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### NEW FAX LINE

Submit incentive applications by fax and decrease turnaround time for your customers.

**1.877.671.2998**

## Local Real Estate Professionals Build Energy Efficiency into their Resume

On June 15th and 17th, Cascade Natural Gas hosted two training courses for real estate professionals: Understanding & Selling Home Energy Efficiency and Understanding Green Home Certifications. These classes were developed specifically for real estate professionals, but also drew a home appraiser, home builder, and supplier. Attendees found the classes extremely valuable, gaining insight on the energy-efficiency requirements of today's homeowners and home buyers.

Attendees also learned the difference between green home certifications, how to recognize efficient and inefficient homes and how to effectively sell the value of energy efficiency to homebuyers. Home appraisers and real estate agents earned continuing education credits as an added bonus.

If you are a home builder interested in getting your real estate agent(s) up to speed on energy efficiency and today's home buyer market trends—while giving yourself the edge over your competition—contact Ross Dillon at [ross.dillon@csggrp.com](mailto:ross.dillon@csggrp.com) to learn more about available trainings.



## Did you know?

**Washington State Energy Codes are changing, effective October 29, 2010 (previously July 1, 2010)\***

Cascade Natural Gas can help your business prepare for new duct sealing requirements and state-wide energy code changes taking effect in 2010\*. Our Conservation Incentive Program provides hands-on training and testing for Performance Tested Comfort Systems (PTCS) duct sealing certifications and trains you in best practices for installing and maintaining HVAC systems.



Congratulations to our newest PTCS-certified Trade Allies:

### **Quality Heating & Air Conditioning, LLC**

6 trained employees

### **Dana's Heating, Inc.**

2 trained employees

### **Cross Construction**

2 trained employees

### **DC Heating**

2 trained employees

Contact [Ross.dillon@csggrp.com](mailto:Ross.dillon@csggrp.com) for future PTCS certification trainings in your area.

\*Public hearings in September and October will determine the official effective date.  
For more information visit [www.sbccc.wa.gov](http://www.sbccc.wa.gov).

## Trade Ally Spotlight on PTCS-certified contractors



**PTCS-certified contractors can offer Cascade's duct sealing incentives to Washington customers. To learn more about PTCS duct sealing opportunities and specialized equipment necessary to perform PTCS duct sealing, consider networking with these local contractors familiar with duct testing and sealing.**

**Pinnacle Inspections** serves residential, commercial and industrial customers by providing quality information, helping customers make long lasting property condition assessments, energy-efficiency improvements and quality investments. Pinnacle specializes in building inspections and evaluations, energy modeling, diagnostic testing, verification and certification.

**Contact Robert Stockmann at Robert@PinnacleInspection.com or 360.920.4234.**

**Azimuth Integral Homes** provides construction and design services from an ecological perspective. These services allow clients to enjoy safe, healthy, comfortable and durable homes that are more energy and cost efficient to operate. Azimuth also offers services in weatherization, new homes, remodels, energy audits, ENERGY STAR® and tax credit verification, performance diagnostics & computer modeling.

**Contact Tom Brenton at 360.441.2632.**

## Commercial and Industrial Project Spotlight: **Bob's Burgers and Brew**

When it came time to purchase foodservice equipment for Bob's Burgers and Brew's new location in Yakima, Washington, Cascade's cash rebates proved quite significant. According to owner Rachel Roberts, "Building a new restaurant gets expensive, so we were thankful the rebates offset some of the cost." The new location purchased an energy-efficient gas fryer and convection oven that earned them a cash rebate totaling \$4,200. Their new equipment cooks faster, is more efficient and is estimated to save the restaurant \$4,044 on their annual energy bills. "It just made sense to install energy-efficient equipment," said Roberts.

Cascade's Commercial & Industrial Conservation Incentive Program is designed to increase energy efficiency in commercial and industrial facilities by providing cash incentives for the installation of approved energy-efficient, gas-fired equipment (HVAC, insulation, water heating, commercial food service equipment) in qualifying facilities. These incentives provide financial compensation based on the performance specifications of the new equipment and/or insulation.



### Program Contacts

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