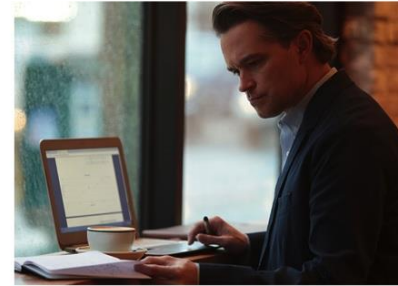


Pacific Power Wattsmart Business

New Vendor Incentives for Pacific Power Business Customer Measures 2024



Typical Business Measure Vendor Incentives

Measure	Customer Incentive	Vendor Incentive
Advanced Rooftop Unit Controls (ARC) 5 tons or greater	\$625 - \$6,000	\$500/RTU
ARC less than 5 tons	\$200 - \$500	\$200/RTU
Heat Pumps (replacing electric heat resistance heat)	\$800/ton	\$500/heat pump
Air Cooled VRF Heat Pumps < 135,000 Btu/hr	\$93/ton	\$200/heat pump
Air Cooled Unitary Heat Pumps	\$62/ton	\$200/heat pump
Unitary Air Conditioners	\$62 - \$93/ton	\$50/air conditioner
Heat Pump Water Heater (replacing electric water heater)	\$900/water heater	\$300/water heater

Typical Business Measure Vendor Incentives

What is ARC?

- ARC = Advanced Rooftop Unit Controls.
- New & existing roof top units.
- ARC systems include:
 - Supply fan – variable frequency drive (VFD) or multi-speed supply fan.
 - CO₂ or occupancy-based sensor.
 - Digital, integrated economizer controls.

Typical Business Measure Vendor Incentives

What is ARC?



Typical Business Measure Vendor Incentives

Incentive applications and measure details links:

- Advanced Rooftop Unit Controls (ARC)

https://www.pacificpower.net/content/dam/pcorp/documents/en/pacificpower/savings-energy-choices/wattsmart-business/washington/WA_wattsmart_Business_HVAC_ARC_Application.pdf

- Heat pumps & air conditioners

https://www.pacificpower.net/content/dam/pcorp/documents/en/pacificpower/savings-energy-choices/wattsmart-business/washington/WA_wattsmart_Business_HVAC_AC_HP_Application.pdf

- Heat pump water heaters

https://www.pacificpower.net/content/dam/pcorp/documents/en/pacificpower/savings-energy-choices/wattsmart-business/washington/WA_wattsmart_Business_Appliance_Office_Application.pdf

Typical Business Measure Vendor Incentives

Vendor incentives requirements:

- Must be listed as a Pacific Power Wattsmart Business Vendor to receive the vendor incentive.
- Current Pacific Power Wattsmart vendors (residential) need to submit a Business Vendor application.
- Wattsmart Business Vendor Application link:
<https://pacificpowervendor.my.site.com/tradeally/s/login/SelfRegister>

Typical Business Measure Vendor Incentives

Incentive application requirements:

- Pre-approval is not required.
- Required documents:
 - Detailed invoice copy.
 - Equipment serial numbers.
 - Specification sheet.
 - Signed Pacific Power General Application.
 - Customer W-9.
 - Other application pages completed.

Pacific Power Wattsmart Business

Small Business Non-Lighting Measure Vendor Incentives - 2024



Small Business Non-Lighting Measure Vendor Incentives

Measure	Customer Incentive	Vendor Incentive
Ductless Heat Pump (existing electric resistance heat required)	\$1,500 - \$2,000/ton	\$400/unit
Web-connected Thermostat	\$200 - \$300/unit	\$60/unit
Heat Pump Water Heater (replacing electric water heater)	\$1,200 - \$1,500/unit	\$300/unit
Refrigeration Anti-sweat Heat Controls	\$30 - \$40/linear ft.	\$16/linear ft.
Refrigeration Electronically Commutated Motors (ECMs)	\$100 - \$150/motor	\$40/unit
Engine Block Heater Controller	\$150 - \$200/unit	\$40/unit

Small Business Non-Lighting Measure Vendor Incentives

Web Connected Thermostat – Example

<https://mytotalconnectcomfort.com/portal/>

Small Business Non-Lighting Measure Vendor Incentives

- **What is considered a "small business"?**

Washington small businesses on rate Schedule 24 with annual usage less than or equal to 200,000 kWh (non-residential facility total) and/or total non-residential facility square footage of 20,000 square feet or less are eligible to participate.

- **What is considered a "very small business"?**

Very small businesses on rate Schedule 24 with annual usage less than or equal to 30,000 kWh (non-residential facility total) are eligible to participate.

- **What is considered a "named community small business"?**

Named community small businesses on rate Schedule 24 with annual usage less than or equal to 200,000 kWh (non-residential facility total) are eligible to participate. Named community small businesses in highly impacted communities.

