



2022 Existing Buildings Trade Ally Webinar

January 14, 2022

Agenda

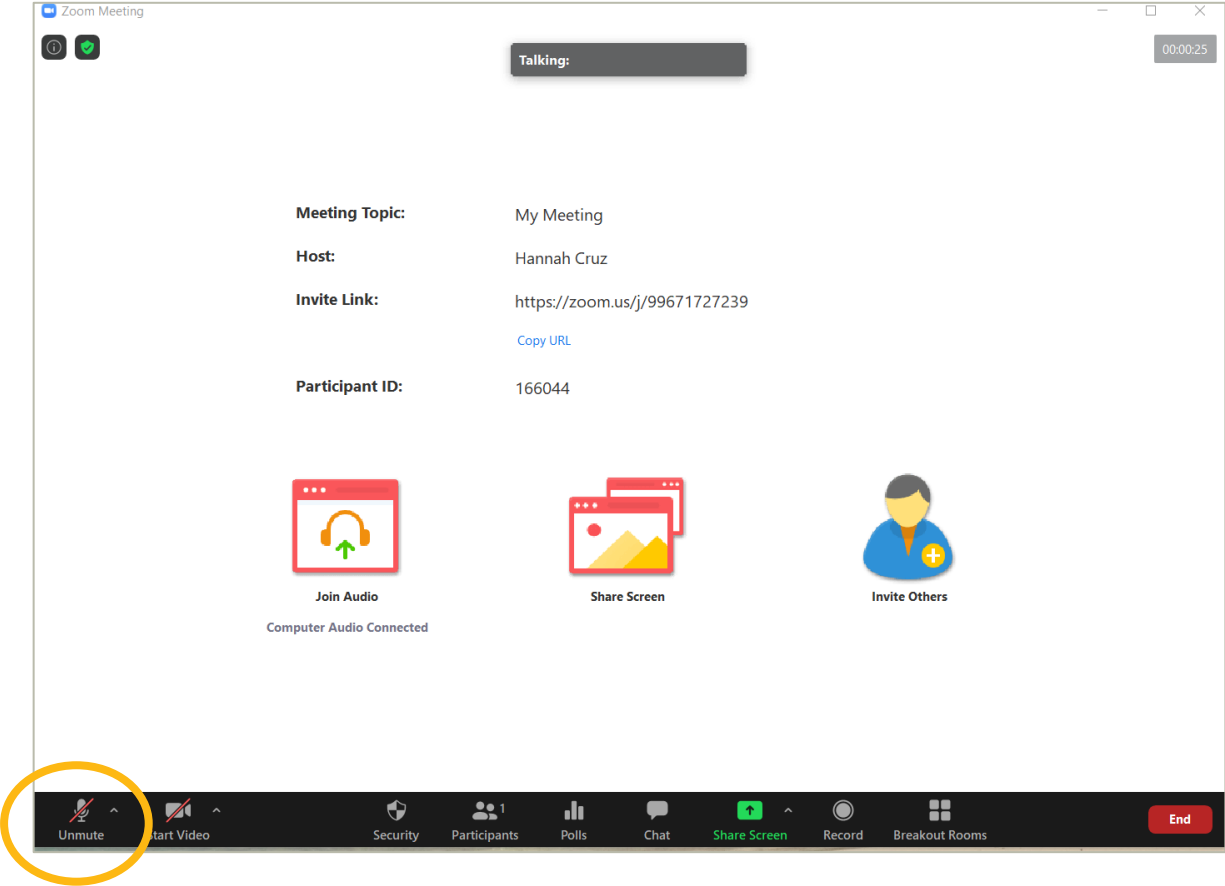
9:00 – 9:15	Welcome and Introductions
9:15 – 9:20	Trade Ally Awards
9:20 – 10:11	Program Updates
10:10 – 11:00	Breakout Sessions

Agenda

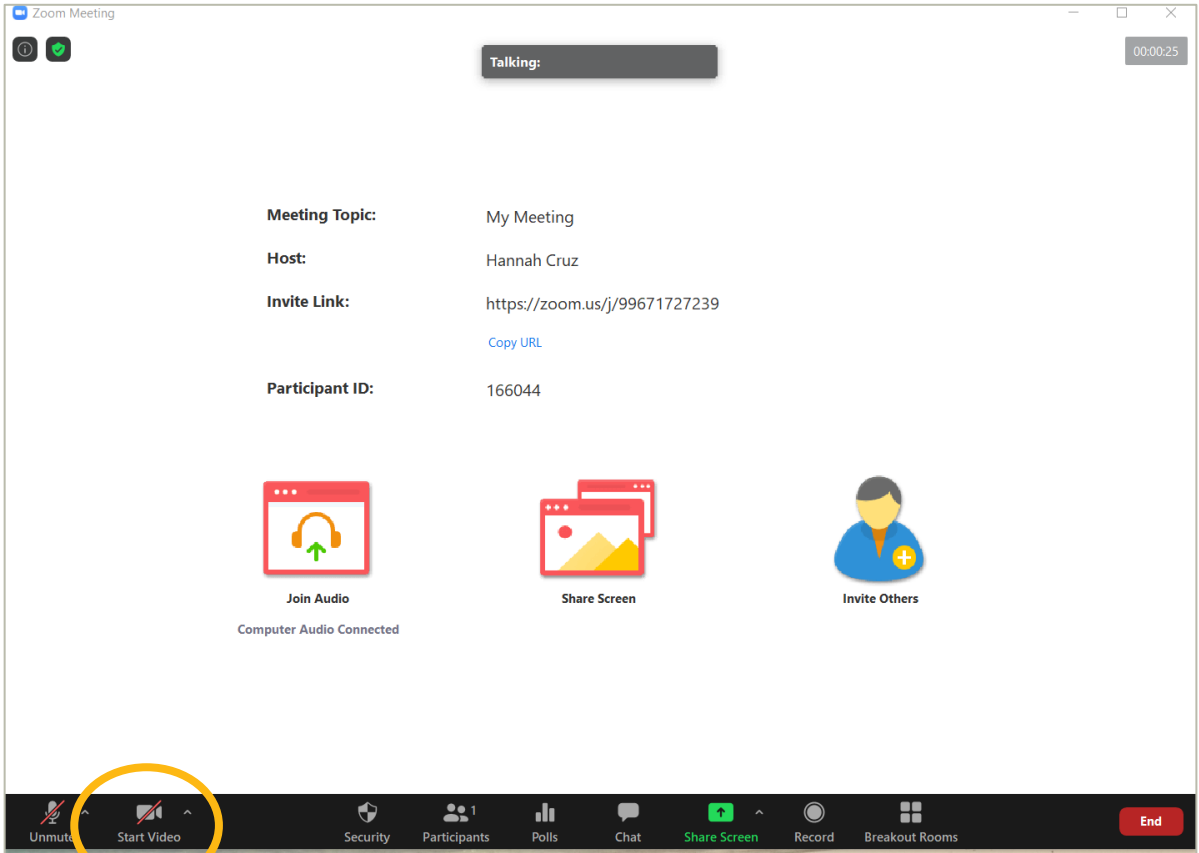
Breakout Sessions (10:10 – 10:55)

