



Commercial & Industrial Program Updates

Existing Buildings Trade Ally Forums

Spring 2024





EnergyTrust
of Oregon

2023 Commercial Program Successes



2023 Savings Goals & Incentives Paid

Utility	Goal	YTD Savings	YTD Pct to Goal
Electric	50,937,975	49,574,558	97%
PGE	33,441,211	32,777,519	98%
PAC	17,496,764	16,797,040	96%
Gas	2,278,555	2,461,810	108%
NWN	978,913	934,737	95%
NWN DSM	744,014	1,105,550	149%
NWN WA	169,245	183,197	108%
CNG	261,019	178,961	69%
AVI	113,893	59,299	52%
AVIINT	11,472	66	1%

Utility	Budget	YTD Incentives	YTD Pct to Budget
Electric	\$14,563,494	\$14,263,712	98%
PGE	\$9,027,503	\$8,644,967	96%
PAC	\$5,535,991	\$5,618,745	101%
Gas	\$7,138,309	\$7,522,322	105%
NWN	\$2,722,253	\$3,422,166	126%
NWN DSM	\$2,569,482	\$2,690,013	105%
NWN WA	\$688,951	\$557,907	81%
CNG	\$686,659	\$526,564	77%
AVI	\$401,824	\$325,408	81%
AVIINT	\$69,140	\$264	0%

*The Big Story:

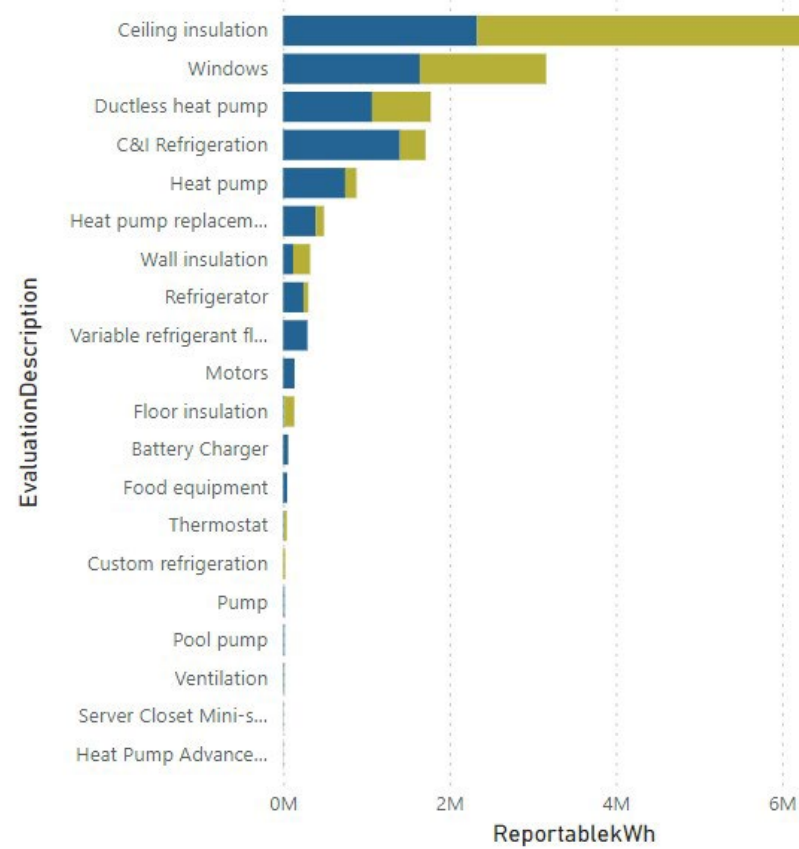
- In 2022 the program reached only 68% of electric goal and 58% of gas goal
- As of December 1, 2023, the program was at 77% of electric goal and 83% of gas goal
- Thanks to the hard work of our trade allies in the last month of the year we were able to hit these numbers in 2023!



