

2026 Wattsmart Vendor Event

CASPER, WYOMING



WATTSMART®

 **ROCKY MOUNTAIN
POWER.**
POWERING YOUR GREATNESS

2026 Wattsmart® Vendor Event

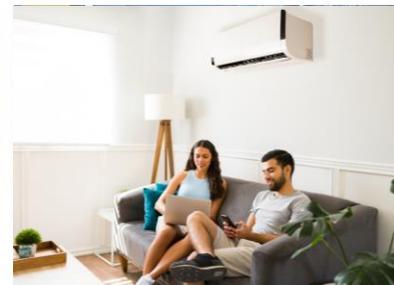
CASPER, WYOMING AGENDA

7:30 a.m. – 8:00 a.m.	Registration, Breakfast and Networking
8:00 a.m. – 9:00 a.m.	Wattsmart Homes Rob Pavlica & Brad Bond Program Overview Rebates and Incentives 2025 in Review Pro Network Maddy DeGarlais New Construction
9:00 a.m. - 9:15 a.m.	Break – Networking
9:15 a.m. - 10:15 a.m.	Wattsmart Business David Murillo & Sheldon Cowthorpe Program Overview and Program Changes Non-Lighting Opportunities Pro Network
10:15 a.m. – 10:30 a.m.	Closing Session Closing remarks, vendor recognition, door prizes and giveaways!

Agenda

Wattsmart Homes

2026 RESIDENTIAL OVERVIEW



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Program Overview

Program Objectives



CASH FOR KWH



REDUCE CONSUMPTION



REDUCE LOAD ON GRID

Qualified Equipment

Equipment	Customer Rebate	Trade Ally Rebate
DUAL FUEL HEAT PUMP <i>Natural Gas and Propane are eligible fuel sources</i>		
Dual fuel heat pump - AHRI rated (8.5 HSPF2, 15.2 SEER2) > with minimum 80 AFUE furnace (7.5 HSPF2, 14.3 SEER2) > with minimum 90 AFUE furnace	\$2,000	\$300
Dual Fuel Heat Pump - Multifamily (7.5 HSPF2, 14.3 SEER2) > with minimum 90 AFUE	\$750	N/A
Dual fuel heat pump - non AHRI qualifying minimum 80 AFUE furnace with a heat pump	\$1,000	\$50
DUCTLESS HEAT PUMP		
Single-head ductless heat pump (8.1 HSPF2, 16 SEER2)	\$1,000	\$300
Multi-head ductless heat pump (8.1 HSPF2, 16 SEER2)	\$2,000	\$300
Supplemental ductless heat pump (8.1 HSPF2, 16 SEER2)	\$500	\$100
Window heat pump (minimum 16.8 CEER)	\$80	N/A
HEAT PUMP WATER HEATER		
Heat pump water heater	Up to \$600	Up to \$200
HEAT PUMP WEATHERIZATION BUNDLES		
Air source heat pump conversion (minimum 7.5 HSPF2/14.3 SEER2) and window installation (0.22 U-Factor or lower)	Up to \$4,000	\$100
AIR SOURCE HEAT PUMP		
Air source heat pump upgrade tier 1 (7.5 HSPF2, 14.3 SEER2)*	\$250	\$50
Air source heat pump upgrade tier 2 (8.1 HSPF2, 15.2 SEER2)*	\$350	\$50
Air source heat pump upgrade tier 3 (8.5 HSPF2, 16 SEER2)*	\$500	\$50
Electric resistance heat conversion to air source heat pump tier 1 (7.5 HSPF2, 14.3 SEER2)	\$1,200	\$50
Electric resistance heat conversion to air source heat pump tiers 2 & 3 (minimum 8.1 HSPF2, 15.2 SEER2)	\$1,700	\$50

- Categories of Rebates
 - Appliances
 - Weatherization
 - Smart accessories
 - Heating & cooling

