

NW OR & SW WA

# Portland Breakout Housekeeping

- Breakout: 45 minutes
- Air Quality CEU conducted after the breakout
- To ask a question, unmute yourself, add it to the chat or raise your hand
- If you want to join another session, leave the room (bottom right screen) and the host can reassign you
- We can mute you, but only you may unmute yourself
- If you are dialing in on your phone only and want to mute or unmute yourself, press \*6

# 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

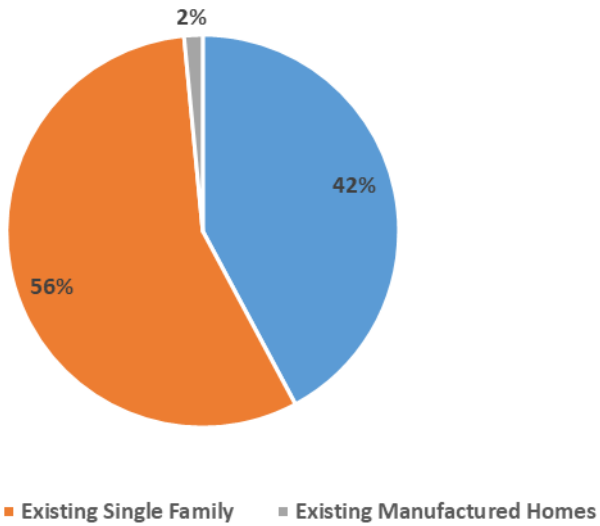
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

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

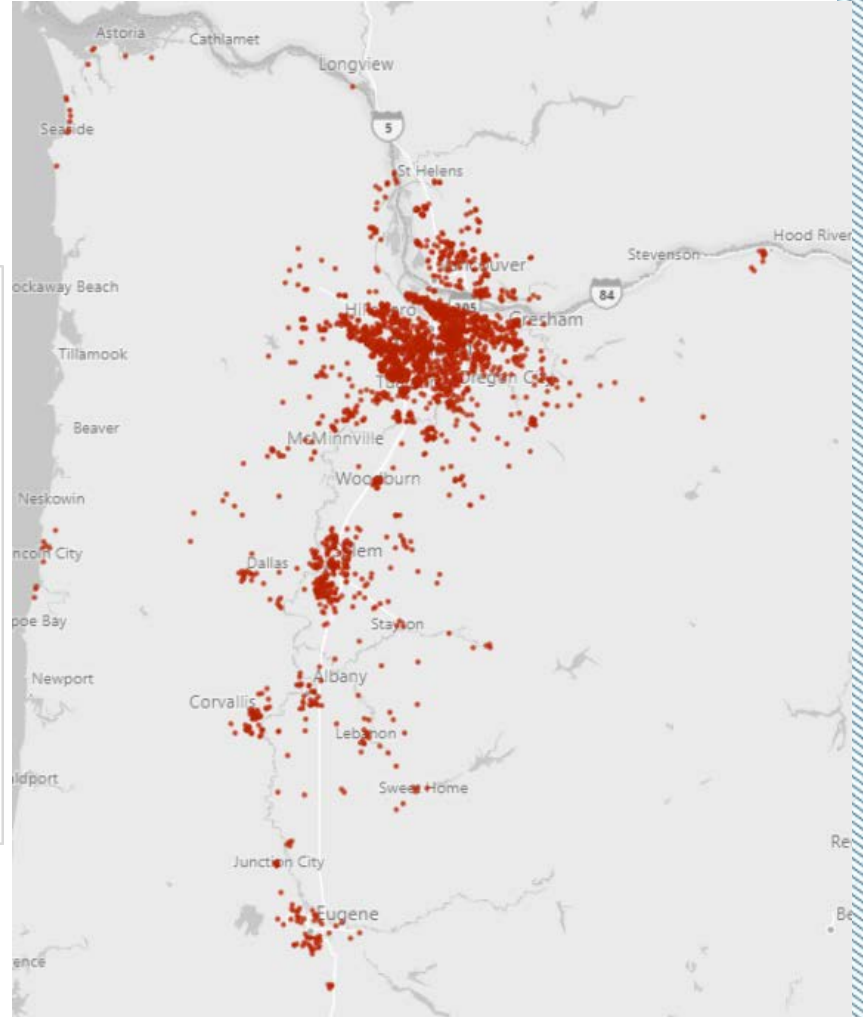
# 2020 Opportunity and Performance

# 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

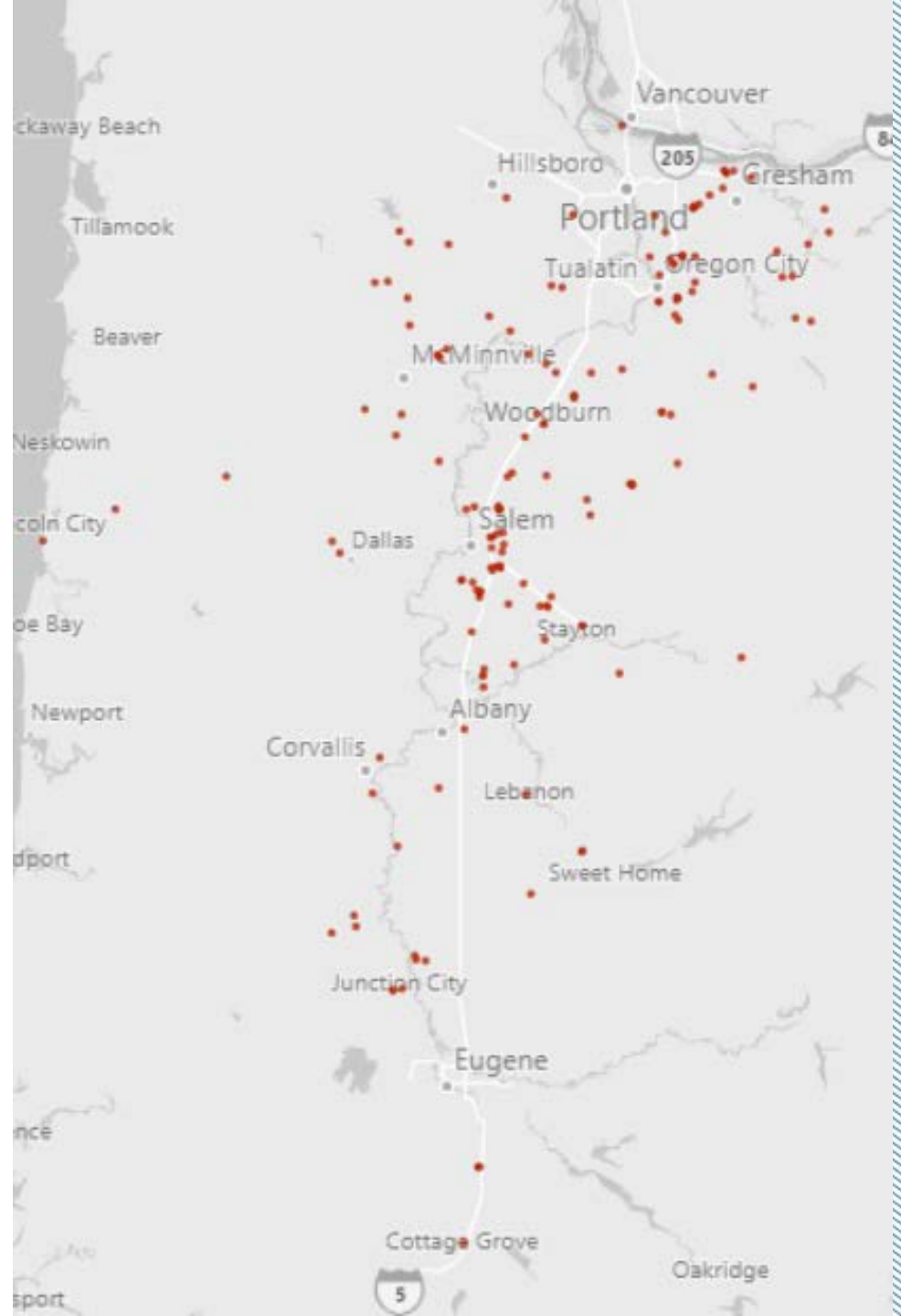
## Selection Criteria: 2021

- 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	<del>\$550</del> \$1,000	Bonus through: March 31, 2021
Heat Pump Water Heater	\$270	2021
Smart Thermostat	\$100	2021
Attic Insulation	<del>\$0.50</del> \$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

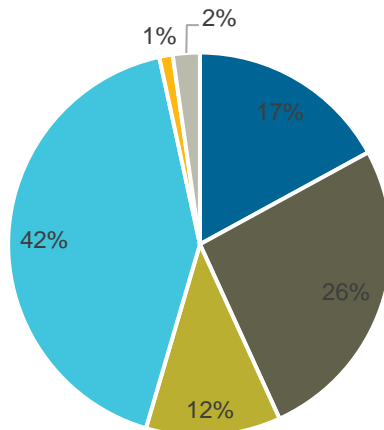
# WA Rental Incentive Amounts: Single-Family

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

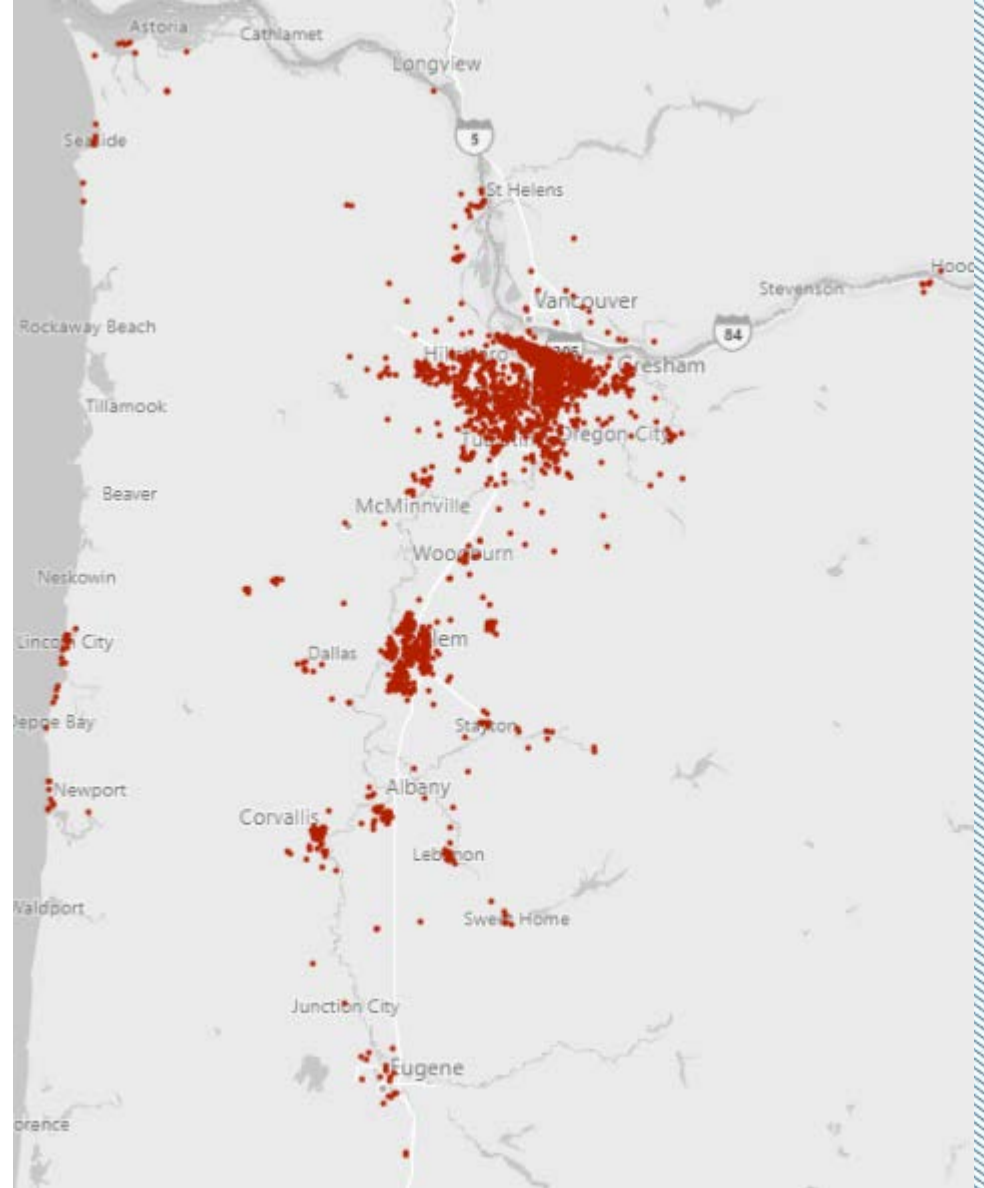
\*Incentive availability and timeline subject to change

