



Trade Ally Forum
October, 2016

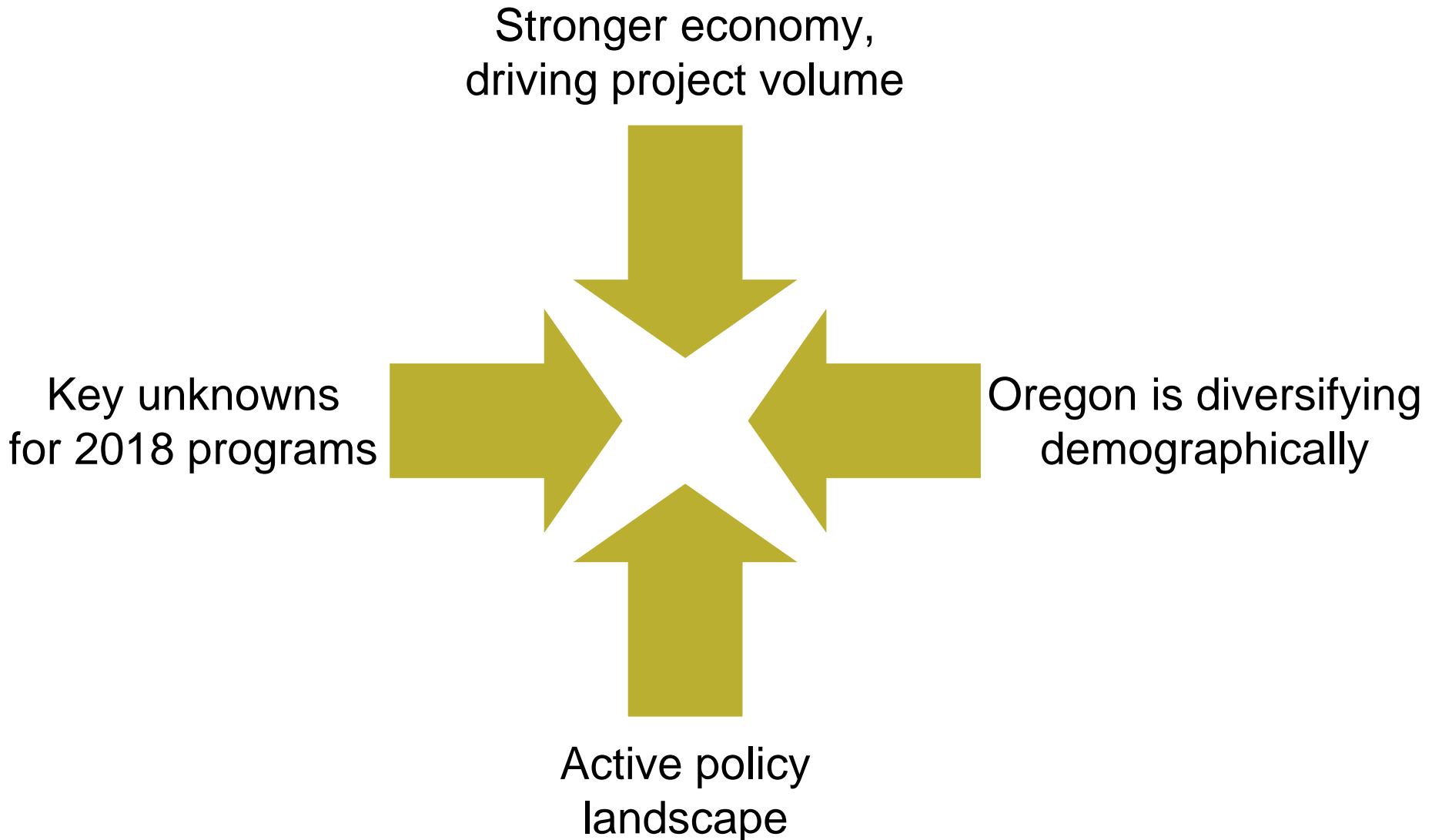


Draft 2017 Budget Overview

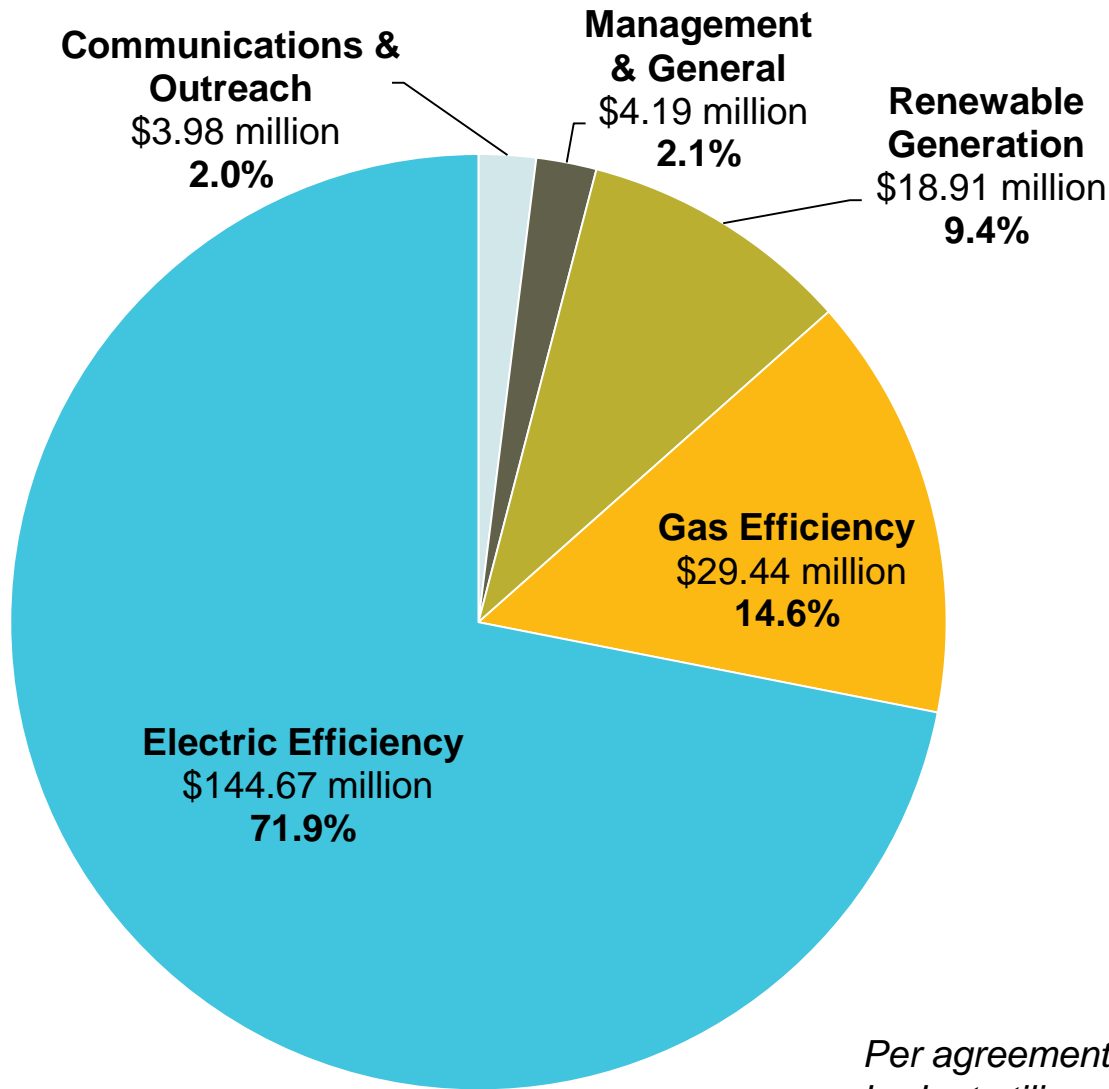
October Trade Ally Forums



Budget and Action Plan Context



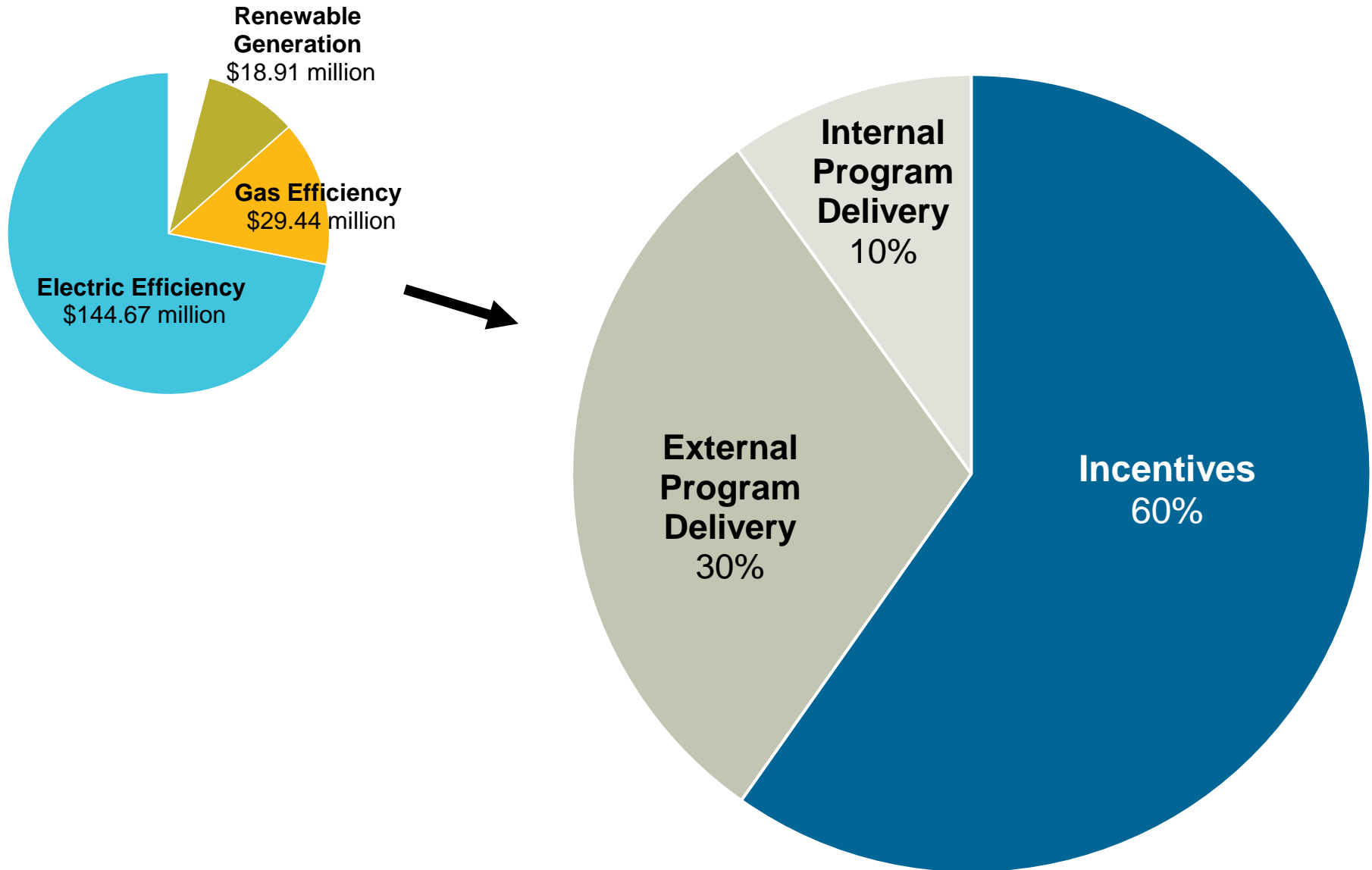
Draft 2017 Budgeted Expenditures



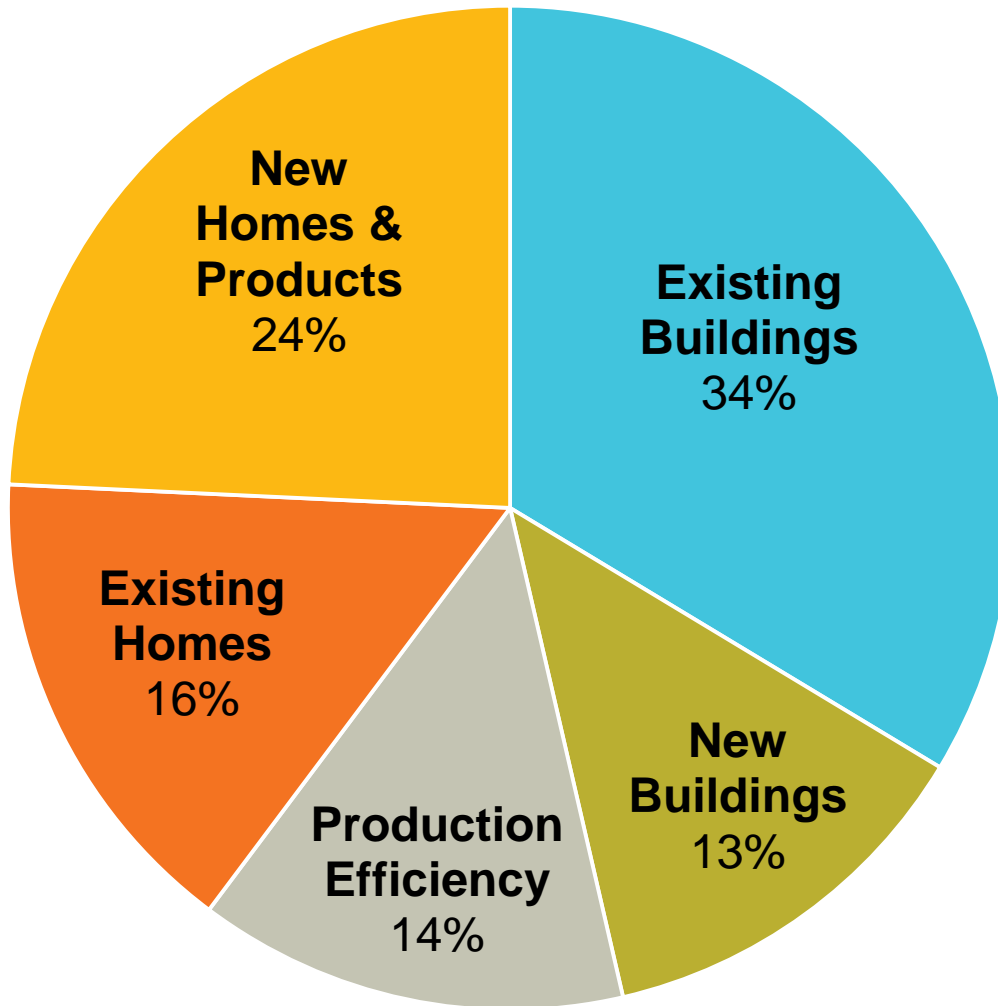
\$201.2 million
Up 6.4% from 2016

Per agreement with our affiliated utilities, the 2017 budget utilizes reserves to cover planned expenses in excess of anticipated revenue

Draft 2017 Program Expenditures Detail



Draft 2017 Natural Gas Savings by Program

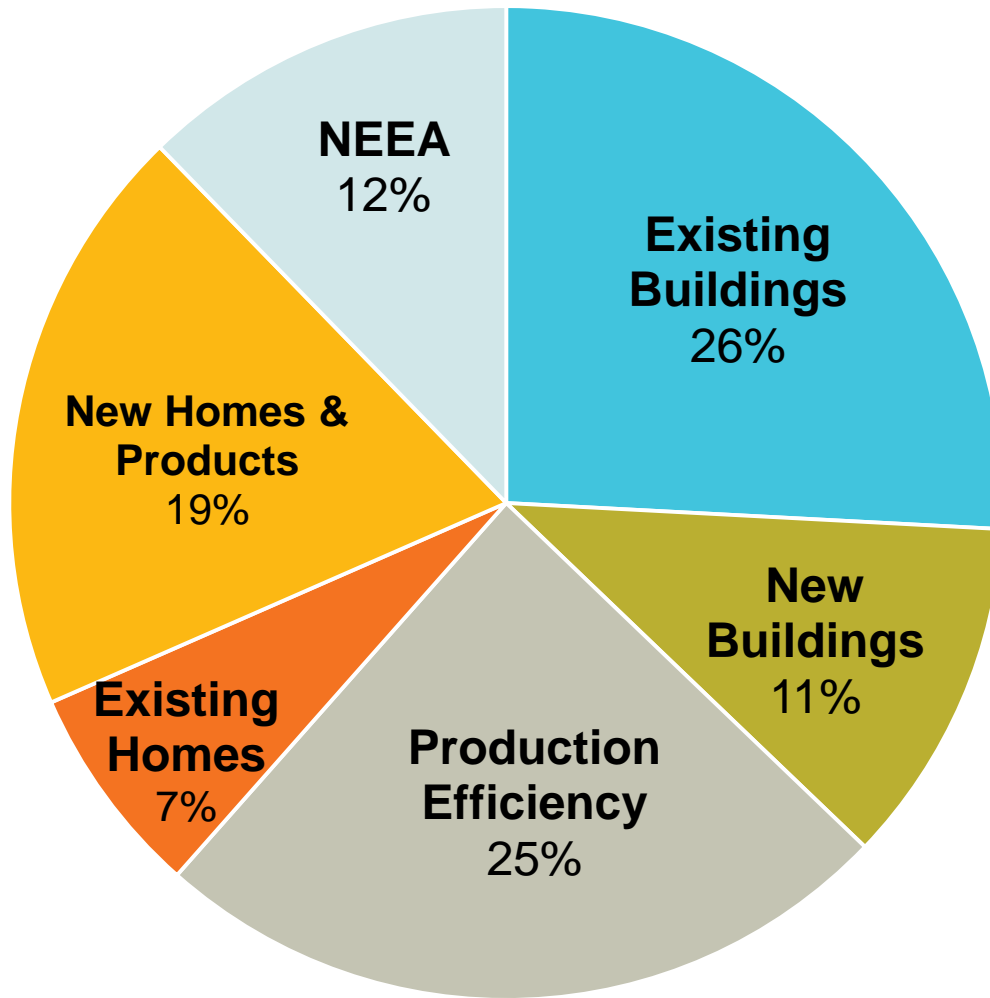


7.74 MMTh goal
31.5 cents/therm

- Up 29.2% from 2016
- \$29.4 million in customer incentives, services and delivery

*MMTh: million annual therms
Cost per therm is levelized*

Draft 2017 Electric Savings by Program



56.88 aMW goal
3.0 cents/kWh

- Up 3.3% from 2016
- \$144.7 million in customer incentives, services and delivery

