

## Portland Commercial Roundtable November 7<sup>th</sup> 2008

- Tom Beverly: Introductions
- Rebekah and existing buildings updates
  - Renewal ended November 1<sup>st</sup> but still can turn in paperwork
  - Operations and maintenance program the beginning of next year
- Spencer Moersfelder: New Buildings Updates
  - RFP this summer and PECl won the bid starting 2009
  - For new projects talk directly with PECl
  - existing projects will be finished up with SAIC
- Kim Gibb:
  - continued out projects that will close in 2008
  - transition of files to PECl
  - Please contact if you have a project that needs to be completed and make sure run smoothly
- Emily Moore: sr. program manager and overseeing New Buildings program
  - PECl focus on ramping up program with new leads
  - Mana will be the new trade ally coordinator
  - PECl: design and implement large energy efficiency programs
  - Also PMC for New Homes and Products
  - developing new tools for trade allies to simplify process and very interested in feedback
  - Program enhancements:
    - Earth Advantage small commercial: moving this realm, green certificate offering that is more streamline
- Roger Spring: Lighting
  - Terrific year: over 500 projects this year by the end of this month
  - As of today: processed \$2.3 million
  - 34 million kilowatt hours for the year= goal
  - looking at next year: hired Greg Hanson as a contractor to look at way to get new innovative ideas
  - Next year goal: 42 million kilowatt hours
  - More outreach and support: working more with distributors,
  - Training schedule Jan. 22 lighting session, LED stance will be reviewed, program updates
  - Lighting controls will be added in outlying areas
  - February 1<sup>st</sup> new incentives will go into effective
- Umpqua Bank: Green Street
  - financing at good rates.
  - Shipments will go out, brochures, flash drives
- Online Forms:
  - Home Energy Solutions program
  - will spread over to commercial side after
  - ODOE also working on forms in 2009
- Format: useful? Please give feedback

- Real Estate Professionals: new addition to trade ally network
  - go through training with Earth Advantage and have EA Star certification
- Umpqua Bank: Representatives:
  - Presentations: in depth information, across the state
  - launching November 12<sup>th</sup>
  - 4 distinct loan productions
    - 2 small commercial, 2 residential
  - Competitive rate and all fees are waved
  - Customer must work with a trade ally, so Umpqua will refer back to trade allies
  - will receive customers from Umpqua
  - looking at larger scale projects as well
  - Only loaning to building owners, looking into lease
  - Home owner's associates, nonprofits, and churches can use loans
  - must have bid from trade ally
  - Incentives received from ETO do not have to be used to pay down loan
  - Alliance with Energy Trust and customer must be in our utility service territory
  - greenstreetloan.com and hotline number for both Umpqua and Energy Trust 866-790-2121
    - will have similar presentation to training program online
  - Financially sound and good alliance
- General Discussion:
  - EPACT extended, federal tax credit extended to 2013
- Break Out sessions
  - Lighting
  - Non Lighting Existing Buildings
  - New Buildings
  - Umpqua Bank