# 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](http://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

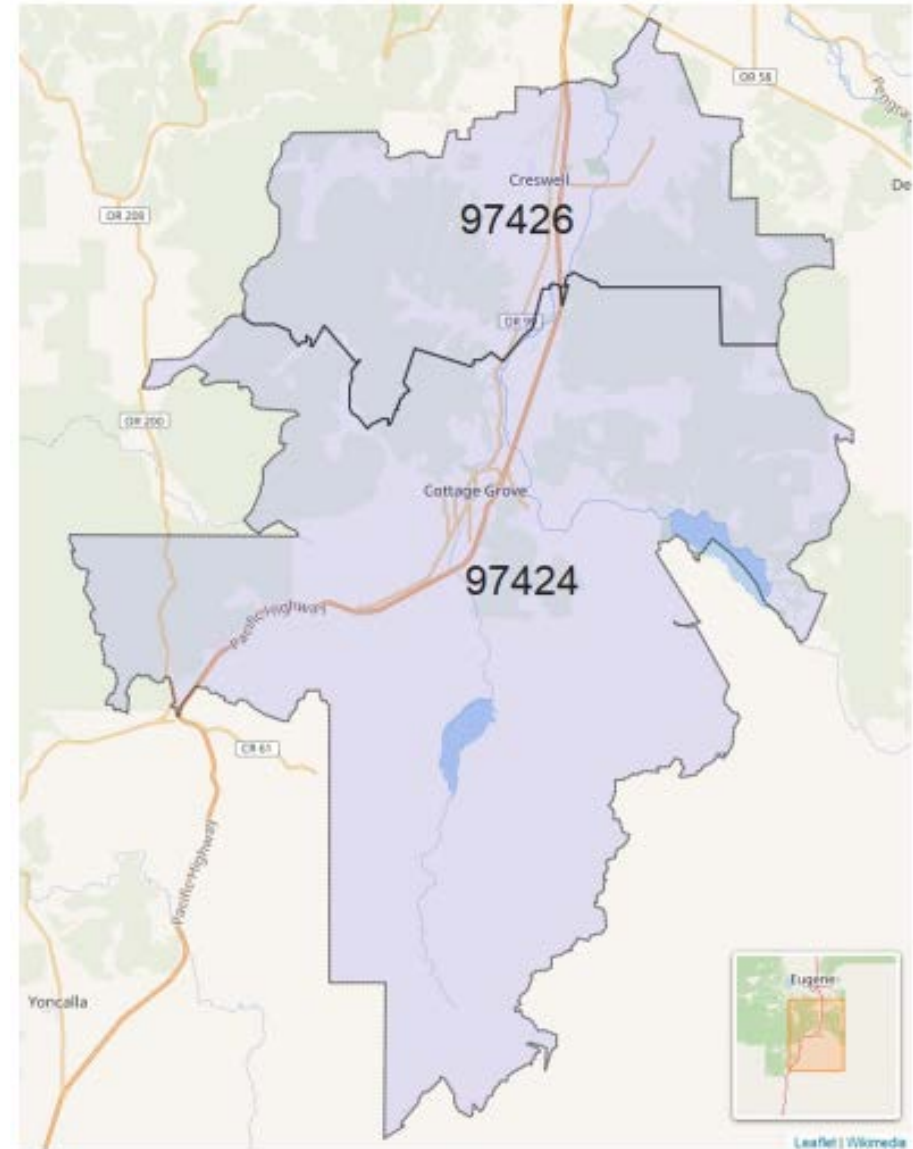


# Limited-Time Increased Incentive Amounts: Cottage Grove & Creswell – July 31, 2021

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

# Eligibility Area

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



# Multifamily Market Update

# Expanding participation in small multifamily

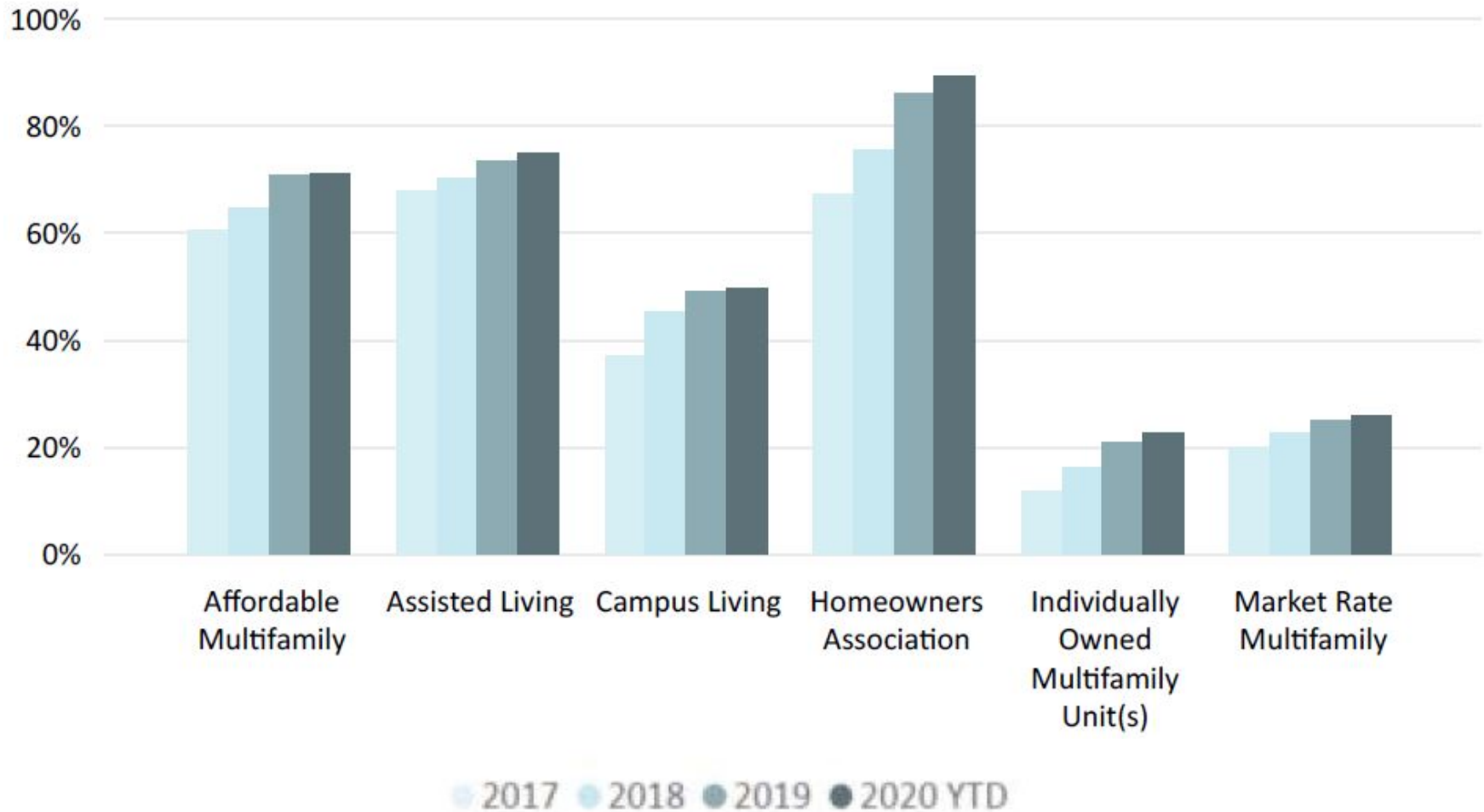
- Opportunity identified in small multifamily
  - Duplex, triplex, fourplex
  - Doubled participation from 2017-2020
    - 10% to 20% served
- Offerings tailored for small multifamily
  - DHP Rental Promotion
  - \$1,000 bonus DHP incentive
  - Up to \$1.25/sq. ft. insulation
  - \$1,000 gas furnace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





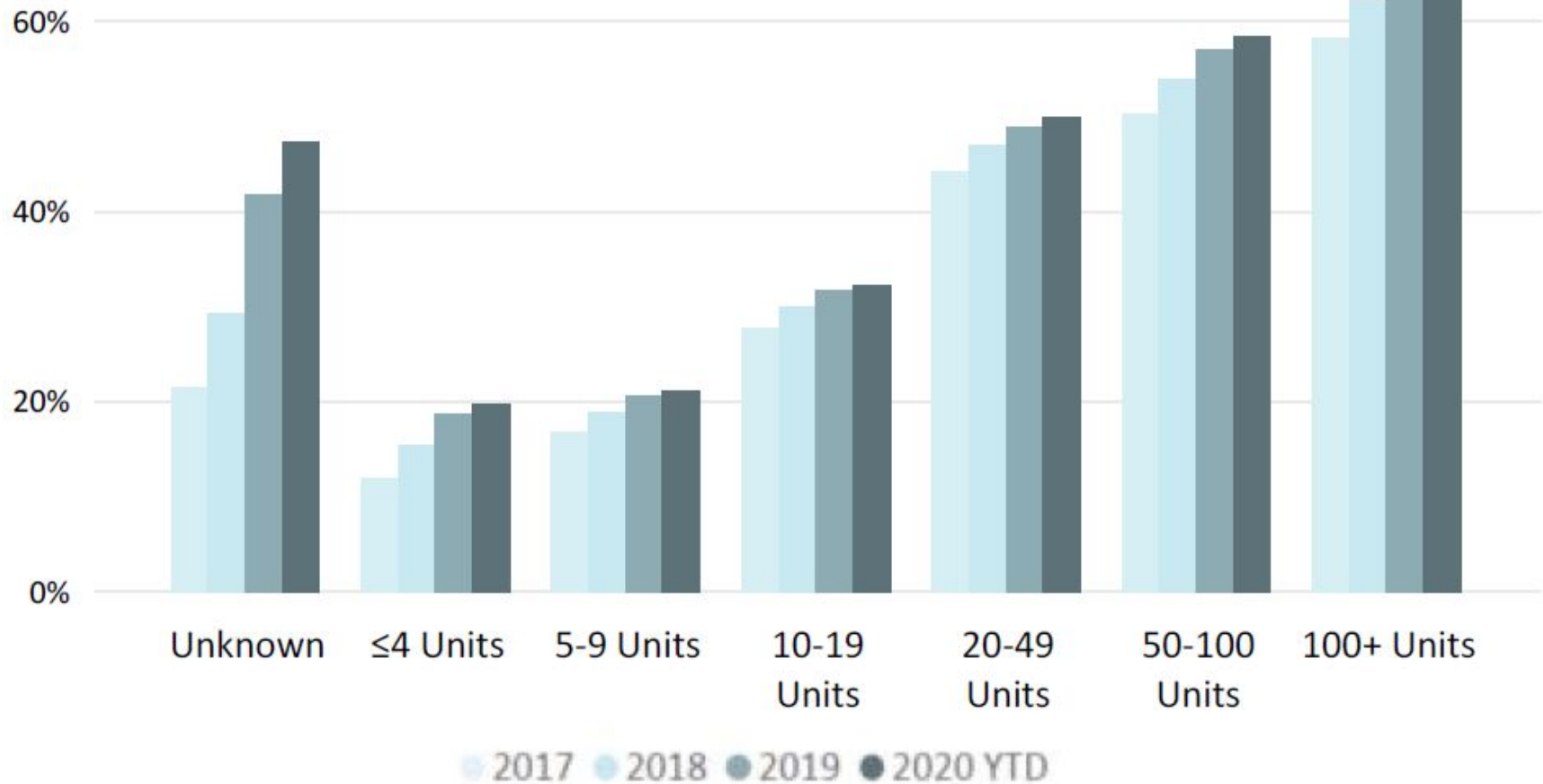
# Multifamily participation trends

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



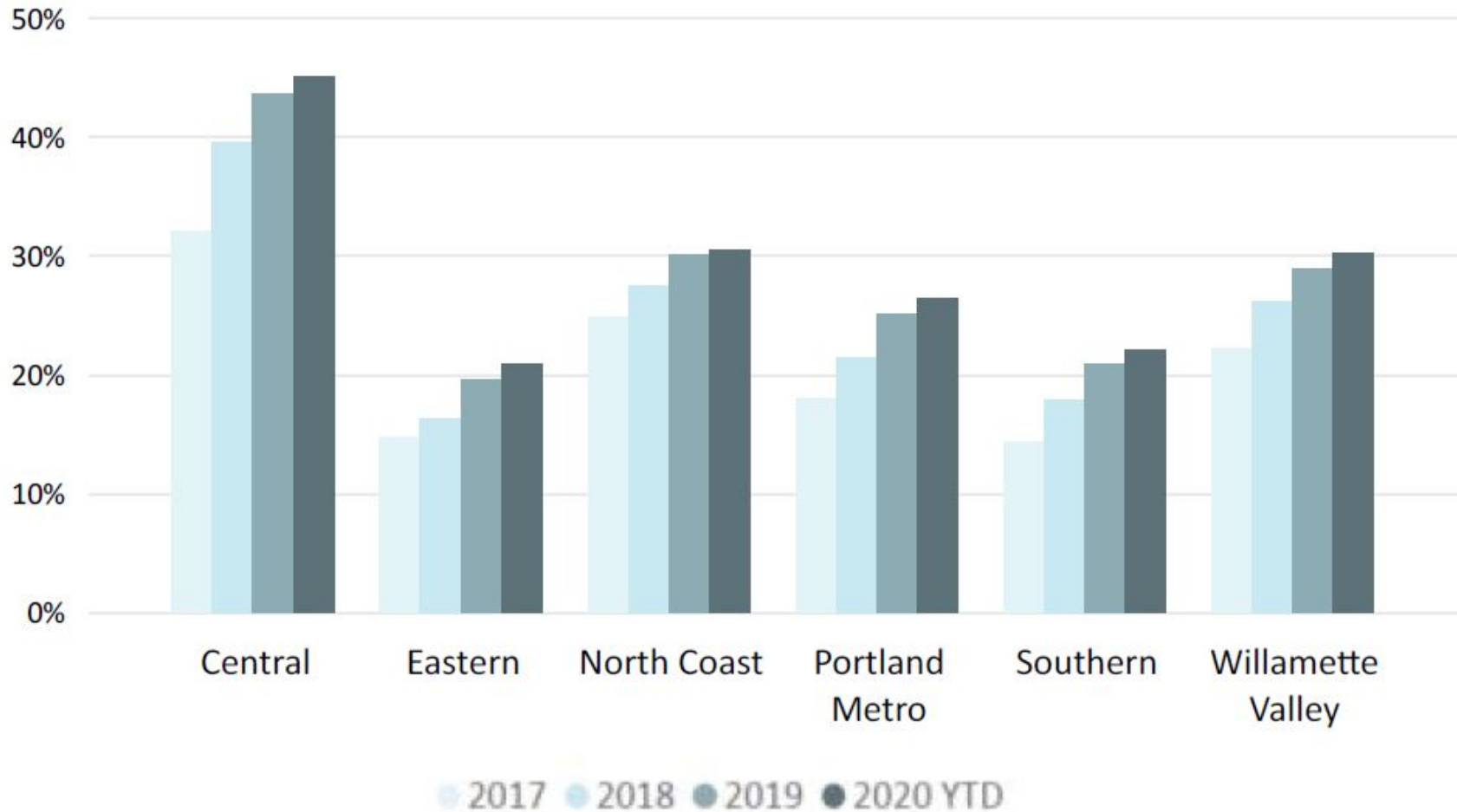
# Multifamily participation trends

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 <a href="#">qualifying products list</a> and that the total system achieves a minimum 12 EER rating via the <a href="#">AHRI</a> 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](mailto:residential@energyst.com) for single family homes and [multifamily@energyst.com](mailto: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.



