

Business Energy Solutions—Production Efficiency program

One sure way to improve your bottom line is to maximize the energy efficiency of your operations. But where do you find the capital, staff and time to identify and implement energy-efficiency projects? Energy Trust can help.

Energy Trust’s Production Efficiency program offers energy-efficiency services for industrial processes of all kinds including manufacturing, agriculture and water/wastewater treatment at facilities located within Portland General Electric or Pacific Power service territories in Oregon.

As an Energy Trust participant, you’ll work directly with one of our Program Delivery Contractors (PDCs) who will provide assistance on your project. We start by funding studies to identify energy-saving opportunities in your operations. Your PDC will coordinate with technical specialists to conduct these studies. They will also determine any financial incentives that may be able to help you offset implementation costs for a range of cost-effective, high-efficiency projects, including:

- Premium efficiency motors
- Compressed air
- Variable speed drives
- Lighting fixtures and controls
- Refrigeration
- Dust collection
- Pumps
- Fans

Our PDCs are highly skilled engineering specialists who know what works in your industry and how to capitalize on energy-saving opportunities. They will help you optimize the return on your investment.

Incentives

Once the technical study identifies energy-saving opportunities in your operation, Energy Trust offers cash incentives based on project cost or the estimated annual kilowatt hour (kWh) savings to be gained from the recommended energy-efficient upgrades. All agreements must be signed before any equipment is ordered.

| Projects | Energy Trust incentive |
|---|--|
| Non-lighting projects (industrial & agricultural) | 20¢/kWh up to 50 percent of eligible project costs, whichever is less. |
| Lighting projects | Prescriptive and custom incentives not to exceed 17¢/kWh or 50 percent of project costs. Custom lighting incentives are 35 percent of project costs. |
| NEMA Premium® efficiency motors | \$10 per horsepower (hp), up to 200 hp. |
| Municipal/service district project | 32¢/kWh up to 50 percent of eligible project costs. |



Project example

Project type

Air compressor VFD

Project cost

\$50,000

Estimated annual savings

200,000 kWh

Annual electric bill savings at 5¢/kWh

200,000 kWh x \$0.05/kWh = \$10,000

Simple payback

\$50,000 ÷ \$10,000/yr = 5 years

Incentive calculation

- 20¢/kWh
\$0.20 x 200,000 kWh = \$40,000
- 50% project cost
0.5 x \$50,000 = \$25,000
- Min. of 20¢/kWh or 50% project cost = \$25,000

Project payback with incentive

(\$50,000 – \$25,000) ÷ \$10,000 = 2.5 years

Oregon Business Energy Tax Credit:

35% x \$50,000 = \$17,500 over 5 years

For the full custom incentive, projects must achieve a simple payback of 12 months or more. For projects with a simple payback of less than 12 months, we offer an incentive of 2¢/kWh of energy savings up to a maximum of 50 percent of the project costs. (Self-directed facilities receive half of the offered incentives and have other restrictions outlined by Energy Trust policies.)

How to get started

To get started, contact the Program Delivery Contractor in your area directly or call Energy Trust's Production Efficiency program at 503-445-7643.

To determine your PDC, visit www.energytrust.org/pe/participate.html and click on "Find and contact the Program Delivery Contractor who serves your facility."

The PDC will:

- Conduct a scoping study to determine the most cost-effective upgrades.
If more detailed information is needed, Energy Trust will pay for a technical contractor to complete a detailed study.
- Develop specifications for energy-saving projects.
- Evaluate contractor bids for installation.
- Facilitate paperwork associated with the program incentives.
- Help you with the Business Energy Tax Credit offered by Oregon Department of Energy, if eligible.

To learn more about how Oregon industries are saving money and conserving energy, visit the Production Efficiency Web page at www.energytrust.org/PE and click on "Success Stories."



Energy Trust of Oregon is an independent nonprofit organization dedicated to energy efficiency and renewable energy development. Our mission is to change how Oregonians produce and use energy by investing in efficient technologies and renewable resources that save dollars and protect the environment. We serve Oregon customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas.

Energy Trust provides technical assistance and financial incentives but does not install energy systems or equipment. This work is done by independent businesses that are solely responsible for the quality and performance of their installations.

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