



Energy Smart  
**Industrial**

# Utility Focus Group Meeting

August 13, 2024

FACILITATOR:

**Eric Mullendore**

Commercial & Industrial Sector Lead  
Energy Efficiency  
Bonneville Power Administration

# Attendees

## **Utility Representative, Company:**

Terry Mapes, Benton PUD  
Chad Smith, Benton REA  
Megan Walters, Central Lincoln PUD  
Aaron Frechette, Clark Public Utilities  
Lori Froehlich, Clark Public Utilities  
Michael Arend, Columbia River PUD  
Bill Hough, Eugene Water & Electric Board  
Maurilio Lopez, Franklin PUD  
Dan Kinnaman, Grays Harbor PUD  
Jason Bird, Idaho Falls Power  
Rainee Habersetzer, Lewis PUD  
Kim Johnson, Okanogan PUD  
David Harris, Springfield Utility Board  
Ellisa Lam, Tacoma Power  
Natasha Houldson, Tacoma Power  
Jackie Caldera, Umatilla Electric Coop

## **BPA/ESI Representative, Company, Title:**

Ben Graves, BPA, C&I Program Manager  
Eric Mullendore, BPA, C&I Sector Lead  
Mike Palmer, BPA, Utility Contract Officer Technical Rep  
Brice Lang, BPA, Energy Efficiency Rep  
Maria Sullivan, BPA, Industrial Engineer  
Jennifer Wood, BPA, Industrial Program Manager  
Todd Amundson, BPA, Industrial Engineer Technical Lead  
Jacob Schroeder, Cascade Energy, ESI Energy Mgmt Program Mgr  
Bill Kostich, Cascade Energy, ESI Partner (ESIP)  
Tony Simon, Cascade Energy, ESIP Manager  
Olivia Drummond, Cascade Energy, Marketing Manager  
Steve Martin, Cascade Energy, ESI Operations Manager  
Shelley Layton, Cascade Energy, ESIP Program Specialist

# Agenda

## 1. Welcome and Overview

Safety Update

*Eric Mullendore*

11:00 – 11:05

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## 2. ESI & BPA Updates

ESI Program Updates

SEM Update

BPA Updates

*Steve Martin*

*Jacob Schroeder*

*Jennifer Wood*

11:05 – 11:45

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## 3. UFG Open Forum

UES Pump Measure Uptake

*Tony Simon, Kim Johnson*

11:45 – 11:55

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## 4. Wrap-up and Reminders

*Jennifer Wood*

Remaining Time



**What was your favorite  
Summer Olympic event?**

# Heat Safety



## HEAT EXHAUSTION

### FIRST AID



MOVE TO A COOLER PLACE



DRINK WATER IF ABLE



TAKE A COLD SHOWER



USE COLD COMPRESSES



DIZZINESS



THIRST



EXCESSIVE SWEATING



RAPID WEAK PULSE



NAUSEA, VOMIT



PALE, COLD, CLAMMY SKIN



MUSCLE CRAMPS, FATIGUE



HEADACHE, CONFUSION



ELEVATED  
BODY TEMPERATURE



NO SWEATING



RAPID STRONG PULSE



NAUSEA, VOMIT



RED HOT SKIN



MAY LOSE CONSCIOUSNESS



## HEAT STROKE



### FIRST AID

CALL EMERGENCY SERVICE



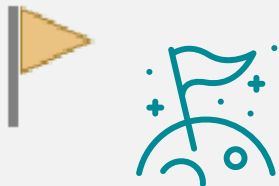
TAKE IMMEDIATE ACTION  
TO COOL THE PERSON



# ESI Program Updates

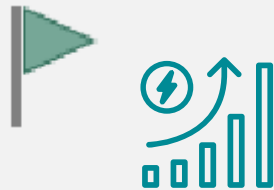
Steve Martin – ESI Program Operations Manager

# ESI Key Objectives – Q4 Status Update



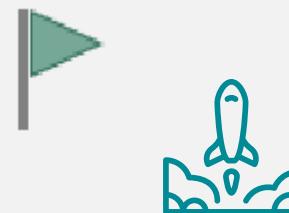
**Achieve BPA  
and utility  
savings goals**

