

**EXHIBIT NO. \_\_\_ (SJK-6)  
DOCKETS UE-151871/UG-151872  
PSE EQUIPMENT LEASING SERVICE  
WITNESS: STEVEN J. KRECKER**

**BEFORE THE  
WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION**

**WASHINGTON UTILITIES AND  
TRANSPORTATION COMMISSION,**

**Complainant,**

**v.**

**PUGET SOUND ENERGY,**

**Respondent.**

**Dockets UE-151871  
UG-151872**

**FIFTH EXHIBIT TO THE PREFILED DIRECT TESTIMONY OF  
STEVEN J. KRECKER  
ON BEHALF OF WASHINGTON STATE HEATING, VENTILATION AND AIR  
CONDITIONING CONTRACTORS ASSOCIATION**

**June 7, 2016**

**AIR**

**NORTHWEST**

Accelerating HVAC efficiency in the Northwest

## Introduction to Air Northwest

Antonija Krizanac  
Michelle Lichtenfels

March 24, 2016

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## Agenda

- What is Air Northwest?
- What is the role of BPA?
- How Air Northwest works
- Available customer incentives
- How to get started as Air Ally

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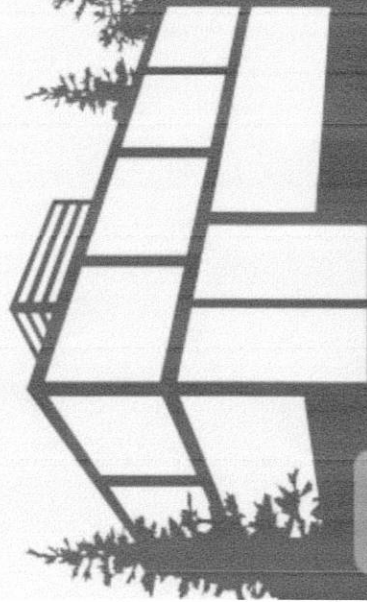
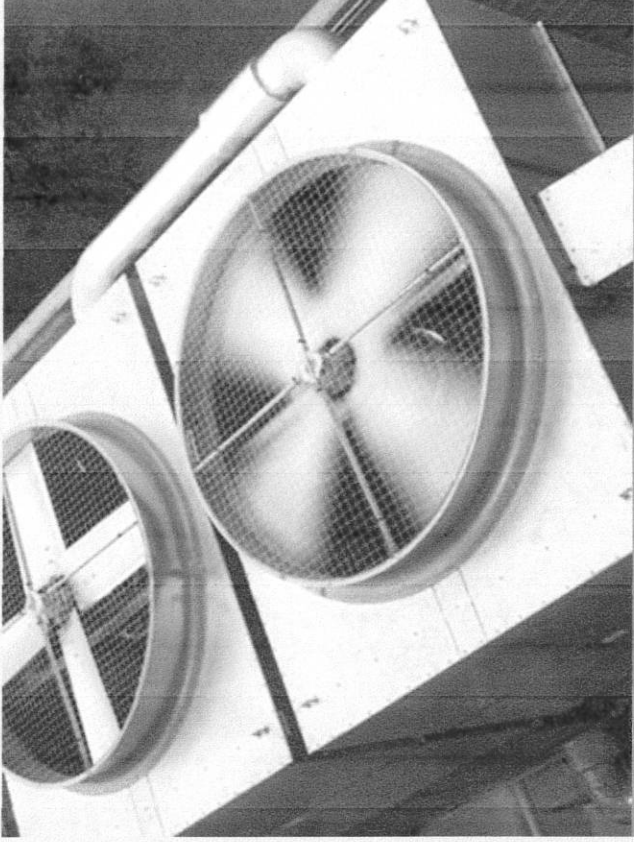


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## What is Air Northwest?

Air Northwest is a no-cost membership network that will provide commercial HVAC trade allies with resources to grow their businesses by increasing the sales and installation of more energy efficient HVAC systems and equipment.

Air Northwest is sponsored by Bonneville Power Administration and the Northwest public utilities and is the premier resource for commercial HVAC energy efficiency information.



