About Energy Trust of Oregon

- 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
Pay for Performance Overview

- History of operations and maintenance offers
  - Strategic Energy Management
  - Retrocommissioning
- Incentives paid annually for 3 years
- Whole building measurement & verification
- Service providers are key
- Measures: O&M, behavioral, and capital
Pay for Performance Benefits

- Holistic approach achieves deeper savings
  - Blended measure approach
  - Whole building approach

- Minimizes risk overall; some risk shift
  - Incentives paid only for delivered savings
  - Customer assurance that measures are performing
  - Some risk shifted to service providers, but...

- Streamlined approach minimizes administration

- Flexible implementation schedule
Not Pay for Performance
Not Pay for Performance
Pay for Performance Pilot

- One pilot participant
  - Energy Star certified
  - Measure mix

- Service provider
  - Customer relationship
  - Past experience
  - Contracting

- Results
  - 778,000 kWh, 16% savings
  - High customer satisfaction

1000 Broadway Building, Portland, OR
Pay for Performance Future Offering

- Goal is to further assess effectiveness of PfP

- Incentives
  
  Option 1:
  - O&M and behavioral: $0.05/kWh for 3-years
  - Capped annually at 200% of proposed

  Option 2:
  - At least 50% capital: $0.10/kWh for 3-years
  - Capped annually at 150% of proposed

- Eligibility – Commercial (office, healthcare, grocery)
Pay for Performance Future Offering

- Recruitment in 2017
- Prequalified service providers
- ‘Simple’ regression analysis required
  - Leveraging SEM modeling guidelines in-development
- Incentive rate(s) established by Energy Trust
- Alignment with other offerings
Thank You

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