



Energy Trust Solutions for Industry & Manufacturing



Agenda

- Who we serve?
- What we offer?
- Incentives
- How to get started?
- Questions



Industry & Agriculture

Who we serve:

- Industrial & Manufacturing Facilities
- Agriculture: Nurseries, Dairies, Irrigators
- Water and Wastewater Facilities





Industry & Manufacturing

What we offer:

- No-cost technical assistance
 - Facility Assessments – energy audits
 - Identify Process Change Opportunities
 - Technical Analysis Studies
- Program Delivery Contractor
 - Project Application and Documentation
 - Facilitate Incentive Delivery

Industry & Manufacturing

Incentives:

- Custom Projects: \$0.25/kWh and \$1.50 /therm saved annually, up to 50% of project costs
- O&M projects: \$0.08/kWh up to 50 % of project costs
- Lighting Projects: \$0.17/kWh, up to 35% of project costs
Bonus for T12 to T8 change out (can't buy T12's in 12)
- Water and Waste Water: \$0.32/kWh, up to 50% of project costs
- Small Industrial: cookie cutter incentives
- Plus standard incentives for insulation and other HVAC equipment



How Have We Helped ?

2010

- 3 Million kWh savings annually
 - About \$210,000 back into your pockets
- 40,000 therm savings annually
 - About \$40,000 back into your pockets
- More than \$750,000 in incentives given to make this happen



Lighting –Food Packaging

Financial Analysis

- \$56,300 incentives from Energy Trust of Oregon
- \$63,900 Oregon Business Energy Tax Credit
- \$45,700 estimated annual energy cost savings
- \$182,000 total project cost
- Net payback of 1.4 years

Project Benefits

- Reduced energy costs
- Better lighting control
- Estimated annual savings 704,000 kWh

“This lighting upgrade has really set the tone for the company’s commitment to efficiency. Employees responded right away to the better light and the installation of the sensors is a great model for how employees can take these practices back to their homes. Improving our energy efficiency speaks to who we are as a company.”

Jon Gehrs

President/Packaged Products Division





Refrigeration – Dairy Company

Equipment Installed

- VFDs for condenser fans & low and high temp compressors
- Centralized controls
- Efficient condensers and evaporators
- Heat exchanger recovers compressor heat discharge now used for under floor heating

Financial Analysis

- \$105,000 incentives from Energy Trust
- 35% project cost Oregon Business Energy Tax Credits
- Less than two year payback



Project Benefits

- Consistent temperature control
- Lower operating and energy costs
- Estimated annual savings 1,072,000 kWh
- Increased freezer capacity, improved product quality

Baghouse Improvement – Timber Products



Equipment Installed

- 100 hp energy efficiency baghouse
- High efficiency motors
- Rotating bags, filled then emptied
- Conventional equipment alternative would have had lower capital cost, but almost twice energy use

Financial Analysis

- \$52,000 incentives from Energy Trust
- 35% project cost Oregon Business Energy Tax Credit
- Less than five year net payback

Project Benefits

- 93% reduction in plant emissions
- Recycling of dust directly into product
- Estimated annual savings 386,000 kWh





How to get started...

www.energytrust.org

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Questions?