

Energy Efficiency

MULTIFAMILY PROGRAMS AND INCENTIVES 2020

SoCalGas Background

- Investor-owned utility of Sempra Energy
- Regulated by California Public Utilities Commission (CPUC)
- Service territory = Visalia, California to Mexican border
- SoCalGas is the nation's largest natural gas distribution utility, providing energy to 20.9 million consumers through 5.8 million meters in more than 500 communities.



Multifamily Energy Efficiency Rebate (MFEER) Program

- » The MFEER offers cash incentives for the installation of qualified energy efficiency products in:
 - Apartment dwelling units
 - Common areas of apartments, condominium complexes, and mobile home parks.
 - Property owners (and managers) of existing residential multifamily complexes with two or more dwelling units may apply.



SoCalGas Multifamily Offerings

Thinking About Property Improvements? SoCalGas Can Help!

We Offer

DIRECT INSTALL



Direct install programs offering no-cost energy efficiency products including efficient shower heads, faucet aerators, smart thermostat, and controls for recirculation pumps on central water heating systems.

REBATES



Rebates of up to \$3,000 on individual qualifying energy-efficient equipment such as boilers, furnaces, tank water heaters, tankless water heaters, and wall insulation, pool heaters, smart thermostat controls, and boilers, and fireplace inserts. Rebates are available through 12/31, 2020, or until funding runs out. Terms and conditions apply.

BUILDING SOLUTIONS



Customized incentives for whole-building improvements. To start, SoCalGas conducts a free energy assessment for multifamily properties willing to install a variety of upgrades (including gas, electric and water measures) that result in a minimum 10% energy savings at the property. Incentives start at \$300 per apartment unit. Terms and conditions apply.

FINANCING



Zero percent loans available for qualifying energy-efficient equipment with simple credit approval terms. Offers interest-free financing for the purchase and installation of measures covered by SoCalGas energy efficiency programs. Allows customers to overcome cost barriers by providing financing and repayment of the loan directly on their gas bill.

New Increased Rebates Get 50% More



MULTIFAMILY SAVINGS

LEARN ABOUT OUR ENERGY-SAVING PROGRAMS FOR OWNERS AND MANAGERS OF MULTIFAMILY RESIDENCES AND APARTMENT BUILDINGS.

For a Limited Time, Get 50% More

Your rebate just got bigger! From September 1, 2020 until December 31, 2020, qualifying energy-efficient appliance purchases will receive an extra 50% rebate. No extra steps are needed - your increased rebate will be automatically calculated. Please see application for complete rebate program terms and conditions. Stated rebates includes extra 50%.