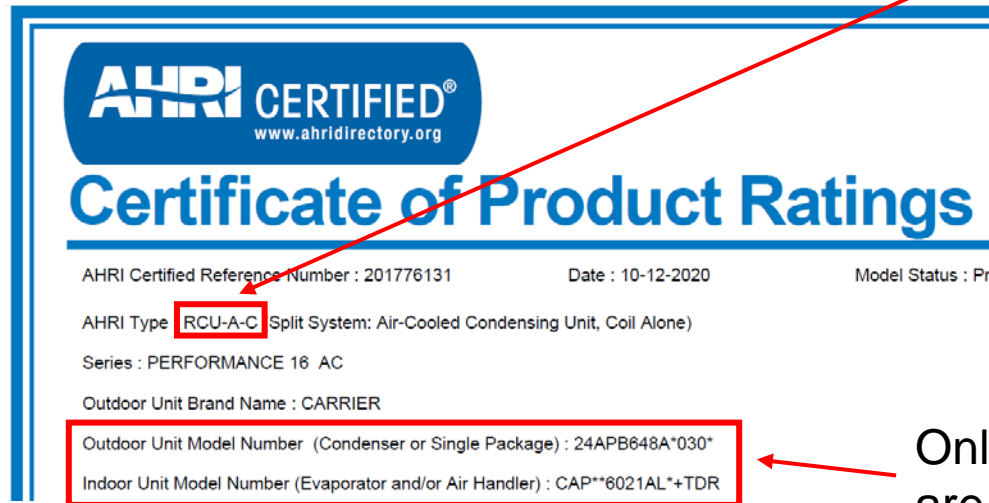
# Central AC Review

- 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. The form is titled "AHRI CERTIFIED" with the website "www.ahridirectory.org" below it. The main title is "Certificate of Product Ratings". The form contains the following information:

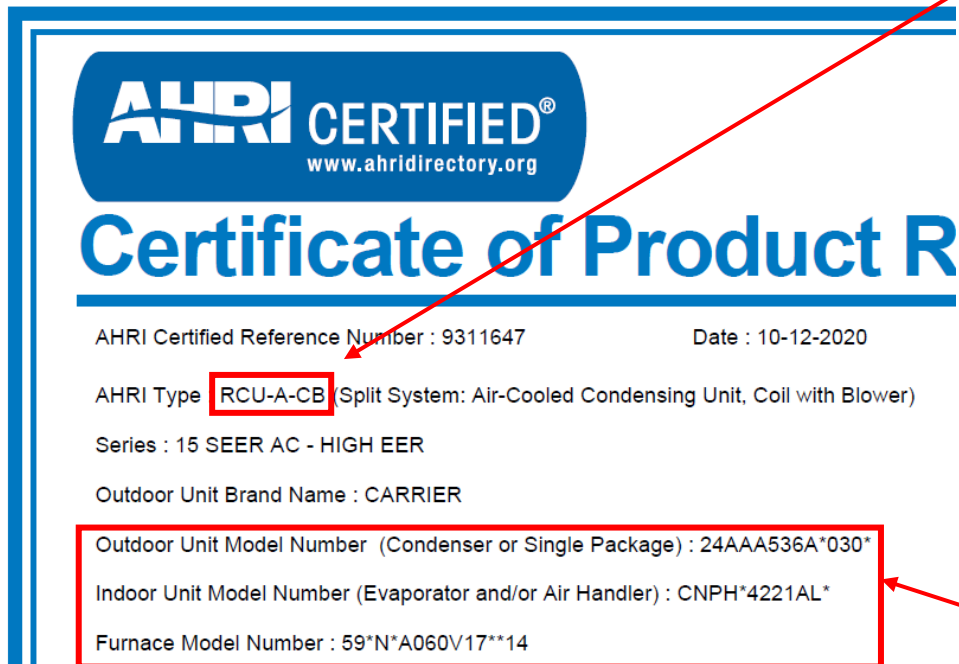
AHRI Certified Reference Number : 201776131	Date : 10-12-2020	Model Status : Pr
AHRI Type : <b>RCU-A-C</b> Split System: Air-Cooled Condensing Unit, Coil Alone)		
Series : PERFORMANCE 16 AC		
Outdoor Unit Brand Name : CARRIER		
Outdoor Unit Model Number (Condenser or Single Package) : 24APB648A*030*		
Indoor Unit Model Number (Evaporator and/or Air Handler) : CAP**6021AL*+TDR		

Red boxes highlight the "RCU-A-C" AHRI Type and the Outdoor/Indoor Unit Model Numbers. Red arrows point from the text "Only the outdoor unit and indoor coil are specified" to these highlighted areas.

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 <a href="#">Form 320C-HVAC</a> incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or <a href="mailto:residential@energytrust.org">residential@energytrust.org</a> .					
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: <a href="http://energytrust.org/central-air-conditioners/">energytrust.org/central-air-conditioners/</a>				
	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](mailto:marshall.johnson@energytrust.org)

Kate Wellington

Multifamily Program Manager

[kate.wellington@energytrust.org](mailto: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
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- Multifamily Program Updates
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  - 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

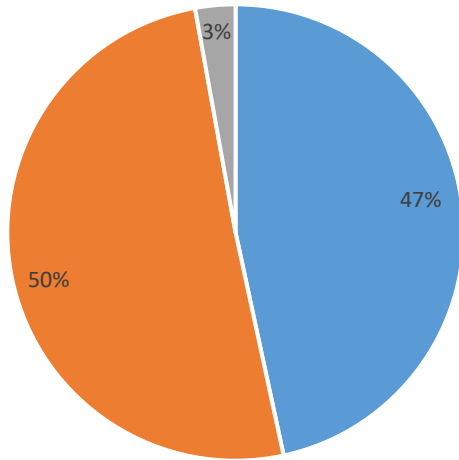
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

- 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

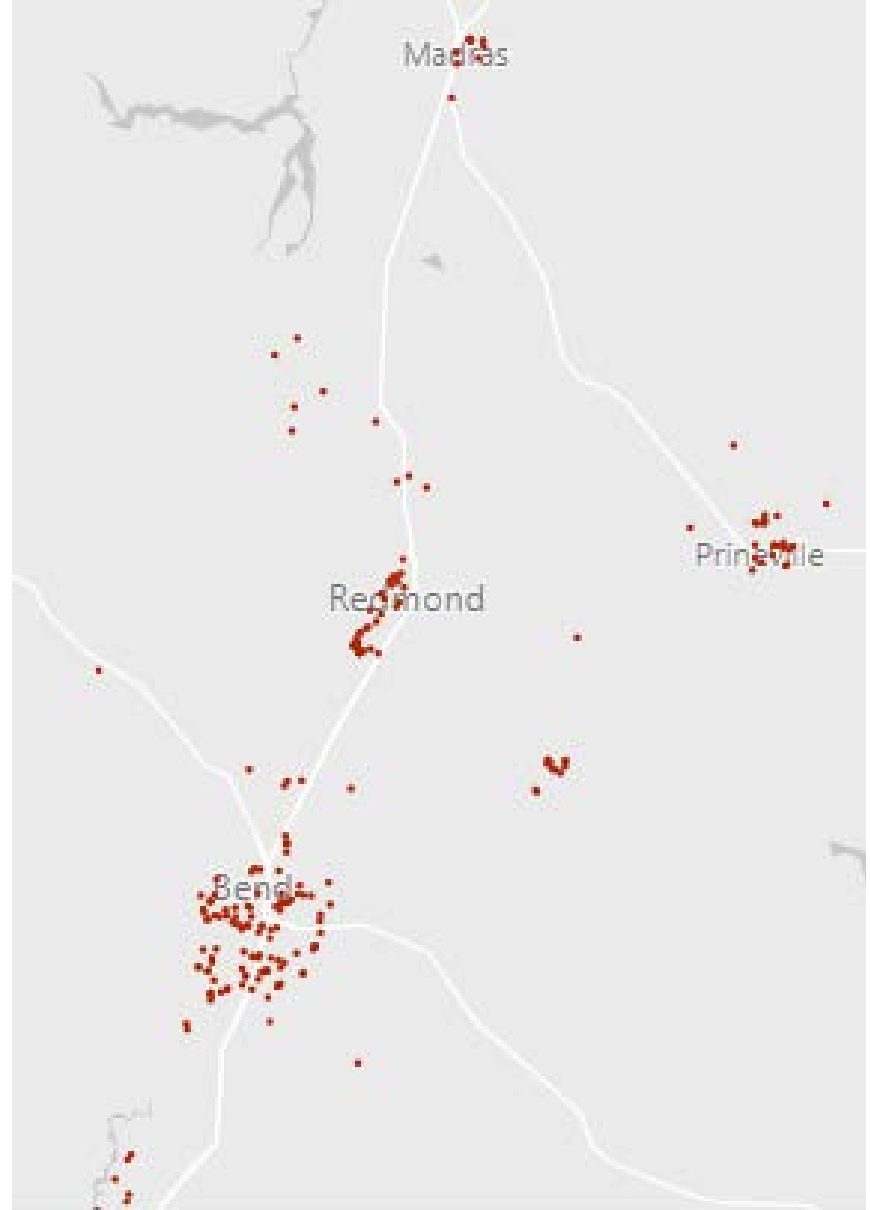
# Windows – Central Oregon

- 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:

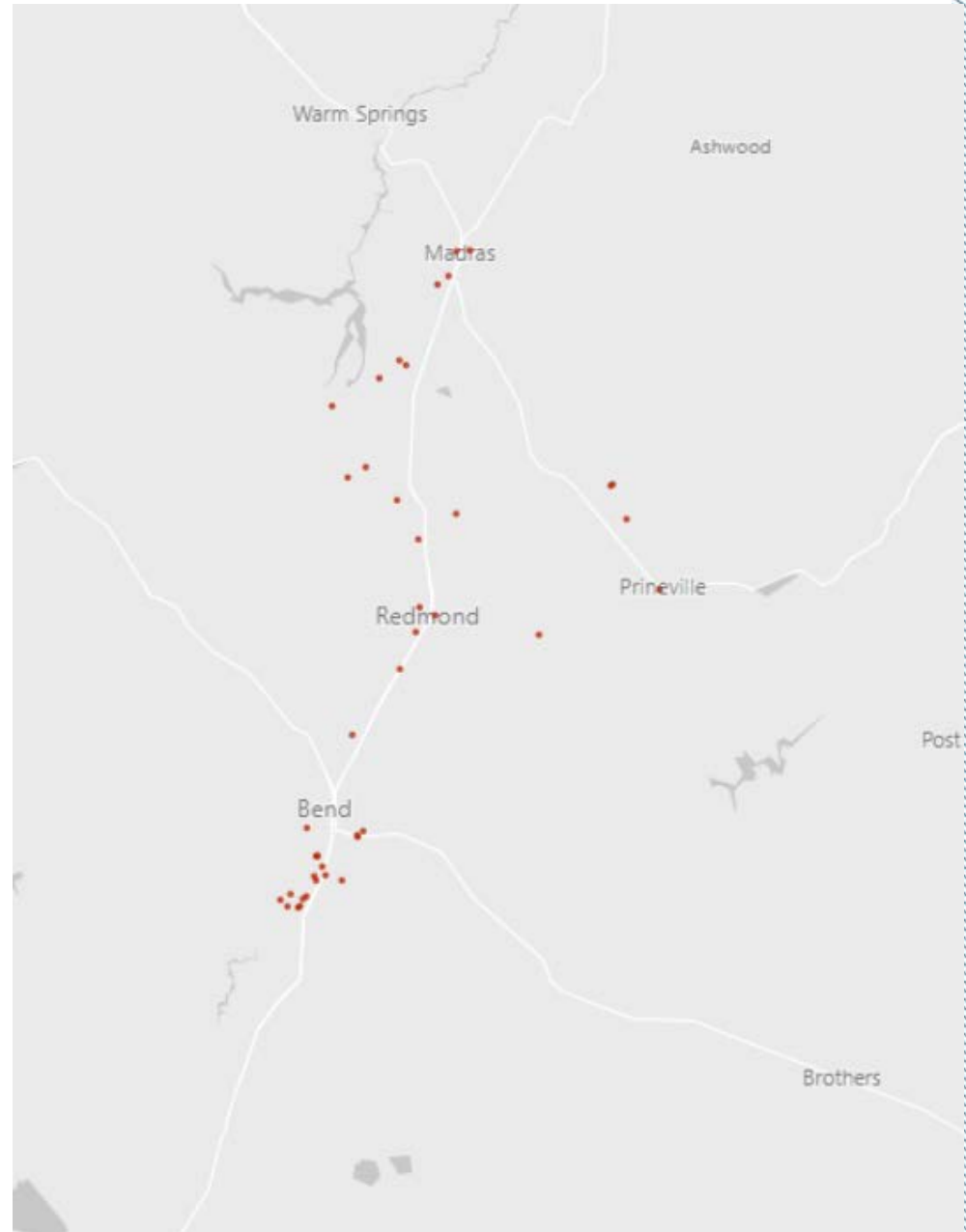
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- \$2,500 for DHP, \$3,000 for HP in Manufactured Homes

