

ELECTRIC LEAGUE

OF THE PACIFIC NORTHWEST

Welcome to the 2021 Utility Programs & Incentives presentations

Thank you to our presenters:

Andrew Pultorak, Puget Sound Energy

Sinh Tran, Snohomish PUD

Rob Marks, Snohomish PUD

John Petosa, Snohomish PUD

Len Kannapell, Seattle City Light

Business, Commercial and Industrial Energy Management



Andrew Pultorak, LC, MIES
Senior Project Manager
Energy Efficiency Services

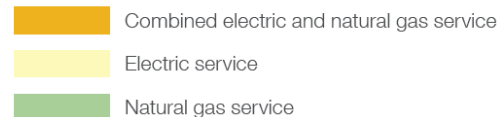
Programs that help customers reduce energy and save money.

- Designing innovative programs that serve our customers
- Meeting and exceeding energy savings targets
- Providing an array of incentives and energy management services
- Serving business, commercial and industrial customers

PSE Service Area

Offering energy efficiency programs and incentives throughout our service area.

- Washington state's oldest local energy company, Puget Sound Energy
- Serving approximately 1.1 million electric customers and more than 790,000 natural gas customers in 10 counties.
- PSE employees are dedicated to providing great customer service and delivering energy that is safe, dependable and efficient.



Business, Industrial and Commercial Overview

Commercial Appliances

- Foodservice Equipment
- Laundry Equipment

Custom Grants

Customized Retrofit Projects

- Cogeneration/Combined Heat & Power
- Pay for Performance

Commercial HVAC

- Advanced Rooftop Control
- Commercial Connected Thermostats
- Commercial Heat Pumps
- Major HVAC Controls Upgrade
- Variable Refrigerant Flow

Commercial Lighting

- Business Lighting
- Lighting to Go

Commercial Strategic Energy Management

Commissioning

- Building Tune Up
- Existing Building Commissioning
- Monitor-Based Commissioning
- Post-Occupancy Commissioning

Utility Energy Services Contract

Industrial Programs

Multifamily Retrofit & New Construction

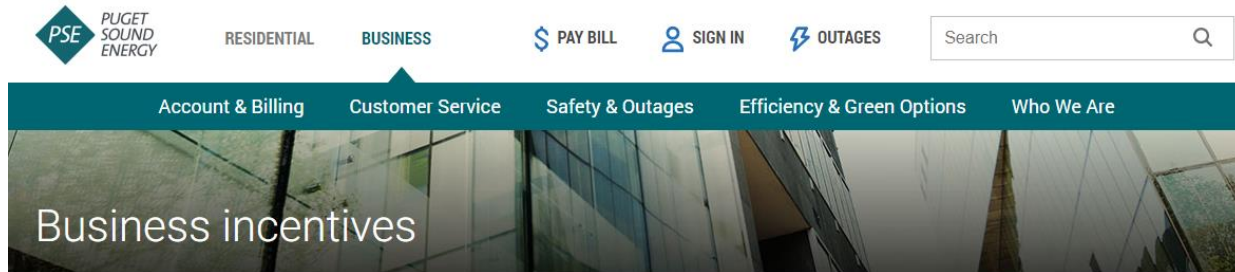
Commercial New Construction

Small Business Programs

- Small Business Direct Install
- Commercial Lodging Efficiency Program

Tools and resources

- pse.com/mybusiness
- MyData Manager



Make energy efficiency your business's best asset

Are you looking to bump up your business's bottom line through energy efficiency improvements? PSE offers commercial incentives to help you save on energy-efficient equipment and waste-reducing services.

For personalized advice, call an Energy Advisor at [1-800-562-1482](tel:1-800-562-1482), Monday through Friday from 8 a.m. to 5 p.m.

[Rebates for single family homes](#) are also available.

Browse by project type

Browse by business type

- [Commercial Appliances](#)
- [Commercial Customized Retrofit Projects](#)
- [Commercial HVAC](#)



ASK AN ENERGY ADVISOR

Have questions about PSE's green options, including energy efficiency tips and rebates, contractor referrals, electric cars and renewable energy options? We're here to help.

Call us at 1-800-562-1482, Monday through Friday 8 a.m. to 5 p.m. or contact us below.

[CONTACT US NOW](#)



FIND A CONTRACTOR

Request a PSE Recommended Energy

Commercial Appliances

Contact: Tianna.Byrtus@pse.com

PSE offers rebates on Foodservice and Laundry appliances. Rebate amounts are based on fuel type and equipment size.

- **Foodservice rebates** range from \$300 - \$7,000
 - Cooking equipment
 - Processing equipment
 - Refrigeration equipment
 - Water heating & sanitation
- **Laundry rebates** range from \$75 - \$400
 - Commercial clothes washers



Cooking and sanitation make up **more than half** the energy usage in your business's kitchen.



An ENERGY STAR commercial clothes washer uses **20% less energy** and as much as **35% less water**.

Custom Grants (non-lighting)

Contact: Jeff.Petersen@pse.com

This program covers up to 70% of costs for non-lighting custom measures that are less common. Custom lighting grants are available under Commercial Lighting.

- For Commercial, Industrial and Small Business customers
- Incentives up to **\$0.35 per kilowatt-hour (kWh)** or **\$5.00 per therm** of projected annual energy savings
 - Boiler upgrades
 - Variable frequency drives (VFDs) on fans or pumps
 - HVAC equipment replacement
 - Envelope improvements
 - High-efficiency chillers
 - Air compressor upgrades

Did you know?

PSE will provide an incentive for ANY measure that exceeds code, based on the incremental savings and cost.

Commercial Customized Retrofit

Cogeneration/CHP: Alex.Cimino-Hurt@pse.com

Pay for Performance: Beth.Robinweiler@pse.com

Cogeneration/Combined Heat and Power (CHP)

- For businesses with high annual hours and a continuous thermal load.
Examples: hotels, hospitals, nursing homes, pools and health facilities.
 - Incentives are based on \$0.35/kWh on first year kWh savings
 - Up to 70% of the incremental cost compared to PSE's combined cycle power plant system

Pay for Performance (P4P)

- For deep retrofits in existing commercial buildings with 50,000+ sq ft
- Min.15% reduction from capital, operational, and behavioral measures
- Incentive rewards a total building approach and building performance
 - Incentive amounts up to \$0.35/kWh and \$5.00/therm
 - Performance incentive \$0.05/kWh and \$0.50/therm for savings above target
 - Up to 50% of incentive paid out after implementation of measures
 - Remaining incentive is paid out annually for years two through five



Commercial HVAC

Contact: Lynne.Greenberg@pse.com

Advanced Rooftop Controls (ARC)

- ARCs control and monitor various rooftop units, and can reduce utility expenses by more than 50%.
- Incentives cover up to 100% of total cost, for adding ARCs to constant volume rooftop units.

