



2026 Trade Ally Seminar: Medford, Bend and Portland
Business Lighting Program
Thursday, June 2, 3 and 4, 2026



Welcome & Introductions

Introductions – Energy Trust team members

Katie Hughes
Sr Program Manager
Business Lighting



Cameron Starr
Sr Customer Experience
Operations Manager



Kirstin Pinit
Sr Program Manager
Industrial and Ag



Tom Beverly
Sr Customer Experience &
Trade Ally Specialist



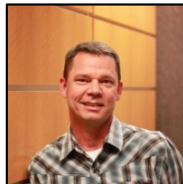
Elisa Burrows
Sr Project Manager
Commercial Existing
Buildings



Joy Jerome Turtola
Workforce Development
Manager



Patrick Urain
Sr Program Manager
Commercial Existing
Buildings



Introductions – Outreach and Field Team



Portland Metro

- Angeline Sanford
- Mike Sanford
- George De Oca

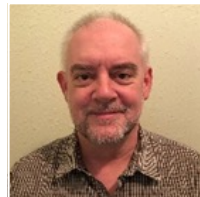


Horticulture Grow

- Doug Oppedal

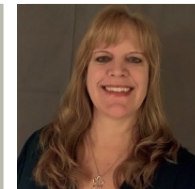
Coast & Willamette Valley

- John Dougherty



School Districts

- Jennifer Blake



Southern Oregon

- Ben Reher

Central & Eastern Oregon

- Matt Gaye



2025 Results

2025 Business Lighting Downstream and Midstream Program Results

In 2025, collectively we:



Saved **85.5 Million** kWh



Paid **\$16.6 Million**
incentives to customers



At **2,649** sites

ReRide Western Resale Store - Pendleton, OR



Program Overview
Market & Policy Landscape

Program Updates

- Focus on stability
- Secure budgets

- Downstream
 - No planned changes in 2026 and into 2027

- Midstream
 - Incentive increase launched mid-Feb
 - Schools-specific incentives
 - Lighting controls training

HB 2531 Review

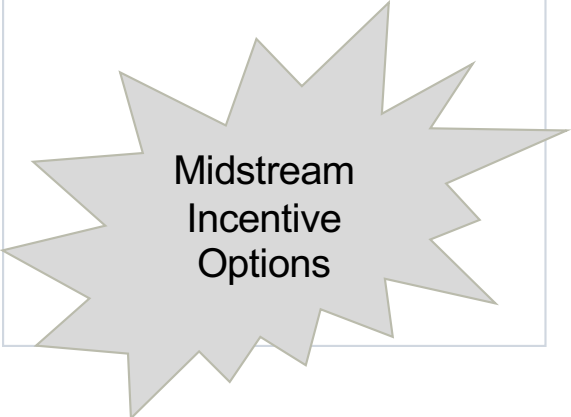
- Prohibits the sale or distribution of fluorescent lighting effective January 1, 2025.
- Removed fluorescent technology as a purchase option for customers in Oregon.
- Impacted available measures and incentive levels in Business Lighting offers.



HB 2531 exemptions through 2029

HB 2307 (May 2025)

- Public K12 school districts



Midstream
Incentive
Options

HB 4060 (March 2026)

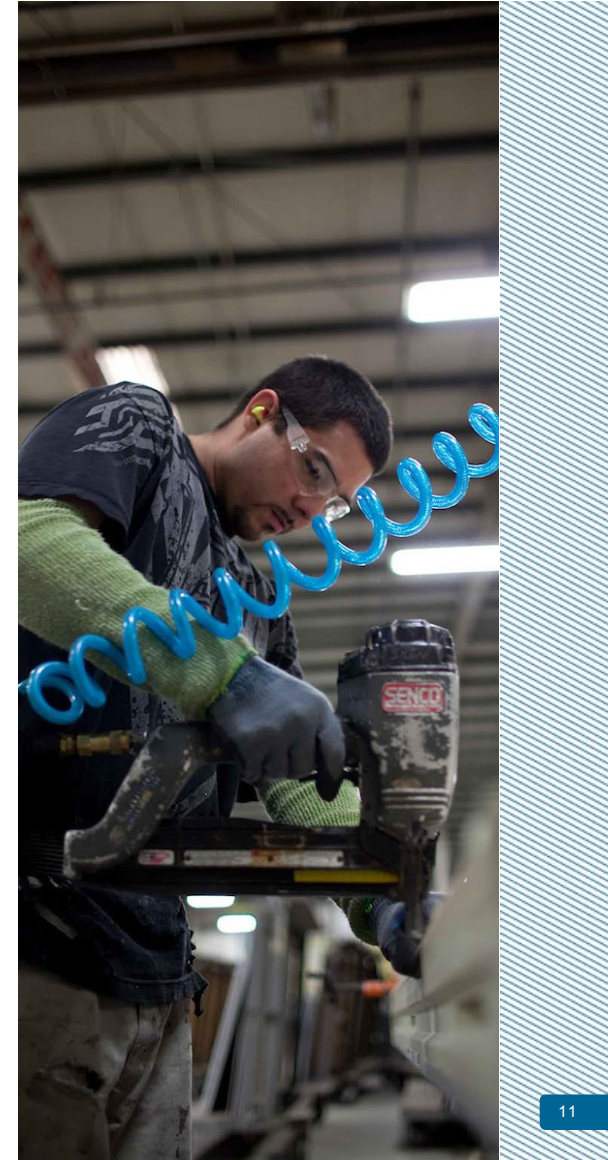
- Purchasers with facilities totaling more than 1M sq ft

HB 4066 (March 2026)

- Education service districts

Future Plans

- Continue replacement measures for as long as possible, at least through 2029
- Prioritize simplicity, maximize incentives
- Promote controls adoption with attractive measures / offerings
- Be responsive to new opportunities while balancing market and regulatory drivers



Unlocking Opportunities with Luminaire Level Lighting Controls

LLLC Today: Applications, Opportunities, and What's Next



Why This Matters Now

- Rising energy costs
- Pressure to reduce operating expenses
- Carbon and performance goals
- Incentives available but can be underutilized
- Customers expect flexibility and smarter operation
- Controls are no longer optional, they are central



Lighting is the Right Place

- Lighting is everywhere in a building
- Already includes sensors and controls
- Provides space-level data
- Creates a “network” across the entire building
- Wireless communication between fixtures
- Features include:
 - Occupancy sensing
 - Daylight harvesting
 - High-end trim
 - Zoning without rewiring
 - Temperature sensing



