Fall Trade Ally Forum
October 21, 2020
Responses to Challenges in 2020

• Waived in-person project verification requirements
• Implemented bonuses and additional offers to engage customers
• Implemented electronic payments for trade allies participating in instant incentives
• Developed guidelines to waive requirements for those impacted by wildfires
• Added personal protective equipment (PPE) reimbursements to the Business Development Fund
Agenda

8:30 – 8:40   Welcome and 2020 Year in Review
8:40 – 8:50   Multifamily Program Changes
8:50 – 9:15   Program Updates and Incentive Changes
9:15 – 10:00  Breakout Sessions
Zoom Tips

![Zoom Meeting Screen](image)

- **Meeting Topic**: My Meeting
- **Host**: Hannah Cruz
- **Invite Link**: https://zoom.us/j/99671727239
- **Participant ID**: 156044

[Icons for Join Audio, Share Screen, Invite Others]

[Zoom Meeting Interface with Unmute button circled]
Zoom Tips
Zoom Tips

Send chats to Everyone, or to a meeting host or co-host
Getting to the Correct Breakout Room

1. Click the Breakout Rooms button from your controls bar

For PCs
- Click, then "yes" to join

For Macs
- Hover over right side for option to join
  - Click, then "yes" to join
Residential & Multifamily
2021 Program Updates
Agenda

• Multifamily Program Updates
• Energy Trust support
• Single/Multifamily Incentive Updates
Multifamily Program Update
Single-Family vs. Multifamily

**Single-Family Residential**
- Detached single family homes
- Manufactured homes

**Multifamily**
- Condos, townhomes, HOAs
- Duplex, triplex, fourplex
- Apartments
- Assisted Living
- Campus Living
Multifamily Program 2021

• Combined with Existing Buildings
  • Single commercial program for multifamily and commercial

• Offerings to remain same

• Expanded team in 2021, same point person for 2020
New Customer Strategies

• Community Based Liaisons
  • Connecting Program and Trade Allies to new opportunities

• Small Business Offering
  • Targeting small businesses

• Workforce Development
  • Provide funding for business development
Supporting Trade Allies
BDF: Personal Protective Equipment

- Business Development Funds now eligible for PPE retroactively from March 1, 2020 through December 31, 2021.

- To apply: submit the pre-approval application and itemized invoice

<table>
<thead>
<tr>
<th>Type of PPE</th>
<th>Qualified Items</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wearable</td>
<td>• Disposable gloves</td>
</tr>
<tr>
<td></td>
<td>• Disposable and reusable masks</td>
</tr>
<tr>
<td></td>
<td>• Disposable booties</td>
</tr>
<tr>
<td></td>
<td>• Disposable coveralls</td>
</tr>
<tr>
<td>Sanitizing and Prevention</td>
<td>• Hand sanitizer</td>
</tr>
<tr>
<td></td>
<td>• Disinfecting wipes</td>
</tr>
<tr>
<td></td>
<td>• Hand wash station</td>
</tr>
<tr>
<td></td>
<td>• Thermometer</td>
</tr>
<tr>
<td>Social Distancing Equipment</td>
<td>• Social distance signage</td>
</tr>
<tr>
<td></td>
<td>• Social distance marking tape</td>
</tr>
</tbody>
</table>
Savings Within Reach Expanded Eligibility

• Temporary extending eligibility to customers that have experienced employment disruptions related to COVID-19
  • Available through June 30, 2021
  • Available for customers who are eligible to receive assistance from:
    • local state and/or federal government
    • Community-based emergency fund grant system

• Savings Within Reach provides higher incentives to customers with moderate income
  • To offer Savings Within Reach, please work with your account manager for training and enrollment
Virtual QA and Virtual Trade Ally Support

• Energy Trust has expanded to include virtual QA
  • High customer satisfaction
  • Ability to QA installs remotely

• Trade Ally virtual technical support
  • Eligibility questions during bid
  • Mid-install unforeseen condition
  • Requirement confirmations

• Reach out your account manager to set up a virtual support call
Reaching New Customers

- Manufactured homes
  - Heat Pump and Ductless Heat Pump offers
- DHP in Rentals promotion
- Single-family rental enhanced incentives
- Savings Within Reach incentives and financing
- Region-specific enhanced incentive offers
- Community Partner Funding
- Campaign Ally marketing promotions
Spanish Language Support

- Specifications Manual in Spanish
- Savings Within Reach Fact Sheet in Spanish
- Spanish speaking customer service representatives
- Customer materials in Spanish
  - Bookmarks
  - Coloring books

Future translated materials
- Application forms that are popular with customers who speak Spanish
Campaign Ally

1. Paid Search and/or Email
2. Landing Page or Phone #
3. Leads to your business
4. Installs

LET THE SAVINGS SHINE IN

If you need to replace or repair your windows, look to ENERGY STAR® certified windows, which can lower your energy bills and improve comfort in your home. With Energy Trust of Oregon cash incentives, you can save up to $6 per square foot. Contact an Energy Trust trade ally today, who can help you with installation and incentives.

SAVE ON NEW WINDOWS
2021 Incentive Changes: Single-family & Multifamily

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>2021 Change</th>
<th>2020 Incentive</th>
<th>2021 Incentive*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Heat Pump Replacement</strong></td>
<td>Heat Pump Replacements will only be allowed to replace electric forced air furnaces</td>
<td>$700</td>
<td>$950</td>
</tr>
<tr>
<td></td>
<td>Heat Pump Replacements will require an auxiliary heat lockout</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Heat Pumps can no longer replace zonal electric heating systems. Non qualifying replacements: baseboard, wall heaters or ceiling heat</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>2021 Change</th>
<th>2020 Incentive</th>
<th>2021 Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Pump Advanced Controls (HPAC)</td>
<td>Eligible for: Heat Pump replacing Heat Pump and existing Heat Pump where the thermostat is being added to control the auxiliary heat</td>
<td>$250</td>
<td>$250</td>
</tr>
<tr>
<td></td>
<td>HPAC incentives may not be stacked with Heat Pump Replacement as auxiliary heat lockout is now required for Heat Pump Replacement incentives.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### New 2020 Residential & Small Multifamily Incentive Review: Extended Capacity Heat Pump

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Requirements</th>
<th>Housing Type</th>
<th>Incentive Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extended capacity heat pump</td>
<td>Must be home’s primary heating source.</td>
<td>Single-family homes</td>
<td>$650</td>
</tr>
<tr>
<td></td>
<td>Unit must be included in Energy Trust’s list of qualifying products.</td>
<td>Savings Within Reach</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Controls must be set with an auxiliary heat lockout setting when available.</td>
<td>Multifamily side-by-side, duplex, triplex, fourplex</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Heat pump cannot have a backup gas heating system.</td>
<td></td>
<td>$1,350</td>
</tr>
<tr>
<td>Replacing electric furnace</td>
<td>Cannot be combined with other Energy Trust heat pump or controls incentives.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Single-family Incentives: Trade Ally Direct Install - 2020-2021

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>2021 Change</th>
<th>2020 Incentive</th>
<th>2021 Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Showerhead Shower wands</td>
<td>Incentives discontinued</td>
<td>Varying</td>
<td>$0</td>
</tr>
<tr>
<td>Kitchen Aerator Bath Aerator</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A-lamp LED</td>
<td>Incentive amount change</td>
<td>$4.75</td>
<td>$TBD</td>
</tr>
<tr>
<td>Reflector LED</td>
<td>Incentive amount change</td>
<td>$6.25</td>
<td>$TBD</td>
</tr>
</tbody>
</table>
Manufactured Homes Fixed Price Heat Pump Promotion – 2020 & 2021

• 2021 Program RFQ:
  • Requests For Qualifications (RFQ) deadlines:
    • October 16, 2020 – November 16, 2020
    • Competitive offer

