Quarter Three 2022 Report to the Oregon Public Utility Commission & Energy Trust Board of Directors

ENERGY TRUST OF OREGON
November 15, 2022

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A glossary of program descriptions and key terms is available online at www.energytrust.org/reports

I Executive summary[1,2,3,4]

A. Progress to organizational goals

Energy Trust's 2022 organizational goals, established through the 2022 business plan, budget and action plan process with input from stakeholders and approved by the board of directors, reflect the organization's priorities for the year and guide staff decision-making regarding allocation of resources.

GOAL 1: Achieve savings and renewable generation goals while addressing the needs of customers who experience significant energy burden or are impacted by disaster events.

STATUS: MIXED ACROSS THE PORTFOLIO

- **Energy Trust anticipates falling short** of its annual electric and gas savings goals. At a utility level, it anticipates meeting the annual savings goal for PGE; falling short of annual savings goals for all other utilities; and falling short of the OPUC minimum performance measures for savings for Pacific Power, Cascade Natural Gas and Avista.
- **Energy Trust anticipates exceeding** its annual renewable energy generation goals for PGE and Pacific Power, driven by continued high demand for residential solar.
- **While demand for energy efficiency remains high**, customers are facing project delays and rising prices due to supply chain disruptions, equipment shortages, labor shortages, rising interest rates, inflation and broad economic uncertainty.
    - Several commercial and industrial customers have paused, delayed or canceled projects, citing equipment delays that extended project timelines, facilities and contractors being short-staffed and rising equipment costs.
    - Project delays and cancellations can have an outsized impact on results for Cascade Natural Gas and Avista given the smaller number of customers and projects in those service areas.
- **Energy Trust expects spending** to come in well under budget this year due to spending less on incentives as a result of fewer project completions.
- **Energy Trust supported lighting upgrades** for small businesses in rural areas, including no-cost direct installations in Cave Junction, lighting assessments in North Bend and adding contractors to offer no-cost direct installations in Eastern and Central Oregon.
- **After creating higher incentives earlier this year for projects rebuilding after the 2020 Labor Day wildfires**, Energy Trust has provided design support and incentives to 96 home rebuilding projects as of the end of quarter three. These have primarily been in Pacific Power and Avista service areas.
    - The New Buildings program is providing early design assistance bonuses and enhanced technical assistance to commercial rebuilding projects. This includes one in Phoenix that will be the first in Avista service area to pursue Energy Trust's whole building energy modeling offer.
    - Energy Trust staff is working with the Oregon Department of Energy to cross-promote other incentive offers for wildfire rebuilding.
- **Staff launched and promoted** the Landlord-provided Cooling Spaces Initiative to provide vulnerable residents with heat relief, including presenting at Housing Oregon's Rural Policy Council and Portland Metro Policy Council. For more information, see Appendix I.
- **Approximately 67,000 metric tons of carbon dioxide** have been avoided as a result of Energy Trust's energy savings and generation so far in 2022.

[1] The body of this report includes only activity funded by Oregon electric utility customers of PGE and Pacific Power under state law and by Oregon natural gas customers of NW Natural, Cascade Natural Gas and Avista through regulatory agreements between the OPUC and each natural gas utility. For information on other activities, see Appendix 1.
[2] This report includes the best available data as of the date of submission.
[3] Historically, a significant portion of activity and savings occur in the fourth quarter of the year.
[4] With agreement from utilities and OPUC staff, Energy Trust defines meeting annual goal as achieving 95% to 105% of goal.

GOAL 2: Expand support for community-led approaches to increase access to clean energy.

STATUS: ON TRACK

- **Recipients of the first round of Working Together Grants**, who each received amounts between $6,800 and $10,000, began reporting on grant-funded activities that helped to engage customers who were not previously familiar with Energy Trust.
    - Among the activities were a youth clean-energy and environmental summer camp, creating a career pipeline for youth; development of a green building education program; and training for a community-based organization's staff on energy efficiency equipment.
    - In quarter three, Energy Trust sought applicants for a second round of Working Together Grants to be awarded in late 2022.
- **Staff developed offers** for home insulation and window retrofits to launch in 2023 as part of the Community Partner Funding suite of incentives. These are key upgrades that increase comfort in extreme temperatures while mitigating peak energy use from HVAC systems. These offers are designed to deepen collaboration with community-based organizations on program delivery for the purpose of serving communities of color, customers with low incomes or customers living in rural areas.
- **Energy Trust is supporting** two community-based efforts to reduce barriers to solar energy for people of color and develop solar energy in low- and moderate-income communities. For quarter three activities, see Appendix I.
- **Energy Trust is creating a new Communities and New Initiatives sector** focused on advancing community-related initiatives that cross multiple efficiency and renewable energy sectors and working with utility partners to support carbon reduction and grid flexibility.
    - Significant activities planned for 2023 include exploring ways to streamline participation across multiple program sectors for customers, communities and organizations seeking comprehensive energy solutions; and creating a framework to integrate community feedback into program designs.

GOAL 3: Create development capabilities that will allow Energy Trust to increase funding to deliver more savings and generation and expand the organization's ability to meet changing customer and utility system needs.

