

Cascade Natural Gas Corporation-CAG 2026 Q1

Meeting Minutes 01/14/2026

Meeting held: 9:00 am – 11:00 am--Meeting Recording available to supplement notes

Microsoft Teams meeting
Audio only
[+1 509-505-0479](tel:+15095050479), [215836110](tel:+1215836110)# United States, Spokane
Phone Conference ID: 215 836 110#

Attendees:

<u>CNGC</u>	<u>CNGC – Continued</u>	<u>NEEA</u>	<u>WA Dept of Comm</u>
Desiree Bickmore	Jesse LeGault	Peter Christeleit	Nick Manning
Mike Parvinen	Devin McGreal		Allen Carbert
Kody Thompson	Joseph Lennan	<u>WA Dept of Comm</u>	Lauren Savage-Wittig
Caleb Reimer	Jacinda Ashby	Nick Manning	
Noemi Ortiz	Sheila McElhinney	Allen Carbert	<u>WUTC</u>
Karen Magana	Brian Robertson	Lauren Savage-Wittig	Wesley Franks
Jodie Albert	Srishti Singh		Gordon Gimse
Stephanie Reed	<u>TRC</u>	<u>Guests</u>	Paul Koenig
Mark Sellers-Vaughn	Brian Farnsworth	Kai Hiatt-PCU	Byron Harmon

The meeting was recorded to capture all discussions and is distributed to CNGC/CAG members via the Company's website at: [Cascade Natural Gas Conservation Advisory Group Meetings - Cascade Natural Gas Corporation \(cngc.com\)](https://cngc.com)

** Time stamp for each agenda item is located beside the topic header below in this format HH:MM

The Agenda is embedded below:



Q1 2026 CNGC CAG
Meeting Agenda File

Safety Moment - led by Caleb Reimer – 43 seconds

- Caleb opened the meeting, shared agenda, and welcomed attendees.
- Safety moment on cybersecurity best practices (multi-factor authentication, phishing awareness, secure Wi-Fi/VPN, device locking, and secure URLs).

Roll Call & Review Q4 action items - led by Dez Bickmore & Caleb Reimer – 00:02

Action Items: None

Decisions Made: None

Noted Discussion:

- Completed roll call. Attendees introduced themselves, including representatives from Cascade Natural Gas, TRC, WA Department of Commerce, WA UTC, and other partner organizations.
- No action items from Q4.

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Quarterly Portfolio update - led by Brian Farnsworth & Caleb Reimer

Commercial Highlights through Q4 2025– led by Brian Farnsworth - 00:10

Action Items: *Provide UTC staff with detailed documentation on 2025 C&I shortfall drivers (lost projects).*

Decisions Made: None

Noted Discussion:

- Brian provided an update on the progress of C/I customers.
- 2025 Performance:
 - 341,000 therms achieved (77% of goal).
 - \$1.275M in incentives issued.
 - 171 natural gas savings measures completed.
 - Major projects included Local Bounty & Manzana Products.
 - Loss of several large projects, including Whidbey Island Naval Station, a 700,000-therm project canceled for political reasons.
- Biennium (2024-2025):
 - Goal: 812,460 therms.
 - Achieved: 716,324 therms (shortfall of ~96,000 therms).
- Measure Mix:
 - Top contributors: Boilers, insulation, and custom projects (DDC controls, heat recovery, customer “other”).
- Q4 2025 Marketing Highlights:
 - Digital ads (Yakima Herald, YouTube streaming).
 - Billboard in Bellingham.
 - Contractor breakfasts (Bellingham & Wenatchee).
 - Case studies & trade ally outreach.
 - Print ads & conference participation (WAMOA, Chambers of Commerce).
- 2026 C&I Priorities:
 - Explore customer financing options (potential collaboration with WA Green Bank).
 - Survey customers to understand financial barriers.
 - Implement Pipedrive CRM for business development tracking.
 - Stronger early-year project pipeline to reduce “hockey stick” effect.
 - New measures/incentive increases anticipated in March 2026.
- 2026 Pipeline (Early Year):
 - 154,000 therms from Q1–Q2 projects, including:
 - Multiple greenhouse curtain projects
 - Longview School District retro-commissioning (4 schools)
 - YMCA and Safeway refrigerated case upgrades
 - Kitsap County juvenile facility boilers
 - Additional Meggledon projects

Residential Program Highlights and Activity through 2025- led by Jesse LeGault – 00:40

Action Items: *Cascade to follow up with WUTC staff regarding 20% reduction in residential budget.*

Decisions Made: None

Noted Discussion:

- Performance Highlights-2025 Results:
 - 1.1 million therms saved (record year).

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- 12,000 measures completed.
- \$16.2M in incentives issued. This exceeds 120% of the program budget as expected due to significantly exceeding therm saving goals.
- Significant uptake due to point-of-sale rebates and expanded trade ally network.
- Measure Highlights:
 - Attic insulation was the top therm-saving measure, outperforming expectations.
 - Measure portfolio included furnaces, water heaters, multiple insulation types, and envelope improvements.
- Discussion:
 - Strong momentum expected to continue into 2026, depending on contractor capacity & customer demand.
 - Hybrid heat pumps: currently not cost-effective per CPA, thus not included.

Low-Income Program Updates – led Sheila McElhinney & Noemi Ortiz – 00:49

Action Items: None

Decisions Made: None

Noted Discussion:

- 2025 Standard Program:
 - 84 projects completed.
 - 4 measures per project.
 - Avg. project cost: \$24,000.
 - Some agencies performed significantly more than others.
 - Barriers include contractor availability and customer identification.
- Agency Participation:
 - Wide variance between projected and actual completions.
 - Cascade provides monthly eligible customer lists from bill assistance referrals.
 - Some agencies are slow to engage due to resource constraints.
- Pilot Program (3rd-Party Implemented):
 - First year of implementation; initial slow ramp-up.
 - 2 projects completed (project cost \$15k–\$46k).
 - More comprehensive scope per home.
 - Additional projects in queue before pilot end next month.
- Comparison to Standard Program:
 - Pilot projects currently average higher per-project cost (due to small sample).
 - Therm savings per project similar to standard program.
- Additional Funding Context:
 - WA Commerce launched Home Rehabilitation Grant Program (HRGP) for rural (non-entitlement) counties, covering structural/electrical/plumbing issues that enable weatherization readiness.

Regulatory Timeline, BCP Updates – led by Jodie Albert – 01:12

Action Items: None

Decisions Made: None

Noted Discussion:

- Program Enhancements:

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- Second round launched with larger customer group.
- First report sent December 2025; five more will follow approximately bimonthly.
- ADM will complete EM&V upon completion; results expected near the end of 2026.
- Recent Filings:
 - Residential Envelope EM&V Study filed Dec 23, 2025.
 - 2026–2027 Biennial Conservation Plan (BCP) filed Nov 14, 2025; being reviewed at WUTC open meeting today.
- Discussion Topics:
 - Persistence of behavioral savings under Home Energy Reports—still under evaluation.
 - CPA did not include HER savings because therm savings from pilots are not formally claimed yet.

Wrap-up - Meeting Schedule & Invitation - led by Caleb Reimer - 01:20

Action Items: None

Decisions Made: None

Noted Discussion:

- Next meeting – April 15, 2026 – 9:00 am (virtual).
- Members encouraged to suggest additional participants with expertise or interest.
- Desiree or Caleb can provide meeting access details or add additional attendees by request.