



# Energy Efficiency Services

October 2011

Exhibit 4

**Measures, Incentives & Eligibility**

PSE

PUGET SOUND ENERGY

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## General Guidelines for Measures, Incentives and Eligibility

1. Definitions and terms used throughout this document are governed by the Company's Electric Tariff G and Natural Gas Tariff. Where there is a conflict, the Tariff definition shall prevail.
2. Specific terms and conditions are found on the applicable incentive forms, grant documents, rebate application forms and similar documents available from the Company. Some Measures noted in this document apply only to a particular Customer type or structure type. Some structure types do not have individual Measure/incentives available; rather, an incentive may be applied to the entire qualifying structure. Please thoroughly read the incentive terms and conditions before investing in an energy efficiency Measure.
3. Some incentive payments noted in this document may be divided in a manner consistent with the Company's program objectives. In some cases, this may be between the qualifying party or parties receiving the Measure; for example, an installing contractor may receive a portion of an indicated incentive amount, with the end-use Customer receiving the balance of the indicated amount. Qualifying parties may include, but are not limited to, manufacturers, distributors, owners of structures, Customers, general contractors, verifiers, approved Washington State Agencies or similar entities.
4. The Company's energy advisors are available to answer specific questions, Monday through Friday, 8am to 5pm. Many rebate forms and additional program information are also available via the Company's website: <http://pse.com/savingsandenergycenter/>
5. The term **Maximum Amount**, noted in some programs, represents the total amount of funding available per household, dwelling unit, eligible party or parties or structure. Incentive amounts may vary, depending on market conditions, funding availability, energy efficiency level of the installed product(s) or measure, eligibility of the party installing the measure or other similar conditions.
6. Many of the indicated Measures require the services of or installation by a professional contractor. Before engaging an independent contractor, it is important to understand the terms and conditions of the Measures for which you may apply and ensure that the contractor meets the Company's qualifying standards.

Generally, contractor qualifications include, but are not limited to:

- Licensed, bonded and insured in the State of Washington,
- Willing to comply with training and inspection by the Company.

7. Some of the indicated Measures have very specific requirements that must be satisfied in order to qualify for the indicated incentive. These include, but are not limited to: structural Measures (insulation, windows, etc.), HVAC applications (heat pumps, air handlers, etc.), plumbing fixtures (water heaters, boilers, etc.) and so on. Qualifications listed in this document as a part of the Measure description are of a general nature only and are indented to provide an overview for the Customer. Additional information is available on PSE.com, via an energy advisor (1-800-562-1482) and is provided in the incentive application form.

Prior to committing to a potentially large investment, (a heat pump, water heater, windows, insulation, etc.) **it is recommended that Customers visit PSE.com or call an energy advisor** to obtain the complete list of qualifications for the Measure being considered.

8. Customers, eligible parties, owners or tenants with applicable owner permission assume all liabilities associated with contracting, work performance, ensuring applicable permits are obtained and paying independent contractors. The Company may provide contractor referral services for applicable Measures.
9. General terms and requirements for incentive qualification include, but are not limited to:
  - Purchase receipt or invoice, indicating the date of purchase,
  - Address (the physical location) of where the Measure is being installed,
  - Name of person(s) claiming the incentive,
  - The structure must be receiving natural gas or electric service from the Company at the time of incentive application.



## Glossary of Acronyms

<b>AFUE</b>	Annual Fuel Utilization Efficiency (standard federal efficiency rating)
<b>AHU</b>	Air Handling Unit
<b>AIA</b>	American Institute of Architect
<b>ANSI</b>	American National Standards Institute
<b>ASHRAE</b>	American Society of Heating, Refrigerating, and Air-Conditioning Engineers
<b>BOMA</b>	Building Owners and Managers Association
<b>BPA</b>	Bonneville Power Administration
<b>CEE</b>	Consortium for Energy Efficiency
<b>CMS</b>	Customer Management System
<b>CRAG</b>	Conservation Resource Advisory Group
<b>DCV</b>	Demand Control Ventilation
<b>DDC</b>	Design Development and Construction
<b>Direct Install Measure</b>	A conservation measure that is installed by a PSE representative—rather than a PSE customer—into a qualifying structure.
<b>ECM</b>	Electronically Commutated Motor
<b>EF</b>	Energy Factor
<b>EUI</b>	Energy Usage Index
<b>FSTC</b>	Food Service Technology Center
<b>FTE</b>	Full Time Equivalent (applicable to staffing levels, etc.)
<b>GPM</b>	Gallons Per Minute
<b>HID</b>	High Intensity Discharge (applies to Lighting measures)
<b>HSPF</b>	Heating Seasonal Performance Factor
<b>HVAC</b>	Heating, Ventilation and Air Conditioning
<b>IPLV</b>	Integrated Part Load Value
<b>kWh</b>	Kilowatt Hour

**Acronyms, Continued**

<b>MEF</b>	Manufacturers Efficiency Factor
<b>NEMA</b>	National Electrical Manufacturers Association
<b>O&amp;M</b>	Operations and Maintenance
<b>ODP</b>	Open Drip-Proof (motors)
<b>PTCS</b>	Performance Tested Comfort Systems
<b>PTHP</b>	Package Terminal Heat Pump
<b>SEER</b>	Seasonal Energy Efficiency Ratio
<b>TEFC</b>	Totally Enclosed, Fan-Cooled (motors)
<b>TRC</b>	Total Resource Cost
<b>UC</b>	Utility Cost
<b>ULI</b>	Urban Land Institute
<b>USGBC</b>	U.S. Green Building Council
<b>UL</b>	Underwriters' Laboratory
<b>VAV</b>	Variable Air Volume
<b>VFD</b>	Variable Frequency Drive
<b>WAMOA</b>	Washington Association of Maintenance and Operations Administrators
<b>WF</b>	Water Factor: a measure of water consumption. A higher number, representing lower efficiency, is less desirable.
<b>WSEC</b>	Washington State Energy Code

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## Information Services

The following services apply in most cases to both Residential and Commercial Customers. Although specific rebates or financial incentives aren't elements in the Information Services Program, these services provide energy management tools and access to programs outlined in Attachment 1. This brief description provides an overview of the resources available to Customers.

The program consists of five components that compliment each other to provide information about customer programs and efficiency improvements tailored to customers' interests and energy-use concerns.

### **On-Line Tools & Customer Management System**

PSE's web site, PSE.com is available with information about energy efficiency and provides energy management tools to residential and business customers.

PSE's Customer Management System (CMS) is a database management system used to support delivery and results tracking of energy efficiency programs and services. Tracking customer program participation as well as tracking and evaluating the efficiency and effectiveness of promotions and implementation are key components of CMS.

### **Energy Advisors**

Energy Advisors research, analyze, resolve and respond to customer inquiries, issues and requests related to energy efficiency and conservation; and promote and explain energy efficiency and renewable programs and their advantages. They represent the Company in an effort to promote and cross market products and services by presenting and providing educational materials to employees, organizations and community groups. Employees work in a team environment and must be able to rapidly adapt to changes in services and programs. Employees receive training and instruction in departmental procedures and are expected to use good judgment in independently responding to recurring customer issues and/or complaints. Unique, difficult or unusual customer service issues are referred to the Senior Energy Advisor. Through a toll-free number, 1-800-562-1482, Monday through Friday, 8am to 5pm, customers have access to speak directly to an Energy Advisor.

### **Energy Efficiency Brochures/Collateral**

PSE provides brochures and how-to guides on various energy efficiency opportunities, including behavioral measures, low-cost equipment, weatherization measures and improvements and equipment upgrades. This information includes guidelines and savings estimates where appropriate. PSE brochures are available to customers in paper form and online at the PSE Web site. Brochures are also distributed at numerous customer events, Home shows and trade shows throughout the year.



**Electronic Newsletters**

“Energy at Home” is a quarterly e-newsletter promoting Energy Efficiency Services to customers who elect to subscribe using an e-mail address. This free service contains articles about energy efficiency, timely seasonal tips, and links to PSE program information and rebates for energy efficient products. A similar quarterly “Energy in Business” e-newsletter features case studies of energy efficiency projects at PSE customer sites, as well as announcements of upcoming training opportunities. Energy Education Newsletter is a quarterly e-newsletter offering student, teachers and sponsors on expanded ways to learn and take action on energy conservation tips, environmental events, student activities and upcoming energy efficiency projects.

**Events**

PSE participates in trade shows, community events and homeowner/trade ally associations’ venues that provide avenues, such as seminars and workshops, to attract PSE residential and business customers to the features/benefits of energy efficiency programs.

## **RESIDENTIAL MEASURES, INCENTIVES AND ELIGIBILITY**

### **Energy Education**

Education is a key component in furthering consumer energy efficiency and renewable energy awareness so customers are adequately informed to make wise energy decisions. Education programs broaden customer knowledge of conservation and renewable energy, and increases participation in efficiency programs. PSE's energy education programs inform, inspire and empower with the understanding that individual choices do make a difference.

The programs create a forum to provide information to leaders and educators who can leverage the knowledge to a greater audience. The programs also tie directly to the company's existing energy efficiency opportunities, active resource conservation efforts and commitment to the community channel. The programs focus on strengthening community actions by developing and preserving local relationships with customers and other education and community-based organizations.

Information about how to participate in Education Programs is available through the Company's toll-free number — 1 800 562-1482.

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## **Residential Low Income Weatherization**

### **Eligibility**

#### **Customers**

Low-income Customers; including owners and tenants of single family, multi-family, manufactured or mobile homes that meet federal poverty guidelines issued by The Washington State Department of Commerce and natural gas and/or electricity from PSE. Low Income agencies are contracted with PSE to perform customer income eligibility, manage the installation and track and report projects to PSE.

#### **Structures**

Measures apply to existing single-family, multi-family and mobile home structures.

### **Funding Categories**

Single Family, Multi-Family and Mobile Home Structure improvements, as detailed below, include the following improvement categories:

- Building envelope Improvements
- Heating system upgrades
- Water heating upgrades
- Lighting upgrades
- Appliance replacement
- Common are upgrades

The majority of measure funding falls into three categories; paid per *square or linear foot*, per *measure* (for example, a CFL bulb), per *structure* (for example, one furnace or water heater per home).

**Incentives**

**Electric Funding**

Per Square-Foot Basis

<u>Measures</u>	<u>R-Exist</u>	<u>R-New</u>	<u>Payment</u>		
			Single Family	Multifamily	
Ceiling Insulation	0	38	\$1.82	\$1.82	\$1.79
	1	38	\$1.77	\$1.77	
	2	38	\$1.71	\$1.71	
	3	38	\$1.66	\$1.66	
	4	38	\$1.63	\$1.63	
	5	38	\$1.60	\$1.60	
	6	38	\$1.57	\$1.57	
	7	26			
	7	38	\$1.54	\$1.54	
	8	38	\$1.51	\$1.51	
	9	38	\$1.48	\$1.48	
	10	38	\$1.45	\$1.45	
	11	38	\$1.42	\$1.42	
	19	38	\$0.95	\$0.95	
	5	19	\$1.01	\$2.00	
8	30	\$1.08			
Duct Insulation	0	11	\$5.75	\$5.75	
Floor Insulation	0	19	\$1.87	\$1.87	\$2.00
	0	25	\$2.04	\$2.04	
	0	30	\$2.20	\$2.20	
	5	26			
	11	30	\$1.38	\$1.13	
Tapered Rigid Board				2.43	
Wall Insulation	0	13	\$1.91	\$1.91	\$1.59
Windows	Single pane	U-value 0.30	\$13.00	\$16.20	\$12.00
	Double pane	U-value 0.30	\$10.00	\$6.00	\$10.00
	Single pane	U-value 0.25		\$18.00	
	Double pane	U-value 0.25		\$8.00	

**Per-Measure Basis**

Measures	Single Family	Multifamily	Mobile Home
	Payment		
Energy Star® CFL Light Fixtures or equivalent	\$63.40	\$63.40	\$63.40
Energy Star® CFL Screw-in Lamps or equivalent	\$10.80	\$10.80	\$10.80
Light Socket Conversion Assembly (Compact fluorescent included)	\$12.80	\$12.80	\$12.80
Energy-efficient Shower Head	\$40.50	\$40.50	\$40.50

**Per Structure Basis Measures**

Measures	Single Family	Multifamily	Mobile Home
	Payment		
Programmable Thermostat (one per structure with electric furnace or heat pump)	\$202.50		\$202.50
Duct Sealing with other measures (unconditioned spaces)	\$472.50		\$472.50
Water Heater Pipe Insulation (3 feet, or more, with minimum thermal value of R-3)	\$13.50	\$13.50	\$13.50
Refrigerator Replacement (In accordance with US DOE protocol and Commerce requirements)	\$565.00	\$565.00	\$565.00
Water Heater Replacement (.95 EF or greater, 45-55 gallons)	\$67.00	\$67.00	\$67.00
Ductless Heat Pump (AHRI certified, inverter technology, minimum 1.0 ton)	\$3,407.00		
Structure Sealing (Per CFM <sub>50</sub> Reduction)	\$0.81		\$0.81

**Offerings Unique to Structure Type****Multi Family, Existing**

- Common Area Upgrades, calculated incentive<sup>1</sup>
  - Lighting
  - Heating Upgrade
  - Solar Pool Heater
  - Solar Water Heater
  - Solar Space Heat

<sup>1</sup> Please reference the Small Business Lighting tables, located in the Commercial/ Industrial section of this document. Incentives will be evaluated using currently accepted PSE commercial engineering calculations. Based on cost and savings analysis, project payment is based on PSE Cost Effective Standards.

