



# Fall Trade Ally Forums November 2017

# Breakout Topics & Locations

## Breakout Session A: 9:20 – 10:20

St Helens A	St Helens B	St Helens C	St Helens D
Residential Measure and Program Updates	Existing Buildings Info Session	CCB Code Training	Solar Program and Measure Updates
Marshall Johnson	Alex Snook	Howard Asch	Jeni Hall

## Breakout Session B: 10:40 – 11:40

St Helens A	St Helens B	St Helens C	St Helens D
Existing Multifamily Measure and Program Updates	Connected Thermostats: Smart and Sensible or Dumb and Dumber	Portland Home Scoring Ordinance	Oregon Solar Energy Industries Association
Kate Scott	Dan Wildenhaus	Kyle Diesner and Andrew Shepard	OSEIA



# Who is here this morning?





# Draft 2018 Budget Overview

Trade Ally Forums

November 2017

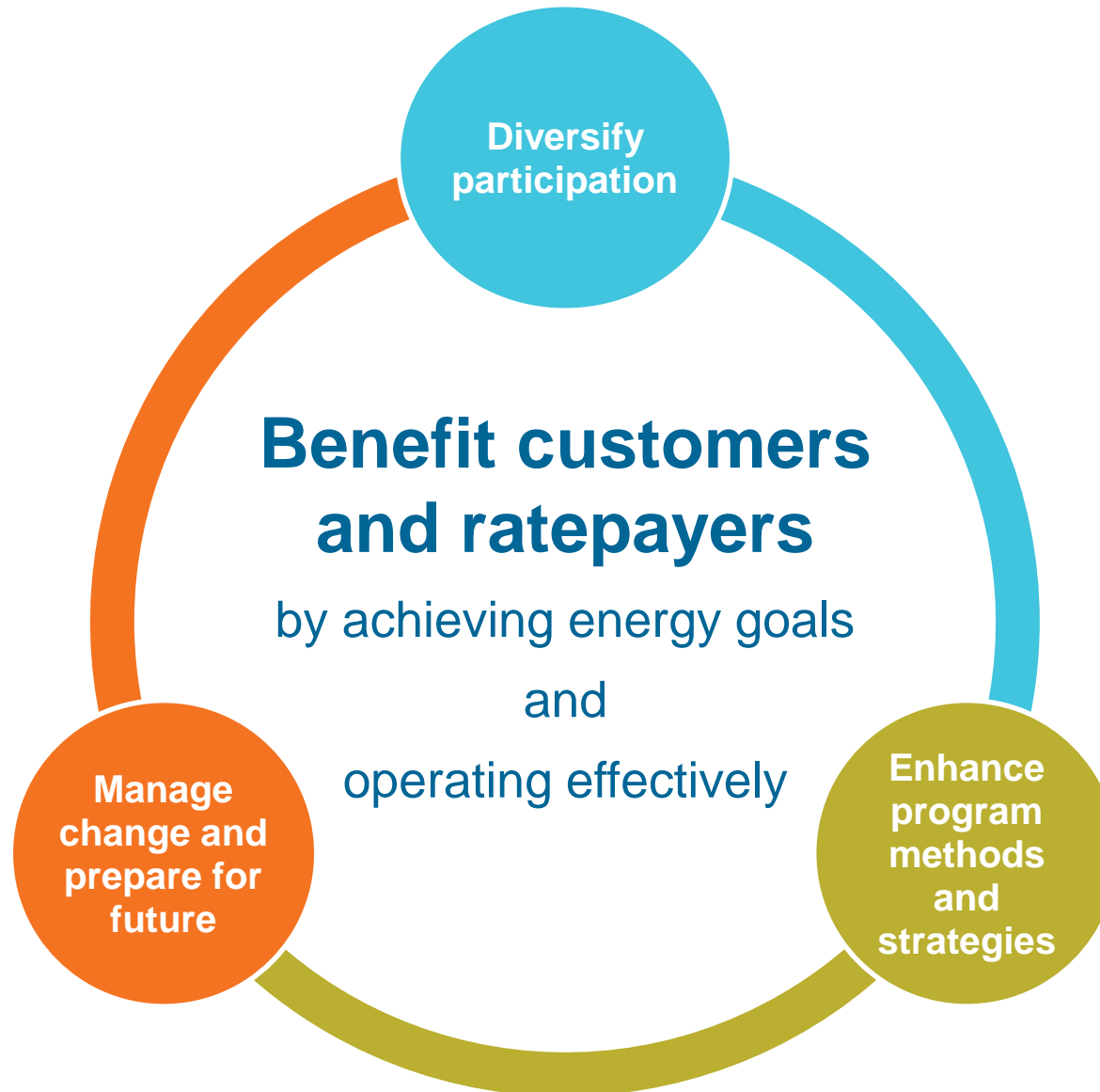


