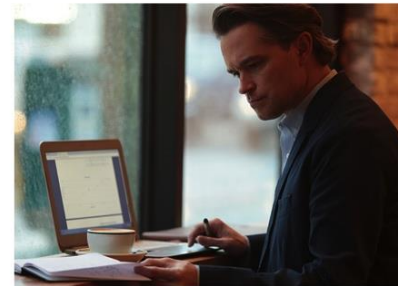


# Pacific Power Wattsmart® Business Home Energy Savings

Vendor Event – Opening Session  
March 19 & 20, 2024  
Walla Walla and Yakima, WA





# Welcome and Introductions

# Meet the Wattsmart Business Team



Nick Jones



Lance Benedict



William Gatchel



Liliana Causor



Marcelino Osorio



Shawn Huff



Craig Phillips



Jason Glendenning



Becky Berg



Pam Loitz



Candy Hernandez



Christian Bernard

# Meet the Home Energy Savings Team



Donald Ramos



Crystal Bunting



Agustin Moreno



Jill Reynolds



Zach DeWolf



Alejandra Tapia

# Agenda

- Opening Session

Break

- Breakout Sessions #1
  - "Soup to Nuts" Lighting Retrofit Programs and Processes PART 1
  - New Customer & Vendor Incentives for Listed and Small Business Non-Lighting Measures
  - Weatherization Wonderland


Break

- Breakout Session #2
  - "Soup to Nuts" Lighting Retrofit Programs and Processes PART 2 (Continued)
  - Heat Pump Water Heater Technology & Customer Solutions (eligible CEUs)
  - Popular Non-Lighting Measures of 2023

Break

- Awards, Door Prizes, and Evaluations

**Check out  
exhibitors,  
ask questions  
and network!**



# Program Changes and Updates

## Wattsmart Business

# Wattsmart Business: What's New in Washington for 2024?

## Lighting System Retrofits

- Increase incentives for interior and exterior lighting measures to reflect changing market prices and increase program participation.
- Add a new incentive for TLED lamps at \$0.10/kWh.

## HVAC

- Remove incentives for CEE Tier 1 and CEE Tier 2 Air-Cooled Heat Pumps replacing electric resistance heating.
- Increase incentive for ENERGY STAR<sup>®</sup> Certified Air-Cooled Heat Pumps replacing electric resistance heating from \$300/ton to \$800/ton.



# Wattsmart Business: What's New in Washington? (cont.)

## Small Business Lighting

- Increase incentives for small business lighting measures to reflect changing market prices and increase program participation.
- Separate the LED General Illuminance Lamp Replacement measure from general lighting retrofit and set the incentive at \$0.30/kWh for SBL and \$0.38/kWh for VSBL and Named communities.
- Decrease the kWh/year threshold for small business lighting incentives.

## Food Service Equipment

- Remove incentive for Demand Controlled Kitchen Ventilation Exhaust Hood.
- Add a new measure offering for On-Demand Over-wrapper at \$200 per Over-wrapper.





# Wattsmart Business: Program Changes and Updates

## Vendor Incentives for Lighting Upgrades

- Each vendor location is eligible to receive \$20,000 in total incentives in 2024
- First come, first served
- Must be an APPROVED Wattsmart Business vendor
- Limited time/funding offer, so act NOW!

# Wattsmart Business: Program Changes and Updates

## Vendor Incentives for HVAC Upgrades


- Each vendor location is eligible to receive up to \$10,000 in vendor incentives for HVAC projects installed in 2024
- First come, first served
- Must be an APPROVED Wattsmart Business vendor
- Limited time/funding offer, so act NOW!

# Wattsmart Business: Program Changes and Updates

## Vendor Incentives for Small Business Customer Non-Lighting Projects

- Receive cash vendor incentives for helping Pacific Power Washington Small Business customers save money with qualifying measures
- First come, first served
- Must be an APPROVED Wattsmart Business vendor
- Limited time/funding offer, so act NOW!