## 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	<del>\$550</del> \$1,000	Bonus through: March 31, 2021
Heat Pump Water Heater	\$270	2021
Smart Thermostat	\$100	2021
Attic Insulation	<del>\$0.50</del> \$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

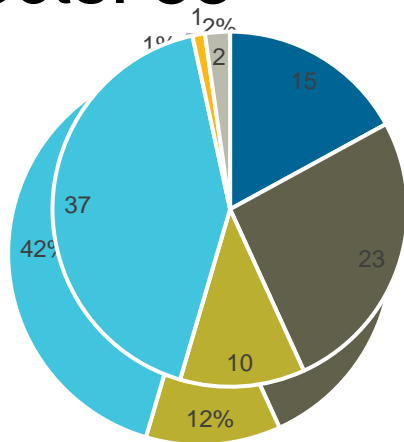
# WA Rental Incentive Amounts: Single-Family

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

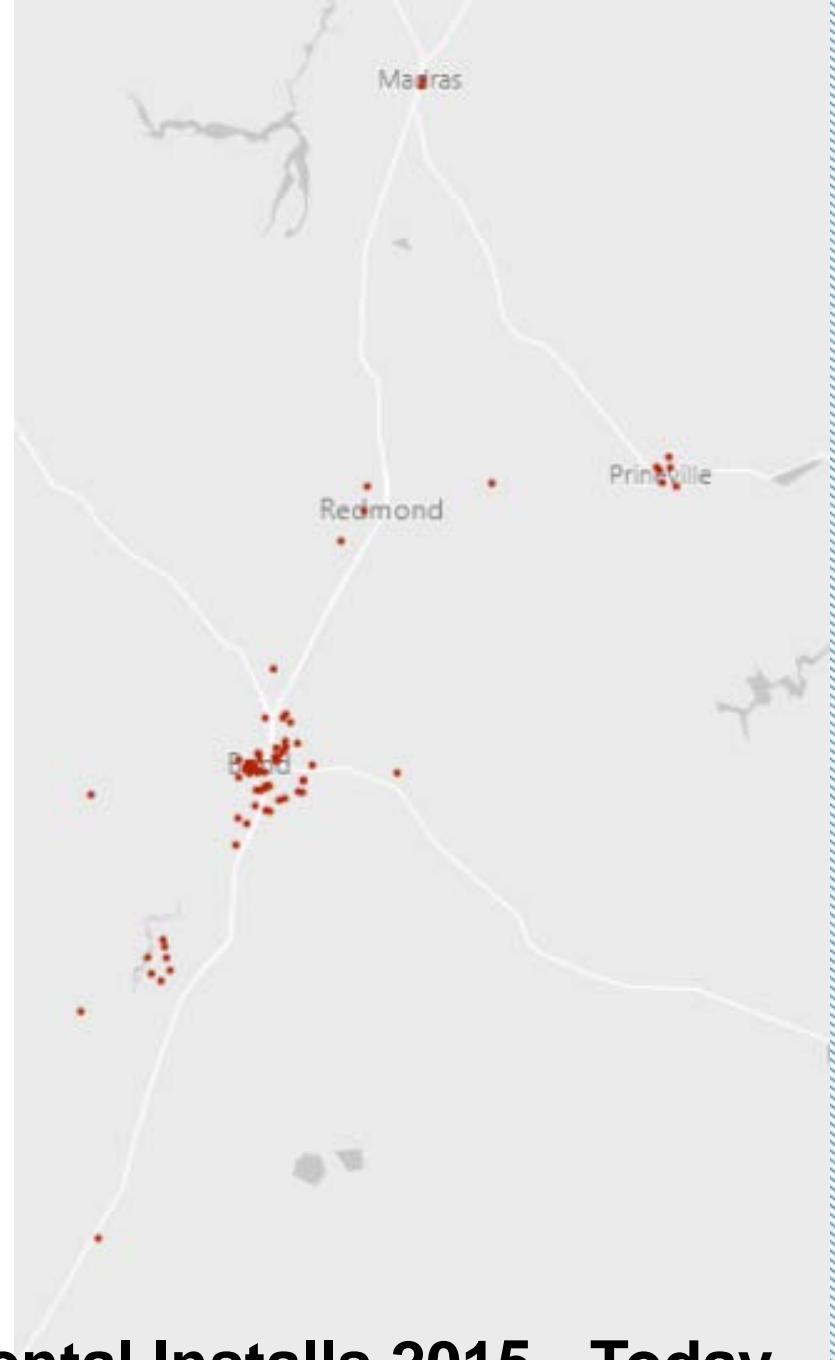
- \*Incentive availability and timeline subject to change

# 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  
 ■ 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

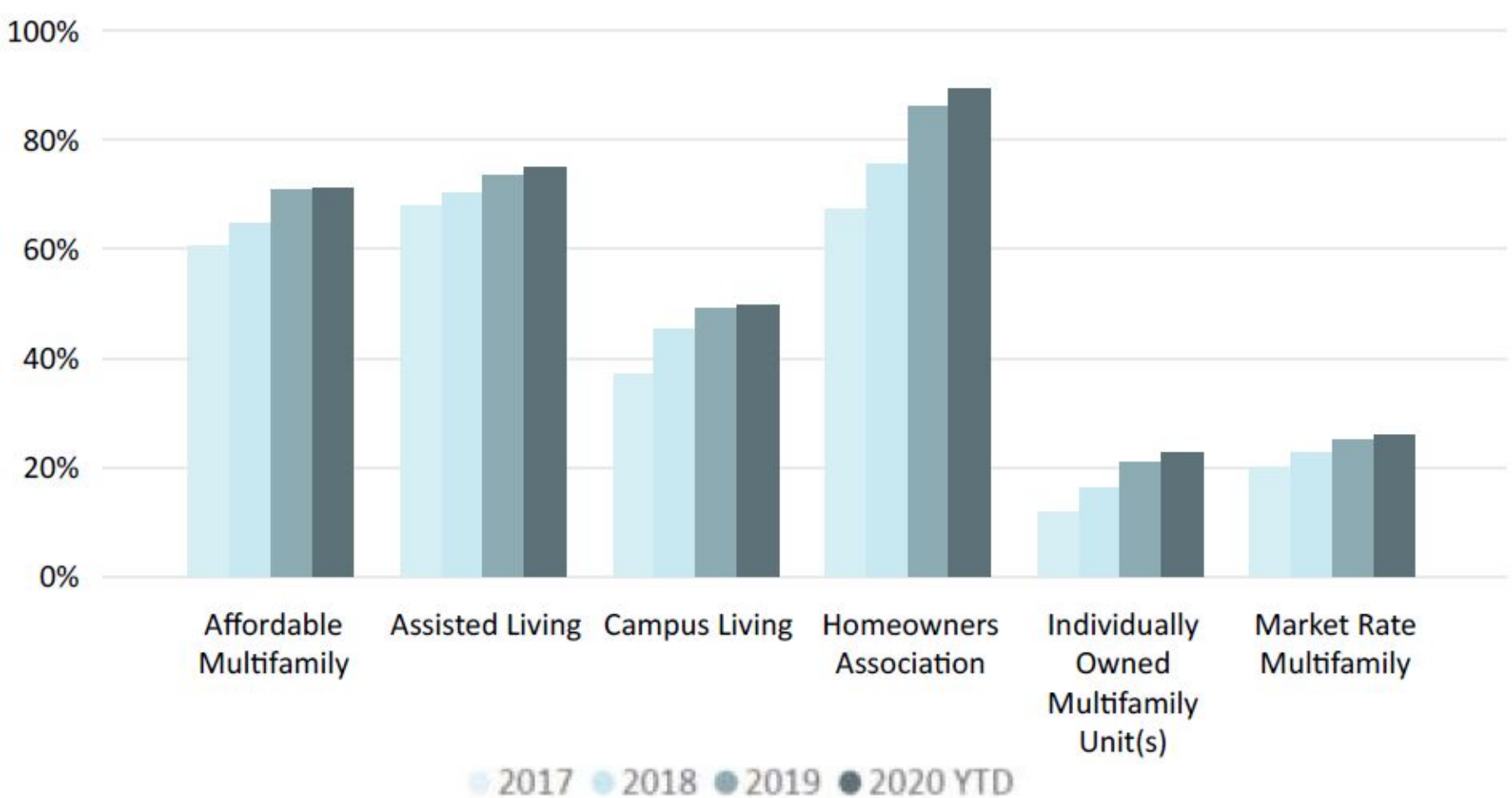
# Expanding participation in small multifamily

- 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



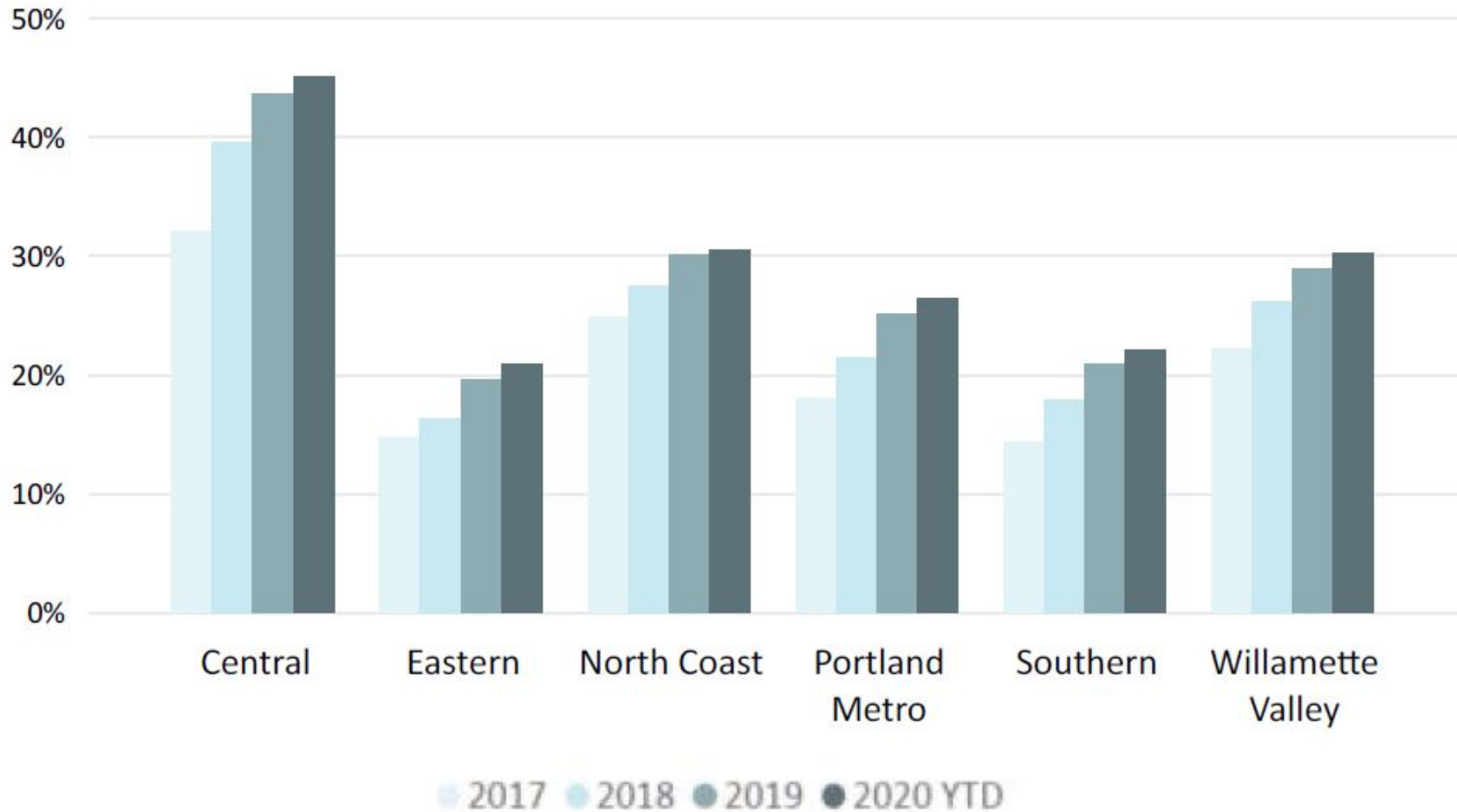
# Multifamily participation trends

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 <a href="#">qualifying products list</a> and that the total system achieves a minimum 12 EER rating via the <a href="#">AHRI</a> 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](mailto:residential@energyst.com) for single family homes and [multifamily@energyst.com](mailto: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