## Natural Gas Funding

### Per Square-Foot Basis

<u>Measures</u>	<u>R-Exist</u>	<u>R-New</u>	<u>Single Family</u>	<u>Multifamily</u>	<u>Mobile Home</u>
			<u>Payment</u>		
Ceiling Insulation	0	38	\$1.82	\$1.82	\$1.82
	1	38	\$1.77	\$1.77	\$1.77
	2	38	\$1.71	\$1.71	\$1.71
	3	38	\$1.66	\$1.66	\$1.66
	4	38	\$1.63	\$1.63	\$1.63
	5	38	\$1.60	\$1.60	\$0.95
	6	38	\$1.14	\$0.95	\$0.95
	7	38	\$1.14	\$0.95	\$0.95
	8	38	\$1.14	\$0.95	\$0.95
	9	38	\$1.14	\$0.95	\$0.95
	10	38	\$1.14	\$0.95	\$0.95
	11	38	\$1.14	\$0.95	\$0.95
	19	38	\$1.14	\$0.95	\$0.95
	5	19	\$1.14	\$1.42	\$1.20
Duct Insulation	0	11	\$2.86	\$2.86	
Floor Insulation	0	19	\$1.71	\$1.40	\$1.40
	0	25	\$1.90	\$1.50	\$1.50
	0	30	\$2.00	\$1.60	\$1.60
Tapered Rigid Board	5	38		\$2.00	
Wall Insulation	0	13	\$1.14	\$1.00	\$1.05
Windows	Single pane U value 0.30		\$10.00	\$9.00	

### Per-Measure Basis

<u>Measures</u>	<u>Single Family</u>	<u>Multifamily</u>	<u>Mobile Home</u>
	<u>Payment</u>		
Energy-efficient Shower Head	\$29.70	\$29.70	\$29.70

### Per Structure Basis Measures

<u>Measures</u>	<u>Single Family</u>	<u>Multifamily</u>	<u>Mobile Home</u>
	<u>Payment</u>		
Duct Sealing (unconditioned spaces)	\$472.50		\$200.00
Water Heater Pipe Insulation (3 feet with minimum thermal value of R-3)	\$6.75	\$6.75	\$6.75
Energy Star® qualified Gas Furnace or equivalent	\$692.00	\$692.00	\$692.00
Energy Star® qualified Gas Water Heater (.67 EF or greater)	\$158.00	\$158.00	\$158.00
Energy Star® qualified Tankless Water Heater (.90 EF or greater)	\$923.00	\$923.00	\$923.00
Structure Sealing (Per CFM <sub>50</sub> Reduction)	\$0.81		\$0.81



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## Offerings Unique to Structure Type

### Multi Family, Existing

- Common Area Upgrades, calculated incentive<sup>2</sup>
  - Lighting
  - Heating Upgrade
  - Solar Pool Heater
  - Solar Water Heater
  - Solar Space Heat

## Energy-Related Repairs Funding

### All Structures

#### Measures

##### **Health and Safety Repairs (including, but not limited to:)**

- Electrical safety inspection and repairs
- Extermination of pests, insects or rodents
- Mold/mildew abatement
- Installation of carbon monoxide monitors in homes with natural gas

##### **Weatherization-Related Repairs (including, but not limited to:)**

- Roof repair
- Plumbing repair
- Mobile home skirt repair
- Ground Cover

##### **Ventilation**

- Installation of proper bath and kitchen ventilation
- Crawlspace and attic ventilation

##### **Furnace/Water Heater Repair, Maintenance, or Replacement**

##### **Energy Education**

- In-unit and group consultations

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<sup>2</sup> Incentives will be evaluated using currently accepted PSE commercial engineering calculations. Please reference the Small Business Lighting tables, located in the Commercial/ Industrial section of this document. Based on cost and savings analysis, project payment based on PSE Cost Effective Standards.

## **Single Family New Construction**

### **Eligibility**

Measure eligibility includes, but is not limited to manufacturers, distributors, retailers, equipment suppliers, verifiers, Building Performance Specialists, Performance Testers, builder/owners or agents acting on behalf of responsible party of service, or the Customer at the time the single-family residential structure is being constructed, receiving electricity or natural gas through a PSE residential Schedule; Rates 7 (including 17, 27, 37 and 47), 8, 11 and 12.

Measures and incentives noted below for new construction apply for a free standing residential structure, or Energy Star® manufactured homes equal to or less than four dwelling units, that is newly constructed or is in a stage of construction which is not yet completed or ready for occupancy.

For Measures and incentives that apply to existing structures, please refer to the Single Family, Existing Program Measures. 2009 Washington State Energy Code (WSEC) will take effect January 1, 2011. The Company will continue to provide incentives below for measures installed within structures permitted under the 2006 WSEC. The Company is evaluating current measures to determine impacts to savings relative to the new codes. Updates and revisions to Appendices, Exhibits and tariffs may occur when evaluation is complete.

### **Incentives**

#### **Natural Gas Service**

<b><u>Category</u></b>	<b><u>Measure</u></b>	<b><u>Maximum Amount / each</u></b>
Heating	Energy Star® Natural Gas Furnace (greater than or equal to 90% and less than 95% AFUE)	\$350.00
	Energy Star® Natural Gas Furnace (greater than or equal to 95% AFUE)	\$250.00
	Duct Sealing With Performance Testing: <ul style="list-style-type: none"> <li>• Insulation R-8 (ducts inside heated space exempt),</li> <li>• Sealing – Mastic (tapes not allowed)</li> <li>• Max. Leakage - &lt;0.06 CFM per sq. ft. or 75 CFM Total @ 50 Pa.</li> </ul>	\$500.00/structure
	Ducts inside the conditioned space with Performance testing <ul style="list-style-type: none"> <li>• All ductwork must be inside the heated space. (exception may apply to return air duct)</li> </ul>	\$300.00
Home Bonus	Energy Star® Homes (Homes must be Certified Energy Star® Homes)	\$50.00

Manufactured Homes	Energy Star® or Eco-rated Manufactured Home	\$150.00
Water Heating	High Efficiency Natural Gas Water Heater (greater than or equal to 0.62 Energy Factor)	\$40.00
	Tankless Water Heater (Greater than or equal to 0.82 EF)	\$150.00

New Energy Star® or Eco-rated Manufactured Homes are only eligible for the Manufactured Homes incentive. They are not eligible to receive both the Manufactured Homes incentive in addition to another incentive listed above.

Only one heating duct incentive eligible per installation address. Aligns with Energy Star® homes Builder Option Package One (BOP 1) specification.

### Electric Service

<u>Category</u>	<u>Measure</u>	<u>Maximum Amount / each</u>
Appliances	Energy Star® Clothes Washer (Energy Star® qualified Washing machine with a MEF of 2.2 to 2.45)	\$50.00
	Energy Star® Clothes Washer (Energy Star® qualified Washing machine greater than or equal to 2.46 MEF)	\$100.00
	Energy Star® Refrigerator	\$50.00
Home Bonus	Energy Star® Homes (Homes must be Certified Energy Star® Homes NW or equivalent)	\$50.00
Lighting	Energy Star® CFL Bulbs & recycling	\$4.00 (no charge to customer for direct installs)
	Energy Star® CFL Fixtures & recycling	\$20.00
	Energy Star® Linear Fixture (decorative only) & recycling	\$20.00
	Energy Star® CFL Ceiling Fan Fixtures	\$20.00
	Light socket conversion assembly; converts screw-in lighting sockets to plug-in type	\$4.00
	Manufactured Homes	Energy Star® Manufactured Home
Space Conditioning (Tiered incentive)	Heat Pump 8.5 HSPF, 14 SEER -or- 9.0 HSPF, 14 SEER	\$200.00 \$350.00
	Ventilation	Whole house ventilation

New Energy Star® or Eco-rated Manufactured Homes are only eligible for the Manufactured Homes incentive. They are not eligible to receive both the Manufactured Homes incentive in addition to another incentive listed above.

## **Single Family Existing**

### **Eligibility**

A manufacturer, distributor, equipment supplier, contractor or agent acting on behalf of responsible party of service, the Customer or tenant with applicable owner authorization, of an existing single-family structure receiving electricity or natural gas through a PSE residential Schedule; Rates 7 (including 17, 27, 37 and 47), 8, 11 and 12.

Existing single family structures are defined as residential dwellings which include; structures with four or less units that are attached by a contiguous roofline and manufactured or factory built homes affixed to permanent foundations. Single family existing residences exclude structures that are currently under construction.

Selected PSE-approved contractors, vendors or partners may be eligible for compensation to provide direct installation of specified measures—as a part of installation of a related measure. (for example, installing one or more Energy Star® CFL bulbs during an HVAC installation), as a part of a pilot program, a limited-time offering, or other circumstances determined by PSE.

One way that PSE advances the educational value of conservation is to provide complimentary promotional CFL bulbs as a part of home shows, community events, retail promotions or other conservation-focused events.

### **Incentives**

#### **Natural Gas Service**

<b><u>Category</u></b>	<b><u>Measure</u></b>	<b><u>Maximum Incentive / each</u></b>
Heating	Energy Star® qualified Gas Furnace	\$100.00
	Energy Star® qualified Boilers (greater than or equal to 95% AFUE)	\$350.00
Water Heating	Energy Star® Gas Water Heater (greater than or equal to 0.67 Energy Factor)	\$100.00
	Energy Star® tankless Water Heater	
	Tier 1 = greater than or equal to 0.82 EF	\$150.00
	Tier 2 = greater than or equal to 0.90 EF	\$200.00
	2.0 gallon per minute or less bathroom showerhead (EPA WaterSense Labeled)	\$10.00
	2.0 gallon per minute or less showerhead, provided as part of a HomePrint assessment	No cost to customers

**Natural Gas service, Continued**

Weatherization	Attic Insulation (R-11 or less to R-38)	Up to \$400.00/dwelling unit
	Floor Insulation (R-0 to R-30)	Up to \$400.00/dwelling unit
	Wall Insulation (R-0 to R-11)	Up to \$400.00/dwelling unit
	Duct Insulation (R-0 to R-11)	\$200.00/unit
	Manufactured homes duct sealing	Direct Install - No cost to eligible customers
	Quality Assured Duct Sealing	Direct Install - No cost to eligible customers
	Home Performance with Energy Star Rebate	\$350.00

**Specific requirements for above incentives**

- Some structural, HVAC and water heat Measures require qualified contractor installation in order to be eligible for the indicated incentive.

