

# Momentum Savings Workshop REVISED Agenda

**DATE: 2/10/2016 | TIME: SESSION 1: 9:00 AM – 12:00 PM, SESSION 2: 1:00-4:00**

**LOCATION: 911 BUILDING, CONFERENCE ROOM C (IN BASEMENT)**

**CONTEXT:** Momentum Savings make up ~30% of how BPA acquires efficiency against the Council target. This increase raises important questions about how we as organization integrate them effectively into how we do business and avoid unintended consequences.

## DESIRED OUTCOMES SESSION 1

- Attendees learn what Momentum Savings are and why we quantify them
- Attendees learn the history and background of Momentum Savings
- Attendees understand current strategic direction from management on Momentum Savings
- Attendees understand the Momentum Team operations and structure
- Attendees are able to provide feedback and discussion to management around Momentum Savings, including the risk and opportunities

## DESIRED OUTCOMES SESSION 2

- Attendees understand the technical components of the analysis
- Attendees understand how market structure and data informs analysis and provides opportunities for leveraging
- Attendees learn how we analyze Momentum Savings

## MEETING AGENDA

| <b>9:00 AM Begin ALL TIMES ARE APPROXIMATE</b> |   |                             |
|--|---|-----------------------------|
| 20 min   | Introductions and Icebreaker  | Matt Tidwell                |
| 10 min   | What are Momentum Savings and how do they fit into the energy efficiency ecosystem?   | Matt Tidwell                |
| 30 min   | Why we track Momentum Savings   | Bonnie Watson               |
| 40 min   | History of Momentum, Operations of Momentum Team, Upcoming changes  | Carrie Cobb                 |
| 10 min   | break   |                             |
| 10 min   | Department strategic direction on Momentum Savings  | Richard Génécé              |
| 1 hour   | Staff Discussion with EEMT:<br>1. What is the information you think managers need to know to help us be successful as a department?<br>2. What are concerns you have with | Facilitated by Matt Tidwell |

|        |   |  |
|--------|---|--|
|        | momentum savings?<br>3. What are opportunities you see with momentum savings? |  |
| 60 min | <b>LUNCH BREAK – 12-1</b>   |  |
| 70 min | <b>Let's Get Technical: Market Average &amp; Current Practice Baselines</b>   |  |
|        | Product Flow vs. Stock  |  |
|        | Efficiency Mix  |  |
|        | Current Practice Baseline and Market Shift                                    |  |
|        | Market Size   |  |
|        | How we Quantify Mo' Savings: Video + the Questions to answer                  |  |
|        | Learning Reinforcement Exercise   |  |
| 20 min | <b>BREAK</b>  |  |
| 70 min | <b>Let's get Technical: Market Theory</b>                                     |  |
|        | What programs touch   |  |
|        | Regional Markets  |  |
|        | Decision and Supply Chain   |  |
|        | Learning Reinforcement Exercise   |  |
|        | <b>Conclude</b>   |  |
|        |   |  |