2023 Savings Measures

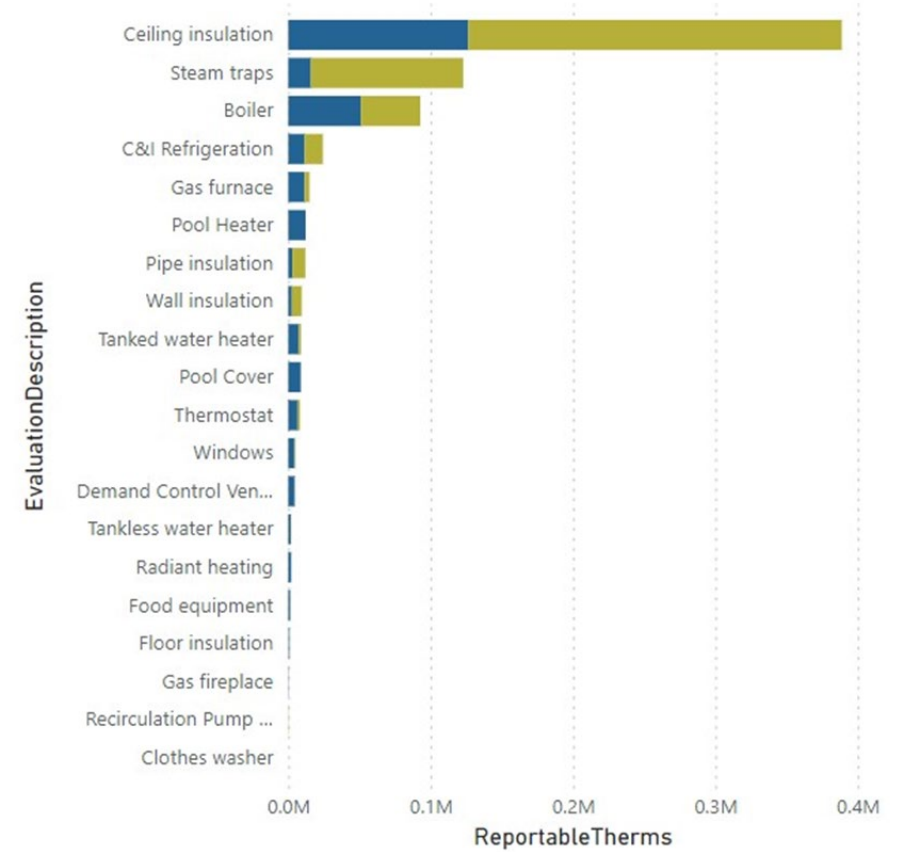
Prescriptive Electric Savings 2023

Reporting Month ● Previous ● This Month



Prescriptive Gas Savings 2023

Reporting Month ● Previous ● This Month



2024 Existing Buildings Incentives



Increased Incentives – Insulation

Insulation Measure	State	2023 Incentives (with Bonus)	2024 Incentive
Attic Insulation	OR and WA	\$0.60 per sq ft + \$0.30 bonus per sq ft	\$0.90
Roof Insulation R-0 to R-15	OR and WA	\$0.50 per sq ft + \$2.35 bonus per sq ft	\$2.85
Roof Insulation R-0 to R-30	OR and WA	\$1.00 per sq ft + \$1.85 bonus per sq ft	\$2.85
Wall Insulation	OR and WA	\$0.60 per sq ft + \$0.70 bonus per sq ft	\$1.30
Commercial Pipe Insulation	OR and WA	\$10 per linear ft + \$8.00 - \$15.00 bonus per linear ft	\$18.00-\$25.00





Increased Incentives – HVAC & Water Heating

HVAC Measure	State	2023 Incentives (with Bonus)	2024 Incentive
Packaged Terminal Heat Pump (PTHP)	OR only	\$200 each	\$800
Advanced Rooftop Controls (ARC) - Lite Retrofit	OR only	\$100 per ton	\$200
Advanced Rooftop Controls (ARC) - Full Retrofit	OR and WA	\$50-\$200 per ton (OR)	\$300

