

NOTES

Energy Smart Industrial

Utility Focus Group Meeting

April 26, 2022

Facilitator:

Eric Mullendore
Commercial and Industrial Sector Lead
Energy Efficiency
Bonneville Power Administration

Attendees

Name:

Alan Fraser
 Amy Walton
 Brandy Neff
 Hough
 Don Newton
 Eli Volem
 Jacob Henry
 Jason Bird
 Jen Langdon
 Kelsey Lewis
 Lori Froehlich
 Matt Walker
 Robert Frost
 Robert Marks
 Travis Hardy
 Terry Mapes
 Zeecha Van Hoose

Company Name:

Tacoma Power
 Lower Valley Energy
 PNGC Power
 EWEB
 Flathead Electric
 EWEB
 Lewis PUD
 City of Idaho Falls
 Cowlitz PUD
 Snohomish PUD
 Clark Public Utilities
 Tacoma Power
 Benton PUD
 Snohomish PUD
 Northern Wasco PUD
 Benton PUD
 Clark Public Utilities

Name:

Bill Kostich
 Brice Lang
 Boyd Wilson
 Eric Mullendore
 Jacob Schroeder
 Jennifer Wood
 Kyle Barton
 Max Reichlin
 Shelley Layton
 Steve Martin
 Todd Amundson

Company Name:

Cascade, ESIP
 BPA, Contract Officers' Technical Rep
 BPA, Energy Efficiency Representative Bill
 BPA, C&I Sector Lead
 Cascade, Energy Management Manager
 BPA, Contracted Program Specialist
 BPA, ESI Program Manager
 Cascade, ESIP
 Cascade, Program Specialist
 Cascade, ESI Operations Manager
 BPA, Industrial Technical Lead & Engineer

Steve Martin: Welcomed everyone and reviewed the meeting agenda

Agenda		Energy Smart Industrial
Opening Topics <ul style="list-style-type: none"> Safety Update Review UFG Survey Results 	Eric Mullendore	11:00 – 11:20
ESI Program Updates <ul style="list-style-type: none"> SEM updates EPM updates Evaluation Studies 	Jacob Schroeder Steve Martin, Zeecha Van Hoose Todd Amundson	11:20-11:40
UFG Open Forum	All	Remaining time

This month's Safety Topic/Update: Hearing Protection. Hearing protection is key to any onsite work, but is also valuable when working at home. We all need to be aware of any range of noise levels and their sources, and be intentional - because they can cause both temporary and long-term (permanent) hearing loss.

April Safety Topic – Hearing Protection

Industrial Hearing Protection is Important!

- Noise can cause temporary or permanent hearing loss
- Amount of loss depends on intensity of the noise and duration

Noise Levels for Common Carpentry Tools

Tool or Task	Approximate Noise Level (dB)
Hammer Drill	105
Chain Saw	102
Chop Saw	100
Miter Saw	98
Impact Wrench	95
Tile Saw	92
Circular Saw	90
Hand Drill	88
Metal Shear	85
Router	82
Belt Sander	80
Planer	78
Table Saw	75
Orbital Sander	72
Mortising	70

Adapted from Haydon DS, Zachmann EL. Relevant Test Methods for Establishing Sound Power Levels of Powered Hand Tools. Noise Cont. Eng. J. 57(3):219-226, (2006).

Steve Martin: At times it's treated as an afterthought. Some sites provide hearing protection devices; however, the ESI team has their own. Insertion is critical, and Cascade Energy is evaluating custom ear plugs for employees, as they provide a higher level of protection. They are also looking at Bluetooth hearing protection which would enable staff to be able to converse in very noisy areas/environments.

April Safety Topic – Hearing Protection Energy Smart Industrial

Factors considered when selecting hearing protection devices include:

- Noise hazards
- Noise frequencies
- Fit and comfort
- Noise reduction
- Rating



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Another consideration is “when” one should wear hearing protection, and in our work, that’s addressed in the Job Safety Planning phase. Also, arc flash boundary requires hearing protection. There are even some environments that require double hearing protection. Let’s move onto to the next agenda topic and Eric Mullendore...

