



# Quick Guide to Energy Efficiency Incentives

Commercial and Industrial

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# Hi, we're ClearLead Consulting. Nice to meet you!

**ClearLead Consulting is a Vancouver-based engineering consulting firm** working in the field of energy efficiency, energy management, and sustainability. We've helped a range of clients reduce their energy consumption and costs, as well as their carbon footprint and greenhouse gas emissions. We work closely with utilities and help customers obtain incentive funding for their various energy efficiency upgrades. We are active in a wide range of facility types, from apartment and office buildings to grocery stores, food plants and factories. We're passionate about helping you save energy!



For help getting started with any of the programs listed in this guide, please contact Adrian Partridge, ClearLead President, by email at [adrian@clearlead.ca](mailto:adrian@clearlead.ca) or phone at 604-229-6159.

To learn more about our company and staff, please visit [clearlead.ca](http://clearlead.ca).

#### PLEASE NOTE:

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This guide was produced independently by ClearLead, without any involvement from the mentioned utilities or program providers. Content is owned by the program providers. It is based on the program websites and linked to the original source in each case.

We will be updating this guide on a regular basis, so please check [www.clearlead.ca](http://www.clearlead.ca) for the latest version or to sign up for email updates. The information in the guide is meant to be complete and accurate, but please verify the details with the program website and/or providers, or [contact us](#) with any questions or feedback.

# Contents

- 1.0 Introduction .....1**
- 2.0 Commercial Incentive Programs .....3**
  - 2.1 FortisBC 3**
    - 2.1.1 FortisBC Commercial Energy Assessment Program 3
    - 2.1.2 FortisBC Efficient Boiler Program 5
    - 2.1.3 FortisBC Efficient Commercial Water Heater Program 8
    - 2.1.4 FortisBC Efficiency à la Carte - Foodservice Incentive Program 10
    - 2.1.5 FortisBC Commercial Custom Design Program – Retrofit Projects 12
    - 2.1.6 FortisBC Electrical Project Incentives 14
  - 2.2 BCHydro 16**
    - 2.2.1 BC Hydro Energy Study 17
    - 2.2.2 BC Hydro - Project Implementation Funding 18
    - 2.2.3 BC Hydro Power Smart Express 19
  - 2.3 Canada Mortgage and Housing Corporation (CMHC) 20**
    - 2.3.1 CMHC Multi-Unit Energy Efficient Properties 20
- 3.0 Industrial Incentive Programs ..... 21**
  - 3.1 FortisBC 21**
    - 3.1.1 FortisBC Industrial Energy Assessment Program 21
    - 3.1.2 FortisBC Industrial Optimization Program 23
  - 3.2 BCHydro 25**
    - 3.2.1 BC Hydro Customer Site Investigation (CSI) 25
    - 3.2.2 BC Hydro End-Use Assessment 26
    - 3.2.3 BC Hydro Energy Efficiency Feasibility Study 27
    - 3.2.4 BC Hydro Project Incentives 28



## 1.0 Introduction

ClearLead Consulting has assembled this guide to summarize the range of **energy efficiency funding** available in British Columbia in one handy guide. We'll revise it on a regular basis and we welcome your feedback.

This guide provides an overview of the various energy incentive options that are available to building owners, operators, landlords, and managers, to help cover the costs of moving toward more energy efficient equipment, operations, and behaviour. This generally includes funding for a high level energy assessment or detailed energy audit, as well as incentives for implementation of energy efficient measures.

We've divided the guide into **commercial and industrial** programs since funding options are generally determined by the sector you're in (and often, how much energy you're using).

Currently the funding available in BC is provided mainly by the provincial utilities FortisBC (natural gas and electricity) and BC Hydro (electricity), as well as one federal program administered by the Canadian Mortgage and Housing Corporation.

ClearLead would be happy to help you take advantage of the many energy efficiency incentive opportunities out there, or answer your questions, so please [get in touch!](#)

### A NOTE ON UTILITIES:

FortisBC is the natural gas utility serving the Lower Mainland, eastern Vancouver Island, Inland and Columbia regions of BC. They also provide electricity to customers in the south Okanagan/west Kootenay region known as the Shared Service territory. FortisBC offers incentives to both commercial and industrial customers in the form of energy assessments, financial assistance for custom energy-efficiency retrofit projects, and a range of product incentive programs (for example, boiler upgrades).

BC Hydro provides electricity to most of BC (outside of FortisBC's shared service area). They offer a range of funding and incentives to their customers through their Power Smart program. Businesses can check what programs are available to them using BC Hydro's [Business Program Eligibility Tool](#). Like FortisBC, BC Hydro also offers a range of product incentive programs (for example, lighting upgrades).

We'll dig into the details of the various programs in the following pages.

For quick reference, check out the following table:

## Figure 1 – Summary Table of Incentive Programs



SECTOR	PROVIDER	PROGRAM (LINKED)	MINIMUM ELIGIBILITY	DETAILS
COMMERCIAL	FortisBC	<a href="#">Energy Assessment</a>	Use 1,500 – 10,000 GJ annually	\$200 charge per energy assessment
	FortisBC	<a href="#">Efficient Boiler Program</a>	Must be a commercial rate class customer located in a FortisBC natural gas region	Rebates for installing energy efficient boilers
	FortisBC	<a href="#">Efficient Water Heater Program</a>	Must be a commercial rate class customer located in a FortisBC natural gas region	Rebates for installing energy efficient water heaters
	FortisBC	<a href="#">Efficiency A la Carte - Food</a>	Must be a commercial rate class customer located in a FortisBC service territory	Rebates for installing energy efficient cooking equipment
	FortisBC	<a href="#">Custom Design Program – Retrofit Projects</a>	Potential savings of 1,200 GJ	Detailed energy studies – up to 50% funding plus equipment incentives
	FortisBC	<a href="#">Electric Project Rebates</a>	Varies, see details	Incentives for electric energy efficiency upgrade projects
	BC Hydro	<a href="#">Energy Study</a>	Must be a BC Hydro “Key Account” (use at least 4 GWh annually)	Detailed energy studies – 50% funding plus equipment incentives
	BC Hydro	<a href="#">Project Implementation Funding</a>	Savings of at least 50,000 kWh annually	75% of incremental upgrade costs.
	BC Hydro	<a href="#">Power Smart Express</a>	Small to medium commercial business	Rebates for installing efficient equipment
	CMHC	<a href="#">Multi-Unit Energy Efficient Properties</a>	Implementation of measures (no minimum for retrofits)	Mortgage insurance refunds of 10 or 15% for implementing energy saving measures
INDUSTRIAL	FortisBC	<a href="#">Energy Assessment</a>	Use 1,500 – 10,000 GJ annually	\$300 charge per energy assessment
	FortisBC	<a href="#">Industrial Optimization</a>	Use more than 10,000 GJ annually, use gas mainly for process loads	50-100% funding of audit, plus up to 50% funding for implementation - up to \$1,000,000
	BC Hydro	<a href="#">Customer Site Investigation</a>	Use at least 2 GWh annually	Free walk-through audit
	BC Hydro	<a href="#">End Use Assessment</a> (aimed at specific systems)	System using at least 1 GWh annually	Funding for detailed study up to \$5,000, plus incentives for equipment upgrades
	BC Hydro	<a href="#">Energy Efficiency Feasibility Study</a>	System using at least 1 GWh annually	75% study funding, additional 25% on implementation, plus incentives for equipment upgrades
	BC Hydro	<a href="#">Project Incentives</a>	Varies, see details	Please go to <a href="http://www.bchydro.com/powersmart/business/programs/project-incentives.html">www.bchydro.com/powersmart/business/programs/project-incentives.html</a> for further details on BC Hydros incentives.



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.1 FortisBC Commercial Energy Assessment Program

THIS PROGRAM IS AVAILABLE FOR BOTH COMMERCIAL AND INDUSTRIAL CUSTOMERS.

##### OVERVIEW

FortisBC offers low-cost energy assessments to its commercial customers using between 1,500 and 10,000 GJ of gas each year. A FortisBC service provider conducts a walkthrough of the facility and provides a report that includes:

- An overview of the past years of natural gas consumption and energy-using systems on site
- The general energy savings potential of your building
- Recommendations for improved energy efficiency, which might include:
  - » Low and no cost energy saving measures
  - » Potential energy saving capital improvements
  - » Quantified savings and simple payback calculations, which include equipment upgrade rebates from FortisBC
  - » Which FortisBC incentive programs you may be eligible for
- The service provider may also leave behind (at no cost) simple energy conservation measures such as low-flow tap aerators and low-flow kitchen spray valves



##### PROGRAM WEBSITE AND APPLICATION:

→ [www.fortisbc.com/NaturalGas/Business/SavingEnergy/CommercialEnergyAssessmentProgram/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/Business/SavingEnergy/CommercialEnergyAssessmentProgram/Pages/default.aspx)

More information on this program is on the **next page** →



# 2.0 Commercial Incentive Programs

## 2.1 FortisBC

### 2.1.1 FortisBC Commercial Energy Assessment Program (cont.)

#### ELIGIBILITY

To participate in this program, customers must be owners/lease-holder of a medium-sized business located within FortisBC service territory.

#### MEDIUM-SIZED COMMERCIAL BUSINESS ELIGIBILITY CRITERIA:

- Average annual natural gas consumption between 1,500 GJ and 10,000 GJ
- Conditioned floor area between 20,000 sq. ft. and 100,000 sq. ft.
- Assessment cost: \$200 per Business

#### HOW TO PARTICIPATE

1. Fill out the [application form](#)
2. Send your application to one of the following:
  - a. Email: [commercialrebates@fortisbc.com](mailto:commercialrebates@fortisbc.com)
  - b. Fax: 604-592-7618
  - c. Mail:  
  
Commercial Energy Assessment Program  
Energy Efficiency & Conservation  
Fortis BC Energy Inc., 16705 Fraser Highway  
Surrey, BC V4N 0E8
3. If approved, a FortisBC approved consultant will contact you to schedule a walkthrough of your building.
4. Shortly after the site visit, you will receive the assessment report and your invoice for \$200.



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.2 FortisBC Efficient Boiler Program

##### OVERVIEW

INSTALL A HIGH-EFFICIENCY BOILER FOR A REBATE OF UP TO \$45,000.

Whether building new or retrofitting, improve your building's energy performance and qualify for a rebate of up to \$9 per MBH by installing a high-efficiency natural gas boiler.

##### ELIGIBLE BOILERS

###### FOR REPLACEMENT MARKET:

The rebate is applicable to ENERGY STAR® certified boilers sized up to 299 MBH and eligible mid-efficiency and condensing boilers sized 300 MBH and higher.

###### FOR NEW CONSTRUCTION:

The rebate is applicable to ENERGY STAR certified boilers sized up to 299 MBH and eligible condensing boilers sized 300 MBH and higher.

Boilers sized 300 MBH and larger must be included on FortisBC's list of eligible boilers at the time of purchase to qualify for a rebate.

##### REBATE AMOUNTS

REBATES ARE DETERMINED BY THE SIZE AND EFFICIENCY OF THE BOILER.

Eligible condensing boilers qualify for a rebate of \$9 per MBH, to a maximum of \$45,000 per boiler. Eligible mid-efficiency boilers qualify for a rebate of \$4 per MBH, to a maximum of \$20,000 per boiler.

The rebate amounts for boilers sized 300 MBH and higher are included on FortisBC's eligible boiler list.

##### RIGHT-SIZING

Qualifying boilers installed in existing buildings may be eligible for a right-sizing bonus if they are sized in accordance with FortisBC's Boiler Sizing and Quality Installation Guidelines. The right sizing bonus incentive is:

- up to \$500 for boiler systems with an input rating up to 1,500 MBH
- up to \$1,000 for boiler systems with an input rating of 1,500 MBH or higher

More information on this program is on the **next page** →



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.2 FortisBC Efficient Boiler Program (cont.)