1. FLEXIBLE & FREQUENTLY CHANGING SPACES



Offices



Higher Education



Retail



KEY BENEFIT

Easy rezoning and adaptability without rewiring

2. LONG OPERATING HOUR FACILITIES



Warehouses



Manufacturing



24/7 Spaces



KEY BENEFIT

Layered savings from scheduling, occupancy sensing, and high-end trim

3. EXPERIENCE & COMFORT DRIVEN SPACES



Restaurants



Hospitality



Public Spaces



KEY BENEFIT

Improved occupant comfort and scene control



TYPICAL LIGHTING ENERGY SAVINGS

40-70%

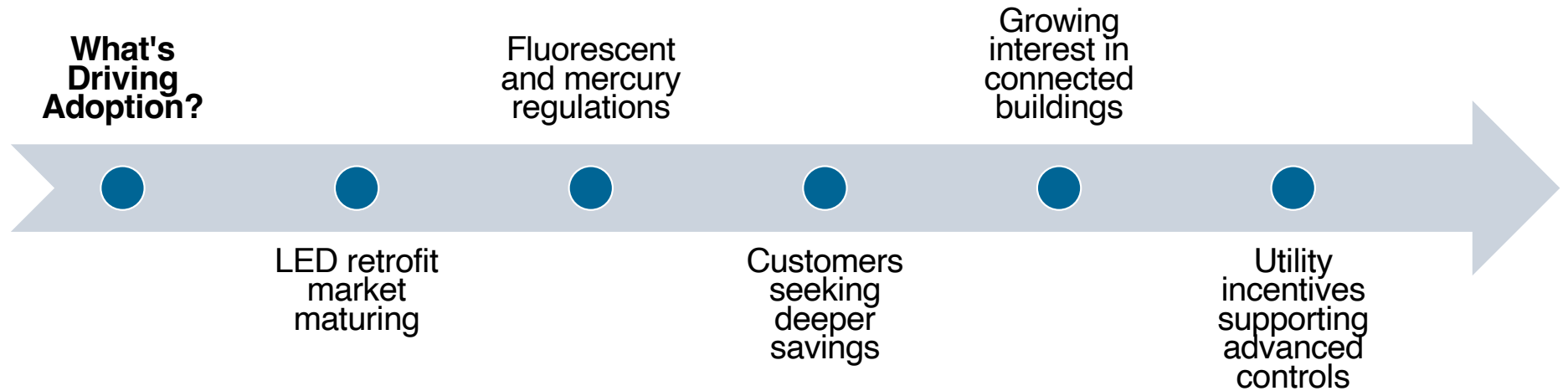
depending on space type and control strategies



