



Production Efficiency Program Overview

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About

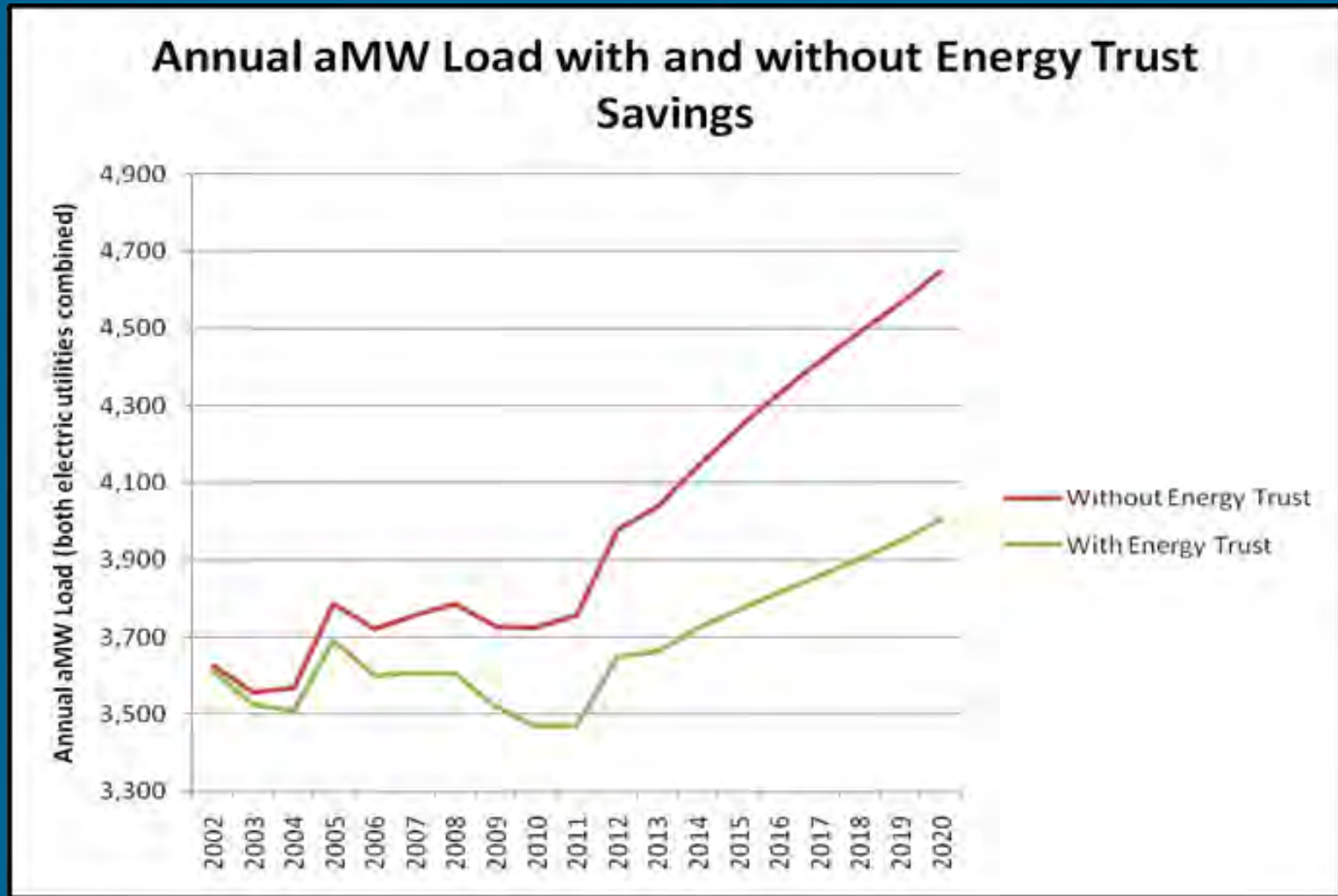
- Independent nonprofit
- Serving 1.5 million customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas
- Providing access to affordable energy
- Generating homegrown, renewable power
- Building a stronger Oregon and SW Washington

