



Making the Most of BPA's Commercial Program Offerings

Moderated by:
Allie Robbins
BPA Energy Efficiency

Presenters

- Lizzy Safranski, Clark County Public Utilities
- Mattias Järvegren, Clallam County PUD
- Don Newton, Flathead Electric Coop

Thank you!

Please remember to complete your evaluations!

For more information, contact:

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Clark Public Utilities EE Commercial Programs



Lizzy Safranski
Energy Resources
May 8, 2012

Clark Public Utilities



Electric Utility

- Southwest Washington State
- Service area: All 628 square miles of Clark County
- Customers: 184,000
- Employees: 324
- 2010 operating revenue: \$354 million
- 2010 electricity sales: 4.77 billion kWh



- Commercial Programs
 - CLIP
 - Custom
 - Energy Smart Grocer
- Clark's EE Tracker
- Challenges
- Tips

The screenshot shows the Clark Public Utilities website. The header includes the logo and navigation tabs: MY ACCOUNT, YOUR HOME, YOUR BUSINESS, PAYMENT OPTIONS, OUR ENVIRONMENT, COMMUNITY INVOLVEMENT, and B2B. A breadcrumb trail reads: You are here: Home → Your Business → Business conservation programs. A search bar is present on the right.

Business conservation programs

Check here for the latest information about programs we have available to help our business customers to become more energy efficient.

On-site Energy Assessment
Many business owners are interested in improving the energy efficiency of their buildings, but do not know how to identify which improvements present the most effective investment opportunities. [Key Accounts Managers](#) can provide a walk-through of your building to help identify cost efficient opportunities to improve your buildings energy efficiency and reduce your energy operating costs. There is no charge for this service.

Commercial/Industrial Lighting Incentive Program (CLIP)
Recent advances in lighting technology can increase energy efficiency and reduce maintenance costs. Modeled after the Bonneville Power Administration lighting program, CLIP provides financial incentives for building owners to improve the efficiency of their building's lighting technology. The utility along with independent contractors offer a lighting audit and provide energy efficient, short cost recovery lighting upgrades. This program is also available for new construction projects.

Small Commercial Ductless Heat Pump (DHP)
DHPs have the ability to heat and cool homes at a fraction of the cost of baseboard and wall heaters. They are also quieter, safer and able to heat rooms evenly. A new incentive program is available for DHP installations in qualifying applications. This program offers a financial incentive for each DHP installation in eligible converted houses and strip malls. If program requirements are not met, the installation may still be considered as a custom project.

Compressed Air Audits
Compressed air can be the most critical component in manufacturing operations. A utility-funded audit by a professional energy specialist can not only identify energy efficiency gains, but can also lead to improved air supply, enhanced maintenance cycles, and noise reduction by identifying and fixing air leaks. Financial assistance is available to support the completion of a compressed air audit at your facility.

Custom Energy Efficiency Improvement Projects
If you are replacing or installing new equipment that is energy efficient and above code minimum/standard practice, we can provide financial incentives. Examples are: compressed air improvements, HVAC upgrades, VFD installations, refrigeration upgrades and general process energy system improvements.

Proposals must be submitted for pre-approval prior to implementation/purchases. The purpose of the proposal is to document what is to be done, calculate an estimated incentive and determine how energy savings will be verified. Incentives are based on verified energy savings, typically satisfied through pre/post monitoring (the utility can assist). Contact your [Key Account Manager](#) or call our Energy Engineer, Sam Walker, at 360-992-3354 to learn more about Custom Project proposals.

EnergySmart™
EnergySmart™ provides businesses and facilities with energy saving opportunities. It provides customers with energy audits and information about efficient technology, operations, and management that illuminate the possibilities and impacts of increasing efficiency. We offer two targeted programs under EnergySmart™:

- [EnergySmart™ Grocer](#)
Grocery stores managing perishable food items grapple with significant energy concerns - particularly

Left sidebar menu:

- Building and remodeling
- Business conservation programs**
- CLIP
- Custom Projects
- Ductless Heat Pump
- EnergySmart Grocer
- Green Motor Rewind
- Business customer newsletter
- Conservation tips for small businesses
- Energy management
- Green Lights
- Key Accounts Managers
- Net metering
- Rates and billing
- Seminars/Training

Footer:

- [About Us](#)
- [Contact Us](#)
- [Job Opportunities](#)
- [My Account](#)
- [Site Map](#)
- [Home](#)

Commercial/Industrial Lighting Incentive Program (CLIP)



- Contractor driven
- Simple enrollment
- Allow customer to assign incentive
- 2011:
 - saved 6,000 MWh;
 - paid \$1M in incentives
- 2012 to date:
 - saved 3,290 MWh;
 - paid \$285k in incentives