Measure	Vendor Incentive
Engine Block Heater Control	\$40 per unit
Ductless Heat Pump	\$400 per unit
Thermostat	\$60 per unit
Anti-sweat Heater Controls (Retrofit only), Low or Med-Temp	\$16 per linear foot
Electronically Commutated Motor (ECM) for Display Case or Walk-In Refrigerator or Freezer	\$40 per unit
Heat Pump Water Heater	\$300 per unit



# Program Changes and Updates

## Home Energy Savings

# Home Energy Savings: What's New in Washington for 2024?

## Reconfigured Measures:

- Reconfiguration of heat pump upgrade and conversion measures based on updated RTF (Regional Technical Forum)
- Modifications in incentive structures to empower contractors in promoting these offerings

## Increased Incentives:

- Incentive boosts for **smart thermostats, air purifiers, and engine block heater controls**
- Expanded offerings for manufactured home windows, including Low-E storm windows

## LED Retail Lighting Transition:

- LED retail lighting measures replaced with LED bulb distribution for disadvantaged communities

# Home Energy Savings: Specific Program Modifications

## **HVAC Measures:**

- Minimum efficiency requirement increased from 9.0 HSPF to 10.0 HSPF for heat pump upgrades
- Enhanced incentives for various HVAC measures for both customers and trade allies

## **Manufactured Homes Incentives:**

- Introduction of Low-E storm windows and incentives for manufactured home windows.
- Minimum efficiency requirement for heat pump upgrades increased to 10.0 HSPF

## **Water Heating Incentives:**

- Reconfigured incentive tables for heat pump water heaters, clarifying customer and market partner offerings
- Launched Product Advisor Plus (PA+) for Yakima & Walla Walla Regions

## **Enhanced Incentives for Highly Impacted Communities:**

- Various enhanced incentives for HVAC, windows, and lighting measures in Highly Impacted Communities



# Trade Ally Connect and Training

# Trade Ally Connect

- The Wattsmart Vendor Network is a collaboration between Pacific Power and local contractors, distributors, manufacturers, engineers, architects and other vendors to promote the sales and incentives for the installation of energy efficiency equipment.
- Advantages to participating in the network include improved visibility, program support and training, access to incentive specific calculators, marketing support and notification of program updates.





- New contractors click “Become a Participating Vendor”
- Enter company information
- Click “Sign Up”
- Once submitted, I will receive the application and approval within five business days of completed information.

The image shows a registration form for becoming a participating vendor. The form is titled "Become a Participating Vendor" and includes the following fields and elements:

- First Name
- Last Name
- Email
- I accept Terms of Use & Privacy Policy (checkbox)
- Company Name
- Title
- Company City
- Company State
- Company Phone Number
- Application Types (dropdown menu)
- Create Password
- Confirm Password
- Sign Up button

The dropdown menu for Application Types is open, showing the following options:

- Application Types
- Application Types
- Commercial/Industrial/Agricultural
- Residential (highlighted)
- Multiple

Additional text on the page includes "User", "Passw", "Questions?", and "om".

<https://pacificpowervendor.force.com/tradeally/s/login/>

# Trade Ally Connect

Welcome to the **WATTSMART**<sup>®</sup> Vendor Network!

Here are all the resources available as an approved vendor, including Communications, Incentives, Tools and other helpful resources.

Online Incentive Center



[↑](#) [Marketing Material](#) [Helpful Resources](#) [Tools](#) [Communications](#) [Learning Center](#) [Training Events](#) [Network Enrollment](#)

# Wattsmart Learning Center

- <https://ppwbvn.iqed.online/index>
- Sign up required
- Username and password protected
- Various courses offered on multiple topics



# Wattsmart Learning Center




Welcome to the Wattsmart Learning Center! With free access to specialized energy efficiency and Wattsmart Business trainings, you can learn online, on any device, at any time. In as little as ten minutes per session, you can stay current with industry technology, increase your knowledge and build your business. Informative, engaging and accessible content is added frequently, so be sure to check back often.

## Check out our newest eLearning courses!

Pacific Power is powering your education.