Download
Application



ENERGY EFFICIENCY

2020 MULTIFAMILY REBATES

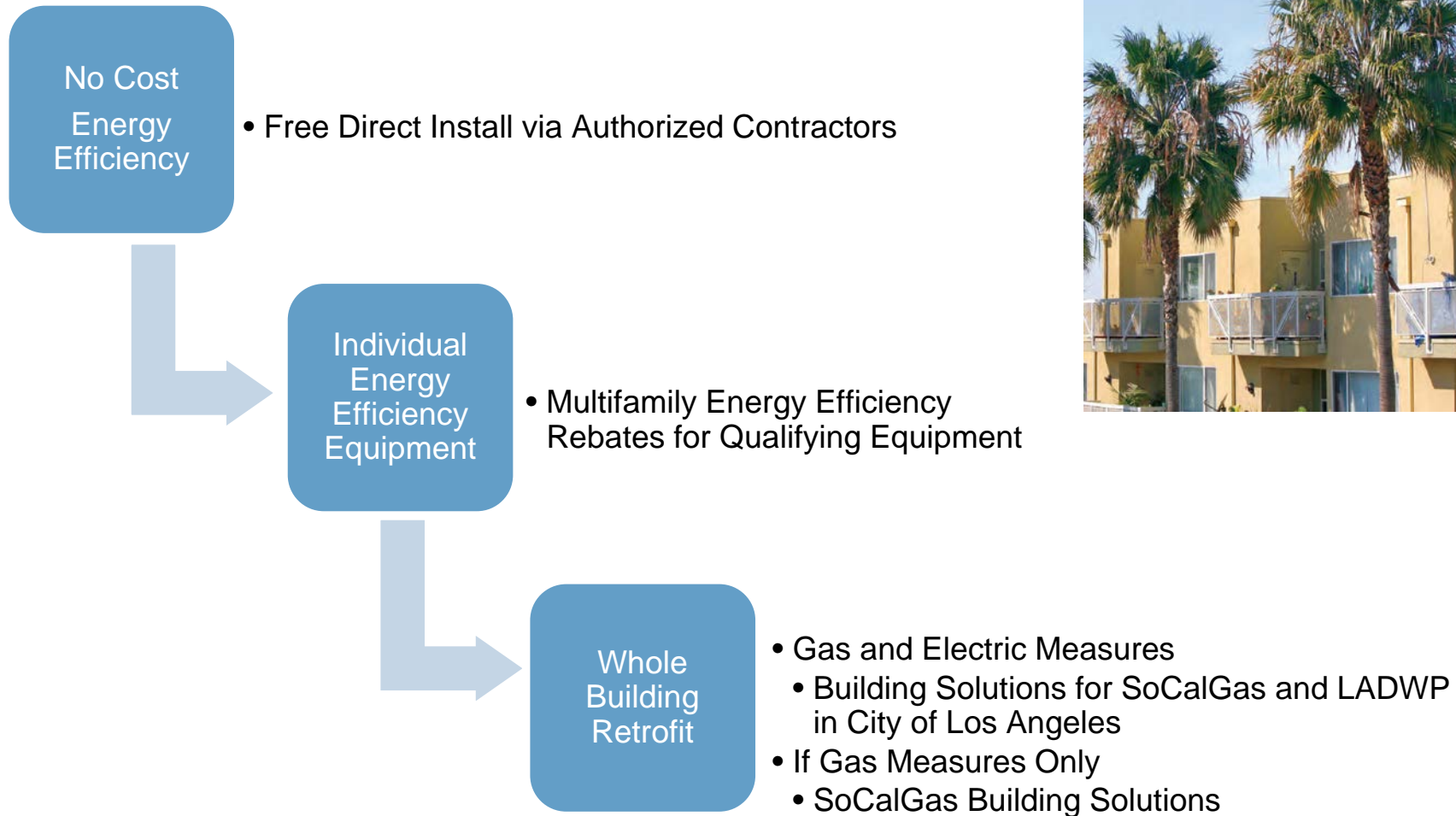
APPLICATION PACKAGE

For a limited time, Qualifying energy-efficient equipment purchases will receive an extra 50% rebate effective September 1, 2020 until December 31, 2020. Stated rebates includes extra 50%. Cash rebates may be available for the installation of qualified energy efficiency products in apartment dwelling units and in the common areas of apartment complexes, condominiums and mobile home parks. Residential multifamily complexes with two or more dwelling units may qualify.

HOW TO APPLY



Multifamily Energy Efficiency Suite of Offerings Decision Tree



Multifamily Energy Efficiency Rebates FURNACES, POOL HEATERS AND MORE



Equipment	Requirements	Incentive
High Efficiency Natural Gas Furnace Inside Dwelling	70% AFUE* or Greater	\$ 75
Central Natural Gas Furnace	95% AFUE** or Greater	\$525
Natural Gas Pool Heater	84% Thermal Eff. or Greater	\$ 5 per mbtu
Smart Thermostat	In Unit	\$75
Fireplace Log Insert Tier 1	70-74.9 FE	\$450
Fireplace Log Insert Tier 2	75 FE or Greater	\$750

*Require permit.

**Measure requires permit closure

Please visit <https://www.socalgas.com/for-your-business/energy-savings/rebates-for-property-managers-owners> for up to date funding availability and rebate applications.

