



## EXPERTISE AND INCENTIVES HELP YOU BOOST PRODUCTIVITY AND TRIM COSTS

In a competitive economy, controlling costs and maximizing productivity are keys to survival and success. And for industrial and agricultural businesses—major drivers in Oregon’s economy—energy efficiency is an especially critical part of the equation.

Efficiency improvements can deliver a rapid return on investment, but time, staffing and capital constraints can be barriers to developing and implementing an energy-efficiency strategy. Energy Trust of Oregon can help.

We provide technical assistance from experts in your industry and cash incentives that allow you to invest in efficiency immediately. Besides reducing energy costs for years to come, efficiency upgrades often improve productivity and quality, as well.

## SUPPORT FROM START TO FINISH

We contract with industrial and agricultural process engineers—Program Delivery Contractors—to advise businesses of all sizes on energy solutions for their facilities. Located throughout Oregon, these engineers are highly skilled, industry-specific experts who understand what works in your operation and how to make the most of energy-saving opportunities.

At no cost to you, the Program Delivery Contractor for your industry and region can conduct a scoping study to determine the most cost-effective energy upgrades for your facility. Then they’ll be a resource to help keep your project on track—from planning through completion.

Energy Trust trade ally contractors provide advice and installation for small industrial, manufacturing and agricultural businesses.



Get more from your energy. Visit [www.energytrust.org](http://www.energytrust.org), call **1.866.368.7878** or email [production@energytrust.org](mailto:production@energytrust.org).



## COST-SAVING RESOURCES FOR INDUSTRY AND AGRICULTURE

**Energy Trust of Oregon** 421 SW Oak St., Suite 300, Portland, OR 97204  
1.866.368.7878 [energytrust.org](http://energytrust.org)

Energy Trust of Oregon is an independent nonprofit organization dedicated to helping utility customers benefit from saving energy and generating renewable power. Our services, cash incentives and energy solutions have helped participating customers of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista save on energy costs. Our work helps keep energy costs as low as possible, creates jobs and builds a sustainable energy future. **Printed on recycled paper that contains post-consumer waste. 1/20**



## PUT US ON YOUR ENERGY TEAM

Since 2004, Energy Trust has helped thousands of Oregon industrial and agricultural businesses improve their operations and save more on energy costs. You can see the same bottom-line benefits. We make it easy with:

- One-call simplicity to get started
- Industry experts and trade ally contractors to advise you on the most cost-effective upgrades for your operation
- Cash incentives to help reduce your capital investments



**The expertise that Energy Trust brought to the table really helped us to understand where to focus our efforts. We learned which energy-efficiency projects were the most cost-effective, and Energy Trust provided more than \$130,000 in cash incentives, which made the difference in whether several of our projects penciled out.**

Jason Smith  
corporate environmental engineer  
Blount International



## COMPREHENSIVE RESOURCES HELP YOU MAXIMIZE SAVINGS

Energy Trust offers energy resources for operations in a wide range of industries.

### Customized solutions

#### Custom Capital Projects

Custom capital energy-efficiency projects can create large energy savings while also improving overall process efficiency and product quality.

Medium- to large-sized industrial customers can turn to Energy Trust for scoping studies that identify capital improvements that can yield energy and cost savings.

Customers could qualify for:

- No-cost technical studies—typically valued at \$3,000 to \$20,000—identify the most cost-effective energy-saving solutions
- Technical assistance to develop project specifications, evaluate contractor bids and verify project completion
- Custom cash incentives based on annual energy savings

#### Custom Operations & Maintenance

Simple changes in the operation and maintenance practices at your facility—at no- or low-cost—can often produce large energy savings.

- Energy Trust can provide expertise to help industrial facilities tune their O&M practices and optimize systems to improve and maintain energy performance by up to 20%
- Cash incentives, which are based on annual energy savings, can cover up to 50% of your costs—or up to 90% of installation costs if you complete the project within 90 days

### Strategic energy management

Many businesses are capturing savings of 5 to 10% by looking deeply at how they use energy and adopting a strategic approach to energy management.

- Identify, cultivate and train an energy champion and energy team

- Conduct an onsite energy assessment to identify energy saving opportunities
- Set energy savings goals for the year and lay out an energy action plan
- Engage employees in energy awareness
- Cash incentives are based on annual energy savings

### Standard incentive solutions

Industrial and agricultural businesses of all sizes may be eligible for cash incentives for energy-efficiency or renewable energy projects. Energy Trust trade allies and vendors can provide more information on rebates and cash incentives for a wide range of energy-efficient production equipment and building systems upgrades including:

- Battery chargers
- Cannabis dehumidification
- Compressed air systems
- Greenhouse upgrades
- Hot water boilers
- Insulation
- Irrigation equipment
- Lighting and controls
- Pipe leak repair
- Pumps and fans, motor rewinds and variable speed drives
- Radiant heat
- Solar electric systems
- Welders



### Industry-specific services

Energy Trust supports Oregon industrial and agricultural businesses of all types, including:

- |                               |                                |
|-------------------------------|--------------------------------|
| Cannabis and hemp cultivation | Manufacturing                  |
| Cold storage                  | Metal fabrication              |
| Food processing               | Nurseries                      |
| Foundries                     | Pulp and paper mills           |
| Greenhouses                   | Water and wastewater treatment |
| High technology               | Wineries                       |
| Irrigation                    | Wood products                  |
| Landfills                     |                                |
| Large industrial operations   |                                |