## Electric Service

<u>Category</u>	<u>Measure</u>	<u>Maximum Incentive / each</u>
Appliances	Energy Star® Clothes Washer (Energy Star® qualified Washing machine greater than 2.2 and less than 2.46, MEF and less than or equal to 4.5 WF).	\$50.00
	Energy Star® Clothes Washer (Energy Star® qualified Washing machine greater than or equal to 2.46 MEF and less than or equal to 4.0 WF).	\$100.00
	Refrigerator or freezer Decommissioning (working condition, greater than or equal to 10 cubic feet.)	\$30.00
	Energy Star® Refrigerator (20% more energy efficient than minimum federal government standard, greater than or equal to 7.75 cubic feet)	\$100.00
	Energy Star® Freezer (10% more energy efficient than minimum federal government standard, greater than or equal to 7.75 cubic feet)	\$20.00
	Refrigerator Replacement (Energy Star® qualified model delivered and installed; old refrigerator hauled away and decommissioned)	\$600.00
	Assessment	HomePrint Assessment
Heating	Heat Pumps	
	Tier 1 = 8.5 HSPF, 14 SEER	\$200.00
	Tier 2 = 9.0 HSPF, 14 SEER	\$350.00
	Ductless Heat Pumps using inverter technology	\$1,200.00
	Energy Star® Geothermal Heat Pump	\$1,500.00
	Forced-air-furnace to Heat Pump Conversion (greater than or equal to 8.5 HSPF, 14 SEER)	\$1,500.00



<b><u>Category</u></b>	<b><u>Measure</u></b>	<b><u>Maximum Incentive / each</u></b>
Lighting	Energy Star® CFL Bulbs & recycling	\$3.50
	Energy Star® Engagement CFL Bulbs <sup>3</sup> & recycling	Markdown at point of sale, up to \$2.00 each
	Energy Star® indoor decorative CFL Fixtures & recycling	\$12.50
	Energy Star® Outdoor CFL Fixtures & Recycling	\$12.50
	Energy Star® CFL Ceiling Fan Fixtures	\$12.50
	Energy Star® CFL Bulbs & recycling	Direct Install - No cost to eligible customers
Water Heating	2.0 gallon per minute or less bathroom showerhead (EPA WaterSense Labeled)	\$10.00
	2.0 gallon per minute or less showerhead, provided as part of a HomePrint assessment	No cost to customers
	Energy Star® Heat Pump Water Heater (greater than or equal to 2.0 EF)	\$500.00*
	* Incentive may occur at the manufacturer, distributor, contractor, retailer or consumer level. (Please see Section 3 of the General Guidelines, page 1 of this document.)	
	High Efficiency Electric Water Heater (greater than or equal to .94 EF)	\$50.00
	Waste Water Heat Recovery (Models with an efficiency of 42% or greater.)	Up to \$400.00

<sup>3</sup> Engagement CFL bulbs are intended for select projects.

**Electric Service, continued**

<u>Category</u>	<u>Measure</u>	<u>Maximum Incentive / each</u>
Weatherization	Attic Insulation (R-11 or less to R-38)	Up to \$400.00/dwelling unit
	Floor Insulation (R-0 to R-30)	Up to \$400.00/dwelling unit
	Wall Insulation (R-0 to R-13)	Up to \$400.00/dwelling unit
	Duct Insulation (R-0 to R-11)	\$200/dwelling unit
	Manufactured home duct sealing	Direct Install - No cost to eligible customers
	Quality Assured Duct Sealing	Direct Install - No cost to eligible customers
Windows	Home Performance with Energy Star Rebate	\$450.00
	Upgrade single-pane or double-pane with metal frame windows to a .30 U-factor or better. Specific insulation and sealing levels are required.	\$5.00/sq ft, up to Maximum of \$750.00 per structure.

**Specific requirements for above incentives**

- Some structural, HVAC and water heat Measures require qualified contractor installation in order to be eligible for the indicated incentive.

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## **Multi-Family New Construction**

### **Eligibility**

Eligible customers include the owner, developer, or agent acting on behalf of responsible party of service receiving electricity through PSE's residential schedules 7 (including 17, 27, 37 and 47) and 7A, or commercial schedules 8, 11, 12 and 24; and / or natural gas service through PSE's residential schedule 23 or commercial schedule 31.

Incentives for new construction apply for a multifamily residential structure that is in a stage of construction which is not yet completed or ready for occupancy. They also apply for additions to structures and complexes. The relevant Measure will apply to that newly constructed portion of the structure.

Energy efficient upgrades for some in unit and common area loads may be served under PSE Commercial/Industrial programs. Please see measures listed in the Commercial/Industrial headings of this document or call PSE at 1 800 562-1482 for details.

Structures include all Group R Occupancy not falling under the scope of Section 101.2 of the International Residential Code, as outlined in the Washington State Energy Code (WSEC) 2009 Edition (effective January 1, 2011). These include, but are not limited to: apartments, town homes, condominiums, senior living residences, dormitories and similar structures with three or more attached dwelling units.

Selected PSE-approved contractors, vendors or developers may be eligible for compensation to provide direct installation of specified measures—as a part of installation of a related measure. (for example, installing one or more Energy Star® light fixtures, showerheads, aerators, etc.), as a part of a pilot program, a limited-time offering, or other circumstances determined by PSE.

For Measures that apply to existing structures, please refer to the Multi-Family, Existing Program Measures.

## Measures and Incentives – Based on 2009 WSEC

### *All Structure Types*

#### Natural Gas Service

<u>Category</u>	<u>Measure</u>	<u>Incentive Amount / each</u>
Common Area Space Heating	Heat Recovery in common spaces with hydronic heat and NO mechanical cooling.	\$0.18 - \$0.32/ total served common area sq foot
Residential Space Heating	Hydronic Heat in Low-Rise/Mid-Rise buildings using fully condensing boiler with external storage tank (efficiency greater than or equal to 0.93)	\$0.05/total served conditioned sq. foot
	Hydronic Heat in Low-Rise/Mid-Rise buildings using fully condensing water heater (efficiency greater than or equal to 0.93)	\$0.04/total served conditioned sq. foot
Water Heating	2.0 Gallon Per Minute or less shower heads with gas water heat	\$5.00
		\$0.129/total conditioned sq. foot of dwelling units
	Condensing Boiler with external storage tank (efficiency greater than or equal to 0.93)	
	Condensing Water Heater (efficiency greater than or equal to 0.93)	\$0.040/total conditioned sq. foot of dwelling units

- Many structural, HVAC and water heat Measures require qualified contractor installation in order to be eligible for the indicated incentive.

## Electric Service

<u>Category</u>	<u>Measure</u>	<u>Incentive Amount / each</u>
Appliances	Energy Star® Clothes Washer MEF 2.2 to 2.45 and WF of 4.5 and below (Electric water heat, electric dryer)	\$50.00
	Energy Star® Clothes Washer MEF 2.46 and above, WF of 4.0 and below (Electric water heat and electric dryer)	\$100.00
	Energy Star® qualified Refrigerators	\$50.00
Common Area Lighting	Corridor Lighting Reduction (Minimum reduction of at least 10 percent below WSEC)	\$0.015/sq ft per % improvement (Min. 10% better than code)
	Bi-Level Stairwell Lighting (Buildings with greater than three floors)	\$70 per fixture per landing
	Garage Lighting Reduction (Minimum reduction of at least 10 percent below WSEC)	\$.003/sq ft per % improvement (Min. 10% better than code.)
Residential Lighting	Energy Star® qualified Hardwired CFL Fixtures – Tenant controlled	\$20.00
Common Area Space Heating	Air-to-Air Heat Pump - Convert from electric resistance heat in common area of Low-Rise/Mid-Rise buildings to an air-to-air heat pump with WSEC efficiency	\$0.42/ total served common area sq. foot
	Heat Recovery in common spaces with electric resistance heating and NO mechanical cooling (Minimum efficiency of 50%)	\$0.10 - \$0.33/ total served common area sq. foot

**Multi-Family New Construction Electric Measures, continued**

Residential Space Heating	Package Terminal Heat Pump - Convert from electric resistance heat in Low-Rise/Mid-Rise buildings to WSEC efficiency thru-wall heat pump (PTHP)	\$300-400 / residential dwelling unit
Ventilation	Garage CO Demand Control Ventilation with VFD fan control	\$320.00 per HP
Water Heating	Drain Water Heat Recovery – preheat electric resistance hot water tank with gravity film heat recovery device with at least 42% efficiency or greater.	\$183 / unit
	2.0 gpm or less shower heads – Electric water heat	\$5.00
Windows	Upgrade weighted U-Value of glazed areas in Hi-Rise buildings to U-0.30 or better. Applies to metal frame windows only.	\$1.00/sq. foot of glazed area

- Many structural, HVAC and water heat Measures require qualified contractor installation in order to be eligible for the indicated incentive.



## **Multi-Family Existing**

### **Eligibility**

An owner, developer, contractor, equipment supplier or agent acting on behalf of responsible party of service, or the Customer of service of an existing multiple-family structure receiving electricity or natural gas through a PSE residential Schedule; Rates 7 (including 17, 27, 37 and 47), 8, 11, 12 and 24 or Schedule 7A.

Existing multifamily structures exclude those which were recently constructed or are in the construction process.

Structures include, but are not limited to: apartments, town homes, condominium residences and similar structures with five or more attached dwelling units. The program also serves multifamily Campuses which have a mixture of building types including buildings with less than five units.

Multi-Family measures not listed may be individually considered for incentives, based on overall cost effectiveness and energy efficiency.

Selected PSE-approved contractors or vendors may be eligible for compensation to provide installation of specified measures—as a part of installation of a related measure. (For example, installing one or more Energy Star® CFL bulbs during an HVAC installation), as a part of a pilot program, a limited-time offering, or other circumstances determined by PSE.

## Incentives

### All Structure Types

#### Natural Gas Service

<u>Category</u>	<u>Measure</u>	<u>Maximum Amount</u>
Building Envelope	Attic Insulation R-0 to 38	\$0.75/sq. foot
	Floor insulation R-0 to 30	\$0.75/sq. foot
HVAC	Energy Star® qualified Gas Furnace	\$250.00 each
	Replace Existing Space Heat Boiler	Calculated incentive
	Replace existing space heat boiler	Calculated Incentive
Windows (Low and mid-rise structures only)	Replace Existing Domestic Water Boiler	Calculated incentive
	Window Replacement; Single-Pane to High Efficiency double-Pane. U value 0.30 or less.	\$5.00/sq. foot
Pool Heaters Water Heating	Solar Pool Heater upgrade	Calculated incentive
	Direct install 1.75 Gallon Per Minute or less shower heads	Direct Install: no charge to customer
	Tankless water heater	\$150.00 each

#### Specific requirements for above incentives

- A signed Multifamily Incentive Application must be authorized by PSE prior to installation of upgrades
- Customer must meet all requirements outlined in the most current 2010-11 PSE Multifamily Retrofit Program Guidelines to participate and receive incentives
- A Multifamily Payment Request must be authorized by PSE in order to execute incentive payment
- All calculated incentives will be evaluated using currently accepted PSE commercial engineering calculations
- All installed measures and incentives require installation by a qualified contractor.

## Electric Service

<u>Category</u>	<u>Measure</u>	<u>Incentive Amount / each</u>
Appliances	Energy Star® Clothes Washer (Energy Star® qualified Washing machine (2.2 to 2.45 MEF and WF equal to or below 4.5)	\$50.00
	Energy Star® Clothes Washer (Energy Star® qualified Washing machine (greater than or equal to 2.46 MEF and WF 4.0 or less)	\$100.00
	Energy Star® or High Efficient Refrigerator	\$50.00
Building Envelope	Attic Insulation R-0 to R-38	\$0.75/sq. foot
	Attic Insulation R-11 to R-38	\$0.75/sq. foot
	Floor insulation R-0 to R-30	\$0.75/sq. foot
	Wall insulation R-0 to R-13	\$0.75/sq foot
Lighting	Tenant Controlled CFL Fixtures & recycling	\$20.00 per fixture
	Tenant Controlled CFL Bulbs (installed) & recycling	No charge to customer
	Tenant Controlled light socket conversion assembly installed; converts screw-in lighting sockets to plug-in type	\$4.00
	Common Area Lighting	Calculated incentives
Pool Heaters	Solar Pool Heater upgrade	Calculated incentive
Water Heating	Directly installed 1.75 gpm or less shower heads	No charge to customer
	Direct Install Hot Water Pipe Wrap; R3 value minimum 3 feet.	No charge to customer
Electric Water Heater	High Efficiency Electric Water Heater (greater than or equal to .95 EF)	\$50.00 Each

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**Multi-Family Existing Electric Measures, continued**

Windows (Low and mid-rise structures only)	Single-Pane to High Efficiency Double-Pane. U value 0.30 or less.	\$6.00/sq. foot
	Window Replacement; Single-Pane to High Efficiency triple-Pane. U value 0.25 or less.	\$8.00/sq foot
	Window Replacement; Double -Pane to High Efficiency Double-Pane. U value 0.30 or less.	\$6.00/sq. foot
	Window Replacement; Double-Pane to High Efficiency Triple-Pane. U value 0.25 or less.	\$8.00/sq. foot

**Specific requirements for above incentives**

- A signed Multifamily Incentive Application must be authorized by PSE prior to installation of upgrades.
- Customer must meet all requirements outlined in the most current 2010-11 PSE Multifamily Retrofit Program Guidelines to participate and receive incentives.
- A Multifamily Payment Request must be authorized by PSE in order to execute incentive payment
- All calculated incentives will be evaluated using currently accepted PSE commercial engineering calculations.
- All installed measures and incentives require installation by a qualified contractor

## **Residential Fuel Conversion**

### **Eligibility**

A Customer or tenant with applicable owner authorization, of an existing single-family structure receiving electricity through a PSE residential Schedule; Rates 7 (including 17, 27, 37 and 47), 8, 11 and 12.