Enter AHRI Certified Reference Number

Search By: ☒ AHRI Reference # ☐ Model Number ☐ Product Type

User Guide and FAQs | Login | English

Additional Resources

**Quick Search Criteria**

AHRI Certified Reference Number

Manufacturer Type

Outdoor Unit Brand Name

Outdoor Unit Model Number (Condenser or Single Package)

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

SEER

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

IEER

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	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	
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	Systemd	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

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

# Central AC Review

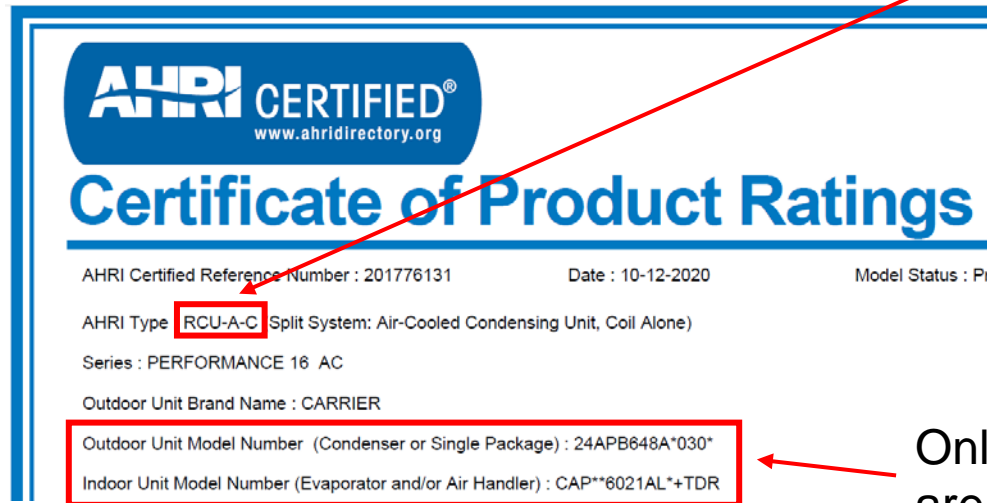
- In order for a Central AC system to receive an incentive, the **entire system listed on AHRI** must be installed.
- Essentially, if it's listed, it needs to be installed

		
<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. The form is titled "AHRI CERTIFIED" with the website "www.ahridirectory.org" below it. The main title is "Certificate of Product Ratings". The form contains the following information:

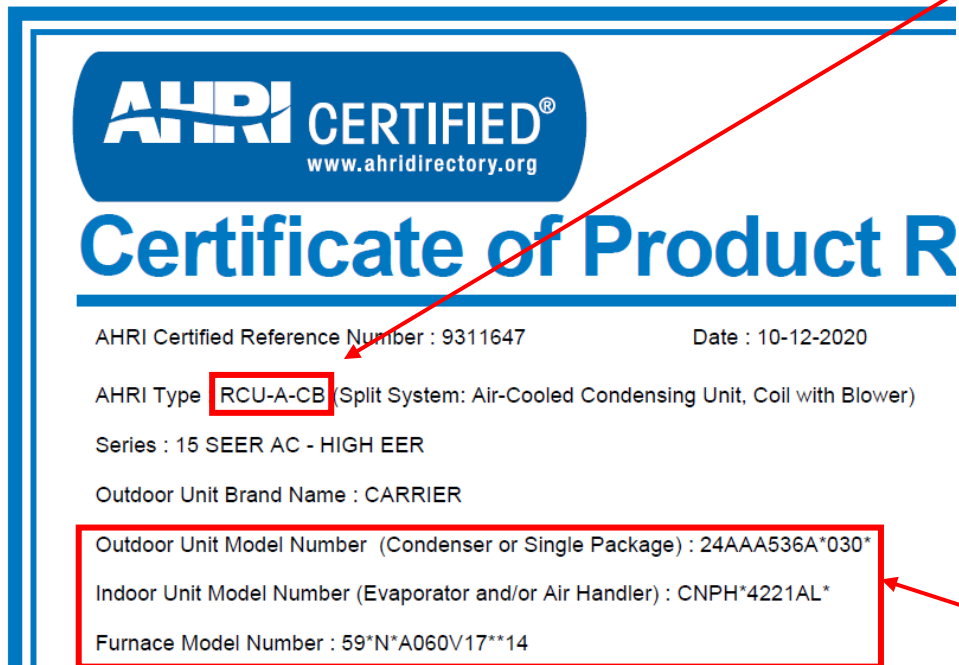
AHRI Certified Reference Number : 201776131	Date : 10-12-2020	Model Status : Pr
AHRI Type : <b>RCU-A-C</b> Split System: Air-Cooled Condensing Unit, Coil Alone)		
Series : PERFORMANCE 16 AC		
Outdoor Unit Brand Name : CARRIER		
Outdoor Unit Model Number (Condenser or Single Package) : 24APB648A*030*		
Indoor Unit Model Number (Evaporator and/or Air Handler) : CAP**6021AL*+TDR		

Red boxes highlight the "RCU-A-C" AHRI Type and the Outdoor/Indoor Unit Model Numbers. Red arrows point from the text "Only the outdoor unit and indoor coil are specified" to these highlighted areas.

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 Certified Certificate of Product R. The certificate is framed in blue and contains the following information:

- AHRI CERTIFIED®** with the website [www.ahridirectory.org](http://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\*
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- Furnace Model Number : 59\*N\*A060V17\*\*14

Red boxes highlight the AHRI Type "RCU-A-CB" and the Outdoor Unit Model Number, Indoor Unit Model Number, and Furnace Model Number. Red arrows point from the text in the list above to these highlighted areas.

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	
<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.	
	Incentive amount: \$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 <a href="#">Form 320C-HVAC</a> incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or <a href="mailto:residential@energytrust.org">residential@energytrust.org</a> .		
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: <a href="http://energytrust.org/central-air-conditioners/">energytrust.org/central-air-conditioners/</a>	
	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](mailto:marshall.johnson@energytrust.org)

Kate Wellington

Multifamily Program Manager

[kate.wellington@energytrust.org](mailto: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

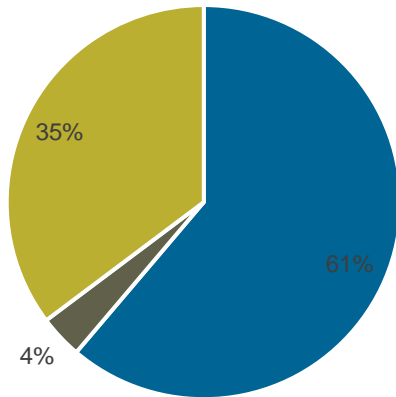
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

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

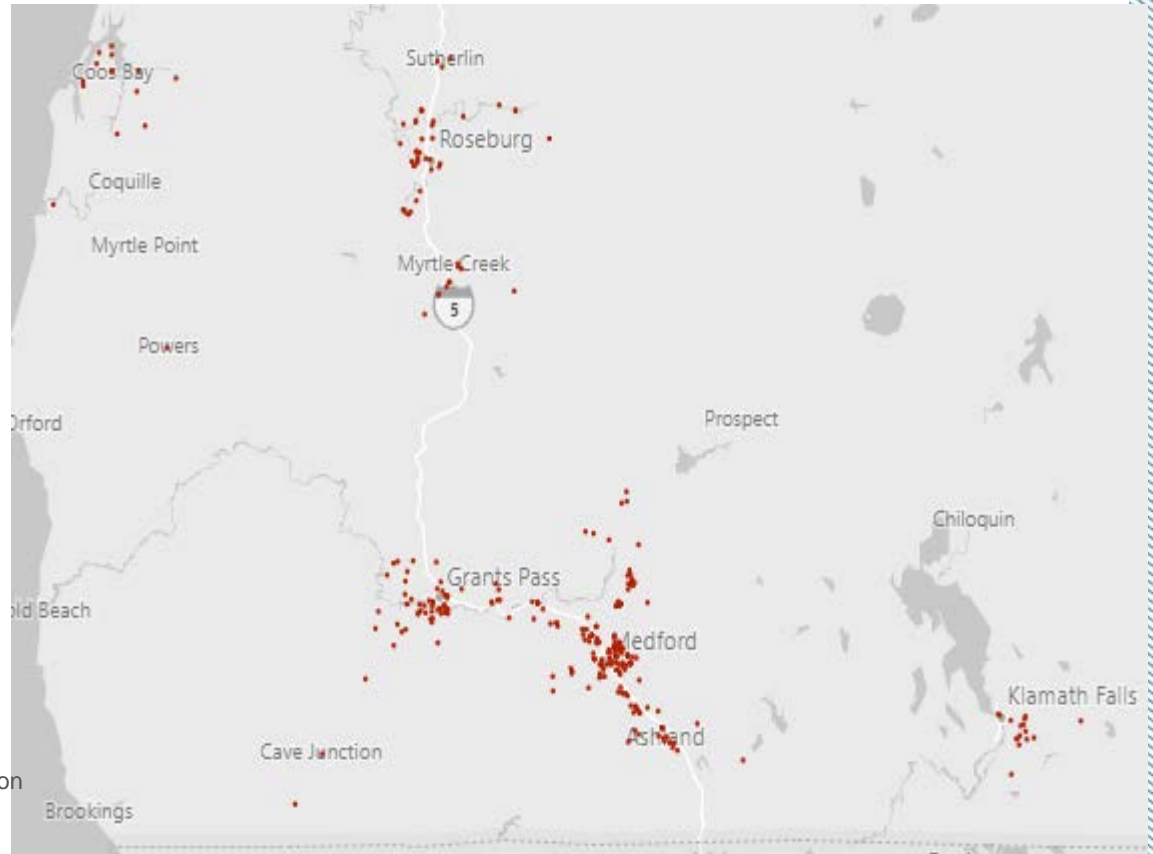
# 2020 Opportunity and Performance

# 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

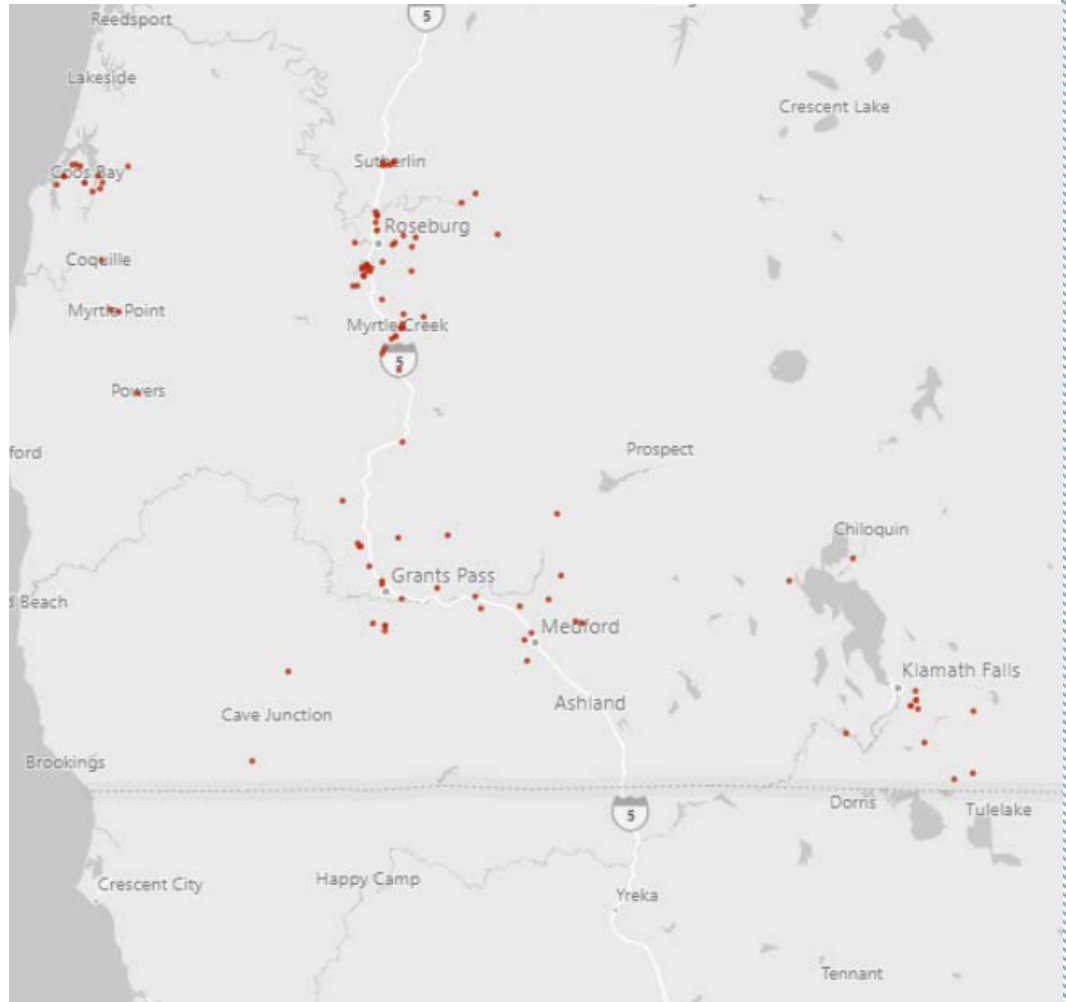
## Selection Criteria: 2021

- 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:
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# Rental Incentives: Single-Family Homes

- Increased Incentives for Single-Family Rentals
- Trade Ally Requirements:
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- \*Incentive availability and timeline subject to change

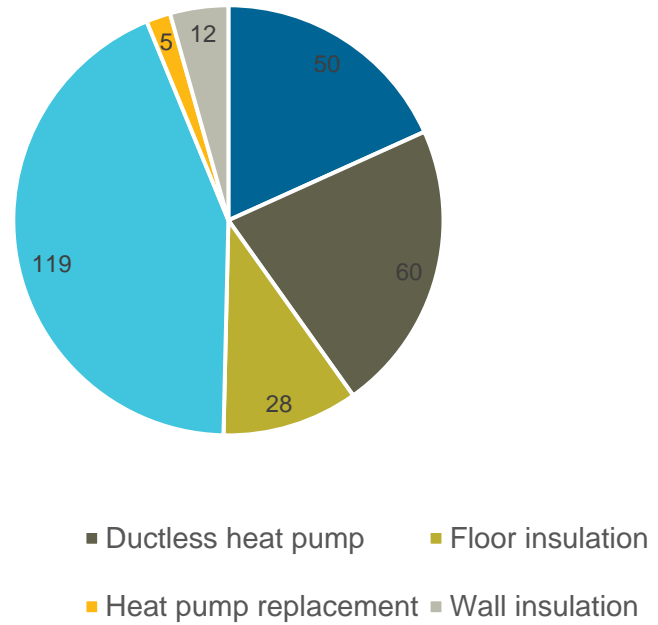
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Attic Insulation	<del>\$0.60</del> \$1.25 per square foot	Bonus through: March 31, 2021
Wall Insulation	<del>\$0.60</del> \$0.75 per square foot	Bonus through: March 31, 2021
Floor Insulation	<del>\$0.60</del> \$0.75 per square foot	Bonus through: 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
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  - Enrolled in Home Retrofit Instant Incentives
  - Meet Program 9 HSPF Requirements per AHRI
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- 2020 participants will need to reapply via the 2021 RFQ.

