



MAKE IT YOUR BUSINESS TO SAVE. BRING US IN.

COMMERCIAL GAS STANDARD INCENTIVES FOR BUSINESS
CUSTOMERS OF NW NATURAL IN WASHINGTON
EXISTING BUILDINGS | EFFECTIVE JANUARY 2020





Commercial Gas Standard Incentives

To stay competitive, businesses of all sizes need to look for ways to stretch every dollar. Choosing equipment that improves the energy efficiency of your facility can lower operations and maintenance costs. You'll save money while enhancing employee and customer comfort.

If you are a commercial customer of NW Natural in Washington, you may be eligible for cash incentives from Energy Trust of Oregon when you install qualifying natural gas equipment upgrades. Incentives reduce your upfront costs and make energy-efficient improvements more affordable. Savings from equipment upgrades often pay for the improvements in just a few years, so you may achieve a faster return on investment.

Standard cash incentives can be used for common upgrades and additions like insulation, HVAC systems and gas restaurant equipment. Energy Trust also offers incentives for custom commercial projects.

Are You Eligible?

Existing Buildings cash incentives are available for qualifying energy-efficient equipment upgrades and retrofits to commercial, municipal, educational and institutional customers. To qualify, you must typically:

- Have a project site in Washington served by NW Natural on a qualifying commercial rate schedule.
- Be a commercial firm or interruptible sales customer served on rate schedules 1, 3, 41 and 42.

Additional eligibility requirements may apply, depending on your project. Incentives are subject to funding availability and may change.

Your Steps to Savings

1. **Find a contractor.** Check our list of licensed and insured trade ally contractors or use your own. Some equipment upgrades may not require assistance from a contractor.
2. Before you purchase equipment, visit these sites to confirm which models will qualify for incentives.
Visit ENERGY STAR®: www.energystar.gov for foodservice equipment and laundry washers
Visit AHRI: www.ahrinet.org for boilers
3. **Install.** Purchase and install the qualifying equipment.
4. **Download forms.** Visit www.energytrust.org/BringUsIn, click the Forms link.
5. **Submit application, W-9 and spec sheet within 90 days of installation.** Your trade ally contractor or supplier can help.
6. **Get your incentive.** And keep on saving through reduced energy costs.

Talk to Us

Before purchasing any equipment, contact Energy Trust to discuss your rate schedule, necessary pre-approval and purchase orders.

With You All the Way

Energy Trust is here for you, from start to finish, to see your upgrade through. We can help you select an energy-efficient solution for your business by connecting you with Energy Trust trade allies (suppliers or contractors) who are familiar with the latest energy-efficiency standards, equipment and cash incentives. Your trade ally can even help you with your incentive application.

Bring Us In

Learn more about Energy Trust incentives and how they can benefit your business.

Call **1.866.605.1676**,
email existingbuildings@energytrust.org or
visit www.energytrust.org/BringUsIn.

EXISTING BUILDINGS

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
HVAC and Water Heating		
New Rooftop Unit (RTU) with Demand Control Ventilation (DCV)	RTU with Direct Expansion (DX) cooling Serve spaces not required by code to have DCV ¹ Economizer factory-installed by RTU manufacturer, with DCV included Space heated by gas furnace	\$29/ton
Infrared Radiant Heater	Natural gas-fired, low intensity, non-condensing and positive pressure Indoor use only, ≤ 20,000 sq ft	
	Non-Modulating	\$5.50/kBtu/h input
	Modulating	\$7/kBtu/h input
Commercial Tank Water Heater	Gas-condensing Tank volume ≥ 10 gallons Heating capacity > 75 kBtu/h Minimum 94% thermal efficiency All building types eligible excluding offices < 5,500 sq ft and commercial gyms without shower facilities	\$3/kBtu/h input
Commercial Tankless Water Heater < 200 kBtu/h	Gas-condensing units must function as central source for domestic hot water (DHW) heating Minimum 94% thermal efficiency Input of < 200 kBtu/h per water heater Additional hot water storage tanks cannot be added Only for coin-operated laundries; restaurants and cafeterias; gym/fitness and aquatic centers; and K-12 schools	\$300 each
Commercial Tankless Water Heater/Boiler ≥ 200 kBtu/h	Gas-condensing DHW, not used for space heating Integral tank volume < 10 gallons Minimum 92% thermal efficiency Input of ≥ 200 kBtu/h per water heater All building types eligible excluding offices < 5,500 sq ft and commercial gyms without shower facilities	\$1/kBtu/h input

