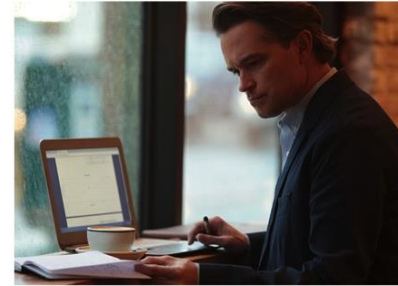


Pacific Power Wattsmart[®] Business

Vendor Event – Opening Session
March 4 & 5, 2025
Walla Walla and Yakima, WA





Welcome and Introductions

Meet the Wattsmart Business Team



Nick Jones



Liliana Causor



Marcelino
Osorio



Jason Glendenning



Pam Loitz



Lance Benedict



Shawn Huff



Becky Berg




Candy Hernandez

Today's Agenda:

Agenda

7:30 a.m. - 8:00 a.m.	Registration, Breakfast and Networking
8:00 a.m. - 9:00 a.m.	Opening Session Commercial & Industrial Program Updates and Processes Washington State Department of Commerce Updates
9:00 a.m. - 9:15 a.m.	Break – Visit Vendor Exhibits and Networking
9:15 a.m. – 10:15 a.m. Breakout Sessions	Lighting Commercial/Industrial Lance Benedict, Pamela Loitz, and Dan Kuhl Topics: <ul style="list-style-type: none">• Advanced Networked Lighting Controls (ANLC) and Luminaire Level Lighting Controls (LLLC) Applications and Sales Tip• Lighting Tool and Application Tutorial (Common Mistakes)• ANLC LLLC Case Study and Inventive Lighting Tool Changes• Q&A
	HVAC and Non-Lighting Commercial/Industrial/Small Business Nick Jones, Todd Blackman, Shawn Huff Topics: <ul style="list-style-type: none">• Typical Measures, Vendors Incentives, HVAC Checkup, Small Business Measures• Cascade Natural Gas incentives/programs• Incentives for Popular Non-Lighting Projects• Q&A
10:15 a.m. – 10:30 a.m.	Break – Visit Vendor Exhibits and Networking
10:30 a.m. – 11:00 a.m.	Closing Session Closing Remarks, Evaluations, Vendor Recognition and Door Prizes





Program Changes and Updates

Wattsmart Business

Wattsmart Business: What's New in Washington for 2025?

Lighting System Retrofits

- No changes to Lighting system retrofit measures in 2025

Small Business Lighting

- No changes to Lighting system retrofit measures in 2025



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

HVAC

- Connected Thermostats have been added to the Trade Ally Program for \$150.00 per unit. Previously only Smart Thermostats were allowed for certain business types in the Trade Ally program. All business types are now covered under this offering.

Measures removed

- Green Motor Rewinds
- Electric Insulated Holding Cabinets
- Electric Combination Ovens
- Electric Convection Ovens



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 2025
- 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 **Lighting Upgrades**

- Each vendor location is eligible to receive \$35,000 in total incentives in 2025
- 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 **Advanced Networked Lighting Controls**

- The ANLC retrofit vendor incentive (including Luminaire Level Lighting Controls) remains at \$50 per fixture
- The cap per vendor location for ANLC vendor incentives was removed for 2025
- Must be an APPROVED Wattsmart Business vendor

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

2025 Event Resources



Features:

- Application portal
- Resources
- News
- Vendor Benefits
- Find a Vendor
- Join
- Contact us