PP / AIA Lighting



### DLC NLC Training Course

4.0 CEUs Welcome to the DesignLights Consortium, Networked Lighting Controls (NLC) training course. This AIA course builds upon existing, fundamental lighting control knowledge and introduces industry professionals to the DLC's Qualified...


PP / Lighting Controls



### PP Advanced Network Lighting Controls

[est. completion time: 5-15 min., no audio] This course will introduce you to some basic terms of Advanced Network Lighting Controls as well as review program requirements in order to receive incentives for the Pacific Power Wattsmart Business...

NEW




PP / Lighting Controls

### PP Advantages of Advanced Network Lighting Control over BMS

0.5 CEUs [est. completion time: 30 min.] In this course, you will explore Advanced Network Lighting Controls (ANLC) capabilities to better understand the differences between ANLC and Building Management Systems (BMS). Ultimately, this will help...


NEW



PP / HVAC

### PP Ductless Heat Pumps

Welcome to Pacific Power's eLearning training course introducing the commercial HVAC incentive programs. This course is based on Pacific Power's Ductless Heat Pump program offerings as of September 1, 2019 and will go into detail on Ductless...



PP / AIA Lighting

### PP Facility Audits: Fundamentals of Linear Fluorescent Lamps

# Wattsmart Learning Center



[Home](#) [Course Catalog](#) [Signup](#) [Login →](#)

**NEW**

**Get this course**

PP / Lighting Controls

## PP Advantages of Advanced Network Lighting Control over BMS

0.5 CEUs  
[est. completion time: 30 min.]

In this course, you will explore Advanced Network Lighting Controls (ANLC) capabilities to better understand the differences between ANLC and Building Management Systems (BMS). Ultimately, this will help you to leverage ANLC to improve customer satisfaction, strengthen your business offerings, and increase sales.

# OF CEU HOURS: 0.5

### Content

#### LEARN

PP The Advantages of Advanced Network Lighting Controls over BMS | Course

### Completion rules

- All units must be completed
- Leads to a certification with a duration: 3 years



# Washington Department of Commerce

Clean Buildings Performance Standard  
IRA/IIJA Opportunities

# RESIDENTIAL ENERGY EFFICIENCY REBATE PROGRAMS

PAUL CURRINGTON  
CLEAN BUILDINGS PROJECT COORDINATOR

MARCH 14, 2024



Washington State  
Department of  
**Commerce**



Currington, Paul (COM)

Currington, Paul (COM)



[Name obscured]





# Clean Energy Transformation Act, Energy Independence Act

# Clean Energy Transformation Act

- Passed in 2019, sets ambitious clean energy targets for Washington's energy future:
  - By 2025 utilities remove coal-fired generation from Washington's allocation of electricity;
  - By 2030, Washington retail sales will be carbon-neutral;
  - By 2045, Washington retail sales will be 100% renewable and non-carbon-emitting
- Utilities in Washington must **ensure that its customers and communities are benefitting equitably** from the transition to renewable energy
  - Clean Energy Implementation Plan has details on the "how"
  - **Home Energy Savings, Wattsmart Business have an important role.....**
- **Equity Advisory Group** (EAG) formed in 2021 to ensure that the health, safety, and well-being of our customers and communities is included in the planning process.

<https://www.pacificorp.com/energy/washington-clean-energy-transformation-act-equity.html>

# Clean Energy Transformation Act

## Role for us:

- Proactively reach out to households and businesses
  - Located in Highly Impacted Communities
  - Where the primary language isn't English
  - Who rent (rather than own)
- Key metric
  - Number of households and businesses participating (in the above categories)
- Incentives and support set up to help you

Number of Households and Businesses in Highly Impacted Communities Who Completed Projects (count of sites)		
Year	Home Energy Savings	Wattsmart Business
2020	103	83
2022	317	191
2023 (prelim)	1,381	225
2024	more!	more!

