



Fall Trade Ally Forum

October 21, 2020



Responses to Challenges in 2020

- Waived in-person project verification requirements
- Implemented bonuses and additional offers to engage customers
- Implemented electronic payments for trade allies participating in instant incentives
- Developed guidelines to waive requirements for those impacted by wildfires
- Added personal protective equipment (PPE) reimbursements to the Business Development Fund

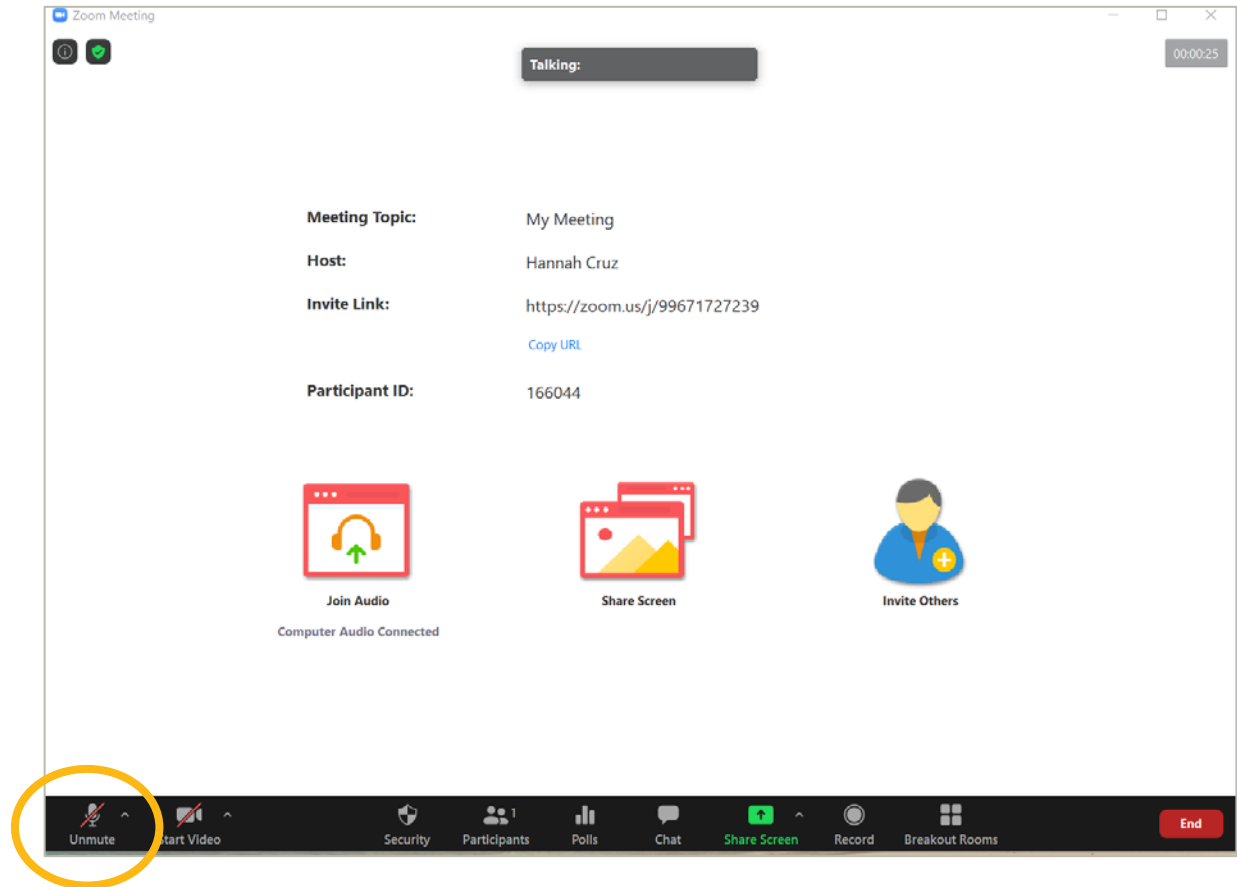




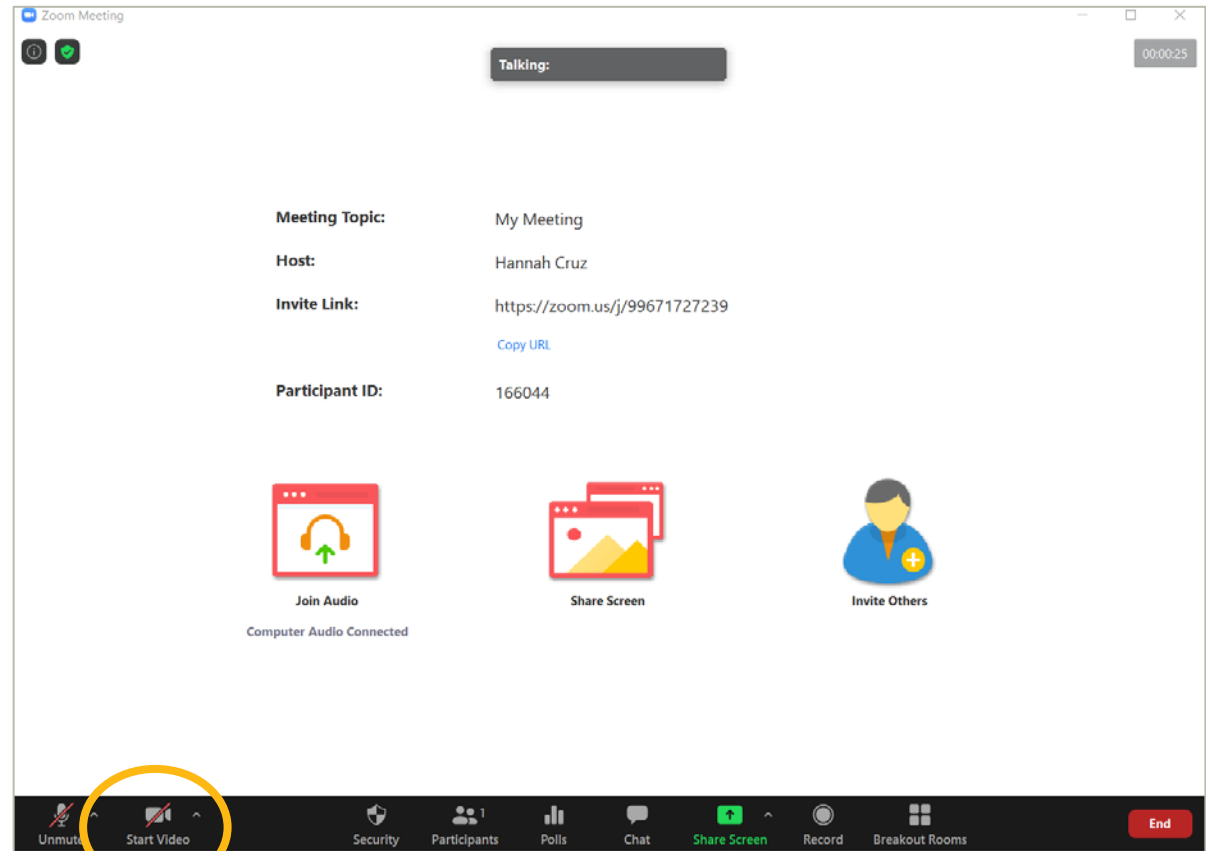
Agenda

- | | |
|--------------|---------------------------------------|
| 8:30 – 8:40 | Welcome and 2020 Year in Review |
| 8:40 – 8:50 | Multifamily Program Changes |
| 8:50 – 9:15 | Program Updates and Incentive Changes |
| 9:15 – 10:00 | Breakout Sessions |

Zoom Tips



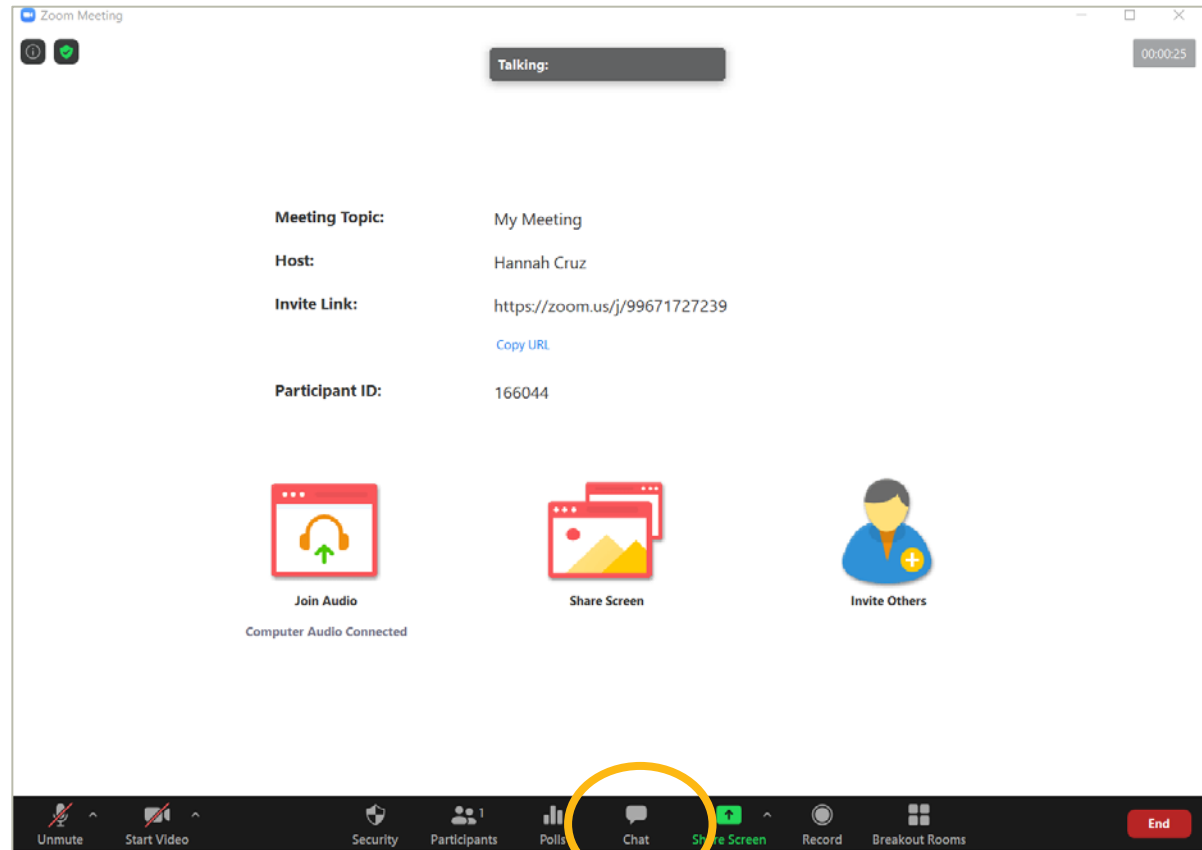
Zoom Tips



Zoom Tips

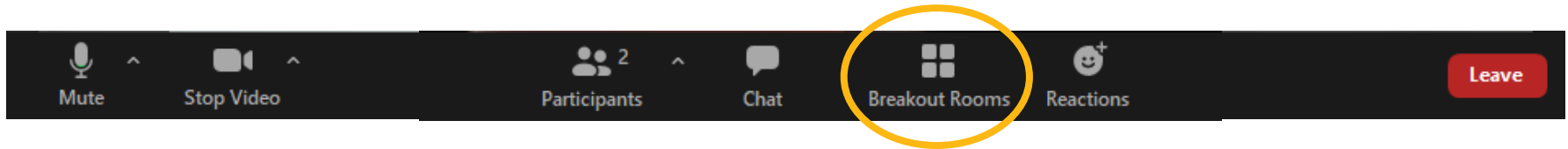


Send chats to
Everyone, or to a
meeting host or
co-host

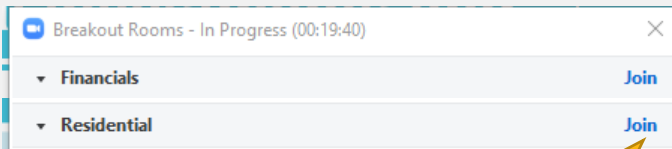


Getting to the Correct Breakout Room

1. Click the Breakout Rooms button from your controls bar

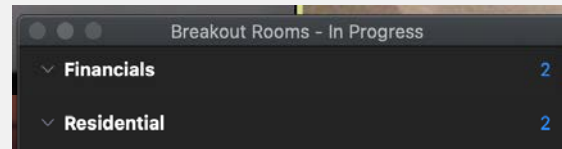


For PCs

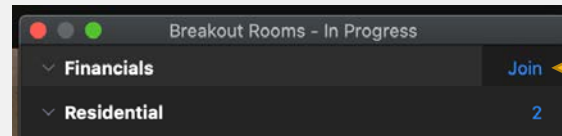


Click, then
"yes" to join

For Macs



Hover over
right side for
option to join



Click, then
"yes" to join





Residential & Multifamily 2021 Program Updates

Agenda

- Multifamily Program Updates
- Energy Trust support
- Single/Multifamily Incentive Updates

Multifamily Program Update

Single-Family vs. Multifamily

Single-Family Residential

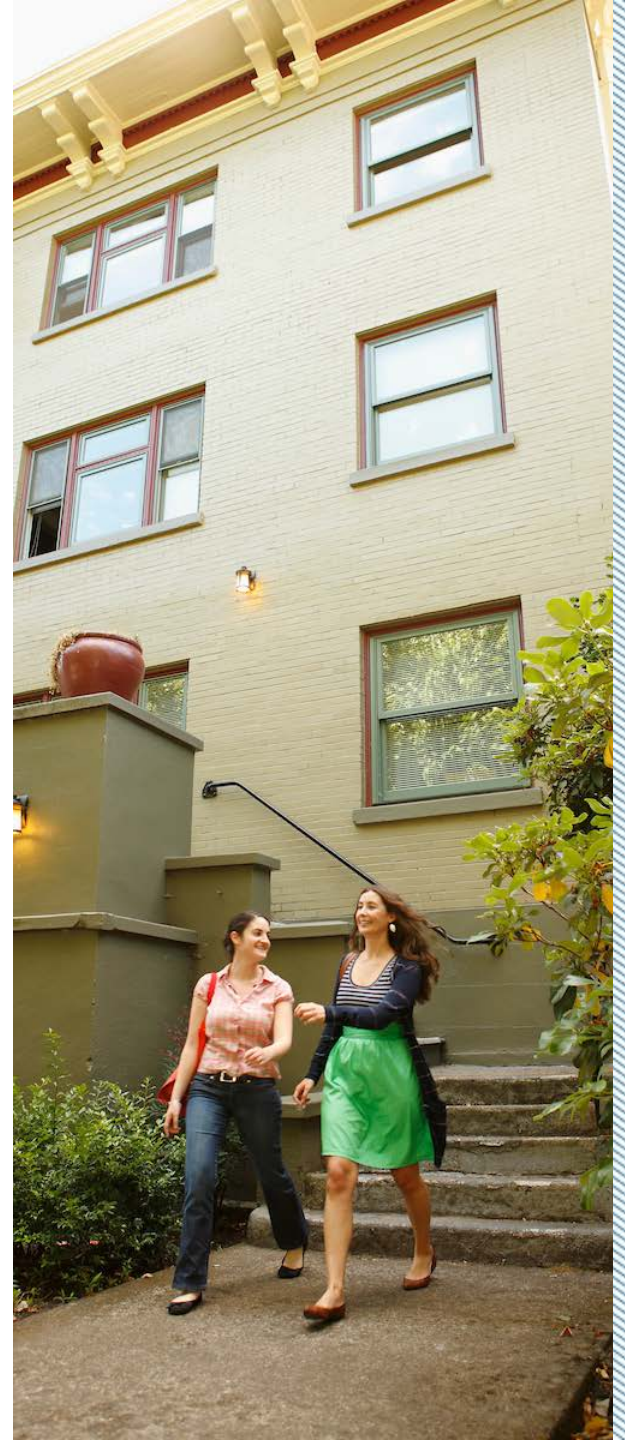
- Detached single family homes
- Manufactured homes

Multifamily

- Condos, townhomes, HOAs
- Duplex, triplex, fourplex
- Apartments
- Assisted Living
- Campus Living

Multifamily Program 2021

- Combined with Existing Buildings
 - Single commercial program for multifamily and commercial
- Offerings to remain same
- Expanded team in 2021, same point person for 2020



New Customer Strategies

- Community Based Liaisons
 - Connecting Program and Trade Allies to new opportunities
- Small Business Offering
 - Targeting small businesses
- Workforce Development
 - Provide funding for business development



Supporting Trade Allies

BDF: Personal Protective Equipment

- Business Development Funds now eligible for PPE retroactively from March 1, 2020 through December 31, 2021.
- To apply: submit the pre-approval application and itemized invoice

Type of PPE	Qualified Items
Wearable	<ul style="list-style-type: none">• Disposable gloves• Disposable and reusable masks• Disposable booties• Disposable coveralls
Sanitizing and Prevention	<ul style="list-style-type: none">• Hand sanitizer• Disinfecting wipes• Hand wash station• Thermometer
Social Distancing Equipment	<ul style="list-style-type: none">• Social distance signage• Social distance marking tape

Savings Within Reach Expanded Eligibility

- Temporary extending eligibility to customers that have experienced **employment disruptions related to COVID-19**
 - Available through June 30, 2021
 - Available for customers who are eligible to receive assistance from:
 - local state and/or federal government
 - Community-based emergency fund grant system
- Savings Within Reach provides higher incentives to customers with moderate income
 - To offer Savings Within Reach, please work with your account manger for training and enrollment

Virtual QA and Virtual Trade Ally Support

- Energy Trust has expanded to include virtual QA
 - High customer satisfaction
 - Ability to QA installs remotely
- Trade Ally virtual technical support
 - Eligibility questions during bid
 - Mid-install unforeseen condition
 - Requirement confirmations
- Reach out your account manager to set up a virtual support call

Reaching New Customers

- Manufactured homes
 - Heat Pump and Ductless Heat Pump offers
- DHP in Rentals promotion
- Single-family rental enhanced incentives
- Savings Within Reach incentives and financing
- Region-specific enhanced incentive offers
- Community Partner Funding
- Campaign Ally marketing promotions

Spanish Language Support

- Specifications Manual in Spanish
- Savings Within Reach Fact Sheet in Spanish
- Spanish speaking customer service representatives
- Customer materials in Spanish
 - Bookmarks
 - Coloring books

Future translated materials

- Application forms that are popular with customers who speak Spanish

Campaign Ally

Paid Search
and/or Email



Landing Page
or Phone #



Leads to your
business



Installs



LET THE SAVINGS SHINE IN

If you need to replace or repair your windows, look to ENERGY STAR® certified windows, which can lower your energy bills and improve comfort in your home. With Energy Trust of Oregon cash incentives, you can save **up to \$6 per square foot**. Contact an Energy Trust trade ally today, who can help you with installation and incentives.

SAVE ON NEW WINDOWS

2021 Incentive Changes: Single-family & Multifamily

Single-family & Small Multifamily Incentives: Heat Pump Replacement - 2020-2021

Upgrade	2021 Change	2020 Incentive	2021 Incentive*
Heat Pump Replacement	Heat Pump Replacements will only be allowed to replace electric forced air furnaces	\$700	\$950
	Heat Pump Replacements will require an auxiliary heat lockout		
	Heat Pumps <u>can no longer replace zonal electric heating systems.</u> Non qualifying replacements: baseboard, wall heaters or ceiling heat		

Single-family & Small Multifamily Incentives: Heat Pump Advanced Controls - 2020-2021

Upgrade	2021 Change	2020 Incentive	2021 Incentive
Heat Pump Advanced Controls (HPAC)	Eligible for: Heat Pump replacing Heat Pump and existing Heat Pump where the thermostat is being added to control the auxiliary heat	\$250	\$250
	HPAC incentives may not be stacked with Heat Pump Replacement as auxiliary heat lockout is now required for Heat Pump Replacement incentives.		

New 2020 Residential & Small Multifamily Incentive Review: Extended Capacity Heat Pump

Upgrade	Requirements	Housing Type	Incentive Amount
Extended capacity heat pump	Must be home's primary heating source. Unit must be included in Energy Trust's list of qualifying products . Controls must be set with an auxiliary heat lockout setting when available.	Single-family homes Savings Within Reach Multifamily side-by-side, duplex, triplex, fourplex	\$650
Extended capacity heat pump Replacing electric furnace	Heat pump cannot have a backup gas heating system. Cannot be combined with other Energy Trust heat pump or controls incentives.		\$1,350

Single-family Incentives: Trade Ally Direct Install - 2020-2021

Upgrade	2021 Change	2020 Incentive	2021 Incentive
Showerhead Shower wands Kitchen Aerator Bath Aerator	Incentives discontinued	Varying	\$0
A-lamp LED	Incentive amount change	\$4.75	\$TBD
Reflector LED	Incentive amount change	\$6.25	\$TBD

Manufactured Homes Fixed Price Heat Pump Promotion – 2020 & 2021

- 2021 Program RFQ:
 - Requests For Qualifications (RFQ) deadlines:
 - October 16, 2020 – November 16, 2020
 - Competitive offer
- Incentives:
 - \$2,500 for DHP and \$3,000 for HP
- Existing Manufactured Homes
 - Instant Incentive to Customer
 - Fixed Price Offer
 - \$5,600 customer price max for HP installation
- 2020 participants will need to reapply for 2021 offering

Manufactured Home Free Services

- Current program design to be retired December 31, 2020
 - Energy Trust is redesigning this offer in response to Trade Ally feedback and cost-effective challenges
- Program redesign and relaunch Q2, 2021
- Opportunity to participate in this offering:
 - Q1 2021 – RFQ Process – Insider announcements
 - New opportunities to serve manufactured homes
 - Incentives will make manufactured homes more cost effective
 - Free Referrals and free Energy Trust marketing

Manufactured Home Free Services: Q2 2021

2021 Incentive Status	Incentive
Retired	Air Sealing
Continued	Duct Sealing & Repair
New	Enhanced incentives for diagnostics testing and comprehensive home audit
New	Smart thermostat direct installations

2020 Single-Family & Multifamily Incentive Changes Reminders

New 2020 Residential & Small Multifamily Incentive Review: Windows – new tier

Window U-Value	Primary Heat	State	Eligible Property Types	Incentive Amount
0.24 or less	Portland General Electric Pacific Power NW Natural Cascade Natural Gas Avista	OR	Single family, manufactured homes, multifamily side-by-side, duplex, triplex, fourplex	\$6.00 per square foot
0.24 or less	NW Natural	WA	Single-family, manufactured homes, and attached side-by-side duplexes, triplexes, and fourplexes	\$10.00 per square foot

2020 DHP Incentive Change: Single-Family

- Must have at least one indoor unit in the primary living space (e.g., great room, living room)
- Displace electric resistance heating equipment such as baseboards, ceiling heat, wall heat and/or electric forced-air furnaces
- Have a 9.0+ HSPF
- Not be installed in previously unconditioned spaces such as a garage, attic, additions or new construction

New 2020 Multifamily Incentive Review

Upgrade	Requirements	State	Incentive
Advanced Rooftop Controls – Full Retrofit	<ul style="list-style-type: none">• For properties with annual operating hours exceeding 500• Existing system must have a nominal cooling capacity of 5 tons or greater• Existing system must have a single speed supply fan or motor• Existing systems equipped with a VFD or a CO2 sensor for DCV are not eligible	OR only	\$50-\$200 per ton
Advanced Rooftop Controls – Lite Retrofit	<ul style="list-style-type: none">• For properties with annual operating hours exceeding 3,500• Existing system must have a nominal cooling capacity of 5 tons or greater• Existing system must have a single speed supply fan or motor• Existing systems equipped with a variable frequency drive (VFD) are not eligible	OR only	\$100 per ton

Single-family & Multifamily Bonus Incentives

2020 Bonus: Single-family & Small Multifamily - Oregon

Sept 1, 2020 – **March 31, 2021**

Upgrade	Bonus Incentive Total	Property Type	State
Gas Furnace	\$1,000	<ul style="list-style-type: none">• Single-family Rental• Multifamily side-by-side, duplex, triplex, fourplex• Savings Within Reach	OR
Attic / ceiling Insulation	\$1.25 per square foot	<ul style="list-style-type: none">• Single-family property• Single-family Rental• Multifamily side-by-side, duplex, triplex, fourplex• Savings Within Reach	OR

2020 Bonus: Single-family - Washington

Sept 1, 2020 – March 31, 2021

Upgrade	Bonus Incentive Total	Property Type	State
Gas furnace	\$1,000	<ul style="list-style-type: none">• Single-family property• Single-family rental property• Attached side-by-side units, and duplex, triplex, and fourplex	WA
Attic / ceiling insulation	\$1.25 per square foot		
Floor insulation	\$0.75 per square foot		
Wall Insulation	\$0.75 per square foot		