# Multifamily Market Update

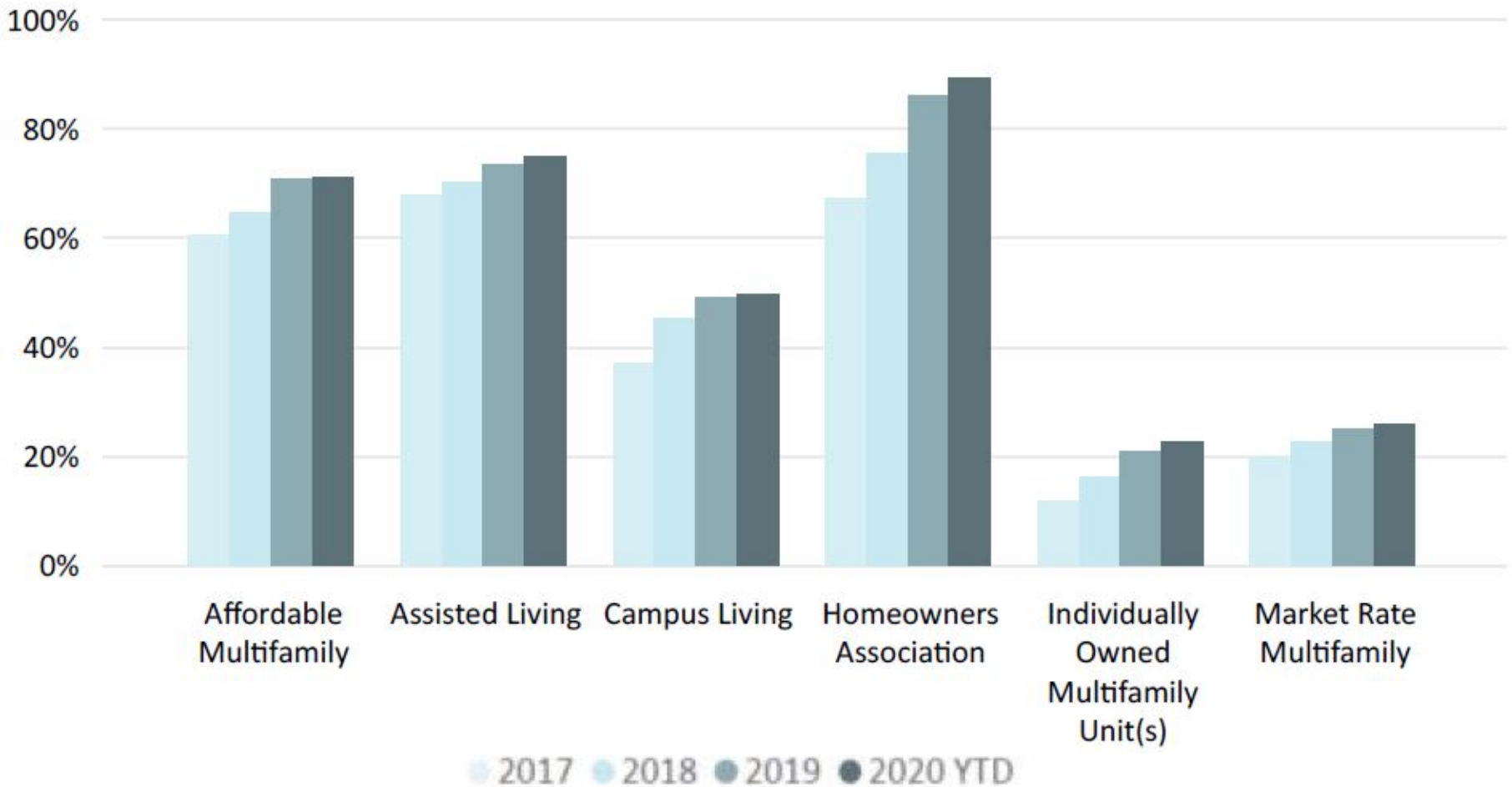
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- Opportunity identified in small multifamily
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  - \$1,000 gas furnace
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# Multifamily participation trends

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



# Multifamily participation trends

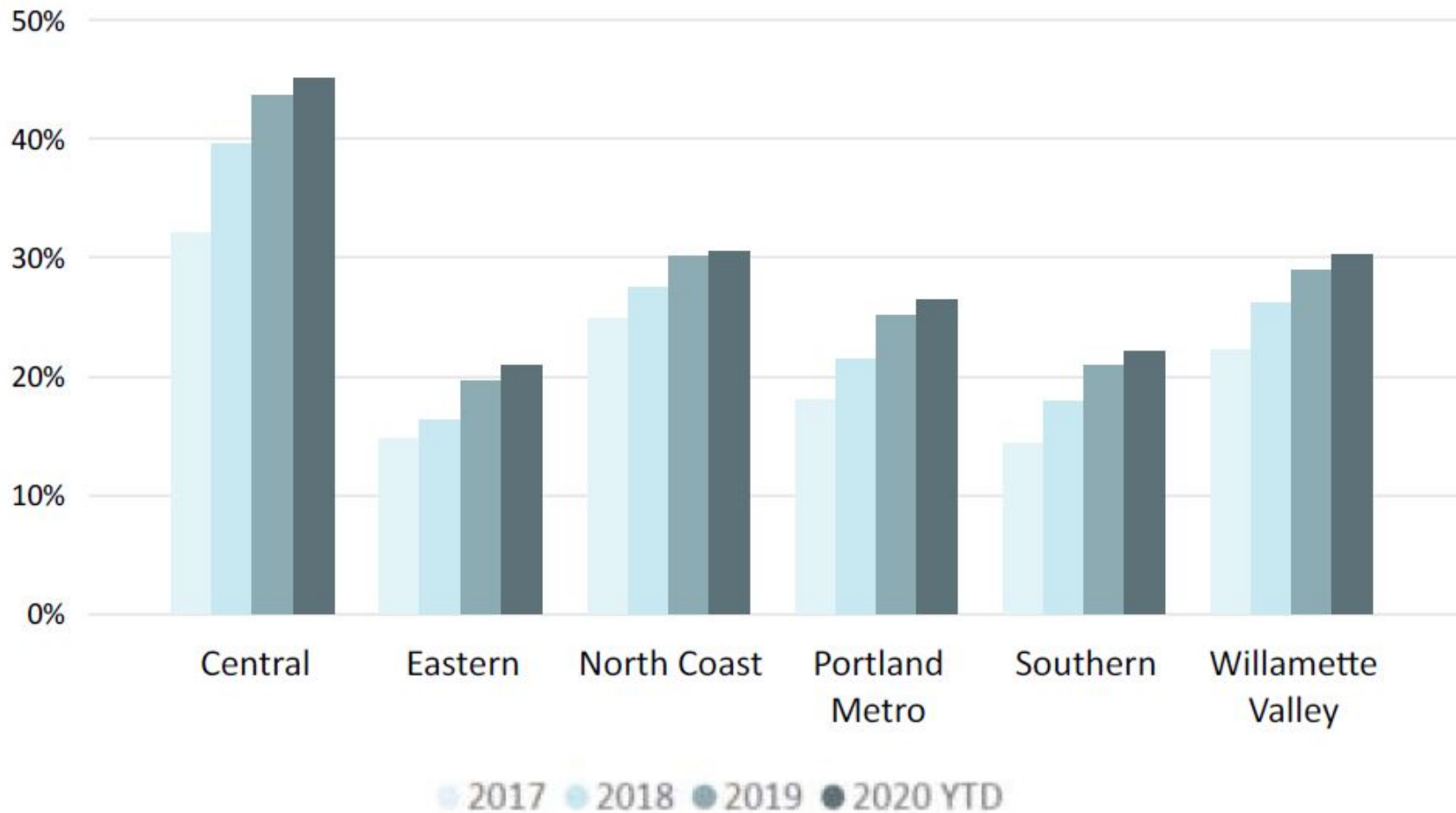
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# Multifamily Market Snapshot

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- New multifamily construction slowing
- Vacancies expected to rise next year as eviction protections expire
- Assisted living retrofit market limited



# Oregon COVID Response

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- Zoning reform for Portland's residential neighborhoods
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  - 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

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- Varying incentives with solar installs
- Varying incentives for early design and solar design assistance

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*“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

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# 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 <a href="#">qualifying products list</a> and that the total system achieves a minimum 12 EER rating via the <a href="#">AHRI</a> 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](mailto:residential@energyst.com) for single family homes and [multifamily@energyst.com](mailto: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

Enter AHRI Certified Reference Number

Search By: ☒ AHRI Reference # ☐ Model Number ☐ Product Type

User Guide and FAQs | Login | English

Additional Resources

**Quick Search Criteria**

AHRI Certified Reference Number

Manufacturer Type

Outdoor Unit Brand Name

Outdoor Unit Model Number (Condenser or Single Package)

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

SEER

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

IEER

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	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	
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
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

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.



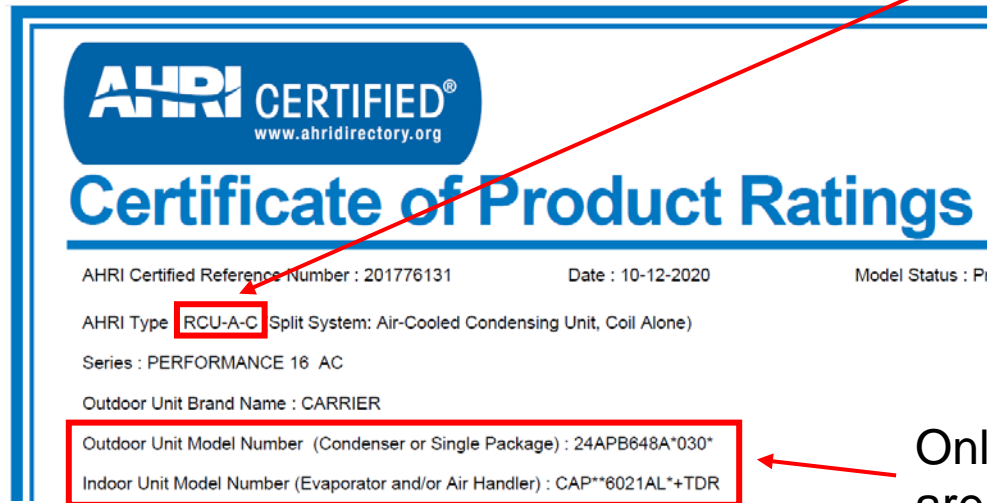
# Central AC Review

- 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, which contains 'RCU-A-C'. Another red arrow points from the text 'Only the outdoor unit and indoor coil are specified' to a red box on the form that contains 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

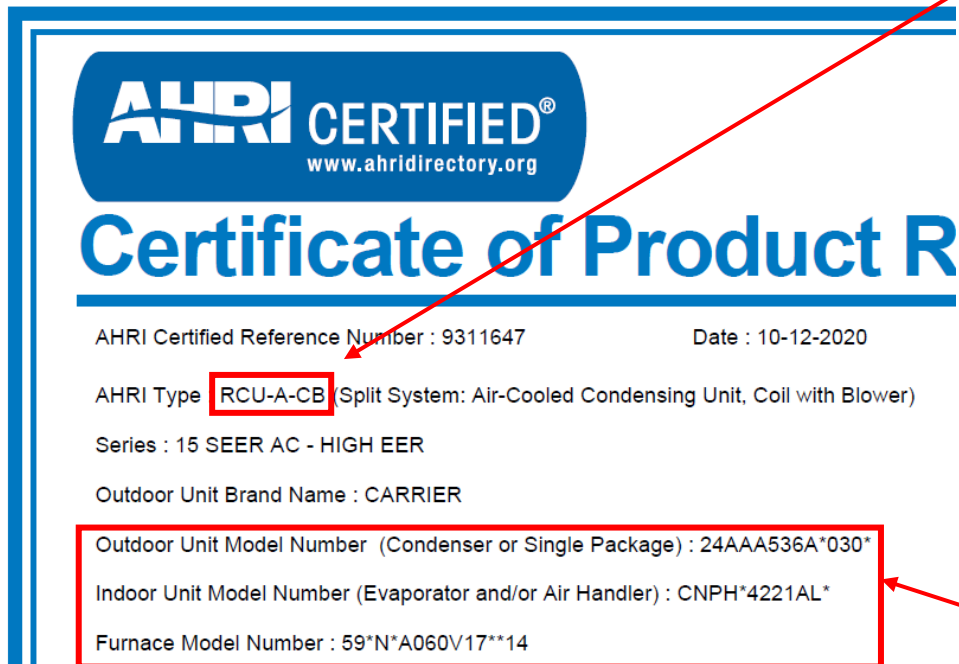
Outdoor Unit Model Number (Condenser or Single Package) : 24APB648A\*030\*