EXISTING BUILDINGS *continued*

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
HVAC and Water Heating <i>continued</i>		
Commercial Condensing HVAC Boiler	Minimum 94% efficiency (either AFUE or thermal efficiency) Redundant, lagging or backup boilers do not qualify Boilers used for DHW or pool heating do not qualify Boilers, also known as “heat adders,” serving the water loops in water-source heat pump systems do not qualify Boiler system design return temperature must be appropriate to condensing functionality Cannot be combined with the Modulating Boiler Burner measure	\$3.25/kBtu/h input
Modulating Boiler Burner	Installed on a natural gas-fired boiler used for space heating Boilers used for process heating, DHW or pool heating are not eligible 5-to-1 turndown ratio or higher Replacement of a dual stage burner or an on-off burner Cannot be combined with the Commercial Condensing HVAC Boiler measure	\$5/kBtu/h of burner rated capacity
Steam Trap	Eligible only for trap repair or replacement for failed-open status Pre-testing report to verify trap status (report must be submitted with application)	
	Low pressure: ≤ 15 psig	\$0.90/lb/hr of trap capacity
	Medium pressure: > 15 psig and ≤ 100 psig	\$0.50/lb/hr of trap capacity
	Dry cleaners: pre-testing is not required	\$0.40/lb/hr of trap capacity
Lodging and Foodservice Equipment		
Commercial Condensing Pool Heater	Replacement of a gas-fired pool heater with capacity ≥ 350 kBtu/h Minimum 96% thermal efficiency Covered pools and spas are not eligible	
	Indoor pool surface area must be a minimum of 1,350 sq ft	\$2.35/sq ft of pool surface area served by heater
	Outdoor pool surface area must be a minimum of 900 sq ft	\$3.50/sq ft of pool surface area served by heater
Showerhead/Showerwand	1.5 GPM or 1.75 GPM Minimum 10 purchased per site Products purchased at retail stores currently participating in Energy Trust’s retail buydown are not eligible Gas water heating	\$7 each
Bathroom Faucet Aerator	≤ 0.5 GPM Minimum 15 purchased per site Gas water heating	\$2 each

