

Community Energy Coach



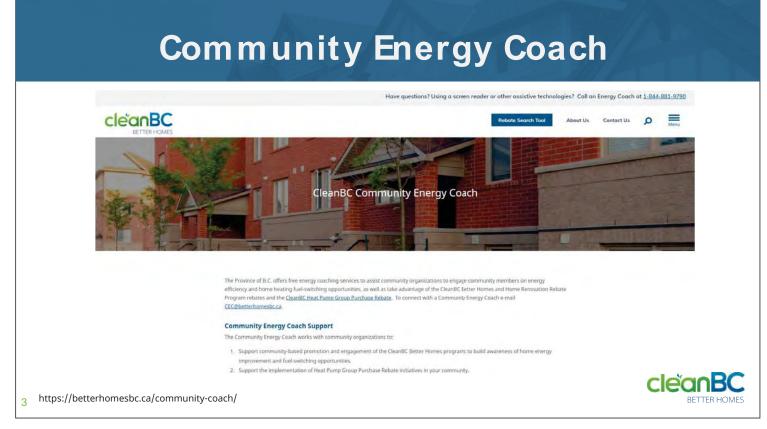
The Community Energy Coach supports communities, local governments, and industry stakeholders in the promotion of CleanBC rebate programs and education of heat pumps.

Agenda

- 1. Introduction to the Community Energy Coach
- 2. CleanBC Rebates Overview
- 3. How to Promote the Rebate Program

 How the City of Port Moody and the Climate Action Committee can promote the CleanBC Program
 How homeowners can share with their network







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 <u>CEC@betterhomesbc.ca</u>



CleanBC Rebates



CleanBC – Energy Coaching

Self-Serve Online Resources

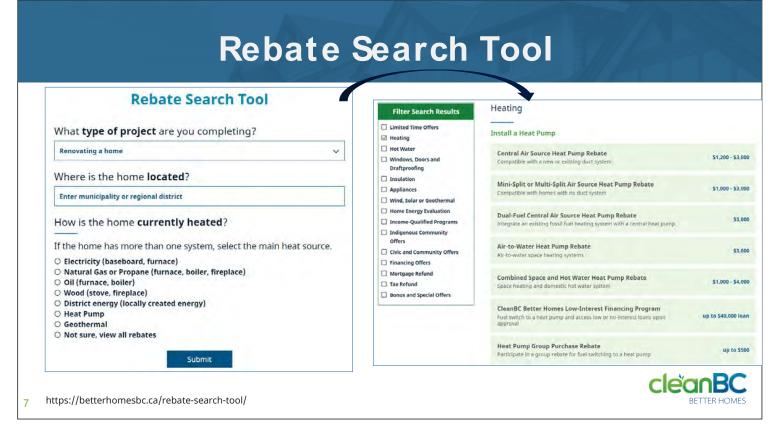
- Incentives, rebates, and financing search tool
- · Resources to learn about energy efficiency products and services
- Frequently asked questions

Energy Coaching Support

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







Limited Time Offer: Double the Rebates

Limited Time Offer

For a limited time, Double the Rebate on select offers!

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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.

- 1. 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)



Heat Pump Rebates: Fossil Fuel Heated Homes

Heat Pump Type	CleanBC Base Rebate
Variable Speed Mini Split Air Source Heat Pump – Single Head HSPF \ge 9.3, SEER \ge 16	\$3000*
Variable Speed Mini Split Air Source Heat Pump – Multi Head HSPF \ge 9.3, SEER \ge 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 \ge 8.5, SEER \ge 15	\$1200
Dual Fuel Central Air Source Heat Pump HSPF \ge 9.3, SEER \ge 16 (no variable speed required)	\$3000*
*Homeowners who received a Promo Code prior to M	arch 31st 2020 can access

*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 Double the Rebates if the heat pump is installed pr		
	clean	

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







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.

ze of Group	Each Participant Receives	
4 homes	\$200	
9 homes	\$275	
0-14 homes	\$350	
5-19 homes	\$425	
)-30 homes	\$500	
he <u>CleanBC Better Homes and Home F</u> heat pump in addition to the Group P	enovation Rebate Program is offering \$3,000 heat pump rebates for fuel switching from foss urchase Rebate.	il fuel to

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

Heat Pump Type	Efficiency	Primary Fuel Before Upgrade	Interest Rate
Mini-Split or Multi-Split	HEFF 29.30 SEER 216 Variable speed compresser required	 Dil, Propane, or Natural gati 	0%
Tier 2 Central System	16547 20.30 SEER 210 Variable speed compressor required	 Cili, Propane, or Natural gas 	0%
Then 2 Central System with fossif fuel back up (dual fuel)	HSPF 59.30 SEER 316 Variable speed compressor not required	Propane.on Natural gat	0%
Tier T Central System	HSPF 28.50 SEER 215 Variable speed compressor nds required	 Oli, Propane, or Natural gap 	4,99%
Alp-to-Water Heat Pump	See Qualified Product List	 Oll, Propane, or Natural gas 	0%

- 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.



