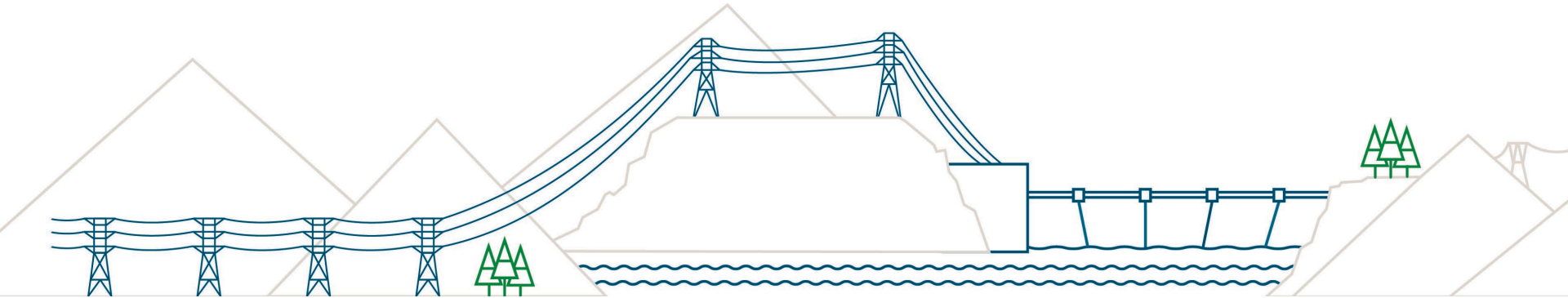


BC Hydro Program Offers for BOMA



June 2nd, 2021

Agenda

1. **Introduction and Background** – *Elin Aasen, Sector Lead Commercial Key Account Management*
2. **Conservation offers** – *Soroush Soltanolketabi, Commercial Program Manager*
3. **Continuous Optimization and Electric Vehicle offers** – *Reid Arkinstall, COP and EV Program Manager*
4. **Electrification (fuel-switching) offers** – *Oscar Ceron, CleanBC Program Manager*
5. **Resources and next steps** – *Elin Aasen*

Background

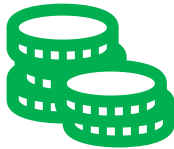
We're supporting the Province's future energy needs.

BC Hydro offers:

- **Conservation** – energy efficiency opportunities to reduce kWh use
- **Electrification** – supporting fuel switching options to reduce GHGs
- **Efficiency and electrification are complementary**
- Both offers incorporate a mix of energy studies, incentives and strategic energy management

How we can support BOMA members

- Support for BOMA members with study and incentive funding
- Support for the members with key BC Hydro contacts to match make and guide you through the offers for energy efficiency and fuel-switching
- Use our [Business Program Eligibility Tool](#) to find out what offers you qualify for.



Conservation Programs



Opportunities for Conservation

- Lighting
- Advanced and traditional controls
- Mechanical systems
- Recommissioning*

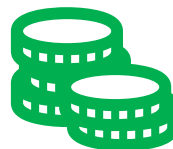
Energy Studies

Energy Studies

- Equivalent to ASHRAE level 2 audits
- The report will give you a list of measures, detailed savings potential and expected implementation costs
- The report can be used to help your **business case** to install more energy efficient products
- **How** – apply through your Key Account Manager

Offer:

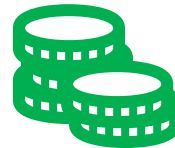
- 50% up to \$15,000 (for private companies) and up to \$30,000 (for municipality/government) is available from BC Hydro towards your energy study
- \$1500 fixed audit funding is available for lighting end-uses



Energy Studies

Energy Studies are eligible for funding in the following combinations:

- Mechanical controls only
- Mechanical component with controls
- Lighting redesign only
- Lighting redesign with controls
- Lighting advanced/ networked controls only
- Lighting and mechanical



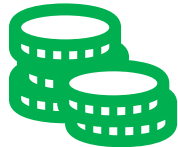
Incentives

Incentives

- **How**
 - Apply online for 1-1 retrofits through SEM Hub
 - Apply through your Key Account Manager for deep retrofits and redesigns
- Incentives are available for multiple end-uses including lighting, mechanical, refrigeration and controls systems

Offer:

- ~ 25% to 30% of the capital costs for equipment, installation and disposal
- Your Key Account Manager can provide you with an incentive estimate based on your opportunity



Business energy-saving incentives

Get funding for energy-efficient equipment upgrades

Upgrade any of the energy equipment listed below and we'll provide funding to cover about 25% of the upfront costs (on average) through energy-saving incentives.

