Existing Buildings 2018 updates
Agenda

- Existing Buildings TA Pool
- 2017 recap
- Pathways to incentives
  - Changes in 2018
Strategic Energy Management (SEM) with Energy Trust

- Energy efficiency breakthrough for business
- Trains staff to develop and implement SEM strategies
- Monthly workshops focused on peer-to-peer learning
- Year-long commitment, equivalent to one-fourth FTE
Trade allies serving Existing Buildings

- 289 non-lighting
- 252 Oregon, 22 Washington, 12 from other states
- 186 HVAC (152 HVAC controls, 108 boilers), 54 insulation, 19 grocery, 17 water heater
Registered trade allies across Oregon and Washington
## Custom insight

<table>
<thead>
<tr>
<th>Year</th>
<th>Site Evaluations</th>
<th>Technical Analysis Studies</th>
<th>Estimates</th>
<th>Offers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>27</td>
<td>248</td>
<td>368</td>
<td>257</td>
</tr>
<tr>
<td>2015</td>
<td>34</td>
<td>206</td>
<td>425</td>
<td>318</td>
</tr>
<tr>
<td>2016</td>
<td>41</td>
<td>221</td>
<td>392</td>
<td>246</td>
</tr>
<tr>
<td>2017</td>
<td>55</td>
<td>138</td>
<td>274</td>
<td>210</td>
</tr>
</tbody>
</table>
Grants Pass and Klamath Falls
Bend
NE Oregon
What’s new

• Brochures — Oregon and Washington
• Custom incentives
• Standard incentives and measure changes
Custom incentives

Gas:
$3.00/therm
Capped at 75%

Electric:
$0.22/kWh
Capped at 60%

Dual-fuel:
$3.00/therm
$0.22/kWh
Capped at 65%
New measures

Oregon
• Forklift battery charger
• New refrigerated cases with doors

Washington
• New refrigerated cases with doors
Discontinued

- Water- and ground-source heat pumps
- Boiler vent damper
- Warm air furnace
Measure and incentive changes

- Oregon and Washington
- Grocery
- Gas heating
- Commercial laundry
Thank you

Nick Dreves
Trade Ally Manager, Existing Buildings
503.568.3324
Nicholas.Dreves@icf.com