



Spring Trade Ally Forums
April 2018



EnergyTrust

of Oregon



Energy Trust Highlights Spring Trade Ally Forums April 2018



2017 Accomplishments: Statewide

 **64.3 aMW saved**
Most savings to date



\$102 million+
incentives paid

**6.8 million
annual therms
saved**



Ties most savings to date



**56,000 sites
served**



**4.42 aMW
renewable energy
generated**

2017 Accomplishments: Umatilla County



\$1.1M incentives paid



383 total sites served



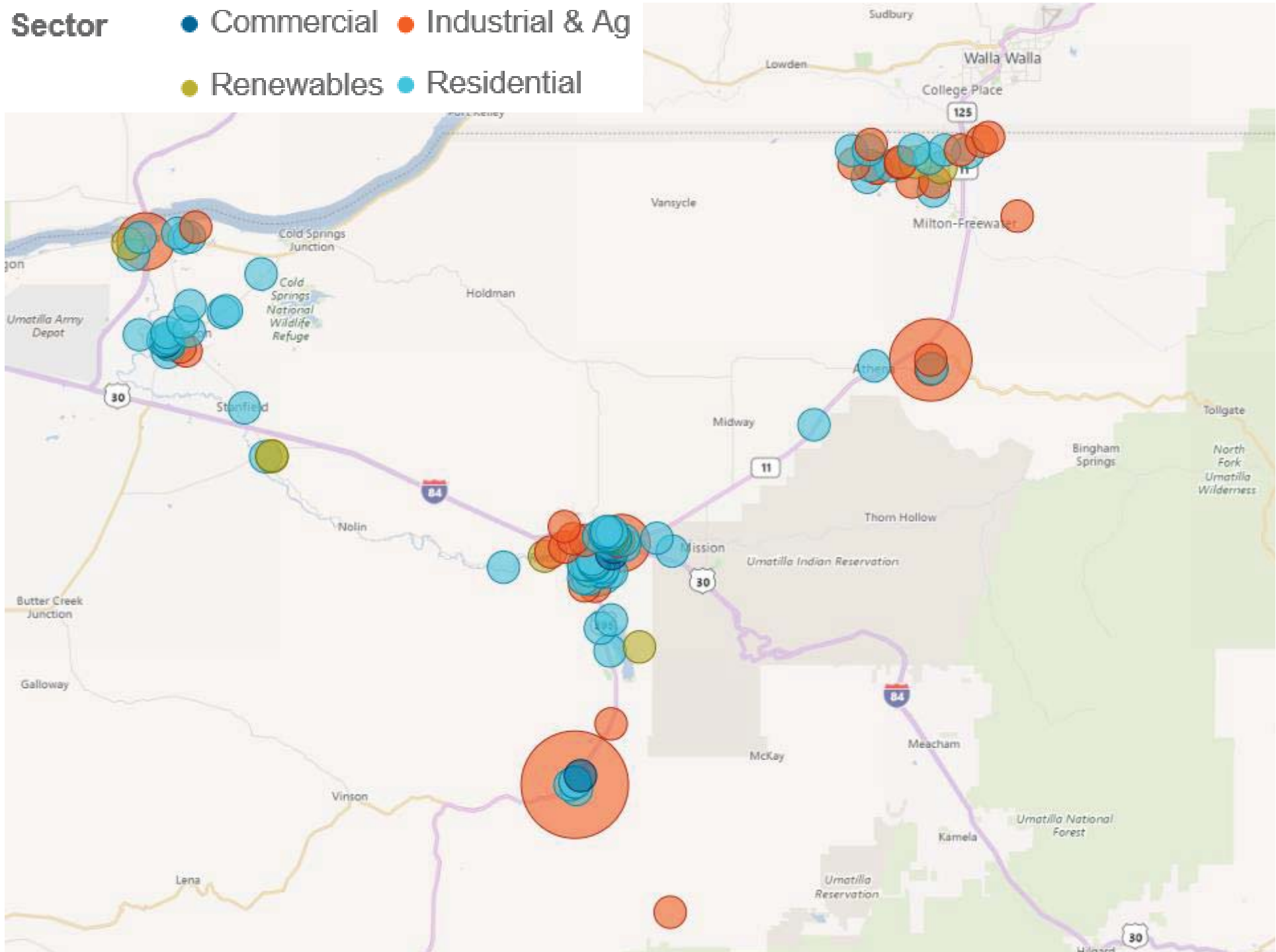
4.4M kWh saved



92K therms saved

Sector

- Commercial
- Industrial & Ag
- Renewables
- Residential



2017 Accomplishments: Union, Baker, Wallowa Counties



\$139K incentives paid



148 total sites served



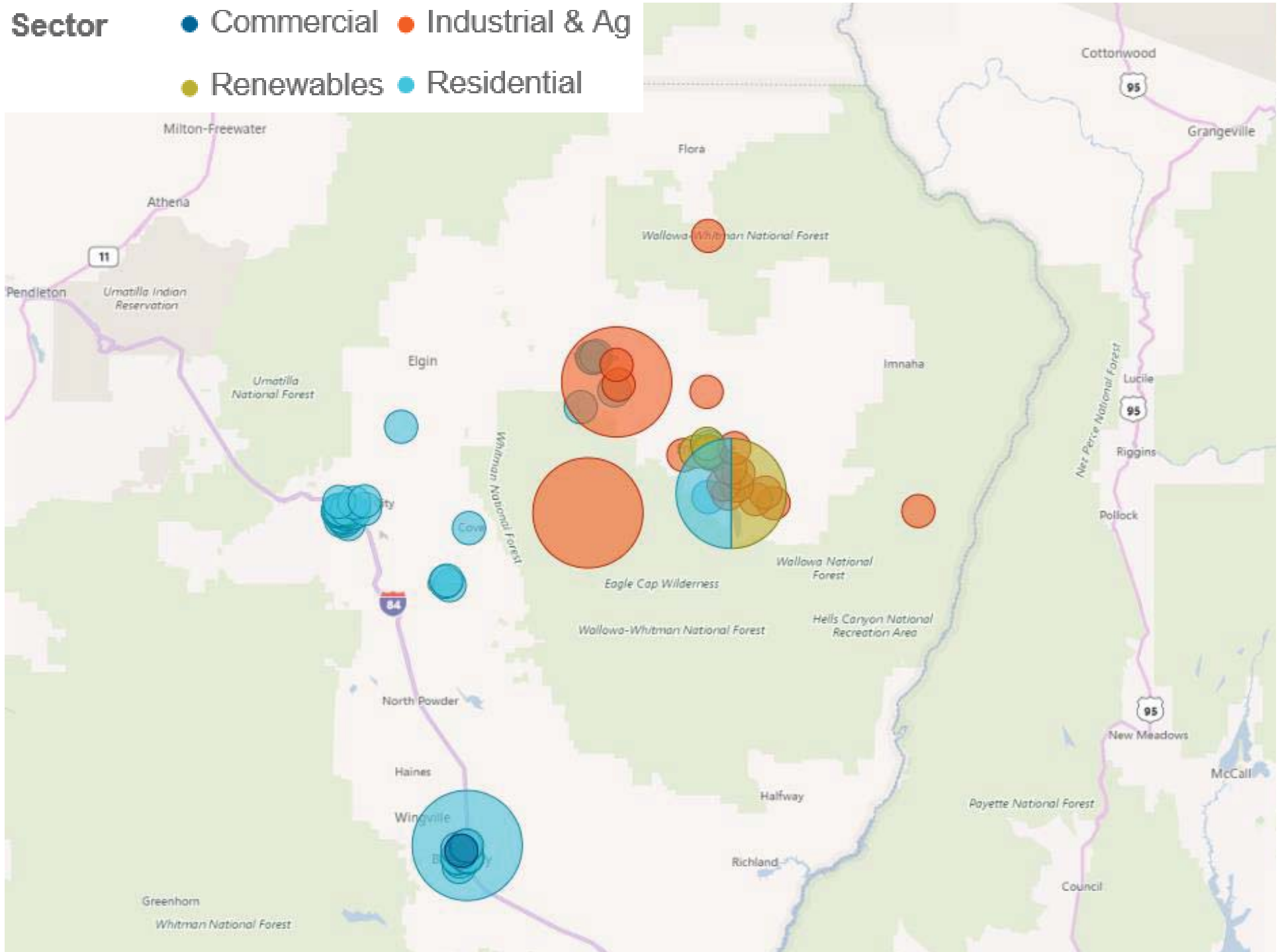
447K kWh saved



10K therms saved

Sector

- Commercial
- Industrial & Ag