Smarter controls. Better spaces. **Real results.**

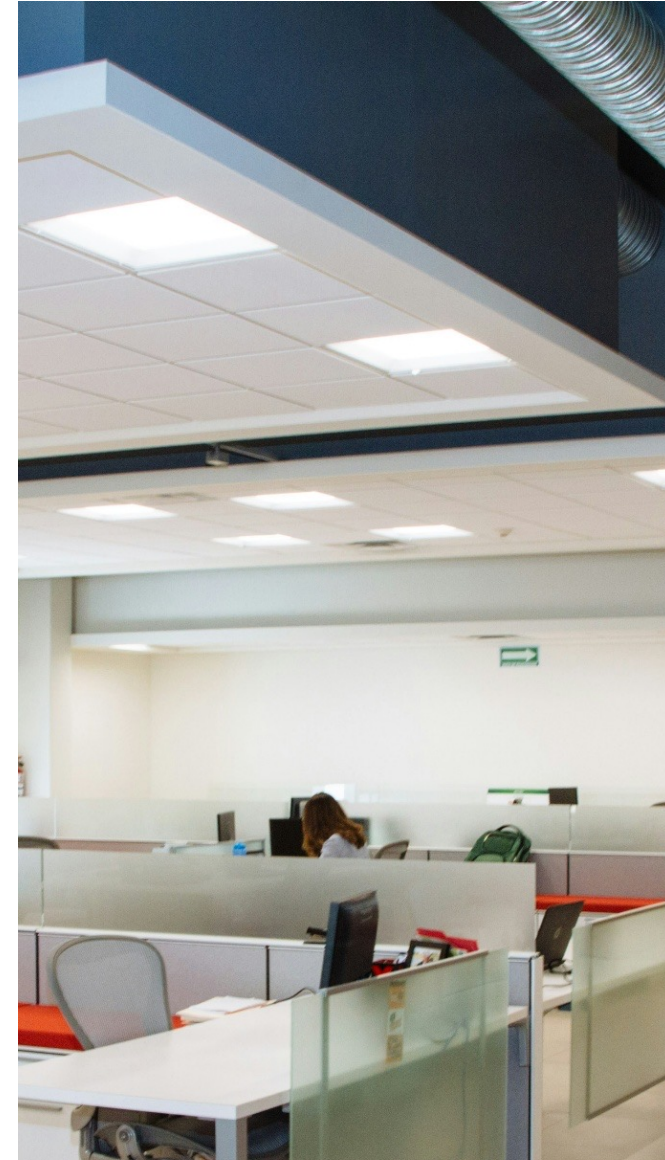


Why LLLC Momentum Continues to Grow



Example: Occupancy Based HVAC

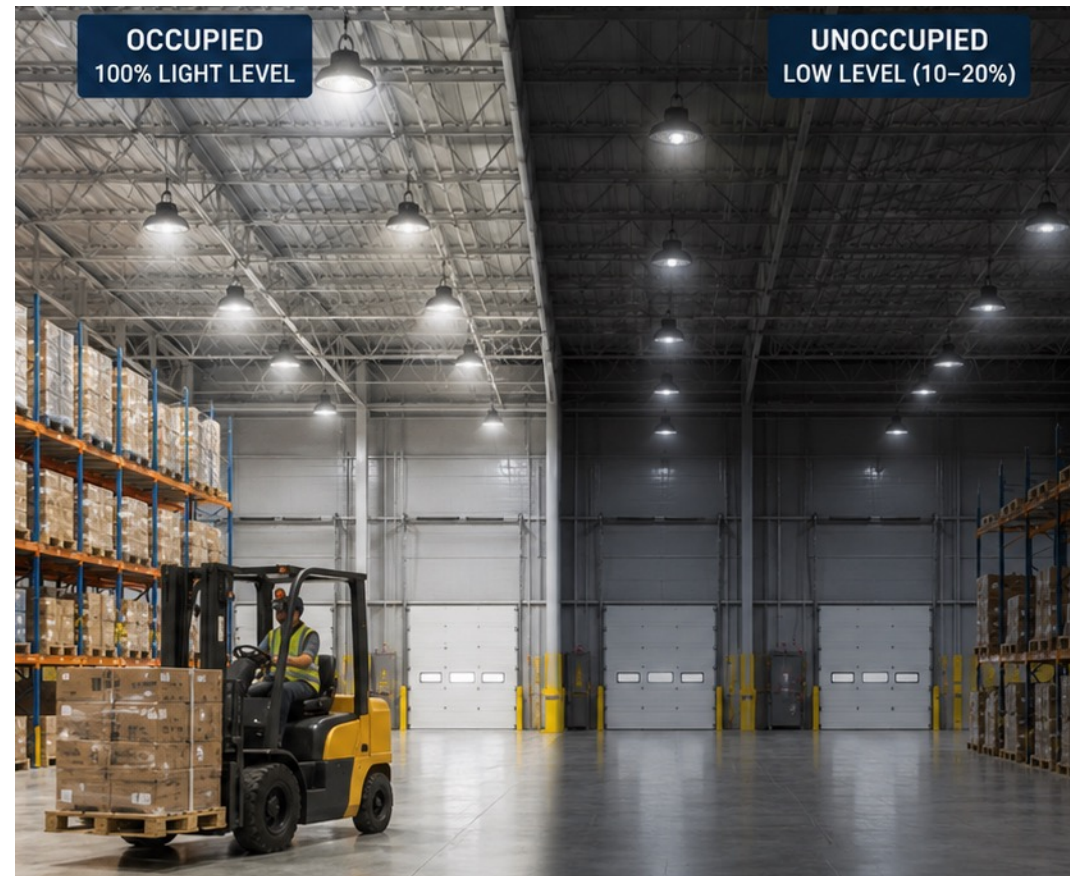
- HVAC often operates on static schedules
- Lighting systems provide real-time occupancy
- Signal sent to HVAC system
- HVAC reduces airflow or temperature conditioning
- Space returns to normal when occupied



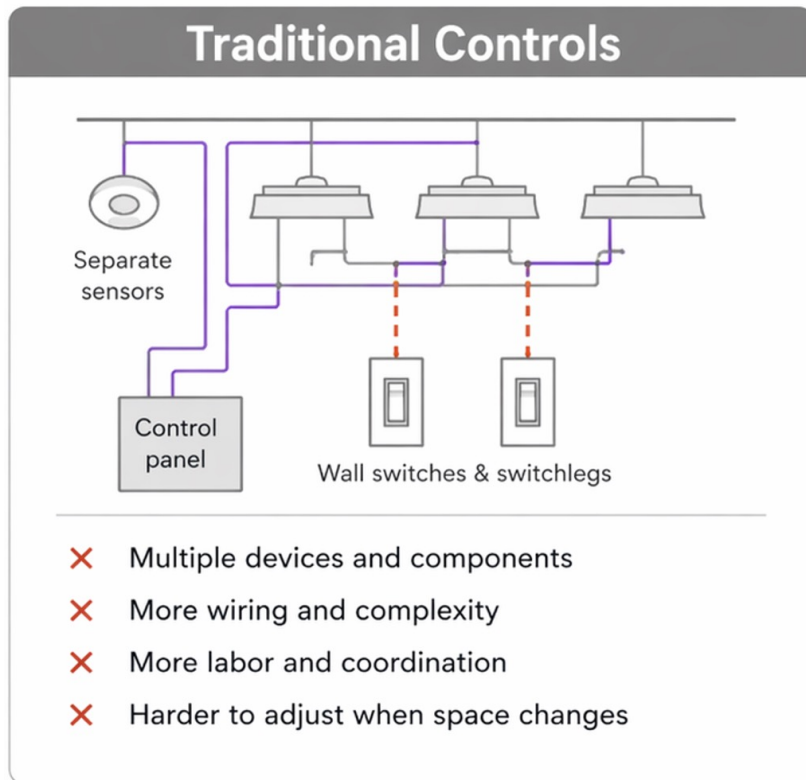
LLLC Is Not Just for Offices: Applications for Today

High Bays & Exterior Lighting

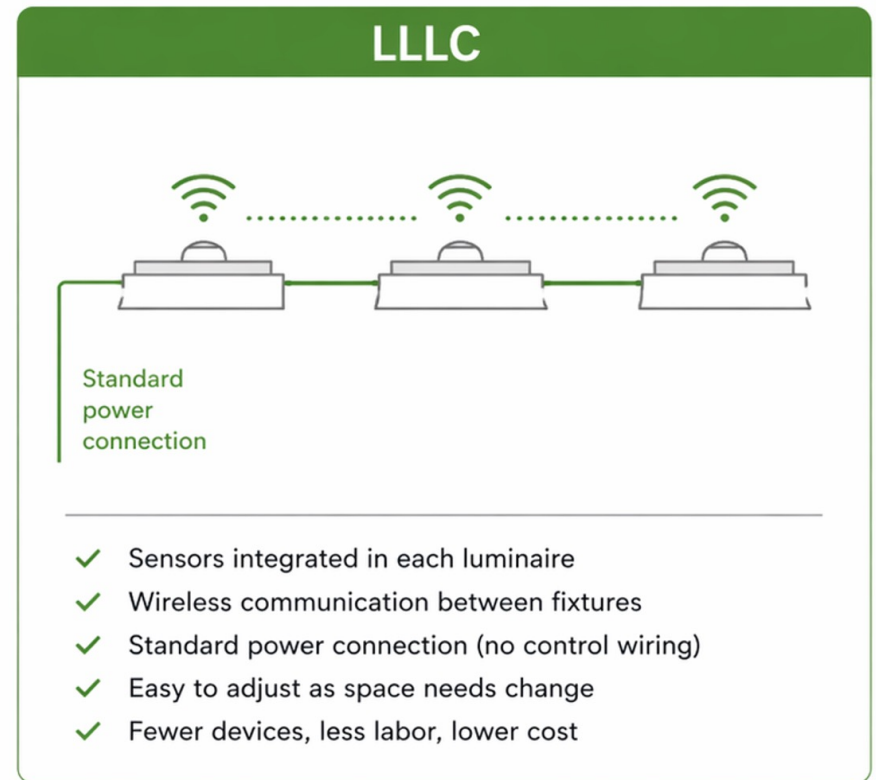
- Long operating hours
- Higher wattages
- Significant occupancy opportunities
- Scheduling and dimming potential
- Often strong incentive opportunities



Advantage LLLC: Reduced Installation Cost



vs.