**Status:  
Moderately  
off-track**



**Engage EPMS  
supporting SEM  
sites**

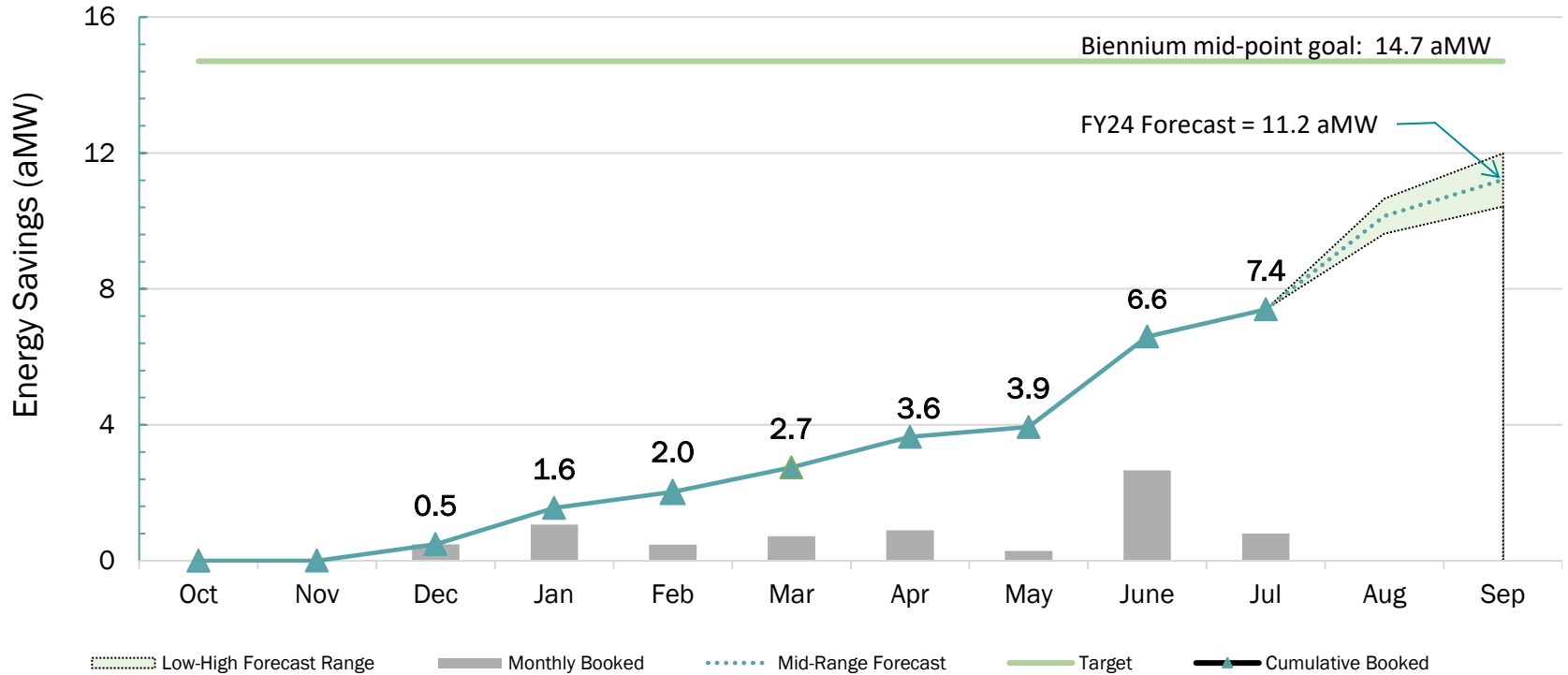
**Status:  
On Track**



**Innovate and  
prepare for future  
technologies**

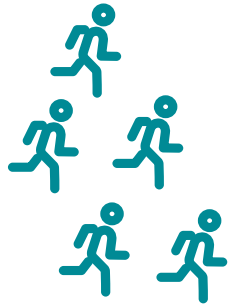
**Status:  
On Track**

# FY 2024 Savings Update

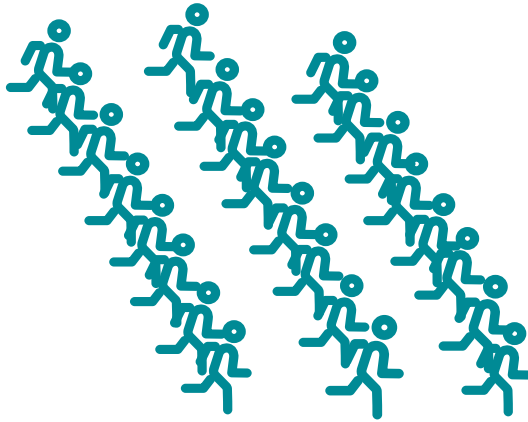




# Custom Projects Approaching the Finish Line



Equipment Being  
Installed  
0.4 aMW  
(11 projects)