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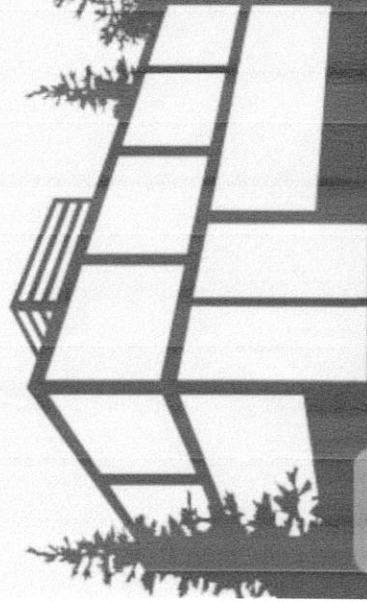




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## BPA Fast Facts

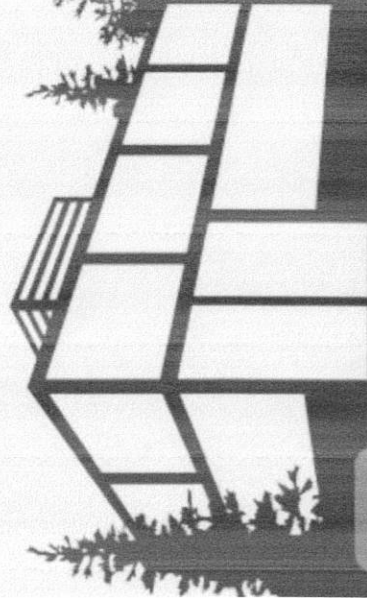
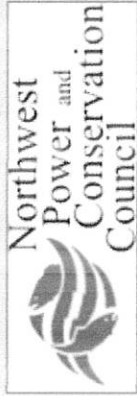
- Nonprofit federal agency (DOE)
- Provides **1/3** of the Northwest's electric power
- Northwest power and transmission customers:
  - 124** public utilities, cooperatives, municipalities
  - 6 IOUs**
  - 7** federal agencies
  - 2** direct service industry customers
  - 1** port district
  - 2** tribal utilities
  - 490** transmission customers



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# BPA-funded Energy Efficiency Activities



and more...



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## What is an Air Ally?

An Air Ally is any approved member that participates in Air Northwest. Air Allies receive exclusive educational opportunities and personalized resources to build the foundation to help them provide utility incentives to their commercial customers.

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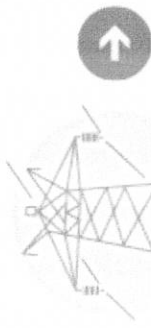




## Air Allies are Trade Allies and are the Key to Energy Efficiency!

"Trade Allies all play an integral role in our efforts to reshape the energy landscape across the Pacific Northwest. Our success is directly tied to their success"

*-Richard G n c   
Vice President of Energy Efficiency,  
Bonneville Power Administration*



### Local Utilities

Support their commercial customers with energy efficiency programs and offset project costs by offering incentives.



### Air Allies

Identify opportunities for energy efficient HVAC projects and help customers receive utility incentives.



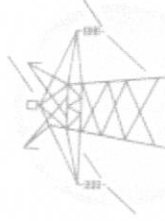
### Bonneville Power Administration & Regional Partners

Invest in low-cost energy efficiency to offset the need to build future power plants throughout the region.