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	BC Hydro
HSPF \ge 9.3, SEER \ge 16	\$1000**
Variable Speed Tier 2 Central Air Source Heat Pump	BC Hydro
HSPF \ge 9.3, SEER \ge 16	\$2000**
*Replacing or adding to an existing heat pump is not eligible ** Homeowners who received a Promo Code prior to Dec 31 ^s access Double the Rebates if the heat pump is installed prior 2021.	^{it} , 2020 can

Upgrade Your Natural Gas

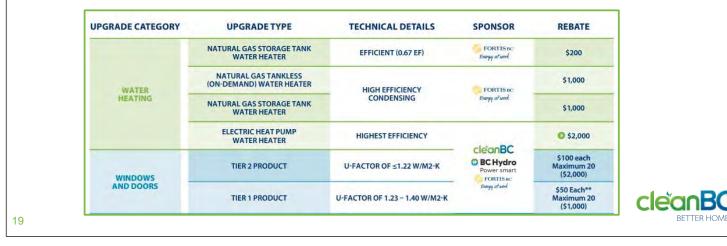
- Natural gas replacement rebates are available to homeowners looking to upgrade their current natural gas primary space heating systems.
 - Homes currently heated by electricity cannot access natural gas primary space heating rebates.
- Primary space heating systems count as one upgrade towards the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

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



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



RETTER HOMES

Insulation Program Registered Contractor to access the CleanBC Rebates.

Bonus Rebate Offers



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



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 conv of this
- To request a copy of this resource please contact the Community Energy Coach at CEC@betterhomesbc.ca



Use Social Media (Posts)

We feel great knowing our heat pump is much easier on the environment than heating and cooling systems that use fossil fuels.



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

Character Count: 271	Character Count: 146	Character Count: 198	Character Count: 215
Planning home upgrades? BetterflomesBC.ca is BC's online hub for upgrade & BC's online hub for upgrade & rebate information. Access support to reduce energy use & greenhouse gas emissions. Learn about the thousands of dollars of rebates & offers available. Visit BetterflomesBC.ca/Rebate to get started!	Upgradue to efficient windows is a clear win forkpur home comfort. Get up to 52000 infeaters when installing eligible models! Learn more below.	Planning upgrades? Wondering what rebates are available for your home? Check out the CleaneR online search tool to find rebates that fit you! Visit BetterHomesBC.ca/Rebate-Search- Tool to learn more!	A \$1000 rebate AND up to 50% energy awing? It's possible when you switch your home to a heat pump water heater! Soak in the savings for years to come with this smart, climate-friendly investment. Learn more below.
Updated: February 2020	Updated: February 2020	Updated: Pebruary 2020	Updated: February 2020
Character Count: 208	Character Count: 232	Character Count: 178	Character Count: 215
Planning a while home renovation? The Home Energy Inprovement Bonus offer provides no to \$2000 when you work with a cabelfield energy advisor and install three eligible upgrades in your home hearn more below.	Heating, cooling, air filtration, dehu Character Count: 1	Ready to kick the fossil fuel habit?	Insulation and air sealing is a great first step to improving your energy
	Ready to kick the fossil fuel habit? Get up to \$3000 plus municipal top-		efficiency and comfort in an existin home. Get up to \$5,500 in rebates upgrading your home's insulation! Learn more at BetterHomes8C.ca.
Updated: February 2020	ups when switchin heating system to pump! Learn more BetterHomesBC.ca	an electric heat	Updated: February 2020

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

👄 cleanBC

Considering Purchasing a Heat Pump?

Experience the Benefits of a Heat Pump

The Distribution of Record Construction and the Distribution of Record Construction of Record Constructions and education of Beamstatistications in the provincies of Gear-diff. Instante programs and education of Beammental.

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

Municipality	Electric Heat Pump Space Heating	Electrical Service Upgrade	Electric Heat Pump Water Heater	EnerGuide Evaluation Top-Up
	Top-Up Must be converting space heating syste below for details.		Top-Up Must be converting from a fossil fuel water heating system to qualify, see below for details.	No fuel conversio requirements.
City of Vancouver	\$2,000 Or \$6,000**	\$500	\$1,000	\$150
Capital Regional District*	\$350			
City of Victoria*	\$350			
District of Saanich*	\$350	\$500	\$350	\$150
City of Kamloops				\$150
City of Richmond				\$150
Comox Valley Regional District	\$350			\$150
City of North Vancouver	\$2,000	\$500	\$1,000	\$150
Resort Municipality of Whistler	\$2,000	\$500	\$1,000	
City of Powell River	\$350	\$500	\$350	
City of Kelowna				\$150

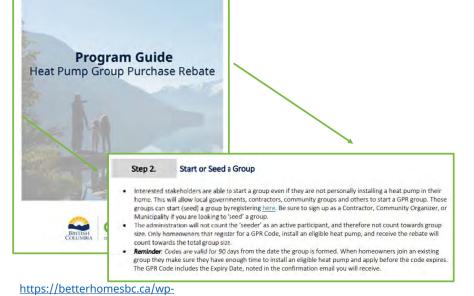
Many municipalities have **added top-up rebates** to further incentivize retrofits.

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

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



Getting Started with GPR in Your Community



content/uploads/2020/05/GPR_Guide_for_Community_Organizations-Contractors-and-Municipalities_May2020.pdf

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Launch a GPR Group in your community by:

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



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

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

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- Fund a Municipal Top-up
- 'Seed' a GPR Code

Civic and Local Government Marketing Toolkit Dolkit VERSION 5.0 WWW.betterhomesbc.ca/community-coach 1-884-881-9790

Community Energy Coach at CEC@betterhomesbc.ca

CléanBC Better Homes