aMW: average megawatts
Cost per kilowatt hour is levelized

Opportunities to Participate

October & November

Draft budget online, Oct. 26

Board of Directors, Nov. 2

Public webinar, Nov. 4

OPUC public meeting, Nov. 22

Public comments due Nov. 9

Comments reviewed, final adjustments

RAC/CAC updates, Nov. 16

December

Final proposed budget online, Dec. 7

Board of Directors, Dec. 16

Action on Final Proposed
2017-18 Budget and Action Plan

+ www.energytrust.org/about/budget
Send comments to info@energytrust.org

Thank You

Michael Colgrove, Executive Director





Residential Innovations and Trends

Marshall Johnson

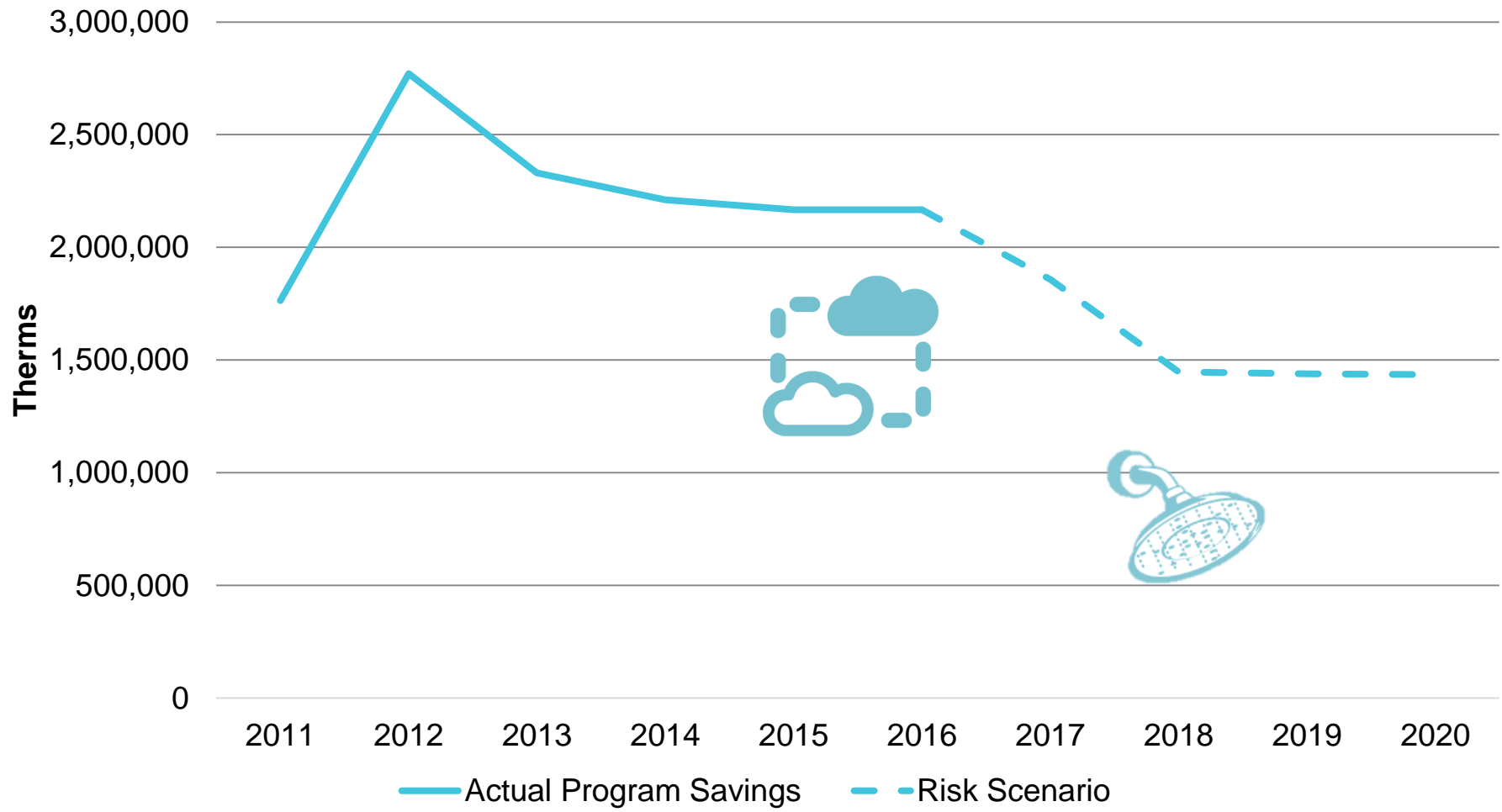
Innovation

- The 2015-2019 Residential Strategic Plan highlighted challenges facing the sector
- Energy Trust is evaluating savings trends and opportunities over the next four years
 - Savings in decline
 - Current measures expected to expand
 - New measures and innovations in the market