STATUS: ON TRACK

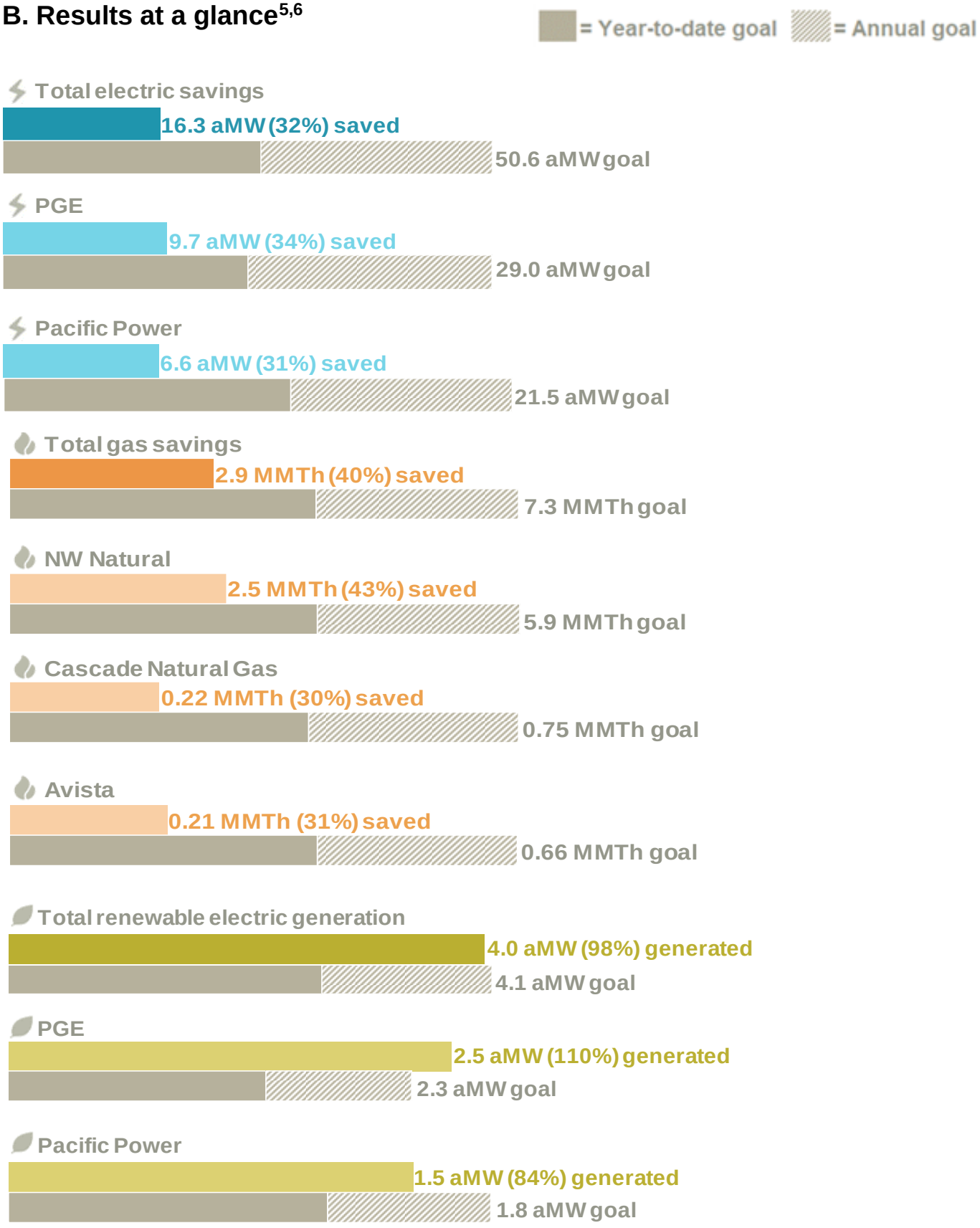
- **Energy Trust hired the first full-time member** of the new Innovation and Development team and reassigned two full-time staff to the team. The team will have a dual focus on identifying and pursuing new external funding opportunities while supporting internal innovation initiatives that support core mission work.
    - The team has begun working with the director of energy programs and the chief financial officer to develop a process to identify and evaluate new funding opportunities.
    - Recruitment for a director to lead the team is underway with the goal of having the director in place by the start of the new year.
- **Staff began meeting** with Oregon Department of Energy staff to track developments related to the federal Infrastructure Investments and Jobs Act and the Inflation Reduction Act, both of which will result in funding for local clean energy projects.

GOAL 4: Implement new work strategies to adapt and thrive in a changing environment while supporting staff and managing operating costs.

STATUS: ON TRACK

- **Human resources staff worked with directors and managers** on a new initiative to support employees' career development while increasing retention. When implemented in 2023, the Career Development Lattices initiative will encourage and support employees looking to change roles to consider the broadest set of options within the organization, not just positions in their existing department or team.
- **Human resources staff identified social justice training opportunities** for 2023 that will help prepare the organization to reach and serve customer groups it has not previously served.

B. Results at a glance[5,6]



[5] This document reports gross savings.
[6] aMW indicates average megawatts, MMTh indicates million therms and MM is million.

II Program and operations activity

The body of this report includes only activity funded by Oregon electric utility customers of PGE and Pacific Power and Oregon natural gas customers of NW Natural, Cascade Natural Gas and Avista under Energy Trust's grant agreement with the OPUC. Appendix 1 reports energy savings, generation, expenditures and revenues for all Energy Trust activity, including activity in NW Natural service area in Southwest Washington, Energy Trust's subcontract to deliver the Oregon Community Solar Program and other activity.