- Renewables
- Residential



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





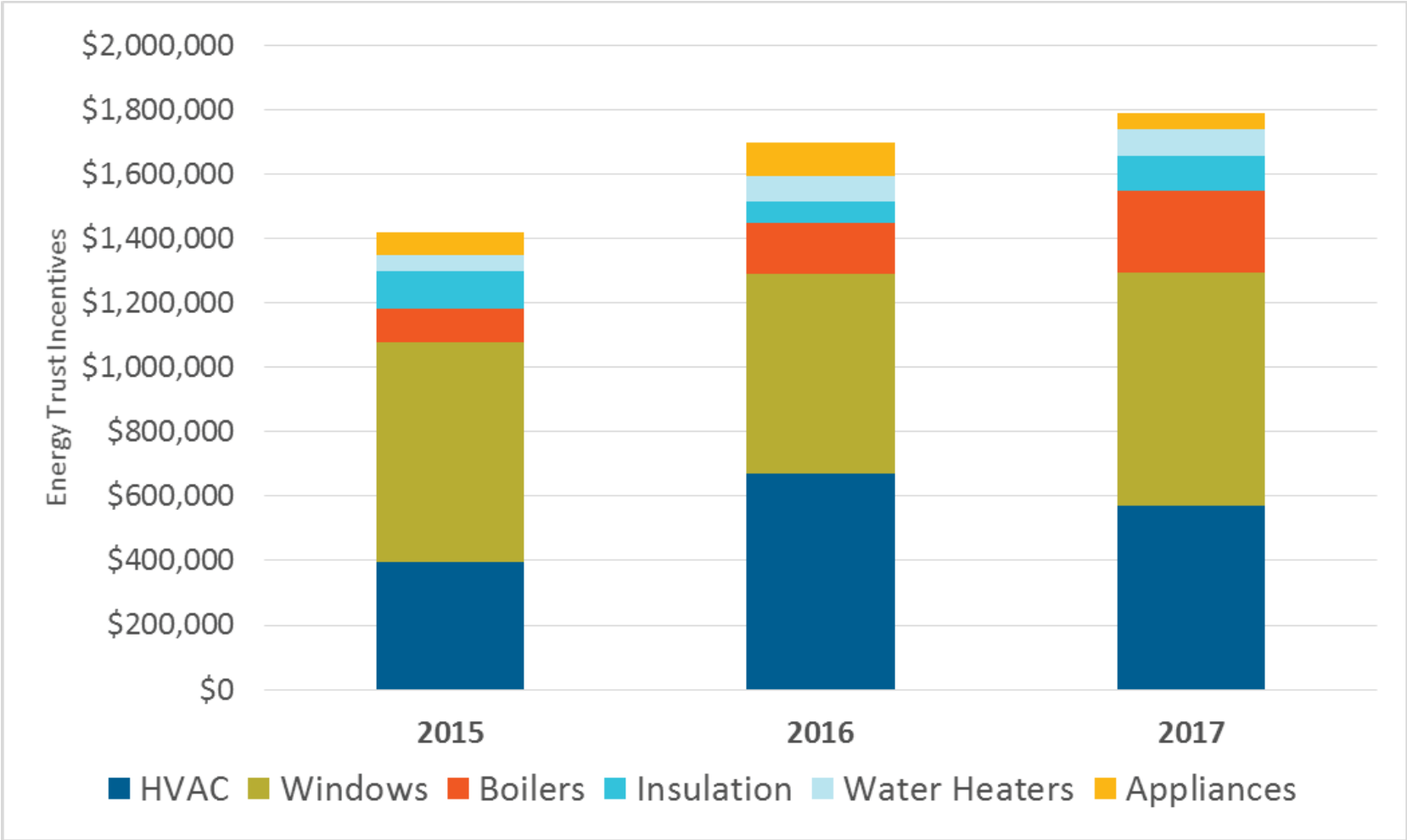
Existing Multifamily Program

Trade Ally Forums

April 2018



Multifamily Prescriptive Incentive Trends

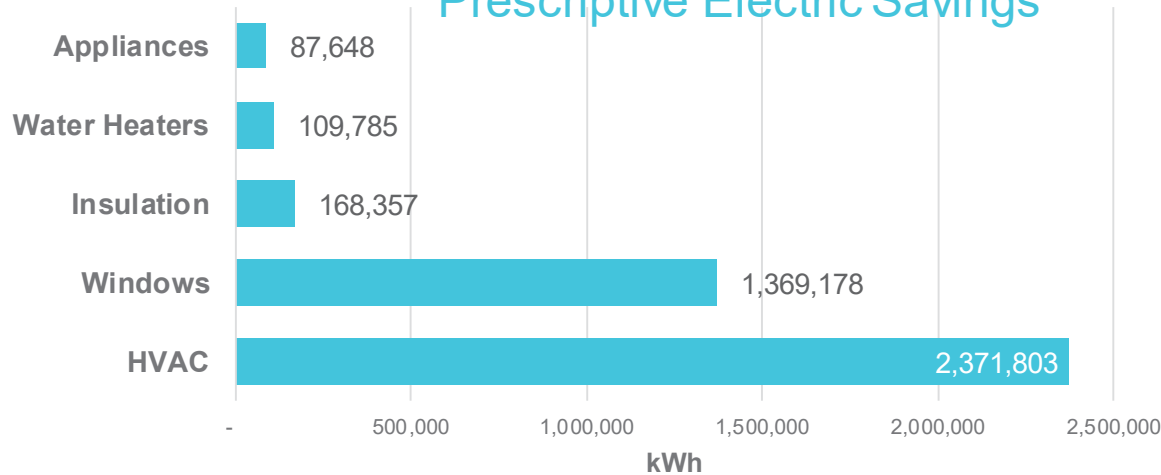


1,804 prescriptive projects in 2017
\$1.7M prescriptive incentives paid

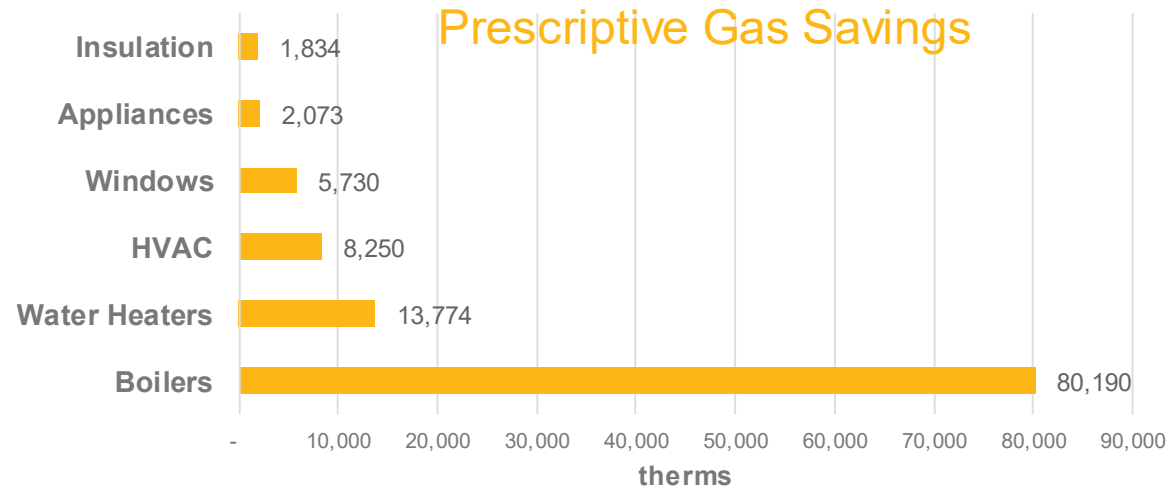


2017 Existing Multifamily Savings