Water Heating Measure	State	2023 Incentives (with Bonus)	2024 Incentive
Commercial Pool Cover	OR and WA	\$2.00 per sq ft of pool surface area	\$6.00
Commercial Condensing Tank Water Heater	OR and WA	\$3.00 per kBtu/h input + 0.50 Bonus per kBtu/h input	\$3.50
ENERGY STAR® Commercial Laundry Washer, Common Areas	OR and WA	\$65-\$200 each (OR) \$65 (WA)	\$100-\$400 (OR) \$100 (WA)



Increased Incentives – Foodservice Equipment

Foodservice Measure	State	2023 Incentives (with Bonus)	2024 Incentive
Gas-fired Automatic Conveyor Broiler	OR and WA	\$2,000-\$3,000 each + \$500 bonus each	\$2,500-\$3,500
Gas Steam Cooker	OR and WA	\$2,000 each + \$1,400 bonus each	\$3,400
Commercial Vent Hood Retrofit with Demand Controlled Ventilation	OR and WA	\$750 per controlled motor hp + \$150-\$750 bonus per controlled motor hp	\$900-\$1,500
Double Rack Gas Oven	OR and WA	\$1,750 each + \$250 bonus each	\$2,000
Commercial Ice Maker	OR only	\$150 each	\$180-\$400





Increased Incentives – Grocery

Grocery Measure	State	2023 Incentives (With Bonus)	2024 Incentive
Retrofit Doors on Freezers or Refrigerated Cases	OR and WA	\$100-\$300 per linear ft of door + \$50 - \$100 bonus per linear ft of door	\$160-\$400 (OR) \$200-\$350 (WA)
Evaporator Fan Motors	OR only	\$80 - \$120 per motor replaced	\$150-\$180
On-Demand Overwrapper	OR only	\$275 each	\$350
Strip Curtains	OR only	\$6.00 per sq ft	\$12
New Cooler Cases with Doors	OR and WA	\$35-\$70 per linear ft of door	\$150
Variable Frequency Drive (VFD) Retrofit, Compressor Rack	OR only	\$300 per fan motor hp	\$850





Increased Custom Incentives

Oregon Custom Incentives	2023 Incentives	2024 Incentives
Projects with qualifying electric savings	\$0.22 per kWh	\$0.45 per kWh
Projects with qualifying gas savings	\$3.00 per therm	\$5.00 per therm
Percentage of cost covered by incentives	80-100%	90%

***Up to 90% of eligible project costs for both custom and retrocommissioning (RCx) projects - up to \$750,000 per project**

Washington Custom Incentives	2023 Incentives	2024 Incentives
Projects with qualifying gas savings	\$1.80-\$3.00 per therm	\$5.00 per therm
Percentage of cost covered by incentives	80-100%	90%

***Up to 90% of eligible project costs for custom and retrocommissioning (RCx) projects - up to \$75,000 per project or phase**



Fewer Bonus Incentives

- Reduces confusion in the market
- Allows consistent, higher incentives throughout the year
- Avoids year - end scramble/waiting for potential bonuses



Looking Ahead



What's next?

Continued development of new offers

- 2024 brought new incentives for ozone laundry systems, two-stage gas valves on clothes dryers, and vertical reach-in freezers and refrigerators
- What should be next?