Not only do these incentives shorten the payback period of your upfront investment, they make the decision to upgrade easy – helping you to reduce consumption, save on energy costs, and increase your bottom line. Our incentives could help you save over \$2,800 per year on your bill.



Lighting



(HVAC)



Refrigeration



**Mechanical
technologies**

Current Continuous Optimization Program

Three offers are available for Key Account customers

1) Refresh

- Review energy savings measures done in previous round
- 100% up to \$0.025/ft²

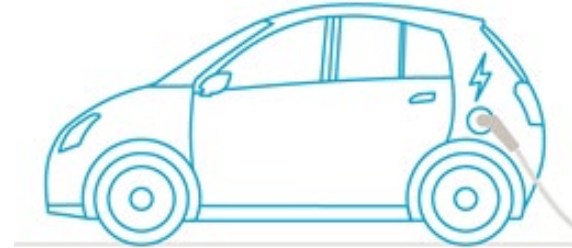
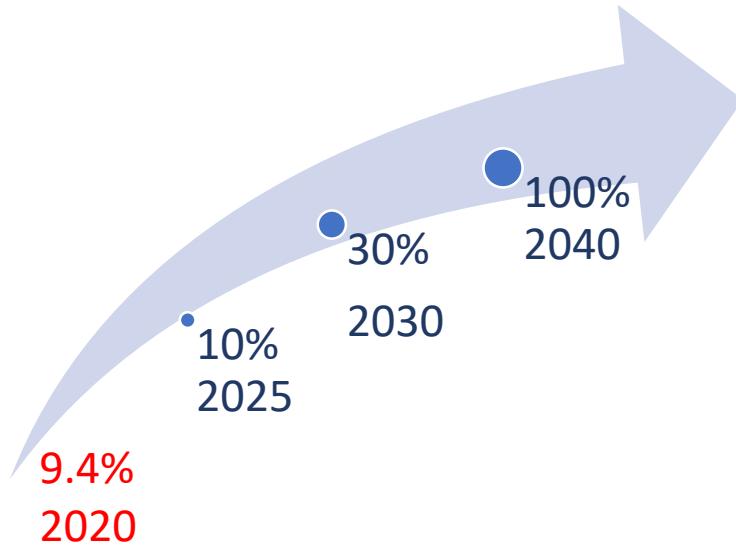
2) Recommission

- Review energy savings measures done in previous round plus In-depth assessment to identify improvements
- 100% up \$0.15/ft²
- Direct to vendor payment option

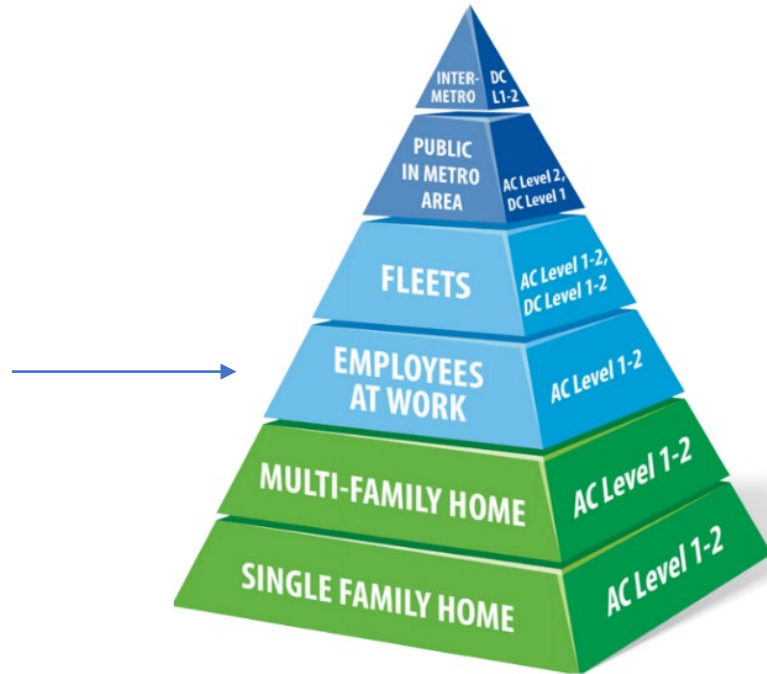
3) Real Time Energy Management

- In-depth assessment + install RTEM system
- 50% of combined C. Op. service provider + RTEM software vendor costs up to \$0.10/ft²