Incentives for Projects in Highly Impacted Communities		
Year	Home Energy Savings	Wattsmart Business
2020	\$ 83,968	\$ 997,640
2022	\$ 305,915	\$ 3,511,150
2023 (prelim)	\$ 1,114,141	\$ 2,506,149

# Highly Impacted Communities

Figure 2 - Overall Environmental Health Disparities in PacifiCorp Service Area, 2022

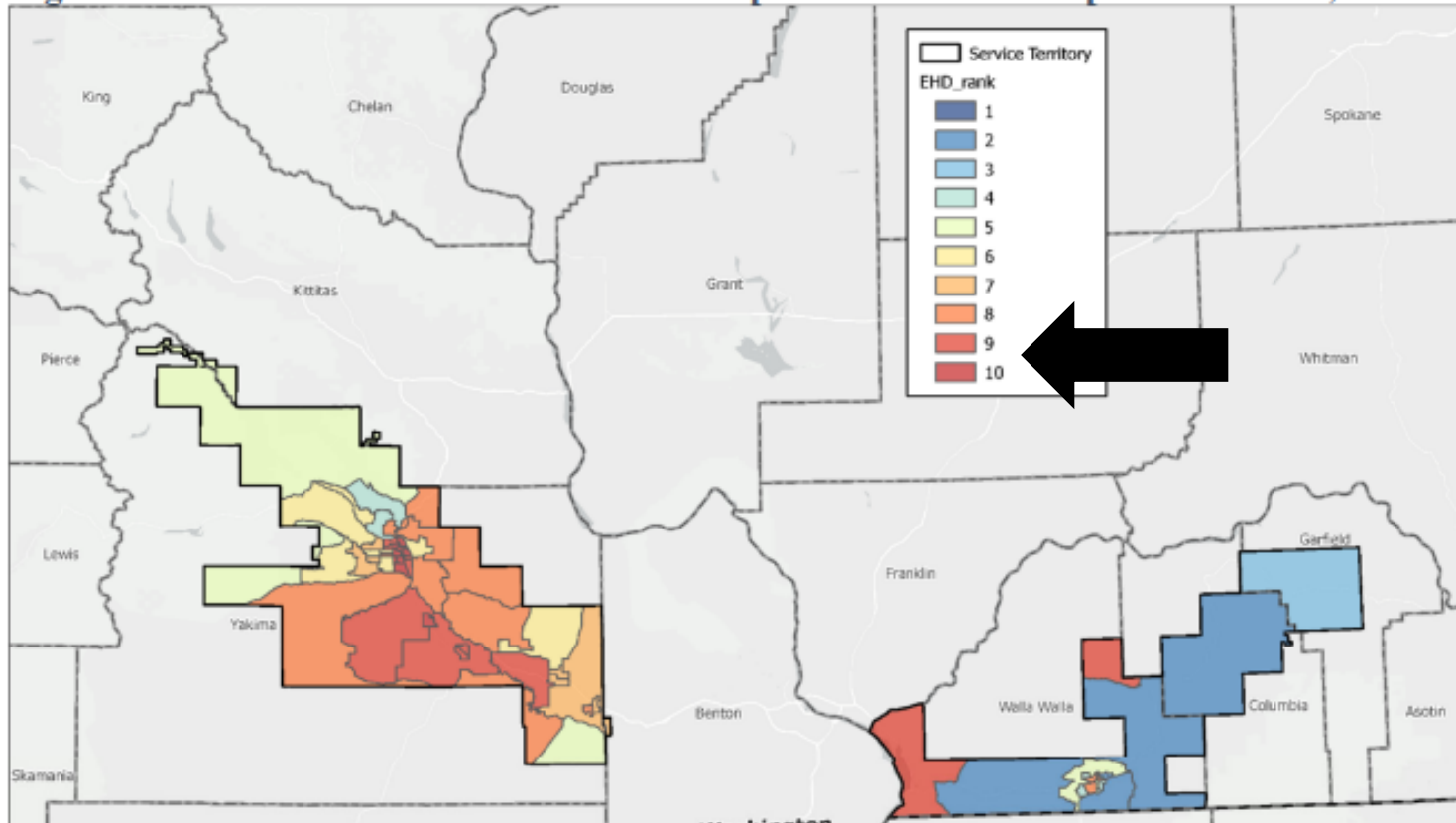
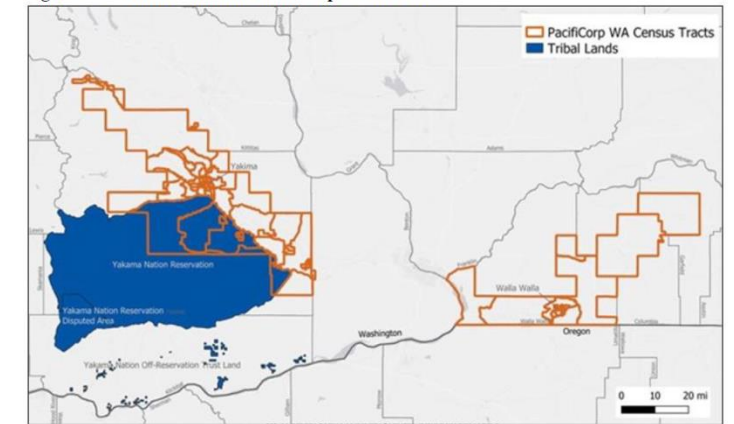