- Custom Project Pathway, a Step-by-Step Process
- Open Discussion and Feedback Session

Zoom Tips



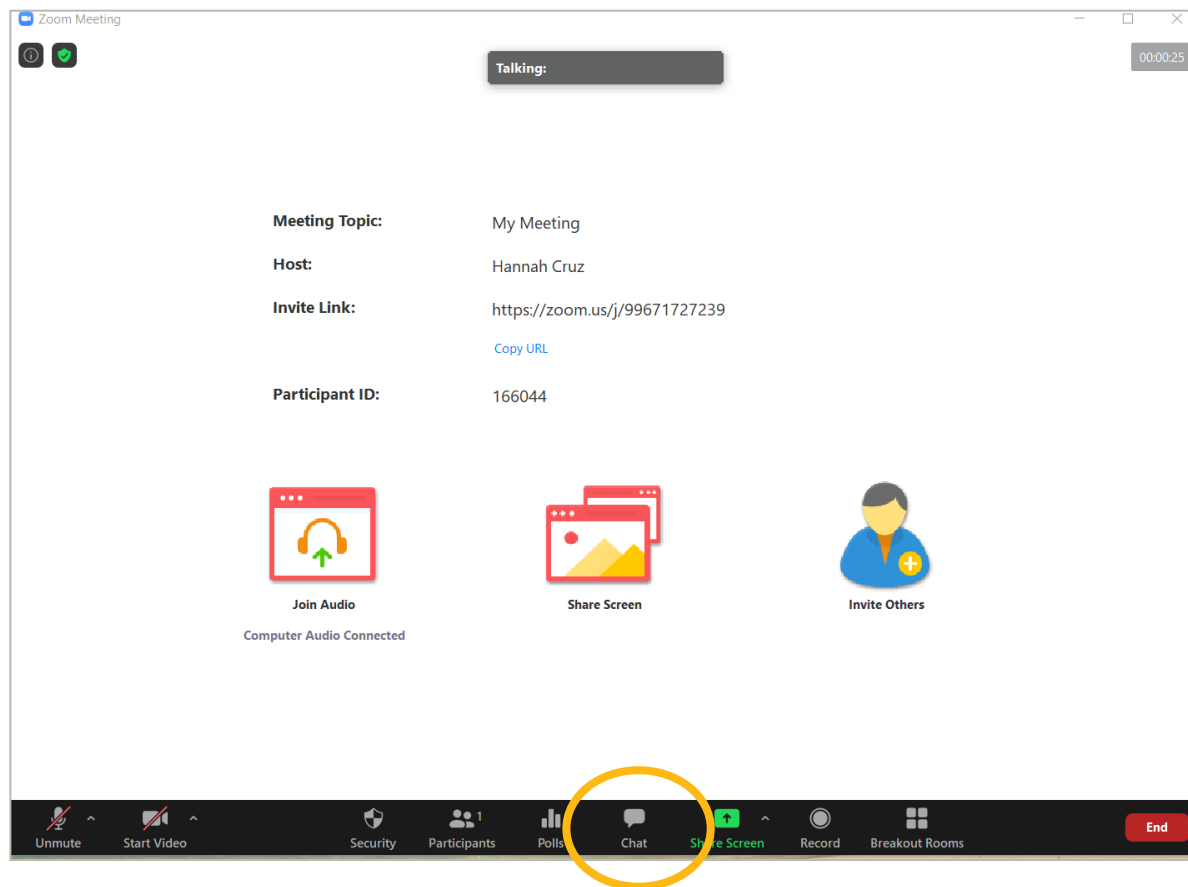
Zoom Tips



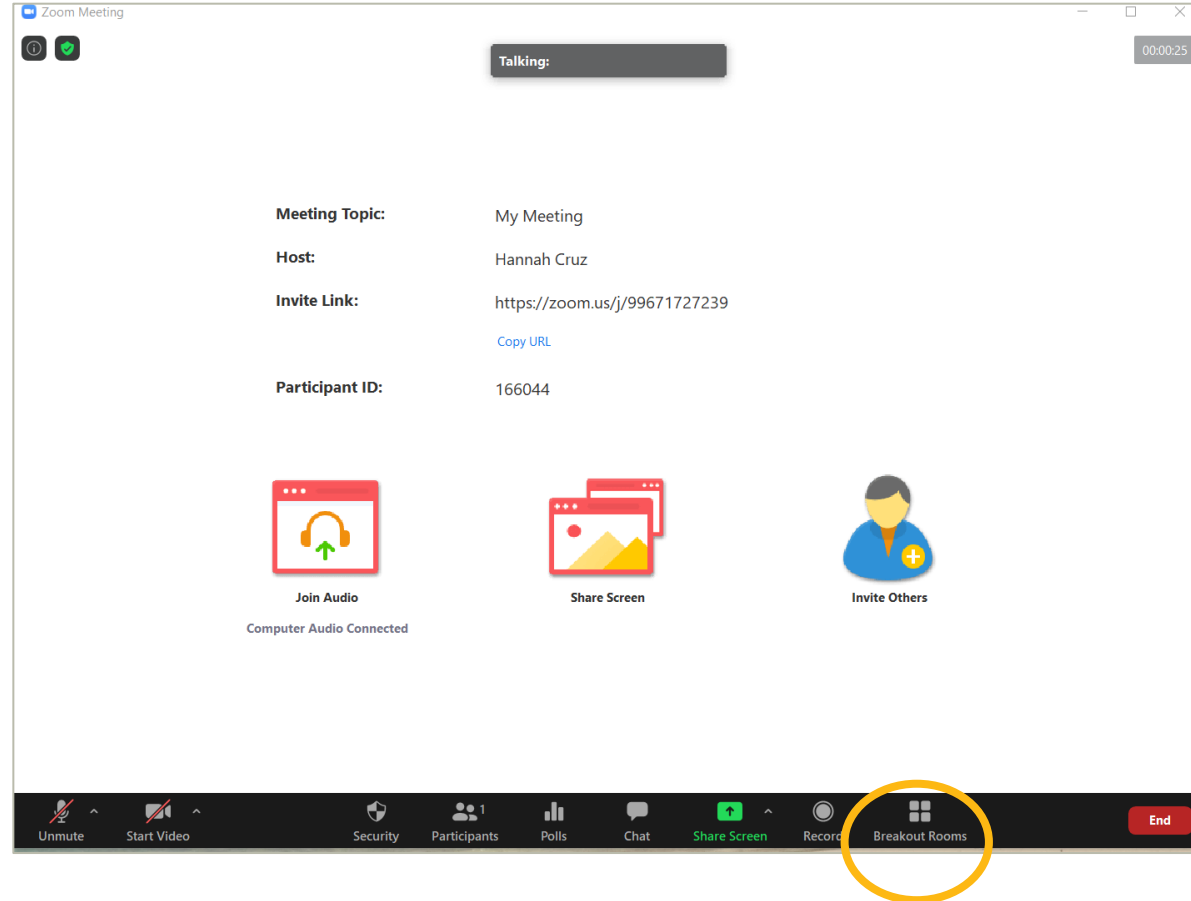
Zoom Tips



Send questions
in through chat



Zoom Tips



2021 in the Rearview Mirror

2021 in the rearview mirror

- Program Management Contractor (PMC) transition
- We combined the Multifamily and Existing Buildings Programs
