



# 2020 Georgia Power Heating & Cooling Program Guidelines

*Effective*

*January 1, 2020 – December 31, 2020*

## **HVAC SALESPERSON / DEALER INCENTIVE PROGRAM**

A \$400 incentive will be paid to the participating HVAC salesperson / dealer who installs a qualifying conversion heat pump in an existing single-family home with electric service provided by Georgia Power. The HVAC dealer may assign the incentive in any one of the following ways:

1. \$400 to the HVAC salesperson or,
2. \$400 to the HVAC dealer/owner or,
3. \$200 to the dealer/owner and \$200 to the salesperson

### **Qualifying Incentive Program Systems**

- The HVAC conversion must be from a fossil fuel heating system to either an electric or hybrid (dual-fuel) heat pump system.
- Equipment Efficiency Standards
  - Unitary Split Heat Pump 14.0 SEER/8.2 HSPF
  - Unitary Package Heat Pump 14.0 SEER/8.0 HSPF
- Multiple mini-split systems replacing a traditional single-zone system qualifies as one system (*e.g., three 1-ton mini-splits replacing one 3-ton traditional split system qualifies as one system/incentive*).
- Qualification for the existing market program for detached single family tear down / rebuild or extensive remodel is determined by the permit type for the specific job. Copy of building permit may be required. New construction permit type does not qualify for 2020 Georgia Power Heating & Cooling Program incentives.

### **Non-Qualifying Incentive Program Systems**

- Add-on heat pumps (new systems installed in previously un-conditioned space)
- Heat pump to heat pump replacements
- Electric resistance to heat pump
- Window unit heat pumps (portable/removable installations)

## ADDITIONAL PROGRAM INFORMATION

### Miscellaneous

- The five top dealers in each sales area (based on quarterly conversion sales) may be eligible for program enhancements during the year (i.e. listed on Georgia Power web site).
- Single family residential customer is defined as a detached home, duplex, a mobile home, a townhome, or an owner-occupied condominium.
- Any HVAC Dealer reaching 200+ qualifying conversions will be considered for a Premiere Partnership Agreement between the Dealer and Georgia Power and may be eligible for potential program enhancements during the year.

### HVAC System & Installer Requirements

- Installer must have current state of Georgia Conditioned Air license.
- Installer is responsible for all HVAC system design and installation.
- Each installation must meet or exceed manufacturer's installation instructions and any applicable federal, state, or local codes.

### Conversion Reporting Procedure

- The conversion of a fossil fuel heating system to either an electric or hybrid heat pump system is completed and system is operational.
- Submit a valid incentive application utilizing the Online Incentive Application Form, or if the online form is not available, submit the "*HVAC DEALER HEAT PUMP CONVERSION INCENTIVE FORM*" (reporting form) to report a completed conversion system installation.
- AHRI Certified Reference Number, AHRI Performance Certificate or equivalent manufacturer's documentation is required for all heat pump incentive payments. The AHRI documentation can be obtained through the equipment distributor or the AHRI Directory. The AHRI Directory may be found at <http://www.ahridirectory.org/ahridirectory>.

### Quality Control Guidelines

- At its discretion, Georgia Power may conduct certain field inspections to verify information on incentive forms prior to payment of incentives.
- At its discretion, Georgia Power will audit certain submitted jobs after the payment of incentives to verify the accuracy of incentive requests.
- At its discretion, Georgia Power will send the HVAC dealer periodic reports of the dealer's activity for review and confirmation by the HVAC dealer of the accuracy of information on activities submitted for incentives.

### Income Tax Reporting

- Incentive recipients may be subject to income tax or rewards information return requirements depending upon the amount of incentives received.

*If you have any questions related to the program in regard to qualifications, guidelines, rewards, installer requirements, and quality control, please contact your Georgia Power Representative.*

## PROGRAM PARTICIPATION TERMS AND CONDITIONS

**Terms and Conditions:** All installations and incentives under the 2020 Georgia Power Heating & Cooling Program (including the Dealer Incentive Program and any program enhancements) are subject to visual verification by Georgia Power. If the field audit discovers the equipment has not been installed, or any other non-conforming condition exists, dealer will be subject to Georgia Power probation policy. **If Georgia Power discovers any discrepancies relating to incentive requests, dealer is responsible for reimbursing Georgia Power for all invalid incentives paid (including amounts paid to the dealer, its employees and customers).** Georgia Power reserves the right to suspend or disqualify dealers or their employees involved in the discrepancies from participation in incentive programs, to impose additional requirements on the dealer or its employees before allowing continued participation in incentive programs, and/or to seek criminal prosecution of alleged wrongdoers. By submitting a qualifying heat pump conversion, applicant acknowledges and agrees that Georgia Power's liability and responsibility in connection with any rebate or incentive program shall be strictly limited to the making of certain rebate or incentive payments to eligible program applicants, and that Georgia Power is not making, will not be providing and specifically disclaims any representations, warranties, covenants or guaranties whatsoever, expressed or implied, in connection with the equipment or the program itself, including, without limitation, those regarding merchantability or fitness. Equipment warranties are strictly manufacturer's warranties, and program applicant shall not make, nor have the right to make, any claims against Georgia Power relating to any such warranty. Georgia Power shall in no way be liable or responsible for any equipment installed or any act or omission of any other entity or individual, including, without limitation, any dealer, technician or other service provider. Georgia Power reserves the right to cancel or modify the 2020 Georgia Power Heating & Cooling Program at any time in its sole discretion.

***I agree to the Terms and Conditions for participating in the 2020 Georgia Power Heating & Cooling Program Guidelines***

\_\_\_\_\_  
Dealer Signature

\_\_\_\_\_  
Title (Owner or Principle only)

\_\_\_\_\_  
Dealer Name (Printed)

\_\_\_\_\_  
Date

Return the signed original of this document (all pages) to your Georgia Power Representative. Please keep a copy of these guidelines for your records.

<b>Company Name</b>	
<b>Address</b>	
<b>Phone #</b>	
<b>Email Address</b>	
<b>Georgia Power Vendor #</b>	
<b>Tax ID #</b> (Current W-9 must be on file)	

**Georgia Power Rep Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_