

Roundtable Grants Pass March 14

HES Updates:

General HES: Noelle

- Heat Pump promotion starting April 1st. E-mail has gone out and mailings will go out shortly with coupons for HVAC
- please give us an e-mail address - best way for us to quickly provide updates.
- Home performance with Energy Star training May 12-16; ask [Noelle](#) for more details.
- Incentive applications going electronic: testing this out so we want feedback from trade allies. Also need group of testers.
- Renewal deadline is March 28th in order to stay on website.
- Training: suggestion to make it go online.
- Diane/Noelle said it is hard to do it online because the training is very interactive and there are many questions. The program has grown and there is a lot to know.
- Conference call/phone-in training is a possibility.
- Renewal will not be necessary again for a few years. It is a way to make sure information is up to date in our system, but will not be necessary again, even if we change PMCs.
- Suggestion to go to Roseburg for next roundtable meeting. Good for Eugene and Grants Pass trade allies.

HES Cooperative Marketing: Stephanie

- Free money given back to trade allies to highlight their businesses
- Reimburse up to 33% for production cost, \$8,000 annually. Even more available for Home Performance trade allies.
- TV/Radio and trade shows included.
- Suggestion: put logo on truck. Can't be done right now because of legal constraints and liability issues. Logos can be used on just about everything else, with program approval.
- Lawn signs work.
- Question: can signs say I am an Energy Trust trade ally without logo? Check with program for approval.
- Trail Blazers special promotion, emailed out
- Request for Energy Trust contact list: specification manual has list. We will also post a unified contact list on the web.
- If a person is a TA for many programs in ETO: pick only 1 program for cooperative marketing per ad/event. Use funding from multiple programs for different ads - look into to see what total cap is for both
- Existing Buildings and New Buildings are exploring options for cooperative marketing.

Year in Review with HES: Diane

- multifamily: Kevin Tippit out in the field, frequently in the outer regions, really trying to expand the program, CSG now their program, more resources and people out there, more proactive, added clothes washers and lighting in multifamily.
- Single family: huge number compared to 2006.
- By measures: bonuses for multiple projects, only available for active TA.
- Question: is there a lighting tool for commercial in MF? Yes, and there was a suggestion to expand tool for single family.
- Kevin Tippit stated there are savings to be had in single family lighting
- 5,399 home energy reviews for 2007- focus to get out to other regions.s av
- Mobil Homes: many more this year:
- More training sessions available this year
- QC: lowest in February, would like it to stay at 90% and more inspections in other parts of the state
- \$100,000 in cooperative marketing money was used
- Solar thermal is moving over to CSG and adding solar thermal assessment to HER, while doing HER will do solar site assessment, get customer ready for solar
- There is a gap between contractors and selling product, and we want to make more happen.
- Solar thermal is more cost effective, but we tout solar in any way to make any kind of solar installation happen, so we are pushing solar thermal and also solar PV
- The solar resource is better in Southern Oregon and Eastern Oregon, but still good in cloudy places. Need to focus on yearly basis not day to day because the weather varies so much, look at it in terms of averages, use resources at PVwatts.org.
- .Pacific Power had heat pump water heaters this year. Our planning group is still skeptical so we are not offering incentives at this time, do not want to be first and don't want to see high failure rates
- Mini split hit pumps: not allowed to have full-blown incentives yet.
- Regular heat pump incentives can be applied to mini split up to \$200 in New Homes and \$100 in Existing homes. We will look to re-evaluate after a pilot, ask Corban and will pay regular heat pump incentives.
- Ground Source heat pumps: will pay on those, just like air to air heat pump incentive b/c they are not really cost effective even though they are very expensive. For us it fails societal test, if customer really wants to do this, will give them at least regular heat pump incentives.

Commercial Lighting

- Existing Buildings is doing commercial lighting. It's easy to become part of Bonneville Power's TA lighting program, talk to Roger Spring if you are doing work outside Energy Trust territories.

- BPA is working on trade ally network. We are collaborating with them, outside ETO service territory.
 - We are trying to improve communication: new trade ally training calendar, collaborative effort to get calendar events from other organizations
 - website: hard to use, so we are revamping it.
 - website: airadvise.com easy to navigate website, suggestion to create login for each trade ally to make it easier to use.
 - Training suggestion: put continuing education and credits on website with better descriptions
 - Suggestion: training 2 hours in Portland across multiple days, combine 2-3 classes to make into 1 day and make easier to go up to Portland all in 1 trip.
 - Training suggestions: The more requests we hear the more likely we are to get training put together in other parts of the state.
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- New Homes: Membership renewal toward the end of the year, and building codes will change so we will combine this information all into 1 training class.
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- Commercial programs: call in advance about projects, senate bill 838 allows both Pacific Power and PGE to increase funding, but increasing public purpose charge. Will send the new funding to ETO. We will determine how much this will be, but more funding will be available.
 - Low income funding: Pacific power included this but PGE has not. Other organizations will be getting more money
 - We want to do 20 solar projects in low income housing areas: still looking into areas to do, more assistance than what would be cost effective, so there is a pilot to help co-fund and make more solar happen. Oregon housing & community services is very excited about this great effort.
 - Have the CAP agencies been contacted? Energy Trust is meeting with them on Wednesday, and prior to that make sure they are aware of the program
 - Habitat for Humanity Folks: involved already in New Homes programs and already receiving incentives, would like to work with Existing Homes and cover good opportunities there.
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- Solar: we have accepted as many nonprofit commercial projects as we can support so we have capped the new incentives. These projects can still come through program but only regular incentives are available on commercial side.
 - Missed hearing about this program, more focus on southern Oregon, Bruce Fiero, and make sure e-mail is up to date

- All e-mails say Energy Trust in subject to make sure they go through spam filters.
- Standardize this across all programs
- Forms: need to change dates on some forms, has been changed for HES
- Customer signature is a stumbling block on electronic forms; legal issue as to why they need signature.
- Why can't use just one form? Repeating information on multiple forms slows things down. We are working on streamlined forms, and are always looking for ways to improve them.
- On HES applications, we are missing information 50% of the time. Trade allies can help reduce that.