



Fall Trade Ally Forum

October 28, 2021



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 Introductions |
| 8:40 – 9:15 | Incentive Changes and Program Updates |
| 9:15 – 10:00 | Breakout Sessions |
| 10:00 – 11:00 | Sizing Air Conditioning in the New Northwest –
CEU credit (optional) |

Agenda

Breakout Sessions (9:15 – 10:00)

- Incentives for Manufactured Homes
- Challenges and Opportunities in a Volatile Rental Market
- The Trade Ally Network and You
- Customer On-Bill Repayment – How and Why?
- Energy Trust Solar Program – What to Expect in 2022
- Residential Code Updates – How to Earn More Incentives Now

Zoom Tips



The screenshot shows a Zoom meeting window with the following details:

- Talking:** [Empty field]
- Meeting Topic:** My Meeting
- Host:** Hannah Cruz
- Invite Link:** <https://zoom.us/j/99671727239>
[Copy URL](#)
- Participant ID:** 166044

Below the meeting details are three main action buttons:

- Join Audio:** Computer Audio Connected
- Share Screen**
- Invite Others**

The bottom toolbar contains the following controls from left to right:

- Unmute:** This button is circled in yellow. It shows a microphone icon with a red slash through it, indicating the user is currently muted.
- Start Video:** Shows a video camera icon with a red slash through it, indicating video is off.
- Security**
- Participants** (1)
- Polls**
- Chat**
- Share Screen** (highlighted in green)
- Record**
- Breakout Rooms**
- End** (red button)

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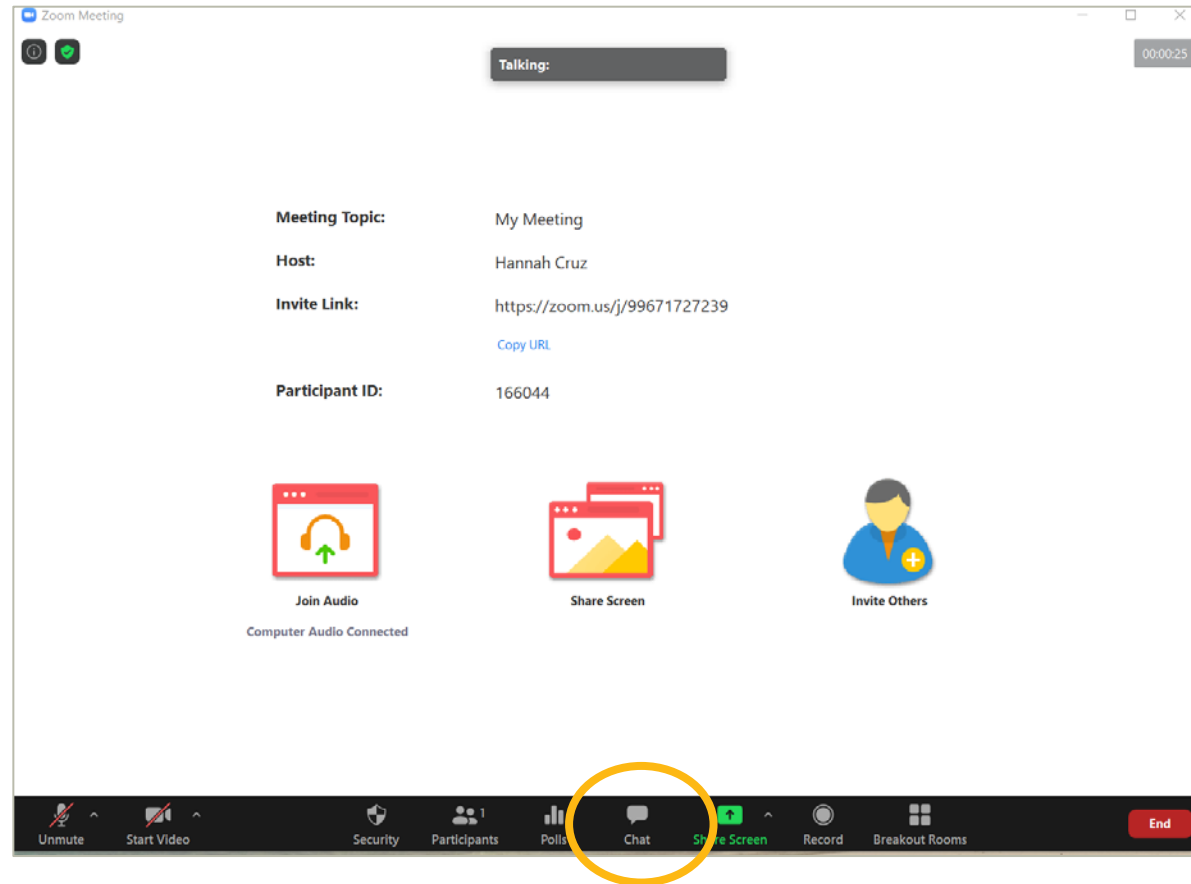
The bottom toolbar contains the following controls from left to right:

- Unmute (muted)
- Start Video** (circled in yellow)
- Security
- Participants (1)
- Polls
- Chat
- Share Screen (active)
- Record
- Breakout Rooms
- End

Zoom Tips



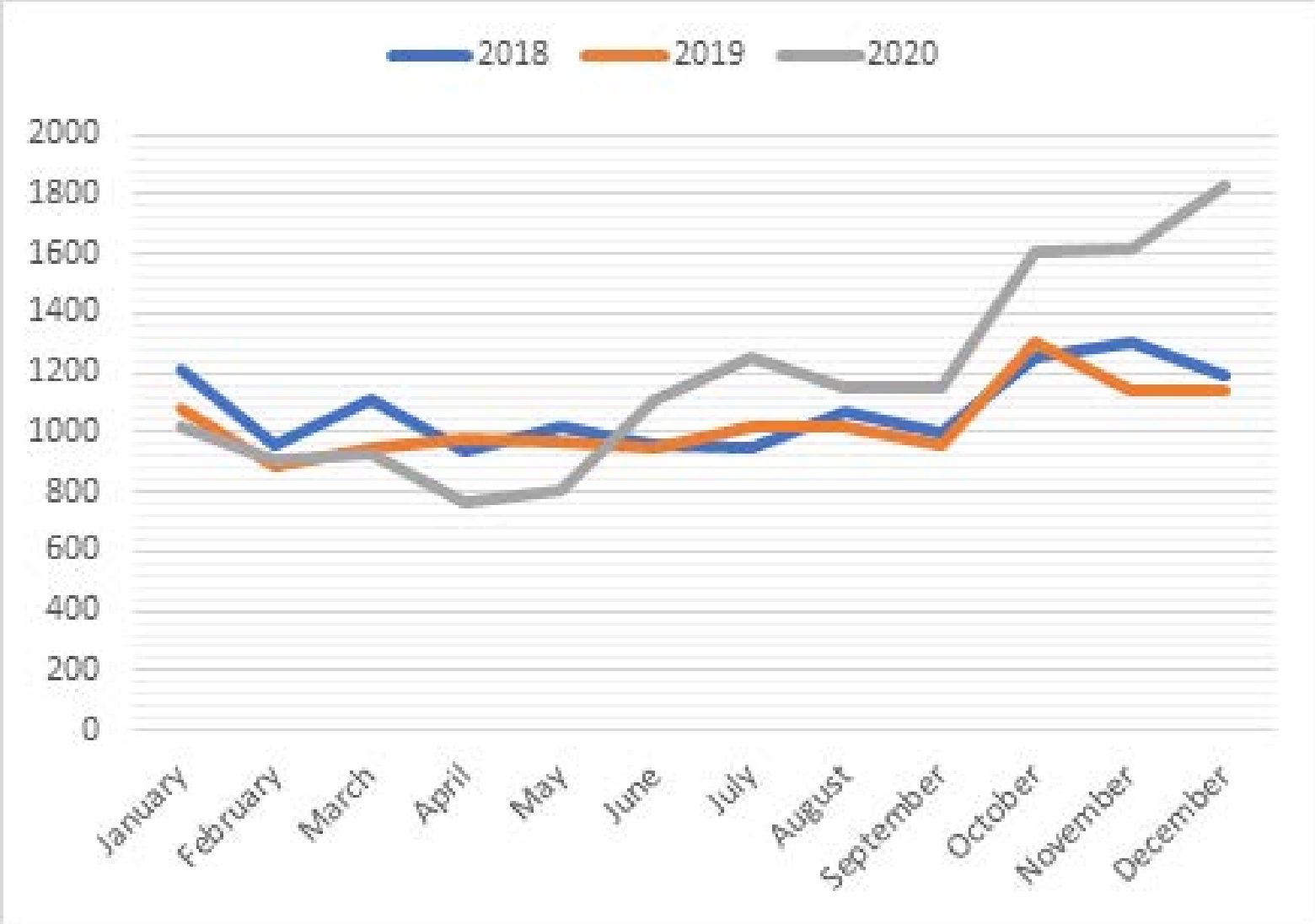
Send chats to Everyone, or to a meeting host or co-host



