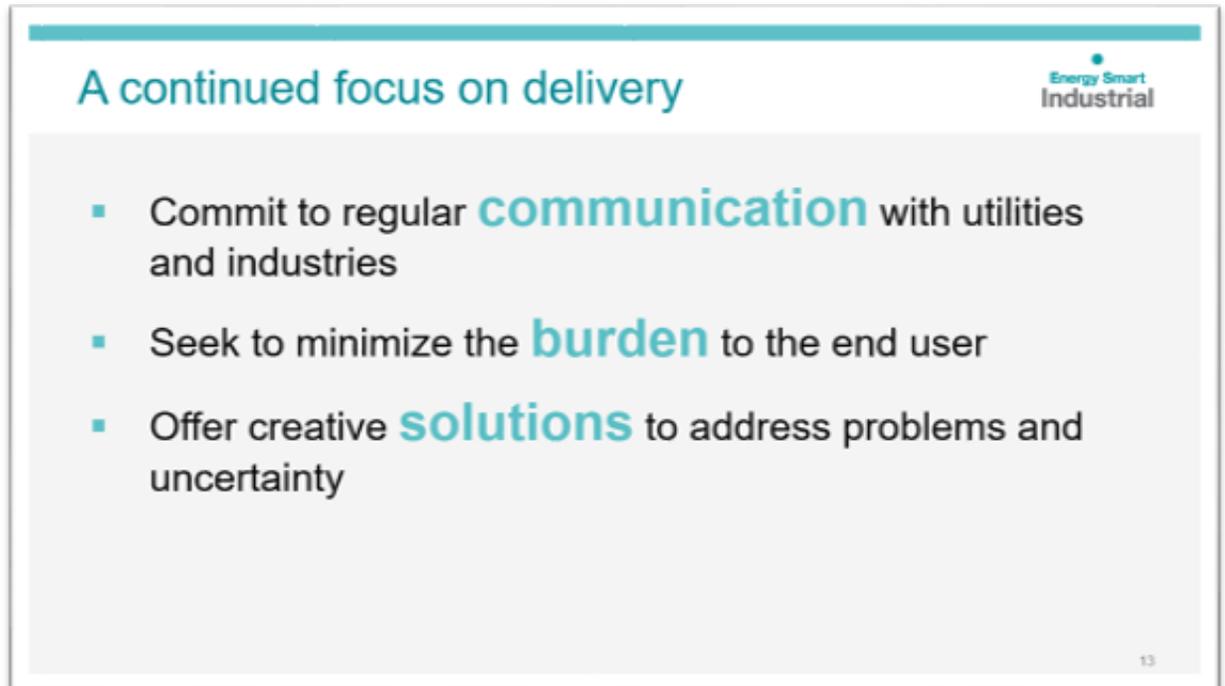
Slide 11 - Here we see how the lead times for different projects vary



- S. Martin: Slide 12 – Forward-looking pipeline, what a difference a year makes! March 2020 COVID hits – can we complete project in the pipeline and create more? Roughly 100 project counts – positive in-development looks good ‘on paper’ ESI will continue to work with sites to help them become CPPs. Custom project proposals and implementing projects has been less than projected.



S. Martin: Slide 13 - We are seeing a busy Q2 and Q3 with ESI's focus to help utilities and sites using key delivery methods; and these three principles will be especially important to 2021:



A continued focus on delivery

Energy Smart Industrial

- Commit to regular **communication** with utilities and industries
- Seek to minimize the **burden** to the end user
- Offer creative **solutions** to address problems and uncertainty

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#1 – Keep communication open - recognize each site and individual is impacted differently; we'll know when there's a need or when to step back and give them space.

#2 – By simplifying the processes and be clear in communicating when there's a request.

#3 – Best way to address problems and uncertainties – offer creative solutions (i.e., capital budgets are frozen) – maybe consider SEM or perform a study; if possible shutdown may delay part of a project – consider breaking project into phases.

