



Best Practices for Navigating City Light's Incentive Processes

Presented by Seattle City Light Customer Energy Solutions Staff:

Armando Berdiel, Program Delivery Manager

Len Kannapell, Energy Management Analyst

September 12, 2024



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What do you want to learn about today?

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Can the Mariners hit?

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Webinar Procedures

- All attendees are on mute
- Submit questions 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
- Being rebranded!



Upcoming Events

Course	Day	Time
Act Now – Last Chance on City Light Incentives Sunsetting at Year End!	Tue Sep 17	10:30am-NOON
Net Zero with Mike Dieterich – In-Person Option!	Thu Oct 10	10:00am-11:30am
Electrification with Melissa Sokolowsky	Thu Oct 17	10:00am-NOON
Micro Heat Pumps	Thu Nov 7	10:00am-11:30am

More
details
soon!

Event	Day	Time
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](https://lightingdesignlab.com) and by [subscribing to our newsletter](#).

Best Practices for Navigating City Light's Incentive Processes

Got Instant Discounts | Rebates | Incentives? We Do.

Armando Berdiel, Program Delivery Manager, SCL

Len Kannapell, Energy Management Analyst, SCL

Sept 12, 2024

Agenda

- Explain why we do what we do (1 minute)
- Give definitions of:
 - Instant discounts
 - Rebates
 - Incentives
- Demo how to apply for the above

Seattle City Light

Faster than a flickering fluorescent

More powerful than a paltry project

Able to leap large retrofit/new construction obstacles in a single payment



What are you waiting for? This is a mercifully short presentation. Let's go -

Q: Why Does SCL Offer –
Instant Discounts
Rebates
Incentives?



A: Why Would We Not?

- Energy conservation is a low-cost utility resource
 - Ensures we have enough electricity for customers
- Meet forthcoming standards
 - WA state Clean Buildings targets for EUI
 - City of Seattle's Building Emissions Performance Standard (BEPS)
- Promote electrification
 - Reduce kWh ↓ to allow for incoming kWh ↑ building & transportation electrification (EVs)



Instant Discounts

Lighting and HVAC



Instant Discounts - Lighting

1. Visit a Lighting to Go [participating lighting distributor](#)
2. Purchase [eligible lamps/fixtures](#)
3. Receive an instant discount

2024 Instant Discounts

LIGHTING TO GO

Selling lighting for commercial projects in Seattle City Light or Snohomish PUD territory? Check the tables below for instant discounts.

Product category	Eligible products ¹	Maximum discount ^{2,3,4}	
Lamps^{5,6} Limit applies for Snohomish PUD customers. ⁷ No limit for Seattle City Light customers.			
Linear LEDs	T5 and T5HO 4ft only	\$2.00	
	T8 2ft, 3ft, 4ft and U-bend	\$2.00	
	T8 8ft only	\$4.00	
HID LED replacement lamps	Mogul base (E39/40) Types B and C only	0-25W	\$20.00
		26-60W	\$40.00
		61-100W	\$50.00
		101-200W	\$75.00
		201W+	\$90.00

