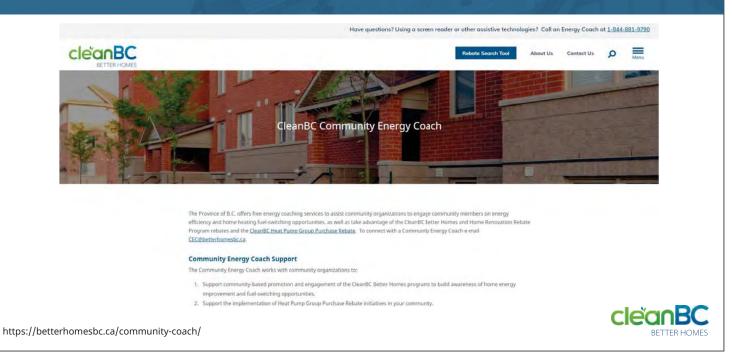


Agenda

- 1. Introduction to the Community Energy Coach
- 2. CleanBC Rebates Overview
- 3. How to Promote the Rebate Program
 - o How the City of Port Moody and the Climate Action Committee can promote the CleanBC Program
 - o How homeowners can share with their network



Community Energy Coach



Community Energy Coach

The Community Energy Coach works with community organizations to:

- Support community-based promotion and engagement of the CleanBC Better Homes programs to build awareness of home energy improvement and fuelswitching opportunities.
- Support the implementation of Heat Pump Group Purchase Rebate initiatives in your community.
- Provide outreach and engagement support at public events and workshops.
- For more information on engaging a community energy coach or to get started with accelerating retrofits in your community, contact CEC@betterhomesbc.ca





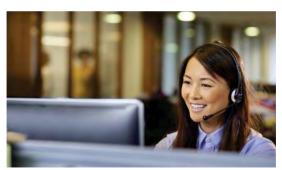
CleanBC - Energy Coaching

Self-Serve Online Resources

- Incentives, rebates, and financing search tool
- Resources to learn about energy efficiency products and services
- Frequently asked questions

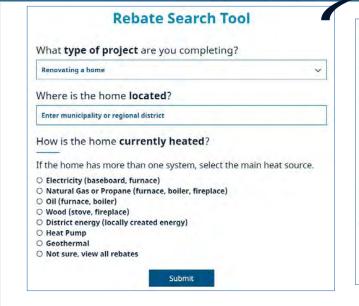
Energy Coaching Support

- · Website: www.betterhomesbc.ca
- Phone (toll-free):1-844-881-9790
- Email: ask@betterhomesbc.ca





Rebate Search Tool







https://betterhomesbc.ca/rebate-search-tool/

Limited Time Offer: Double the Rebates

For a limited time, Double the Rebate on select offers! Click for more information

Receive Double the Rebates on all select upgrades. Double the Rebate offers vary based on when you received your promo code.

Registration has now closed.

- Register for a **Promo Code** between October 1, 2020 to March 31, 2021.
- 2. All upgrades must be installed and invoiced between **October 1, 2020** and **June 30th, 2021**
- 3. Apply within 6 months of your invoice date using your Promo Code



Rebates - Eligibility Criteria

- Eligible homes include: Single family, side-by-side rowhome or duplex, mobile home on permanent foundation
- Rebate values dependant on primary space heating system prior to upgrade
 - **Note:** A natural gas or propane fireplace is never considered a primary heating system.
- Rebates cannot exceed the cost of the upgrade and may only be claimed once
- Maximum of 1 primary space heating rebate; cannot get both a heat pump and natural gas furnace rebate
- Homes primarily heated by Electricity supplied by BC Hydro must meet the Minimum Electricity Consumption Requirement (https://app.bchydro.com/hero/eligibility)



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Heat Pump Rebates: Fossil Fuel Heated Homes

Heat Pump Type	CleanBC Base Rebate
Variable Speed Mini Split Air Source Heat Pump – Single Head $HSPF \geq 9.3$, $SEER \geq 16$	\$3000*
Variable Speed Mini Split Air Source Heat Pump – Multi Head HSPF \geq 9.3, SEER \geq 16	\$3000*
Variable Speed Tier 2 Central Air Source Heat Pump $HSPF \ge 9.3$, $SEER \ge 16$	\$3000*
Tier 1 Central Air Source Heat Pump HSPF ≥ 8.5, SEER ≥ 15	\$1200
Dual Fuel Central Air Source Heat Pump HSPF ≥ 9.3, SEER ≥ 16 (no variable speed required)	\$3000*

*Homeowners who received a Promo Code prior to March 31st, 2020 can access Double the Rebates if the heat pump is installed prior to June 30th, 2021.