E. Mullendore: Slide 14 - April 2021 IM notices of changes at the end of this rate period and beginning of the 2022-2023 Rate Period.

B O N N E V I L L E P O W E R A D M I N I S T R A T I O N

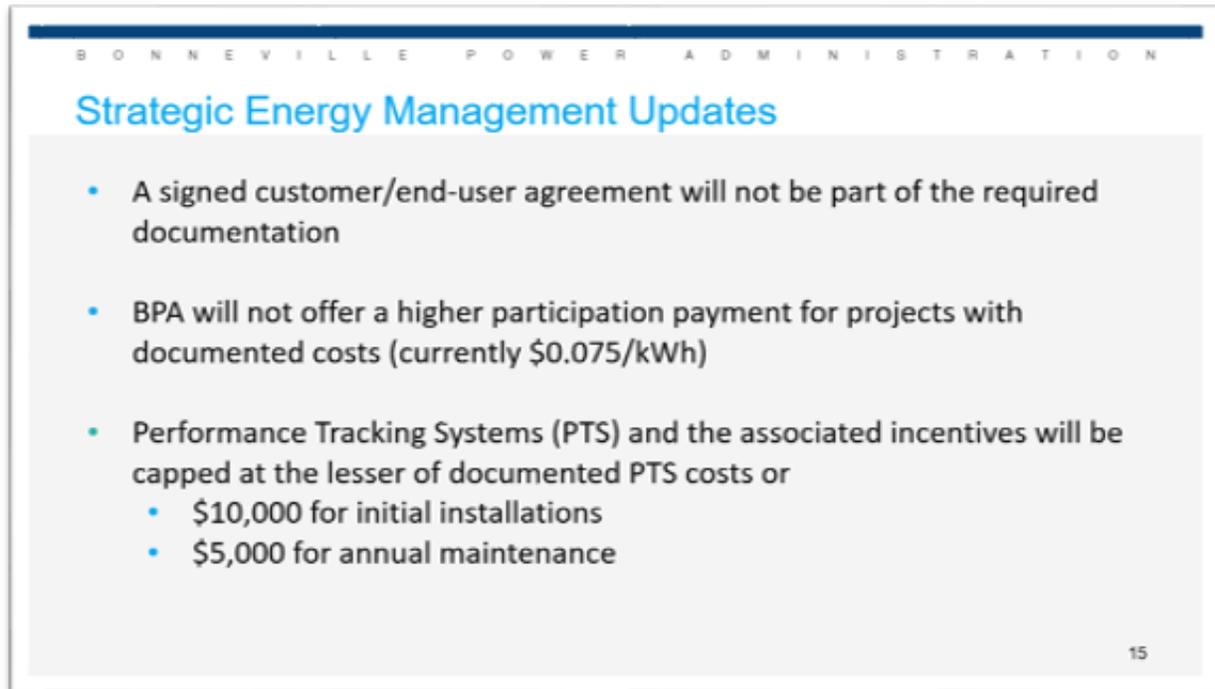
Industrial IM Updates

- Current Energy Project Manager (EPM) and Strategic Energy Management (SEM) offerings will be sunset at the end of the rate period
- EPM sunset was noticed in October 2020 with draft language for replacement measure planned for April 2021 IM Release
- SEM sunset will be noticed in April 2021 IM with draft language for replacement measure planned for October 2021 IM Release

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E. Mullendore: Strategic Energy Management (Slide 15) – key changes are being proposed. PTS has been rarely used and the project gets capped less than \$0.075/kWh. PTS caps for incentives will be reduced and will be separated from SEM as a new non-savings UES measure. Use the UES template.

Generally PTS not as high as earlier projected. The lower cap improves the overall cost-effectiveness.



