Clean Energy Transformation Act

Washington Equity Advisory Group (EAG)
June 2023 Meeting

June 8, 2023















For a Better Meeting Experience



Use Gallery View (icon at top right) when in group discussion



For technical support, chat "Tag Galvin-Darnieder/ E Source" as recipient, and send your message



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Questions are welcome at any time Please mute until speaking Speak by clicking the "Raise Hand" in the tool bar

Clean Energy Transformation Act

1-4 pm PT, June 8, 2023

Agenda

TIMING	TOPIC
1:00 pm	Land Acknowledgement Objectives & Presenters Check in
1:15 pm	Recap: May Onsite Visits Community Calendar
1:25 pm	Clean Energy Implementation Plan (CEIP) Refresher
1:40 pm	Energy Efficiency Updates
2:30 pm	BREAK
2:40 pm	Washington Residential Survey Update
3:00 pm	Multicultural Engagement Efforts
3:15 pm	Public Comment
3:20 pm	Check Out, Summary & Next Steps

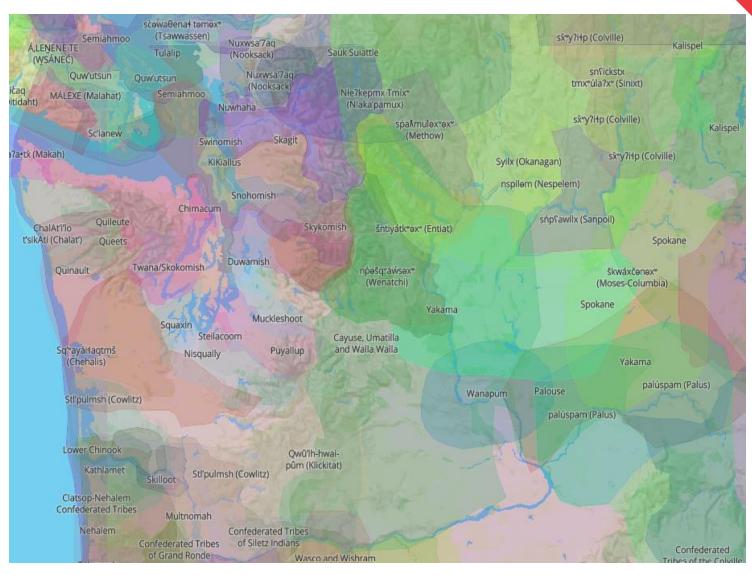
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Land Acknowledgement

We hold respect and gratitude for the Indigenous people who have been and still consider themselves to be the caretakers of the biodiversity of the regional land and water. We take this moment to honor the Indigenous communities of the past, present, and future.



Source: Native-Land.ca | Our home on native land



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Objectives

- 1. Recap: May Onsite Visits with the WA Equity Advisory Group
- 2. Clean Energy Implementation Plan (CEIP) Refresher
- 3. Energy Efficiency Updates
- 4. Washington Residential Survey Update
- 5. Communications Update on Multi-Cultural Engagement Efforts



Nancy Goddard PacifiCorp Sr. Program Manager



Selyna Bermudez PacifiCorp Sr. Communications Representative



Kimberly Alejandro Equity Analyst, **Customer Solutions**

Presenters



Jay Olson PacifiCorp Sr. Program Manager



Agustin Moreno C+C / Pacific Power Field Representative



Lisa Markus E Source Managing Director & Facilitator



Laura James PacifiCorp Sr. Project Manager, Customer and **Community Solutions**



Check-In



Check In Question

What is your "walk up" song?