April Safety Topic – Hearing Protection Energy Smart Industrial

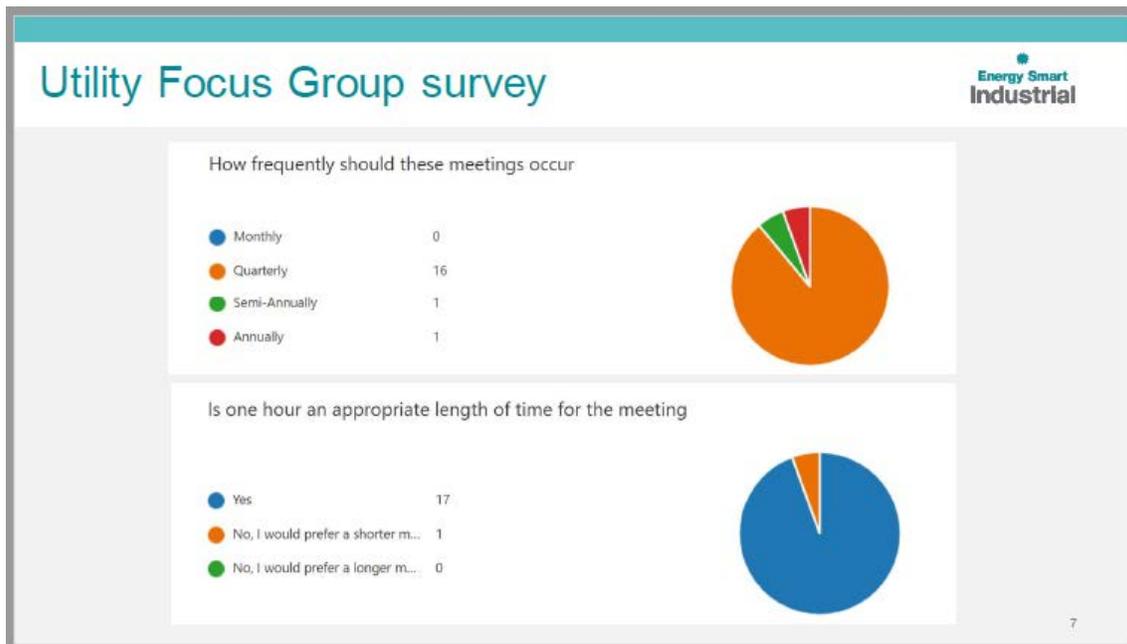
When to wear hearing protection:

- The end user’s safety program requires it, or warning signs are posted
- When performing or assisting with electrical work
- Anytime working near intense noise



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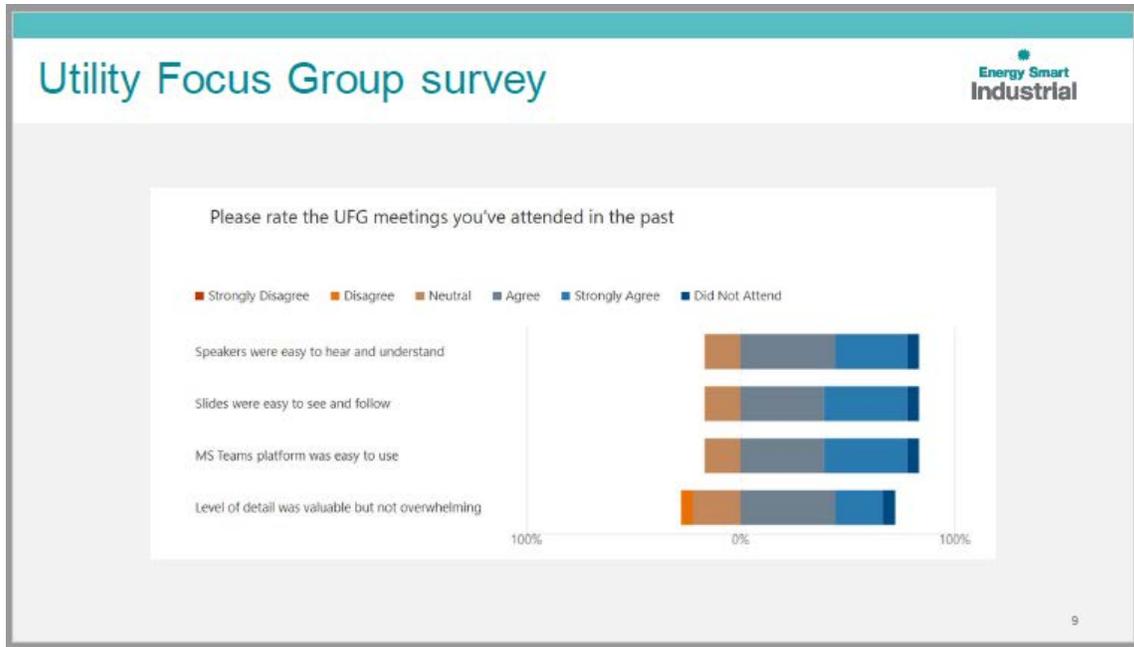
Eric Mullendore: BPA sent out a survey in mid-February. Thank you, to the 18 utility representatives that responded to it. Here are the results...



