

2007 Utility Energy Efficiency Workshop Agenda
May 17-18, 2007
DoubleTree Hotel, Lloyd Center – Portland, Oregon

THURSDAY, MAY 17, 2007

8:00-9:00 a.m. – REGISTRATION, CONTINENTAL BREAKFAST

9:00-10:00 a.m. – OPENING PLENARY (Multnomah)

- Welcome: Mike Weedall, BPA Energy Efficiency Vice President
- Remarks - Steve Wright, BPA Administrator
- Workshop Overview: Brent Barclay, Workshop Chairman

10:00-10:30 a.m. – PLENARY PANEL (Multnomah)

Conservation – We're in This Together

How do utility customers get buy-in from stakeholders to implement energy projects? What are lessons learned?

Moderator: Rosalie Nourse, BPA

- Bob Titus, City of Ellensburg
- Rob Morton, Cascade Energy Engineering

10:30-10:45 a.m. – BREAK

10:45-11:30 a.m. – PLENARY SPEAKER (Multnomah)

How the NW Power & Conservation Council Fifth Power Plan Targets Affect You.

- Tom Eckman, Northwest Power & Conservation Council

11:30-12:45 p.m. – LUNCHEON KEYNOTE (Multnomah)

- Ralph Cavanagh, Natural Resources Defense Council

1:00-2:00 p.m. – PLENARY PANEL (Multnomah)

Marketing to Vendors, End Users and Trade Allies

Moderator: Todd Starnes, Puget Sound Energy

- Jim Frank, Grant County PUD
- Skip Schick, Northwest Energy Efficiency Alliance
- Greg Stiles, Energy Trust of Oregon

2:00 – 2:40 p.m. – NETWORKING BREAK WITH OPTIONAL SESSIONS

I - BPA Oversight - What to Expect (Ross Island/Morrison)

BPA's oversight process and how utilities can prepare for it.

Moderator: Mike Rose, BPA

- Sheila Gardner, BPA
- Norm Goodbla, Lewis County PUD No. 1

II - Assumptions in the Council Fifth Power Plan Targets (Hawthorne/Sellwood)

- Tom Eckman, Northwest Power & Conservation Council

2:45 – 3:45 p.m. – UTILITY PANEL BREAKOUT SESSIONS – Session 1

1A – Commercial Track: New Construction (Ross Island/Morrison)

How do you reach a construction market that requires contact during the design phase? What are some new construction success stories and lessons learned?

Moderator: Reid Hart, Eugene Water & Electric Board

- Javad Maadani, Seattle City Light
- Rod Olsen, Eugene Water & Electric Board
- Chris Aiken, Kootenai Electric Cooperative

1B – Industrial Track – Utility Sharing (Hawthorne/Sellwood)

How has your utility reached industries? How did you overcome barriers? What is on your wish list to get your industries signing on for energy efficiency? What resources are available? How do you use technical services?

Facilitator: Jennifer Eskil, BPA

1C - Residential/Agriculture Track – Agriculture Opportunities – (Holladay)

What IR/AG measures have you implemented in your service territory? What are the success stories? Identify additional measures and opportunities that utilities might consider for customers.

Moderator: Kathy Moore, Umatilla Electric Cooperative

- Dave Wimpy, Tillamook PUD
- Jeff Deiss and Martin Zone, USDA
- Dale Anderson, Big Bend Electric

3:45 – 4:00 - BREAK

4:00 – 5:00 p.m. – UTILITY PANEL BREAKOUT SESSIONS – Session 2

2A – Commercial Track – Commercial and Industrial Standard Offer (Ross Island/Morrison)

How do you approach commercial customers to get a “yes?” How do you overcome barriers? How can you find out which businesses have an energy efficiency or sustainability target? How do businesses get buy-in from upper management?

Moderator: Steve Brown, Okanogan Co. PUD

- David Christie, McMinnville Water & Light
- Alan Budman, Snohomish PUD
- Ron Tolleson, St. John Medical Center

2B – Industrial Track – Compressed Air Programs (Hawthorne/Sellwood)

How do you get a Compressed Air (CA) program started? What are the barriers? How do you target CA training? Which industries have potential savings? What are the success stories and lessons learned? How do you work with CA consultants and vendors? How much energy is in leaks? Learn about Tacoma’s compressed air program. Hear how CA controls generate savings.

Moderator: Tom Osborn, BPA

- Larry Blaufus, Clark County PUD
- Gary Johnson, Tacoma Energy Services
- Tim Dugan, Compression Engineering

2C – Residential/Agriculture Track – Working with Northwest Energy Efficiency Alliance on ENERGY STAR[®] Homes (Holladay)

How Clark PUD works with the ENERGY STAR Homes Northwest program in its service territory and its experience working with builders. How Summerfield Homes participates in the ENERGY STAR Homes program and why it works for them.

