

Portland Commercial Roundtable June 4th

- Panel: Kimberly Gibb, Rebekah Skelly, Roger Spring, Spencer Moersfelder, Tom Beverly
- Project Sorting:
 - Letter will be going out explaining the new process
 - new Energy Trust process to sort commercial and industrial projects
 - effort to make process easier
 - ways to enhance relationships not inhibit them; can continue to use previous contacts
 - changes will take place July 1st 2008
 - retrofit still under existing buildings program
 - existing industrial efficiency under production efficiency program
 - New industrial efficiency under new building program
 - when an application is put in the PMC will need to funnel the application and there will be lots of communication internally
- Solar:
 - Brian Thornton is the solar commercial manager
 - Nonprofit and municipal incentives are back but at a lower level
- Streamlining commercial programs:
 - cooperative marketing the same for both new building and existing building trade allies- 33% and up to \$2,000 per quarter
 - templates available July 1st
 - Plenty on incentive money still available- new building and existing building programs have more than enough
- Question: How are the incentive amounts determined?
 - estimate to bring in the most amount of projects
 - find the best way to move the market without paying too much
- Trade Ally survey: about half received and another half completed it
- Breakout sessions: New Buildings and Existing Buildings/Lighting
- Existing Buildings breakout:
 - Roger: Lighting
 - Significant goals to reach and need the trade allies to make the sales
 - wants to keep process as simple as possible for the trade allies and to improvements
 - Lighting training January of every year
 - added \$, new goals, and new staff
 - wants to work with trade allies to increase projects and savings
 - Mid September there will be a session on lighting controls
 - hands on training
 - Rebekah: Mechanical and non-lighting
 - budget has increased
 - In the next few months will be offering heat pumps, economizers, and windows
 - In lodging heat pumps are huge right now

- New markets and outreach: grocery and dry cleaning programs
- 7 new staff members and growing
- renewal sometime this summer
- Question: federal tax credit
 - Who to talk to and want to see how it is implemented
 - interpretation and not many have used it
 - competitive advantage to know how to use it
- Feedback on format:
 - liked break out sessions and panel was good
 - Not much feedback