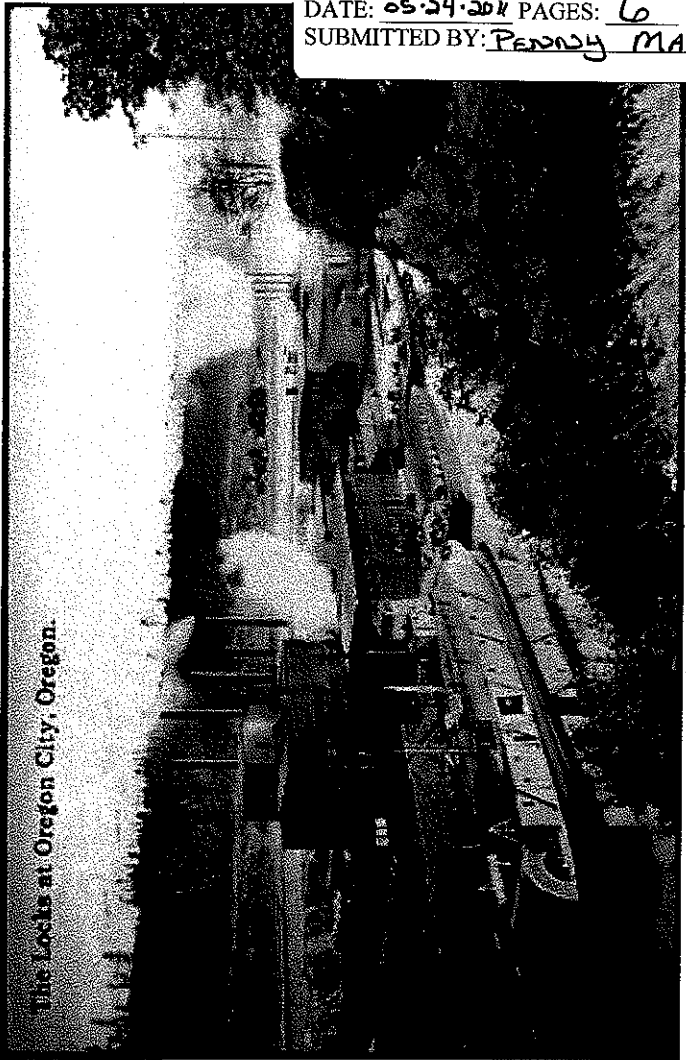


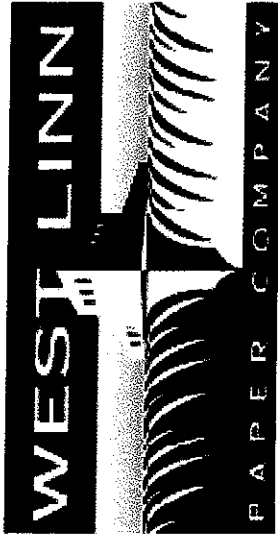
West Linn Paper Company
Impact of the BETC Program

MEASURE: WB 3582
EXHIBIT: S
Joint Committee on Tax Credits 76th Session

DATE: 05-24-2004 PAGES: 6
SUBMITTED BY: PERDNY MACHINSKI



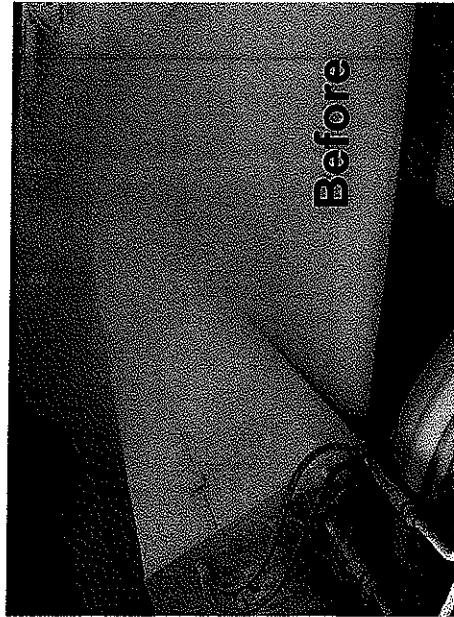
The Locks at Oregon City, Oregon.