The slide is titled "Strategic Energy Management Updates" and is part of a presentation from the Bonneville Power Administration. It lists three main bullet points regarding changes to Performance Tracking Systems (PTS) and incentives. The first bullet point states that a signed customer/end-user agreement will no longer be required. The second bullet point states that BPA will not offer a higher participation payment for projects with documented costs (currently \$0.075/kWh). The third bullet point states that PTS and associated incentives will be capped at the lesser of documented PTS costs or specific dollar amounts: \$10,000 for initial installations and \$5,000 for annual maintenance. The slide number "15" is visible in the bottom right corner.

B O N N E V I L L E P O W E R A D M I N I S T R A T I O N

Strategic Energy Management Updates

- A signed customer/end-user agreement will not be part of the required documentation
- BPA will not offer a higher participation payment for projects with documented costs (currently \$0.075/kWh)
- Performance Tracking Systems (PTS) and the associated incentives will be capped at the lesser of documented PTS costs or
 - \$10,000 for initial installations
 - \$5,000 for annual maintenance

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Customers: Are there any concerns with these changes? Or are there any other changes you would like to see made to either the SEM or PTS measures for the next rate period? Please let me know.

Emma J (SCL): Will there be measure life updates?

E. Mullendore: For 2022-2023 Rate Period, it will continue to be a 1 year measure life; however following the evaluation completion it would be adjusted in the following 2024-2025 Rate Period.

Slide 16 - Jen Langdon from Cowlitz PUD and Eli Volem from Eugene Water and Electric Board will share their “stories from the field” – What are their reactions to the ESI Program’s Remote Engagement efforts?



Jen L. (Cowlitz): 80% of Cowlitz’ I-937 reported savings comes from our Industrial sector. Working with multiple EPMS – weekly in-person meetings (Pre-COVID); Post-COVID we have shifted our focus to maintain the remote EPM weekly meeting to ensure progress continues. Our ESIP, Jimmy Sauter, will share some additional details...

J. Sauter: We haven’t changed our standard protocols – we have added video and phone support, and sharing screens. Over time we have gotten better; closing out remotely using ESI HUB site, taking pictures. Benefits to Remote Engagement:

- Strengthened relationships – quick response.
- Helps keep projects moving; meeting every 2 weeks (cadence) ensures consistent projects throughout the year.

Daniel M.
(Cowlitz):

Regarding Industrial lighting at Cowlitz, we hold weekly meetings to organize lighting projects (EPM Project Manager and contractors) – have better meetings – lots of advantages to remote engagement – shorter commute, screen share – able to knockout project items – may continue these post-COVID.

Regarding lighting field work – photo/video post project. Linear has been great; hodge-podge not so much. Video chats – can be challenging. Use Dropbox to share video files, etc. Rely on customer (end user) – they have to marshal tech and imp camera skills. Getting back onsite will be good.

Eli V.
(EWEB):

I am a Key Accounts Manager at EWEB – wanted to share the success we've had with International Paper. We have a Power Sales contract with IP and they own a 25 MW generator. We used to have quarterly in-person meetings which included a commute. It would usually take some time to get up to speed; if we canceled took time to get situation at the mill. Post-COVID: we use Skype for Business with some lessons learned – i.e., frequent sound issues; switched over to MS Teams, use the same format as in-person meetings – the video feature is great! We are able to share documents and look at the same thing. Saving paper and is very efficient.

There were some other tech challenges – internet browsers or the lack of cameras – workaround: login to MS Teams with computer and use phone to call in. We use the 'raise hands' feature and also the 'chat' functionality.

The M&V challenges – collecting documentation. Our ESIP is Ray Hardiman...