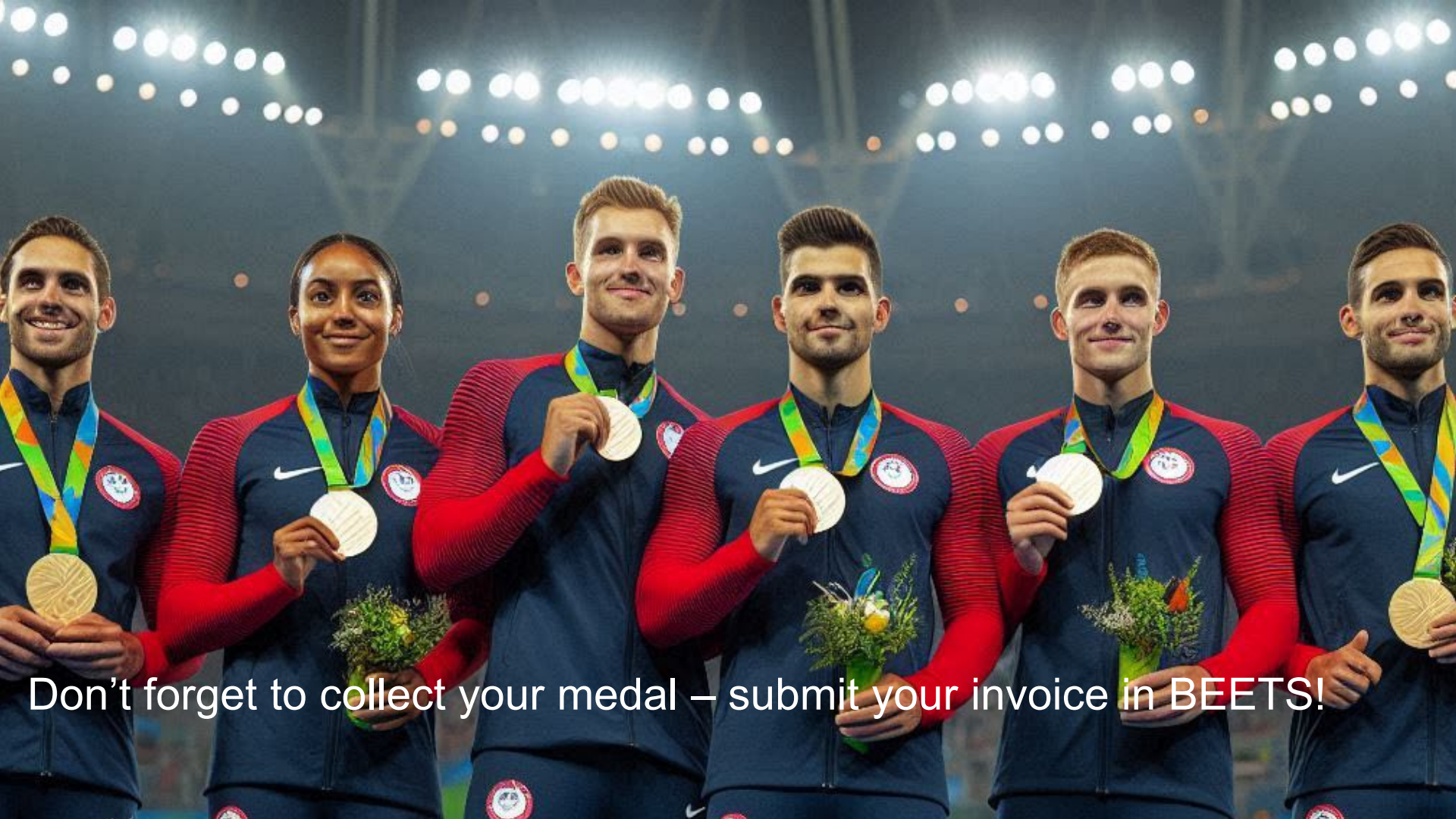
Post M&V In  
Progress  
1.7 aMW  
(53 projects)



CR Sent  
to Utility  
0.6 aMW  
(8 projects)



Custom  
Project  
Approved!