WattsmartIncentives.com

NEW VENDOR WEBSITE



Highly Impacted Communities

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

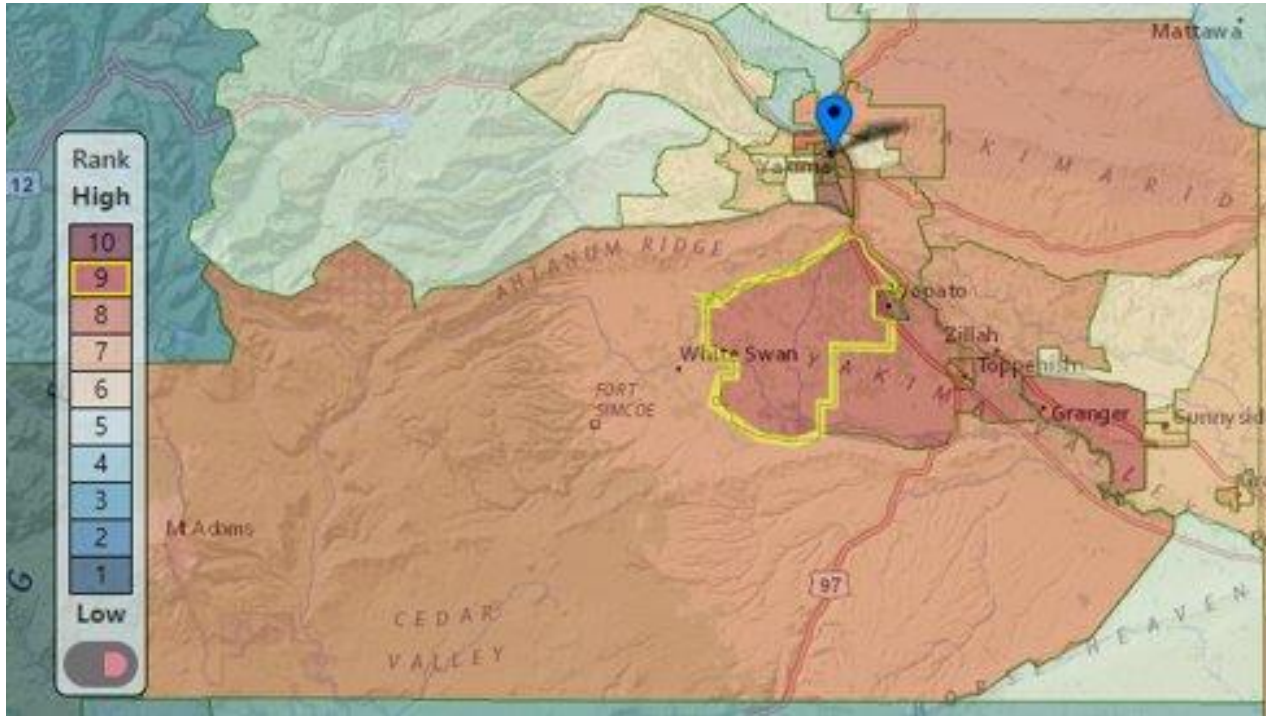
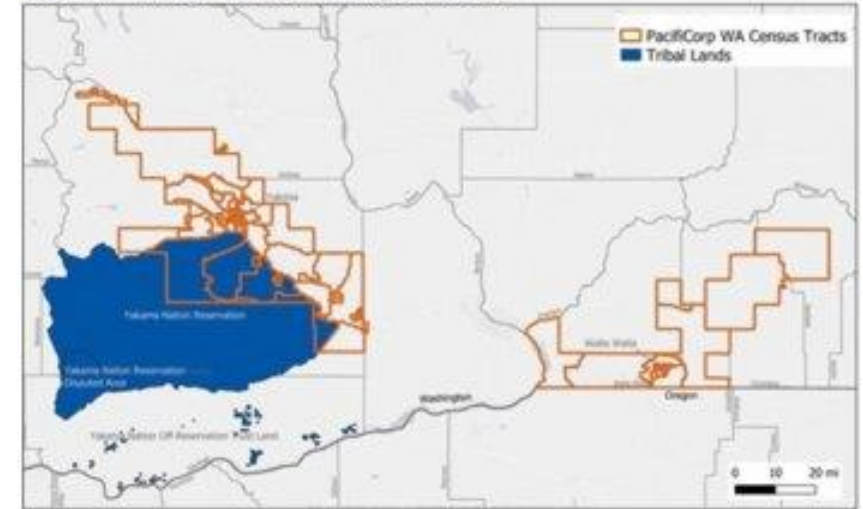