# Budget and Action Plan Context

- 4<sup>th</sup> 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





# 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

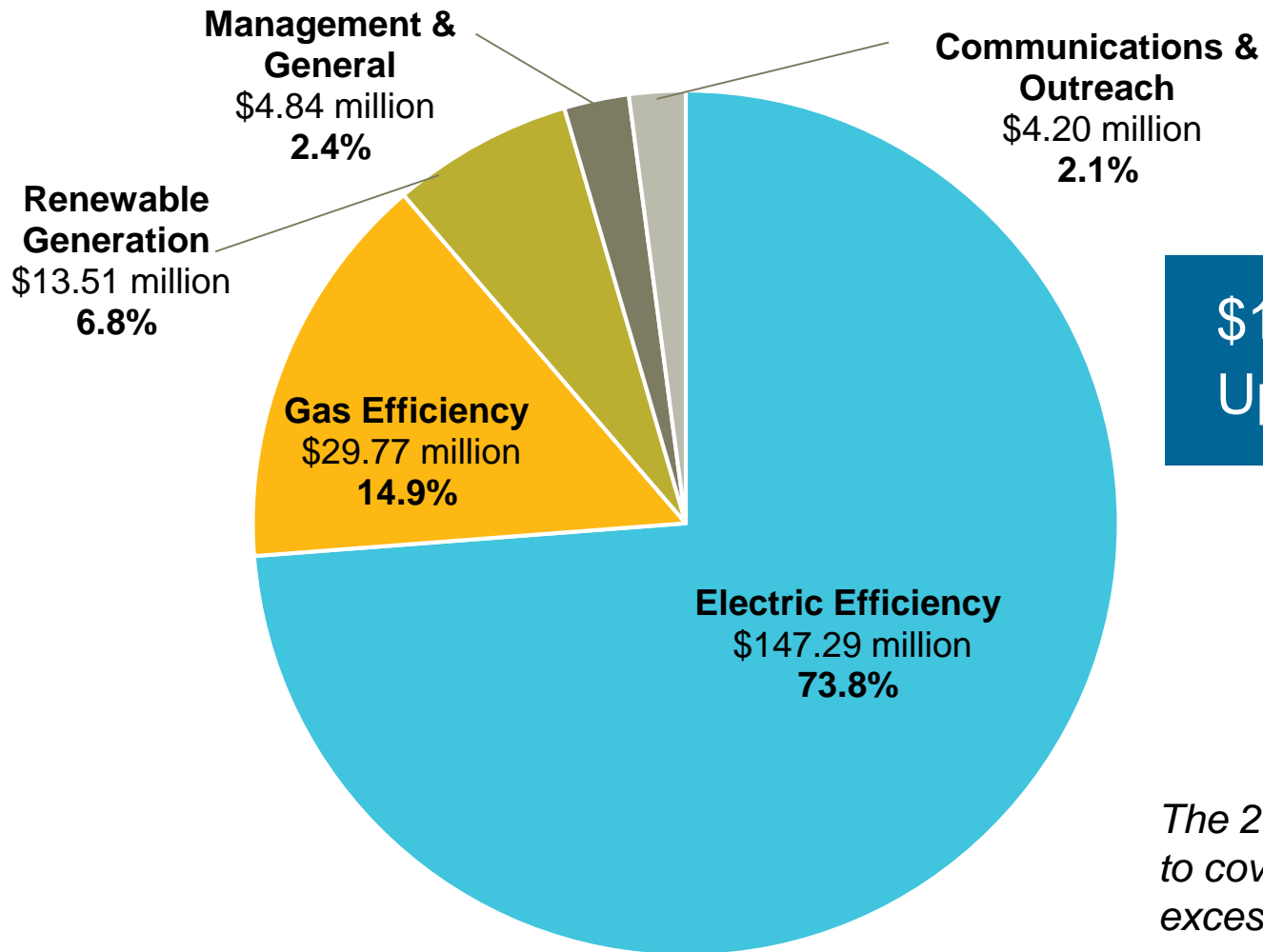


### 3) Manage Change and Prepare for Future

- 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

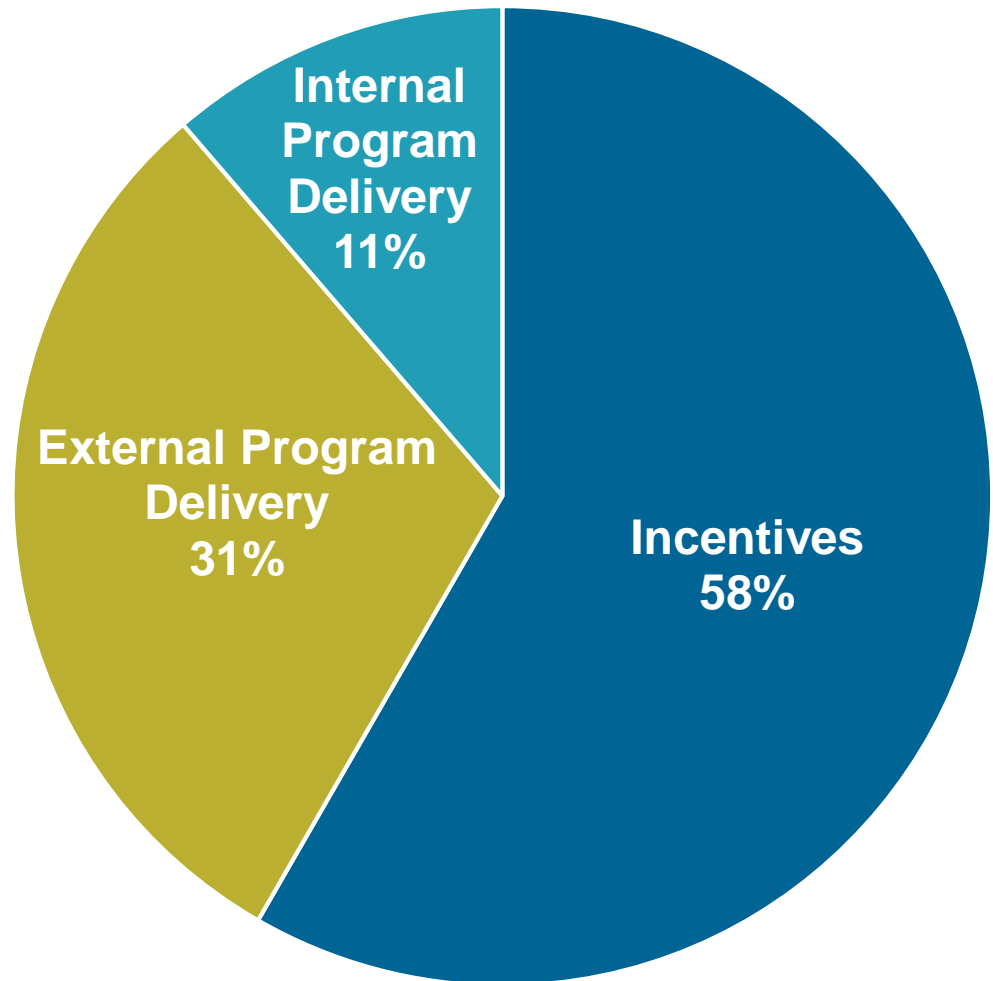
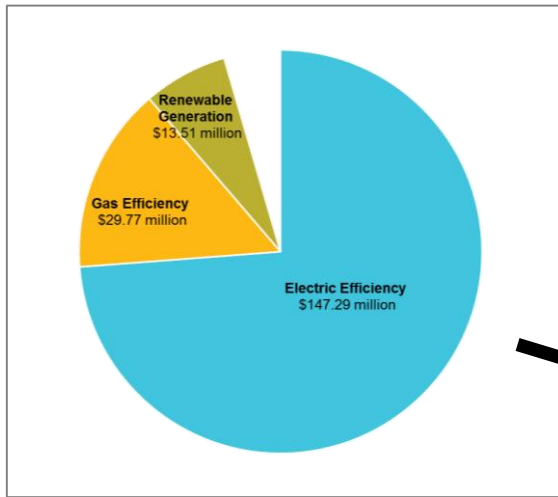