2026 Wyoming Heat Pumps



2,058,900 KWH Saved

Over \$15,000.00 paid out to a contractor in 2025



3,522,588 miles driven by an average gas-powered vehicle



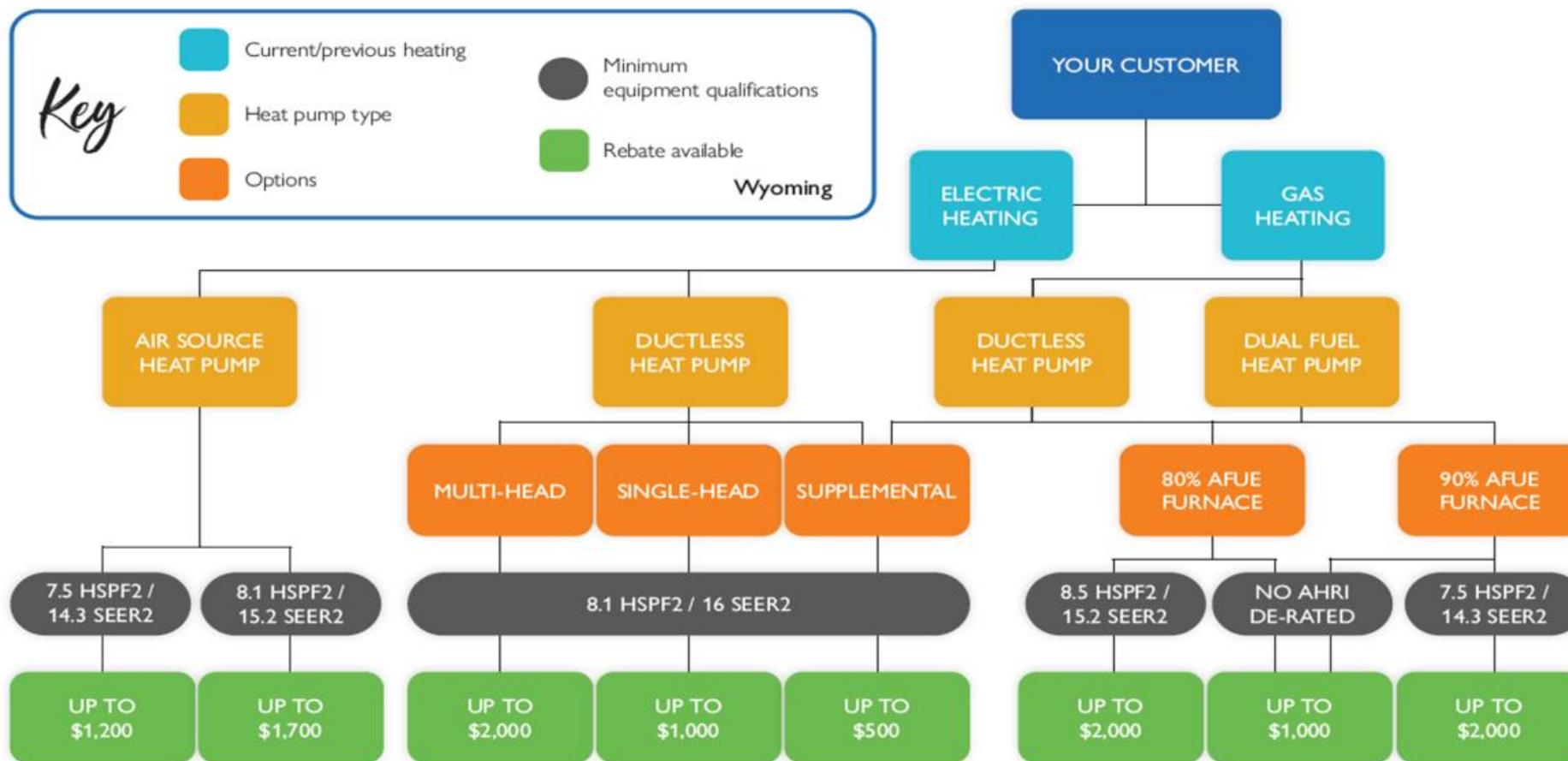
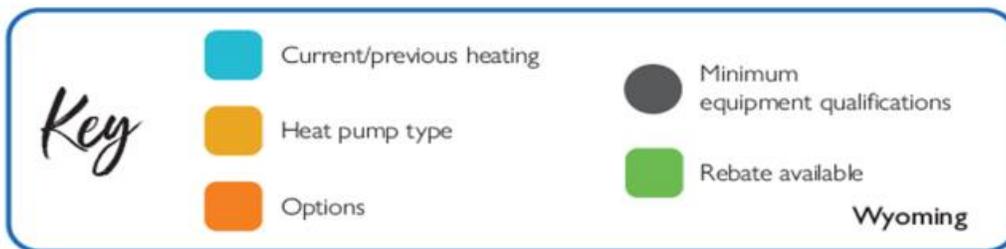
288 homes' electricity use for one year



\$569,910 in incentives

Rebates and Incentives

Choose THE RIGHT HEAT PUMP FOR YOUR CUSTOMER: FOR RESIDENTIAL USE



QUESTIONS?
Contact your Outreach Coordinator:



PRO NETWORK

WATTSMART®



- **Benefits**

- Priority RMP focus and vendor spotlights
 - ie. website, social media, radio, TV
- Exclusive local marketing opportunities
- Printed certificates
- Lead generation through our Energy Assessment Program

- **Qualifications**

- Lead with Heat Pumps
- Program Growth
- Submission of Load Calculations
- Resolution of Missing Information
- Submit project for customers
- Premium Customer Satisfaction



PRO NETWORK

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RECOGNITION

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PRO NETWORK

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Air 
INNOVATIONS

PRO NETWORK

WATT**SMART**[®]



2026 Pending Program

Qualified Equipment

- Heat pumps
- Furnaces
- Heat Pump Water heaters
- Central air conditioners
- Insulation
- Windows
- Heat Pump Clothes Dryer

Stack all incentives!

Eligibility Guidelines

WY's program design is not finalized, but some guidelines have been set by the Department of Energy (DOE) for all states.

Who is eligible to participate?

- Single Family Homeowners
- Multifamily Building Owners
- Tenants (for select appliance types)

Which household types are prioritized?

- **Low Income:** those with household income levels below 80% of Area Median Income
- **Moderate Income :** those with household income levels between 80% and 150% of Area Median Income

Ideally, the Home Energy Savings program leverages other energy efficiency opportunities for eligible households in the State. Those could include but are not limited to the Weatherization Assistance Program and rebates provided by utilities.



