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## EXHIBIT 1

### Washington Home Energy Savings

#### Definitions

**British Thermal Unit (Btu):** It is approximately the amount of energy needed to heat 1 pound of water from 39° to 40° Fahrenheit.

**Contractor:** Any party that is licensed to install or service HVAC, plumbing, or weatherization equipment or products.

**Cubic Feet per Minute (CFM):** A measurement of the velocity at which air flows into or out of a space.

**Customer:** Any party who has applied for, been accepted and receives service at the real property, or is the electricity user at the real property.

**Direct Install:** Installation of an Energy Efficiency Measure directly by the Company, Program, or a Program-approved contractor or other 3<sup>rd</sup> party.

**Downstream:** Payment of incentive made by the Company to a customer, owner, contractor or other approved third party for the purchase or installation of an Energy Efficiency Measure pursuant to an approved energy efficiency incentive application.

**Energy Efficiency Incentive:** Payments of money made by Company to Owner or Customer or other approved party for installation of an Energy Efficiency Measure pursuant to an approved Energy Efficiency Incentive Application.

**Gallons Per Minute (GPM):** volumetric flow rate used in rating equipment which saves water

**Heating Seasonal Performance Factor (HSPF):** Is the efficiency of heat pumps measured by the ratio of Btu heat output over the heating season to watt-hours of electricity used. The higher the number, the greater the efficiency.

**Heating, Ventilation and Air Conditioning (HVAC):** Refers to technology for indoor environmental comfort.

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**Integrated Modified Energy Factor (IMEF):** Measures energy consumption of the total laundry cycle (washing and drying). It indicates how many cubic feet of laundry can be washed and dried with one kWh of electricity; the higher the number, the greater the efficiency.

**Light-Emitting Diode (LED):** A semiconductor light source.

**Manufactured Homes (mobile homes):** A type of prefabricated housing that is largely assembled in factories and transported to the site of use. Units are at least 320 square feet and installed with a permanent chassis to assure the initial and continued transportability of the home.

**Market Partner :** An approved third party (typically a contractor, retailer, dealer, wholesaler, manufacturer, etc.) who installs Energy Efficiency Measures at the real property or sells Energy Efficiency Measures to a Customer or Contractor. May apply to incentives offered via downstream, midstream, upstream or direct install delivery channels.

**NorthWest Energy Efficient Manufactured Home (NEEM):** Organization based in the NorthWest that certifies new manufactured homes are built to various energy efficient standards such as ENERGY STAR or eco-rated.

**New Home:** A newly constructed single family residence.

**Owner:** The person who has both legal and beneficial title to the real property, and is the mortgager under a duly recorded mortgage of real property, the trustor under a duly recorded deed of trust.

**Prescriptive incentives:** Per unit incentives are listed in the program incentive tables for specific EEMs. Incentives are subject to change.

**RTF:** Regional Technical Forum

**R-Value:** Indicates insulation's resistance to heat flow. The higher the R-value, the greater the insulating effectiveness.

**Seasonal Energy Efficiency Ratio (SEER):** Is the efficiency of air conditioners measured by the cooling output in Btu during a typical cooling-season divided by the total electric energy input in watt-hours during the same period. The higher the unit's SEER rating the more energy efficient it is.

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**Utility Combined Energy Factor (UCEF):** ENERGY STAR uses Combined Energy Factor to compare the energy efficiency of gas and electric clothes dryers in pounds per kilowatt hour. The higher the value, the more efficient the dryer is.

**U-Factor:** Measures the rate of heat transfer and indicates how well the window insulates. U-factor values generally range from 0.25 to 1.25 and are measured in Btu/h·ft<sup>2</sup>·°F. The lower the U-factor, the better the window insulates.

**Upstream:** Payment of incentive made by the Company directly to a manufacturer, retailer, or other pre-approved vendor to apply a pre-purchase discount for customers.

## Washington Home Energy Savings Program – Measures, Incentives, and Qualifications

Per unit incentives for specific Energy Efficiency Measures (EEMs) are listed in the program incentive tables below. Current incentives can be found at <http://www.homeenergysavings.net/homeowner/incentives/in/washington?region=washington>.