Commercial Connected Thermostats

- Receive a \$200 rebate on a qualifying connected thermostat for your business.

Commercial Heat Pumps

- Receive a \$500 per ton rebate to replace current electric resistance heating with an AHRI Certified® heat pump.

Major HVAC Controls Upgrade

- Incentives cover up to 50 percent of the cost of upgrading your HVAC controls

Variable Refrigerant Flow (VRF)

- VRF uses refrigerant to condition the air with an outdoor condensing unit connected to multiple indoor units
- Receive \$3.00 per square foot of conditioned space for VRF systems.
- Buildings must have a minimum of 10,000 square feet of conditioned space



Commercial Lighting

Business Lighting : Andrew.Pultorak@pse.com
Lighting To Go: Penny.Kyser@pse.com

Business Lighting Incentive Program

- For existing commercial buildings to retrofit interior and/or exterior lighting
- **Projects completed by Sept. 1, 2021 earn a Project Perk up to \$200**
- Receive incentives up to 70% of installed costs
 - \$0.17 per kWh (HID-LED screw-in replacements)
 - \$0.17 per kWh (CFL-LED pin based replacements)
 - \$0.17 per kWh (lighting components)*
 - \$0.25 per kWh (new fixtures and retrofit kits)
 - \$0.35 per kWh (fixture and controls bundle)
 - \$75.00 per fixture bonus for each LLLC fixture
 - \$4.00 per TLED of any length (type A, B and C)

Lighting to Go

- Instant discounts on LED lighting, applied at purchase through participating distributors
- No pre-approval or paperwork required, range of incentives, up to:
 - \$4 on T5, T5HO four foot TLED
 - \$4 on T8 two, three and four-foot TLED
 - \$3 on 4-pin Base CFLs
 - \$40-\$300 on LED HID Replacements
 - \$40-\$645 on LED Outdoor pole/arm fixtures of retrofit kits

Did you know?

Lighting can account for **more than 40%** of your business's energy use.



*Note: "Screw-in LED Lamps" and MR-LED lamps replacing incandescent or CFL screw-in lamps are not incentivized.

Commissioning

Contact: Jason.Hyatt@pse.com

Building Tune Up

- Analyze your building's energy consumption and leverage no-cost/low-cost opportunities.
- Receive an improvements checklist, trend data, performance testing and a final report
- Base incentive per 100,000 sq ft and first year performance incentive
- Building must be 50,000+ sq ft and at least 75% occupied

Existing Building Commissioning

- Comprehensive on-site review, recommended O&M improvements and 50 hours training
- Assessment incentive plus base incentive and first year performance incentive
- Building must be 50,000+ sq ft, with automatic controls and no previous commissioning

Monitor-Based Building Commissioning

- Implement software to collect, analyze, and report data to optimize building performance
- Base incentive, first year performance incentive and second year performance incentive
- Building must be 50,000+ sq ft with automatic controls, with an Energy Champion and management buy-in

Post-Occupancy Commissioning

- For buildings in the design phase or just beginning occupancy with complex HVAC systems.
- Facilitates meeting the owner's energy use and operational goals and provides training and resources, so the owner and operator may efficiently operate and maintain their building.

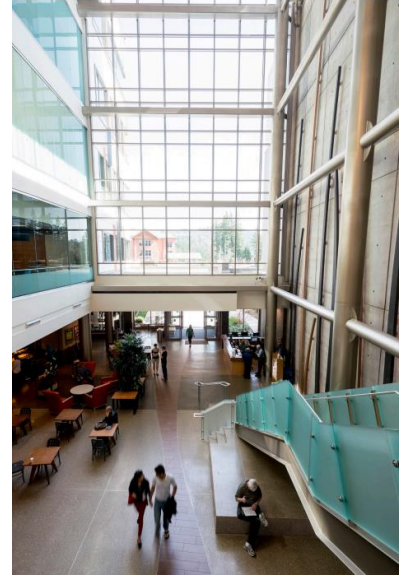


Commercial Strategic Energy Management

Contact: Lionel.Metchop@pse.com

Reduce energy use through a mix of operational and maintenance improvements, behavior changes, and capital projects.

- For large customers that consume at least 1,000,000 kWh electricity or 135,000 therms natural gas (or equivalent combination)
 - Program participation for 3 years
 - Available to renew for additional 3 years
 - Includes training, technical support, energy data, software to track energy consumption
- Training allowance up to \$2,000/program year
- Start-up incentive up to \$10,000 plus performance-based incentives



Utility Energy Services Contract (UESC)

Contact: JoEllen.VasquezFajardo@pse.com

UESC offers streamlined development, contracting, and implementation of measures that are typically funded by utility savings.

- For federal and tribal customers with energy, water, and renewables targets
- No costly annual performance verification requirements
- Projects awarded an average of 4 months faster than through ESPC
- Program contains four steps:
 1. **Workshop** – outline goals, needs and project criteria
 2. **Preliminary Assessment** – PSE conducts assessment to help determine final scope
 3. **Task Order** – Finalize cost through subcontractor bids, project scope, calculations and third-party financing
 4. **Implementation** - PSE provides oversight and transparent reporting



Industrial Programs

Contact: Alex.Cimino-Hurt@pse.com

Comprehensive Small Industrial Grants

- For industrial businesses that use <1,000,000 kWh per year and <50,000 therms per year
- Incentives up to \$0.35 per kilowatt-hour (kWh) or \$5.00 per therm of projected annual energy savings
- Common measures include: boiler upgrades, installation of variable frequency drives (VFDs) on fans or pumps, HVAC equipment replacement, high-efficiency chillers, and air compressor upgrades

Industrial Strategic Energy Management (ISEM)

- For businesses with a portfolio that uses >3,000,000 kWh or >150,000 therms/year
- Provides comprehensive energy management to achieve site-level energy savings goals, lower operating costs, tracking tools and training.
- Up to \$25,000/year in incentives for verified site-level savings
- \$0.02 per kWh or \$0.32 per therm saved per performance year, plus up to two \$1,000 milestone incentives

Industrial Systems Optimization (ISOP)

- For industrial business sites that perform manufacturing or processing, or with subsystems that maintain long run-hours
- Hands-on guidance, optional performance tracking system and detailed action plan report
- Up to 100% of eligible costs related to the installation of tracking systems and action items completed



Multifamily Programs

MF New Construction: Amitpal.Singh@pse.com

MF Retrofit: Mcgregor.Snow@pse.com

In addition to incentives, PSE can help with bids for capital improvements through our Trade Ally Network and performance benchmarking.