- We entered the year with a very full pipeline
- We issued 2 mid-year program updates changing incentives and caps
- Market conditions continued to evolve through the whole year



Project Data by Trade Ally Status and Market

3362

Project Count

\$14,034,274

Incentive

36,298,062

kWh Savings

1,983,997

Therm Savings

Cobid Certified?

All

Technology

All

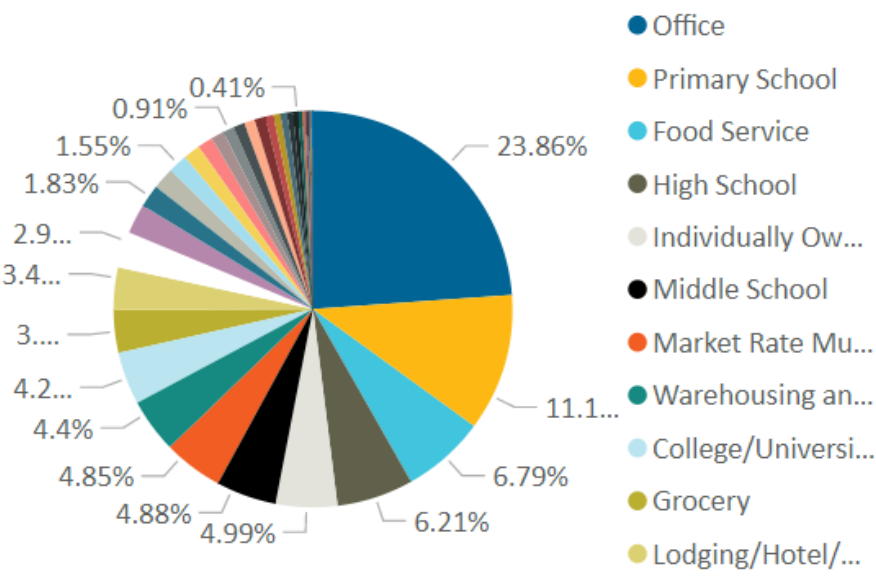
Enrolled Trade Ally?

All

Small Business?