**Table 1: Appliance Incentives**

Measure	Qualifications	Customer Incentive	Market Partner Incentive
Clothes Washers	IMEF $\geq$ 2.76		\$50
Hybrid/Heat Pump Clothes Dryer	UCEF $\geq$ 3.20		\$275

Notes for appliance incentives table:

- Incentives for clothes washer apply to mid/upstream and/or downstream. Only one incentive will be provided per qualifying clothes washer.
- Incentives for clothes washers may be paid to the customer, retailer, and/or manufacturer and may be split between customer, retailer, and/or manufacturer. The sum of incentive payments per unit will not exceed the amounts listed in the table. The end use customer portion of the incentive will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.
- Homes must have either an electric water heater or an electric dryer for clothes washers to be eligible for incentives.
- Incentives for hybrid/heat pump clothes dryer apply to mid/upstream and/or downstream. Only one incentive will be provided per qualifying clothes dryer.
- Incentives for hybrid/heat pump clothes dryers may be paid to the customer, retailer, and/or manufacturer and may be split between customer, retailer, and/or manufacturer. The sum of incentive payments per unit will not exceed the amounts listed in the table. The end use customer portion of the incentive will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.
- See additional requirements on program website.
- Acronyms:  
**IMEF:** Integrated Modified Energy Factor  
**UCEF:** Utility Combined Energy Factor

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**Table 2: Lighting Incentives**

<b>Measure</b>	<b>Qualifications</b>	<b>Customer Incentive</b>	<b>Market Partner Incentive</b>
LED Bulbs (General Purpose)	ENERGY STAR qualified	\$0	Up to \$3.00
LED Bulbs (Specialty)	ENERGY STAR qualified	\$0	Up to \$3.00
LED Fixtures	ENERGY STAR qualified Torchiere and portable products are not qualified.	\$0	Up to \$23.00

Notes for lighting incentive table:

- Incentives for LED bulbs and fixtures apply to mid/upstream, mail-by-request, and/or direct install.
- Mail-by-request and direct install are offered on an initiative basis and may not be available for the entire year. See program website for availability information
- LED bulb and fixture must be listed on the program's qualified product list on the program website in order to qualify for an incentive. Qualifying products may be purchased at participating retailers only
- Reduced price LED or fixture offer may end early if entire allocation is sold.
- Acronyms:  
**LED:** Light Emitting Diode

**Table 3: Single Family HVAC Incentives**

Measure	Qualifications	Customer Incentive	Market Partner Incentive
Evaporative Coolers -2,000-3,499 CFM	2,000-3,499 CFM		\$50
Evaporative Coolers – 3,500+ CFM	Minimum 3,500 CFM (must be the primary cooling source)		\$250
Central Air Conditioner with Best Practice Installation and Sizing	≥15 SEER Central air conditioner must be installed and sized per program's requirements		\$125
Duct Sealing and Insulation	Rinitial ≤ 2 and replace all existing insulation with at least R-8 Home's primary heat source must be either a heat pump or electric forced air furnace Existing ducts must be unsealed.		\$800
Duct Sealing	Home's primary heat source must be either a ducted heat pump or electric forced air furnace. Existing or new insulation must be installed after sealing is completed. Existing ducts must be unsealed. Duct sealing must be done per program's requirements		\$300
Ductless Heat Pump	≥ 9.0 HSPF, single-head or multi-head unit Home's previous primary heating source must either have been an electric forced air furnace or a zonal system.		\$1,300
Electronic Line Voltage Thermostat	Must meet Bonneville Power Administration (BPA) specifications		\$60
Heat Pump Commissioning Controls Sizing	Heat Pump must be new and commissioning, controls, and sizing be completed per program requirements		\$250
Federal Standard Heat Pump Conversion with Best Practice Installation and Sizing	For replacement of existing electric furnace with new federal standard efficiency heat pump. Heat Pump must include Best Practices Installation & Proper Sizing.		\$1,300
9.0+ HSPF Heat Pump Conversion with Best Practice Installation and Sizing	For replacement of existing electric furnace with new high efficiency heat pump. ≥ 9.0 HSPF must include Best Practices Installation & Proper Sizing.		\$2,000