Rebate Levels by Project Type

Recommended Rebates for Example Projects:

- \$8,000 Heat Pump for Space Heating/Cooling
- \$1,750 Heat Pump Water Heater
- \$4,000 Electric Load Service Center
- \$2,500 Electric Wiring
- \$1,600 Insulation, Air Sealing, Ventilation
- \$840 Electric Stove
- \$840 Heat Pump Clothes Dryer

Other Requirements:

- There must be at least 20% energy savings for major home upgrades
- Appliances must be ENERGY STAR certified
- Total rebate cannot exceed actual project costs
- There must be a total rebate cap by home/homeowner
- Contractors are required to perform installations
- A Qualified Contractor List will be created with a vetting process for contractors to participate in the programs.

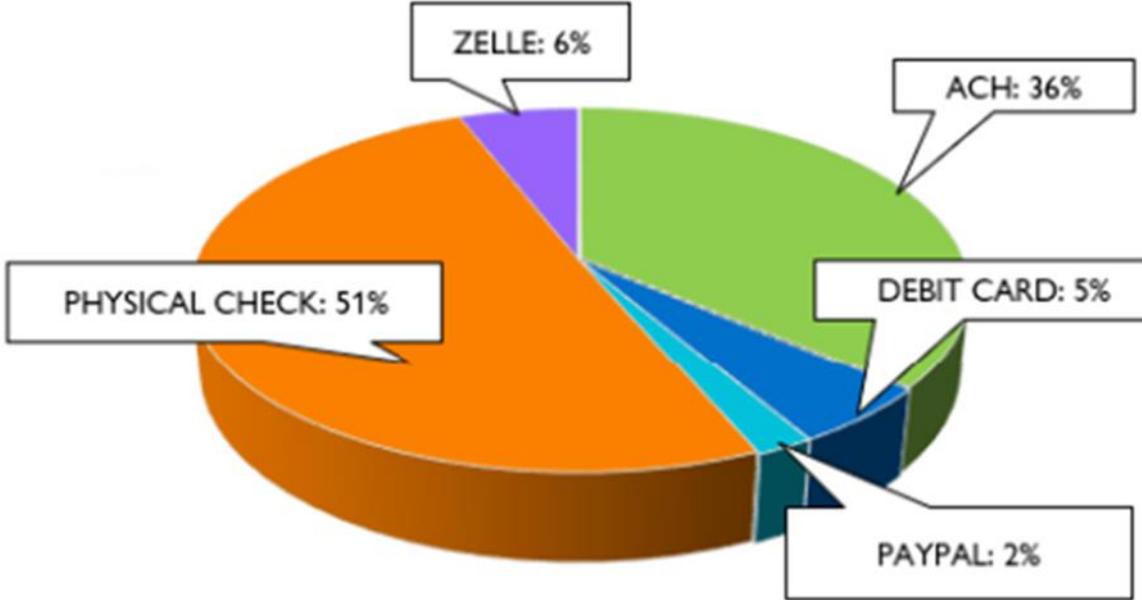
Payments – Customer / Trade Ally

- Process
- Timeline

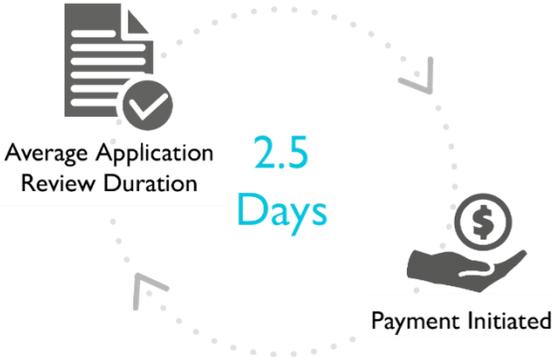
Your rebate will be issued within 14 business days after we review and approve your application.

Missing information may delay processing and delivery.

ACH Payments



Application Cycle



Information Needed

- Invoice
 - Model numbers
 - Serial numbers
 - Installation Date(90 days to submit application)
- AHRI Certificate (if applicable)
(Air Conditioning, Heating, and Refrigeration Institute)



Certificate of Product Ratings

Application Submission

- Submission by
 - Customer
 - Trade ally
- Submit for your customer
 - Convenient for customer
 - Saves customer time
 - Saves you time
 - Submit within 90 days of installation date

Don't have a rebate account?

[Create a new Customer rebate account](#)

[Create a new Trade Ally rebate account](#)

User Name (Email Address)

Password

[Log in](#)

[Forgot password?](#)

Trade Ally Training

- Not a trade ally but want to be
- Learn how to submit rebates for the customer
- Up-to-date information on qualified equipment
- AHRI support



