



NORTHWEST

Accelerating HVAC efficiency in the Northwest

Air Northwest

BPA Utility Brownbag
July 29, 2015

620 SW 5th Ave. Ste 400 Portland, OR 97204

Phone: 866.610.9555

Fax: 503.243.1154

What is Air Northwest?

Air Northwest is a no-cost membership network that will provide commercial HVAC trade allies with resources to grow their businesses by increasing the sales and installation of more energy efficiency HVAC systems and equipment.

Air Northwest is sponsored by Bonneville Power Administration and the Northwest public utilities and is the premier resource for commercial HVAC energy efficiency information.



What is an Air Ally?

An Air Ally is any approved member that participates in Air Northwest. Air Allies receive exclusive educational opportunities and personalized resources to build the foundation to help them provide utility incentives to their commercial customers.

Target Audience

Those who install (or have the ability to install) UES HVAC measures in small commercial buildings.

But I already have an approved Trade Ally list!

Great! Lets collaborate and invite them to join Air Northwest.



Benefits for Air Allies

- ✓ Technical support and free workshops
- ✓ Commercial HVAC resources and best practices
- ✓ Access to Utility contacts and HVAC incentives
- ✓ Increased revenue through more projects

Benefits for End Use Customers

- ✓ Updated HVAC systems that improve comfort and air quality
- ✓ Latest energy efficient technologies to reduce operating costs
- ✓ Utility incentives to reduce project costs and improve payback

Benefits for Utilities

- ✓ Increased energy savings through more commercial HVAC projects
- ✓ Ease of working with knowledgeable Air Allies
- ✓ HVAC 101 workshops
- ✓ Air Northwest HVAC Specialists to help:
 - ✓ Identify projects
 - ✓ Create commercial HVAC programs
 - ✓ Support or expand existing commercial HVAC programs

Application Form

Air Northwest Membership Application Form

Accelerating HVAC Efficiency in the Northwest



Air Northwest is a free preferred membership network that provides commercial HVAC contractors and distributors with tools to grow their businesses and increase sales and installation of more energy efficient HVAC systems and equipment. If you would like to become a member complete this application form and return to Air Northwest.

Applicant Information

Company Name *(to be listed on the Air Northwest website)*

Primary Contact Name	Title	e-mail	
Mailing Address*	City	State	Zip
Work Phone	Cell Phone	Website	

*If your company has more than one location, please attached separate information for each location.

Business Information *(Please select your primary business activity)*

Contractor
 Distributor
 Manufacturer
 Other Stakeholder

Years in Business	What percent of your business serves commercial buildings?	Applicable Business/Contractors License #
This company is: <input type="checkbox"/> National Company <input type="checkbox"/> Regional Branch <input type="checkbox"/> Single Location		

Services Offered *(Check all that apply)*

<input type="checkbox"/> HVAC	<input type="checkbox"/> VRF Systems	<input type="checkbox"/> Electrical	<input type="checkbox"/> Refrigeration
<input type="checkbox"/> Insulation/Weatherization	<input type="checkbox"/> Sheet Metal/Fabrication	<input type="checkbox"/> Mechanical Maintenance	<input type="checkbox"/> Plumbing
<input type="checkbox"/> Retro Commissioning	<input type="checkbox"/> VFDs	<input type="checkbox"/> Water Heating	<input type="checkbox"/> Other

Additional Company Contacts *(List additional contacts from your company to be included in Air Northwest communication and invitations)*

1	Contact Name	Title	e-mail
	Work Phone	Cell Phone	
2	Contact Name	Title	e-mail
	Work Phone	Cell Phone	
3	Contact Name	Title	e-mail
	Work Phone	Cell Phone	

Certifications

Check which certifications are held by employees in your company.

PTCS
 NATE
 BPI
 HERS
 Other *(Please List)* _____

Are you interested in Performance Tested Comfort Systems (PTCS) Certification* for energy efficient residential HVAC applications?
 Yes
 No

If you would like more information on how to become PTCS Certified, visit <http://www.bpa.gov/goto/reshvac>

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Regions Served *(Check all that apply of nearest city and/or geographic area)*