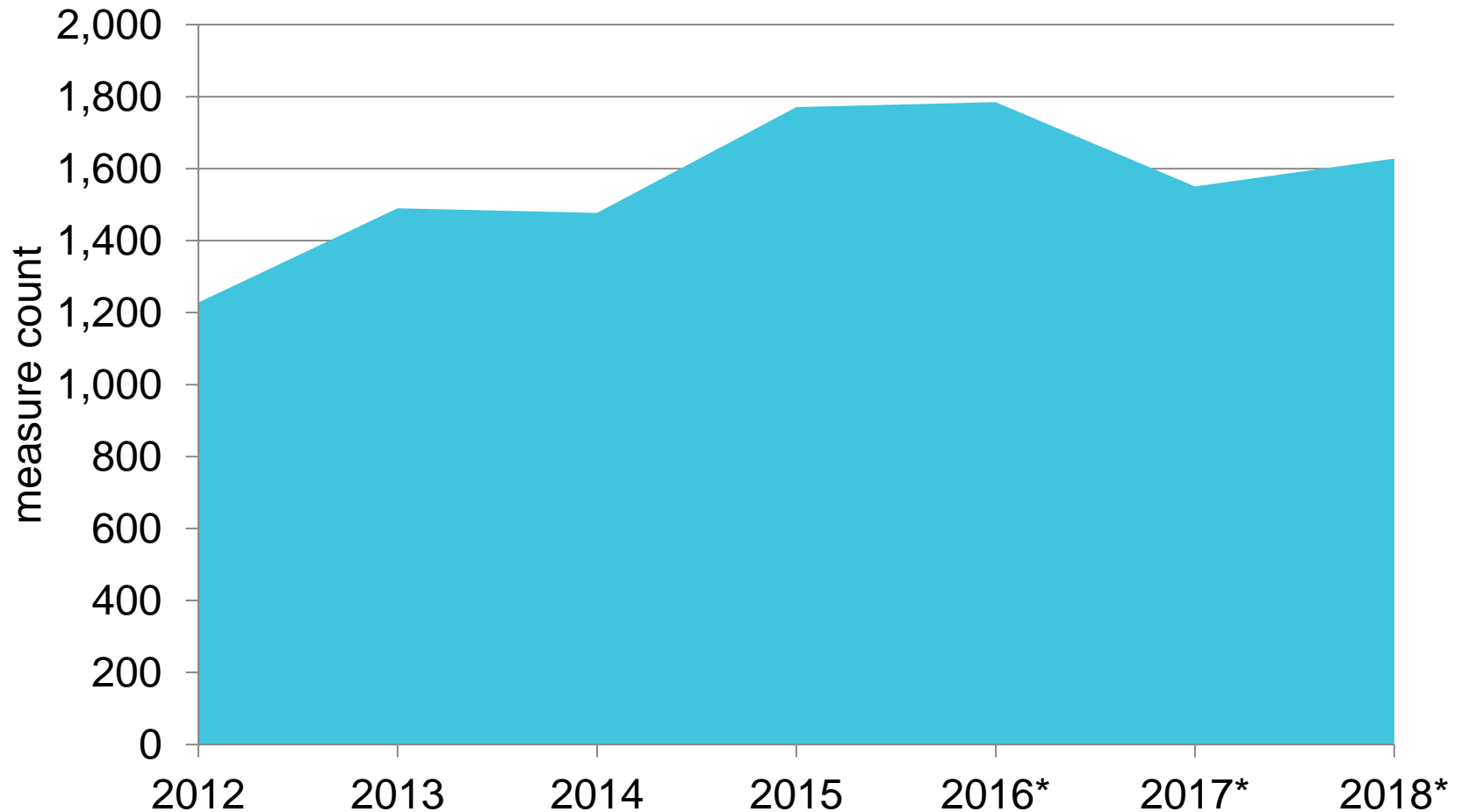


Trends & Savings Opportunities

Residential Gas Savings Trend

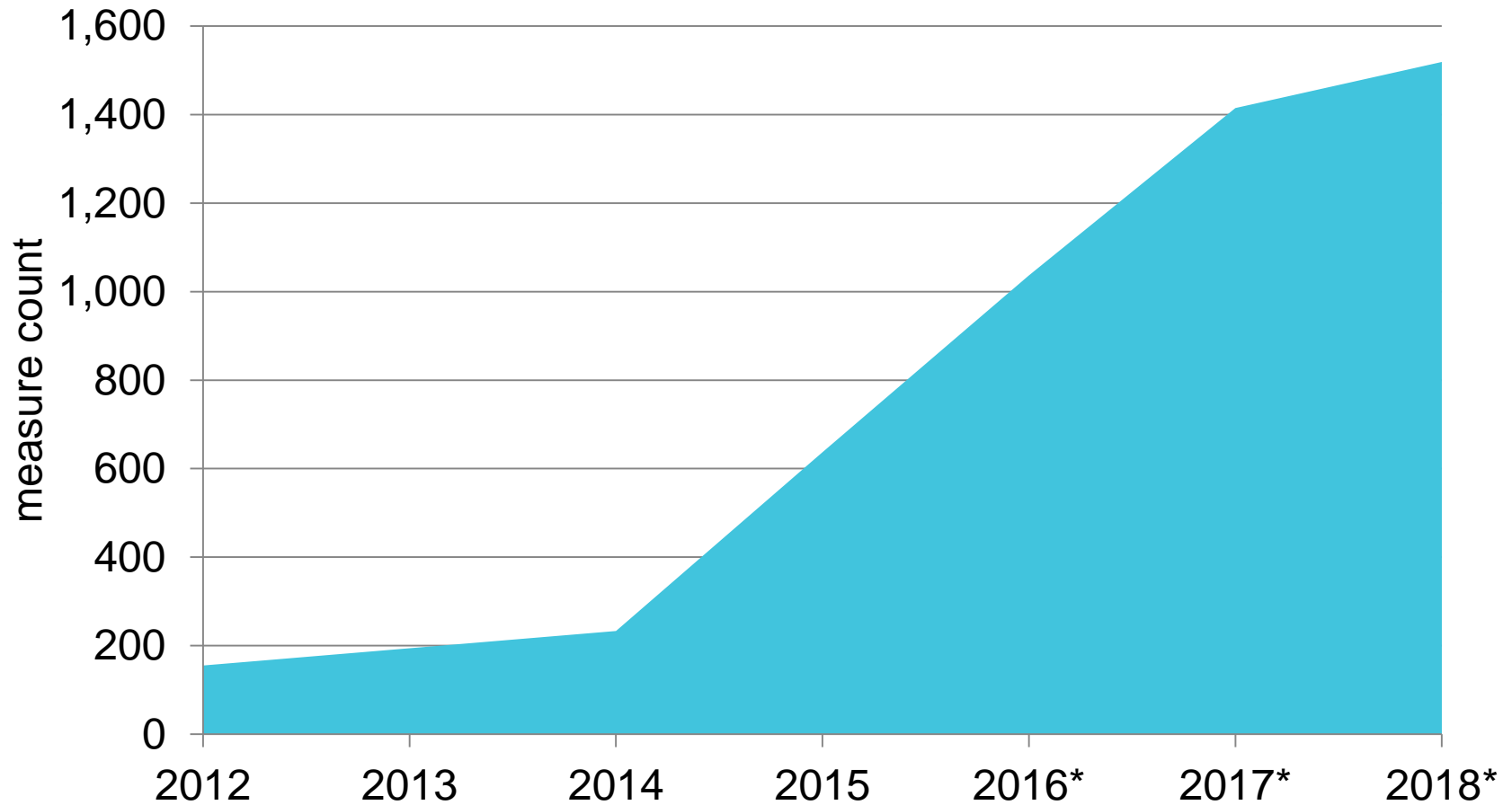


Gas Savings Trend - Hearths



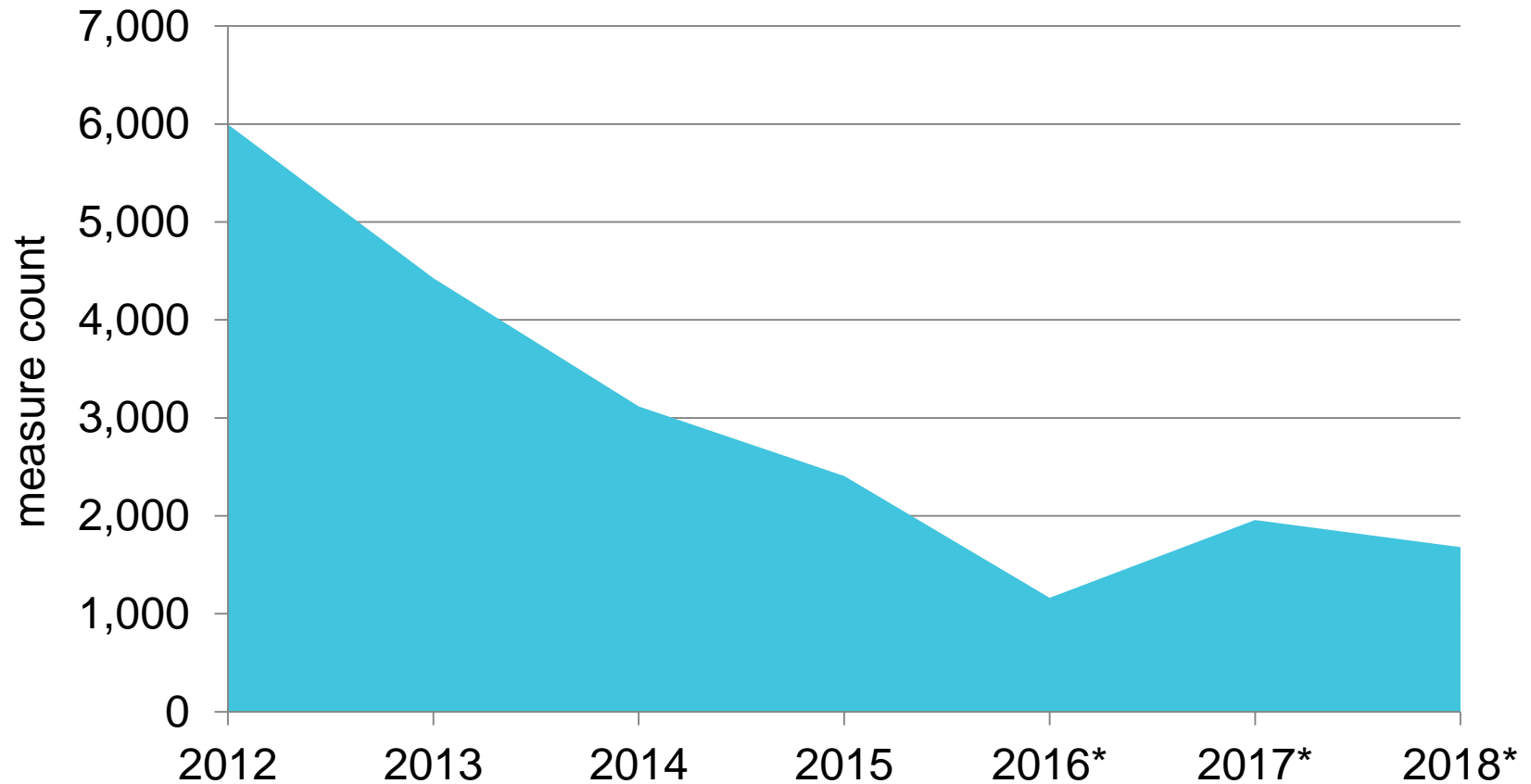
* Forecasted measure count

Gas Savings Trend - Furnace



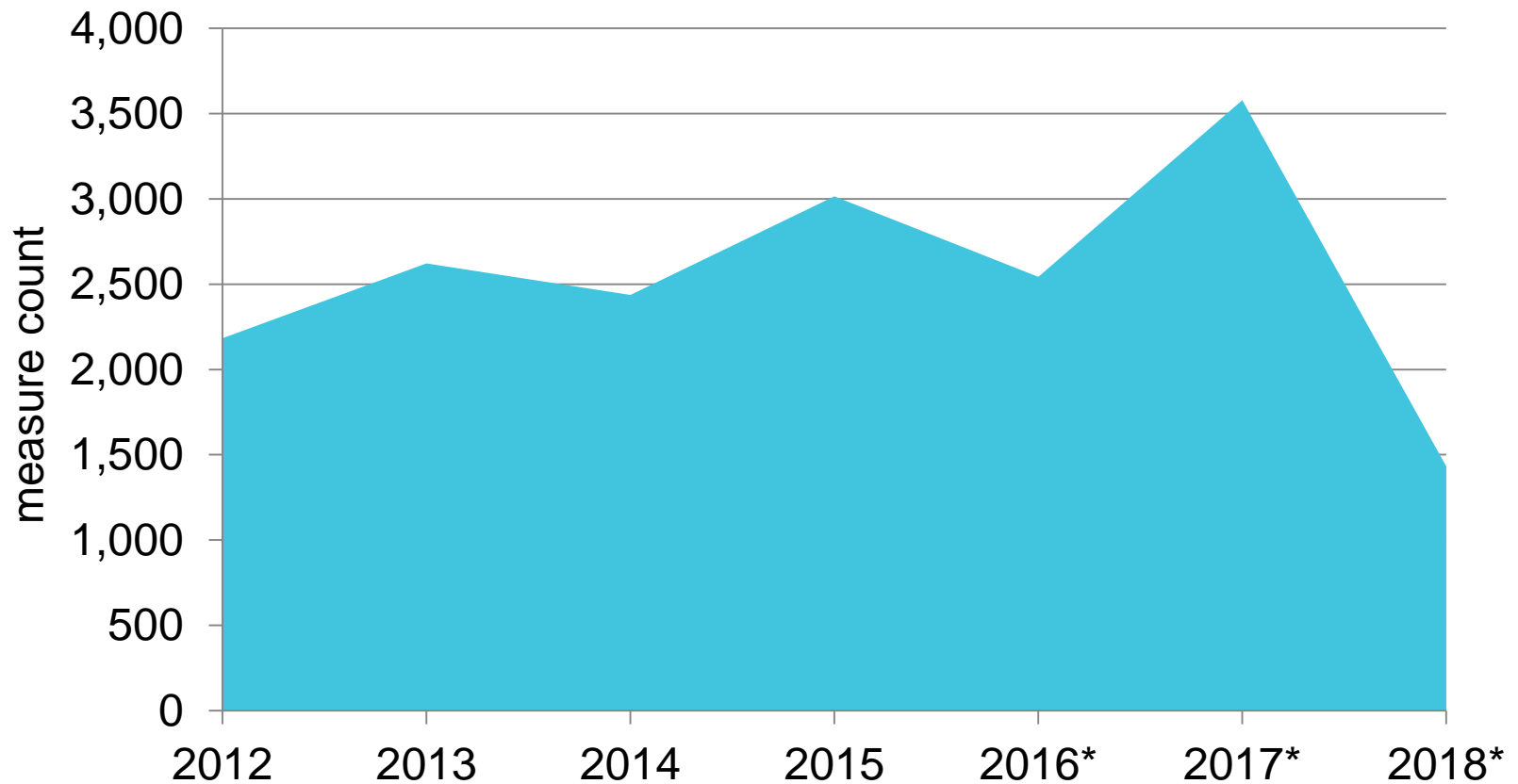
* Forecasted measure count

Gas Savings Trend - Insulation



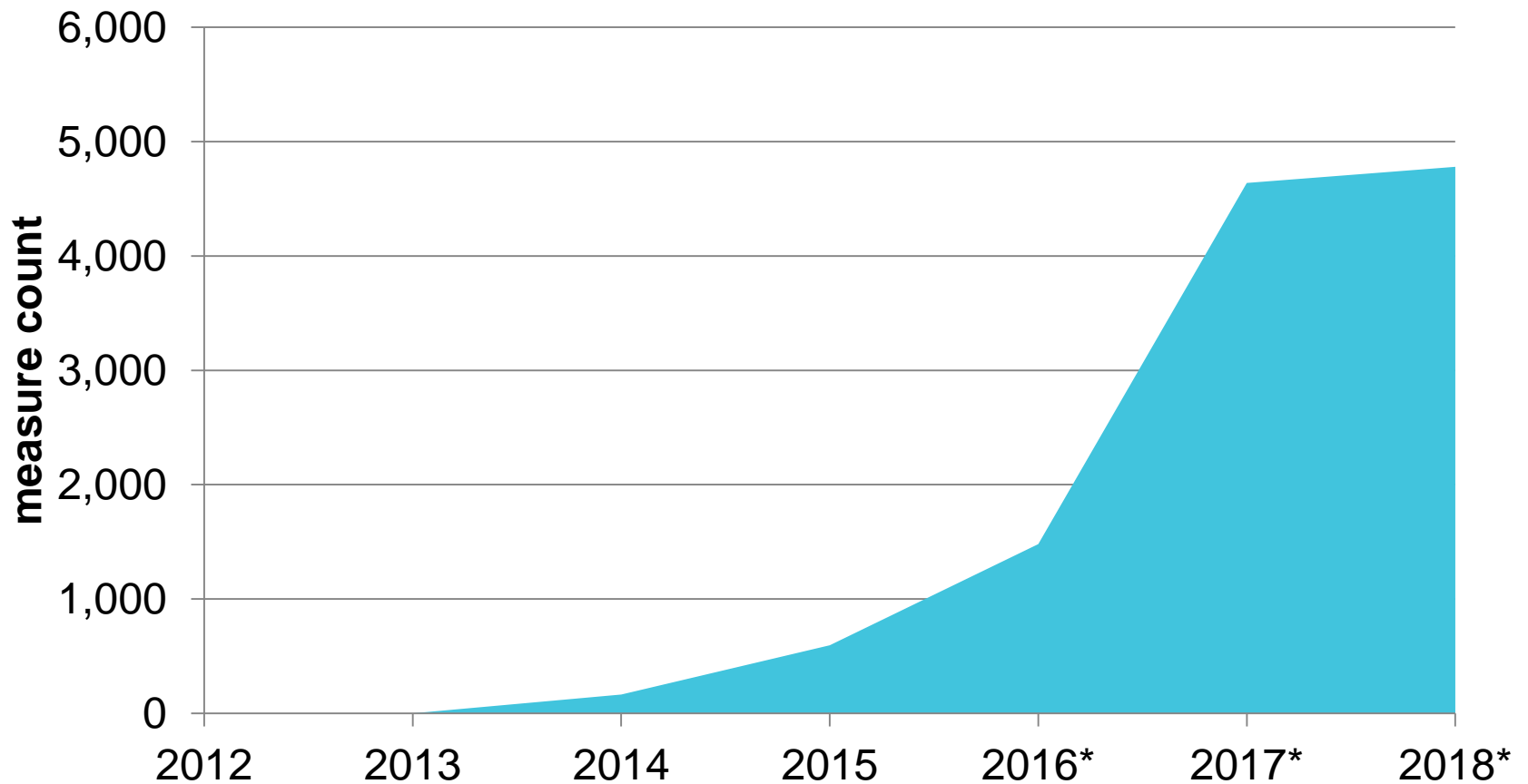
* Forecasted measure count

Gas Savings Trend - Windows



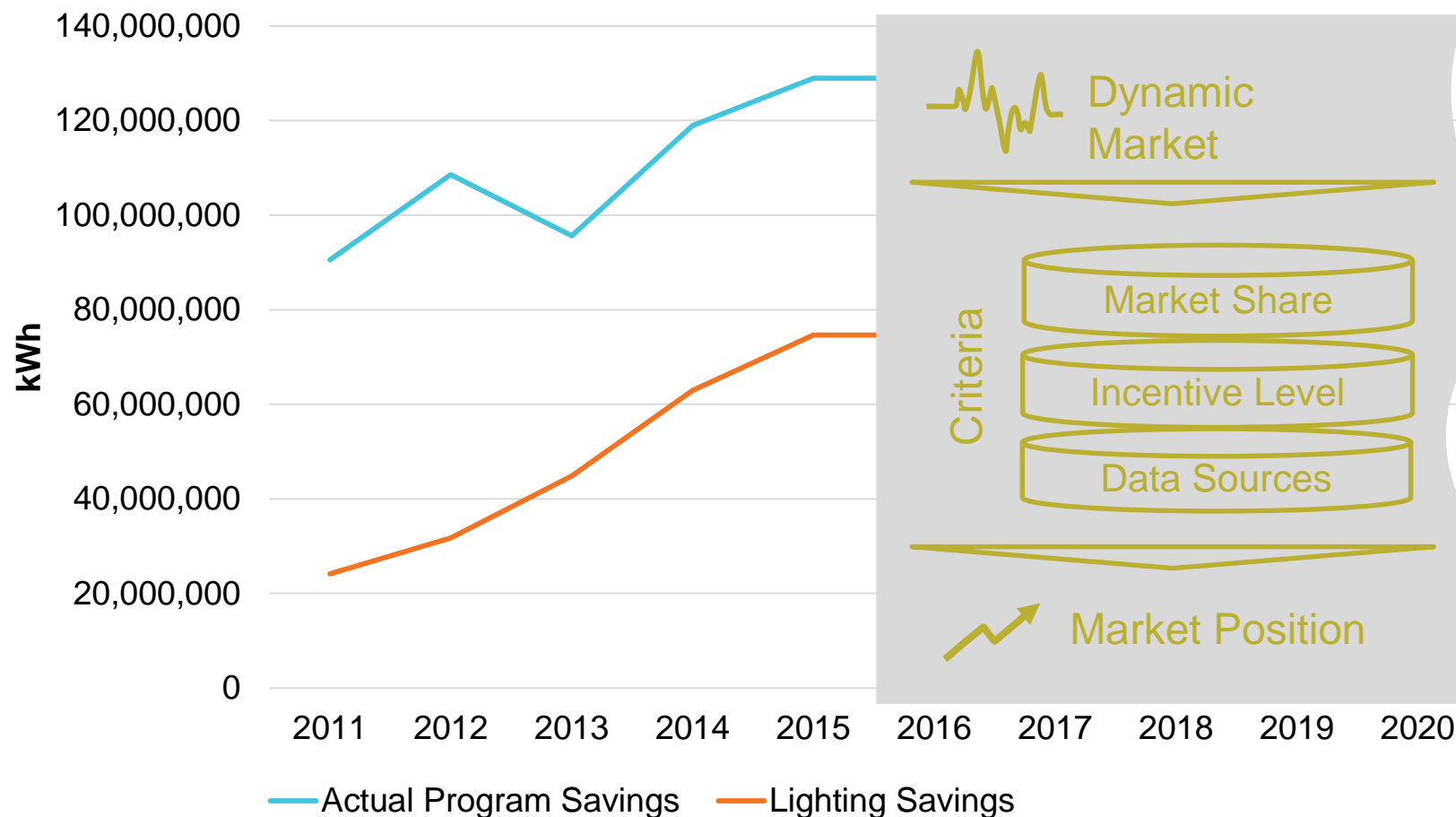
* Forecasted measure count

Gas Savings Trend - Connected Thermostats

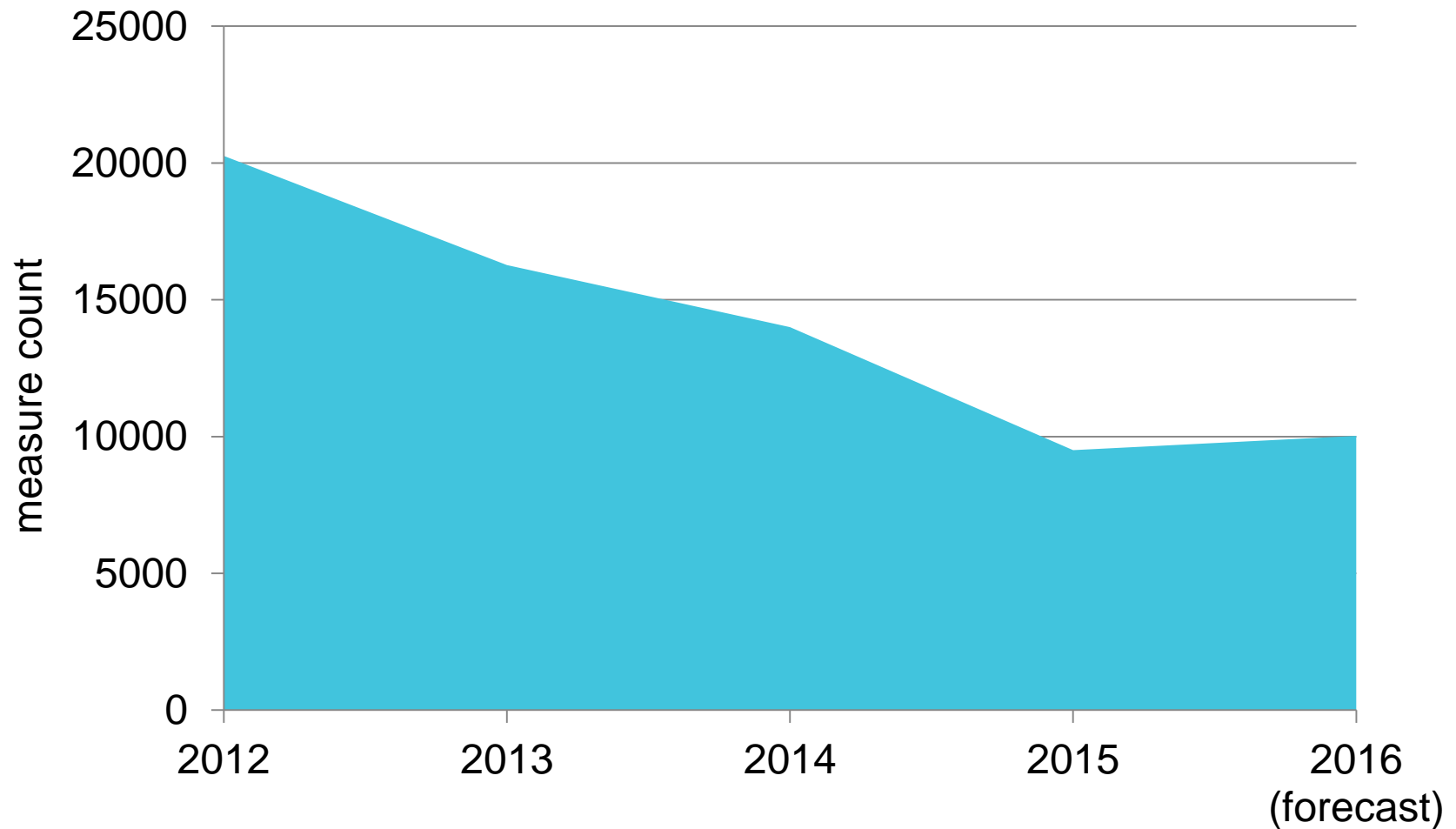


* Forecasted measure count

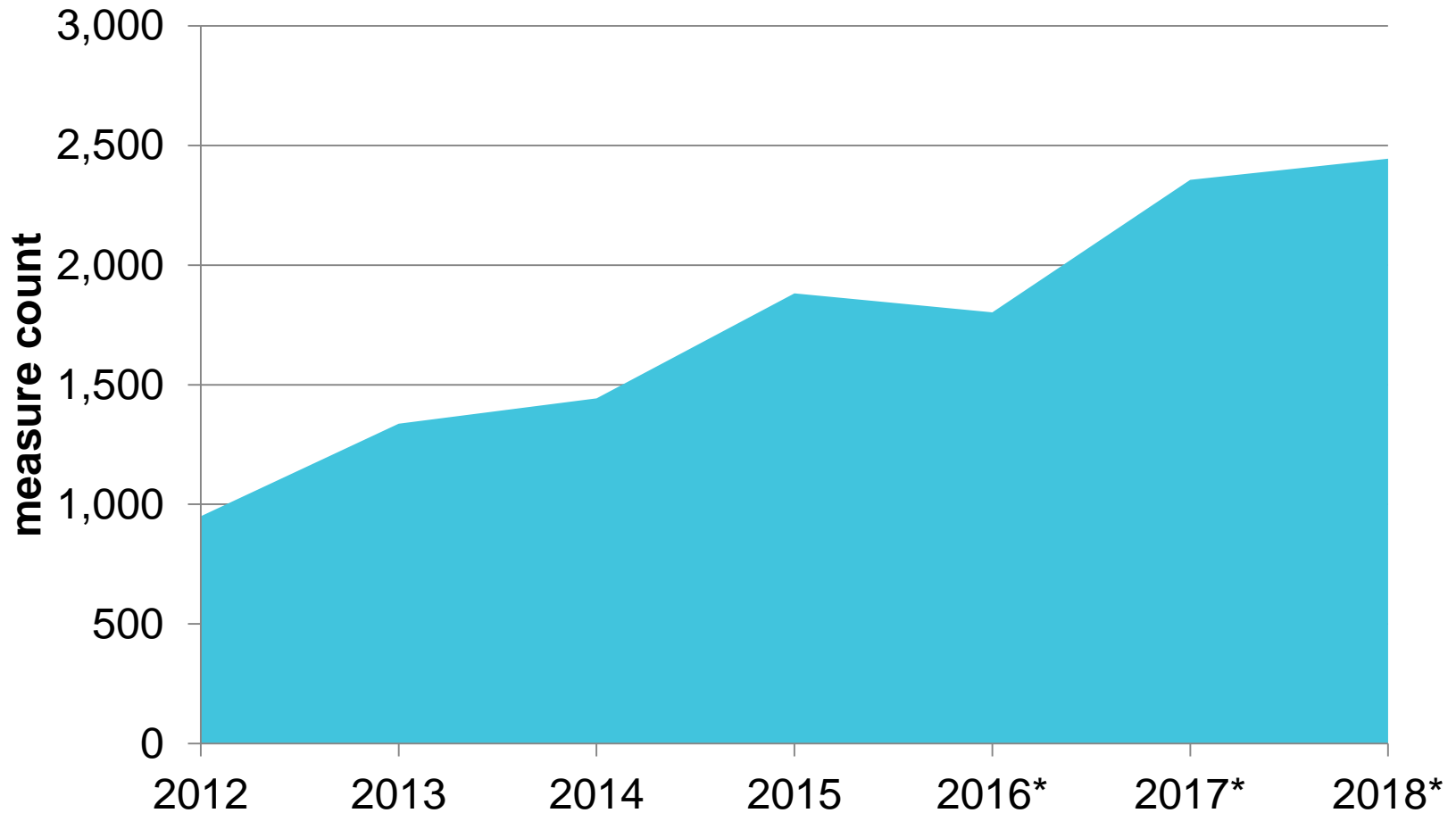
Residential Electric Savings Trends



Electric Savings Trend – Appliance Recycling