lamps

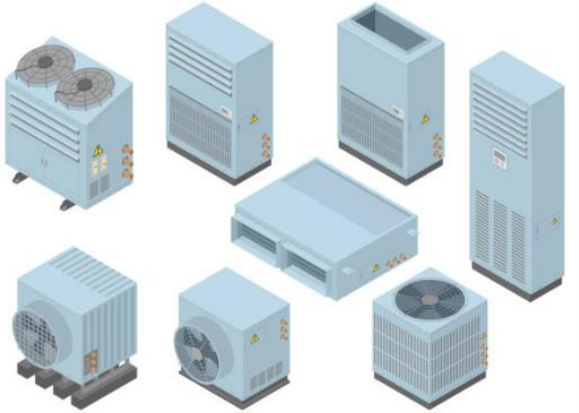


Product Category	Eligible products ¹		Maximum discount (no controls) ^{2,3,4,5}	Maximum discount with integral controls ^{2,3,4,5,6}
Fixtures^{7,8} Fixture limit 30 per product category. ⁹				
LED Troffers	1x4, 2x2, 2x4 Luminaires for ambient lighting Integrated retrofit kits for 1x4, 2x2, 2x4 luminaires	0-40W	\$20.00	\$50.00
		41W+	\$30.00	\$70.00
Wraps & Strips	Direct linear ambient luminaire Linear ambient luminaires with indirect component Excludes retrofit kits Includes specialty	0-40W	\$20.00	
		41W+	\$30.00	
LED High Bays	High bay aisle luminaires High bay luminaires Low bay luminaires Includes specialty	0-50W	\$50.00	\$75.00
		51-125W	\$100.00	\$150.00
		126W+	\$160.00	\$270.00
LED Exterior Fixture	Replacing HID, includes retrofit kits: Pole/arm & wall mounted Landscape accent flood & spot Fuel pumped canopy Includes specialty	0-15W	\$20.00	
		16-30W	\$40.00	
		31-40W	\$60.00	
		41-50W	\$80.00	
		51-90W	\$110.00	
		91-105W	\$160.00	
106-155W	\$220.00			
156W+	\$300.00			

fixtures

Instant Discounts - HVAC

1. Visit an HVAC participating HVAC distributor
2. Purchase eligible HVAC equipment
3. Receive an instant discount
4. HPWH: \$100 Contractor Spiff



ENERGY EFFICIENCY SOLUTIONS FOR YOUR BUSINESS

HVAC & WATER HEATING EQUIPMENT

CONTACT YOUR DISTRIBUTOR TODAY!

PNW Midstream HVAC & Water Heating Program

SEATTLE CITY LIGHT PARTICIPATING DISTRIBUTOR LIST

Residential & Commercial HVAC: Heat Pumps Under 5.4 Tons

Distributors must pass through incentive to contractors for all sales of heat pumps under 5.4 tons.

Distributor	Contact	Email	Phone	Participating Branches
ACI Mechanical & HVAC Sales	Keith Glasch	keithg@acimechsales.com	206-767-2600	3
Airefco	Brian Holstine	bholstine@airefco.com	253-886-5350	2
Consolidated Supply	Randy Vos	randy.vos@consolidatedsupply.com	503-620-7050	3
Custom Mechanical Solutions	Eric Pruehs	eric@cmswa.com	206-973-3900	3
Gensco	Mark Stearns	mstearns@gensco.com	425-766-5898	8
Johnson Barrow	Lindsay Collins	lindsayc@jbarrow.com	206-284-1476	1
Johnstone Supply (NW)	Sean Kelly	s.kelly@johnstonenw.com	206-575-0755	4
Johnstone Supply (PS)	Ryan Sadlier	ryan@johnstoneps.com	425-641-5732	5

The Midstream HVAC+ Program works with distributors to improve access to high-performance, high-efficiency equipment for all Seattle City Light commercial and industrial customers.

Contractor benefits

AHRI Certified™ high-efficiency equipment is readily available from participating distributors at competitive prices for customer projects, including retrofit, new construction, and even emergency replacement. The Midstream HVAC+ program speeds the time to project completion by increasing the stocking and availability of high-efficiency equipment.

Customer benefits

High-efficiency HVAC and water heating equipment offers an excellent return on investment. Improved performance and controls can help businesses lower energy costs for years to come while enhancing occupant comfort.

Eligible equipment

The Midstream HVAC+ Program covers a variety of equipment, including:

- Air conditioning and chillers
- Heat pumps
- Variable refrigerant flow systems
- Heat pump water heaters
- Pumps, fans, and circulators

How to participate

- Contractors: Work with distributors to determine the availability of high-efficiency equipment and obtain competitive pricing for your City Light customers.
- Customers: Work with your contractor to determine your building's cooling and heating needs. No pre-approval or application is required.