• Incentives:
  • $2,500 for DHP and $3,000 for HP

• Existing Manufactured Homes
  • Instant Incentive to Customer
  • Fixed Price Offer
    • $5,600 customer price max for HP installation

• 2020 participants will need to reapply for 2021 offering
Manufactured Home Free Services

• Current program design to be retired December 31, 2020
  • Energy Trust is redesigning this offer in response to Trade Ally feedback and cost-effective challenges

• Program redesign and relaunch Q2, 2021

• Opportunity to participate in this offering:
  • Q1 2021 – RFQ Process – Insider announcements
  • New opportunities to serve manufactured homes
  • Incentives will make manufactured homes more cost effective
  • Free Referrals and free Energy Trust marketing
## Manufactured Home Free Services: Q2 2021

<table>
<thead>
<tr>
<th>2021 Incentive Status</th>
<th>Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retired</td>
<td>Air Sealing</td>
</tr>
<tr>
<td>Continued</td>
<td>Duct Sealing &amp; Repair</td>
</tr>
<tr>
<td>New</td>
<td>Enhanced incentives for diagnostics testing and comprehensive home audit</td>
</tr>
<tr>
<td>New</td>
<td>Smart thermostat direct installations</td>
</tr>
</tbody>
</table>
2020 Single-Family & Multifamily Incentive Changes Reminders

<table>
<thead>
<tr>
<th>Window U-Value</th>
<th>Primary Heat</th>
<th>State</th>
<th>Eligible Property Types</th>
<th>Incentive Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.24 or less</td>
<td>Portland General Electric Pacific Power NW Natural Cascade Natural Gas Avista</td>
<td>OR</td>
<td>Single family, manufactured homes, multifamily side-by-side, duplex, triplex, fourplex</td>
<td>$6.00 per square foot</td>
</tr>
<tr>
<td>0.24 or less</td>
<td>NW Natural</td>
<td>WA</td>
<td>Single-family, manufactured homes, and attached side-by-side duplexes, triplexes, and fourplexes</td>
<td>$10.00 per square foot</td>
</tr>
</tbody>
</table>
2020 DHP Incentive Change: Single-Family

- **Must** have at least one indoor unit in the primary living space (e.g., great room, living room)

- Displace electric resistance heating equipment such as baseboards, ceiling heat, wall heat and/or electric forced-air furnaces

- Have a 9.0+ HSPF

- Not be installed in previously unconditioned spaces such as a garage, attic, additions or new construction
# New 2020 Multifamily Incentive Review

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Requirements</th>
<th>State</th>
<th>Incentive</th>
</tr>
</thead>
</table>
| **Advanced Rooftop Controls – Full Retrofit**  | • For properties with annual operating hours exceeding **500**  
• Existing system must have a nominal cooling capacity of 5 tons or greater  
• Existing system must have a single speed supply fan or motor  
• Existing systems equipped with a VFD or a CO2 sensor for DCV are not eligible | OR only | $50-$200 per ton |
| **Advanced Rooftop Controls – Lite Retrofit**  | • For properties with annual operating hours exceeding **3,500**  
• Existing system must have a nominal cooling capacity of 5 tons or greater  
• Existing system must have a single speed supply fan or motor  
• Existing systems equipped with a variable frequency drive (VFD) are not eligible | OR only | $100 per ton |
Single-family & Multifamily Bonus Incentives
### 2020 Bonus: Single-family & Small Multifamily - Oregon
**Sept 1, 2020 – March 31, 2021**

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Bonus Incentive Total</th>
<th>Property Type</th>
<th>State</th>
</tr>
</thead>
</table>
| Gas Furnace              | $1,000                | • Single-family Rental  
                          • Multifamily side-by-side, duplex, triplex, fourplex  
                          • Savings Within Reach | OR    |
| Attic / ceiling Insulation | $1.25 per square foot | • Single-family property  
                          • Single-family Rental  
                          • Multifamily side-by-side, duplex, triplex, fourplex  
                          • Savings Within Reach | OR    |
## 2020 Bonus: Single-family - Washington

**Sept 1, 2020 – March 31, 2021**

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Bonus Incentive Total</th>
<th>Property Type</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gas furnace</td>
<td>$1,000</td>
<td>• Single-family property</td>
<td></td>
</tr>
<tr>
<td>Attic / ceiling insulation</td>
<td>$1.25 per square foot</td>
<td>• Single-family rental property</td>
<td>WA</td>
</tr>
<tr>
<td>Floor insulation</td>
<td>$0.75 per square foot</td>
<td>• Attached side-by-side units, and duplex, triplex, and fourplex</td>
<td></td>
</tr>
<tr>
<td>Wall Insulation</td>
<td>$0.75 per square foot</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# 2020 Bonus: Single-family - Washington

**Sept 1, 2020 – December 31, 2021**

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Bonus Incentive Total</th>
<th>Property Type</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gas tankless water heater</td>
<td>$400</td>
<td>• Single-family property</td>
<td>WA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Single family rental property</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Attached side-by-side units, and duplex, triplex, and fourplex</td>
<td></td>
</tr>
</tbody>
</table>
## 2020 Bonus: Multifamily - Oregon
**May 2020 – March 31, 2020**

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Bonus Incentive Total</th>
<th>Property type</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Floor insulation</td>
<td>$1.25 per sq ft</td>
<td>Multifamily side-by-side, duplex, triplex and fourplex</td>
<td>OR</td>
</tr>
<tr>
<td><em>Electric heat</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Floor insulation</td>
<td>$0.70 per sq ft</td>
<td>Multifamily side-by-side, duplex, triplex and fourplex</td>
<td>OR</td>
</tr>
<tr>
<td><em>Gas heat</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wall insulation</td>
<td>$1.30 per sq ft</td>
<td>Multifamily side-by-side, duplex, triplex and fourplex</td>
<td>OR</td>
</tr>
<tr>
<td><em>Electric heat</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wall insulation</td>
<td>$0.90 per sq ft</td>
<td>Multifamily side-by-side, duplex, triplex and fourplex</td>
<td>OR</td>
</tr>
<tr>
<td><em>Gas heat</em></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## 2020 Bonus: Multifamily - Oregon
May 2020 – December 1, 2020

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Bonus Incentive Total</th>
<th>Property type</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ductless heat pump</td>
<td>$1000</td>
<td>All Multifamily</td>
<td>OR</td>
</tr>
<tr>
<td>Packaged terminal heat pump</td>
<td>$530</td>
<td>All Multifamily and Commercial Existing Buildings</td>
<td>OR</td>
</tr>
<tr>
<td>Pipe insulation</td>
<td>$12.00 per linear ft.</td>
<td>All Multifamily</td>
<td>OR</td>
</tr>
<tr>
<td>Flat roof insulation</td>
<td>$1.30 per sq ft</td>
<td>Multifamily buildings up to three stories</td>
<td>OR</td>
</tr>
<tr>
<td>Food service equipment</td>
<td>Varies</td>
<td>Campus Living /Assisted Living and Commercial</td>
<td>OR</td>
</tr>
</tbody>
</table>
Thank you

Marshall Johnson
Residential Sr. Program Manager
marshall.johnson@energytrust.org

Kate Wellington
Multifamily Program Manager
kate.wellington@energytrust.org
Breakout Sessions (9:15 – 10:00)

- Portland, Northwest Oregon and Southwest Washington
- Central Oregon
- Eastern Oregon
- Southern Oregon
- Solar
- Overview of Energy Trust Trade Ally Network
Regional Breakouts
Southern Oregon breakout only

- Specific fire content <here>
NW OR & SW WA
Breakout Housekeeping

- Please put your name, company and something you would like to get out of this session in the chat
- To ask a question, unmute yourself or add it to the chat
- If you want to join another session, you can select another breakout room at the bottom of screen
NW OR & SW WA Agenda