Clean Energy Acquisition

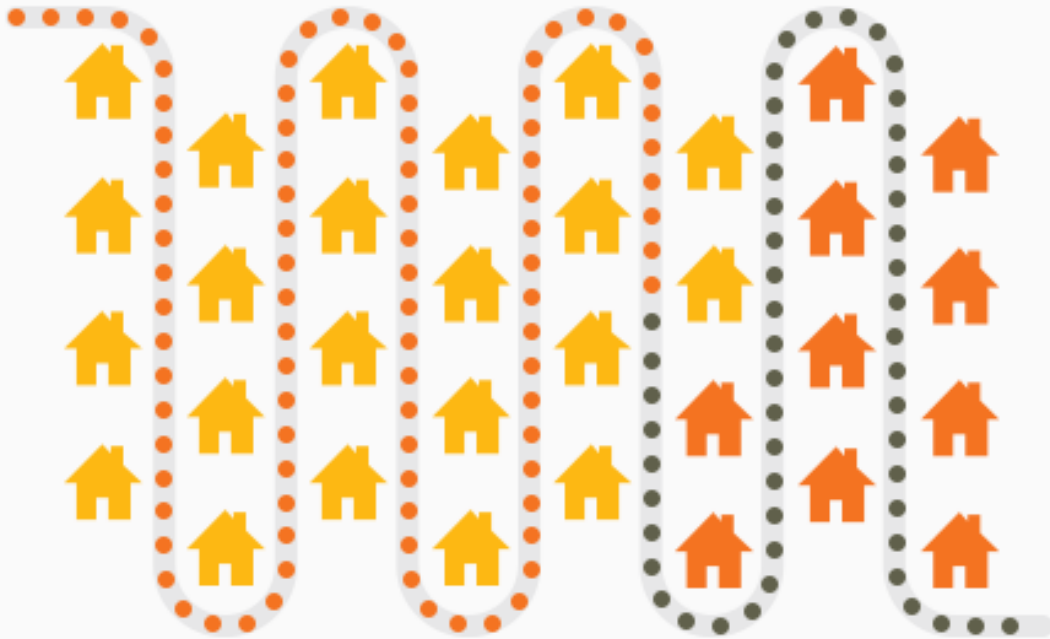
- Efficiency is the least expensive, most benign energy we can buy
- Renewables are the cleanest generation options available
- Diversifying future resource mix
- Reducing need for more expensive conventional, fuel resources



Electric Utility Impacts from Energy Trust



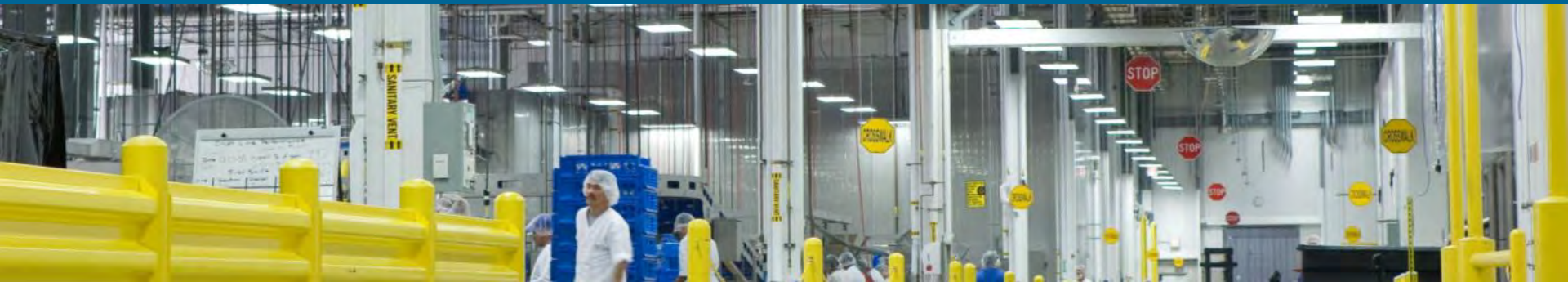
A clean energy power plant



- 368 average megawatts saved
- 110 aMW generated
- 28.2 million annual therms saved
- Enough energy to power 370,000 homes and heat 55,000 homes for a year
- Avoided 8.4 million tons of carbon dioxide

How can we help your business?

