

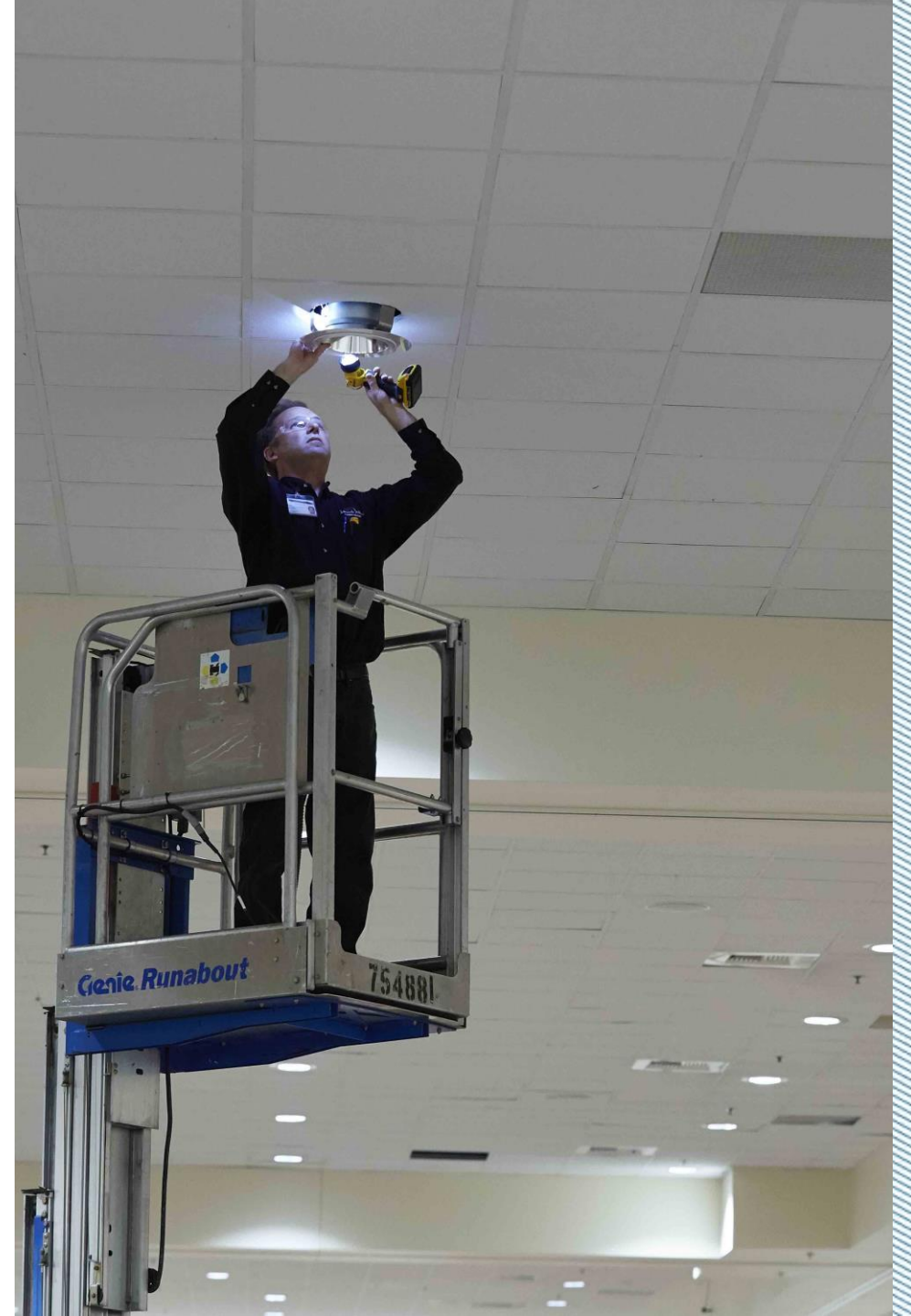


2022 Trade Ally Webinar
Business Lighting Program
Tuesday, January 18, 2022



Agenda

- 2021 Performance
- 2022 Changes
- Breakout Sessions
 - Advanced Lighting Controls
 - Industry Update
 - Lighting Energy Codes
 - Energy Trust Business Development



Speakers



Heather Salisbury
Program Manager



Dave Backen
Program Consultant



Jocelyn Brink
Market Outreach
Manager



Aaron Leatherwood
Direct Install Manager

2021 Performance

2021 Performance



Trade Allies

290



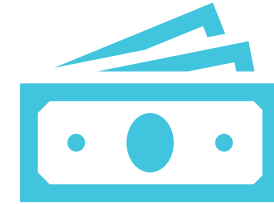
Customers

1,442



Energy Savings

**90,090,779
kWh**



Incentives

\$14,034,532

2021 Performance – Carbon Conversions



**Cars Off the
Road**

10,447

OR



**Homes
Powered**

8,770

2022 Changes

Standard Offer - Changes

- Project Site Caps
- Trade Ally Company Caps
- Project Completion Timeline
- Guidelines
- Measures and Incentives