A. Commercial sector highlights[7]

- The sector anticipates falling short of savings goals in all utility service areas. Shortfalls are primarily due to lower than expected electric savings for Existing Buildings lighting and New Buildings; lower Existing Buildings savings for Cascade Natural Gas and Avista; and lower Existing Buildings and New Buildings savings for NW Natural.
- Market conditions including labor and supply shortages and rising prices continue to impact customers, especially small businesses and businesses in rural areas. For instance, Existing Buildings project submissions slowed or stopped in Cascade Natural Gas and Avista service areas.
- Contractors report they don't have the resources to engage with the program due to labor shortages, and projects increasingly don't meet cost-effectiveness requirements due to rising equipment prices.
- Staff is closely monitoring projects that have the potential to be delayed until 2023, including many Existing Buildings grocery projects that make up about 15% of savings goals for each utility.
- Two data centers in PGE service area canceled projects since the end of quarter two. These projects have high savings potential, but engagement with Energy Trust can be a lower priority for these large customers given the scale of their operations and other market demands.

B. Industry and agriculture sector highlights[8]

- The sector anticipates significantly exceeding savings goal in PGE service area due to a megaproject and coming close to goal in NW Natural service area. It anticipates falling short in Pacific Power, Cascade Natural Gas and Avista service areas due to lower than expected savings from lighting and custom projects and a large wastewater project that is delayed until 2023.
- Equipment and labor shortages are prompting customers to delay or cancel projects. In some cases, customers are adjusting their production due to staffing and using less energy as a result, which yields less energy savings.
- To try and come closer to savings goals, staff is working to close 2023 projects early if possible and identify new quick-turn projects that could be completed in 2022. This is more likely for standard track projects given lengthy timelines associated with custom projects.
- Staff continues to explore program design and marketing enhancements that will better reach and serve small and medium businesses, rural businesses and those owned by women and people of color.

[7] The commercial sector is comprised of two programs: Existing Buildings and New Buildings. Existing Buildings is delivered by Program Management Contractor TRC and includes multifamily offers; the program offers incentives for energy-efficient improvements in existing commercial buildings of all sizes. The New Buildings program, delivered by Program Management Contractor CLEAResult, supports design and construction of high-performance commercial buildings and major renovations of all sizes and building types. Lighting offers for commercial customers are delivered by Program Delivery Contractor CLEAResult, along with lighting offers for industrial customers.

[8] The industrial and agriculture sector provides energy-efficiency solutions for eligible industrial, agricultural and municipal water and wastewater recovery facility customers. It consists of one program, the Production Efficiency program, which provides services and incentives through three primary delivery tracks: standard, custom and energy performance management. Production Efficiency is designed and managed by Energy Trust staff and delivered through Program Delivery Contractors and other market actors. Lighting offers for industrial customers are delivered by Program Delivery Contractor CLEAResult, along with lighting offers for commercial customers.

- Encolor Consulting conducted a focus group with rural, BIPOC- and women-owned manufacturing businesses. A second focus group for Spanish-speaking manufacturing business owners and agricultural producers was planned for early November.
- Staff added demographic and firmographic questions on project forms to enable enhanced data collection about Production Efficiency participants.

C. Business lighting highlights[9]

- Lighting savings are coming in lower than expected as supply chain disruptions and increased product and labor costs continue to be a challenge, especially for small businesses and rural businesses.
- Savings from the midstream track increased significantly in quarter three following the launch of midstream incentives in late 2021 and engagement with distributors in the first half of 2022. These are incentives provided at the point of purchase through participating distributors.
- New project submissions for trade ally-delivered prescriptive and custom projects were down in quarter three despite an increase earlier in the year when incentives were raised. As prices continue to rise and project timelines lengthen, customers are opting to delay or cancel projects amid this uncertainty.
- Program and outreach staff engaged customers in Southern Oregon to complete no-cost lighting direct installation projects at small businesses in Cave Junction and to conduct lighting assessments at small businesses in North Bend. These efforts serve customers the program has not reached in the past and communities dealing with wildfire rebuilding and other economic challenges.
- The program added contractors to offer no-cost direct installations of lighting in Eastern and Central Oregon to help serve more small businesses in rural areas.

D. Residential sector highlights[10]

- The sector anticipates coming close to savings goals in PGE and Cascade Natural Gas service areas but falling short of goals in Pacific Power, NW Natural and Avista service areas. Shortfalls are primarily due to lowered expectations for electric HVAC savings (see below); a significantly lower number of manufactured home replacement projects; lower rates of LED grow light retail sales; and discontinued plans to develop an energy saver kit offer because of the accelerated adoption of federal lighting standards.
- Contractors continue to report long lead times and a backlog of projects from earlier in the year that have yet to be installed. The program increased incentives and marketing efforts to spur additional projects, but those projects are likely in 2023.
- Electric HVAC projects saw minimal sales growth in quarter three due to equipment shortages; contractors report they are still installing projects they sold in early 2022. Additionally, contractors say the Inflation Reduction Act has led some customers to delay initiating projects until new rebates and/or tax credits become available.
- Smart thermostat promotions and additional marketing led to increased sales in quarter three, but activity overall has been lower than in previous years and is contributing to the sector's savings shortfalls in some service areas. Activity has been difficult to reestablish since smart thermostat promotions were paused in late 2021.
- More ceiling insulation and gas furnace projects were initiated in quarter three following the launch of bonuses in June. The bonus was extended through the end of 2022 to serve customers facing project delays due to equipment shortages.