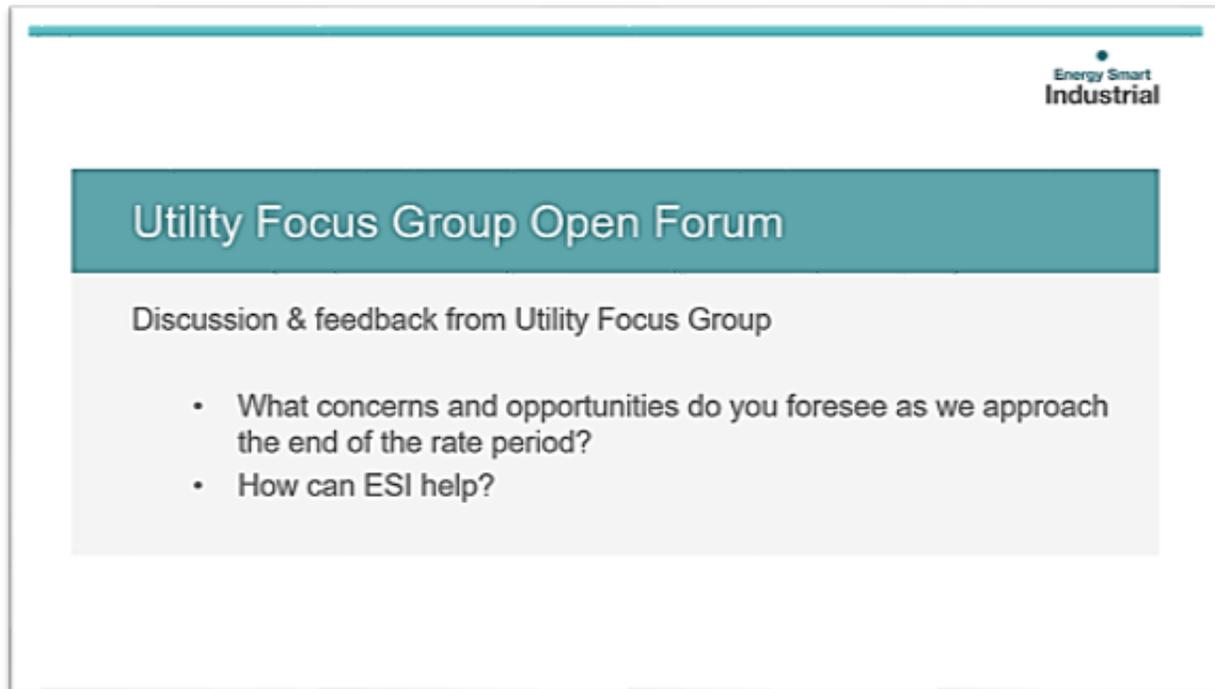
Ray H:

Attendees are more relaxed with these meetings; more engagement – we make more progress and they are more productive.

Eli V:

We've been able to meet with top management; it is very effective and has helped to build/maintain relationships!

E. Mullendore: Slide 17 - Thank you Jen, Jimmy, Daniel, Eli and Ray for sharing. Let's move on to the "Open Forum" – would anyone like to share any ESI activities? Or Address feedback on questions? Questions about the upcoming Rate Period?



The slide features the Energy Smart Industrial logo in the top right corner. The main title is "Utility Focus Group Open Forum" in a teal box. Below it, the subtitle is "Discussion & feedback from Utility Focus Group". The content area contains two bullet points: "What concerns and opportunities do you foresee as we approach the end of the rate period?" and "How can ESI help?".

Tom H (SnoPUD): When will the PTS caps begin?

E. Mullendore: April 1, 2022 – when the new Rate Period will begin.

Emma J (SCL): Will there be FAQs on the new reporting requirements?

E. Mullendore: During the new Rate Period we will be using Bonneville Energy Efficiency Tracking System (BEETS), everyone should prepare for that transition.

Terry M. (BPUD): Suggest an alternative to PTS: AMI Smart Meters – allows access to data in 1 hour and even 15 minute increments. Benton PUD trying to find ways for end users to replace PTS over to AMI Smart Meters – we can easily download. Disadvantage with these meters is that they are 'whole building;' however, if you do not know – BPA has sub metering equipment available and also the staff to support it. I would encourage you to look for other opportunities to reduce 3rd Party costs for PTS.

Tom H. (SnoPUD): How should utilities manage SEM contracts that begin under the current IM, but will still be in force after April 1, 2022?