Figure 2.3 shows the census tracts that are located on Tribal Lands: the Yakima area has six (Yakama Nation Reservation) and the Walla Walla area has none.

Figure 2.3 – Tribal Land and PacifiCorp Service Area



Tribal Land = Highly Impacted Community

Environmental Health Disparity Score of 9 or 10 = Highly Impacted Community

# Highly Impacted Communities

## Small Business Eligibility Checker

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

## Residential Customer Eligibility Checker

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

WATTSMART®  
HOME ENERGY SAVINGS  
CUSTOMER ELIGIBILITY

Save energy, money, and time when upgrading your existing equipment system - we can help. Use this tool to determine your eligibility for Wattsmart Home Energy Savings enhanced named community incentives.

To find your current eligibility, enter your Pacific Power meter number below.

[Click here for help locating your meter number](#)

Meter Number

SEARCH

Pacific Power's residential customers in a named community are eligible for enhanced named community incentives based on census tract data. This tool provides eligibility based on that census tract data. Eligibility data is updated monthly.

### Customer Eligibility Results

The meter 66621051 is eligible for



Standard  
Incentives



Small Business  
Incentives



Very Small  
Business  
Incentives



Named  
Community  
Small Business  
Incentives



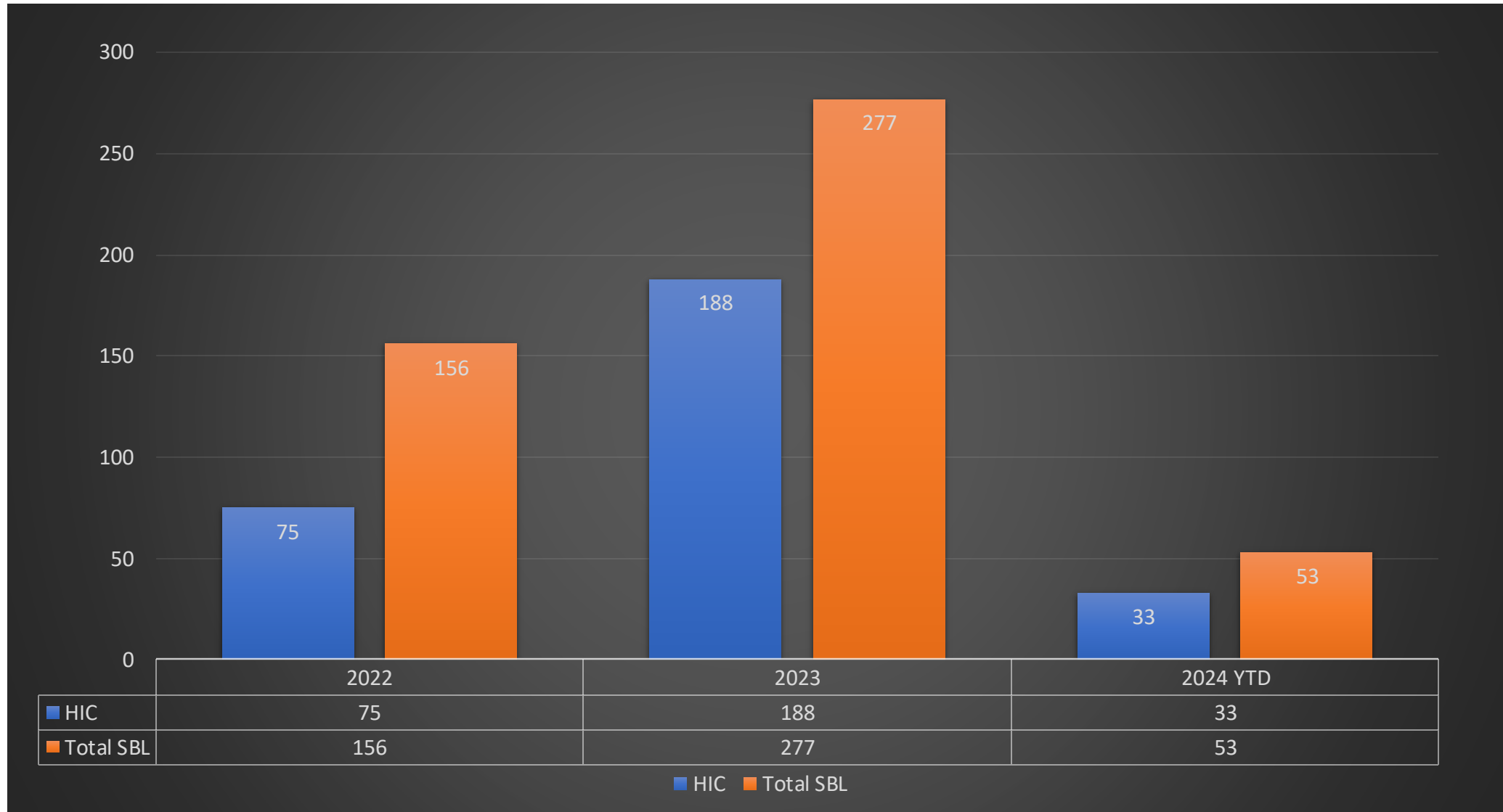
Standard Incentives



Named Community Incentives

Date checked: Jan. 24, 2023  
Expires: April 24, 2023

# Highly Impacted Community Business Projects



# Pacific Power's Wattsmart Business Spanish Media Campaign



### Incentivos de iluminación de bajo consumo para Pequeñas Empresas de Washington

Las pequeñas empresas de Washington que se encuentran en la lista de tarifas 24 con un uso anual equivalente o inferior a 300,000 kWh (total de instalaciones no residenciales) y/o una superficie total de las instalaciones no residenciales igual o inferior a 20,000 pies cuadrados son elegibles a participar.

### Incentivos para Empresas Muy Pequeñas y Pequeñas Empresas en Comunidades Nombradas de Washington

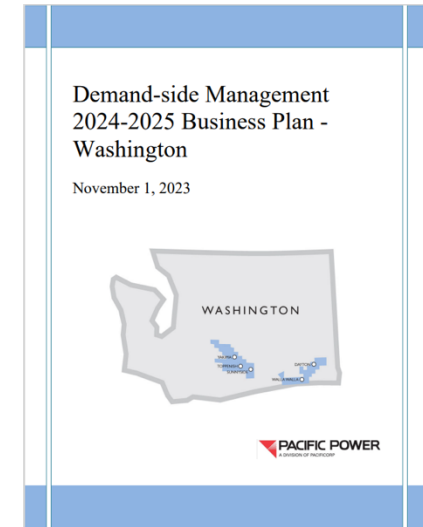
Si cumple los requisitos anteriores y su consumo anual es inferior o igual a 30,000 kWh (total de instalaciones no residenciales) o se encuentra en una Comunidad Impactada, puede optar a incentivos de hasta el 100% de los costos elegibles del proyecto.