On-site meetings were incredibly rewarding and illuminating:

- Incredible amount of cross-collaboration among EAG members in supporting each other's events and initiatives
- Organizations continue to struggle with staffing and meeting an increasing need for services in community
- Interest in bridging the digital gap through broadband access
- Desire to take part in transportation electrification and other grants/resources to build necessary infrastructure





Community Calendar



Jun
202
SUNDAY
28

11

18

25

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28

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23	
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Chinook Fest ALL-DAY @ Jim

Sprick Community Park, 13680

WA-410, Naches, WA 98937

Downtown Yakima Farmer's

Market 9am-1pm @ 15 W

Yakima Ave, Yakima, WA 98901

Downtown Yakima Farmer's

Market 9am-1pm @ 15 W

Yakima Ave, Yakima, WA 98901

MONDAY

29

5

12

19

26

3

TUESDAY

30

6

13

20

27

Notes

BLUE - Pacific Power Outreach

WEDNESDAY

31

7

14

21

28

THURSDAY

ONLINE - Washington Equity

Advisory Group Meeting 1pm-

4pm (PST)

Yakima Downtown Summer

Nights 5:30pm-9pm @ 129 S

2nd St, Yakima, WA 98901

Yakima Downtown Summer

Nights 5:30pm-9pm @ 129 S

2nd St. Yakima, WA 98901

Yakima Downtown Summer

Nights 5:30pm-9pm @ 129 S

2nd St. Yakima. WA 98901

College Place Farmers & Artisan Market 4pm-7pm @ 625 S. College Avenue College Place, WA 99324

1

8

15

22

29

FRIDAY

2

9

16

23

30

Chinook Fest ALL-DAY @ Jim

Sprick Community Park, 13680

WA-410, Naches, WA 98937

SATURDAY

Yakima Pride Parade &

Festival 10am-6pm @Naches

Parkway

Downtown Walla Walla

Farmer's Market 9am-1pm@

106 West Main StreetWalla

Walla, WA, 99362

Sunnyside Summer Ale

Festival 5pm-10pm @

Centennial Square Sunnyside,

WA 98944

10

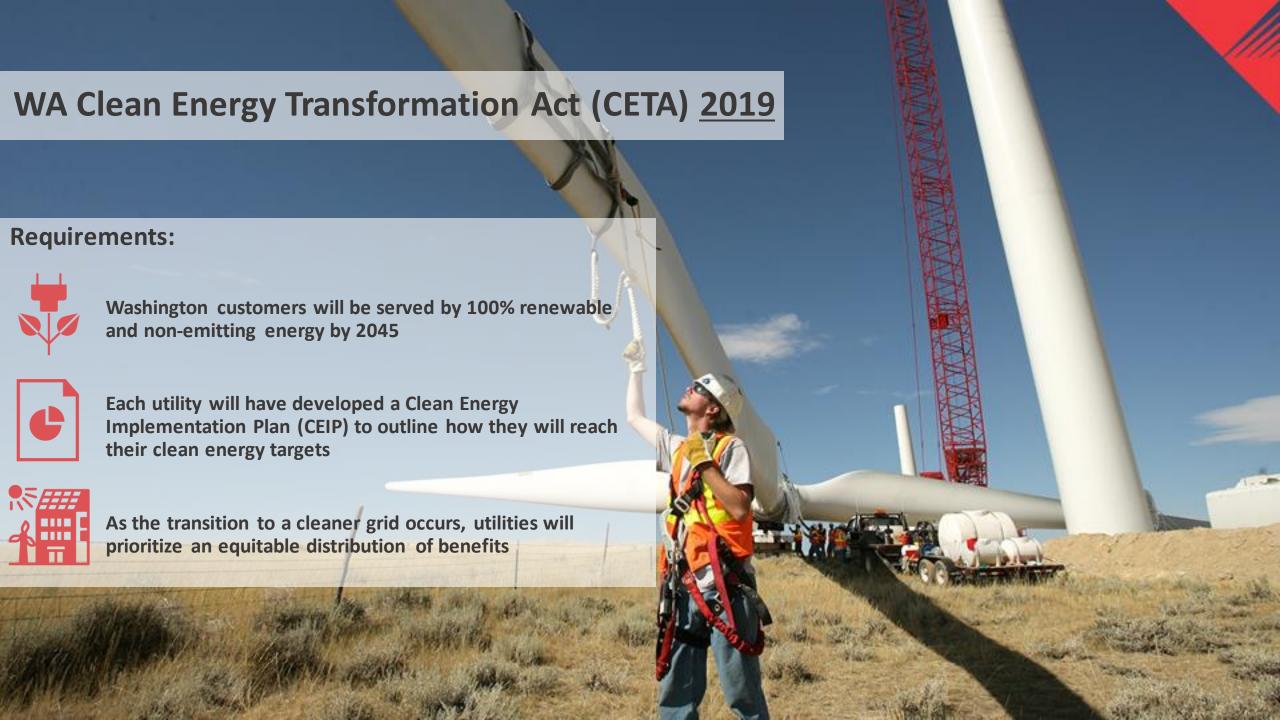
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Clean Energy Implementation Plan (CEIP) Refresher