EXISTING BUILDINGS *continued*

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
Lodging and Foodservice Equipment <i>continued</i>		
Kitchen Faucet Aerator	<p>≤ 1.5 GPM</p> <p>Minimum 15 purchased per site</p> <p>Gas water heating</p>	\$5 each
Commercial Laundry Washer	<p>ENERGY STAR</p> <p>Front-load washer MEF ≥ 2.2</p> <p>Gas water heating</p>	\$65 each
Gas-fired Automatic Conveyor Broiler	<p>Automatic conveyor with catalyst</p> <p>Input rate < 80 kBtu/h or dual stage or modulating gas valve with a capability of throttling the input rate below 80 kBtu/h</p> <p>Installed under a Type I Vent Hood (used for appliances that produce grease and smoke)</p>	
	Total conveyor belt width < 22"	\$2,015 each
	Total conveyor belt width ≥ 22" to ≤ 28"	\$2,515 each
	Total conveyor belt width > 28"	\$2,925 each
Gas Convection Oven	<p>ENERGY STAR</p> <p>Full size which accommodates full sheet, minimum 18" x 26" x 1"</p>	\$315 each
Gas Combination Oven	ENERGY STAR	\$750 each
Gas Single Rack Oven	<p>ENERGY STAR</p> <p>Removable single rack which accommodates full sheet, minimum 18" x 26" x 1"</p>	\$2,500 each
Gas Double Rack Oven	<p>ENERGY STAR</p> <p>One removable double rack or two removable single racks to accommodate two full sheets per level, each pan a minimum of 18" x 26" x 1"</p>	\$5,000 each
Gas Fryer	<p>ENERGY STAR</p> <p>Minimum 12" wide vat</p>	\$1,000/vat
Gas Steam Cooker	ENERGY STAR	\$1,850 each
Commercial Vent Hood with DCV	<p>Motor speeds must be controlled by a programmable controller, with scheduling, occupancy sensing, and heat sensing capabilities</p> <p>Variable speed control must be installed on both the make-up air unit motor and the hood exhaust motor</p> <p>Make up air must be tempered</p> <p>Retrofit hp must not exceed total existing hp of makeup air unit and exhaust fan motor</p> <p>Gas-heated spaces</p>	\$750/controlled motor hp

EXISTING BUILDINGS *continued*

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
Lodging and Foodservice Equipment <i>continued</i>		
Dishwashers	ENERGY STAR Gas water heating	
	Under Counter	
	Low temp	\$195 each
	Single Tank, Door/Upright	
	Low temp	\$550 each
	High temp	\$825 each
	Single Tank, Conveyor	
	Low temp	\$900 each
	High temp	\$900 each
	Multi-Tank, Conveyor	
	Low temp	\$800 each
	High temp	\$800 each
	Pot, Pan and Utensil	
	High temp	\$350 each
Grocery		
Refrigerated Doors	Doors must be added to existing open refrigerated cases Gas-heated spaces	\$100/linear ft of door
New Cooler Cases with Doors	New remote medium temperature display cases with doors when additional cases are added or existing cases are replaced Self-contained condensing unit display cases are not eligible Refurbished cases are not eligible Eligible only for convenience, grocery stores and big box retail with grocery section Gas-heated spaces	\$35/linear ft of door

EXISTING BUILDINGS *continued*

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
Insulation		
Building Insulation	Gas-heated spaces	
	Attic	
	Insulate attic to \geq R-25 efficiency rating No existing insulation, unless damaged or missing Damaged or missing insulation must be prequalified and documented by the installation contractor	\$0.60/sq ft
	Roof	
	Insulate roof to \geq R-15 efficiency rating No existing insulation, unless existing is damaged or missing Damaged or missing insulation must be prequalified and documented by the installation contractor	\$0.50/sq ft
	Insulate roof to \geq R-30 efficiency rating No existing insulation, unless existing is damaged or missing Damaged or missing insulation must be prequalified and documented by the installation contractor	\$1/sq ft
	Insulate roof to \geq R-30 efficiency rating Existing insulation must be \leq R-5	\$1/sq ft
	Wall	
Insulate wall to \geq R-20 efficiency rating No existing insulation	\$0.60/sq ft	
Pipe Insulation	No existing insulation Jacketing that provides an appropriate level of protection for the insulation under the given environmental conditions to maintain the life of the insulation. This will commonly be All Service Jacketing (ASJ) or PVC in indoor applications and aluminum or stainless steel jacketing for outdoor projects. Pipe diameter \leq 1.5" will insulate to at least 1.5" thickness Pipe diameter $>$ 1.5" will insulate to at least 2" thickness Piping must be part of a system using natural gas	
	Piping serving domestic hot water	\$4/lineal ft
	Piping serving medium pressure steam (15-200 psig)	\$12/lineal ft
	Piping serving heating hot water	\$4/lineal ft
	Piping serving low pressure steam ($<$ 15 psig)	\$8/lineal ft

¹Contact Energy Trust for eligible space types.