Beyond Energy Savings: Business Benefits

Market	Customer Priority	Upgrade Benefits
Industrial	Uptime, safety, maintenance	Improves uptime, enhances safety, reduces maintenance costs
Schools	Light quality, flexibility, budget	Improves learning environments, reduces energy costs, maximizes incentives
Office	Productivity, comfort, energy goals	Improves comfort and focus, supports energy targets, simplifies compliance



Why Incentives Matter

**Reduce
upfront cost**

**Improve
payback,
return on
investment**

**Enables
options for
better
systems**

**Meet capital
thresholds**

Resources



What is Energy Harvesting?



Energy harvesting technology uses devices through either kinetic (physical act of pushing a button), or both.

Technology uses such little power that no battery is required. To achieve this, a proprietary protocol has been developed and is available for license.

Both BLE and Zigbee updated their protocols to require interoperability with other devices. This means that Zigbee lighting and battery-powered devices can be used together.

BetterBricks Industry Voices: Novanta

Ken Packwood
Facility Administrator
Novanta

0:09 / 2:29

YouTube



LUMINAIRE LEVEL LIGHTING CONTROLS

- Simple Installation**
Control programming is integrated into fixtures for forward setpoint.
- Occupant Comfort**
With the ability to adjust each individual fixture, LLLCs boost occupant comfort and productivity.
- Savings**
Energy savings of 25 to 75%, and decreased installation and maintenance costs.
- Building Improvement**
LLLCs can enable emergency lighting, demand response, asset tracking and integrate with other building systems.
- Better Lighting**
Overall light quality is improved with LED and sensor light fixtures.
- Flexible Control**
Adaptable for changes in space usage, LLLCs reduce cost of hand-over to new occupants.

Resources



Home / Connected Lighting and HVAC Integration

Infographic

[Toolkit](#)

[Introduction to NLC-HVAC Integration Video](#)

[AHR Expo 2025](#)

[Additional Resources](#)

CONNECTED LIGHTING AND HVAC INTEGRATION

Connected Lighting and HVAC Integration

Looking for more energy savings? Integrating HVAC with lighting controls is the next level up for smart buildings. How does it work? Take a look at our infographic below.

If you are curious about saving energy in commercial buildings, download our free toolkit about HVAC and networked lighting control integration.

[DOWNLOAD NLC-HVAC INTEGRATION TOOLKIT](#)

designlights.org/lighting-hvac-integration

Building Performance Standards

Oregon Department of **ENERGY**

Oregon Building Performance Standard & Trade Allies

Lisa Gartland - June 2, 2026

Ken Davies - June 3, 2026

Madeline O'Dwyer - June 4, 2026



OREGON
DEPARTMENT OF
ENERGY



OREGON DEPARTMENT OF ENERGY

Leading Oregon to a safe, equitable, clean, and sustainable energy future.

Our Mission

The Oregon Department of Energy helps Oregonians make informed decisions and maintain a resilient and affordable energy system. We advance solutions to shape an equitable clean energy transition, protect the environment and public health, and responsibly balance energy needs and impacts for current and future generations.

What We Do

On behalf of Oregonians across the state, the Oregon Department of Energy achieves its mission by providing:

- A Central Repository of Energy Data, Information, and Analysis
- A Venue for Problem-Solving Oregon's Energy Challenges
- Energy Education and Technical Assistance
- Regulation and Oversight
- Energy Programs and Activities

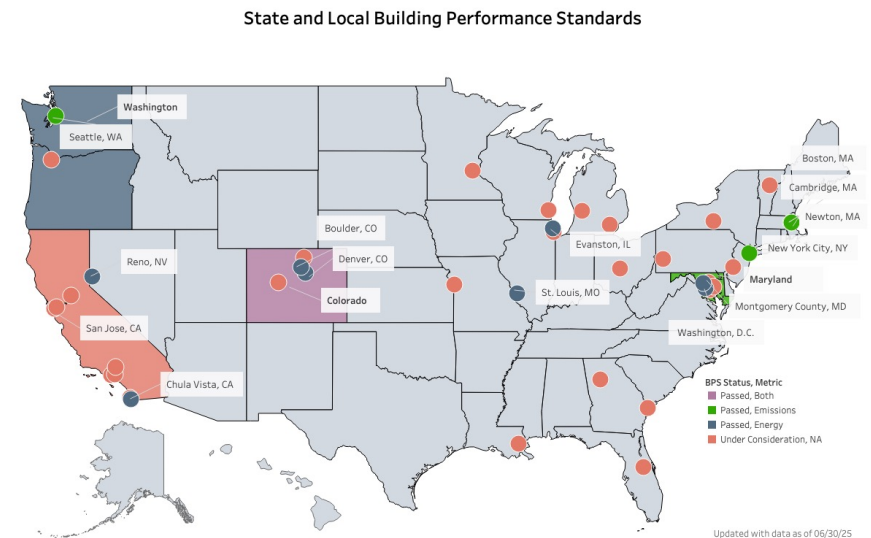


Oregon Building Performance Standard (OR BPS) TODAY'S AGENDA

- What is the goal of OR BPS?
- What buildings are covered?
- What does compliance entail?
- What buildings are exempt?
- Are there penalties for noncompliance?
- What should building owners do now?
- How are energy professionals needed?
- What incentives are offered?
- How can trade allies support OR BPS?
- Where to find more info?

Building Performance Standards

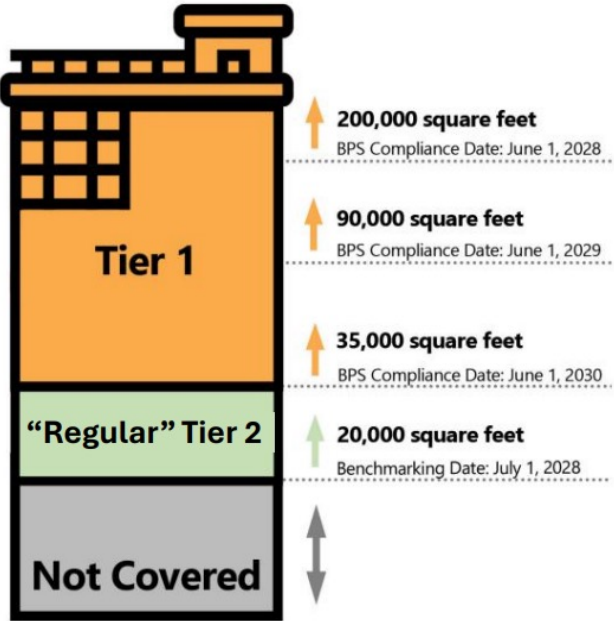
- Oregon is the 4th state to enact a Building Performance Standard
 - Specific performance levels that buildings must achieve
 - Timeframe by which buildings must meet the target
- Important tool for reducing energy use and emissions from the existing building sector
- Key part of helping Oregon meet climate goals
- Complementary to energy codes