Multifamily New Construction

- For customers constructing campuses of 5 or more residential units
- Choose from four approaches:
 - Whole-building
 - Lighting power density reduction
 - Custom (non-lighting)
 - Prescriptive incentives (commercial laundry, HVAC, etc)
- Includes interactive Early Design Assistance workshop with energy experts
- Cash incentives for each unit of energy saved

Multifamily Retrofit

- For customers maintaining campuses of 5 or more residential units
- Receive an assessment, identify low/no-cost upgrades and improvements
- Range of incentives including:
 - Free direct install measures
 - Insulation, Appliances, HVAC and Water Heating, Lighting, etc
 - Custom incentives

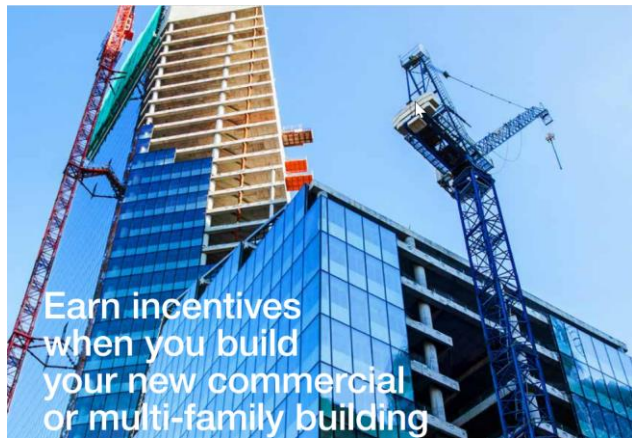


Commercial New Construction

Contact: Taylor.Pitts@pse.com

Save up to 100% of cost beyond current energy codes, while incorporating state-of-the-art, energy-efficient equipment and measures.

- Incentives based on one of four estimation approaches:
 - **Whole building approach**
 - Either equipment and installation or performance
 - No maximum, ranges from \$0.35-\$0.65/kWh and \$5-\$7/therm
 - **Lighting power density**
 - All lighting or Interior LLLC fixtures and installation
 - Up to 100% of the cost to build beyond current energy code
 - **Custom approach (non-lighting)**
 - Incentives up to \$0.35 per kilowatt-hour (kWh) or \$5.00 per therm of projected annual energy savings
 - **Post occupancy building commissioning**
 - Up to \$0.35/sq. ft. for third-party, post-occupancy building commissioning per current energy code



Small Business Programs

Small Business Direct Install: Penny.Kyser@pse.com

Commercial Lodging: Tianna.Byrtus@pse.com

PSE offers two programs specifically for small businesses, in addition to other business and commercial offerings.

- **Small Business Direct Install**

For business customers with less than 10,000 sq ft, including medium farms

- **Commercial Lodging**

For hotels, motels and lodges with up to 150 rooms

Both programs include:

- Free comprehensive assessment
- Installation of no-cost LED lighting and water saving measures.
- Incentives on:
 - **LED lighting:** Fixture upgrades, exterior lighting, exit and open signs.
 - **Occupancy sensors:** Sensor controls for lighting
 - **Water savers:** Low-flow faucet aerators, pre-rinse spray heads and showerheads
 - **HVAC:** Programmable thermostats, packaged terminal heat pump replacement, equipment assessments and referrals
 - **Other custom measures:** Replacing old, less efficient with new, higher efficiency equipment



Snohomish PUD

Energy Services

Electric League

Utility Energy Efficiency Incentive Programs

Commercial, Industrial & Multifamily

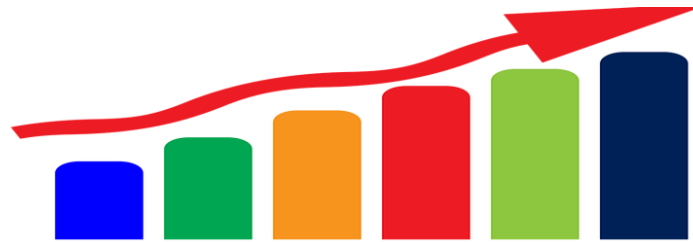
March 18, 2021



2021

Budget & Goal

- Goal – 15% increase
- Budget – 30% increase

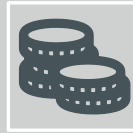


Limited Time Offer

Lighting Projects



40% increase



Up to 100% Project Cost



Projects must be completed by December 3, 2021

Programs

Lighting &

Lighting Controls

- Upgrades to LEDs only
- 20 cents average per kWh savings
- PUD Lighting Workbook

- Simple Lighting Controls (binary)
 - \$3 to \$27 per fixture/luminaire
- Advanced Lighting Controls (combo)
 - \$3 to \$57 per fixture/luminaire
- Networked Lighting Controls (LLLC)
 - \$9 to \$137 per fixture/luminaire



Limited Time Offer

Rebates and Custom Projects



50% Increase for all Rebates



50% Increase for all Building Efficiency Custom Projects



Up to 100% Project Cost



Projects must be completed by June 30, 2021

Programs

Rebates - Prescriptive

HVAC & Controls

Heat Pump Upgrade – \$300 per Ton

Heat Pump Retrofit – \$1,725 per Ton

Ductless Heat Pump Upgrade – \$600 per Ton

Ductless Heat Pump Retrofit – \$1,725 per Ton

Packaged Terminal Heat Pumps – \$900 per Unit for Retrofit,
\$150 for New Construction