[9] Energy Trust lighting offers for commercial and industrial customers are delivered by Program Delivery Contractor CLEAResult to gain program efficiencies and deliver cost savings, as well as strengthen diversity, equity and inclusion efforts. Savings goals are incorporated into the commercial and industrial sector goals.

[10] The residential sector provides energy-efficiency solutions for residential customers of single-family homes, manufactured homes and newly constructed homes. The Residential program is delivered through Program Management Contractor CLEAResult and two Program Delivery Contractors CLEAResult and TRC that support retail promotions and EPS™ new construction offers, respectively. Incentives are available for smart thermostats, energy-efficient HVAC and water heating equipment, lighting, appliances, weatherization upgrades, whole-home improvements and new construction. Incentives are also delivered through community-based organizations with the goal of reaching customer groups underserved by the program.

- Staff worked with Pacific Power to deliver home energy reports to more customers while prioritizing those with low and moderate incomes. These reports help customers understand their energy usage, offer energy-savings tips and market Energy Trust incentive offers.

E. Renewable energy sector highlights[11]

- The sector anticipates significantly exceeding generation goals in PGE and Pacific Power service areas and remains on track to invest at least 25% of funds collected in activities and projects that benefit customers with low or moderate incomes.
- Solar activity continues to be strong even as Energy Trust's standard residential incentives have decreased; some trade allies are installing residential systems without Energy Trust incentives.
    - This comes as Energy Trust directs more of its spending on projects that reach income-qualified customers it has not served in the past. In quarter three, about 40% of solar incentives committed were for Solar Within Reach customers.
- Energy Trust is supporting a large-scale community solar project planning to go above the 10% share of low-income participation among project subscribers required by the Oregon Community Solar Program. The 2-megawatt project organized by Neighborhood Power will reserve 30% of project capacity for participants with low incomes, all of whom will receive 40% savings on electricity from the project. The project is expected to complete by the end of the year.
- In July, Energy Trust staff joined federal and local officials to celebrate the completion of piping of the Three Sisters Irrigation District and the near completion of the district's McKenzie hydropower project. Over the past 20 years, the district has replaced 62 miles of open air canals with pipe and completed two hydropower projects, both supported by Energy Trust.
- Staff is gauging how the Inflation Reduction Act will impact renewable energy activity in the coming years. The law increased the federal tax credit for solar from 26% to 30%, extended it for 10 years and will make tax credits technology neutral, benefitting hydropower projects.
    - It also added a direct-pay option for nonprofits beginning in 2023 that allows organizations exempt from federal income tax to take advantage of the tax credit as a direct payment.

F. Internal operations highlights[12]

- Communications and web staff updated Energy Trust's Diversity, Equity and Inclusion web page to make it more accessible to users and reflect the organization's 2022 Diversity, Equity and Inclusion Plan. The page relays strategies to reach customers historically underserved and includes a feedback tool for customers and stakeholders to provide input on ongoing initiatives.
- IT staff deployed updates to the project tracking system that will allow staff to more easily track projects that span programs and sectors.
- Planning and evaluation staff completed and published three studies on Energy Trust's website and presented on two of them at its second evaluation webinar. Starting in quarter two, evaluation webinars are held quarterly to communicate how programs are progressing and to share research results with the broader energy efficiency and renewable energy community.

[11] The renewable energy sector is comprised of two programs delivered by Energy Trust staff: Solar and Other Renewables. The Solar program offers standard incentives for small-scale distributed systems for residential, business, public sector and nonprofit customers. The program is focused on improving equitable access to solar for lower-income customers and expanding innovative applications of solar that provide greater value to communities or the grid. The Other Renewables program supports renewable energy projects up to 20 megawatts in nameplate capacity that generate electricity using biopower, geothermal, hydropower and community-scale, municipally owned wind technologies. The goal of the program is to support a range of renewable energy technologies and improve market conditions for their development by providing project development assistance incentives and installation incentives.

[12] Energy Trust's internal operations teams include communications (sharing organizational news, information and milestones, public reporting and public relations); customer service (providing customers with online and phone assistance); general marketing (educating customers and stakeholders through advertising, web content, social media and other marketing efforts); Trade Ally Network management (engaging and supporting Energy Trust's network of contractors and trade allies statewide); general outreach (providing regional and statewide support to customers, trade allies, partners, utilities, community organizations, local and state governments, and elected officials); IT and operations support (maintaining and improving Energy Trust's technology and infrastructure); and planning and evaluation (estimating costs and savings of efficiency programs, developing long-range savings forecasts and evaluating effectiveness and impact of offers).