Rebates

Connected thermostats
Advanced rooftop controls
Commercial kitchen equipment
Ice machines
DCV kitchen fans



Rebates

1. Confirm your equipment is on an qualified product list (ARC example)
2. Apply online
3. Submit receipt within 90 days of purchase and receive discount

Advanced Rooftop Control Retrofit requirements:

1. Packaged, unitary equipment (no split systems)
2. RTU is less than 20 years old in good working order
3. Constant speed supply fan with a functional air-side economizer
4. Supply fan operates continuously during occupied hours
5. Gas or electric heat

All products must be on the BPA Qualified Products List to receive a rebate.

To view the QPL lists and/or request a product be added, visit tradeallnetworknw.com



ARC-Full	ARC-Lite	ARC-Single Phase
\$1,500 per unit (5 tons to <10 tons) \$2,500 per unit (10 tons to 20 tons) \$4,500 per unit (>20 tons)	\$800 per unit (5 tons to <10 tons) \$1,000 per unit (10 tons to 20 tons) \$2,000 per unit (>20 tons)	\$500 per unit (<5 tons)



SEATTLE CITY LIGHT 2024 ENERGY CONSERVATION INCENTIVES Effective January 2024 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" seattle.gov/city-light/construction-services/building-for-energy-efficiency/energy-efficiency-program-tools-and-resources#applications

CONSERVATION ACTION	REBATE (\$)	MEASURE NOTES
HEATING, VENTILATION AND AIR CONDITIONING (HVAC) — RETROFIT ONLY <small>Must be on BPA Qualified lists at tradeallnetworknw.com</small>		
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 ton	Gas or electric
Advanced rooftop control - lite	\$120 per ton	Gas or electric
Advanced rooftop control - full	\$250 per ton	Gas or electric
COMMERCIAL KITCHEN REBATES — NEW OR RETROFIT <small>Must be ENERGY STAR rated</small>		
Electric convection ovens — half size	\$200 each	
Electric convection ovens — full size	\$400 each	
Electric convection ovens — double	\$800 each	
Electric combination ovens — 5 to 15 pans	\$500 each	
Electric combination ovens — 16 to 20 pans	\$500 each	
Electric griddle — 2 linear feet	\$500 each	
Electric griddle — 3 linear feet	\$750 each	
Electric griddle — 4 linear feet	\$1,000 each	
Electric griddle — 5 linear feet	\$1,250 each	
Electric griddle — 6 linear feet	\$1,500 each	
ICE MACHINES — NEW OR RETROFIT		
ENERGY STAR ice machine	up to \$500 each	Rebate varies based on equipment type
DEMAND CONTROL KITCHEN VENTILATION — NEW OR RETROFIT		
Single sensor	\$200 per HP	Retrofit Only. Existing ventilation system has a constant-speed exhaust fan.
Multiple sensor	\$400 per HP	

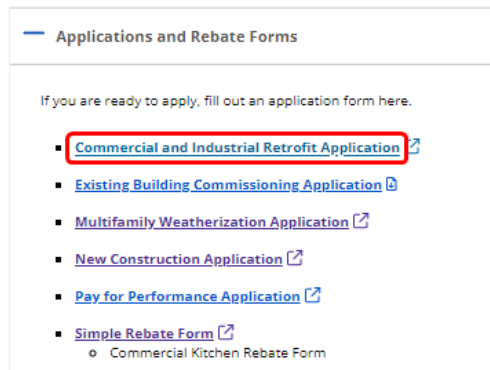
Program Incentives

C&I Retrofit



Incentives – How do I Initiate a Retrofit Project?