Variable Refrigerant Flow Systems - \$1,500 per Ton

Connected Thermostats – \$300 per Unit

Variable Frequency Drives on Air Handling Unit Fans – \$450 per
HP

Advanced Rooftop Controls (ARC) – \$750 - \$6,750 per Unit

Programs

Rebates - Prescriptive

Building Envelope

Including Multifamily
Buildings



Windows

\$9 to \$13.5 per
SqFt



Insulation

\$0.75 to \$3.75
per SqFt

Programs

Rebates - Prescriptive

Refrigeration

- Electronically Commutated Motors (ECMs) – \$82.5 and \$210 per Motor
- Anti-Sweat Heater Controls – \$60 per LnFt
- Strip Curtains – \$13.5 per SqFt



Programs

Rebates - Prescriptive

Heat Pump Water Heaters & Water Using Devices

Heat Pump Water Heaters – \$450 and \$900 per Unit

Pool Pumps – \$75 to \$1,200 per Unit

Commercial Clothes Washers – \$37.5 to \$187.5 per Unit

Showerheads – \$16.5 ea.

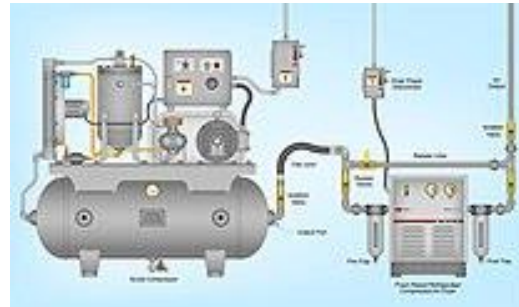
Pre-Rinse Spray Valves – \$150 ea.

Programs

Rebates - Prescriptive

Compressed Air

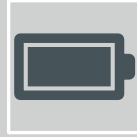
- Compressors (≤ 75 HP) – \$60 to \$690 per HP
 - > 75 HP – Custom (Building Efficiency Program)
- Dryers – \$15 to \$30 per CFM
- Receivers/Storage Tanks – \$3 and \$7.5 per Gallon
 - up to \$6,000
- Zero-Loss Condensate Drains – \$75 to \$525 per Drain
- Low-Pressure Drop Filters – \$75 to \$195 per Filter
- System Pressure Reduction – \$0.15 per kWh
 - When connected with an air compressor and receiver/storage tank upgrade



Programs

Rebates - Prescriptive

Industrial



High Frequency Battery
Charger

\$0.38 per kWh



Welder Upgrade

\$0.38 per kWh



Water System Leak
Abatement

\$0.38 per kWh

Programs

Rebates - Prescriptive

Others

- Demand Controlled Kitchen Ventilation – \$300 and \$600 per HP Pool Pumps – \$75 to \$1,200 per Unit
- Generator Block Heaters – \$300 and \$2,250 per Unit
- Vehicle Engine Block Heater Controls – \$300 per Unit
- Smart Power Strips – \$22.5 ea.



Programs

Building Efficiency

Custom Projects

- Controls – \$0.30 per kWh
- HVAC Unit/System – \$0.53 per kWh
- Process Equipment/System – \$0.53 per kWh

- May require Pre- and Post-Power Metering
- Up to 100% Project Cost



Programs

Building Efficiency

Cannabis

- Grow Lighting – \$0.30 per kWh
 - HID Baseline or 1,000 W per SqFt Canopy Area
 - HVAC Interactive Savings (PUD Calculate) - \$0.30 per kWh
- Lighting in Non-Production Areas – \$0.18 per kWh
 - Including Exterior
- HVAC Unit/System – \$0.53 per kWh
- Up to 100% Project Cost
- \$150,000 Cap



Programs

Building Efficiency

Building Retro-
Commissioning

- Commercial facility
 - 40,000 ft² minimum
 - 650,000 kWh/yr. minimum
 - EUI \geq 50 kBTU-h/ft²-yr
 - Minimum of 70% occupied
 - Electrically heated, either as primary or back-up
-
- 20¢ per kWh for first year savings
 - 5¢ per kWh for second year savings



Programs

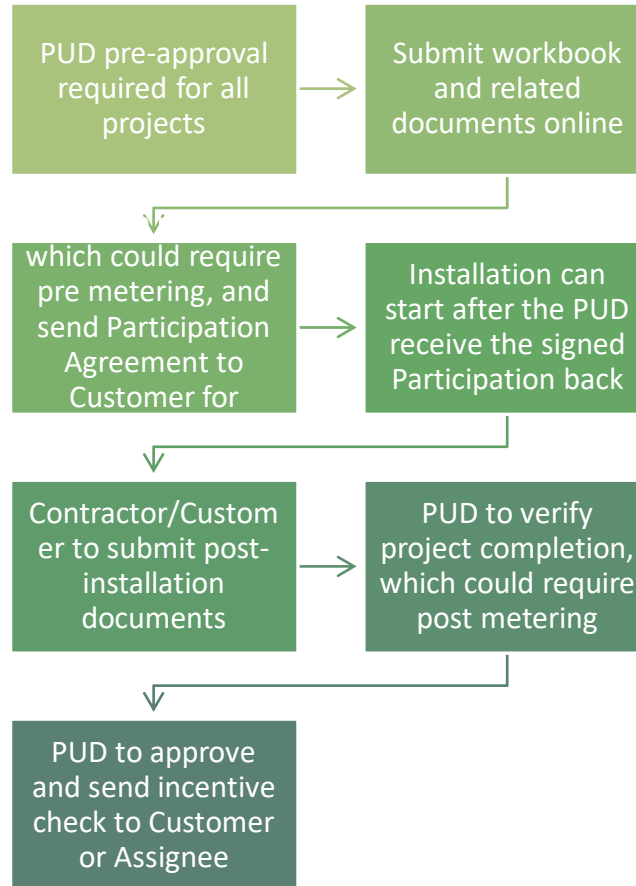
Building Efficiency

Clean Buildings - Benchmarking Assistance

Through June 2021

- Commercial buildings including hotels and motels with 50,000 ft² or greater
- Multi-family buildings are not eligible
- Buildings must have their own utility meter(s)
- Completion of Energy Star Benchmarking process including creating a Portfolio Manager Account and obtaining the following reports:
 - Energy Star Score Card
 - Progress and Goals Report
 - Data Verification Checklist
 - Signed Statement of Energy Performance (SEP) by the Qualified Energy Management Professional
- Provide a detailed building audit that includes a minimum of 3 energy-efficiency opportunities
- 5¢ per SqFt of conditioned space
- Up to 70% of Cost (up to 100% for all-electric building)
- \$15,000 Cap per building