An existing (excluding those that were newly constructed or are in the construction process) one-to-four single family residential dwelling units using electricity (provided under terms of an above mentioned PSE Schedule) as its current primary source of space heating and/or water heating. Manufactured and mobile homes are ineligible.

Incentives will be provided for the conversion to natural gas of the following eligible electric space heating and water heating systems:

- Central forced-air heating systems
- Baseboard heating systems
- Tank-style water heaters

Minimum amounts of prior electric energy usage may be required to qualify for the rebate incentive. Minimum requirements can be found in the individual rebate or program application form.

Eligible electric equipment must be converted to eligible highly efficient natural gas equipment listed below to qualify for incentives.

### **Incentives**

#### **Conversion from Electric Service to Natural Gas Service**

<b><u>Category</u></b>	<b><u>Measure</u></b>	<b><u>Maximum Incentive / each</u></b>
Space Heating	ENERGY STAR® qualified High Efficiency Gas Furnace that meets PSE's High Efficiency Rebate criteria	\$500.00 to \$2,500.00*
Water Heating	ENERGY STAR® qualified High Efficiency Gas Water Heater that meets PSE's High Efficiency Rebate criteria	\$950.00 to \$1,450.00**
Water Heating	ENERGY STAR® qualified High Efficiency Tankless Gas Water Heater that meets PSE's High Efficiency Rebate criteria	\$950.00 to \$1,450.00**

\* Space Heat Incentive based on prior electric usage and existing electric system

\*\* Water Heat rebate is \$1,450.00 when installed in combination with Eligible Space Heat Equipment and \$950.00 when separately installed.

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### Specific requirements for Fuel Conversion incentives

- For Space Heating, must be a PSE electric Customer who currently uses electric heating as primary source of space heat.
- For Water Heating, must be a PSE electric Customer who has an electric storage water heater and uses electricity as primary source for water heating.
- Rebate is subject to minimum kilowatt-hour amounts used by Customer as determined by PSE.
- The rebate applicant installs gas-only heating equipment to meet the entire space heating requirements of the dwelling.
- Rebate applicants are ineligible if a heat pump is installed in conjunction with natural gas equipment.
- Customer is responsible for complying with all applicable codes and regulations.
- Rebates are paid directly to the Customer.
- Rebate form must be submitted within 30 days of completion of energy efficiency measure(s) installation.
- PSE reserves the right to inspect fuel conversion measures and will coordinate inspection as applicable.
- Rebate is limited to 75 percent of Total Measure Cost.

Other requirements may apply.

## BUSINESS MEASURES, INCENTIVES AND ELIGIBILITY

### Commercial and Industrial Retrofit

#### Eligibility

All Commercial and/or Industrial Customers receiving electricity or bundled natural gas service from PSE are eligible. Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for measures offered under the Existing Building Commissioning program and Process Efficiency Improvement program. Projects must be approved for funding prior to installation/implementation.

Commercial and Industrial Retrofit incentives are calculated on an individual basis. They take the form of a grant, which is provided upon completion and verification of the project.

#### Incentives

The Retrofit program is a custom incentive program. It is not limited to any measure type or markets. It is intended to provide the customer flexibility in developing projects that will result in energy savings. Available Grants include, but are not limited to:

<b><u>Measures</u></b>	<b><u>Incentive</u></b>	<b><u>Eligibility</u></b>
Grants for Lighting	Based on cost and savings analysis, pay the lesser of 50% of the project cost or \$0.20 per annual kWh savings, subject to PSE Cost-Effective Standards.	Lighting Measures
Grants for Enhanced Lighting (Tier 2)	Based on cost and savings analysis, pay the lesser of 70% of the project cost or \$0.30 per annual kWh savings, subject to PSE Cost-Effective Standards.  \$250 per project contractor incentive for first 100 projects completed.	Lighting Measures when all inefficient lighting at the facility is addressed (including controls)  When contractor successfully completes a comprehensive project and submits all required completion paperwork on or before December 31, 2011.

Incentives, continued:

Grants for non-lighting measures	Based on cost and savings analysis, pay the lesser of 70% of the project cost or \$0.30 per annual kWh savings, subject to PSE Cost-Effective Standards.	Non-Lighting Measures
Commissioning Incentive	See table and information that follows	Depends on services provided by PSE. See table and information that follows

**Measure: Existing Building Commissioning**

For existing building commissioning, incentives are designed to cover up to 100 percent of the Commissioning Agent's costs. The owner is required to commit up to a pre-set dollar amount to implement recommendations with a less than or equal to two year payback as well as provide up to 50 hours of Operations and Maintenance (O&M) staff time for participation in the process, including training.



Incentives are paid in three phases. Half of the incentive, for all phases except the performance bonus, is paid after the investigation phase is complete. The second half of the incentive is paid after the training/systems manual phase. The performance bonus incentive is paid after verification that the actual first year savings meet the minimum percent savings requirements and the savings recommendations are still in place. If, after the Scoping/Plan phase, it is determined that the building is an inappropriate candidate for savings through the program, only the scoping & plan incentive will be paid.

<b>EXISTING BUILDING COMMISSIONING INCENTIVE/CUSTOMER COST SUMMARY</b>			
Description	Building's Utility Services		
	PSE All Services	PSE Electric Only (Other Gas)	PSE Gas Only (Other Elec)
<b>Scoping &amp; Plan Incentive</b>			
100% of Cost, up to:	\$3,000	\$2,000	\$2,000
<b>Investigation &amp; Verification Incentive</b>			
Maximum Percent of Investigation & Verification Cost	70%	40%	30%
Incentive up to:	\$0.25/sq.ft.	\$0.20/sq.ft.	\$0.10/sq.ft.
<b>Implementation of Recommendations Customer Cost</b>			
Customer pays for items with at least 2 year payback			
Maximum Required Customer Cost	\$0.15/sq.ft.	\$0.10/sq.ft.	\$0.10/sq.ft.
<b>Training &amp; Systems Manual Incentive</b>			
100% of Cost, up to:	\$5,000	\$3,000	\$3,000
<b>1 Year Performance Bonus Incentive</b>			
Minimum Annual Savings Required	10%	10%	15%
Maximum Percent of Investigation & Verification Cost	30%	20%	15%
Incentive up to:	\$0.10/sq.ft.	\$0.08/sq.ft.	\$0.05/sq.ft.

## Commercial and Industrial New Construction

### Eligibility

Owners, Customers, tenants with appropriate owner consent and developers of facilities to be served by PSE with electricity or bundled natural gas are eligible for new construction incentives. Schedule 448, 449, 458 and 459 Customers may use their Schedule 258 allocation for Commercial and Industrial New Construction incentives. Projects must be approved for funding prior to installation/implementation.

### Incentives

There are four incentive paths for New Construction projects. The paths are intended to provide Customers flexibility in meeting their project needs. There is also a commissioning incentive which can be used in combination with any of these paths:

<b>Path</b>	<b>Incentive</b>	<b>Eligibility</b>
(A) Energy Model Whole Building	<p>\$0.60 per sqft for projects 10% better than code and ramp up to \$1.80 per sqft for projects 30% better than code</p> <p>Hospitals with Baseline EUI more than 150,000 Btu/sq.ft.:</p> <p>\$1.40 per sqft for projects 10% better than code and ramp up to \$4.20 per sqft for projects 30% better than code.</p>	Facilities, except Hospitals, must be more than 100,000 sq.ft. PSE electric with other gas supplier incentives are \$0.30-\$0.90 per square foot; \$0.70-\$2.10 per square foot for Hospitals. PSE gas only service not eligible
(B) Prescriptive Whole Building	<p>LEED &amp; BPA Package: All building types: \$0.50/sqft</p> <p>PSE Package: Retail: \$1.00-\$2.00/sqft School: \$0.70-\$1.45/sqft Offices: \$0.55-\$2.60/sqft</p> <p>PLUS enhanced measures. See details of incentives and measures in table below.</p>	PSE electric and PSE gas if gas heated; retail, school and office buildings up to 100,000 sq.ft., permitted under the 2006 WSEC <sup>4</sup> , including amendments by local jurisdictions.

<sup>4</sup> New prescriptive offerings are being developed for the 2009 WSEC.

Commercial/Industrial New Construction Incentives, Continued

(C) Component Approach	<p><u>Lighting</u>: lesser of 50% of the incremental cost or \$0.20 per annual kWh savings, subject to PSE Cost-Effective Standards.</p> <p><u>Non-lighting</u>: lesser of 70% of the incremental cost or \$0.30 per annual kWh savings, subject to PSE Cost-Effective Standards.</p> <p><u>Natural gas</u>: lesser of 70% of the incremental cost or \$5.00 per annual therm savings, subject to PSE Cost-Effective Standards..</p>	When doing in lieu of whole building approaches.
(D) Rebates Measure	See eligible measures list under Commercial & Industrial Incentives section.	See eligible measures list under Commercial and Industrial Incentive section.

**New Construction Commissioning (CX) Incentives** (\$/Ft<sup>2</sup> conditioned space):

<u>Phase</u>	<u>Incentive (\$/Ft<sup>2</sup>)</u>	<u>Eligibility</u>
Design Phase	\$0.10	All PSE service: Gas &/or Electric Service; Independent CX Provider
Construction Phase	\$0.15	
Post-Occupancy Phase	\$0.25	
Design Phase	\$0.08	PSE Electric Only Service, Other Gas Provider; Independent CX Provider
Construction Phase	\$0.12	
Post-Occupancy Phase	\$0.20	
Design Phase	\$0.02	PSE Gas Only Service, Other Electric Provider; Independent CX Provider
Construction Phase	\$0.03	
Post-Occupancy Phase	\$0.04	

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## **Small Business Lighting Measures**

### **Eligibility**

Electric Customers with an estimated or actual Demand of 50 kilowatts or less monthly and residential & farm general service electric Customers, rate Schedules 24 and 08 Facilities only.

All 4' T8 lamps and Electronic Ballasts, including lamps and ballasts contained within a new fluorescent lighting fixture, proposed for installation on any small business lighting project must be designated as "High Performance" or "Reduced Wattage" by the Consortium for Energy Efficiency (CEE). Lists of all "Qualifying" lamps and ballasts can be found on CEE's website at: <http://www.cee1.org/com/com-lt/com-lt-main.php3> Conversion Kits are required to be NRTL Listed.

### **Incentives**

In addition to the measures listed below the small business rebate includes a Custom Analysis option for measures that are not available on the list. The Custom Analysis option provides a method to include less-common retrofits in a cost-effective manner, similar to PSE's standard Small Business Lighting rebates. Custom analysis option incentives are capped at 60 percent of the measure cost or not more than \$0.25 per kWh saved, whichever is less.

## Lighting

Measure	Amount	Eligibility
Compact Fluorescent Lamps		Purchasing and installing a qualified specialty lamp where a similar style incandescent lamp would normally be used.
	(A) \$3.00/unit	ENERGY STAR® qualified lamps less than 26 Watts (Including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
	(B) \$6.00/unit	ENERGY STAR® qualified reflector or specialty lamps less than 40 Watts (Including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
	(C) \$6.00/unit	ENERGY STAR® qualified lamps 26 to 39 Watts (Including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
	(D) \$12.00/unit	ENERGY STAR® qualified lamps greater than or equal to 40 Watts (including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
	25¢ per lamp reseller, dealer or vendor incentive. <sup>5</sup>	Incentive is capped at \$200 per site.

