

Public Webinar Presentation for the Opening of Agriculture, Industrial and Commercial Energy Efficiency SEM Program – Third Party Implementer Cascade Energy

Number	Webinar Questions	Implementer Answer
1	<p>Slide 7, Year 2029 of Graph: “It shows a decrease.”</p> <p>So, is that part of the planning and can you elaborate on the issue?</p>	<p>This is the scheduling of when cohorts are going to kick off and end.</p> <p>Not all sites will progress into cycles beyond cycle one.</p> <p>Cascade is open to the possibility that this contract could be extended in which case we could complete additional cycles.</p>
2	<p>Cross-sectional Team: Is there also going to be an effort to create an energy team like the cross-sectional team?</p>	<p>Part of the energy champion’s role is for them to identify who are the key stakeholders on site who need to be in those meetings. So, we are leaning on them to inform us of who is who, and who is important to have on the team.</p> <p>We need them to enroll in the program, part of the enrollment agreement is to have people signing up for the executive sponsor, energy champion and data lead role. So that is the minimum requirement for the energy team and then with the expectation that they will bring other people in as well.</p> <p>I think an avenue that we use to try to have a wider energy team is the treasure hunt. We try to get a cross-sectional group to attend the treasure hunts. We are looking at all their systems and then we are documenting opportunities and talking through the first five to 10 priorities.</p> <p>The treasure hunt is the most</p>

Public Webinar Presentation for the Opening of Agriculture, Industrial and Commercial Energy Efficiency SEM Program – Third Party Implementer Cascade Energy

		<p>important event of the program and it is a way to generate excitement for the program at the site. We often have very large groups, sometimes more than 20, at treasure hunts. This is a hallmark of an engaged site and a site that has the resources to spend time on energy efficiency.</p>
3	<p>Energy Teams. Slide showing the individual roles. You said that the champion would be responsible for identifying and creating the in-House team and at minimum the team would include three individuals, right?</p>	<p>Yes, right.</p> <p>We also do an exercise with participants in a workshop about identifying who should be on the energy team, from a diverse cross-functional set of people.</p>
4	<p>Capital Incentives: how would you deal with customers that oftentimes get a higher cents per kWh if they actually go to a capital program that caters to that measure?</p> <p>How are you anticipating change?</p> <p>How would savings be considered?</p>	<p>We do have the flexibility to do custom capital projects through this program and plan to give participants the option of which path to pursue. We expect that most will choose the SEM path because the incentive is the same, the additional work on their part is less, and the timelines for implementation are shorter. Because of that shorter timeline, customers will begin avoiding energy costs earlier.</p> <p>We will, in the case of a custom project, do an adjustment in the model for that project. It will not be counted in the SEM modeled savings. If it is a bottom-up site we just will not calculate it as part of the SEM savings.</p> <p>It is beneficial sometimes for the participant to complete capital projects within the SEM program. We</p>

Public Webinar Presentation for the Opening of Agriculture, Industrial and Commercial Energy Efficiency SEM Program – Third Party Implementer Cascade Energy

		<p>are going to offer the opportunity and, in our implementation plan you'll see that we have the option of doing custom capital projects if the customer decides to go that route.</p>
<p>5</p>	<p>Savings Goals for Commercial SEM: “For industrial it showed a taper down for the last year. I’m not seeing that on this chart.”</p> <p>Why not on this chart?</p>	<p>The timing of the program and when cycles begin and end.</p> <p>For these cohorts, two cycles will take us closer to the end of the program. So, you are not going to see as much tail off there.</p> <p>Also, we will be starting a cohort in 2027 that is going to be building up as those two cohorts go down a little bit.</p> <p>We tend to see a really strong savings in years two and three and it does start tailing off a little bit in year 4.</p> <p>In the commercial program, we expect to see some attrition in the number of participants after the first cycle but as that is happening, we will be ramping up on that last cohort that we are delivering. The last of the three.</p> <p>On the industrial side, aiming to have eight cohorts into 2029. Anticipating having 6 cohorts that will be claiming savings in that last year.</p> <p>Implementer will be open to contract extensions. This would result in less overall tailing off of savings.</p> <p>Two of those cohorts are those mid large cohorts. They are smaller sites. We are expecting smaller savings from those sites. It is part of the puzzle too.</p>

Public Webinar Presentation for the Opening of Agriculture, Industrial and Commercial Energy Efficiency SEM Program – Third Party Implementer Cascade Energy

6	<p>Program Eligibility: “You mentioned large customers in excess of 10 GW hours.”</p> <p>Are there two different customer size, target, or threshold?</p> <p>Is this just the one target group that you are going for in commercial?</p>	<p>Targeting the largest customers in Commercial partly because we only have three cohorts. We think the customer base is big enough to support that.</p> <p>On industrial, we had questions about that the available customer base, so made the decision to go to smaller customers.</p> <p>For commercial, we only have 3 cohorts and are not targeting mid-large customers.</p>
7	<p>Site and Coaching Teams: Why is there no data lead for both site and coaching?</p>	<p>Commercial SEM will often have weather as a primary variable and that will come to us directly through Sensei. If there is an onsite variable (i.e., occupancy) we would need a data lead for that at the site. We are anticipating for commercial sites we will not have as much need for that.</p> <p>For commercial, the energy champion can assume some of the data lead responsibility. If it becomes a bigger lift, we recommend that they dedicate a specific person to focus on data at the site.</p>
8	<p>Capital Projects: “There might be some sort of cutoff and that you are still trying to figure out in which the \$0.21 per kWh might be offered. I thought you had said it was for capital projects in excess \$20K.”</p> <p>Would that include installation costs, or would that be purely just the capital cost?</p>	<p>That is the number we are flirting with at the moment. It will likely include the installation cost if they are using a contractor for the installation.</p>

Public Webinar Presentation for the Opening of Agriculture, Industrial and Commercial Energy Efficiency SEM Program – Third Party Implementer Cascade Energy

<p>9</p>	<p>Workshops: “I know I saw this slide where you talked similarly about having a combination of virtual versus workshops in person workshops.”</p> <p>What do you anticipate doing slightly different?</p> <p>Is there anything else that you are doing that might be a little different from how it was in the past for industrial?</p>	<p>One thing about Commercial SEM is it can include a much wider group of stakeholders. There can be a much bigger energy team and there might be multiple buildings with different crews responsible for different buildings.</p> <p>So, we serve those energy teams a little bit differently. There may be cases where we might have multiple calls with distinct groups.</p> <p>For commercial we can more easily focus on geographical areas than we can for industrial so that we can deliver workshops in person. We hope to really focus on DACS. We will know when we see the customer list but we believe the commercial list will be larger than the industrial list. That will allow more focus on geographical areas.</p> <p>There will be a distinct set of tech leads with commercial energy efficiency expertise.</p>
----------	---	--