##### ELIGIBILITY

The rebate is available to commercial rate class customers located in a FortisBC natural gas service area. Participants must be:

- a property owner or long-term lease holder of an existing commercial building or
- a builder/developer or property owner of a new commercial construction project
- using the boiler for space heating, pool heating or space heating in combination with domestic water heating and/or pool heating for the purpose of maintaining human comfort and sanitation (Boilers used for process heating do not qualify for a rebate.)

For more information on this programs as well as the terms and conditions for complete eligibility criteria, please go to the following link:

→ [www.fortisbc.com/NaturalGas/Business/Offers/EfficientBoilerProgram/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/Business/Offers/EfficientBoilerProgram/Pages/default.aspx)



More information on this program is on the **next page** →



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.2 FortisBC Efficient Boiler Program (cont.)

##### HOW TO PARTICIPATE

1. Review the terms and conditions.
2. Ensure the boiler you plan to buy is on the eligible boiler list. If you have questions, please contact FortisBC before you purchase and install a boiler.
3. Contact a gas or mechanical contractor, licensed with the BC Safety Authority, to install your boiler(s). You can find one through FortisBC's directory.
4. Complete and sign the application form and submit it within 90 days of the boiler being placed into service (as indicated on the Gas Notification of Completion, Installation or Alteration).
5. Note: if you want to pre-purchase an eligible boiler more than 90 days before installing it, you must submit a pre-purchase application first.
6. Email your application to [commercialrebates@fortisbc.com](mailto:commercialrebates@fortisbc.com).
7. Within 90 days of submitting the completed application form, you MUST also submit copies of:
  - a. the Gas Notification of Completion, Installation or Alteration from your municipality or the BC Safety Authority
  - b. an invoice indicating the purchase date, installation address and the make and model number of the boiler(s) purchased and installed (NOTE: the paid invoice must be addressed to the applicant.)
8. For new construction, also include:
  - a. Professional Engineer's estimate of the annual natural gas savings of the high-efficiency boiler versus a standard boiler
9. For pool heating applications, include:
  - a. a completed Pool Data Worksheet
10. For the right-sizing bonus, you MUST submit a completed heat load analysis and associated invoice to show the boiler has been sized correctly to meet the heating load.

FortisBC recommends you submit your application and supporting documents together to reduce processing time. If you can't submit your application via email, please contact FortisBC to arrange an alternate method of delivery.



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.3 FortisBC Efficient Commercial Water Heater Program

##### OVERVIEW

Install a high-efficiency water heater for a rebate of up to \$15,000.

Whether you're building new or upgrading, installing a high-efficiency natural gas water heater is one way to prevent your profits from running down the drain. Another is to apply for a rebate of up to \$15,000.

##### ELIGIBLE WATER HEATERS

Water heaters must be included on FortisBC's list of eligible water heaters at the time of purchase to qualify for a rebate.

##### REBATE AMOUNTS

Rebates are determined by the size and efficiency of the water heater. Each eligible water heater listed includes the applicable rebate amount.

For more information on this programs as well as the terms and conditions for complete eligibility criteria, please go to the following link:

→ [www.fortisbc.com/NaturalGas/Business/Offer/Pages/EfficientCommercialWaterHeaterProgram.aspx](http://www.fortisbc.com/NaturalGas/Business/Offer/Pages/EfficientCommercialWaterHeaterProgram.aspx)

##### ELIGIBILITY

The rebate is available to commercial rate class customers located in a FortisBC natural gas region. Participants must be either a:

- property owner or long-term lease holder of an existing commercial building
- builder/developer or property owner of a new commercial construction project

(Note: property managers are not eligible to receive a rebate.)

Read the terms and conditions for complete eligibility criteria.



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.3 FortisBC Efficient Commercial Water Heater Program (cont.)

##### HOW TO PARTICIPATE

1. Review the application form, terms and conditions and program submission checklist.
2. Ensure the water heater you plan to buy is on the eligible water heater list. If you have questions please contact FortisBC before you purchase and install the water heater.
3. Contact a gas or mechanical contractor, licensed with the BC Safety Authority, to install your water heater(s). You can find a gas contractor through FortisBC's directory.
4. Complete and sign the application form and submit it within 90 days of the water heater being placed into service (as shown on the Gas Notification of Completion, Installation or Alteration provided by your installer).
5. Note: if you want to pre-purchase an eligible water heater more than 90 days before installing it, you must submit a pre-purchase application first.
6. Email your application to [commercialrebates@fortisbc.com](mailto:commercialrebates@fortisbc.com). Be sure to include copies of:
  - a. the Gas Notification of Completion, Installation or Alteration from the BC Safety Authority or your municipality, as supplied by your installation contractor
  - b. an invoice indicating the purchase date, installation address and the make and model number of the water heater(s) purchased and installed (Note: the paid invoice must be addressed to the applicant.)

FortisBC recommends you submit your application and supporting documents together to reduce processing time. If you can't submit your application via email, please contact FortisBC to arrange an alternate method of delivery.

If your application is approved, a rebate cheque will be mailed to you within approximately 90 days.



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.4 FortisBC Efficiency à la Carte - Foodservice Incentive Program

##### OVERVIEW

Receive a rebate of up to \$3,500 per appliance when installing high-efficiency cooking equipment.

Choosing high-efficiency cooking equipment can be a good investment when it's time to upgrade or when building new. FortisBC has made it easier by offering rebates ranging from \$200 to \$3,500 per appliance.

##### REBATE AMOUNTS AND APPLIANCE TYPES

Appliances must be included on FortisBC's list of eligible appliances to qualify for a rebate. Before you purchase, make sure the model you choose is eligible for a rebate.