<sup>5</sup> To qualify for the additional Dealer incentive, the contractor or vendor must be under agreement with PSE.

## Small Business Lighting Replacement Table, cont.

Measure	Device/Unit Is Replacing:	Amount	Eligible Replacements
Incandescent Fixtures and Exit Sign Replacements	Incandescent fixture, 100W or less combined	\$35.00/fixture	New CFL fixture or hardwired kit with replaceable lamp, 25 total input watts or less.
	Incandescent fixture, 100W or greater combined	\$55.00/fixture	New CFL fixture or hardwired kit with replaceable lamp, 26 total input watt or more.
	Incandescent fixture, 120W or greater combined	\$60.00/fixture	New linear fluorescent fixture, one or two lamp and one electronic ballast.
	Exit sign, incandescent or CFL lamp(s)	\$50.00/fixture	New LED exit sign (not a kit).
Higher Wattage Incandescent and High Intensity Discharge Replacements	Incandescent or mercury vapor fixture great than 175 input watts	\$75.00/fixture	New High Intensity Discharge (HID) fixture: HPS or MH (50 – 100W)
	High Intensity Discharge (HID) fixture primarily metal halide	\$100.00/ fixture	Pulse start metal halide – Must have great than 25 percent input wattage reduction.
	HID fixture greater than 100 input watts.	\$110.00/ fixture	New CFL fixture greater than 40 input watts
	HID fixture greater than 175 input watts.	\$130.00/ fixture	New CFL fixture greater than 80 input watts
	Incandescent or HID firture greater than 175 input watts.	\$95.00/ Fixture	New four-lamp F32T8 fixture with electronic ballast(s).
	HID fixture greater than 400 input watts.	\$190.00/ Fixture	New six-lamp F32T8 fixture with electronic ballasts.
	HID fixture greater than 400 input watts.	\$190.00/ Fixture	New four-lamp F54T5HO fixture with electronic ballast(s).

## Small Business Lighting Replacement Table, cont.

Measure	Device/Unit Is Replacing:	Amount	Eligible Replacements
	F40T12, One or two-lamp fixture with one magnetic ballast	\$40.00/fixture	"Lamp-for-lamp": F32T8 lamp(s). Low ballast factor ballast required.
	F40T12, Three or four-lamp fixture with two magnetic ballasts	\$45.00/fixture	"Lamp-for-lamp": F32T8 lamp(s). Low ballast factor ballast required.
	F40T12, Four-lamp fixture with two magnetic ballasts	\$50.00/fixture	Reduce lamps to two F32T8 lamps and one electronic ballast.
	F40T12, One or two-lamp fixture, one magnetic ballast.	\$40.00/fixture	One or two F32T8 lamp(s). <i>Low ballast factor</i> required.
	F40T12, Three or four-lamp fixture, magnetic ballasts.	\$70.00/fixture	Lamps reduced to two or three F32T8. <i>Low ballast factor</i> ballast recommended.
	F96T12 One lamp fixture, one magnetic ballast	\$60.00/fixture	Two F32T8 lamps and one electronic ballast. <i>Low ballast factor</i> ballast required.
	F96T12 Two lamp fixture, one magnetic ballast	\$85.00/fixture	Two F32T8 lamps and one electronic ballast. <i>Low ballast factor</i> ballast required.
	F96T12 Two lamp fixture, one magnetic ballast	\$60.00/fixture	Four F32T8 lamps and one electronic ballast. <i>Low ballast factor</i> ballast required.
	F96T12 HO Two lamp high-output fixture, one magnetic ballast	\$75.00/fixture	Four F32T8 lamps and one electronic ballast.
	F96T12 HO Two lamp high-output fixture, one magnetic ballast	\$80.00/ Fixture	Four F32T8 lamps <i>with reflector</i> and one electronic ballast.

## Small Business Lighting, cont.

Measure	Amount	Eligibility
Lighting Controls		
	\$40.00	Occupancy sensor (including fixture mounted) or timer control, controlling 100W to 199W.
	\$80.00	Occupancy sensor (including fixture mounted) or timer control, controlling 200W or more.
LED Lamps; Down Lighting Applications	(A) \$10.00 (B) \$20.00 (C) 20.00 (D) 25.00	Retail wheeling customers are ineligible.  Decorative Lamps  Omnidirectional Lamps  Directional Lamps (less than or equal to 20/8 inch)  Directional Lamps (greater than 20/8 inch)
Ceramic Metal Halide Lamps, 22 – 28 Watts	Self ballasted parabolic aluminized reflector (PAR) ceramic metal halide (CMH) lamps \$25.00 per lamp	Underwriters Laboratories® certified.
Reduced-wattage T8 Lamps, 25 – 28 Watts	\$1.00 per lamp*	Existing 32-watt 4-foot T8 lamps retrofitted to 25 – 28 Watt T8 lamps as part of a group re-lamp project. Previously paid retrofits and retail wheeling customers are ineligible.

**Dealer/Reseller incentives**

LED lamps; downlighting also include a dealer and reseller incentive of \$1.00 per lamp. Qualifying dealers, retailers/resellers or vendors must be under agreement with PSE. The incentive is capped at \$800.00 per site.

Reduced-wattage T8 lamps include a dealer and reseller incentive of 25¢ per lamp. Qualifying dealers, retailers/resellers or vendors must be under agreement with PSE. The incentive is capped at \$200.00 per group re-lamp site.



## **LED Traffic Signals**

### **Eligibility**

Customers must receive electric service from PSE to qualify for the Incentives, and Customers with unmetered accounts must document all connected load at the intersection. New installations will not be eligible for an incentive as the LED traffic lights are required by code. Only retrofits of existing incandescent traffic signals are eligible for incentives.

### **Incentives**

<b>TYPE OF SIGNAL</b>	<b>INCENTIVE AMOUNT</b>
12" Red Ball	\$ 10.00 each
12" Red Arrow	\$ 10.00 each
8" Red Ball	\$ 10.00 each
Red Ped. Crossing Signal	\$ 10.00 each
12" Green Ball	\$ 20.00 each
8" Green Ball	\$ 20.00 each
12" Green Arrow	\$ 20.00 each
Yellow Module – Any Size	\$ 5.00 each

Note 1: Additional \$5/yellow if Yellow Thru light is replaced in conjunction with Red & Green

## **Commercial and Industrial Large Power User Self-Directed**

### **Eligibility**

Customers receiving electrical service from the Company under Schedules 40, 46, 49, 448, 449, 458 or 459 (or their equivalent) of Electric Tariff G with cost-effective electric energy efficiency projects are eligible to respond to the Company's Requests for Proposals (RFPs). The RFPs outline all project funding criteria.

Incentives are calculated on an individual basis. They take the form of a grant, which is provided upon completion and verification of the project.

### **Incentives**

The program is a custom incentive program. It is not limited to any measure type or markets. It is intended to provide the customer flexibility in developing projects that will result in energy savings.

The incentive amount is the lesser of the Total Measure Cost, \$0.50 per annual kWh savings, or the Customer's remaining incentive allocation, subject to PSE Cost Effectiveness Standards.

Grants may be paid for projects in the following areas. Categories include, but are not limited to:

#### **HVAC and Refrigeration:**

HVAC – unitary  
 HVAC – central  
 Heat Recovery Systems  
 Chillers  
 Economizers

#### **Controls:**

Energy Management Systems  
 Lighting Control Systems  
 Process and Other Efficiency  
 Control Systems

#### **Process Efficiency Improvements:**

Refrigeration Systems  
 Motor and Drive Systems  
 Fan, Compressor and Pump Systems or  
 Stations  
 High Efficiency Motors  
 Other Process Modifications

#### **Lighting Improvements:**

Fluorescent Luminaires  
 Compact Fluorescent Luminaires  
 HID Luminaires  
 LED and EL Exit Signs

#### **Building Thermal Improvements:**

Roof and Ceiling Insulation  
 Exterior Roof Insulation  
 Wall Insulation  
 Insulated Windows  
 Duct Insulation

#### **Water Heating Improvements:**

Water Heaters  
 Piping Insulation  
 Low Flow Devices

#### **Commissioning:**

Commissioning Energy Systems

#### **Resource Conservation Management (RCM)**

#### **C/I Process Improvement Program**

## **Commercial and Industrial Incentives**

### **Eligibility**

Any Customer, Owner, or Tenant with appropriate owner consent, who purchase or arrange for the installation of qualifying products, of a commercial or industrial facility receiving bundled natural gas service or electric service under the Company's Schedules 24, 25, 26, 29, 31, 40, 43, 46 or 49 (or their equivalent). Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for Commercial and Industrial Incentives.

### **Incentives**

#### **Appliances**

<b>Measure</b>	<b>Amount</b>	<b>Eligibility</b>
High-Efficiency Clothes Washers	\$200.00/unit	CEE qualified
Dishwashers	<p>Customers will receive a rebate based on dishwasher type and the energy source for water heating and/or a booster heater as outlined by the table below when an Energy Star® Qualified model is purchased. Some leased equipment may also qualify when the lease result in the customer owning the equipment at the end of the lease period.</p> <p>When the energy for water heating and the booster is different, PSE will pay the eligible customer the rebate amount that corresponds to the component of the equipment using energy provided by PSE.</p> <p>In applicable instances, PSE will coordinate with the utility that provides the energy for the opposite energy use (for instance, in Snohomish County, PSE provides the natural gas and Snohomish County PUD provides the electricity) and the water utility for consideration for potential incentives when those utilities have corresponding rebates.</p>	

<b>Dishwashers</b>					
<b>Type</b>	<b>Water Heat Type</b>	<b>Booster Type</b>	<b>Electric Rebate*</b>	<b>Gas Rebate*</b>	<b>Total Rebate</b>
Under Counter, Low Temp	E	-	\$250		\$250
Under Counter, Low Temp	G	-		\$250	\$250
Under Counter, High Temp	E	E	\$500		\$500
Under Counter, High Temp	G	E	\$150	\$350	\$500
Under Counter, High Temp	E	G	\$350	\$150	\$500
Under Counter, High Temp	G	G		\$500	\$500
Door Type, Low Temp	E	-	\$1,000		\$1,000
Door Type, Low Temp	G	-		\$1,000	\$1,000
Door Type, High Temp	E	E	\$1,000		\$1,000
Door Type, High Temp	G	E	\$350	\$650	\$1,000
Door Type, High Temp	E	G	\$650	\$350	\$1,000
Door Type, High Temp	G	G		\$1,000	\$1,000
Single Tank Conveyor, Low Temp	E	-	\$1,000		\$1,000
Single Tank Conveyor, Low Temp	G	-		\$1,000	\$1,000
Single Tank Conveyor, High Temp	E	E	\$1,500		\$1,500
Single Tank Conveyor, High Temp	G	E	\$500	\$1,000	\$1,500
Single Tank Conveyor, High Temp	E	G	\$1,000	\$500	\$1,500
Single Tank Conveyor, High Temp	G	G		\$1,500	\$1,500
Multi Tank Conveyor, Low Temp	E	-	\$1,500		\$1,500
Multi Tank Conveyor, Low Temp	G	-		\$1,500	\$1,500
Multi Tank Conveyor, High Temp	E	E	\$2,000		\$2,000
Multi Tank Conveyor, High Temp	G	E	\$500	\$1,500	\$2,000
Multi Tank Conveyor, High Temp	E	G	\$1,500	\$500	\$2,000
Multi Tank Conveyor, High Temp	G	G		\$2,000	\$2,000

\*plus \$30 dealer incentive for under counter and door type units if taken off dealer invoice at point of sale.

\*plus \$50 dealer incentive for single and multi tank conveyor units if taken off dealer invoice at point of sale.