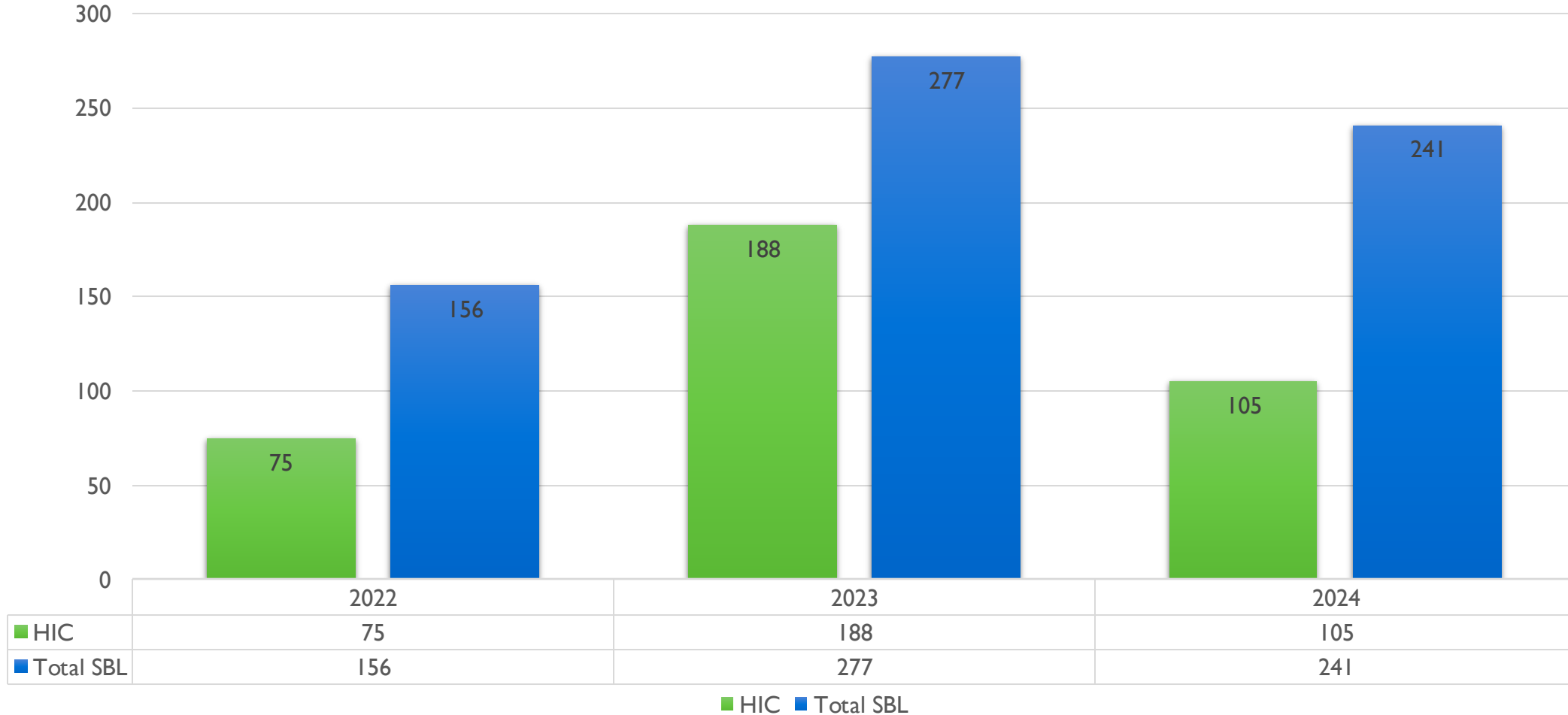
Figure 2.3 – Tribal Land and PacifiCorp Service Area



Highly-Impacted Communities A community designated with a score of 9 or 10 based on the DOH cumulative impact analyses or a census tract that is fully or partially on sovereign tribal territory. Scores are assigned based on several indicators that express: 1) environmental exposures, 2) environmental effects, 3) sensitive populations, and 4) socioeconomic factors. This information is available on the Washington Department of Health’s Information by Location Environmental Health Disparities (EHD) map.

Pacific Power recognizes these terms do not fully reflect the strength, individuality, and cultural values of the communities referenced. These are the terms the Company has used to align with Clean Energy Transformation Act (CETA) legislation; however, we modified CETA’s Vulnerable Population definition to include the insights and perspectives of our Equity Advisory Group.

Highly Impacted Communities Lighting Projects



***** Data From Pacific WattSmart Small Business Lighting Projects *****

Multicultural Campaign



Spanish TV and Radio Media



Spanish Social Media



Pacific Power Business Spanish Website

Resources for You:

- Joint Sales Calls With Wattsmart Outreach Spanish Speaking Staff **Liliana or Marcelino**
- Wattsmart Program Materials In Spanish
- Spanish Media Business Campaign TV and Radio