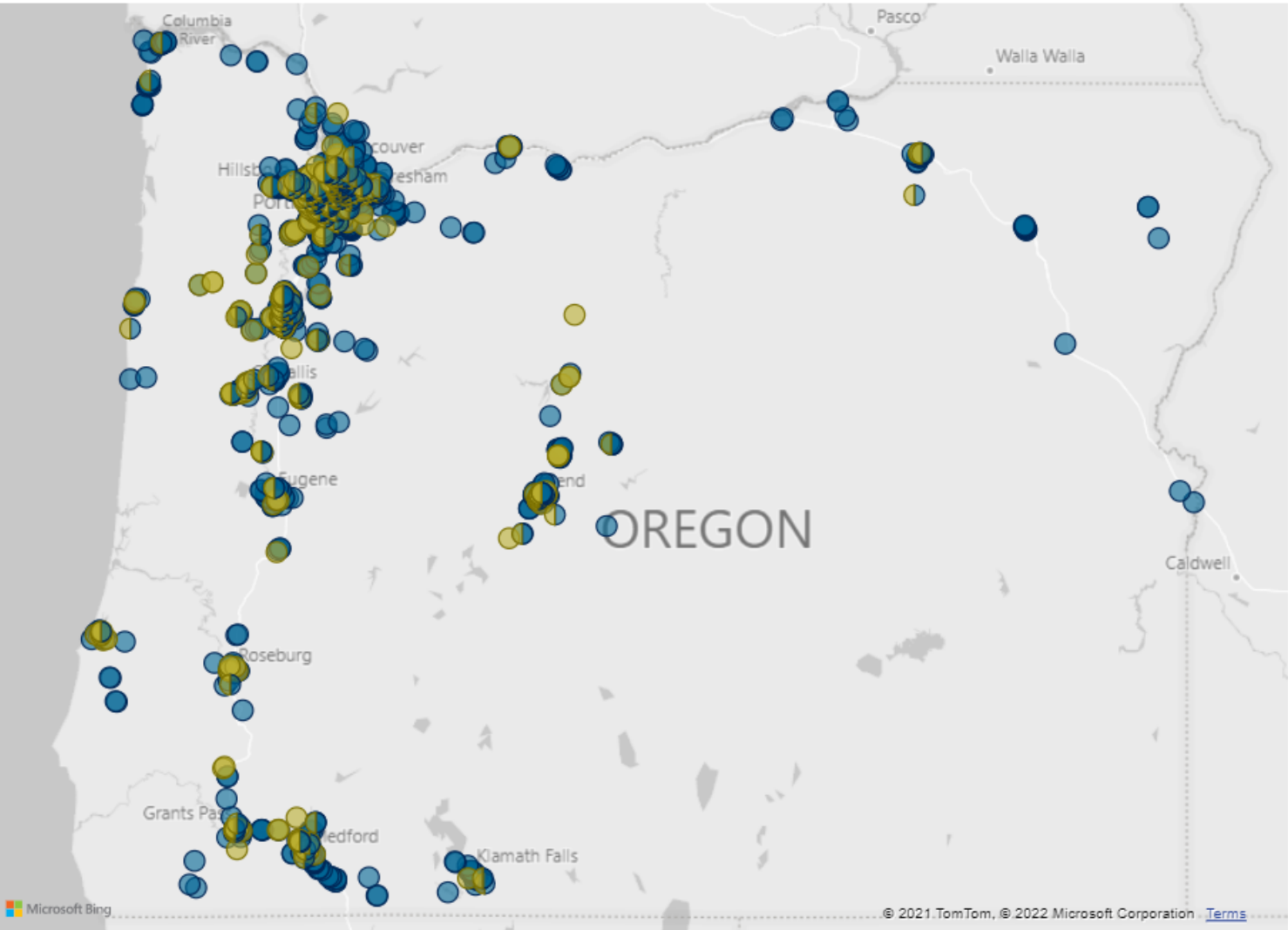
All

Incentives by Market



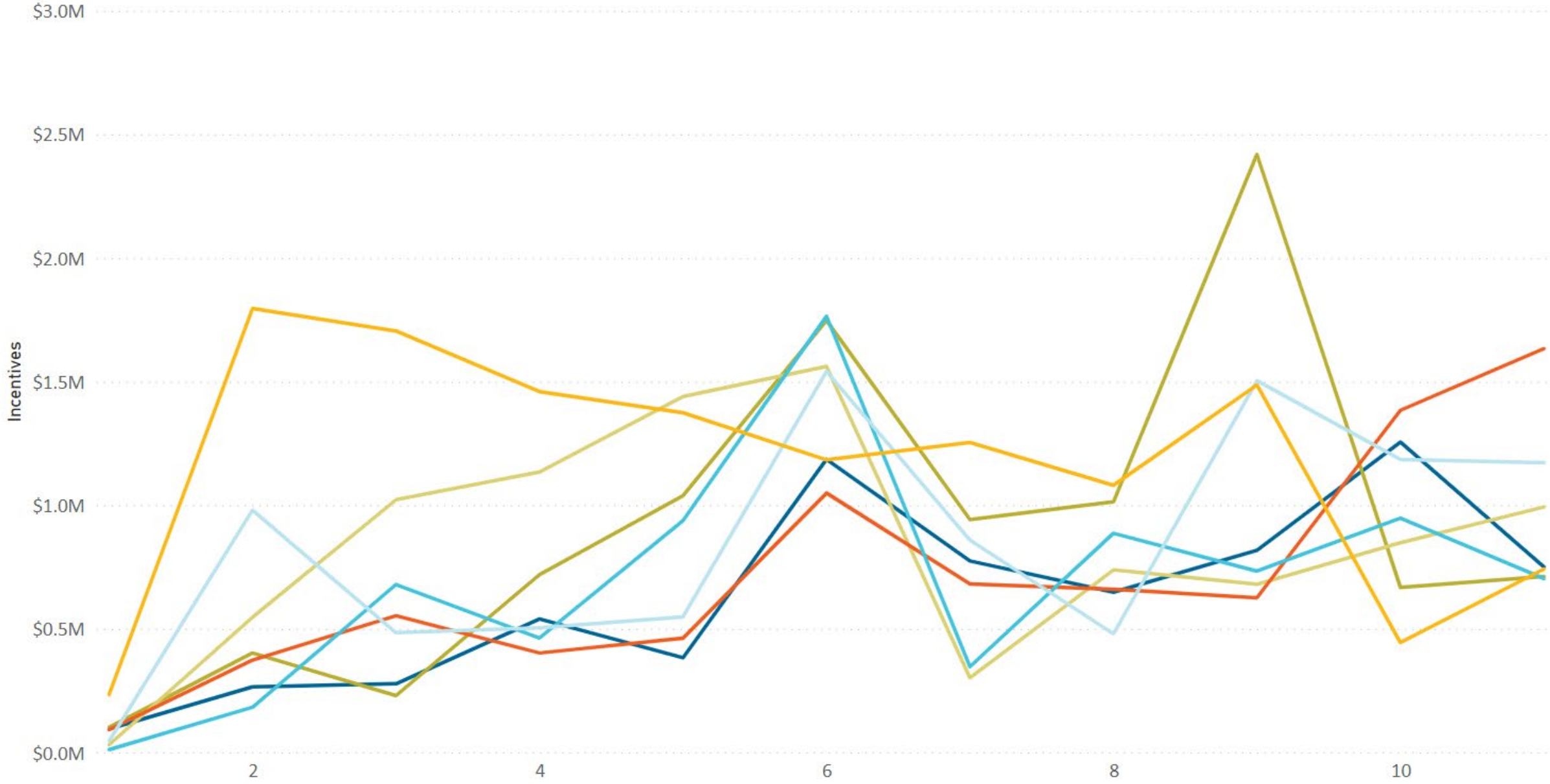
2015	2016	2017	2018	2019	2020	2021
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Enrolled Trade Ally Status ● No ● Yes