**Cooking Equipment**

<b>Measure</b>	<b>Amount</b>	<b>Eligibility</b>
Steamers	\$750.00/unit	Energy Star® Qualified
Deep Fat Fryer	\$250.00/electric unit \$750.00/gas unit	Energy Star® Qualified

**Cooking Equipment, Cont.**

<b>Measure</b>	<b>Amount</b>	<b>Eligibility</b>
Hot Food Holding Cabinet <sup>6</sup> Larger than 20 cubic feet 12 to 20 cubic feet 7 to less than 12 cubic feet	\$400.00/unit \$300.00/unit \$200.00/unit	CEE Tier 2 qualified CEE Tier 2 qualified CEE Tier 2 qualified
Commercial Natural Gas or Electric Convection Ovens <sup>7</sup> :  Electric Combi Oven  Single or Double-Rack Oven	\$1,000.00/oven cavity  \$2,000.00/unit*  \$2,000.00/unit*	A list, based on the Food Service Technology Center (FSTC) will be made available to commercial kitchen equipment dealers and will be posted on the Company's website.

<sup>6</sup> All Hot Food Holding Cabinets include a \$30.00 dealer incentive when the incentive amount is credited to the customer on the dealer invoice at the point of sale. (Resulting in an “instant rebate” to the customer.)

<sup>7</sup> All Ovens include a \$50.00 dealer incentive when the incentive amount is credited to the customer on the dealer invoice at the point of sale. (Resulting in an “instant rebate” to the customer.)

**Controls**

Measure	Amount	Eligibility
Thermostat Controllers for Portable Classrooms (3 options)		For any eligible portable classroom:
	A) Up to a maximum of \$250.00/unit  B) Up to a maximum of \$300.00/unit  C) Up to a maximum of \$350.00/unit	365-Day Programmable Thermostat Incentive is 100% of thermostat cost up to maximum.  365-Day Programmable Thermostat with integral occupancy sensor that controls ventilation OR lighting Incentive is 100% of cost up to maximum.  365-Day Programmable Thermostat with integral occupancy sensor that controls ventilation AND lighting Incentive is 100% of cost up to maximum.
Occupancy Sensors (OS) and Timer Controls	Option A: \$40.00/installed unit  Option B: \$80.00/installed unit	OS & Timer, controlling 100-199 Watts.  OS & Timer, controlling greater than or equal to 200 Watts.
PC Power Management	\$8.00 per desktop PC and monitor combination	Qualifying software must: <ul style="list-style-type: none"> <li>• Enable power management for PC and monitor</li> <li>• Detect and alter power management settings of networked PCs to minimize electric use</li> <li>• Allow for the grouping and scheduling of connected PCs with similar usage patterns</li> <li>• Be capable of shutting down groups of PCs according to user-defined schedules</li> <li>• Provide a trend log and confirm the type of PC on which the software is installed</li> <li>• Remain in operation for a minimum of four years, with the ability for continued reporting every six months upon PSE's request.</li> </ul>

**Drives & Motors**

<b>Measure</b>	<b>Amount</b>	<b>Eligibility</b>
Variable Speed Drives	\$100.00 per motor HP for HVAC fan and HVAC pump applications	Where not required by Energy Codes. Eligible applications are HVAC fan motors and HVAC pump motors in closed-loop systems.
Electronically-Commutated Motors for HVAC related fans	\$0.12 per square foot	Where not required by code.

**Drives and Motors, Cont.**

Measure	Amount	Eligibility
NEMA® Premium Efficiency Motors	\$20.00 /hp	1-5 hp
	\$7.00/hp	7.5-100 hp
	\$3.00/hp	125-200hp
	\$8.00/hp	1-5 hp
	\$4.00/hp	7.5-100 hp
	\$2.00/hp	25-200hp
Green Motor Rewinding	\$2.00 per rated horsepower of the rewind motor	15 to 5,000 horsepower. Incentive provided to rewinding shop, who will agree to provide half to the motor owner.

**Hospitality**

Measure	Amount	Eligibility
Hospitality Restroom Lighting Controls	\$10.00/unit	Electric customers who purchase qualifying lighting products for restrooms within guest rooms with a minimum connected load of 50W.
Hospitality HVAC Occupancy Controls	\$75.00/unit	Unoccupied set point differential must be at least eight (8) degrees Fahrenheit.
Hospitality High Efficiency Terminal Heat Pumps	\$150.00/unit	Commercial electric customers who purchase qualifying Packaged Terminal Heat Pumps and install them in PSE service territory.

**HVAC**

Measure	Amount	Eligibility
High Efficiency Heat Pumps and Air Conditioners— <b>New Applications.</b>	\$30.00/ton	Must meet CEE Tier I qualifications.
High Efficiency HVAC Installation— <b>Retrofit Applications</b>		PSE customers receiving bundled natural gas service under Schedules 31, 36, or 41, or electric service under Schedules 24, 25, or 26 and using an operational heating and/or cooling system to provide conditioned air to an eligible facility; meets CEE Tier I or better qualifications.



**HVAC, Cont.**

HVAC Retrofit All equipment the new equipment has been purchased to replace must be removed or disabled.		Rebate per Ton		
		CEE Tier I	CEE Tier II	
<b>Existing System</b>	<b>Heat Pump</b>	<b>Retrofit System</b>		
		Heat Pump	\$100	\$150
		Dual Fuel Heat Pump	\$300	\$350
		Gas Pack	\$500	\$550
	<b>* Electric/Electric</b>	<b>Retrofit System</b>		
		Heat Pump	\$500	\$550
		Dual Fuel Heat Pump	\$500	\$550
		Gas Pack	\$500	\$550
		<b>Gas/Electric</b>		
		<b>Retrofit System</b>		
		Gas/Electric	\$100	\$150

\*Note: Electric/Electric systems are those which are designed to provide heating solely through electric resistance.

Measure	Amount	Eligibility
Premium HVAC Service	<p>Three Incentive categories; Retail, Specialty Retail and Office, each with an incremental variety of service offerings, ranging from \$50.00* to \$1,870.00 per unit, depending on system size; 4 tons to 20 tons and over 20 tons.</p> <p>*Some incentive packages are provided concurrently and in addition to others.</p>	<p>Customers receiving electricity and/or bundled natural gas service under electric schedules 24, 25, or 26 and natural gas schedules 31, 36, or 41. Based on the level of Premium Services and amount of equipment repair or replacement required at the site. Details can be obtained at the Company's website:</p> <p><a href="http://www.pse.com/SOLUTIONS/FORBUSINESS/pages/comRebates.aspx?tab=3&amp;chapter=4">http://www.pse.com/SOLUTIONS/FORBUSINESS/pages/comRebates.aspx?tab=3&amp;chapter=4</a>.</p>

## Lighting

Measure	Amount	Eligibility
Compact Fluorescent Lamps <sup>8</sup>		<p>Purchasing and installing a qualified CFL or specialty lamp where a similar style incandescent lamp would normally be used. Facilities served by a commercial account.</p> <p>Retail wheeling customers are ineligible. Pin based lamps (unless they are coupled with an adapter), any non-screw in lamps or lamps specific to a certain type of specialty non-CFL fixture are ineligible.</p>
	(A) \$3.00/unit	ENERGY STAR® qualified lamps less than 26 Watts (Including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
	(B) \$6.00/unit	ENERGY STAR® qualified reflector or specialty lamps less than 40 Watts (Including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
	(C) \$6.00/unit	ENERGY STAR® qualified lamps 26 to 39 Watts (Including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
	(D) \$12.00/unit	ENERGY STAR® qualified lamps greater than or equal to 40 Watts (including qualifying cold cathodes with warranties of at least 2 years and which produce at least 35 lumen per Watt)
Ceramic Metal Halide Lamps, 22 – 28 Watts	Self ballasted parabolic aluminized reflector (PAR) ceramic metal halide (CMH) lamps	
	\$25.00 per lamp	Underwriters Laboratories® certified.
Reduced-wattage T8 Lamps, 25 – 28 Watts <sup>9</sup>	\$1.00 per lamp	Existing 32-watt 4-foot T8 lamps retrofitted to 25 – 28 Watt T8 lamps as part of a group re-lamping project. Previously paid retrofits

<sup>8</sup> Qualifying dealers, retailers or other vendors who are under agreement with PSE may earn up to 25¢ per CFL lamp if rebate taken at point of sale. Incentive is capped at \$200.00 per group re-lamping site.

<sup>9</sup> Qualifying dealers, retailers or other vendors who are under agreement with PSE may earn up to 25¢ per Reduced-wattage T8 lamp if rebate taken at point of sale. Incentive is capped at \$200.00 per group re-lamping site.

		and retail wheeling customers are ineligible.
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**Lighting, Continued**

LED Exit Signs		
Option A - New LED Exit Sign Retrofit	\$50.00 per fixture	Complete removal and replacement of the entire exit sign, including its components and enclosure.
	Input power demand	5 watts or less per sign
	Manufacturer warranty for defects in materials and manufacturing	Replacement of defective complete sign for 5 years from date of purchase
Option B - LED Exit Sign Retrofit Kit	\$30 per fixture retrofitted	Commercial, industrial or agricultural customer receiving electric service under any electric Schedule, with the exception of Schedule 258.  Includes internal sign components only. Hardwired kits only, meeting previous Energy Star® specifications, noted below, where the original bases for the incandescent or CFL lamps are disabled or removed.
	<b>Energy-Efficiency Characteristic</b>	
	<b>Performance Specifications</b>	
	Input power demand	5 watts or less per sign
	Power factor (for electrically-powered, internally-illuminated signs only)	Any leading power factor is satisfactory. A lagging power factor not less than 0.7 is satisfactory.
	<b>Reliability Characteristics</b>	
	<b>Specification</b>	
Manufacturer warranty for defects in materials and manufacturing	Replacement of defective parts for 5 years from date of purchase	
Product Listing	Listed in accordance with UL 924	

**Lighting, Continued**

LED Lamps; Down Lighting Applications		Retail wheeling customers are ineligible.
	(A) \$10.00	Decorative Lamps
	(B) \$20.00	Omnidirectional Lamps
	(C) 20.00	Directional Lamps (less than or equal to 20/8 inch)
	(D) 25.00	Directional Lamps (greater than 20/8 inch)

**Dealer/Reseller incentives**

LED lamps; down-lighting also include a dealer and reseller incentive of \$1.00 per lamp. Qualifying contractors or vendors must be under agreement with PSE. The incentive is capped at \$800.00 per site.

## Refrigeration

Measure	Amount	Eligibility
Commercial Ice Makers (Ice Harvest Rate)		Ice makers that meet PSE's Super Efficient Ice Maker kWh/lb of ice made in 24 hours cut off as outlined in the table below:
500 lbs. and under	\$300.00/unit*	
Over 500 lbs.	\$600.00/unit*	
* Plus \$30.00 dealer incentive if taken off dealer invoice at point of sale.		

## Commercial Ice Makers

Ice Harvest Rate (Pounds per 24 hr period)	Up to <u>200</u> lbs	201- 300 lbs	301- 400 lbs	401- 500 lbs	501- 1000 lbs	1001- 1500 lbs	over <u>1500</u> lbs
<i>Kilowatt-hour per pound of ice</i>							
Water-cooled ice making heads	5.2	5.2	4.7	4.4	4.1	3.8	3.4
Water-cooled, self-contained unit	5.2	5.2	4.7	4.4	3.9	2.9	2.4
Air-cooled ice making heads	6.6	6.6	6.1	5.5	5.4	5	4.7
Air-cooled remote condensing unit	6.6	6.6	6.1	5.5	5.4	5	4.7
Air-cooled self-contained unit	6.6	6.6	6.1	5.5	5.4	4.5	4

## Refrigerated Beverage Cooler Controllers

Measure	Amount	Eligibility
Refrigerated beverage cooler controllers	Installed at the Customer's site at no charge.	Any non-hardwired commercially used cooler not containing perishable items and will not contain them in the future.