2020 Bonus: Single-family - Washington

Sept 1, 2020 – December 31, 2021

Upgrade	Bonus Incentive Total	Property Type	State
Gas tankless water heater	\$400	<ul style="list-style-type: none">• Single-family property• Single family rental property• Attached side-by-side units, and duplex, triplex, and fourplex	WA

2020 Bonus: Multifamily - Oregon

May 2020 – March 31, 2020

Upgrade	Bonus Incentive Total	Property type	State
Floor insulation <i>Electric</i> heat	\$1.25 per sq ft	Multifamily side-by-side, duplex, triplex and fourplex	OR
Floor insulation <i>Gas</i> heat	\$0.70 per sq ft	Multifamily side-by-side, duplex, triplex and fourplex	OR
Wall insulation <i>Electric</i> heat	\$1.30 per sq ft	Multifamily side-by-side, duplex, triplex and fourplex	OR
Wall insulation <i>Gas</i> heat	\$0.90 per sq ft	Multifamily side-by-side, duplex, triplex and fourplex	OR

2020 Bonus: Multifamily - Oregon

May 2020 – **December 1, 2020**

Upgrade	Bonus Incentive Total	Property type	State
Ductless heat pump	\$1000	All Multifamily	OR
Packaged terminal heat pump	\$530	All Multifamily and Commercial Existing Buildings	OR
Pipe insulation	\$12.00 per linear ft.	All Multifamily	OR
Flat roof insulation	\$1.30 per sq ft	Multifamily buildings up to three stories	OR
Food service equipment	Varies	Campus Living /Assisted Living and Commercial Existing Buildings	OR



Thank you

Marshall Johnson

Residential Sr. Program Manager

marshall.johnson@energytrust.org

Kate Wellington

Multifamily Program Manager

kate.wellington@energytrust.org

Breakout Sessions (9:15 – 10:00)

- Portland, Northwest Oregon and Southwest Washington
- Central Oregon
- Eastern Oregon
- Southern Oregon
- Solar
- Overview of Energy Trust Trade Ally Network

Regional Breakouts

Southern Oregon breakout only

- Specific fire content <here>

NW OR & SW WA

Breakout Housekeeping

- Please put your name, company and something you would like to get out of this session in the chat
- To ask a question, unmute yourself or add it to the chat
- If you want to join another session, you can select another breakout room at the bottom of screen

NW OR & SW WA Agenda

- In-Depth 2021 Incentive Changes
- 2020 Opportunities and Performance
 - 0.24 Windows Tier
 - Manufactured Homes HP Promo
 - Rental Incentives
 - DHP in Rentals Promo
 - Increased Incentives for Select NW Natural Customers: Cottage Grove & Creswell
- Multifamily Program Updates
 - Expanding Participation in small multifamily
 - Multifamily Participation trends
 - Multifamily Market Snapshot
 - Oregon COVID Response
 - Residential Infill Project
- EPS New Construction
 - COVID Impacts on new homes
 - 2021 Cash Incentives
 - Early Design Assistance
 - Additional offerings in 2020
- Central AC AHRI Review

2021 Heat Pump Conversion Changes

Qualified Primary Heating Source Change:

Primary Heating Source	Cost Effective?	Qualified?	Requires Cut In's?
Electric Furnace	Yes	Qualified	No
Baseboard heat	No	Not Qualified	Yes (Increases Cost)
Wall/Ceiling Heat	No	Not Qualified	Yes (Increases Cost)

Requirement Addition:

- Auxiliary heat lockout must be completed on all Heat Pump Conversions

January 1, 2021 – March 31, 2021	April 1, 2021 – December 31, 2021
\$950	\$700

Heat Pump Advanced Control Changes

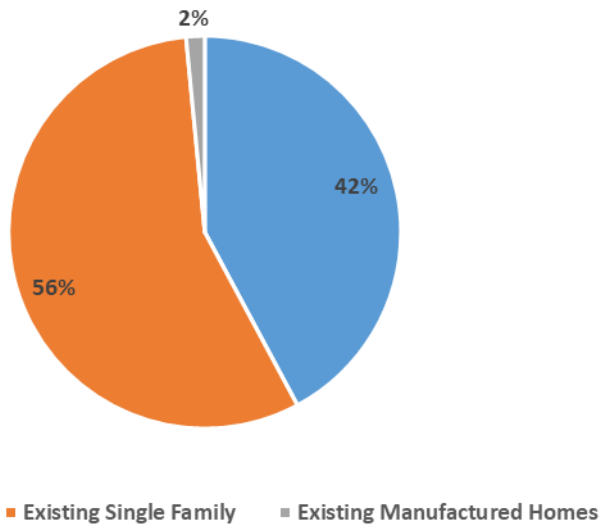
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.

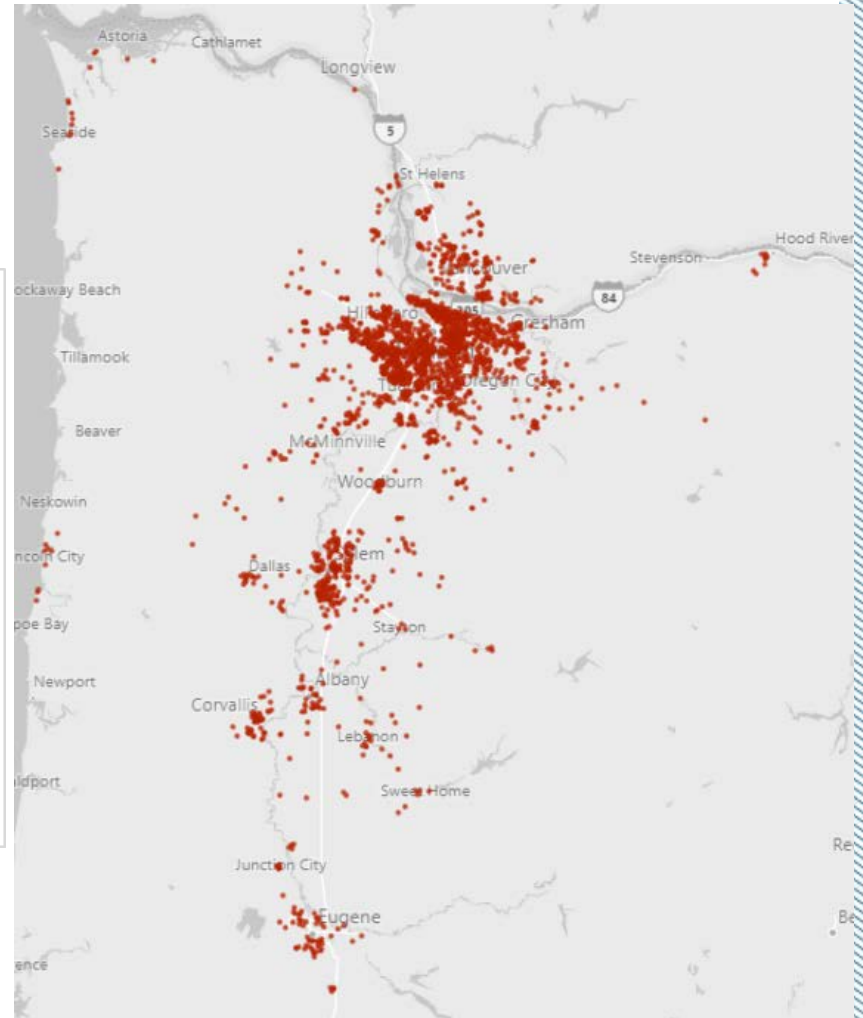
2020 Opportunity and Performance

Windows – NW OR & SW WA

- New Windows Tier: \$6 in OR & WA



Majority of 0.24 windows are being installed in Existing Single Family



New 0.24 Windows Tier
Install Map

Manufactured Homes Heat Pump Promotion

RFQ Open:

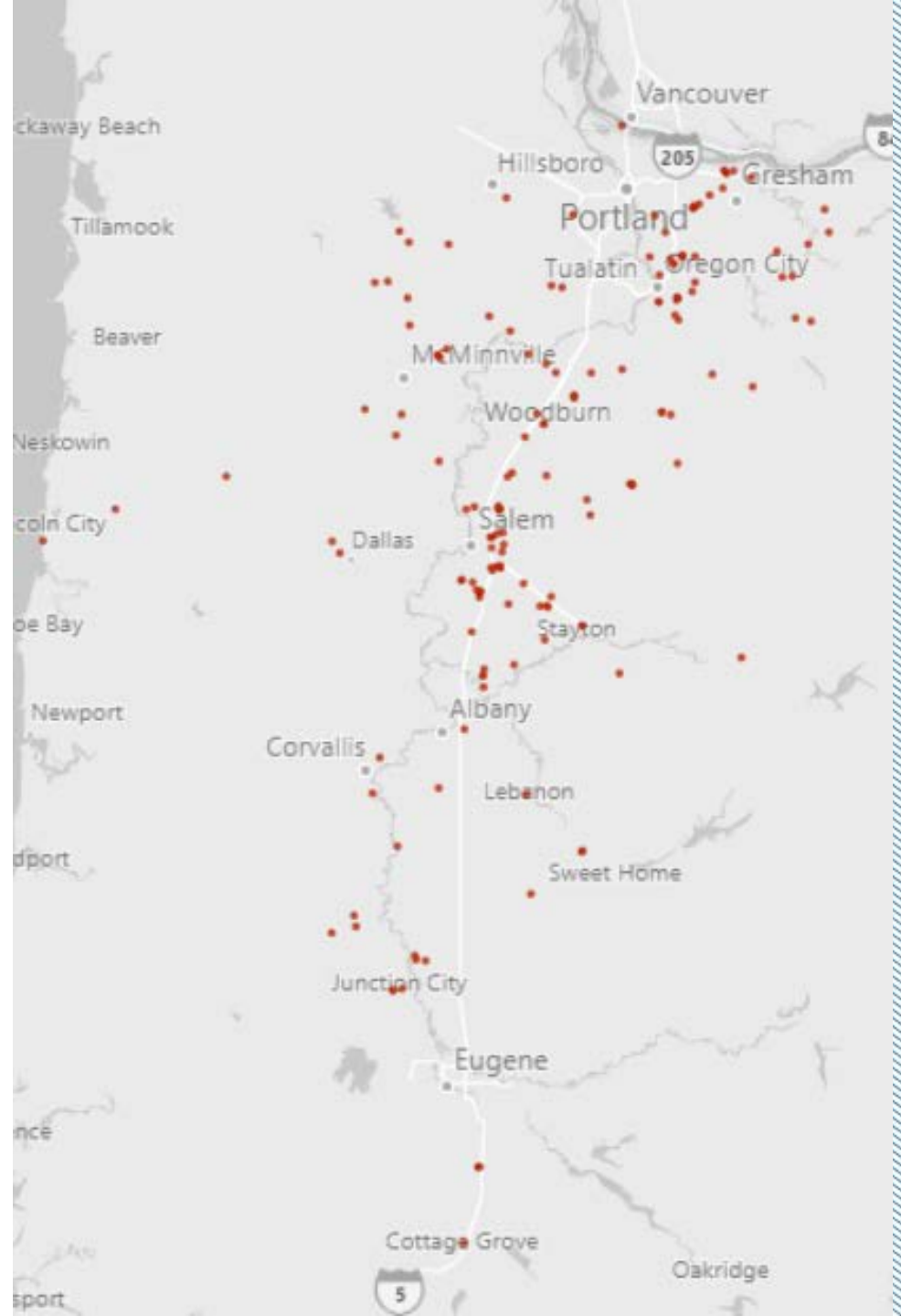
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- \$2,500 for DHP, \$3,000 for HP in Manufactured Homes

Selection Criteria: 2021

- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base

Manufactured Homes Heat Pump Promotion – NW OR

- 2020 Regional Results
 - 17 DHP
 - 179 HP
- Statewide:
 - 91 DHP
 - 349 HP



Rental Incentives: Single-Family Homes

- Increased Incentives for Single-Family Rentals
- Trade Ally Requirements:
 - Enrolled in Instant Incentives
 - Talk to your account manager to enroll
- Customer Requirements:
 - Non-owner Occupied, single-family rental properties
 - Oregon & Washington

OR Rental Incentive Amounts: Single-Family

Upgrade	Rental Incentive	Incentive Timeline
Ductless Heat Pump	\$1,000	2021
Heat Pump	\$1,000	2021
Extended Capacity Heat Pump	\$1,650	2021
Gas Furnace	\$550 \$1,000	Bonus through: March 31, 2021
Heat Pump Water Heater	\$270	2021
Smart Thermostat	\$100	2021
Attic Insulation	\$0.50 \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	\$0.50 per square foot	2021
Floor Insulation	\$0.40 per square foot	2021

- *Incentive availability and timeline subject to change

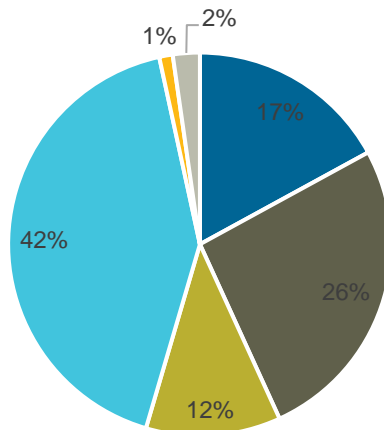
WA Rental Incentive Amounts: Single-Family

Upgrade	Rental Incentive	Incentive Timeline*
Gas Furnace	\$550 \$1,000	Bonus through: March 31, 2021
Gas Tankless Water Heater	\$200 \$400	2021
Smart Thermostat	\$100	2021
Attic Insulation	\$0.60 \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	\$0.60 \$0.75 per square foot	Bonus through: March 31, 2021
Floor Insulation	\$0.60 \$0.75 per square foot	Bonus through: March 31, 2021

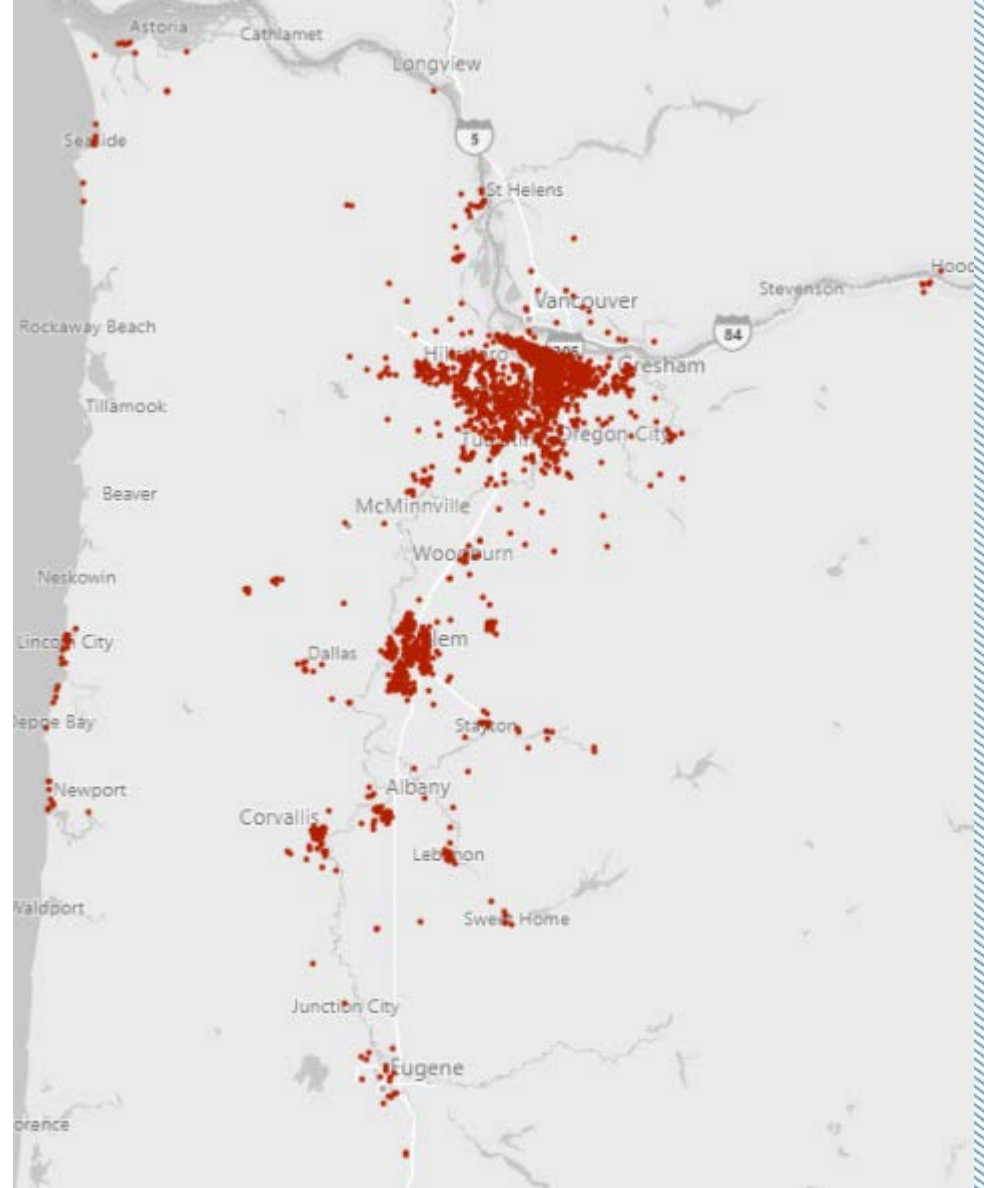
- *Incentive availability and timeline subject to change

NW OR & SW WA Single-Family Rental Incentives

- NW OR and SW WA Single-Family Rentals: ~112,000
- Single-Family Rental Projects: 2,320



■ Ceiling insulation ■ Ductless heat pump ■ Floor insulation
■ Gas furnace ■ Heat pump replacement ■ Wall insulation



Rental Installs 2015 - Today
Energy Trust
of Oregon

DHP in Rentals Promo

- RFQ Open: October 16, 2020 - EO 2021
 - \$1,750 - \$2,000 DHP Incentive
 - Non-Owner-Occupied Rentals
 - Single-Family Rentals and Small Multifamily Rentals
 - Price Capped offering; customer out of pocket cost max \$2,500
- Requirements
 - Home Retrofit or Multifamily Trade Ally
 - Enrolled in Home Retrofit Instant Incentives
 - Meet Program 9 HSPF Requirements per AHRI
 - Meet price caps
- 2020 participants will need to reapply via the 2021 RFQ.

Increased Incentives for Select NW Natural Customers: Cottage Grove & Creswell

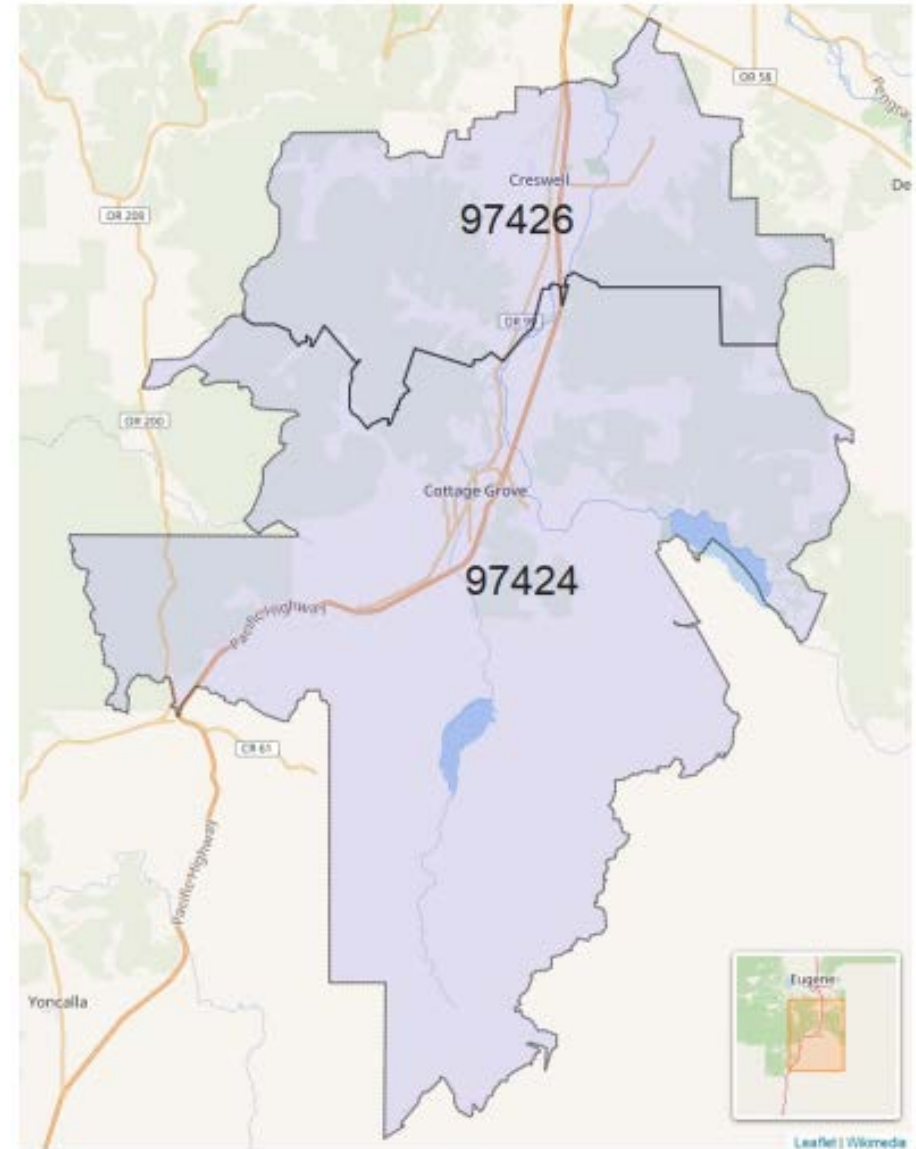
- Limited-time: increased incentives for NW Natural customers in Cottage Grove & Creswell through July 31, 2021
 - Gas Furnaces, windows, insulation
- Single-family, manufactured homes and small multifamily properties
- Application & details:
www.energytrust.org/nwnaturalpromo
- To be listed as a preferred Local Trade Ally on the website, reach out to your account manager
- Standard incentives also available

Limited-Time Increased Incentive Amounts: Cottage Grove & Creswell – July 31, 2021

Upgrade	Increased Incentive Amount	Property Type
Gas furnace	\$1,000	<ul style="list-style-type: none"> • Single-Family Properties • Single-Family Rental Properties • Manufactured Homes • Side-by-side duplex, triplex, fourplex, townhomes and rowhomes
Windows	\$8 per square foot	<ul style="list-style-type: none"> • Single-Family Properties • Single-Family Rental Properties • Manufactured Homes • Side-by-side duplex, triplex, fourplex, townhomes and rowhomes
Wall insulation	\$0.95 per square foot	<ul style="list-style-type: none"> • Single-Family Properties • Single-Family Rental Properties • Side-by-side duplex, triplex, fourplex, townhomes and rowhomes
Attic insulation	\$1.25 per square foot	<ul style="list-style-type: none"> • Single-Family Properties • Single-Family Rental Properties • Side-by-side duplex, triplex, fourplex, townhomes and rowhomes
Floor insulation	\$0.70 per square foot	<ul style="list-style-type: none"> • Single-Family Properties • Single-Family Rental Properties • Manufactured Homes • Side-by-side duplex, triplex, fourplex, townhomes and rowhomes

Eligibility Area

- NW Natural customers in Cottage Grove & Creswell
- Limited-time increased incentives through July 31, 2021
- www.energytrust.org/nwnaturalpromo