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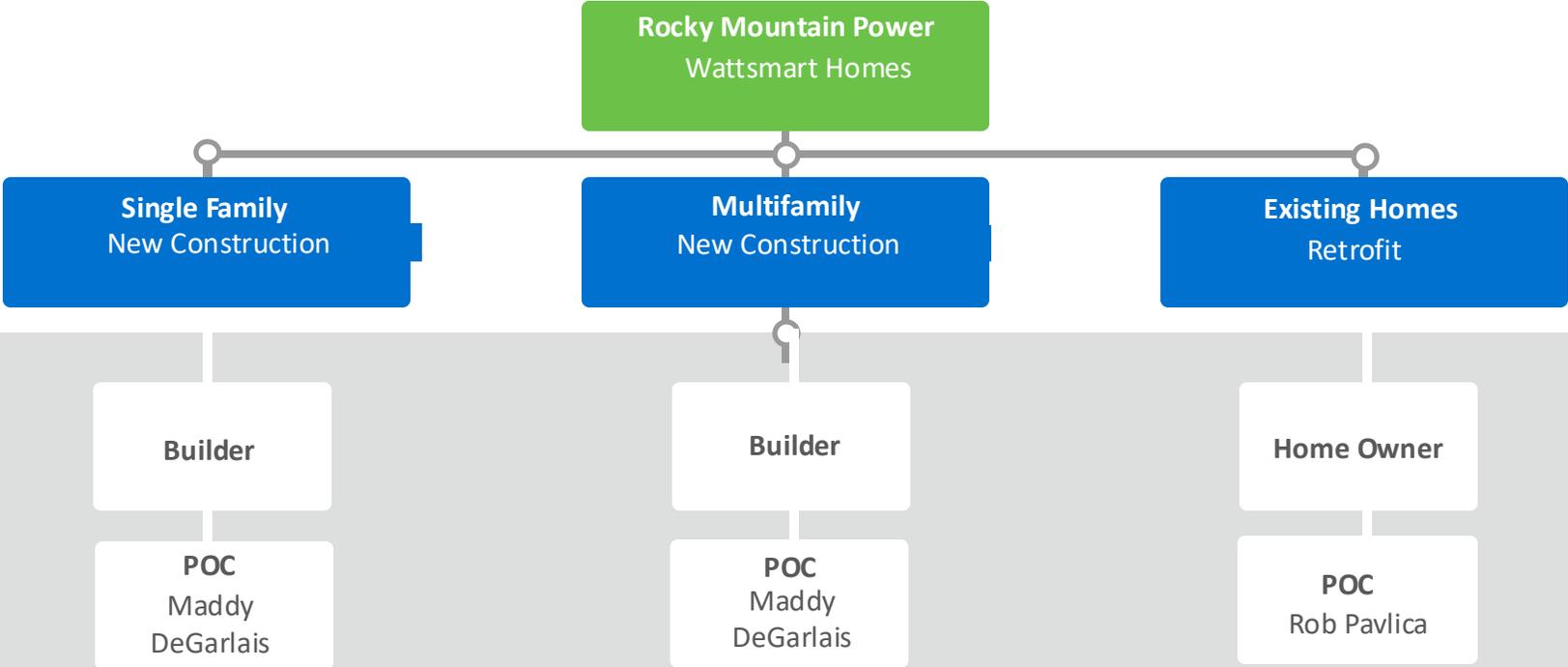
WATT**SMART**®

