Energy Trust Highlights
Spring Trade Ally Forums
April 2018
2017 Accomplishments: Statewide

- 64.3 aMW saved
  - Most savings to date

- 6.8 million annual therms saved
  - Ties most savings to date

- 4.42 aMW renewable energy generated

- $102 million+ incentives paid

- 56,000 sites served
2017 Accomplishments: Umatilla County

$1.1M incentives paid

383 total sites served

4.4M kWh saved

92K therms saved
2017 Accomplishments: Union, Baker, Wallowa Counties

- $139K incentives paid
- 148 total sites served
- 447K kWh saved
- 10K therms saved
2018: What’s Ahead

• New-and-improved Find-a-Contractor tool

• Trade ally survey

• Increased awareness and participation in Eastern Oregon
Growth Areas

• Small business sector
  • Small sites = >20,000 sq. ft.
  • 32 percent have worked with Energy Trust
  • 70 percent of small sites unserved

• Large business sector
  • 30 percent remaining market share

• Medium business sector
  • 46 percent remaining market share
Tom Beverly
Trade Ally Manager,
Energy Trust of Oregon
Multifamily Prescriptive Incentive Trends

1,804 prescriptive projects in 2017
$1.7M prescriptive incentives paid
2017 Existing Multifamily Savings

Prescriptive Electric Savings

- Appliances: 87,648 kWh
- Water Heaters: 109,785 kWh
- Insulation: 168,357 kWh
- Windows: 1,369,178 kWh
- HVAC: 2,371,803 kWh

Total: 16,052,407 kWh

Prescriptive Gas Savings

- Insulation: 1,834 therms
- Appliances: 2,073 therms
- Windows: 5,730 therms
- HVAC: 8,250 therms
- Water Heaters: 13,774 therms
- Boilers: 80,190 therms

Total: 181,642 therms

2017 Electric Savings by Track

- Lighting: 39%
- Direct Install: 33%
- Prescriptive: 25%
- Custom: 3%

Total: 16,052,407 kWh

2017 Gas Savings by Track

- Prescriptive: 62%
- Direct Install: 24%
- Custom: 14%

Total: 181,642 therms
2018 Priorities
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• **Expand** participation across all territories served by Energy Trust

• **Enhance** relationships with trade allies, distributors and manufacturers

• **Optimize** program offerings to provide actionable services to participants and trade allies

• **Utilize** data driven tools to identify areas of targeted outreach

• **Seek** new savings opportunities by conducting field tests and pilots
Thank you
Dan St. Germain
Existing Multifamily Energy Advisor
Eastern Oregon

- Opportunity for growth
- Avista gas territory adopted in 2017
- Additional services for multifamily properties
- Feedback from regional stakeholders
2017 Residential Home Retrofit & EPS™ New Construction
2017 Home Retrofit Drivers: Electric

- 2015:
  - HVAC: 74%
  - Water heating: 6%
  - Weatherization: 12%
  - Windows: 7%

- 2016:
  - HVAC: 73%
  - Water heating: 4%
  - Weatherization: 16%
  - Windows: 7%

- 2017:
  - HVAC: 74%
  - Water heating: 9%
  - Weatherization: 10%
  - Windows: 7%
2017 Drivers: Gas

- **2015**
  - Gas fireplace: 35%
  - HVAC: 15%
  - Weatherization: 17%
  - Windows: 30%

- **2016**
  - Gas fireplace: 23%
  - Gas fireplace ignition: 17%
  - HVAC: 19%
  - Weatherization: 10%
  - Windows: 30%

- **2017**
  - Gas fireplace: 16%
  - Gas fireplace ignition: 24%
  - HVAC: 27%
  - Weatherization: 7%
  - Windows: 25%
EPS Market Share

- 2015: 2,521
- 2016: 3,335
- 2017: 3,096

Market share:
- 2015: 10%
- 2016: 15%
- 2017: 20%
Eastern Oregon Trends
Home Retrofit – Eastern Oregon (projects)
Home Retrofit – Eastern Oregon (incentives)

**Eastern Elec. Incentive**
- Ductless heat pump: $11,000
- Heat pump upgrade
- Windows
- Insulation
- Heat pump replacement
- Air sealing

**Eastern Gas Incentive**
- Gas furnace: $8,000
- Windows
- Insulation
- Gas fireplace

**Graphs showing incentive amounts for various home retrofit projects.**
Home Retrofit – Eastern Oregon (savings)

**Eastern OR Elec. Measures**
- Ductless heat pump: 40,000 kWh
- Heat pump upgrade: 10,000 kWh
- Insulation: 5,000 kWh
- Heat pump replacement: 3,000 kWh
- Windows: 2,000 kWh
- Heat pump commissioning: 1,000 kWh

**Eastern OR Gas Measures**
- Gas furnace: 1,600 therms
- Windows: 800 therms
- Insulation: 600 therms
- Gas fireplace: 300 therms
- Thermostat: 200 therms
2018 Priorities
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• Expand Participation
  • Targeted Marketing
• New Opportunities: Manufactured Homes
• Efficient Controls
• Supply-Chain Offerings