Multifamily Energy Efficiency Rebates

BOILER CONTROLLERS

Equipment	Requirements	Incentive
Boiler Controllers	35 Dwellings and under	\$ 1,100
Boiler Controllers	36 Dwellings and more	\$ 2,100

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Multifamily Energy Efficiency Rebates



CENTRAL HOT WATER EQUIPMENT

*Measure Name	Requirement	Incentive
Central System Gas Boiler Water Heating Only Tier 1*	84% to 90% Thermal Eff.	\$ 5 per mbtu
Central System Gas Boiler Water Heating Only Tier 2*	90% Thermal Eff. or Greater	\$ 8 per mbtu
Central System Natural Gas Storage Water Heater Tier 1 (80 Gallons or Greater)	83% to 90% Thermal Eff. or .66 to .76 UEF	\$5 per mbtu
Central System Natural Gas Storage Water Heater Tier 2 (80 Gallons or Greater)	90% Thermal Eff. or Greater or .80 or Greater UEF	\$ 8 per mbtu
Central System Tankless Gas W/H Tier 1	84% to 89% Thermal Eff. Or .81 to .86 UEF	\$ 5 per mbtu
Central System Tankless Gas W/H Tier2	90% Thermal Eff. or Greater or .87 UEF or Greater	\$ 8 per mbtu

*Acceptable for Space & Water heating.

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Multifamily Energy Efficiency Rebates

INSIDE DWELLING WATER HEATING



*Measure Name	Requirement	Incentive
Natural Gas Storage Water Heater (30 to 55 Gallons)	.64 UEF and Greater	\$300
Tankless Water Heater Tier 1	.81 - .86 UEF	\$600
Tankless Water Heater Tier 2a	.87 - .92 UEF	\$900
Tankless Water Heater Tier 2b	.93 - .94 UEF	\$1,200
Tankless Water Heater Tier 3	.95 UEF and Greater	\$1,500

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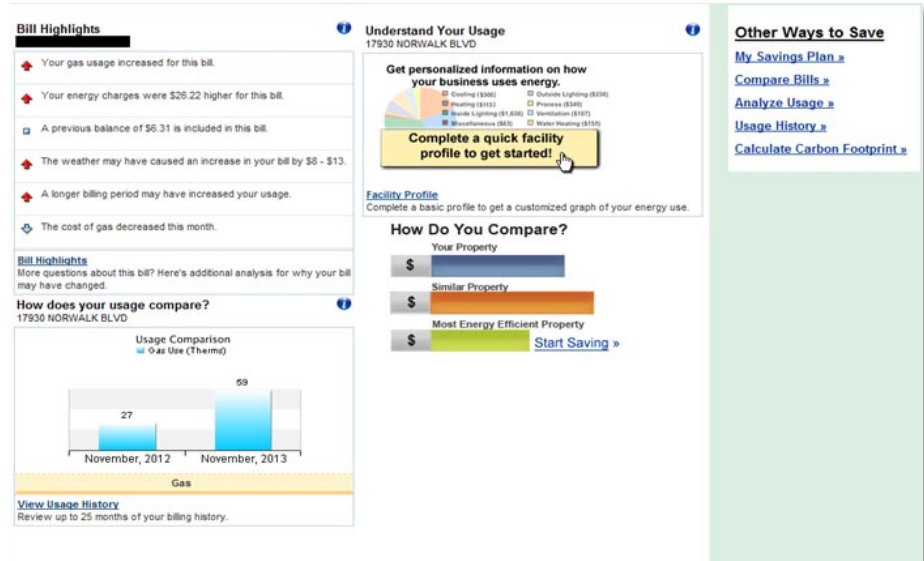
*(Ok for Space & Water)

Multifamily Energy Advisor Program

Online Multifamily Property Energy Survey:

The multifamily online energy survey tool helps property owners of multifamily properties to get started in managing their property's energy use.

Property owners can log into My Account and click on the **Ways to Save** tab to get started.



- Based on their rate, the tool will send them through the business survey tool where the property owner would choose “apartment building” as the building type.
- The questions the customer answers are only applicable to an apartment building.
- Can be used for multiple properties.

Multifamily Energy Advisor Program

Property owners get a personalized energy analysis, including:

- **Property Action Plan:** Create an action plan listing various custom recommendations that customers can implement to make their property more energy efficient, and reduce their energy costs. The action plan is printable and can be updated regularly.
- **Property comparison:** See how their property's energy use compares to that of multifamily properties in similar neighborhoods.
- **Programs and rebates:** See how participating in energy-saving programs fit into their action plan, and see their approximate savings and ROI.

