

## Commercial Portland Roundtable May 12, 2010

### Tom Beverly General Updates

- Making changes on the website July 1<sup>st</sup>.
- Trade allies have requested a distance search so customer can find contractors by the distance to their site.
- Existing homes trade allies will have rankings system
- Rankings based on quality control, customer complaints, and number of projects.
- Only applies to Existing Homes program at this time.
- Based on past year and will be re-evaluated quarterly.
- On web listing you can still alphabetize the list if you want and you can still type in a company name.
- Looking at rolling out tiering for other programs next year and could make changes to improve sort function.
- Question if this will only help larger companies. The minimum number of projects is attainable and we looked across the state to make minimum projects low enough so it is challenging but still possible
- Trade ally survey results are being compiled and then they will be posted on the website by June.
- This informs our planning for what we are offering the following year.
- Insider is primary means of communication
  - Program updates are also archived on the website.
  - New column in Insider will be added on how we operate, how we are structured and how we determine our incentives.
- EBIX is our third party insurance tracking company.
  - They have a well established database for tracking insurance and one of the few companies nationwide.
  - They can do this faster and cheaper than we can do this in house.
  - Please keep your insurance current with them.
  - The response time has improved but please let us know about any issues.

### Dan Wilkinson: Existing Buildings Updates

- Enhanced incentives in HVAC controls: incentive upgrades increasing.
- Changing insulation incentive will be enhanced incentive as well from June through September.
- For HVAC contractors: Rooftop unit economizers on 3 and half and four ton units and 5 to 20 ton units.
  - Paying contractor incentive for these
  - More information from Dan during break out session

### Don Doberenz: Commercial Lighting Updates

- New incentives this year for reduced wattage T-8s.
- LED down light retrofit kits for prescriptive measures new this year as well
- New outreach staff members and lots of support for visits.
- Additional project coordinator as well.
- Always looking for more projects.
- Break out session: basic course on lighting programs.

### Mana Haeri: New Buildings Updates

- Incentive for custom major renovation non-lighting measures has gone up.
- Recent code updates will be affecting new buildings program.
- Trying to expedite the program changes for the code updates.
- Next roundtable there will be trainings on code updates and how the program has been updated

#### Doug Boleyn: Commercial Solar Program Updates

- New updated system requirements for solar electric, solar water heating, and solar pool heating.
- Solar Pool Heating initiative is in operation and new solar pool heating forms on the website
  - Also applies to commercial pools and solar is the best solution for heating pools.
- Power Clerk: new system for entering solar electric applications.
  - Making it friendlier and quicker to submit applications.
- Budget is in good shape and able to handle everything coming in

#### Trade Ally Discussion Topics

- How will Energy Trust adjust new buildings program to new code changes
  - Would like additional incentives to help jump start the projects and help with this given the current market.
  - We can make adjustments and shift incentives depending on the market place.
  - Doesn't affect existing buildings program.
- Is there anything similar to Home Star that will be affecting commercial side?
  - No not at this point, besides BETC updates.
- Uncertainty has been a hindrance with BETC.
- Keeping things consistent will make things easier.
- Having problems with turnaround time on projects and keeping them moving forward.
  - Changes have been made to improve this.
  - Need to get a hold of someone in the program if the turnaround time is too long.
    - There are no set of expectations for a custom incentive and you do not know when everything will happen and how long it will take.
- Would like tracking systems to include all aspects of trade ally activity.
  - To know when it will move to the next phase and what phase the project is actually in.