Application Process



For Additional
Info

SNOPUD.COM

425-783-1700

EEBiz@snopud.com

Business, For Your Business, Rebates & Incentive

PUD RESIDENTIAL BUSINESS CONSERVATION EDUCATION POWER SUPPLY YOUR ACCOUNT PAY YOUR BILL

Light Rain, 46° WATER SAFETY RELIABILITY CONSTRUCTION BIDS NEWSROOM VIDEOS CAREERS ABOUT US

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Rebates & Incentives

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- > Rebates & Incentives
 - Building Efficiency
 - Rebates
 - Lighting & Lighting Controls
 - Commercial Lighting Contractors
 - Commercial Mechanical (HVAC) Contractors
 - Compressed Air Contractors
 - New Construction
 - Commercial Kitchen Equipment
 - Green Motor Rewind
 - Commercial Cannabis
 - Project Submission Form
- > For Small Businesses
- > Storm & Outage FAQs
- > Carbon Solutions
- > Energy Efficiency Tools
- > Business FAQs
- > Troubleshooting
- > Real Estate / Easements

Energy Savings Purchasing Program Pay for Performance Pilot

Building Efficiency

Rebates

Lighting & Lighting Controls

New Construction

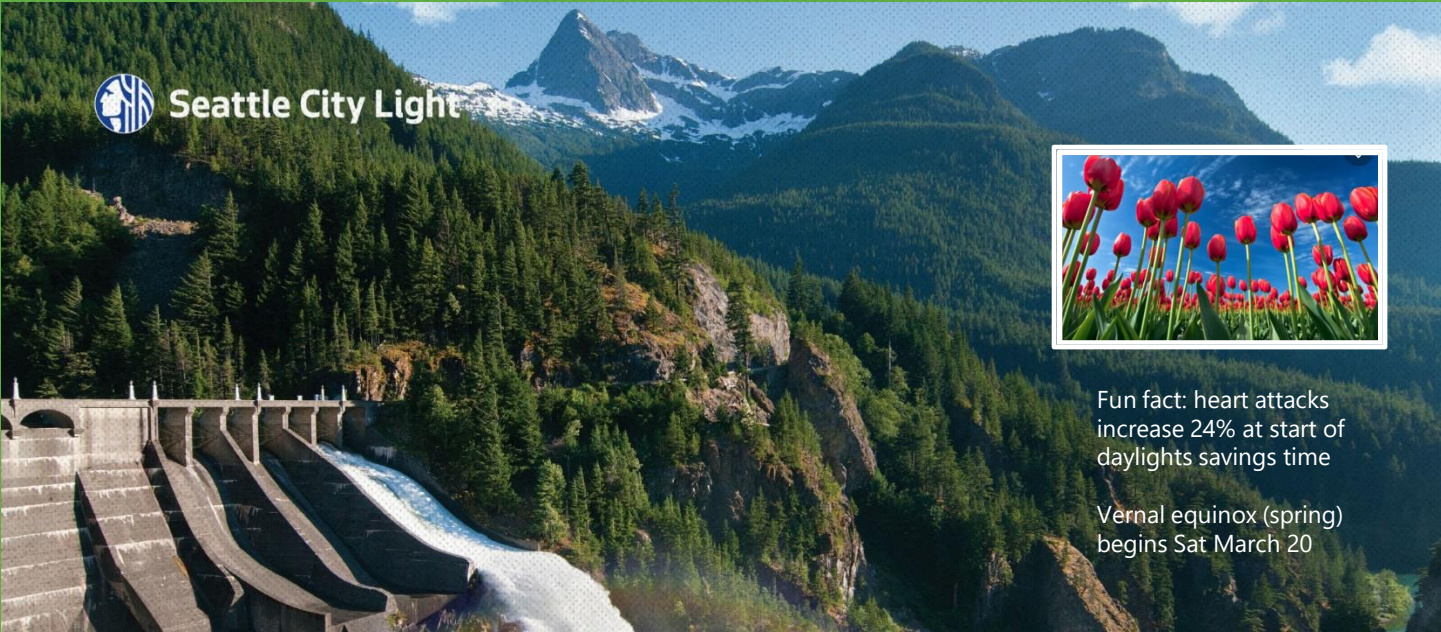
Commercial Kitchen Equipment

Green Motor Rewind

Commercial Cannabis



Seattle City Light



Fun fact: heart attacks
increase 24% at start of
daylights savings time

Vernal equinox (spring)
begins Sat March 20

SEATTLE CITY LIGHT REBATES & INCENTIVES FOR 2021

Len Kannapell | len.kannapell@seattle.gov

Customer Care & Energy Solutions, SCL

March 18, 2021



IF YOU ARE A

**BUILDING OWNER
BUILDING OPERATOR
FACILITIES MANAGER
BUILDING ENGINEER
CONTRACTOR**

**SCL HAS REBATES/INCENTIVES
TO UPGRADE YOUR BUILDING**



ONLY

ONE

**THING TO
REMEMBER FROM
THIS PRESENTATION:**





**MONEY
MOTIVATES
ACTION**



1. Get rebate/incentive from SCL



2. Reduce your operating costs



3 TYPES OF SCL PROGRAMS

1. Lighting



Lamp-only upgrades (Lighting to Go), LED fixtures, controls

2. HVAC



Advanced rooftop controls (ARC), chillers, heat pumps

3. Whole Building



Retro-commissioning (EBCx, MBCx), Pay for Performance (P4P),
Energy Efficiency as a Service (EEaS)



WHAT IS A REBATE VS. AN INCENTIVE?



o
r



- **Rebate**

Per-unit measure
(prescriptive)

\$4/TLED instant discount (Lighting to Go)
\$150/connected thermostat
\$1000/rooftop unit (RTU)

- **Incentive**

\$/kWh saved

\$0.15/kWh for DLC-listed lighting fixtures
(\$0.18/kWh for *small* commercial bldgs)
\$0.27/kWh for variable-speed drives (VSD)
\$0.27/kWh for air-source heat pumps