CETA Targets & Timeline

<u>January 2045</u> – Utilities must ensure that nonemitting electric generation and electricity from renewable resources supply 100% of all retail sales of electricity to Washington electric customers

<u>January 2030</u> – Utilities must ensure all retail sales of electricity to Washington electric customers are greenhouse gas neutral

<u>December 2025</u> – Utilities must remove coal-fired resources from its allocation of electricity to Washington retail electric customers

Who Is Engaged with this Work?



How Have We Been Planning for Equity?

CETA focuses on delivering services equitably and reducing inequitable burdens through:

- An Equity Advisory Group
- •Feedback on topics important to the advisory group members
- •Improved customer outreach to make processes more accessible and inclusive
- •Using data to create a robust picture of equity within the service area
- •Continuous efforts to bring more "voices" to the table
- •Identification of named communities, Tribes, vulnerable populations and highly impacted communities





Lesson learned and leveraged from Washington equity journey: engage communities where they are!



Customer Benefit Indicator Categories

Creation and tracking of customer benefit indicators to inform actions and planning decisions

Reduction of Burdens

Benefits from customer programs that result in *lower* energy prices

Cost Reduction

Benefits related to reducing customer energy bills

Non-Energy Benefits

Benefits related to local jobs and workforce diversity

Public Health

Benefits that result in healthier communities

Energy Benefits

Benefits related to having a higher amount of renewable energy that combats climate change

Energy Security

Benefits related to having uninterrupted access to energy

Environment

Benefits that result in a sustainable environment

Resilience

Benefits that reduce the *frequency and duration of outages*

Customer Benefit Indicators in PacifiCorp's 2021 Clean Energy Implementation Plan

CBI	Metric(s)
Culturally and linguistically responsive outreach and program communication	 Outreach in non-English languages Percentage of responses to surveys in Spanish
Community-focused efforts and investments	 Workshops on energy related programs Headcount of staff supporting program delivery in Washington who are woman, minority, or can show disadvantage for energy efficiency programs with exception to low income
Participation in company energy and efficiency programs and billing assistance programs	 Number of households/businesses, including named communities, who participate in company energy/efficiency programs Percentage of households that participate in billing assistance programs Number of households/businesses who participate/enroll in demand response, load management, and behavioral programs
Efficiency of housing stock and small businesses, including low-income housing	 Number of households and small businesses that participate in company energy/efficiency programs Energy efficiency expenditures Gas to electric conversions for Low-Income Weatherization program
Renewable energy resources and emissions	 Amount of renewables/non-emitting resources serving Washington Washington allocated greenhouse gas emission from Washington allocated resources Number of public charging stations in named communities
Households experiencing high energy burden	• Number of customers suffering from high energy burden by: highly impacted communities, vulnerable populations, low-income bill assistance (LIBA) and Low-Income Weatherization participants, and other residential customers
Indoor air quality	Number of households using wood as primary or secondary heating
Frequency and duration of energy outages	• System Average Interruption Duration Index (SAIDI), System Average Interruption Frequency Index (SAIFI), and Customer Average Interruption Duration Index (CAIDI) at area level including and excluding major events
Residential customer disconnections	Number of residential customer disconnections including disconnections within named communities

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Energy Efficiency Updates



Refresher: CEIP Energy Efficiency CBI Metrics

The Clean Energy Implementation Plan (CEIP) required development, implementation, and tracking of Customer Benefit Indicators (CBIs). The first iteration of the CEIP included the following CBIs and Metrics:

Customer Benefit Indicator (CBI)	Metric(s)
Participation in company energy and efficiency programs and billing assistance programs	 Number of households/ businesses, including named communities, who participate in company energy/efficiency programs
Efficiency of housing stock and small businesses, including low-income housing	 Number of households and small businesses that participate in company energy/efficiency programs Energy efficiency expenditures

Energy Efficiency CBI Metric Progress (2020-2022)

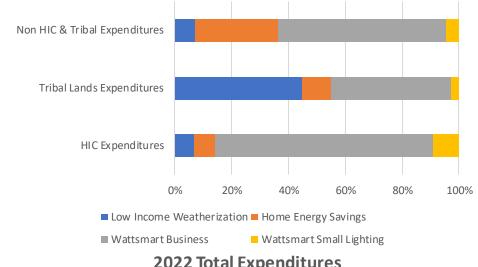
Total participating sites and expenditures (incentives) were tracked to measure dissemination in the Washington service areas. Programs tracked include:

- Low Income Weatherization Program
- **Home Energy Savings**
- Wattsmart Business
- **Wattsmart Small Business**

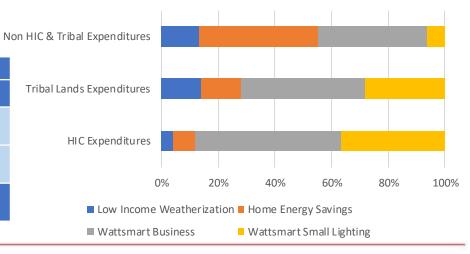
^{*} Tribal Lands are also broken out for additional visibility

	HIC		Tribal Lands		All Customers	
	Count	Expenditures	Count	Expenditures	Count	Expenditures
2020 (Baseline)	197	\$1,160,364	45	\$52,947	1,280	\$3,865,999
2022 (Current)	537	\$3,977,141	95	\$636,699	2,965	\$7,540,635
Percent Increase	172%	242%	111%	1102%	131%	95%

2020 Total Expenditures



2022 Total Expenditures



^{*} HIC includes both for health disparity score of 9 or 10, and HIC for Tribal lands



Utility Actions – Clean Energy Implementation Plan



Action

• Enhanced incentives for windows in multi-family units were added to the program in 2022. Initial focus will be on buildings in Highly Impacted Communities.

Result

• The enhanced incentives were added to the program effective 1/1/2022; there were no incentives paid in 2022. This utility action is ongoing.

Reflection

- Window replacements payback is considerably longer than other measures and requires added coordination with tenants.
- May require more of an HIC focus delivered through a directinstall offer—to be determined if that is cost effective.
- Narrow focus on South, West, and Southwest facing window locations

Action

 Continue direct install residential lighting in multifamily units. Continue focus on Highly Impacted Communities.

Result

 The direct-install lighting implementer installed 510 screw-in LED bulbs and LED T-8 lamps to upgrade the lighting of apartment units and common areas of four apartment buildings achieving 15,960 kWh in savings. This utility action is ongoing with changes for 2023.

Reflection

 Limited savings achieved through this offer. Program is dedicating more emphasis on reaching multifamily customers through more focused property management engagement.

Action

 Maintain and expand if possible general-purpose lamp buydown in "dollar stores" in Highly Impacted Communities. This will be the only retail lighting buy down offer.

Result

 Discounted lighting was available only at approved value retailers located in Highly Impacted Communities.
 Retailers at 20 locations who participated in the lamp buydown achieving savings of ~62,000 kWh.

Reflection

 This delivery channel has proven effective at supporting customers in HIC areas and continuing to partner with retailers including Goodwill and Habitat for Humanity.

Action

• Continue manufactured home direct install duct sealing and lighting. Continue focus on Highly Impacted Communities.

Result

 Ongoing efforts to provide direct install duct sealing and lighting to manufactured homes with a focus on Highly Impacted Communities. In 2022, served 415 customers with duct sealing achieving 278,899 kWh in energy efficiency savings through this program offering. Direct install lighting accounted for 46,222 kWh in energy savings.

Reflection

- Direct-install is an effective channel for reaching customers in highly impacted communities and remains a key approach.
- Need to track ongoing opportunity potential with saturation.

