Offerings for cannabis producers
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Agenda

- About Energy Trust and our history serving cannabis producers
- Cannabis offerings
- Project history
- Success stories
About us

Independent nonprofit

Serving 1.6 million customers of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista

Providing access to affordable energy

Generating homegrown, renewable power

Building a stronger Oregon and SW Washington
History of services for cannabis producers

- Energy Trust began serving medical growers in 2012 and adult-use growers in 2016.
- As legal Oregon businesses, cannabis producers are entitled to Energy Trust offerings assuming proper OLCC licensing is obtained.
- No special offerings or incentives were initially created for the cannabis industry.
- Outreach mechanisms are through 1:1 customer delivery and through vendor/manufacturer channels.
- Project activity rose in late 2016 and may have peaked in 2018 due to OLCC licensing freeze and market oversupply.
Incentive offerings and technical services

• Custom lighting - $.25 per kWh up to 50% of eligible project cost

• Custom studies & incentives available for HVAC, dehumidification, or other custom project opportunities

• Robust set of prescriptive incentives for insulation and greenhouses
Projects to date

• 138 completed projects since 2013
• 29,615,000 kWh saved
  • 90% from lighting
  • 8% from custom projects
• $3.5 million in cash incentives or technical studies paid
• $25,000 average project incentive
• ~65% of lighting projects installed LED technology
Success stories
Deschutes Growery

- LED lighting in flower, vegetative and clone rooms
- 56.4 kilowatt solar electric system
- $1,125,330 total project costs
- $432,540 in Energy Trust cash incentives
- $196,590 in estimated annual energy cost savings
- 2.5 million annual kWh savings

“Energy Trust is very forward thinking. Its cash incentives helped soften the huge infrastructure cost of installing LEDs.”
Justin Clapick, co-owner, Deschutes Growery
Cloud Cover Cannabis

- Hot gas reheat HVAC/dehumidification system
- $594,000 total project costs
- $124,100 in Energy Trust cash incentives
- $52,000 in estimated annual energy cost savings
- 698,300 annual kWh savings
- 380 tons of carbon dioxide saved annually

“Energy Trust’s technical analysis study validated that we were choosing units that added value and would pencil out from an energy perspective.”
Ankur Rungta, co-founder, Cloud Cover Cannabis
Hifi Farms

• 150 LED grow lights installed in 1,000 sq ft grow room
• $19,860 in Energy Trust cash incentives
• 3 year pay back
• $12,000 in estimated annual energy cost savings

“Hifi has always made it our mission to be sustainable in whatever ways we can. As we continue to scale our indoor cultivation we will seek out the most efficient lighting and climate control options available.”

Sara Batterby, CEO, Hifi Farms
Thank you

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Additional information:
www.energytrust.org/grow