- Planning staff participated in IRP processes for PGE, Pacific Power, NW Natural, Cascade Natural Gas and Avista and in Distribution System Planning activities with PGE and Pacific Power.
- Outreach staff formed a working group of tribal members who have an interest in energy. The group will help Energy Trust address significant gaps in service to tribal communities and better support their priorities in the areas of energy planning, infrastructure and economic development.
- Outreach and policy staff presented to municipalities that have passed or are developing climate or energy action plans, including presenting to a City of Salem council subcommittee.
- Staff across the organization helped the OPUC organize stakeholder workshops as well as a community café with business and community leaders in Cave Junction in support of the OPUC's efforts to develop equity performance measures for Energy Trust for 2023.
- Staff continued to monitor and respond to information requests from the Legislature's Task Force on Resilient, Efficient Buildings.
- Staff engaged and sought input from utilities and advisory councils to inform the Draft 2023 Budget and 2023-2024 Action Plan.
    - Staff engaged in joint planning discussions with utility partners to create utility specific action plans as required under HB 3141. Staff also got feedback on each utility specific action plan from the Conservation Advisory Council and Renewable Energy Advisory Council.
- Public relations efforts resulted in news articles in national publications including Fast Company, Washington Post and Bloomberg highlighting Energy Trust's support of efficiency and renewable energy projects, especially those that have climate benefits.
    - The combined publicity value of media coverage for quarter three—what it would have cost to purchase the equivalent advertising space and airtime—was $52 million.

III Updates requested by the OPUC

This section provides information requested by the OPUC in comments provided on Energy Trust's 2022 Budget and 2022-23 Action Plan, plus other information requested by OPUC staff.

Development of peak modeling capabilities:

- Staff is working with PGE, Pacific Power and OPUC staff to develop a proposed technical approach to modeling peak energy use.

Identifying measures that maximize greenhouse gas reduction impacts for electric and gas utilities based on the time of day and year:

- Planning and IT staff finalized a new method to quantify carbon emission reductions associated with Energy Trust programs based on the timing of energy saving and began using the method for data calculations in quarter four.
    - This method will be used to quantify carbon impacts in Energy Trust's 2022 annual report to the OPUC and board of directors and forecast carbon savings in Energy Trust's final proposed 2023-2024 budget.

Residential measures that have peak impacts:

- Staff developed applications for extended capacity heat pumps to displace existing forced air electric furnaces. This provides the greatest impact to peak heating savings and provides more efficient cooling than standard air conditioning and heat pump equipment.

Supplier diversity tracking system:

- The Supplier Diversity Tracking System launched in September and is ready for use by staff. Contract managers were trained on using the system, and Energy Trust's general contracting process training was updated to reflect the system.
- Energy Trust will begin reporting on supplier diversity efforts as part of the diversity, equity and inclusion appendix in its Quarter Two 2023 Report to the Oregon Public Utility Commission.

Diversity, equity and inclusion activities:

- The board confirmed staff's recommendation for contracts with the Residential program's new Program Management Contractor CLEAResult and Program Delivery Contractors TRC and CLEAResult with commitments to achieve supplier diversity goals.
    - As PMC, CLEAResult proposed to provide 26% of its 2023 implementation contract dollars to firms certified by Oregon's Certification Office for Business Inclusion and Diversity (COBID). As PDCs, TRC and CLEAResult proposed to subcontract with COBID-certified firms for 23% and 48% of their 2023 implementation contracts, respectively. (Those percentages are expected to increase slightly in 2024.)
- The Diversity, Equity and Inclusion Committee is organizing a series of outreach events to be held in quarter four on the proposed goals and metrics in Energy Trust's Diversity, Equity and Inclusion Plan – 2022. Events will include and seek feedback from members of tribal communities, staff from nonprofit partners and contractors.

No-cost ductless heat pump pilot for customers with low incomes:

- Since the pilot launched in quarter two, 22 customers were approved to receive no-cost ductless heat pump systems. Four community-based organizations and one community action agency are partnering with Energy Trust on the pilot targeting income-qualified customers in the Portland metro area and Southern Oregon.
- The goal of the pilot is to identify and serve customers with high energy burdens and reduce their costs while making their homes more comfortable.

IV Revenues and expenditures tables[13]

This section reports on revenues and expenditures for Oregon activity funded by Oregon ratepayers for energy efficiency and renewable energy under Energy Trust's grant agreement with the Oregon Public Utility Commission. The total organization results appendix reports energy savings, generation, expenditures and revenues for all Energy Trust activity, including activity in NW Natural service area in Southwest Washington, Energy Trust's subcontract to deliver the Oregon Community Solar Program and other activity.

A. Revenues under OPUC grant agreement[14]

Source		Q3 actual revenues		Q3 budgeted revenues	Budget variance
PGE Efficiency	$	21,762,486	$	20,821,370	5%
PGE Renewables	$	2,612,362	$	2,132,280	23%
Pacific Power Efficiency	$	13,746,915	$	14,029,600	-2%
Pacific Power Renewables	$	1,534,916	$	1,540,880	0%
NW Natural	$	3,240,275	$	3,543,014	-9%
NW Natural Industrial DSM	$	2,000,000	$	2,010,529	-1%
Cascade Natural Gas	$	370,672	$	388,241	-5%
Avista	$	1,235,823	$	1,235,823	0%
Total	**$**	**46,503,449**	**$**	**45,701,736**	**2%**

B. Expenditures under OPUC grant agreement[15]

Source		Q3 actual expenditures		Q3 budgeted expenditures	Budget variance
Portland General Electric	$	20,226,874	$	23,266,440	-13%
Pacific Power	$	12,521,432	$	14,745,307	-15%
NW Natural	$	6,709,908	$	6,383,295	5%
NW Natural Industrial DSM	$	1,207,087	$	1,541,817	-22%
Cascade Natural Gas	$	808,125	$	1,202,605	-33%
Avista	$	598,467	$	1,072,613	-44%
Total	**$**	**42,071,893**	**$**	**48,212,077**	**-13%**

[13] Columns may not total due to rounding.
[14] Revenues include ratepayer revenue collected for energy-efficiency programs and ratepayer-funded public purpose charge revenues collected for renewable energy activities.
[15] Expenditures are below budget as a result of spending less on incentives due to fewer project completions. For more information, see Section I.