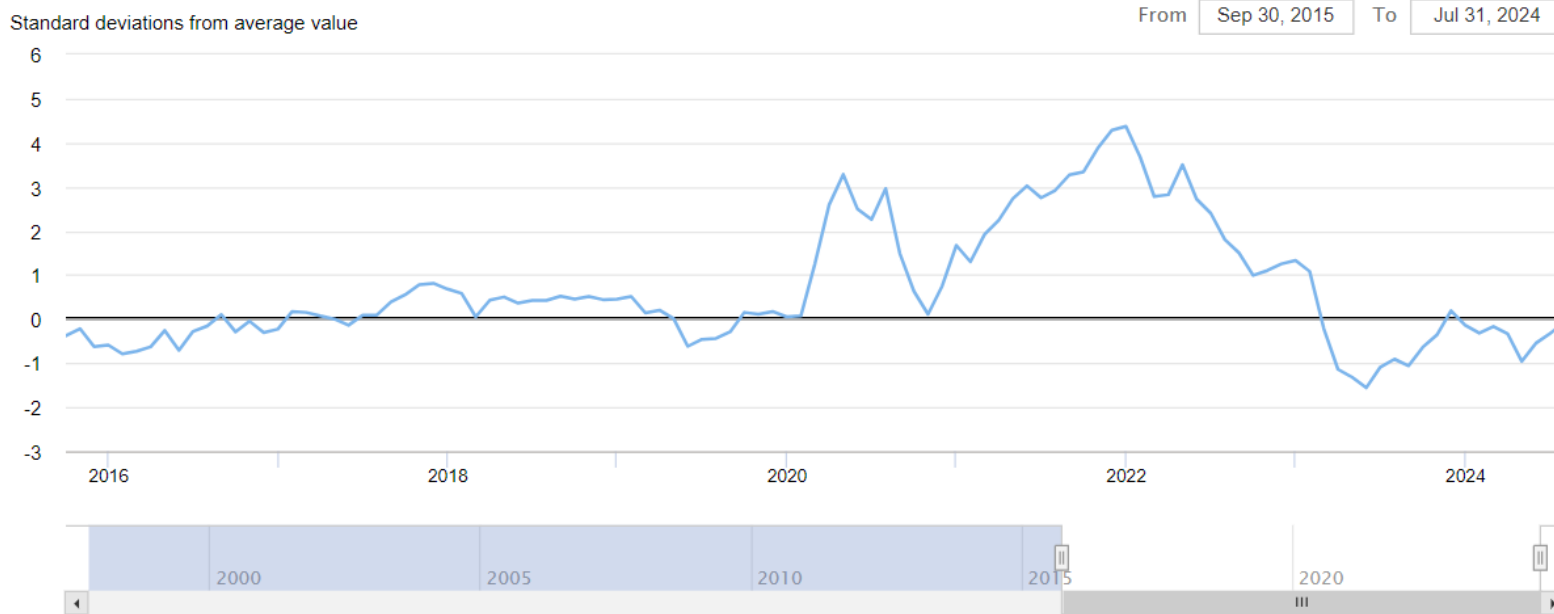


Don't forget to collect your medal – submit your invoice in BEETS!

# Global Supply Chain Pressure - Stabilized

Latest Update July 2024

Enter a date range to see monthly estimates or use the slider below to view a specific date range.



Source: <https://www.newyorkfed.org/research/policy/gscpi#/interactive>

# US Spending on New Manufacturing Plants Soars

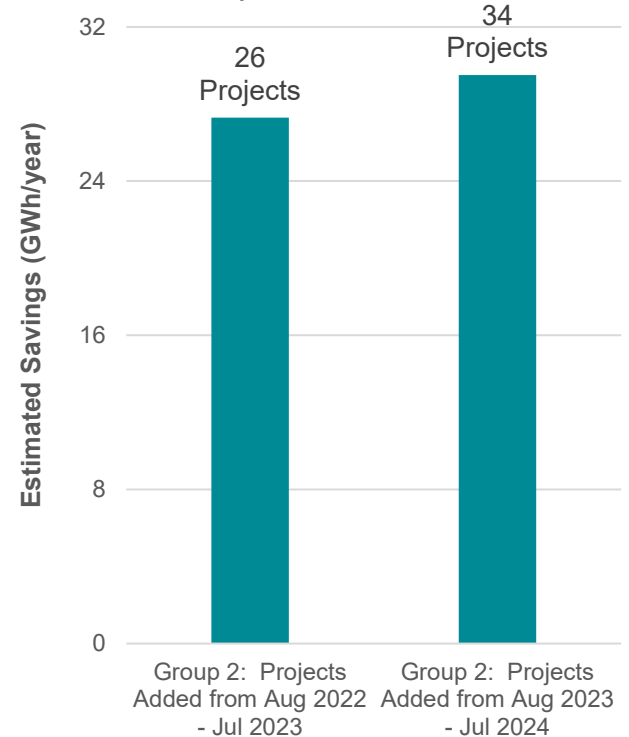
\$ billion per month, not seasonally adjusted