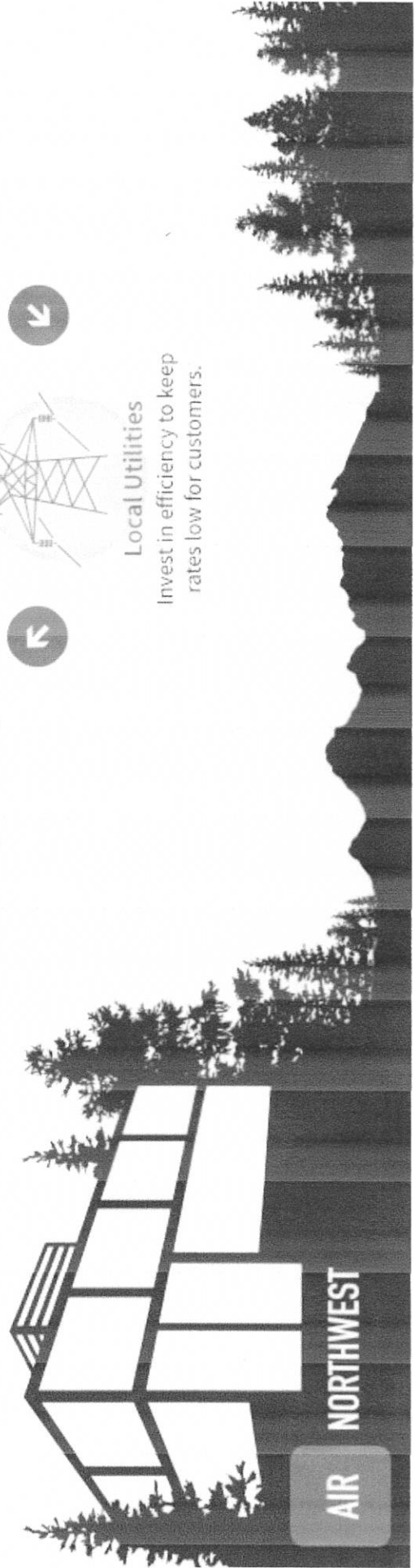
### Building Owners & Operators

Reduce operating expenses, improve air quality and occupant comfort.



### Local Utilities

Invest in efficiency to keep rates low for customers.



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## Benefits for Air Allies

- ✓ Technical support and free workshops
- ✓ Commercial HVAC resources and best practices
- ✓ Access to Utility contacts and HVAC incentives
- ✓ Co-branded marketing collateral
- ✓ Increased revenue through more projects

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## Benefits for End Use Customers

- ✓ Updated HVAC systems that improve comfort and air quality
- ✓ Latest energy efficient technologies to reduce operating costs
- ✓ Utility incentives to reduce project costs and improve payback

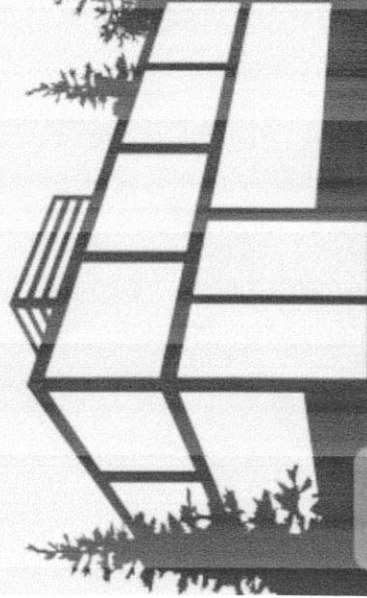
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## Benefits for Utilities

- ✓ Increased energy savings through more commercial HVAC projects
- ✓ Ease of working with knowledgeable Air Allies
- ✓ HVAC 101 workshops
- ✓ Air Northwest HVAC Specialists to help:
  - ✓ Identify projects
  - ✓ Create commercial HVAC programs
  - ✓ Support or expand existing commercial HVAC programs

## New Member Welcome Kit Includes:

- ✓ Membership Certificate
- ✓ Air Ally badge that you can add to your website or social media profile
- ✓ Personalized Incentive Resource Guide that connects you to utility resources



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# The Incentive Resource Guide Explained

Personalized for you!

Based on the region(s) that were selected in the Application Form

Utility incentive information is displayed here

## AIR NORTHWEST

### Incentive Resource Guide for: Justin's HVAC Company

This report was made specifically for Justin's HVAC company based on the regions that were selected on your company's Air Northwest Membership Application Form. You have indicated that you actively serve 3 region(s). There are 19 BPA utilities in the regions you selected. 5 of these utilities offer commercial HVAC incentives, which are listed below.