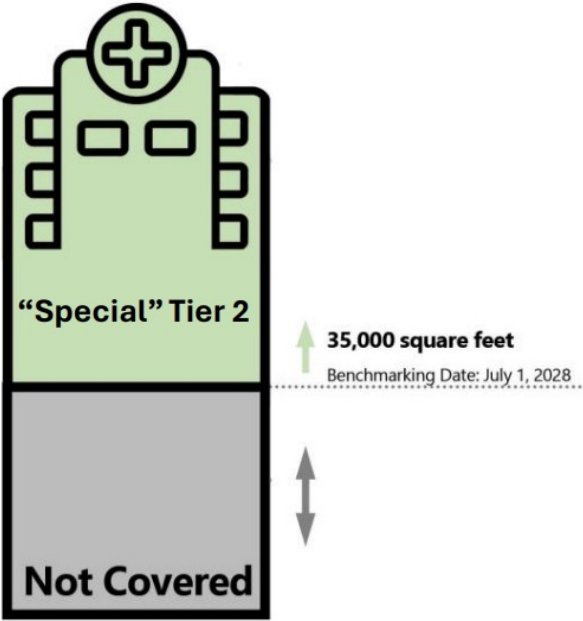
<https://www.energycodes.gov/BPS>

Buildings Covered by OR BPS

**NON-RESIDENTIAL,
HOTEL, and MOTEL***



**MULTIFAMILY RESIDENTIAL,
HOSPITAL, SCHOOL, UNIVERSITY,
DORMITORY, BARRACKS, PRISON, and
RESIDENTIAL/SENIOR CARE FACILITY***



*Mixed-use buildings follow more detailed guidelines to determine their tier

OR BPS Compliance Dates

Gross Floor Area <i>excludes any parking garage area</i>	Property Type	Tier / Compliance Date
35,000 to 90,000 square feet	Nonresidential, Hotel, or Motel	Tier 1 / June 1, 2030
90,000 to 200,000 square feet	Nonresidential, Hotel, or Motel	Tier 1 / June 1, 2029
200,000 square feet and greater	Nonresidential, Hotel, or Motel	Tier 1 / June 1, 2028
20,000 to 35,000 square feet	Nonresidential, Hotel, or Motel	Regular Tier 2 / July 1, 2028
35,000 square feet and greater	Multifamily, Hospital, School, University, Dormitory, Barracks, Prison, Residential/Senior Care Facility	Special Tier 2 / July 1, 2028

OR BPS Compliance

- **Both Tier 1 and Tier 2 Buildings must benchmark**
 - Compare energy use to that of similar buildings
 - Calculate Energy Use Intensity (EUI)
 - Find Energy Use Intensity Target (EUI_t)
- **Tier 1 buildings have additional responsibilities**
 - Attest to an Operations & Maintenance (O&M) program and an Energy Management Plan (EMP)
 - **Take action to reduce energy use if EUI_t > EUI**
 - Perform Energy Audit / Life Cycle Cost Assessment by compliance date
 - Implement cost-effective Energy Efficiency Measures (EEMs)
- **Energy professionals needed for:**
 - Benchmarking
 - Reviewing O&M and EMP
 - Performing energy audits / LCCAs

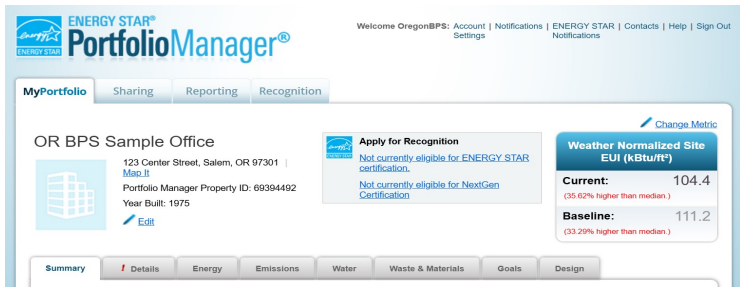


**EUI =
Net Building
Energy Use /
Gross Floor
Area**



**EUI_t =
predetermined
EUI targets
based on
activity type**

How are EUI and EUIt found?



- **EUI - Energy Use Intensity (kBtu/yr/GFA)**
 - Actual energy use of the building divided by its gross floor area (not including parking area)
 - Determined for each building using U.S. EPA's free online tool, ENERGY STAR Portfolio Manager (ESPM)

OR BPS ENERGY USE INTENSITY TARGET (EUI) TOOL		Energy Professional & Qualification:		Qualified Person name	QP				
Determined for (dropdown):	Single Building								
UBID:	long string of numbers and letters	BUILDING EUI TARGET		TIER / SIZE CATEGORY / COMPLIANCE DATE					
		Fix Errors		Tier 1 / ≥ 95,000 SF and ≥ 200,000 SF / June 1, 2029					
Building Address:	Nontarget Area = 0%			No nontarget areas					
County:	Marion								
Climate Zone:	4C	Vacant Area = 0%		No vacant areas					
Building GFA, SF:	105,200	GFA Check = 105,200 SF		Enter - check GFA and months per year					
#	Area Name	Activity Type (dropdown) Select ESPM Number, Type Subtype Details	GFA, ft²	Weekly Hours	Months per Year	EUI	Operating Factor	Area EUI	Building Tier
1	office	26: Entertainment / public assembly Other-entertainment / public assembly Library	80,200	60	12	38	1.1	42	Tier 1
2	retail	94: Retail Retail store	20,000	90	12	46	1.0	46	Tier 1

- **EUIt - Energy Use Intensity Target, aka Energy Target (kBtu/yr/GFA)**
 - Predetermined comparison values for 118 activity types, 3 operating hour ranges, and 2 climate zones
 - Find EUIt via the [OR BPS EUI Target Tool](#)
 - Free downloadable Excel spreadsheet
 - Customized EUIt for each building
 - Also finds building tier, gives info & guidance



Understand Compliance Paths

- Tier 1 Buildings that **can meet target** based on 12 consecutive months of energy data >>>

Compliance!
Implement cost-effective energy efficiency measures far enough in advance for the building to meet its energy target by its compliance date.

- Tier 1 buildings that **can't meet target** have three options, all starting with an Energy Audit

>>>

Conditional Compliance
Cost-effective measures from the Energy Audit are implemented by the compliance date and the building IS expected to reach its energy target, but more time is needed to collect energy data for confirmation.

Investment Criteria
Measures from the Energy Audit are implemented by the compliance date, but the building is NOT expected to reach its energy target, or its EUI cannot be determined due to unavailability of energy use data.

Investment Criteria through Conditional Compliance
Measures from the Energy Audit are NOT implemented before the compliance date because they are being phased in over time. This path requires a Life Cycle Cost Assessment.