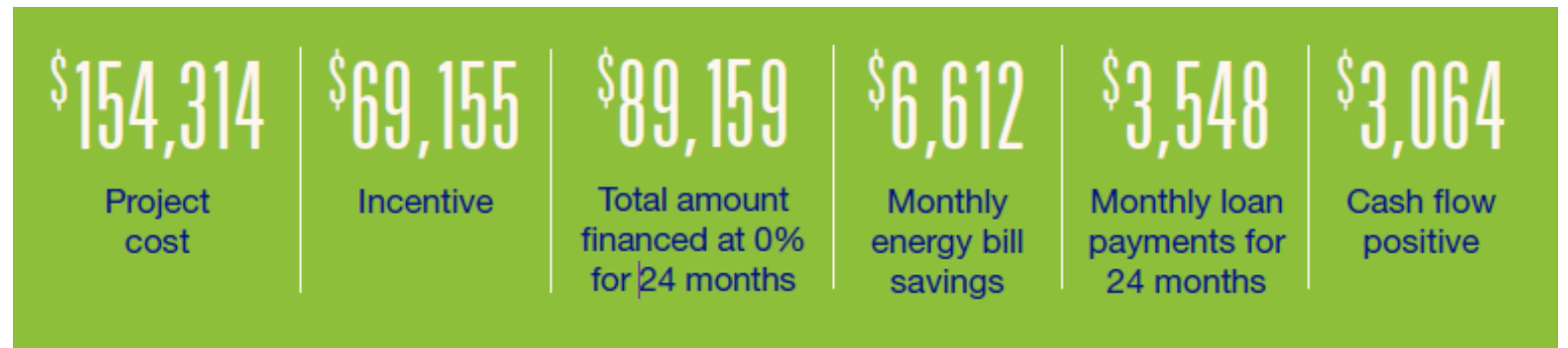


how much it was going to cost me.

Financing Opportunities

- We are finalizing details on a new finance opportunity that will be available to Vendors
- Rates as low as 0% for 24 months.
- The lender offers flexible payment terms
- One page application can be submitted electronically
- Customer will have positive cash flow day one.
- Will provide easy program financing tool to vendors
- Loans from 2-7 years
- Credit decisions within 2 hours
- \$0 down financing
- Vendors can work with outreach

We will host a webinar soon to train and introduce the financing program!



Clean Buildings Performance Standard

Presenters

CLEAN BUILDINGS TEAM



Washington State
Department of
Commerce

We strengthen communities



HOUSING AND HOMELESSNESS



INFRASTRUCTURE AND BROADBAND



SMALL BUSINESS ASSISTANCE



ENERGY



PLANNING AND TECH ASSISTANCE



COMMUNITY SERVICES AND FACILITIES



CRIME VICTIMS AND PUBLIC SAFETY



ECONOMIC DEVELOPMENT

Clean Buildings Performance Standard

- Site based Energy Use Intensity (EUI)
- Based on ASHRAE Standard 100-2018
- WAC 194-50 – Rules for compliance and administrative requirements.
 - Amendment to Standard 100
- Tier 1 Buildings (HB 1257, 2019)
 - Buildings over 50k sq ft excluding parking
- Tier 2 Buildings (SB 5722, 2022)
 - Buildings between 20 and 50,000 square feet
 - Multifamily over 20,000 square feet

Commerce charged with:

- Rulemaking
- Notifying building owners
- Administering incentives
- Supporting mandatory compliance

Basic Requirements



Benchmarking

Operations & Maintenance Program

Energy Management Plan

Tier 1 ONLY - Compliance with an energy performance metric

- Meeting the EUI **OR**
- Investment Criteria

Tier 1 vs Tier 2

Tier 1

- Buildings greater than 50,000 square feet
- Does not include multifamily residential buildings
- Benchmarking, EMP and O&M, Performance Metric
- Mandatory compliance begins in 2026 for buildings over 220,000 square feet

VS

Tier 2

Size

Multifamily

Requirements

Compliance Date

- Buildings 20,000 to 50,000 square feet
- Includes multifamily residential buildings greater than 20,000 square feet
- Benchmarking, EMP and O&M program **NO Performance Metric**
- Mandatory reporting July 1, 2027

Compliance and Reporting Schedule

A building owners of a covered building must meet the following reporting schedule for complying with the standard and every five years thereafter:



Tier 1- Buildings more than 220,000 gross sq. ft, June 1, 2026



Tier 2- Buildings more than 20,000 – less than 50,000 gross sq. ft, June 1, 2027



Tier 1- Buildings more than 90,000 – less than 220,001 gross sq. ft, June 1, 2027



Tier 1- Buildings more than 50,000 – less than 90,001 gross sq. ft, June 1, 2028

Outreach, Education, and Support

Outreach

- Building Owner Notifications
- CB Bulletins
- Presentations
- Conferences and events
- Workgroups and meetings
- Targeted outreach
- Partnerships with local government

Education

- Clean Buildings website
- Guidance Document Library
- Live Q&A sessions
- Targeted trainings and webinars
- Recorded video trainings
- Future training program for qualified energy managers

Customer Support

- CB Portal and Technical Assistance
- Customer management
- Meeting requests
- Support and resources webpage
- Industry partnerships for technical assistance
- Directory of qualified energy auditors and qualified persons

No-Cost Support

[Clean Buildings Team](#)

[Monthly CBPS Office Hours](#)

[Utility Accelerator Programs](#)

[Smart Building Center/Building Potential](#)

- Help Desk

[Energy Star Portfolio Manager](#)

- Customer Support and trainings

Contact

Emily Salzberg

Buildings Unit Managing Director

Email: Buildings@Commerce.wa.gov

Phone: 360-725-3105

- **Submit questions & request support**
[Clean Buildings Customer Support Form](#)
- **Download**
[Clean Buildings Performance Standard – Integrated Document](#)

Subscribe

To sign up for updates or access your subscriber preferences, please enter your contact information below.