Oregon	<input type="checkbox"/> North Coast	<input type="checkbox"/> Portland/Salem	<input type="checkbox"/> Gorge	<input type="checkbox"/> Northeast	<input type="checkbox"/> Central Valley/Coast
	<input type="checkbox"/> Southern Valley/Coast	<input type="checkbox"/> Ontario/Burns	<input type="checkbox"/> Klamath Falls/Lakeview	<input type="checkbox"/> Central Valley/Coast	
Washington	<input type="checkbox"/> North Puget Sound	<input type="checkbox"/> South Puget Sound	<input type="checkbox"/> Olympic Peninsula/Coastal	<input type="checkbox"/> Spokane/Walla Walla	
	<input type="checkbox"/> Tri-Cities/Yakima	<input type="checkbox"/> Southwest	<input type="checkbox"/> Moses Lake/Chelan		
Idaho	<input type="checkbox"/> Eastern/Idaho Falls	<input type="checkbox"/> Central/Twin Falls	<input type="checkbox"/> Boise Area	<input type="checkbox"/> Northern	
Montana	<input type="checkbox"/> Missoula/Kalispell	<input type="checkbox"/> Helena/Southwest			
Nevada	<input type="checkbox"/> Winnemucca City	<input type="checkbox"/> Wells City	<input type="checkbox"/> Jackson Area	<input type="checkbox"/> Alturas/Northern	<input type="checkbox"/> Park Valley/Northeast
Wyoming					
California					
Utah					

Communication Preferences

What is your preferred type of communication?
 Send me an Email
 I'll go to the website
 Call me

Requirements and Guidelines

The requirements and guidelines below apply to all Air Northwest members upon acceptance into the network.

1. Terms and Conditions

Information provided on this Application is true and correct to the best of Applicant's knowledge at the time such statements were made. If Opt-In is selected above, said information will be listed on the Air Northwest website and will be used by to support the sales and installation of energy efficient HVAC projects in the region. If your application to participate in the Air Northwest is approved, you will receive an approval notice and membership certificate via email to the primary contact as listed above. As a member of Air Northwest (an Air Ally), you have an ongoing obligation to update the Air Northwest team of any change to the information that you have provided on this application.

Applicant agrees that Bonneville Power Administration (BPA), regional utilities, public benefits administrators, and Lockheed Martin Corporation (the "Identified Entities") are not endorsing Applicant or endorsing or warranting any equipment sold or installation completed by Applicant. Under no circumstances shall the Identified Entities be liable to Applicant or any third party for any direct or indirect losses, costs or damages arising from Applicant's participation in Air Northwest or related to any equipment or installation of energy efficient HVAC projects, and Applicant specifically indemnifies the Identified Entities therefrom. Applicant is and agrees to represent itself as an independent contractor or business and at no time will Applicant represent itself as an agent or representative of any of the Identified Entities.

Applicant shall comply with all laws and maintains all appropriate licenses and certifications for the work they are performing and is solely liable for its noncompliance with said laws, licenses, and certifications.

1.1 Purpose

Air Northwest is a preferred membership network for HVAC contractors, distributors, manufacturers, and other regional stakeholders who are committed to the distribution, installation, servicing, and promotion of high quality energy efficient HVAC technologies throughout BPA's service territory. Air Northwest members are able to influence the equipment selection of commercial customers throughout BPA's service area by promoting utility program rebates and incentives.

2. Participation Criteria

2.1 Membership

Membership in Air Northwest is considered a privilege. Examples of benefits could include, but are not limited to educational opportunities, newsletters, sales tools, improved market visibility, and co-branded marketing collateral. If approved, Air Northwest membership shall become effective on the date of LMs approval of their application and will continue in effect for as long as Air Northwest exists provided that and Air Allies membership may be terminated at any time by either party. Each Air Northwest membership will be reviewed annually for compliance with all requirements and terms and conditions to determine the Air Allies level of participation. All Air Allies must attend a refresher orientation or other Air Ally sponsored training at least once annually year 2016 and beyond.

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AIR**NORTHWEST**

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[HOME](#)[CONTRACTOR RESOURCES](#)[CONTACT US](#)[JOIN NOW](#)

Air Northwest provides commercial HVAC contractors and distributors with tools to grow their business and increase the sale and installation of more energy efficient HVAC systems and equipment.

What We Do

Air Northwest is sponsored by Bonneville Power Administration and the Northwest utilities. Air Northwest is the premier resource for HVAC energy efficiency information in the Northwest.

Members, known as Air Allies, receive exclusive educational opportunities and personalized resources that build the foundation to help them provide utility incentives to their commercial customers.

Air Allies have the latest information about commercial HVAC best practices and technologies and are able to provide a higher level of customer service and energy efficiency expertise throughout the Northwest.