Prescriptive Electric Savings



Prescriptive Gas Savings



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

2018 Priorities

- **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



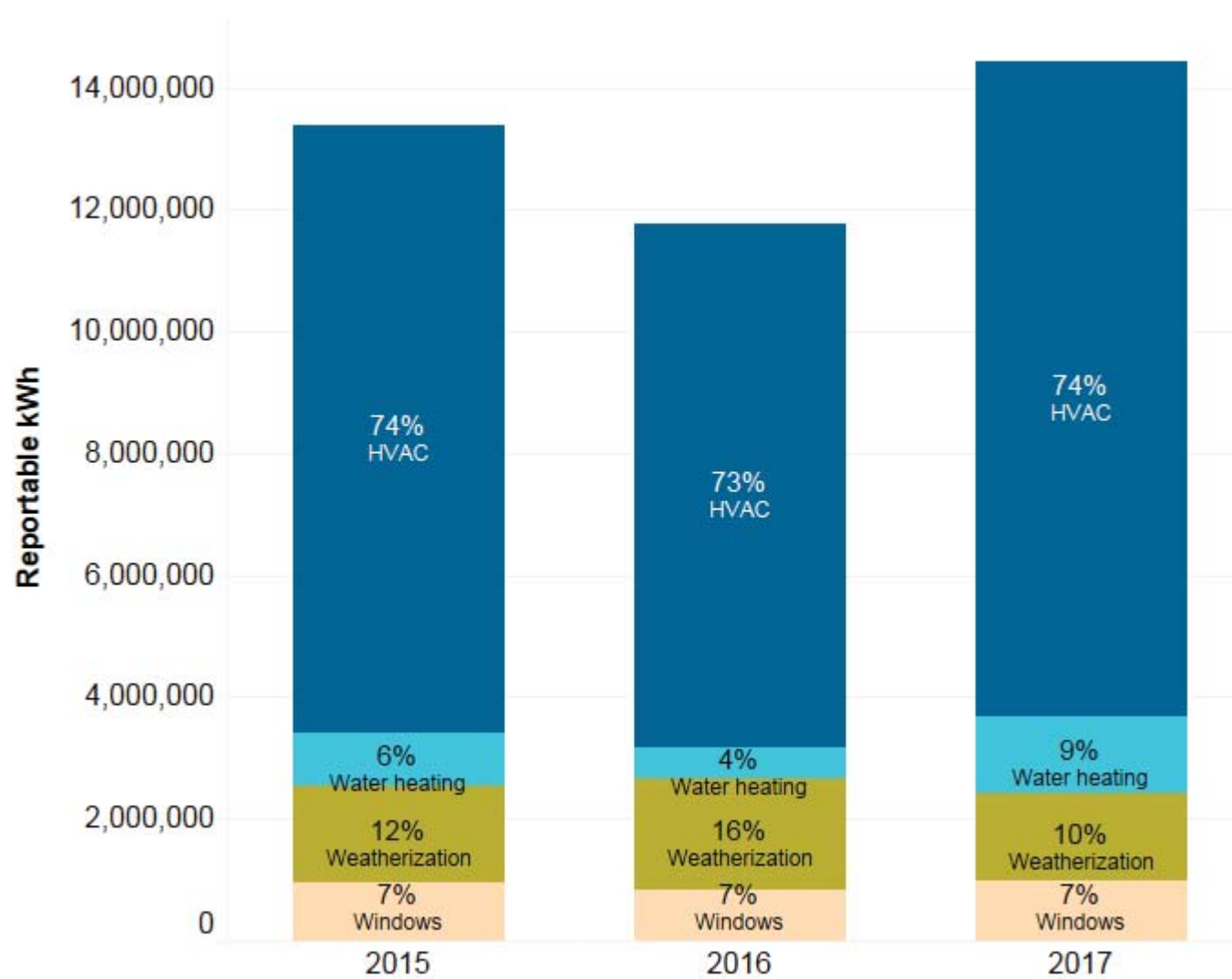
Eastern Oregon

- Opportunity for growth
- Avista gas territory adopted in 2017
- Additional services for multifamily properties
- Feedback from regional stakeholders