Heat Pump Rebates: Fossil Fuel Heated Homes...Continued

Heat Pump Type	Rebate Amount
Air-to-Water Heat Pump	\$3000*
Combined Space & Hot Water Heat Pump	\$4000* + \$300 (Two Upgrade Bonus)
Electric Service Upgrade Upgrade electrical service to 100, 200, 400 amp service	\$500*

*Homeowners who received a Promo Code prior to March 31st, 2020 can access Double the Rebates if the heat pump is installed prior to June 30th, 2021.



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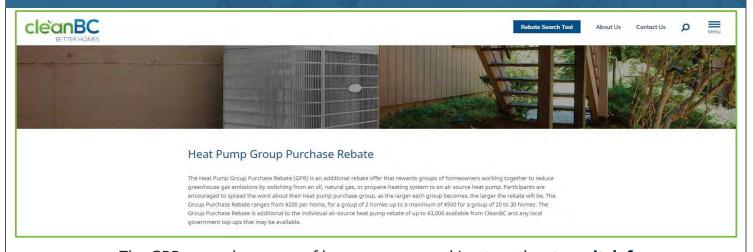
Electrical Service Upgrade Rebate

- \$500 rebates for upgrading electrical service to 100, 200, or 400 amp service
 - When in combination with any heat pump space heating or water heating rebate for system that were previously fossil fuel fired equipment.
- Municipal top ups may also be available





Promote the Heat Pump Group Purchase Rebate



 The GPR rewards groups of homeowners working together to switch from natural gas, oil or propane heating to an air source heat pump.



www.betterhomesbc.ca/rebates/gpr

GPR Rebate Amount Based on Group Size

• GPR amount is based on the final group size, the rebate is paid out as a separate rebate cheque mailed to the applicant (second payment). Amount is determined once the code has expired.

Size of Group	Each Participant Receives
2-4 homes	\$200
5-9 homes	\$275
10-14 homes	\$350
15-19 homes	\$425
20-30 homes	\$500
a heat pump in addition to the Group Pu	ers of up to an additional \$2,000 that can be accessed only when converting from fossil fuel heating



Guidance for GPR Participants



- Participant Guide for accessing the Heat Pump Group Purchase Rebate is available
- Form-fillable and hyperlinked to help guide group members
- www.BetterHomesBC.ca/GPR-Guide
- Important note: Homeowners must register with the program to access this offer.
- Code format includes the expiry date for clarity (e.g. GPRXXXX-EXPDD/MM/YYYY)



Heat Pump Low-Interest Financing Program



- Upgrades must be installed by a Finance Registered Contractor.
- You must have a residential utility account with FortisBC, BC Hydro or a municipal utility.
- Your home must be **primarily heated** with:
 - Natural Gas
 - Propane
 - Oil
- Premises primarily heated by wood or other solid fuels are not eligible.



https://betterhomesbc.ca/frc/

Heat Pump Rebates: Electrically Heated Homes*

- Electrically heated homes must meet a **minimum electricity consumption** to be eligible.
 - Check eligibility by entering your BC Hydro account number and home's square footage at bchydro.com/hero/eligibility

Heat Pump Type	Rebate Amount
Variable Speed Mini Split Air Source Heat Pump – Single Head	BC Hydro
HSPF ≥ 10, SEER ≥ 18	\$1000**
Variable Speed Mini Split Air Source Heat Pump – Multi Head HSPF \geq 9.3, SEER \geq 16	BC Hydro \$1000**
Variable Speed Tier 2 Central Air Source Heat Pump	BC Hydro
HSPF ≥ 9.3, SEER ≥ 16	\$2000**

*Replacing or adding to an existing heat pump is not eligible for rebates ** Homeowners who received a Promo Code prior to Dec 31st, 2020 can access Double the Rebates if the heat pump is installed prior to June 30th, 2021.