Action

 Continue promoting new construction offerings for multifamily and single-family units. Continue focus in Highly Impacted Communities.

Result

 Ongoing effort to recruit and engage builders and raters with a focus on Highly Impacted Communities.
 Program had two new home projects but they were not located in Highly Impacted Communities.

Reflection

 Focus should be on new home construction should be holistic and make sure that builders and raters are aware of program services and support regardless of area.

Action

 Serve named community residential customers who use nonelectric and non-natural gas fuel sources in their primary heating systems by decommissioning these systems and installing ductless heat pumps.

Result

• There were no completed ductless heat pump projects in 2022 involving decommissioning of non-electric or non-natural gas heating.

Reflection

- Incentives for 2023 are higher for this measure for residential customers located in highly impacted communities than for customers who do not reside in a highly impacted community.
- RTF deemed values for ductless heat pump installations that assume a zonal electric resistance baseline since RTF does not have alternative fuel source analysis.

Wattsmart Business – Utility Actions, 2022 Results, Reflections

Utility Actions from CEIP

Non-residential:

Wattsmart Business:

Increase outreach and participation for small businesses and named community small businesses identified by census tract and rate schedule.

- Create a new offer within the <u>current small business enhanced incentive offer</u> targeting
 the smallest businesses using less than 30,000 kilowatt-hours per year and Named
 Community small businesses on Schedule 24.
 - o Offer a higher incentive and increase the incentive cap for this new offer from 90 percent to 100 percent of project costs to reduce the customer out-of-pocket cost barrier.
- Target a portion of company initiated proactive outreach to small businesses located in highly impacted communities. Continue to tie proactive outreach to approved small business vendor capacity to respond to customer inquiries.
- Offer approved small business lighting vendors a higher vendor incentive for completed lighting retrofit projects with small businesses located in highly impacted communities.

Results:

- Participation went up overall, and went up by more for small businesses located in HICs (incl. Tribal lands)
- Proactive outreach tied to vendor capacity to respond:
 - Program staff made joint sales calls with vendors (including to provide Spanish translation)
 - Postcards sent ahead of vendor outreach to the customer
 - Of 108 postcards sent, 85 went to customers in HICs



Reflections:

- Utility Actions for small business worked
 - Participation largely driven by approved vendors
 - Higher customer incentives sent clear signal to vendors to target small businesses in HICs
 - Higher vendor incentive (\$500 per project vs \$300) also helped send clear signal to vendors



Small Business	2020	2022	Increase
HIC and non-HIC	43 sites	137 sites	Over 3x
HIC (health score and Tribal Lands)	22 sites	105 sites	Over 4x
Tribal Lands	1 site	18 sites	18x

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Refresher: CEIP CBI Metrics

(from 12/30/2021 Clean Energy Implementation Plan)

Customer Benefit Indicator (CBI)	Metric(s)
Community-focused efforts and investments	 Workshops on energy related programs Headcount of staff supporting program delivery who are women, minorities, and/or can show disadvantage*

For this metric, program delivery is defined as related to energy efficiency programs, with exception to the low-income weatherization program.

Engagement CBI Progress

Community-Focused Efforts and Investment

The purpose of this CBI is to focus investments so that communities more equitably receive benefits. Impacts from these investments will have positive implications on non-energy benefits and will also reduce burdens for Washington customers. One metric for this CBI will focus on tracking workshops on energy-related programs.

Table 2.11 - Workshops on Energy Related Programs in Washington, 2020

Workshop	HIC	Non-HIC
Wattsmart Business vendor program training March 11, 2020 in Walla Walla	No	Yes
Wattsmart Business vendor program training March 12, 2020 in Yakima	Yes	No

