



# SAVE MORE, EARN MORE

## BUNDLE ENERGY-EFFICIENT UPGRADES TO GENERATE MORE SAVINGS AND EARN MORE INCENTIVES

Commercial property managers understand the power of enhancing building performance through energy-efficient system and equipment upgrades. However, some smaller projects never make it to implementation. You may identify an individual energy efficiency improvement, but it doesn't deliver enough savings to be cost-effective or earn incentives. Without the benefit of cash incentives to defray upfront costs, these potential projects may be overlooked.

Energy Trust of Oregon's Pay for Performance pilot allows facility managers to take a holistic look at managing their energy use and earn cash incentives based on the building's overall energy performance. Smaller projects that are not cost-effective on their own may be paired with other projects that generate more savings. By grouping these projects together, you can make more energy-saving upgrades than if you pursued them individually.

### Keep risks low and savings high

Pay for Performance helps you tap the benefits of comprehensive energy projects and streamlines the process for you and your contractor. Savings can come from a blend of standard and custom projects, including building retrofits and equipment upgrades as well as behavioral, and operational and maintenance activities. And because your incentives are based on energy savings at the meter, you have control over your total incentive and your success.

Through Energy Trust, you'll work with an approved Pay for Performance ally who will start by preparing a baseline energy model of the building. The next step is an energy reduction plan, which identifies equipment and system upgrades needed to reduce energy use and improve efficiency. The plan will include projects that have total estimated savings of at least 5% of the current energy use.

Your ally will work with Energy Trust to determine eligibility and highest project savings. Once approved, your plan will identify a minimum of three capital projects and opportunities for operation and maintenance savings.

### BENEFITS

- Maximize energy savings through a comprehensive approach
- Control your incentive and project success
- Track and monitor building performance
- Address and resolve problems as they happen
- Receive ongoing support from a Pay for Performance ally
- Earn incentives based on energy savings, up to 100% of the project costs



Once projects are implemented, your Pay for Performance ally will track actual building performance quarterly to ensure your estimated savings are on track. Ongoing monitoring prevents surprises and helps your ally catch issues early to deliver the energy-saving performance you expect.

### Reap the full benefit of your incentive

The energy reduction plan and energy modeling will be provided at no cost to you. In addition, you'll earn cash incentives at the time of installation of \$0.15/kWh and \$1.80/therm based on 60% of the estimated energy savings. At the end of one year, your energy model will show final energy-saving results and could earn the remaining 40% of the estimated savings or more.

### Optimize building performance now

You're an ideal Pay for Performance candidate if you are willing to make a commitment to maintain optimal energy management of the building and have the ability to move quickly to implement recommended projects.



Get more from your energy. For more information, email [existingbuildings@energytrust.org](mailto:existingbuildings@energytrust.org) or call **1.866.605.1676**.

### Eligibility

Incentives for energy improvements are available to commercial, municipal, educational and institutional customers served by Energy Trust. To qualify for the Pay for Performance pilot, you must:

- Be improving an existing structure in Oregon
- Be served by a participating utility
- Have at least 12 months of energy usage data
- Work with a Pay for Performance ally
- Have total energy savings of 5% or more in project estimate
- Have at least 20,000 square feet of conditioned floor area
- Have maintained at least 80% of maximum building occupancy levels for one year prior to project start

### EXAMPLE PROJECT AT-A-GLANCE

Project included: HVAC equipment, electrical upgrades, and optimization of various equipment and lighting.

- Project costs: \$219,725
- Electric savings (kWh): 1,134,000
- Gas savings (therms): 8,550
- First incentive: \$104,793
- Second incentive: \$80,697
- Total incentive: \$185,490
- Incentive percent of project cost: 84%