

# Wattsmart Homes 2024 Rebate Overview



WATT**SMART**®

 **ROCKY MOUNTAIN  
POWER**  
POWERING YOUR GREATNESS

# What qualifies for rebates?

## Appliances:

- Heat Pump Water Heater
- Heat Pump Clothes Dryer
- Refrigerator / Freezer
- Clothes Washer
- Dishwasher

## Weatherization:

- Air Sealing
- Insulation
- Windows

## Smart Accessories:

- Smart Thermostat
- Engine Block Heater Controller
- Rooftop Heat Tape Timer
- Smart Plugs / Switches

## Heating & Cooling

- Heat Pumps
- Central Air Conditioners
- Evaporative Coolers
- Duct Sealing & Insulation

# Weatherization: Air Sealing

Contractor or homeowner installed	Customer rebate
Air sealing	\$0.10/sq. ft.

\*Pre and post home air leakage testing must be conducted by a [Program Qualified contractor](#)

# Weatherization: Insulation

Qualified contractor-installed insulation	Electrically heated homes rebate	Electrically cooled homes rebate
Attic Insulation	\$0.50/ sq. ft.	\$0.10/ sq. ft.
Wall Insulation	\$0.65/ sq. ft.	\$0.10/ sq. ft.
Floor Insulation	\$0.50/ sq. ft.	\$0.10/ sq. ft.

Self-Installed Insulation	Electrically heated homes rebate	Electrically cooled comes rebate
Attic Insulation	\$0.25/ sq. ft.	\$0.10/ sq. ft.
Wall Insulation	No rebate available	No rebate available
Floor Insulation	\$0.25/ sq. ft.	\$0.10/ sq. ft.

# Weatherization: Windows

Product	U-factor requirements	Customer rebate
Windows Tier 1 For homes with electric heating	U-factor of 0.23-0.30	\$1.00/ sq. ft.
Windows Tier 2 For homes with electric heating	U-factor of 0.22 or lower	\$3.00/ sq. ft.
Windows Tier 1 For homes with electric cooling	U-factor of 0.23-0.30	\$0.10/ sq. ft.
Windows Tier 2 For homes with electric cooling	U-factor of 0.22 or lower	\$0.50/ sq. ft.

# Heating & Cooling: Central Air Conditioners

Equipment purchases and services	Building type	Customer rebate
Central air conditioner equipment	Single family	\$75
Central air conditioner equipment	Multifamily	\$50

Minimum 16 SEER / 15.2 SEER 2

# Primary Rebate?



# Heat Pumps!

# What Matters?

## Heat pump type:

- Dual fuel
- Mini-split
- Air source
- Ground source

## Previous heating:

- Gas furnace
- Electric resistance



# Reasons to choose a **heat pump** over a *central air conditioner*:



**Great incentives.**

**Higher ticket item.**

**Higher profitability.**

**Greater comfort.**

**Different from competition.**

**Lower emissions.**

Multiple rebates from **multiple sources.**

This usually means more money to be made on commission.

The company also makes more money with these type of installs.

Current technology meets homeowner's needs.

Other companies might lag; not comfortable with something new.

Less wasted gas in the air.