OR BPS Exemptions

- Manufacturing or Industrial Buildings
- Agricultural Buildings
- No Certificate of Occupancy
- Less than 50 percent Physical Occupancy
 - Depends on amount of leased space, not whether occupants or tenants work from home
- Large amount of unconditioned floor area
 - Brings conditioned GFA below OR BPS GFA limits
- Financial Hardship
- Historic Buildings
 - Are NOT exempt
 - But do not have to install EEMs that would compromise historic integrity

- **Form X – Exemption Application**
 - Ready Q2 2026
 - Must reapply each compliance cycle (currently 5 years)

OR BPS Penalties

- Penalties are only assessed on Tier 1 buildings that have not complied with this standard
- Penalties are capped at a **maximum value of \$5,000, plus one dollar per square foot of Gross Floor Area per year**, based on the duration of any continuing violation
- Penalties may be assessed for each compliance period
- Before assessing penalties, BPS staff will notify the building owner about their noncompliance and follow the notification procedures outlined in the standard

Types of OR BPS Energy Professionals

What types of energy professionals are needed in OR BPS?



- **Qualified Energy Manager (QEM)**

building management experience

or

- **Qualified Person (QP)**

building energy experience plus certification



- **Qualified Energy Auditor (QEA)**

building auditing experience plus certification

Energy Professional Responsibilities

Energy professionals must prepare many OR BPS submittals

Submittal	Tier 1 Buildings	Tier 2 Buildings
Form A: Application for Oregon BPS Compliance	Building Owner	Building Owner
Form G: Grouped Buildings Application for Oregon BPS Compliance	Building Owner	Building Owner
Form X: Exemption Application	Building Owner	Building Owner
Form H: Historic Building Documentation	Building Owner	Building Owner
Form B: Building Activity and Energy Use Intensity Target (EUI _t)	Qualified Person	Qualified Energy Manager or Qualified Person
Form C: Calculation of Energy Use Intensity (EUI)	Qualified Person	Qualified Energy Manager or Qualified Person
Operations and Maintenance Program (O&M)	Qualified Person	n/a
Energy Management Plan (EMP)	Qualified Person	n/a
Form D: Decarbonization Plan	Qualified Person	n/a
Form E: Energy Audit	Qualified Energy Auditor	n/a
Form L: Life Cycle Cost Analysis	Qualified Energy Auditor	n/a

Find Qualified Energy Professionals

- **Check out the list of QEMs, QPs, and QEAs on the [OR BPS website](#)**
 - Downloadable spreadsheet with tabs for each category
 - These people are energy professionals who submitted a Form Q to OR BPS and agreed to be listed publicly
 - This list is updated frequently, every one to two weeks
 - Although OR BPS has reviewed their qualifications, we do not endorse any of the listed energy professionals
- **Use this list to find third-party qualified energy professionals**
 - Be aware of energy pros in your area, consider reaching out to them
Do you have team members that would qualify as energy professionals?
 - Is this a service you can extend to your clients?



OR BPS Incentive Programs



Early Compliance Action & Planning Program (ECAPP) State-funded program – \$2M	Building Energy Reduction Incentive (BERI) Federal CERTA Grant - \$12M
<ul style="list-style-type: none"> • Incentivizes early compliance • Incentives for planning activities required for compliance • Up to \$0.85 per sq ft (with caps) • Incentive awards are competitive • 2 funding rounds – Next round: Open now! 	<ul style="list-style-type: none"> • Incentivizes early compliance • Incentives for energy efficiency measures that reduce energy use and GHG emissions • Caps of \$50k and \$100k • Incentive awards are competitive • 1st funding round closed in April; next round mid-summer 2026

How Can Trade Allies Support OR BPS?

- **Spread the word** about OR BPS to building owners
- **Become a QEM or QP**
 - If you have the experience / certifications, submit Form Q to OR BPS
- **Support Building Owners**
 - Be aware of OR BPS timelines
 - Work to implement EEMs a year or more before compliance dates to help buildings meet their energy target
- **Support Qualified Energy Auditors (QEAs)**
 - **Expected that about half the buildings will need energy audits**
 - Reach out to QEAs in your area to offer help costing out EEMs
 - Make sure QEAs have the latest equipment info, price lists, labor costs

How Can Lighting Contractors Support OR BPS?

- **Lighting measures expected to be key EEMs for OR BPS**
- Phase out of fluorescent lighting is already happening in Oregon
 - HB 2531 (2023): CFL ban as of 1/1/2024, linear fluorescent ban as of 1/1/2025
 - Ban = prohibition on selling, offering to sell, or distributing fluorescents
 - Can still use existing lighting and stockpiled lamps for replacement, this will be a long-term transition
 - HB 4060 (2026): delay of bans until 2030 for “large buildings”
- **Replace fluorescents with LEDs to accelerate the transition**
- **Install enhanced lighting / daylighting controls**

OR BPS Resources



Guidance Documents:

- BPS 001 – Tier 1 and Tier 2 Compliance
- BPS 002 – Exemptions and Historic Buildings
- BPS 003 – Finding Energy Use Intensity Target
- BPS 004 – Calculating Energy Use Intensity
- BPS 005 – Energy Audits and LCCAs
- BPS 006 – Energy Professionals
- BPS 007 – Operations and Maintenance Programs
- BPS 008 – Energy Management Plans
- BPS 009 – Grouped Buildings or Campuses
- BPS 010 – Incentives and Penalties
- BPS 011 – Application to Tribal and Federal Buildings
- BPS 012 – Decarbonization Plans

Additional Resources

- [Property Inventory List](#)
- [Energy Professional Listing](#)
- [Form Q](#)
- [EUI Target Tool](#)
- [O&M and EMP Tool](#)
- [Energy Star Portfolio Manager](#)
- [Incentive Opportunities](#)
- [Stakeholder Engagement](#)

Email:

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**Thank you
for helping to make
OR BPS a success**

OregonBPS@energy.Oregon.gov

Smart Thermostats



Energy Trust 2026 Business Lighting Trade Ally Seminar.
June 2, 3, 4, 2026.
Medford, Bend, Portland.



