



2019 Georgia Power Heating & Cooling Program Guidelines

Effective

January 1, 2019 – December 31, 2019

DEALER REBATE PROGRAM

A \$200 rebate will be paid to the participating HVAC 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 rebate in any one of the following ways:

1. \$200 to the HVAC dealer/owner or,
2. \$200 to the HVAC salesperson or,
3. \$100 to the dealer/owner and \$100 to the salesperson

Qualifying Rebate Program Systems

- The HVAC conversion must be from a fossil fuel heating system to either an electric or 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/rebate*).

Non-Qualifying Rebate Program Systems (*Customer may qualify for Home Energy Improvement Program rebates - Call your Georgia Power rep or visit www.georgiapower.com/homeimprovements/*).

- 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)

DEALER REWARDS PROGRAM

The Rewards Program is to be used to cooperatively build partnership with Georgia Power's trade allies through participation in the 2019 Georgia Power Heating and Cooling Program.

- HVAC dealers participating in the 2019 Georgia Power Heating and Cooling Program earn credits and may spend qualifying credits toward options outlined below.
- Unless otherwise specified, rewards may be paid at a maximum of 100 percent of total cost of qualified option.
- An itemized invoice is required for all qualifying reward options.

Georgia Power must approve all program reward requests, and will make the final decision to determine if an expense is eligible, as well as determining the maximum amount eligible for reimbursement prior to reward transaction.

The intent of the Rewards Program credits is to reimburse Dealers for investments made in their business and making their company stronger.

Reward options (not limited to those outlined below, please consult with your Georgia Power rep for details):

- **Industry Education classes** – reimbursement for certified training, continuing education, and industry certifications.
- **Tools** – reimbursement for investment in new tools and devices used to test, maintain, and service heating and cooling equipment.
- **Business Computers and Industry/Business Software** - (i.e. New iPads, laptops, desktops, Intuit QuickBooks, load calculation software, etc.). Upgrades to existing software, software licensing renewal fees or IT support not eligible.
- **Non-qualifying options**
 - Labor
 - Regular operating expenses such as office supplies, employee uniforms, utilities, etc.
 - Monthly billing of leases, land, vehicles, software licensing, data subscriptions or communication devices
 - Job materials such as refrigerants, duct material, and other consumable items
 - Taxes of any kind on purchases or items considered for reimbursement
 - Shipping or freight charges for merchandise purchased
 - Any material or hardware promoting the use of natural gas or propane technologies

Rewards Qualifications for Heat Pump Conversions

Georgia Power will partner with HVAC dealers in a Rewards Program as outlined above. HVAC dealers will qualify for rewards credits based on the five partnership levels below.

Partnership Level	Qualifying Units*	Reward Credits per System
1	25	\$25
2	50	\$50
3	151	\$75
4	300	\$100
5	500 – 750**	\$200

**Only single family existing market heat pump conversions qualify for Rewards program. Rewards credited back to unit 1 once any partnership level is met. Refer to Dealer Rebate Program for qualifying system information.*

***Total qualified unit payout limited to 750 units in 2019*

General Guidelines to qualify for Rewards Program participation

- The trade ally must adhere to the 2019 Georgia Power Heating and Cooling Program Guidelines.
- The Single Family Existing Program Request form must be completed and approved for all reimbursement consideration.
- Georgia Power reserves the right to terminate any party's participation in the Rewards Program at any time for any reason.
- Reward balances are not redeemable for any type of gift card or cash payments.
- Qualifying credits must be earned based on actual sales in the residential single family existing market before they can be redeemed.

Submitting Reward Program reimbursement requests

- Reimbursement is limited to those items outlined in this document. Any reimbursements for items not outlined in this document must be approved in advance.
- To qualify for any reimbursement under the Rewards Program, expenses must occur between January 1, 2019 and December 31, 2019.
- Unused credits expire December 31, 2019 (to assist in timely reimbursement, please make every effort to submit all qualifying units by December 15th).
- The Georgia Power representative must complete a Rewards Program Request form on behalf of the trade ally.

- Georgia Power reserves the right to deny or exclude reimbursement on any expenses deemed inappropriate for Georgia Power business.

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.

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 dual fuel heat pump system is completed and system is operational.
- Submit a valid rebate application utilizing the Online Rebate Application Form, or if the online form is not available, submit the "HVAC DEALER HEAT PUMP CONVERSION REBATE 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 rebate 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 rebate and reward programs forms prior to payment of rebates or rewards reimbursements.
- At its discretion, Georgia Power will audit certain submitted jobs after the payment of rebates or rewards to verify the accuracy of rebate and reward 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 rebates or rewards reimbursements.

Income Tax Reporting

- Rebate and rewards recipients may be subject to income tax or rewards information return requirements depending upon the amount of rebates 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 rebates under the 2019 Georgia Power Heating & Cooling Program (including the Dealer Rebate Program and Dealer Rewards Program) 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 rebate requests, dealer is responsible for reimbursing Georgia Power for all invalid rebates 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 rebate programs, to impose additional requirements on the dealer or its employees before allowing continued participation in rebate 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 2019 Georgia Power Heating & Cooling Program at any time in its sole discretion.

I agree to the Terms and Conditions for participating in the 2019 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.

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

Georgia Power Rep Name: _____ **Phone #:** _____