- Energy Trust of Oregon can pay you for saving energy
- Why Invest in Energy Efficiency?
 - Control Operating Costs
 - Solve business problems
 - Improve Production Efficiency
 - Meet sustainability goals



What Energy Trust Provides

- FREE project scoping and technical analysis
- Cash incentives for capital upgrades, operations + maintenance improvements
- Lighting upgrades
- Equipment rebates
- Strategic Energy Management





Who we serve

- Industrial + manufacturing facilities
 - Existing and new facilities
- Agriculture, nurseries, dairies, irrigators
- Water + wastewater treatment facilities

Cash Incentives for Industry

Custom Capital

\$0.25/kWh

\$2/therm

Custom O+M

\$.08/kWh

\$.40/therm

90x90

90% incentive, completed in
90 days

Equipment
Rebates

Lighting
\$.25/kWh

Strategic
Energy
Management

\$.02/kWh

\$.20/therm

Up to 50 percent of project cost



Custom Projects

Improve production processes and lower costs

- Engineering specialists
- Technical studies
- Cash incentives
- Time-limited offers

Incentives for Equipment

- Compressed air
- Controls
- Direct contact water heaters
- Dust collection
- High-speed doors
- HVLS fans
- Insulation
- Heating & Cooling
- Hydraulic pump applications
- Hydraulic system improvements
- Refrigeration
- Variable-frequency drives
- Welders



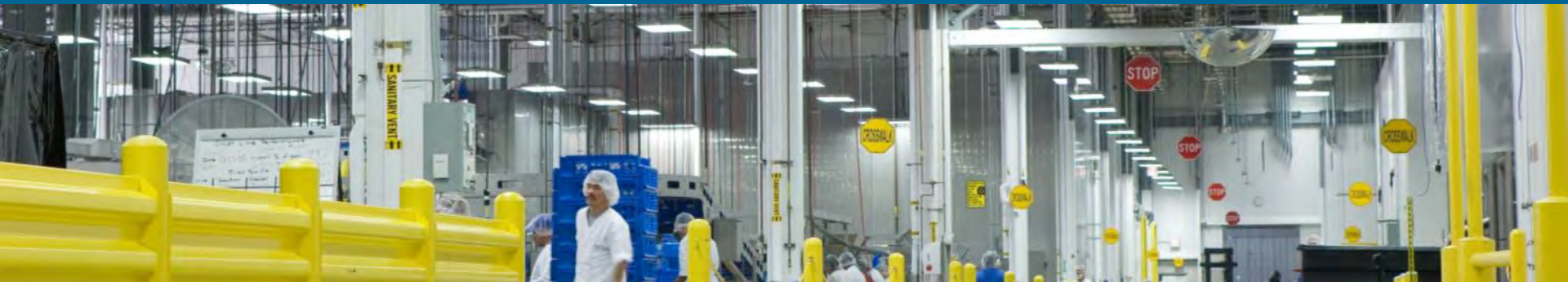


Operations and Maintenance

- Custom O&M
- 90x90 Bonus Offering
- Industrial system retro-commissioning
- Boiler tune-up
- Energy value stream mapping

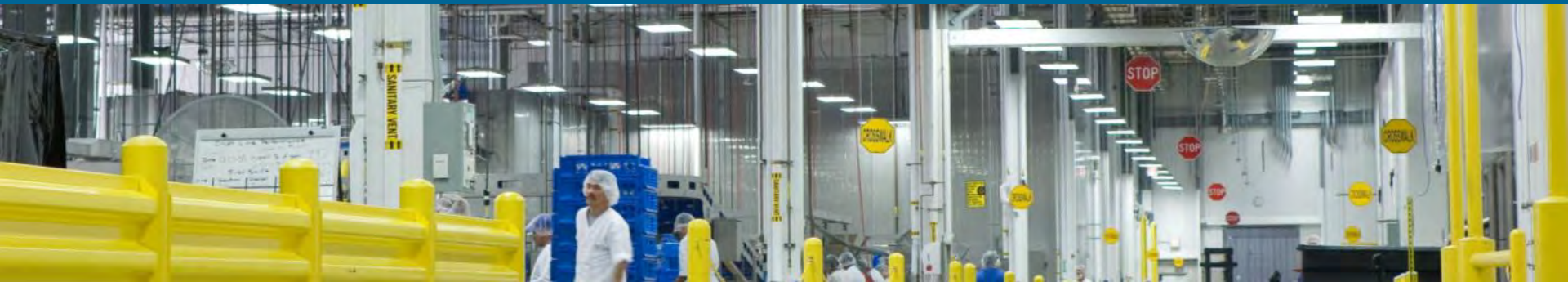
Strategic Energy Management (SEM)

