



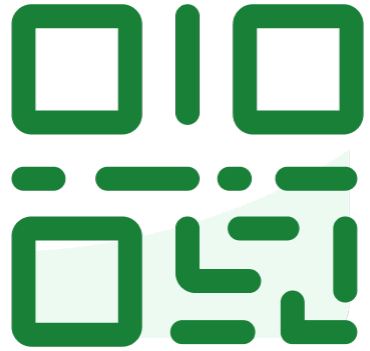
Act Now - Last Chance on City Light Incentives Sunsetting at Year End!

Presented by
Seattle City Light Customer Energy Solutions Staff
Midstream Program Implementer, Energy Solutions
and
Trade Ally Program Implementer, Resource Innovations

September 17, 2024



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What types of services does your company offer?

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**What sector does your company serve?
(Choose more than one, if applicable)**

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What is the DBE status of your company?

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Webinar Procedures

- All attendees are on mute
- Submit questions in GoTo app at any time
- The webinar is being recorded
- Please take the after-class survey!



Look for the Questions icon in the top menu bar



Chat icon

What Is This “Lighting Design Lab”?

- Seattle City Light's go-to resource for lighting and lighting controls since 1989 – 30+ years
- Formed by BPA and NW utilities to fill education needs for the transforming market
- Expanded to include resources that support whole buildings
- (re)Rebrand in the works!



Upcoming Learning & Networking Opportunities

Course	Day	Time
Net Zero with Mike Dieterich – In Person Option!	Thu Oct 10	10:00am-11:30am
Building Electrification with Melissa Sokolowsky	Thu Oct 17	10:00am-NOON
Micro Heat Pumps	Thu Nov 7	10:00am-11:30am
LEED and Other Certifications	November	

**MORE
INFO
SOON**

Event	Day	Time
Seattle 2030 District Summer Social	Wed Sep 18	4:00pm-6:00pm
Controls and Commissioning for Trade Allies	Wed Oct 30	10:00am-2:00pm
Seattle City Light Trade Ally Meet and Greet	Thu Nov 14	10:00am-NOON

Stay up-to-date at LightingDesignLab.com and by [subscribing to our newsletter](#).

Agenda

Act Now for 2024!

- 1. Midstream HVAC+ Water Heating**
- 2. Lighting to Go (Midstream Lighting)**
- 3. New Construction Changes**
- 4. Trade Ally Program launch & announcements**
- 5. Q&A**

PNW Midstream HVAC+ Water Heating Rebate Program 2024



Provided by:



Program Overview

PNW Midstream HVAC and Water Heating Program

The Pacific Northwest Midstream HVAC and Water Heating Program is provided Seattle City Light, and Snohomish County Public Utility District.

The PNW Midstream Program Aims To:

1. Increase sales of high-efficiency equipment by reducing first costs and supporting upselling.
2. Increase stocking of high-efficiency equipment so that it is readily available to customers in emergency replacement situations.

Maintaining stock of high-efficiency equipment and actively upselling high-efficiency models improves your bottom line, reduces customer utility bills, and benefits the environment.



Provided by:



Seattle City Light



SNOHOMISH
PUD

To qualify for a midstream program rebate, customers must be located within Seattle City Light or Snohomish PUD territory as shown on this map.

1. Only electric customers of Seattle City Light and Snohomish PUD are eligible for heat pump water heater rebates
2. Only electric customers of Seattle City Light and Snohomish PUD are eligible for air source heat pump rebates

Midstream Benefits and Goals

Align Program goals with Market goals

- Participation can increase market share
- High efficiency sales are more profitable
- Easy application process
- Fast payments