HIGH-EFFICIENCY APPLIANCE	REBATE
Fryer	\$1,000 per vat
Large vat fryer	\$1,200 per vat
Griddle	\$500
Combination ovens	\$2,000 – \$3,000
Convection ovens	\$1,000 per stacked oven
Rack ovens	\$3,500
Conveyor ovens (more than 25 inches conveyor width)	\$2,500 per stacked oven
Steam cooker	\$200

##### ELIGIBILITY

- You must be a commercial rate class customer within a FortisBC service territory. (Residential customers are not eligible.)
- Appliances must be installed in a commercial kitchen, such as a:
  - » Restaurant or café
  - » Bakery
  - » Cafeteria (e.g. hospital, school, recreation centre, office, etc.)
  - » Hotel or motel
- Applicants must own the facility where the appliance is installed, or own the appliance. (Property managers are not eligible to receive a rebate.)

For more information on this programs as well as the terms and conditions for complete eligibility criteria, please go to the following link:

→ [www.fortisbc.com/NaturalGas/Business/Offers/EfficiencyalaCarte/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/Business/Offers/EfficiencyalaCarte/Pages/default.aspx)



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.4 FortisBC Efficiency à la Carte - Foodservice Incentive Program

##### HOW TO PARTICIPATE

1. Review the terms and conditions.
2. Ensure the appliances you plan to buy and install are listed on the eligible appliance list. If you have questions, please contact FortisBC before you purchase and install any appliances.
3. Contact a gas or mechanical contractor, licensed with the BC Safety Authority, to install your eligible cooking appliance(s). You can find a gas contractor through FortisBC's directory.
4. Submit your completed application within 180 days of the purchase date (as shown on the paid invoice) or installation date (as shown on the Gas Notification of Completion, Installation or Alteration), whichever is first. Be sure to provide copies of:
  - a. The paid invoice indicating the purchase date, make and model number of the cooking appliances(s) purchased and the installation address (NOTE: the paid invoice must be addressed to the applicant.)
  - b. The Gas Notification of Completion, Installation or Alteration from the BC Safety Authority or your municipality, as supplied by your installation contractor
5. Email your application with supporting documents to [commercialrebates@fortisbc.com](mailto:commercialrebates@fortisbc.com). Note: if you can't submit your application via email, please contact FortisBC to arrange an alternate method of delivery.

If your application is approved, a rebate cheque will be mailed to you within approximately 90 days. Incomplete applications will result in delays.



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.5 FortisBC Commercial Custom Design Program – Retrofit Projects

##### OVERVIEW

This program consists of a detailed energy study from a qualified consultant, followed by funding for implementation of energy conservation measures identified in the energy study. Through this program, FortisBC offers:

##### DETAILED ENERGY STUDY FUNDING

- 50% of the cost of the study, up to \$25,000 (subject to FortisBC review and approval)

##### CAPITAL INCENTIVE FUNDING

- Maximum capital incentive funding is determined by calculating the additional cost of implementing the approved energy conservation measure over an equivalent but less efficient alternative (the “overcost”), minus one year’s worth of natural gas savings.

» Maximum incentive = overcost – 1 year gas savings

» For example:

- A. Efficient measure costs \$100,000
  - B. Basic low efficiency alternative costs \$50,000
  - C. Efficiency measure saves \$10,000 per year
- Maximum incentive will be based on (A-B)-C = \$40,000



##### PROGRAM WEBSITE AND APPLICATION:

- [www.fortisbc.com/NaturalGas/BuildingProfessionsTrades/IncentivePrograms/CommercialCustomDesignProgramRetrofit/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/BuildingProfessionsTrades/IncentivePrograms/CommercialCustomDesignProgramRetrofit/Pages/default.aspx)

##### IMPLEMENTATION BONUS FUNDING –NOTE

- » Implementation bonus funding is offered to participants who implement more than half of the approved energy conservation measures in the energy study, up to a maximum of \$25,000 (equivalent to the study funding amount)

More information on this program is on the **next page** →



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.5 FortisBC Commercial Custom Design Program – Retrofit Projects (cont.)

##### ELIGIBILITY

This program is intended for customers who are the owners or long-term lease holders of medium-to-large commercial, institutional, multi-unit residential, and light industrial buildings or facilities. It funds **projects that will achieve savings of at least 1,200 GJ** in natural gas annually, through energy efficiency measures such as:

- Building envelope performance upgrades
- More efficient equipment or systems
- Systems to recover and reuse energy
- Elimination of unnecessary gas usage by shutting off idling or unused equipment
- Reducing energy use in times of low occupancy

##### HOW TO PARTICIPATE

4. Contact your FortisBC account manager to discuss your project – the project must be approved by FortisBC before proceeding.
5. Once approved, there will be a kickoff meeting scheduled with you, your selected consultant, and FortisBC. The consultant will then produce an energy study proposal for approval, upon which the energy study can begin, followed later by project implementation.



## 2.0 Commercial Incentive Programs

### 2.1 FortisBC

#### 2.1.6 FortisBC Electrical Project Incentives

##### OVERVIEW

FortisBC has 6 commercial rebate incentives.

##### COMMERCIAL ENERGY STAR POOL PUMP

Upgrade to an ENERGY STAR certified model for a rebate of \$75 per horsepower.

Click on link for further details about this rebate, including eligibility and how to apply:

→ [www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/EnergyStarPoolPump/Pages/default.aspx](http://www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/EnergyStarPoolPump/Pages/default.aspx)

##### HIGH-EFFICIENCY COMPRESSORS

Upgrade to high-efficiency, variable speed compressor for a rebate of up to \$110 per unit of horsepower.

Click on link for further details about this rebate, including eligibility and how to apply:

→ [www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/HighEfficiencyCompressor/Pages/default.aspx](http://www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/HighEfficiencyCompressor/Pages/default.aspx)

##### FOOD SERVICE EQUIPMENT

Rebates up to \$1,000 per appliance for upgrading to high-efficiency electric food service equipment

Click on link for further details about this rebate, including eligibility and how to apply:

→ [www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialFoodserviceEquipment/Pages/default.aspx](http://www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialFoodserviceEquipment/Pages/default.aspx)

##### LIGHTING

Upgrade to pre-selected, high-efficiency lighting, luminaires, occupation sensors, exit signs, streetlights and more.