Workshops on Energy Related Programs in Washington, 2022*

Workshop	Focus	Date	Location	HIC Location	Non-HIC Location	Vulnerable Population
Clean Buildings Round table hosted by Yakima County Development Association	Business	1/27/2022	Online	1		
Watts mart Business vendor program training	Business	3/15/2022	Wa Ila Walla		1	
Watts mart Business vendor program training	Business	3/16/2022	Ya ki ma	1		
Clean Buildings Accelerator Coffee chat	Business	4/5/2022	Online	1	1	
Clean Buildings Accelerator Coffee chat	Business	4/18/2022	Online	1	1	
Works hop for employees at fruit packing plant (2 presentations)	Residential	4/25/2022	Tieton		1	Ag workers (196)
Works hops for employees at fruit packing plant (3 presentations)	Residential	4/27/2022			1	
Workshops for employees at fruit packing plant (4 presentations)	Residential	4/28/2022	Ya ki ma		1	Ag workers (314)
Workshop for employees at fruit packing plant (2 presentations)	Residential	4/29/2022			1	(314)
Clean Buildings Accelerator Coffee chat	Business	5/2/2022	Online	1	1	
Clean Buildings Accelerator Coffee chat	Business	5/9/2022	Online	1	1	
Works hop for employees at fruit packing plant	Residential	5/10/2022	Grandview		1	Ag workers (70)
Clean Buildings Accelerator, first cohort, Workshop 1 - Acclerator Kickoff	Business	5/26/2022	Online	1	1	
Clean Buildings Accelerator, first cohort, Workshop 2 - Energy Bootcamp	Business	6/30/2022	Online	1	1	
Clean Buildings Accelerator, first cohort, Workshop 3 - O&M Ramp Up	Business	7/28/2022	Online	1	1	
Clean Buildings Accelerator, first cohort, Workshop 4 - Engagement	Business	8/18/2022	Online	1	1	
Clean Buildings Accelerator Coffee chat	Business	10/20/2022	Online	1	1	
Clean Buildings Accelerator Coffee chat	Business	11/1/2022	Online	1	1	
Clean Buildings Accelerator Coffee chat	Business	12/7/2022	Online	1	1	
				13	17	

^{*}For online workshops, HIC location is based on location of participants CBI: Customer Benefit Indicator

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Program Delivery Staff Headcount CBI Metric – 2020 (from CEIP) and 2022

In addition to tracking workshops, PacifiCorp committed to tracking the number of staff supporting program delivery for Home Energy Savings and Wattsmart Business energy efficiency programs in Washington. PacifiCorp obtained this information as of October 2021 and October 2022 from its program delivery vendors. The headcounts are based on third party program delivery staff who are customer and or vendor/trade ally facing (either in person, via email/mail, web meeting or phone) and are focused on engaging customers in outreach, technical, and back-office functions.

Washington Wattsmart Business and Home Energy Savings Programs

	Women	Minority	Other Reported Disadvantages
2020 (Baseline)	17	3	1
2022 (Current)	15	3	1

Headcounts include third party program delivery staff who are customer/trade ally facing (either in person, via email/mail, web meeting, or phone

WATTSMART

PACIFIC POWER OUTREACH COORDINATOR CONTACT LIST

For information from Pacific Power or general inquiries, please contact us:

Email: wbvn@resource-innovations.com | Phone: 855.805.7231

WASHINGTON

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	Liliana Causor, 509.941.9414 - Hablo Español Iiliana.causor@evergreen-efficiency.com
Small Business Lighting	Marcelino Osorio, 509.930.1562 - Hablo Español marcelino.osorio@evergreen-efficiency.com
Compressed Air, Irrigation, Wastewater and Other Refrigeration, Farm & Dairy	Craig Phillips, 509.524.8623 craig.phillips@cascadeenergy.com
Green motor rewinds	Dennis Bowns, 208.322.6999 dbowns@greenmotors.org

Sample Outreach Coordinator List (as of 6/2023)

Discussion

Is there anything else we should consider?