Looking into midstream offers

- Help increase sales of high-efficiency products and equipment by reducing upfront costs
- Build stronger relationships with manufacturers and distributors

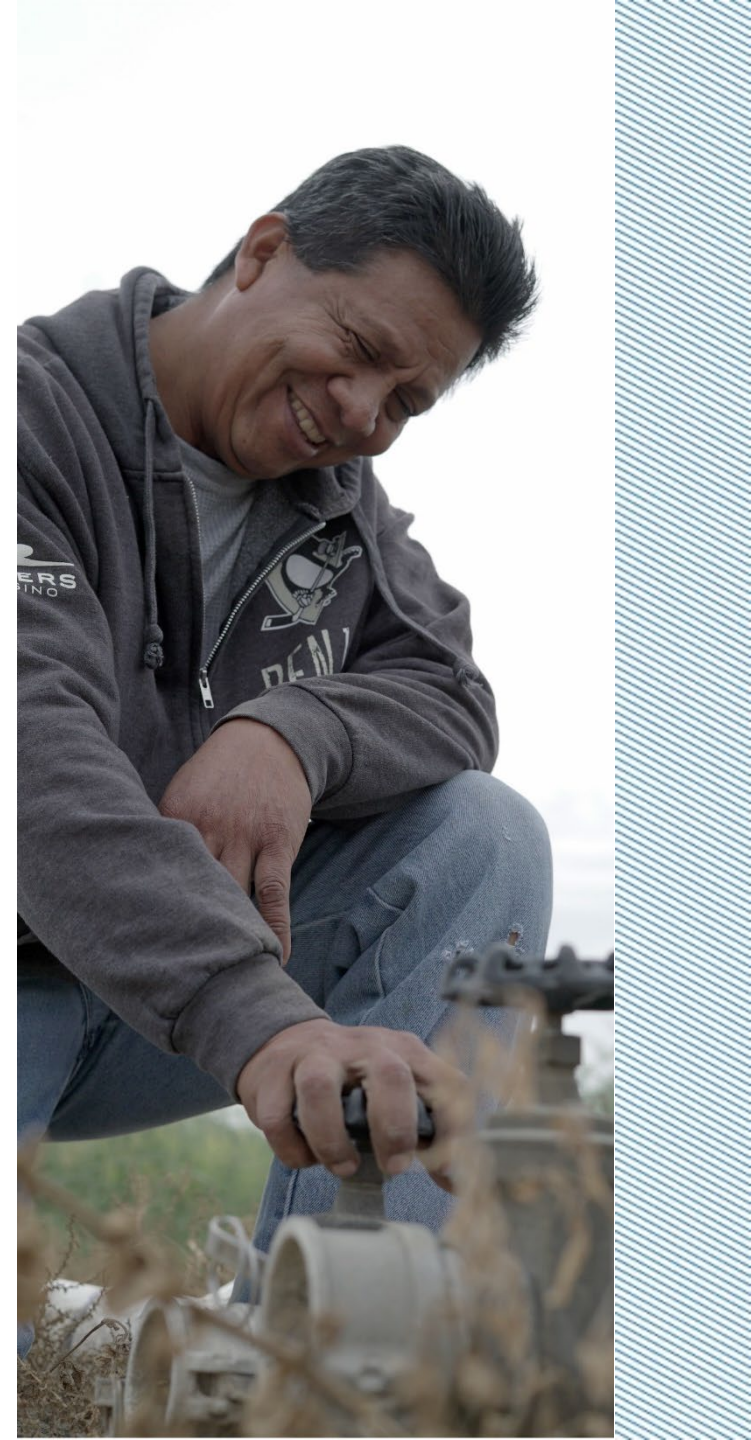
Application redesign

- Create more user-friendly documents and submittal processes
- Spanish version for increased community accessibility

Industrial and Agriculture

Industrial and Agriculture

- Who we serve
 - Industrial and manufacturing facilities
 - Agriculture, nurseries, dairies, irrigators, cannabis
 - Water and wastewater treatment facilities



Industry and Agriculture

- Calculated and custom projects
 - Compressed air
 - Refrigeration
 - HVAC
 - Dust collection, VFDs, pumps & fans
 - Even more – If it saves energy, we can determine if the project is cost effective and qualifies for incentives
- 2024 Incentives:
 - **\$0.45/kWh, up to 90% of eligible project cost**
 - **\$5.00/therm, up to 90% of eligible project cost**



