Fall Trade Ally Forums
November 2017
# Breakout Topics & Locations

## Breakout Session A: 9:20 – 10:20

<table>
<thead>
<tr>
<th>St Helens A</th>
<th>St Helens B</th>
<th>St Helens C</th>
<th>St Helens D</th>
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<tbody>
<tr>
<td>Residential Measure and Program Updates</td>
<td>Existing Buildings Info Session</td>
<td>CCB Code Training</td>
<td>Solar Program and Measure Updates</td>
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<tr>
<td>Marshall Johnson</td>
<td>Alex Snook</td>
<td>Howard Asch</td>
<td>Jeni Hall</td>
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## Breakout Session B: 10:40 – 11:40

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<tbody>
<tr>
<td>Existing Multifamily Measure and Program Updates</td>
<td>Connected Thermostats: Smart and Sensible or Dumb and Dumber</td>
<td>Portland Home Scoring Ordinance</td>
<td>Oregon Solar Energy Industries Association</td>
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<tr>
<td>Kate Scott</td>
<td>Dan Wildenhaus</td>
<td>Kyle Diesner and Andrew Shepard</td>
<td>OSEIA</td>
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Who is here this morning?
Budget and Action Plan Context

- 4th year of strategic plan
- Oregon population diversifying, stakeholder interest growing
- Stable economy driving high activity in some program areas
- Changing policies, markets and technologies
- Cost-effectiveness challenges
Program Areas of Emphasis

Benefit customers and ratepayers by achieving energy goals and operating effectively

Diversify participation

Manage change and prepare for future

Enhance program methods and strategies
1) Diversify Participation

- Continue replacement pilot for older manufactured homes
- Identify and prioritize strategies to increase access to solar in low-income communities
- Contract with community-based organizations to reach under-served communities in residential sector
- Drive forward organizational diversity, equity and inclusion strategies and activities
Drive forward organizational diversity, equity and inclusion strategies and activities

- Adopt organizational diversity, equity and inclusion operations plan
- Propose board-level policy
- Establish specific goals across the organization
- Apply diversity, equity and inclusion lens to our internal operations and how we deliver programs
- Develop and deepen relationships with organizations that serve diverse customer groups
- Develop systems and process for demographic data collection and use
2) Enhance Program Methods and Strategies

- Utilize new, improved data resources in analysis and targeted marketing
- Leverage energy-related initiatives spearheaded by others
- Foster long-term relationships with business customers and support long-term project planning for communities
- Expand use of midstream and distributor engagement, and use of instant incentives
3) Manage Change and Prepare for Future

- Explore the energy efficiency and renewable energy nexus
- Adjust measure and program approaches due to changing policies
- Implement transitional strategies for key program areas (ex. solar, residential)
- Implement recommendations from internal Organizational Review and Budget Review Projects
2018 Draft Budget Expenditures

- **Electric Efficiency**: $147.29 million (73.8%)
- **Gas Efficiency**: $29.77 million (14.9%)
- **Renewable Generation**: $13.51 million (6.8%)
- **Management & General**: $4.84 million (2.4%)
- **Communications & Outreach**: $4.20 million (2.1%)

$199.6 million
Up 0.5% from 2017

The 2018 budget utilizes reserves to cover planned expenses in excess of anticipated revenue.

Ro1; comparisons are draft 2018 budget to 2017 budget
2018 Draft Budget Expenditures Detail

- Incentives 58%
- Internal Program Delivery 11%
- External Program Delivery 31%
- Electric Efficiency $147.20 million
- Gas Efficiency $29.77 million
- Renewable Generation $13.53 million
2018 Natural Gas Savings by Program

- **Residential**: 45%
- **Existing Buildings**: 26%
- **New Buildings**: 14%
- **Production Efficiency**: 15%

6.88 MMTh goal
33.5 cents/therm

- Savings down 7.2%
- $31.2 million in total costs, including customer incentives, services and delivery

MMTh: million annual therms
Cost per therm is levelized

Ro1; comparisons are draft 2018 budget to 2017 budget
2018 Electric Savings by Program

- **Existing Buildings**: 29%
- **New Buildings**: 11%
- **Production Efficiency**: 34%
- **Residential**: 13%
- **NEEA**: 13%

- **56.52 aMW goal**
- **3.0 cents/kWh**

- **Savings up 0.2%**
- **$154.3 million in total costs, including customer incentives, services and delivery**

*aMW: average megawatts
Cost per kilowatt hour is levelized*

Ro1; comparisons are draft 2018 budget to 2017 budget
2018 Renewable Energy Programs

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<th>$ Million</th>
<th>aMW</th>
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<tbody>
<tr>
<td>Solar</td>
<td>$10.23</td>
<td>2.18</td>
</tr>
<tr>
<td>Other Renewables</td>
<td>$3.91</td>
<td>0.00</td>
</tr>
<tr>
<td>Total</td>
<td>$14.15</td>
<td>2.18</td>
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- Generation down 24%
- $14.15 million in total costs, including customer incentives, services and delivery
- Other Renewables expenditures include:
  - Project development assistance payments for potential generation in future years (63%)
  - Staff, professional services, outreach and other allocated costs (37%)

Ro1; comparisons are draft 2018 budget to 2017 budget
Budget Outreach Schedule

October & November

Draft budget online, Nov. 1
Trade ally forums, Nov. 2-16
Recorded webinar online, Nov. 7
Board of Directors, Nov. 8
OPUC public meeting, Nov. 16
RAC/CAC updates, Nov. 17

Public comments due Nov. 17
Comments reviewed, final adjustments

December

Final proposed budget online, Dec. 8
Board of Directors, Dec. 15,
Action on Final Proposed 2018-19 Budget and Action Plan

www.energytrust.org/about/budget

Send comments to info@energytrust.org
Discussion and Feedback

- What questions do you have?
- What information needs clarification?
- Other feedback?

+ www.energytrust.org/about/budget
Send comments to info@energytrust.org

+ Comments due November 17