Standard Offer - Caps

| Project Site Caps | 2021 | 2022 |
|------------------------------------|---------|-----------------|
| Commercial – Existing Buildings | \$6,000 | \$20,000 |
| Industrial – Production Efficiency | \$6,000 | \$40,000 |

| Trade Ally Company Caps | | 2021 | 2022 |
|-------------------------|---------------|-----------|------------------|
| Annual Incentive Cap | PGE | \$250,000 | \$400,000 |
| | Pacific Power | \$75,000 | \$300,000 |
| Active Project Limit | PGE | 10 | 15 |
| | Pacific Power | 5 | 15 |

| | 2021 | 2022 |
|-----------------------------|----------|-----------------|
| Project Completion Timeline | 120 days | 180 days |

Standard Offer - Guidelines

Contact lighting@energytrust.org if the project scope changes

- Increase in incentives
- Change in completion date

Provide these documents at initial project submission

- Manufacturer Cut Sheets
- Participant W9 Form



Standard Offer – Measures and Incentives

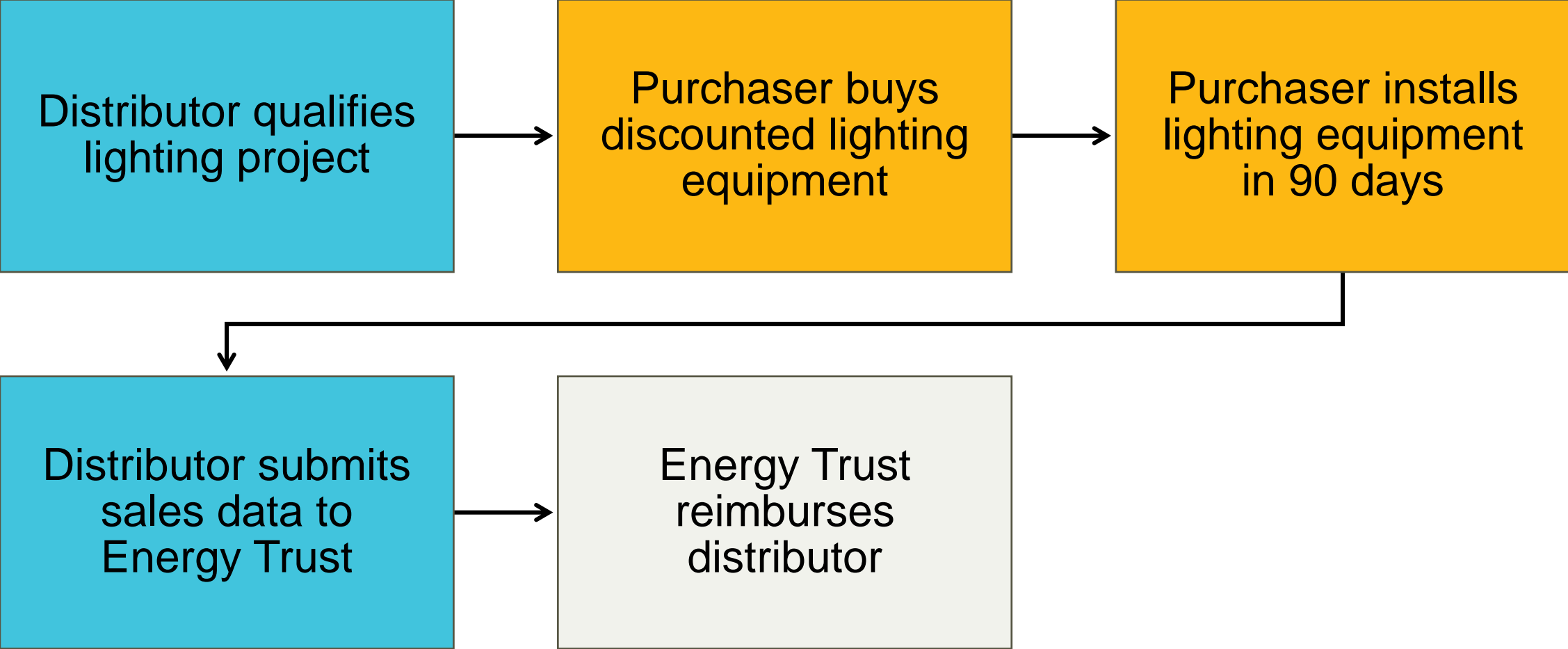
TLEDs &
HLEDs

Luminaire
Level Lighting
Controls

Street
Lighting

Incentive
Level
Changes

Instant Discounts for Business Lighting



Instant Discounts – Measures and Incentives

| Qualifying LED Products | | Instant Discount |
|---|-------------------------------|------------------|
|  | Linear replacement lamp | \$2 - \$8 |
|  | Interior fixture or kit | \$20 - \$40 |
|  | Exterior fixture or kit | \$25 - \$200 |
|  | A-line lamp | \$2 |
|  | Recessed canister downlights | \$4 |
|  | Decorative and mini-base lamp | \$3 |