**\$199.6 million**  
Up 0.5% from 2017

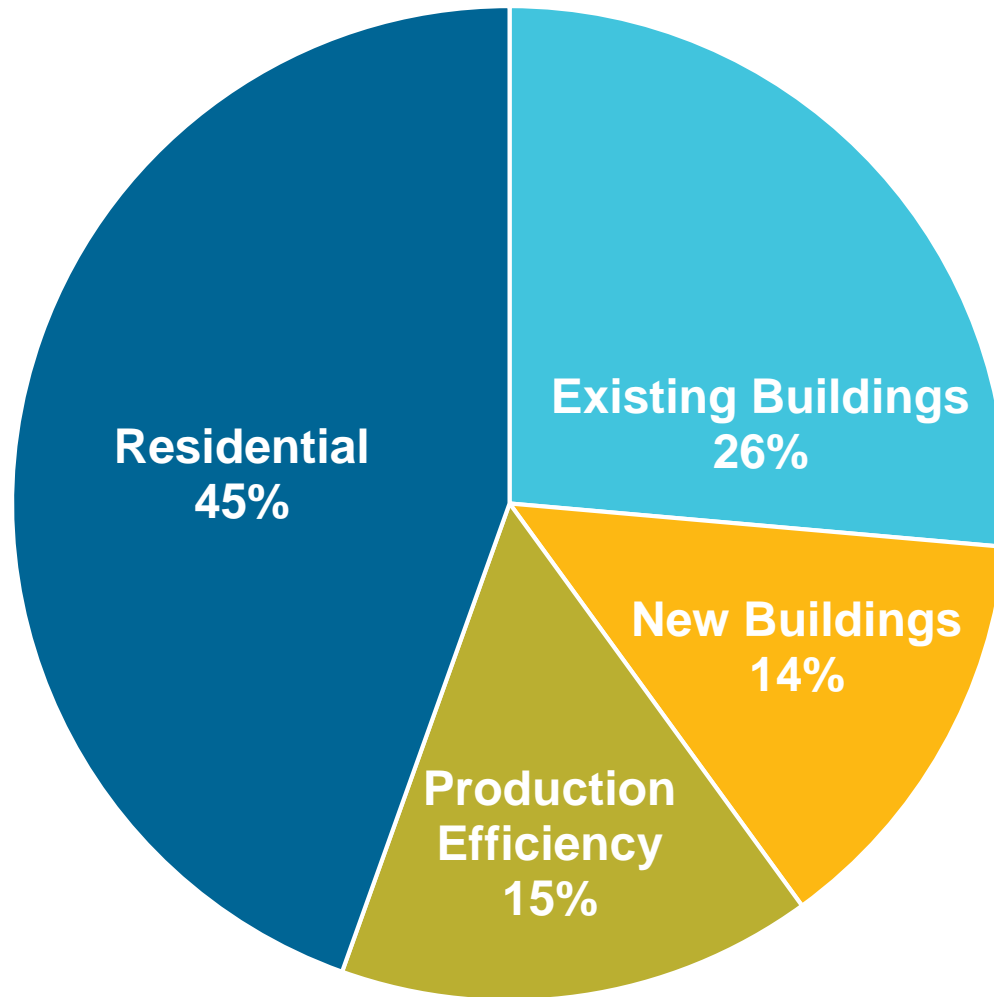
*The 2018 budget utilizes reserves to cover planned expenses in excess of anticipated revenue.*