Measure	Qualifications	Customer Incentive	Market Partner Incentive
Heat Pump Upgrade with Best Practice Installation and Sizing	For upgrade of existing heat pump to new high efficiency heat pump. $\geq 9.0$ HSPF must include Best Practices Installation & Proper Sizing.	\$300	
Smart Thermostat	Wi-Fi enabled, programmable, online dashboard and/or mobile device app, occupancy sensor		

Notes for HVAC incentive table:

- Incentives for all HVAC measures apply to downstream and/or mid/upstream. Only one incentive will be provided per unit.
- Incentives may be paid to the customer, dealer, manufacturer, and/or trade ally and may be split between customer, dealer, manufacturer, and/or trade ally. The sum of the incentive payments per unit will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.
- Maximum of 10 line voltage thermostats per household.
- Maximum one smart thermostat per household.
- Occupancy sensing feature must be enabled for smart thermostats incentives.
- Homes must have a ducted electric heating system to be eligible for smart thermostat incentives.
- Customers may self-install smart thermostats. Contractor not required.
- Work must be completed per program requirements listed on the program website.
- See additional installation requirements on program website.
- Acronyms:
  - SEER:** Seasonal Energy Efficiency Ratio
  - HSPF:** Heating Seasonal Performance Factor
  - CFM:** Cubic Feet per Minute

**Table 4: Single Family Weatherization Incentives**

Measure	Qualifications	Customer Incentive	Market Partner Incentive
Insulation – Attic	$R_{\text{initial}} \leq 19$ $R_{\text{final}} \geq 49$	\$0.05/sf. for electrically cooled home  \$0.30/sf. for electrically heated home	\$0/sf.
Insulation – Floor (to R-19)	$R_{\text{initial}} = 0$ $R_{\text{final}} \geq 19$ Home’s primary heat source must be electric	\$0.20/sf.	\$0/sf
Insulation – Floor (to R-30)	$R_{\text{initial}} = 0$ $R_{\text{final}} \geq 30$ Home’s primary heat source must be electric	\$0.30/sf.	\$0/sf.
Insulation - Wall	$R_{\text{initial}} = 0$ $R_{\text{final}} \geq 11$ or fill cavity Home’s primary heat source must be electric	\$0.40/sf.	\$0/sf.
Windows	U-factor of 0.25 or lower. Home’s primary heat source must be electric	\$0.65/sf	\$0/sf.
Deep Retrofit	Improvements to the HVAC and building shell must result in decrease energy usage of 50%. Home’s primary heat source must be electric	Up to \$5,000	

Notes for weatherization incentive table:

- See additional installation requirements on program website.
- Home’s primary heat source must be either a heat pump, electric forced air, zonal, or ductless heat pump heating system to qualify for the electrically heated incentive.
- Home’s primary heat source must be a gas heating system to qualify for the electrically cooled incentive.
- Incentives for deep retrofits apply to downstream and mid/upstream. Only one incentive will be provided per household.
- Incentives for deep retrofits may be paid to the customer, trade ally, or rater and may be split between customer, trade ally, and/or rater. The sum of the incentive payments per unit will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.
- Electric heating incentives cannot be combined with electric cooling incentives for weatherization.
- Acronyms:  
**R-Value:** Thermal resistance of a material

**U-Factor:** Inverse of R-value used to measure the amount of heat transmitting through a square foot of material

**Table 5: Single Family New Homes Incentive**

Measure	Qualifications	Customer/ Builder Incentive	Market Partner Incentive
Performance Path	Incentives available for new electric heated or gas heated) homes that exceed the prevailing code by a minimum of 10% as modeled using program required tools and softwares. The home's performance must be modeled and verified by an independent third-party Rater.	Electrically heated: \$1,500  Electrically cooled: \$500	

Notes for New Homes incentive table:

- See additional installation requirements on program website.
- Incentives for performance path apply to downstream and/or mid/upstream. Only one incentive will be provided per home.
- Heating and cooling incentives may not be combined for new homes.
- Incentives may be paid to the customer, builder, and/or rater and may be split between customer, builder, and/or rater. The sum of the incentive payments per unit will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.