Multifamily Market Update

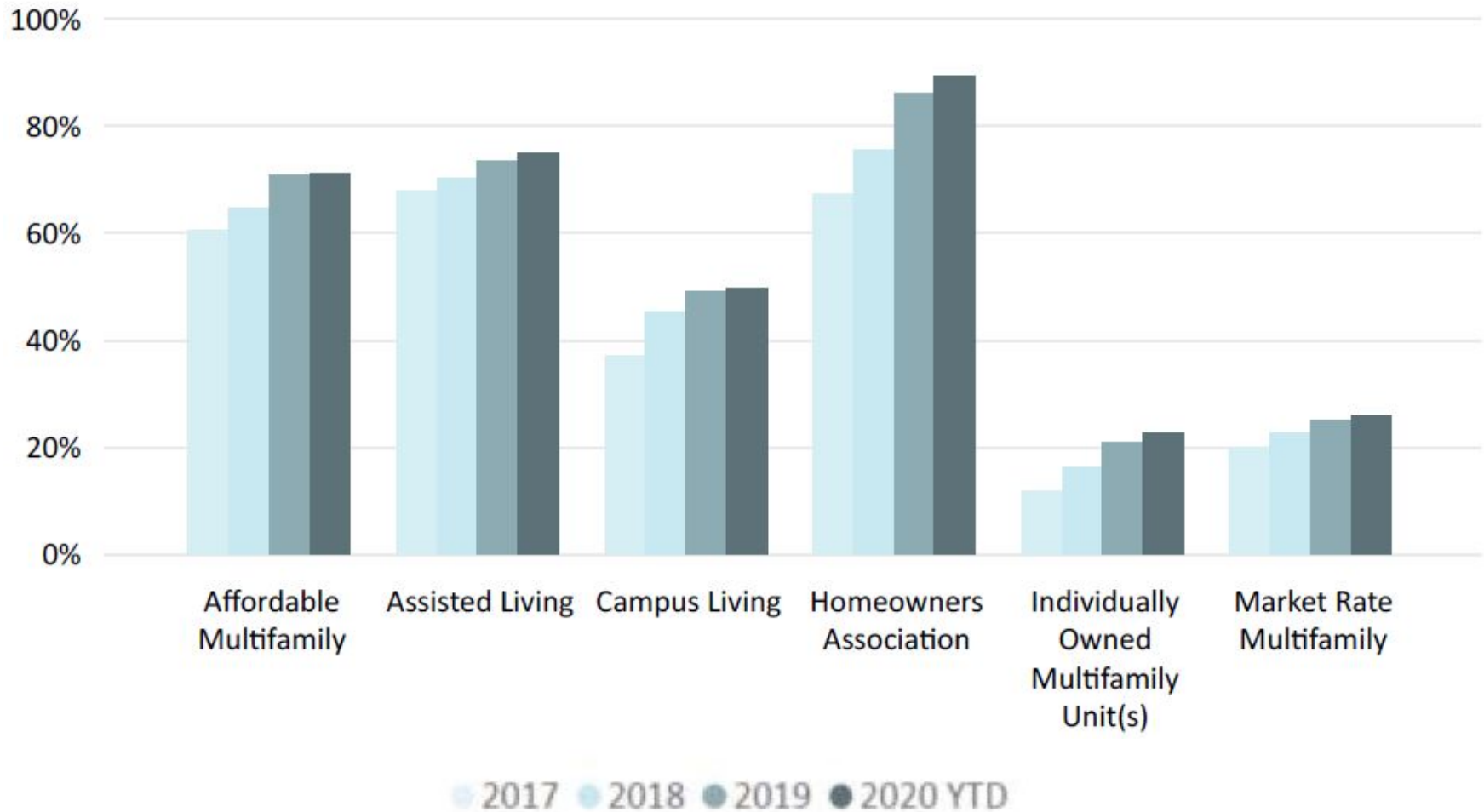
Expanding participation in small multifamily

- Opportunity identified in small multifamily
 - Duplex, triplex, fourplex
 - Doubled participation from 2017-2020
 - 10% to 20% served
- Offerings tailored for small multifamily
 - DHP Rental Promotion
 - \$1,000 bonus DHP incentive
 - Up to \$1.25/sq. ft. insulation
 - \$1,000 gas furnace
- Targeting rural areas



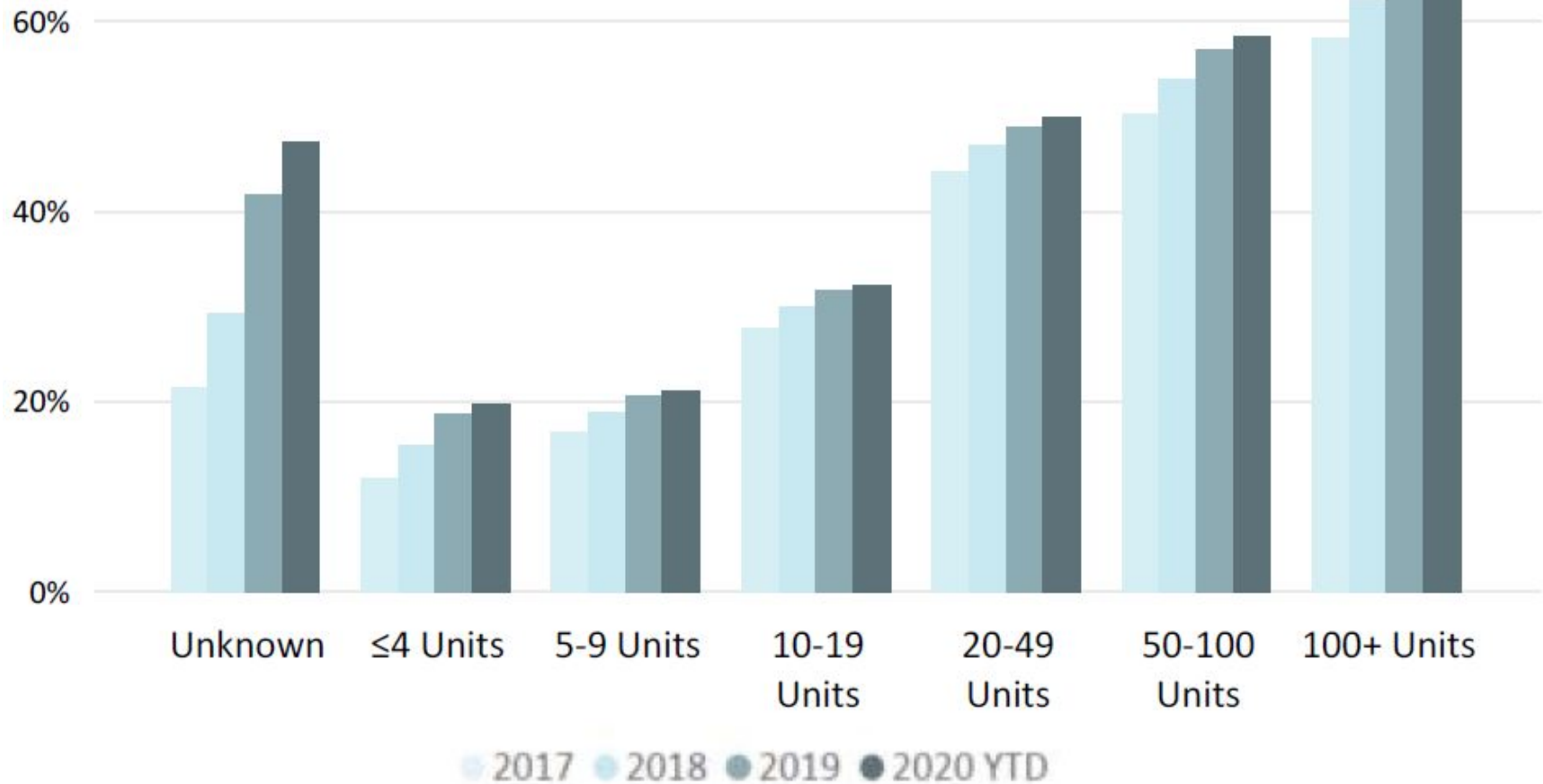
Multifamily participation trends

Percentage of total eligible multifamily market served
by market type from 2017-2020



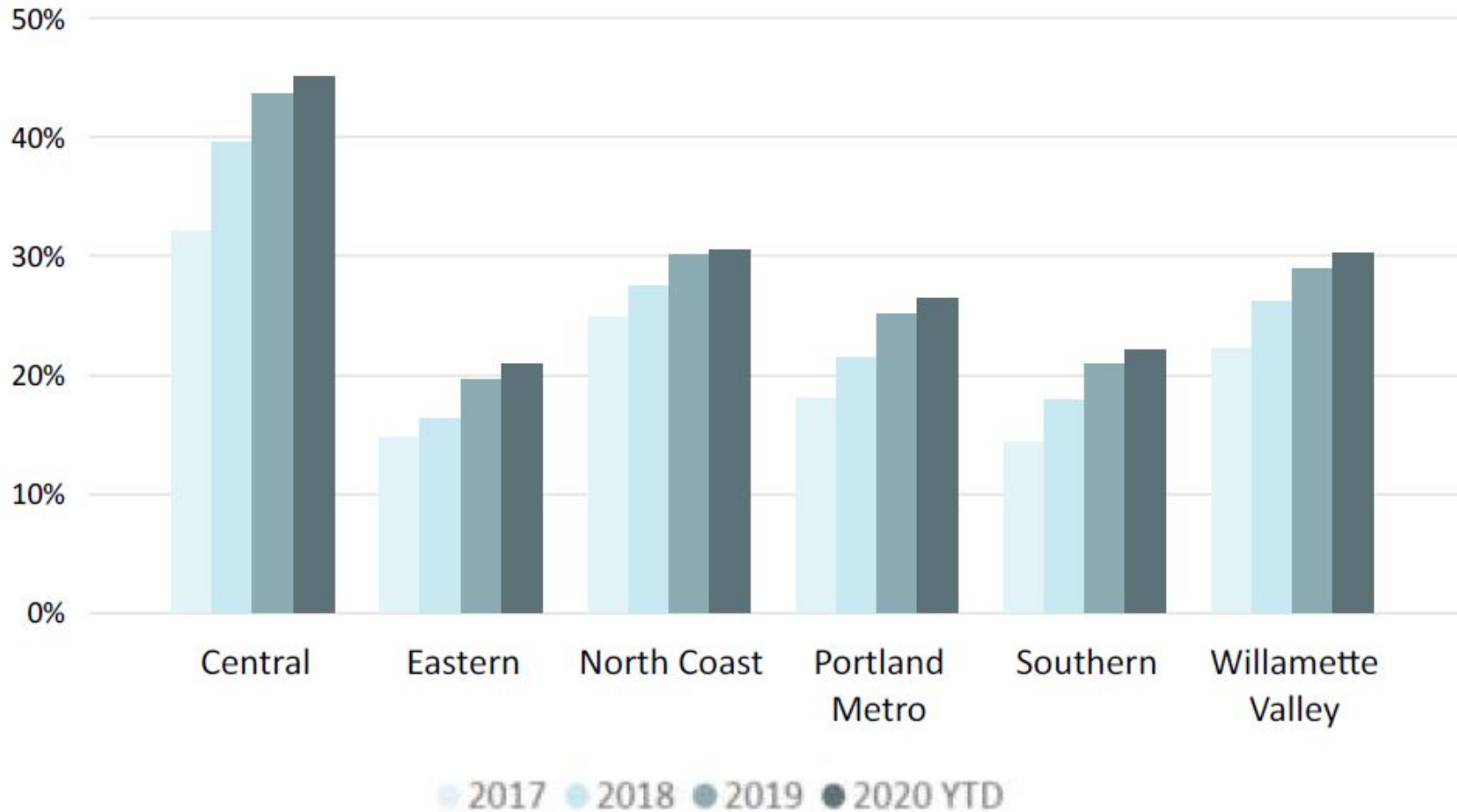
Multifamily participation trends

Percentage of total eligible multifamily market served
by property size from 2017-2020



Multifamily participation trends

Percentage of total eligible multifamily market served
by region from 2017-2020



Multifamily Market Snapshot

- Increasing number of tenants not able to pay rent
- New multifamily construction slowing
- Vacancies expected to rise next year as eviction protections expire
- Assisted living retrofit market limited



Oregon COVID Response

- Changes to Eviction Moratoria
 - Eviction protection for tenants
- Executive Order extends "Emergency Period"
 - Eviction protection through December 31st
- Tenants have until March 31st, 2021 to pay off the debts from April 1st to September 31st
- Multnomah county has specific guidelines



Portland Only – Residential Infill Project Approval

- City Council approved in August 2020
- Zoning reform for Portland's residential neighborhoods
- Opens door for more housing options
 - Single family conversion to multifamily
 - Four to six dwelling units per lot
 - Six dwellings allowed if half are affordable housing





EPS New Construction

Energy Trust of Oregon

2020



COVID impacts on the new homes industry

- Supply shortages
 - Air conditioning units
 - Lighting fixtures
 - Appliances
- Lumber price increases
- Skilled labor shortage
- Construction delays due to staggered trades
- Building industry slowly getting back to business as usual
- Low interest rates are creating higher demand

Available cash incentives in Oregon (2021)

- \$1,123 - \$5,223 cash incentives to help builders move beyond code
- \$750 net zero incentive
- \$300 - \$1,889 verification incentive
- \$250 affordable housing verification incentive
- \$200 solar ready incentive
- \$200 energy smart homes incentive
- Varying incentives with solar installs
- Varying incentives for early design and solar design assistance

Early design assistance (EDA) meetings are your first concrete step!

“90% of your energy decisions are made before a hammer hits a nail” – John Tooley

EDA = Pre-construction meeting for design review with builder, verifier, verifier account manager and subcontractors

Opportunity to:

- Maximize energy efficiency and EPS incentives
- Strengthen communication between subcontractors
- Integrate solar/solar ready into the design

Additional Offerings in 2020

In 2020, builders that are part of Energy Trust of Oregon's EPS New Construction offering can take their new homes to the next level with two new incentive packages:

- 1. Net Zero Homes:** Include an installed solar PV system that can offset a home's entire electric load
- 2. Energy Smart Homes:** Include appliances and equipment that are smart grid interactive, making it possible for customers to participate in utility programs designed to lower energy usage during peak periods—now or in the future

Central AC AHRI Review

Central AC Review

- Central Air Conditioner qualifications review
 - How to verify SEER compliance using Qualifying Products List (QPL)
 - How to verify EER compliance using AHRI
 - Ensuring application is accurate and complete

Equipment	Incentive	Requirements
Central air conditioner	\$250	<p>Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater</p> <p>Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.</p>

Central AC Review

- SEER Requirements
 - Verify **outdoor unit** meets 15 SEER requirement by referencing Energy Trust of Oregon Qualifying Products List

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the **outdoor unit**, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the **qualifying products list** and that the total system achieves a minimum 12 EER rating via the **AHRI** website to ensure your installation qualifies.

Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.

Qualifying Central Air Conditioning Outdoor Units

Residential and Existing Multifamily
Effective February 1, 2020



Models listed below are known to meet the manufacturer-listed minimum 15 SEER requirement and the minimum total system EER of 12 or greater for central air conditioning outdoor units. If you have questions about model eligibility or to verify eligibility of a model not found on this list, please contact us at residential@energyst.com for single family homes and multifamily@energyst.com for multifamily residences.

Manufacturer	Model Name	Model Number
American Standard	SILVER 16	4A7A6, 4A7L6
American Standard	GOLD 17	4A7C7, 4A7A7
American Standard	PLATINUM 18	4A7V8
American Standard	PLATINUM 20	4A7V0
Amana	AVXC20	AVXC20
Amana	ASXC18	ASXC18
Amana	ASXC16	ASXC16
Amana	ASX16	ASX16
Bryant	LEGACY	105A, 116B, 106A
Bryant	PREFERRED	126B, 126CNA, 127A
Bryant	EVOLUTION	186B, 187B, 187BNC, 180C, 180B, 189BNV
Carrier	COMFORT 15, COMFORT 16	24AAA5, 24ABC6, 24AAA6
Carrier	PERFORMANCE 16, PERFORMANCE 17	24APB6, 24ACC6, 24ACB7
Carrier	INFINITY 16, INFINITY 17, INFINITY 19, INFINITY 20, INFINITY 21	24ANB6, 24ANB7, 24VNA9, 24VNAO, 24ANB1
Coleman	LX SERIES	CC7, CC17
Coleman	ECHELON	AC21, AC19
Daikin	DX16SA	DX16SA
Daikin	DX16TC	DX16TC
Daikin	DX17VSS	DX17VSS
Daikin	DX18TC	DX18TC
Daikin	DX20VC	DX20VC
Goodman	GSX16	GSX16
Goodman	GSXC16	GSXC16
Goodman	GSXC18	GSXC18
Lennox	XC13	XC13
Lennox	16ACX	16ACX
Lennox	EL16XC1	EL16XC1
Lennox	XC16	XC16
Lennox	XC20	XC20
Lennox	SL18XC1	SL18XC1
Lennox	XC21	XC21
Lennox	XC25	XC25
Payne	PA16NA	PA16NA

Central AC Review

- EER Requirements
 - Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.

Central AC Review

The screenshot displays the AHRI Directory of Certified Product Performance website. The top navigation bar includes the AHRI logo, the text "Directory of Certified Product Performance", and a search bar with the placeholder "Enter AHRI Certified Reference Number". Below the search bar are links for "Search By" (AHRI Reference #, Model Number, Product Type) and "Request Assistance".

On the left side, there is a "Quick Search Criteria" section with the following fields:

- AHRI Certified Reference Number
- Manufacturer Type (Systems)
- Outdoor Unit Brand Name (CARRIER)
- Outdoor Unit Model Number (Condenser or Single Package)
- Indoor Unit Brand Name (Select Indoor Unit Brand Name)
- Indoor Unit Model Number (Evaporator and/or Air Handler)
- Furnace Model Number
- Cooling Capacity (A2) - Single or High Stage (95F),btuh (Min/Max)
- SEER (15/Max)
- EER (A2) - Single or High Stage (95F) (12/Max)
- IEER (Min/Max)
- Sold in? (Select Sold in?)

The main content area is titled "Air Conditioners and Air Conditioner Coils" and contains a table with the following columns:

AHRI Certified Reference Number	Old AHRI Reference Number	Model Status	Manufacturer Type	AHRI Type	Phase	Series Name	Brand Name	Model Number (Condenser or Single Package)	Brand Name	Model Number (Evaporator and/or Air Handler)	Furnace Model Number	AHRI Certified Ratings	Indoor Full Load Air Volume Rate (A2 SCFM)	Indoor Cooling Intermediate Air Volume Rate (Ev SCFM)	Indoor Cooling Minimum Air Volume Rate (B1 SCFM)	Des Test Con	
10327795		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*6124AL*~TDR			47000	12.50	15.00	1400	1120	f
202028267		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA16NW061*0~B"	CAP**6021AL*~TDR			57000	12.50	15.00	1750		f
205463330		Active	System	RCU-A-C	1	13 SEER AC	CARRIER	CA13NA036N*D	FEU004B**NAUA44801CK			34800	12.50	15.00	1255		f
10327694		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*4824AL*~TDR			48000	12.50	15.00	1400	1120	f
10361013		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CSPH*3612AL*~TDR			36900	12.50	15.00	1050	840	f
202132907		Active	Systems	RCU-A-C	1	15 SEER AC - HIGH EER	CARRIER	24AA548A*030"	CNPV*6124AL*~TDR			46000	12.50	15.00	1600		f
201635315		Active	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24AP8660A*030"	CAP**6121AL*~TDR			56500	12.50	15.00	1450		f
9180423		Production Stopped	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24ACC860A*030"	CNPV*6124AL*~TDR			54000	12.50	15.00	2000		f
202028056		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA16NW054*0~B"	CSPH*6012AL*~TDR			54000	12.50	15.00	1625		f
103606027		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CNPV*3617AL*~TDR			36000	12.50	15.00	1200	925	f

At the bottom of the page, there is a footer with the text: "Terms | The AHRI Certification Program | Search Standards | Homeowners | Contractors and Specifiers | 2.11.00 Copyright © 2019 Air Conditioning, Heating, and Refrigeration Institute, 2251 Wilson Blvd, Suite 400".

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.

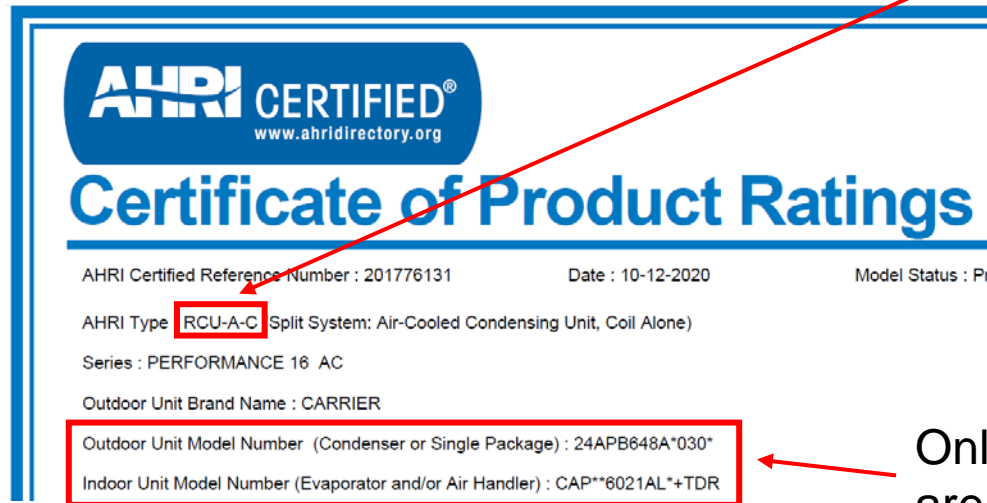
Central AC Review

- In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.
- Essentially, if it's listed, it needs to be installed

		
<h2>Certificate of Product Ratings</h2>		
AHRI Certified Reference Number : 9311647	Date : 10-12-2020	Model Status : Production Stopped
AHRI Type : RCU-A-CB (Split System: Air-Cooled Condensing Unit, Coil with Blower)		
Series : 15 SEER AC - HIGH EER		
Outdoor Unit Brand Name : CARRIER		
Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*		
Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*		
Furnace Model Number : 59*N*A060V17**14		

Central AC Review

- Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.
- These systems are identified as “RCU-A-C”



The image shows a sample AHRI Certificate of Product Ratings form. A red arrow points from the text 'RCU-A-C' in the bullet point above to the 'AHRI Type' field on the form. Another red arrow points from the text 'Only the outdoor unit and indoor coil are specified' to a red box that encloses the 'Outdoor Unit Model Number' and 'Indoor Unit Model Number' fields.

AHRI CERTIFIED®
www.ahridirectory.org

Certificate of Product Ratings

AHRI Certified Reference Number : 201776131 Date : 10-12-2020 Model Status : Pr

AHRI Type **RCU-A-C** Split System: Air-Cooled Condensing Unit, Coil Alone)

Series : PERFORMANCE 16 AC

Outdoor Unit Brand Name : CARRIER

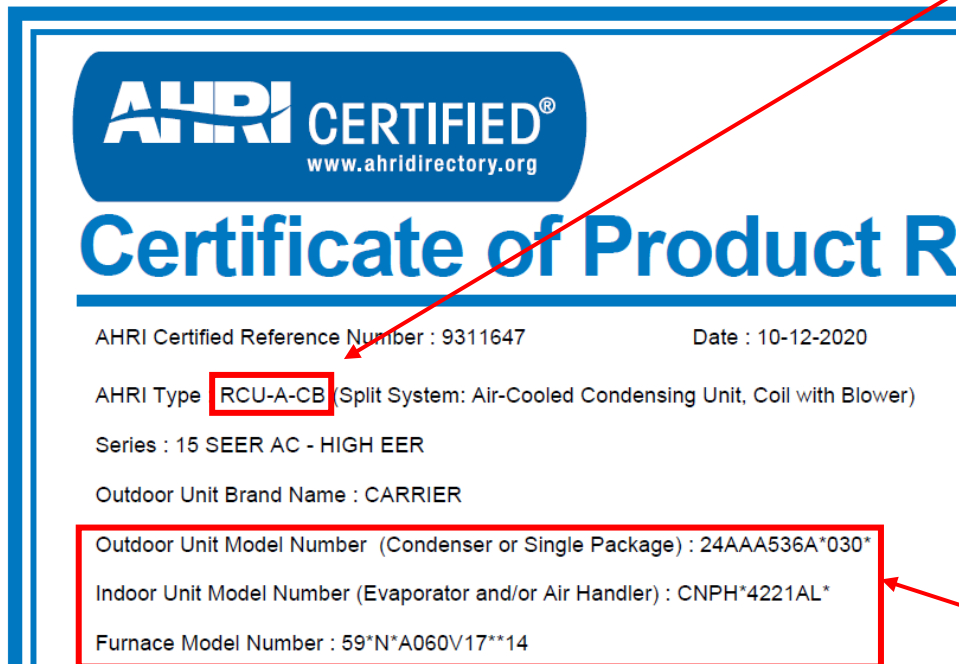
Outdoor Unit Model Number (Condenser or Single Package) : 24APB648A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CAP**6021AL*+TDR

Only the outdoor unit and indoor coil are specified

Central AC Review

- Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)
 - These systems are identified as “RCU-A-CB”



The image shows an AHRI Certificate of Product R. It features the AHRI logo and the text 'CERTIFIED' with the website 'www.ahridirectory.org'. The title 'Certificate of Product R' is prominently displayed. Below this, the AHRI Certified Reference Number is 9311647 and the date is 10-12-2020. The AHRI Type is 'RCU-A-CB' (Split System: Air-Cooled Condensing Unit, Coil with Blower), which is highlighted with a red box. The Series is '15 SEER AC - HIGH EER' and the Outdoor Unit Brand Name is 'CARRIER'. A red box highlights the Outdoor Unit Model Number (24AAA536A*030*), Indoor Unit Model Number (CNPH*4221AL*), and Furnace Model Number (59*N*A060V17**14). Red arrows point from the text in the list above to the 'RCU-A-CB' type and the model numbers.