# Energy Independence Act

(Initiative 937, passed in 2006)



## Wattsmart Business

- 2024: 31 million kWh

## Home Energy Savings

- 2024: 4.4 million kWh

[UTC Case Docket Document Sets | UTC \(wa.gov\)](#)

# Demand-Response Measures

	Water Heaters	Smart Thermostats
Customer Eligibility	<ul style="list-style-type: none"> <li>Multifamily (single family expected to launch Q1 2024)</li> <li>Requires small program-installed control device inline with tank</li> <li>Must have WiFi at tank</li> </ul>	<ul style="list-style-type: none"> <li>All residential customers</li> <li>Customers must set up an account with their thermostat manufacturer</li> </ul>
Equipment Eligibility	<ul style="list-style-type: none"> <li>Electric resistive tanked WH (120/208/240V single phase; up to 5500 Watts elements) or</li> <li>Heat pump WH with a CTA-2045 port</li> <li>No equipment incentives in this program</li> </ul>	<ul style="list-style-type: none"> <li>Smart thermostat from Nest, ecobee, Sensi or Honeywell</li> <li>Central AC or electric furnace or central heat pump, connected to smart thermostat</li> <li>No equipment incentives in this program</li> </ul>
Incentives	<ul style="list-style-type: none"> <li>Enrolling: \$20 to resident/ \$5 to prop mgr.</li> <li>Annually: \$25 to resident</li> </ul>	<ul style="list-style-type: none"> <li>Enrolling: \$50 to resident</li> <li>Annually: \$25 to resident</li> </ul>
Notification	<ul style="list-style-type: none"> <li>Instant, but customer can pre-identify days unavailable for curtailment</li> <li>Frequency may be up to 2x per week but will likely be less</li> </ul>	<ul style="list-style-type: none"> <li>20-minute notice, opt out anytime during an event</li> <li>Frequency may be up to 30x per year, but will likely be less</li> </ul>

Trade allies can share information on D-R opportunities available to customers when installing eligible water heaters and smart thermostats.

Visit [PacificPower.net/OTR](https://PacificPower.net/OTR) for more detailed information.