# IDAHO REBATE INFORMATION

Equipment	Customer Rebate	Trade Ally Rebate
<b>DUAL FUEL HEAT PUMP</b> <i>Natural Gas and Propane are eligible fuel sources</i>		
Dual fuel heat pump (9 HSPF, 15 SEER > 90 AFUE) or (10 HSPF, 18 SEER > 80 AFUE)	\$2,000	\$300
Dual fuel heat pump - Multifamily (9 HSPF, 14 SEER, >90 AFUE)	\$750	\$50
<b>DUCTLESS HEAT PUMP (MINI SPLIT)</b>		
Single-head ductless heat pump (9.0 HSPF, 16 SEER)	\$750	\$50
Supplemental ductless heat pump (9.0 HSPF, 15 SEER)	\$400	\$100
<b>GROUND SOURCE HEAT PUMP</b>		
Ground source heat pump conversion (3.5 COP, 16.1 EER)	\$2,500	\$500
Ground source heat pump upgrade (3.5 COP, 16.1 EER)	\$1,500	\$500
<b>HEAT PUMP WATER HEATERS</b>		
Heat pump water heater tier 1	\$400	\$200
Heat pump water heater tier 2 and above	\$550	\$150
<b>HEAT PUMP</b>		
Air source heat pump upgrade tier 1 (9.0 HSPF, 14 SEER)	\$250	\$50
Air source heat pump upgrade tier 2 (9.5 HSPF, 15 SEER)	\$350	N/A
Air source heat pump upgrade tier 3 Cold climate heat pump (10 HSPF, 16 SEER)	\$450	N/A
Air source heat pump conversion (9.0 HSPF, 14 SEER)	\$650	\$100
Air source heat pump conversion tier 3 Cold climate heat pump (10 HSPF, 16 SEER)	\$650	N/A
<b>CENTRAL AIR CONDITIONERS</b>		
Central air conditioner (16 SEER / 15.2 SEER2)	\$75	\$25
<b>OTHER EQUIPMENT</b>		
Smart thermostat - multifamily electric heated	\$50	N/A
Smart thermostat - single family electric heated	\$100	N/A
Smart thermostat - single family electric cooled	\$50	N/A
Amazon smart thermostat - electric heated	\$40	N/A
Line voltage thermostat, tier 1	\$30	N/A

# Invoice

Equipment	Model #	Serial #
Condenser	ELI8XPV-036-230A	221459087
Coil	C35-30/36C+TDR	239088754
Furnace	SLP99UH090XV36C	214425677



# Certificate of Product Ratings

AHRI Certified Reference Number : 207742247    Date : 05-15-2023    Model Status : Production Stopped

AHRI Type : HRCU-A-CB (Split System: Heat Pump with Remote Outdoor Unit-Air-Source)

Series : Daikin Fit

Outdoor Unit Brand Name : DAIKIN

Outdoor Unit Model Number (Condenser or Single Package) : DZ17VSA301B\*

Indoor Unit Model Number (Evaporator and/or Air Handler) : CA\*EA3026\*4A\*

Furnace Model Number : D\*96VC0603BNA\*

The manufacturer of this DAIKIN product is responsible for the rating of this system combination.

Rated as follows in accordance with the latest edition of AHRI 210/240 - 2017 with Addendum 1, Performance Rating of Unitary Air-Conditioning & Air-Source Heat Pump Equipment and subject to rating accuracy by AHRI-sponsored, independent, third party testing:

Cooling Capacity (A2) - Single or High Stage (95F), btuh : 28400

SEER : 17.00

EER (A2) - Single or High Stage (95F) : 10.50

Heating Capacity (H12) - Single or High Stage (47F) : 28000

HSPF (Region IV) : 9.60

# Rebate Payments

- Expect within 2 weeks of application approval
  - Applications initially reviewed within 24 hours
- Application approved..
  - Customer notified (ACH, Zelle, PayPal, debit card or check)
  - 3 days to choose
- Third Party Payment Addendum
  - Discount customer rebate on invoice
  - Wattsmart pays YOU the rebate

<https://formstack.io/16C45>

# IRA Tax Credits

- 30% of cost.
- Up to \$2,000 per year.
- Ducted – EER2 > 10.
- Ductless – SEER > 16, EER2 > 9, HSPF > 9.5.

**Residential Energy Credits**

Attach to Form 1040, 1040-SR, or 1040-NR.  
 Go to [www.irs.gov/Form5695](http://www.irs.gov/Form5695) for instructions and the latest information.

Name(s) shown on return \_\_\_\_\_ Your social security number \_\_\_\_\_

**Part I Residential Clean Energy Credit** (See instructions)

**Note:** Skip lines 1 through 11 if you only have a credit

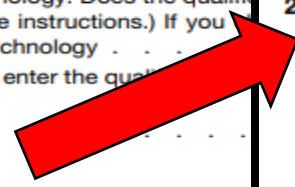
Enter the complete address of the home where you installed  
 For more than one home, see instructions.