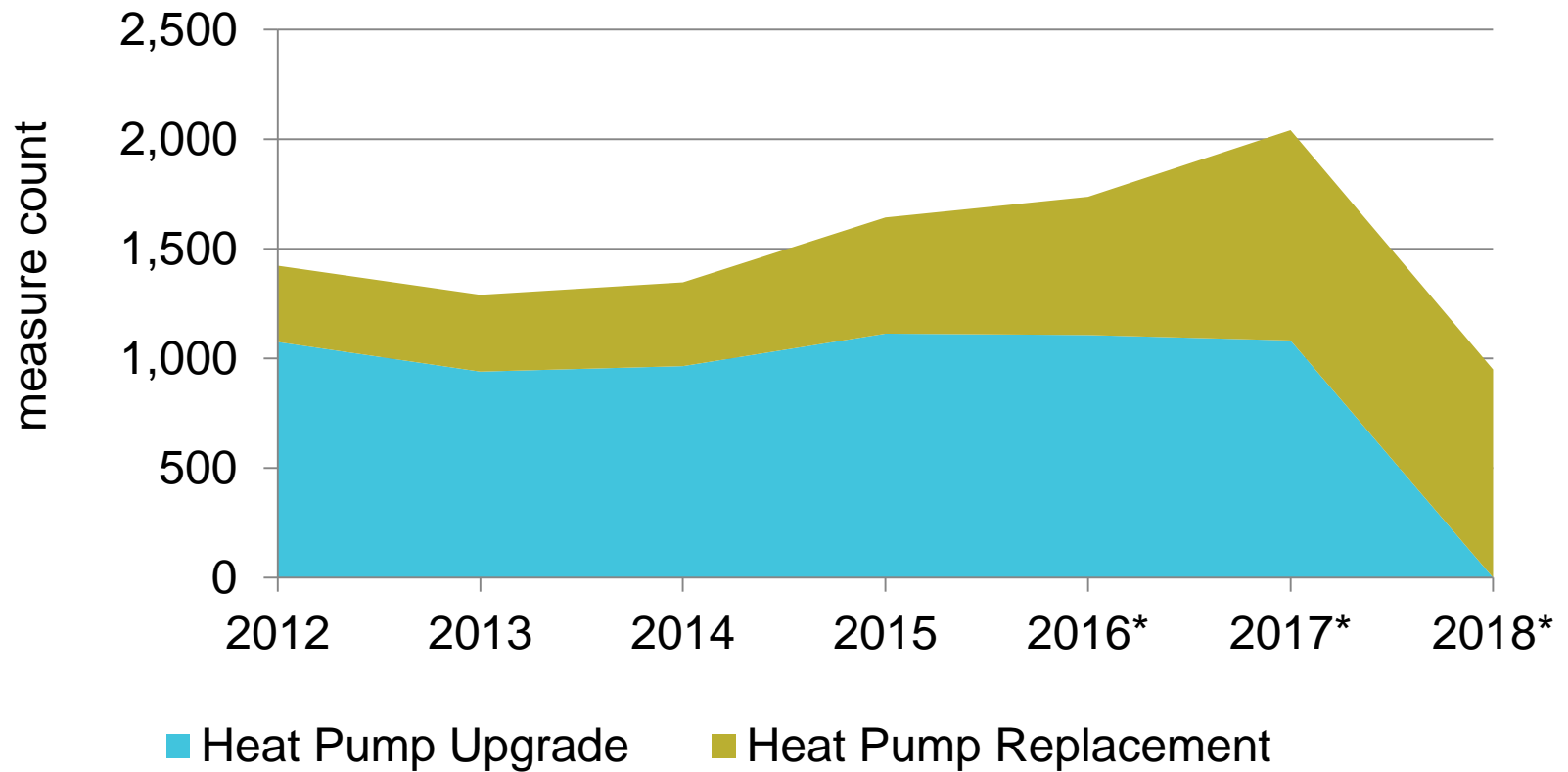


Electric Savings Trend - Ductless Heat Pumps



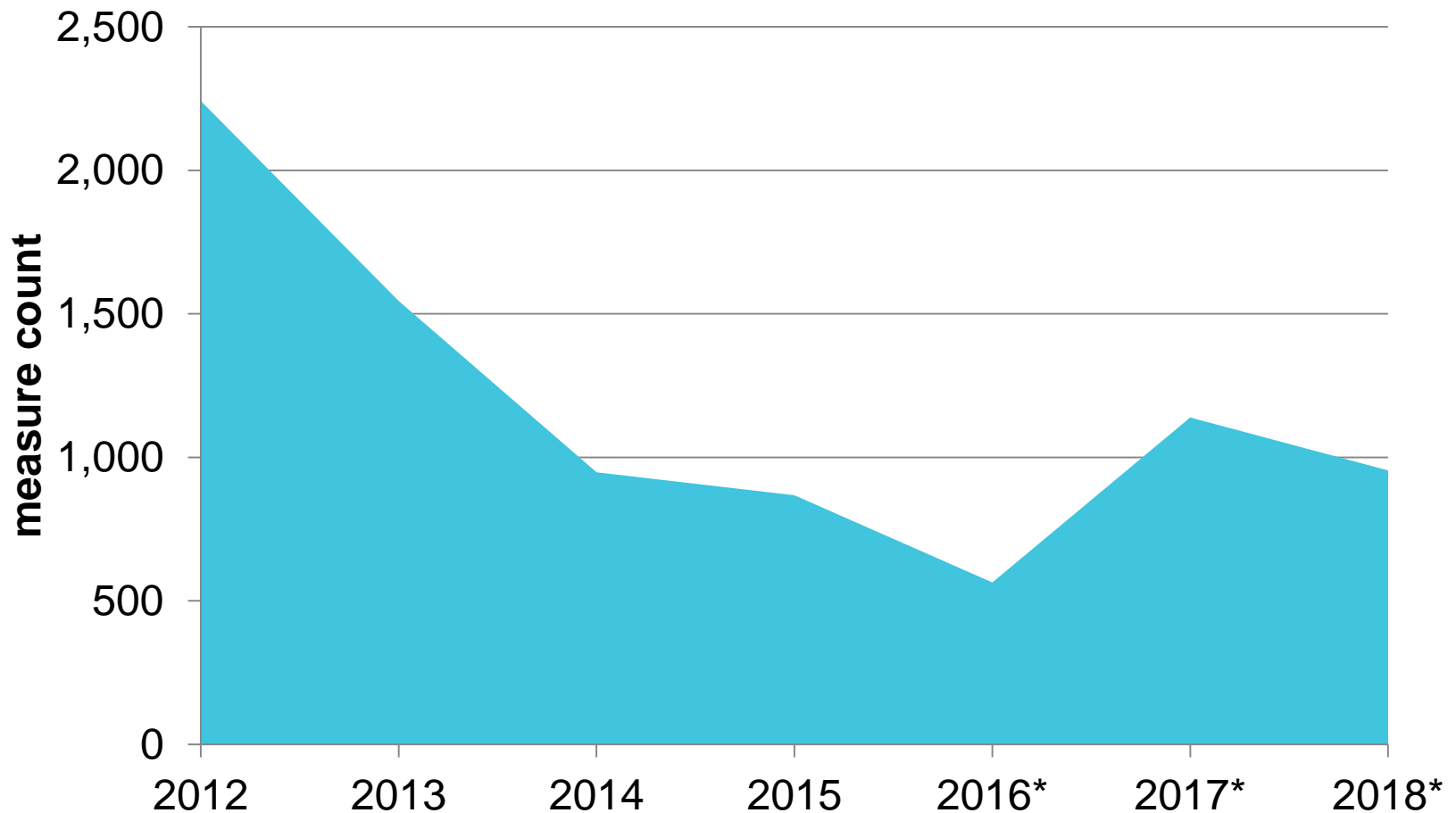
* Forecasted measure count

Electric Saving Trends - Heat Pumps



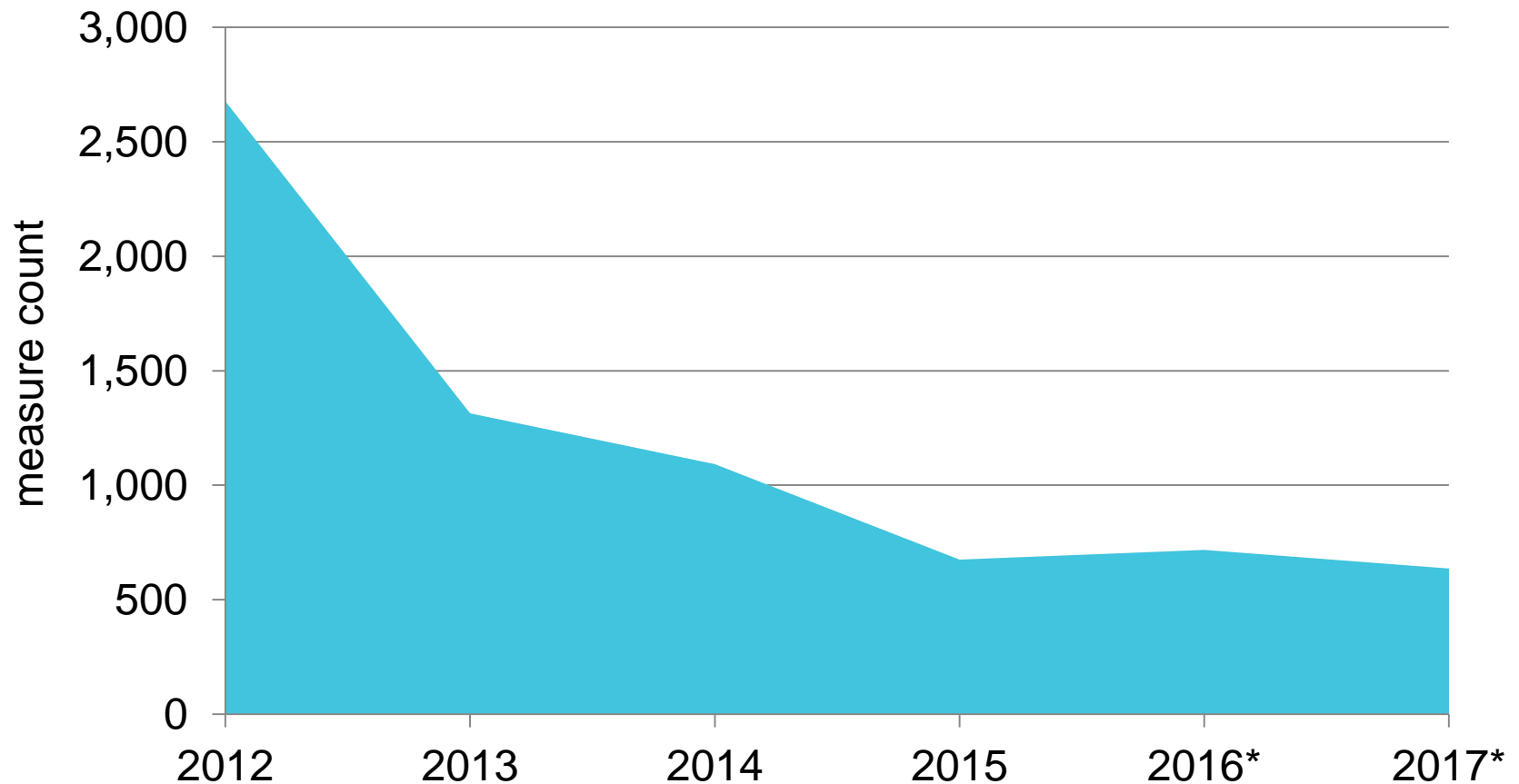
* Forecasted measure count

Electric Saving Trends - Insulation



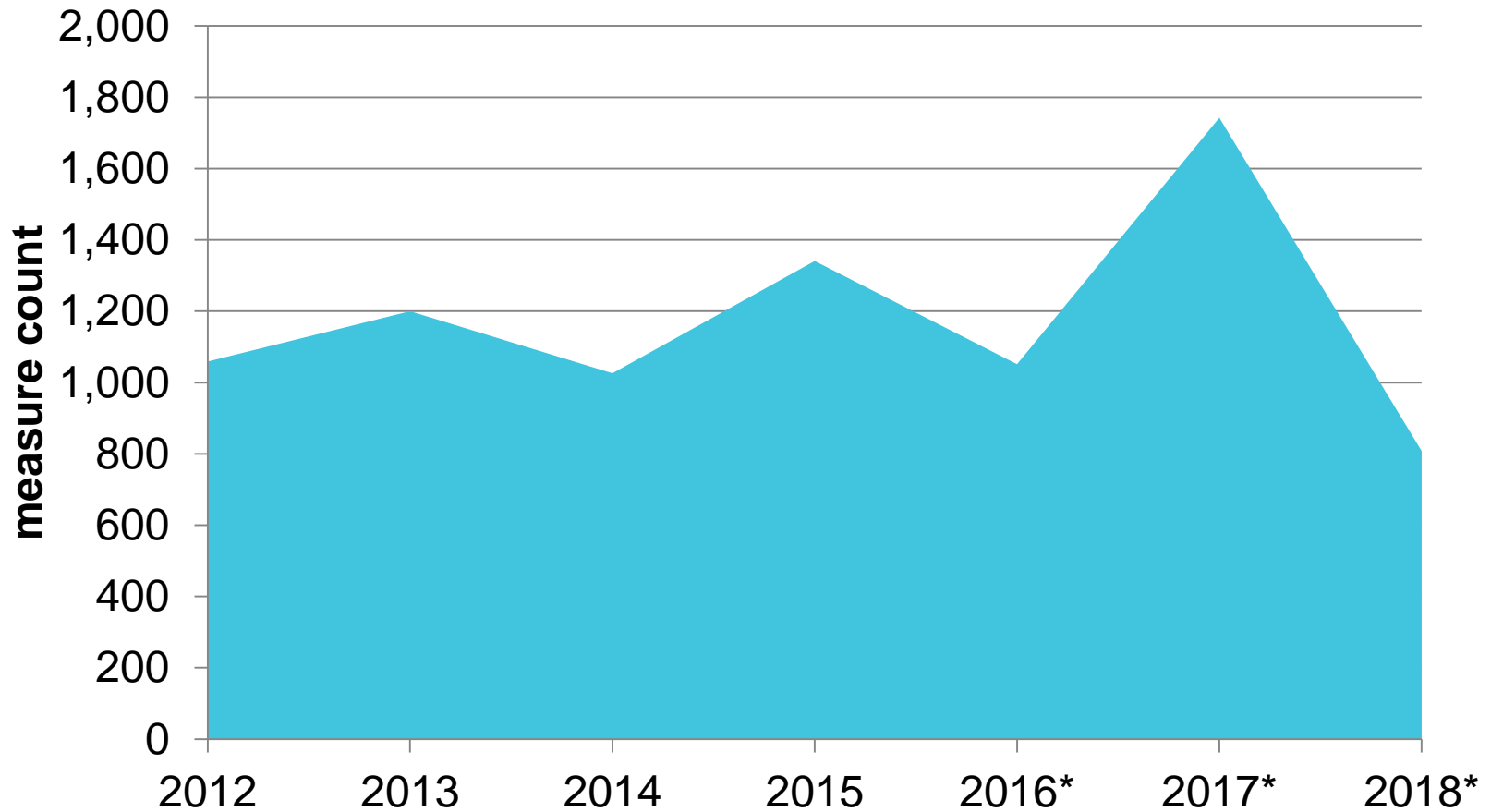
* Forecasted measure count

Electric Saving Trends – Manufactured Homes Weatherization



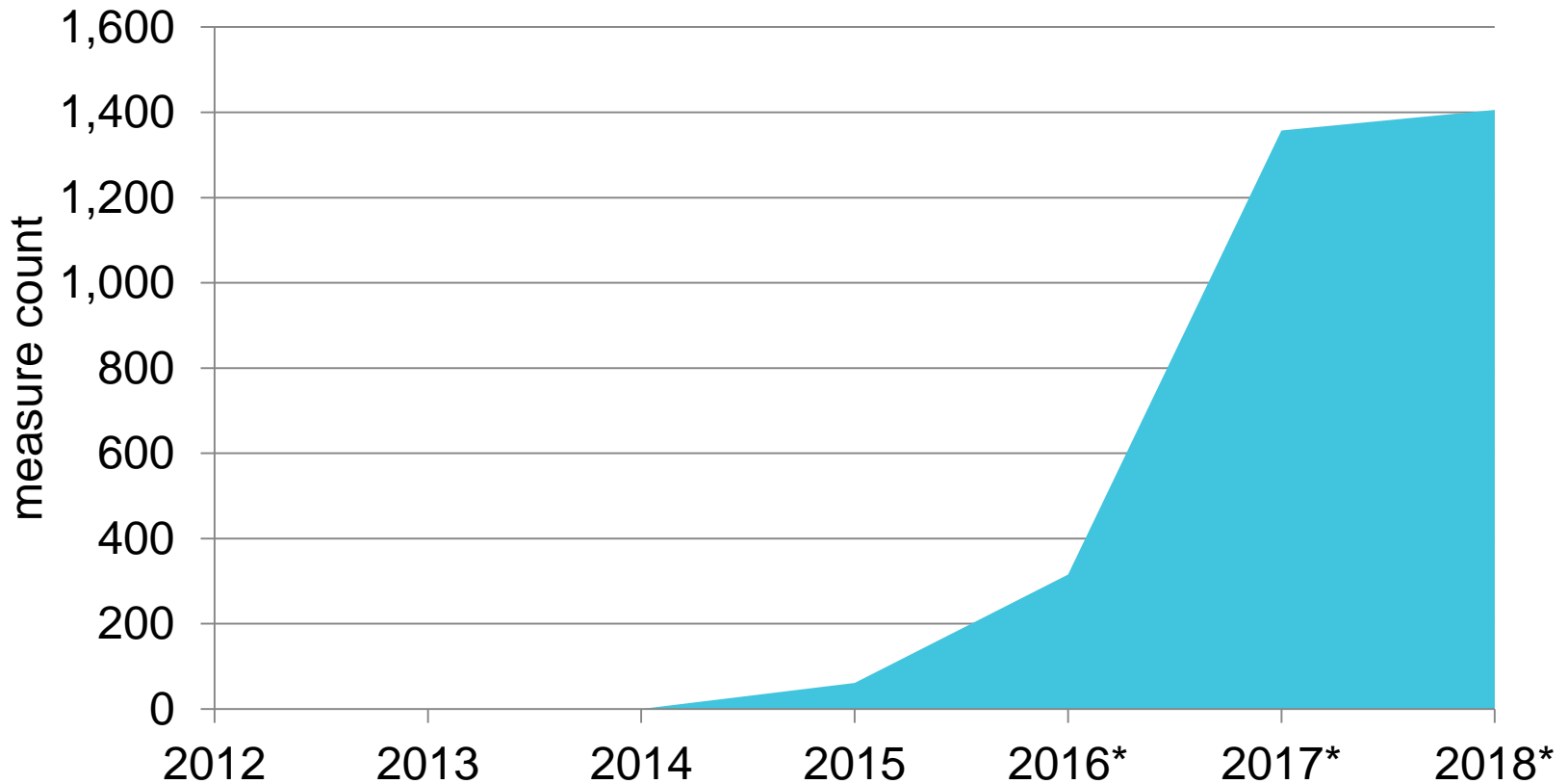
* Forecasted measure count

Electric Savings Trend - Windows



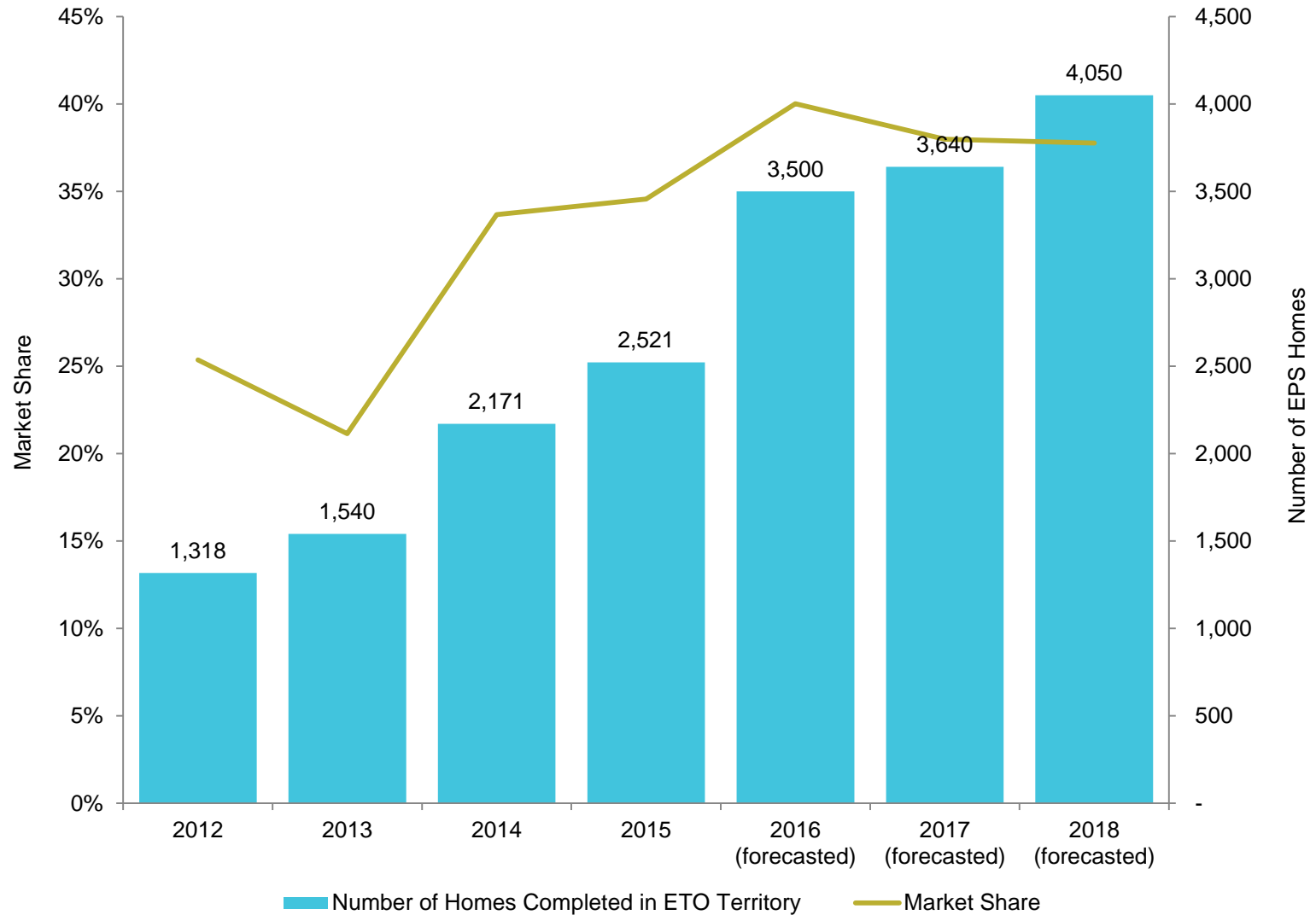
* Forecasted measure count

Electric Savings Trend - Connected Thermostats



* Forecasted measure count

Savings Trends - New Homes



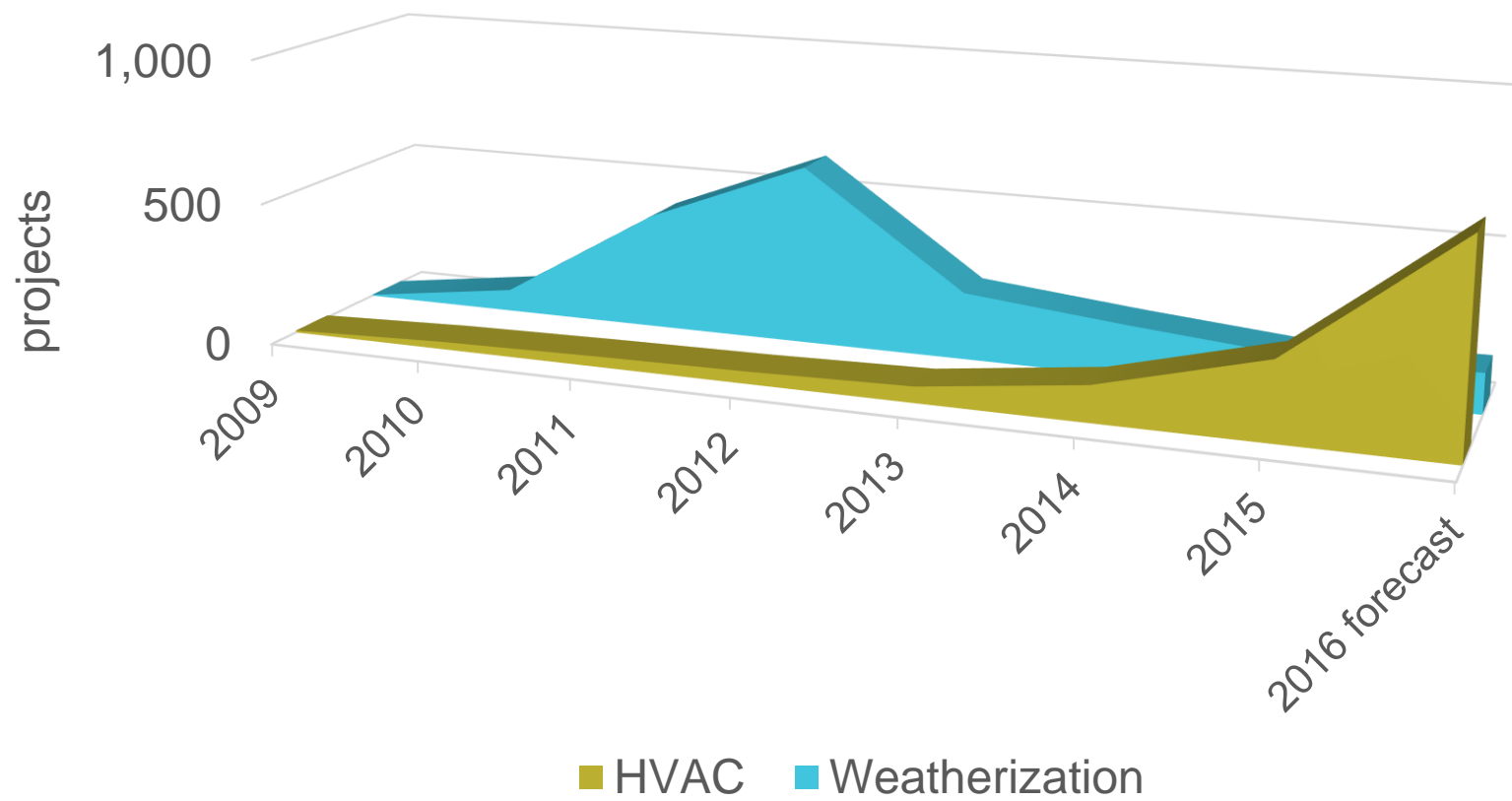
Advancing Program Design

Single Family Rentals

- Historically lower participation