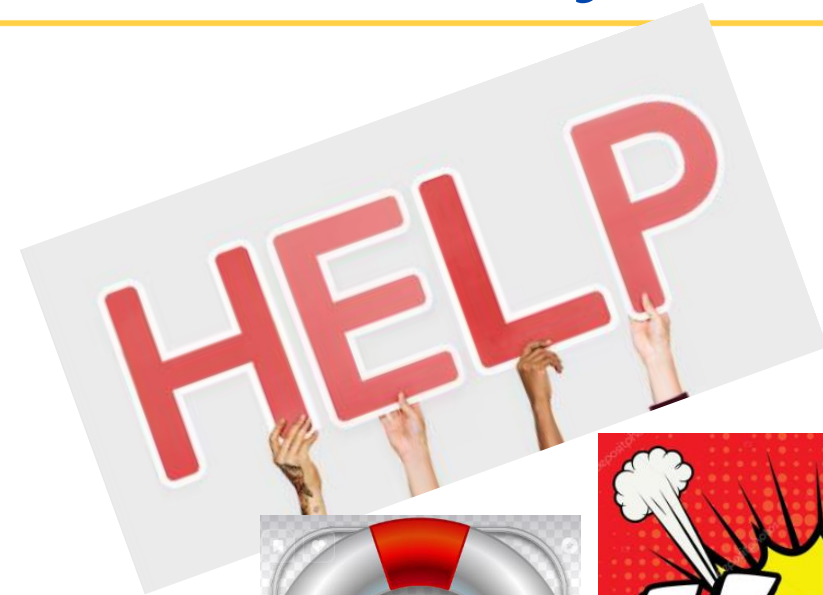
1. Apply [online](#)



2. Contact the [Energy Advisors](#)

206-684-3800
SCLEnergyAdvisor@seattle.gov

3. Contact an Energy Management Analyst (EMA) you have worked with previously. EMA can enter the project in City Light's project development tool.



Incentive Process Steps (w.o. boring you to tears)

1. Lead

Project info and scope. Sign application disclosure

2. Estimate Formulation

Project cost, kWh savings, incentive \$. Sign Participation Agreement (PA) – **do not** purchase equipment or begin work without approval

3. Installation

Stay connected with SCL as it progresses

4. Verification

May require site visit/calculations/metered consumption to verify savings. **Need final invoice.**

5. Payment

Need W9 Signed < 2 years

The screenshot displays a project management interface for a project titled "John Q Public - Behemoth Bldg - 3/15/2024". The interface is divided into several sections:

- Project Summary:** A table showing key metrics: Project Cost (\$0.00), Total Incremental Cost (\$0.00), Capped Total Incentive Amount, Total Energy Savings (kWh) (0), and Premise Address (read-only).
- Status Path:** A horizontal progress bar with five steps: "Lighting Replacement", "Create Existing Fixture", "Create Proposed Fixture", "Lead" (highlighted in blue), "Estimate Formulati...", "Estimate QC", and "Finalize Agreement".
- Details:** A section with tabs for "Details", "Related", and "Activity".
- Information:** A section with a "Project" header and a table of details: Project ID (PROJ-123456), Project Name (Barfly Bldg chiller upgrade), Program (Industrial Retrofit - Lighting - PY2024), Contract (CONT-2925), Contract Name (Barfly upgrade), Service Agreement (1500170339), and Seattle Energy Code Year.

Incentives – Commercial & Industrial Lighting

New/retrofit fixtures*

\$0.25/kWh saved* -
 outdoor, indoor, high-bay, display case, integrated retrofit kits, downlights (must be Energy Star- no DLC category)



Networked Lighting Controls (NLC)*

\$75/fixture bonus + \$0.25/kWh fixture/controls savings
 for luminaire-level lighting controls (LLLC)

\$50/fixture bonus + \$0.25/kWh controls savings
 for non-LLLC

Program Guidelines

* Must be listed on [DLC](#) QPL to qualify



SEATTLE CITY LIGHT 2024 ENERGY CONSERVATION INCENTIVES Effective January 1, 2024 COMMERCIAL, INDUSTRIAL, AND MULTIFAMILY¹ RETROFIT PROJECTS