Number and street \_\_\_\_\_

- 1 Qualified solar electric property costs . . . . .
- 2 Qualified solar water heating property costs . . . . .
- 3 Qualified small wind energy property costs . . . . .
- 4 Qualified geothermal heat pump property costs . . . . .
- 5a Qualified battery storage technology. Does the qualified  
 at least 3 kilowatt hours? (See instructions.) If you  
 for qualified battery storage technology . . . . .
- b If you checked the "Yes" box, enter the quantity . . . . .
- 6a Add lines 1 through 5b . . . . .
- b Multiply line 6a by 30% (0.30) . . . . .
- 7a Qualified fuel cell property. Was qualified fuel cell property  
**main home** located in the United States? (See instructions.)  
 If you checked the "No" box, you cannot claim a credit  
 through 11.
- b Enter the complete address of the main home where you  
 installed the property . . . . .

Number and street \_\_\_\_\_ Unit no. \_\_\_\_\_

- 8 Qualified fuel cell property costs . . . . .



**Section B—Residential Energy Property Expenditures** (continued)

<b>25a</b>	Enter the cost of improvements or replacement of panelboards, subpanelboards, branch circuits, or feeders . . . . .	<b>25a</b>		
<b>b</b>	Multiply line 25a by 30% (0.30). Enter the results. Do <b>not</b> enter more than \$600 . . . . .		<b>25b</b>	
<b>26</b>	Home energy audits.			
<b>a</b>	Did you incur costs for a home energy audit that included an inspection of your main home located in the United States and a written report prepared by a certified home energy auditor? (See instructions.) If you checked the "No" box, you cannot claim the home energy audit credit. Stop. Go to line 27.		<b>26a</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>b</b>	Enter the cost of the home energy audits . . . . .	<b>26b</b>		
<b>c</b>	Multiply line 26b by 30% (0.30). Enter the results. Do <b>not</b> enter more than \$150 . . . . .		<b>26c</b>	
<b>27</b>	Add lines 18b, 19e, 20b, 22b, 23b, 24b, 25b, and 26c . . . . .	<b>27</b>		
<b>28</b>	Enter the smaller of line 27 or \$1,200 . . . . .		<b>28</b>	
<b>29</b>	Heat pumps and heat pump water heaters; biomass stoves and biomass boilers.			
<b>a</b>	Enter the cost of electric or natural gas heat pumps . . . . .	<b>29a</b>		
<b>b</b>	Enter the cost of electric or natural gas heat pump water heaters . . . . .	<b>29b</b>		
<b>c</b>	Enter the cost of biomass stoves and biomass boilers . . . . .	<b>29c</b>		
<b>d</b>	Add lines 29a, 29b, and 29c . . . . .	<b>29d</b>		
<b>e</b>	Multiply line 29d by 30% (0.30). Enter the results. Do <b>not</b> enter more than \$2,000 . . . . .		<b>29e</b>	
<b>30</b>	Add lines 28 and 29e . . . . .		<b>30</b>	
<b>31</b>	Limitation based on tax liability. Enter the amount from the Energy Efficient Home Improvement Credit Limit Worksheet. (See instructions.) . . . . .		<b>31</b>	
<b>32</b>	<b>Energy efficient home improvement credit.</b> Enter the smaller of line 30 or line 31. Also include this amount on Schedule 3 (Form 1040), line 5b . . . . .		<b>32</b>	



[www.wattsmarthomes.com](http://www.wattsmarthomes.com)

[www.energystar.gov](http://www.energystar.gov)



