

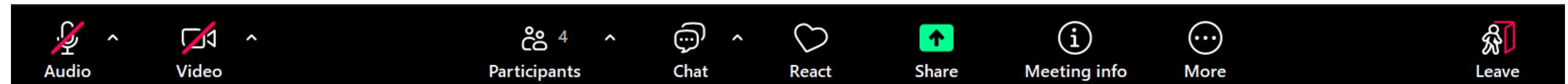


# Clean HEET Program Informational Webinar for Contractors

**Presented by Adam Shapiro, Danny Anderson & Itsel Guzman**

*2/5/2026*

# Webinar Information



## Audio & Video

Currently disabled for all participants during the presentation

## Questions

Please send questions in the chat to host labeled "Questions - ItsEl". We will answer questions at the end of the presentation. You will be able ask questions via audio afterward.

## Resources

Presentation slides are available at [www.baaqmd.gov/WoodSmokeGrant](http://www.baaqmd.gov/WoodSmokeGrant) and the recording will be posted there as well.

## Contact

Need help or have additional questions? Email [woodsmokegrants@baaqmd.gov](mailto:woodsmokegrants@baaqmd.gov)

# Agenda

- Overview of the Air District & Clean HEET Program
- Project types
- Eligibility requirements
- Licensing requirements
- Award amounts & funding structure
- Technical examples
- Required documentation & process overview
- Questions & answers



# About the Bay Area Air District

## **Protecting Air Quality Since 1955**

The Bay Area Air District serves 9 counties and 7 million people across the Bay Area.

## **Our Mission**

The Air District improves air quality to protect public health, reduce historical and current environmental inequities, and mitigate climate change and its impacts.

Offers grants and incentives to:

- Replace older vehicles, buses, off-road equipment, gas-powered lawn and garden equipment, and wood-burning fireplaces and stoves
- Install electric vehicle charging stations
- Support innovative climate technologies



# Clean HEET Mission

**Purpose:** to reduce wintertime wood-smoke pollution and improve air quality by removing and/or replacing wood-burning heaters with electric heat pumps.

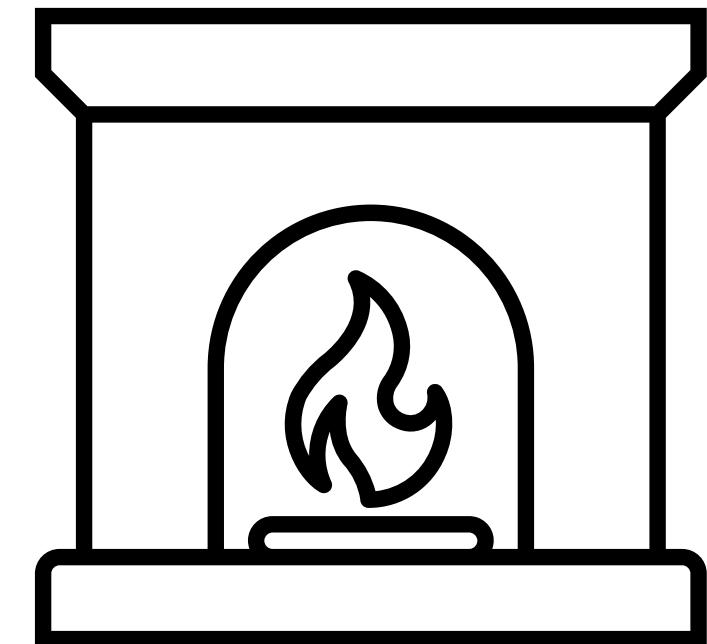
- Grants for qualifying wood and pellet-burning devices with electric heat-pumps or the decommissioning older, uncertified wood-burning devices without installing a heat pump
- Can be combined with other energy efficiency incentive programs
- Primarily funded by EPA Targeted Airshed Grant



# Why This Program Matters

Replacing a wood-burning device with an electric option helps prevent harmful chemicals (like particulate matter) from being emitted into the air!