Influence

Sales towards high-efficiency

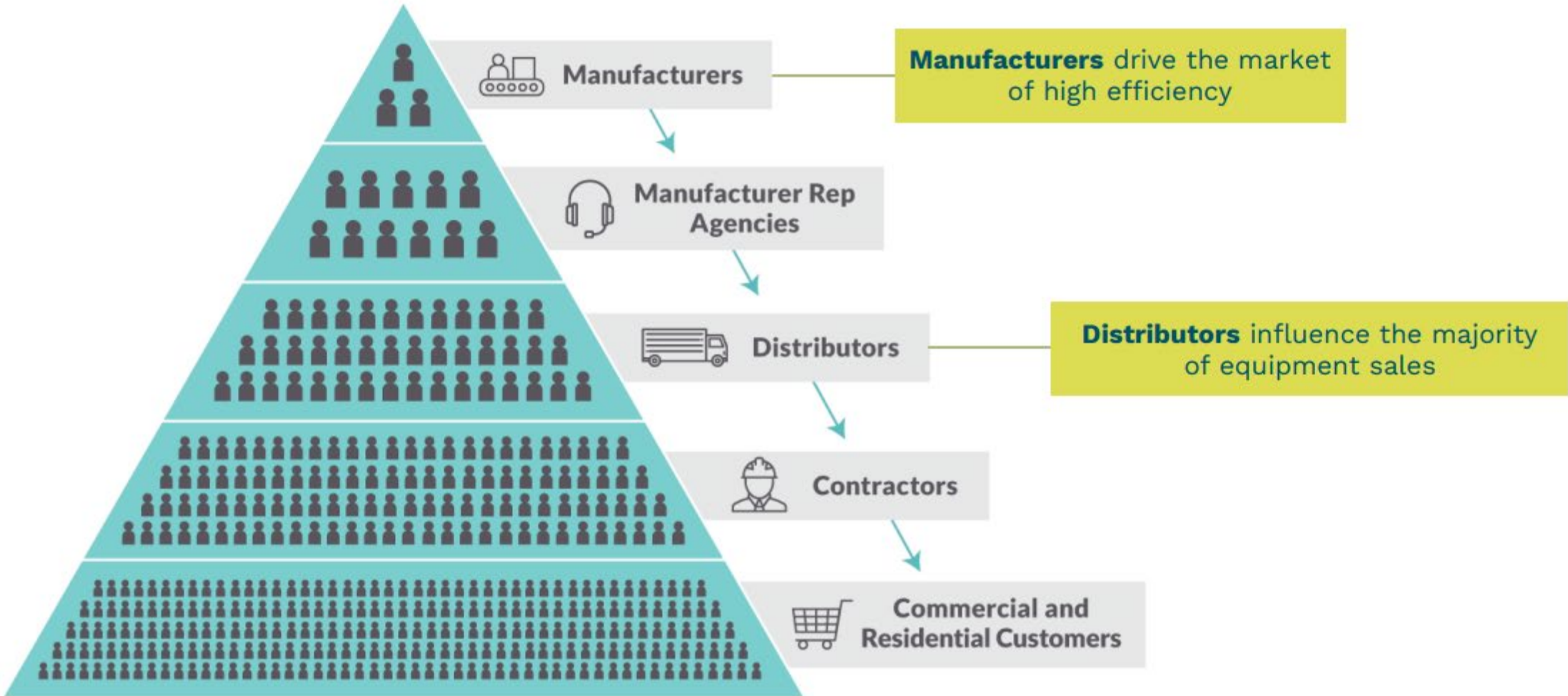
Upselling

Turn high efficiency into a sales strategy

Stocking

Encourage investment to increase equipment availability

Midstream Program



Air-Cooled Heat Pumps <5.4 tons

Table 1: SEER/HSPF Rated Equipment

Table 1: SEER/HSPF rated residential and small commercial air-source heat pumps (<5.4 tons)¹

Equipment type	Project type	Tier	SEER (minimum)	HSPF (minimum)	Customer pass-through rebate ² (\$/outdoor system)
Mini-/multi-split heat pump <65 kBtuh (<5.4 tons) ³	Retrofit and new construction	1	16.0	9.5	\$400
		2	16.0	11.0	\$600
Traditional heat pump <65 kBtuh (<5.4 tons)	Retrofit only	1	16.0	9.0	\$300
	Retrofit and new construction	2	16.0	10.0	\$500

Table 2: Dual Rated, or SEER2/HSPF2 Rated Equipment

Table 2: SEER2/HSPF2 rated residential and small commercial air-source heat pumps (<5.4 tons)⁴

Equipment type	Project type	Tier	SEER2	HSPF2	Customer pass-through rebate ² (\$/outdoor system)
Air source heat pump <65 kBtuh ⁵	Retrofit or new construction	1	15.2	8.1	\$300
		2	15.2	8.5	\$400
		3	16.0	9.5	\$600

Program Changes – SEER2/HSPF2 Heat Pumps
Tier 1 is available for retrofit projects only