# Upcoming Changes

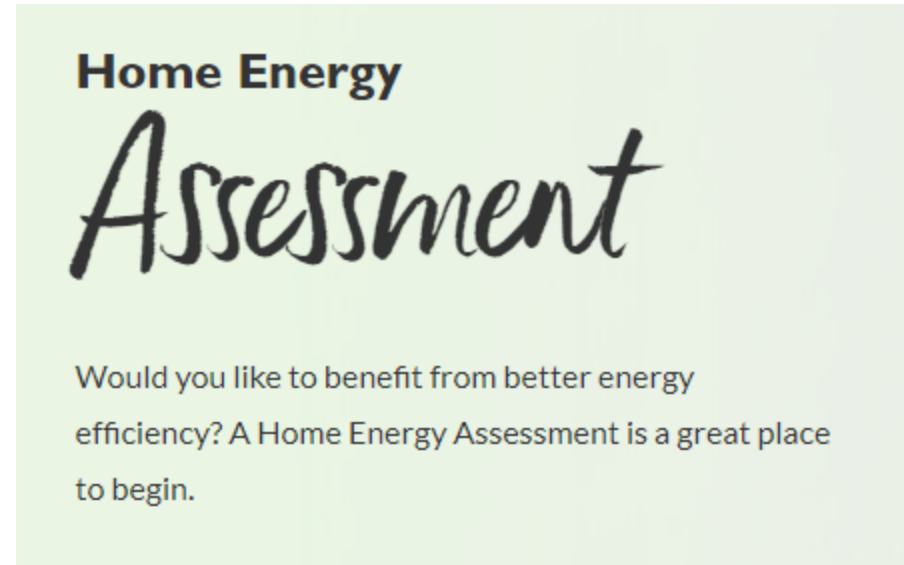
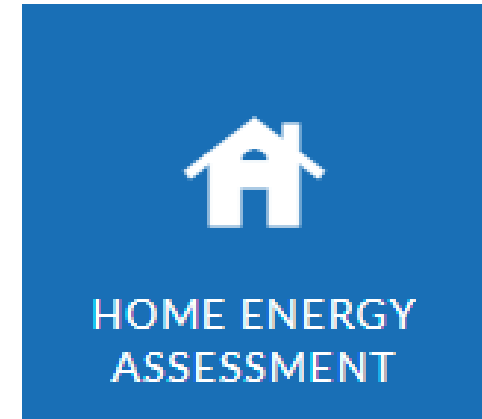
- De-Rated DF heat pump
  - UT - >80 AFUE / >7.5 HSPF2 / >14.3 SEER2
  - No AHRI pairing
  - Mis-matched equipment
  - Standalone heat pump/coil combinations
  - Standalone outdoor heat pump units
- Home Energy Assessments
  - Self-guided
- Heat Pump Pro Network
  - Elite Trade Allies



# Home Energy Assessments

- HVAC system evaluation
  - Age, hot and/or cold spots, and air sealing
- Thermostat
- Appliances
  - Dishwasher, refrigerator and laundry
- Lighting
- Doors
  - Weather stripping and air sealing
- Insulation in walls, attic and floor
- Foundation and crawl spaces
- Windows
- Water Heater

Assessments may be virtual or in-person, depending on location.