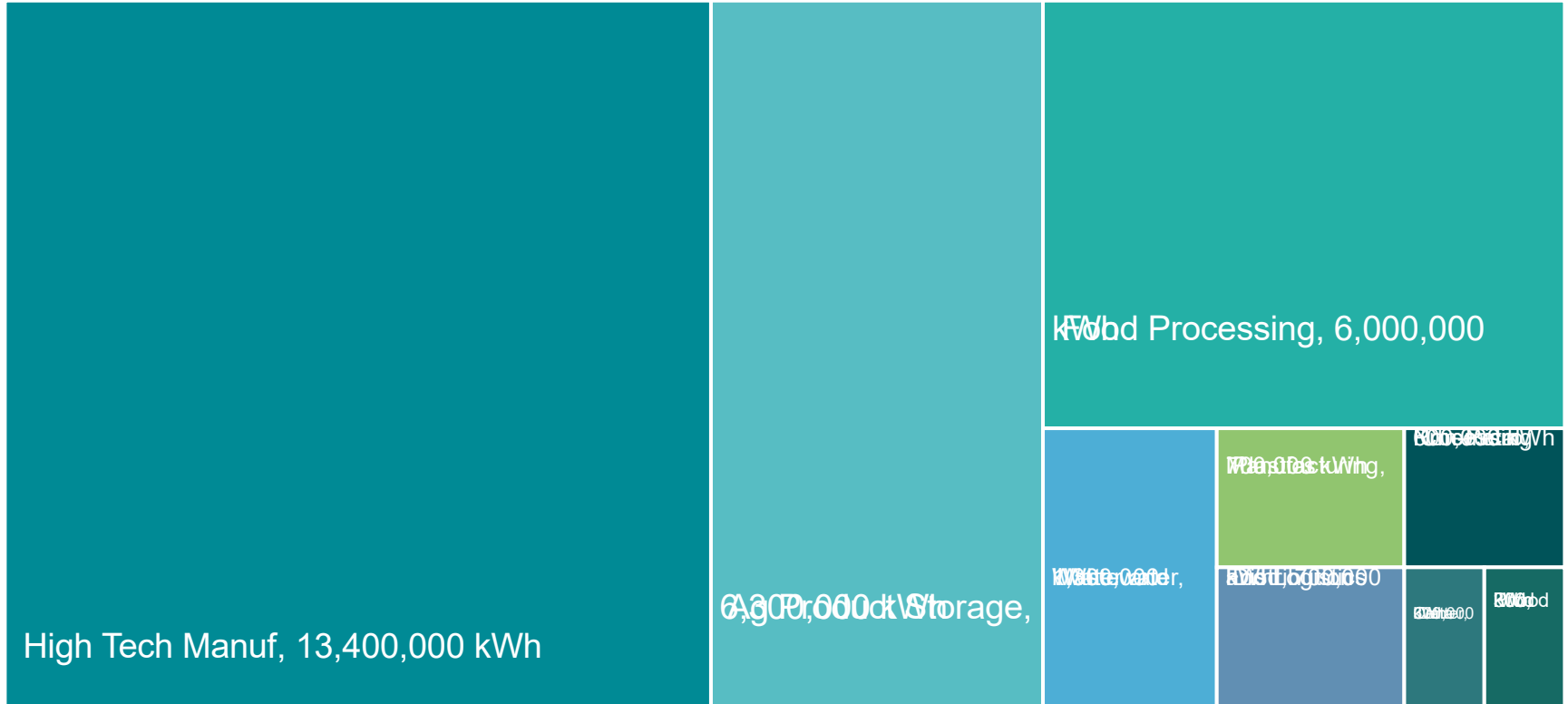
Source: Census Bureau

WOLFSTREET.com

## ESI New Construction and Major Renovation Projects



# Industry Segments with New Construction Activity





## Energy Project Manager (EPM) update

33 EPMs Enrolled

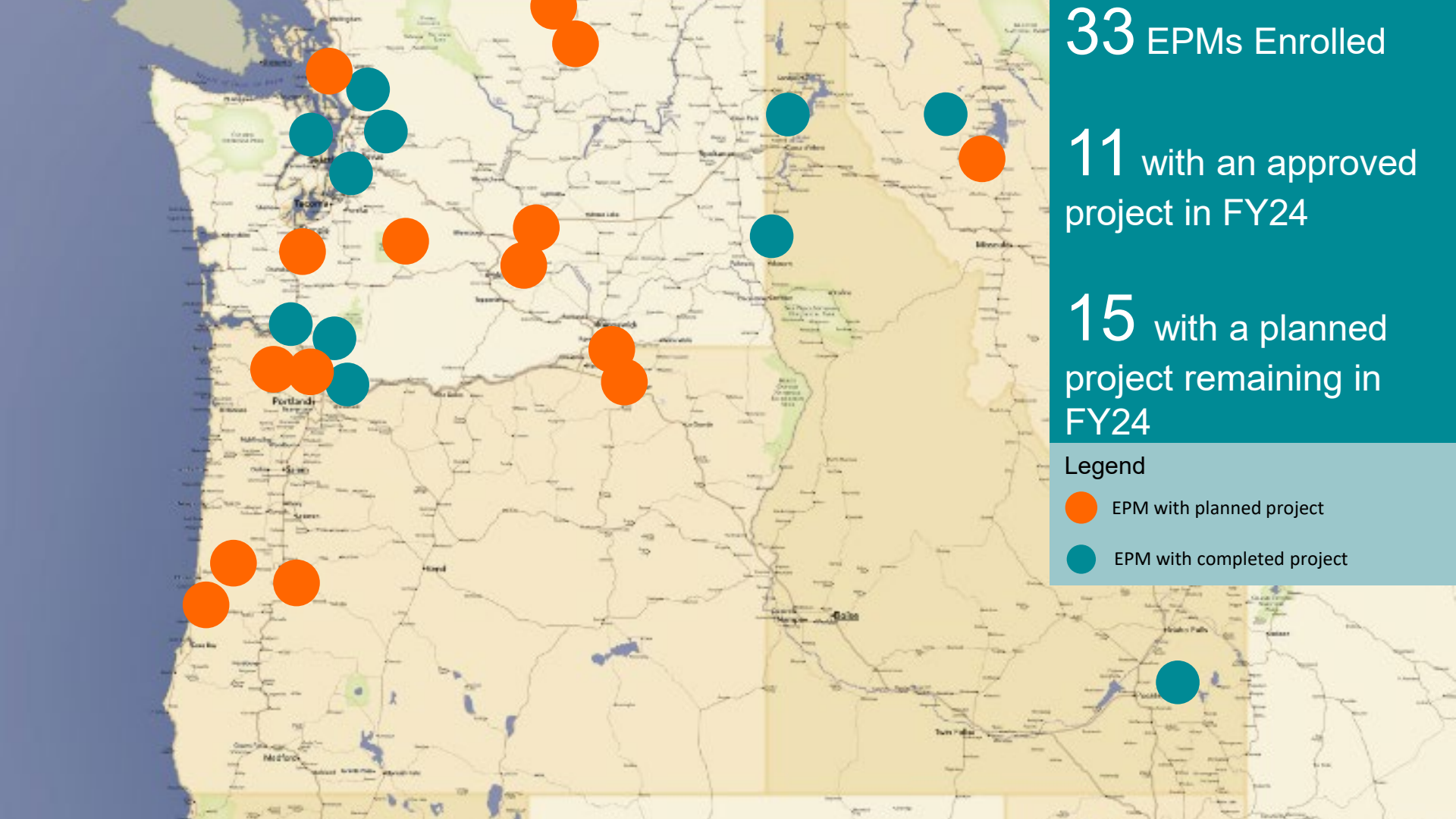
11 with an approved project in FY24

15 with a planned project remaining in FY24

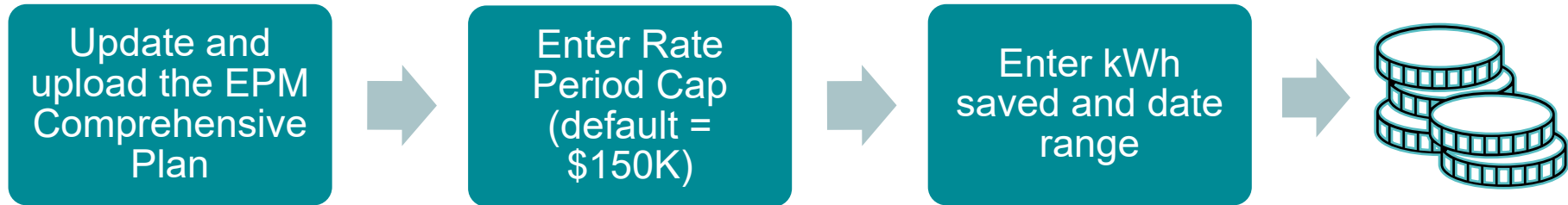
Legend

● EPM with planned project

● EPM with completed project



# EPM Payments



- Reminder: Your ESIP is available to help set up your EPM payment in BEETS!



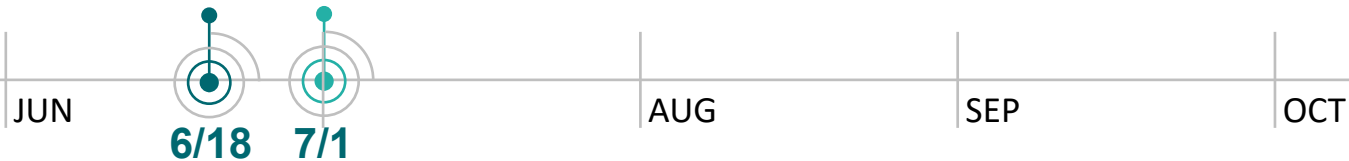
# Strategic Energy Management Update

Jacob Schroeder - ESI Energy Management Program Manager

# Projected Savings

Workshop #6

Start of Year 2



## Participants

Year 1



## kWh Savings

Year 1



## Challenges in Year 1



Market  
conditions



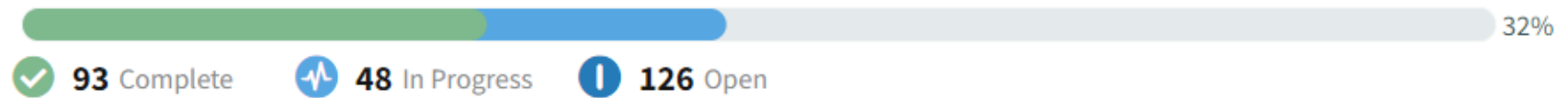
Limited  
resources



Winter storm  
damage

# Cohort Accomplishments

295 Total Projects



## Completed Detail

**23** of 71

Top Priority

**20** of 52

Gems

**43** of 148

O&M Projects

**14**

Last 90 Days

# The Great SEM Race

Complete **3** projects in 100 days (June 18 – Sep 28)