Click on link for further details about this rebate, including eligibility and how to apply:

→ [www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialLighting/Pages/default.aspx](http://www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialLighting/Pages/default.aspx)

More information on this program is on the **next page** →

## 2.0 Commercial Incentive Programs



### 2.1 FortisBC

#### 2.1.6 FortisBC Electrical Project Incentives (cont.)

##### HVAC EQUIPMENT

Upgrade to pre-selected, high-efficiency HVAC equipment, motors, automated controls and more.

Click on link for further details about this rebate, including eligibility and how to apply:

→ [www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialHVACEquipment/Pages/default.aspx](http://www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialHVACEquipment/Pages/default.aspx)

##### REFRIGERATION EQUIPMENT

Upgrade to pre-selected, high-efficiency motor systems, occupancy sensors, lighting and more.

Click on link for further details about this rebate, including eligibility and how to apply:

→ [www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialRefrigerationEquipment/Pages/default.aspx](http://www.fortisbc.com/Rebates/EnergyRebateCentre/RebatesOffers/CommercialRefrigerationEquipment/Pages/default.aspx)





## 2.0 Commercial Incentive Programs

### 2.2 BCHydro

#### 2.2.1 BC Hydro Energy Study

##### OVERVIEW

The Energy Study program offered by BC Hydro can provide up to 50% of the funding required for an energy study. Program participants will also gain access to Power Smart's technical and energy management resources throughout the energy study process.

##### ELIGIBILITY

To be eligible for the Energy Study funding, your business must be a Power Smart Partner, and additionally your business must be a Key Account within BC Hydro (generally businesses consuming more than 4 GWh per year or about \$250,000 worth of electricity).

##### HOW TO PARTICIPATE:

1. Contact your Key Account Manager (KAM) to discuss the possibility of an energy study at your facility (or the Power Smart Business Help Desk at 1-866-522-4713)
2. Select a consultant from the list of Power Smart Alliance pre-qualified consultants
3. Meet with BC Hydro and the consultant to discuss the scope of the study
4. You prepare an energy study application and agreement
5. The consultant performs the energy study and prepares a report
6. BC Hydro reviews the energy study report, and upon approval, issues the 50% co-funding payment directly to you.



##### PROGRAM WEBSITE AND APPLICATION:

→ [www.bchydro.com/powersmart/business/programs/partners/energy-study.html](http://www.bchydro.com/powersmart/business/programs/partners/energy-study.html)



## 2.0 Commercial Incentive Programs

### 2.2 BCHydro

#### 2.2.2 BC Hydro - Project Implementation Funding

##### OVERVIEW

Generally, this program is pursued after the Energy Study program (outlined in section 2.2.1), but the Energy Study program is not necessarily required. Funding is available to large commercial, government, and institutional customers for implementation of electrical energy efficiency projects recommended by an Energy Study Report or other proposal.

Project Implementation Funding is designed to allow customers to meet internal hurdle rates, such as payback periods and return on investment. The funding available through the Project Implementation Funding program is potentially up to 75% of the incremental cost of lighting, mechanical, HVAC and other energy efficiency projects (incremental cost is the additional cost of the project compared to a less efficient alternative).

##### ELIGIBILITY

To be eligible for the Project Implementation Funding program, your business must be a Power Smart Partner, and additionally the proposed project must save at least 50,000 kWh of electrical energy annually as well as being measureable and sustainable. Projects can be bundled from different sites and end-uses to qualify. These projects must be hardwired and permanent in nature, and have a payback period of greater than two years before factoring in incentives.



##### PROGRAM WEBSITE AND APPLICATION:

→ [www.bchydro.com/powersmart/business/programs/partners/project-implementation.html](http://www.bchydro.com/powersmart/business/programs/partners/project-implementation.html)

##### HOW TO PARTICIPATE

1. You submit an Implementation Funding application and proposal
2. A BC Hydro Energy Study (from the program above) is acceptable as a proposal as are separate independent proposals.
3. BC Hydro reviews the proposal and issues an Incentive Agreement upon approval (must be in place prior to beginning project implementation)
4. You sign the agreement and then implement the project.
5. Upon implementation, you submit the required completion documents.
6. With BC Hydro approval, you will receive the incentive payment.



## 2.0 Commercial Incentive Programs

### 2.2 BCHydro

#### 2.2.3 BC Hydro Power Smart Express

##### OVERVIEW

This program is an alternative to the program in section 2.2.2 (Project Implementation Funding) for smaller and less complex retrofit projects (under 50,000 kWh saved annually). Power Smart Express provides quick and easy incentives for energy efficiency retrofits. This program gives access to a self-serve online application for immediate online approval for retrofit projects. Tiered incentives are available that reflect your organization's true energy savings, actual hours of operation, and payback time.

##### ELIGIBILITY

This program is intended for small to medium commercial businesses. To confirm your eligibility, use the [Business Program Eligibility Tool](#) on BC Hydro's website.

##### HOW TO PARTICIPATE

1. [Register for the Power Smart Express program](#)
2. Plan your upgrade and get approval
  - a. [Log into the online application](#)

##### PROGRAM WEBSITE:

→ [www.bchydro.com/psp\\_express/Registration/Registration.aspx](http://www.bchydro.com/psp_express/Registration/Registration.aspx)



- b. Confirm your existing configurations and what you are planning to upgrade to
    - i. Eligible configurations and products are listed in the [e.Catalog](#)
  - c. Once application is filled out, you will receive an email once you are approved.
3. Complete project and then submit your declaration of completion
  - a. Declaration must be complete with all invoices and supporting documents.
4. Receive your incentive
  - a. Incentives are mailed out after everything is processed.



## 2.0 Commercial Incentive Programs

### 2.3 Canada Mortgage and Housing Corporation (CMHC)

#### 2.3.1 CMHC Multi-Unit Energy Efficient Properties

##### OVERVIEW

The Canada Mortgage and Housing Corporation offers mortgage loan insurance premium refunds or discounts for multi-unit housing complexes that improve their energy and/or water efficiency. These premium refunds/discounts are available for both new construction projects and retrofit projects on existing buildings.