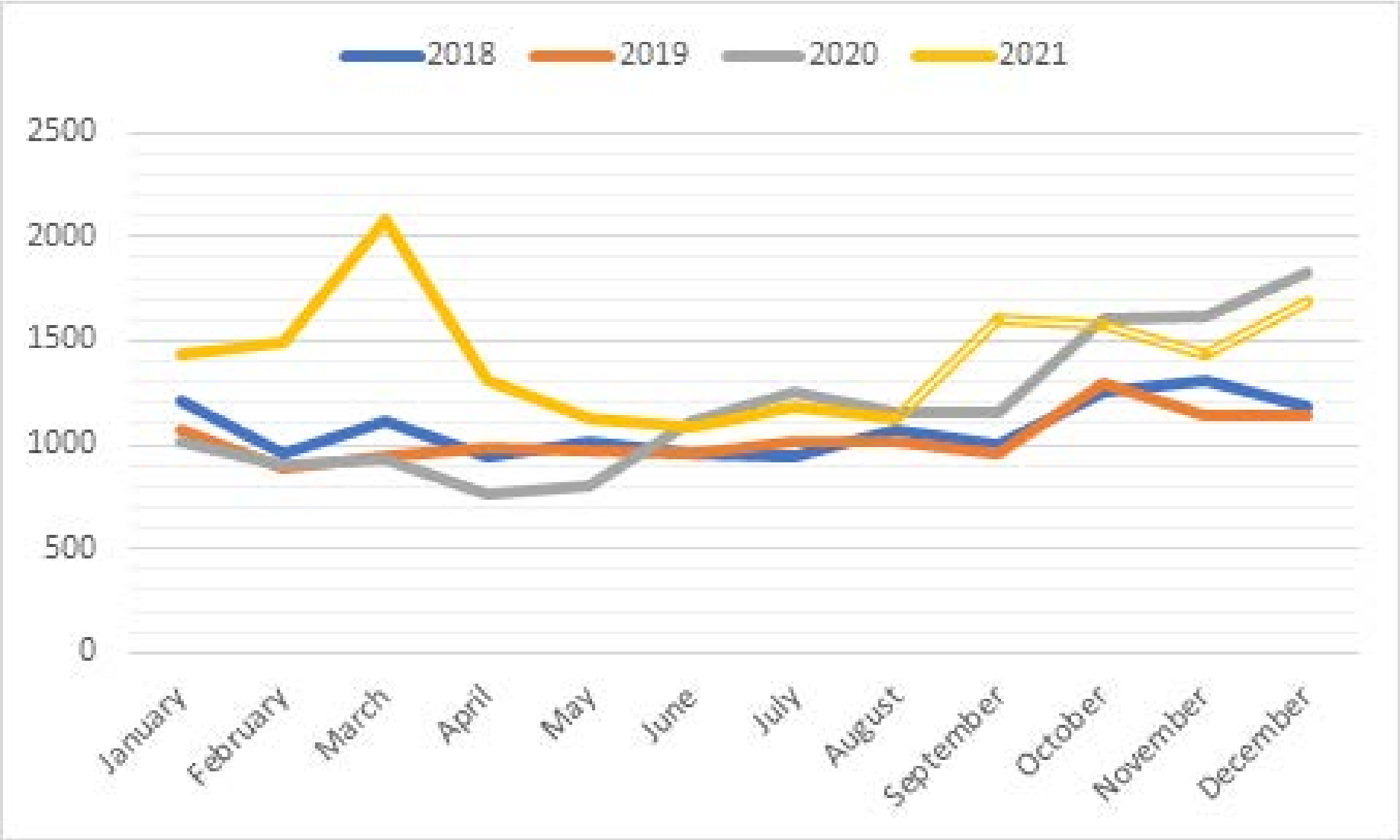


2021 TA Forum Main Stage v1