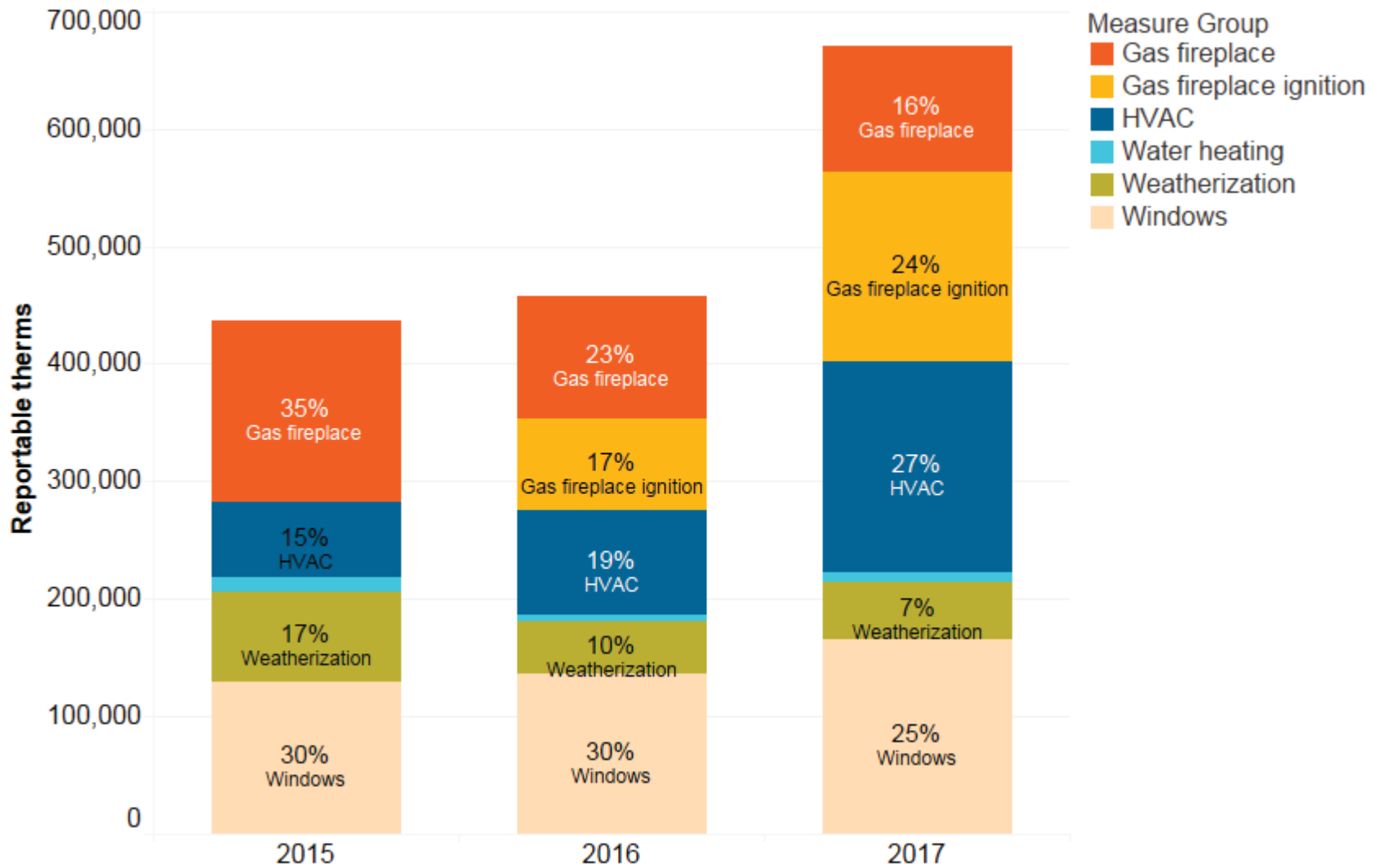


2017 Residential Home Retrofit & EPS™ New Construction

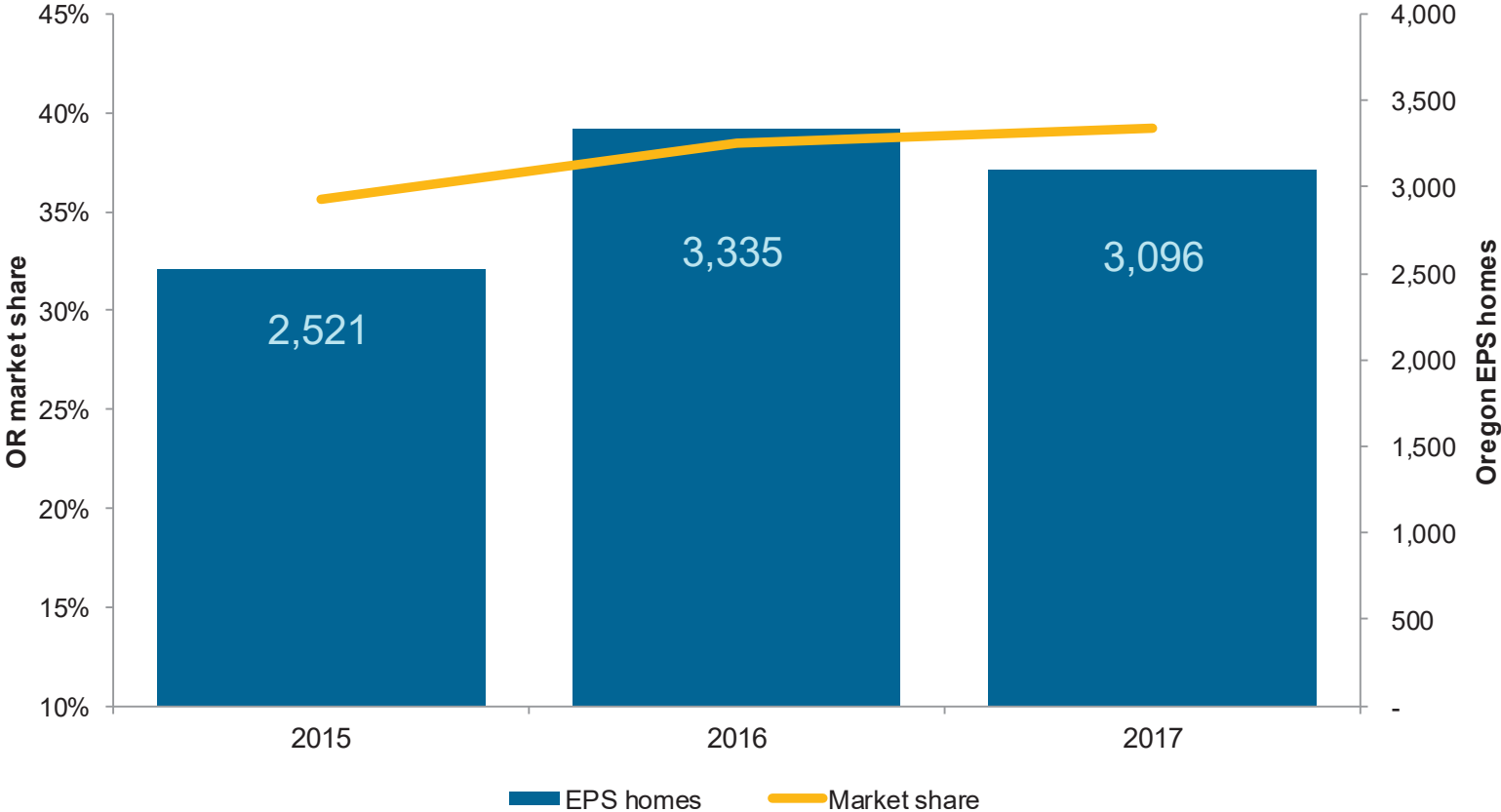