The survey referenced high-level topics (i.e., Project Success Stories, Utility Information Sharing, BPA EE Topics, and ESI Program Updates) and some respondents felt like we may have spent too much time on success stories. As we reviewed the results, we've decided for future meetings, we will begin to focus more on programmatic topics.



Eric Mullendore: It would seem that MS Teams is a good platform, and some of the respondents felt that the level of detail in the presentations has been valuable and not too much. As I stated earlier, we will be focusing on the key takeaways of the success rather than delve into the technical details.



Below are some of the topics that we've covered in the past and some in the future. Programmatic and evaluation details are preferred. Again, on this slide anywhere you see a little orange below, we are getting too into the weeds. We will focus on key details.



Eric Mullendore: There were some new topics suggested that we are considering.

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Potential topics for July UFG

- Insights from end use customers addressing:
 - What challenges they face
 - What do they need from their utility?
- Custom Project non-energy benefits (NEBs)



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With the 2021 Power Plan...looking into NEBs and the impact of them along with cost-effectiveness.

We appreciate everyone's participation on the survey – please reach out directly with any other suggestions that you may have. Let's invite Jacob Schroeder to talk discuss the Strategic Energy Management (SEM) Updates.

Jacob Schroeder: We are currently in the middle of scoping and planning – this is exciting. We could not have done it without all of the help from YOU utilities – for engaging the sites and helping to recruit these potential participants. Also this slide shows how geographically distributed.

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SEM Updates | Recruiting

Scoping and Planning
at **16 sites**
across **4 states**

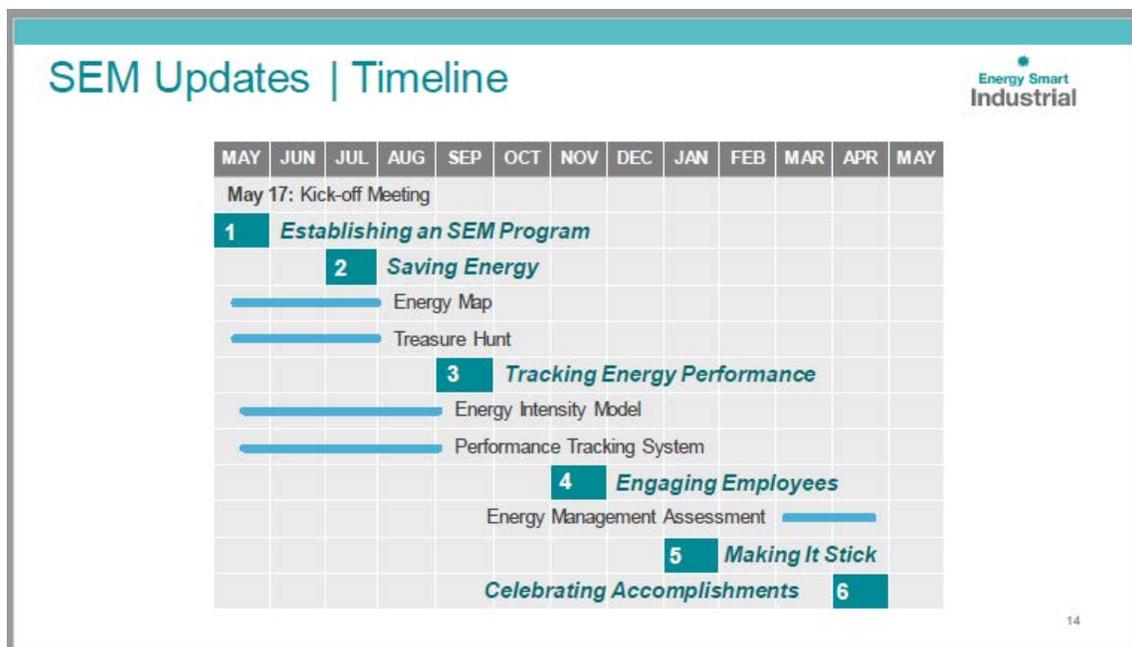
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Jacob Schroeder: There are quite a breadth of industrial that will be represented. This is exciting and new... to our ESI Cohorts. It should make for a very engaging cohort. Enrollment discussions are still ongoing. We were targeting around 12 participants. There may be other programmatic offerings that will benefit the site.