Multifamily Team Available to You

- » Dedicated Multifamily Experts
- » Step by step by guidance on how to maximize your incentives
- » Saving money on your property just got easier!

Contact	Phone Email
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Q&A





Tankless Water Heater Systems

Multifamily Applications

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Rinnai

Solutions for Every Property

Multi-Family New Construction



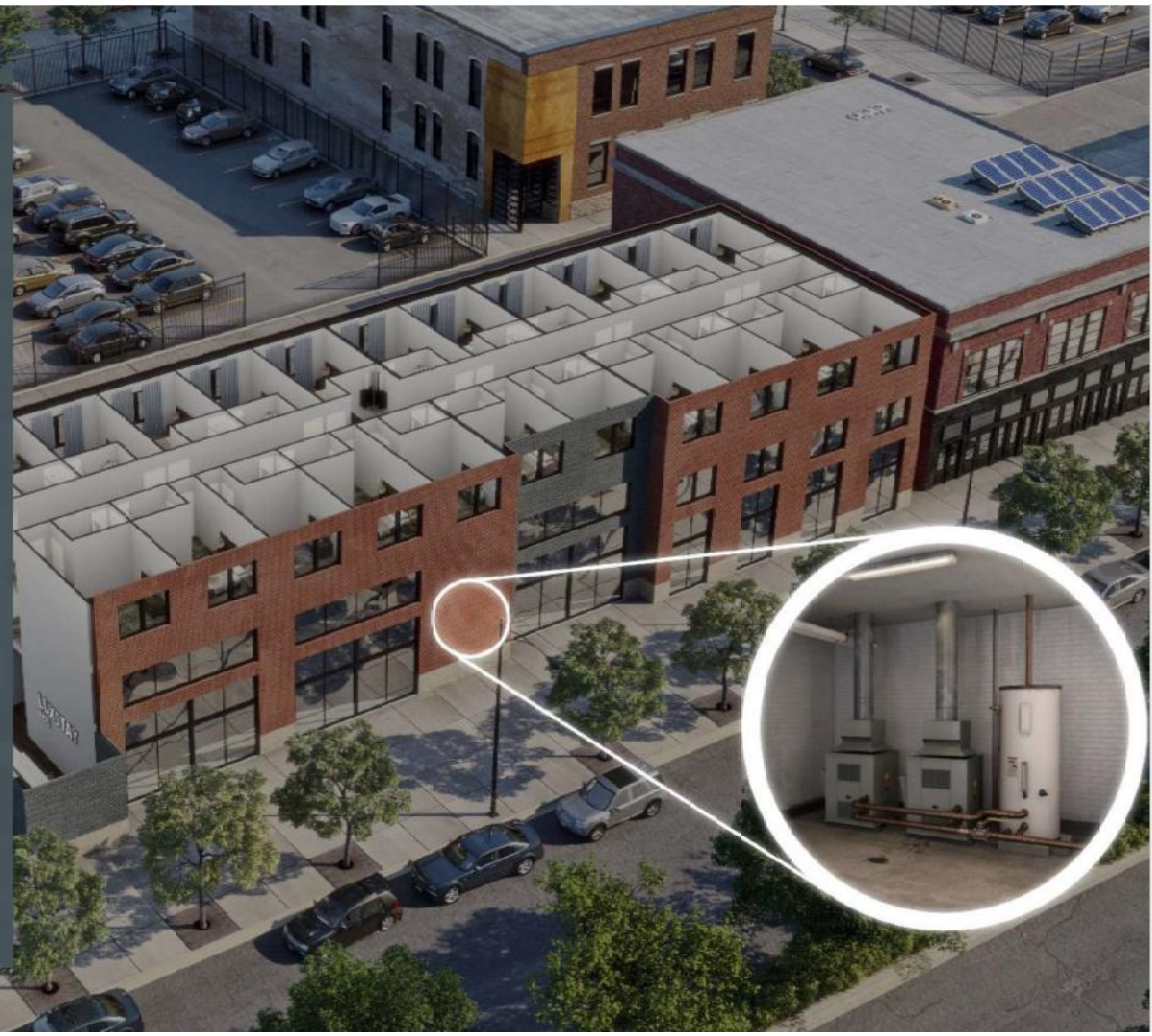
Renovations/Replacement



MOST HOT WATER SYSTEMS LIVE IN THE BASEMENT

Hospitality and Multifamily

- Boiler Systems are mostly limited to being located in basement mechanical rooms
- This adds to venting, piping and operational costs