# Heat Pump Pro Network



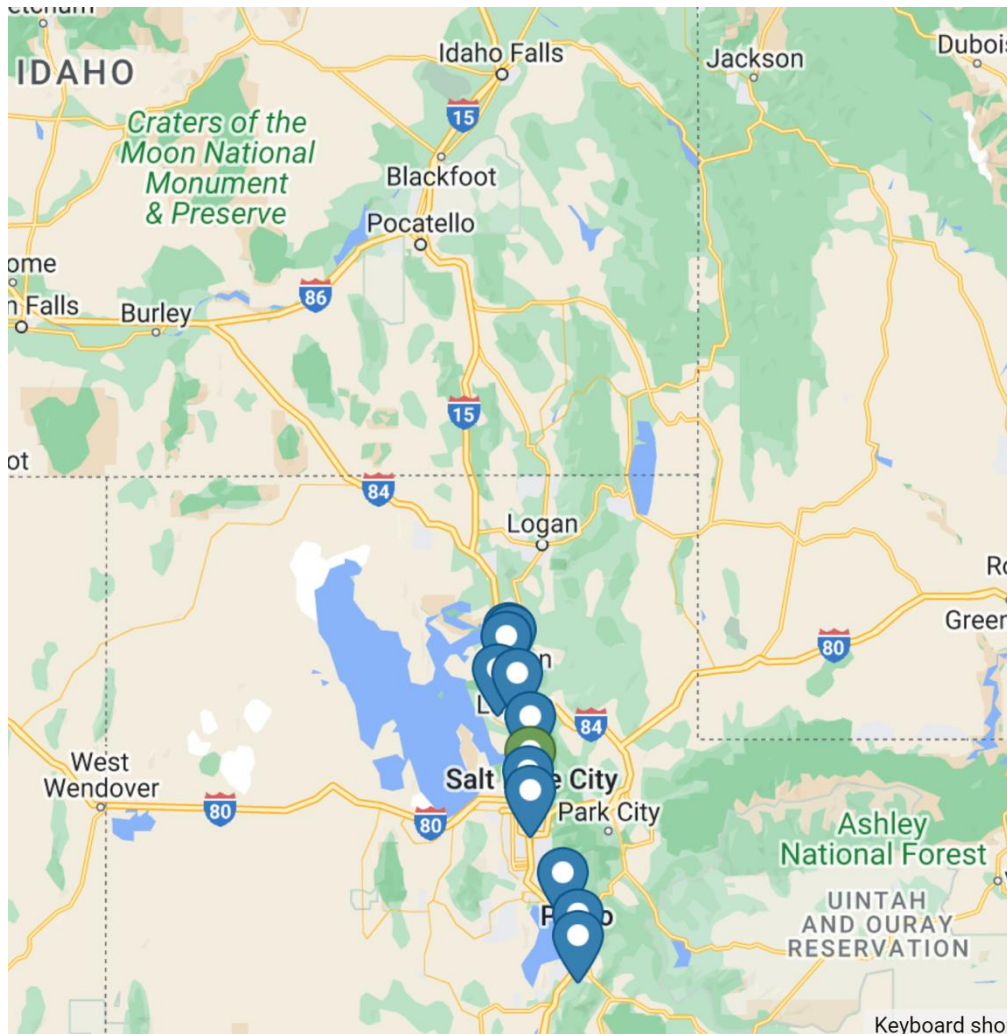
Rocky Mountain Power Pro Network contractors offer you energy efficiency expertise and outstanding service. With a proven history of quality installations, ProNetwork contractors are extremely knowledgeable about heat pump benefits and Rocky Mountain Power's Wattsmart rebate programs.

- Energy efficient expertise
- Outstanding Service
- Proven history of quality installs
- Knowledgeable
  - Heat pump benefits
  - RMP Wattsmart rebates