- E. Mullendore: Understand utilities need to manage expectations with end users – BPA recommends utilities work with ESI and BPA staff as individual SEM contracts are being developed - we are here to help. Let's move on – Steve Martin will share the Compressed Air Technical Training Pilot that the ESI Program partnered with utilities.
- S. Martin: Slide 18 - Compressed Air Training was held – Basic training on why compressed air is often a good energy savings opportunity. There are six popular project types and low- and no-cost opportunities and common upgrades (dryer upgrades and new VSD compressors).

Compressed Air Technical Training Pilot Energy Smart
Industrial

- 90-minute ESIP-facilitated Compressed Air Technical Training
- Designed to engage small-medium end users with single compressor systems
- Contact BPA EE staff or ESIP if interested in scheduling a web-based training for your customers

Compressed Air 101

Common energy savings opportunities

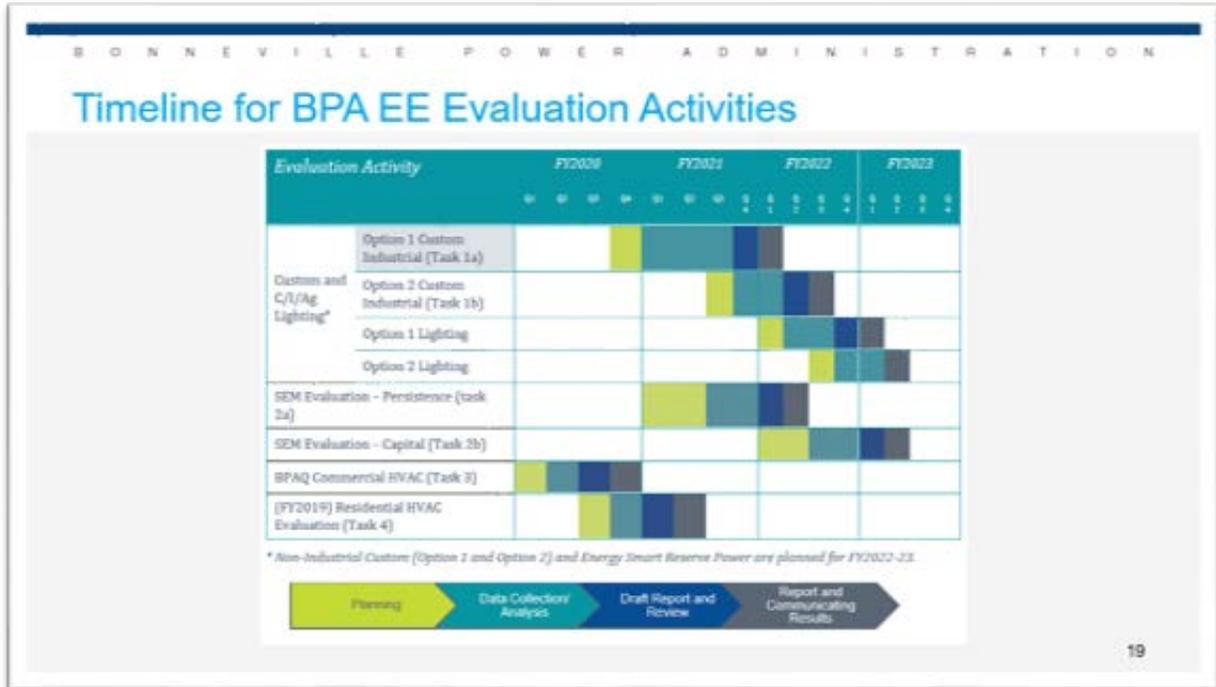
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15 attended and the ESIP is following up on the leads. Jimmy Sauter is the compressed air subject matter expert.

We would like to continue to coordinate with other utilities to host another session with 15-20 end users to attend. Reach out to your ESIP if you are interested.

T. Amundson: Slide 19 – As was shared at the previous Quarterly ESI UFG, there are several BPA evaluations with the Option 1 Custom Projects being in full-swing. The Planning and Evaluation team and evaluators have selected 60 projects; 40 will be focused with 20 backups.

