



Existing Buildings Custom Project Pathway

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Agenda



Existing Buildings program



Standard vs. Custom incentives



Common custom projects



Custom incentive structure



Technical Analysis Study vs. unpaid calculations



Cost-effectiveness overview



Custom Step-by-Step Process



Q&A

Existing Buildings Program (non-lighting)

- Existing Buildings
 - Established commercial properties that are not residential or industrial use.
 - Includes commercial measures or retail projects for mixed use commercial properties.
- Existing Multifamily
 - Established multifamily properties, assisted living and campus living properties with two or more dwelling units inclusive of townhomes and condominiums along with any community spaces that are not undergoing major renovation.
 - Includes in-unit upgrades for mixed used commercial properties.

Standard vs. Custom Incentives

- Standard Incentives
 - Also referred to as “Prescriptive” incentives
 - Pre-determined savings and financial incentives offered for specific energy efficiency measures
 - Apply with standard incentive applications
- Custom Incentives
 - Custom financial incentives are provided on a case-by-case basis
 - Incentive amount based on the estimated annual energy savings
 - Savings determined from engineering analysis
 - Retro-commissioning (RCx)
 - Equipment cost less than 20% of total project cost

Common custom projects

- Low-cost projects with high savings potential are ideal
- Pneumatic to direct digital controls (DDC) conversions
- Controls optimization
- Central steam conversions
- Chiller upgrades

Custom Incentive Structure

- Existing Multifamily
 - \$0.25/annual kWh saved
 - \$2.00/annual therm saved
 - Incentive cap: 60% of the incremental project cost
 - \$250,000 per site cap
- Existing Buildings
 - \$0.22/annual kWh saved
 - \$3.00/annual therm saved
 - Incentive cap: 60% of eligible measure cost for electric incentives
 - Incentive cap: 75% of eligible measure cost for gas incentives
 - \$250,000 per site cap
- RCx Incentives
 - Custom, non-lighting, electric only
 - \$0.15/annual kWh saved
 - \$1.80/annual therm saved
 - Incentive cap: 60% of eligible measure cost
 - \$250,000 per site cap

Technical Analysis Study vs. unpaid calculations

- Technical Analysis Study (TAS)
 - Scope varies depending on goal of participant
 - Completed by a registered allied technical assistance contractor (ATAC)
 - No-cost to participant
- Unpaid Calculations
 - Engineering analysis provided by participant or contractor
 - Generally used for a specific scope of work or equipment retrofits
 - Final savings approved by Energy Trust

