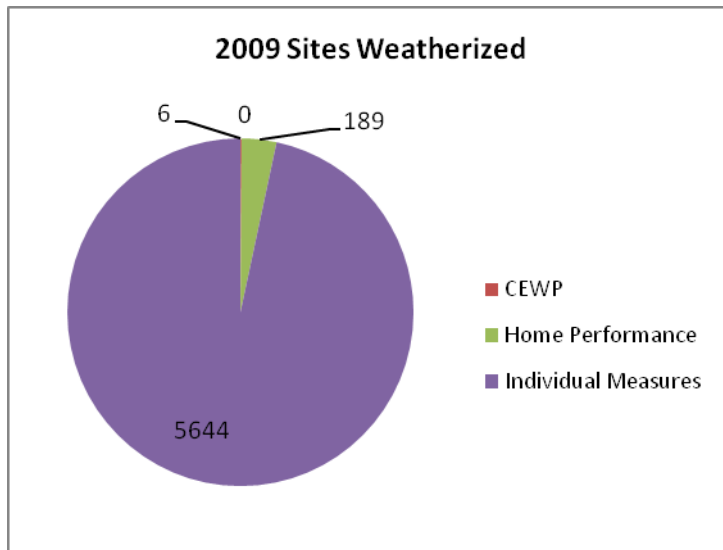


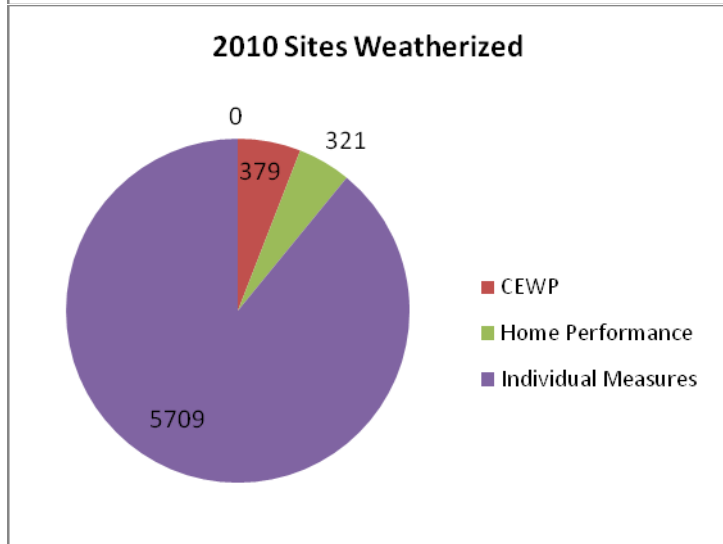
## Energy Trust of Oregon – Sites Weatherized, 2009-2011



Energy Trust drives residential weatherization through multiple channels:

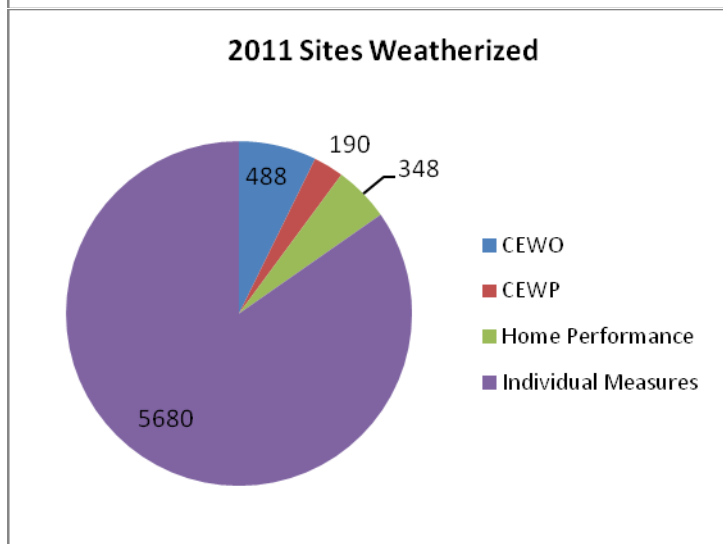
- Incentives for **individual weatherization measures**
- Incentives for weatherization measures through **Home Performance**, a model for deeper weatherization retrofit supported by Energy Trust in the Oregon market
- **Clean Energy Works Portland (CEWP)**
- **Clean Energy Works Oregon (CEWO)**

These charts show residential sites weatherized with Energy Trust incentives in 2009, 2010, and 2011. Average weatherization measures per home are 1.6 for individual weatherization, 3 to 3.25 for Home Performance, and 4.1 to 4.5 for Clean Energy Works Portland/Oregon.



Clean Energy Works Portland and Clean Energy Works Oregon, developed with support from Energy Trust, have leveraged Energy Trust incentives, the Energy Trust Home Performance technical approach, and financing to increase customer uptake of deeper weatherization retrofits. Over the past three years, individual weatherization volume has been constant, and the growth has come from Home Performance and Clean Energy Works.

Weatherization through individual measures continues to be the largest market segment and delivers the majority of residential weatherization savings for Energy Trust.



Single family weatherization is an important element of the gas efficiency potential, but is a very small portion of electric potential. This is due to the lesser number of electrically heated homes and more than 40 years of electric weatherization. Financing has always been a significant part of the weatherization sales process; many contractors have access to loans for qualified customers. On-bill financing may persuade more customers to do additional measures at once. New sources of financing may be important for households that do not otherwise have access to capital already, particularly limited income customers.