**Table 6: Single Family Water Heating Incentives**

Measure	Qualifications	Customer Incentive	Market Partner Incentive
Heat Pump Water Heater	Northern Climate Specification Tier 3 and above	Tier 3: \$600 Tier 4 or higher: \$800	
Low-Flow Showerheads	Flow rate $\leq$ 2.00 GPM		Up to \$15
Low-Flow Aerators	Kitchen Aerator: Flow rate $\leq$ 1.50 GPM Bath Aerator: Flow rate $\leq$ 0.50 GPM		Up to \$5

Notes for water heating table:

- Incentives for heat pump water heater measures apply to downstream, mid/upstream, and/or direct install. The availability of water heating incentives requires an existing electric water heater. Direct install will be offered on an initiative basis and may not be available for the entire year. See program website for availability information.
- Incentives for heat pump water heaters may be paid to the customer, retailer/dealer, and/or manufacturer and may be split between customer retailer/dealer, and/or manufacturer. The sum of incentive payments per unit will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.
- Incentives for low-flow showerheads and low-flow aerators, apply to upstream, mail-by-request, and/or direct install. Mail-by-request and direct install will be offered on an initiative basis and may not be available for the entire year. See program website for availability information.
- See additional installation requirements on program website.
- Acronyms:  
**GPM:** Gallons per minute

**Table 7: Manufactured Homes Incentives**

Measure	Qualifications	Customer Incentive	Market Partner Incentive
Central Air Conditioner with Best Practice Installation and Sizing	≥15 SEER Central air conditioner must be installed and sized per program's requirements		\$300
Duct Sealing (Not Direct Install)	Home's primary heat source must be either a ducted heat pump or electric forced air furnace. Existing ducts must be unsealed. Duct sealing must be done per program's requirements		\$300
Duct Sealing (Direct Install)	Home's primary heat source must be either a ducted heat pump or electric forced air furnace. Existing ducts must be unsealed. Duct sealing must be done per program's requirements	\$0	Up to \$500
Electronic Line Voltage Thermostat	<ul style="list-style-type: none"> <li>Must meet Bonneville Power Administration (BPA) specifications. Home's primary heating source must be an electric zonal heating system.</li> </ul>		\$60
Evaporative Coolers - 2,000-3,499 CFM	2,000-3,499 CFM		\$100
Evaporative Coolers – 3,500+ CFM	Minimum 3,500 CFM (must be the primary cooling source)		\$300
Federal Standard Heat Pump Conversion with Best Practice Installation and Sizing	For replacement of existing electric furnace with new federal standard efficiency heat pump. Heat Pump must include Best Practices Installation & Proper Sizing.		\$1,300
9.0+ HSPF Heat Pump Conversion with Best Practice Installation and Sizing	For replacement of existing electric furnace with new high efficiency heat pump. ≥ 9.0 HSPF must include Best Practices Installation & Proper Sizing.		\$2,000

Ductless Heat Pumps	$\geq 9.0$ HSPF	\$1,300	
Heat Pump Commissioning Controls Sizing	Heat Pump must be new and commissioning, controls, and sizing be completed per program requirements	\$250	
Heat Pump Upgrade	$\geq 9.0$ HSPF/14 SEER	\$300	
Insulation – Attic (R-0 to R-22)	$R_{\text{initial}} = 0$ $R_{\text{final}} \geq 22$ Homes' primary heating must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify for the electrically heated incentive.	\$0.50/sf	\$0/sf.
Insulation – Attic (R-11 to R-30)	$R_{\text{initial}} \leq 11$ $R_{\text{final}} \geq 30$ Homes' primary heating must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify for the electrically heated incentive.	\$0.60/sf	\$0/sf.
Insulation – Floor	$R_{\text{initial}} = 0$ $R_{\text{final}} \geq 22$ Home's primary heat source must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify for the electrically heated incentive.	\$0.30/sf	\$0/sf
New ENERGY STAR	Home must be new and have received ENERGY STAR certification.	\$2,000	
New Homes, Eco-rated Homes	Home must be new and have received Eco-rated certification through NEEM.	\$2,200	
Smart Thermostat	Wi-Fi enabled, programmable, online dashboard and/or mobile device app, occupancy sensor	\$50	
Windows	U-factor of 0.25 or lower. Home's primary heat source must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify	\$0.65/sf.	