C. Expenditures under OPUC grant agreement by sector and program[16]

		Q3 actual expenditures	Q3 budgeted expenditures	Budget variance
Commercial	Existing Buildings	$ 10,742,396	$ 12,720,504	-16%
	New Buildings	$ 3,638,868	$ 4,677,566	-22%
	NEEA Commercial	$ 642,058	$ 943,533	-32%
	Commercial total	**$ 15,023,322**	**$ 18,341,603**	**-18%**
Industrial	Production Efficiency	$ 6,829,742	$ 8,181,410	-17%
	NEEA Industrial	$ 10,446	$ 8,752	19%
	Industrial total	**$ 6,840,188**	**$ 8,190,161**	**-16%**
Residential	Residential	$ 12,421,705	$ 12,155,063	2%
	NEEA Residential	$ 1,409,356	$ 1,187,316	19%
	Residential total	**$ 13,831,060**	**$ 13,342,379**	**4%**
	Energy efficiency total	**$ 35,694,571**	**$ 39,874,143**	**-10%**
Renewables	Solar	$ 3,180,298	$ 3,693,185	-14%
	Other Renewables	$ 839,754	$ 1,895,220	-56%
	Renewable generation total	**$ 4,020,051**	**$ 5,588,405**	**-28%**
	Administration	**$ 2,357,271**	**$ 2,749,530**	**-14%**
	Total	**$ 42,071,893**	**$ 48,212,077**	**-13%**

D. Incentives paid

Qtr	PGE efficiency	Pacific Power efficiency	NW Natural efficiency	Cascade Natural Gas efficiency	Avista efficiency	PGE generation	Pacific Power generation	Total
Q1	$ 5,240,468	$ 2,384,863	$ 2,376,681	$ 194,359	$111,549	$1,603,475	$ 522,337	$12,433,732
Q2	$ 5,769,540	$ 4,142,581	$ 2,265,033	$ 238,774	$221,012	$2,592,224	$ 916,675	$16,145,837
Q3	$ 7,922,522	$ 4,939,583	$ 3,825,259	$ 357,805	$270,012	$1,809,575	$ 839,634	$19,964,391
Total	**$18,932,530**	**$11,467,027**	**$ 8,466,973**	**$ 790,937**	**$602,573**	**$6,005,273**	**$2,278,646**	**$48,543,960**

E. Low- and moderate-income renewable energy expenditures[17]

	YTD renewable revenues	YTD LMI expenditures	Percent of revenues benefiting LMI customers
Portland General Electric	$ 8,315,053	$ 2,757,712	33%
Pacific Power	$ 5,332,940	$ 791,693	15%
Total	**$ 13,647,992**	**$ 3,549,405**	26%

[16] Administration is different than administrative and program support costs as defined by the OPUC's performance measure, which also includes program costs in the following areas: program management, program delivery, program incentives, program payroll and related expenses, outsourced services, planning and evaluation services, customer service management and Trade Ally Network management.
[17] This table reports on a 25% minimum renewable energy spending requirement for Energy Trust under HB 3141. Revenues include all renewable energy revenues, and expenditures are only those that benefit customers with low and moderate incomes.

V Savings and generation tables[18,19,20]

A. Savings and generation by fuel

	Q3 savings/generation	YTD savings/generation	Annual goal	Percent achieved YTD
Electric savings	6.2 aMW	16.3 aMW	50.6 aMW	32%
Natural gas savings	1,275,243 therms	2,917,254 therms	7,265,422 therms	40%
Electric generation	1.47 aMW	4.03 aMW	4.10 aMW	98%

B. Progress toward annual efficiency goals by utility

	Q3 savings	YTD savings	Annual goal	Percent achieved YTD	Annual IRP target	Percent achieved YTD
Portland General Electric	3.9 aMW	9.7 aMW	29.0 aMW	34%	24.8 aMW	39%
Pacific Power	2.3 aMW	6.6 aMW	21.5 aMW	31%	18.7 aMW	35%
NW Natural	1,094,500 therms	2,487,834 therms	5,853,279 therms	43%	6,062,451 therms	41%
Cascade Natural Gas	103,502 therms	223,747 therms	752,829 therms	30%	485,188 therms	46%
Avista	77,241 therms	205,673 therms	659,313 therms	31%	447,273 therms	46%

C. Electric savings by sector and program

		Q3 savings aMW	YTD savings aMW	Annual goal aMW	Percent achieved YTD
Commercial	Existing Buildings	1.8	5.0	15.3	33%
	New Buildings	0.7	1.5	4.8	32%
	NEEA Commercial	0.3	0.6	1.4	45%
	Commercial total	**2.8**	**7.1**	**21.5**	**33%**
Industrial	Production Efficiency	1.6	4.1	17.0	24%
	NEEA Industrial	0.1	0.3	0.8	36%
	Industrial total	**1.7**	**4.4**	**17.8**	**25%**
Residential	Residential	1.0	3.5	7.5	47%
	NEEA Residential	0.6	1.3	3.8	35%
	Residential total	**1.6**	**4.8**	**11.3**	**43%**
	Total electric savings	**6.2**	**16.3**	**50.6**	**32%**

[18] Columns may not total due to rounding.
[19] Electric savings also include transmission and distribution savings.
[20] Energy Trust reports 100% of generation and capacity for renewable energy installations supported by Energy Trust's cash incentives. While some of these projects have additional sources of funding, Energy Trust enabled project completion.