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

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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 <a href="#">Form 320C-HVAC</a> incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or <a href="mailto:residential@energytrust.org">residential@energytrust.org</a> .		
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: <a href="http://energytrust.org/central-air-conditioners/">energytrust.org/central-air-conditioners/</a>	
	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](mailto:marshall.johnson@energytrust.org)

Kate Wellington

Multifamily Program Manager

[kate.wellington@energytrust.org](mailto: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

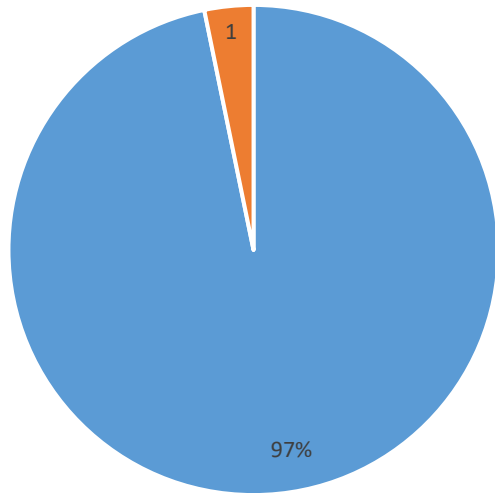
Install Scenario	Qualified?
Heat Pump replacing Heat Pump	Yes
Adding auxiliary lockout to existing heat pump	Yes
Heat pump conversion from electric furnace	No

- 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

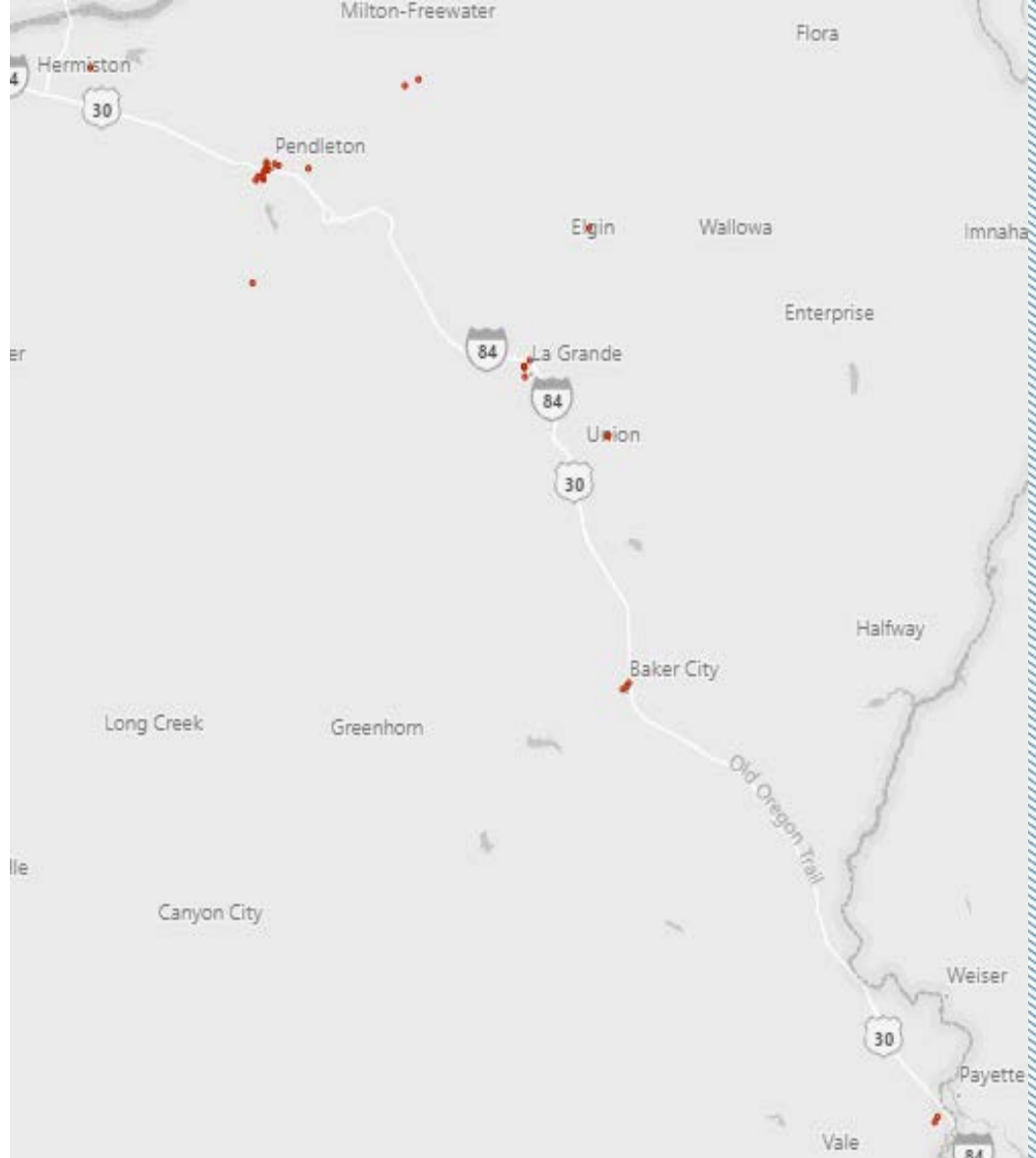
# Windows: Eastern Oregon

- 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:

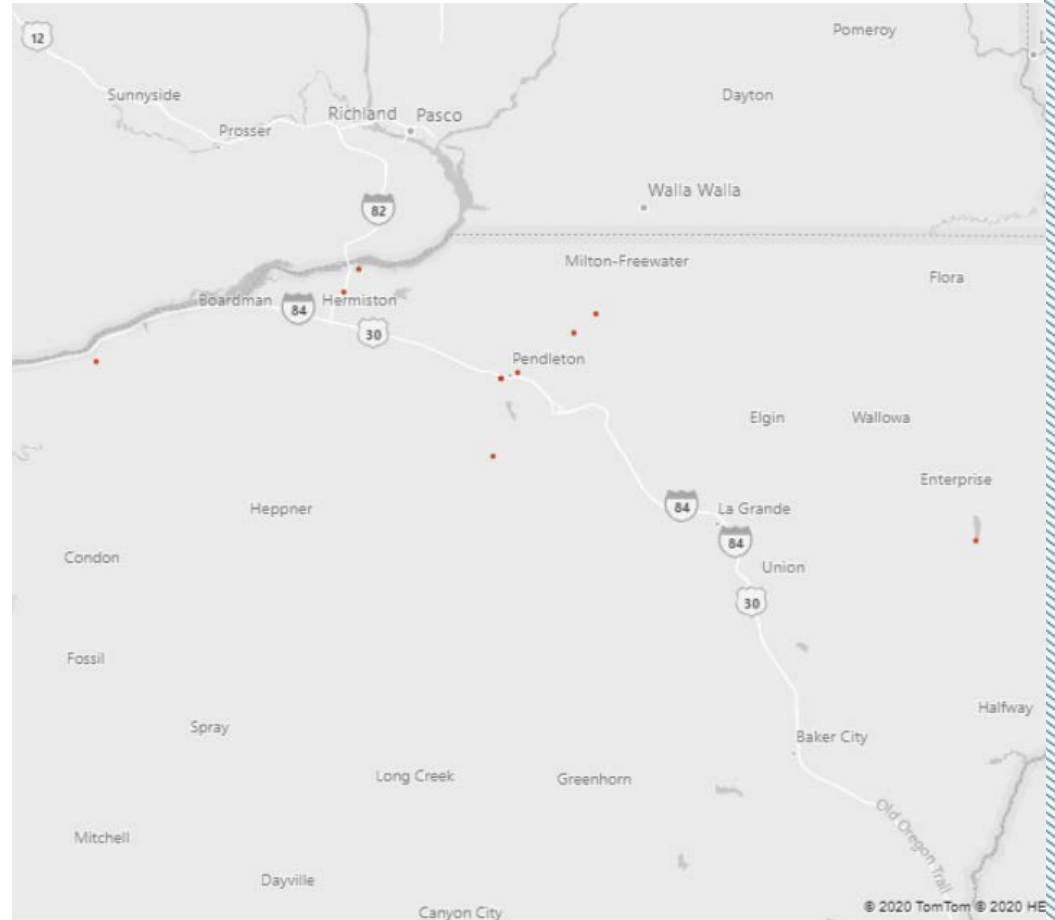
- October 16, 2020-November 16, 2020
- Home Retrofit Trade Allies
- \$2,500 for DHP, \$3,000 for HP in Manufactured Homes

## 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

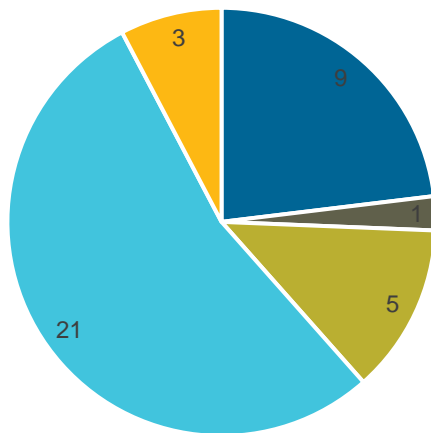
# OR Rental Incentive Amounts: Single-Family

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	<del>\$550</del> \$1,000	Bonus through: March 31, 2021
Heat Pump Water Heater	\$270	2021
Smart Thermostat	\$100	2021
Attic Insulation	<del>\$0.50</del> \$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

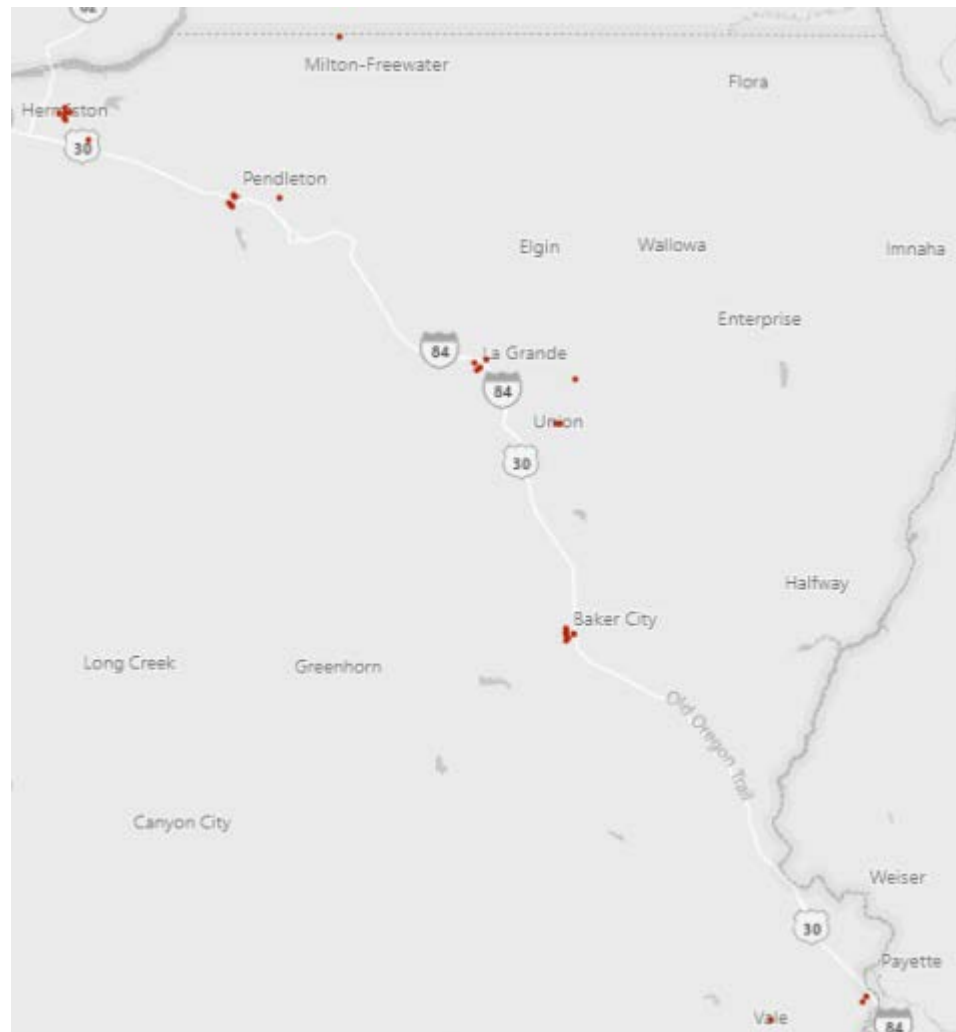
- \*Incentive availability and timeline subject to change

