



Energy Solutions for Business

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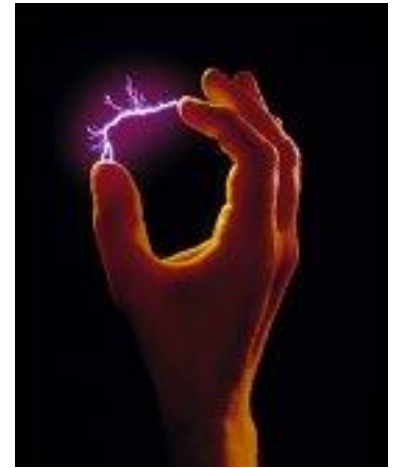
503-445-7609

June 3, 2010





Energy Trust of Oregon



- Independent nonprofit operating since 2002
- helping utility customers invest in saving energy and tapping renewable resources
- Funded by a charge on utility bills
- Programs for homes, businesses, industry and agriculture
- Serve OR customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas
- Serve WA customers of NW Natural



Cumulative Results



Since 2002:

- Saved 222 average megawatts of electricity
 - enough power about 187,000 homes each year
- 13.1 million annual therms of natural gas
 - enough to heat 26,000 homes each year.
- Installed 99.7 average megawatts of renewables
 - enough to power another 80,000 homes
- Utility loads reduced 4.3% from what they would have been



Economic Value Added

- Saved utility customers nearly \$600 million dollars
- Generated \$76 million in wages
- Contributed \$11 million in new business income
- Created nearly 2,300 new jobs
- Attracted and supported over 1,500 contractors





Business Opportunities



- Help identifying energy-saving and generating opportunities
 - Scoping studies & assessments
 - Modeling, design & technical support
- Contractor, designer, architect, builder training and referrals
- Building and equipment commissioning
- Cash incentives
- Post-installation assistance



Renewable Technologies



- Support for: solar, wind, biopower, small hydro, geothermal
- Technical and project development assistance
- Feasibility studies
- Contractor training and referrals
- Project funding



Saved energy is money in the bank

- Building operating expenses
 - 30% energy
 - 23% repairs & maintenance
 - 18% administrative
 - 18% cleaning
 - 11% grounds & security
- Top energy uses in buildings
 - 30% water, ventilation & cooling
 - 29% lighting
 - 25% space heating
 - 16% office equipment





Eligible energy-saving improvements

- Heating and cooling
- Insulation
- Lighting and lighting controls
- Motors, pumps, drives
- Refrigeration
- Equipment tune-ups
- Commercial appliances
- IT equipment



Blue Mountain Community College Lighting Project



- 555 fixtures replaced
- Total project costs: \$38,175
 - ETO Incentives: \$10,400
 - OR Tax Credits : \$11,680
 - 57% covered
- Simple payback: 2 years
- Project IRR: 35%

Annual Savings:

- 154,833 kilowatt hours
- \$8,208 in energy costs



Wallowa Memorial Hospital



- High-efficiency heating and cooling integrated system
- Wall and roof insulation
- Lighting
 - High-efficiency, electronic lamps
 - Compact fluorescent lamps
- Project cost: \$321,253
 - ETO incentive: \$77,792
 - OR tax credit: \$81,471
 - 49% covered
- Simple payback: 3 years
- Project IRR: 24%

Annual Savings:

- 817,939 kilowatt hours
- \$52,000 in energy costs



Portland State University Data Center



- High-efficiency cooling
- Exhaust fan controls & sensors
- System to re-use data center heat for the building
- Project cost: \$1,100,000
 - ETO incentive: \$313,114
 - OR tax credit: \$278,964
 - 46% covered
- Simple payback: 4 years
- Project IRR: 19%

Annual Savings:

- 1,400,000 kilowatt hours
- \$126,000 in energy costs



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