AHRI CERTIFIED®
www.ahridirectory.org

Certificate of Product R

AHRI Certified Reference Number : 9311647 Date : 10-12-2020

AHRI Type **RCU-A-CB** (Split System: Air-Cooled Condensing Unit, Coil with Blower)

Series : 15 SEER AC - HIGH EER

Outdoor Unit Brand Name : CARRIER

Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*

Furnace Model Number : 59*N*A060V17**14

The outdoor unit, indoor coil AND furnace/air handler are specified

Central AC Review

- Ensuring Central AC application is completed correctly:

Cooling Incentive <i>One incentive per residence. Residence must be serviced Portland General Electric (PGE) or Pacific Power</i>		
Upgrade type	Requirements	Incentive amount
<input type="checkbox"/> Qualifying Central Air Conditioner	System must be a qualifying central air conditioner serving most or all of the home. Residences primarily heated with a heat pump do not qualify.	\$250
Central Air Conditioner Installed Cost: \$	New heating system installed cost (if applicable): \$	System Capacity (Tons):
Outdoor Manufacturer:	Outdoor Model:	
Indoor Evaporator Coil Manufacturer:	Indoor Evaporator Coil Model:	
Furnace/Blower Manufacturer:	Furnace/Blower Model #:	
If an eligible gas furnace was installed in an Oregon rental property with this air conditioner, please provide a customer signed Form 320C-HVAC incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or residential@energytrust.org .		
Outdoor Unit SEER	To qualify for this incentive, the air conditioner outdoor unit is required to achieve a minimum nominal rating 15 SEER as stated by manufacturer. For list of known qualifying units, please visit: energytrust.org/central-air-conditioners/	
	Outdoor unit SEER per manufacturer (minimum 15):	Did this central air conditioner replace an existing central air conditioner? <input type="checkbox"/> Yes <input type="checkbox"/> No
Outdoor Unit and Coil EER	To qualify for this incentive, the system's outdoor unit and indoor coil are required to achieve a minimum rating of 12 EER per AHRI rating.	
	Outdoor unit and indoor coil EER (per AHRI):	
I have attached an AHRI certificate*: <input type="checkbox"/> Yes <input type="checkbox"/> No - list certificate number:		

Confirm each model listed on the AHRI certificate is included on this application

Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #

Central AC Review

- Still have questions?
 - Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth

Indoor Air Quality

- What does Indoor Air quality mean to attendees?
- How are they seeing this manifest in their work?



Thank you

Marshall Johnson

Residential Sr. Program Manager

marshall.johnson@energytrust.org

Kate Wellington

Multifamily Program Manager

kate.wellington@energytrust.org

Central OR

Breakout Housekeeping

Central OR Agenda

- In-Depth 2021 Incentive Changes
- 2020 Opportunities and Performance
 - 0.24 Windows Tier
 - Manufactured Homes HP Promo
 - Rental Incentives
 - DHP in Rentals Promo
- Multifamily Program Updates
 - Expanding Participation in small multifamily
 - Multifamily Participation trends
 - Multifamily Market Snapshot
 - Oregon COVID Response
- EPS New Construction
 - COVID Impacts on new homes
 - 2021 Cash Incentives
 - Early Design Assistance
 - Additional offerings in 2020
- Central AC AHRI Review

2021 Heat Pump Conversion Changes

Qualified Primary Heating Source Change:

Primary Heating Source	Cost Effective?	Qualified?	Requires Cut In's?
Electric Furnace	Yes	Qualified	No
Baseboard heat	No	Not Qualified	Yes (Increases Cost)
Wall/Ceiling Heat	No	Not Qualified	Yes (Increases Cost)

Requirement Addition:

- Auxiliary heat lockout must be completed on all Heat Pump Conversions

January 1, 2021 – March 31, 2021	April 1, 2021 – December 31, 2021
\$950	\$700

Heat Pump Advanced Control Changes

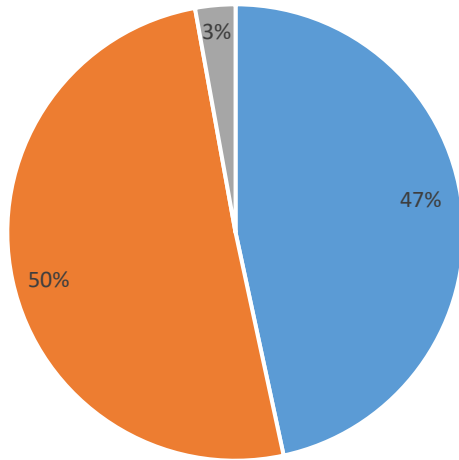
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.

2020 Opportunity and Performance

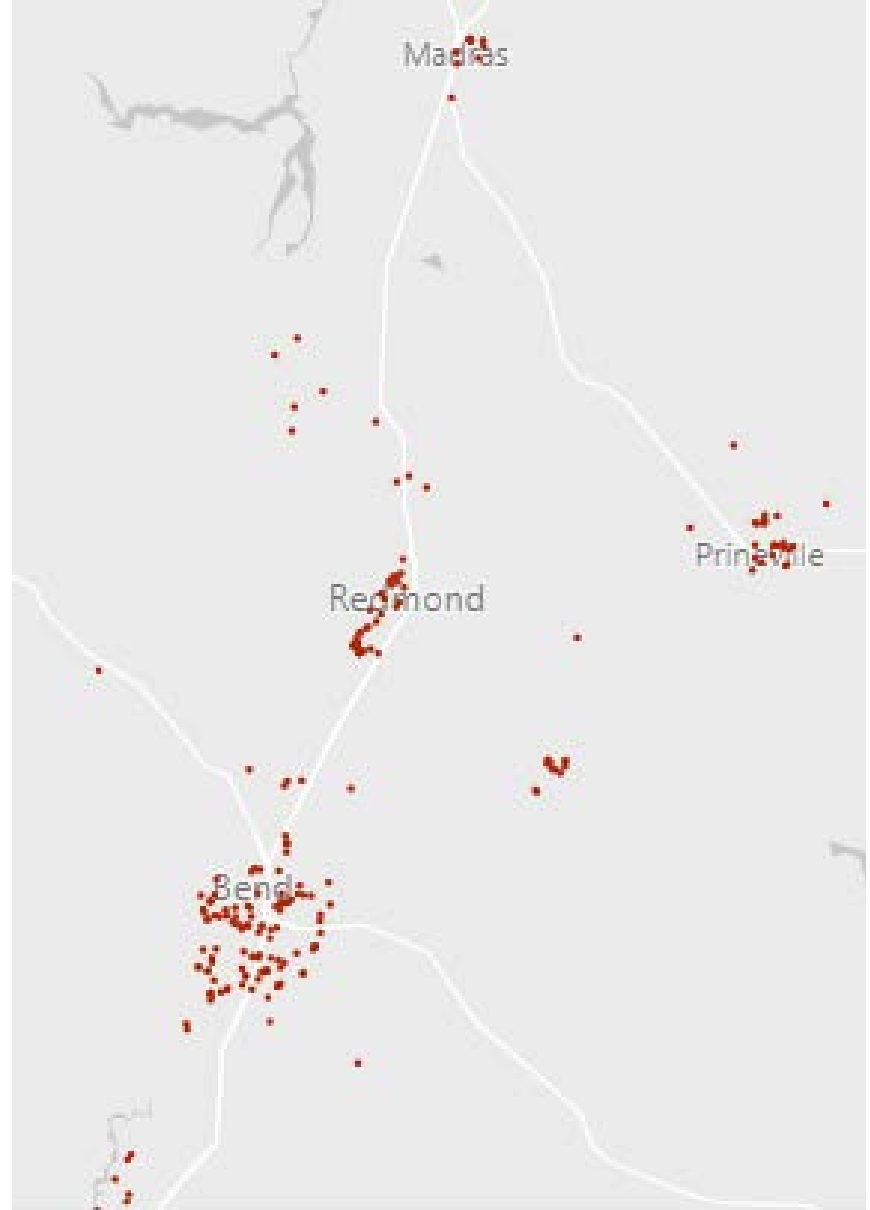
Windows – Central Oregon

- New Windows Tier: \$6 in OR



■ Single Family ■ New Homes ■ Manufactured Homes

- Majority of 0.24 windows installed in New Homes in Central OR



New 0.24 Windows Tier
Install Map

EnergyTrust
of Oregon

Manufactured Homes Heat Pump Promotion

RFQ Open:

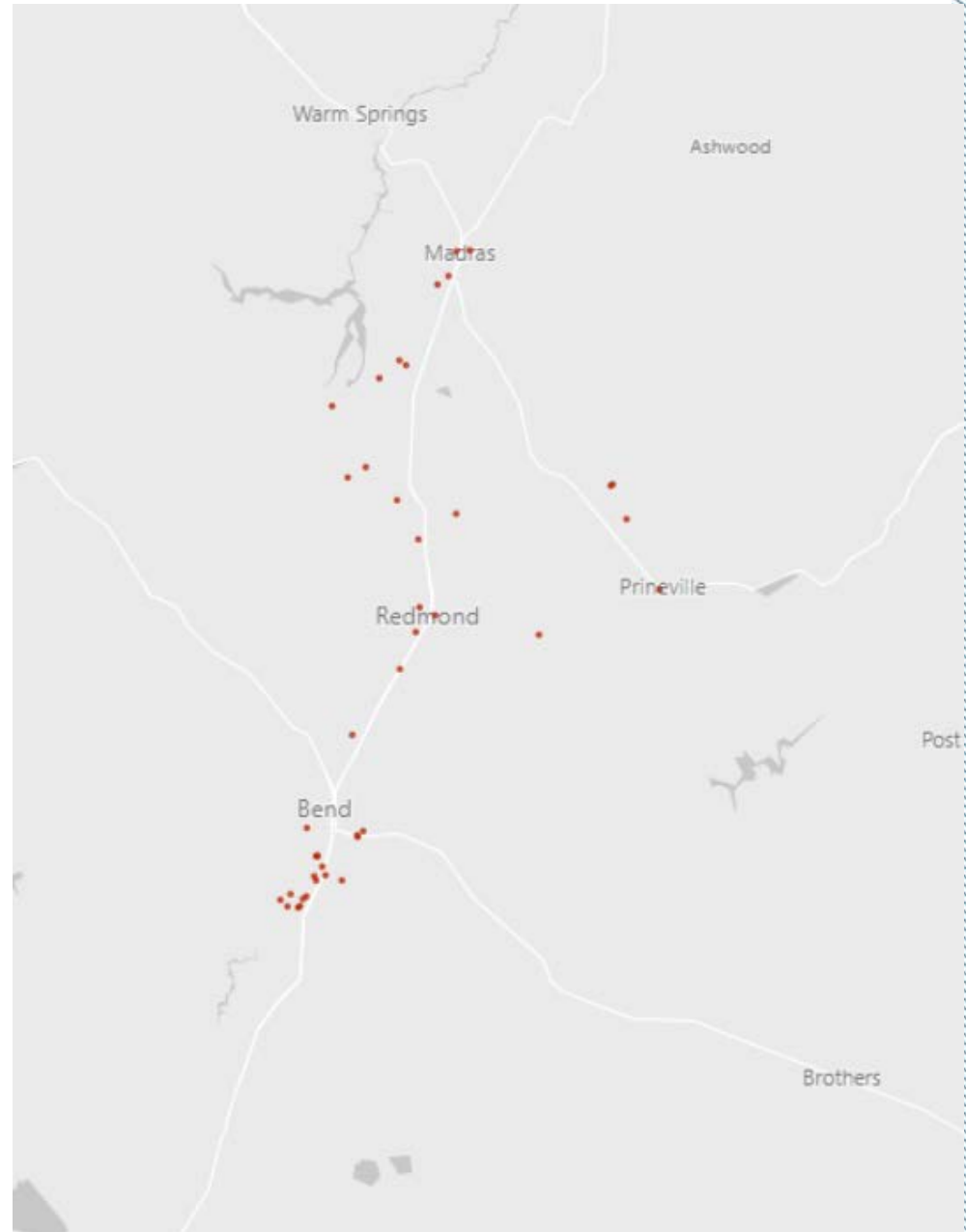
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- \$2,500 for DHP, \$3,000 for HP in Manufactured Homes

Selection Criteria: 2021

- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base

Manufactured Homes Heat Pump Promotion – Central Oregon

- 2020 Regional Results
 - 8 DHP
 - 30 HP
- Statewide:
 - 91 DHP
 - 349 HP



Rental Incentives: Single-Family Homes

- Increased Incentives for Single-Family Rentals
- Trade Ally Requirements:
 - Enrolled in Instant Incentives
 - Talk to your account manager to enroll
- Customer Requirements:
 - Non-owner Occupied, single-family rental properties
 - Oregon & Washington

OR Rental Incentive Amounts: Single-Family

Upgrade	Rental Incentive	Incentive Timeline
Ductless Heat Pump	\$1,000	2021
Heat Pump	\$1,000	2021
Extended Capacity Heat Pump	\$1,650	2021
Gas Furnace	\$550 \$1,000	Bonus through: March 31, 2021
Heat Pump Water Heater	\$270	2021
Smart Thermostat	\$100	2021
Attic Insulation	\$0.50 \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	\$0.50 per square foot	2021
Floor Insulation	\$0.40 per square foot	2021

- *Incentive availability and timeline subject to change

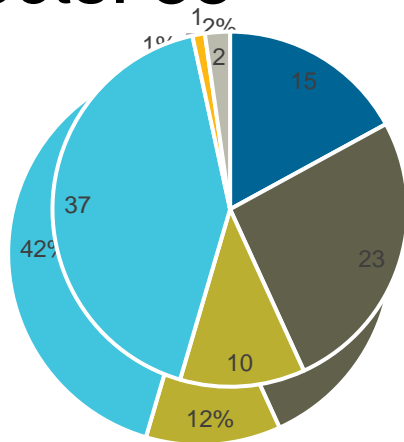
WA Rental Incentive Amounts: Single-Family

Upgrade	Rental Incentive	Incentive Timeline*
Gas Furnace	\$550 \$1,000	Bonus through: March 31, 2021
Gas Tankless Water Heater	\$200 \$400	2021
Smart Thermostat	\$100	2021
Attic Insulation	\$0.60 \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	\$0.60 \$0.75 per square foot	Bonus through: March 31, 2021
Floor Insulation	\$0.60 \$0.75 per square foot	Bonus through: March 31, 2021

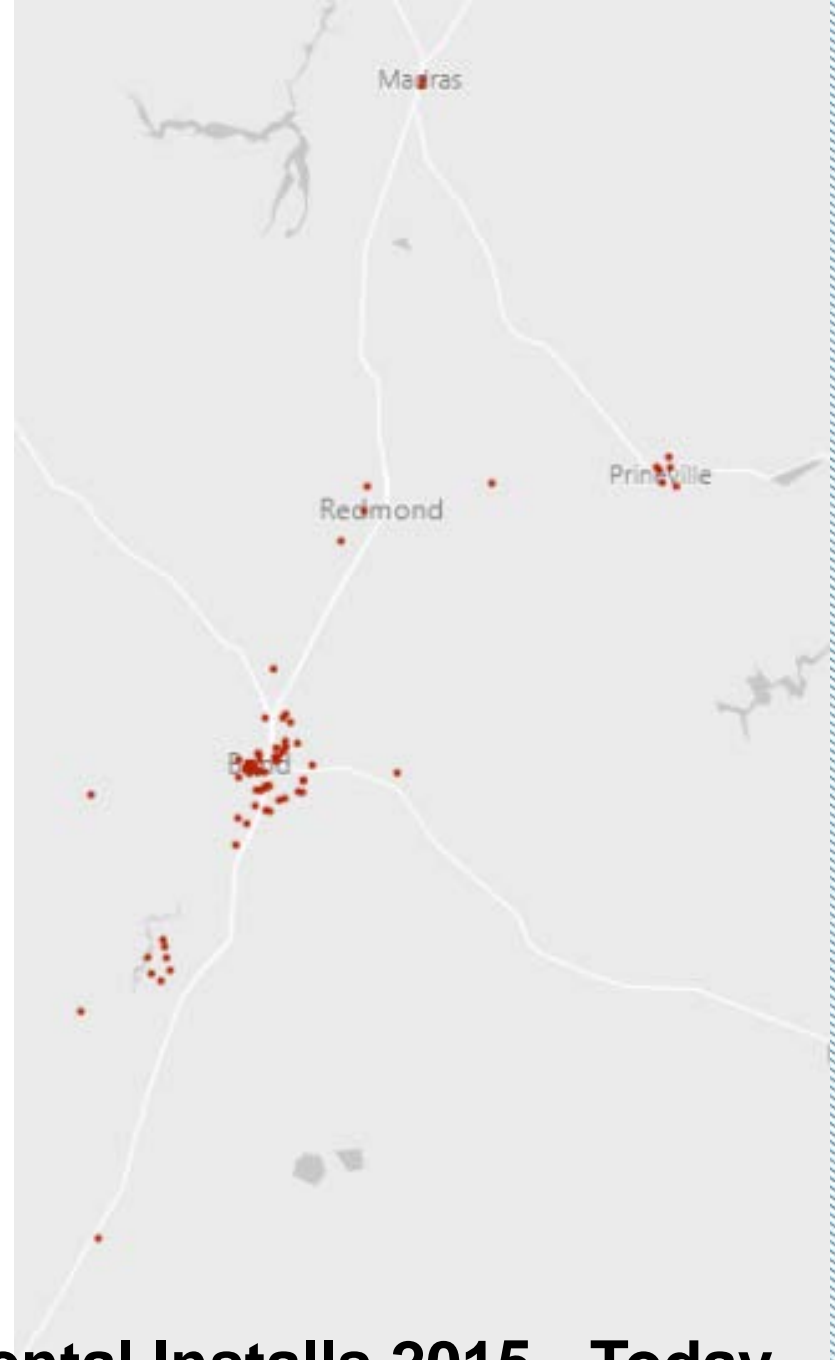
- *Incentive availability and timeline subject to change

Central OR Single-Family Rental Incentives

- Central OR Single-Family Rentals: 11,491
- Central OR Single-Family Rental Projects: 88



■ Ceiling insulation
 ■ Floor insulation
 ■ Gas furnace
 ■ Heat pump replacement
 ■ Ductless heat pump
 ■ Wall insulation
 ■ Gas furnace
 ■ Heat pump replacement
 ■ Ductless heat pump
 ■ Floor insulation
 ■ Wall insulation



Rental Installs 2015 - Today

DHP in Rentals Promo

- RFQ Open: October 16, 2020 - EO 2021
 - \$1,750 - \$2,000 DHP Incentive
 - Non-Owner-Occupied Rentals
 - Single-Family Rentals and Small Multifamily Rentals
 - Price Capped offering; customer out of pocket cost max \$2,500
- Requirements
 - Home Retrofit or Multifamily Trade Ally
 - Enrolled in Home Retrofit Instant Incentives
 - Meet Program 9 HSPF Requirements per AHRI
 - Meet price caps
- 2020 participants will need to reapply via the 2021 RFQ.

Multifamily Market Update

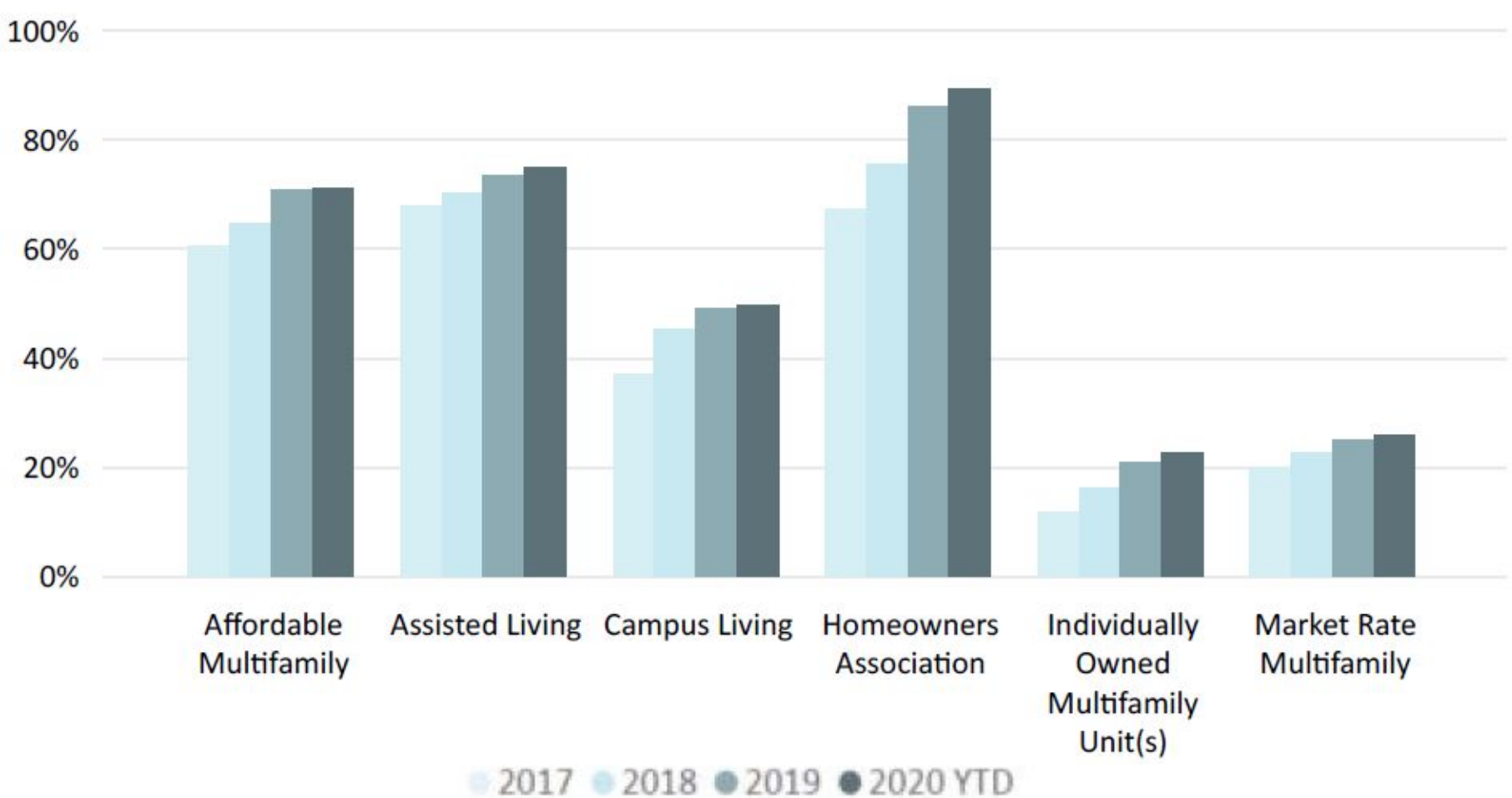
Expanding participation in small multifamily

- Opportunity identified in small multifamily
 - duplex, triplex, fourplex
 - Doubled participation from 2017-2020
 - 10% to 20% served
- Offerings tailored for small multifamily
 - DHP Rental Promotion
 - \$1,000 bonus DHP incentive
 - Up to \$1.25/sq. ft. insulation
 - \$1,000 gas furnace
- Targeting rural areas



Multifamily participation trends

Percentage of total eligible multifamily market served
by market type from 2017-2020



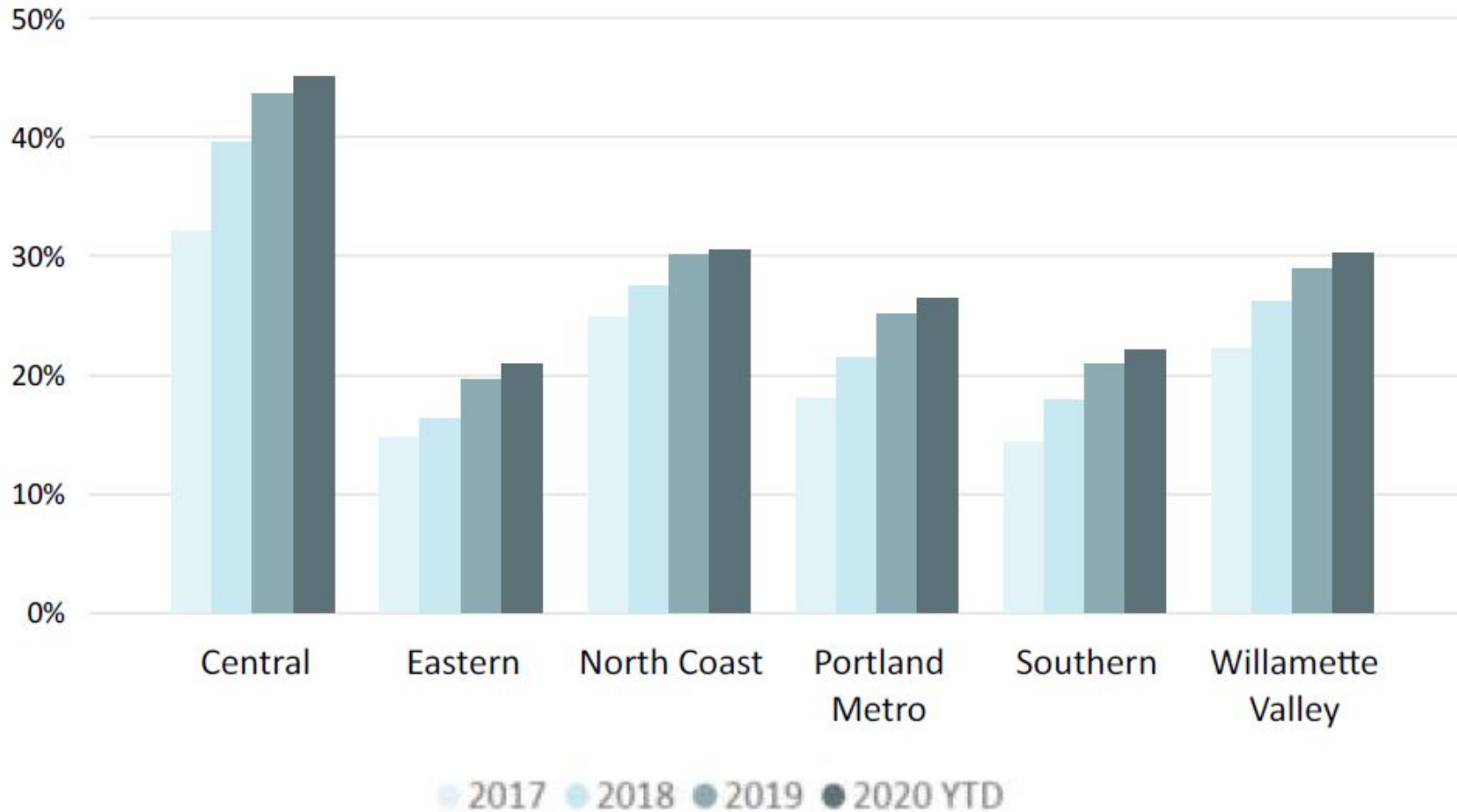
Multifamily participation trends

Percentage of total eligible multifamily market served
by property size from 2017-2020



Multifamily participation trends

Percentage of total eligible multifamily market served
by region from 2017-2020



Multifamily Market Snapshot

- Increasing number of tenants not able to pay rent
- New multifamily construction slowing
- Vacancies expected to rise next year as eviction protections expire
- Assisted living retrofit market limited



Oregon COVID Response

- Changes to Eviction Moratoria
 - Eviction protection for tenants
- Executive Order extends "Emergency Period"
 - Eviction protection through December 31st
- Tenants have until March 31st, 2021 to pay off the debts from April 1st to September 31st
- Multnomah county has specific guidelines



Portland Only – Residential Infill Project Approval

- City Council approved in August 2020
- Zoning reform for Portland's residential neighborhoods
- Opens door for more housing options
 - Single family lots converted to multifamily
 - Four to six dwelling units per lot
 - Six dwellings allowed if half are affordable housing





EPS New Construction

Energy Trust of Oregon

2020



Covid impacts on the new homes industry

- Supply shortages
 - Air conditioning units
 - Lighting fixtures
 - Appliances
- Lumber price increases
- Skilled labor shortage
- Construction delays due to staggered trades
- Building industry slowly getting back to business as usual
- Low interest rates are creating higher demand

Available cash incentives in Oregon (2021)

- \$1,123 - \$5,223 cash incentives to help builders move beyond code
- \$750 net zero incentive
- \$300 - \$1,889 verification incentive
- \$250 affordable housing verification incentive
- \$200 solar ready incentive
- \$200 energy smart homes incentive
- Varying incentives with solar installs
- Varying incentives for early design and solar design assistance

Early design assistance (EDA) meetings are your first concrete step!