Would SEM be a good fit for sites right now? We are also looking at launching another cohort in FY2023. If you know of any other interest, please let your ESIP know.

After the Kick-off meeting, we will be having cohort workshops every two months. In the near term we will be starting some "treasure hunts" soon. We expect the first-year savings performance period to be June 1, 2022 to May 31, 2023.



Jacob Schroeder: We have a new Rate Period FY2022-2023 Implementation Manual with a new SEM enrollment requirement. Enrollment application calls out basic information – mainly need assurance that the participant will engage in the two-year performance period. There is not a required SEM Agreement; however ESI can provide an example.



The slide features a teal header with the title "SEM Updates | Enrollment" and the "Energy Smart Industrial" logo. On the left, a photograph shows a person in a blue suit signing documents. The right side contains text under the heading "Enrollment Steps Effective April 1, 2022".

SEM Updates | Enrollment

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Enrollment Steps Effective April 1, 2022

SEM Enrollment Application

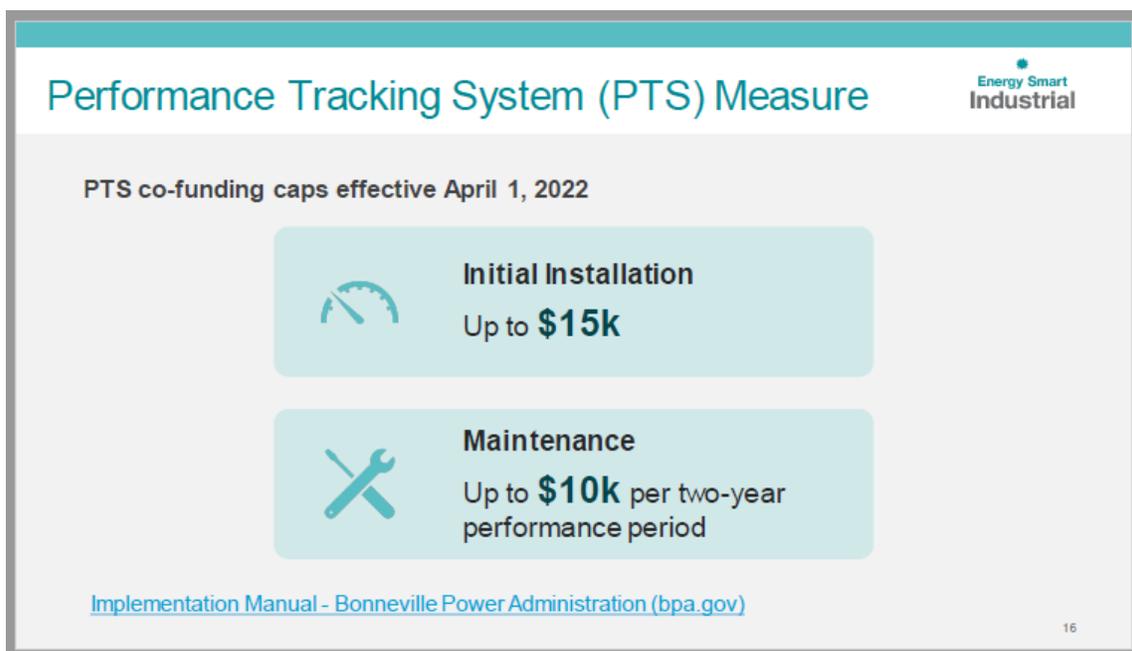
- Verify that participant is committed to a **two-year** engagement
- Completed by utility/ESIP