D. Natural gas savings by sector and program

		Q3 savings therms	YTD savings therms	Annual goal therms	Percent achieved YTD
Commercial	Existing Buildings	303,580	742,505	2,469,687	30%
	New Buildings	94,714	181,234	437,460	41%
	NEEA Commercial	33,574	67,148	167,873	40%
	Commercial total	**431,868**	**990,886**	**3,075,020**	**32%**
Industrial	Production Efficiency	250,181	472,778	1,528,067	31%
	NEEA Industrial	-	-	-	-
	Industrial total	**250,181**	**472,778**	**1,528,067**	**31%**
Residential	Residential	593,193	1,453,590	2,662,335	55%
	NEEA Residential	-	-	-	-
	Residential total	**593,193**	**1,453,590**	**2,662,335**	**55%**
	Total natural gas savings	**1,275,243**	**2,917,254**	**7,265,422**	**40%**

E. Renewable energy generation by utility

	Q3 generation aMW	YTD generation aMW	Annual goal aMW	Percent achieved YTD
Portland General Electric	0.92	2.52	2.29	110%
Pacific Power	0.55	1.51	1.80	84%
Total	**1.47**	**4.03**	**4.10**	**98%**

F. Renewable energy generation by program

	Q3 generation aMW	YTD generation aMW	Annual goal aMW	Percent achieved YTD
Solar	1.47	4.03	3.98	101%
Other Renewables	-	-	0.11	-
Total generation	**1.47**	**4.03**	**4.10**	**98%**

G. Utility-invested efficiency expenditures[21]

Utility	Q3 expenditures	YTD expenditures
Portland General Electric	$ 175,222	$ 586,536
Pacific Power	$ 220,245	$ 721,328
Total	**$ 395,466**	**$ 1,307,864**

[21] This reflects utility investments of a portion of efficiency tariff funds. Funds are collected by the utility and are in addition to funds received by Energy Trust. Reports detailing activities funded by these expenditures are submitted annually by the utilities to the OPUC.

APPENDIX 1: Total organization results

This appendix provides information on Energy Trust's energy savings and renewable generation results as well as revenue and expenditures for programs beyond its core electric and gas efficiency and renewable energy programs under Energy Trust's grant agreement with the Oregon Public Utility Commission. Many of these programs will help Energy Trust reach more customers and will result in energy savings and generation; programs that deliver reportable savings and generation results may be funded by multiple sources, including funding received under the OPUC grant agreement.

Highlights of this work for quarter three include:

- **Energy Trust launched the Landlord-provided Cooling Spaces Initiative** to provide vulnerable residents with heat relief. Funded through a contract with Oregon Department of Energy, the initiative provides incentives for landlords to create cooling spaces for multifamily residents of tribal housing, affordable housing, senior housing, agricultural workforce housing, manufactured home parks and other properties.
    - Staff shared details about the program and eligibility requirements with community partners to promote the offer. Staff also presented at Housing Oregon's Rural Policy Council and Portland Metro Policy Council to provide information on program design and get feedback.
    - In quarter three, a small number of equipment rebates were provided along with technical consultation services to help customers select equipment.
    - While the offer launched in quarter three, incentives were available retroactively for equipment purchased after June 1, 2022.
- **In its role supporting the Oregon Community Solar Program**, Energy Trust verified participants and supported a cohort of community solar projects expected to begin operations in late 2022. Energy Trust also helped OPUC staff prepare for a series of commission decisions regarding participant contracts.
- **Energy Trust continues to develop Solar Ambassadors**, a pilot co-created with community-based organizations in the Portland area to help people of color overcome barriers to residential solar adoption. In quarter three, staff began drafting guidance for future Solar Ambassadors and customers on how to prepare for, pay for and procure a solar installation.
- **Energy Trust is supporting Solar with Justice**, a national effort led by the Clean Energy States Alliance to develop solar energy in low- and moderate-income communities. In quarter three, the project team developed a survey for community-based organizations to learn about their current work, challenges and opportunities related to solar energy.
- **Energy Trust hired a program manager** for work on Smart Grid Asset Load Management & Optimized Neighborhood (SALMON) and planned evaluation in consultation with PGE and other project partners. This grant-funded project aims to install distributed energy resources in North Portland homes.
- **Other work reflected** in the revenues and expenditures tables in this appendix include:
    - Activity in NW Natural service area in Southwest Washington
    - A now-completed targeted load management pilot with NW Natural
    - A contract to support PGE's Smart Battery Pilot and Smart Inverter Demonstration
    - Solar Energy Resilience for Vulnerable Communities (SERV), a three-year effort to do planning and feasibility work for solar microgrid resilience projects, with funding expected to be awarded by Federal Emergency Management Agency through the state's Office of Emergency Management
- **Energy Trust also receives revenue** from investments and spends money on business development.