“90% of your energy decisions are made before a hammer hits a nail” – John Tooley

EDA = Pre-construction meeting for design review with builder, verifier, verifier account manager and subcontractors

Opportunity to:

- Maximize energy efficiency and EPS incentives
- Strengthen communication between subcontractors
- Integrate solar/solar ready into the design

Additional Offerings in 2020

In 2020, builders that are part of Energy Trust of Oregon's EPS New Construction offering can take their new homes to the next level with two new incentive packages:

- 1. Net Zero Homes:** Include an installed solar PV system that can offset a home's entire electric load
- 2. Energy Smart Homes:** Include appliances and equipment that are smart grid interactive, making it possible for customers to participate in utility programs designed to lower energy usage during peak periods—now or in the future

Central AC AHRI Review

Central AC Review

- Central Air Conditioner qualifications review
 - How to verify SEER compliance using Qualifying Products List (QPL)
 - How to verify EER compliance using AHRI
 - Ensuring application is accurate and complete

Equipment	Incentive	Requirements
Central air conditioner	\$250	<p>Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater</p> <p>Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.</p>

Central AC Review

- SEER Requirements
 - Verify **outdoor unit** meets 15 SEER requirement by referencing Energy Trust of Oregon Qualifying Products List

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.

Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.

Qualifying Central Air Conditioning Outdoor Units

Residential and Existing Multifamily
Effective February 1, 2020



Models listed below are known to meet the manufacturer-listed minimum 15 SEER requirement and the minimum total system EER of 12 or greater for central air conditioning outdoor units. If you have questions about model eligibility or to verify eligibility of a model not found on this list, please contact us at residential@energyst.com for single family homes and multifamily@energyst.com for multifamily residences.

Manufacturer	Model Name	Model Number
American Standard	SILVER 16	4A7A6, 4A7L6
American Standard	GOLD 17	4A7C7, 4A7A7
American Standard	PLATINUM 18	4A7V8
American Standard	PLATINUM 20	4A7V0
Amana	AVXC20	AVXC20
Amana	ASXC18	ASXC18
Amana	ASXC16	ASXC16
Amana	ASX16	ASX16
Bryant	LEGACY	105A, 116B, 106A
Bryant	PREFERRED	126B, 126CNA, 127A
Bryant	EVOLUTION	186B, 187B, 187BNC, 180C, 180B, 189BNV
Carrier	COMFORT 15, COMFORT 16	24AAA5, 24ABC6, 24AAA6
Carrier	PERFORMANCE 16, PERFORMANCE 17	24APB6, 24ACC6, 24ACB7
Carrier	INFINITY 16, INFINITY 17, INFINITY 19, INFINITY 20, INFINITY 21	24ANB6, 24ANB7, 24VNA9, 24VNAO, 24ANB1
Coleman	LX SERIES	CC7, CC17
Coleman	ECHELON	AC21, AC19
Daikin	DX16SA	DX16SA
Daikin	DX16TC	DX16TC
Daikin	DX17VSS	DX17VSS
Daikin	DX18TC	DX18TC
Daikin	DX20VC	DX20VC
Goodman	GSX16	GSX16
Goodman	GSXC16	GSXC16
Goodman	GSXC18	GSXC18
Lennox	XC13	XC13
Lennox	16ACX	16ACX
Lennox	EL16XC1	EL16XC1
Lennox	XC16	XC16
Lennox	XC20	XC20
Lennox	SL18XC1	SL18XC1
Lennox	XC21	XC21
Lennox	XC25	XC25
Payne	PA16NA	PA16NA

Central AC Review

- EER Requirements
 - Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.

Central AC Review

AHRI Directory of Certified Product Performance
we make life better™

Enter AHRI Certified Reference Number
Search By: ☐ AHRI Reference # ☐ Model Number ☐ Product Type

[Request Assistance](#)
[User Guide and FAQs](#) | [Login](#) | [English](#)

[Additional Resources](#)

Quick Search Criteria

AHRI Certified Reference Number

Manufacturer Type
Systems

Outdoor Unit Brand Name
CARRIER

Outdoor Unit Model Number (Condenser or Single Package)

Indoor Unit Brand Name
Select Indoor Unit Brand Name

Indoor Unit Model Number (Evaporator and/or Air Handler)

Furnace Model Number

Cooling Capacity (A2) - Single or High Stage (95F),btuh
Min Max

SEER
15 Max

EER (A2) - Single or High Stage (95F)
12 Max

IEER
Min Max

Sold in?
Select Sold in?

Air Conditioners and Air Conditioner Coils

AHRI Certified Reference Number	Old AHRI Reference Number	Model Status	Manufacturer Type	AHRI Type	Phase	Series Name	Brand Name	Model Number (Condenser or Single Package)	Brand Name	Model Number (Evaporator and/or Air Handler)	Furnace Model Number	AHRI Certified Ratings						Des Test Con	
												Cooling Capacity (A2) - Single or High Stage (95F),btuh	EER (A2) - Single or High Stage (95F)	SEER	Indoor Full Load Air Volume Rate (A2 SCFM)	Indoor Cooling Intermediate Air Volume Rate (Ev SCFM)	Indoor Cooling Minimum Air Volume Rate (B1 SCFM)		
10327705		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*6124AL*~TDR				47000	12.50	15.00	1400		1120	f
202028267		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA16NW061*0~B*	CAP**6021AL*~TDR				57000	12.50	15.00	1750			f
205463330		Active	System	RCU-A-C	1	13 SEER AC	CARRIER	CA13NA036N*D	FEU004B**~NAUA44801CK				34800	12.50	15.00	1255			f
10327694		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*4824AL*~TDR				48000	12.50	15.00	1400		1120	f
10361013		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CSPH*3612AL*~TDR				36900	12.50	15.00	1050		840	f
202132907		Active	Systems	RCU-A-C	1	15 SEER AC - HIGH EER	CARRIER	24AA548A*030*	CNPV*6124AL*~TDR				46000	12.50	15.00	1600			f
201635315		Active	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24AP8660A*030*	CAP**6121AL*~TDR				56500	12.50	15.00	1450			f
9180423		Production Stopped	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24ACC660A*030*	CNPV*6124AL*~TDR				54000	12.50	15.00	2000			f
202028056		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA16NW054*0~B*	CSPH*6012AL*~TDR				54000	12.50	15.00	1625			f
10360027		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CNPV*3617AL*~TDR				36000	12.50	15.00	1200		925	f

Terms | The AHRI Certification Program | Search Standards | Homeowners | Contractors and Specifiers | 2.11.00
Copyright © 2019 Air Conditioning, Heating, and Refrigeration Institute, 2251 Wilson Blvd, Suite 400

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.

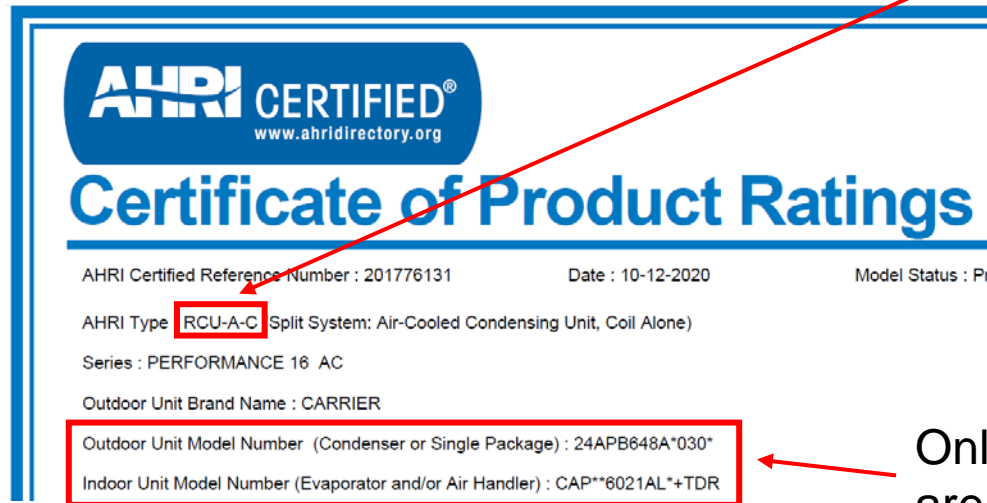
Central AC Review

- In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.
- Essentially, if it's listed, it needs to be installed

		
<h2>Certificate of Product Ratings</h2>		
AHRI Certified Reference Number : 9311647	Date : 10-12-2020	Model Status : Production Stopped
AHRI Type : RCU-A-CB (Split System: Air-Cooled Condensing Unit, Coil with Blower)		
Series : 15 SEER AC - HIGH EER		
Outdoor Unit Brand Name : CARRIER		
Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*		
Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*		
Furnace Model Number : 59*N*A060V17**14		

Central AC Review

- Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.
- These systems are identified as “RCU-A-C”



The image shows a sample AHRI Certificate of Product Ratings form. A red arrow points from the text 'RCU-A-C' in the AHRI Type field to the bullet point above. Another red arrow points from the text 'Only the outdoor unit and indoor coil are specified' to the Outdoor Unit Model Number and Indoor Unit Model Number fields.

AHRI CERTIFIED®
www.ahrirectory.org

Certificate of Product Ratings

AHRI Certified Reference Number : 201776131 Date : 10-12-2020 Model Status : Pr

AHRI Type **RCU-A-C** Split System: Air-Cooled Condensing Unit, Coil Alone)

Series : PERFORMANCE 16 AC

Outdoor Unit Brand Name : CARRIER

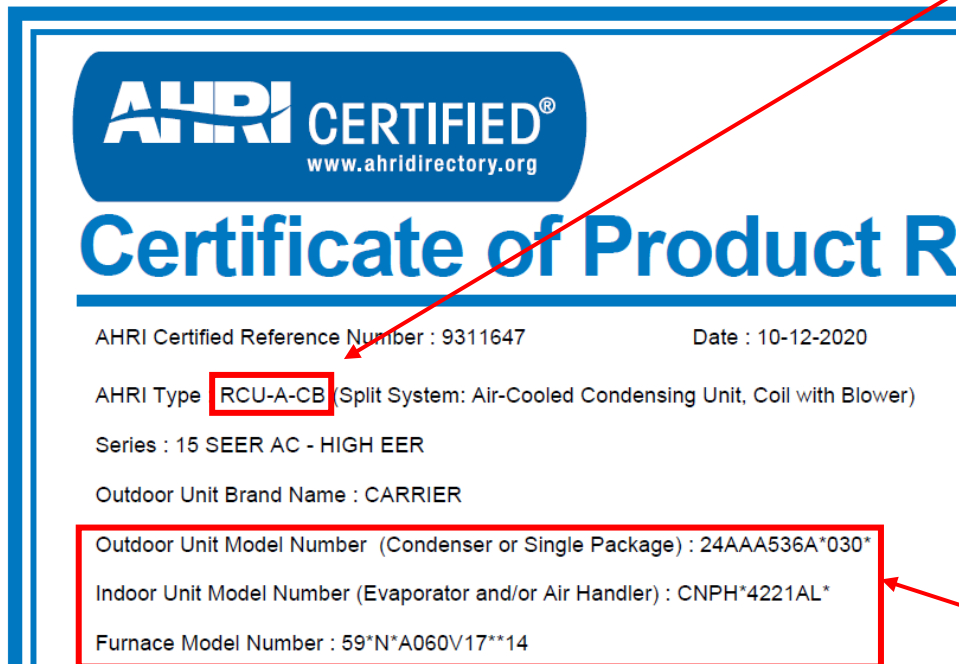
Outdoor Unit Model Number (Condenser or Single Package) : 24APB648A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CAP**6021AL*+TDR

Only the outdoor unit and indoor coil are specified

Central AC Review

- Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)
 - These systems are identified as “RCU-A-CB”



The image shows an AHRI Certificate of Product R. It features the AHRI logo and the text 'CERTIFIED' with the website 'www.ahridirectory.org'. The title 'Certificate of Product R' is prominently displayed. Below this, the AHRI Certified Reference Number is 9311647 and the date is 10-12-2020. The AHRI Type is 'RCU-A-CB' (Split System: Air-Cooled Condensing Unit, Coil with Blower), which is highlighted with a red box. The Series is '15 SEER AC - HIGH EER' and the Outdoor Unit Brand Name is 'CARRIER'. A red box highlights the Outdoor Unit Model Number (24AAA536A*030*), Indoor Unit Model Number (CNPH*4221AL*), and Furnace Model Number (59*N*A060V17**14). Red arrows point from the text in the list above to the 'RCU-A-CB' type and the model numbers.

AHRI CERTIFIED®
www.ahridirectory.org

Certificate of Product R

AHRI Certified Reference Number : 9311647 Date : 10-12-2020

AHRI Type **RCU-A-CB** (Split System: Air-Cooled Condensing Unit, Coil with Blower)

Series : 15 SEER AC - HIGH EER

Outdoor Unit Brand Name : CARRIER

Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*

Furnace Model Number : 59*N*A060V17**14

The outdoor unit, indoor coil AND furnace/air handler are specified

Central AC Review

- Ensuring Central AC application is completed correctly:

Cooling Incentive <i>One incentive per residence. Residence must be serviced Portland General Electric (PGE) or Pacific Power</i>		
Upgrade type	Requirements	Incentive amount
<input type="checkbox"/> Qualifying Central Air Conditioner	System must be a qualifying central air conditioner serving most or all of the home. Residences primarily heated with a heat pump do not qualify.	\$250
Central Air Conditioner Installed Cost: \$	New heating system installed cost (if applicable): \$	System Capacity (Tons):
Outdoor Manufacturer:	Outdoor Model:	
Indoor Evaporator Coil Manufacturer:	Indoor Evaporator Coil Model:	
Furnace/Blower Manufacturer:	Furnace/Blower Model #:	
If an eligible gas furnace was installed in an Oregon rental property with this air conditioner, please provide a customer signed Form 320C-HVAC incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or residential@energytrust.org .		
Outdoor Unit SEER	To qualify for this incentive, the air conditioner outdoor unit is required to achieve a minimum nominal rating 15 SEER as stated by manufacturer. For list of known qualifying units, please visit: energytrust.org/central-air-conditioners/	
	Outdoor unit SEER per manufacturer (minimum 15):	Did this central air conditioner replace an existing central air conditioner? <input type="checkbox"/> Yes <input type="checkbox"/> No
Outdoor Unit and Coil EER	To qualify for this incentive, the system's outdoor unit and indoor coil are required to achieve a minimum rating of 12 EER per AHRI rating.	
	Outdoor unit and indoor coil EER (per AHRI):	
I have attached an AHRI certificate*: <input type="checkbox"/> Yes <input type="checkbox"/> No - list certificate number:		

Confirm each model listed on the AHRI certificate is included on this application

Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #

Central AC Review

- Still have questions?
 - Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth

Indoor Air Quality

- What does Indoor Air quality mean to attendees?
- How are they seeing this manifest in their work?



Thank you

Marshall Johnson

Residential Sr. Program Manager

marshall.johnson@energytrust.org

Kate Wellington

Multifamily Program Manager

kate.wellington@energytrust.org

Southern OR

Breakout Housekeeping

Southern OR Agenda

- In-Depth 2021 Incentive Changes
- 2020 Opportunities and Performance
 - 0.24 Windows Tier
 - Manufactured Homes HP Promo
 - Rental Incentives
 - DHP in Rentals Promo
- Multifamily Program Updates
 - Expanding Participation in small multifamily
 - Multifamily Participation trends
 - Multifamily Market Snapshot
 - Oregon COVID Response
- EPS New Construction
 - COVID Impacts on new homes
 - 2021 Cash Incentives
 - Early Design Assistance
 - Additional offerings in 2020
- Central AC AHRI Review

Southern Oregon breakout only

- Specific fire content <here>

2021 Heat Pump Conversion Changes

Qualified Primary Heating Source Change:

Primary Heating Source	Cost Effective?	Qualified?	Requires Cut In's?
Electric Furnace	Yes	Qualified	No
Baseboard heat	No	Not Qualified	Yes (Increases Cost)
Wall/Ceiling Heat	No	Not Qualified	Yes (Increases Cost)

Requirement Addition:

- Auxiliary heat lockout must be completed on all Heat Pump Conversions

January 1, 2021 – March 31, 2021	April 1, 2021 – December 31, 2021
\$950	\$700

Heat Pump Advanced Control Changes

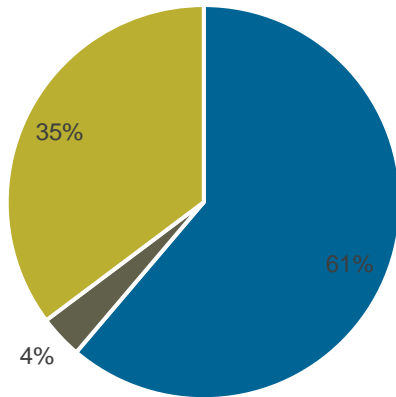
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.

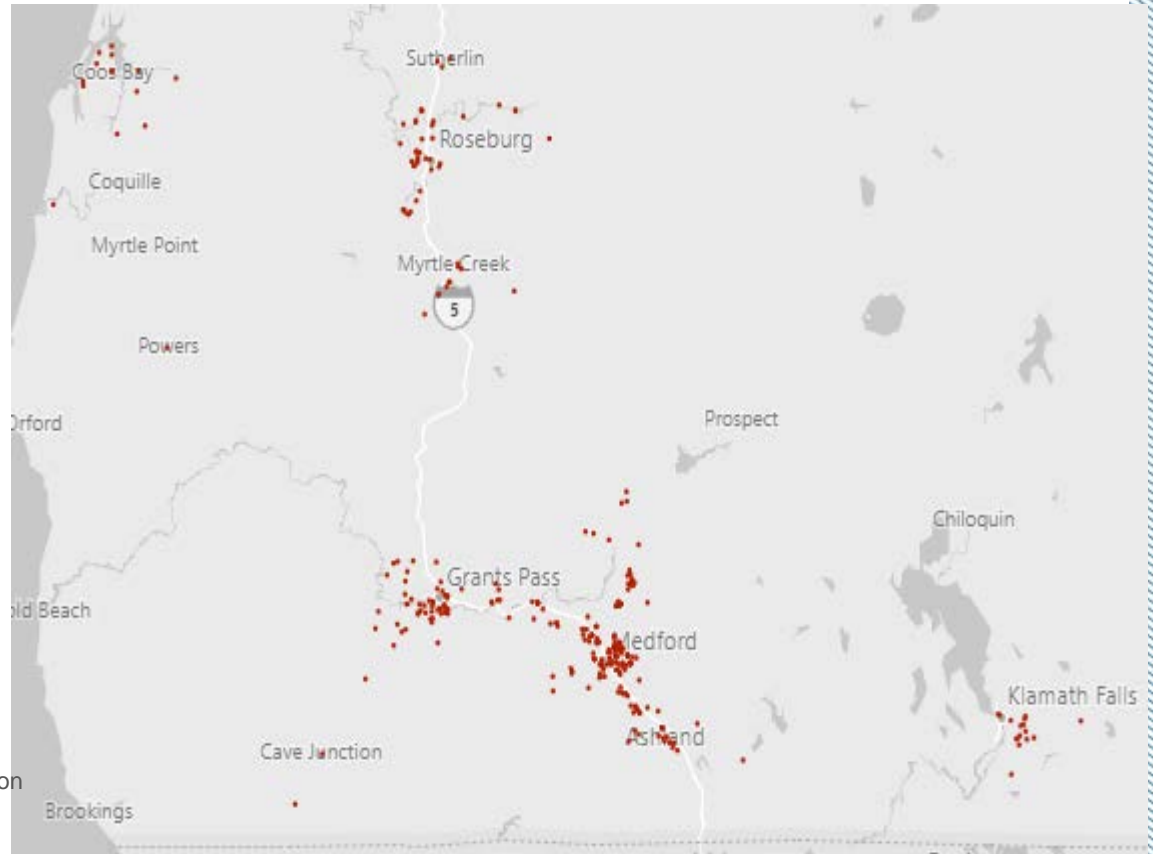
2020 Opportunity and Performance

Windows: Southern Oregon

- New Windows Tier: \$6 in OR



■ Single Family ■ Manufactured Homes ■ New Construction



- Majority of 0.24 windows installed in Single Family in Southern OR

New 0.24 Windows Tier
Install Map

Manufactured Homes Heat Pump Promotion

RFQ Open:

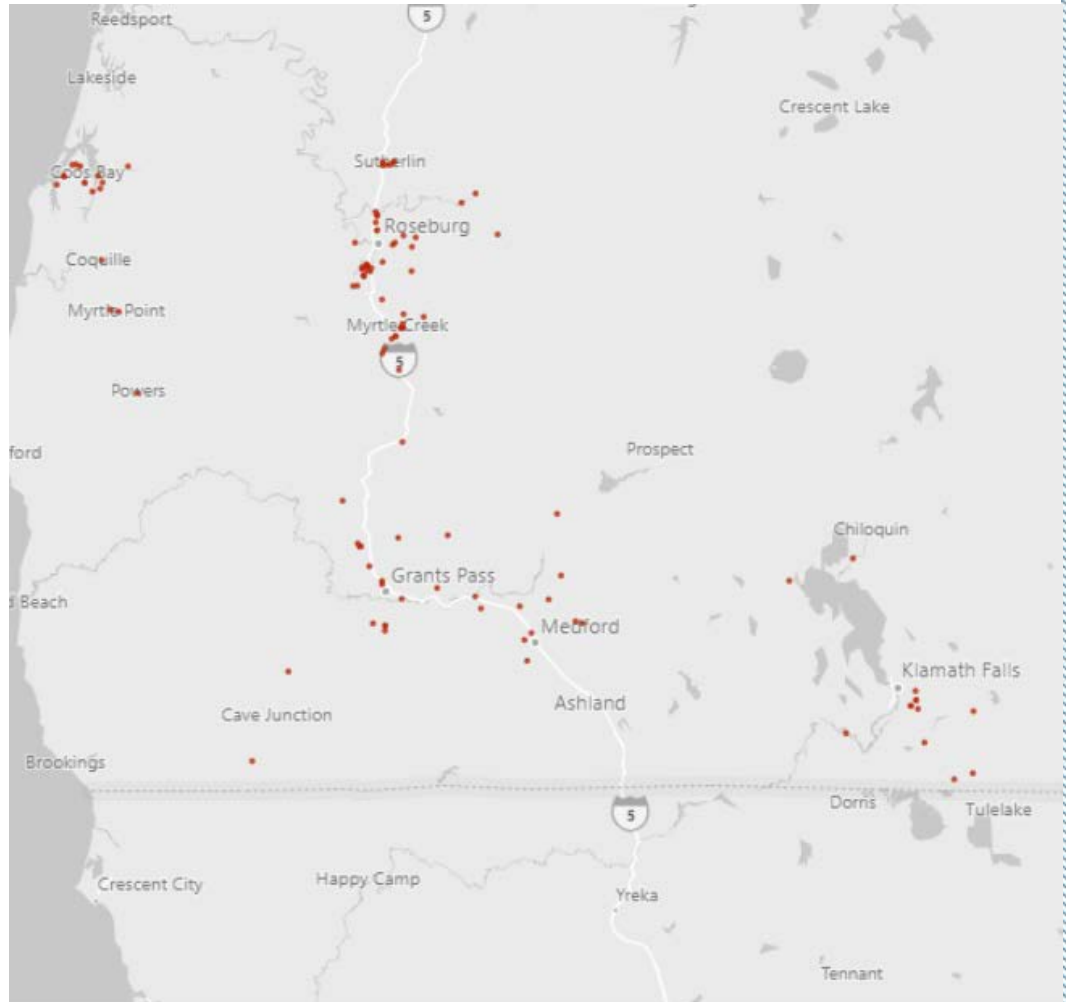
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- \$2,500 for DHP, \$3,000 for HP in Manufactured Homes

Selection Criteria: 2021

- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base

Manufactured Homes Heat Pump Promotion – Southern Oregon

- 2020 Regional Results
 - 59 DHP
 - 117 HP
- Statewide:
 - 91 DHP
 - 349 HP



Rental Incentives: Single-Family Homes

- Increased Incentives for Single-Family Rentals
- Trade Ally Requirements:
 - Enrolled in Instant Incentives
 - Talk to your account manager to enroll
- Customer Requirements:
 - Non-owner Occupied, single-family rental properties
 - Oregon & Washington

OR Rental Incentive Amounts: Single-Family

Upgrade	Rental Incentive	Incentive Timeline
Ductless Heat Pump	\$1,000	2021
Heat Pump	\$1,000	2021
Extended Capacity Heat Pump	\$1,650	2021
Gas Furnace	\$550 \$1,000	Bonus through: March 31, 2021
Heat Pump Water Heater	\$270	2021
Smart Thermostat	\$100	2021
Attic Insulation	\$0.50 \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	\$0.50 per square foot	2021
Floor Insulation	\$0.40 per square foot	2021

- *Incentive availability and timeline subject to change

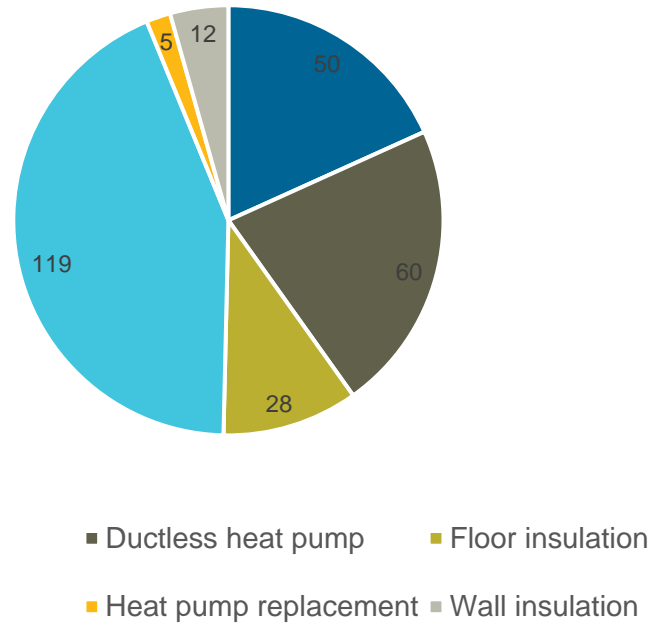
WA Rental Incentive Amounts: Single-Family

Upgrade	Rental Incentive	Incentive Timeline*
Gas Furnace	\$550 \$1,000	Bonus through: March 31, 2021
Gas Tankless Water Heater	\$200 \$400	2021
Smart Thermostat	\$100	2021
Attic Insulation	\$0.60 \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	\$0.60 \$0.75 per square foot	Bonus through: March 31, 2021
Floor Insulation	\$0.60 \$0.75 per square foot	Bonus through: March 31, 2021

- *Incentive availability and timeline subject to change

Southern Oregon Single-Family Rental Incentives

- Southern Oregon
Single-Family
Rentals: ~30,000
- Single-Family
Rental Projects: 274



DHP in Rentals Promo

- RFQ Open: October 16, 2020 - EO 2021
 - \$1,750 - \$2,000 DHP Incentive
 - Non-Owner-Occupied Rentals
 - Single-Family Rentals and Small Multifamily Rentals
 - Price Capped offering; customer out of pocket cost max \$2,500
- Requirements
 - Home Retrofit or Multifamily Trade Ally
 - Enrolled in Home Retrofit Instant Incentives
 - Meet Program 9 HSPF Requirements per AHRI
 - Meet price caps
- 2020 participants will need to reapply via the 2021 RFQ.

Multifamily Market Update

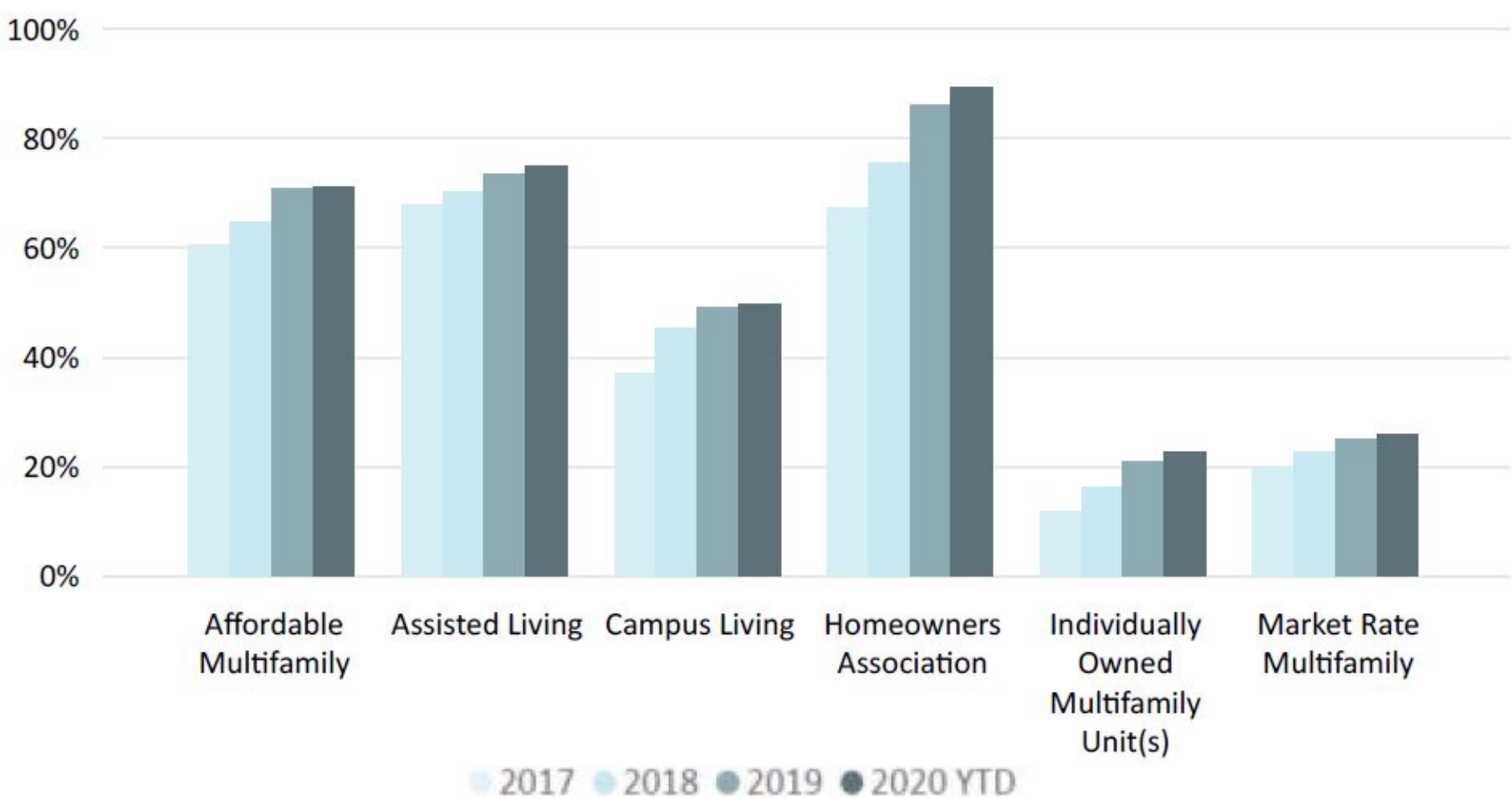
Expanding participation in small multifamily

- Opportunity identified in small multifamily
 - duplex, triplex, fourplex
 - Doubled participation from 2017-2020
 - 10% to 20% served
- Offerings tailored for small multifamily
 - DHP Rental Promotion
 - \$1,000 bonus DHP incentive
 - Up to \$1.25/sq. ft. insulation
 - \$1,000 gas furnace
- Targeting rural areas



Multifamily participation trends

Percentage of total eligible multifamily market served
by market type from 2017-2020



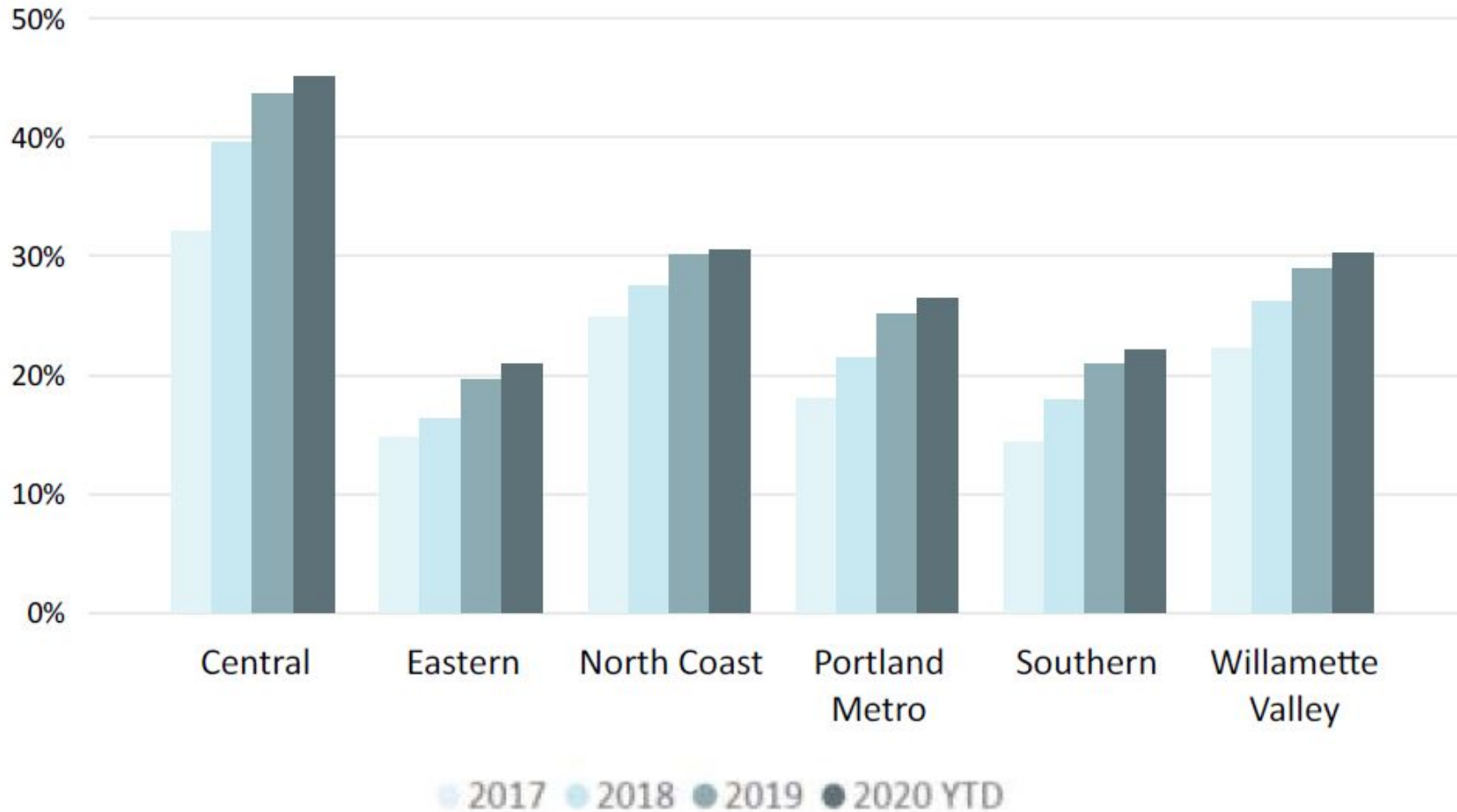
Multifamily participation trends

Percentage of total eligible multifamily market served
by property size from 2017-2020



Multifamily participation trends

Percentage of total eligible multifamily market served
by region from 2017-2020



Multifamily Market Snapshot

- Increasing number of tenants not able to pay rent
- New multifamily construction slowing
- Vacancies expected to rise next year as eviction protections expire
- Assisted living retrofit market limited



Oregon COVID Response

- Changes to Eviction Moratoria
 - Eviction protection for tenants
- Executive Order extends "Emergency Period"
 - Eviction protection through December 31st
- Tenants have until March 31st, 2021 to pay off the debts from April 1st to September 31st
- Multnomah county has specific guidelines



Portland Only – Residential Infill Project Approval

- City Council approved in August 2020
- Zoning reform for Portland's residential neighborhoods
- Opens door for more housing options
 - Single family lots converted to multifamily
 - Four to six dwelling units per lot
 - Six dwellings allowed if half are affordable housing





EPS New Construction

Energy Trust of Oregon

2020



Covid impacts on the new homes industry

- Supply shortages
 - Air conditioning units
 - Lighting fixtures
 - Appliances
- Lumber price increases
- Skilled labor shortage
- Construction delays due to staggered trades
- Building industry slowly getting back to business as usual
- Low interest rates are creating higher demand

Available cash incentives in Oregon (2021)

- \$1,123 - \$5,223 cash incentives to help builders move beyond code
- \$750 net zero incentive
- \$300 - \$1,889 verification incentive
- \$250 affordable housing verification incentive
- \$200 solar ready incentive
- \$200 energy smart homes incentive
- Varying incentives with solar installs
- Varying incentives for early design and solar design assistance

Early design assistance (EDA) meetings are your first concrete step!

“90% of your energy decisions are made before a hammer hits a nail” – John Tooley

EDA = Pre-construction meeting for design review with builder, verifier, verifier account manager and subcontractors

Opportunity to:

- Maximize energy efficiency and EPS incentives
- Strengthen communication between subcontractors
- Integrate solar/solar ready into the design

Additional Offerings in 2020

In 2020, builders that are part of Energy Trust of Oregon's EPS New Construction offering can take their new homes to the next level with two new incentive packages:

- 1. Net Zero Homes:** Include an installed solar PV system that can offset a home's entire electric load
- 2. Energy Smart Homes:** Include appliances and equipment that are smart grid interactive, making it possible for customers to participate in utility programs designed to lower energy usage during peak periods—now or in the future

Central AC AHRI Review

Central AC Review

- Central Air Conditioner qualifications review
 - How to verify SEER compliance using Qualifying Products List (QPL)
 - How to verify EER compliance using AHRI
 - Ensuring application is accurate and complete

Equipment	Incentive	Requirements
Central air conditioner	\$250	<p>Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater</p> <p>Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.</p>

Central AC Review

- SEER Requirements
 - Verify **outdoor unit** meets 15 SEER requirement by referencing Energy Trust of Oregon Qualifying Products List

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.

Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.

Qualifying Central Air Conditioning Outdoor Units

Residential and Existing Multifamily
Effective February 1, 2020



Models listed below are known to meet the manufacturer-listed minimum 15 SEER requirement and the minimum total system EER of 12 or greater for central air conditioning outdoor units. If you have questions about model eligibility or to verify eligibility of a model not found on this list, please contact us at residential@energyst.com for single family homes and multifamily@energyst.com for multifamily residences.

Manufacturer	Model Name	Model Number
American Standard	SILVER 16	4A7A6, 4A7L6
American Standard	GOLD 17	4A7C7, 4A7A7
American Standard	PLATINUM 18	4A7V8
American Standard	PLATINUM 20	4A7V0
Amana	AVXC20	AVXC20
Amana	ASXC18	ASXC18
Amana	ASXC16	ASXC16
Amana	ASX16	ASX16
Bryant	LEGACY	105A, 116B, 106A
Bryant	PREFERRED	126B, 126CNA, 127A
Bryant	EVOLUTION	186B, 187B, 187BNC, 180C, 180B, 189BNV
Carrier	COMFORT 15, COMFORT 16	24AAA5, 24ABC6, 24AAA6
Carrier	PERFORMANCE 16, PERFORMANCE 17	24APB6, 24ACC6, 24ACB7
Carrier	INFINITY 16, INFINITY 17, INFINITY 19, INFINITY 20, INFINITY 21	24ANB6, 24ANB7, 24VNA9, 24VNAO, 24ANB1
Coleman	LX SERIES	CC7, CC17
Coleman	ECHELON	AC21, AC19
Daikin	DX16SA	DX16SA
Daikin	DX16TC	DX16TC
Daikin	DX17VSS	DX17VSS
Daikin	DX18TC	DX18TC
Daikin	DX20VC	DX20VC
Goodman	GSX16	GSX16
Goodman	GSXC16	GSXC16
Goodman	GSXC18	GSXC18
Lennox	XC13	XC13
Lennox	16ACX	16ACX
Lennox	EL16XC1	EL16XC1
Lennox	XC16	XC16
Lennox	XC20	XC20
Lennox	SL18XC1	SL18XC1
Lennox	XC21	XC21
Lennox	XC25	XC25
Payne	PA16NA	PA16NA

Central AC Review

- EER Requirements
 - Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.

Central AC Review

AHRI Directory of Certified Product Performance
we make life better™

Enter AHRI Certified Reference Number
Search By: AHRI Reference # Model Number Product Type
Request Assistance
User Guide and FAQs | Login | English

Additional Resources

Quick Search Criteria

AHRI Certified Reference Number

Manufacturer Type
Systems

Outdoor Unit Brand Name
CARRIER

Outdoor Unit Model Number (Condenser or Single Package)

Indoor Unit Brand Name
Select Indoor Unit Brand Name

Indoor Unit Model Number (Evaporator and/or Air Handler)

Furnace Model Number

Cooling Capacity (A2) - Single or High Stage (95F),btuh
Min Max

SEER
15 Max

EER (A2) - Single or High Stage (95F)
12 Max

IEER
Min Max

Sold in?
Select Sold in?

Air Conditioners and Air Conditioner Coils

AHRI Certified Reference Number	Old AHRI Reference Number	Model Status	Manufacturer Type	AHRI Type	Phase	Series Name	Brand Name	Model Number (Condenser or Single Package)	Brand Name	Model Number (Evaporator and/or Air Handler)	Furnace Model Number	AHRI Certified Ratings	Des Test Con					
												Cooling Capacity (A2) - Single or High Stage (95F),btuh	EER (A2) - Single or High Stage (95F)	IEER	SEER	Indoor Full Load Air Volume Rate (A2 SCFM)	Indoor Cooling Intermediate Air Volume Rate (Ev SCFM)	Indoor Cooling Minimum Air Volume Rate (B1 SCFM)
10327795		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*6124AL*~TDR			47000	12.50	15.00	1400		1120	f
202028267		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA10NW061*0~B*	CAP**6021AL*~TDR			57000	12.50	15.00	1750			f
205463330		Active	System	RCU-A-C	1	13 SEER AC	CARRIER	CA13NA036N*D	FEU004B**NAUA44801CK			34800	12.50	15.00	1255			f
10327694		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*4824AL*~TDR			48000	12.50	15.00	1400		1120	f
10361013		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CSPH*3612AL*~TDR			36900	12.50	15.00	1050		840	f
202132907		Active	Systems	RCU-A-C	1	15 SEER AC - HIGH EER	CARRIER	24AA548A*030*	CNPV*6124AL*~TDR			46000	12.50	15.00	1600			f
201635315		Active	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24AP8660A*030*	CAP**6121AL*~TDR			56500	12.50	15.00	1450			f
9180423		Production Stopped	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24ACC860A*030*	CNPV*6124AL*~TDR			54000	12.50	15.00	2000			f
202028056		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA10NW054*0~B*	CSPH*6012AL*~TDR			54000	12.50	15.00	1625			f
10360627		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CNPV*3617AL*~TDR			36000	12.50	15.00	1200		925	f

Terms | The AHRI Certification Program | Search Standards | Homeowners | Contractors and Specifiers | 2.11.00
Copyright © 2019 Air Conditioning, Heating, and Refrigeration Institute, 2251 Wilson Blvd, Suite 400

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.

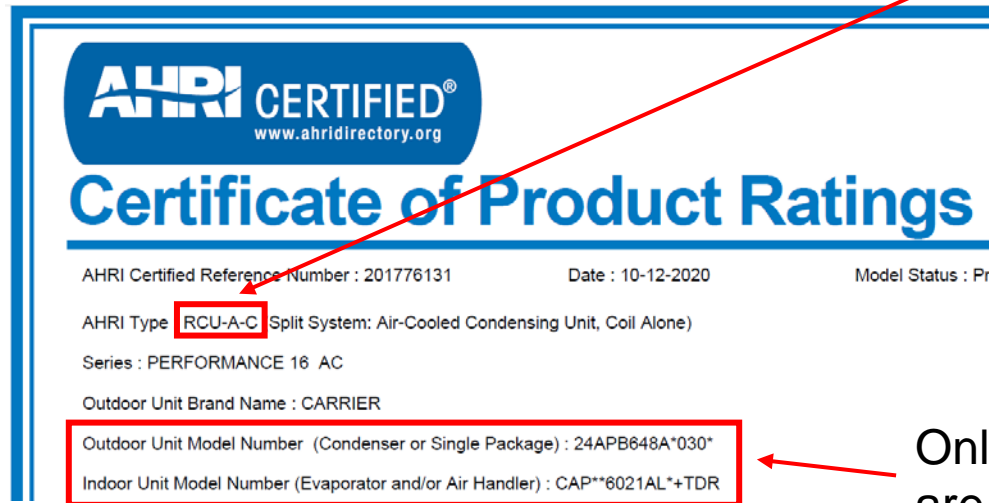
Central AC Review

- In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.
- Essentially, if it's listed, it needs to be installed

		
<h2>Certificate of Product Ratings</h2>		
AHRI Certified Reference Number : 9311647	Date : 10-12-2020	Model Status : Production Stopped
AHRI Type : RCU-A-CB (Split System: Air-Cooled Condensing Unit, Coil with Blower)		
Series : 15 SEER AC - HIGH EER		
Outdoor Unit Brand Name : CARRIER		
Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*		
Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*		
Furnace Model Number : 59*N*A060V17**14		

Central AC Review

- Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.
- These systems are identified as “RCU-A-C”



The image shows a sample AHRI Certificate of Product Ratings form. A red arrow points from the text 'RCU-A-C' in the bullet point above to the 'AHRI Type' field on the form. Another red arrow points from the text 'Only the outdoor unit and indoor coil are specified' to the 'Outdoor Unit Model Number' and 'Indoor Unit Model Number' fields.