Utility/End User SEM Agreement

- Not required but still good practice
- ESI can provide an example

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The new IM has a new PTS Measure (Section 10.3.3, page 81) with different co-funding caps for both the initial installation and maintenance costs. The \$10K (maintenance incentive) does not have to be evenly divided among the two-year performance period; it is up to you.



The slide features a teal header with the title "Performance Tracking System (PTS) Measure" and the "Energy Smart Industrial" logo. The main content is titled "PTS co-funding caps effective April 1, 2022" and lists two categories: "Initial Installation" with a gauge icon and "Maintenance" with a wrench icon.

Performance Tracking System (PTS) Measure

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PTS co-funding caps effective April 1, 2022

Initial Installation
Up to **\$15k**

Maintenance
Up to **\$10k** per two-year performance period

[Implementation Manual - Bonneville Power Administration \(bpa.gov\)](https://www.bpa.gov)

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Steve Martin: EPMs are individuals that are designated to oversee the energy portfolio at a site. There've been 45 EPMs that have booked over 50 aMW of energy savings – they have had an impact on facility energy efficiency. Section 10.3.1 (page 77) of the new Rate Period FY2022-2023 IM – I encourage utilities to give that a read.

The updates in the new IM make EPMs easier to enroll and administer. As many of you may recall, the minimum savings goal used to be 1 million kWh. Now it is easier for industries and commercial sites meet the lower savings goal for the initial enrollment. The lower goal of 200,000 kWh only applies the time of enrollment. The former progress payment structure has been replaced – EPM payments are now based on completed project savings. This eliminates the need for salary documentation. BPA's willingness to pay, or WTP, is \$150K per biennium, but utilities still retain the option to cap the EPM co-funding at a lower amount. The EPM Comprehensive Site Plan focuses on finding and tracking projects.

Energy Project Manager, Measure Updates

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Effective April 1, 2022

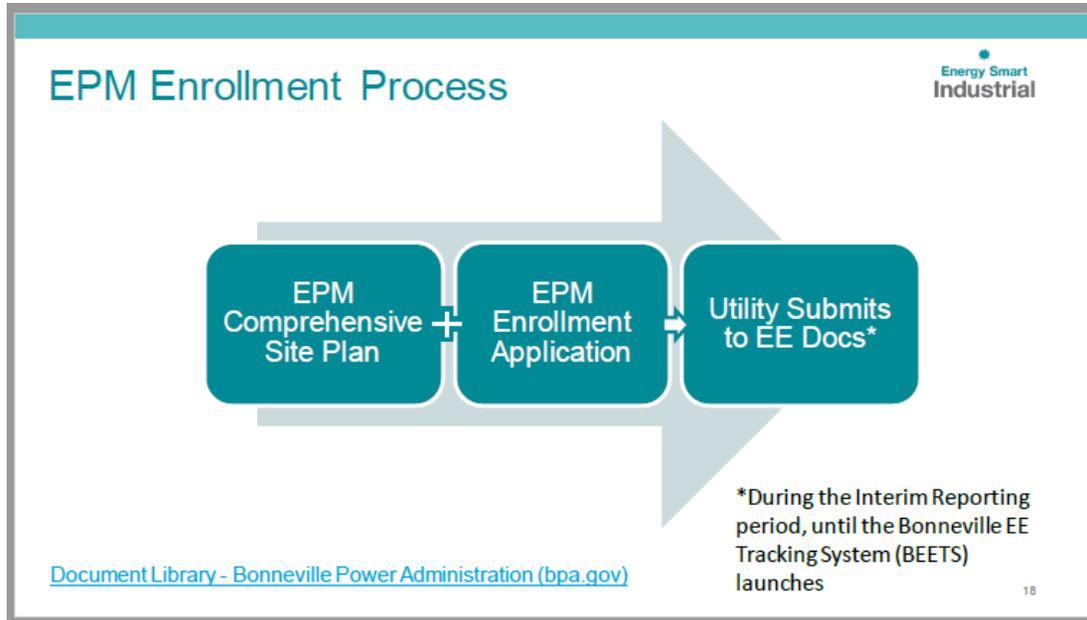
- Savings goal lowered to 200,000 kWh
- EPM co-funding based on verified savings (no salary documentation required)
- BPA WTP capped at \$150K per biennium
- Enrollment process streamlined