CONSERVATION ACTION	INCENTIVE (\$/kWh)	MEASURE NOTES
RETROFIT LIGHTING*		
LED fixtures (outdoor, indoor, high-bay, display case), integrated retrofit kits, downlights **	\$0.25	Retrofit kits limited to DLC defined integrated-style retrofit kits All fixtures and retrofit kits must be certified by DesignLights Consortium (DLC) except downlights which must be ENERGY STAR.
Other retrofit kits	\$0.17	For any DLC retrofit kit category other than integrated-style
Standard controls (including non-QPL networked lighting controls)	\$0.25	Standard controls include daylighting and occupancy sensors
QPL networked lighting controls (LLLC and non-LLLC)	LLLC: \$75 per fixture Non-LLLC \$50 per fixture	In addition to \$/kWh incentive for fixture efficiency and controls See DLC's Networked Lighting Controls Qualified Product List (QPL) for eligible systems

*For multifamily projects, only common areas are eligible for incentives. ** Downlights must be hardwired (e.g., no pigtail screw-in) and can be any lumen output.
 Looking for LED lamps? Get instant discounts on qualified LED lamps at participating distributors. Visit [Lighting to Go](#) for more information.

Incentives – Commercial & Industrial HVAC

Chiller plant upgrades

\$0.27/kWh



VSD on AHU fans

\$300 per HP

Building Automation System (BAS) upgrade

\$0.23/kWh

VSD (domestic water pumps, parking garage fans, condensers)

