



## Trade Ally Roundtable Existing Homes



## Existing Homes Dashboard

January – July 2011

Trade Ally Network (324)		Non-Trade Ally (469)	
Projects	Measures	Projects	Measures
14,281	51,730	3,972	7,079
Average/Company (per Month)		Average/Company (per Month)	
8	31	2	4
Measure/Project		Measure/Project	
3.1		1.7	
kWh	Therms	kWh	Therms
15,186,046	542,510	4,196,239	189,922
Incentives	Per Project	Incentives	Per Project
\$7,195,179	\$503	\$1,348,399	\$339





## Updates

- Existing Homes Trade Ally Team:
  - [ExistingHomesTA@energytrust.org](mailto:ExistingHomesTA@energytrust.org)
  - 1.866.365.3526
- 2012 Weatherization Specifications Manual
  - Effective: May 1, 2012



## 2011 Trade Ally Ratings

- Most recent update: October 1, 2011
- Next update: January 1, 2012
  - Please check your company profile
  - Contact us with concerns:
    - [ExistingHomesTA@energytrust.org](mailto:ExistingHomesTA@energytrust.org)
- Trade allies must attend two webinars:
  - Part 1 – Trade Ally Program Training
  - Part 2 – Weatherization Specifications
- Changes in your star rating
  - Notification via email





## 2012 incentive changes: Windows

- No change in incentive amounts
- New tiers to be:
  - \$3.50 per sq ft on **U-value .25 or less**
  - \$2.25 per sq ft on **U-value .26 - .30**
- U-.22 was designed to align with DOE; recent regional market data identifies opportunity to influence market capacity of products below U-.25



## 2012 incentive changes: Air and duct sealing

- Air sealing
  - Air sealing to be performed only by a qualified Energy Trust trade ally contractor
  - Other incentive requirements may change
  - Technical specifications may change
- Duct sealing
  - Process may change
  - Roundtables and *Insider* for updates





## 2012 incentive changes: Domestic hot water

- Gas tankless water heater
  - Incentive to \$150
- 0.67 gas tank water heater
  - Incentive to \$150 (from \$100)
- 0.62 gas tank water heater
  - Incentive no longer available



## 2012 incentive changes: Domestic hot water

- Heat Pump Water Heaters (pilot):
  - \$500 Incentive on products that meet NEEA northern climate specification (Tier 2)
  - Contractor approved by NEEA and Energy Trust criteria
  - Unit must replace existing electric water heater to qualify according to pilot requirements





## Ductless heat pumps

- As of January 1, 2012:
  - New incentive level - **\$800** (from \$600)
  - Trade allies must be NW Ductless Heat Pump Project oriented contractors
- Upcoming trainings
  - Check trade ally training calendar or [www.nwductless.com](http://www.nwductless.com)
  - Contractor orientation
  - Best Practices Installation
- New specifications:
  - Maximum 2 outdoor units
  - Maximum 2 indoor heads per outdoor unit
- For more information:  
John Sweet: 503.523.4802



## Existing Homes Marketing

**Get a custom-fit energy-saving consultation.**

Do you want your home to feel as good as it looks? Find out how to improve it beyond the surface with a Home Energy Review consultation, brought to you by Pacific Power and Energy Trust of Oregon.

Three consultation options – online, by phone or a home visit with an energy advisor – make it easy. You'll receive a list of cost-saving improvements you can make at your own pace. And free energy-saving products help you start saving immediately.

**Get started now. Call Energy Trust toll free at 1.866.368.7878 or visit [www.energytrust.org/improve](http://www.energytrust.org/improve).**

**Cash-back incentives help you improve your home.**

As a Pacific Power customer, you can get cash incentives from Energy Trust when you make qualifying energy-saving improvements such as insulation, high-efficiency windows and solar water heating.

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Pacific Power bill insert





## Existing Homes Marketing



### CURB APPEAL IS SKIN DEEP. EFFICIENCY GOES ALL THE WAY TO THE FOUNDATION.

What you can't see from the curb you can feel when your home works efficiently to keep you comfortable. To improve your home beyond the surface, begin with our **Home Energy Review** consultation. Your end result is a guide to long-lasting energy and cost savings.

- 1 Begin your consultation online. By phone or at your home with an energy advisor.
- 2 Receive a list of cost-saving improvements you can make at your own pace.
- 3 Start saving instantly with free energy-saving products following your consultation.

It's easy, quick and custom-fit to your home. Visit Energy Trust of Oregon at [www.energytrust.org/Start](http://www.energytrust.org/Start) or call **1.866.368.7078**.  
Serving customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas.



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## Insider

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December 2011

# INSIDER

EXCLUSIVE NEWS FOR TRADE & PROGRAM ALLIES

### December roundtables include guest speakers and training

Energy Trust of Oregon is hosting the final series of 2011 trade ally roundtables from December 7 – 9, 2011.

[View Article »](#)

### Tips on avoiding potential customer complaints

Customer complaints to Energy Trust are infrequent, but include complaints related to trade ally or other contractor activities.

[View Article »](#)

Energy Trust of Oregon

Updates & Training

Existing Buildings Updates | Training

New Buildings Updates | Training

Serving customers of:



## Thank you

Matt Iacovone  
Trade Ally Manager – Existing Homes

matthew.iacovone@csgroup.com  
503.523.4838

[ExistingHomesTA@energytrust.org](mailto:ExistingHomesTA@energytrust.org)