• In-Depth 2021 Incentive Changes
• 2020 Opportunities and Performance
  • 0.24 Windows Tier
  • Manufactured Homes HP Promo
  • Rental Incentives
  • DHP in Rentals Promo
  • Increased Incentives for Select NW Natural Customers: Cottage Grove & Creswell
• Multifamily Program Updates
  • Expanding Participation in small multifamily
  • Multifamily Participation trends
  • Multifamily Market Snapshot
  • Oregon COVID Response
  • Residential Infill Project
• EPS New Construction
  • COVID Impacts on new homes
  • 2021 Cash Incentives
  • Early Design Assistance
  • Additional offerings in 2020
• Central AC AHRI Review
2021 Heat Pump Conversion Changes

Qualified Primary Heating Source Change:

<table>
<thead>
<tr>
<th>Primary Heating Source</th>
<th>Cost Effective?</th>
<th>Qualified?</th>
<th>Requires Cut In’s?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Furnace</td>
<td>Yes</td>
<td>Qualified</td>
<td>No</td>
</tr>
<tr>
<td>Baseboard heat</td>
<td>No</td>
<td>Not Qualified</td>
<td>Yes (Increases Cost)</td>
</tr>
<tr>
<td>Wall/Ceiling Heat</td>
<td>No</td>
<td>Not Qualified</td>
<td>Yes (Increases Cost)</td>
</tr>
</tbody>
</table>

Requirement Addition:
• Auxiliary heat lockout must be completed on all Heat Pump Conversions

<table>
<thead>
<tr>
<th>January 1, 2021 – March 31, 2021</th>
<th>April 1, 2021 – December 31, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>$950</td>
<td>$700</td>
</tr>
</tbody>
</table>
Heat Pump Advanced Control Changes

<table>
<thead>
<tr>
<th>Install Scenario</th>
<th>Qualified?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Pump replacing Heat Pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Adding auxiliary lockout to existing heat pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Heat pump conversion from electric furnace</td>
<td>No</td>
</tr>
</tbody>
</table>

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.
2020 Opportunity and Performance
Windows – NW OR & SW WA

- New Windows Tier: $6 in OR & WA

Majority of 0.24 windows are being installed in Existing Single Family

New 0.24 Windows Tier Install Map
Manufactured Homes Heat Pump Promotion

RFQ Open:
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- $2,500 for DHP, $3,000 for HP in Manufactured Homes

Selection Criteria: 2021
- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base
Manufactured Homes Heat Pump Promotion – NW OR

- 2020 Regional Results
  - 17 DHP
  - 179 HP

- Statewide:
  - 91 DHP
  - 349 HP
Rental Incentives: Single-Family Homes

- Increased Incentives for Single-Family Rentals

- Trade Ally Requirements:
  - Enrolled in Instant Incentives
    - Talk to your account manager to enroll

- Customer Requirements:
  - Non-owner Occupied, single-family rental properties
  - Oregon & Washington
### OR Rental Incentive Amounts: Single-Family

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Rental Incentive</th>
<th>Incentive Timeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ductless Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Extended Capacity Heat Pump</td>
<td>$1,650</td>
<td>2021</td>
</tr>
<tr>
<td>Gas Furnace</td>
<td>$550-$1,000</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Heat Pump Water Heater</td>
<td>$270</td>
<td>2021</td>
</tr>
<tr>
<td>Smart Thermostat</td>
<td>$100</td>
<td>2021</td>
</tr>
<tr>
<td>Attic Insulation</td>
<td>$0.50-$1.25 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Wall Insulation</td>
<td>$0.50 per square foot</td>
<td>2021</td>
</tr>
<tr>
<td>Floor Insulation</td>
<td>$0.40 per square foot</td>
<td>2021</td>
</tr>
</tbody>
</table>

*Incentive availability and timeline subject to change*
## WA Rental Incentive Amounts: Single-Family

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Rental Incentive</th>
<th>Incentive Timeline*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gas Furnace</td>
<td>$550 $1,000</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Gas Tankless Water Heater</td>
<td>$200 $400</td>
<td>2021</td>
</tr>
<tr>
<td>Smart Thermostat</td>
<td>$100</td>
<td>2021</td>
</tr>
<tr>
<td>Attic Insulation</td>
<td>$0.60 $1.25 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Wall Insulation</td>
<td>$0.60 $0.75 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Floor Insulation</td>
<td>$0.60 $0.75 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
</tbody>
</table>

- *Incentive availability and timeline subject to change*
NW OR & SW WA Single-Family Rental Incentives

• NW OR and SW WA Single-Family Rentals: ~112,000

• Single-Family Rental Projects: 2,320

Rental Installs 2015 - Today
DHP in Rentals Promo

• RFQ Open: October 16, 2020 - EO 2021
  • $1,750 - $2,000 DHP Incentive
  • Non-Owner-Occupied Rentals
  • Single-Family Rentals and Small Multifamily Rentals
  • Price Capped offering; customer out of pocket cost max $2,500

• Requirements
  • Home Retrofit or Multifamily Trade Ally
  • Enrolled in Home Retrofit Instant Incentives
  • Meet Program 9 HSPF Requirements per AHRI
  • Meet price caps

• 2020 participants will need to reapply via the 2021 RFQ.
Increased Incentives for Select NW Natural Customers: Cottage Grove & Creswell

• Limited-time: increased incentives for NW Natural customers in Cottage Grove & Creswell through July 31, 2021
  • Gas Furnaces, windows, insulation

• Single-family, manufactured homes and small multifamily properties

• Application & details: www.energytrust.org/nwnaturalpromo

• To be listed as a preferred Local Trade Ally on the website, reach out to your account manager

• Standard incentives also available
<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Increased Incentive Amount</th>
<th>Property Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gas furnace</td>
<td>$1,000</td>
<td>• Single-Family Properties&lt;br&gt;• Single-Family Rental Properties&lt;br&gt;• Manufactured Homes&lt;br&gt;• Side-by-side duplex, triplex, fourplex, townhomes and rowhomes</td>
</tr>
<tr>
<td>Windows</td>
<td>$8 per square foot</td>
<td>• Single-Family Properties&lt;br&gt;• Single-Family Rental Properties&lt;br&gt;• Manufactured Homes&lt;br&gt;• Side-by-side duplex, triplex, fourplex, townhomes and rowhomes</td>
</tr>
<tr>
<td>Wall insulation</td>
<td>$0.95 per square foot</td>
<td>• Single-Family Properties&lt;br&gt;• Single-Family Rental Properties&lt;br&gt;• Side-by-side duplex, triplex, fourplex, townhomes and rowhomes</td>
</tr>
<tr>
<td>Attic insulation</td>
<td>$1.25 per square foot</td>
<td>• Single-Family Properties&lt;br&gt;• Single-Family Rental Properties&lt;br&gt;• Side-by-side duplex, triplex, fourplex, townhomes and rowhomes</td>
</tr>
<tr>
<td>Floor insulation</td>
<td>$0.70 per square foot</td>
<td>• Single-Family Properties&lt;br&gt;• Single-Family Rental Properties&lt;br&gt;• Manufactured Homes&lt;br&gt;• Side-by-side duplex, triplex, fourplex, townhomes and rowhomes</td>
</tr>
</tbody>
</table>
Eligibility Area

• NW Natural customers in Cottage Grove & Creswell
• Limited-time increased incentives through July 31, 2021
• www.energytrust.org/nwnaturalpromo
Multifamily Market Update
Expanding participation in small multifamily

- Opportunity identified in small multifamily
  - Duplex, triplex, fourplex
  - Doubled participation from 2017-2020
    - 10% to 20% served
- Offerings tailored for small multifamily
  - DHP Rental Promotion
  - $1,000 bonus DHP incentive
  - Up to $1.25/sq. ft. insulation
  - $1,000 gas furnace
- Targeting rural areas
Multifamily participation trends

Percentage of total eligible multifamily market served by market type from 2017-2020
Multifamily participation trends