Electric Vehicles - Short, Mid & Long-Term Goals

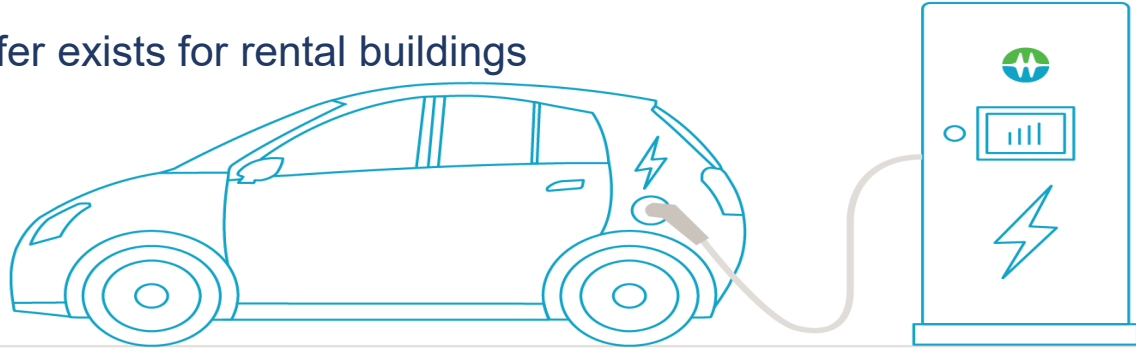


Where is EV charging infrastructure required?



Workplace Charger Offer

- 50% of costs to a max of \$2000 per charger
- Up to \$14,000 per site
- Max of 4 sites and up to \$56k in incentives per Workplace
- Customer must apply for pre-approval before purchasing and installing stations
- Additional program offer exists for rental buildings

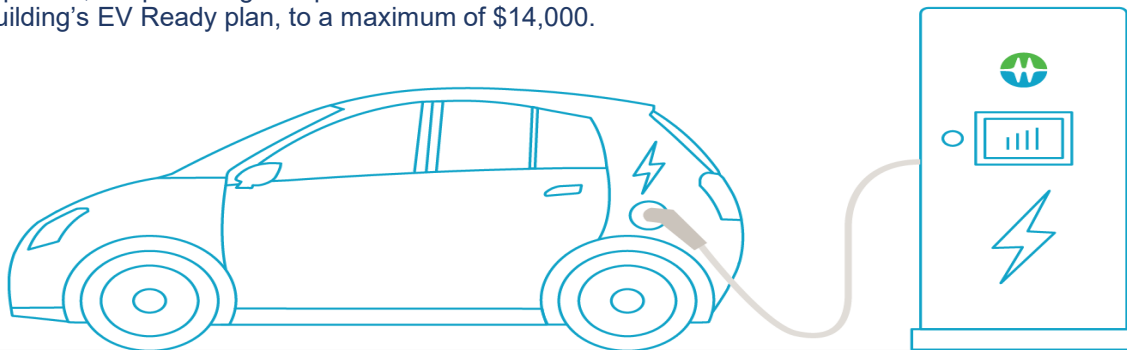


Apartment and Condo Charger Offer

There are multiple EV rebates for apartment and condo buildings to get ready for EVs.

You can apply for these rebates together to streamline the EV-related upgrades to your building, or you could apply for them one at a time as your project progresses.

1. **EV Ready plan rebate:** A rebate of up to \$3,000 for the creation of an EV Ready plan – a professional strategy for your building to make at least one parking space per residential unit EV Ready.
2. **EV Ready infrastructure rebate:** A rebate of up to \$600 per parking space to install the electrical infrastructure required to implement your EV Ready plan, to a maximum of \$80,000.
3. **EV charger rebate:** A rebate of up to \$1,400 per charger to purchase and install Level 2 networked EV chargers to implement your building's EV Ready plan, to a maximum of \$14,000.





CleanBC Better Buildings Program

The CleanBC program is not a one size fits all.

There are a suite of offers available to you.

CleanBC | Better Buildings

1. [Custom Program](#) offers energy study funding and capital incentives for fuel switching and other electrification measures
2. [Custom-Lite Program](#) is a simplified version of the larger CleanBC Custom Program and is intended to facilitate smaller electrification opportunities across the commercial and institutional building sector.
3. [Commercial Express](#) is a prescriptive offer with a streamlined application process where building owners and operators receive incentives by simply answering a series of questions about their building. Applicants are not required to submit an Energy Study which is unlike any of the other retrofit offers.
4. [Small Building Energy Coach](#) energy coaching services to assist building owners and operators reduce GHGs through fuel-switching and other electrification measures and take advantage of CleanBC's Custom-Lite incentive offering.
5. [Commercial New Construction Program](#) provides funding for the design and construction of new high-performance buildings that use high-efficiency electricity in place of fossil fuels, in order to reduce greenhouse gas (GHG) emissions.
6. [BC Hydro Low Carbon Electrification Program](#) - **Custom Program** offers for energy study funding and capital incentives for fuel switching electrification measures (applicable for measures not included in CleanBC)