The following discounts/rebates available are:

##### NEW CONSTRUCTION

A 10% refund/discount for qualifying new construction projects. See Eligibility section below for details on qualifying new construction projects.

##### RETROFITS ON EXISTING BUILDINGS

Up to 15% premium refund/discount available for retrofit projects including energy efficiency upgrades on existing buildings. The premium refund/discount will be the lesser of:

- The % reduction in energy consumption (up to 15%), or
- Total eligible energy-efficient capital investment expenditures



##### PROGRAM WEBSITE:

→ [www.cmhc.ca/multi-unit/](http://www.cmhc.ca/multi-unit/)

More information on this program is on the **next page** →



## 2.0 Commercial Incentive Programs

### 2.3 Canada Mortgage and Housing Corporation (CMHC)

#### 2.3.1 CMHC Multi-Unit Energy Efficient Properties (cont.)

##### ELIGIBILITY

###### NEW CONSTRUCTION:

When undertaking a loan and mortgage insurance for new construction projects, to qualify, the building is required to be the higher of 5% more energy-efficient than if constructed to meet provincial/territorial requirements (where they exist) or 20% more energy-efficient than if constructed to meet the Model National Energy Building Code for Buildings (MNECB).

###### RETROFITS ON EXISTING BUILDINGS:

There is no minimum threshold for savings. Any retrofit project intended to increase efficiency with regards to heat, hydro, or water will qualify, and the premium refund/discount will be calculated as described above.

##### HOW TO PARTICIPATE

The approved lender is responsible for submitting all the required documentation to CMHC no later than 15 months after all the improvements have been completed. Documentation requirements include:

- Design proposals or energy retrofit plans and post-commissioning/retrofit reports prepared by qualified energy management professionals and signed by a Licensed Professional Engineer or Certified Engineering Technologist; or
- Reports from other government agencies and energy companies that provide grants; or
- To demonstrate a reduction in annual energy consumption, the borrower may provide invoices/bills for the 12-month period prior to the improvements having been completed, for comparison.
- For existing buildings all requests must include at minimum information on costs for the various energy sources, as well as costs related to energy-efficient improvements.



## 3.0 Industrial Incentive Programs

### 3.1 FortisBC

#### 3.1.1 FortisBC Industrial Energy Assessment Program

THIS PROGRAM IS AVAILABLE FOR BOTH COMMERCIAL AND INDUSTRIAL CUSTOMERS.

##### OVERVIEW

FortisBC offers low-cost energy assessments to its small industrial customers using between 1,500 and 10,000 GJ of gas each year. A FortisBC service provider conducts a walkthrough of the facility and provides a report that includes:

- An overview of the past years of natural gas consumption and energy-using systems on site
- The general energy savings potential of your building
- Recommendations for improved energy efficiency, which might include:
  - » Low and no cost energy saving measures
  - » Potential energy saving capital improvements
  - » Quantified savings and simple payback calculations, which include equipment upgrade rebates from FortisBC
  - » Which FortisBC incentive programs you may be eligible for
- The service provider may also leave behind (at no cost) simple energy conservation measures such as low-flow tap aerators and low-flow kitchen spray valves



##### PROGRAM WEBSITE AND APPLICATION:

→ [www.fortisbc.com/NaturalGas/Business/SavingEnergy/CommercialEnergyAssessmentProgram/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/Business/SavingEnergy/CommercialEnergyAssessmentProgram/Pages/default.aspx)

More information on this program is on the **next page** →



## 3.0 Industrial Incentive Programs

### 3.1 FortisBC

#### 3.1.1 FortisBC Industrial Energy Assessment Program (cont.)

##### ELIGIBILITY

To participate in this program, customers must be owners/lease-holder of a small industrial/manufacturing facility located within FortisBC service territory.

##### SMALL INDUSTRIAL/MANUFACTURING ELIGIBILITY CRITERIA:

- Average annual natural gas consumption between 1,500 GJ and 10,000 GJ (can include process loads)
- Maximum conditioned floor area of 200,000 sq. ft.
- Must produce a good or service of economic value (e.g. food processing)
- Assessment cost: \$300 per Facility

##### HOW TO PARTICIPATE

1. Fill out the [application form](#)
2. Send your application to one of the following:
  - a. Email: [commercialrebates@fortisbc.com](mailto:commercialrebates@fortisbc.com)
  - b. Fax: 604-592-7618
  - c. Mail:  
  
Commercial Energy Assessment Program  
Energy Efficiency & Conservation  
Fortis BC Energy Inc., 16705 Fraser Highway  
Surrey, BC V4N 0E8
3. If approved, a FortisBC approved consultant will contact you to schedule a walkthrough of your building.
4. Shortly after the site visit, you will receive the assessment report and your invoice for \$300.



# 3.0 Industrial Incentive Programs

## 3.1 FortisBC

### 3.1.2 FortisBC Industrial Optimization Program

#### OVERVIEW

If you're a qualifying owner or long-term lease holder of an industrial facility, the Industrial Optimization Program can help you use natural gas more efficiently for process-related activities. Through funding for plant wide audits, feasibility studies and implementing energy conservation measures, we'll support you to improve the energy performance of your business.

There are three options for the Industrial Optimization Program:

#### OPTION 1: PLANT WIDE AUDIT

Funding towards the cost of having a professional engineer perform a high-level, whole facility audit to identify opportunities to use natural gas more efficiently in industrial processes. Energy conservation measures identified in the audit will be presented in a report and will outline cost and savings estimates at a +/- 50% uncertainty level.

To qualify for funding, the report must be prepared by a FortisBC approved consultant and must meet Plant Wide Audit report requirements.

#### OPTION 2: FEASIBILITY STUDY

Funding towards the cost of a feasibility study for a specific process or system within a facility to fully investigate an opportunity to use natural gas more efficiently. Energy conservation measure(s) identified in the study will be presented in a report and will outline cost and savings estimates at a +/- 10% uncertainty level.