Thank You

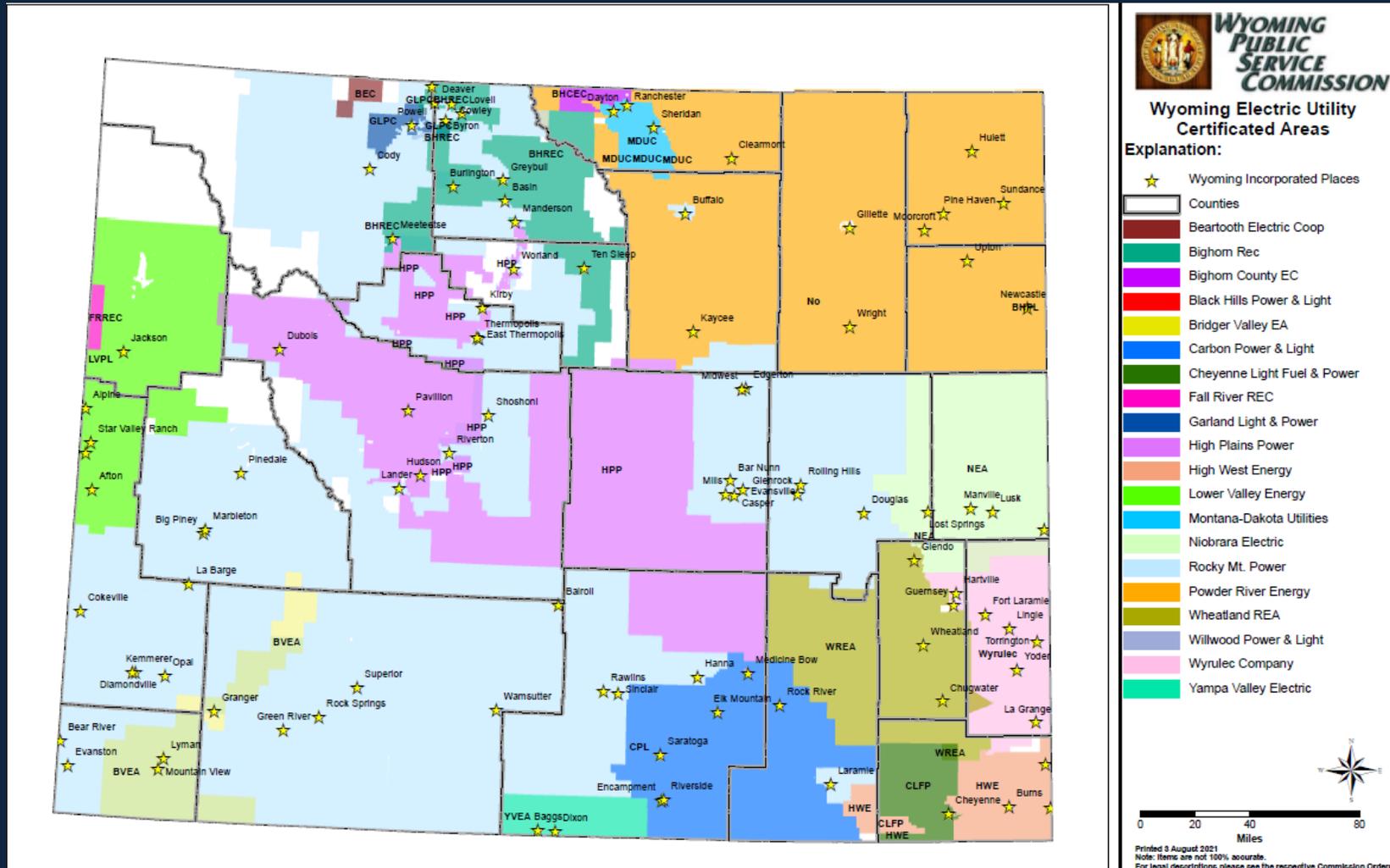
New Construction

RESOURCE INNOVATIONS

Rocky Mountain Power Wattsmart Homes Programs - WY

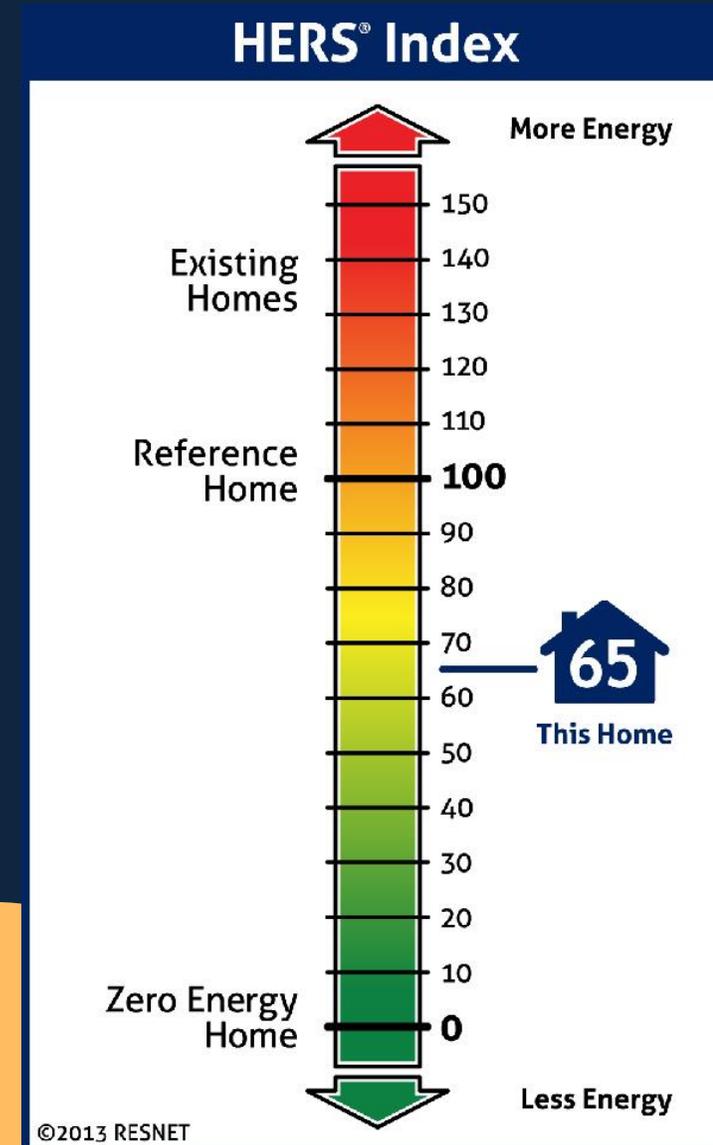


Rocky Mountain Power Wyoming Service Territory



2026 RMP New Construction Rebates: Whole Home – Single Family

Whole Home HERS Incentives	Minimum Requirement	Customer/Builder Rebate	Contractor Rebate
Single Family HERS \leq 65 - electrically heated home	Must meet all requirements listed below	\$700	\$0
Single Family HERS \leq 65 - electrically cooled home	Must meet all requirements listed below	\$400	\$0



2026 RMP New Construction Rebates: Standalone – Single Family

Standalone Incentives	Minimum Requirement	Customer/Builder Rebate	Contractor Rebate
Air Source Heat Pump Tier 1	7.5 HSPF2 (9 HSPF), 14.3 SEER 2 (15 SEER)	\$1,000	\$0
Air Source Heat Pump Tier 2	8.1 HSPF2 (9.5 HSPF), 16 SEER2 (17 SEER)	\$1,500	\$0
Air Source Heat Pump Tier 3	8.5 HSPF2 (10 HSPF), 17 SEER2 (18 SEER). Must also be listed on NEEP's cold climate air source heat pump product list .	\$2,000	\$0
Ductless Heat Pumps (Single Family) – Single Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$750	\$0
Ductless Heat Pumps (Single Family) – Multi Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$1,000	\$0
Ductless Heat Pumps (Multifamily) – Multi Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$250	\$0
Dual Fuel Heat Pump	7.5 HSPF2 (9 HSPF), 14.3 SEER2 (15 SEER), 90 AFUE	\$2,000	\$300
Heat Pump Water Heater	NEEA Tier 1 or higher, ≤ 55 gallons	\$700	\$0
Smart Thermostat – Installed on a Dual Fuel Heat Pump	ENERGY STAR certified	\$50	\$0