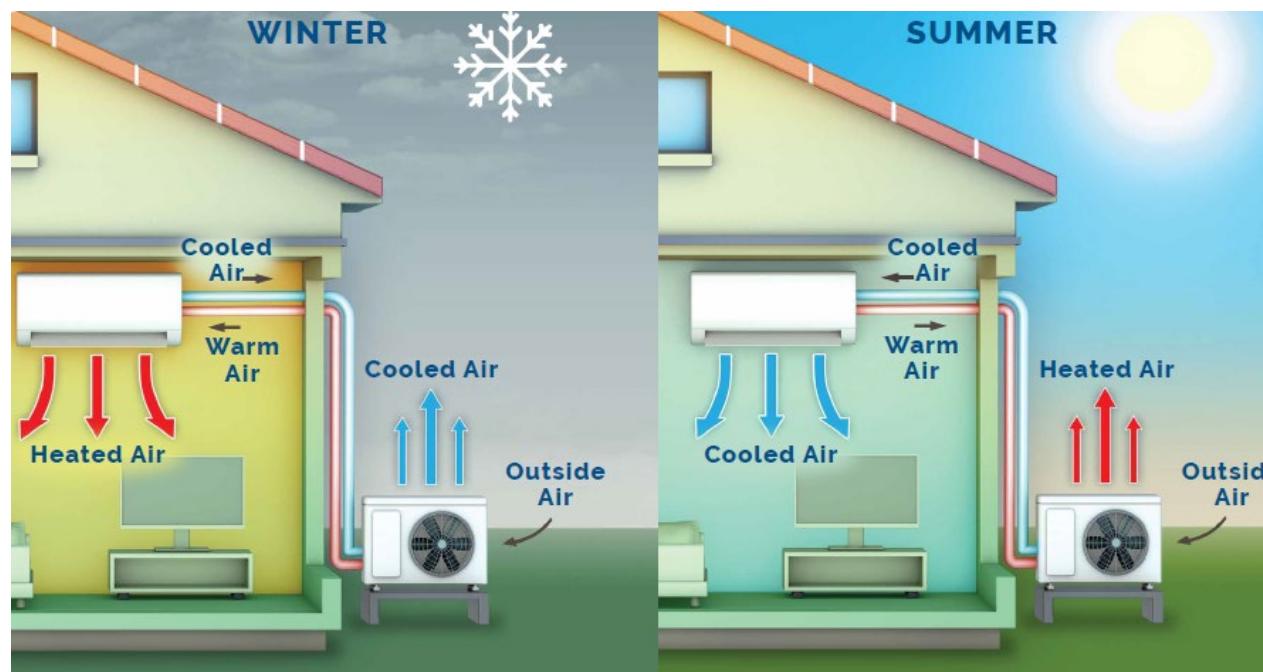
**You can reduce as much particulate matter as removing five diesel school buses with each replacement!**



# What is a Heat Pump?

Heat pumps are energy efficient, all-in-one systems that heat and cool a home by transferring heat rather than creating it.

Powered by electricity, they move heat from indoors to cool the home during the summer and take heat from the outside air and bring it indoors to warm the home in the winter.



# Replacement Projects

## MUST:

- ✓ Remove/decommission wood-burning or pellet-burning devices used as a significant source of heat
- ✓ Install a zero-emission, fully electric heat pump (ducted or ductless)

## MAY NOT:

- ✗ Include existing gas line
- ✗ Keep wood burning device
- ✗ Fund dual fuel devices, electric fireplaces, gas fireplace inserts, air conditioners, portable devices, or other electric heating devices.

# Decommission Projects

## MUST:

- ✓ Remove/decommission older, uncertified wood stove, wood-burning fireplace insert, or open-hearth fireplace
- ✓ Burn wood for heating
- ✓ Be indoors, operational, manufactured before 1988

## MAY NOT:

- ✗ Be an EPA-certified wood-burning device (manufactured after 1988)
- ✗ Be a pellet-burning device
- ✗ Install a new wood-burning device for at least 5 years

# Licensed Contractor Requirements

**All construction, demolition, installation, and electrical work must be performed by a Contractor licensed to do the work performed by the California Contractors State License Board (CSLB).**

Required License Types:

- C-20 (Warm-Air Heating, Ventilating & Air-Conditioning Contractor) for heat pump installation and removal/decommissioning of the wood-burning device.
- B (General Building Contractor) may be used for both replacement and decommission projects.
- C-10 (Electrical Contractor) may be needed if extensive electrical upgrades are needed.
- C-29 (Masonry Contractor) may be needed for projects involving structural work on open-hearth fireplaces or chimney
- Or other license type as required by the CA CSLB