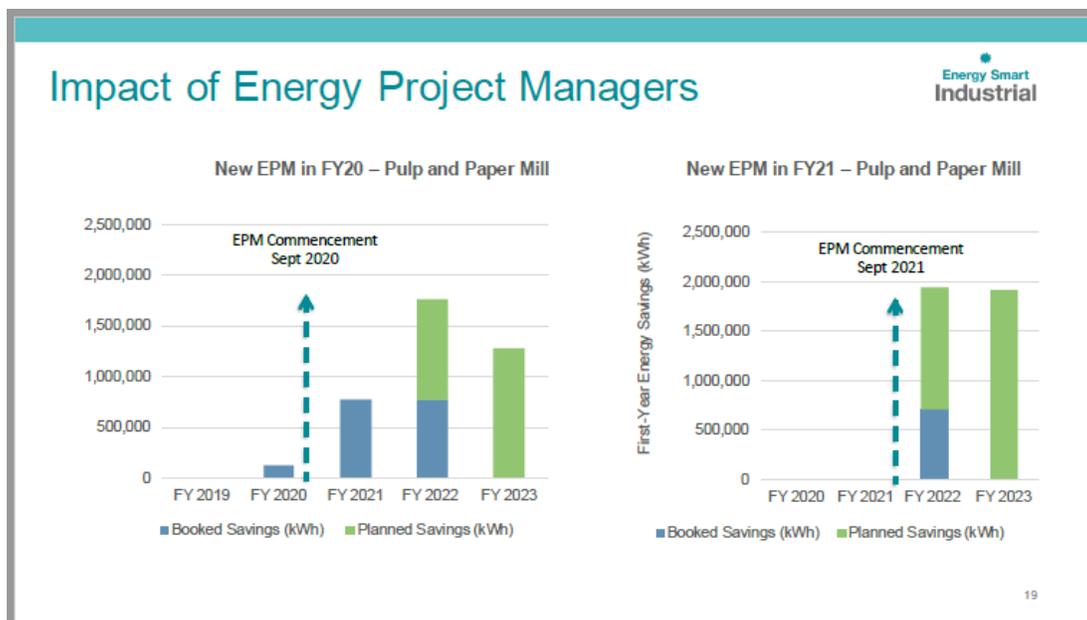
[Implementation Manual - Bonneville Power Administration \(bpa.gov\)](#)