| Qualifying LED Products | | Instant Discount |
|---|-------------------------------|------------------|
|  | Globe lamp | \$3 |
|  | Reflector lamp | \$1 |
|  | Pin-base reflector lamp | \$1 - \$2 |
|  | Pin-base CFL reflector lamp | \$2.50 |
|  | HID to LED screw-in lamp | \$15 - \$35 |
|  | High/Low bay interior fixture | \$60 - \$145 |



Instant Discounts - Distributors



- Interested in purchasing?

Visit

www.energytrust.org/lightinginstantdiscounts



- Interested in joining?

- Must meet all requirements to become a participating distributor

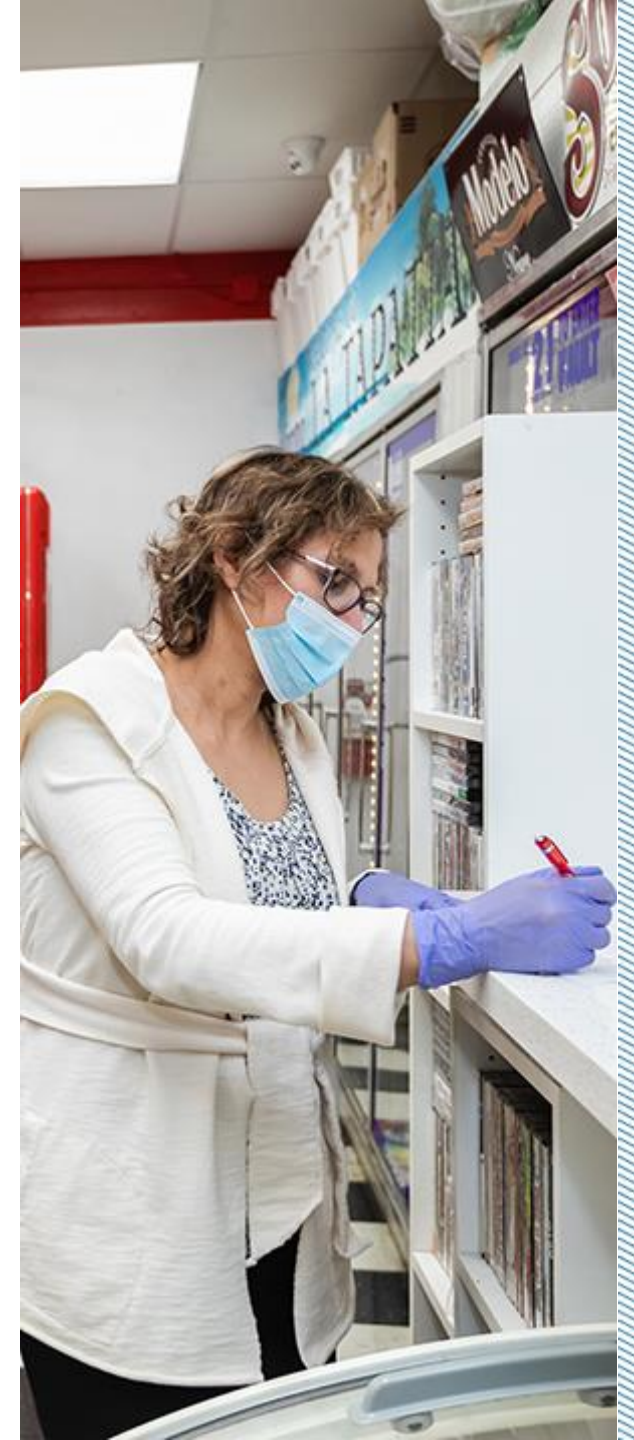
- Request an Instant Discount Distributor Application from

midstreamlighting@energytrust.org



Small and Medium Business Direct Install Offer (SMBDI)

- The Offer
 - Customers receive a lighting survey walkthrough and recommended select lighting upgrades
- Eligible Customers
 - Customers of Portland General Electric or Pacific Power
 - Small and medium-sized businesses
 - Nonprofit organizations who offer community-based services or resources



Questions?



Thank you

lighting@energytrust.org

1.800.326.2917