Melissa Podeszwa, Energy Efficiency Representative that is helping your EERs to notify utilities and assist with end user notices.



As mentioned earlier, the upcoming SEM Evaluation will focus on Persistence and it could impact measure life. There could also be other SEM and Custom Project impacts.

E. Mullendore: Thanks Todd. So to wrap-up...Slide 20



Slide 20: Wrap-up and Reminders. The slide features the Energy Smart Industrial logo in the top right corner. The main content is a list of two items. The first item is a Q3 Utility Focus Group meeting, with the original date and time (11:00-12:00 PST, April 13, 2021) crossed out with a blue line, and a new date and time (Rescheduled: 11:00-12:00 PST, April 20, 2021) written in blue text below it. The second item is 'Save the date for Efficiency Exchange!' with the dates May 25-27, 2021. The slide number '20' is in the bottom right corner.

Wrap-up and Reminders

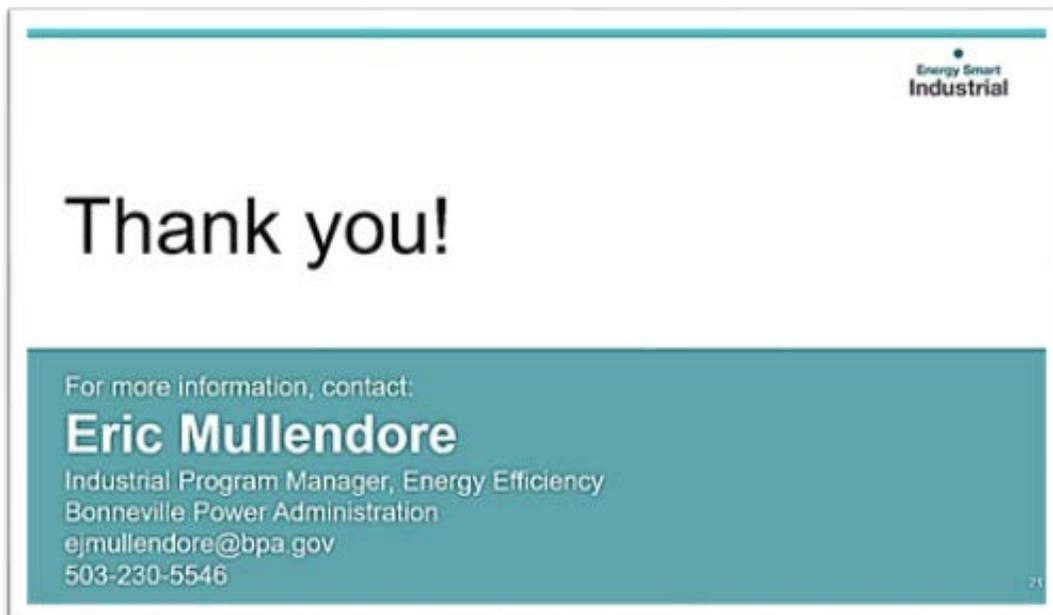
- Q3 Utility Focus Group meeting
~~11:00-12:00 PST, April 13, 2021~~
Rescheduled: 11:00-12:00 PST, April 20, 2021
- Save the date for Efficiency Exchange!
May 25-27, 2021

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Mark your calendars...and let us know if the next ESI UFG is going to be an issue. Suggested topics, please submit them to Jennifer Wood (jlwood@bpa.gov) or myself (contact info on last slide).

The 2021 Efficiency Exchange Conference planning is underway, the deadline to submit suggested topics ended on January 29, 2021.

Looking forward to a good quarter!



Slide 21: Thank you!. The slide features the Energy Smart Industrial logo in the top right corner. The main content is the text 'Thank you!' in a large, bold, black font. Below this, there is a teal-colored box containing contact information for Eric Mullendore, including his title, organization, email address, and phone number. The slide number '21' is in the bottom right corner.

Thank you!

For more information, contact:
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