# 2018 Draft Budget Expenditures Detail



# 2018 Natural Gas Savings by Program

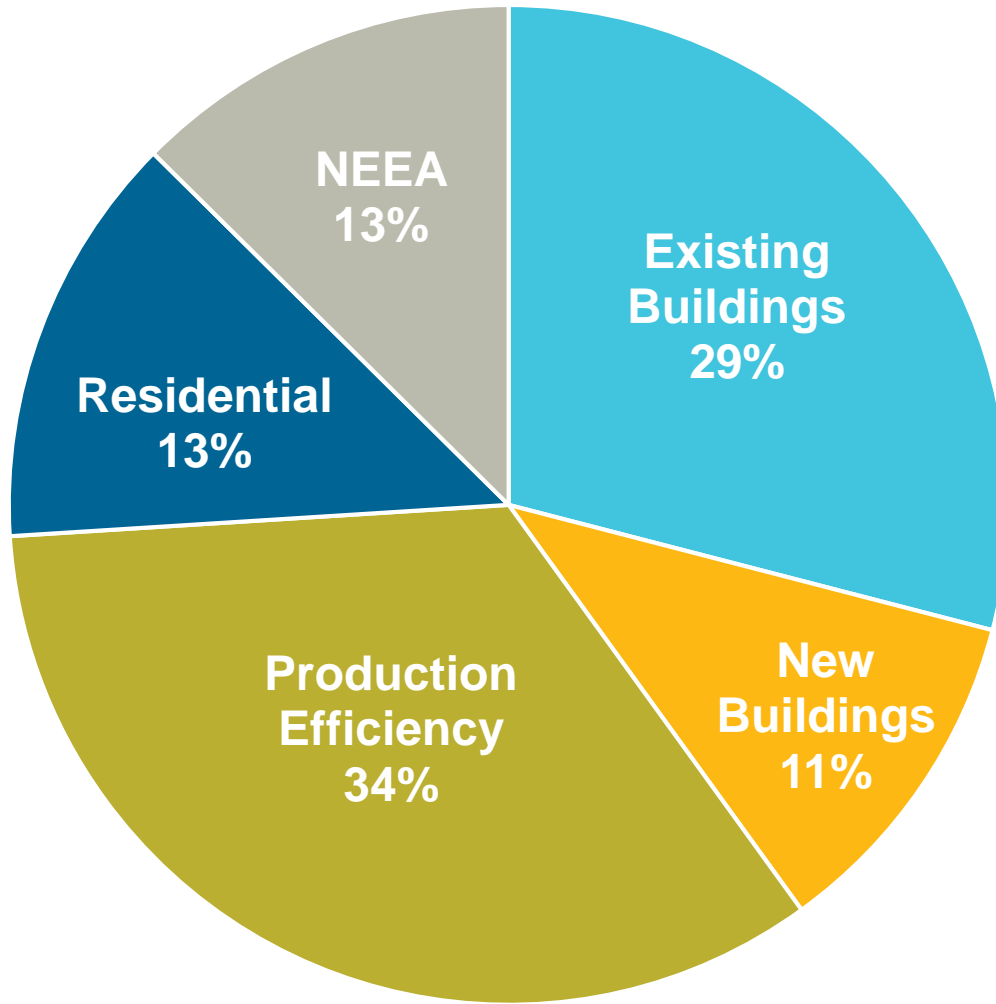


6.88 MMTh goal  
33.5 cents/therm

- 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*

# 2018 Electric Savings by Program



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*



# 2018 Renewable Energy Programs

	<b>\$ Million</b>	<b>aMW</b>
<b>Solar</b>	\$10.23	2.18
<b>Other Renewables</b>	\$3.91	0.00
<b>Total</b>	<b>\$14.15</b>	<b>2.18</b>

- 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%)

# 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

+ [www.energytrust.org/about/budget](http://www.energytrust.org/about/budget)

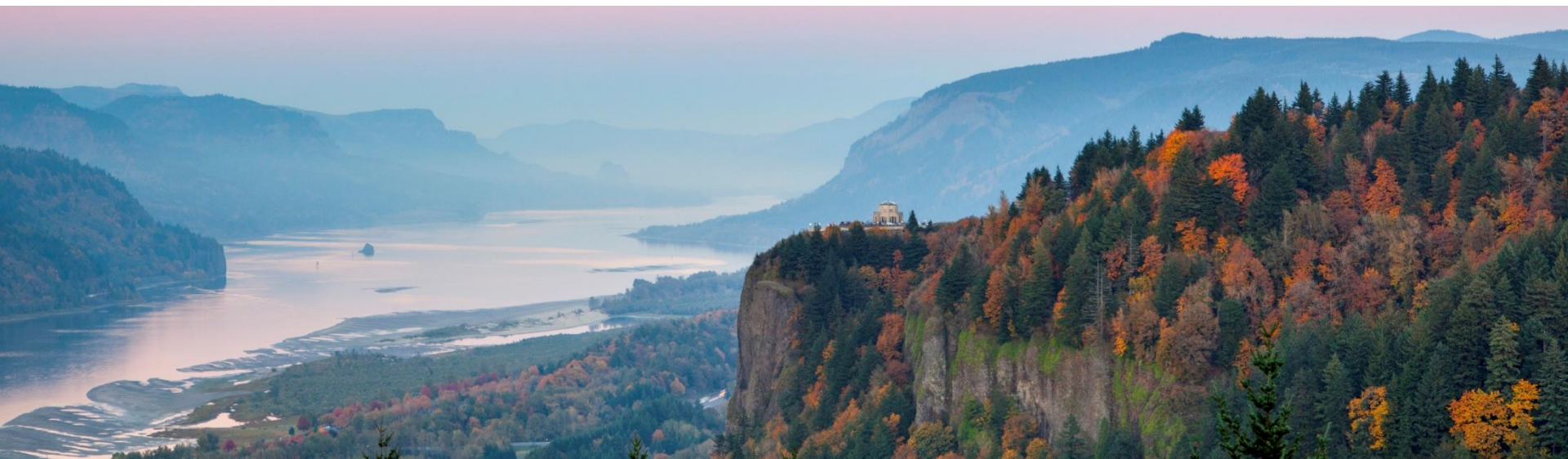
Send comments to [info@energytrust.org](mailto:info@energytrust.org)

## December

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

# Discussion and Feedback

- What questions do you have?
  - What information needs clarification?
  - Other feedback?
- + [www.energytrust.org/about/budget](http://www.energytrust.org/about/budget)  
Send comments to [info@energytrust.org](mailto:info@energytrust.org)
- + Comments due November 17





# Thank You

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