- Target measures
 - Gas furnaces
 - Ductless heat pumps
 - Insulation



Savings Within Reach



Midstream Incentives – Water Heat

- Incentives influence distributors
 - Pricing to installers & their customers
 - Increase availability of eligible models
 - Training & technical expertise
 - Quality installation
 - Customer awareness
 - Lead generation opportunities



Pilots

- Heat Pumps in manufactured homes
 - About 120 homes participated
- Connected, smart thermostats for set point optimization and demand response
 - Nest's Seasonal Savings
 - Connected thermostat installations during tune-ups





Thank You

Marshall Johnson

Sr. Program Manager, Residential

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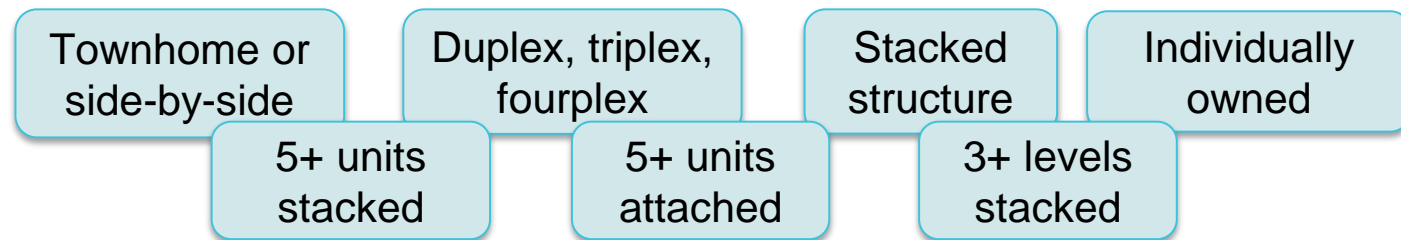
Existing Multifamily 2017 Program Changes