**Water; Heat & Management**

<b>Measure</b>	<b>Amount</b>	<b>Eligibility</b>
Pre-rinse spray heads 1.6, 1.0 or 0.6 gallons per minute	Installed at the Customer's site at no charge.	Hot water applications only. Food service entities who use electricity or natural gas to heat water.
Aerators 0.5 gpm	Installed at the Customer's site at no charge.	Available only where there are hot water applications for customers who use electricity or natural gas to heat water.
Natural Gas High-Efficiency Water Heaters and Boilers in Full-Service Restaurants	Water Heaters: \$4.71/MBH (1,000 Btu/hr)  Boilers: \$6.11/MBH	PSE full-service restaurant customers receiving bundled natural gas service under rate schedule 31,36 or 41 with water heaters or boilers, having a greater than or equal to 92% efficiency factor, whose load includes a commercial dishwasher.
Natural gas hot water boilers serving Commercial laundries or multifamily laundry rooms	\$6.00/MBH	The installed water heater shall have a minimum thermal efficiency of 94% as tested in accordance with ANSI Z21.10.3 <i>Gas Water Heaters – Volume III, Storage Water Heaters With Input Ratings Above 75,000 Btu Per Hour, Circulating and Instantaneous.</i>

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## **RCM Incentives**

### **Eligibility**

Any school district, public-sector government agency and commercial or industrial (C/I) Customer with facilities receiving electric service under Electric Tariff G from PSE is eligible. Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for Resource Conservation Management (RCM) Incentives.

### **General Description of Program Offerings**

**Resource Accounting Software** - PSE will assist in selection, purchase, and set-up of a resource accounting software and annual technical support maintenance fees if the Customer agrees to maintain the system and provide annual consumption reports.

**Initial Cash Incentive** - For qualifying organizations, PSE will pay a cash incentive determined as a percentage of the typical RCM salary to help get the program started with initial set-up of utility database and program organization. PSE will fund 35 percent of the time spent on establishing the RCM program during the first year provided the Customer completes a set of four deliverables. Customers receive support tailored to their needs, including staff training, technical assistance, interval metering, salary guarantees, site-based incentives, and other services.

**Performance-Based Incentives** - PSE may provide additional cash incentives to Customers who achieve a pre-established targeted amount of energy savings in years two and three of a three-year program. The savings must relate to occupant and behavioral practices and improvements in operational and maintenance (O&M) practices. Energy savings targets are established each year and are typically based on a 5 percent reduction over the previous 12-months energy profile. Actual savings are calculated and verified by PSE staff.

**Salary Guarantee** - For Customers with qualifying programs (1 FTE or more funding), PSE will provide a salary guarantee that the Customers' total resource bill savings achieved by RCM activities relating to occupant and behavioral practices and improvements in operational and maintenance (O&M) practices exceed the salary of the RCM. If not, the difference will be paid to the Customer up to the value of the natural gas and electrical savings achieved, as determined by weather corrected reduction of the Customer's utility bills or by single Measure calculations agreed to by PSE.

**Site-Based Incentives** - PSE may award cash incentives directly to a Customer's facility for implementation of verifiable behavioral changes by the building occupants, maintenance and custodial staff members.

**Training Stipend** - Each RCM customer will be allocated a cash stipend for professional development. The Customer will be allowed flexibility to apply this allowance to approved and accredited educational programs as they see necessary to enhance the skills and knowledge of their RCM or other participating staff.

**Program Renewal** - Customers can choose to renew their RCM program with PSE for a second three-year term. By signing a Renewal Contract, the Customer can continue to receive all value-added PSE RCM support services and have the opportunity to receive additional cash incentives for energy reductions beyond their initial third year baseline.

**Direct Cash Incentives**

The table below summarizes the 2010-2011 Grant and Services package for the RCM program. A description of each menu item follows providing details of the service and required deliverables.



**DIRECT CUSTOMER INCENTIVES - figures based on 1 full-time equivalent (FTE)**

Program Element	Term	Formula / Notes	10-11 RCM Grant
1. RCM Program Start-Up Incentive	1 Year	35% of First Year, up to \$28,000. Prorated up or down relative to customer-specific profile. Minimum eligibility is defined by Auto Fund parameters.	\$28,000
2. Performance Grant - Year 2	1 Year	35% paid at 5% O&M savings below previous 12-months; prorated for partial FTE.	\$28,000
3. Performance Grant - Year 3	1 Year	35% paid at 5% O&M savings below previous 12-months; prorated for partial FTE allocation.	\$28,000
4. RCM Salary Guarantee	3 Years		TBD
5. RCM Training Allowance	3 Years	Training stipend to allow for RCM participation in BOC Level 1& 2 training; allowing flexibility for RCM to choose other accredited training if desired. Tuition paid directly to Registrar; prorated for FTE allocation.	\$2,000
6. Site-Based Incentives	3 Years	Paid at end of project with documented plan, methods and results; prorated for FTE allocation.	\$2,500
<b>TOTAL (includes sales tax)</b>			<b>\$88,500</b>

**INDIRECT INCENTIVES (soft costs)**

Value-added Services	Term	Formula / Notes	10-11 RCM Value
1. Resource Accounting Software	3 Years	PSE has distributor license for UM Pro from LBP. LPB minimum cost per software license is \$7,500.	\$7,500
2. Software Maintenance and Technical Support for Years 2 & 3	2 Years	LPB minimum cost for annual technical support is \$1,400 per year.	\$2,800
3. Utility Manager Database Set Up	1 Year	Assume 40 facilities with .5 hrs per facility	\$600
4. Historical PSE Billing Data	1 Year	Assume 40 facilities with .25 hrs per facility	\$300
5. Monthly Data Downloads	3 Years	Assume one hour per customer per month	\$1,080
6. Annual Savings Analysis	3 Years	Assume .1 hour per facility per year	\$360
7. Energy Interval Services	3 Years	Assume 40 facilities with 2 accounts each: 50% on cellnet with available data	\$18,000
8. Energy Center - Online Materials	3 Years	Estimate average 2 hour per customer per year plus base-support for Resource Management Plans, Facility Action Plans, etc.	\$840
9. Three for Free - Technical Audits	1 Year	Three audits at 1.5 days per audit plus assistance with Facility Action Plan help	\$1,420
10. RCM Training Series	3 Years	For all 8 courses at \$100/class.	\$800
<b>TOTAL (includes sales tax)</b>			<b>\$22,800</b>

<b>Total of 3 Year Agreement - Cash plus Support Value</b>	<b>\$111,300</b>
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## Direct Customer Incentives

### 1. RCM Program Start-Up Incentive

This is a one-time incentive that pays for 35% of the time spent on establishing an RCM program during the first year, up to \$28,000 per FTE. The actual grant amount will be determined by the customer's organizational profile including total utilities budget and facility square footage. Start-up incentives can be prorated for smaller or larger organizations down to a minimum of .25 FTE. The incentive rate is \$7,000 per 0.25 FTE.

The start-up incentive will be paid provided the customer completes the following deliverables:

1. Populate and maintain a Utility Manager Resource Accounting Database
2. Hires an RCM or dedicates staff time to RCM activities
3. Completes a Resource Management Plan
4. Completes Facility Action Plans for all buildings

These deliverables are outlined in the scope of work and are estimated to be completed in the first six to nine months of the agreement. The incentive can be paid at the end of the first six months provided the Scope of Work has been completed.

### 2. Performance Grant 1

Once the customer has completed the start-up deliverables outlined in item 1, and has achieved their year-one targeted PSE energy savings as outlined in their scope of work, they will be eligible to receive additional cash incentives for achieving further energy savings. The energy-savings target for the first performance grant is typically a 5 percent reduction over the customer's first year. Puget Sound Energy will provide a cash incentive equal to the Start-up Incentive once the customer achieves this pre-established PSE gas and electric target. Only savings achieved relative to occupant and behavioral practices and improvements in operation and maintenance (O&M) practices will be considered for the performance grant. To determine performance grant savings, energy usage will be adjusted for facility upgrades (ECMs), weather, and other major facility changes. The performance incentive will not be prorated for achieving lower or higher energy savings targets.

### 3. Performance Grant 2

The second performance incentive will operate under the same conditions as the first except that the target will be the projected savings for year three, which is typically an additional 5% reduction.

### 4. RCM Salary Guarantee

For customers with a minimum of (1) FTE, Puget Sound Energy will provide a guarantee that the total resource bill savings achieved by RCM activities will exceed the RCM salary costs over the three-year term of this Agreement. If not, the difference will be paid to the customer up to the value of the PSE electricity and natural gas savings achieved during that period (as specified in PSE Resource Conservation Manager Tariffs). Savings will be determined by PSE based on annual usage and savings data submitted by the customer.

### Savings Projections

The following table is an estimate of the savings potential from implementation of 1.0 Full-Time Equivalent (FTE) of resource management activities at a typical RCM customer's facility.

Savings Projection (From Base Year)	kWh	Therms	Resource Cost Savings
Year 1 - 3%	619,688	21,216	\$ 61,725
Year 2 - 5%	1,600,859	54,809	\$ 221,181
Year 3 - 5%	2,532,973	86,722	\$ 473,482
Energy Cost Savings			\$ 756,388
RCM Program Costs			\$ (249,520)
RCM Program Grants			\$ 96,020
<b>NET SAVINGS</b>	<b>4,753,520</b>	<b>162,747</b>	<b>\$ 602,888</b>

### 5. RCM Training Stipend

For each RCM FTE employed under a Puget Sound Energy RCM agreement, PSE will provide a grant of \$2,000 for training. The training budget is based on a negotiated PSE-RCM discounted tuition for the Building Operator Certification (BOC) program. The stipend can be applied to any other equivalent, credentialed RCM-related training course with prior PSE approval only. Tuition allotment will be prorated based on customer FTE allocation.

The RCM will be responsible for initial payment and registration and any course-related materials and/or supplies. Travel or other ancillary costs will not be reimbursed. Upon completion of the training course, the RCM shall submit to PSE their final coursework and certificate of completion along with an invoice requesting reimbursement. PSE will review the submittal for successful completion of the training program, and upon approval, will make payment to the customer up to the amount of the training cost or stipend outlined in this grant.

### 6. Site-Base Incentives

These are small cash incentives that are awarded directly to a facility for implementation of verifiable behavioral changes by building occupants and/or maintenance and custodial staff. Awards of up to \$500 per facility and up to \$2,500 per customer will be granted for implementation of RCM recommended activities. The customer must submit a proposal to PSE which outlines specific action items to be taken at specific facilities that will result in measurable savings. The activities should be carried out as per the plan, and a final report which details the effectiveness of these measures should be submitted to PSE for final payment.

## 7. Renewal Grants

For customers who have reached the end of their initial 3-year RCM agreement, PSE will offer a Renewal contract for an additional three (3) year term. The Renewal contract will include a performance grant, continued Utility Manager technical support and access to the RCM program's value-added services such as monthly data downloads. The performance grant will follow the same guidelines as defined for years two and three of the initial contract, but the baseline will reflect the most appropriate 12-month period, typically the previous 12 months but could also be an earlier period if the customer's program has been stalled or non-existent for a period of time. The customer will have the full three-year period to achieve the performance outlined in the Renewal grant

## Value Added Services

There are a number of support activities that PSE provides to each RCM customer as a part of their RCM agreement. While these program elements do not relate to a cash incentive, they are specific project-oriented tasks that relate to a value of service that can be quantified for each customer based on their organization profile. A description of each major service is provided below.

### 1. Resource Accounting Software

PSE will provide the customer with the Utility Manager Resource Accounting software. The software will be delivered to the customer with a basic set up including facility information and PSE accounts, and will be populated with historical PSE billing data. Once the software is delivered to the customer, the customer is expected to complete the setup with organization structure, building information, utility companies, and account numbers for all electricity, gas, water, wastewater, and solid waste accounts. This set up is a required deliverable for the start-up grant. The customer agrees to submit a copy of their database to PSE on an annual basis.

### 2. Utility Manager Database Set Up

PSE staff will work with the customer to develop a comprehensive list of the customer's PSE gas and electric accounts and to marry these up to the correct facility. Once this list is developed; PSE will complete the initial setup of Utility Manager with the customer's facilities and PSE accounts and meters.

### 3. Historical PSE Billing Data

PSE staff will pull historical billing histories for the customer's PSE accounts and will populate the initial UM database with this information. Once the database has been populated with PSE data, the file will be transferred to the customer for their completion and ongoing maintenance.

### 4. Monthly PSE Data Downloads

Once the customer has possession of their UM database, PSE will begin the process of sending monthly updates on PSE billing data. These files are transferred to the customer via email in a format that is ready to import into their Utility Manager database. The files are meant for energy management purposes and are not intended to facilitate payment of any PSE invoice.