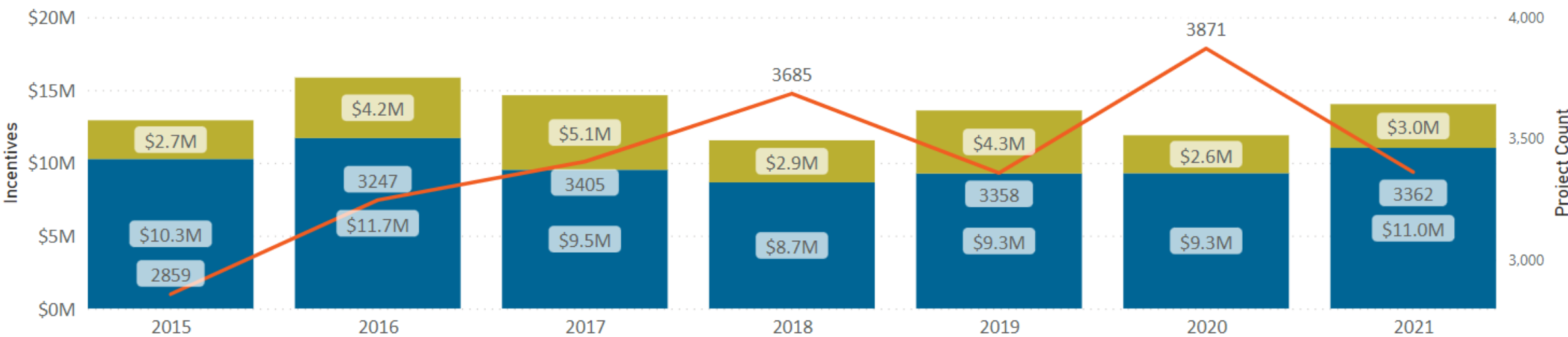
Project Incentives by Month and Year (Excludes December)

Year ● 2015 ● 2016 ● 2017 ● 2018 ● 2019 ● 2020 ● 2021



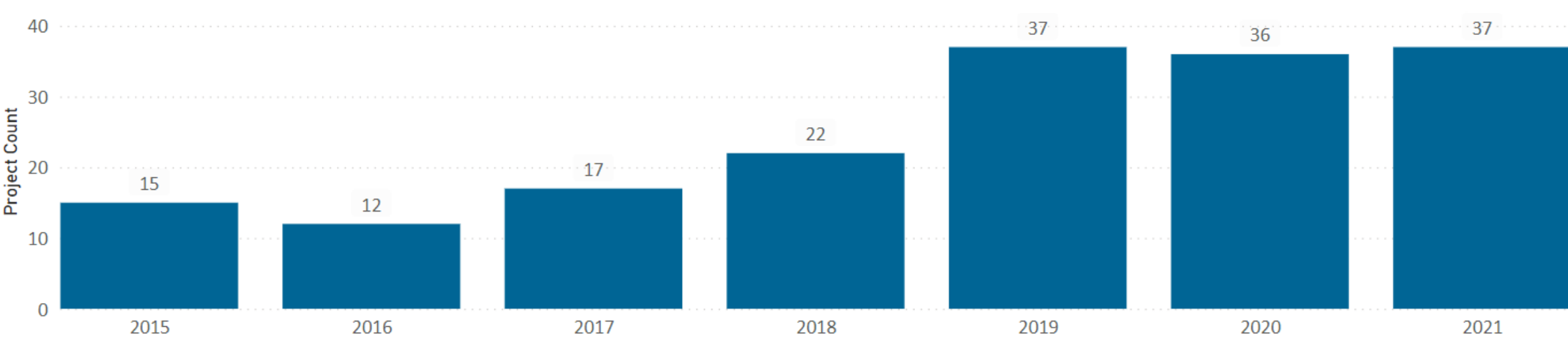
Incentives by Year and Enrollment Status

TA Enrollment ● No ● Yes ● Project Count



Projects by COBID Certified Trade Allies

COBID Certified ● Yes



COBID Certification Office



***Certification Office for Business
Inclusion and Diversity***

**Jason Bricker- Compliance Specialist
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<http://www.orcobid.com> website

Certifications

Federal Funds

Disadvantaged Business Enterprise (DBE)

Airport Concessions Disadvantaged Enterprise (ACDBE)

State Funds

Minority Business Enterprise Program (MBE)

Women Business Enterprise Program (WBE)

Service Disabled Veteran (SDV)

Emerging Small Business Program (ESB)

Endless Opportunities

- Construction Services
- Engineering Services
- Architecture Services
- Building Maintenance/Cleaning
- Metal Fabrication
- Landscaping
- Kitchen Equipment and Cleaning
- Uniforms, First Aide, and Safety Equipment
- Consulting

AND MORE!!!!