Commercial and Residential Heat Pump Water Heaters

Commercial and residential hybrid heat pump water heaters ¹					
Equipment type	Building type	Project type	Qualifying models ²	Customer pass-through rebate ³ (\$/unit)	Contractor spiff ⁴ (\$/unit)
Hybrid heat pump water heater < 120 gallons ⁵	Commercial	Retrofit only	Any NEEA Tier	\$600	\$100
	Residential ⁶	Retrofit only	NEEA Tier 3 or 4	\$500	\$100

Commercial and Residential ECM Circulator Pumps

Commercial ECM circulator pumps			
Equipment type	Subcategory	Size category	Customer pass-through rebate ¹ (\$/unit)
ECM circulator pump	Hydronic heating	≤ 1/6 hp	\$100
		> 1/6 and ≤ 3/4 hp	\$200
		> 3/4 and ≤ 3.5 hp	\$400
ECM circulator pump	Service hot water	≤ 1/6 hp	\$100
		> 1/6 and ≤ 3/4 hp	\$200
		> 3/4 and ≤ 3.5 hp	\$400
Residential ECM circulator pumps			
Equipment type	Subcategory	Size category	Customer pass-through rebate ¹ (\$/unit)
ECM circulator pump	Hydronic heating	Any pump size	\$100
ECM circulator pump	Service hot water	Any pump size	\$100

Customer Information to Collect



Required data:

- ✓ Installation address, including suite number
- ✓ Building type
 - Single family, office, retail, etc.
- ✓ Project type
 - New construction or retrofit
- ✓ AHRI or make and model #
- ✓ Replacement heat type
 - For retrofit heat pumps only
- ✓ Installation site company name (Commercial)
- ✓ Contractor Name
- ✓ Invoice #
- ✓ Invoice Date
- ✓ Estimated Install Date

Optional data:

- ✓ Customer contact information
- ✓ Contractor contact information
- ✓ Total cost
- ✓ Serial #

Wrap Up

- Get your claims submitted for sales that qualify for rebates
- Sales can be submitted with an invoice date from January 1st – December 31st anytime in 2024
- Rebate amounts and qualifications are effective through all of 2024
- Rebate tables and other tools can be found on the contractor website.
- The program will continue in 2025 and updates to the program will be communicated in Q4

<https://energy-solution.com/pnw-hvac-wh/>



Thank You

Zack Buquet with Energy Solutions
on behalf of Seattle City Light
pnw-rebates@energy-solution.com



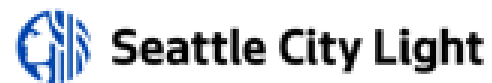
Provided by:  Seattle City Light





Lighting to Go Staying Strong in 2025 and Beyond

Provided by:



Lighting to Go Program Reminders



Required data:

- ✓ Installation site address
- ✓ Installation site company name
- ✓ Purchaser contact information
- ✓ Invoice #
- ✓ Invoice Date

<https://energy-solution.com/pnw-lighting-to-go/>

Quantity Limits:

- ✓ Seattle City Light - Lamps have no quantity limits.
- ✓ SnoPUD - Lamps are limited to 1,000 lamps per address per day.
- ✓ Both Seattle City Light and SnoPUD - Fixtures continue to be limited to 30 fixtures per product category per address per day.