Percentage of total eligible multifamily market served by property size from 2017-2020
Multifamily participation trends

Percentage of total eligible multifamily market served by region from 2017-2020

![Bar chart showing participation trends by region from 2017 to 2020 YTD.](image)
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• Increasing number of tenants not able to pay rent

• New multifamily construction slowing

• Vacancies expected to rise next year as eviction protections expire

• Assisted living retrofit market limited
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  - Lighting fixtures
  - Appliances
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Central AC AHRI Review
Central AC Review

- Central Air Conditioner qualifications review
  - How to verify SEER compliance using Qualifying Products List (QPL)
  - How to verify EER compliance using AHRI
  - Ensuring application is accurate and complete

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Incentive</th>
<th>Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central air conditioner</td>
<td>$250</td>
<td>Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater</td>
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<tr>
<td></td>
<td></td>
<td>Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.</td>
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Central AC Review

• SEER Requirements
  • Verify **outdoor unit** meets 15 SEER requirement by referencing Energy Trust of Oregon Qualifying Products List

---

**Requirements**

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Ask your contractor to verify the outdoor unit can be found on the **qualifying products list** and that the total system achieves a minimum 12 EER rating via the [AHRI](https://ahri.org) website to ensure your installation qualifies.
Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Model Name</th>
<th>Model Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Standard</td>
<td>SILVER 16</td>
<td>4A7A6, 4A7A5</td>
</tr>
<tr>
<td>American Standard</td>
<td>GOLD 17</td>
<td>4A7C7, 4A7A7</td>
</tr>
<tr>
<td>American Standard</td>
<td>PLATINUM 18</td>
<td>4A7V8</td>
</tr>
<tr>
<td>American Standard</td>
<td>PLATINUM 20</td>
<td>4A7V0</td>
</tr>
<tr>
<td>Amana</td>
<td>AVXC20</td>
<td>AVXC20</td>
</tr>
<tr>
<td>Amana</td>
<td>ASX18</td>
<td>ASX18</td>
</tr>
<tr>
<td>Amana</td>
<td>ASX16</td>
<td>ASX16</td>
</tr>
<tr>
<td>Bryant</td>
<td>LEGACY</td>
<td>105A, 116B, 106A</td>
</tr>
<tr>
<td>Bryant</td>
<td>PREFERRED</td>
<td>125B, 126CNA, 127A</td>
</tr>
<tr>
<td>Bryant</td>
<td>EVOLUTION</td>
<td>186B, 187B, 187DEN, 180C, 180B, 189BNV</td>
</tr>
<tr>
<td>Carrier</td>
<td>COMFORT 15, COMFORT 16</td>
<td>24AA5, 24ABC6, 24AAA6</td>
</tr>
<tr>
<td>Carrier</td>
<td>PERFORMANCE 16, PERFORMANCE 17</td>
<td>24AP86, 24ACC6, 24AC86</td>
</tr>
<tr>
<td>Carrier</td>
<td>INFINITY 16, INFINITY 17, INFINITY 19, INFINITY 20, INFINITY 21</td>
<td>24ANB6, 24ANB7, 24VNA9, 24VNA0, 24ANB1</td>
</tr>
<tr>
<td>Coleman</td>
<td>LX SERIES</td>
<td>CC7, CC17</td>
</tr>
<tr>
<td>Coleman</td>
<td>ECHELON</td>
<td>AC21, AC19</td>
</tr>
<tr>
<td>Daikin</td>
<td>DX16SA</td>
<td>DX16SA</td>
</tr>
<tr>
<td>Daikin</td>
<td>DX16TC</td>
<td>DX16TC</td>
</tr>
<tr>
<td>Daikin</td>
<td>DX17VSS</td>
<td>DX17VSS</td>
</tr>
<tr>
<td>Daikin</td>
<td>DX18TC</td>
<td>DX18TC</td>
</tr>
<tr>
<td>Daikin</td>
<td>DX20VC</td>
<td>DX20VC</td>
</tr>
<tr>
<td>Goodman</td>
<td>GSX16</td>
<td>GSX16</td>
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<tr>
<td>Goodman</td>
<td>GSXC16</td>
<td>GSXC16</td>
</tr>
<tr>
<td>Goodman</td>
<td>GSXC18</td>
<td>GSXC18</td>
</tr>
<tr>
<td>Lennox</td>
<td>XC13</td>
<td>XC13</td>
</tr>
<tr>
<td>Lennox</td>
<td>T6ACX</td>
<td>T6ACX</td>
</tr>
<tr>
<td>Lennox</td>
<td>EL16XC1</td>
<td>EL16XC1</td>
</tr>
<tr>
<td>Lennox</td>
<td>XC16</td>
<td>XC16</td>
</tr>
<tr>
<td>Lennox</td>
<td>XC20</td>
<td>XC20</td>
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<tr>
<td>Lennox</td>
<td>SL18XC1</td>
<td>SL18XC1</td>
</tr>
<tr>
<td>Lennox</td>
<td>XC21</td>
<td>XC21</td>
</tr>
<tr>
<td>Lennox</td>
<td>XC25</td>
<td>XC25</td>
</tr>
<tr>
<td>Payne</td>
<td>PAV16NA</td>
<td>PAV16NA</td>
</tr>
</tbody>
</table>
Central AC Review

- EER Requirements
  - Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a **minimum total system Energy Efficiency Rating (EER)** of 12 or greater.

Ask your contractor to verify the outdoor unit can be found on the **qualifying products list** and that the total system achieves a minimum 12 EER rating via the **AHRI** website to ensure your installation qualifies.
Central AC Review

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.
Central AC Review

• In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.

• Essentially, if it’s listed, it needs to be installed.
Central AC Review

- Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.
- These systems are identified as “RCU-A-C”

[Image of AHRI Certified Product Rating]

Only the outdoor unit and indoor coil are specified.
Central AC Review

- Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)
- These systems are identified as “RCU-A-CB”
Central AC Review

- Ensuring Central AC application is completed correctly:

  Confirm each model listed on the AHRI certificate is included on this application

  Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #

<table>
<thead>
<tr>
<th>Upgrade type</th>
<th>Requirements</th>
<th>Incentive amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Qualifying Central Air Conditioner</td>
<td>System must be a qualifying central air conditioner serving most or all of the home. Residence primarily heated with a heat pump do not qualify.</td>
<td>$250</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Central Air Conditioner Installed Cost:</th>
<th>New heating system installed cost (if applicable):</th>
<th>System Capacity (Tons):</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outdoor Manufacturer:</td>
<td>Outdoor Model:</td>
<td></td>
</tr>
<tr>
<td>Indoor Evaporator Coil Manufacturer:</td>
<td>Indoor Evaporator Coil Model:</td>
<td></td>
</tr>
<tr>
<td>Furnace/Blower Manufacturer:</td>
<td>Furnace/Blower Model #:</td>
<td></td>
</tr>
</tbody>
</table>

If an eligible gas furnace was installed in an Oregon rental property with this air conditioner, please provide a customer signed Form 320C-HVAC incentive application along with this application. For more information about Energy Trust’s gas furnace incentives, contact us at 1.866.311.1822 or residential@energytrust.org.

**Outlook Unit SEER**

To qualify for this incentive, the air conditioner outdoor unit is required to achieve a minimum nominal rating 15 SEER as stated by manufacturer. For list of known qualifying units, please visit: energytrust.org/central-air-conditioners/

<table>
<thead>
<tr>
<th>Outdoor unit SEER per manufacturer (minimum 15):</th>
<th>Did this central air conditioner replace an existing central air conditioner?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Outdoor Unit and Coil EER**

To qualify for this incentive, the system’s outdoor unit and indoor coil are required to achieve a minimum rating of 12 EER per AHRI rating.