AHRI CERTIFIED®
www.ahrirectory.org

Certificate of Product Ratings

AHRI Certified Reference Number : 201776131 Date : 10-12-2020 Model Status : Pr

AHRI Type **RCU-A-C** Split System: Air-Cooled Condensing Unit, Coil Alone)

Series : PERFORMANCE 16 AC

Outdoor Unit Brand Name : CARRIER

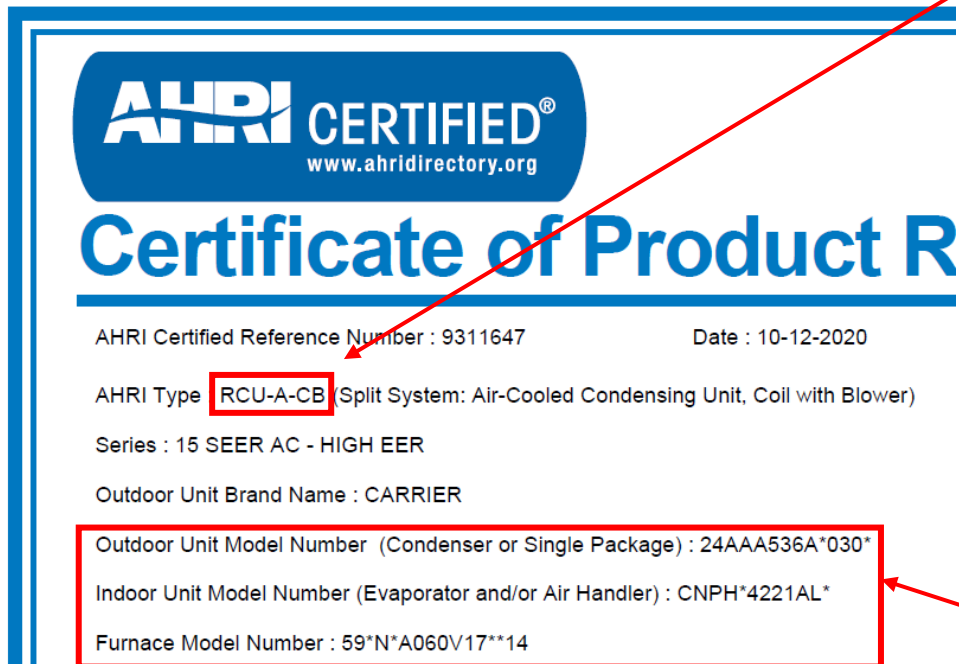
Outdoor Unit Model Number (Condenser or Single Package) : 24APB648A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CAP**6021AL*+TDR

Only the outdoor unit and indoor coil are specified

Central AC Review

- Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)
 - These systems are identified as “RCU-A-CB”



The image shows an AHRI Certificate of Product R. It features the AHRI logo and the text 'CERTIFIED' with the website 'www.ahridirectory.org'. The title 'Certificate of Product R' is prominently displayed. Below this, the AHRI Certified Reference Number is 9311647 and the date is 10-12-2020. The AHRI Type is 'RCU-A-CB' (Split System: Air-Cooled Condensing Unit, Coil with Blower), which is highlighted with a red box. The Series is '15 SEER AC - HIGH EER' and the Outdoor Unit Brand Name is 'CARRIER'. A red box highlights the Outdoor Unit Model Number (24AAA536A*030*), Indoor Unit Model Number (CNPH*4221AL*), and Furnace Model Number (59*N*A060V17**14). Red arrows point from the text in the list above to the 'RCU-A-CB' type and the model numbers.

AHRI CERTIFIED®
www.ahridirectory.org

Certificate of Product R

AHRI Certified Reference Number : 9311647 Date : 10-12-2020

AHRI Type **RCU-A-CB** (Split System: Air-Cooled Condensing Unit, Coil with Blower)

Series : 15 SEER AC - HIGH EER

Outdoor Unit Brand Name : CARRIER

Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*

Furnace Model Number : 59*N*A060V17**14

The outdoor unit, indoor coil AND furnace/air handler are specified

Central AC Review

- Ensuring Central AC application is completed correctly:

Cooling Incentive <i>One incentive per residence. Residence must be serviced Portland General Electric (PGE) or Pacific Power</i>		
Upgrade type	Requirements	Incentive amount
<input type="checkbox"/> Qualifying Central Air Conditioner	System must be a qualifying central air conditioner serving most or all of the home. Residences primarily heated with a heat pump do not qualify.	\$250
Central Air Conditioner Installed Cost: \$	New heating system installed cost (if applicable): \$	System Capacity (Tons):
Outdoor Manufacturer:	Outdoor Model:	
Indoor Evaporator Coil Manufacturer:	Indoor Evaporator Coil Model:	
Furnace/Blower Manufacturer:	Furnace/Blower Model #:	
If an eligible gas furnace was installed in an Oregon rental property with this air conditioner, please provide a customer signed Form 320C-HVAC incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or residential@energytrust.org .		
Outdoor Unit SEER	To qualify for this incentive, the air conditioner outdoor unit is required to achieve a minimum nominal rating 15 SEER as stated by manufacturer. For list of known qualifying units, please visit: energytrust.org/central-air-conditioners/	
	Outdoor unit SEER per manufacturer (minimum 15):	Did this central air conditioner replace an existing central air conditioner? <input type="checkbox"/> Yes <input type="checkbox"/> No
Outdoor Unit and Coil EER	To qualify for this incentive, the system's outdoor unit and indoor coil are required to achieve a minimum rating of 12 EER per AHRI rating.	
	Outdoor unit and indoor coil EER (per AHRI):	
I have attached an AHRI certificate*: <input type="checkbox"/> Yes <input type="checkbox"/> No - list certificate number:		

Confirm each model listed on the AHRI certificate is included on this application

Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #

Central AC Review

- Still have questions?
 - Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth

Indoor Air Quality

- What does Indoor Air quality mean to attendees?
- How are they seeing this manifest in their work?



Thank you

Marshall Johnson

Residential Sr. Program Manager

marshall.johnson@energytrust.org

Kate Wellington

Multifamily Program Manager

kate.wellington@energytrust.org

Eastern OR

Eastern OR Agenda

- In-Depth 2021 Incentive Changes
- 2020 Opportunities and Performance
 - 0.24 Windows Tier
 - Manufactured Homes HP Promo
 - Rental Incentives
 - DHP in Rentals Promo
- Multifamily Program Updates
 - Expanding Participation in small multifamily
 - Multifamily Participation trends
 - Multifamily Market Snapshot
 - Oregon COVID Response
- EPS New Construction
 - COVID Impacts on new homes
 - 2021 Cash Incentives
 - Early Design Assistance
 - Additional offerings in 2020
- Central AC AHRI Review

2021 Heat Pump Conversion Changes

Qualified Primary Heating Source Change:

Primary Heating Source	Cost Effective?	Qualified?	Requires Cut In's?
Electric Furnace	Yes	Qualified	No
Baseboard heat	No	Not Qualified	Yes (Increases Cost)
Wall/Ceiling Heat	No	Not Qualified	Yes (Increases Cost)

Requirement Addition:

- Auxiliary heat lockout must be completed on all Heat Pump Conversions

January 1, 2021 – March 31, 2021	April 1, 2021 – December 31, 2021
\$950	\$700

Heat Pump Advanced Control Changes

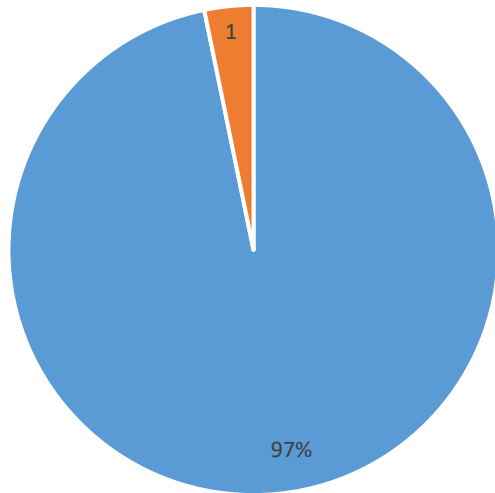
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

- Heat Pump Advanced Controls may no longer be stacked with Heat Pump Conversions, as auxiliary lockout will be required for Heat Pump Conversions.

2020 Opportunity and Performance

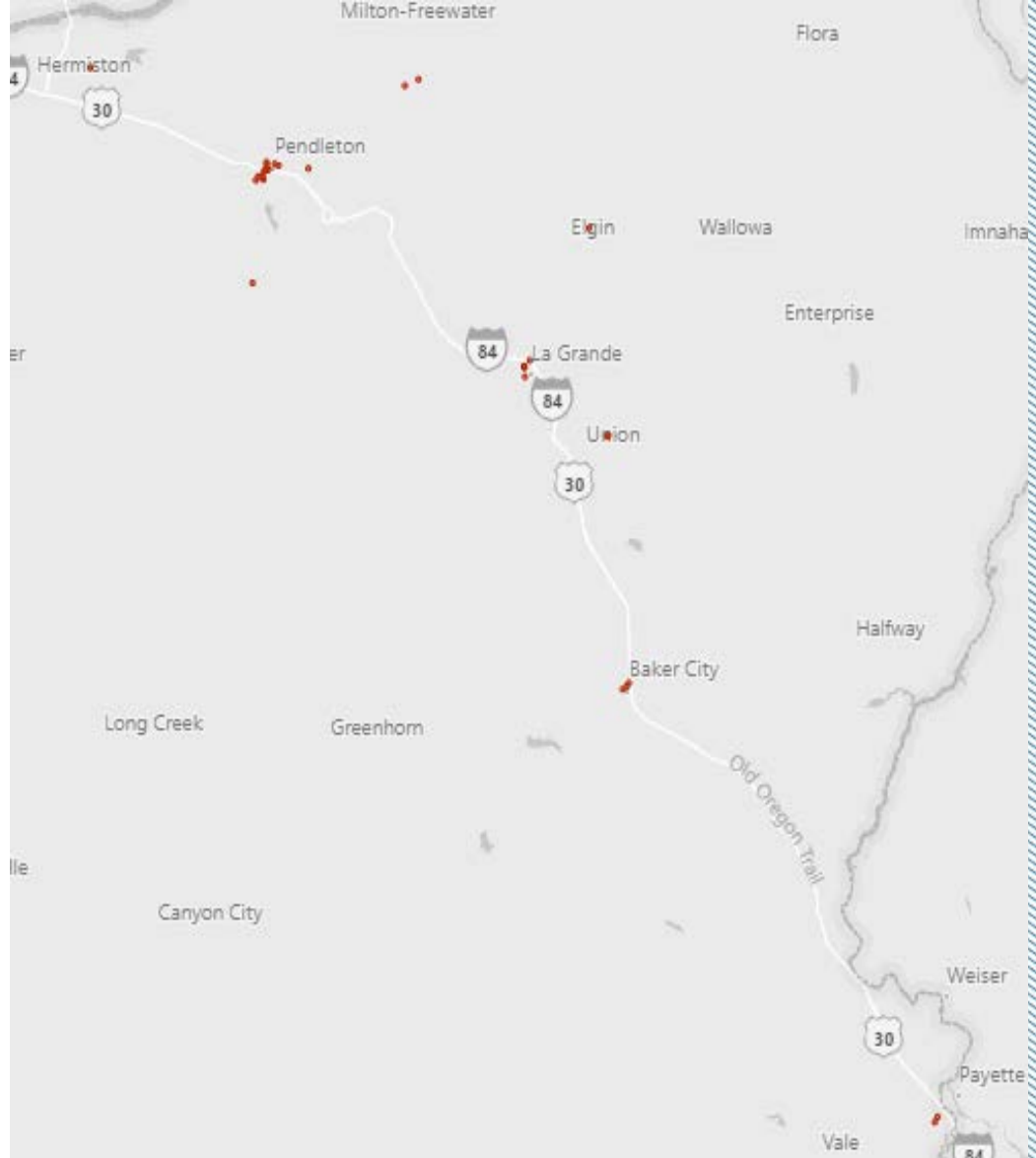
Windows: Eastern Oregon

- New Windows Tier: \$6 in OR



■ Single Family ■ Manufactured Homes

- Majority of 0.24 windows installed in Single Family in Eastern OR



New 0.24 Windows Tier
Install Map

Manufactured Homes Heat Pump Promotion

RFQ Open:

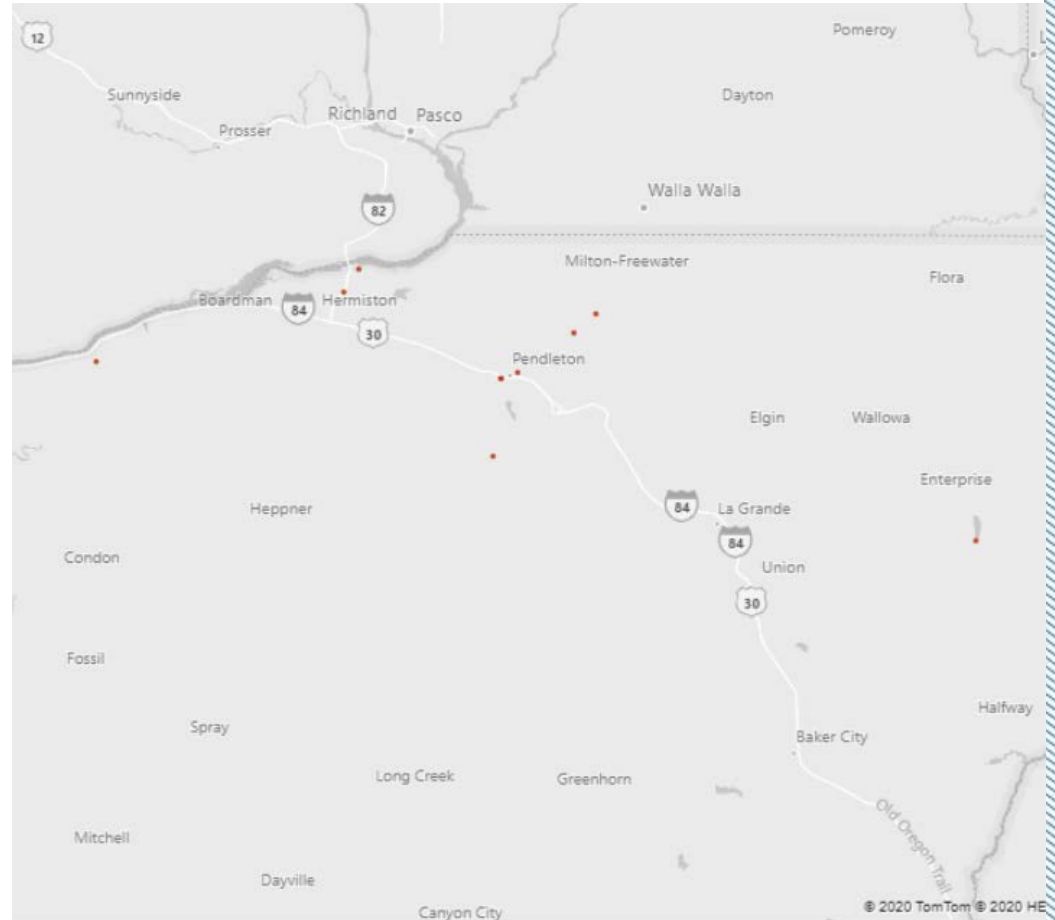
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- \$2,500 for DHP, \$3,000 for HP in Manufactured Homes

Selection Criteria: 2021

- Pricing
- History of serving Manufactured Homes communities
- Ability to reach diverse customer base

Manufactured Homes Heat Pump Promotion – Eastern Oregon

- 2020 Regional Results
 - 7 DHP
 - 7 HP
- Statewide:
 - 91 DHP
 - 349 HP



Rental Incentives: Single-Family Homes

- Increased Incentives for Single-Family Rentals
- Trade Ally Requirements:
 - Enrolled in Instant Incentives
 - Talk to your account manager to enroll
- Customer Requirements:
 - Non-owner Occupied, single-family rental properties
 - Oregon & Washington

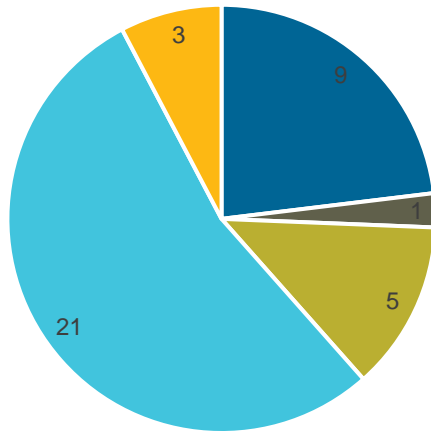
OR Rental Incentive Amounts: Single-Family

Upgrade	Rental Incentive	Incentive Timeline
Ductless Heat Pump	\$1,000	2021
Heat Pump	\$1,000	2021
Extended Capacity Heat Pump	\$1,650	2021
Gas Furnace	\$550 \$1,000	Bonus through: March 31, 2021
Heat Pump Water Heater	\$270	2021
Smart Thermostat	\$100	2021
Attic Insulation	\$0.50 \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	\$0.50 per square foot	2021
Floor Insulation	\$0.40 per square foot	2021

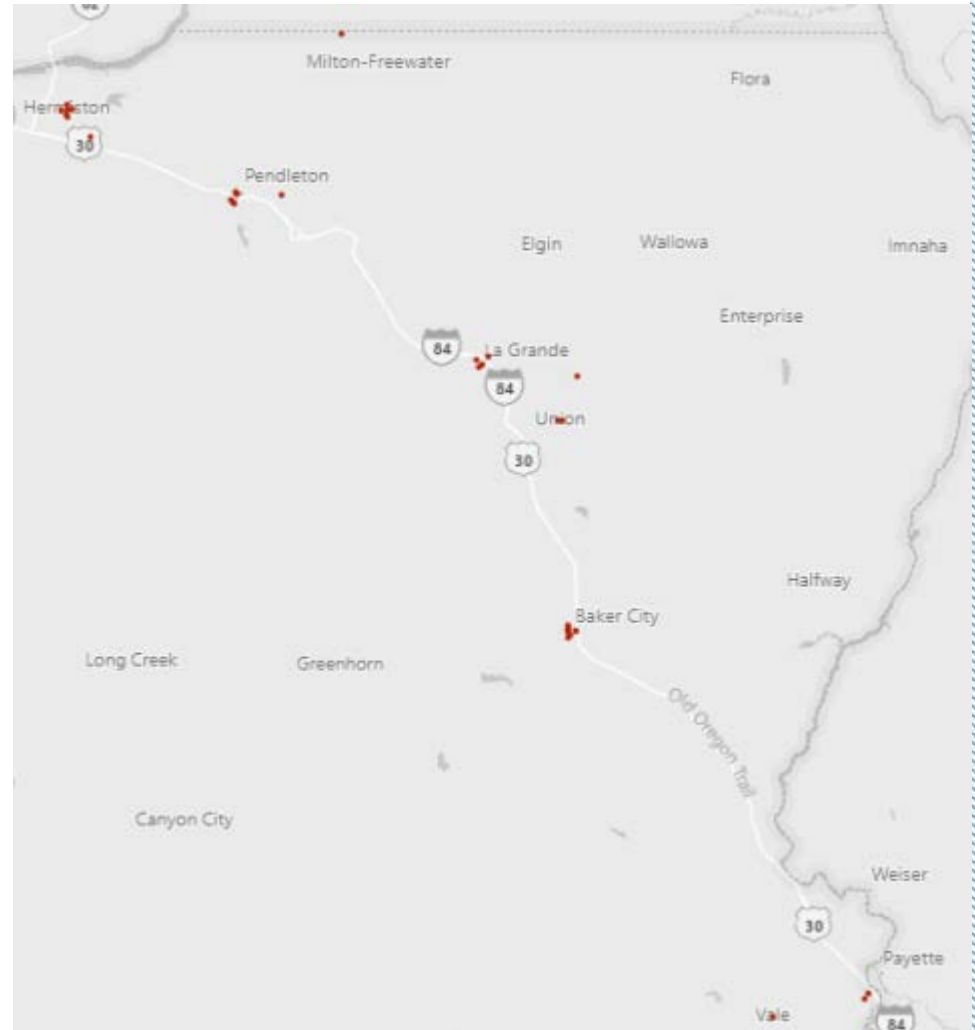
- *Incentive availability and timeline subject to change

Eastern Oregon Single-Family Rental Incentives

- Eastern OR Single-Family Rentals: ~5,000
- Single-Family Rental Projects: 39



■ Ceiling insulation ■ Ductless heat pump ■ Floor insulation
■ Gas furnace ■ Wall insulation



Rental Installs 2015 - Today
Energy Trust
of Oregon

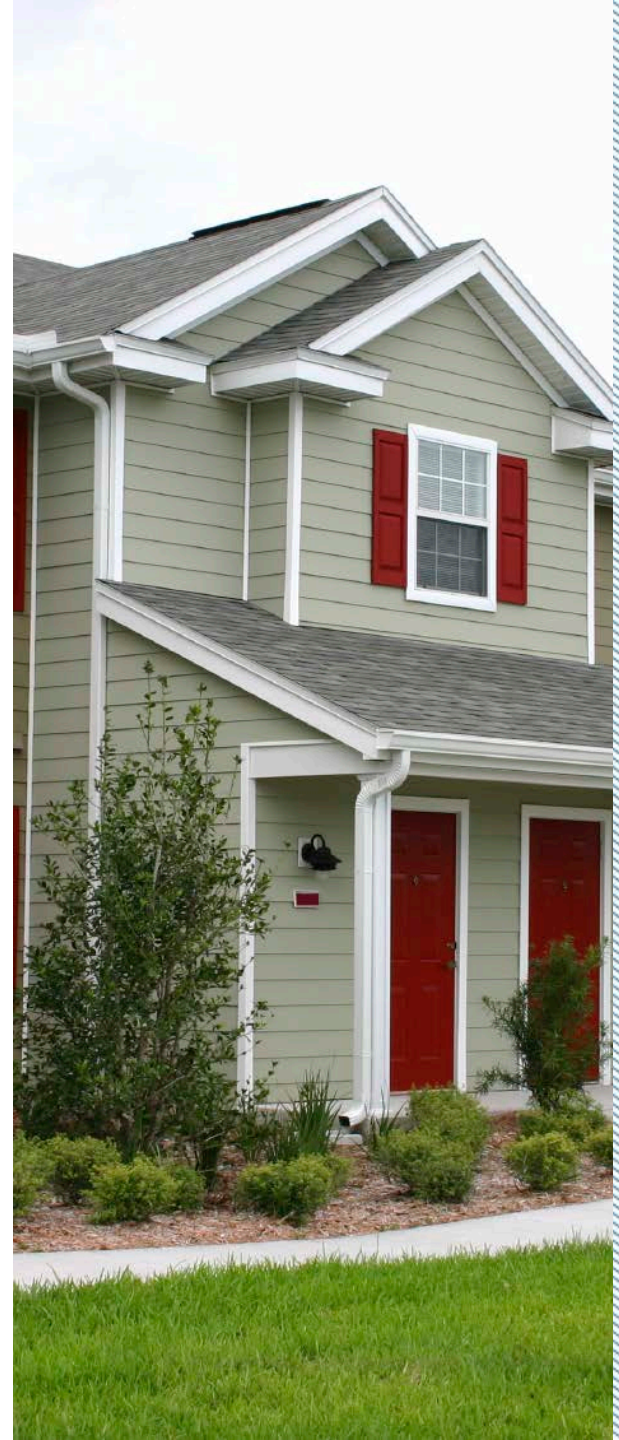
DHP in Rentals Promo

- RFQ Open: October 16, 2020 - EO 2021
 - \$1,750 - \$2,000 DHP Incentive
 - Non-Owner-Occupied Rentals
 - Single-Family Rentals and Small Multifamily Rentals
 - Price Capped offering; customer out of pocket cost max \$2,500
- Requirements
 - Home Retrofit or Multifamily Trade Ally
 - Enrolled in Home Retrofit Instant Incentives
 - Meet Program 9 HSPF Requirements per AHRI
 - Meet price caps
- 2020 participants will need to reapply via the 2021 RFQ.