Eligible Measures

Program Measures*	End Use
Sewage Heat Recovery Heat Pump	DHW
Heat Recovery Chiller	HVAC and DHW
Air-to-Water Heat Pump	HVAC and DHW
Air-to-Water Heat Pump Water Heater	DHW
Ground Source Heat Pump	HVAC and DHW
Air-to-Air Rooftop Heat Pump	HVAC
Water-to-Water Heat Pump	HVAC and DHW
Exhaust Air Heat Recovery Heat Pump	HVAC
Electric Boiler	HVAC and DHW
Electric Water Heater	DHW
High-efficiency (>75%) HRV	HVAC
Air Source VRF	HVAC
Water Source VRF	HVAC and DHW

***-See program details online for qualification**

CleanBC Better Buildings Offers

CleanBC Custom, Custom-Lite, Express and CNC

- Support fuel-switching away from natural gas/fossil fuels to clean electricity
 - Must demonstrate GHG decrease and kWh increase
- Focus on Space Heating, Water Heating and Ventilation for existing and new commercial buildings
- **BC Hydro is the Administrator of the program offers which are funded by the Provincial and Federal Governments**



CleanBC Better Buildings Program

Custom incentives (retrofits)

- Supports fuel-switching measures resulting in > 1,200 tCO₂e (lifetime savings)
- Incentives:
 - Energy Study Funding – up to \$20,000
 - Up to 50% of study cost
 - Capital Incentive Funding - up to \$200,000
 - Based on a rate of \$40-\$60/tCO₂e
 - Up to 50% of the project's incremental cost
- Deadlines
 - 6 months from the date of the signed Energy Study Agreement to complete the energy study.
 - 18 months from the date of the signed Capital Incentive Agreement to implement the project

CleanBC Custom Program

CleanBC Better Buildings Program

Custom-Lite incentives (retrofits)

- Supports smaller fuel-switching measures resulting in the reduction of between 500 to 1,200 tCO₂e (lifetime savings)
- Incentives:
 - Energy Study Funding – up to \$2,000
 - Capital Incentive Funding - up to \$72,000
 - Based on a rate of \$40-\$60/tCO₂e
 - Up to 50% of the project's incremental cost
- Deadlines
 - 6 months from the date of the signed Energy Study Agreement to complete the energy study.
 - 12 months from the date of the signed Capital Incentive Agreement to implement the project