To qualify for funding, the report must be prepared by a FortisBC approved consultant and must meet Feasibility Study report requirements.

#### OPTION 3: TECHNOLOGY IMPLEMENTATION

Funding to help implement qualifying cost-effective energy conservation measures that have been investigated through a Feasibility Study. This program can help with the cost of installing high-efficiency equipment where the measure will result in the more efficient use of natural gas at the facility.

More information on this program is on the **next page** →



## 3.0 Industrial Incentive Programs

### 3.1 FortisBC

#### 3.1.2 FortisBC Industrial Optimization Program (cont.)

##### BENEFITS

As a participant in the Industrial Optimization Program, you can receive:

- Insight into energy consumption at your facility
- Recommendations of no-cost and low-cost measures that can be quickly implemented to realize natural gas savings
- Detailed energy study reports to help build a case for replacing inefficient systems
- Financial support to implement new, energy-efficient equipment that can reduce operational costs, waste and greenhouse gases, as well as deliver improved operating conditions

##### PROGRAM WEBSITE:

→ [www.fortisbc.com/NaturalGas/Business/Offer/IndustrialOptimizationProgram/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/Business/Offer/IndustrialOptimizationProgram/Pages/default.aspx)

##### ELIGIBILITY

To be eligible, the facility must:

- Consume a minimum of 10,000 gigajoules of natural gas annually
- Use natural gas as an input to a manufacturing or transformative process in which raw materials are transformed into finished goods for the purpose of resale (industrial production) with the use of machines, tools and labour
- Be owned or leased long-term by the applicant  
Retrofit, expansion or new construction projects are eligible to be considered for Industrial Optimization Program funding.

##### HOW TO PARTICIPATE

To discuss opportunities at your facility and request an application, you can:

- Contact your FortisBC key account manager
- Call the Energy Efficiency and Conservation Industrial Program team toll-free at 1-866-884-8833
- Send FortisBC an email at [industrialrebates@fortisbc.com](mailto:industrialrebates@fortisbc.com)



## 3.0 Industrial Incentive Programs

### 3.2 BCHydro

#### 3.2.1 BC Hydro Customer Site Investigation (CSI)

##### OVERVIEW

A BC Hydro Customer Site Investigation (CSI) is a free service that involves an energy expert visiting your facility to conduct an energy assessment. You will find out where your energy is being used, and will be presented with opportunities to save energy. The CSI report will include:

- Consumption analysis – A breakdown of how much energy is going to each system, and which systems provide the greatest opportunities for savings.
- Recommendations for no- or low-cost measures – These measures can be put into action immediately to begin saving right away.
- Long term advice – Recommendations for longer term strategies will be presented for eventual larger savings.
- Further funding opportunities – Opportunities for funding to replace equipment will be presented.

##### ELIGIBILITY

To be eligible for a CSI, your facility must consume more than 2 GWh of electricity per year (about \$100,000 worth).



##### PROGRAM WEBSITE AND APPLICATION:

→ [www.bchydro.com/powersmart/business/programs/studies-audits/csi.html](http://www.bchydro.com/powersmart/business/programs/studies-audits/csi.html)

##### HOW TO PARTICIPATE

1. Register online ([click here to visit online application](#)), or
2. Contact customer care at [industrial@bchydro.com](mailto:industrial@bchydro.com), or
3. Call customer care at
  - a. Lower Mainland: 604-522-4713
  - b. Elsewhere in BC: 1-866-522-4713



## 3.0 Industrial Incentive Programs

### 3.2 BCHydro

#### 3.2.2 BC Hydro End-Use Assessment

##### OVERVIEW

The End-Use Assessment program is generally pursued after a BC Hydro Customer Site Investigation (CSI). If during the CSI, one particular system is identified to be consuming at least 1 GWh annually, then an energy expert will conduct a system specific investigation to uncover inefficiencies and opportunities to save money. BC Hydro Power Smart offers 100 percent funding for this program, up to a maximum of \$5,000. The report will include:

- System analysis – A specific assessment of the system that will present the best opportunities for system upgrades, estimated savings, and estimated project costs.
- Recommendation for no- or low-cost measures – These measures can be put into action immediately to begin saving right away.
- Energy plan – Suggestions for prioritizing next steps for larger, long-term savings.
- Further funding opportunities – Opportunities for funding on detailed energy efficiency and feasibility studies will be presented to help build solid business cases for plant and equipment upgrades.

##### ELIGIBILITY

The targeted system must use more than 1 GWh of electricity annually. For a 150 horsepower system, that is approximately equivalent to one year of continuous operation.



##### PROGRAM WEBSITE:

→ [www.bchydro.com/powersmart/business/programs/studies-audits/eua.html](http://www.bchydro.com/powersmart/business/programs/studies-audits/eua.html)

##### HOW TO PARTICIPATE

1. Contact customer care at [industrial@bchydro.com](mailto:industrial@bchydro.com), or
2. Call customer care at
  - a. Lower Mainland: 604-522-4713
  - b. Elsewhere in BC: 1-866-522-4713



## 3.0 Industrial Incentive Programs

### 3.2 BCHydro

#### 3.2.3 BC Hydro Energy Efficiency Feasibility Study

##### OVERVIEW

The Energy Efficiency Feasibility Study program is a more detailed version of the End-Use Assessment program. For the same system investigated in the End-Use assessment, upon participating in this program, you will receive:

- Detailed report – Information needed to produce a strong business case, including:
  - » Complete and detailed assessment of options
  - » Estimated savings
  - » Estimated implementation costs
- Expert business support – Experts will provide knowledge and information so you can begin planning your upgrade.
- Streamlined upgrade path - Your study report can be used to apply directly for funding to implement a system upgrade under the Project Incentive programs.

Funding is available for 75% to 100% of the cost for this study. 75% is paid up front, and the remaining 25% is paid if you implement a major energy efficiency upgrade within 18 months (BC Hydro does not specify a minimum size or savings of that upgrade).