Multifamily Market Update

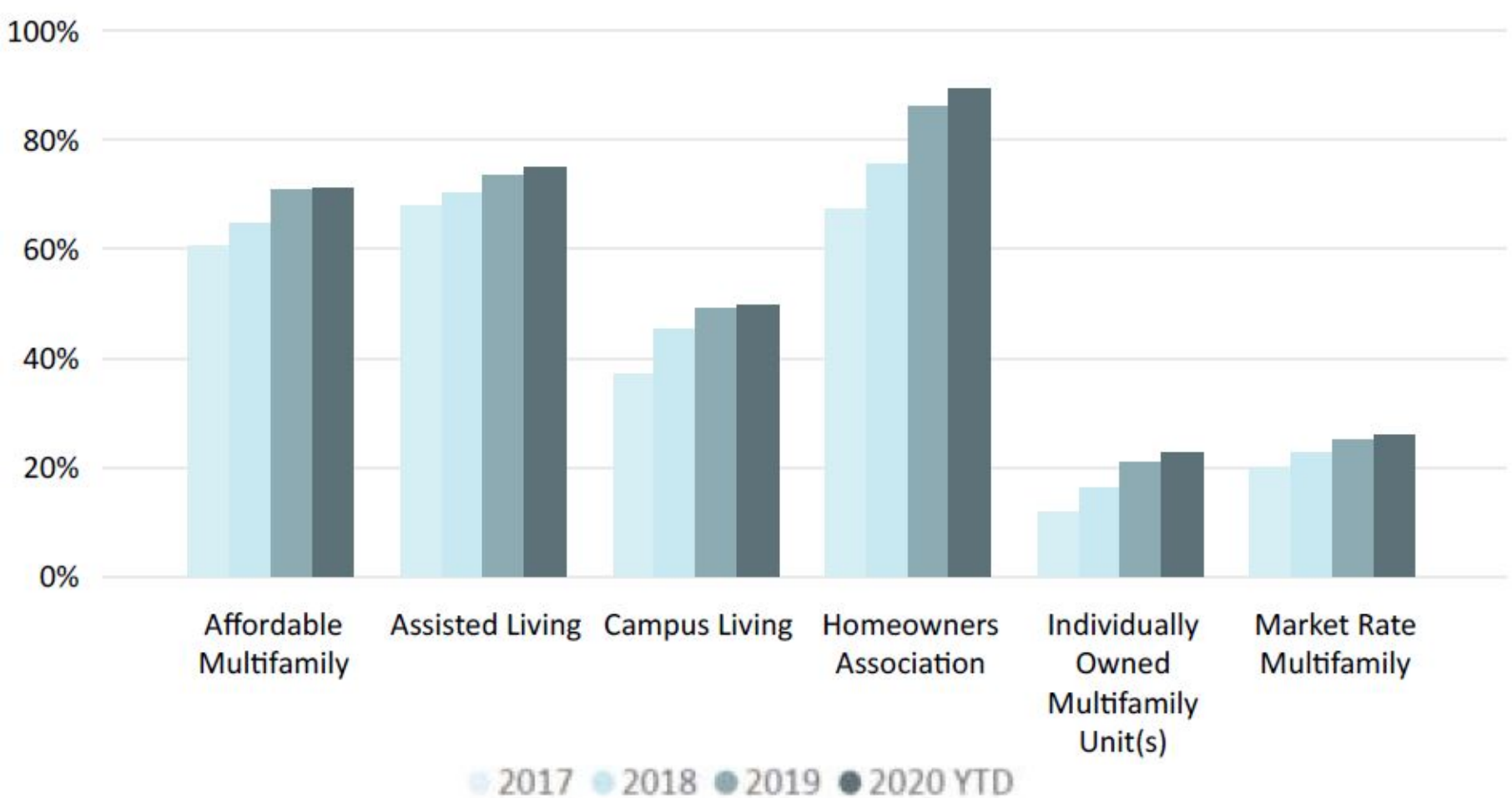
Expanding participation in small multifamily

- Opportunity identified in small multifamily
 - duplex, triplex, fourplex
 - Doubled participation from 2017-2020
 - 10% to 20% served
- Offerings tailored for small multifamily
 - DHP Rental Promotion
 - \$1,000 bonus DHP incentive
 - Up to \$1.25/sq. ft. insulation
 - \$1,000 gas furnace
- Targeting rural areas



Multifamily participation trends

Percentage of total eligible multifamily market served
by market type from 2017-2020



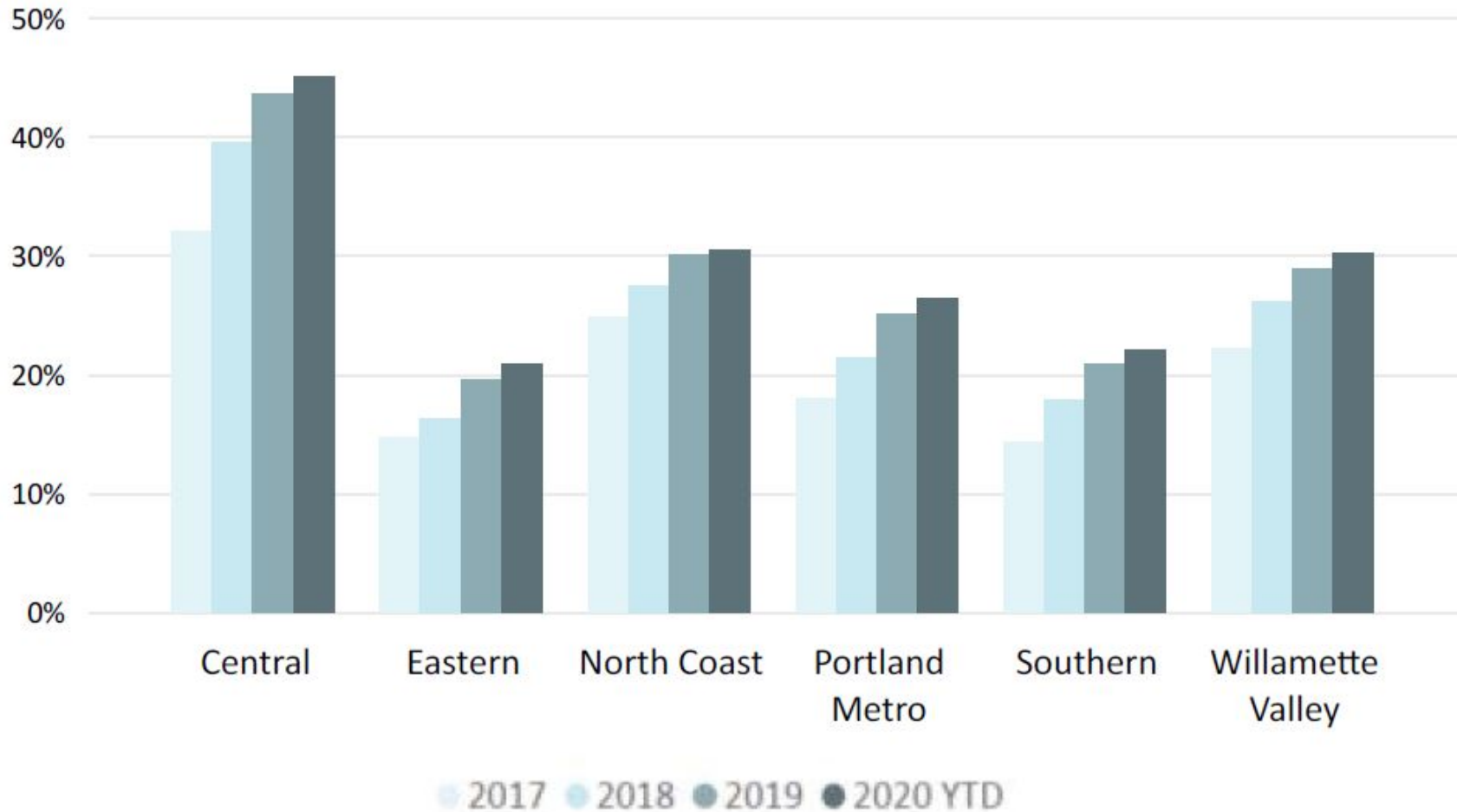
Multifamily participation trends

Percentage of total eligible multifamily market served
by property size from 2017-2020



Multifamily participation trends

Percentage of total eligible multifamily market served
by region from 2017-2020



Multifamily Market Snapshot

- Increasing number of tenants not able to pay rent
- New multifamily construction slowing
- Vacancies expected to rise next year as eviction protections expire
- Assisted living retrofit market limited



Oregon COVID Response

- Changes to Eviction Moratoria
 - Eviction protection for tenants
- Executive Order extends "Emergency Period"
 - Eviction protection through December 31st
- Tenants have until March 31st, 2021 to pay off the debts from April 1st to September 31st
- Multnomah county has specific guidelines



Portland Only – Residential Infill Project Approval

- City Council approved in August 2020
- Zoning reform for Portland's residential neighborhoods
- Opens door for more housing options
 - Single family lots converted to multifamily
 - Four to six dwelling units per lot
 - Six dwellings allowed if half are affordable housing





EPS New Construction

Energy Trust of Oregon

2020



Covid impacts on the new homes industry

- Supply shortages
 - Air conditioning units
 - Lighting fixtures
 - Appliances
- Lumber price increases
- Skilled labor shortage
- Construction delays due to staggered trades
- Building industry slowly getting back to business as usual
- Low interest rates are creating higher demand

Available cash incentives in Oregon (2021)

- \$1,123 - \$5,223 cash incentives to help builders move beyond code
- \$750 net zero incentive
- \$300 - \$1,889 verification incentive
- \$250 affordable housing verification incentive
- \$200 solar ready incentive
- \$200 energy smart homes incentive
- Varying incentives with solar installs
- Varying incentives for early design and solar design assistance

Early design assistance (EDA) meetings are your first concrete step!

“90% of your energy decisions are made before a hammer hits a nail” – John Tooley

EDA = Pre-construction meeting for design review with builder, verifier, verifier account manager and subcontractors

Opportunity to:

- Maximize energy efficiency and EPS incentives
- Strengthen communication between subcontractors
- Integrate solar/solar ready into the design

Additional Offerings in 2020

In 2020, builders that are part of Energy Trust of Oregon's EPS New Construction offering can take their new homes to the next level with two new incentive packages:

- 1. Net Zero Homes:** Include an installed solar PV system that can offset a home's entire electric load
- 2. Energy Smart Homes:** Include appliances and equipment that are smart grid interactive, making it possible for customers to participate in utility programs designed to lower energy usage during peak periods—now or in the future

Central AC AHRI Review

Central AC Review

- Central Air Conditioner qualifications review
 - How to verify SEER compliance using Qualifying Products List (QPL)
 - How to verify EER compliance using AHRI
 - Ensuring application is accurate and complete

Equipment	Incentive	Requirements
Central air conditioner	\$250	<p>Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater</p> <p>Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.</p>

Central AC Review

- SEER Requirements
 - Verify **outdoor unit** meets 15 SEER requirement by referencing Energy Trust of Oregon Qualifying Products List

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the **outdoor unit**, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the **qualifying products list** and that the total system achieves a minimum 12 EER rating via the **AHRI** website to ensure your installation qualifies.

Central AC Review

- QPL may not include all qualifying units. Contact Energy Trust Residential team if a model appears to be missing.

Qualifying Central Air Conditioning Outdoor Units

Residential and Existing Multifamily
Effective February 1, 2020



Models listed below are known to meet the manufacturer-listed minimum 15 SEER requirement and the minimum total system EER of 12 or greater for central air conditioning outdoor units. If you have questions about model eligibility or to verify eligibility of a model not found on this list, please contact us at residential@energyst.com for single family homes and multifamily@energyst.com for multifamily residences.

Manufacturer	Model Name	Model Number
American Standard	SILVER 16	4A7A6, 4A7L6
American Standard	GOLD 17	4A7C7, 4A7A7
American Standard	PLATINUM 18	4A7V8
American Standard	PLATINUM 20	4A7V0
Amana	AVXC20	AVXC20
Amana	ASXC18	ASXC18
Amana	ASXC16	ASXC16
Amana	ASX16	ASX16
Bryant	LEGACY	105A, 116B, 106A
Bryant	PREFERRED	126B, 126CNA, 127A
Bryant	EVOLUTION	186B, 187B, 187BNC, 180C, 180B, 189BNV
Carrier	COMFORT 15, COMFORT 16	24AAA5, 24ABC6, 24AAA6
Carrier	PERFORMANCE 16, PERFORMANCE 17	24APB6, 24ACC6, 24ACB7
Carrier	INFINITY 16, INFINITY 17, INFINITY 19, INFINITY 20, INFINITY 21	24ANB6, 24ANB7, 24VNA9, 24VNAO, 24ANB1
Coleman	LX SERIES	CC7, CC17
Coleman	ECHELON	AC21, AC19
Daikin	DX16SA	DX16SA
Daikin	DX16TC	DX16TC
Daikin	DX17VSS	DX17VSS
Daikin	DX18TC	DX18TC
Daikin	DX20VC	DX20VC
Goodman	GSX16	GSX16
Goodman	GSXC16	GSXC16
Goodman	GSXC18	GSXC18
Lennox	XC13	XC13
Lennox	16ACX	16ACX
Lennox	EL16XC1	EL16XC1
Lennox	XC16	XC16
Lennox	XC20	XC20
Lennox	SL18XC1	SL18XC1
Lennox	XC21	XC21
Lennox	XC25	XC25
Payne	PA16NA	PA16NA

Central AC Review

- EER Requirements
 - Verify **entire system** meets minimum 12 EER requirement via AHRI lookup

Requirements

Minimum nominal Seasonal Energy Efficiency Rating (SEER) of 15 or greater for the outdoor unit, and a minimum total system Energy Efficiency Rating (EER) of 12 or greater

Ask your contractor to verify the outdoor unit can be found on the qualifying products list and that the total system achieves a minimum 12 EER rating via the AHRI website to ensure your installation qualifies.

Central AC Review

AHRI Directory of Certified Product Performance
we make life better™

Enter AHRI Certified Reference Number
Search By: AHRI Reference # Model Number Product Type
Request Assistance
User Guide and FAQs | Login | English

Additional Resources

Quick Search Criteria

AHRI Certified Reference Number

Manufacturer Type
Systems

Outdoor Unit Brand Name
CARRIER

Outdoor Unit Model Number (Condenser or Single Package)

Indoor Unit Brand Name
Select Indoor Unit Brand Name

Indoor Unit Model Number (Evaporator and/or Air Handler)

Furnace Model Number

Cooling Capacity (A2) - Single or High Stage (95F),btuh
Min Max

SEER
15 Max

EER (A2) - Single or High Stage (95F)
12 Max

IEER
Min Max

Sold in?
Select Sold in?

Air Conditioners and Air Conditioner Coils

AHRI Certified Reference Number	Old AHRI Reference Number	Model Status	Manufacturer Type	AHRI Type	Phase	Series Name	Brand Name	Model Number (Condenser or Single Package)	Brand Name	Model Number (Evaporator and/or Air Handler)	Furnace Model Number	AHRI Certified Ratings						Des Test Con	
												Cooling Capacity (A2) - Single or High Stage (95F),btuh	EER (A2) - Single or High Stage (95F)	SEER	Indoor Full Load Air Volume Rate (A2 SCFM)	Indoor Cooling Intermediate Air Volume Rate (Ev SCFM)	Indoor Cooling Minimum Air Volume Rate (B1 SCFM)		
10327705		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*6124AL*~TDR				47000	12.50	15.00	1400		1120	f
202028267		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA16NW061*0~B*	CAP**6021AL*~TDR				57000	12.50	15.00	1750			f
205463330		Active	SystemS	RCU-A-C	1	13 SEER AC	CARRIER	CA13NA036N*D	FEU004B**~NAUA44801CK				34800	12.50	15.00	1255			f
10327694		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB148A*031**	CNPV*4824AL*~TDR				48000	12.50	15.00	1400		1120	f
10361013		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CSPH*3612AL*~TDR				38900	12.50	15.00	1050		840	f
202132907		Active	Systems	RCU-A-C	1	15 SEER AC - HIGH EER	CARRIER	24AA548A*030*	CNPV*6124AL*~TDR				48000	12.50	15.00	1600			f
201635315		Active	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24AP8660A*030*	CAP**6121AL*~TDR				56500	12.50	15.00	1450			f
9180423		Production Stopped	Systems	RCU-A-C	1	PERFORMANCE 16 AC	CARRIER	24ACC860A*030*	CNPV*6124AL*~TDR				54000	12.50	15.00	2000			f
202028056		Production Stopped	Systems	RCU-A-C	1	16 SEER AC - HIGH EER	CARRIER	CA16NW054*0~B*	CSPH*6012AL*~TDR				54000	12.50	15.00	1625			f
10360027		Active	Systems	RCU-A-C	1	INFINITY 21 AC 2-STAGE	CARRIER	24ANB136A*031**	CNPV*3617AL*~TDR				36000	12.50	15.00	1200		925	f

Terms | The AHRI Certification Program | Search Standards | Homeowners | Contractors and Specifiers | 2.11.00
Copyright © 2019 Air Conditioning, Heating, and Refrigeration Institute, 2251 Wilson Blvd, Suite 400

- AHRI Directory – online resource tool to lookup ratings for many HVAC system combinations, including Central AC.

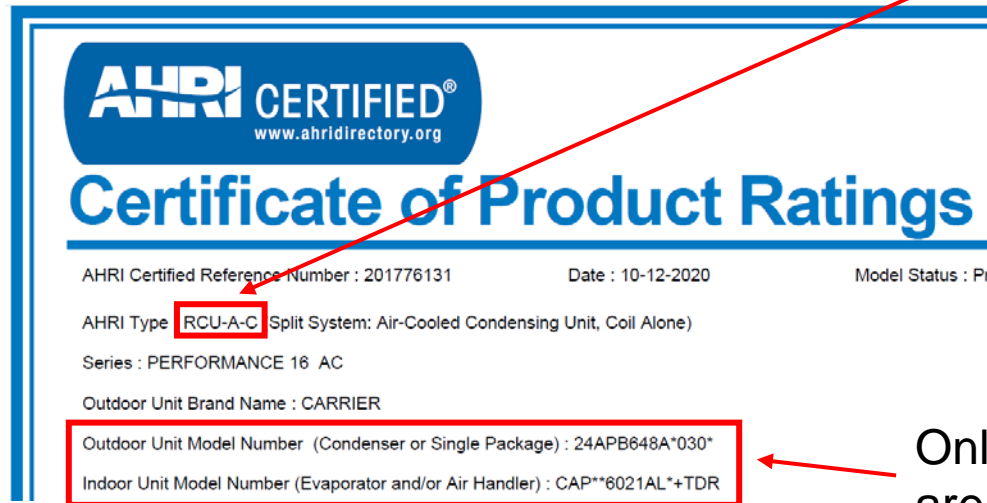
Central AC Review

- In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.
- Essentially, if it's listed, it needs to be installed

		
<h2>Certificate of Product Ratings</h2>		
AHRI Certified Reference Number : 9311647	Date : 10-12-2020	Model Status : Production Stopped
AHRI Type : RCU-A-CB (Split System: Air-Cooled Condensing Unit, Coil with Blower)		
Series : 15 SEER AC - HIGH EER		
Outdoor Unit Brand Name : CARRIER		
Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*		
Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*		
Furnace Model Number : 59*N*A060V17**14		

Central AC Review

- Some AHRI combinations do not require a specific indoor blower/air handler. In these instances, a coil and outdoor unit can be paired easily with an existing furnace/blower.
- These systems are identified as “RCU-A-C”



The image shows a sample AHRI Certificate of Product Ratings form. A red arrow points from the text 'RCU-A-C' in the AHRI Type field to the bullet point above. Another red arrow points from the text 'Only the outdoor unit and indoor coil are specified' to the Outdoor Unit Model Number and Indoor Unit Model Number fields.

AHRI CERTIFIED®
www.ahrirectory.org

Certificate of Product Ratings

AHRI Certified Reference Number : 201776131 Date : 10-12-2020 Model Status : Pr

AHRI Type **RCU-A-C** Split System: Air-Cooled Condensing Unit, Coil Alone)

Series : PERFORMANCE 16 AC

Outdoor Unit Brand Name : CARRIER

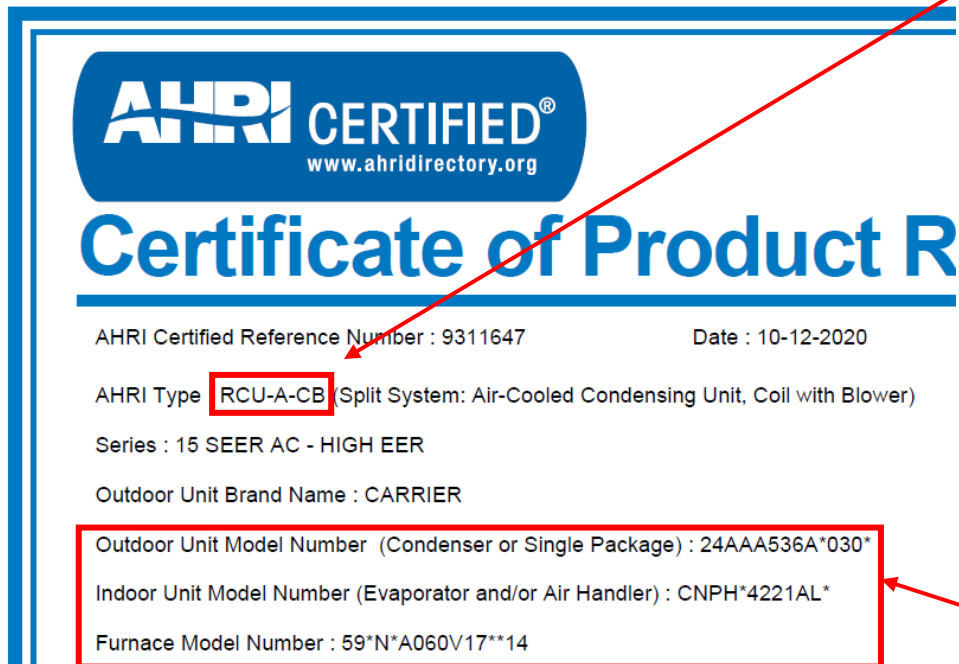
Outdoor Unit Model Number (Condenser or Single Package) : 24APB648A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CAP**6021AL*+TDR

Only the outdoor unit and indoor coil are specified

Central AC Review

- Some rated systems do require a specific air handler/blower (typically matching the brand of the outdoor unit and coil)
 - These systems are identified as “RCU-A-CB”



The image shows an AHRI Certificate of Product R. It features the AHRI logo and the text 'CERTIFIED' with the website 'www.ahridirectory.org'. The title 'Certificate of Product R' is prominently displayed. Below this, the AHRI Certified Reference Number is 9311647 and the date is 10-12-2020. The AHRI Type is 'RCU-A-CB' (Split System: Air-Cooled Condensing Unit, Coil with Blower), which is highlighted with a red box. The Series is '15 SEER AC - HIGH EER' and the Outdoor Unit Brand Name is 'CARRIER'. A red box highlights the Outdoor Unit Model Number (24AAA536A*030*), Indoor Unit Model Number (CNPH*4221AL*), and Furnace Model Number (59*N*A060V17**14). Red arrows point from the text in the list above to the 'RCU-A-CB' type and the model numbers.

AHRI CERTIFIED®
www.ahridirectory.org

Certificate of Product R

AHRI Certified Reference Number : 9311647 Date : 10-12-2020

AHRI Type **RCU-A-CB** (Split System: Air-Cooled Condensing Unit, Coil with Blower)

Series : 15 SEER AC - HIGH EER

Outdoor Unit Brand Name : CARRIER

Outdoor Unit Model Number (Condenser or Single Package) : 24AAA536A*030*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CNPH*4221AL*

Furnace Model Number : 59*N*A060V17**14

The outdoor unit, indoor coil AND furnace/air handler are specified

Central AC Review

- Ensuring Central AC application is completed correctly:

Cooling Incentive <i>One incentive per residence. Residence must be serviced Portland General Electric (PGE) or Pacific Power</i>		
Upgrade type	Requirements	Incentive amount
<input type="checkbox"/> Qualifying Central Air Conditioner	System must be a qualifying central air conditioner serving most or all of the home. Residences primarily heated with a heat pump do not qualify.	\$250
Central Air Conditioner Installed Cost: \$	New heating system installed cost (if applicable): \$	System Capacity (Tons):
Outdoor Manufacturer:	Outdoor Model:	
Indoor Evaporator Coil Manufacturer:	Indoor Evaporator Coil Model:	
Furnace/Blower Manufacturer:	Furnace/Blower Model #:	
If an eligible gas furnace was installed in an Oregon rental property with this air conditioner, please provide a customer signed Form 320C-HVAC incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or residential@energytrust.org .		
Outdoor Unit SEER	To qualify for this incentive, the air conditioner outdoor unit is required to achieve a minimum nominal rating 15 SEER as stated by manufacturer. For list of known qualifying units, please visit: energytrust.org/central-air-conditioners/	
	Outdoor unit SEER per manufacturer (minimum 15):	Did this central air conditioner replace an existing central air conditioner? <input type="checkbox"/> Yes <input type="checkbox"/> No
Outdoor Unit and Coil EER	To qualify for this incentive, the system's outdoor unit and indoor coil are required to achieve a minimum rating of 12 EER per AHRI rating.	
	Outdoor unit and indoor coil EER (per AHRI):	
I have attached an AHRI certificate*: <input type="checkbox"/> Yes <input type="checkbox"/> No - list certificate number:		

Confirm each model listed on the AHRI certificate is included on this application

Either attach a copy of the AHRI certificate, or provide the corresponding AHRI cert. #

Central AC Review

- Still have questions?
 - Reach out to your local account manager and schedule a Central AC/AHRI training to discuss each of these steps in-depth

Indoor Air Quality

- What does Indoor Air quality mean to attendees?
- How are they seeing this manifest in their work?

Extra slides



Thank you

Marshall Johnson

Residential Sr. Program Manager

marshall.johnson@energytrust.org

Kate Wellington

Multifamily Program Manager

kate.wellington@energytrust.org