

Subject: Earth Advantage® Commercial Program Pilot Project Invitation

Dear Colleague,

Earth Advantage Institute (EAI) is calling for the submission of development proposals for consideration as pilot projects in the Earth Advantage® Commercial certification program. EAI, with support from Energy Trust of Oregon for energy-related criteria, has designed a cost-effective, holistic, and prescriptive third-party green rating system that targets the specific requirements of small commercial projects (please see attached program description for additional information). The program includes a number of measures that address the following:

Energy – Energy savings, energy system performance, energy measurement and management, and alternative energy sources

Water – Storm water management as well as water used by people and vegetation

Health – Pollutant source control, toxic reduction, and occupant comfort

Materials – Embedded energy, local economy, sustainable extraction, responsible waste management, minimization, and durability

Land – Site ecology, transportation, connectivity, and place making

To be considered for the Earth Advantage Commercial Pilot Program, projects **must** be located within Energy Trust of Oregon territory (participating utilities - NW Natural, Cascade Natural Gas, Portland General Electric, and Pacific Power). Additionally, preference of enrollment will be given to projects according to the following:

1. Projects that are schools, retail, or office buildings
2. Projects that are in the early phase of design
3. Projects that are new construction
4. Projects that are discrete buildings between 10,000 and 70,000 sq.ft.
5. Project teams that are willing to engage in a utility release and information sharing agreement

EAI is interested in identifying 7 to 10 pilot projects, and will be enrolling them on a first come first serve basis into 2010. Please review the attached Earth Advantage Commercial Pilot Program Description and Measure Overview to help determine whether your project is eligible. The program will continue to be refined as pilot projects begin and move toward completion.

EAI and Energy Trust of Oregon recognize the important role that pilot projects play in the development of new programs. Therefore, the standard certification fees will be discounted for participating pilot projects. In addition, pilot projects may be eligible for incentives from the Energy Trust of Oregon for implementation of

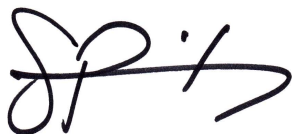
energy efficiency measures. EAI is also taking strides to position Earth Advantage Commercial certification for eligibility under the state of Oregon's Business Energy Tax Credit (BETC) program.

If you are interested in participating in the Earth Advantage Commercial pilot project, please respond to the following four application questions:

- **Project Goals** Please provide a summary of the project's goals and the general approach to the project envisioned by the development team.
- **Project Description** Please provide a project description, including project type, size, location, utility service areas (both electric and gas), and the anticipated build-out schedule for the project. If the project is mixed use, please assign proportions of use by floor area.
- **Project Stage** Please describe the project's current stage of planning/design.
- **Project Team** Please list the members of the current project team, including the primary contact person, management team, design team, and lead contractors. Briefly describe the relevant experience of the primary team members and whether the team has worked together before.

Please submit a complete set of answers in soft copy to Brian Lynch, the commercial program manager, at blynch@earthadvantage.org. Applications will be accepted on a first come first serve basis from now into 2010. Any questions can be directed to Brian at the email address above, or via telephone at (503) 442-0000.

Kindly yours,

A handwritten signature in black ink, appearing to be 'SP' followed by a stylized flourish.

Sean Penrith
Executive Director