##### PROGRAM WEBSITE:

→ [www.bchydro.com/powersmart/business/programs/studies-audits/eefs.html](http://www.bchydro.com/powersmart/business/programs/studies-audits/eefs.html)

##### ELIGIBILITY

Similar to the End-Use Assessment program, the system being studied must consume at least 1 GWh of electricity annually. Typically, the End-Use Assessment is conducted first, and upon BC Hydro approval, the Energy Efficiency Feasibility Study Program can be pursued.

##### HOW TO PARTICIPATE

After a Customer Site Investigation and End-Use Assessment:

1. Contact customer care at [industrial@bchydro.com](mailto:industrial@bchydro.com), or
2. Call customer care at
  - a. Lower Mainland: 604-522-4713
  - b. Elsewhere in BC: 1-866-522-4713



## 3.0 Industrial Incentive Programs

### 3.2 BCHydro

#### 3.2.4 BC Hydro Project Incentives

##### OVERVIEW

Once opportunities for upgrades and savings have been identified (through various means), BC Hydro has four programs for pursuing funding to implement energy efficiency projects.

BC Hydro's website has a quick [overview of the four programs](#).

##### SELF-SERVE INCENTIVE PROGRAM

Apply online and receive up to 75 per cent funding for your compressed air system (40 to 200 horsepower) or lighting retrofits.

##### PROGRAM WEBSITE:

→ [www.bchydro.com/powersmart/business/programs/project-incentives/sip.html](http://www.bchydro.com/powersmart/business/programs/project-incentives/sip.html)

##### PROJECT INCENTIVES – TRANSMISSION

This program is for transmission rate class customers. Up to 75% of the funding required for the project is available. The funding covers all aspects of your project, including design, equipment, installation, disposal and taxes. Your project or group of projects savings must be at least 300MWh per year.

##### PROGRAM WEBSITE:

→ [www.bchydro.com/powersmart/business/programs/project-incentives/transmission.html](http://www.bchydro.com/powersmart/business/programs/project-incentives/transmission.html)



##### PROJECT INCENTIVES – DISTRIBUTION

This program is for distribution rate class customers. Up to 75% of the funding required for the project is available (up to \$500,000). The funding covers all aspects of your project, including design, equipment, installation, disposal and taxes. Your project or group of projects must save at least 50 MWh per year. The incentive rate is determined after a financial evaluation by BC Hydro and ranges from \$0.015 to \$0.035 per kWh saved.

##### PROGRAM WEBSITE:

→ [www.bchydro.com/powersmart/business/programs/project-incentives/distribution.html](http://www.bchydro.com/powersmart/business/programs/project-incentives/distribution.html)



## 3.0 Industrial Incentive Programs

### 3.2 BCHydro

#### 3.2.4 BC Hydro Project Incentives (cont.)

##### NEW PLANT DESIGN

This program is for distribution or transmission rate customers who are building a new facility or expanding a current facility. A Power Smart funded energy expert will recommend efficient design options for your new or expanded facility. If the energy efficiency options identified meet minimum saving criteria you will also be eligible to receive Power Smart incentives to carry out the design recommendations.

Start with a design study, funded up to 100%, to explore your options in-depth. Financial incentives could cover as much as 75% of your incremental construction costs (i.e. above standard, inefficient design options). This incentive may significantly reduce the payback period of your efficient design.

##### PROGRAM WEBSITE:

→ [www.bchydro.com/powersmart/business/programs/project-incentives/npd.html](http://www.bchydro.com/powersmart/business/programs/project-incentives/npd.html)

##### ELIGIBILITY

###### SELF-SERVE INCENTIVE PROGRAM

Industrial customers who use more than 500 MWh of electricity per year (that's about \$25,000) are eligible for this program.

###### PROJECT INCENTIVES – DISTRIBUTION

As mentioned previously, this program is for distribution rate class customers. Additionally:

- Your facility must use more than 1 GWh of electricity per year (that's about \$50,000).
- Your project or group of projects must save at least 50 MWh per year.
- Your project must involve a hard-wired facility upgrade with expected lifespan of five years or more.
- Your projected payback period must be greater than one year (prior to incentive application).
- You must use a technology that has already been successfully implemented in BC and is measurable and verifiable.
- Your site must have been operational for a minimum of six months prior to application.

##### NEW PLANT DESIGN

Customers are eligible for this program if:

- You are in the early stages of planning a new facility or expanding an existing facility. It is important that you contact BC Hydro early in your planning process. Pre-approval of your application must be completed before purchasing equipment and/or commencing your project.
- You expect to increase the power load by five per cent or more.



## 3.0 Industrial Incentive Programs

### 3.2 BCHydro

#### 3.2.4 BC Hydro Project Incentives (cont.)

- Your new facility or expansion has an electricity savings potential of more than 300 MWh per year.
- You need funding for incremental costs to improve efficiency, with minimal disruption to your design process.

#### PROJECT INCENTIVES – TRANSMISSION

As mentioned previously, this program is for transmission rate class customers. Additionally:

- Your facility must use more than 1 GWh of electricity per year (that's about \$50,000)
- Your project or group of projects must save at least 300 MWh per year.
- Your project is a hard-wired facility upgrade with an expected lifespan of five years or more.
- You must use a technology that has already been successfully implemented in BC and is measurable and verifiable.
- Your site must have been operational for a minimum of six months prior to application.

#### HOW TO PARTICIPATE

For the Self-Serve Incentive program, use the [online application](#) to get started. For the rest of the programs,

1. Contact customer care at [industrial@bchydro.com](mailto:industrial@bchydro.com), or
2. Call customer care at
  - a. Lower Mainland: 604-522-4713
  - b. Elsewhere in BC: 1-866-522-4713



Thanks for reading our  
**Quick Guide to Energy  
Efficiency Incentives!**

**Questions?**



**Want to get started with one of  
these incentive programs?**



Call **ClearLead Consulting** at **1-604-229-6159**,  
or email [\*\*adrian@clearlead.ca\*\*](mailto:adrian@clearlead.ca)



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