Lighting to Go

**2024 review, finishing strong
and a Sneak Peek at 2025 and Beyond**

Lighting to Go Changes Implemented in 2024

Lamp discounts were reduced

Fixture discounts were increased

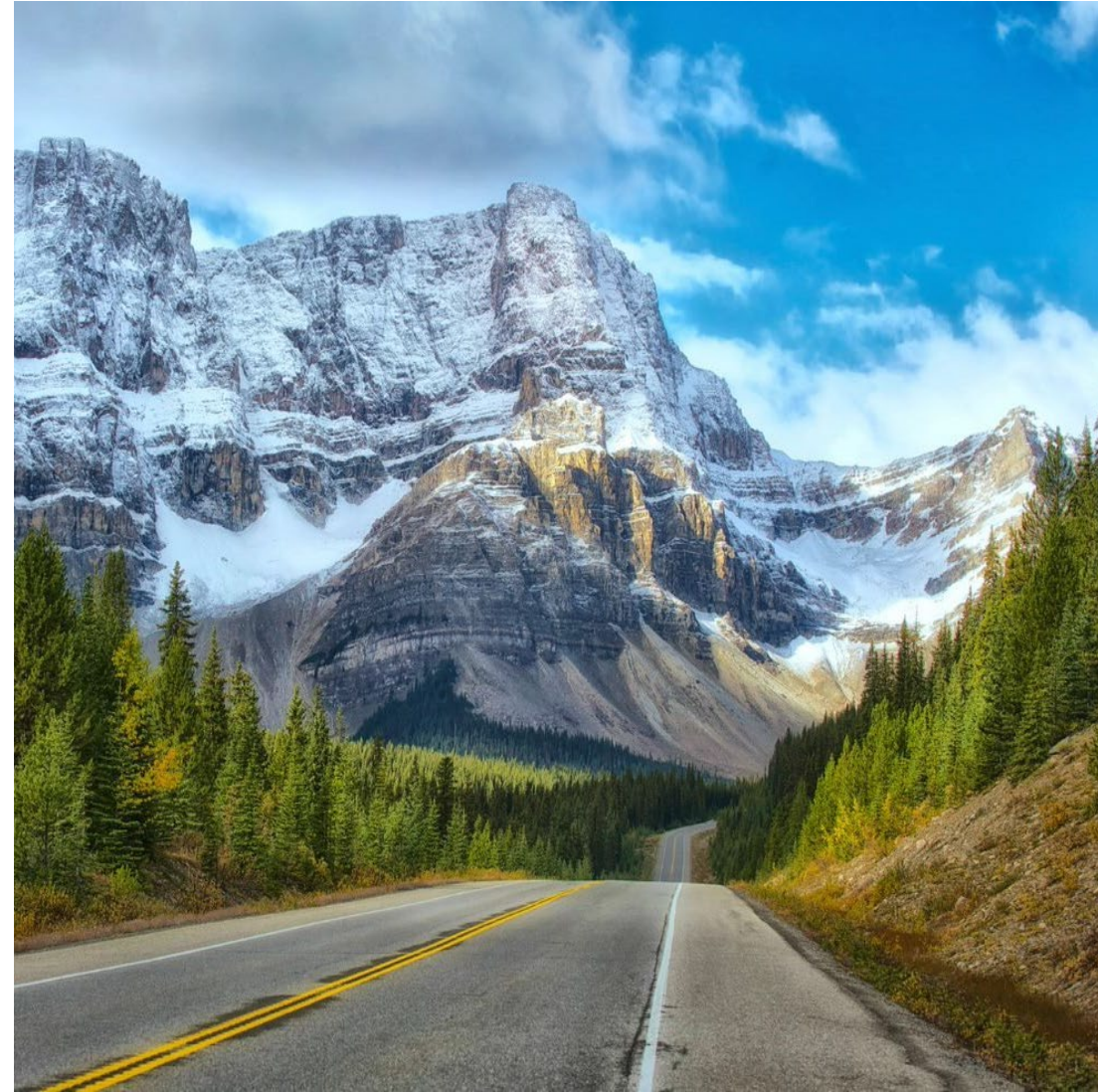
Controls were added with increased discounts

Stairwell and Parking Garage fixtures added

SnoPUD changed lamp quantity limit to 1,000

G24 CFL-LED replacement lamps no longer incentivized

No more program changes anticipated through remainder of 2024



Lighting to Go Important Dates

11/30/2024

- Submit claims by end of November to help ensure payment in 2024

12/31/2024

- Last day to sell projects and receive 2024 incentive levels

1/1/2025

- Updated incentives and requirements will start for all projects sold on or after the first of January





Lighting to Go 2025 and Beyond

Lamp discount levels will continue to decrease

Fixtures and retrofit kits will continue to be prioritized with some discount level rebalancing to accommodate increased focus on controls

Lighting control offerings will be expanded with increased discounts

Washington State HB 1185-2023-24 is expected to prohibit the sale of fluorescent lamps starting January 1, 2029

Thank You

Aaron Leatherwood with Energy Solutions
on behalf of Seattle City Light
pnw-rebates@energy-solution.com



Provided by:  Seattle City Light

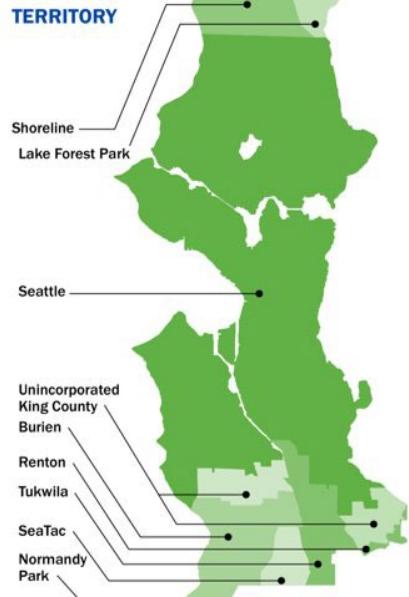


New Construction Programs, 2024 and 2025

Seattle City Light – Presented by Patrick Campbell

September 17th, 2024

Current NC Programs



+ Commercial & Industrial
New Construction



+ Built Smart (Multifamily
New Construction)