# 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

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# Multifamily Market Update



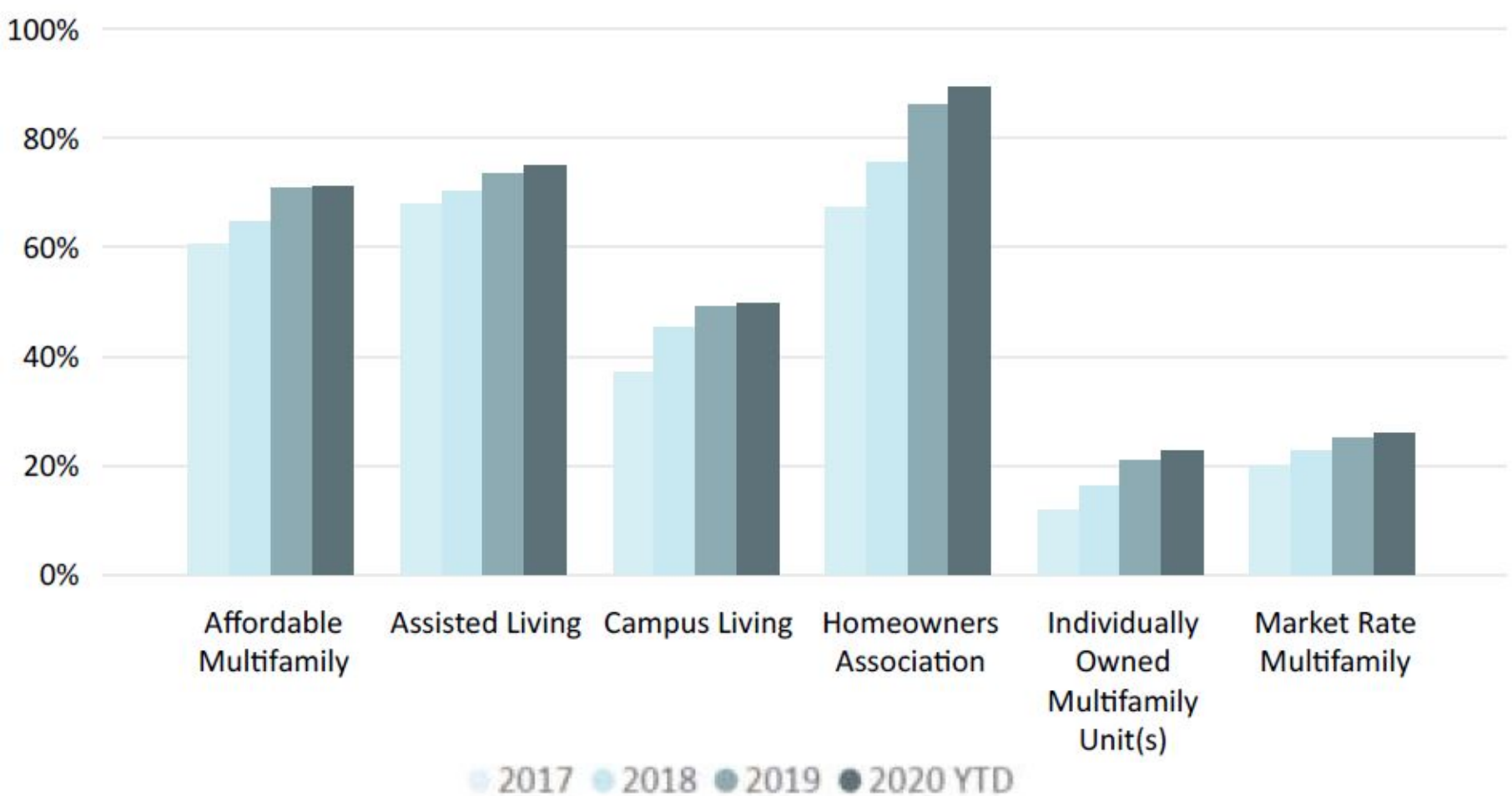
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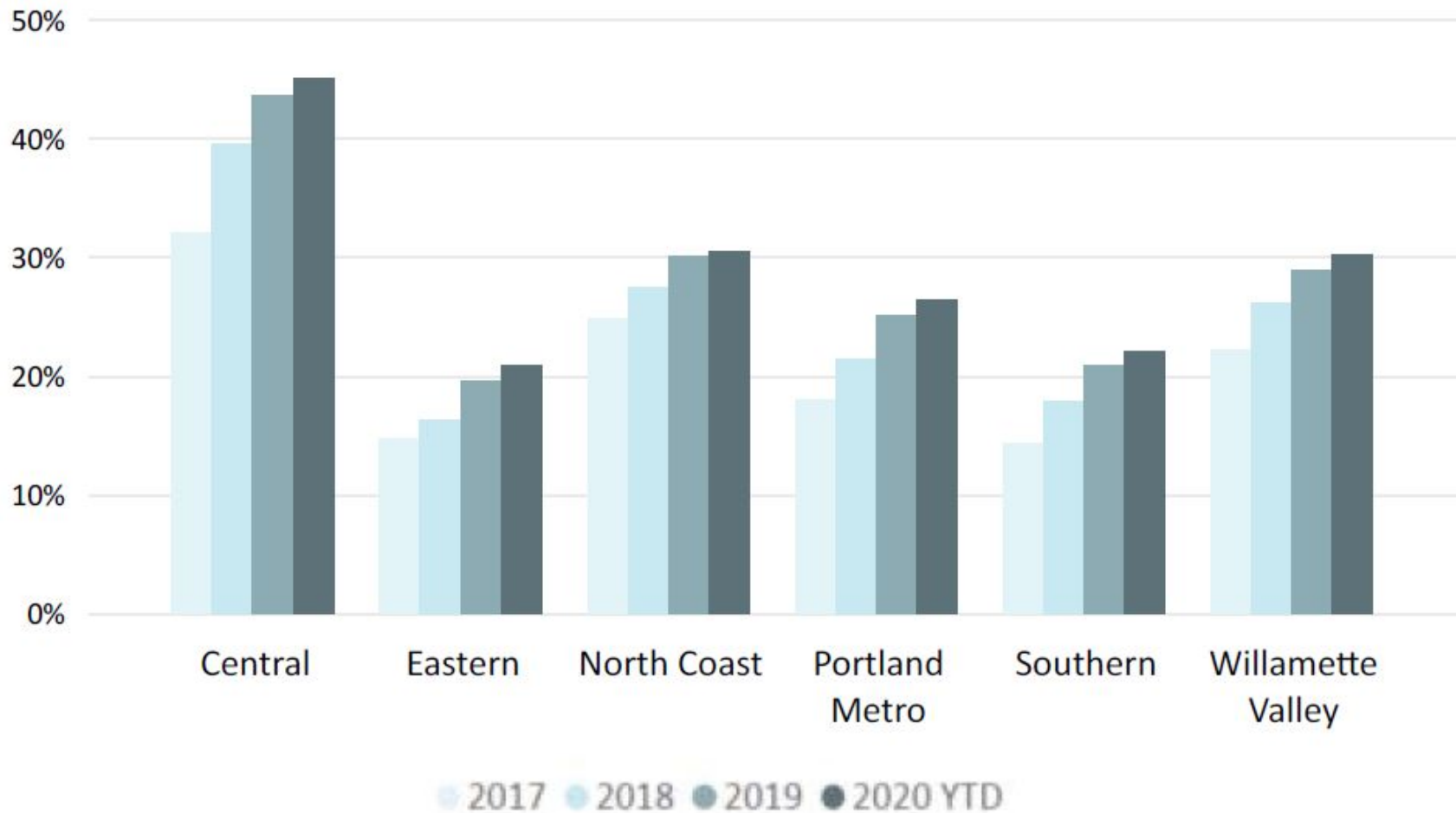
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- Increasing number of tenants not able to pay rent
- New multifamily construction slowing
- Vacancies expected to rise next year as eviction protections expire
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- Opens door for more housing options
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  - Four to six dwelling units per lot
  - Six dwellings allowed if half are affordable housing







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## Energy Trust of Oregon

2020



# Covid impacts on the new homes industry

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  - 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
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# 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](mailto:residential@energyst.com) for single family homes and [multifamily@energyst.com](mailto: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

Enter AHRI Certified Reference Number

Search By: ☒ AHRI Reference # ☐ Model Number ☐ Product Type

User Guide and FAQs | Login | English

Additional Resources

**Quick Search Criteria**

AHRI Certified Reference Number

Manufacturer Type

Outdoor Unit Brand Name

Outdoor Unit Model Number (Condenser or Single Package)

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

SEER

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

IEER

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	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	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
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

Terms | The AHRI Certification Program | Search Standards | Homeowners | Contractors and Specifiers | 2.11.00

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

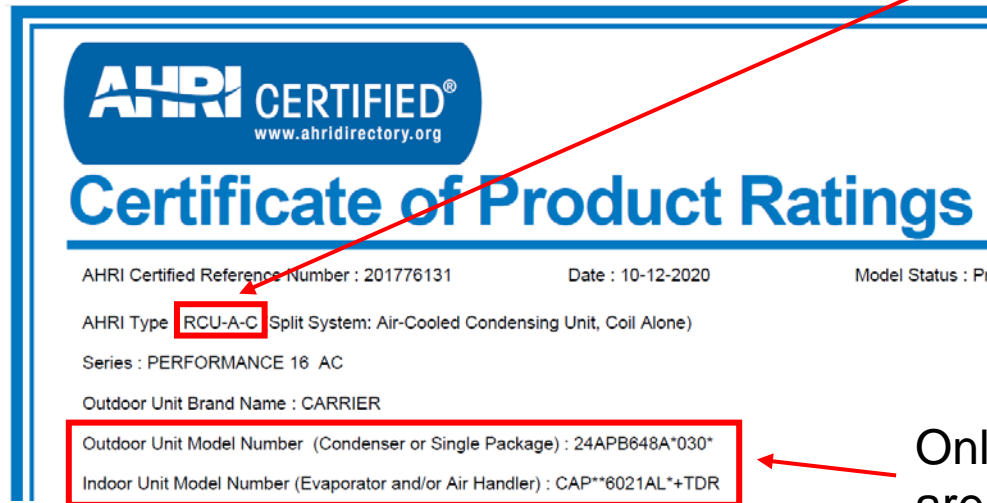
# Central AC Review

- 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. The form is titled "AHRI CERTIFIED" with the website "www.ahridirectory.org" below it. The main title is "Certificate of Product Ratings". The form contains the following information:

AHRI Certified Reference Number : 201776131	Date : 10-12-2020	Model Status : Pr
AHRI Type : <b>RCU-A-C</b> 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		

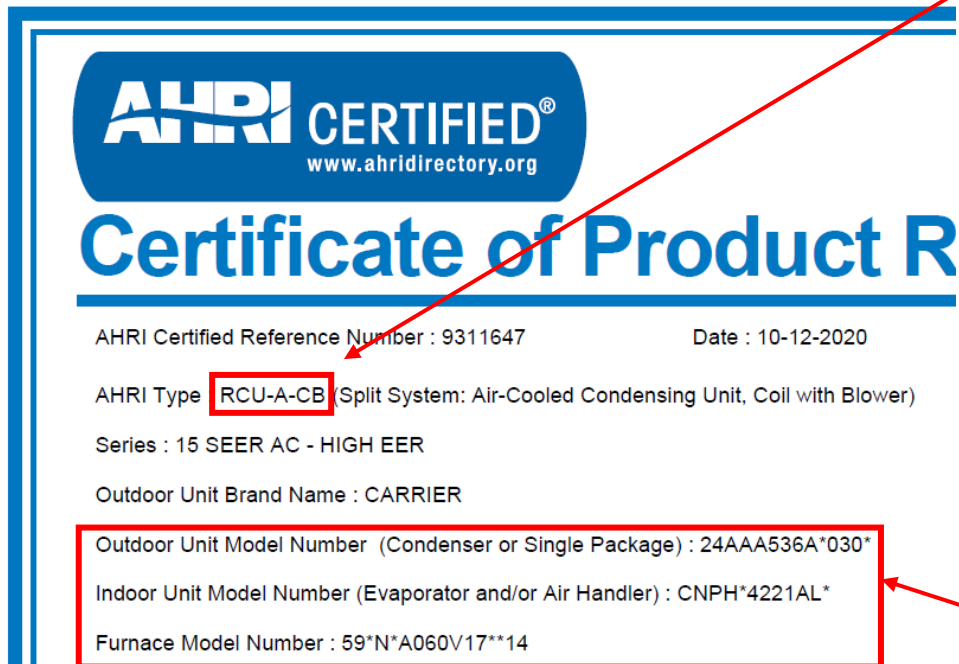
Red boxes highlight the "RCU-A-C" AHRI Type and the Outdoor/Indoor Unit Model Numbers. Red arrows point from the text "Only the outdoor unit and indoor coil are specified" to these highlighted areas.

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 Certified Certificate of Product R. The certificate is framed in blue and contains the following information:

- AHRI CERTIFIED®** with the website [www.ahridirectory.org](http://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

Red boxes highlight the AHRI Type "RCU-A-CB" and the Outdoor Unit Model Number, Indoor Unit Model Number, and Furnace Model Number. Red arrows point from the text in the list above to these highlighted areas.

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 <a href="#">Form 320C-HVAC</a> incentive application along with this application. For more information about Energy Trust's gas furnace incentives, contact us at 1.866.311.1822 or <a href="mailto:residential@energytrust.org">residential@energytrust.org</a> .		
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: <a href="http://energytrust.org/central-air-conditioners/">energytrust.org/central-air-conditioners/</a>	
	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

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Extra slides