Orcas Power & Light Cooperative	Measures and Incentives
North Puget Sound Region 1034 Guard Street, Friday Harbor, WA 360-376-3550 Contact: Anne Bertino, 360-376-3571 <a href="#">Link to Utility Website</a>	Ductless Heat Pumps <i>Building construction date before 2007. Must have individual metering or the ability to meter electric usage separately from other adjoining building(s)</i>  Ducted Heat Pumps Custom Projects  \$250 per Ton \$250 per Ton \$0 per Ton
PUD No. 1 of Snohomish County	Measures and Incentives
North Puget Sound Region 807 Raimier St, Snohomish, WA 425-783-1000 Contact: Sinh Tran, 425-783-8248 <a href="#">Link to Utility Website</a>	Air Conditioners <11.25 tons <i>Incentive amount depends on system specifications</i> Ductless Heat Pumps <11.25 tons <i>Incentive amount depends on system specifications</i> Heat Pumps <11.25 tons \$11 - \$131 per Ton \$15 - \$443 per Ton \$15 - \$443 per Ton

## Utility Incentive Information

Utility Contact Information

HVAC Measure Name & Requirements

Incentive Amount

### **Orcas Power & Light Cooperative**

North Puget Sound Region  
1034 Guard Street, Friday Harbor, WA  
360-376-3550

Contact: Anne Bertino, 360-376-3571

[Link to Utility Website](#)

### **Measures and Incentives**

Ductless Heat Pumps

*Building construction date before 2007; Must have individual metering or the ability to meter electric usage separately from other adjoining building(s)*

\$250 per Ton

Ducted Heat Pumps  
Custom Projects

\$250 per Ton  
\$0 per

### **PUD No. 1 of Snohomish County**

North Puget Sound Region  
807 Rainier St, Snohomish, WA  
425-783-1000

Contact: Sinh Tran, 425-783-8248

[Link to Utility Website](#)

### **Measures and Incentives**

Air Conditioners <11.25 tons

*Incentive amount depends on system specifications.*

\$11 - \$131 per Ton

Ductless Heat Pumps <11.25 tons

*Incentive amount depends on system specifications.*

\$15 - \$443 per Ton

Heat Pumps <11.25 tons

\$15 - \$443 per Ton

## What Commercial HVAC Incentives may be Available in your area?

- Ductless Heat Pumps
- Heat Pumps
- Connected Thermostats
- Advanced Rooftop Unit Controls
- Custom HVAC Projects





## Ductless Heat Pumps

Any DHP that is installed in a commercial building that has the following characteristics:

- Less than 20,000 square feet of conditioned floor area
- Construction date before 2009
- Area conditioned by DHP must be heated by either zonal or forced air electric resistance.



Incentive Payment:  
\$250/ton



## Heat Pumps

The installed equipment must be an air to air heat pump system that meets CEE Tier 1 minimum efficiency level. The building in which the equipment is installed must have the following characteristics:

- Existing building
- 50,000 square feet or less conditioned building area
- Consume less than 600,000 kWh annually
- Building must be electrically heated



Incentive Payment:  
\$250 / ton



## Connected Thermostats

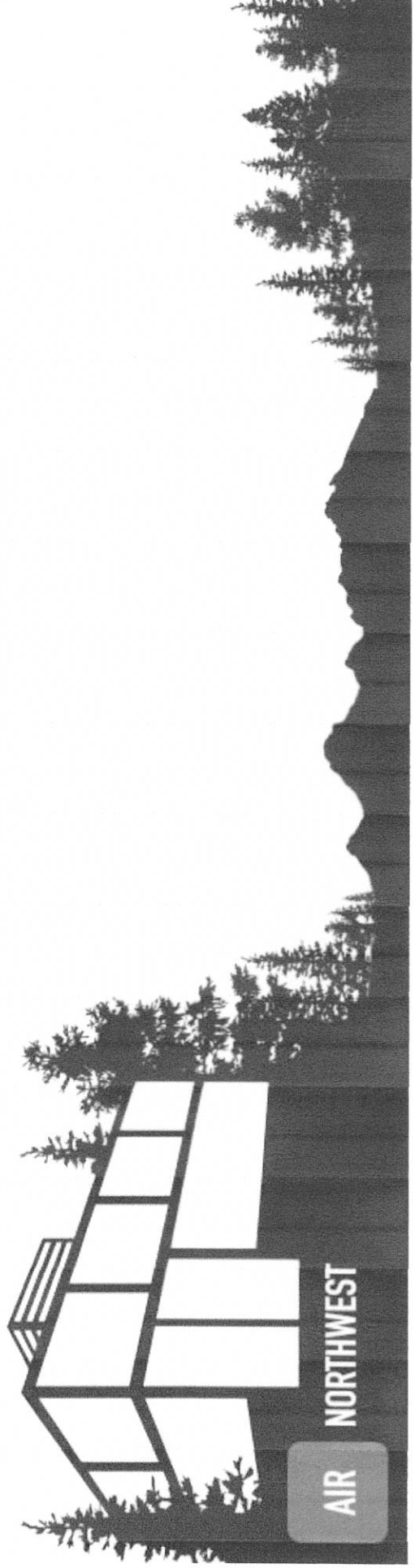
Two ways to claim this incentive:

1. Replacing thermostats that are not programmable.
2. Replacing programmable thermostats that are not web-enabled.

BPA will ONLY accept products on the BPA Smart Thermostat Qualified Products List.



Incentive Payment:  
Up to \$800 per unit





## Advanced Rooftop Unit Controls (ARC)

### Full ARC Retrofit :

- Either supply fan control with variable speed, multi-speed or cycling that meets ventilation and space conditioning needs
- Digital, integrated economizer control

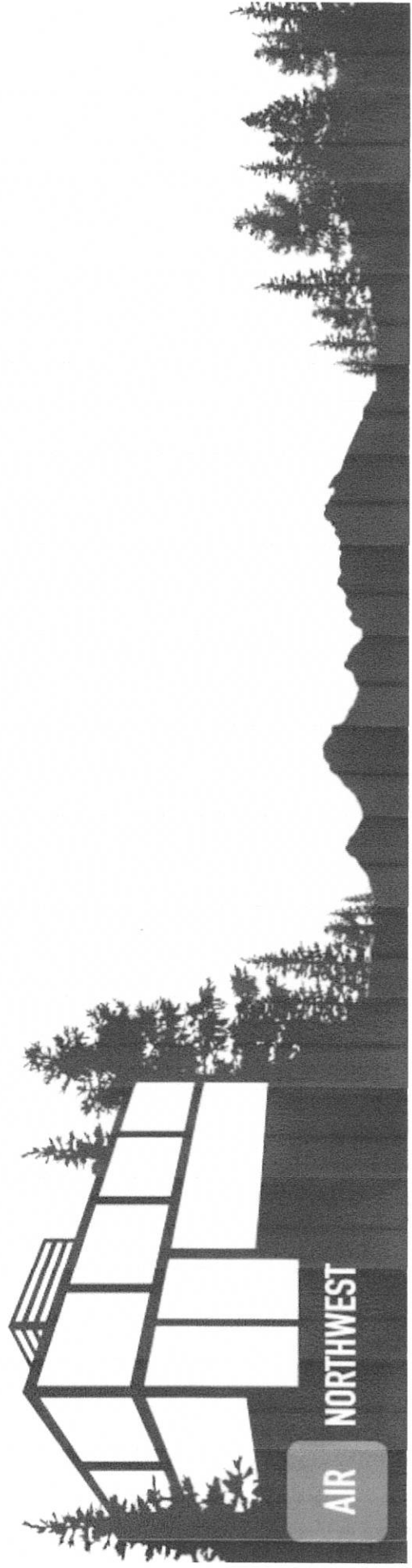
### ARC Lite Retrofit :

- Either supply fan control variable speed, multi-speed or cycling that meets ventilation and space conditioning needs

BPA Qualified Product List: Transformative Wave Catalyst with eIQ. *If you have a suggestion for a product that meets the requirements, please let us know.*

Incentive Payment:

\$100-225 per ton



## Custom Projects

Any commercial HVAC equipment or project that doesn't fall into the four Commercial HVAC measures.

- ✓ Payment for all sectors is capped at 70% of incremental project cost.
- ✓ If incremental project cost is not available, then the cost may be calculated as 2.86% of the whole building.



## How to Cash in on Utility Incentives

Check for available incentives using your **Incentive Resource Guide** or by zip code on [www.airnorthwestvac.com](http://www.airnorthwestvac.com).

Establish a relationship with your local utility program manager.

**1**  
**Prepare**

Gather necessary forms.

Encourage your customers to take advantage of incentives and make an energy efficient choice.