How Do Businesses Benefit

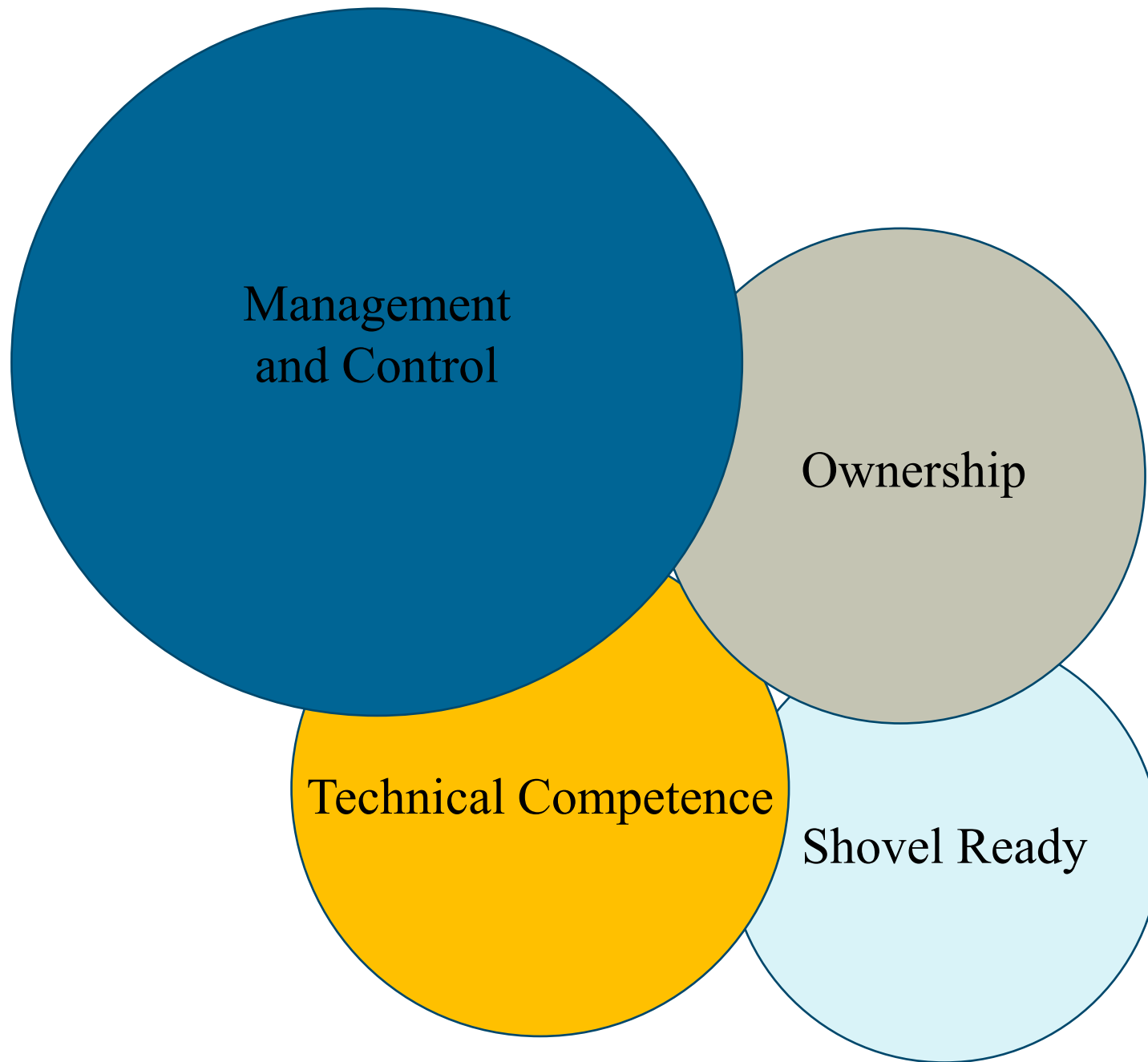
- Government contracting opportunities
- Automated notification of opportunities
- Listed in online public database used by agencies and others
- Business resources and support
- Education
- Marketing
- Networking

Purpose of Certification

- Ensure small businesses can compete fairly
- Ensure only eligible firms participate
- Assist firms in competing successfully outside the programs
- Provide access to resources to start, grow, and sustain a business

Primary Requirements of Certification

- Applicant(s) must hold at least 51% majority ownership in the applicant firm
- Applicant must have overall management and control of the firm
- Applicant must be able to demonstrate technical competence related to the key products/services provided by the firm



Tips and Tricks

- Navigating the database – www.orcobid.com
- Using root words
- Connecting with certified firms via email
- NAICS/NIGP



Why?

- Working with small businesses increases economic stability of communities
- Job creation
- Improves overall health
- Local small businesses are more likely to support other small businesses such as banks, stores, farms, etc.
- Good for the environment – Smaller carbon footprint

Q&A



CERTIFICATION OFFICE FOR BUSINESS
INCLUSION & DIVERSITY

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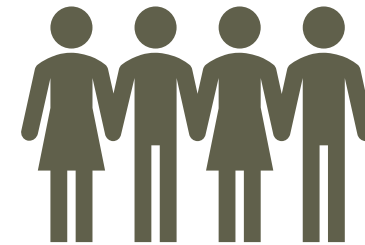
cobid.web@Oregon.gov email

<http://www.orcobid.com> website

Thank goodness for the Trade Ally network



Through all the changes, the Trade Ally network was there



This program would not be here if it wasn't for this group of people working hard every day

2022 Trade Ally awards

- Most incentives by region
- Most savings by region
- Most projects by region
- Up-and-coming awards – given to newly enrolled TAs who jump into action



Looking Ahead to 2022



Great Outlook for 2022

Healthy incentive budget

Typical pipeline

Continued emphasis on reaching underserved markets

Strong Trade Ally Network

New year, new caps

- 2022 Existing Buildings incentive limits
 - \$250,000 per site, per year, across the entire Existing Buildings program

Note: Washington caps stay the same at \$75,000 per site, per year across the entire WA Commercial program



New year, new caps

- Cap specifics
 - Cumulative across all EB offerings including:
 - Prescriptive
 - Custom
 - Direct Install
 - Strategic Energy Management
 - Building Operator Certification
 - Etc.
 - Does not include:
 - Lighting
 - New Buildings
 - Etc.