Types of commercial businesses served

LARGE

Municipalities
K-12 schools
Universities & colleges
Healthcare & hospitals
Property managers
Grocery
Hospitality
Retail
Aquatic

SMALL

Foodservice
businesses
Grocery & convenience
stores
Auto service
Hospitality, motel, hotel
Office
Retail
Daycare, preschool
Laundry

SEM

Municipalities
University
Schools
Healthcare & hospital
Office

INFLUENCER

Trade allies, also
serving smaller
customers in rural
areas
Utility outreach partners
Allied Technical
Assistance Contractor
Engineers
Architects
Trade associations and
local community
organizations that
address energy and
sustainability



A clean energy power plant

865 average megawatts saved

141 aMW generated

87 million annual therms saved

Enough energy to power **870,000** homes
and heat **165,000** homes for a year

Avoided **22.3** million tons of carbon dioxide



Custom incentive process:

Steps to savings:

- Analyze
- Review
- Offer
- Commit
- Install
- Get your incentive

CUSTOM INCENTIVE PATH

EXISTING BUILDINGS COMMERCIAL BUSINESS CUSTOMERS IN OREGON



Talk with an Energy Trust of Oregon account manager to determine your eligibility

START HERE



Sign the application and submit to an Energy Trust account manager, **Form 100E**

Wait to purchase equipment

Site evaluation/
technical analysis



Review the incentive estimate from Energy Trust, **Form 110C**

Collect bids and submit winning bid to Energy Trust



Sign the incentive offer and submit to Energy Trust for project approval, **Form 120C**

Purchase and install equipment

Submit all invoices and required documents to Energy Trust



Sign the project completion certificate and submit to Energy Trust, **Form 140C**

Post-installation verification may be required



Receive incentive check, **Can take up to 60 days**



Salt Line Hotel

- Installed custom programmable thermostat controls
- \$6,000 in cash incentives
- Nearly \$4,400 saved annually on utility costs
- 56,000 kWh saved annually



“They [Energy Trust of Oregon] just become your partner. It’s really pretty painless.”

Clarann Register, operations manager, SaltLine Hotel

Ashland Food Cooperative

- Strategic Energy Management
 - Installed smart thermostats
 - \$80,000 in cash incentives
 - \$6,500 saved annually on natural gas costs
 - 6,000 therms saved annually



“SEM hasn’t just helped our organization become more efficient, it’s also made everyone here more energy aware. Our work is a continuous process. SEM helps us set a routine and make sure nothing falls through the cracks.”

Chris Byrne and Markus Mager, Ashland Food Cooperative

Laika Studios

- Strategic Energy Management
 - Replaced incandescent stage lights with LED lights and upgraded HVAC systems
 - \$411,000 in cash incentives
 - \$256,000 saved annually on utility costs
 - 1,609,100 kWh saved annually
 - 19,000 therms saved annually

• [Video](#)



“Energy Trust of Oregon provides the tools and guidance to help us reach our goals.”

Carla Chen, sustainability program manager, Laika Studios

KGW Studios

- Strategic Energy Management (SEM)
 - Updated HVAC schedules and made zone adjustments
 - Installed occupancy sensors, lighting controls, security film to windows,
 - Utilized the Energy Performance Platform (EPP) tool to track projects
 - \$21,000 in cash incentives
 - \$18,600 saved annually on utility costs
 - 114,100 kWh saved annually



“Energy Trust has made it very easy. There’s no way I could ever have done any of this without them. Just try one phone call. That’s all it took for me. Once you see how guided it is, it’s a no-brainer.”

Michael Ruchti, director and producer, KGW Studios



Thank you

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(503) 278-3017 Office
(503) 208-1630 Cell

[Efficiency Minute: Commercial Smart Thermostats | Videos & Movies on Vimeo](#)



VFDs



Energy Trust of Oregon
Energy Savings Applications for VFDs
June 4th, 2026

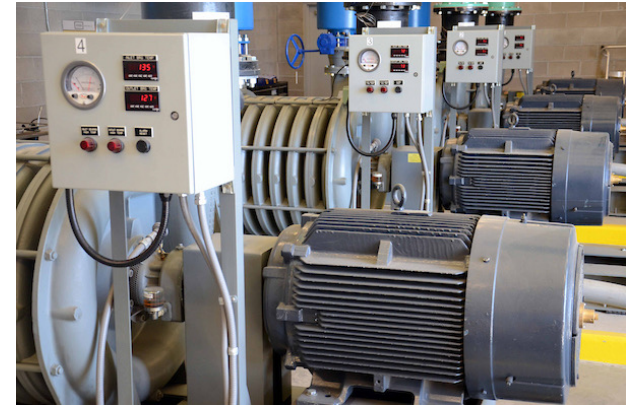


What is a VFD?

- Variable Frequency Drive allows you to easily change the speed of rotation of a motor.
 - Based on an input signal or manually
 - Also known as: VSD, inverter, AC drive, freak drive, etc.



What do they look like installed?



How can VFDs save energy?