FLEXIBLE SYSTEMS: INSTALL HOT WATER ZONES



FLEXIBLE INSTALLATIONS: OUTDOORS

Hospitality and Multifamily

- Most Tankless Rack Systems can be installed outdoors, in the elements and require no venting
- Racks can transport via elevator and fit through a standard 32" doorway



Gas Commercial Tankless Water Heaters

- Flexible installation options (indoor, outdoor, natural gas, propane)
- Up to 9.8 gpm @ 35-degree rise
- High Thermal Efficiency, 97%
- Easy and cost-effective maintenance
 - All parts field replaceable and inexpensive
- Ultra Low NOx Meets SCAQMD
- Approved for High Altitude (10,200 ft)
- Commercial Energy Star Certification
- Warranty
 - 8-year heat exchanger
 - 5 years on parts
 - 1 years on labor



Tankless Water Heater Rack System Solutions



Commercial Applications – Tankless Rack Systems



What is a Tankless Rack System?

A single, self contained system consisting of multiple tankless units which replaces one larger heat source.

Three key advantages are:

1. Reliability
2. Efficiency
3. Flexibility

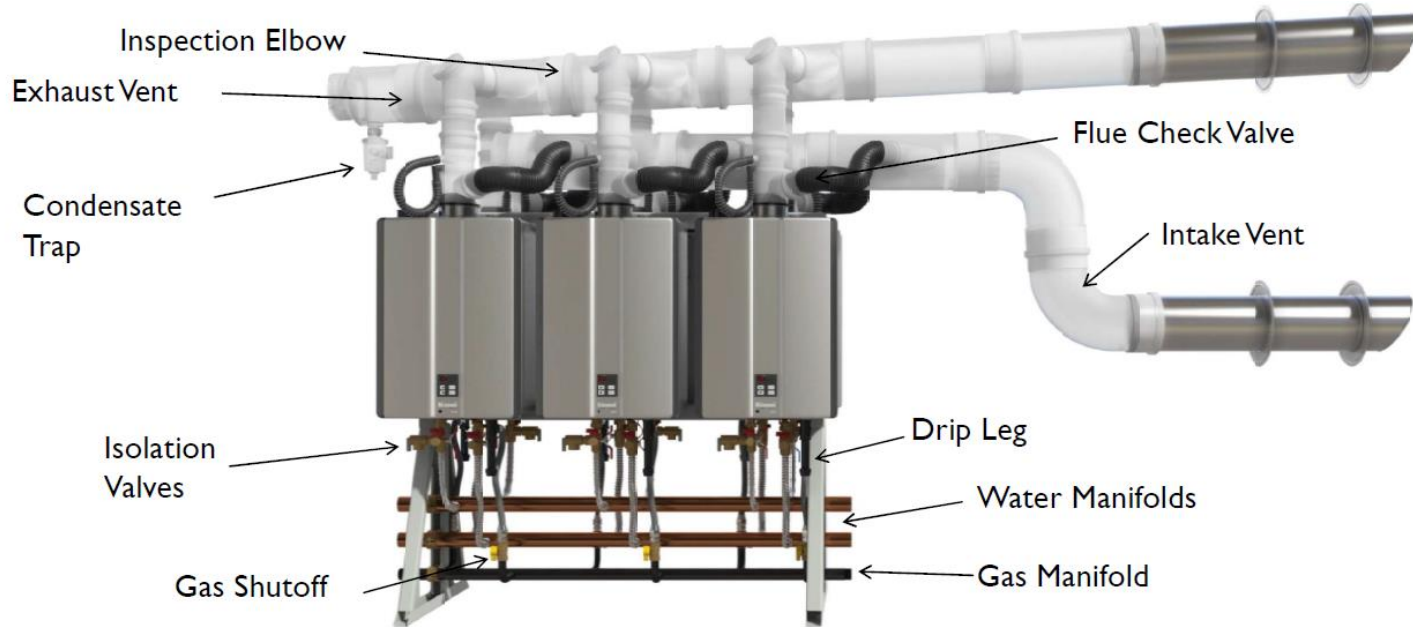
Central System - Tankless Rack Systems



- Wall, free-standing and inline free-standing options available
- 2 to 6-unit designs
- Factory tested and shipped fully assembled
- Save up to 80% on install time vs unassembled kit of parts
- Use with or without storage
- Fits easily through a 32" doorway
- Preinstalled power outlets and condensate drain line

BTU for BTU replacement vs old style boilers + storage

Tankless Rack System Components

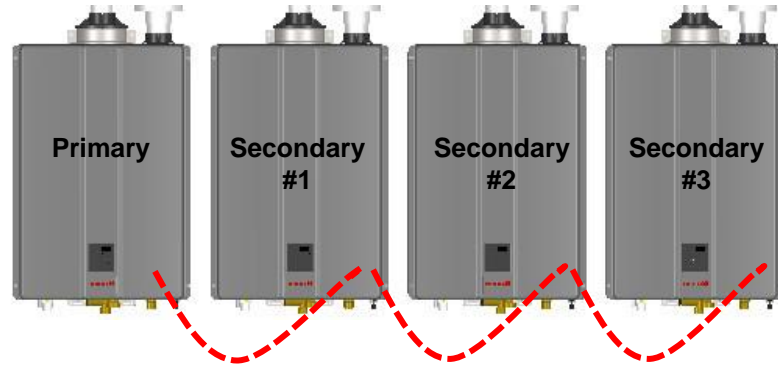


Just add 120Vac power , vent, connect water and gas and you're ready for hot water!