New year, new caps

Nate's Coffee House and Limousine Service
– single site – very active

Strategic Energy Management incentive
for - \$10k

Custom project to replace their suit jacket
laundry system - \$170k

45 fryers - \$45k

They're up to \$235k across multiple offerings

They are limited to an addition \$15k for the
remainder of the year regardless of which
offering they're interested in.



Example Project

Assign Payment Option

- Assign payment option is available again in 2022.
- This option allows Trade Allies and contractors to receive the incentive check with the permission of the participant



2022 Measure Changes - Oregon

2022 Measure Changes - Oregon

LODGING and COMMERCIAL FOOD SERVICE			
Measure Name	2021 Incentives	2022 Incentives	Measure Changes
Gas-fired Automatic Conveyor Broiler	Belt width < 22" – \$2,015 Belt width 22" to 28" – \$2,515 Belt width > 28" – \$2,925	Belt width < 20" – \$2,000 Belt width 20" to 26" – \$2,500 Belt width > 26" – \$3,000	<ul style="list-style-type: none"> Requirements: belt width change
Electric Combination Oven, 5+ pan capacity	\$1,000 each	\$1,000 each	<ul style="list-style-type: none"> Requirements: previous version did not specify pan capacity; must now be 5-40 pan capacity for this incentive level
Electric Combination Oven, 3-4 pan capacity	N/A	\$500 each	<ul style="list-style-type: none"> <i>New measure in 2022</i>
Gas Fryer	\$1,000 per vat	\$1,000 per vat	<ul style="list-style-type: none"> Measure sunsets from Energy Trust prescriptive program offerings on 6/30/2022
Electric Convection Oven – full size	\$315 each	\$500 each	<ul style="list-style-type: none"> Incentives increased
Electric Convection Oven – half size	N/A	\$300 each	<ul style="list-style-type: none"> <i>New measure in 2022</i>
Electric Fryer	\$225 per vat	\$225 per vat	<ul style="list-style-type: none"> Measure sunsets from Energy Trust prescriptive program offerings on 6/30/2022

2022 Measure Changes - Oregon

LODGING and COMMERCIAL FOOD SERVICE			
Measure Name	2021 Incentives	2022 Incentives	Measure Changes
Electric Hot Food Holding Cabinet – Full Size	\$350 each	N/A	<ul style="list-style-type: none"> Measure sunsets from Energy Trust program offerings on 12/31/2021
Electric Hot Food Holding Cabinet – Half Size	N/A	\$450 each	<ul style="list-style-type: none"> New measure in 2022 Higher incentive set to soften impact of full-size holding cabinet measure sunset
Gas Steam Cooker	\$1,850 each	\$2,000 each	<ul style="list-style-type: none"> Increased incentives
Commercial Dishwashers: - Single Tank Rack Conveyor - Multiple Tank Rack Conveyor	\$195 – 200	\$900 each	<ul style="list-style-type: none"> Most commercial dishwashers sunset from Energy Trust prescriptive program offerings on 12/31/2021 All remaining dishwashers incentivized at \$900. This is an increase for multi-tank
Electric Griddle	\$400	N/A	<ul style="list-style-type: none"> Measure sunsets from Energy Trust program offerings on 12/31/2021
Gas Single Rack Oven	\$2,500	N/A	<ul style="list-style-type: none"> Measure sunsets from Energy Trust program offerings on 12/31/2021
Gas Double Rack Oven	\$5,000	N/A	<ul style="list-style-type: none"> Measure sunsets from Energy Trust program offerings on 12/31/2021

2022 Measure Changes - Oregon

HVAC and WATER HEATING			
Measure Name	2021 Incentives	2022 Incentives	Measure Changes
Infrared Radiant Heater	Non-modulating - \$5.50 per kBtu/h Modulating - \$7.00 per kBtu/h	Non-modulating – \$1.25 per kBtu/h Modulating – \$2.25 per kBtu/h	<ul style="list-style-type: none"> Incentives reduced
Steam Traps	\$0.40 - \$0.90 per lb/hr depending on pressure and use	\$100 per trap	<ul style="list-style-type: none"> Requirements: steam traps <u>repairs</u> no longer eligible for this incentive; must be replacements Incentives: commercial steam traps incentive changed from lb/hr to per trap
Commercial Condensing Tank Water Heater	\$3.00 per kBtu/h	\$3.00 per kBtu/h	<ul style="list-style-type: none"> 2022 commercial property type eligibility: all building types excluding offices < 5,500 sq ft and commercial gyms without shower facilities
Commercial Condensing Tankless >200 kBtu	\$1.00 per kBtu/h	\$1.00 per kBtu/h	<ul style="list-style-type: none"> Requirements: change from 92% to 94% minimum thermal efficiency; all other requirements remain the same
Commercial Condensing Gas Furnace	N/A	\$5.75 per kBtu/h	<ul style="list-style-type: none"> New measure in 2022 See forms for detailed requirements
Commercial Condensing HVAC Boiler	\$5 per kBtu/h	\$3.25 per kBtu/h	<ul style="list-style-type: none"> Incentive reduced

2022 Measure Changes - Oregon

HVAC and WATER HEATING			
Measure Name	2021 Incentives	2022 Incentives	Measure Changes
Hydronic Heating Circulator Pumps	Single-speed ECM: \$100 - \$300 depending on size Variable-speed: \$150 - \$750 depending on size	Single-speed ECM: ¾ HP to 2.5 HP – \$200 > 2.5 HP – \$300 Variable-speed ECM: ½ HP to 2.5 HP – \$300 > 2.5 HP – \$750	<ul style="list-style-type: none"> Requirements: simplified into variable speed or single speed; see forms for details Incentives: Slight adjustment/simplification of structure
Garage Exhaust Ventilation Controls	N/A	Spaces > 30,000 sq/ft – \$0.50 per sq. ft. Space ≤ 30,000 sq ft. or conditioned – \$0.10 per sq. ft	<ul style="list-style-type: none"> New measure in 2022 Electricity savings from installing CO sensors with VFD control on ventilation fans in enclosed parking garages in commercial buildings See forms for detailed requirements
Central Air Conditioning	\$250 per outdoor unit, SEER 15 rating	\$250 per outdoor unit, SEER 16 rating \$150 per outdoor unit, SEER 15 rating	<ul style="list-style-type: none"> Requirements: New, higher efficiency tier created Incentives: incentive for SEER 15 reduced to \$150; system must now meet SEER 16 to receive \$250