2026 RMP New Construction Rebates: Manufactured Homes

- Rebates available for both the buyer and the retailer

NEW MANUFACTURED HOMES MEASURES	REQUIREMENT	CUSTOMER REBATE	RETAILER REBATE
New Manufactured Home - ENERGY STAR	Any electric heating system	\$800	\$200
New Manufactured Home - NEEM 2.0	Any electric heating system	\$1,050	\$200
New Manufactured Home - NEEM 2.0	Ductless heat pump heating system	\$1,300	\$200

2026 RMP New Construction Rebates: Multifamily

Standalone Incentives	Minimum Requirement	Customer/Builder Rebate	Contractor Rebate
Ductless Heat Pumps (Multifamily) - Multi Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$250	\$0



Multifamily New Construction Incentives	Minimum Requirement	Builder/Developer Rebate	Contractor Rebate
Energy Star Multifamily certified unit	Heat pump as primary heating source	\$500	\$0

Contact Information

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<https://www.rockymountainpower.net/savings-energy-choices/home/wattsmart-new-homes/builders.html>



Networking Break

Wattsmart Business

LIGHTING | HVAC | MECHANICAL



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Program Overview



Recent program updates



Express: A path towards simplicity



SMBE (Small Medium Business Express)



Typical (Calculated) Path



HVAC and Mechanical

Program Updates: Introducing Express

- Post-purchase incentive offering where the incentive is based on watts installed/watts reduced.
 - Replacement must be “like for like” as stated in the Lighting Catalog
- Designed for speed and simplicity
- Discrepancies may impact incentive eligibility
 - Follow the rules first, then bid projects accordingly



What is “Like-for-Like”?

A **lumen-for-lumen retrofit** is an energy-efficiency lighting upgrade where older lighting is replaced with higher-efficacy equipment that **reduces watts** while maintaining **approximately equivalent light output and lighting levels for the same application/space**.

Fixture quantity or layout may vary, as long as the project does not constitute a major lighting redesign that significantly alters light levels or space use.

NOT CONSIDERED LUMEN-EQUIVALENT:

- Intentionally reducing lighting levels below appropriate standards
- Using significantly lower lumen fixtures that compromise visibility or safety
- Increasing wattage to increase light levels above application requirements
- Changing lighting design intent (e.g., general lighting → accent lighting)

These scenarios violate like-for-like requirements and may require Custom or Major Renovation review.

Express Incentive

Express allows you to better provide a bid for projects while on site!

Incentive table drives project value. **Projects still cap at 70%.**

INCENTIVES FOR EXPRESS LIGHTING SYSTEM RETROFITS			
Measure	Lighting Category	Eligibility Requirements	Customer Incentive
Interior Lighting System Retrofit	New Fixture/Retrofit Kit	Lighting Without Controls	\$0.50/Watt Installed
		Lighting With Plug and Play Controls Ready	\$0.75/Watt Installed
		Lighting With Networked Lighting Controls	\$1.00/Watt Installed
		Lighting With Luminaire Level Lighting Controls	\$1.25/Watt Installed
Exterior Lighting System Retrofit		Lighting Without Controls (up to 285 W)	\$0.90/ Watt Installed

How to Process an Express Project



Customer/Site Information

Business or Project Name
Contact Name
Contact Email
Business Type
Rate Schedule
State

1

2

Project Information

SMBE Eligible
Date of Application/Invoice
Material Costs
Labor Costs
Other Costs
Total Costs

No

3

Admin:

Project ID #	
Measure Effective Date	1/01/1900
Total Incentive	-
Total k/wh Savings	0

Item	QPL Qual	Location Description	Existing Fixture Type	Fixture Classification	Fixture Wattage	Quantit y	Fixture Part Number	Control Part Number	Yearly k/w Savings k/w/yr	Measure k/wh Savings k/wh/yr	Measure Incentive with Cap Applied
1											
2											
3											
4											
5											
6											
7											
8											
9											
10											
11											
12											

- 1 Enter project name and customer info
- 2 Select Business Type and enter rate schedule and state
- 3 Enter invoice date and project costs
- 4 Enter existing and proposed equipment information
- 5 Submit copy of tool with required docs

Express Project Checklist

1. General Application
2. Lighting tool or Express supplement page
3. IRS Form W-9
4. Invoice with labor and materials itemized
5. Spec sheets/QPLs with model number highlighted; wattage highlighted if using a selectable wattage fixture
6. Controls spec sheet if LLLC, NLC, or Plug & Play Ready



Best Practices

- Products must meet Wattsmart program requirements (DLC listed)
- Verify eligibility before installation
- Accurate documentation ensures smooth processing
- Use Express Tool to submit projects
- Follow project checklist carefully
- Ensure all required documentation is included

Introducing SMBE

(Small & Medium Business Express)



- Same process as Express
- Designed for verified small and medium business customers
- Simplified participation for eligible customers

Small and Medium Business Express Incentives					
Measure	Equipment		Offered Incentive (per Watt Installed) Effective October 24, 2025		
			Interior	Exterior	
Lighting System Retrofit	New Fixture or Retrofit Kit	Lighting with No Controls		\$0.75	\$1.75
		Lighting with Plug and Play Controls Ready		\$1.00	N/A
		Lighting with Networked Lighting Controls		\$1.50	
		Lighting with Luminaire Level Lighting Controls		\$2.00	