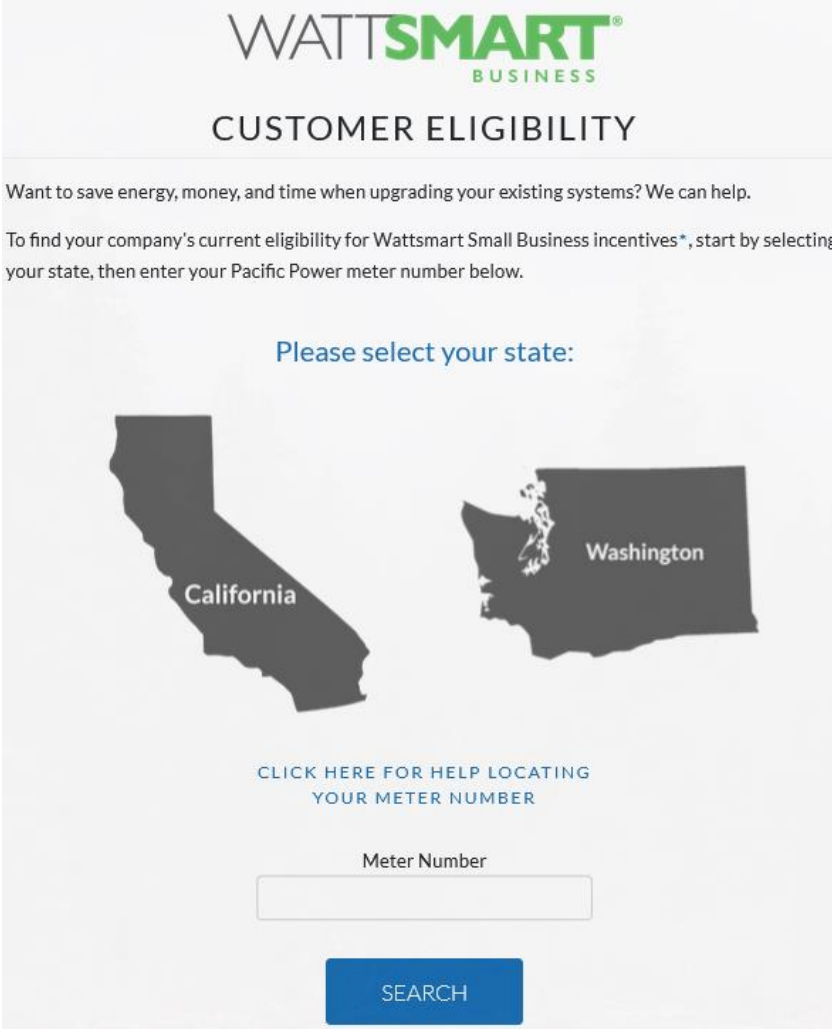
Small Business Non-Lighting Measure Vendor Incentives

How to determine if your customer qualifies for Wattsmart Small Business incentives.

<https://verify.wattsmartbusiness.com/pacific-power-customer-eligibility/>

Small Business Non-Lighting Measure Vendor Incentives

How to determine if your customer qualifies for Wattsmart Small Business incentives.



The screenshot shows the 'WATTSMART BUSINESS' logo at the top, followed by the heading 'CUSTOMER ELIGIBILITY'. Below this is a short introductory paragraph and a paragraph explaining the process: 'To find your company's current eligibility for Wattsmart Small Business incentives*, start by selecting your state, then enter your Pacific Power meter number below.' The form includes a 'Please select your state:' prompt with two state map icons: California and Washington. Below the maps is a link: 'CLICK HERE FOR HELP LOCATING YOUR METER NUMBER'. At the bottom of the form is a text input field labeled 'Meter Number' and a blue 'SEARCH' button.


Small Business Non-Lighting Measure Vendor Incentives

- How to determine if your customer qualifies for Watts smart Small Business incentives.

Customer Eligibility Results



The category for meter
66638494 is



**Standard
Incentives**



Small Business



**Very Small
Business**



**Named
Community
Small Business**

Date checked: Jan. 18, 2024
Expires: April 17, 2024

Small Business Non-Lighting Measure Vendor Incentives

Vendor incentives requirements:

- Must be listed as a Pacific Power Wattsmart Business Vendor AND include Small Business Non-Lighting specialty listing.
- Current Pacific Power Wattsmart trade allies (residential) can also be shown with a Small Business Non-Lighting specialty without filling out a Wattsmart Business Vendor application.
- Wattsmart Business Vendor Application link:
<https://pacificpowervendor.my.site.com/tradeally/s/login/SelfRegister>

Small Business Non-Lighting Measure Vendor Incentives

Incentive application requirements: Pre-approval is not required.

- Required documents:
 - Detailed invoice copy.
 - Equipment serial numbers.
 - Specification sheet.
 - Screenshot of Customer Eligibility page.
 - Signed Pacific Power General Application.
 - Customer W-9.
 - Other application pages completed.
- Incentive application and measure details link
https://www.pacificpower.net/content/dam/pcorp/documents/en/pacificpower/savings-energy-choices/wattsmart-business/washington/WA_wattsmart_Business_Non-Lighting_Application.pdf

Business Customer Electric Resistance Heating Outreach

Pacific Power will soon contact business customers that may have electric heating to let them know higher incentive amounts are available for upgrading electric heating to heat pumps.

These business customers will be provided with a list of Pacific Power Wattsmart Business Vendors.

We will make follow-up calls to confirm these customers have electric resistance heating and gauge their interest in a heat pump.

Pacific Power Wattsmart Business Field Specialists



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Questions?