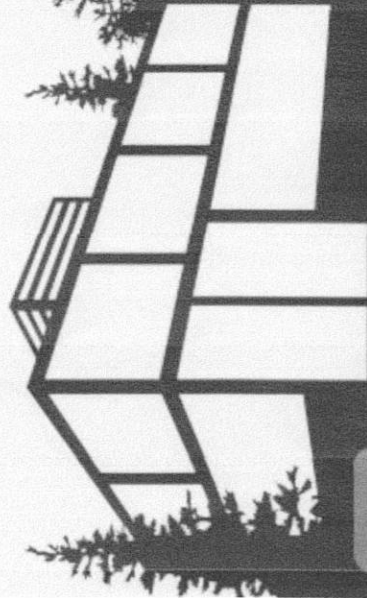
**2**  
**Sell**

Collect data and fill out the forms.

Submit forms and documentation to the serving utility.

**3**  
**Collect**

Collect the money!



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# Documentation

## Project Information Forms (PIFs)

- ✓ Advanced Rooftop Unit Control Retrofit
- ✓ Advanced Rooftop Unit Control Retrofit LITE
- ✓ Connected Thermostats
- ✓ Ductless Heat Pump
- ✓ Heat Pumps

### Unitary AC Project Information Form For Commercial Locations

LOGO

Instructions: Complete this form and submit it to the serving electric utility. **Boxes with bold outlines** indicate BPA requirements.

#### BUSINESS AND SITE INFORMATION

Business Name	Address	
State	Zip	

#### SITE AND EQUIPMENT INFORMATION

	Unitary AC 1	Unitary AC 2	Unitary AC 3	Unitary AC 4
Manufacturer				
Model number				
This is a packaged, air-cooled unit. Check the box if this statement is correct. If not, the unit is not eligible for incentives.	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes
Unit Size (tons) must be between 3 and 63.5 tons to qualify.				
CEE Tier	<input type="checkbox"/> 1 or <input type="checkbox"/> 2	<input type="checkbox"/> 1 or <input type="checkbox"/> 2	<input type="checkbox"/> 1 or <input type="checkbox"/> 2	<input type="checkbox"/> 1 or <input type="checkbox"/> 2
The new equipment is not a heat pump. Check the box if this statement is correct. If not, the unit is not eligible for incentives.	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes

#### INSTALLER INFORMATION

Company Name	Total Installed Cost (before rebate) including equipment, labor, permit and tax.
By signing this form, I confirm that the above information is correct to the best of my knowledge.	Date
Installer Signature	

