

Portland Commercial Roundtable March 10, 2010

- Existing Buildings Updates
 - large goal this year
 - thanks for the work you did last year
 - Encourage you to use Insider- main form of communication this year
 - enhanced incentives: prescriptive and custom incentives will go out through Insider
 - Sales Training: mid April and more details to come
 - March 18th Existing Buildings Webinar: contact Rebekah to sign up
 - Northwest Natural WA program still available and you can sign up if you can do work in WA

- New Buildings Updates:
 - Small commercial efficiency pilot: new for this year
 - targeting office school and retail buildings
 - offers cash incentives for package of energy efficiency improvements
 - also incentives for early design assistance
 - can help you reach Earth Advantage's new certification
 - still in recruitment stage of pilot
 - Monthly New Building webinars still available
 - March 12, April 16

- Solar Updates:
 - Annual review of solar electric and solar water heating installation requirements
 - Some changes to Solar Water Heating installation requirements
 - Annual Northwest Solar Expo: the end of April
 - 4 days of contractor training
 - 2 day consumer expo
 - Business Energy Tax Credit: solar only has small changes
 - entire program has been capped
 - 5 year credit is delayed for large projects- one year later
 - Pass through rate raised- find harder to get pass through partners
 - Solar Pool heating push: targeted outreach to lodging areas
 - Feed in tariff: new incentive program
 - pay for production incentive and get per kilowatt rate
 - wouldn't include Energy Trust Incentives
 - will launch in July
 - Insider is the place to get the information and updates

- Multifamily Updates
 - April 13th: lighting weatherization information, at PGE
 - Multifamily now reports to commercial side not residential

- hoping to grow multifamily with this additional support
- Residential and commercial stock: 5 or more units is multifamily or if stacked

-Commercial Lighting Updates

- Anyone who didn't receive new 2010 lighting tool- make sure you get it
- New addition to staff handling outlying areas and staff to help you out and be a resource for trade allies
- Working with public utilities and BPA- additional resources for these projects now as well
- Free to do on site trainings and contact coordinator
- looking forward to another good year and keep projects coming

Tom Beverly: General updates

- expand webinars we offer and make them more valuable
 - Please provide us feedback on this
 - Trade ally recommendation: would like on demand webinars on the website
- we want to offer more of a selling green type of training
- make sure to check Insider for updates
- Trade ally survey: very valuable to help us improve the trade ally network
 - go to the trade ally landing page and you can take the survey

-Trade Ally Feedback

- For existing building program have you looked at operation and maintenance?
 - completed operations and maintenance pilot and will be starting with a small group and then open it up to everyone so working on this
 - aware of the savings there and will start to offer this
- Smaller commercial buildings: prescriptive options, studies, free audits for facilities
 - all offerings apply to small commercial buildings as well