Industry and Agriculture

- Prescriptive rebate projects
 - VFDs
 - Building and pipe insulation
 - Forklift battery chargers
 - Irrigation and greenhouse upgrades
 - Steam traps
 - Cannabis dehumidification
 - Welders
- Most incentives have increased in 2024
- *Some commercial incentives cross over to Industry and Agriculture*



Industry and Agriculture

- You bring the project to us, or we can help you identify projects
- Connect with us:
 - Kelson Redding / 503.442.0656 / kredding@energy350.com
 - Adam Murillo / 619.754.5538 / amurillo@burchenergy.com
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Thank you

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Policy Update

Commercial and Industrial Spring 2024 Trade Ally Forum



Energy Trust of Oregon's Lobbying Prohibition

Grant agreement

“No part of the Funds may be expended by the Energy Trust for lobbying or for any political purposes, such as endorsing or opposing candidates for public office or ballot measures.”

ORS 171.725 [8] Lobbying means influencing, or attempting to influence, legislative action through oral or written communication with legislative officials, solicitation of executive officials or other persons to influence or attempt to influence legislative action or attempting to obtain the goodwill of legislative officials.

2024 Legislative Session

2024 Session Overview

- The short session kicked off February 5 and ended March 8
- This session was characterized as one of the most bipartisan in recent history, with the negotiation and passage of bipartisan priorities:
 - Investing in housing production and homelessness
 - Revising the Drug Addiction, Treatment and Recovery Act (Measure 110)
 - Establishing campaign finance limits
- Energy was lower on the list yet still present



Energy-related Bills (2024)

SB 1525 revises some existing Oregon Department of Energy (ODOE) programs

Community Renewable Energy Program

Heat Pump Deployment programs

SB 1530 funded existing programs, including

\$4 million to ODOE's Rental Home Heat Pump program

\$15 million to Oregon Health Authority's Healthy Homes program

ODOE authorized to administer and add staff for federal funding opportunities

\$4.7 million to pursue Grid Resilience State and Tribal Formula Grants

\$500,000 to develop Oregon's Comprehensive Climate Action Plan (one of the requirements of the Climate Pollution Reduction Grant Program)

Housing Production Package

One of the most prominent issues of the session, the package commits \$376 million to address homelessness and support housing development

SB 1537

- \$75 million to create a revolving loan fund to support local governments and finance production of affordable and moderate-income housing
- *Originally, the bill proposed an incentive program at OHCS for all-electric affordable multifamily housing. This provision was removed.*

SB 1530

- \$123.55 million to address homelessness and support housing production projects throughout the state. This includes:
 - \$94.3 million to cities for 44 infrastructure projects to support shovel-ready housing production
 - \$18 million for 27 recovery housing projects
 - \$29.25 million to 3 projects for purchasing land and redeveloping affordable housing