Torque, Speed, Power and Energy Consumption

Common Types of Motor Loads

- Constant power
- Constant torque
- Variable torque



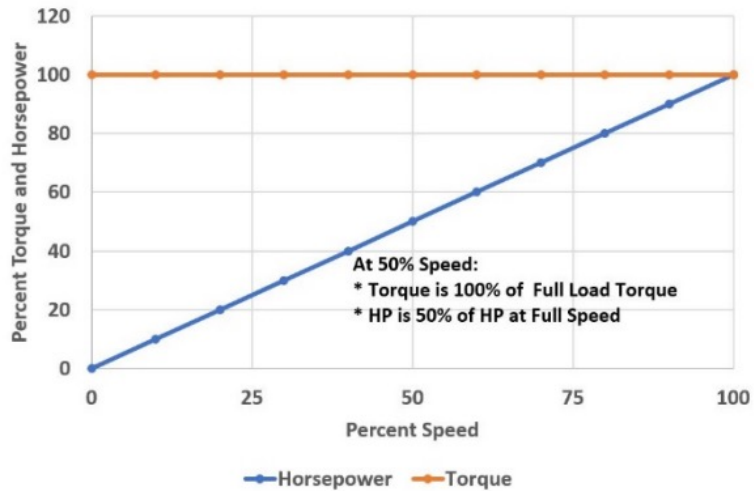


Constant power loads

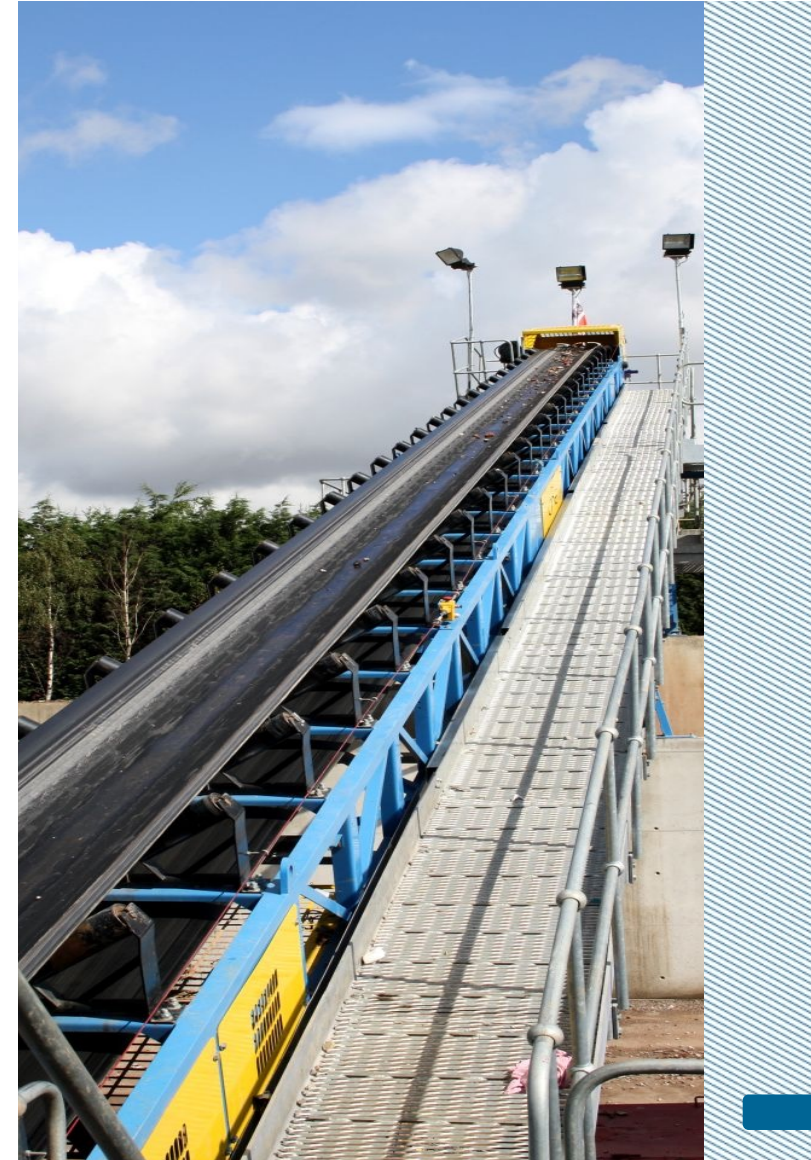
- These are loads where less torque is required as the speed increases
- Think about chopping wood (actions where momentum is your friend)
- Chippers, milling machines, lathes, grinders, winders
- kWh = **torque** * **speed** * hours

- Motors that have constant power load are generally *not great candidates for VFDs*
 - slowing down the motor **does not significantly reduce energy use**, the system simply requires more torque to do the same work.

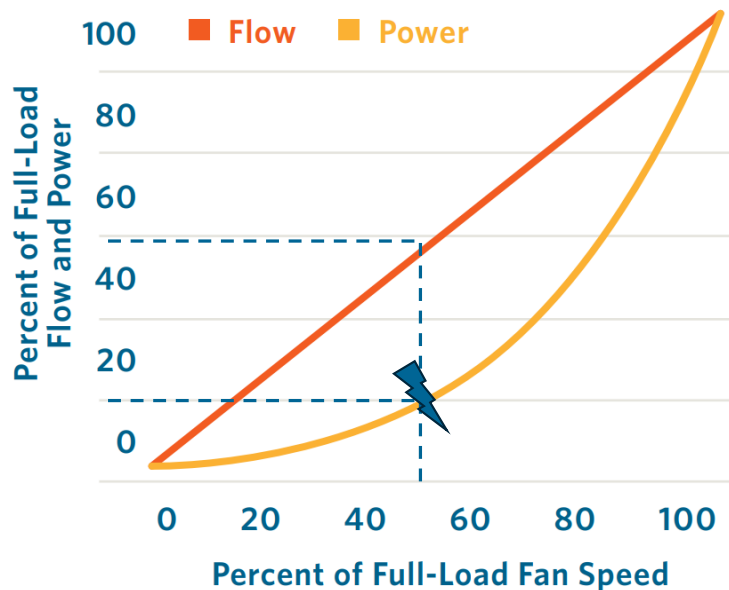
Constant torque loads



- Crane, conveyor, positive displacement pumps (most air compressors), saws
- kWh = **torque** * speed * hours



Variable torque loads



- Torque required reduces substantially as speed reduces
- Examples: Centrifugal fans & pumps, agitators

Motors that have variable torque loads are excellent candidates for VFDs because slowing down the motor **dramatically reduces the required torque—and energy use drops off quickly as speed decreases.**



Trinity of Energy Use

Rated Power
What's the equipment's HP
or kW Input power?



Run-Time
How many hours per day
is this equipment on?



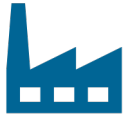
Load Factor
How large a load is placed
on the equipment?



Efficiency
What % of the energy use is lost as waste?
Can we modify any of the above factors to reduce waste?



Where you might find variable torque loads



Industrial + manufacturing facilities

Airflow systems

- Dust collection
- Process
- Ventilation
- Boiler combustion air fans

Pump systems

- Primary process pumping
- Heating and cooling water loops

Agitators



Agriculture, nurseries, dairies, irrigators

- Ventilation systems
- Dust collection
- Agitators
- Irrigation pumps
- Boiler combustion air fans



Water + wastewater treatment facilities

- Centrifugal blowers
- Intake and discharge pumps
- Pump and lift station pumps
- Agitators (mixing)
- Distribution pumps
- Well pumps
- Booster pumps



Key takeaways before we discuss incentives



MOTORS ARE ENERGY
CONSUMERS



SOME MOTORS MAY
BENEFIT FROM A VFD



REACH OUT TO YOUR
ENERGY TRUST CONTACT





VFD incentives

- Rebates (Forms 420NP & 420NF)
 - New industrial pumps and fans up to 22.5hp
 - Retrofit industrial pumps and fans up to 100hp
 - Irrigation pumps up to 125hp
 - Up to 100% of equipment and install costs
 - Apply **after** purchase and install
- Larger VFDs can be calculated as a custom project
 - Incentives are \$0.45/kWh up to 90% of eligible cost
 - Apply **before** install

Resources available to you

Industrial Trade Ally Manager

- Find me if you don't know who this is for you!

Technical Support

- Email or call us! We are *always* happy to talk through questions with you.

Site Visits

- Energy Trust representatives can join you on job walks. Please reach out!

Forms

- www.energytrust.org/industry-agriculture/industry-forms-and-resources/
- Extras available here





Thank you!

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Energy Trust Business Lighting
Trade Ally Event - Feedback Form



Key Contacts / Survey Reminder / Breakout Sessions

Contact your Account Manager or

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