# Craft3

# Community Crafted Lending

# Meet Your Exhibitors!

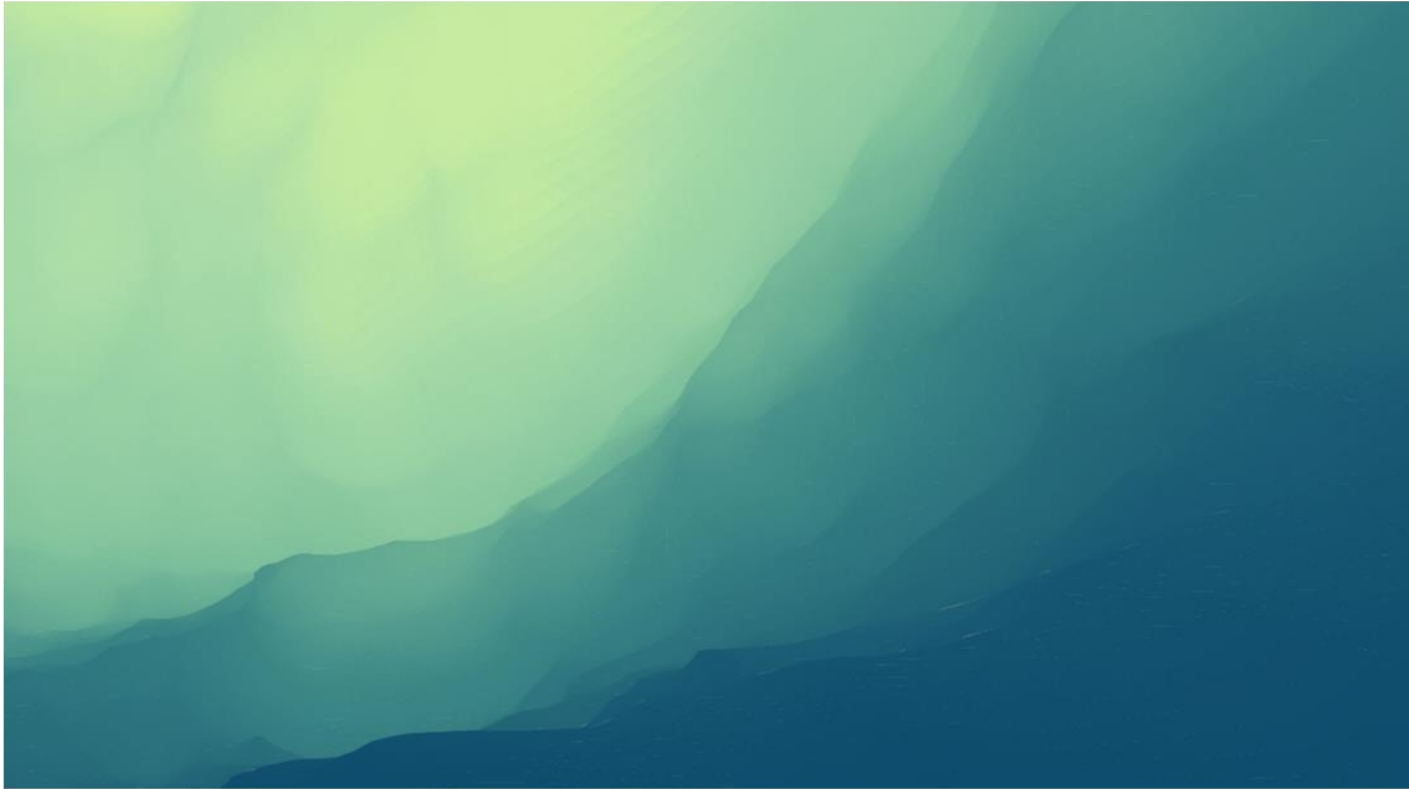
	Company
Kevin Clark	Rheem Manufacturing
Jay Claussner	Acuity Brands
Evan Farris	Hozack Inc (RAB)
Otto Hottendorf	RAB Lighting
Matt Kord	Hozack Inc (RAB)
Lee Hutchins	Pro Lines / Satco
Martha Pulido	Craft 3 Financing
Jeff Woodard	Hollabaugh Brothers & Associates
Chris Issakides	BrilleLED Lighting

# Door Prizes, Vendor Recognition and Evaluations

# Yakima Manufacturing Facility

- 538,543 kWh savings!
- ANLC LLLC controls included
- Happy employees love the improved security and safety
- Vendor Incentive = \$10,000.00!
  - \$5K for ANLC LLLC ( \$50 per LLLC Fixture)
  - \$5K at \$.05 cents per kWh





Campbell & Co.  
and SRI  
Rockland DHP  
project









# Wattsmart® Business Vendor Contacts

## Field Outreach

- Nick Jones (509) 947-6305

[nick.jones@evergreen-efficiency.com](mailto:nick.jones@evergreen-efficiency.com)

- William Gatchel (541) 377-7943

[william.gatchel@evergreen-efficiency.com](mailto:william.gatchel@evergreen-efficiency.com)

- Lance Benedict (971) 282-2593

[lance.benedict@evergreen-efficiency.com](mailto:lance.benedict@evergreen-efficiency.com)

- Lili Causor (509) 941-9414

[Liliana.Causor@evergreen-efficiency.com](mailto:Liliana.Causor@evergreen-efficiency.com)

- Marcelino Osorio (509) 930-1562

[marcelino.osorio@evergreen-efficiency.com](mailto:marcelino.osorio@evergreen-efficiency.com)

## Project Coordinators

- Becky Berg (503) 515-7292

[becky.berg@evergreen-efficiency.com](mailto:becky.berg@evergreen-efficiency.com)

- Pam Loitz (503) 799-6909

[pam.loitz@evergreen-efficiency.com](mailto:pam.loitz@evergreen-efficiency.com)

## Custom and Industrial/Ag

- Craig Phillips (509) 380-3672

[craig.phillips@cascadeenergy.com](mailto:craig.phillips@cascadeenergy.com)



