

Clean Energy Works Oregon (CEWO) creates jobs and saves energy. CEWO accomplishes this by making it easy for citizens to upgrade their homes for energy efficiency. CEWO optimizes public investments by matching them with existing utility energy efficiency incentive funds, and leveraging private dollars. By creating a one-stop shop for homeowners to find contractors and financing, CEWO scales and grows the energy efficiency upgrade industry much faster than it would otherwise.

What CEWO has accomplished to date

Since 2009, Clean Energy Works has achieved:

3000	Home energy retrofits
350	Jobs created
7.3%	Average annual job growth among CEWO contractors
\$42 million	Total economic activity
\$1 million	Annual citizen energy savings

CEWO's delivery system includes:

56	Contractors
5	Lenders (<i>Umpqua Bank, SELCO Credit Union, Advantis Credit Union, Pacific Crest Federal Credit Union, Craft3</i>)
9	Geographic markets, serving 19 counties & 215 municipalities

What CEWO would do with a \$10 million investment

5,000	Home energy retrofits
500	Jobs created
\$72 million	Total economic activity
\$2 million	Annual citizen energy savings

The growth model

For every	\$1	Dollar of public funding, CEWO leverages
	\$8	Private capital
	\$1	Utility investment

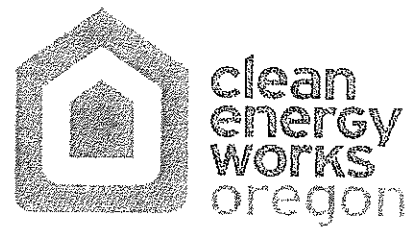
The full market opportunity in Oregon

600,000	Oregon homes needing energy retrofits
60,000	Jobs created
\$8 billion	Total economic activity



Clean Energy Works Oregon Letters of Support

Clean Energy Works Oregon
Climate Solutions
Oregon Tradeswomen, Inc.
Oregon Environmental Council
Oregon State Building and Construction Trades Council
AFL-CIO
Hillsboro
Craft3
Clackamas County
Worksystems
Umpqua Holdings Corporation
Metropolitan Alliance for Common Good
Green Hammer
Gensco
Home Performance Guild
Benton County Community Development Center
Central Oregon Intergovernmental Council
South Central Oregon Economic Development District
Southern Oregon Insulation
City of Astoria



March 14, 2013

Sen. Richard Devlin, Co-Chair
Joint Way and Means Committee
900 Court St. NE, S-211
Salem, Oregon 97301

Sen. Chris Edwards, Co-Chair
Joint Way and Means Subcommittee
Natural Resources
900 Court St. NE, S-405
Salem, Oregon 97301

Rep. Peter Buckley, Co-Chair
Joint Way and Means Committee
900 Court St. NE, H-272
Salem, Oregon 97301

Rep. Ben Unger, Co-Chair
Joint Way and Means Subcommittee
Natural Resources
900 Court St. NE, H-377
Salem, Oregon 97301

Dear Co-Chairs Devlin, Buckley, Edwards, and Unger,

Through this letter Clean Energy Works Oregon respectfully requests that you allocate \$10 million in state lottery funds to the Jobs, Energy and Schools Fund. Clean Energy Works Oregon (CEWO), an eligible recipient of funds from that account, is an organization founded in 2009 with the purpose of creating jobs and saving energy in Oregon. CEWO accomplishes this mission by serving as a one-stop-shop for citizens seeking to upgrade their homes for energy efficiency. We connect homeowners with quality contractors and local lenders and help homeowners leverage public investment and utility incentives available to them.

Clean Energy Works Oregon has a tremendous record of creating jobs, and leveraging private investment while saving homeowners energy costs. In its short history, CEWO has enabled 2700 home energy retrofits that have led to over 300 new jobs and \$42 million in total economic activity. And through its nationally-unique model CEWO has been able to scale and grow the energy efficiency upgrade industry much faster than it would otherwise.

CEWO is at the precipice of self-sufficiency. The \$10 million in lottery dollars would not only create 500 jobs and generate \$72 million in economic activity, it would launch CEWO's business model and obviate the need for further state subsidy.

CEWO was launched with federal funding that concludes this spring. As a condition of that funding, CEWO was essentially barred from generating revenue that would make it self-sufficient. Those restrictions are lifted now that federal funding has finished. CEWO's business model is to take a small slice of the transactions related

UMPQUA HOLDINGS

C O R P O R A T I O N

Parent company for Umpqua Bank and Umpqua Investments, Inc.

UMPQUA BANK PLAZA

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April 10, 2013

Sen. Richard Devlin, Co-Chair
Joint Way and Means Committee
900 Court St. NE, S-211
Salem, Oregon 97301

Sen. Chris Edwards, Co-Chair
Joint Way and Means Subcommittee
Natural Resources
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Co-Chairs Devlin, Buckley, Edwards, and Unger,

Umpqua Bank is an enthusiastic partner with the Clean Energy Works Oregon (CEWO) program. I am writing to support CEWO's request for \$10 million in state lottery funds be appropriated to the Jobs, Energy and Schools Fund. CEWO is a one-stop-shop for citizens seeking to upgrade their homes for energy efficiency. CEWO connects homeowners with quality contractors and local lenders and helps homeowners leverage public investment and utility incentives available to them.

Clean Energy Works Oregon has a tremendous record of creating jobs and leveraging private investment while saving homeowners energy costs. In its short history, CEWO has enabled 2700 home energy retrofits that have led to 300 new jobs and \$42 million in total economic activity. Through its nationally unique model, CEWO has been able to scale and grow the energy efficiency upgrade industry much faster than it would otherwise.

Below are Umpqua Bank statistics for May 2012, when the bank started participating in the program, through January 2013:

CEWO Jan 2013	EOM	EOM \$\$	YTD	YTD \$\$
Applications Received:	26	\$263,259.50	26	\$263,259.50
Declined:	6	\$54,969.27	6	\$54,969.27
Approved:	20	\$208,290.30	20	\$208,290.30
Cancelled: (approved not accepted)	0	\$0.00	0	\$0.00
* Total Commitments: (approved not boarded to system)	22	\$228,817.47	22	\$228,817.47
Approved not yet Booked	3	\$33,087.00	3	\$33,087.00
 Approval Ratio:	 77%		 77%	

All loans are current. All approved applications have a beacon score higher than 705. In addition, we have had 21 of these loans paid off in full.

*Total commitment fields are a little different because it includes some loans from 2012 that carried over.