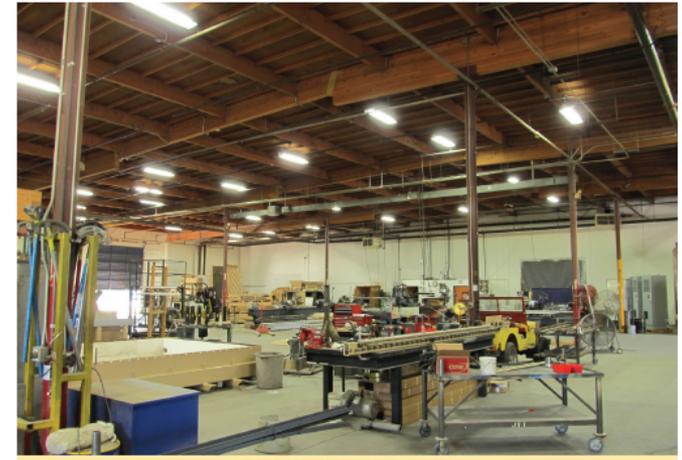
COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE PROGRAM (CLIP)

What is CLIP?

A Clark Public Utilities program to help your energy-efficiency investments pay faster! We offer cash incentives to help you implement approved energy efficient lighting measures.



BEFORE LIGHTING UPGRADE



AFTER ENERGY EFFICIENT LIGHTING

Why are we offering this program?

Advances in lamp, ballast and lighting control technology generate opportunity for energy savings and reduce maintenance costs.

Who is eligible?

Commercial, industrial, and new construction customers who need energy efficient lighting upgrades can all participate.

What are the incentive levels?

For approved retrofit lighting upgrades, the incentive caps at the lower of either 50 percent of total project costs or the total of the BPA per unit (deemed) incentive.

What are the requirements?

All projects must reduce kilowatt-hours by 25 percent or more over existing system.

All lamps and PCB ballasts must be disposed of or recycled according to applicable environmental requirements.

How do I Participate:

1. Schedule a pre-installation lighting audit with a licensed contractor on Clark Public Utilities' approved CLIP contractor list.
2. The pre-installation audit determines energy-saving potential of the lighting upgrade.
3. Following project approval from the utility, the contractor installs the lighting upgrade.
4. After installation, an itemized invoice is received, a post-installation lighting audit is coordinated through the utility.
5. After the post-inspection your incentive check is processed.

QUESTIONS?

For more information email our Commercial Programs Manager Lizzy Safranski at CLIP@clarkpud.com or call 360-992-3053. www.clarkpublicutilities.com

Commercial Custom Projects

- Incentives:
 - Commercial
 - \$.20 per kWh up to 50% of incremental project costs
 - New Construction
 - \$.27 per kWh up to 70% of incremental project costs
- Savings
 - 2011:
 - Saved 5,400 MWh; paid \$715,000 in incentives
 - 2012 to date:
 - Saved 790 MWh; paid \$155,000 in incentives
- Successful Projects



- **Custom Program**
- **Partnering with PECl**
 - Technical expertise
 - Program liaison
 - Contractor management
 - Quality control
 - Persistence and education
 - O & M advice
 - Admin costs
- **Savings**
 - 2010-11: saved 3,850 MWh
 - 2012-13: 5,700 MWh (forecasted)



EE Tracker



Energy Efficiency Tracker V.1.0.0.75

Energy Efficiency Tracker Notifications

File Edit View Projects Reports Admin Links Home

Drag a column header and drop it here to group by that column

	Status	PA Rcvd	Project Title	Customer	Account Manager	Est. Completion Date	Fund	CPU Rebate	BPA Rebate	Kwh Saved
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			DePetris, Deborah	03/23/2012	Other Utility Funds	24530.00	24530.00	122649
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			McCormack, Colleen	03/26/2012	Other Utility Funds	20082.00	20082.00	74376
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			DePetris, Deborah	03/31/2012	Other Utility Funds	8139.43	8139.43	62611
+	Custom Completion Report Submitted	<input checked="" type="checkbox"/>			DePetris, Deborah	04/01/2012	Other Utility Funds	128361.00	128361.00	1035830
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			Missfeldt, Michelle	04/15/2012	Other Utility Funds	1251.00	1251.00	5036
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			Blaufus, Laurence	05/01/2012	Other Utility Funds	178142.00	178142.00	989677
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			Blaufus, Laurence	05/01/2012	Other Utility Funds	39900.00	39900.00	159600
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			Blaufus, Laurence	05/01/2012	Other Utility Funds	203000.00	203000.00	1532503
+	Custom Submitted to AP	<input checked="" type="checkbox"/>			Missfeldt, Michelle	05/01/2012	EEI	64977.00	64977.00	259908
+	Custom Proposal Accepted	<input checked="" type="checkbox"/>			Blaufus, Laurence	05/01/2012	Other Utility Funds	10360.00	10360.00	425584

Energy Efficiency Tracker V.1.0.0.75

Energy Efficiency Tracker Current CLIP Projects

File Edit View Projects Reports Admin Links Home

Refresh Save Print Payment Requests

And

Drag a column header and drop it here to group by that column

	ID	PA Rcvd	CEE	Uploaded	Reported	Status	Project Title	Account Number	Customer	Contractor	Project #	Fund																																																																																											
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Challenges