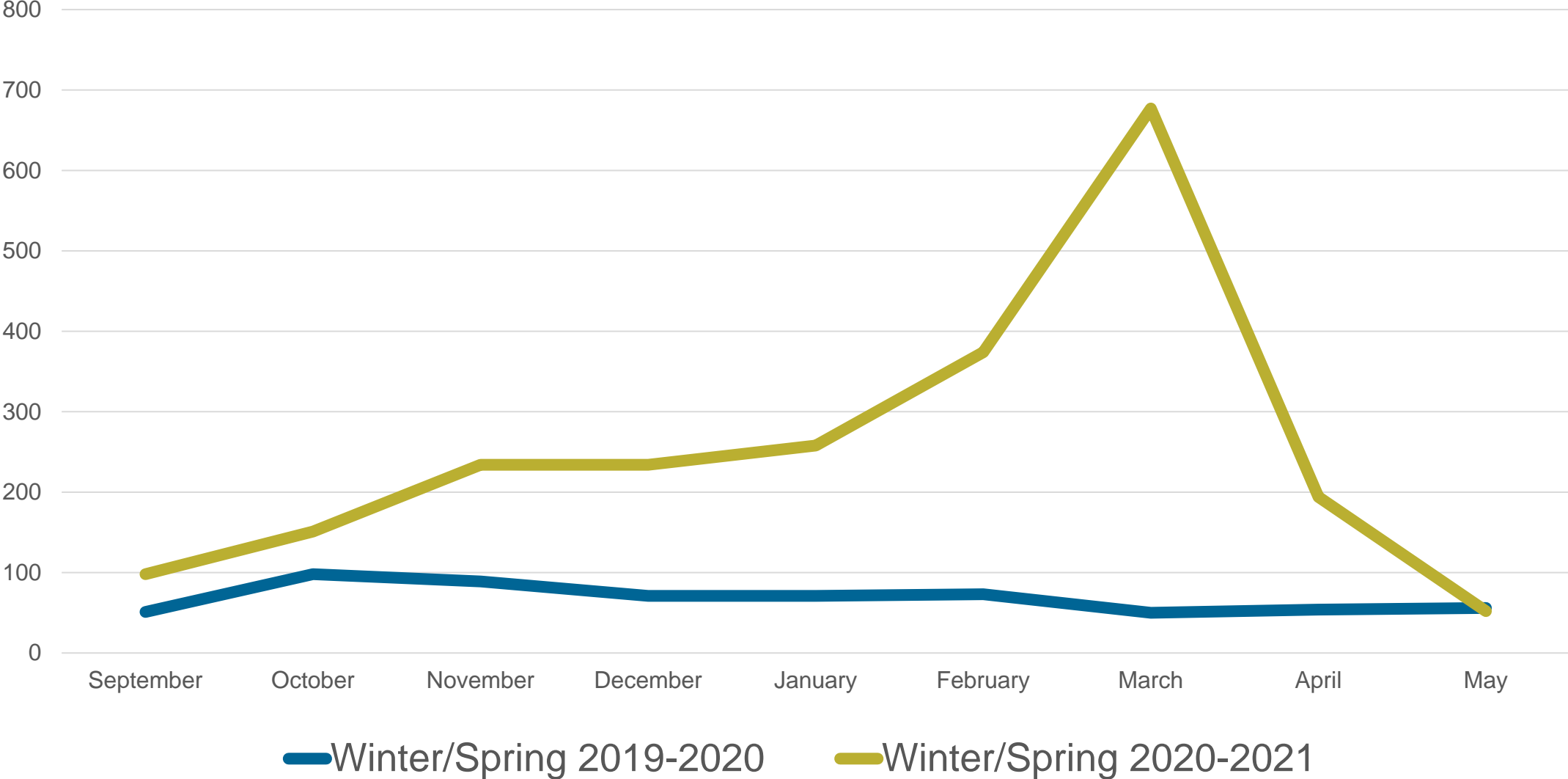
Residential Program Trends 2018 - 2020