Visit <http://www.bpa.gov/EE/Policy/IMManual/Pages/IM-Document-Library.aspx>

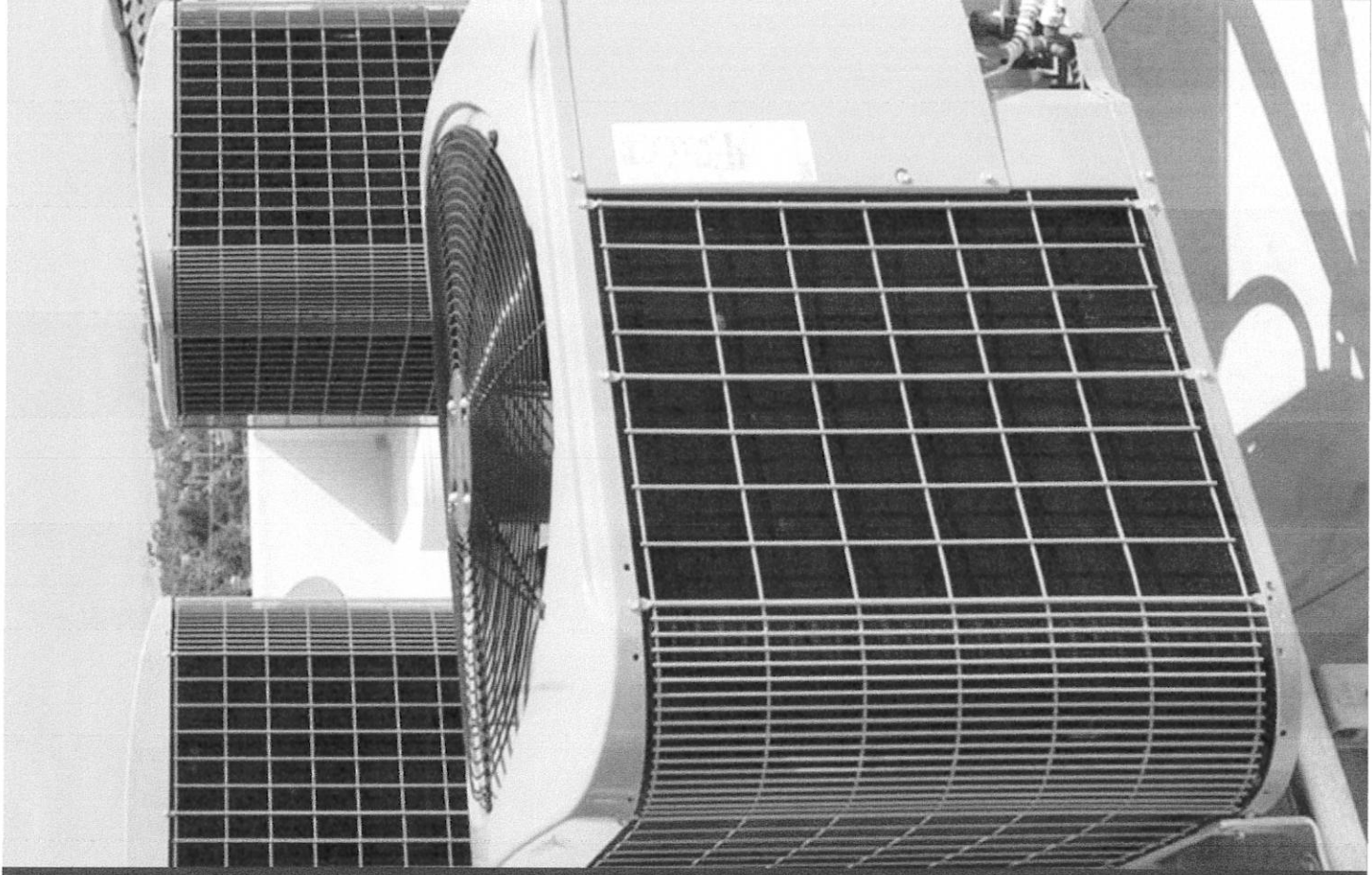
Then scroll to the Commercial Sector Forms to find the PIFs

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## How You Can Help Grow Air Northwest

Tell us about:

- ✓ Successful projects
- ✓ Case study opportunities
- ✓ Workshop topic ideas
- ✓ Your favorite best practices
- ✓ Peer to peer knowledge sharing ideas
- ✓ LinkedIn conversations
- ✓ Get updated Incentive Resource Guides



## Upcoming Workshops & Events

### WORKSHOPS IN THE FOLLOWING CITIES

- April 19, 2016 Kalispell, MT •
- May 5, 2016 Spokane, WA •
- May 10, 2016 Eugene, OR •
- May 12, 2016 Kennewick, WA •
- May 18, 2016 Portland, OR •
- June 7, 2016 Tacoma, WA •
- June 8, 2016 Everett, WA •
- June 9, 2016 Port Angeles, WA •

You will enjoy a complimentary breakfast while learning how to be a successful Air Ally in 2016!



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## We are here to help!

If you have any questions, feedback you'd like to offer or need assistance please contact us.

We will be happy to help in any way we can.

Phone: 866.610.9555

Email: [info@airnorthwestvac.com](mailto:info@airnorthwestvac.com)

Fax: 503.243.1154

Mail: 620 SW 5<sup>th</sup> Ave. Suite 400 Portland, OR 97204

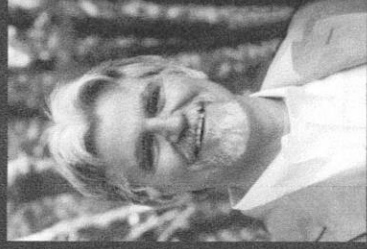
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Accelerating HVAC efficiency in the Northwest

*THANK YOU*

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