

## Commercial Roundtable March 12<sup>th</sup>

### General Updates

- Tom: We are renewing our trade ally agreements to centralize communications and application processes, Leana Mathews handles the administrative process.
  - Started with Home Energy Solutions.
  - Will move through the other programs this year.
  - Trade allies with other programs can operate under existing agreements until we notify them otherwise.

### New Buildings Updates – Anna and Kimberly

- Major renovation affecting at least 2 energy systems can go through New Buildings instead of Existing Buildings.
- Kimberly Gibb: new hire to work with New Buildings trade allies enhance programs and do outreach work with contractors, manufacturers, and distributors.
  - Can discuss where to get incentive dollars.
  - Enhanced prescriptive track: no longer need owner's signature for enrollment form.
  - Standard track: \$50,000 to \$100,00.
  - Notify the program before purchasing equipment, in order to get incentives.
  - Custom track: \$200,000 to \$300,000. Track is designed for bigger buildings and more involved with analysis and tools to make sure the project is able to get incentives.
  - Commissioning: along with custom and prescriptive track. After measures are installed, this is a study to make sure measures/systems function correctly.
- How long does it take the program to approve projects?
  - Must return study within 60 days; should take that time into consideration.
  - New Buildings program coming up with tools to make it easier and process easier.
  - Project can move forward before study is approved, but it can be problematic to make sure you get approval for incentives.
  - Certain degree of in-depth review for energy studies.
  - Process and review work has been trimmed for custom study.
- LEED program: must notify program, went up 2000,000 to \$300,000.
- Energy Star Track: sometimes confused with residential program.
  - Once completed, standard track can be eligible for Energy Star.

- This is an EPA program and certification, but we offer incentives if the project goes through NB as well.
  - Uses an online calculator and uses 12 month date to rate building compared to other buildings of the same type across the nation.
  - Making process more simple for paperwork.
  - Trying to make incentive for the ones filling out all the paperwork since very time consuming.
- Project enrollment form: available on website. Customer doesn't have to sign this form. The form asks who the customer is and for contact and site info. It lets us know the project might become available, but the customer doesn't have to go through with project.
  - 520 workbooks: choose form to work best with project, and this must be signed by customer because the incentive is offered.
  - Solar measures: solar commercial workbooks
    - Solar is now combined with New Buildings: projects should come through NB.
    - Stand-alone solar goes through Energy Trust Solar program.
    - Ramping up program, and requirements are increasing as well, must attend training sessions, on-site or by webinar.

### **Solar Update – Lizzie**

- We have a new commercial solar manager: Brian Thornton.
- Lots going on in Oregon, tracking and managing demand on commercial side very closely.
- Policy for government nonprofit: To qualify for the higher incentive rate entities must aggregate multiple projects to a single application. Program must plan ahead to manage available funding.
- Pre-application process: Brian looks to make sure complete and passes off to inspector for system design. They approve within 1 business week- so 2 week turnaround point
- form 230: says approval for project and must be installed with 12 month of that date
- Biopower program, small wind program, also out there

### **Other General Announcements**

- For trade allies involved in multiple programs:
  - Re-enrollment makes it so you sign up for multiple programs at the same time.

- Trade Ally Comments:
  - Would like 1 place to access information for multiple programs.
  - Want to provide envelope projects: to do all from 1 place.
  - Want flow chart flow for each organization and who to go to for each program; contact list in 1 place.
  - Also to find resources outside our territory - hard to do.
  - Bonneville Power: send e-mail out with new trade ally coordinator's name and contact info.
  
- Corvallis Energy Challenge: coordination in different communities across state
  
- Training Calendar: one place to go with multiple organizations
  
- Suggestion: target banks and mortgage companies for financing, tackle home equities, customer can't come up with initial money.
  - Banks looking into: green lending banks, there is a need for this, not timeline yet, but more cooperation, looking at this on the residential side to carry over to other programs.
  
- Evergreen Consulting: contracted with New Buildings, Existing Buildings, and Production Efficiency, for all commercial lighting. Good main contact.
  
- Grocery Store planning department looking for measures to incorporate.
  - Who is the contact? Existing Buildings program with Lockheed Martin, unless major renovation, then New Buildings with SAIC.
  
- Custom project: how to do that? – contact Liesel Karasaki at Existing Buildings.
- Specifically lighting, tune ups, will need energy audit with custom analysis.
  
- General comment: on commercial side before you buy and install anything make sure to contact ETO first, based on requirement in legislation (can't be changed).
  
- How much funding available? Protocol in place for customer to make decision and not allow contractor to lock up funds when they are just trying to figure out the project.
  
- Do funds diminish over time?
  - More funding rolling in the middle of this year and additional push in programs especially on the electric side
  
- Announcement: Office of Sustainable Development offering Best Resource Center with info. from city, state, Energy Trust. Focuses on Portland in the hospitality industry

- Insider: more up to date info for incentives and contact info.
- Anna: Marketing materials feedback
  - keep it short and simple.
  - 1 co-op incentive per ad from the most relevant program.
  - Building performance and financial options.
  - Where to find information and how to make this feasible and where to get performance audit?
- Sticker idea with link to website and phone number.
- Energy Trust should generate pamphlet, make it electronic and have option with phone because many don't have email.