1<sup>st</sup> place:



2<sup>nd</sup> place



# The Great SEM Race

Projects completed since June 18:

Total **16**

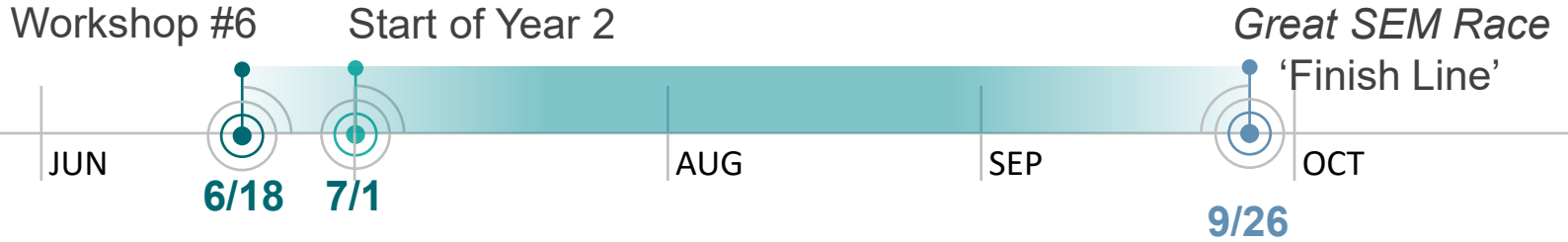
Great Race



Savings **350,000+** kWh



# Projected Savings



## Participants



## kWh Savings





**TIMBER PROCESSING**  
AND  
**ENERGY EXPO**

**September 25-27, 2024**  
**PORTLAND, OREGON**

**At the Portland Expo Center**



## Upcoming SEM Delivery Focus



Continuing to focus on Sole Delivery SEM and tune-ups.



Know any good candidates?  
Let me or your ESIP know!

## BPA Update

- Due to Federal contracting regulations, the Energy Smart Industrial Program Implementation contract is up for re-competition in the spring of 2025.
- BPA Supply Chain will be issuing a 'Request for Information' to potential vendors, very soon.
- The new contract's performance period will be April 1, 2025 to March 31, 2030.

# October 2024 IM Corrections and Updates

- **General Updates:**
  - Green Motors Initiative expiration.
  - New Definition: Project Start Date – The date equipment was ordered, purchased or installed.
- **Corrections:**
  - 8.7.6 Variable Frequency Drive for Pumps (BPA-Qualified) – corrected the ‘Basis for Energy Savings’ and ‘Payment’ language regarding the horsepower mentioned in this measure relates to the pump motor.
  - 10.3.3 Performance Tracking System – corrected the ‘Basis for Energy Savings’ and ‘Payment’ sections clarifying customers’ ability to divide PTS Initial Installation and Setup payments into phases within a two-year performance period. Also updated the ‘Additional Information’ section about the Performance Tracking System Calculator being updated to incorporate a phased payment approach on the PTS Installation tab.
  - 10.4.1 Variable Frequency Drives for Fans in Potato and Onion Storage Facilities – corrected the ‘Payment’ section to clarify the payment and energy savings is based on specific VFD horsepower listed in the UES Measure List. The payment amount still equates to \$200/horsepower.
- **Calculators:**
  - BPA is developing an Online Lighting Calculator (OLC) to replace the current BPA Lighting Calculator Series 6, (Nonresidential Lighting Calculator V6.0). The OLC will launch in FY 2025 and BPA will communicate a transition date and training plan when the “go live” date is confirmed.

# Utility Focus Group Open Forum

- Update on UES Pump Measure Projects presented by...

Tony Simon (ESIP) and Kim Johnson (Okanogan County PUD)