<table>
<thead>
<tr>
<th>Outdoor unit and indoor coil EER (per AHRI):</th>
<th>I have attached an AHRI certificate*:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Central AC Review

• Still have questions?
  • Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth
Indoor Air Quality

• What does Indoor Air quality mean to attendees?
• How are they seeing this manifest in their work?
Thank you

Marshall Johnson
Residential Sr. Program Manager
marshall.johnson@energytrust.org

Kate Wellington
Multifamily Program Manager
kate.wellington@energytrust.org
Central OR
Breakout Housekeeping
Central OR Agenda

• In-Depth 2021 Incentive Changes
• 2020 Opportunities and Performance
  • 0.24 Windows Tier
  • Manufactured Homes HP Promo
  • Rental Incentives
  • DHP in Rentals Promo
• Multifamily Program Updates
  • Expanding Participation in small multifamily
  • Multifamily Participation trends
  • Multifamily Market Snapshot
  • Oregon COVID Response
• EPS New Construction
  • COVID Impacts on new homes
  • 2021 Cash Incentives
  • Early Design Assistance
  • Additional offerings in 2020
• Central AC AHRI Review
2021 Heat Pump Conversion Changes

Qualified Primary Heating Source Change:

<table>
<thead>
<tr>
<th>Primary Heating Source</th>
<th>Cost Effective?</th>
<th>Qualified?</th>
<th>Requires Cut In’s?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Furnace</td>
<td>Yes</td>
<td>Qualified</td>
<td>No</td>
</tr>
<tr>
<td>Baseboard heat</td>
<td>No</td>
<td>Not Qualified</td>
<td>Yes (Increases Cost)</td>
</tr>
<tr>
<td>Wall/Ceiling Heat</td>
<td>No</td>
<td>Not Qualified</td>
<td>Yes (Increases Cost)</td>
</tr>
</tbody>
</table>

Requirement Addition:
- Auxiliary heat lockout must be completed on all Heat Pump Conversions

<table>
<thead>
<tr>
<th>January 1, 2021 – March 31, 2021</th>
<th>April 1, 2021 – December 31, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>$950</td>
<td>$700</td>
</tr>
</tbody>
</table>
# Heat Pump Advanced Control Changes

<table>
<thead>
<tr>
<th>Install Scenario</th>
<th>Qualified?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Pump replacing Heat Pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Adding auxiliary lockout to existing heat pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Heat pump conversion from electric furnace</td>
<td>No</td>
</tr>
</tbody>
</table>

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.
2020 Opportunity and Performance
Windows – Central Oregon

• New Windows Tier: $6 in OR

• Majority of 0.24 windows installed in New Homes in Central OR

New 0.24 Windows Tier Install Map
Manufactured Homes Heat Pump Promotion

**RFQ Open:**
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- $2,500 for DHP, $3,000 for HP in Manufactured Homes

**Selection Criteria: 2021**
- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base
Manufactured Homes Heat Pump Promotion – Central Oregon

• 2020 Regional Results
  • 8 DHP
  • 30 HP

• Statewide:
  • 91 DHP
  • 349 HP
Rental Incentives: Single-Family Homes

• Increased Incentives for Single-Family Rentals

• Trade Ally Requirements:
  • Enrolled in Instant Incentives
    • Talk to your account manager to enroll

• Customer Requirements:
  • Non-owner Occupied, single-family rental properties
  • Oregon & Washington
OR Rental Incentive Amounts: Single-Family

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Rental Incentive</th>
<th>Incentive Timeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ductless Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Extended Capacity Heat Pump</td>
<td>$1,650</td>
<td>2021</td>
</tr>
<tr>
<td>Gas Furnace</td>
<td>$550-$1,000</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Heat Pump Water Heater</td>
<td>$270</td>
<td>2021</td>
</tr>
<tr>
<td>Smart Thermostat</td>
<td>$100</td>
<td>2021</td>
</tr>
<tr>
<td>Attic Insulation</td>
<td>$0.50-$1.25 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Wall Insulation</td>
<td>$0.50 per square foot</td>
<td>2021</td>
</tr>
<tr>
<td>Floor Insulation</td>
<td>$0.40 per square foot</td>
<td>2021</td>
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</table>

*Incentive availability and timeline subject to change*
### WA Rental Incentive Amounts: Single-Family

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<td>Gas Furnace</td>
<td>$550 $1,000</td>
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<tr>
<td>Wall Insulation</td>
<td>$0.60 $0.75 per square foot</td>
<td>Bonus through: March 31, 2021</td>
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Central OR Single-Family Rental Incentives

• Central OR Single-Family Rentals: 11,491

• Central OR Single-Family Rental Projects: 88
DHP in Rentals Promo

• RFQ Open: October 16, 2020 - EO 2021
  • $1,750 - $2,000 DHP Incentive
  • Non-Owner-Occupied Rentals
  • Single-Family Rentals and Small Multifamily Rentals
  • Price Capped offering; customer out of pocket cost max $2,500

• Requirements
  • Home Retrofit or Multifamily Trade Ally
  • Enrolled in Home Retrofit Instant Incentives
  • Meet Program 9 HSPF Requirements per AHRI
  • Meet price caps

• 2020 participants will need to reapply via the 2021 RFQ.
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• Targeting rural areas
Multifamily participation trends

Percentage of total eligible multifamily market served by market type from 2017-2020

