



# SELL A QUALIFYING HOME GET AN ADDED BONUS

YOUR GUIDE TO  
ENERGY TRUST OF OREGON  
RETAIL INCENTIVES



# Your questions answered

Here are answers to some of the most commonly asked questions. We look forward to chatting with you during field visits as well.

## **Q: Does Energy Trust of Oregon offer a retailer incentive?**

**A:** Yes, a \$300 incentive is available for homes that qualify.

## **Q: How do I qualify for a retailer incentive?**

**A:** You must submit an application for a qualifying home sited in Energy Trust territory during that calendar year. You have up to three months once the year ends to submit all paperwork for the prior year. To qualify, the home must be ENERGY STAR®, eco-rated or Earth Advantage certified. Also, the primary heating for the home must be provided by Portland General Electric, Pacific Power, NW Natural or Cascade Natural Gas and the home must meet Northwest Energy Efficient Manufactured Housing Program compliance guidelines.

## **Q: Does Energy Trust offer a customer incentive?**

**A:** No, Energy Trust does not offer a customer incentive.

## **Q: How do I know if a home is sited in Energy Trust territory?**

**A:** To find out whether a home is sited in Energy Trust territory, refer to our service territory map or contact the New Manufactured Homes Program at **1.800.972.8793**.

## **Q: What is eco-rated certification?**

**A:** Eco-rated is a certification that identifies a home built using a selection of green measures as outlined by the Northwest Energy Efficient Manufactured Housing Program. Eco-rated homes go beyond ENERGY STAR requirements, ensuring that the builder has implemented green measures in five key areas: energy efficiency, construction practice, material efficiency, indoor air quality and water efficiency.

### **Q: What is Earth Advantage certification?**

**A:** Earth Advantage certification means the home has met energy-efficiency guidelines as determined by the Earth Advantage Institute. These homes incorporate sustainability features in five categories: energy efficiency, indoor air quality, resource efficiency, environmental responsibility and water conservation. Combined with ENERGY STAR, these certified homes exhibit superior performance and environmental responsibility compared to traditional manufactured homes.

### **Q: What is cooperative marketing and where can I find information on this?**

**A:** Energy Trust's cooperative marketing fund provides manufactured homes retailers with funds to promote and market ENERGY STAR, Earth Advantage and eco-rated qualified homes using Energy Trust branding. Funds are given based on incentive tiers, and \$500 in cooperative marketing is available for all retailers who site homes in Energy Trust territory. Retailers who submit an application to redeem a retailer incentive are eligible for additional funds depending on the number of qualifying homes they redeem.

Retailers are eligible for up to \$1,500 in cooperative marketing funds when they market their energy-efficient homes.

Manufacturers are eligible for a \$500 cooperative marketing incentive when they market ENERGY STAR, eco-rated or Earth Advantage homes.

More information about cooperative marketing can be found on our website: [www.energytrust.org/manufacturedta](http://www.energytrust.org/manufacturedta).

Serving customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas.



# Cash in with Energy Trust of Oregon

Energy Trust offers incentives to retailers who sell energy-efficient homes. Earn \$300 for each new ENERGY STAR, eco-rated or Earth Advantage certified home sold and sited in Energy Trust service territory.

It's easy to apply, just follow these steps:

- 1 SELL** and site a new ENERGY STAR, eco-rated or Earth Advantage certified home in Energy Trust service territory.
- 2 CONFIRM** Homes must be heated with electricity from Portland General Electric or Pacific Power or with natural gas from NW Natural or Cascade Natural Gas. All homes must meet compliance guidelines set forth by the Northwest Energy Efficient Manufactured Housing Program.
- 3 COMPLETE** the New Manufactured Homes Retailer Incentive Application. Apply online or download the application at [www.energytrust.org/manufacturedta](http://www.energytrust.org/manufacturedta).
- 4 SUBMIT** your application online, via email, mail or fax a completed retailer application and Substitute W-9 form to Energy Trust at:  
Energy Trust New Manufactured Homes  
100 SW Main St., Suite 1600  
Portland, OR 97204  
Fax 503.575.4316 Email: [newmfghomes@energytrust.org](mailto:newmfghomes@energytrust.org)  
Please allow six to eight weeks for incentive processing and payment.



For more information, to apply online or to download a PDF version of the application, visit [www.energytrust.org/manufacturedta](http://www.energytrust.org/manufacturedta). Have questions? Call the New Manufactured Homes hotline at **1.800.972.8793**.