

**BEFORE THE PUBLIC UTILITY COMMISSION  
OF OREGON**

UM 1734

In the Matter of  
PACIFICORP, dba PACIFIC POWER,  
Application to Reduce the Qualifying  
Facility Contract Term and Lower the  
Qualifying Facility Standard Contract  
Eligibility Cap.

CITY OF PORTLAND'S HEARING  
EXHIBITS

The City of Portland hereby files its list of pre-filed testimony and exhibits.

**Pre-Filed Testimony and Exhibits**

COP 100	Reply Testimony of Andria Jacob
COP 101	Resume of Andria Jacob

The City of Portland reserves the right to refer to or request to move into the record any cross exhibits provided by other parties in this proceeding.

Dated January 25, 2016

Respectfully submitted,

/s/ Benjamin Walters  
Benjamin Walters, Chief Deputy City Attorney  
ben.walters@portlandoregon.gov  
1221 SW 4<sup>th</sup> Ave, Suite 430  
Portland, OR 97204-1991  
Petitioner's Representative



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COP/101  
Jacob/ 1

## ANDRIA LEIGH JACOB

**PROFILE** Seasoned energy industry professional focused on transforming demand-side markets. Expertise in energy efficiency and renewable energy policy and program development.

**LINKEDIN:** <https://www.linkedin.com/pub/andria-jacob/11/671/b41>

### PROFESSIONAL EXPERIENCE

**Senior Manager, Energy Programs and Policy, City of Portland Bureau of Planning and Sustainability, Portland, OR, June 2009-Present**

Design, fund, and direct programs that reduce carbon, create jobs, and increase social equity and community resiliency. Oversee strategy and operations for portfolio of nationally-recognized clean energy programs. Lead high-performing teams that deliver excellent customer service and quantifiable results. Engage in state energy policy and regulatory proceedings. Serve on several internal committees (workplace excellence, strategic planning, management team). Manage five direct reports.

- Authored multiple successful grant applications, resulting in over \$25 million of federal and private philanthropic investment in Oregon's clean energy economy.
- Launched Clean Energy Works Portland/Oregon, a unique program that has weatherized 3,800 Oregon homes, created hundreds of jobs, and leveraged \$70 million in private capital since 2009.
- Pioneered Portland's first attempts to develop community-shared solar projects. Landed two rounds of funding from Oregon Community Foundation to kickstart Portland's first solar crowdsourcing program.
- Took Solarize Portland to scale in Oregon, increasing installed residential solar capacity 400% in three years. Solarize has been replicated in nearly a dozen U.S. markets and internationally.
- Served Clean Energy Works' board of directors in an oversight and advisory capacity.
- Monitored performance of multi-million dollar grant subrecipients Craft3 and Clean Energy Works.

**Program Manager, City of Portland Office of Sustainable Development, Portland, OR, July 2005-June 2009**

Designed and implemented sustainability programs targeted at Portland residents and businesses. Oversaw daily program operations for flagship multifamily energy efficiency program. Managed staff and budgets. Staffed policy initiatives, including Portland/Multnomah County Climate Action Plan update and Portland Peak Oil Task Force.

- Oversaw the weatherization of ~4,000 apartment units throughout Oregon in a two-year period.
- Managed subcontract with Conservation Services Group to deliver Multifamily Energy Solutions program for Energy Trust.
- Led market research and multi-stakeholder program design process that resulted in the creation of a business sustainability outreach program (now known as Sustainability at Work).
- Designed and launched the City of Portland's first solar market transformation program, called Solar Now!



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**Program Manager, Ecos Consulting, Portland, OR, October 2002-May 2005**

Implemented residential energy efficiency programs for utility clients. Cultivated relationships and negotiated with lighting and appliance industry partners. Assessed market potential for new program development. Directed regional, incentive-based marketing campaigns to drive sales of ENERGY STAR home products. Facilitated efficient product upgrades in residential new construction. Implemented large-scale promotions and outreach events. Oversaw development of collateral materials and cooperative marketing offers. Contributed to corporate business development and research efforts. Oversaw daily operations. Managed six direct reports.

- Recognized by U.S. EPA and U.S. DOE for award-winning ENERGY STAR residential program.
- Delivered sales of 1 million compact fluorescent light bulbs in Puget Sound area.
- Responsible for annual program budgets totaling \$4 million.