Trade Ally Forums
October 2016

Background

Existing Multifamily Program (current state)

- Range of eligibility requirements across different measures



- Goal: *Simplify*; make eligibility criteria more consistent across measures



Priorities

- Easy to communicate for customers and contractors
- Simplify measure eligibility requirements
- Reduce confusion
- Expand participation
- Align across programs whenever possible



2017 shifts

For measures that are only available to subsets of multifamily buildings, define eligibility by structure type

Duplex, triplex,
fourplex and
side-by-side structures

Stacked structures with
5+ dwelling units

- Savings-based approach
- Expands eligible properties for some measures
- Building ownership criteria removed
- Fewest criteria

Beginning January 2017



Thank You

Kate Scott, Program Manager

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Oregon Department of Energy

Residential Energy Tax Credit Program

Program Sunset

- RETC program is set to sunset at the end of tax year 2017.
- To meet deadline, RETC eligible devices must be:
 - **Purchased by December 31, 2017**
 - **Installed by April 1, 2018**
- By rule, ODOE is proposing that:
 - **ODOE must receive RETC applications by June 1, 2018**
 - **ODOE must receive RETC pass-through applications by June 1, 2018.**

Solar Photovoltaic Rate

- ODOE proposes reducing the solar photovoltaic RETC incentive rate to **\$1.30 per watt installed starting January 1, 2017.**
- The reduced rate will help to increase the average system size, resulting in reduced soft costs and lower system pricing.