2022 Measure Changes – SW Washington

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LODGING and COMMERCIAL FOOD SERVICE			
Measure Name	2021 Incentives	2022 Incentives	Measure Changes
Gas-fired Automatic Conveyor Broiler	Belt width < 22" – \$2,015 Belt width 22" to 28" – \$2,515 Belt width > 28" – \$2,925	Belt width < 20" – \$2,000 Belt width 20" to 26" – \$2,500 Belt width > 26" – \$3,000	<ul style="list-style-type: none"> Requirements: belt width change
Gas Fryer	\$1,000 per vat	\$1,000 per vat	<ul style="list-style-type: none"> Measure sunsets from Energy Trust prescriptive program offerings on 6/30/2022
Gas Single Rack Oven	\$2,500 each	\$1,500 each	<ul style="list-style-type: none"> Incentives reduced
Gas Double Rack Oven	\$5,000 each	\$1,750	<ul style="list-style-type: none"> Incentives reduced
Gas Steam Cooker	\$1,850 each	\$2,000 each	<ul style="list-style-type: none"> Incentives increased
Commercial Dishwashers	\$195 – 200	N/A	<ul style="list-style-type: none"> Commercial dishwashers will no longer be available in Washington in 2022, due to lack of gas savings

2022 Measure Changes – SW Washington

HVAC and WATER HEATING			
Measure Name	2021 Incentives	2022 Incentives	Measure Changes
Infrared Radiant Heater	Non-modulating - \$5.50 per kBtu/h Modulating - \$7.00 per kBtu/h	Non-modulating – \$1.25 per kBtu/h Modulating – \$2.25 per kBtu/h	<ul style="list-style-type: none"> Incentives reduced
Steam Traps	\$0.40 - \$0.90 per lb/hr depending on pressure and use	\$100 per trap	<ul style="list-style-type: none"> Requirements: stream traps <u>repairs</u> no longer eligible for this incentive; must be replacement Incentives: commercial steam traps incentive changed from lb/hr to per trap
Commercial Condensing Tank Water Heater	EB: \$3.00 per kBtuh EMF/NMF: \$3.25 per kBtuh	EB: \$3.00 per kBtu/h EMF/NMF: \$3.25 per kBtu/h	<ul style="list-style-type: none"> 2022 commercial property type eligibility: all building types excluding offices < 5,500 sq ft and commercial gyms without shower facilities
Commercial Condensing Tankless >200 kBtu	\$1.00 per kBtu/h	\$1.00 per kBtu/h	<ul style="list-style-type: none"> Requirements: change from 92% to 94% minimum TE

2022 Measure Changes – SW Washington

HVAC and WATER HEATING			
Measure Name	2021 Incentives	2022 Incentives	Measure Changes
Commercial Condensing Gas Furnace	N/A	\$5.75 per kBtu/h	<ul style="list-style-type: none"> <i>New measure in 2022</i> See forms for detailed requirements
Commercial Condensing HVAC Boiler	EB/EMF, NB, NMF: \$5 per kBtu/h of burner rated capacity	EMF: \$3.25 per kBtu/h NB: \$0.02 per sq. ft. NMF: \$0.02 per sq. ft.	<ul style="list-style-type: none"> Incentives reduced
Hydronic Heating Circulator Pumps	Single-speed ECM: \$100 - \$300 depending on size Variable-speed: \$150 - \$750 depending on size	Single-speed ECM: ¾ HP to 2.5 HP – \$200 > 2.5 HP – \$300 Variable-speed ECM: ½ HP to 2.5 HP – \$300 > 2.5 HP – \$750	<ul style="list-style-type: none"> Requirements: simplified into variable speed or single speed; see forms for details Incentives: Slight adjustment/simplification of structure
In-unit Laundry Centers	N/A	\$45 per laundry center	<ul style="list-style-type: none"> <i>New measure in 2022</i> See forms for detailed requirements

2022 Bonuses

Bonuses

	Base Incentive	Bonus Incentive	Total Incentive (base+bonus)	Bonus Time Period	Program Track
OR Bonuses					
Gas Boilers	\$3.25/kbtu/h	\$3.75/kbtu/h	\$7.00/kbtu/h	Jan 1 – June 30	EB-only
Gas Fryers	\$1,000/vat	\$250/vat	\$1,250/vat	Jan 1 – June 30	EB and MF
WA Bonuses					
Gas Boilers	\$3.25/kbtu/h	\$3.75/kbtu/h	\$7.00/kbtu/h	Jan 1 – Dec 31	EB and EMF
Gas Boilers	\$0.02/sq. ft.	\$0.05/sq. ft.	\$0.07/sq. ft.	Jan 1 – Dec 31	NB-only
Gas Boilers	\$0.02/sq. ft.	\$0.01/sq. ft.	\$0.03/sq. ft.	Jan 1 – Dec 31	NMF-only
Gas Fryers	\$1,000/vat	\$250/vat	\$1,250/vat	Jan 1 – June 30	EB, EMF, NB and NMF
Commercial Condensing Tank Water Heaters	\$3.00/kbtu/h	\$0.35/kbtu/h	\$3.35/kbtu/h	Jan 1 – Dec 31	EB and NB



Q&A

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Breakout Sessions

Breakouts

Breakout Sessions (10:10 – 10:55 a.m.)

- Custom Project Pathway, a Step-by-Step Process
- Open Discussion and Feedback Session

Zoom Tips