# Heat Pump Pro Network

# PRO NETWORK

WATTSMART®

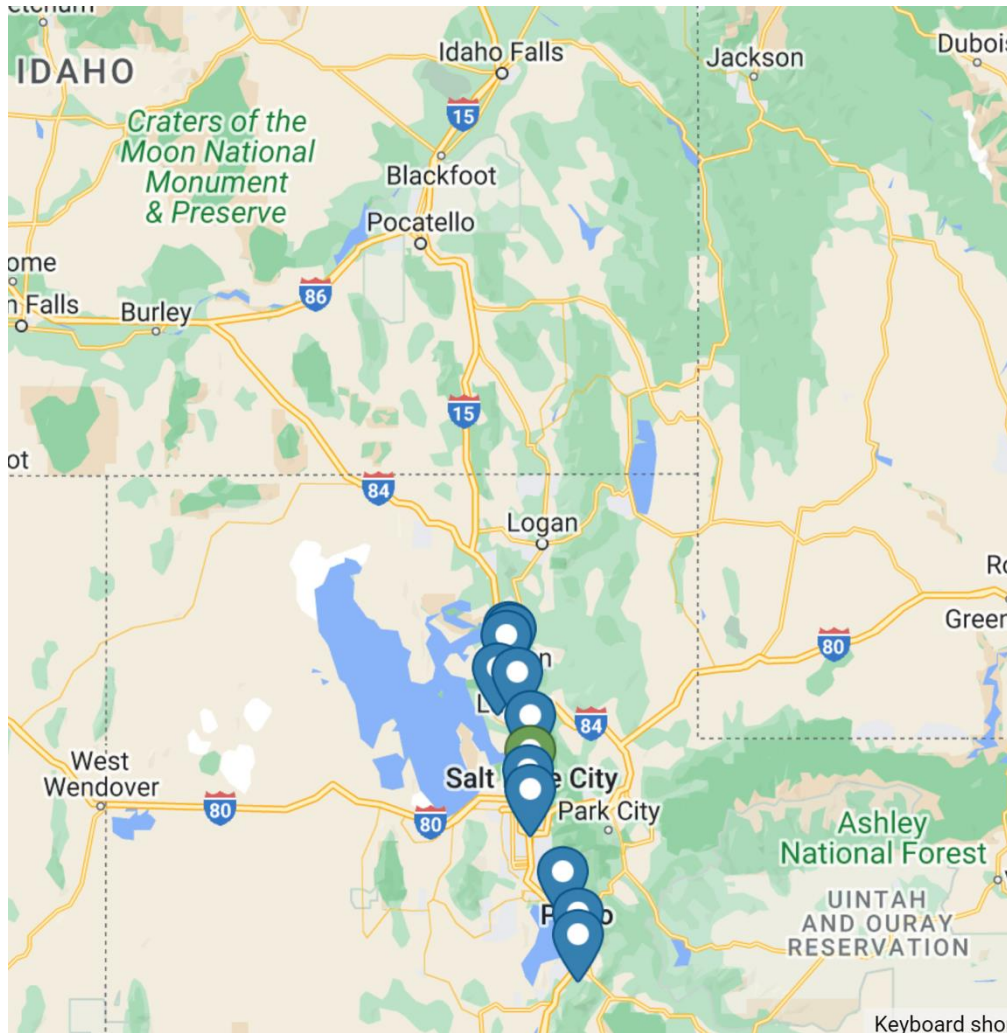


- Energy efficient expertise
- Outstanding Service
- Proven history of quality installs
- Knowledgeable
  - Heat pump benefits
  - RMP Wattsmart rebates

# Heat Pump Pro Network

# PRO NETWORK

WATTSMART®



- Top 5% of our network
- 2-3 slots available for Idaho
- Differentiation

# 2023 Data

	<u>Idaho</u>	<u>Utah</u>
• Air Source	3	19
• Dual Fuel	5	2816
• Ductless	36	429
• Ducted	0	11
Total Heat Pumps	44	3275

# 2024 Data to Date

	<u>Idaho</u>	<u>Utah</u>
• Air Source	0	5
• Dual Fuel	5	961
• Ductless	4	130
• Ducted	0	1
<b>Total Heat Pumps</b>	<b>9</b>	<b>1097</b>

# Low ID Adoption Rate

## Qualification

or

## Customer submit

- Service Area
- AHRI/Efficiency
- Not a heat pump

- Rarely happens
- More time consuming
  - Customer calls you for AHRI/Invoice
- Customer calls RMP customer support



# Refresher

## Training

&

## Treat

- Portal Training
  - How to submit an app
- Heat Pump Training
  - Servicing
  - Selling

- Depends
  - Participation
  - Sincerity
  - How much I like you

# 2024 Heat Pump Push

## Requirements

- 10 Dual Fuel Heat Pumps  
OR
- 10 Air Source Heat Pumps  
OR
- 10 Ductless Multi Head Heat Pumps  
OR
- 15 Ductless Single Head Heat Pumps
  - (supplemental not applicable)

## Reward

- Up to \$3,000 in contractor rebates
- Up to \$20,000 in customer rebates
- Up to \$40,000 in additional revenue
- Company party (cap \$400)
- **BONUS for first company!**

# Local Impact

- More profits
- More savings
- Happier communities
- Win-Win-Win!



# Heater Controllers



Cost: \$149.99  
Rebate: \$125  
Customer pays: \$24.99



## Savings Estimator

Wattage of heater	<input type="text" value="1000 watt"/>
What time do you generally plug in your heater?	<input type="text" value="8"/> <input type="text" value=":00"/> <input type="text" value="PM"/>
Vehicle location	<input type="text" value="Idaho"/>
What time does your vehicle need to be ready to start?	<input type="text" value="6"/> <input type="text" value=":30"/> <input type="text" value="AM"/>
Savings	<b>Timed Mode</b> <b>Maintain Mode</b>
Daily Savings	\$0.73   \$0.29
Monthly Savings	\$21.99   \$8.55
Season Savings	<b>\$91.63</b> <b>\$35.63</b>
Payback Time	6.8 months   17.4 months



THANK YOU!!!

Joshua Smith

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