2017 Home Retrofit Drivers: Electric



2017 Drivers: Gas



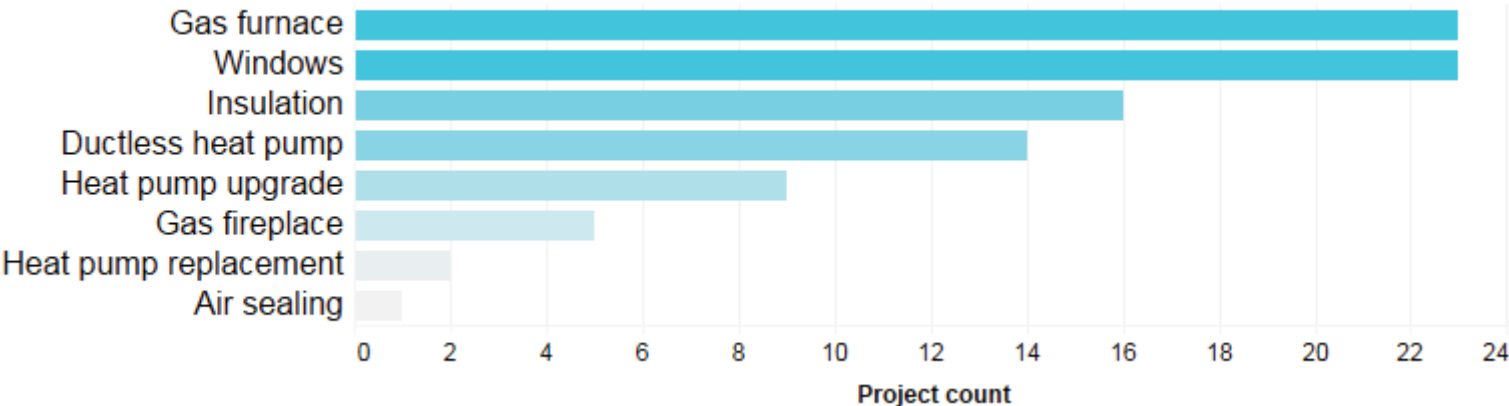