**Various Positions, E SOURCE, Boulder, CO, October 1998-May 2002**

**Research Manager, E-Business Practice, E SOURCE/Platts Research & Consulting, Apr 2001-May 2002**

Assisted research director with management of business unit profit and loss. Managed customer retention efforts. Developed research agenda. Upheld aggressive production schedule of promised research deliverables. Supervised junior staff and outside contractors. Provided sales and marketing support.

**Senior Research Associate, E-Business Practice, E SOURCE/Financial Times Energy, Aug 2000-Apr 2001**

Contributed to development and launch of new research business line relating to the Internet's impact on energy procurement and utility energy efficiency efforts. Managed utility client relationships. Programmed successful annual client conferences.

**Research Associate, Residential Practice, E SOURCE, Inc., Oct 1998-Aug 2000**

Wrote in-depth research reports and newsletter articles on topics relating to electric and gas utility residential programs and services. Specialized in tactics and strategies relevant to utility marketing and customer service organizations.

**BOARDS AND COUNCILS**

**Solar Oregon Board of Directors, Development Committee Chair, July 2013-present.**

Founded in 1979, Solar Oregon seeks to inspire, educate and empower Oregonians to choose solar energy.

**Conservation Advisory Council (CAC), Energy Trust of Oregon, 2006-present.**

Represent City of Portland's long-term interests and big-picture perspectives to Energy Trust. The CAC assists Energy Trust's board of directors in development of a strategic plan and assists staff with implementing its key elements.

**City of Boulder Planning Board, 1999-2001.**

Appointed by City Council to 7-person board overseeing land-use development and policy decisions for the Boulder Valley. Made recommendations to City Council on site-level projects as well as long-range planning issues, such as the Boulder Valley Comprehensive Plan, affordable housing, commercial and



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industrial rezoning. Participated in various stages of development review, including annexation, rezoning, site plan, and use reviews. Engaged in regular public meetings with developers and neighborhood residents.

**City of Boulder Environmental Advisory Board, 1997-1999.**

Appointed by City Council to 5-person board overseeing municipal air quality, energy, and recycling programs. Implemented pollution prevention initiative with local businesses, oversaw plans to create regional recycling facility, and promoted integrated pest management on City-owned properties.

**EDUCATION**

**University of Colorado-Boulder**, Center for Public Policy Research, Boulder, CO  
M.A. Political Science, Graduate Certificate in Environmental Policy, December 1996  
Thesis: *Creating Sustainable Cities: Community-Level Sustainability Indicators and Public Policy*

**Lehigh University**, Bethlehem, PA  
B.A. Economics, B.A. International Affairs, Graduation Cum Laude, June 1991

**SELECT PRESENTATIONS**

- *Policy Innovation in Portland: Reaching Climate and Energy Goals Through Collaboration*, ZERO 2014, April 17, 2014, Edmonton, AB.
- *Portland's Journey to Community Solar*, Washington Future Energy Conference, October 29, 2013, Seattle, WA.
- *Adventures with Energy Advisors*, E Source Utility Marketing Conference, April 4, 2013, San Diego, CA.
- *Clean Energy Innovation in Portland, Oregon*, Sustainable Cities International Network Annual Symposium, May 1, 2012, Vancouver, BC.
- *Solar Market Transformation in Portland, Oregon*, Clean Energy States Alliance Annual Meeting, May 8, 2012, Portland, OR.
- *Clean Energy Works Portland: A Bundled Services Approach to Whole-Home Retrofits*, ACEEE Behavior, Energy and Climate Change, December 1, 2011, Washington, DC.
- *Clean Energy Works Portland: Collaboration and Customer Engagement*, 23<sup>rd</sup> Annual E Source Forum, September 21, 2010, Denver, CO.
- *Clean Energy Works: Collaboration and Customer Engagement*, Efficiency Connections NW, Seattle, WA, December 2, 2010.
- *Sustainability and Solar in Portland*, San Diego Solar Conference, September 29, 2009.
- *Utility Bill Financing for Energy Efficiency and Solar: Portland Clean Energy Fund*, 2<sup>nd</sup> Annual Solar America Cities Partner Meeting, April 1, 2009, San Antonio, TX.
- *Solar Now!*, 1<sup>st</sup> Annual Solar America Cities Partner Meeting, April 14, 2008, Tucson, AZ.