# Eligibility Requirements

## Applicants:

- ✓ Be the legal homeowner
- ✓ Follow Program Requirements, Guidelines, and Terms and Conditions
- ✗ Not be an Air District employee
- ✗ Not have already received funding or started work



## Home:

- ✓ Be within the Air District jurisdiction
- ✓ Have an Assessor Parcel Number (APN)

# Eligibility Requirements

Contractors' role in a Clean HEET Project:

- ✓ Provide an itemized quote with the removal of wood-burning device
- ✓ Wait for customer to receive Notice to Proceed (NTP) before starting work

Before the NTP is issued, the following are **not** allowed:

- ✗ Contract signatures
- ✗ Deposits or payments
- ✗ Purchasing or ordering equipment
- ✗ Physical work started



# Award Amounts for Replacement Projects

Base Funding		
Device	Manufacture Year	Maximum Amount
Free-standing Wood Stove or Insert	2014 and earlier	\$6,500
	2015-2019	\$3,000
Pellet Stove or Insert	2014 and earlier	\$3,000
Open-hearth Fireplace or Free-standing Fireplace	Any	\$6,000
Second Wood-Burning Device	2019 and earlier	+\$3,000
Second Pellet-Burning Device	2014 and earlier	+\$3,000
Decommission-only Projects	<ul style="list-style-type: none"><li>• 1988 and earlier (stove or insert)</li><li>• Fireplaces</li></ul>	\$1,000