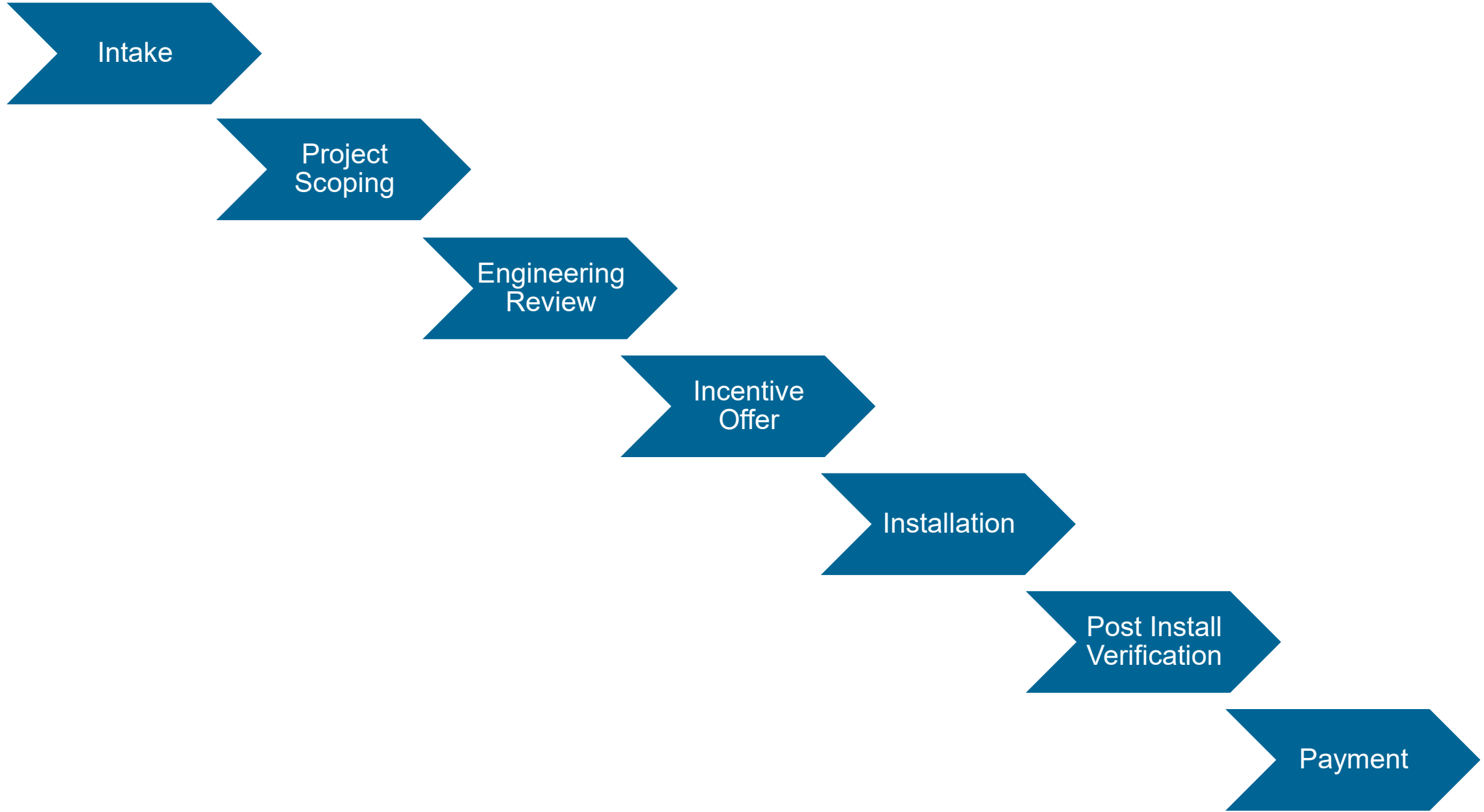
When can we pay incentives? Cost-effectiveness is key

- Cost-effectiveness tests are commonly used by energy-efficiency programs
- Determines whether and how much to invest in a project that saves electricity or natural gas
- In Oregon, Energy Trust is required by legislation to invest in cost-effective energy efficiency
- The Oregon Public Utility Commission oversees Energy Trust's implementation
- For Energy Trust to provide an incentive for a project, the benefit must meet or outweigh the cost

Evaluating a project's cost-effectiveness

- Based on pay-back period or return on investment (ROI) from energy savings
- Total Resource Cost Test (TRC)
 - To determine whether to provide an incentive for an energy-efficiency measure.
- Utility Cost Test (UCT)
 - To help determine the maximum allowable amount of the incentive.
- Non-energy benefits
- Non-qualifying utilities
- For more information, see the cost-effectiveness fact sheet found on Energy Trust website
 - https://energytrust.org/wp-content/uploads/2016/11/GEN_FS_CostEffectiveness.pdf

Custom Step-by-Step Process



Step 1: Intake

Option A: Participant has a project

Option B: Contractor has a lead

- Participant signs enrollment agreement
- High-level scope of work
- Contact information
- Site information
- Utility information

Step 2: Project Scoping

Option A: Energy Trust sends out Request for Proposal to engineering firm

Option B: Contractor submits proposal to Energy Trust for review

- Energy Trust works directly with participant or contractor to establish scope of work
- Estimate of energy saving potential
- Feasibility of project
- Energy Trust issues work order for engineering analysis once scope is determined

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Step 3: Engineering Review

- Energy Trust reviews submitted analysis from engineering firm or unpaid calculations submitted by contractor
- Energy Trust works with engineering firm and/or contractor to finalize savings estimates

Step 4: Incentive Offer

- Pre-install incentive offer issued based on savings from analysis
- Participant signs and returns pre-install incentive offer to Energy Trust
- Project cannot be started prior to incentive offer

Step 5: Installation

- Participant works with contractor to install measures
- Contractor completes project based on scope of work from engineering analysis
- Energy Trust works with participant and/or contractor to facilitate process

Step 6: Post Install Verification

- Participant and/or contractor works with Energy Trust to verify project
- Energy Trust documents key performance indicators based on engineering analysis
- Energy Trust issues final incentive agreement once verified

Step 7: Payment

- Energy Trust issues payment to participant once final incentive agreement is signed

Questions?



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