EXISTING MULTIFAMILY BUILDINGS

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
HVAC and Water Heating		
Condensing Furnace	Be part of a centralized heating system serving at least two dwelling units or regularly occupied multifamily common space Serve multifamily space with continuous occupancy (e.g., living units, common spaces) to qualify Furnaces serving spaces without continuous occupancy (e.g., office spaces) do not qualify for this measure Natural gas condensing furnace with input capacity < 225 kBtu/h If furnace is rated in both thermal efficiency and AFUE, thermal efficiency shall be used to determine qualification	
	91% efficiency rating	\$1.50 kBtu/h input capacity
	95% efficiency rating	\$2.00 kBtu/h input capacity
	98% efficiency rating	\$3.00 kBtu/h input capacity
New RTU with DCV	RTU with DX cooling Serve spaces not required by code to have DCV ¹ Economizer factory-installed by RTU manufacturer, with DCV included Space heated by gas furnace	\$29/ton
Commercial Tank Water Heater	Gas-condensing Tank volume ≥ 10 gallons Heating capacity > 75 kBtu/h Minimum 94% thermal efficiency Shared central DHW system	\$3.25/kBtu/h input
Tankless Water Heater < 200 kBtu/h	Gas-condensing DHW, not used for space heating Stacked structures with central water heating Uniform energy factor > 0.93 Input < 200 kBtu/h per water heater Additional hot water storage tanks cannot be added	\$300 each
Tankless Water Heater/Boiler ≥ 200 kBtu/h	Gas-condensing DHW, not used for space heating Integral tank volume < 10 gallons Minimum 92% thermal efficiency Input ≥ 200 kBtu/h per water heater Shared central domestic hot water system	\$2.25/kBtu/h input
Commercial Condensing HVAC Boiler	Minimum 94% efficiency (either AFUE or thermal efficiency) Redundant, lagging or backup boilers do not qualify Boilers used for DHW or pool heating do not qualify Boilers, also known as “heat adders,” serving the water loops in water-source heat pump systems are not eligible Boiler system design return temperature must be appropriate to condensing functionality	\$3.25/kBtu/h input

EXISTING MULTIFAMILY BUILDINGS *continued*

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
HVAC and Water Heating <i>continued</i>		
DHW Recirculation Pump Control	Retrofit controls or integral controls are eligible DHW recirculation system must meet applicable codes and regulations Only for the following controls:	
	Aquastat	
	< 1/6 hp pump	\$100 per system
	≥ 1/6 to ≤ 1/2 hp pump	\$200 per system
	> 1/2 hp pump	\$300 per system
	Learning	
	< 1/6 hp pump	\$100 per system
	≥ 1/6 to ≤ 1/2 hp pump	\$200 per system
	> 1/2 hp pump	\$300 per system
	On Demand	
	< 1/6 hp pump	\$300 per system
	≥ 1/6 to ≤ 1/2 hp pump	\$1,200 per system
	> 1/2 hp pump	\$1,900 per system
Steam Trap	Low-pressure (< 15 psig) systems only Repair/replace failed-open steam traps	\$100/trap
Thermostatic Radiator Valves	Central hydronic or central steam systems only Replace manual, non-thermostatically controlled valves at dwelling unit radiators	\$100 each
Commercial Condensing Pool Heater	Replacement of a gas-fired pool heater with capacity ≥ 350 kBtu/h Minimum 96% thermal efficiency Covered pools and spas are not eligible	
	Indoor pool surface area must be a minimum of 1,350 sq ft	\$2.35/sq ft of pool surface area served by heater
	Outdoor pool surface area must be a minimum of 900 sq ft	\$3.50/sq ft of pool surface area served by heater
Showerhead/Showerwand	1.5 GPM or 1.75 GPM Minimum 10 purchased per site Products purchased at retail stores currently participating in Energy Trust's retail buydown are not eligible Gas water heating	\$7 each
Bathroom Faucet Aerator	0.5 GPM or 1.0 GPM Minimum 15 purchased per site Gas water heating	\$3 each
Kitchen Faucet Aerator	1.0 GPM or 1.5 GPM Minimum 15 purchased per site Gas water heating	\$5 each