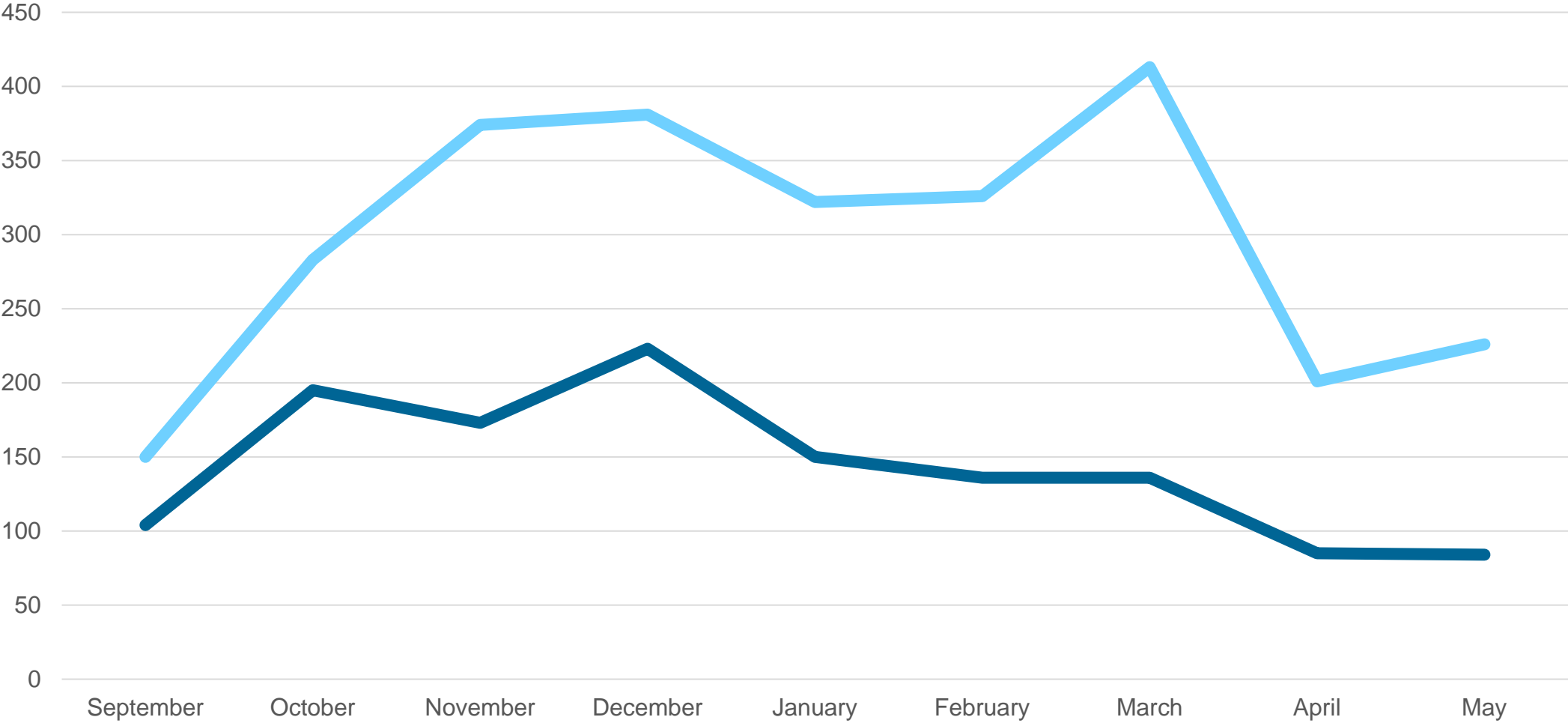
Residential Project Installation Trends 2018 – YTD 2021