Notes for manufactured homes table:

- Manufactured homes are eligible for only one duct sealing incentive. The direct install offer may not be combined with the non-direct install offer.
- Duct sealing direct install will be offered on an initiative basis and may not be available for the entire year. See program website for availability information.

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- Incentives for central air conditioner, not-direct install duct sealing, electronic line voltage, evaporative cooler, ductless heat pump, heat pump, and smart thermostat measures apply to downstream and/or mid/upstream. Only one incentive will be provided per unit.
  - Incentives for central air conditioner, not-direct install duct sealing, electronic line voltage, evaporative cooler, ductless heat pump, heat pump, and smart thermostat may be paid to the customer, dealer, manufacturer, and/or trade ally and may be split between customer, dealer, manufacturer, and/or trade ally. The sum of the incentive payments per unit will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.
  - Incentives for new manufactured homes may be paid to customer, dealer/retailer, and/or manufacturer and the available incentive per home and may be split between customer, dealer/retailer, and/or manufacturer. The sum of incentive payments per home will not exceed the amounts listed in the table. The end use customer portion of the incentive will be clearly displayed on the web site with applicable dates. The end use customer portion of the incentive may be changed.
  - See additional installation requirements on program website.
  - Contractors providing the direct install duct sealing services will be reimbursed for actual job costs which may include surcharge for mileage, duct testing, and other job expenses, the total of which may not exceed the incentive. No additional costs will be billed to the customer.
  - Acronyms:
    - NEEM:** Northwest Energy Efficient Manufactured Homes
    - IECC:** International Energy Conservation Code
    - HSPF:** Heating Seasonal Performance Factor
    - R-Value:** Thermal resistance of a material
    - U-Factor:** Inverse of R-value used to measure the amount of heat transmitting through a square foot of material

**Table 8: Multifamily Homes Incentive Table**

Measure	Qualifications	Customer Incentive	Market Partner Incentive
Evaporative Coolers -2,000-3,499 CFM	2,000-3,499 CFM	\$50	
Evaporative Coolers – 3,500+ CFM	Minimum 3,500 CFM (must be the primary cooling source)	\$250	
Ductless Heat Pump	≥ 9.0 HSPF, single-head or multi-head unit Home's previous primary heating source must either have been an electric forced air furnace or a zonal system.	\$1,300	
Electronic Line Voltage Thermostat	Must meet Bonneville Power Administration (BPA) specifications	\$60	
Insulation - Attic	$R_{initial} \leq 19$ $R_{final} \geq 49$ Homes' primary heating must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify for the electrically heated incentive.	\$0.30/sf	\$0/sf.
Insulation – Floor (to R-19)	$R_{initial} = 0$ $R_{final} \geq 19$ Home's primary heat source must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify for the electrically heated incentive.	\$0.20/sf.	\$0/sf
Insulation – Floor (to R-30)	$R_{initial} = 0$ $R_{final} \geq 30$ Home's primary heat source must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify for the electrically heated incentive.	\$0.30/sf.	\$0/sf.
Insulation - Wall	$R_{initial} \leq 0$ $R_{final} \geq 11$ or fill cavity Home's primary heat source must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify for the electrically heated incentive.	\$0.40/sf.	\$0/sf.
Windows	U-factor of 0.25 or lower. Home's primary heat source must be either a heat pump, electric forced air, zonal, or ductless heat pump system to qualify	\$0.65/sf	\$0/sf.

Notes for multifamily homes table:

- Incentives for electronic line voltage and ductless heat pump, heat pump measures apply to downstream and/or mid/upstream. Only one incentive will be provided per unit.
- Incentives for electronic line voltage and ductless heat pump may be paid to the customer, dealer, manufacturer, and/or trade ally and may be split between customer, dealer, manufacturer, and/or trade ally. The sum of the incentive payments per unit will clearly be displayed on the website with applicable dates. The end use portion of the incentive may be changed.
- See additional installation requirements on program website.

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- Acronyms:
    - HSPF:** Heating Seasonal Performance Factor
    - R-Value:** Thermal resistance of a material
    - U-Factor:** Inverse of R-value used to measure the amount of heat transmitting through a square foot of material