[Bar chart showing participation trends for various market types: Affordable Multifamily, Assisted Living, Campus Living, Homeowners Association, Individually Owned Multifamily Unit(s), and Market Rate Multifamily. The chart indicates different percentages for each category for the years 2017 to 2020 YTD.]
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Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.
```
Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.
Central AC Review

• EER Requirements
  • Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a **minimum total system Energy Efficiency Rating (EER) of 12 or greater**.

Ask your contractor to verify the outdoor unit can be found on the qualifying **products list** and that the total system achieves a minimum 12 EER rating via the **AHRI** website to ensure your installation qualifies.
Central AC Review

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.
Central AC Review

• In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.
• Essentially, if it’s listed, it needs to be installed
Central AC Review

• Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.
  
• These systems are identified as “RCU-A-C”

Certificate of Product Ratings

AHRI Certified Reference Number: 201776131
Date: 10-12-2020
Model Status: Pr

AHRI Type: RCU-A-C
Split System: Air-Cooled Condensing Unit, Coil Alone
Series: PERFORMANCE 16 AC
Outdoor Unit Brand Name: CARRIER

Outdoor Unit Model Number (Condenser or Single Package): 24APB648A030*
Indoor Unit Model Number (Evaporator and/or Air Handler): CAP**8021AL+TDR
Central AC Review

- Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)
- These systems are identified as “RCU-A-CB”

The outdoor unit, indoor coil AND furnace/air handler are specified
Central AC Review

- Ensuring Central AC application is completed correctly:

<table>
<thead>
<tr>
<th>Upgrade type</th>
<th>Requirements</th>
<th>Incentive amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Air Conditioner</td>
<td>System must be a qualifying central air conditioner serving most or all of the home. Residences primarily heated with a heat pump do not qualify.</td>
<td>$250</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Central Air Conditioner Installed Cost:</th>
<th>$</th>
<th>New heating system installed cost (if applicable):</th>
<th>$</th>
<th>System Capacity (Tons):</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outdoor Manufacturer:</td>
<td></td>
<td>Outdoor Model:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indoor Evaporator Coil Manufacturer:</td>
<td></td>
<td>Indoor Evaporator Coil Model:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Furnace/Blower Manufacturer:</td>
<td></td>
<td>Furnace/Blower Model #:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

If an eligible gas furnace was installed in an Oregon rental property with this air conditioner, please provide a customer signed Form 320C-HVAC incentive application along with this application. For more information about Energy Trust’s gas furnace incentives, contact us at 1.866.311.1822 or residential@energytrust.org.

- Outdoor Unit SEER
  - To qualify for this incentive, the air conditioner outdoor unit is required to achieve a minimum nominal rating of 15 SEER as stated by manufacturer. For list of known qualifying units, please visit: energytrust.org/central-air-conditioners/
  - Outdoor unit SEER per manufacturer (minimum 15):    Did this central air conditioner replace an existing central air conditioner? □ Yes □ No

- Outdoor Unit and Coil EER
  - To qualify for this incentive, the system’s outdoor unit and indoor coil are required to achieve a minimum rating of 12 EER per AHRI rating.
  - Outdoor unit and indoor coil EER (per AHRI): I have attached an AHRI certificate*: □ Yes □ No - list certificate number:

Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #
Central AC Review

• Still have questions?
  • Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth
Indoor Air Quality

- What does Indoor Air quality mean to attendees?
- How are they seeing this manifest in their work?
Thank you

Marshall Johnson
Residential Sr. Program Manager
marshall.johnson@energytrust.org

Kate Wellington
Multifamily Program Manager
kate.wellington@energytrust.org
Breakout Housekeeping
Southern OR Agenda

• In-Depth 2021 Incentive Changes
• 2020 Opportunities and Performance
  • 0.24 Windows Tier
  • Manufactured Homes HP Promo
  • Rental Incentives
  • DHP in Rentals Promo
• Multifamily Program Updates
  • Expanding Participation in small multifamily
  • Multifamily Participation trends
  • Multifamily Market Snapshot
  • Oregon COVID Response
• EPS New Construction
  • COVID Impacts on new homes
  • 2021 Cash Incentives
  • Early Design Assistance
  • Additional offerings in 2020
• Central AC AHRI Review
Southern Oregon breakout only

- Specific fire content <here>
2021 Heat Pump Conversion Changes

Qualified Primary Heating Source Change:

<table>
<thead>
<tr>
<th>Primary Heating Source</th>
<th>Cost Effective?</th>
<th>Qualified?</th>
<th>Requires Cut In’s?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Furnace</td>
<td>Yes</td>
<td>Qualified</td>
<td>No</td>
</tr>
<tr>
<td>Baseboard heat</td>
<td>No</td>
<td>Not Qualified</td>
<td>Yes (Increases Cost)</td>
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<tr>
<td>Wall/Ceiling Heat</td>
<td>No</td>
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<td>Yes (Increases Cost)</td>
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Requirement Addition:
• Auxiliary heat lockout must be completed on all Heat Pump Conversions

<table>
<thead>
<tr>
<th>January 1, 2021 – March 31, 2021</th>
<th>April 1, 2021 – December 31, 2021</th>
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<tr>
<td>$950</td>
<td>$700</td>
</tr>
</tbody>
</table>
Heat Pump Advanced Control Changes

<table>
<thead>
<tr>
<th>Install Scenario</th>
<th>Qualified?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Pump replacing Heat Pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Adding auxiliary lockout to existing heat pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Heat pump conversion from electric furnace</td>
<td>No</td>
</tr>
</tbody>
</table>

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.
2020 Opportunity and Performance
Windows: Southern Oregon

- New Windows Tier: $6 in OR

- Majority of 0.24 windows installed in Single Family in Southern OR

New 0.24 Windows Tier Install Map
Manufactured Homes Heat Pump Promotion

RFQ Open:
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- $2,500 for DHP, $3,000 for HP in Manufactured Homes

Selection Criteria: 2021
- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base
Manufactured Homes Heat Pump Promotion – Southern Oregon

• 2020 Regional Results
  • 59 DHP
  • 117 HP

• Statewide:
  • 91 DHP
  • 349 HP
Rental Incentives: Single-Family Homes

• Increased Incentives for Single-Family Rentals

• Trade Ally Requirements:
  • Enrolled in Instant Incentives
    • Talk to your account manager to enroll

• Customer Requirements:
  • Non-owner Occupied, single-family rental properties
  • Oregon & Washington
## OR Rental Incentive Amounts: Single-Family

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Rental Incentive</th>
<th>Incentive Timeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ductless Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Extended Capacity Heat Pump</td>
<td>$1,650</td>
<td>2021</td>
</tr>
<tr>
<td>Gas Furnace</td>
<td>$550-$1,000</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Heat Pump Water Heater</td>
<td>$270</td>
<td>2021</td>
</tr>
<tr>
<td>Smart Thermostat</td>
<td>$100</td>
<td>2021</td>
</tr>
<tr>
<td>Attic Insulation</td>
<td>$0.50-$1.25 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Wall Insulation</td>
<td>$0.50 per square foot</td>
<td>2021</td>
</tr>
<tr>
<td>Floor Insulation</td>
<td>$0.40 per square foot</td>
<td>2021</td>
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</table>

- *Incentive availability and timeline subject to change
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<th>Incentive Timeline*</th>
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</thead>
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<td>$550 $1,000</td>
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</tr>
<tr>
<td>Gas Tankless Water Heater</td>
<td>$200 $400</td>
<td>2021</td>
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<tr>
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<td>2021</td>
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<td>Attic Insulation</td>
<td>$0.60 $1.25 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Wall Insulation</td>
<td>$0.60 $0.75 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Floor Insulation</td>
<td>$0.60 $0.75 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
</tbody>
</table>

*Incentive availability and timeline subject to change*
Southern Oregon Single-Family Rental Incentives

• Southern Oregon Single-Family Rentals: ~30,000

• Single-Family Rental Projects: 274

Rental Installs 2015 - Today
DHP in Rentals Promo

• RFQ Open: October 16, 2020 - EO 2021
  • $1,750 - $2,000 DHP Incentive
  • Non-Owner-Occupied Rentals
  • Single-Family Rentals and Small Multifamily Rentals
  • Price Capped offering; customer out of pocket cost max $2,500

• Requirements
  • Home Retrofit or Multifamily Trade Ally
  • Enrolled in Home Retrofit Instant Incentives
  • Meet Program 9 HSPF Requirements per AHRI
  • Meet price caps

• 2020 participants will need to reapply via the 2021 RFQ.
Multifamily Market Update
Expanding participation in small multifamily

- Opportunity identified in small multifamily
  - duplex, triplex, fourplex
  - Doubled participation from 2017-2020
    - 10% to 20% served

- Offerings tailored for small multifamily
  - DHP Rental Promotion
  - $1,000 bonus DHP incentive
  - Up to $1.25/sq. ft. insulation
  - $1,000 gas furnace