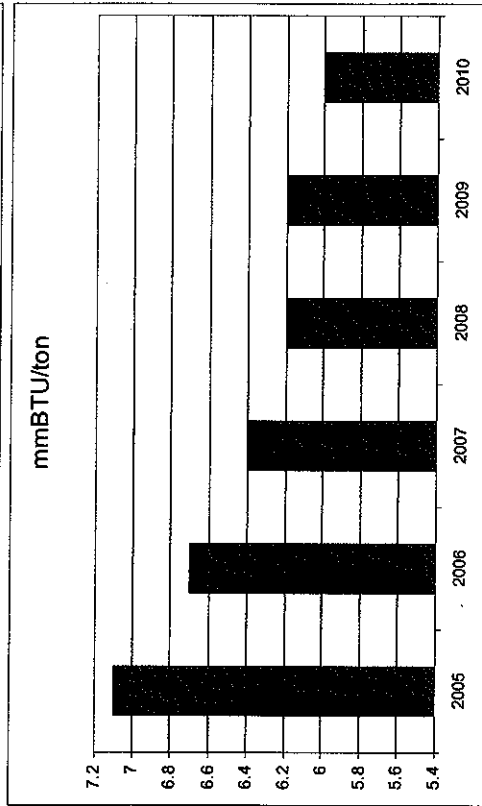
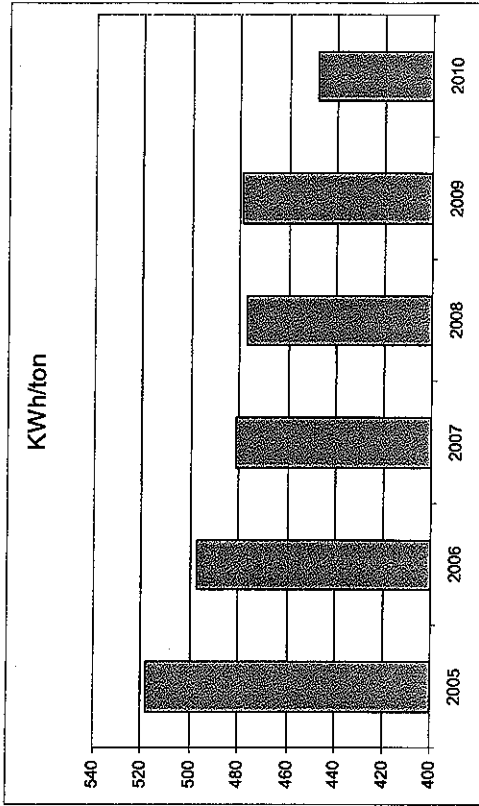
23 Projects Since 2001

- \$6.5 million for BETC capital projects
 - Cost range: \$4k to \$2 mm
 - Average cost: \$295k
- BETC contribution of \$1.6 million
- Total annual savings:
 - \$1.2 million
 - 100,500 mmBTU of energy
 - 35,000 tons of CO₂e

BETC Projects Save Energy



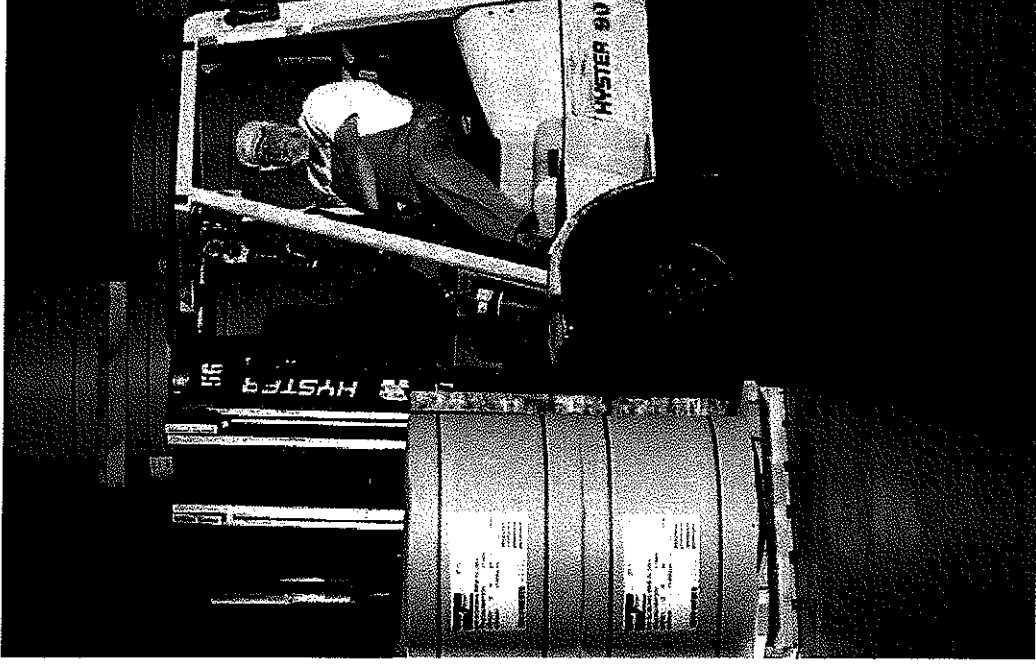
Example: Steam Box Optimization



Cumulative Energy Savings

BETC Benefits - Beyond the Environment

- Benefits extend well beyond the environment
 - Increases production efficiency, making our operations more competitive in world marketplace
 - Improves product quality
 - Makes working conditions safer and more predictable for employees



BETC Contributes to Our Success

- Reduces capital costs enough to justify investment
 - Pass-through option gives us cash up-front
- Direct economic impact of our business
 - \$250 mm in sales
 - 250 jobs & \$19 mm payroll
- Workforce Oregon estimates: 1100 other jobs in the Metro area are supported by our mill

Conservation: More Bang for the Buck

- **Industrial conservation: \$ 16 / MWH**
- **Conservation: \$ 40 / MWH**
- **Utility scale wind: \$ 100 / MWH**
- **Utility scale solar: \$ 240 / MWH**

56% of 2008 BETC projects were for conservation, yet they consumed only 15% of program costs.

*Data from ICNU based on costs from NW Power and Conservation Council