NC Programs Purpose

- + New construction programs aim to:
 - Influence the design of new construction through incentives to achieve efficiency beyond code
 - Target a brief window of opportunity to attain high efficiency at a lower cost than through retrofit projects



Benefits of Enrolling

- + There are many important reasons to incorporate energy efficiency measures into the design and construction of new buildings:
 - Helps to lower operational costs
 - Improves occupant comfort and productivity
 - Meets local and regional energy code
 - Creates more opportunities to market buildings based on environmental sustainability
- + Our team of experts provides complimentary assistance to help you optimize building systems for both efficiency and high performance.



2024 and 2025 Outlook

- + Our current programs will be continued to be offered through 2024 without change
- + Both C&I NC and Built Smart programs are slated to be sunset in 2025
- + Grandfathered projects (i.e., those with signed participation agreements with City Light) will be honored through the life of the agreement
- + Launching a new program, Energy Design Assistance, in 2025 that will supplant current programs (more details coming soon)

Why the changes?

- + Responding to changing market dynamics
- + Updated energy code
- + Reduce administrative burden for participants and trade allies
- + More proactive outreach and marketing
- + Reach a broader swathe of new construction projects
- + Strive for greater equity and accessibility across customer base
- + Assist affordable housing

2025's Major Addition - Energy Design Assistance

- + Whole building energy modeling-based approach
 - Program offered for projects permitted under 2018 SEC or beyond
- + Focuses on early intervention in program design
- + Managed in partnership with a third-party vendor, Willdan



Energy Design Assistance Workflow



When to Enroll

+ In general, the earlier, the better!



Goals for the New Early Design Assistance Program

- + Early customer interaction
- + More holistic, integrative approach to building design:
 - Early insight into EVSE (EV charging)
 - Early insight into DR-type systems being installed
- + Opportunity to implement energy efficiency in building design - *including low-income MF housing*