REBATE EXAMPLES



SEATTLE CITY LIGHT 2021 ENERGY CONSERVATION INCENTIVES Effective February 2021 COMMERCIAL REBATES

Rebates listed below do not require City Light pre-approval. To initiate an application, submit qualified purchases within 90 days of purchase date in our online form for "Simple Business Rebates" energysolutions.seattle.gov/yourbusiness/business-tools-and-resources/

CONSERVATION ACTION	REBATE (\$)	MEASURE NOTES
HEATING, VENTILATION AND AIR CONDITIONING (HVAC) — RETROFIT ONLY <i>Must be on BPA Qualified lists at tradeallnetworknw.com</i>		
Connected thermostat initial install	\$150 each	Gas or electric. Hotels and multifamily not eligible.
Connected thermostat setpoint verification	\$50 bonus	Gas or electric. Must submit schedules and setpoints for connected thermostat programming verification bonus.
Advanced rooftop control-single phase — E.g. ECM motor	\$500 per RTU	Gas or electric
Advanced rooftop control lite < 10 tons	\$800 per RTU	Gas or electric
Advanced rooftop control lite 10 to 20 tons	\$1,000 per RTU	Gas or electric
Advanced rooftop control lite >20 tons	\$2,000 per RTU	Gas or electric
Advanced rooftop control full <10 tons	\$1,500 per RTU	Gas or electric
Advanced rooftop control full 10 to 20 tons	\$2,500 per RTU	Gas or electric
Advanced rooftop control full >20 tons	\$4,500 per RTU	Gas or electric

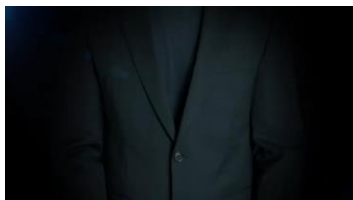
INCENTIVE EXAMPLES



SEATTLE CITY LIGHT 2021 ENERGY CONSERVATION INCENTIVES Effective February 2021 COMMERCIAL, INDUSTRIAL, AND MULTIFAMILY¹ RETROFIT PROJECTS

CONSERVATION ACTION	INCENTIVE (\$/kWh)	SMALL COMMERCIAL INCENTIVE (\$/kWh) *	MEASURE NOTES	
RETROFIT LIGHTING **				
RETROFIT APPLICATION	LED fixtures (outdoor, indoor, high-bay, display case), integrated retrofit kits, downlights over 1800 lumens	\$0.15	\$0.18	Small Commercial customers receive a 20% bonus Retrofit kits limited to DLC defined integrated-style retrofit kits For all other downlights, see information below for Lighting to Go instant discounts
	Component retrofit kits	\$0.10	\$0.12	Small Commercial customers receive a 20% bonus For any DLC retrofit kit category other than integrated-style (i.e., linear- or lamp-style)
	Standard controls (including non-QPL networked lighting controls)	\$0.15	\$0.18	Small Commercial customers receive a 20% bonus Standard controls include daylighting and occupancy sensors
	HID replacement lamp products	\$0.10	\$0.10	
	QPL networked lighting controls (LLLC and non-LLLC)	\$50 per fixture	\$50 per fixture	In addition to \$/kWh incentive for fixture efficiency See DLC's Networked Lighting Controls Qualified Product List (QPL) for eligible systems
<small>* All fixtures and retrofit kits must be certified by DesignLights Consortium (DLC) or ENERGY STAR. Small Commercial customers are on the Small General Service rate class and have a monthly electrical demand of <=50kW. An Energy Advisor can confirm your rate class. **For multifamily projects, only common areas are eligible for incentives.</small>				
Looking for LED lamps? Get instant discounts on qualified LED lamps at participating distributors. Visit Lighting to Go for more information.				
CONSERVATION ACTION	INCENTIVE (\$/kWh)	MEASURE NOTES		
HEATING, VENTILATION AND AIR CONDITIONING (HVAC)				
HEATING	Chillers—water-cooled	\$0.27	Water-cooled centrifugal chillers located in penthouse or basement may qualify for a higher incentive	
	Chillers—air-cooled	\$0.27		
	Air-to-air heat pumps	\$0.27	Existing heating system must be electric resistance	

LITTLE KNOWN FACT:



HAS INCENTIVES

FOR

**ELECTRICALLY-POWERED
HVAC**

ENERGY SAVINGS FOR YOUR BUILDING

3 Ways to Get an Incentive (\$/kWh) and Save Building Energy



- 1. Retrofit equipment (chillers, VRF, heat pumps, etc.)**
- 2. Existing Bldg Commissioning (EBCx) or Monitoring-based Building Commissioning (MBCx - new) programs**
- 3. Pay for Performance (P4P) program or Energy Efficiency as a Service (EEaS)**

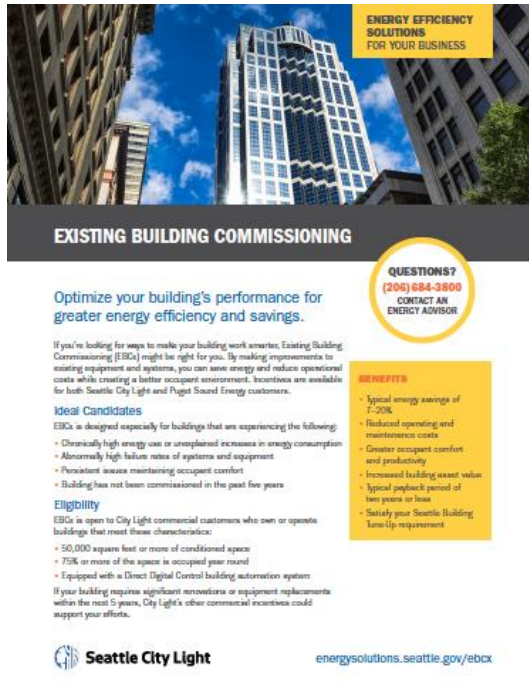


1. RETROFIT HVAC INCENTIVES

Example: Air-cooled chillers

CONSERVATION ACTION		INCENTIVE (\$/kWh)	MEASURE NOTES
HEATING, VENTILATION AND AIR CONDITIONING (HVAC)			
RETROFIT APPLICATION	Chillers—water-cooled	\$0.27	Water-cooled centrifugal chillers located in penthouse or basement may qualify for a higher incentive
	Chillers—air-cooled	\$0.27	
	Air-to-air heat pumps	\$0.27	Existing heating system must be electric resistance
	Hydronic heat pumps	\$0.27	Existing heating system must be electric resistance
	Variable refrigerant flow heat pumps, air or water source	\$0.27	Existing heating system must be electric resistance
	Variable refrigerant flow heat pumps, ground or groundwater source	\$0.27	
	Computer room air conditioners (CRAC)	\$0.27	For new equipment or variable speed drive/ECM retrofits
	Variable speed drives on AHU Fans	\$300 per HP	For constant speed fans serving VAV systems, replacing the function of inlet guide vanes or other throttling devices