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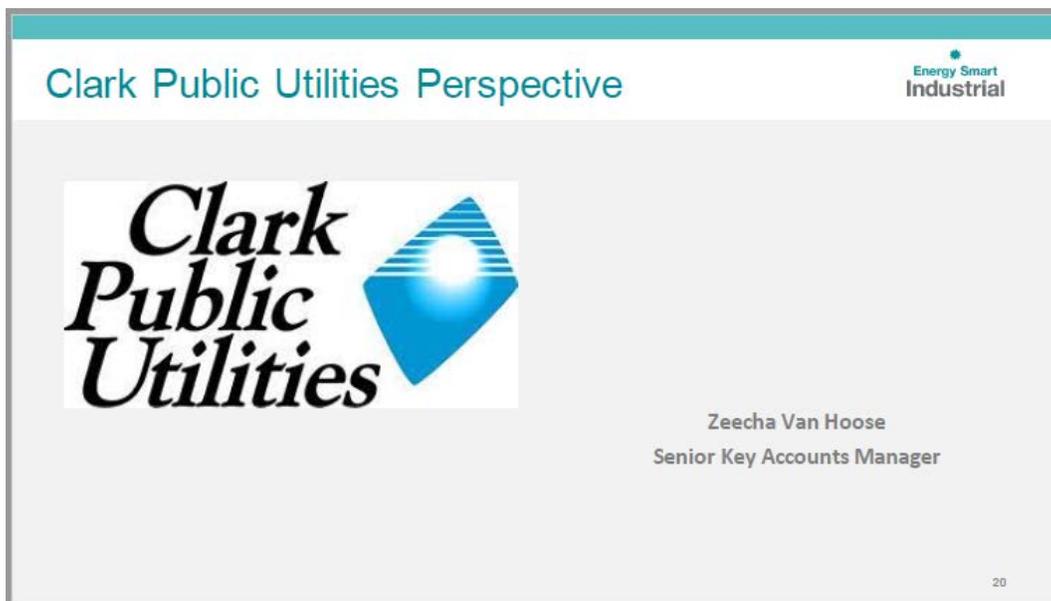
Steve Martin: Like SEM, BPA no longer requires an EPM Agreement; but rather the emphasis is on project identification at the start. The EPM Comprehensive Site Plan (list of projects identified), along with EPM enrollment application is available on BPA's online Document Library. ESIPs are available to assist utilities with this new process. ESIP Nosh helped Idaho Falls Power submit the first.



Slide 19 shows the value of the EPMs. During the pandemic we only enrolled two EPMs at Central Lincoln PUD: there was technical opportunity, capital budget to spend and someone with EE focus and skills to implement. Went from zero to the neighborhood of 1 million kWh or above. Both utilities have visibility of what is coming down the pipeline. If any of the three are missing, consider programmatic options other than EPM. If these attributes are present, then placement of a new EPM is a reliable strategy to boost savings at a site.



Steve Martin: Zeecha Van Hoose was the very first EPM in the region – in her previous life - and she is the first to make the transition from working at NORPAC over to working for a utility. We would like to get Zeecha's perspective on the EPM measure.



Zeecha Van Hoose: I used to be a project engineer and helped NORPAC identify and work with the facility management to develop the project and get endorsement and funding to move project forward. When I joined Clark, we started (and still have) two EPMs. One works with food processors to collaborate for an EPM to help multiple industries. This has been a great position. He is a shared industrial EPM – recently working with a property owner (from back east) to interface and review projects, etc. to get the EE projects pulled together.

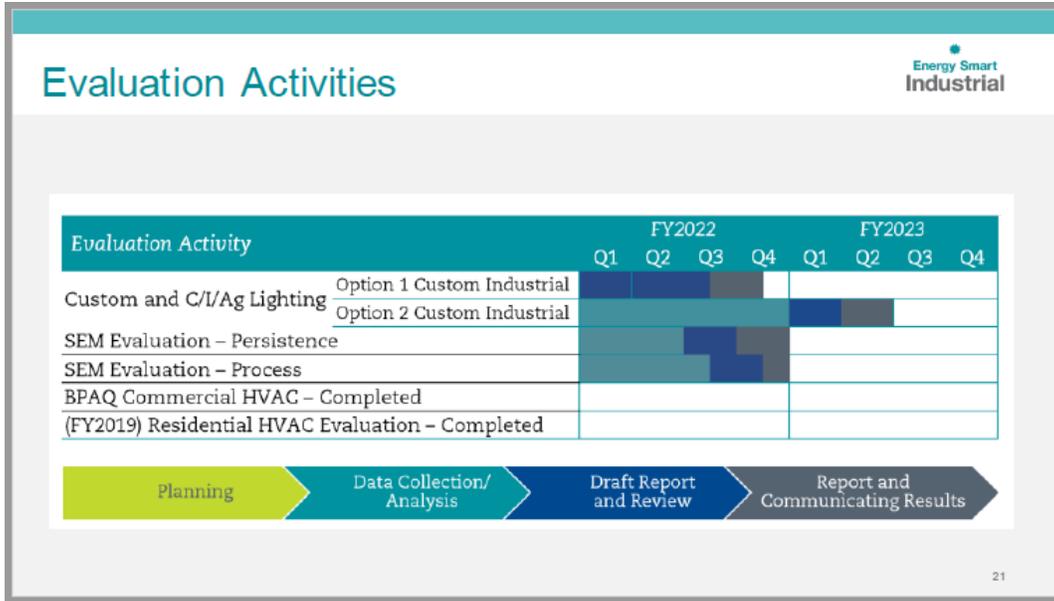
This EPM also works with a high-tech manufacturer to provide the extra hand-holding and beyond the scope of work as outlined in the ESI program.

