

Portland Commercial Roundtable May 20th

- Introductions and program updates:
- Rebeka Skelly: Exiting Buildings Program
 - custom incentives going back down in June 2009
 - Releasing first Existing Buildings trade ally webinar in a few weeks- new training online
 - Program staff can still come out to your office
 - Attached savings to incentives sheets- can use average as a sales tool
- Mana Haeri- New Buildings Program
 - may 1st path net zero pilot launched
 - targets building owners and developers to build houses with least amount of environmental impact
 - AIA Portland training sessions: new buildings program enhancements for 2009
 - Sr. program manager doing presentation
 - Orientations each month to become a new buildings trade ally
- Judy: Lighting updates
 - redoing lighting tool again
 - few more enhancements and make it more user friendly
 - Lots of projects still coming in
- Dave with Solar:
 - Brian Thorton left us and Dave filling in during the hiring process and offer accepted and person in office by June 1st
 - Renewal process for solar trade allies
 - if solar trade allies want to provide incentives must renew by June 30th
 - Straightforward and need to submit new forms
 - clean up list and make it more effective to highlight active trade allies
 - New version of program guide and system requirements
 - New System requirements changes
 - solicited feedback from solar trade allies
 - Focus group
- Tom: overall updates
 - refreshing brand and marketing pieces
 - 2008 surveys should be posted soon
 - new website will be implemented by next fall
 - Insider newsletter:
 - this is where all the changes and updates do go
 - cleaning up trade ally list:
- Roland Gilchrist- Oregon Department of Energy Updates

- Overview of BETC
- Been around since 1975
- Working closely with Energy Trust
- BETC:
 - incentives not a reward
 - Project must have a payback of 1-15 yrs.
 - Project start: application must be received prior to ordering any equipment, signing contract, financial commitment, and working on projects
 - Trade allies would like confirmation of receiving project
 - Working on online submission to help with confirmation (starting with lighting) - down the road
 - Pass through payments made after approval of final application
 - Trade allies would like visual tool to show timeline of events: for approvals and process
 - can be broad and would like order of events to do things correctly
 - E-mails work best for communication
- Brian Alfonso: Green Street Lending Program Update
 - geared towards financing small business owners: energy efficiency upgrades and solar
 - not for new buildings at this time
 - Another tool in sales with customer to provide gap in financing
 - wave all fees for customers and other benefits
 - Slower during January and February but since there has been a large uptake
 - Over 50% of small business loans approved
 - Multi-family considered small business
 - improvements being made often and commercial side especially doing well
 - greenstreetlending.com- section for trade allies and allows you to order additional materials
 - interactive guide online as well
- Breakout sessions