2. EXISTING BUILDING COMMISSIONING (EBCx)



ENERGY EFFICIENCY SOLUTIONS FOR YOUR BUSINESS

EXISTING BUILDING COMMISSIONING

QUESTIONS?
(206) 684-3800
CONTACT AN ENERGY ADVISOR

Optimize your building's performance for greater energy efficiency and savings.

If you're looking for ways to make your building work smarter, Existing Building Commissioning (EBCx) might be right for you. By making improvements to existing equipment and systems, you can save energy and reduce operational costs while creating a better occupant environment. Incentives are available for both Seattle City Light and Puget Sound Energy customers.

Ideal Candidates

EBCx is designed especially for buildings that are experiencing the following:

- Chronically high energy use or unexplained increases in energy consumption
- Abnormally high failure rates of systems and equipment
- Persistent issues maintaining occupant comfort
- Building has not been commissioned in the past five years

Eligibility

EBCx is open to City Light commercial customers who own or operate buildings that meet these characteristics:

- 50,000 square feet or more of conditioned space
- 75% or more of the space is occupied year round
- Equipped with a Direct Digital Control building automation system

If your building requires significant renovations or equipment replacements within the next 5 years, City Light's other commercial incentives could support your efforts.

BENEFITS

- Typical energy savings of 7-20%
- Reduced operating and maintenance costs
- Greater occupant comfort and productivity
- Increased building asset value
- Typical payback period of two years or less
- Satisfy your Seattle Building Tune-Up requirement

Seattle City Light energysolutions.seattle.gov/ebcx

Want low-cost (non-capital) building upgrades?

If your building has all these:

- 50,000 sf or more of conditioned space
- >75% of the space is occupied year round
- Equipped with a Direct Digital Control (DDC)

Then EBCx offers these benefits:

- Typical energy savings of 7-20%
- Payback period 2 years or less
- Meet Seattle Tune-Up Ordinance (req.)

MONITORING-BASED COMMISSIONING (MBCx)

- Same incentives and milestones as EBCx
- Requires use of Fault Detection & Diagnostic (FDD)
 - Monitors data from BAS system
 - Detects faults or system inefficiencies
 - Owner's staff resolves faults to improve efficiency

INCENTIVE TYPE	SEATTLE CITY LIGHT (ELECTRIC)	PUGET SOUND ENERGY (GAS)	SEATTLE CITY LIGHT & PUGET SOUND ENERGY (ELECTRIC & GAS)
ASSESSMENT <i>Up to 100% of assessment costs</i>	\$4,000	\$1,000	\$5,000
IMPLEMENTATION <i>Up to 75% of commissioning provider costs</i>	\$0.25/sq. ft.	\$0.15/sq. ft.	\$0.35/sq. ft.
FIRST-YEAR PERFORMANCE* <i>Up to 100% of provider and implementation costs</i>	\$0.05/kWh	\$0.80/therm	\$0.05/kWh & \$0.80/therm



3. PAY FOR PERFORMANCE (P4P)



Take a long-term, holistic approach towards managing the energy use of your building. More flexibility equals real savings.

Through Deep Retrofit Pay for Performance (P4P), commercial property owners and operators can receive incentive payments over time for verified energy savings. P4P pays a set incentive amount for the total energy saved at the electric meter, rather than separate incentives for different measures. This allows for more flexible and creative projects, helping you to find even more ways to save.

Eligibility

P4P is open to Seattle City Light commercial customers who own or operate buildings with following characteristics:

- 50,000 square feet or more of conditioned space
- Interval meter (access to hourly or 15-minute interval energy usage data at the building level)
- Stable building energy use over the past year

Commercial buildings less than 50,000 square feet may also be eligible for the program if they have high energy use and access to hourly or 15-minute interval energy usage data at the building level.

To be eligible for P4P, savings from planned capital equipment improvements (HVAC, lighting, envelope, etc.) must be identified as at least 15 percent of a building's baseline electric consumption.



energysolutions.seattle.gov/p4p

QUESTIONS?
(206) 684-3800
CONTACT AN
ENERGY ADVISOR

BENEFITS

- Financial and technical support
- P4P may meet your building's required tune-up
- P4P can help you achieve energy savings of 15-20%
- Allows creativity and flexibility when implementing projects
- Offers the same incentive for capital and non-capital measures
- Less administrative burden
- Improve comfort of tenants

Want to do multi-year capital upgrades?

If your building has all these:

- 50,000 sf or more of conditioned space
- Interval meter (hourly or 15-minute energy use)
- Stable building energy use over the past year

Then P4P can offer these benefits:

- Typical energy savings of 15-20%
- 3 year performance period (\$0.08/kWh)
- 5 year performance period (\$0.18/kWh)
- Meet Seattle Tune-Up Ordinance (req.)