A. Total organization revenues[22,23]

Source		Q3 actual revenues		Q3 budgeted revenues	Budget variance
OPUC grant agreement	$	46,503,449	$	45,701,736	2%
NW Natural for Washington	$	1,050,291	$	1,050,291	0%
Cooling Space Initiative (Oregon DOE contract)	$	-	$	-	N/A
NW Natural for TLM	$	-	$	-	N/A
Oregon Community Solar Program (contract)	$	117,322	$	114,140	3%
PGE Smart Battery Pilot (contract)	$	56,451	$	125,489	-55%
PGE Smart Inverter Pilot (contract)	$	-	$	-	N/A
SALMON (US DOE grant)	$	21,490	$	-	N/A
SERV (FEMA grant)	$	-	$	-	N/A
Solar Ambassadors (NREL grant)	$	-	$	-	N/A
Solar with Justice (US DOE grant)	$	-	$	-	N/A
Investments	$	168,480	$	52,000	224%
Total	**$**	**47,917,483**	**$**	**47,043,656**	**2%**

B. Total organization expenditures

Source		Q3 actual expenditures		Q3 budgeted expenditures	Budget variance
OPUC grant agreement	$	42,071,893	$	48,212,077	-13%
NW Natural for Washington	$	893,594	$	700,018	28%
Cooling Space Initiative (Oregon DOE contract)	$	12,658	$	-	N/A
NW Natural for TLM	$	31,827	$	43,580	-27%
Oregon Community Solar Program (contract)	$	69,786	$	98,356	-29%
PGE Smart Battery Pilot (contract)	$	35,965	$	116,809	-69%
PGE Smart Inverter Pilot (contract)	$	8,330	$	-	N/A
SALMON (US DOE grant)	$	18,500	$	-	N/A
SERV (FEMA grant)	$	321	$	-	N/A
Solar Ambassadors (NREL grant)	$	13,042	$	-	N/A
Solar with Justice (US DOE grant)	$	780	$	-	N/A
Business development	$	230	$	-	N/A
Total	**$**	**43,156,926**	**$**	**49,170,840**	**-12%**

[22] The targeted load management pilot with NW Natural has ended. Evaluation and reporting will complete in 2022.
[23] Energy Trust does not receive regularly occurring payments for Solar Ambassadors or Solar with Justice and no payments were received in quarter three.

C. Total organization expenditures by activity[24]

			Q3 actual expenditures		Q3 budgeted expenditures	Budget variance
	OPUC grant agreement	**$**	**39,714,622**	**$**	**45,462,547**	-13%
Other	NW Natural for Washington	$	840,571	$	660,035	27%
	Cooling Space Initiative (Oregon DOE contract)	$	12,107	$	-	N/A
	NW Natural for TLM	$	30,552	$	41,629	-27%
	Oregon Community Solar Program (contract)	$	66,281	$	92,774	-29%
	PGE Smart Battery Pilot (contract)	$	33,953	$	110,194	-69%
	PGE Smart Inverter Pilot (contract)	$	7,789	$	-	N/A
	SALMON (US DOE grant)	$	17,221	$	-	N/A
	SERV (FEMA grant)	$	330	$	-	N/A
	Solar Ambassadors (NREL grant)	$	12,445	$	-	N/A
	Solar with Justice (US DOE grant)	$	733	$	-	N/A
	Business development	$	230	$	-	N/A
	Other Total	**$**	**1,022,212**	**$**	**904,633**	**13%**
	Administration	**$**	**2,420,092**	**$**	**2,803,660**	**-14%**
	Total expenditures	**$**	**43,156,926**	**$**	**49,170,840**	**-12%**

D. Total organization savings and generation by fuel[25]

	Q3 savings/generation	YTD savings/generation	Annual goal	Percent achieved YTD
Electric savings	6.2 aMW	16.3 aMW	50.6 aMW	32%
Natural gas savings	1,352,676 therms	3,072,178 therms	7,584,144 therms	41%
Electric generation	1.47 aMW	4.03 aMW	4.10 aMW	98%

[24] Administration is different than administrative and program support costs as defined by the OPUC's performance measure, which also includes program costs in the following areas: program management, program delivery, program incentives, program payroll and related expenses, outsourced services, planning and evaluation services, customer service management and Trade Ally Network management.
[25] Savings includes NW Natural savings in Southwest Washington.

E. Total organization progress toward annual efficiency goals by utility

	Q3 savings	YTD savings	Annual goal	Percent achieved YTD	Annual IRP target	Percent achieved YTD
Portland General Electric	3.9 aMW	9.7 aMW	29.0 aMW	34%	24.8 aMW	39%
Pacific Power	2.3 aMW	6.6 aMW	21.5 aMW	31%	18.7 aMW	35%
NW Natural	1,094,500 therms	2,487,834 therms	5,853,279 therms	43%	6,062,451 therms	41%
Cascade Natural Gas	103,502 therms	223,747 therms	752,829 therms	30%	485,188 therms	46%
Avista	77,241 therms	205,673 therms	659,313 therms	31%	447,273 therms	46%
NW Natural Washington	77,433 therms	154,924 therms	318,722 therms	49%	354,000 therms	44%

F. Total organization renewable energy generation by utility

	Q3 generation aMW	YTD generation aMW	Annual goal aMW	Percent achieved YTD
Portland General Electric	0.92	2.52	2.29	110%
Pacific Power	0.55	1.51	1.80	84%
Total	**1.47**	**4.03**	**4.10**	**98%**