EPS Market Share



Eastern Oregon Trends

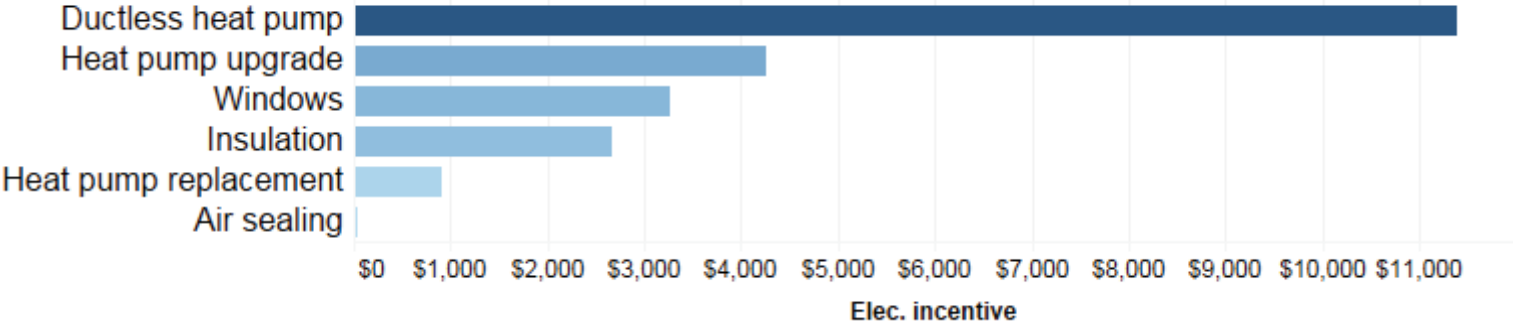
Home Retrofit – Eastern Oregon (projects)