BREAK



Washington Residential Survey Update



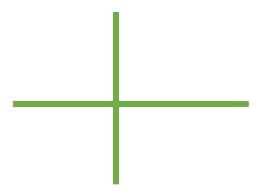
Survey Purpose

Informed CBI development through detailed questions about customer priorities and preferences (2021)

SURVEY

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Customer Profile and Perspective



Informs CBI tracking by capturing demographics not captured anywhere else (vulnerable populations)

Informs program offerings by capturing shifts in priorities new demographics

2023 Survey Design

	2021 – All Residential	2023 – CEIP Focus*
Target	All residential customers (six states)	WA residential customers
Modes	Online, email from Pacific Power	Online, email from MDC ResearchPhone
Language	EnglishSpanish	EnglishSpanish
Recruitment	Email survey invite	 Pre-notice email and social media posts Email survey invite Phone survey invite
Incentive	N/A	Drawing for \$100 VISA gift cards (5)
Completes	3,591	3,750 (3,450 online and 300 phone)

New outreach methods compensated for change in email distribution

*Red text indicates a change for 2023

Survey Timeline

Feb/March 2023



April/May 2023



Fall 2023

- Multi-sector team plans, drafts, and reviews survey
- Equity Advisory Group (EAG) feedback

 Specialized consultant implements survey Results presented to the EAG

Multicultural Engagement Efforts



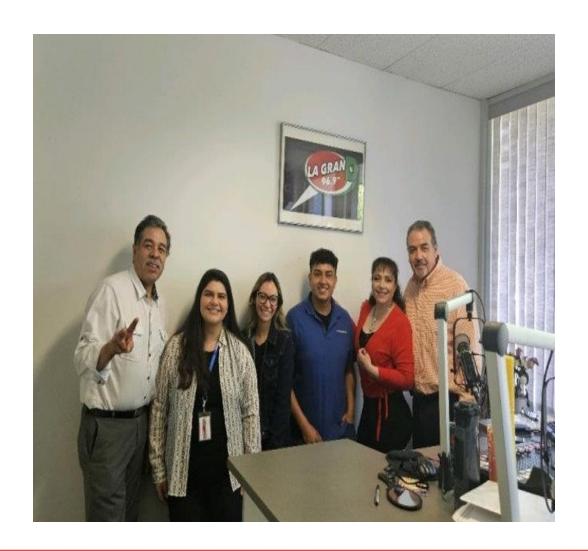
Work Performed

Increased Outreach

- In 2022 events started in June with the Downtown summer nights, totaling 10 events for last year
- In 2023 from January until May we have had already 6 events like:
 - Home and Garden Show
 - Taco Fest
 - Earth Day
 - Resource Fairs
- Plan to attend about 25 other events for the rest of the year totaling about 55 booths

Bringing Community Together

- At all events English and Spanish flyers are available
- Majority of customers at these events are Spanish speakers
- Speaking to customers about our various programs
- Showing them how to navigate the Wattsmart website



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Contractors are not aware of savings or part of the Trade Ally Network

¿Que estamos escuchando?

What are we hearing?

Why is my bill so high? (#1 Question)



Lack of knowledge about PacifiCorp's instant coupons and discounted LED's



Communication preferences – Phone over a website Potential for expanded information sharing Low-Income Bill Assistance Program and Time of Use Program

Stories of customers that shared successes in upgrading HVAC and windows

















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Using Media to Spread the Message



<u>Link to video: Reembolsos y Consejos de Wattsmart - YouTube</u>

Wattsmart Residential Pilot Program Earned Media Next Steps

May

- 4-min 20sec TV interviews on KUNW Univision. Aired May 9 & May 22
- 20-min Radio interview, aired in Yakima May 14 on KZTA La Grande & Walla Walla on KZTB
- 3-min infomercial in Yakima on KMNA La Maquina & KZTB Walla Walla May 26, May 31
- News Sponsorship :15 sec/:30 sec
 May 29 -31
- Influencer posts May 28 May 31 with La Pikosita and Lynda Lynda

1



June

- 4-minute 20sec TV interviews on KUNW Univision. Airing June 13 & June 28
- 20-min Radio interview, airing June 11 & June
 25 in Yakima on KZTA La Grande at 9:30am &
 Walla Walla on KZTB La Grande
- 3-min infomercial in Yakima on KMNA La Maquina & KZTB Walla W alla from June 2 - June 30
- News Sponsorship:15 sec/:30 sec June 5 13
- El Sol de Yakima running print and email story on June 12 & June 26
- Influencer posts June 1 June 30 with La Pikosita and Lynda Lynda

Public Comment



Check Out

What is your biggest takeaway from today's conversation?