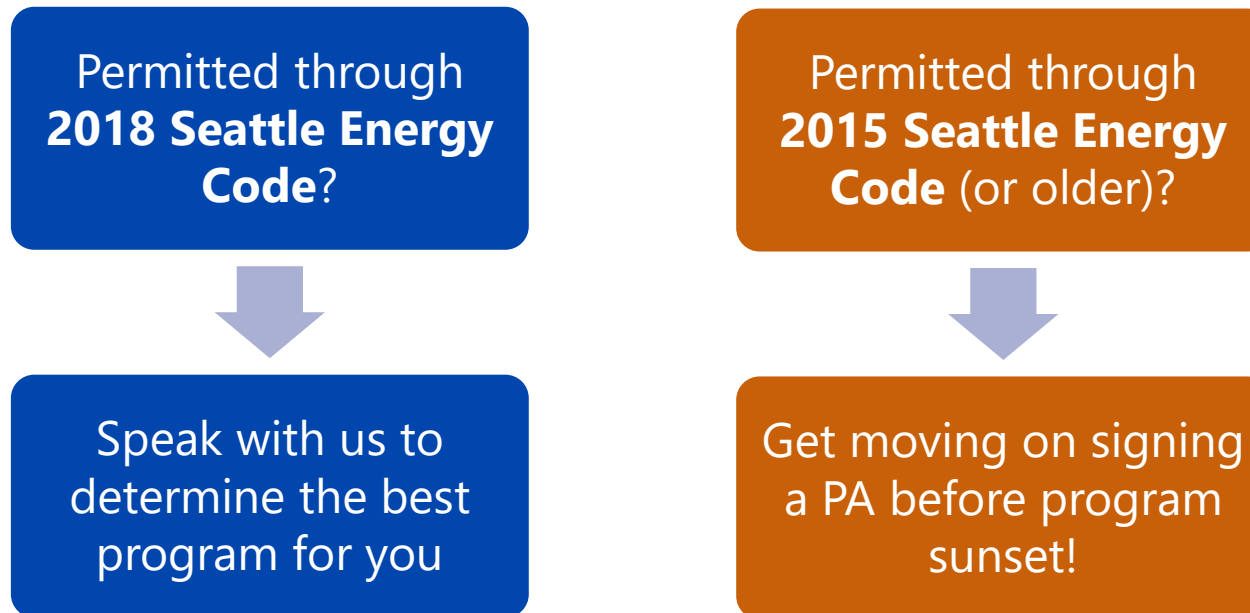


Breaking Down What this All Means

- + City Light currently sifting through our lead pipeline for good potential candidates for EDA
- + If you've got a project, early or late in the process but not on our radar, reach out!
- + Important note:
 - Projects permitted prior to 2018 SEC will not be funded by this new program
 - There will be a cut off date for locking in incentives dollars for older code vintages – act now to secure your incentives.

What about current projects?

- + Already have participation agreement (PA) with us? No worries!
- + Not yet signed an agreement with us?



How to Reach Out and Enroll in Our Programs

+ Contact the Energy Advisors

- (206) 684-3800
- SCLEnergyAdvisor@seattle.gov

+ Alternatively, contact Energy Management Analyst if you have an existing relationship

+ For additional questions, get in touch at:

- Patrick Campbell -
patrick.campbell@seattle.gov





(New!) Trade Ally Program Announcements

Shayne Kao, Resource Innovations



Seattle City Light

WE POWER SEATTLE

Upcoming Trade Ally Events

- 10/30 Joint Utility Commissioning & Controls Lunch (PSE, Tacoma, SnoPUD, City Light)
- 11/14 Trade Ally Meet & Greet with City Light program managers and Energy Management Analysts



Trade Ally Hub

- + Incentive information
- + Technical resources for projects
- + Training and events calendar
- + Office hours
- + Connect with Us form

Seattle City Light

Contact Us My Account

Residential Services Business Solutions Construction Services In the Community Energy Environment Outages

Billing Information Home About Us Working With Us

Home Energy Solutions Start or Stop Service

Trade Ally Hub

Start or enhance your successful energy projects here!



City Light aims to provide designers, contractors, and installers with incentives, clear communication, relevant training, and effective tools to successfully complete energy projects. The Trade Ally Hub is your go-to resource to find everything you need. Stay informed by connecting with us and come back to this page for updates!

Partner with City Light to:

- Boost your company's knowledge and gain a competitive advantage.
- Help lower your customers' upfront costs and shorten paybacks.
- Earn repeat sales and recommendations from happy customers when they achieve their energy goals.
- Receive support navigating City Light programs and processes.

Incentives

This is your go-to resource to find out about City Light incentives most relevant to Trade Allies.

Technical Resources for Projects

Boost your expertise with tools and resources to complete energy projects.

Training and Events

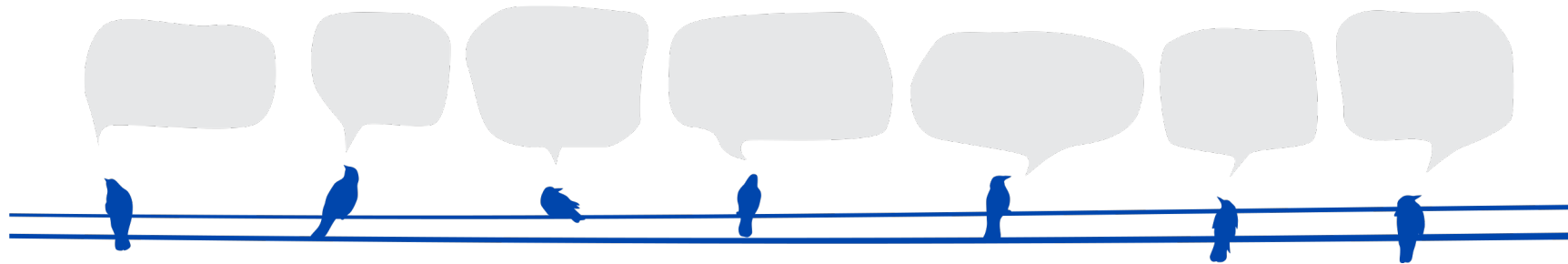
Find Trade Ally training, on-demand videos, and learn about upcoming events.

Connect with Us

Fill out our form to connect and/or receive project answers!



Survey



Questions?

[SCL Trade Ally@seattle.gov](mailto:SCL_Trade_Ally@seattle.gov)



Seattle City Light



WE POWER SEATTLE

THANK YOU



lightingdesignlab.com | ✉ lightingdesignlab@seattle.gov