Solar Photovoltaic Scenarios

2016 Cost Scenario	
System Size	4.00kWdc
Avg. Cost	\$4.00/Watt
Total Cost	\$16,000
Energy Trust of Oregon (\$0.65/W)	-\$2,600
Federal Tax Credit	-\$4,020
RETC (\$1.50/W)	-\$6,000
Net	\$3,380

2017 Equivalent Cost Scenario	
System Size	4.00kWdc
Avg. Cost	\$3.56/Watt
Total Cost	\$14,257
Energy Trust of Oregon (\$0.50/W)	-\$2,000
Federal Tax Credit	-\$3677
RETC (\$1.30/W)	-\$5,200
Net	\$3,380

- Tables demonstrate the cost reduction needed for the net cost of a 4.00kWdc direct purchased system to remain unchanged, assuming a rate reduction from \$1.50 to \$1.30 per watt.
- 2016 table demonstrates the costs and incentives associated with a typical system in 2016.
- 2017 table demonstrates the cost reductions needed for the system to have the same net cost given potential incentive rate reductions.

Storage Gas Water Heater

- ODOE proposes adding a lower RETC incentive tier for storage gas water heaters.
 - **Storage gas water heaters with 0.67 to 0.69 EF would receive tax credit of \$125.**
- The current tier for storage gas water heaters at .70 or greater EF with a \$175 tax credit would remain the same.
- For tax year 2015, ODOE received about 19 applications for storage gas water heaters with a 0.70 or greater EF.

Next Public Meeting

- ODOE will review comments, post draft rules on its website.
- Host an additional rulemaking advisory committee public meeting at 10:30 a.m. on Thursday, November 3, 2016.
- ODOE plans to hold a public hearing in late December and for rule changes to be effective January 1, 2017.
- Visit ODOE's website for more information:
<http://www.oregon.gov/energy/CONS/Pages/Rulemaking-RETC.aspx>

Information or Comments

Michael Williams, Incentives Program Manager
503-378-6508; michael.a.williams@oregon.gov

Elizabeth Ross, Rulemaking
503-378-8534; elizabeth.ross@oregon.gov



Overview

- New website launching January 3, 2017
- A new look and simplified content optimized to work with desktop computers and any mobile device or tablet
- Web forms and Find a Contractor tool also optimized for mobile devices



RESIDENTIAL

COMMERCIAL

INDUSTRY & AGRICULTURE

RENEWABLE ENERGY

Residential

Lorem ipsum dolor sit consectetur adipiscing elit. Fusce viverra lectus a ipsum congue varius. Vestibulum finibus ante et ultrices placerat.

[Find the Right Solutions](#)

UPCOMING EVENTS

Energy Performance Reporting Policy for Industrial Buildings

Tuesday, November 17, 2016
Portland, OR
1:30 PM - 4:00 PM

Audiences: Business Owners

ANALYZE

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor.

[Evaluate Your Home Online >](#)[Request a Home Analysis >](#)



Equipment Upgrades ▶ Cash Incentives ▶ Appliances ●

Appliances

Picking out a new refrigerator or freezer is easy when you know what to look for. Here's a hint: go with the ones that have the blue ENERGY STAR® label. Select models will earn you cash back from Energy Trust, plus they can save you energy and money each month.

[Leer esta pagina en Espanol](#)



Clothes Washer \$50-\$70 Incentive

[See Qualifying Models >](#)
[Buying Tips >](#)

Have you already purchased an ENERGY STAR® appliance within the last 60 days? You can apply for a cash incentive online. If you purchased from a Sears store you may have already received the incentive.

[Apply Online >](#)



Appliances + Products ▶ Cash Incentives ▶ Water Heating

Water Heating

As much as 20 to 30 percent of home's energy is used to heat water. Reduce those percentages by working with an Energy Trust trade ally to install a high-efficiency water heater that saves energy, water and money. Incentives and tax credits are available for qualified upgrades.

To make the most of your system and lower your overall water heating costs, we recommend you set your water heater to a maximum of 120 degrees. Consult your owner's manual for the recommended settings if you have an electric water heater or if your automatic dishwasher doesn't preheat water.

[Steps](#)[Details](#)[FAQs](#)

Cash Incentives

TYPE OF WATER HEATER	INCENTIVE	REQUIREMENTS
Gas Tank Water Heater	\$100	Energy factor, EF, must be 0.67 or greater; must be ENERGY STAR® qualified.
Heat Pump Water Heater (Tier 2 or Tier 3)	\$300	Eligible models must meet Northwest Energy Efficiency Alliance's Northern Climate Specification Tier 2 or Tier 3 to qualify for this cash incentive. Tank must be 55 gallons or less and be installed by a Hot Water Solutions rebate eligible contractor .
Heat Pump Water Heater (Tier 1)	\$150	Eligible models must meet Northwest Energy Efficiency Alliance's Northern Climate Specification Tier 1 . Tank must be 55 gallons or less and be installed by a

EXISTING HOMES

FEATURED

October 4, 2016
Promote heating incentives today before winter arrives



The fall season is a great time to evaluate home heating needs and equipment to ensure that all systems are [...]

[Read More](#)

Existing Homes

October 4, 2016
Marketing tip: Tracking marketing efforts with data

Evaluating your current marketing efforts helps you spend future marketing resources cost-effectively and maximize lead generation. To analyze your marketing [...]

[Read More](#)

Existing Homes, Residential SW Washington

October 4, 2016

GE GeoSpring heat pump water heater to be discontinued

GE Appliances will cease production of the GE GeoSpring heat pump water heater at the end of 2016. GE will [...]

[Read More](#)

Existing Homes

October 4, 2016

AHRI requirements: Heat pump compatibility



To qualify for Energy Trust cash incentives for heat pumps, contractors must confirm that all heat pump evaporator and condensing [...]

[Read More](#)

Existing Homes

October 4, 2016

Fall Trade Ally Forums coming October 25 - 28

EXISTING HOMES PROGRAM LINKS

[Main Program Page](#)
[Forms & Resources](#)
[Online Application](#)
[Star Rating Guidelines](#)
[Business Development Fund Guidelines](#)
[Calendar](#)
[Specifications Manual](#)

POPULAR UPDATES

[Promote heating incentives today before winter arrives](#)
[GE GeoSpring heat pump water heater to be discontinued](#)
[AHRI requirements: Heat pump compatibility](#)
[Marketing tip: Tracking marketing efforts with data](#)
[Clark County HomeStreet Bank Parade of Homes in September](#)

TRAININGS + EVENTS

[See All](#)

07 OCT

[All About ADUs](#)

19 OCT

[Existing Homes Trade Ally Orientation - Part 1](#)

20 OCT

[Existing Homes Specifications Manual Orientation - Part 2](#)

TAGS

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Insider

Your one stop for ally news and resources

Program-specific content, forms and other resources

Other important content, including trainings and events

INSIDER EXCLUSIVE NEWS FOR TRADE AND PROGRAM ALLIES

Newsletter Signup

EnergyTrust of Oregon

Residential Commercial Industry & Ag Solar Resources

TRAINING CALENDAR

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< Previous Month

June 2016

Next Month >

Tuesday, June 7, 2016

Savings Within Reach

Webinar

9:00 AM - 10:00 AM

Audiences: Homeowners, Renters, Business Owners, Trade Allies

Tuesday, June 7, 2016

The Fourth Annual SolarWorld Installer Submit

Portland, OR

9:00 AM - 10:00 AM

Audiences: Homeowners, Renters, Business Owners, Trade Allies

Tuesday, June 7, 2016

Savings With Reach On-Bill Repayment

Webinar

9:00 AM - 10:00 AM

Audiences: Homeowners, Renters, Business Owners, Trade Allies

FILTER

Date

MM/DD/YYYY to MM/DD/YYYY

Program

Existing Buildings

Topic

General

Keyword

SEARCH

Stay Informed. Sign up your staff to receive the newsletter by email every month.

SIGN UP

New Calendar Design

- Easier to sort and filter
- Easier to view and navigate on mobile devices

Trade Ally Contractors

Energy Trust encourages you to refer to our licensed and insured network of independent trade ally contractors. Trade allies receive training and support from Energy Trust to stay up to date on the latest Energy Trust standards, incentives, and quality requirements. They can also help you complete your cash incentive applications. View our [contractor selection tips](#) for help choosing a contractor or to see the list of ineligible contractors. [Click here](#) for tips to avoid known scams.

Trade allies are independent businesses that are solely responsible for the quality of their work. Energy Trust does not guarantee any specific energy savings through its assistance or programs.

[Advanced Search *](#)

DISTANCE	COMPANY	RATING	SERVICES	CREATE A LIST
.6 mi	Birdsmouth Construction LLC Contractor Phone: (503) 233-8767	★★★	Builder, Water Heaters - Conventional, Air Testing/Sealing, Duct Testing/Sealing, Comprehensive Remodeling, Insulation, Windows, Water Heaters - Tankless, Heating and Cooling	<input type="checkbox"/> Add (Up to 3)
1.1 mi	Sun Dog Construction, Inc. Contractor Phone: (503) 733-8767	★★★	Builder, Water Heaters - Conventional, Air Testing/Sealing, Duct Testing/Sealing, Comprehensive Remodeling, Insulation, Windows, Water Heaters - Tankless, Heating and Cooling	<input type="checkbox"/> Add (Up to 3)
1.6 mi	Advanced Heating & Air Conditioning Installer Phone: (503) 233-8767	★★★	Builder, Water Heaters - Conventional, Air Testing/Sealing, Duct Testing/Sealing, Comprehensive Remodeling, Insulation, Windows, Water Heaters - Tankless, Heating and Cooling	<input type="checkbox"/> Add (Up to 3)
.6 mi	Birdsmouth Construction LLC Contractor Phone: (503) 233-8767	★★★	Builder, Water Heaters - Conventional, Air Testing/Sealing, Duct Testing/Sealing, Comprehensive Remodeling, Insulation, Windows, Water Heaters - Tankless, Heating and Cooling	<input type="checkbox"/> Add (Up to 3)

Find A Contractor

- Making the search easier
- Compatible with mobile devices
- Next year, we will optimize search functionality to make results more useful to customers

We'll need your input to do that!

Breakout Sessions

Session A: 9:55 a.m. – 10:40 a.m.

Title	Location	Speakers
Trade Ally Benefits & Enrollment	Father Luke's Foundation Room	Tom Beverly
Multifamily Incentive Changes	Theater	Nate Collins Nick Michel Kate Scott
Solar Program Updates	Rambler Room	Jeni Hall Jeff Bissonnette

Session B: 10:55 a.m. – 11:40 a.m.

Title	Location	Speakers
Top Five Efficiency Measures Moving into Code	Theater	Thomas Anriese
Ductless Heat Pumps & Controls	Father Luke's Foundation Room	Bruce Manclark
Domestic Water Heating	[Breakout room 3]	NEEA & A.O. Smith

A photograph of a modern, multi-story building with a prominent glass facade. The building has several levels with balconies and large windows. In the foreground, there is a paved plaza with several large, white, bowl-shaped planters containing flowers. A few people are walking around the plaza. A dark blue semi-transparent box is overlaid on the right side of the image, containing white text.

Thank You

Tom Beverly

Trade Ally & Customer Service Manager

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