



Energy Trust of Oregon
LUSSA Presentation
March 14th, 2019



Agenda

- About Energy Trust of Oregon
- Targeting limited income households
 - Savings Within Reach
 - Heat Pumps Manufactured Homes
 - Expanding Partnerships
- Questions

About Energy Trust of Oregon

Independent
nonprofit

Serving 1.6 million customers of
Portland General Electric,
Pacific Power, NW Natural,
Cascade Natural Gas and Avista

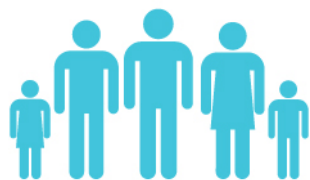
Providing access
to affordable
energy

Generating
homegrown,
renewable power

Building a
stronger Oregon
and SW
Washington

15 years of affordable energy

From Energy Trust's investment of \$1.5 billion in utility customer funds:



Nearly 660,000 sites transformed into energy efficient, healthy, comfortable and productive homes and businesses



13,000 clean energy systems generating renewable power from the sun, wind, water, geothermal heat and biopower



\$6.9 billion in savings over time on participant utility bills from their energy-efficiency and solar investments



20 million tons of carbon dioxide emissions kept out of our air, equal to removing 3.5 million cars from our roads for a year

A clean energy power plant

607 average megawatts saved

121 aMW generated

52 million annual therms saved

Enough energy to power **564,000** homes
and heat **100,000** homes for a year

Avoided **20** million tons of carbon dioxide

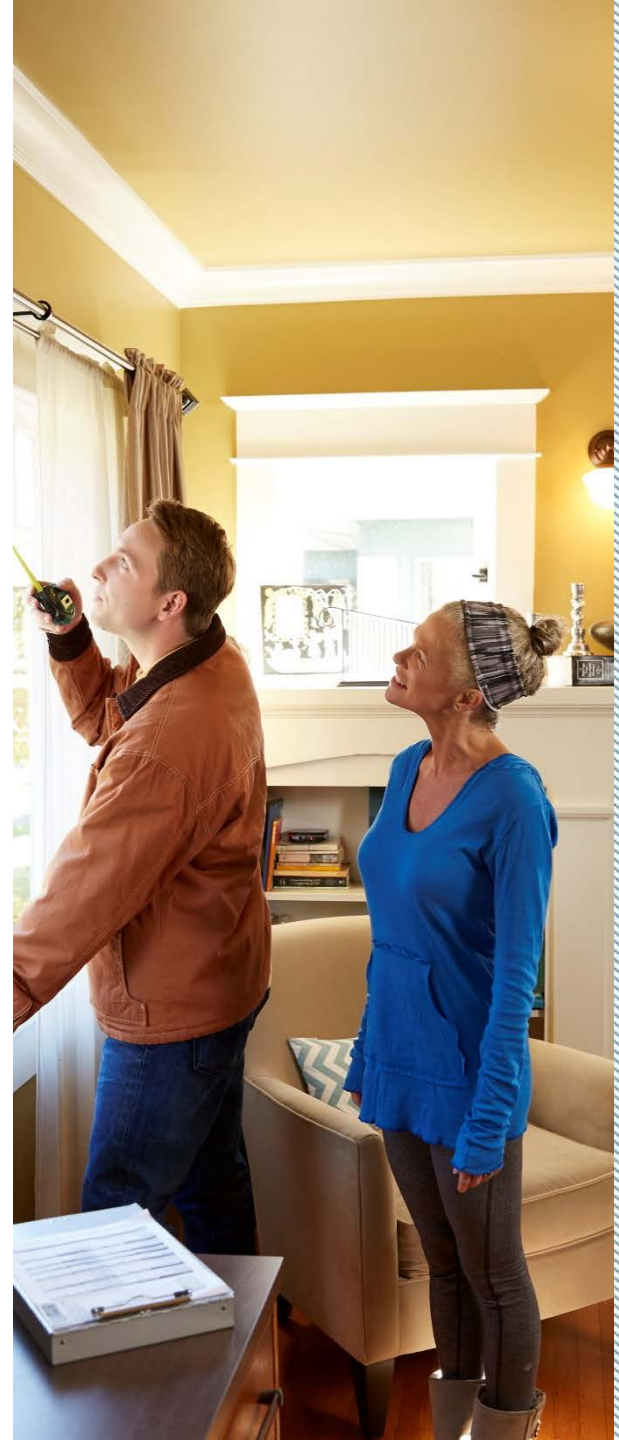
Energy Trust solutions

- Cash incentives and services
 - Energy efficiency
 - Renewable energy
- Trade Ally Network
- Serving all market segments
 - Residential: existing and new homes
 - Commercial: existing and new buildings, including multifamily
 - Industrial and agricultural
 - Public and nonprofit organizations

Energy Efficiency Offers to Limited Income Households

Savings Within Reach details

- Goal is to address the two main barriers for energy retrofits in moderate income households:
 - Affordability
 - Out-of-pocket expense
- Increased incentives paid directly to trade allies
- Served nearly 5,000 households since 2014



Savings Within Reach incentives

- Are paid directly to the program-approved participating trade ally
- Cannot exceed the cost of materials and installation
- Are offered instead of, not in addition to, other Energy Trust incentives
- Can be paired with on-bill financing



Savings Within Reach incentives

Energy-efficiency upgrade	Savings Within Reach incentive
Attic insulation	\$0.50/sq. ft.
Wall insulation	\$0.50/sq. ft.
Floor insulation	\$0.40/sq. ft.
Ductless heat pump	\$1,000
Heat pump (replacing electric resistance heat)	\$1,000
High-efficiency gas furnace	\$550
Heat Pump Water Heater when replacing an existing electric water heater)	\$375

Which customers qualify?

- Customer of participating Energy Trust utility
- Income as defined by the IRS income tax return
- Referral mechanism
 - If household income is below guidelines, customer may be eligible for free weatherization assistance services

Moderate Income Chart		
Household size	Minimum	Maximum
1 person	\$23,095	\$54,240
2	\$30,201	\$62,040
3	\$37,307	\$69,720
4	\$44,413	\$77,520
5	\$51,519	\$83,760
6	\$58,625	\$89,880
7	\$59,958	\$96,120
8 or more	\$61,290	\$102,360

Manufactured Homes Promotion

- Encouraging installation of heat pump technology
 - Ducted and ductless
- Increased incentive for manufactured homeowners through a small network of contractors offer a fixed price
- Launched in September 2018
 - Over 200 installations YTD



RELIABLE COMFORT AT A DISCOUNT PRICE

SAVE 50% OR MORE ON A NEW HEAT PUMP

Energy Trust of Oregon and select trade allies are working together to offer reduced pricing on professional heat pump installations for manufactured home customers who heat their homes with electricity provided by Pacific Power and Portland General Electric.

Perfect for manufactured homes, heat pump systems can help you:

- Save up to 50 percent on heating costs
- Enjoy year-round comfort with efficient heating and cooling
- Improve indoor air quality for a safer, healthier home

SPECIAL OFFER

For a limited time, get discount pricing on your new heat pump and save up to \$3,000. Talk with your contractor about financing options that may also be available.



To see if this opportunity is right for your home, please contact select trade allies at **1-866-311-1822** or

www.energytrust.org/hppromo today.



Expanding Partnerships and Programs

- Focus on referrals and cross-promotion with:
 - Community Based Organizations
 - Rental Housing Advocacy Groups
 - Workforce development providers
- Specialized program offers for trade allies with a competitive solicitation process



Thank you

Name

title

Email

Phone