SMBE Checklist & Eligibility



Review SMBE project checklist



Live eligibility demo during training

PROJECT CHECKLIST

1. General Application
2. Lighting tool
3. Invoice with labor and materials itemized
4. Spec sheets/QPLs with model number highlighted; wattage highlighted if using a selectable wattage fixture
5. Controls spec sheet if LLLC, NLC, or Plug & Play Ready

SMBE Wattage and Pricing Guidelines

Baseline	Fixture Type	Recommended Replacement (LED Watts)	Max Allowable Fixture (LED Watts)	Lift Used	Recommended Cost per Unit (Materials + Labor)				Max Cost Per Unit (Materials + Labor)			
					No Controls	Plug and Play Controls Ready	NLC	LLC	No Controls	Plug and Play Controls Ready	NLC	LLC
2L T8 = 58W	Troffer/Strip	25	30	No	\$ 160.00	\$ 170.00	\$ 200.00	\$ 220.00	\$ 224.00	\$ 238.00	\$ 280.00	\$ 308.00
3L T8 = 89W	Troffer/Strip	30	40	No	\$ 165.00	\$ 175.00	\$ 205.00	\$ 225.00	\$ 231.00	\$ 245.00	\$ 287.00	\$ 315.00
4L T8 = 116W	Troffer/Strip	35	50	No	\$ 170.00	\$ 180.00	\$ 210.00	\$ 230.00	\$ 238.00	\$ 252.00	\$ 294.00	\$ 322.00
4L T8 HBF	Low/High Bay	60	80	Yes	\$ 265.00	\$ 275.00	\$ 305.00	\$ 325.00	\$ 371.00	\$ 385.00	\$ 427.00	\$ 455.00
6L T8 HBF/4L T5HO	High Bay	90	120	Yes	\$ 295.00	\$ 305.00	\$ 335.00	\$ 355.00	\$ 413.00	\$ 427.00	\$ 469.00	\$ 497.00
6L T5HO	High Bay	130	150	Yes	\$ 335.00	\$ 345.00	\$ 375.00	\$ 395.00	\$ 469.00	\$ 483.00	\$ 525.00	\$ 553.00
400W HID	High Bay	150	200	Yes	\$ 355.00	\$ 365.00	\$ 395.00	\$ 415.00	\$ 497.00	\$ 511.00	\$ 553.00	\$ 581.00
175W	Wall Pack	50	70	No	\$ 185.00	\$ 195.00	\$ 225.00	\$ 245.00	\$ 259.00	\$ 273.00	\$ 315.00	\$ 343.00
250W	Wall Pack	80	100	Yes	\$ 285.00	\$ 295.00	\$ 325.00	\$ 345.00	\$ 399.00	\$ 413.00	\$ 455.00	\$ 483.00
400W	Wall Pack	100	120	Yes	\$ 305.00	\$ 315.00	\$ 345.00	\$ 365.00	\$ 427.00	\$ 441.00	\$ 483.00	\$ 511.00
175W	Pole Mount	80	80	Yes	\$ 285.00	\$ 295.00	\$ 325.00	\$ 345.00	\$ 399.00	\$ 413.00	\$ 455.00	\$ 483.00
250W	Pole Mount	80	120	Yes	\$ 385.00	\$ 395.00	\$ 425.00	\$ 345.00	\$ 539.00	\$ 553.00	\$ 595.00	\$ 483.00
400W	Pole Mount	120	150	Yes	\$ 425.00	\$ 435.00	\$ 465.00	\$ 385.00	\$ 595.00	\$ 609.00	\$ 651.00	\$ 539.00
1000W	Pole Mount	285	285	Yes	\$ 590.00	\$ 600.00	\$ 630.00	\$ 650.00	\$ 826.00	\$ 840.00	\$ 882.00	\$ 910.00

Midstream Overview (ES)

Calculated Path (Typical)

- Best for projects with higher complexity or savings
- Higher baselines (HOs or HIDs)
- LED baseline projects
- Exterior lighting exceeding 285W
- Controls-only projects



Interior		
Lighting Category	Eligibility Requirements	Customer Incentive
New Fixtures/Retrofit Kits	Without Controls or With Basic Controls	\$0.60/W Reduced
	With Plug and Play Controls Ready	\$0.80/W Reduced
	With Networked Controls (Area/Circuit Level)	\$1.00/W Reduced
	With Advanced Networked Lighting Controls (Fixture Level/LLLC)	\$1.20/W Reduced
Controls Only	Networked Lighting Controls (Area/Circuit Level)	\$0.60/W Controlled
	Advanced Networked Lighting Controls (Fixture Level/LLLC)	\$0.75/W Controlled
Custom (including non-general illuminance)		\$0.10/kWh Reduced
Exterior		
Lighting Category	Eligibility Requirements	Customer Incentive
Lamps	See Market Incentive Offering	
Non-Prescriptive (Calculated) Incentive	Without Controls	\$0.35/W Reduced
	With Basic Exterior Dimming Controls	\$0.50/W Reduced
	With Advanced Network Dimming Controls	\$0.70/W Reduced
Controls Only	Basic Exterior Dimming	\$0.35/W Controlled
	Advanced Network Dimming	\$0.60/W Controlled
Custom (including non-general illuminance)		\$0.10/kWh Reduced