	Washington Equity Advisory Group 2023 Meeting Schedule
Date / Time / Meeting Format	Proposed Agenda Topics*
January 12th, 1pm-4pm (PST) Online	Washington Rate Case; Craft3 WA Home Energy Loan Program Community Connections
February 9th, 1pm-4pm (PST) Online	Wattsmart Small Business Lighting (Utility Actions Update) Demand Response Core Concepts WA Residential Survey: Closing the Feedback Loop
March 9th, 1pm-4pm (PST) Hybrid: Perry Technical Institute (Yakima)	Transportation Electrification Washington Plan Filing, Feedback, and CBI Update Demand Response Washington Filing and CBI Update Community Spotlight
April 13th, 1pm-4pm (PST) Online	Communications Team Vision & Updates; Comms CBI Update Energy Efficiency Updates Community Connections
May 2-4 (Yakima & Walla Walla)	Local, in-person visits with the WA Equity Advisory Group
June 8th, 1pm-4pm (PST) Online	CEIP Annual Progress Report Check In; WA Survey Updates from the Communications Team and Energy Efficiency Team Community Connections
July 13th, 1pm-4pm (PST) Hybrid: Sustainable Living Center (Walla Walla)	Filed CEIP Annual Progress Report Filing & Feedback; WA Non-Energy Impacts Updates Community Connections
August	No Meeting
September 14th, 1pm-4pm (PST) Online	Energy Efficiency Updates (Preview Biennial Conservation Plan and program changes) Community Connections
October 12th, 1pm-4pm (PST) <u>Hybrid: Location TBD</u>	Energy Efficiency Updates Community Connections
November	No Meeting
December 7th, 1pm-4pm (PST) Online	End of the Year Survey and Reflection; 2024 Planning

^{*}Proposed agenda topics may be subject to change CEIP: Clean Energy Implementation Plan CBI: Customer Benefit Indicator

Next Steps

- 1. July Hybrid Meeting. Hope to see you in person at the Sustainable Living Center in Walla Walla on July 13. As always, online access will be provided as well.
- 2. Materials. We will share and post June 2023 EAG Meeting materials in advance of the next meeting on July 13, 1-4 pm PST, with materials also available in Spanish.

Appendix



CEIP Energy Efficiency CBI Metrics – 2020 (from CEIP) and 2022

Energy / Efficiency Program 2020 (baseline)	ніс		Tribal Lands		All Customers	
	Count	Expenditures	Count	Expenditures	Count	Expenditures
Low Income Weatherization	11	\$78,756	4	\$23,805	40	\$295,907
Home Energy Savings	103	\$83,968	27	\$5,350	976	\$855,941
Wattsmart Business	61	\$892,458	13	\$22,392	221	\$2,485,993
Wattsmart Small Lighting	22	\$105,182	1	\$1,400	43	\$228,158
"Very small": <30,000 kWh annual usage	10				19	
"Small": 30,000+ kWh annual usage	12				24	
Grand Total	197	\$1,160,364	45	\$52,947	1,280	\$3,865,999

Energy Efficiency Program	HIC		Tribal Lands		All Participants	
2022 participation	Site		Site		Site	
2022 participation	Count	Expenditures	Count	Expenditures	Count	Expenditures
Low Income Weatherization	29	\$160,076	16	\$89,449	140	\$637,517
Home Energy Savings	317	\$305,915	48	\$88,647	2,499	\$1,619,949
Wattsmart Business	86	\$2,048,657	13	\$279,391	189	\$3,455,821
Wattsmart Small Business	105	\$1,462,492	18	\$179,212	137	\$1,827,348
Very Small Business (<= 30k kWh)	37	\$213,674	4	\$22,380	45	\$263,234
Small Business (<= 145k kWh)	58	\$833,304	12	\$124,594	75	\$996,981
Small Business (<= 200k kWh)	10	\$415,515	2	\$32,238	17	\$567,133
Grand Total	537	\$3,977,141	95	\$636,699	2,965	\$7,540,635

HIC includes both

- HIC for health disparity score of 9 or 10, and
- HIC for Tribal lands

Tribal Lands broken out separately too for additional visibility.