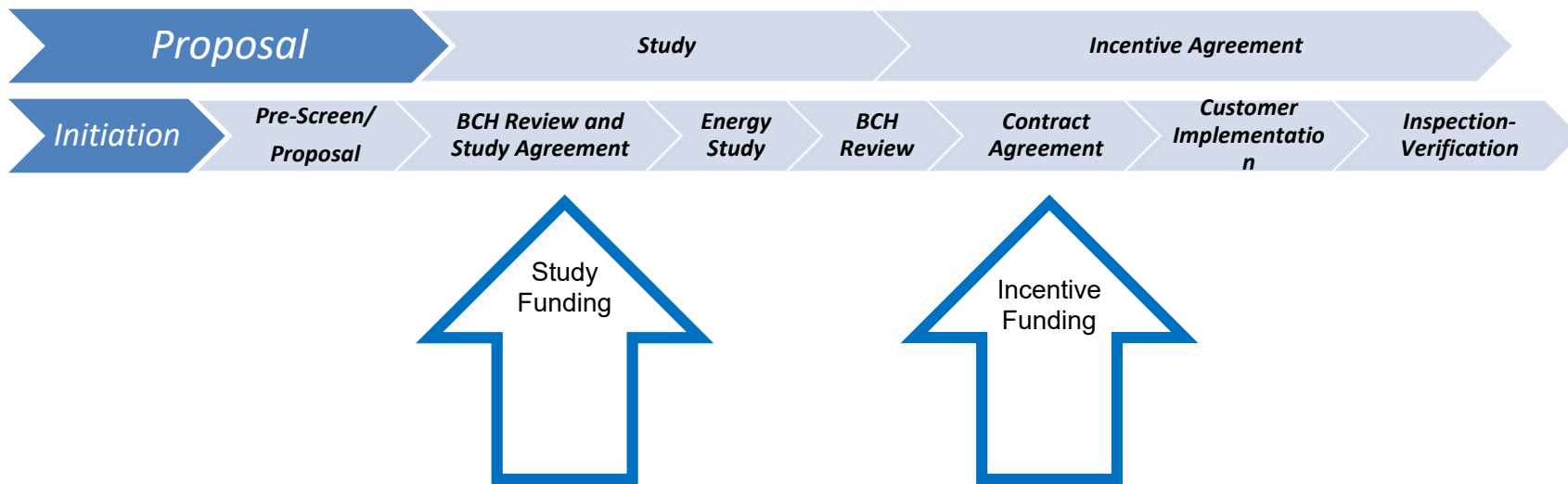
CleanBC Custom-Lite Program

CleanBC Better Buildings Program

New construction (CNC) incentives

- Supports new construction projects that reduce > 400 tCO₂e (lifetime savings) through electrification measures in the building's heating system
- Incentives:
 - Energy Study Incentive up to \$15,000
 - Capital Incentives up to **\$500,000**
 - 100% Electrification BONUS up to \$50,000*
- Tiered Capital Incentives are based on the amount of GHGs reduced and are relative to the baseline building code of the project
 - Incentives range from \$30/tCO₂e to \$120/tCO₂e
 - 25% of the Capital Incentive is payable upfront (to a max of \$100,000) upon proof of order/purchase, and 75% of the incentive is payable at project completion

CleanBC Program Process





Program: Commercial Express

- Simplified version of the Custom-Lite Incentives.
- No Energy Study required.
- No minimum threshold of GHG reduction.
- 7 building types accepted.
- Each building type has defined list of technology that is accepted.
- Up to a maximum of \$100,000 per project
- 9 months to complete the project.
- Allows customers who may not have sufficient time, expertise, or resources to participate in CleanBC Custom or Custom Lite offers



Customer Application Questions

1. Building Location - City
2. Building Type - 7 applicable options
3. Age of Building (or year of major envelope upgrade)
4. Size: Square Meters of the applicable space the equipment serves
5. Total Average Weekly Hours of Operation
6. Current Building Heating Source & Rate
7. # of existing equipment units
8. # of units being replaced
9. Type of Equipment
10. BC Hydro Rate



What building types can participate

1. Small Offices
2. Strip Mall Retail
3. Restaurant-Food Services
4. Warehouses
5. Multi-Unit Residential Buildings (common areas)
6. School Gymnasiums
7. Larger Retail Warehouses

CleanBC Better Buildings – Retrofit Offer Comparisons

	PROGRAMS		
REQUIREMENTS	Custom	Custom Lite	Commercial Express
Energy Study	Yes	Yes	No
Energy Study Funding	50% up to \$20,000	Up to \$2,000	n/a
Capital Incentive	Up to \$200,000	Up to \$72,000	Up to \$100,000
Invoicing	Yes	Yes	Yes
All Buildings	Yes	Yes	Select Building Types
Lifetime GHG Threshold tCO ₂ e	1200+	500-1200	n/a



Resources and Next Steps



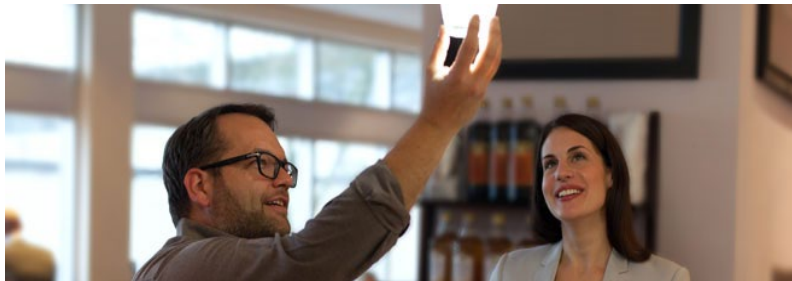
Resources Who's Who

Who to call.

- Your first stop – your Key Account Manager or a Business Energy Advisor
- Your second stop – Hiring a consultant or contractor from the Alliance
- Your final stop – **Apply before you buy**

Business Energy Advisors

- BC Hydro Business Energy Advisors (BEA) are available for small and medium business customers.
- The BEA provides in-person, online, and over-the phone energy expertise.
- The BEA support is at no cost to the customer.
- Located in the Lower Mainland, North and Interior regions
- BEA referral: call Energy Savings Helpdesk 604 522 4713 from Greater Vancouver or 1 866 522 4713 from elsewhere in B.C.



Alliance of Energy Professionals

- A network of industry professionals who assist BC Hydro business customers in identifying, investigating and implementing energy efficiency solutions.
- Customers get help to access programs and receive expert, dependable advice on energy efficiency upgrades.
- Customers can [request a referral](#) for a particular job or contact alliance@bchydro.com