Ceiling Insulation Bonus

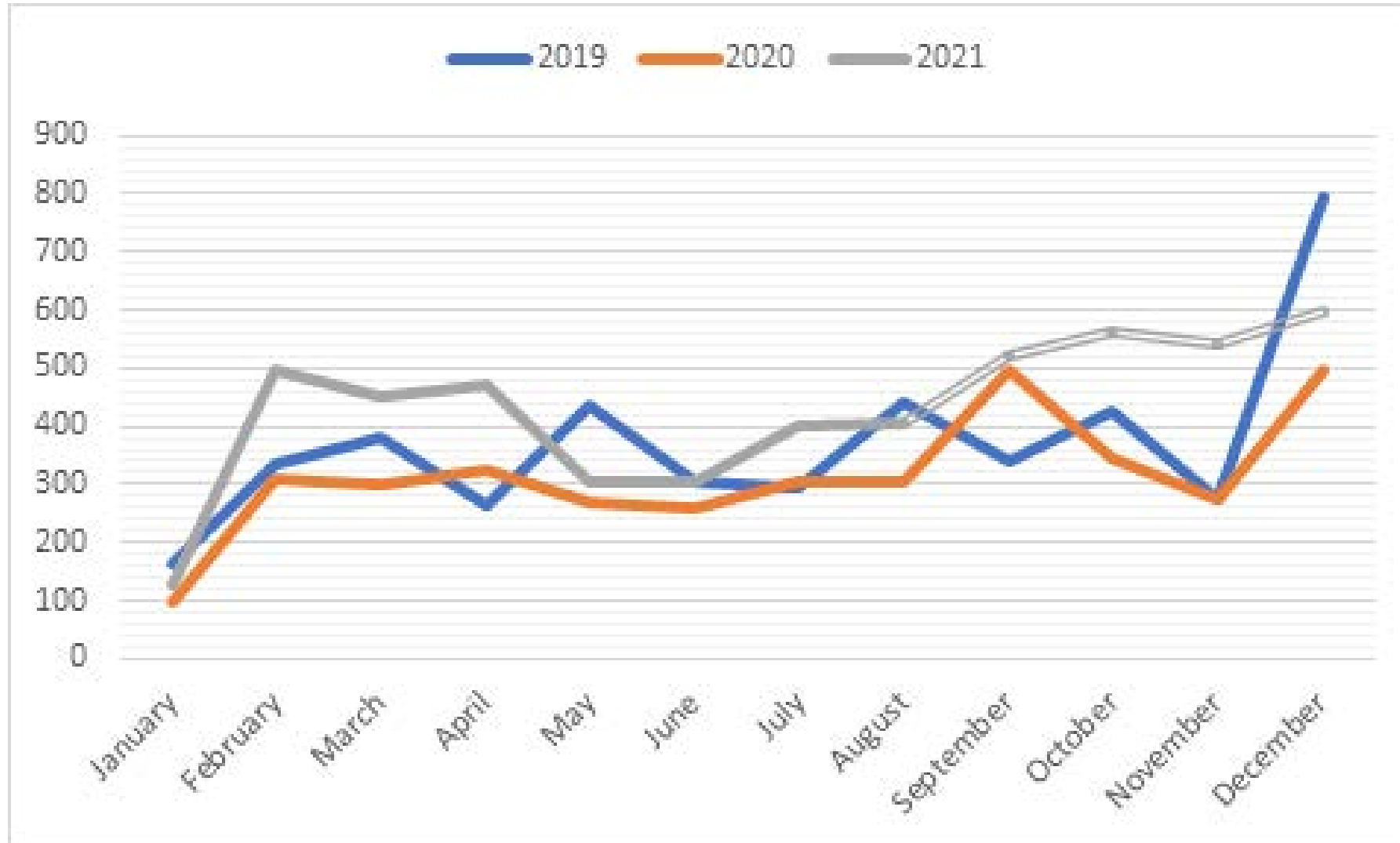


Gas Furnace Bonus



— Winter/Spring 2019-2020 — Winter/Spring 2020-2021

Windows Projects



Incentive Changes

- Central Air Conditioning - Now two incentive tiers

Ductless Heat Pump Cost Effectiveness Exception Request

- Requested cost effectiveness exception from OPUC for ductless heat pumps installed in homes to replace zonal electric heat

2022 Home Retrofit Incentive Changes: Central AC

Upgrade	Changes to Requirements	2021 Incentive	2022 Incentive
Central Air Conditioning (SEER 15, EER 12)	Minimum system Seasonal Energy Efficiency Rating (SEER) of 15, and a minimum system Energy Efficiency Rating (EER) of 12 or greater	\$250	\$100
Central Air Conditioning (SEER 16+, EER 12)	Minimum system Seasonal Energy Efficiency Rating (SEER) of 16 or greater and a minimum system Energy Efficiency Rating (EER) of 12 or greater	N/A	\$250

2022 Existing Multifamily Incentive Changes

Measure	Details	2021 Incentive	2022 Incentive
Commercial Condensing Tankless Water Heater >200 kBtu	Discontinued for Existing Multifamily in Oregon starting 2022	\$1.50 per kBtuh	\$1.50 per kBtuh in WA only
Hydronic Heating Circulator Pumps	No change in requirements	\$100-\$300 for single speed; \$150-\$750 for variable speed	\$200-\$300 for single speed; \$300-\$750 for variable speed