- New construction
 - Educating general contractors
 - Communication
 - Invoices
 - Approval before purchase
- EE Central
 - Unable to report to BPA
 - Using workaround process



Tips for Successful Programs

- Robust website
 - Drive customers and contractors to website
- Build contractor relationships
 - Offer support
 - Communication
 - Training
- Contract out
 - Evergreen Consulting
- Marketing materials
 - Newsletter
- Create a central inbox for programs
- Team up with other utilities

Questions & Contact Information



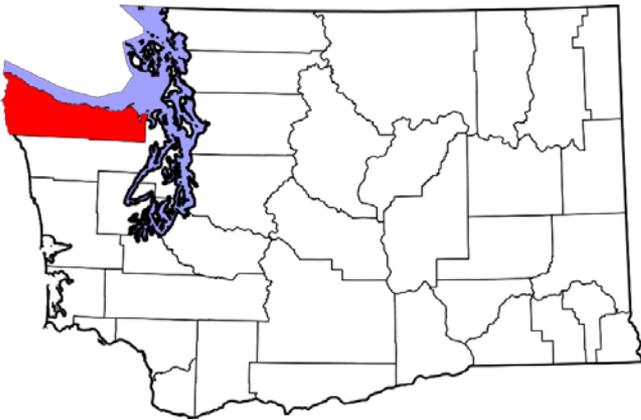
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2012 Energy Efficiency Utility Summit

Making the Most of BPA's Commercial Program Offerings



Mattias Järvegren
Utility Services Advisor II
PUD No. 1 of Clallam County



PUD No. 1 of Clallam County

- **27,000 accounts (electric), <10 customers per mile**
 - ~70% residential,
 - ~20% Commercial
 - ~10% Industrial
- **Smallest of the large utilities in Washington State**

Programs

- Lighting
- Heat pumps
 - Custom project
 - Ductless
- Custom / performance contracting

Lighting

- Journeyman electrician vs. maintenance and retrofit electrician
 - Limited technical skills among electricians
-

- Take advantage of the tough economic times
- Patience, trust and partner building
- A lot of hand holding

Heat pumps - Custom

- Deemed value *vs.* calculated value
-

- Simplified savings calculations
 - Excel savings tool
- Simplified M&V

Heat pumps – Ductless

- \$250 / ton of capacity
- Build on relations developed through residential programs
 - Participating installer list
 - Incentive paid to contractor
 - Site visit verifying the installation before payment

Custom / performance contracting

- Department of Enterprise Services (DES) *Energy Savings Performance Contracting* (in WA)
 - Maintains a list of pre-qualified ESCOs
 - Facilitates project development, support and management
 - Low-interest state treasurer financing

- Port Angeles School District No. 402
 - Exterior lighting, two campuses and PTC – ~90,000 kWh
 - Heating equipment and Cx - ~ 230,000 kWh

Programs

Lighting

Heat pumps

Custom

Ductless Custom / performance contracting

Thank you

Mattias Järvegren

Utility Services Advisor II

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Northwest Healthcare Corporation, Bonneville Power Administration, Northwest Energy Efficiency Alliance and Flathead Electric Cooperative

- Kalispell Regional Medical Center (KRMC)
- The Healthcenter
- KRMC Radiation Oncology
- KRMC Bass Breast Center
- The Summit Medical Fitness Center
- Brendan House
- Pathways Treatment Center
- The Rock Medical Office Building
- The Clinical Pharmacy
- Big Sky Family Medicine
- KRMC Patient Accounts
- KRMC A.L.E.R.T. Hangar
- KRMC Emergency Services
- Family Health Care
- And many others in the Northwest Healthcare Family



KRMC PATH TO SUCCESS

- 2005 enVinta Report on energy usage not good.
- 2006 SEMP – Strategic Energy Management Plan
- 2008 Re-commissioning Project – started with 25 ECMs
- 2010 Strategic Resource Manager hired
- 2011 Go after the low hanging fruit – Reduced energy 13.52%, 1,941,071kWh
- 2012 Mark Chitwood awarded Montana Betterbricks Facility Manager Award

- Completed 2 custom projects for savings of 1,141,548 kWh
- Completed 2 lighting projects for savings of 29,500 kWh

- 5 Accepted Custom Projects with estimated savings of 2,842,938 kWh & more
- Lighting projects throughout the 23+ buildings
- Energy Smart Grocer introduction & audit scheduled. Appliances and Refrigeration
- Energy Star clothes washers under discussions



What Factors Contribute to the Success in Energy Management

1. A Champion (or two)!
2. Capable HVAC Technician
3. A Building Automation System
4. Technical Assistance
5. Energy Expert by NorthWrite
6. A Strategic Resource Manager

What makes it work ?

- Technical Support – Erin Hope BPA Engineer
- Hospital Expertise – NEEAs Jim Stelson
- Commercial programs with effective levels of incentive and minimal road blocks & changes
- Member (contractors) with Efficiency Attitude and budget work (incentives back to facilities)
- FEC loan program to fill in the cash flow gap
- Assistance and tools to make it easier
- All Parties working together !!!!!!!