## Pump VFD Upgrade Measure

### Adding a VFD to your Pump

**\$180**  
per hp\*



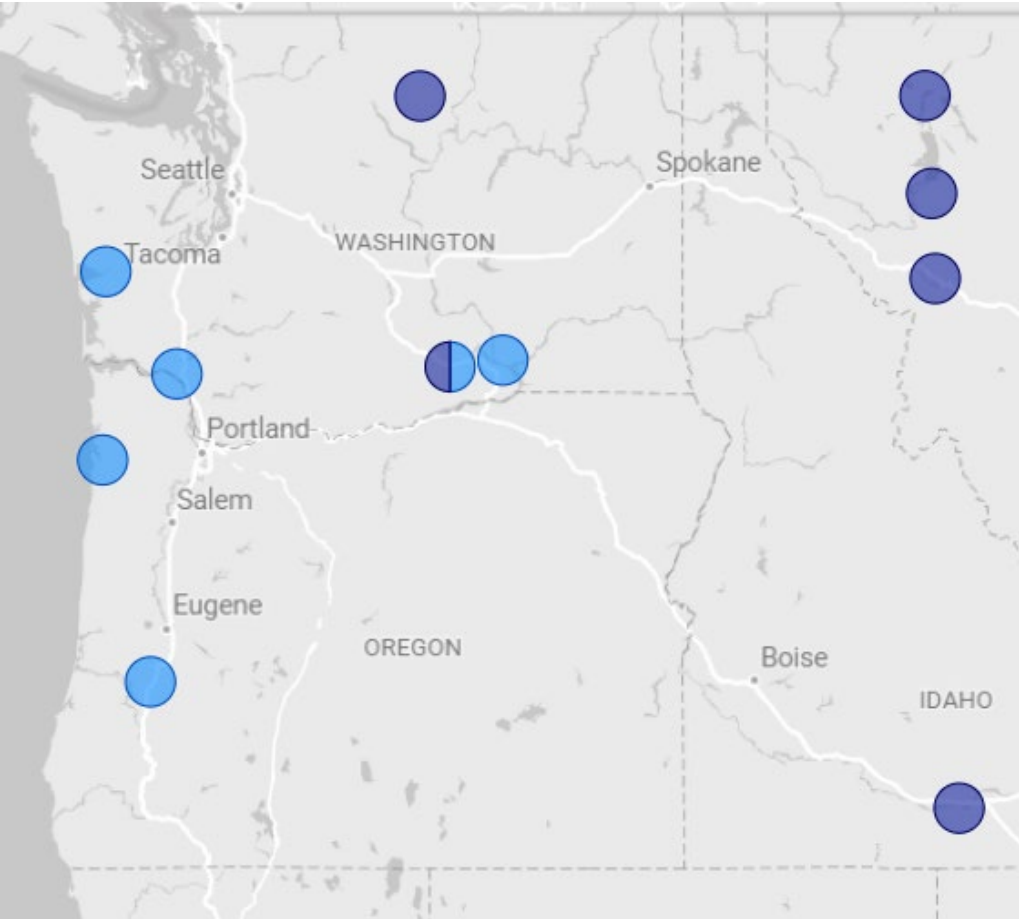
A Variable Frequency Drive (VFD) lowers pump speed to match the flow demand of the system. As the pump slows, the motor draws less power, resulting in energy savings. Adding a VFD on a pump can earn an incentive of up to **\$180 per horsepower (815 kWh/hp)**

- For new construction projects, there are no state or local energy codes that mandate a VFD. Does not apply to retrofits.
- Any existing throttling or bypass mechanism have been removed or disabled.

To initiate a project, contact your utility or ESIP about either of these prescriptive incentive offers.

\*Subject to utility limits or caps.

## UES Pump VFDs Completed and Pipeline



### **Projects Completed and Sent to Utility**

- Projects: 9
- Savings: 324,249 kWh (busbar)
- Incentives: \$64,000.00

### **Future Pipeline**

- Projects: 7
- Savings: 550,952 kWh (busbar)
- Incentives: \$109,800.00

# Great Application for the UES Pump VFD Offering

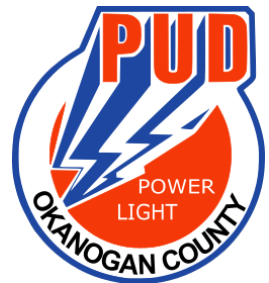


## Industrial

- Water/Wastewater
- Food Processing
- Timber and Wood Products
- Ports

## Commercial

- Pools
- Schools
- Hospitals
- Larger Commercial Buildings



## Okanogan PUD – Town of Twisp Public Works VFDs installed at Well and Wastewater Lift Station

- Small Rural Community
- Freshwater Well: 50-hp pump
- Wastewater Lift Station: 30-hp (two 15-hp pumps)
- Pump Incentives
  - 80-hp x \$180/hp = **\$14,400**
  - 80-hp x 815 kWh/hp = **65,200 kWh**

**These were our first projects for this end-user!**





# Utility Focus Group Open Forum

Discussion with Utility Focus Group Members

- Feedback
- Other topics

# Wrap-up and Reminders

- Industrial Heat Pump [Market Study](#) is available
- EPM Lunch & Learn: **Thursday, August 29**  
**10:00-11:00 PDT**
- **Utility Round Tables:** Check with your Energy Efficiency Rep for more details:  
- Sept. 24 & 25 - Oct. 1 & 2 - Oct. 16 & 17 - Oct. 22 & 23 - Oct. 28
- **Next UFG Call: Tuesday, November 12**  
**11:00-12:00 PDT**

# Thank you!

For more information, contact:

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# Supporting materials