Multifamily Steam Traps	Must replace a failed, open existing steam trap; repairs no longer eligible	\$100 per trap	\$100 per trap
Residential Gas Storage Water Heater	No change in requirements	\$150 per unit	\$100 per unit
Central AC	Requirement and incentive tier change	\$250 for 15 SEER	\$100 for 15 SEER; \$250 for 16 SEER

2022 Existing Multifamily Incentive Changes

Measure	Details	2021 Incentive	2022 Incentive
NEW Garage Exhaust Ventilation Controls	New measure; see 2022 program materials for details	N/A	\$0.10-\$0.50 per CFM
Food service equipment	Changes in availability due to code changes; see 2022 program materials for details	Varies	Varies
Commercial Dishwashers	Some types of dishwashers will no longer be cost-effective and will sunset at year end	Varies	\$900 for all remaining types

2022 Program Changes & Enhancements

- BDF PPE Reimbursement – 12/31/2022
- Savings Within Reach Temporary Covid Employment impacts eligibility – ends 12/31/2021
- Spanish-language resources

Residential Forms	Residential Marketing Materials
320C-HVAC- (ES) – HVAC Application	Incentive Grids
320C-WH- (ES) – Water Heating	Heating Info and Tips
320C-WX- (ES) – Weatherization	Water Heating Info and Tips
320SWR- (ES) – Savings Within Reach	Weatherization Tips
300HPP- (ES) – Heat Pump Promotion	DHP Best Practices
350CC- (ES) – Central Air Conditioner	