EXISTING MULTIFAMILY BUILDINGS *continued*

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
HVAC and Water Heating <i>continued</i>		
Clothes Washer, Common Areas	ENERGY STAR Commercial front-load washer MEF \geq 2.2 Gas water heating	\$65 each
Clothes Washer, In-Unit	ENERGY STAR Residential front-load washer Minimum 2.5 cubic feet tub capacity Gas water heating	\$30 each
Foodservice Equipment		
Gas-fired Automatic Conveyor Broiler	Automatic conveyor with catalyst Input rate < 80 kBtu/h or dual stage or modulating gas valve with a capability of throttling the input rate below 80 kBtu/h Installed under a Type I Vent Hood (used for appliances that produce grease and smoke)	
	Total conveyor belt width < 22"	\$2,015 each
	Total conveyor belt width \geq 22" to \leq 28"	\$2,515 each
	Total conveyor belt width > 28"	\$2,925 each
Gas Convection Oven	ENERGY STAR Full size which accommodates full sheet, minimum 18" x 26" x 1"	\$315 each
Gas Combination Oven	ENERGY STAR	\$750 each
Gas Single Rack Oven	ENERGY STAR Removable single rack which accommodates full sheet, minimum 18" x 26" x 1"	\$2,500 each
Gas Double Rack Oven	ENERGY STAR One removable double rack or two removable single racks to accommodate two full sheets per level, each pan a minimum of 18" x 26" x 1"	\$5,000 each
Gas Fryer	ENERGY STAR Minimum 12" wide vat	\$1,000/vat
Gas Steam Cooker	ENERGY STAR	\$1,850 each
Commercial Vent Hood with DCV	Motor speeds must be controlled by a programmable controller, with scheduling, occupancy sensing, and heat sensing capabilities Variable speed control must be installed on both the make-up air unit motor and the hood exhaust motor Make up air must be tempered Retrofit hp must not exceed total existing hp of makeup air unit and exhaust fan motor Gas-heated spaces	\$750/controlled motor hp

EXISTING MULTIFAMILY BUILDINGS *continued*

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
Foodservice Equipment <i>continued</i>		
Dishwashers	ENERGY STAR Gas water heating	
	Under Counter	
	Low temp	\$195 each
	Single Tank, Door/Upright	
	Low temp	\$550 each
	High temp	\$825 each
	Single Tank, Conveyor	
	Low temp	\$900 each
	High temp	\$900 each
	Multi-Tank, Conveyor	
	Low temp	\$800 each
	High temp	\$800 each
	Pot, Pan and Utensil	
	High temp	\$350 each
Insulation		
Building Insulation	Gas-heated spaces	
	Attic/Ceiling	
	Insulate attic/ceiling to \geq R-49 efficiency rating Existing insulation must be \leq R-18 Eligible for stacked structures with five or more units	\$0.25/sq ft
	Flat Roof	
Insulate flat roof to \geq R-20 efficiency rating Existing insulation must be \leq R-5 Eligible for structures up to three stories	\$0.30/sq ft	
Pipe Insulation	No existing insulation Jacketing that provides an appropriate level of protection for the insulation under the given environmental conditions to maintain the life of the insulation. This will commonly be All Service Jacketing (ASJ) or PVC in indoor applications and aluminum or stainless steel jacketing for outdoor projects. Pipe diameter \leq 1.5" will insulate to at least 1.5" thickness Pipe diameter $>$ 1.5" will insulate to at least 2" thickness Eligible only for DHW and low pressure steam ($<$ 15 psig) piping DHW water must be part of a central gas-fired system with recirculation to qualify Gas water heating	\$4/lineal ft

¹Contact Energy Trust for eligible space types.