- Targeting rural areas
Multifamily participation trends

Percentage of total eligible multifamily market served by market type from 2017-2020
Multifamily participation trends

Percentage of total eligible multifamily market served by property size from 2017-2020
Multifamily participation trends

Percentage of total eligible multifamily market served by region from 2017-2020
Multifamily Market Snapshot

• Increasing number of tenants not able to pay rent

• New multifamily construction slowing

• Vacancies expected to rise next year as eviction protections expire

• Assisted living retrofit market limited
Oregon COVID Response

- Changes to Eviction Moratoria
  - Eviction protection for tenants
- Executive Order extends "Emergency Period"
  - Eviction protection through December 31st
- Tenants have until March 31st, 2021 to pay off the debts from April 1st to September 31st
- Multnomah county has specific guidelines
Portland Only – Residential Infill Project Approval

• City Council approved in August 2020

• Zoning reform for Portland’s residential neighborhoods

• Opens door for more housing options
  • Single family lots converted to multifamily
  • Four to six dwelling units per lot
  • Six dwellings allowed if half are affordable housing
EPS New Construction
Energy Trust of Oregon
2020
Covid impacts on the new homes industry

• Supply shortages
  • Air conditioning units
  • Lighting fixtures
  • Appliances
• Lumber price increases
• Skilled labor shortage
• Construction delays due to staggered trades
• Building industry slowly getting back to business as usual
• Low interest rates are creating higher demand
Available cash incentives in Oregon (2021)

- $1,123 - $5,223 cash incentives to help builders move beyond code
- $750 net zero incentive
- $300 - $1,889 verification incentive
- $250 affordable housing verification incentive
- $200 solar ready incentive
- $200 energy smart homes incentive
- Varying incentives with solar installs
- Varying incentives for early design and solar design assistance
Early design assistance (EDA) meetings are your first concrete step!

“90% of your energy decisions are made before a hammer hits a nail” – John Tooley

EDA = Pre-construction meeting for design review with builder, verifier, verifier account manager and subcontractors

Opportunity to:
- Maximize energy efficiency and EPS incentives
- Strengthen communication between subcontractors
- Integrate solar/solar ready into the design
Additional Offerings in 2020

In 2020, builders that are part of Energy Trust of Oregon’s EPS New Construction offering can take their new homes to the next level with two new incentive packages:

1. **Net Zero Homes**: Include an installed solar PV system that can offset a home’s entire electric load

2. **Energy Smart Homes**: Include appliances and equipment that are smart grid interactive, making it possible for customers to participate in utility programs designed to lower energy usage during peak periods—now or in the future
Central AC AHRI Review
Central AC Review

- Central Air Conditioner qualifications review
  - How to verify SEER compliance using Qualifying Products List (QPL)
  - How to verify EER compliance using AHRI
  - Ensuring application is accurate and complete

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Incentive</th>
<th>Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central air conditioner</td>
<td>$250</td>
<td>Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater. Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.</td>
</tr>
</tbody>
</table>
Central AC Review

- SEER Requirements
  - Verify **outdoor unit** meets 15 SEER requirement by referencing Energy Trust of Oregon Qualifying Products List

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the **qualifying products list** and that the total system achieves a minimum 12 EER rating via the **AHRI** website to ensure your installation qualifies.
Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.

---

### Qualifying Central Air Conditioning Outdoor Units

**Residential and Existing Multifamily**

**Effective February 1, 2020**

Models listed below are known to meet the manufacturer-listed minimum 15 SEER requirement and the minimum total system EER of 12 or greater for central air conditioning outdoor units. If you have questions about model eligibility or to verify eligibility of a model not found on this list, please contact us at residential@energytrust.org for single family homes and multifamily@energytrust.org for multifamily residences.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Model Name</th>
<th>Model Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Standard</td>
<td>SILVER 16</td>
<td>4A7A6, 4A7L5</td>
</tr>
<tr>
<td>American Standard</td>
<td>GOLD 17</td>
<td>4A7C7, 4A7A7</td>
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<tr>
<td>American Standard</td>
<td>PLATINUM 18</td>
<td>4A7V8</td>
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<td>American Standard</td>
<td>PLATINUM 20</td>
<td>4A7V0</td>
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<td>Amana</td>
<td>AVXC20</td>
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<tr>
<td>Amana</td>
<td>ASXC18</td>
<td></td>
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<tr>
<td>Amana</td>
<td>ASX18C1</td>
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<tr>
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<td>Bryant</td>
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<td>105A, 116A, 105A</td>
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<td>Bryant</td>
<td>PREFERRED</td>
<td>125B, 126CA, 127A</td>
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<tr>
<td>Bryant</td>
<td>EVOLUTION</td>
<td>186B, 187B, 1876NC, 180C, 180B, 189BNV</td>
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<td>Carrier</td>
<td>COMFORT 15, COMFORT 16</td>
<td>24AAAC5, 24ABC6, 24AAA6</td>
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<td>Carrier</td>
<td>PERFORMANCE 16, PERFORMANCE 17</td>
<td>24APB6, 24ACC6, 24ACB7</td>
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<tr>
<td>Carrier</td>
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<td>24ANB6, 24ANB7, 24VNA9, 24VNAO, 24ANB1</td>
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<tr>
<td>Coleman</td>
<td>LX SERIES</td>
<td>CC, CC7</td>
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<td>Coleman</td>
<td>ECHELON</td>
<td>AC21, AC19</td>
</tr>
<tr>
<td>Daikin</td>
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<tr>
<td>Daikin</td>
<td>DX16TC</td>
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<td>DX17VSS</td>
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<td>DX18TC</td>
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<td>Daikin</td>
<td>DX20VC</td>
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<td>Goodman</td>
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<td>XC25</td>
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<tr>
<td>Payne</td>
<td>PA16NA</td>
<td>PA16NA</td>
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Central AC Review

- EER Requirements
  - Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a **minimum total system Energy Efficiency Rating (EER) of 12 or greater**.

Ask your contractor to verify the outdoor unit can be found on the **qualifying products list** and that the total system achieves a minimum 12 EER rating via the **AHRI** website to ensure your installation qualifies.
Central AC Review

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.
Central AC Review

- In order for a Central AC system to receive an incentive, the entire system listed on AHRI must be installed.
- Essentially, if it’s listed, it needs to be installed.

Certificate of Product Ratings

AHRI Certified Reference Number : 9311647
Date : 10-12-2020
Model Status : Production Stopped

AHRI Type : RCU-A-CB (Split System: Air-Cooled Condensing Unit, Coil with Blower)
Series : 15 SEER AC - HIGH EER
Outdoor Unit Brand Name : CARRIER

- Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*
- Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*
- Furnace Model Number : 59*N*A060V17**14
Central AC Review

- Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.
- These systems are identified as “RCU-A-C”

![Certificate of Product Ratings]

Only the outdoor unit and indoor coil are specified.
Central AC Review

• Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)
  • These systems are identified as “RCU-A-CB”

![Certificate of Product R](image)

The outdoor unit, indoor coil AND furnace/air handler are specified
Central AC Review

• Ensuring Central AC application is completed correctly:

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<td>System must be a qualifying central air conditioner serving most or all of the home. Residences primarily heated with a heat pump do not qualify.</td>
<td>$250</td>
</tr>
</tbody>
</table>

Central Air Conditioner

- **Installed Cost:** $0
- **New heating system installed cost (if applicable):** $0
- **System Capacity (Tons):** 1.0

- **Outdoor Manufacturer:**
- **Outdoor Model:**
- **Indoor Evaporator Coil Manufacturer:**
- **Indoor Evaporator Coil Model:**
- **Furnace/Blower Manufacturer:**
- **Furnace/Blower Model #:**

*Form 320C-HVAC*

To qualify for this incentive, the air conditioner outdoor unit is required to achieve a minimum nominal rating of 15 SEER as stated by manufacturer. For list of known qualifying units, please visit: energytrust.org/central-air-conditioners/

- **Outdoor Unit SEER**
- **Outdoor unit SEER per manufacturer (minimum 15):**
- **Did this central air conditioner replace an existing central air conditioner?** Yes □ No □

- **Outdoor Unit and Coil EER**
- **Outdoor unit and indoor coil EER (per AHRI):**

Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #

Confirm each model listed on the AHRI certificate is included on this application.
Central AC Review

• Still have questions?
  • Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth
Indoor Air Quality

- What does Indoor Air quality mean to attendees?
- How are they seeing this manifest in their work?
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Eastern OR
Eastern OR Agenda

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Requirement Addition:

• Auxiliary heat lockout must be completed on all Heat Pump Conversions

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<tr>
<th>January 1, 2021 – March 31, 2021</th>
<th>April 1, 2021 – December 31, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>$950</td>
<td>$700</td>
</tr>
</tbody>
</table>
## Heat Pump Advanced Control Changes

<table>
<thead>
<tr>
<th>Install Scenario</th>
<th>Qualified?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Pump replacing Heat Pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Adding auxiliary lockout to existing heat pump</td>
<td>Yes</td>
</tr>
<tr>
<td>Heat pump conversion from electric furnace</td>
<td>No</td>
</tr>
</tbody>
</table>

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.
2020 Opportunity and Performance
Windows: Eastern Oregon

- New Windows Tier: $6 in OR

- Majority of 0.24 windows installed in Single Family in Eastern OR

New 0.24 Windows Tier Install Map
Manufactured Homes Heat Pump Promotion

RFQ Open:
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- $2,500 for DHP, $3,000 for HP in Manufactured Homes

Selection Criteria: 2021
- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base
Manufactured Homes Heat Pump Promotion – Eastern Oregon

• 2020 Regional Results
  • 7 DHP
  • 7 HP

• Statewide:
  • 91 DHP
  • 349 HP
Rental Incentives: Single-Family Homes

- Increased Incentives for Single-Family Rentals

- Trade Ally Requirements:
  - Enrolled in Instant Incentives
    - Talk to your account manager to enroll

- Customer Requirements:
  - Non-owner Occupied, single-family rental properties
  - Oregon & Washington
### OR Rental Incentive Amounts: Single-Family

<table>
<thead>
<tr>
<th>Upgrade</th>
<th>Rental Incentive</th>
<th>Incentive Timeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ductless Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Heat Pump</td>
<td>$1,000</td>
<td>2021</td>
</tr>
<tr>
<td>Extended Capacity Heat Pump</td>
<td>$1,650</td>
<td>2021</td>
</tr>
<tr>
<td>Gas Furnace</td>
<td>$550-$1,000</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Heat Pump Water Heater</td>
<td>$270</td>
<td>2021</td>
</tr>
<tr>
<td>Smart Thermostat</td>
<td>$100</td>
<td>2021</td>
</tr>
<tr>
<td>Attic Insulation</td>
<td>$0.50-$1.25 per square foot</td>
<td>Bonus through: March 31, 2021</td>
</tr>
<tr>
<td>Wall Insulation</td>
<td>$0.50 per square foot</td>
<td>2021</td>
</tr>
<tr>
<td>Floor Insulation</td>
<td>$0.40 per square foot</td>
<td>2021</td>
</tr>
</tbody>
</table>

*Incentive availability and timeline subject to change*
Eastern Oregon Single-Family Rental Incentives

- Eastern OR Single-Family Rentals: ~5,000
- Single-Family Rental Projects: 39
DHP in Rentals Promo

• RFQ Open: October 16, 2020 - EO 2021
  • $1,750 - $2,000 DHP Incentive
  • Non-Owner-Occupied Rentals
  • Single-Family Rentals and Small Multifamily Rentals
  • Price Capped offering; customer out of pocket cost max $2,500

• Requirements
  • Home Retrofit or Multifamily Trade Ally
  • Enrolled in Home Retrofit Instant Incentives
  • Meet Program 9 HSPF Requirements per AHRI
  • Meet price caps

• 2020 participants will need to reapply via the 2021 RFQ.
Multifamily Market Update
Expanding participation in small multifamily

• Opportunity identified in small multifamily
  • duplex, triplex, fourplex
  • Doubled participation from 2017-2020
    • 10% to 20% served

• Offerings tailored for small multifamily
  • DHP Rental Promotion
  • $1,000 bonus DHP incentive
  • Up to $1.25/sq. ft. insulation
  • $1,000 gas furnace

• Targeting rural areas
Multifamily participation trends

Percentage of total eligible multifamily market served by market type from 2017-2020
Multifamily participation trends

Percentage of total eligible multifamily market served by property size from 2017-2020
Multifamily participation trends

Percentage of total eligible multifamily market served by region from 2017-2020
Multifamily Market Snapshot

• Increasing number of tenants not able to pay rent

• New multifamily construction slowing

• Vacancies expected to rise next year as eviction protections expire

• Assisted living retrofit market limited
Oregon COVID Response

• Changes to Eviction Moratoria
  • Eviction protection for tenants
• Executive Order extends "Emergency Period"
  • Eviction protection through December 31st
• Tenants have until March 31st, 2021 to pay off the debts from April 1st to September 31st
• Multnomah county has specific guidelines
Portland Only – Residential Infill Project Approval

- City Council approved in August 2020

- Zoning reform for Portland’s residential neighborhoods

- Opens door for more housing options
  - Single family lots converted to multifamily
  - Four to six dwelling units per lot
  - Six dwellings allowed if half are affordable housing
Covid impacts on the new homes industry

- Supply shortages
  - Air conditioning units
  - Lighting fixtures
  - Appliances
- Lumber price increases
- Skilled labor shortage
- Construction delays due to staggered trades
- Building industry slowly getting back to business as usual
- Low interest rates are creating higher demand
Available cash incentives in Oregon (2021)

- $1,123 - $5,223 cash incentives to help builders move beyond code
- $750 net zero incentive
- $300 - $1,889 verification incentive
- $250 affordable housing verification incentive
- $200 solar ready incentive
- $200 energy smart homes incentive
- Varying incentives with solar installs
- Varying incentives for early design and solar design assistance
Early design assistance (EDA) meetings are your first concrete step!

“90% of your energy decisions are made before a hammer hits a nail” – John Tooley

EDA = Pre-construction meeting for design review with builder, verifier, verifier account manager and subcontractors

Opportunity to:
- Maximize energy efficiency and EPS incentives
- Strengthen communication between subcontractors
- Integrate solar/solar ready into the design
Additional Offerings in 2020

In 2020, builders that are part of Energy Trust of Oregon’s EPS New Construction offering can take their new homes to the next level with two new incentive packages:

1. **Net Zero Homes**: Include an installed solar PV system that can offset a home’s entire electric load

2. **Energy Smart Homes**: Include appliances and equipment that are smart grid interactive, making it possible for customers to participate in utility programs designed to lower energy usage during peak periods—now or in the future
Central AC AHRI Review
Central AC Review

• Central Air Conditioner qualifications review
  • How to verify SEER compliance using Qualifying Products List (QPL)
  • How to verify EER compliance using AHRI
  • Ensuring application is accurate and complete

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Incentive</th>
<th>Requirements</th>
</tr>
</thead>
</table>
| Central air conditioner | $250     | Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater. Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.
Central AC Review

• SEER Requirements
  • Verify *outdoor unit* meets 15 SEER requirement by referencing Energy Trust of Oregon Qualifying Products List

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater.

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.
Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.
Central AC Review

- EER Requirements
  - Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

![Requirements]

- Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

  Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.
Central AC Review

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.
Central AC Review

• In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.
• Essentially, if it’s listed, it needs to be installed
Central AC Review

• Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.

• These systems are identified as “RCU-A-C”

Only the outdoor unit and indoor coil are specified.
Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)

These systems are identified as “RCU-A-CB”
### Central AC Review

- Ensuring Central AC application is completed correctly:

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Field</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Qualifying Central Air Conditioner</td>
<td>Selection</td>
<td>System must be a qualifying central air conditioner serving most or all of the home. Residences primarily heated with a heat pump do not qualify.</td>
</tr>
<tr>
<td>Central Air Conditioner Installed Cost</td>
<td>Currency</td>
<td></td>
</tr>
<tr>
<td>New heating system installed cost (if applicable)</td>
<td>Currency</td>
<td></td>
</tr>
<tr>
<td>System Capacity (Tons)</td>
<td>Text</td>
<td></td>
</tr>
<tr>
<td>Outdoor Manufacturer</td>
<td>Text</td>
<td></td>
</tr>
<tr>
<td>Indoor Evaporator Coil Manufacturer</td>
<td>Text</td>
<td></td>
</tr>
<tr>
<td>Furnace/Blower Manufacturer</td>
<td>Text</td>
<td></td>
</tr>
<tr>
<td>Outdoor Model</td>
<td>Text</td>
<td></td>
</tr>
<tr>
<td>Indoor Evaporator Coil Model</td>
<td>Text</td>
<td></td>
</tr>
<tr>
<td>Furnace/Blower Model</td>
<td>Text</td>
<td></td>
</tr>
</tbody>
</table>

- Confirm each model listed on the AHRI certificate is included on this application.
- Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #
Central AC Review

• Still have questions?
  • Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth
Indoor Air Quality

• What does Indoor Air quality mean to attendees?
• How are they seeing this manifest in their work?
Extra slides
Thank you

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Kate Wellington
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