Eastern OR Projects

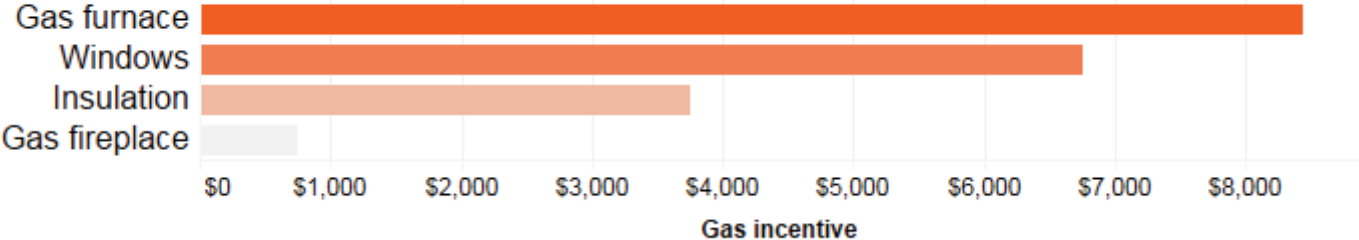


Home Retrofit – Eastern Oregon (incentives)

Eastern Elec. Incentive

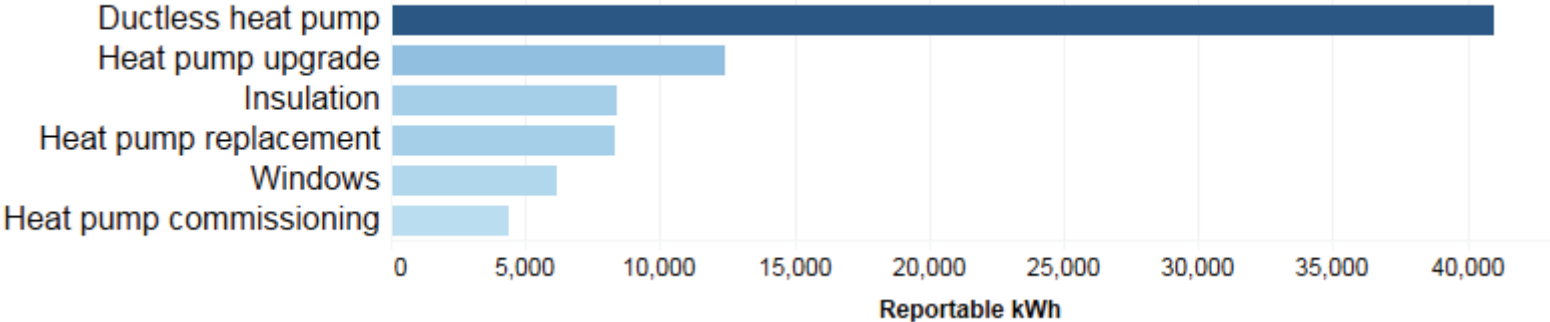


Eastern Gas Incentive

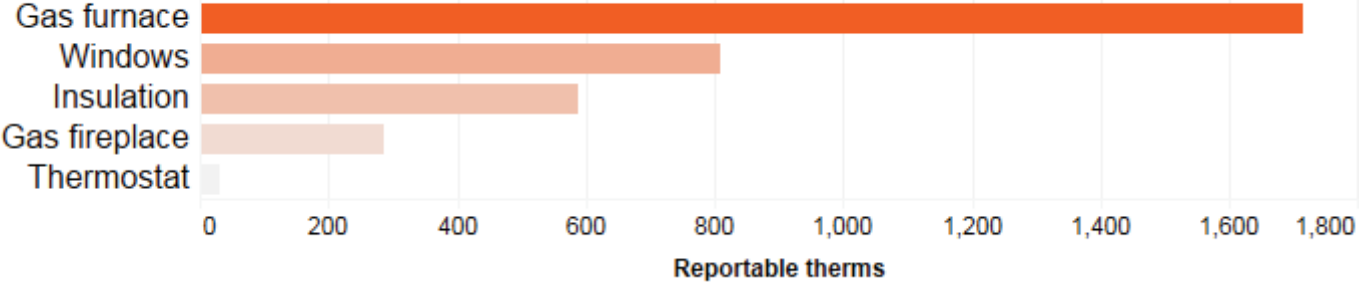


Home Retrofit – Eastern Oregon (savings)

Eastern OR Elec. Measures



Eastern OR Gas Measures



2018 Priorities

2018 Priorities

- Expand Participation
 - Targeted Marketing
 - New Opportunities: Manufactured Homes
 - Efficient Controls
 - Supply-Chain Offerings