Conduit News Feed

Read the most recent posts from Conduit, the online community where Northwest professionals talk about energy efficiency. Visit ConduitNW.org today and join the lighting conversations you care about.

[Energy Efficiency In Grocery Stores](#)[Nw Ductless Heat Pump Project](#)[E3T Webinar-Commercial Hvac Motors & Fans - 4/8/2015 12:00Pm - 1:00Pm](#)[A Glimpse Of The Future Of Innovative, Efficient Hvac And Clothing](#)[Examining The Claims Of Smart Thermostat Vendors](#)[Highlights Of Hvac Innovations](#)[Energy Efficiency For Industrial Hvac And Refrigeration Systems](#)[VIEW CONDUIT FEED >](#)

Utility Lookup

Utilities offer a number of energy efficiency incentive programs that will not only help your bottom line, but also fit the needs of your clients.

Find out what's available in your area. Search for commercial HVAC equipment incentives by zip code.

Zip Code

[Search](#)

Upcoming News and Events

Rocky Mountain Power Sales Workshop Laramie, WY	Jun 16, 7:00am
Proin et Wisd Tincidunt Sacramento, CA	Jun 16, 7:00am
Curabitur Sagittis Tellus ac Massa Hendrerit Los Gatos, CA	Jun 16, 7:00am
Rocky Mountain Power Sales Workshop Laramie, WY	Jun 16, 7:00am

www.airnorthwesthvac.com**AIR****NORTHWEST**

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[HOME](#)[CONTRACTOR RESOURCES](#)[CONTACT US](#)[JOIN NOW](#)

Join Air Northwest

Step 1:

Watch the [Air Northwest Orientation](#).

Step 2:

Download and fill out the [Application Form \(pdf\)](#).

Step 3:

Submit the form.

Step 4:

We will review your application.

Once approved, you will receive a membership certificate and welcome kit via email, along with a phone call from one of our HVAC specialists.

Contact Us

If you have any questions, feedback you'd like to offer, or need assistance. Contact us. We will be happy to help in any way we can.

By phone: 866-610-9555

Email: info@airnorthwesthvac.com

Fax: 503.243.1154

Mail: 620 SW 5th Ave. Suite 400 Portland, OR 97204

Or fill out the form below and someone will get back to you within 48 hours:

First Name Last Name Company Name City State Phone Email Questions /
Comments [Submit](#)

Not sure if you're ready to join?

Do you have questions for us?

Call us! 866-610-9555 We are here for you!

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Follow us on LinkedIn

CERTIFICATE OF MEMBERSHIP

Presented to:

ABC HVAC COMPANY

In recognition of professional membership and contribution to



Accelerating HVAC efficiency in the Northwest.

John A. Wilson
Commercial Sector Lead
Portland In Power Association

Hayli Hay
Program Manager
Lockheed Martin



AIR

A free resource for the HVAC industry brought to you by public utilities.

AIR NORTHWEST

AIRNORTHWESTHVAC.COM

Hayli Hay, PMP
Program Manager

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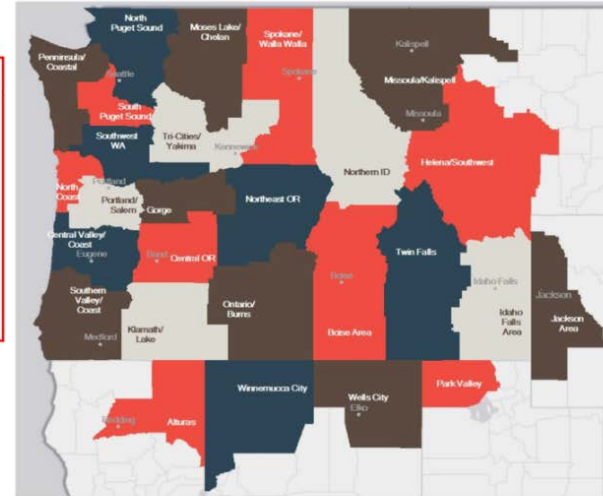


Incentive Resource Guide

- First benefit of joining Air Northwest
- Personalized for each member
- Based on region selected in Application Form
- Updated with each IM or through direct utility communication with Air Northwest
- New reports run for Air Allies made annually or upon request

This report was made specifically for Justin's HVAC Company based on the regions that were selected on your company's Air Northwest Membership Application Form. You have indicated that you actively serve 3 region(s). There are 19 BPA utilities in the regions you selected. 5 of these utilities offer commercial HVAC incentives, which are listed below.