We are also going into our 8th year with another EPM which has helped bring custom projects, lighting and SEM projects to implementation. We are able to leverage those resources at the site level – and it is a valuable addition to Clark's overall program.

If anyone has questions, I am able to chat now or could meet with you to talk another time on the value of this measure.

Steve Martin: Thank you Zeecha for sharing your experiences. Now let's move on to Todd Amundson to talk about BPA's evaluation activities.

Todd Amundson: I am going to talk about the different evaluations that are underway. Industrial efforts make up a large portion of BPA's savings, so we presently have four industrial evaluation studies. For the Option 1 Custom Industrial one, 60 projects were sampled, 40 in the sample and 20 out of sample. An external stakeholder webinar is scheduled for June 30. The Option 2 Custom Industrial Impact Evaluation will wrap-up midway through FY2023 (there will be 25 sampled, 22 'primary' and 3 as backup). SEM Evaluation Persistence is underway with 15 sites total. Over 1/3 are completed, with initial results looking promising and final reporting will be in October 2022. We will be wrapping up the Process Evaluation (51 sites selected) by the end of the FY. Most, if not all, utilities were notified of evaluators' plans to contact end-users last month (March).



Eric Mullendore: Now we'd like to open it up to any questions – can be focused on energy management, or if anyone has questions about the other things that we've talked about today? Are there any challenges or issues that you would care to share – that you or any of your industrial end users are facing?

Utility Focus Group Open Forum

Discussion & feedback from Utility Focus Group

- Questions related to new IM rules for SEM and EPM
- Project successes
- Other topics for upcoming UFG calls

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Zeecha Van Hoose: It's not an issue, just wanting to know if you can share where BPA is at with BEETS (or the Bonneville Energy Efficiency Tracking System)?

Eric Mullendore: We still do not have an "official launch date" but we are nearing our end-to-end testing stage. There's been a lot of progress made, but we are looking forward to working in a system where we ALL can see the status of projects from beginning to end.

With the delay of BEETS we had to quickly change the SEM and EPM reporting back to Excel documents that need to be submitted into IS2.0 and the Customer Portal.

Steve Martin: One common question is the term or duration of the EPM. It used to be a 12 to 18 month window with a contract renewal; it can now be structured as a rolling enrollment as long as there are projects and also depends on a utility's interest in continuing with an EPM position. BPA wanted to streamline this measure, and realized there were some earlier issues that came up with earlier EPMs and project delays, that caused issues – but utilities are able to structure the EPM measure how they see fit. Utilities may still specify an end date, but a set term is not required by the IM.

Eric Mullendore: Moving long to some key events that are taking place in the near future.

Wrap-up and Reminders

- Momentum Savings & Market Research quarterly call – Wednesday May 4th 9-10 am
- Tentatively scheduled: Option 1 Custom Project Impact Evaluation – June 30th 10-11 am
- C&I SEM M&V Guide Training: **June 2nd 11-Noon**
- Next Utility Focus Group meeting – Tuesday July 12th

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I do not believe the invite has gone out externally for June 30th – so watch out for it in the BPA Weekly Announcements – Option 1 Custom Project Impact Evaluation.

C&I SEM M&V Reference Guide – new document replaces the ESI MT&R Reference Guide – this has been scheduled for June 2nd – but invitations have not gone out. We will presenting some of the key details that relate to Commercial and Industrial efforts.

The next Utility Focus Group is scheduled on Tuesday, July 12th – if you have a particular topic that you would like us to explore or would like to share a success story or experiences working in the industrial sector. We are always happy to find volunteers; but if you wouldn't mind sharing successes or issues that you are experiencing – it is always appreciated.

Meeting Adjourned: 11:56 am

Thank you!

For more information, contact:

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