New Construction/ Major Renovation

INCENTIVES FOR NEW CONSTRUCTION/MAJOR RENOVATION LIGHTING SYSTEMS

Lighting Category	Eligibility Requirements	Customer Incentive
Interior Lighting	Lighting Without Controls	\$0.08/kWh
	Lighting With Area/Circuit Level/ Networked Lighting Controls	\$0.10/kWh
	Lighting With Advanced Networked Lighting Controls	\$0.14/kWh
Exterior Lighting	Lighting Without Controls	\$0.04/kWh
	Lighting With Basic Exterior Dimming Controls	\$0.05/kWh
	Lighting With Advanced Networked Dimming Controls	\$0.07/kWh
	Custom	\$0.04/kWh

HVAC and Mechanical Incentives

TOP 3 INCENTIVES (TO START WITH)

BONUS



Unitary Commercial A/Cs

Heat Pumps



VRF

Variable Refrigerant Flow



ARC

Advanced Rooftop Controls



Bonus

Thermostats

HVAC EQUIPMENT

Unitary Commercial Air Conditioners – Air Cooled Split or Packaged Systems	\$50 - 75 per ton
Unitary Commercial Air Conditioners – Water or Evaporatively Cooled	\$50 per ton
Unitary Commercial Heat Pumps – Air Cooled	\$50 per ton
Unitary Commercial Heat Pumps – Water Cooled, Ground Source or Groundwater Source	\$50 per ton
Packaged Terminal Air Conditioner (PTAC)	\$25 per ton
Packaged Terminal Heat Pump (PTHP)	\$50 per Ton
VRF – Air Cooled	\$125 per ton
VRF – Water Cooled	\$125 per ton
Heat Pump Loop	\$125 per ton
Evaporative Coolers	\$0.06 per CFM
Indirect-Direct Evaporative Cooling (IDEC)	\$0.15/kWh of annual savings
Chillers	\$0.15/kWh of annual savings

ADVANCED ROOFTOP CONTROLS (ARC)

Advanced Rooftop Unit Control (Retrofit Gas-Fired RTU)	\$500 - 4500 / RTU
Advanced Rooftop Unit Control (New Gas-Fired RTU)	\$400 - 2800 / RTU
Advanced Rooftop Unit Control (Retrofit Heat Pump RTU)	\$500 - 6500 / RTU
Advanced Rooftop Unit Control (New Heat Pump RTU)	\$400 - 4000 / RTU
Advanced Rooftop Unit Control (DCV only)	\$300 - 800 / RTU

ADVANCED ROOFTOP CONTROLS (ARC)

Electronically Commutated Motor (ECM) – Retrofit only	HVAC Application	\$100 / horsepower
VFD	HVAC Fans and Pumps	\$200 / horsepower

HVAC and Mechanical Incentives



What to Look Forward to in 2026



TRADE ALLY SPIFF
OPPORTUNITIES



CONTINUED PROGRAM
SIMPLIFICATION



EXPANDED ENGAGEMENT AND
INCENTIVES

Awards & Recognition

- Pro Network recognition
- SMBE participation awards
- Celebrating Trade Ally success



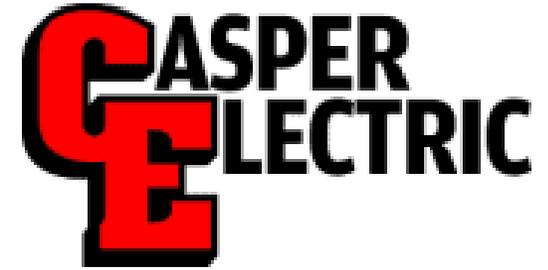
2025 Award Winners

Pro Network
ROI Energy
Casper Electric

Small Business
Summit Electric
Jadeco



ROI ENERGY



A young boy with a backpack and arms raised in front of wind turbines. The boy is wearing a plaid shirt and light-colored pants. He has a purple backpack. The background shows several wind turbines against a clear blue sky. The boy is looking up and to the right with a slight smile. His arms are raised high, and he appears to be holding something small in his right hand. The wind turbines are slightly out of focus, emphasizing the boy in the foreground.

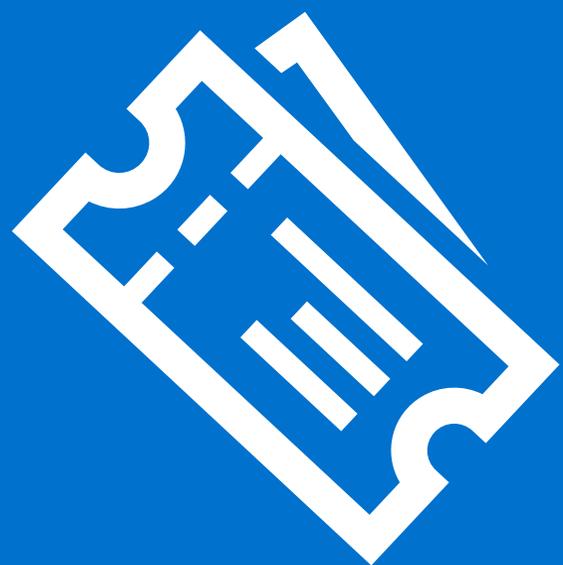
Industrial Incentives Questions?

Taylor Carlson

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Closing



Giveaways!