*Email Address

Submit

Grants and Incentives



IRA HOME Rebate Programs

- IRA Whole Home Efficiency Rebates (HOMES) \$83M
- IRA Home Electrification and Appliance Rebates (HEAR) \$82M
- Low to moderate - income households including multifamily



HOMES

Eligible Home Improvement

- Home energy efficient upgrades through insulation, air sealing, and general weatherization
- Whole home energy audits
- Electric appliances and panel upgrades if necessary

HEAR

Eligible Energy-efficient Equipment

- Heat pump for space heating or cooling
- Heat pump water heater
- Electric stove/cooktop/range/oven or heat pump clothes dryer

Program launch ~ late spring

Start accepting rebate applications ~ late summer

CBPS Incentive Programs



Tier 1 Early Adopter Incentive Program- \$75 million

- 7 applications approved
- \$5 million dollars reserved



Tier 2 Incentive Program- \$150 million

- July 2025 launch
- Guidelines developed



Energy Audits for Public Buildings \$20 million

- 78 applications approved
- \$11.6 million dollars obligated



Clean Buildings Performance Grant \$45 million

- RFA released, closes at end of Jan

Upcoming in 2025

- Tier 2 Building Owner Notification– June 2025
- Tier 2 Incentive Program – July 2025
- Qualified Energy Manager (QEM) Training Program – May 2025
- Clean Buildings Portal Updates – June 2025
- Decarb Plans for District Energy Systems – June 2025
- Potential legislative changes – [HB1543](#)
- BEACON Project – Summer 2025

Washington Clean Buildings Law Open House

- The **Washington Clean Buildings Performance Standard** may apply to buildings you own. With compliance deadlines rapidly approaching for both [Tier 1 \(greater than 50,000 square feet\) buildings](#), and new guidelines for [Tier 2 \(20,000-50,000 square feet\) buildings](#), time is limited to learn about and implement the necessary requirements.
- To support you in your compliance efforts, Pacific Power invites you to join us at our free Clean Buildings Law Open House on **Tuesday, April 22**, at the **Marcus Whitman Hotel in Walla Walla**. Doors will open from 7:30 AM to 1:00 PM with a light breakfast available and refreshments throughout the day. Our expert Clean Buildings coaches will be joined by representatives from the Washington Department of Commerce to provide you with the most up-to-date information and answer your questions.

Register now!

Have Questions?

Call the Clean Buildings Help Desk: (509) 365-6446

Email: cleanbuildings@stillwaterenergy.com

Visit: PacificPower.net/CleanBuildings





Washington State
Department of
Commerce

www.commerce.wa.gov



Thank You!

www.commerce.wa.gov/cbps

buildings@commerce.wa.gov

360-725-3105

Meet Your Exhibitors!

- Acuity Brands
- C+C
- Electrical Sales Associate (ESA)
- Hozack
- Holophane
- Maxlite
- Satco
- RAB Lighting
- JSG Associates (Yakima)
- Brilled Lighting (Walla Walla)
- Hollabaugh Bros. & Assoc. (Walla Walla)
- WA Commerce Department (Walla Walla)

Closing Slides



OIC of WA Success Story

Total Yearly Energy Bill Savings

\$34,480

Total Project Pacific Power Incentives

\$192,208.38

Energy Savings

351,424 KWH



Door Prizes, Vendor Recognition and Evaluations

Wattsmart® Business Vendor Contacts

Field Outreach

- Nick Jones (509) 947-6305
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- Lance Benedict (971) 282-2593
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- Lili Causor (509) 941-9414
Liliana.Causor@evergreen.energy
- Marcelino Osorio (509) 930-1562
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Cascade Natural Gas

- Todd Blackman (509) 430-6340
TBlackman@trccompanies.com

Project Coordinators

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- Taylor Abbott (616) 485-7832
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- Pam Loitz (503) 799-6909
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Custom and Industrial/Ag

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- Shawn Huff (503) 880-0743
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- Christian Bernard (503) 206-0249
christian.bernard@cascadeenergy.com

2025 All Event Resources