Working Together.....Cascade Logic

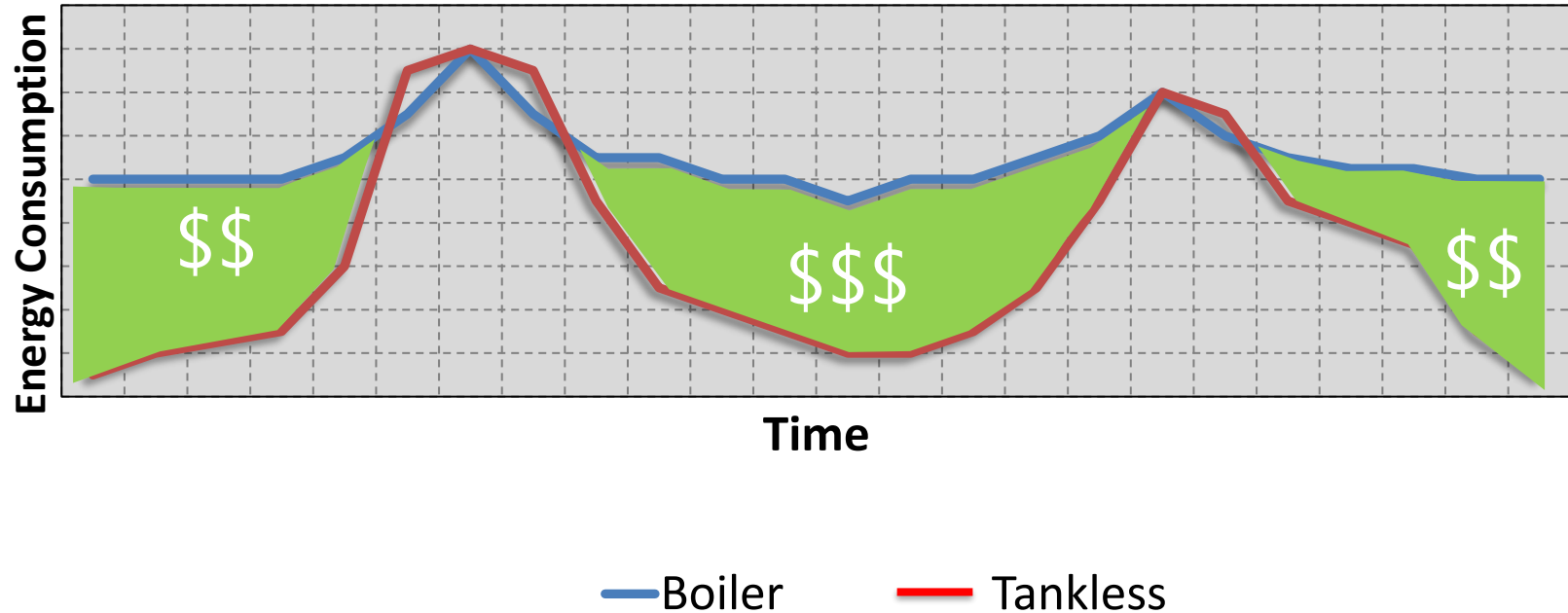


Cascade controls now integrated
Simply connect cable between units



Tankless Saves Money

Tankless can **Track the Load** from one fixture to the entire facility under peak demand



Redundancy

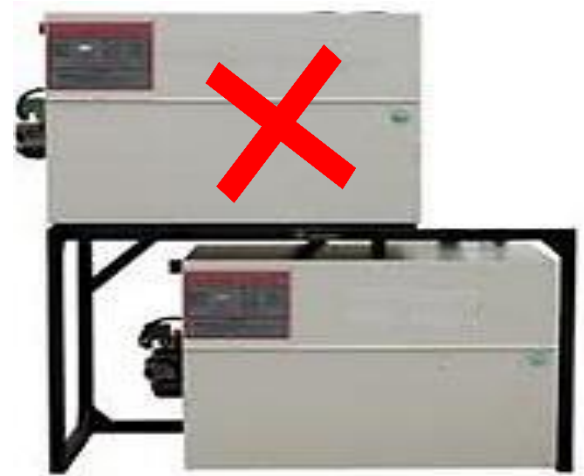
Example: 1,000,000 Btuh System



**One tankless unit disabled:
loss of 20% DHW**



**Tank disabled:
100% loss of DHW**

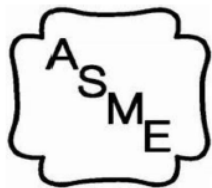


**One unit disabled:
50% loss of DHW**

ASME Code Compared To Tankless

ASME stands for American Society of Mechanical Engineers

- The leading international developer of standards and codes in the mechanical engineering discipline
- ASME Code: also known as the Boiler and Pressure Vessel Code or BPVC- regulates the development and construction of boilers



A water-heating device that exceeds any one of the criteria below should be classified as a water boiler:

120 gallons (454.2 liters) nominal water storage capacity

160 psi (1103.2 kPa) operating pressure

210 Degrees Fahrenheit (99degrees Celsius) operating temperature

200,000 Btu/hr. heat input

Tankless is exempt from code because:

Many tanks or tankless hybrids do not exceed 119 gallon capacity

Tankless is at building pressure

Tankless max temperature for commercial applications are typically 185 degrees Fahrenheit

Tankless max Btu input is 199,000

COMMERCIAL APPLICATIONS OF TANKLESS WATER HEATERS

Why consider tankless over boilers?

- Energy savings/space savings
- Built in redundancy with multiple tankless engines
- Superior Load Tracking (turndown ratio)
- Lower capital and operating costs
- No Standby Loss
- Tax incentives / rebates
- Ease of installation and maintenance
- Less Labor to install
- Inexpensive, readily available parts
- No ASME requirements
- Safer water temperatures, low risk of legionella



Multifamily Residential - Individual Units

- Individual tankless water heater per living unit
- Indoor and outdoor locations
- Capacities: tankless water heater for every size living unit
- Condensing ultra high efficiency and non-condensing high efficiency
- Individually vented or common venting
- Units with recirculation pumps
- 15/5/2 year warranty for condensing, 12/5/2 year warranty for non-condensing



Frequent Asked Questions

- 1.) What is the 100% sizing guarantee and how does it work?
- 2.) What information do I need when for an all tankless solution?
- 3.) When should I consider tankless, tankless with storage?
- 4.) What type of field services are offered?
- 5.) What are some considerations when retrofitting to a tankless system?
- 6.) What is the approach to Value Engineered (VE) Projects?