Moderator: Anne Brink, Northwest Energy Efficiency Alliance

- DuWayne Dunham, Clark Public Utilities
- John Morris, Fluid Marketing Strategies

5:00 – 7:00 p.m. – NETWORKING RECEPTION WITH VENDORS (Multnomah)

7:00 p.m. – DINNER ON YOUR OWN

FRIDAY, MAY 18, 2007

7:00 – 8:00 a.m. – CONTINENTAL BREAKFAST (Multnomah)

8:00 – 9:00 a.m. – PLENARY PANEL (Multnomah)

Energy Efficiency Marketing in the Region

- Kevin Cooney and Bill LeBlanc, Summit Blue Consulting

9:00 – 10:00 a.m. – UTILITY PANEL BREAKOUT SESSIONS – Session 3

3A – Commercial Track – Utility Round Table (Ross Island/Morrison)

Share your program successes or customer challenges. What strategies do you use to reach commercial customers?

Facilitator: Van Ashton, Idaho Falls Power

3B – Industrial Track – Industry Case Study Perspective (Hawthorne/Sellwood)

How do you collaborate with others to bring forth projects? Why is good technical analysis important to project success? Share lessons learned from the NORPAC Paper, the Grays Harbor Paper, and Ocean Spray experiences.

Moderator, Jim Wellcome, Cowlitz PUD

- Kevin Howerton, Grays Harbor PUD -Ocean Spray Case Study
- Hank Bisner, Industrial Efficiency Alliance -Grays Harbor Paper Case Study
- Bill Hunter, AirClean Technologies-Cowlitz PUD NORPAC study
- Don Casada, Diagnostic Solutions

3C – Residential/Agriculture Track – Scientific Irrigation Scheduling (SIS) (Broadway)

What are SIS success stories and barriers to using SIS? What are opportunities other than SIS? How can we change or tweak programs? What's offered at the Bureau of Reclamation's AgriMet, Bureau of Reclamation irrigation scheduling Web site?

Moderator: Dick Stroh, BPA

- Tom Schumacher, Benton PUD
- Tom Osborn, BPA
- David Cotten, Bureau of Reclamation

10:00 – 11:00 a.m. – PLENARY SESSION 4 - Commercial and Industrial Lighting (Multnomah)

What are the characteristics of a successful lighting program? What are lessons learned from industrial high bay lighting projects?

Moderator – Nancy Philipp, Benton County PUD

- Tim Lammers, Columbia River PUD
- Lori Sanders, City of Richland
- Joe Vaccher, Eugene Water & Electric Board

11:00 – 11:25 a.m. – BREAK

*Note to attendees with overnight accommodations – hotel check out is at noon.

11:30 – 12:40 p.m. – LUNCHEON KEYNOTE

- Royce Pollard, Mayor of Vancouver
“How Cities Make Decisions on Energy Projects”

12:45 – 1:45 p.m. – UTILITY PANEL BREAKOUT SESSIONS – Session 5

5A – Commercial Track – Grocery Store Initiative (Ross Island/Morrison)

How do you successfully market the EnergySmart Grocer program to eligible customers? How do you get them to install measures?

Moderator: Frank Brown, BPA

- John Friederichs, Ferry County PUD
- Jeff Mitchell, Puget Sound Energy

5B – Industrial Track – Industrial Odds and Ends (Hawthorne/Sellwood)

How can you get the most out of a Technical Service Provider? What are the pros and cons of a utility hiring an energy service provider for energy efficiency programs? What are some tips for how to do a custom project proposal? Why is M&V critical to industrial projects?

Moderator: Jennifer Eskil, BPA

- Chris Milan, BPA
- Todd Amundson, BPA
- Michael Sleight, Central Lincoln PUD

5C – Residential Track – Performance Tested Comfort Systems™ (PTCS) (Broadway)

What is the value of PTCS heat pump commissioning, controls and duct sealing to consumers and/or contractors? How can PTCS be marketed to contractors and consumers? What barriers are utilities experiencing with contractors and/or consumers? What are future trends in PTCS contractor training?

Moderator: Dalene Moore, Tacoma Public Utilities

- Bruce Manclark, Delta-T
- Brian Sofich, Columbia Northwest Heating
- Wade Carey, Columbia River PUD

1:45 – 2:45 p.m. – UTILITY PANEL BREAKOUT SESSIONS – Session 6

6A & B – Commercial & Industrial Track – Working with the Northwest Energy Efficiency Alliance – (Multnomah)

How have utilities successfully used the Alliance to support their acquisition efforts?

Moderator: Dan Villalobos, Inland Power & Light

- Roger Spring, Evergreen Consulting
- John Molitor, Grant County PUD
- Steve Ottenbreit, Snohomish PUD

6C – Renewable Energy (Hawthorne/Sellwood)

- Ellensburg Solar Community: from dream to reality – Gary Nystedt, City of Ellensburg
- Sustainable Natural Alternative Power (SNAP) - Mark Wisner, Public Utility District #1 of Chelan County

2:45 p.m. – ADJOURN