HB 4134

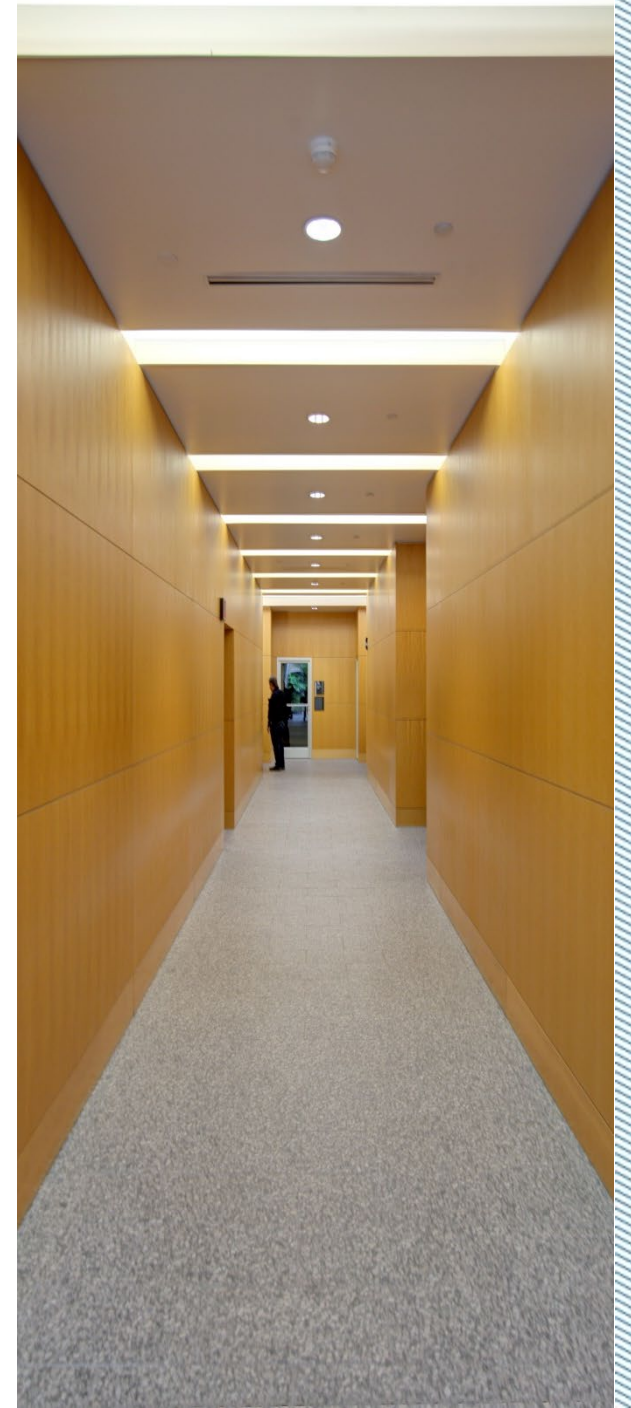
- Creates a grant program at Business Oregon to fund infrastructure projects that support workforce income housing
- The grant program will support already identified and planned housing developments with a minimum of 30% of units dedicated to affordable housing

Policies and Programs Being Implemented

Mercury Lighting Prohibition (2023)

HB 2531

- Prohibited sale or distribution of new screw- or bayonet-base type compact fluorescent lamps (CFLs) as of January 1, 2024
- Prohibited sale or distribution of other CFLs and linear fluorescent lamps as of January 1, 2025
- Energy Trust is actively engaging with Oregon Public Utility Commission to understand savings and customer impacts and potential paths forward



Resilient, Efficient Buildings (REBuild) Package (2023)

- Passed as part of 2023's Climate Resilience Package

Commercial Building Performance Standards

- ASHRAE as initial model to specify energy performance standards for covered commercial buildings
- Compliance and reporting duties to building owners:
 - Tier 1 subject to meeting standards
 - Tier 2 subject to energy and emissions reporting
- Early compliance incentives may be established
- *Lead agency: ODOE*

Healthy Heating and Cooling for All

- Heat pump target: 500,000 new installed by 2030
- Defines lead agencies for energy efficiency in buildings
- Alignment with state's GHG emissions reduction targets
- Creates the Energy Efficient Technologies Information and Training Fund
- *Lead agency: multiple*

Build Smart from the Start

- Energy efficiency goals for each code development cycle
- Energy efficiency goals for new residential and commercial: 60% reduction in annual energy consumption by 2030 (2006 baseline)
- Study of construction materials' embedded carbon
- *Lead agency: Department of Consumer and Business Services*

Smart State Buildings

- State agencies to implement a comprehensive assessment of energy use and GHG emissions for state-owned buildings
- Private contractors may perform assessments
- *Lead agency: Department of Administrative Services*

On the Horizon

Emerging priorities

State energy priorities

- Oregon energy strategy
- Resiliency

2025 Legislative Session

- Transportation package
- Renewable energy and transmission siting
- State greenhouse gas emissions targets



Thank You

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