Upgrade Your Natural Gas

- Natural gas replacement rebates are available to homeowners looking to upgrade their current natural gas primary space heating systems.
 - Homes currently heated by electricity cannot access natural gas primary space heating rehates
- Primary space heating systems count as one upgrade towards the bonus offers

UPGRADE CATEGORY	UPGRADE TYPE	TECHNICAL DETAILS	SPONSOR	REBATE
	NATURAL GAS FURNACE	HIGH EFFICIENCY ≥97% AFUE	cleanBC FORTISBC	\$1,000
UPGRADE YOUR NATURAL GAS HEATING	NATURAL GAS FURNACE	HIGH EFFICIENCY 95-96.9% AFUE	FORTIS BC: Energy at work	\$800
	NATURAL GAS BOILER	HIGH EFFICIENCY ≥94% AFUE	FORTIS BC Energy at work	\$1,000
	NATURAL GAS COMBINATION HEATING AND HOT WATER SYSTEM	ENERGY STAR OR P9 CERTIFIED	FORTIS IIC Energy of work	\$1,000



Water Heating and Windows and Doors

- Water heater rebates available for both natural gas systems and heat pump water heaters
- Window rebates are funded both in part by the Utility Providers and the CleanBC Program.
- Water heaters count as one upgrade for the bonus offers
- Windows and Doors when the rebate achieved is at least \$250 counts as one upgrade for the bonus offers

IPGRADE CATEGORY	UPGRADE TYPE	TECHNICAL DETAILS	SPONSOR	REBATE
WATER HEATING	NATURAL GAS STORAGE TANK WATER HEATER	EFFICIENT (0.67 EF)	FORTISBC Energy at work	\$200
	NATURAL GAS TANKLESS (ON-DEMAND) WATER HEATER	HIGH EFFICIENCY	FORTISAC	\$1,000
	NATURAL GAS STORAGE TANK WATER HEATER	CONDENSING	Energy at work	\$1,000
	ELECTRIC HEAT PUMP WATER HEATER	HIGHEST EFFICIENCY	cleanBC	0 \$2,000
WINDOWS AND DOORS	TIER 2 PRODUCT	U-FACTOR OF ≤1.22 W/M2-K	BC Hydro Power smart FORTIS BC	\$100 each Maximum 20 (\$2,000)
	TIER 1 PRODUCT	U-FACTOR OF 1.23 – 1.40 W/M2-K	Energy at work	\$50 Each** Maximum 20 (\$1,000)



Insulation Rebates

- Insulation rebates are based on the improvement of R-value added into a given space.
- Each location has their own calculation to determine rebate amount
- All insulation categories when the rebate achieved is at least \$500 can count towards the bonus offers.
 - Other insulation does not apply



**As of April 1st, 2021, all insulation upgrades must be completed by an Insulation Program Registered Contractor to access the CleanBC Rebates.



Bonus Rebate Offers

BONUS	TWO UPGRADE BONUS - Install any two eligible upgrades within 18 months	© BC Hydro	\$300	
OFFERS HO	HOME ENERGY IMPROVEMENT BONUS - Complete a pre- and post-upgrade EnerGuide home evaluation and install any three eligible upgrades, both within 18 months	Power smart FORTIS uc Every at work	Max \$2,000	Minimum \$750
	PRE-UPGRADE ENERGUIDE HOME EVALUATION REBATE Complete a pre-upgrade EnerGuide home evaluation	cleanBC	\$200	
ENERGUIDE	POST-UPGRADE ENERGUIDE HOME EVALUATION REBATE Complete a post-upgrade EnerGuide home evaluation within 18 months of the pre-upgrade	cleanBC	\$100	

- All bonus rebates are additional to the individual upgrade rebates
- Upgrades must be **bonus-eligible** to count towards the bonus offers



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Support is Available

Energy Coaching Support

- Website: www.betterhomesbc.ca
- Phone (toll-free):1-844-881-9790
- Email: ask@betterhomesbc.ca

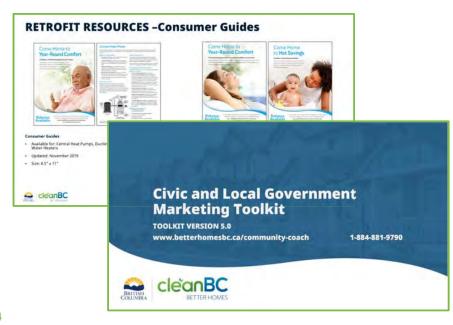




How to Promote the Rebate Programs

Local Government website, Social Media, Community Newsletters, Direct Mail (utility bills), Host and promote a Webinar

