

## Agenda

### Commercial Trade Ally Roundtable

March 29, 2011  
9:00 am – 12:00 pm  
Ramada Inn & Suites  
6221 NE 82<sup>nd</sup> Ave, Portland, OR 97220

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**Welcome, Introductions, Overview**  
Tom Beverly, Energy Trust

**Updates**  
Energy Trust performance and planning  
GreenStreet Lending

**Trade-Ally-Submitted Topics**

**General Discussion/Questions**

**Break (15 minutes)**

**Making Energy Efficiency Accessible to the Small Commercial Market**  
**(10:00 am – 11:00 am)** Mana Haeri

Small buildings represent the overwhelming majority of commercial new construction projects, but sustainability and energy efficiency remain a challenge in this market due to the additional costs associated with sustainable design and green building certification. Energy Trust of Oregon's Small Commercial Efficiency Pilot addresses this challenge by offering a step-by-step approach to maximizing performance in smaller buildings and satisfying the energy requirements of Earth Advantage® Commercial, a new green building certification system from Earth Advantage Institute. This panel presentation will include representatives from local pilot projects, who will discuss how this offering has helped them achieve their energy-efficiency and sustainable building goals.

***Learning Objectives:***

- Explore the unique challenges small commercial buildings confront when pursuing "deep" energy savings.
- Discover *Core Performance Guide-Oregon Edition*, a guide developed in collaboration with New Buildings Institute that provides the basis for the pilot.
- Learn how to qualify and participate in the pilot.
- Learn about Earth Advantage Commercial, a low-cost option for credible third-party green building certification.

**Breakout Sessions (11:00 am – 12:00 pm)**

**Existing Buildings Orientation – New Trade Allies**

Daniel Wilkinson

This orientation provides an overview of incentives, eligibility requirements, applications, and resources for new trade allies planning to work with our Existing Buildings team. Dan will also provide an update on the RTU Economizer initiative.

### **Multifamily Orientation – New and Renewing Trade Allies**

Jason Cantly

Jason will cover an overview of Energy Trust's redesigned Multifamily program, incentives, requirements, application process and resources. This session provides important information for both new and renewing trade allies who work on large, multifamily properties.

### **Lighting program update for Existing Building and Multi Family**

Dawn Doberenz

- Fluorescent T12 Bonus incentive offer, sample projects
- 2011 prescriptive incentive update (190L), including LED replacement lamps
- 2011 Lighting incentive calculator tool updates, review
- Current LED regional qualification process
- Focus on controls

### **Solar Commercial Update**

Doug Boleyn

- Status of ETO Solar Program
- Focus of Commercial Solar Program (New and Existing Building) for 2011
- Share experience with BETC changes
- Share FIT experience

Receive inputs for ETO program