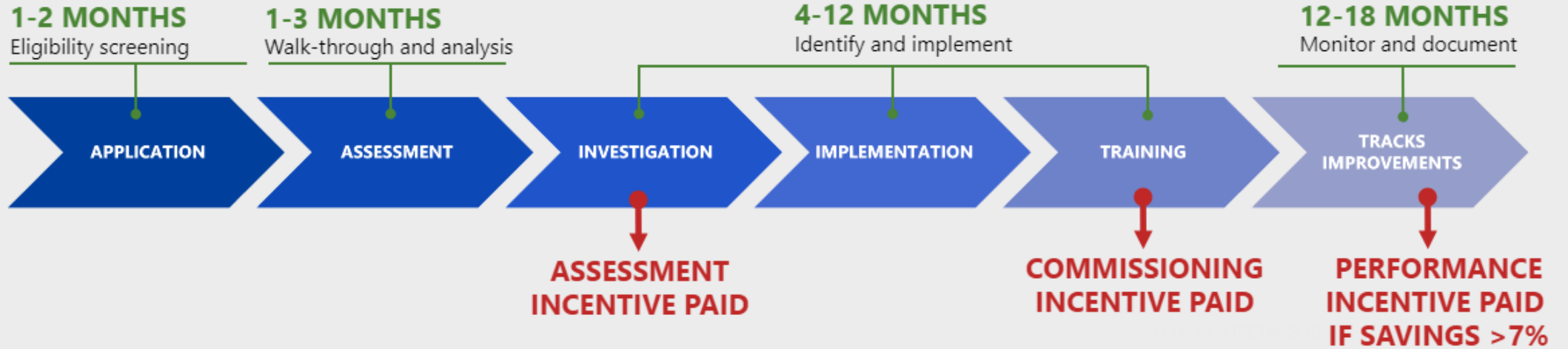
\$0.27/kWh

HEATING, VENTILATION AND AIR CONDITIONING (HVAC)		
Chillers Plant Upgrades	\$0.27	1 for 1 replacements of chillers not eligible
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
Economizer controls	\$0.23	
Multi-Measure HVAC Equipment Projects	\$0.27	For interactive HVAC System Improvements
Building automation system upgrades	\$0.23	
Heat recovery improvements	\$0.27	Must generate kWh savings
Dedicated outdoor air systems (DOAS), or very high efficiency (VHE) DOAS	\$0.27	Must meet NEEA's VHE DOAS requirements
Packaged terminal heat pumps (PTHPs) for lodging (hotel/motel) and residential care	\$600 per unit	Existing equipment must be electric resistance, proposed equipment must be AHRI Certified® and exceed WA State Energy Code by minimum 10%.
Looking for heat pumps, hybrid heat pump water heaters, variable refrigerant flow, chillers, pumps, fans, and more? Get high-efficiency equipment at participating distributors. Visit Midstream HVAC+ for more information.		
DATA CENTER AND IT EQUIPMENT		
Computer room air conditioners (CRAC)	\$0.27	For new equipment or variable speed drive/ECM retrofits
Efficient uninterruptible power supply (UPS) systems, <10kVA	\$0.12	Serving data centers, Commercial only
Efficient uninterruptible power supply (UPS) systems, >=10kVA	\$0.23	Serving data centers, Commercial only
Server virtualization	\$150 each	For each server removed; Max. 100, Commercial only
Plug load reduction	\$0.12	Data Center or IT plug load, Commercial only
Data center air flow management	\$0.07	Commercial only
OTHER RETROFIT MEASURES		
Compressor equipment	\$0.27	
Process loads	\$0.27	Primarily for industrial customers
Generator block heaters	\$200 each <3kW \$1,500 each if >= 3 kW	
Vehicle engine heater controls	\$200 each	
Durable Operations & Maintenance Improvements	\$0.10	
Variable speed drives	\$0.27	For constant speed equipment with remaining service life

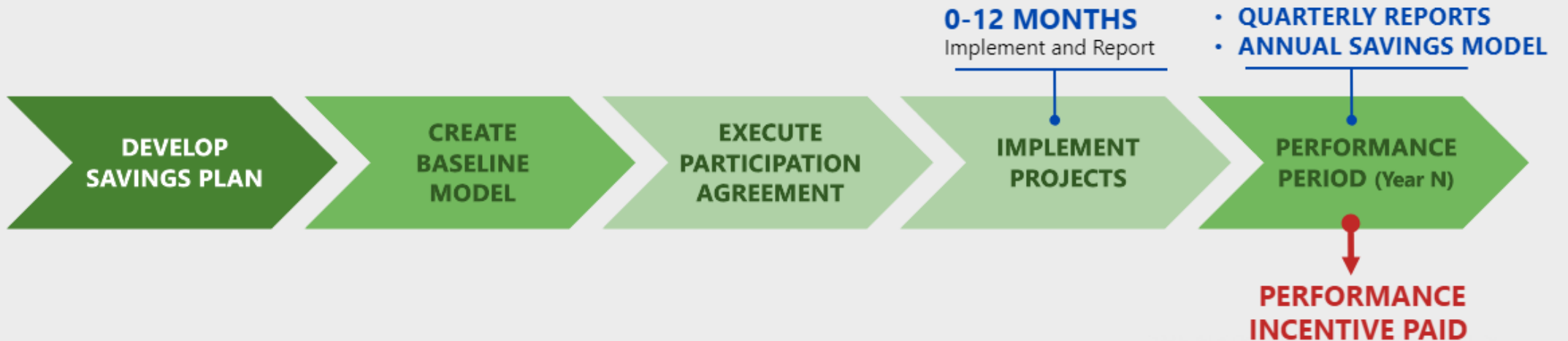


What about Whole Building Incentives?

EBCx



P4P – 3 or 5 years



Electrical Vehicle Programs Incentives Process



Fleet Electrification Program

eFleets@seattle.gov



Multifamily EV Charging Program

MultifamilyEV@seattle.gov

- Fleet Advisory Services (Available Now)
 - Charger Rebates (Available Now)
 - Make-Ready Incentives (Early 2025)
-
- Advisory Services & Site Assessment (Available Now)
 - Charger Rebates (Available Now)
 - Make-Ready Incentives (Early 2025)