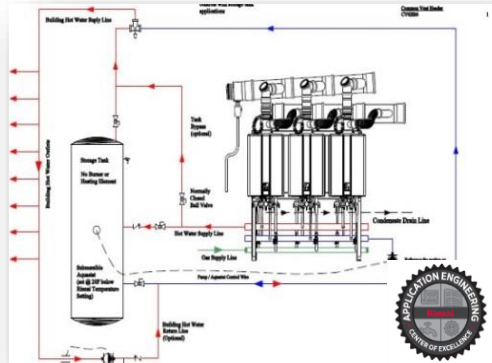
Rinnai services help you grow your business



- **100% Sizing guarantee**
- **48-hour sizing turnaround**
- **90% within 24 Hours**
- **Pipe Diagrams and Material List**
- **Thermal ROI/Energy Savings**
- **Design Review Pre-Install**
- **System Engineering Support**
- **On-Site Support Available**



Make to Order Custom Solutions (MTO)



Tank Less Solutions Deliver Results

Competitive Acquisition costs

Compared to tanks and boilers, Rinnai offers more options whether the project is an existing renovation or new construction.

Space Savings

Rinnai can deliver additional net living space to each unit or rooftop systems that require no venting.

Energy Savings

Our team of Energy Consultants can connect you to substantial savings by using a more energy efficient means of heating water.

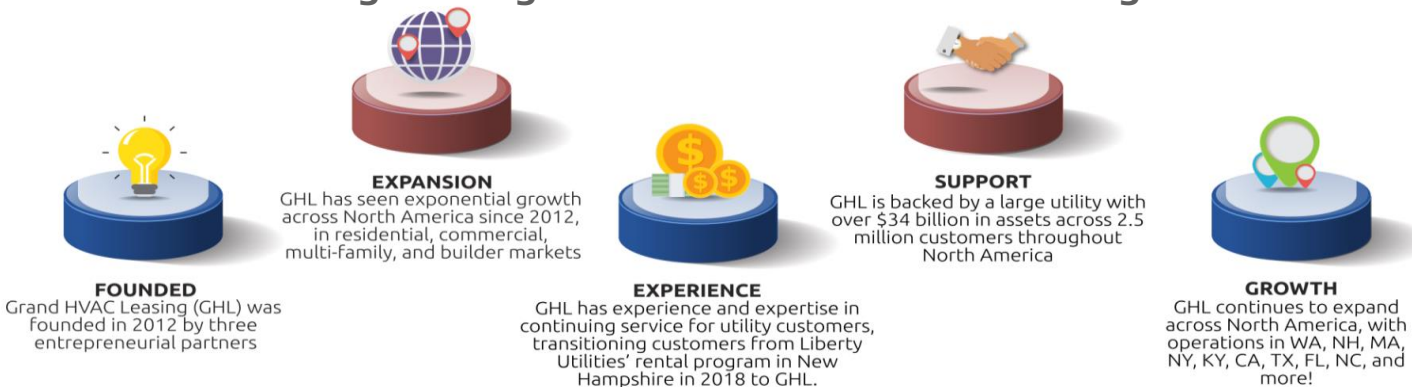
Lower TCO

Reduce operational overhead with Rinnai solutions that last longer and have easily replaceable, low cost components.

Differentiated Properties

Increase occupancy rates and rents by ensuring the comfort and health of your tenants with reliable on-demand hot water.

Offering Leasing Solutions to Customers Throughout North America



How The Leasing Program Works

THE PROGRAM: A complete all-inclusive bundled lease program includes equipment and installation capital, plus 100% worry-free service coverage and regular scheduled maintenance.

EQUIPMENT: HVAC, water heating, pool heating, and generators, including residential and commercial-type products.

CUSTOMERS: Residential, multi-family housing providers commercial customers and builders across North America.

END OF TERM OPTIONS: full ownership at end of lease, continued service and maintenance coverage, or renew lease with new equipment.

Rinnai

Questions & Answers

Thank you

Rinnai