GREENHOUSES

EQUIPMENT	REQUIREMENTS	UNIT INCENTIVE
<p>Thermal Curtains</p>	<p>Installed on greenhouses above heated space and closed automatically at night</p> <p>Minimum life expectancy of five years</p> <p>Designed primarily to be a heat curtain</p> <p>Energy savings rate of 40% or higher</p>	<p>\$1.17/sq ft of conditioned floor space</p>
<p>Infrared (IR) Polyethylene Greenhouse Film</p>	<p>Upgrading from a non-IR greenhouse cover</p> <p>Minimum life expectancy of four years</p> <p>IR polyethylene plastic with a minimum thickness of 6 mm and with an anti-condensate coating</p>	<p>\$0.10/sq ft of film</p>
<p>Greenhouse Controller</p>	<p>Use a single sensor or an average of multiple sensors</p> <p>Minimum of two temperature stages in a 24-hour period (i.e., allow for night setback)</p> <p>Heating and ventilation appliances must be controlled by the same sensor or same average sensor value if multiple sensors are used</p> <p>Allow for dead-band zone of 5°F or greater between heating and ventilation events</p> <p>Force a delay between heating and ventilation events</p> <p>Has the ability to temporarily override set program temperatures</p> <p>Controls all active heating devices in the greenhouse, including all fans and automated ventilation systems when applicable</p> <p>Limited to a maximum size of 15,000 sq ft per controller</p> <p>Greenhouse must be heated to at least 50°F for 30 or more days per year</p>	<p>\$0.10/sq ft of space controlled by controller</p>
<p>Under-Bench Heating</p>	<p>Heating system must use hydronic heat distribution located directly on or under plant bench, on the floor or in the floor</p> <p>Remaining unit heater must be controlled to turn on only as an emergency backup system</p> <p>Replaces unit heaters as the primary heat source</p>	<p>\$2.19/sq ft of conditioned floor space</p>
<p>Greenhouse Condensing Unit Heater</p>	<p>Installed in a greenhouse with transparent or translucent sides and roof</p> <p>Not appropriate for warehouse or indoor grow applications that have little or no heating requirements</p> <p>Heat to 55°F or greater for at least two months per year</p> <p>Minimum greenhouse size 1,000 sq ft</p>	<p>\$5/kBtu/h input capacity</p>



Commercial Gas Custom Incentives

Energy-efficient equipment not featured in this brochure may be eligible for custom incentives. Projects eligible for custom incentives require additional energy analysis in the project design process.

To qualify for incentives, custom project equipment purchases must be reviewed and pre-qualified by Energy Trust. In addition, a post-installation verification may be required.

Receiving incentives for a custom project includes the following steps:

1. **Analysis.** A site evaluation or technical assessment of the proposed energy-saving upgrades is performed by a qualified Energy Trust technical representative.
2. **Review.** Energy Trust verifies the savings estimates and cost-effectiveness of your projects to determine if incentives are available.
3. **Offer.** Energy Trust provides an incentive offer for qualifying upgrades to be paid upon completion.
4. **Commit.** Accept offer indicating intent to proceed with installation and reserve your incentive (which will be available for a defined period of time).
5. **Install.** Purchase and install the qualified equipment. A post-installation verification may be required.
6. **Get your incentive.** Energy Trust reviews the documentation and provides your incentive check.

Contact your Energy Trust account manager or email existingbuildings@energytrust.org to learn more about custom incentives.



Energy Trust provides technical assistance and financial incentives for energy systems or equipment that meet its program criteria, but does not install energy systems or equipment nor does it guarantee any specific energy savings through its assistance or programs. Installation work is done by independent businesses that are solely responsible for the quality and performance of their installations.



Visit www.energytrust.org/BringUsIn,
email existingbuildings@energytrust.org or call **1.866.605.1676**.

Serving customers of NW Natural in Washington and Oregon.