Multifamily

Market Rate

Minimum Output Power	Per Project Incentive Amount
120V	100% of total project costs, up to \$15,000 per site
208V/240V	
6.6 kW	50% of total project costs, up to \$25,000 per site
120V	100% of total project costs, up to \$15,000 per site
208V/240V	
6.6 kW	100% of total project costs, up to \$50,000 per site

AH

Fleet

Large Biz

Small Biz

Project Type (On-Road and Non-Road)	Minimum Output Power	Per Project Incentive Amount
Forklift Chargers (Rapid or Conventional)	N/A	50% of total project costs, up to \$7,500 per site
Electric Standby Truck Refrigeration Units	480V	
240V Outlet & Portable EVSE	6.6 kW	100% of total project costs, up to \$15,000 per site
Level 2 EVSE	6.6 kW	50% of total project costs, up to \$25,000 per site
DCFC EVSE	50 kW	50% of total project costs, up to \$100,000 per site
Forklift Chargers (Rapid or Conventional)	N/A	100% of total project costs, up to \$15,000 per site
Electric Standby Truck Refrigeration Units	480V	
240V Outlet & Portable EVSE	6.6 kW	
Level 2 EVSE	6.6 kW	100% of total project costs, up to \$50,000 per site
DCFC EVSE	50 kW	100% of total project costs, up to \$200,000 per site



BUT WAIT
There's more.

Project Development Incentive (PDI)

- What is a PDI?
 - Supplemental incentive to offset administrative costs associated with our incentive process
- Which City Light programs are eligible?
 - Retrofit Lighting & Non-Lighting
 - Retrofit Multifamily Weatherization
- How much is the PDI?
 - \$0.025/kWh for eligible projects
 - PDI rate valid through June 15th, 2025

2023 Project	
Project Details	Shopping center - 40 parking poles LED lighting upgrade.
kWh Savings	48,559
Total Project cost	\$20,639.56
Base Incentive	\$12,139.87
PDI	\$1,213.98
Total Incentive	\$13,353.85



Energy Project Manager (EPM)

- What is an EPM?
 - An EPM helps offset costs related to staff developing and managing energy efficiency projects.
 - An EPM can be for a single facility or a portfolio of properties.
 - [Program guidelines developed and established by Bonneville Power Administration.](#)
- Who can be an EPM?
 - An organization's employee or a 3rd party contractor.
- Incentive Detail:
 - Additional **\$0.025/kWh** for completed efficiency projects.
 - EPM incentive can provide **up to \$150,000** of additional incentives over 2-year period.
 - Required **200,000 kWh** savings
 - Implement at least 1 non-lighting project



Let's Review

One-stop shopping for all-things-
discount/rebate/incentive/PDI/EPM:

[Energy Efficiency Program Tools and Resources](#)

This page takes you to everything we discussed
– and more.

If all else fails:

Contact the Energy Advisors

206-684-3800
SCLEnergyAdvisor@seattle.gov

The screenshot shows the Seattle City Light website. At the top, there is a navigation bar with the Seattle logo and a search icon. Below the navigation bar, the page title "Seattle City Light" is displayed. A secondary navigation bar contains links for Residential Services, Business Solutions, Construction Services, In the Community, Energy, Environment, and Outage. A breadcrumb trail indicates the current location: Home > Construction Services > Building for Energy Efficiency.

Energy Efficiency Program Tools and Resources

Whether you are a business customer, contractor, or trade ally, find tools and resources to help you design and pay for your next energy efficiency project.

Not sure what solutions are best for your business? Review our solution factsheets below or start by using our [energy efficiency program search tool](#) to find a variety of opportunities.

- + **Solution Factsheets**
- + Program Overviews and Manuals
- + **Rebate and Incentive Lists**
- + **Project Development Incentive (PDI)**
- + **Energy Project Manager (EPM) Supplemental Incentive**
- + **Applications and Rebate Forms**
- + Find a Contractor
- + Other Resources

THANK YOU



lightingdesignlab.com | ✉ lightingdesignlab@seattle.gov