Note: We are creating a map that is white with the regions outlined. The regions that are selected by the Air Ally on their application will then be highlighted in color for their personalized Incentive Resource guide.



Orcas Power & Light Cooperative	Measures and Incentives
North Puget Sound Region 1034 Guard Street, Friday Harbor, WA 360-376-3550 Contact: Anne Bertino, 360-376-3571 Link to Utility Website	Ductless Heat Pumps \$250 per Ton <i>Building construction date before 2007; Must have Individual metering or the ability to meter electric usage separately from other adjoining building(s)</i>
	Ducted Heat Pumps \$250 per Ton Custom Projects \$0 per
PUD No. 1 of Snohomish County	Measures and Incentives
North Puget Sound Region 807 Rainier St, Snohomish, WA 425-783-1000 Contact: Sinh Tran, 425-783-8248 Link to Utility Website	Air Conditioners <11.25 tons \$11 - \$131 per Ton <i>Incentive amount depends on system specifications.</i>
	Ductless Heat Pumps <11.25 tons \$15 - \$443 per Ton <i>Incentive amount depends on system specifications.</i>
	Heat Pumps <11.25 tons \$15 - \$443 per Ton <i>Incentive amount depends on system specifications.</i>

Air Northwest Utility Information Request Form

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Air Northwest is a no-cost membership network that will provide commercial HVAC trade allies with resources to grow their businesses by increasing the sales and installation of more energy efficient HVAC systems and equipment. To help establish Air Northwest we are working to compile the commercial HVAC measures and programs offered by our customers. By completing this Information Request Form, Air Northwest will be able to communicate the incentives your utility offers to the contractors and distributors in and around your territory. This information will become an essential part of a personalized Utility Resource Guide for each member that joins Air Northwest and will help them effectively support your commercial customers.

Instructions:

Please fill out the information for each BPA measure as listed in the Implementation Manual (IM) and return it to Justin.hovland@lmco.com by July 30th, 2015. The applicable excerpt from the IM is included for your reference.

Contact Information

Utility Name

[Click here to enter text.](#)

Physical Address

[Click here to enter text.](#)

City

[Click here to enter text.](#)

State

[Click here to enter text.](#)

Zip

[Click here to enter text.](#)

Phone

[Click here to enter text.](#)

Website

[Click here to enter text.](#)

Primary Contact Name for HVAC Measures

[Click here to enter text.](#)

Phone

[Click here to enter text.](#)

Email

[Click here to enter text.](#)

Unitary Air Conditioning Equipment in Commercial Buildings

Do you offer this measure?

yes no

Does your name for this measure match the above title? If not, what name do you use?

yes no

Does your incentive match the BPA Implementation manual? If not, what is your incentive?

yes no

Do your requirements and specifications match the BPA Implementation Manual? If not, what are your

yes no

Utility Information Request Form

To help establish Air Northwest we are working to compile the commercial HVAC measures and programs offered by utilities.

Action Item!



Launch Plan

In Process...

- Website
- Fact Sheet (for contractors)
- Application Form
- Collateral, Apparel, Giveaways
- Social Media Profiles
 - LinkedIn
 - Conduit
- Internal Processes
- Incentive Resource Guide
- Utility Outreach & Education

Estimated public launch date: **August 28, 2015**

- Website live
- More utility outreach
- Targeted Contractor Recruitment Begins
 - Includes 80 contractors that were interviewed in 2014 = “hot leads”
 - Firms from your approved trade ally lists

We are here to help!

If you have any questions, feedback you'd like to offer or need assistance please contact us. We will be happy to help in any way we can.

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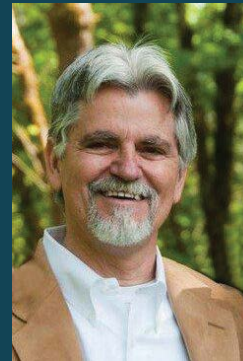
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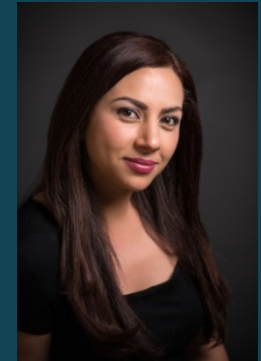
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Questions? Comments?

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