Introducing: Civic and Local Government Marketing Toolkit



- Outlines the materials and resources to promote the CleanBC Home Renovation Rebate Program to homeowners and residents.
- To request a copy of this resource please contact the Community Energy Coach at CEC@betterhomesbc.ca



Use Social Media (Posts)



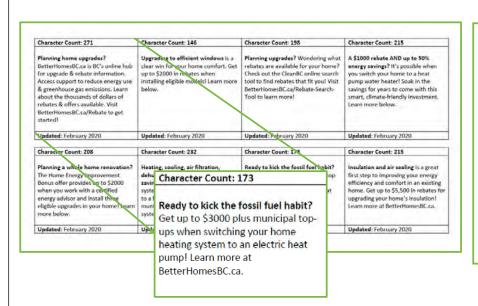
Did you know that switching to a heat pump is good for your wallet and the planet? Switching to an electric heat pump provides year-round comfort, better indoor air quality, and produces 97% less greenhouse gas emissions than natural gas or oil heating systems and you could save 40-75% on your annual heating bill if converting from oil to an electric heat pump. Access up to \$3,000 in rebates plus municipal top-ups and electrical service upgrade rebates when you make the switch from a fossil fuel (oil, gas, propane) heating system to an electric heat pump! Visit BetterHomesBC.ca/Rebate-Search-Tool and get started!

Social media posts to promote via Facebook.

- Social Media templates catch the eye of homeowners/stakeholders with an associated link to learn more
- Local testimonial can be used as a visual pairing to text-based posts.



Social Media -Twitter Templates



Social media text templates to promote via Twitter.

- Short text templates intended to catch the eye of a homeowner or stakeholder to interest and motivate them to click the link for more information.
- Max 280 character count



Direct Mail:Utilize Utility Bill Mail Outs to Distribute Info About Rebates



Postage is Paid

Letter is Being Delivered

Include an Info Sheet About Your Climate Plan and Available Rebates

Direct Mail has proven effective at generating interest and driving inquiries to the CleanBC Energy Coach Service



Host Community Webinar



Digital education

materials to promote the rebate program including:

- Introduction to GPR webinar
- Considering a Heat Pump webinar

Options

 The Community Energy Coach offers a schedule of reoccurring webinars on topics of interest including the popular Considering a Heat Pump Webinar



Fund a Municipal Top-Up



Many municipalities have **added top-up rebates** to further incentivize retrofits.

Top ups range from \$350 to \$6,000.

Contact the Program's Provincial Admin to learn more about top-ups at betterhomesbc@gov.bc.ca



https://betterhomesbc.ca/municipal-offers/

Getting Started with GPR in Your Community



Launch a GPR Group in your community by:

- 1. Read through the GPR Program Guide
- 2. Email the Community Energy Coach for resources and information on promoting the GPR and CleanBC rebates
- 3. Register for the GPR by starting a new 'seeded' group

cleanBC BETTER HOMES

https://betterhomesbc.ca/wp-content/uploads/2020/05/GPR Guide for Community Organizations-Contractors-and-Municipalities May2020.pdf

GPR-Specific Promotional Resources



Community-Specific GPR Poster and Social Media Posts

- Promote the GPR in addition to other rebates, including municipal top ups
- · Customized to the region
- Provides links to find out more
- Can be used digitally on a website or enewsletter
- Can be used as a print-out for flyers/posters throughout the community



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GPR-Specific Promotional Resources

Blank/Fillable Posters

- Blank posters are formfillable to include unique code
- Use community-specific 'seeded' Code

GPR-Specific Posters

- Promote the GPR generally without the use of a Code
- Encourage members of the community to start their own groups



Summarizing Local Government Rebate Promotion Options

- Host Rebate Information on Local Government website
- Community Newsletters and E-Newsletters
- Social Media
- Direct Mail
- Fund a Municipal Top-up
- 'Seed' a GPR Code



Request promotional materials and the Civic and Local Government Marketing Toolkit from the Community Energy Coach at CEC@betterhomesbc.ca