- Process and employee engagement tool for industry
- Robust and modular set of employee training, technical services and cash incentives
- Energy use reduction of 2 to 20 percent through low-cost projects

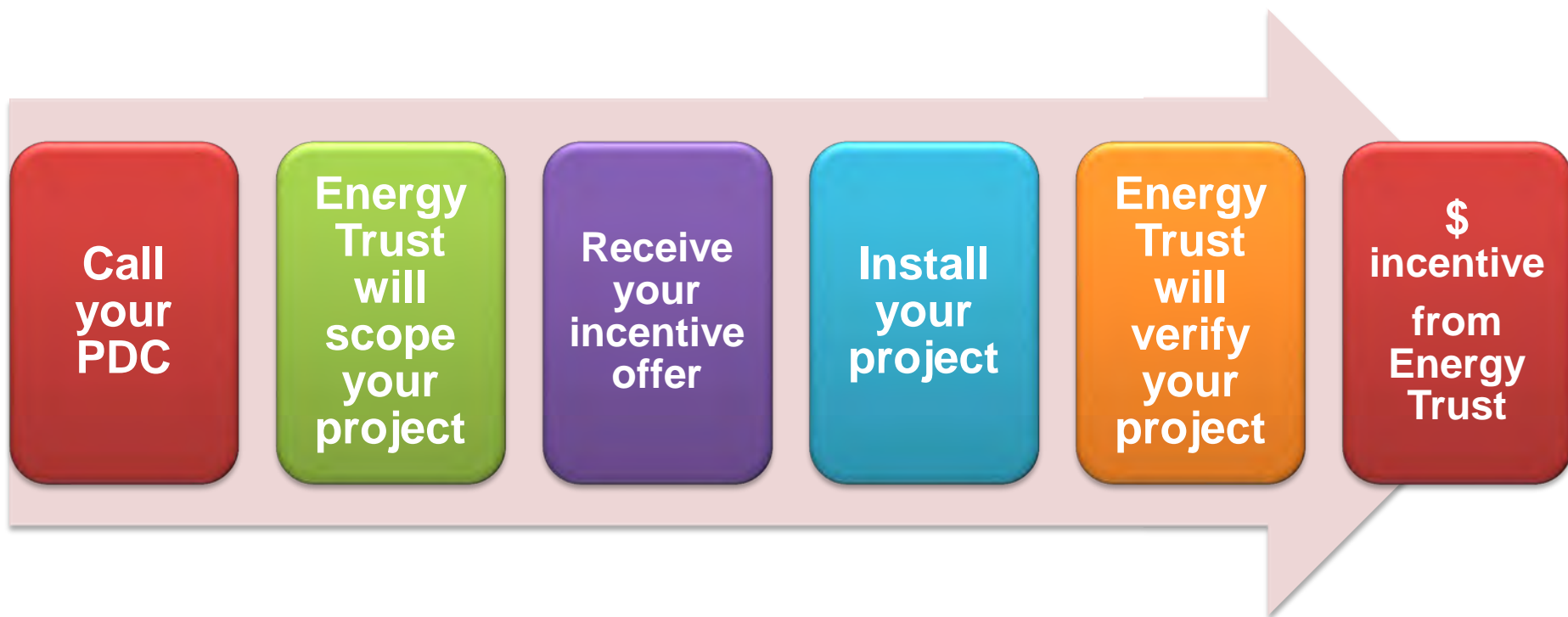


When do you call Energy Trust?

- New production facilities
- Existing production facilities
- Capital energy projects
- Retrofitting existing equipment
- End-of-life equipment
- Behavioral / cultural changes



Receiving your custom project incentives



In Closing: Why Invest in Energy Efficiency?

Energy upgrade
yields \$1,000
annual cost
savings

Company has
five percent profit
margin

How much product sales is required to create \$1,000 “profit”?

Answer:
 $\$1,000 / .05 =$
\$20,000



Thanks for Selecting

UMD
DAI

Thank You!

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