ENERGY EFFICIENCY AS A SERVICE (EEaS)

- Pilot Program intends to encourage deep retrofits in existing buildings and high-performance design in new construction.
- City Light provides a monthly transaction mechanism to quantify and return the value of the energy efficiency savings to the party responsible for making the investment in deep energy retrofits.
 - City Light quantifies savings each month and adds value of savings to customer bill, keeping their bills as if no savings had occurred
 - City light pays value of savings to owner/contractor/who developed savings
 - Contracts up to 20 years
 - **Applications accepted until April 30, 2021**



CLEAN BUILDINGS SUPPORT

- SCL participating in Early Adopter Incentive Program
 - Applications to WA Dept. of Commerce open 7/1/2021
- Benchmark assistance
- Incentives to reduce EUI
 - Retrofit Lighting, HVAC
 - Existing Building Commissioning
 - Deep Retrofit Pay-For-Performance
- **Homework: Get to know the standard now**



TRADE ALLY (TA) PORTAL

The screenshot displays the Trade Ally (TA) Portal interface. At the top, there are navigation tabs for 'DASH-BOARDS', 'REPORTS', and 'MY PROJECTS'. A search bar is located on the right. The main content area shows project details for 'Project TRNG - Rockhead Bulldozer HVAC retrofit'. Key metrics include Project Cost (\$50,000.00), Total Incremental Cost (\$4,175.00), Capex Total Incentive Amount (\$1,000.00), Total Energy Savings (\$/HR) (7,500), and Permit Address (read only) (. WA). A progress bar indicates the project is in the 'Lead' phase, with subsequent steps: Estimate, Estimate, Finalize, Install, Verification, Verifica..., and Finalize. A 'Mark Status as Complete' button is also visible. Below the progress bar, there are sections for 'DETAILS' and 'RELATED'. The 'DETAILS' section includes fields for Project ID (PRD-180720-37620), Project Name (TRNG - Rockhead Bulldozer HVAC retrofit), Program (Commercial Retrofit - Non-Lighting - P7000), Draft Project (checkbox), and Account. The 'RELATED' section includes Owner (EMA Supervisors), Status (Lead), Next Status Requirements (The Owner of this project has to be an EMA for this Program, the Application Disclosure Recipient, and you need to create at least one measure for the status to move forward.), Project Scope (test), Customer & Premise Information (Customer Name: Johnny Appleseed, Business Name: Appleseeds 'N Us, Email, SCL Acct Num. from Customer, Building Type: Foundations, Installation Address, Heating Fuel Type: Electric, and another Installation Address, Heating System Type: Electric Resistance). A central graphic with the text 'Collaborate here!' and 'Here's where you start talking with your colleagues about this record.' is also present.

- Online system for customers/contractors to enter projects – and get estimates for incentives and energy savings
- License required to use
- Developing/testing now – Excel workbooks will be sunsetted
- **Potential rollout Sept 1, 2021 – and you can still submit projects online/Energy Advisors**


SMALL BUSINESS PROGRAM

 Seattle.gov

Powerlines Blog
Seattle City Light

Free Energy-Saving Equipment Installation for Small Businesses and Nonprofits

October 21, 2020 by [Colleen Lenahansen](#)



Has your small business been impacted by COVID-19? Are you looking for ways to save on your electricity bill? Seattle City Light is offering free efficient lighting and water savers to small businesses and nonprofits for a limited time. If you currently have inefficient incandescent, halogen, or compact fluorescent lighting, this is a great opportunity to get efficient LEDs installed at no cost to you. **Converting your lighting to LED can reduce your electricity bill by around 20%**. It's easy to sign up and it's free!

- Direct install program – including TLEDs for small businesses
- Virtual energy audits (VEA) to identify potential energy savings
- Lighting to Go (instant discounts) - \$4/TLED Mar 1 – May 31, 2021 at participating distributors



2018 SEATTLE ENERGY CODE

- **Code in effect Mar 15, 2021**
- **Building Envelope:** requirements for roofs, walls, windows, etc. to control heat loss and air leakage
- **HVAC:** efficiency for heating and cooling equipment
- **Water Heating:** equipment efficiency and controls
- **Lighting:** number and type of lighting fixtures and controls
- Metering, plug load controls, transformers, motors, and renewable energy

REBATES AND INCENTIVES SUMMARY

Rebates

- Per-unit measures (\$150/connected thermostat, \$1000/RTU ARC)

Incentives

- \$/kWh saved (\$0.15/kWh for HW lighting, \$0.27/kWh heat pump)

Rebate, incentive, and program requirements:

[Energy Efficiency Program Tools and Resources](#)





HOW DO I GET STARTED?



CONTACT THE ENERGY ADVISORS

206-684-3800

SCEnergyAdvisor@seattle.gov



THANK YOU



LIGHTING TO GO (LAMP-ONLY UPGRADES)

Participating distributors (e.g., Graybar, Platt, HD Supply) offer instant discounts on qualified lighting products at point-of-sale.

CONSERVATION ACTION	INCENTIVE (\$/ea)	MEASURE NOTES
LIGHTING TO GO		
Lighting to Go incentives are an instant discount from the purchase price available at participating lighting distributors		
INSTANT DISCOUNT	LEDs (all types A/B/C)	\$2.00
	LED A-Lamps / Omnidirectional	\$2.00
	LED screw-base decorative lamps	\$2.00
	LED MR-16	\$3.00
	LED directional lamps (PAR,BR,R,20,30,38,40)	\$4.00
	LED downlight retrofit kit	\$6.00
	CFL-LEDs (CFLEDs) (4-pin only)	\$3.00
Lighting to Go incentives are eligible only through participating distributors and may not be included in projects receiving incentives through the commercial retrofit lighting program.		

RETROFIT COMMERCIAL LIGHTING



SEATTLE CITY LIGHT 2019 ENERGY CONSERVATION INCENTIVES COMMERCIAL AND MULTIFAMILY RETROFIT PROJECTS

CONSERVATION ACTION		INCENTIVE (\$/kWh)	SMALL COMMERCIAL INCENTIVE (\$/kWh) *	MEASURE NOTES
RETROFIT LIGHTING **				
RETROFIT WORKBOOK	LED fixtures and retrofit kits	\$0.15	\$0.18	Small Commercial customers receive a 20% bonus
	Standard controls / Non-Qualified Product Listed advanced lighting controls	\$0.15	\$0.18	Small Commercial customers receive a 20% bonus
	HID replacement lamp products	\$0.10	\$0.10	
	Qualified Product Listed Advanced Lighting Controls	\$50 per fixture	\$50 per fixture	In addition to \$/kWh incentive for fixture efficiency. See DesignLights Consortium's NLC Qualified Product List for details

*Small Commercial customers are on the Small General Service rate class and have a monthly electrical demand of ≤ 50 kW. An [Energy Advisor](#) can confirm your rate class. **For multifamily projects, only common areas are eligible for incentives.

ADVANCED ROOFTOP CONTROLLER

Greater than 10 tons

- Full - \$2,500 per RTU
- Lite - \$1,000 per RTU

Less than 10 tons

- Full - \$1,500 per RTU
- Lite - \$800 per RTU

Single phase

- \$500 per RTU