## **5. Software Maintenance**

PSE will provide annual Technical Support for the customer's Utility Manager Software. This service is valued at \$2,400 for years 2 and 3 of the RCM contract. The customer agrees to maintain their database by updating utility data on a monthly basis and agrees to submit a copy of their database to PSE on an annual basis.

## **6. Energy Interval Data**

PSE's Energy Interval Service is an internet-based energy information and management tool that helps customers see and interpret utility-use patterns using interval data from gas and electric revenue meters. The system provides timely access to meter and cost data any time of day, seven days a week over a secured website. The value of this service is that customer can identify how much, how often, and when power or gas is used at given intervals of time. Data is typically available for viewing the following day. PSE will provide the customer with access to the interval data system for all qualifying meters.

## **7. Annual Savings Analysis**

PSE will work with the customer to calculate O&M savings after each 12-month period of their RCM contract. Adjustments will be made for major capital improvements, change in use, weather, and other factors that may have had a significant impact to facility energy use.

## **8. On-line Tool Box**

An on-line technical support and materials center has been developed to help RCMs with their program implementation. Each customer with an active RCM agreement will be provided with a username and password for access to this secure website. The site hosts all PSE program materials that have been developed for implementation and reference and allows for RCMs to communicate with each other in a chat room like setting.

## **9. Three for Free Audits**

For each RCM FTE, PSE will provide an initial three (3) facility audits to jump-start you on the process of completing your Facility Action Plans. The site visits will act as both training and technical assistance such that through this process, and along with the RCM training series, each RCM will gain the knowledge necessary to perform their own detailed facility audits. During these first walkthroughs, the RCM will learn how to gather the information necessary to complete the second deliverable of the Start up Grant, their Facility Action Plans. The number of site visits will be prorated for based on FTE.

## **10. RCM Training Series**

To support your organization's resource conservation efforts, PSE has designed a series of courses to help you learn more about building energy and resource consuming systems and the tools that will help you be effective in your role as a resource conservation manager. There are eight (8) core classes offered and a number of advanced and specialized courses. Most training classes are scheduled to be held at the Bellevue PSE campus, but can be customized for and offered at customer's facilities.

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## Northwest Energy Efficiency Alliance (NEEA)

The majority of NEEA programs, measures and initiatives are intended to influence the marketplace as a whole are rarely are targeted to consumers. Rather, NEEA intends to influence utilities, manufacturers, distributors, retailers, builders, property management firms,

Whether directly (in the case of ductless heat pumps (listed on page 19 of this document) or indirectly (in the case of consumer product incentives for retailers), NEEA sponsors programs and initiatives including but not limited to the following categories:

### Residential

- New Home Construction
- Consumer Products
- Lighting
- Appliances

### Commercial

- Energy-efficient design
- Appliance Controls
- Energy Management
- Energy Codes and Standards

### Industrial

- Energy Management
- Regional Technical Solutions
- Sector-wide efficiency Initiatives

### Emerging Technologies

- Residential HVAC
- Regional Collaboration among Utilities

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## Small Scale Renewable Electricity Generation

### Eligibility

Any Customer with a Premises receiving service under Electric Tariff G of the Company and

- a. who generates electricity using solar or wind energy or biogas from animal waste as a fuel and meets the terms of both Schedule 150 and Schedule 151 of this tariff is eligible for Incentives under this schedule, or
- b. is a non-residential Customer who has been selected and awarded a grant under this schedule.

### Renewables Generating Grants

The Company may, at its discretion, award grants, provide remuneration or otherwise fund eligible small-scale (1-2 kilowatt generating capacity), school-based renewable energy projects. The Company plans to award multiple grants each year.

Primary selection criteria for grant approval include, but are not limited to:

**Educational benefit:** The project should demonstrate renewable energy generating technology that facilitates student learning, understanding and acceptance of renewable energy resources,

**Geographic diversity:** Project grants will consider the proximity to existing or planned demonstration projects funded by a grant within the Company's service territory,

**Energy efficiency:** The school must demonstrate a commitment to energy efficient practices including, but not limited to, utilizing an on-staff Conservation Resource Manager,

**Broad support:** The project must be championed by at least one teacher at the school and include the support of the administration and governing board.

**Project characteristics:** the technology utilized, size and other characteristics of the generating project will be considered.

## **Net Metering**

### **Eligibility**

Customer-Generators who operate fuel cells or produce electricity and used and useful thermal energy from a common fuel source or who generate electricity using hydroelectric, solar, or wind energy or biogas from animal waste as fuel, with a total capacity of no more than 100 kilowatts (kW) and the generation is located on their own premises. Such generator must operate in parallel with PSE's transmission and distribution facilities. Detailed availability is outlined in PSE's Schedule 150.



## **Renewable Energy Advantage Program**

### **Eligibility**

Customer-Generators who receive electric service from the Company and operate a qualifying Generation System on their Premises. Where the Generation System will be interconnected with the Company's distribution system such interconnection shall be under the provisions of a separate interconnection (net metering) agreement. If the Generation System is interconnected with the Company's transmission or distribution system, service under this schedule is not available except during the effectiveness of an interconnection agreement between the Customer-Generator and the Company.

The Customer-Generator must own the real property on which the Generation System is located.

Generation Systems that operate on real property where the Company provides Electric Service, but the Generation System is not interconnected to the Company's distribution system are also eligible. Generation Systems installed on real property that are not and will never be served by the Company are not eligible for service under this schedule.

Detailed eligibility requirements are enumerated in PSE's Schedule 151.

### **Annual Payments**

The underlined component in the below table is the driver of the Payment Factor

<b><u>Customer-Generated Power</u></b>	<b><u>Base Rate</u></b>	<b><u>Payment Factor</u></b>	<b><u>Price per kWh</u></b>
Solar modules and inverter manufactured in Washington state	\$0.15	3.6	\$0.54
Solar modules manufactured in Washington state	\$0.15	2.4	\$0.36
Solar or wind generating equipment with an inverter manufactured in Washington state	\$0.15	1.2	\$0.18
Anaerobic digester or other solar equipment without components manufactured in Washington state	\$0.15	1.0	\$0.15
Wind generator equipped with blades manufactured in Washington state	\$0.15	1.0	\$0.15
All other electricity produced by wind	\$0.15	0.8	\$0.12

Incentive payments will be made once annually and are computed using the price per kWh from the above table, multiplied by the total kWh generated during the payment period. The payment period is from July 1 of one year through June 30 of the next year.

Hybrid systems, such as a combination of solar and wind, will be paid at the lowest price per kWh, unless each distinct part of the system is separately metered.

If a Customer-Generator adds a new portion to the existing system (For instance, a new 1 kW array of solar panels manufactured in Washington), the lower payment factor will apply, unless the new portion of the system is separately metered.

## Measure Life Calculations

### Residential Programs

Measure/Incentive/Initiative	Maximum Measure Life, Years
Boilers, Energy Star®	20
CFL Energy Star® qualified, any exterior application	9
CFL Fixture Energy Star® qualified	15
CFL Portable Fixture Energy Star® qualified, table or floor	9
CFL, Energy Star® Bulb- Specialty, Hard to Reach	5
Clothes Washers, Energy Star®	14
Compact Fluorescent Light (CFL) Bulb Energy Star® qualified, any interior application	5
Dishwashers, Energy Star®	9
Duct leakage testing and duct sealing	20
Duct Sealing	20
Freezers	20
Fireplace, High Efficiency, Natural Gas	25
Fuel Conversion—Space and Water Heat	30
Furnace, Energy Star® Natural Gas	18
Heat Pump – ductless using inverter technology	20
Heat Pump – Energy Star® qualified (air-source, split systems)	18
Heat Pump – Geothermal, Energy Star®	30
Heat pump replacement for an electric furnace	18
HomePrint Audit	3
Insulation, Attic (R-11 or less to R-38)	30
Insulation, Duct (R-0 to R-11)	30
Insulation, Floor (R-0 to minimum R-19, up to R-30)	30
Insulation, Wall (R-0 to R-13)	30
Light socket, CFL conversion assembly	15
Manufactured Home, Energy Star® certified	30
Multifamily Lighting Measures (including lighting reduction)	12
Powerful Choices for the Environment, Electric and Natural Gas	8
Refrigerator Decommissioning	6
Refrigerator, Energy Star®	22
Replacement Doors	30
Showerheads, Energy Efficient Residential in <u>Multifamily</u> units	6
Showerheads, Energy Efficient Residential all dwelling types	10

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**Residential Programs, continued**

<b>Measure/Incentive/Initiative</b>	<b>Maximum Measure Life, Years</b>
Waster Water Heat Recovery	30
Water Heater Pipe Insulation (Minimum 3 feet)	15
Water heater, Natural Gas, Energy Star®	12
Water Heater, Tankless, Natural Gas, Energy Star®	20
Water Heater, Heat Pump Water Heater, Energy Star®	15
Water Heater, High Efficiency, Electric Storage	13
Windows- Single pane upgrade to class 33 or greater *	30
Whole house ventilation	15

\* Windows will be funded only when bundled with other qualifying weatherization Measures.

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## **Low Income Weatherization Program Specific Measure Life**

Unless otherwise noted below, all measure life figures in the above table apply to the Company's Low Income Weatherization program.

Faucet Aerators, Low Income Weatherization	6
Programmable Thermostat, Low Income Weatherization	15
Refrigerator Replacement (also know as "decommissioning" or "early retirement")	6
Structure Sealing	25
Tapered Ridge Board, R-05 max to R-38 min	30
Water Heater Insulation	12

## **Commercial and Industrial Programs**

<b>Measure/Incentive/Initiative</b>	<b>Maximum Measure Life, Years</b>
<b>Building Thermal Improvements:</b>	
Duct Insulation	15
Exterior Roof Insulation	15
Insulated Windows	30
Roof and Ceiling Insulation	24
Wall Insulation	24
<b>Commissioning and Optimization:</b>	
Commissioning/Optimization of Energy Systems	5
<b>Controls:</b>	
HVAC Controls and Energy Management Systems	10
Lighting Control Systems	10
PC Power Manager	3
Process and Other Efficiency Control Systems	10
Vending Machine Controller	10
<b>HVAC and Refrigeration:</b>	
Boilers—Steam	30
Boilers--Hot water	24
Chillers	20
Economizers	10
Evaporative assist cooling for HVAC equipment	15
Heat Recovery Systems	15
High Efficiency HVAC Retrofit Applications	15
HVAC – central	15
Premium HVAC Service	2
HVAC – unitary	15
<b>Lighting Improvements:</b>	
Compact Fluorescent Luminaires	12
Fluorescent Luminaires	12
HID Luminaires	12
LED and EL Exit Signs	12
LED Luminaires	12
Locking Screw-in CFL	12
Screw-in CFL	3
LED Traffic Signals	
Signal Head Red 12" ball	6
Signal Head Red 12" arrow	5
Signal Head Red 8" ball	6
Signal Head Green 12" ball	7
Signal Head Green 12" arrow	16
Signal Head Green 8" ball	7
Signal Head Yellow 12" ball	16
Signal Head Yellow 12" arrow	16
Signal Head Yellow 8" ball	16
Large Pedestrian Module	4
Small Pedestrian Module	4

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**Commercial and Industrial Programs, continued**

<b>Measure/Incentive/Initiative</b>	<b>Maximum Measure Life, Years</b>
<b>New Construction Whole Building Analysis</b>	
	14, 20 or 24 years
Prescriptive Whole Building Measure Packages	depending on the measures In the package
Energy Model Whole Building Approach	15
<b>Process Efficiency Improvements:</b>	
Fan, Compressor and Pump Systems or Stations	15
Motor and Drive Systems	15
Process Optimization	5
Other Process Modifications	15
Reciprocating Engines	15
Refrigeration Systems	15
<b>Restaurant/Kitchen Equipment:</b>	
Connectionless Steamer	10
Deep Fat Fryer	8
Dishwashers	
Conveyor type	20
Door type	15
Under counter	10
Freezers	20
Hot Food Holding Cabinet	12
Pre-Rinse Spray Heads	5
Refrigerators, Solid or Glass Door	20
<b>Water Heating Improvements:</b>	
Low Flow Devices	10
Piping Insulation	15
Water Heaters	7
<b>Other:</b>	
Clothes Washers, Multifamily, High-use	8
Transformers	15
Gas Boiler Tune-Up	2
Green Motor Rewinds	10
Ice Makers	12