# Examples – Replacement Projects



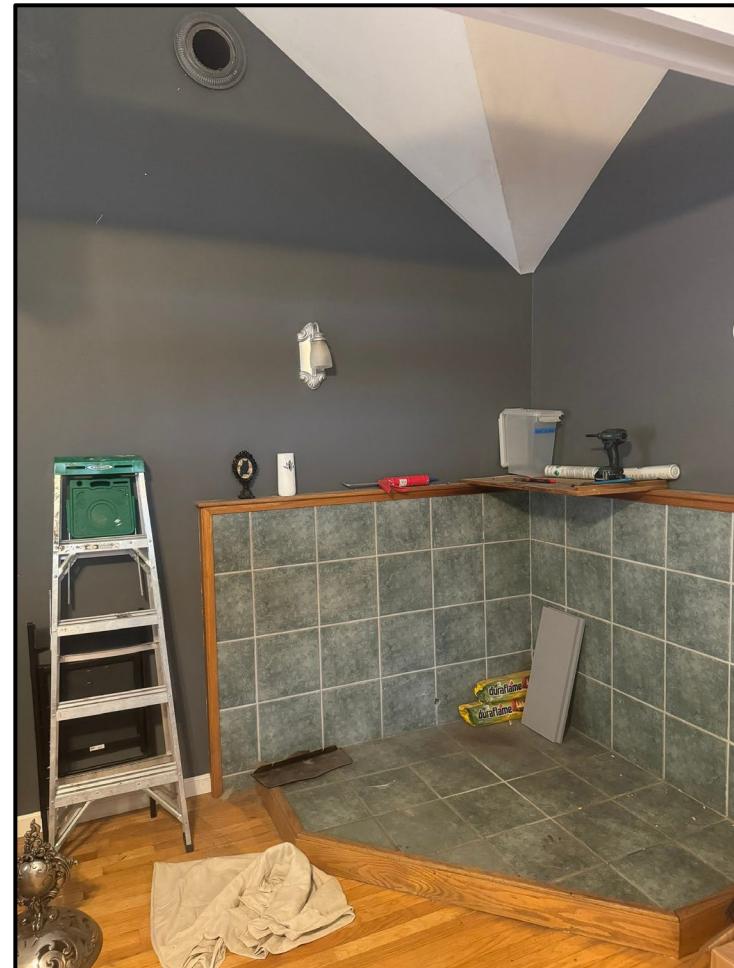
# Examples – Replacement Projects



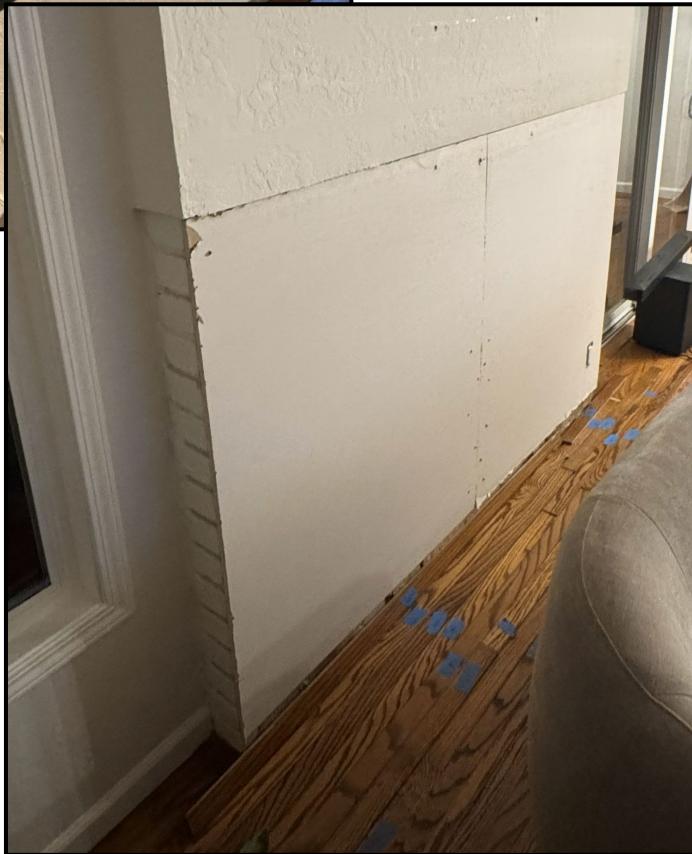
# Examples – Replacement & Decommission Projects



# Examples – Replacement & Decommission Projects



# Examples – Replacement & Decommission Projects



# Examples – Replacement & Decommission Projects



## ESTIMATE

Materials	qty	unit price	amount
Brand X outdoor heat pump unit 4 Zone 19.2 SEER electrical requirements 240 Volt 30 amp dedicated circuit.	1.0	\$8,000.00	\$8,000.00
Install Brand X 36,000 BTU outdoor heat pump unit up to 4 Zones. 19.2 SEER energy efficiency rating. Installation includes all refrigeration line sets, communication wires and PVC drain lines.			
The outdoor heat pump uses inverter technology when cooling or heating your home. Rather than simply turning on and off, the outdoor condenser adjusts output based on temperature demand, resulting in efficient and precise heating and cooling.			
Enjoy Zero Emission Heating & Air Conditioning with Energy Efficient HVAC Solutions!			
Brand X 15K BTU glossy black.	1.0	\$3,000.00	\$3,000.00
Developed to compliment modern interior room decor.			
The EF models are available in three colors, especially chosen to blend in naturally wherever installed. glossy black, Matt silver & glossy white sizes.			
Install new Brand X BTU glossy black in the living room hallway. Refrigerant line sets communication wire and PVC drain line will be installed into the attic and over to the outdoor condenser location.			
If there is a closet behind the hallway wall mounted unit, the refrigerant line set can run into the closet and then up into the attic.			
This way there would only be the indoor unit mounted on the wall and no exposed refrigerant line set.			
Second option would be to mount above the fireplace area and have the refrigerant line set go directly through the wall to the outside.			
The unit has a bigger footprint then the regular MSZ- GL units so the unit would not be able to fit above or in between the windows.			
Brand X 9,000 BTU's Indoor Wall Mounted Unit	1.0	\$2,500.00	\$2,500.00
Install 1 9,000 BTU indoor wall mounted unit in the master bedroom.			
Install includes all refrigeration line sets, communication wires, 3/4" pvc condensate drain, and line set cover.			
Series systems utilize green technologies, and are much more efficient then conventional split systems. Energy savings by using only the energy needed to perfectly cool or heat an area.			
Homeowners never have to sacrifice comfort over worries about high-energy costs.			
Inverter-driven compressor technology			
Zone control for improved comfort and decreased energy usage. 19.7 SEER seasonal energy efficiency rating.			
Building Permit	1.0	\$525.00	\$525.00
Obtain a mechanical building permit with one inspection.			
Refrigerant hers test required by the city building department.	1.0	\$150.00	\$150.00
Demo remove and recycle fireplace.	1.0	\$275.00	\$275.00
Demo remove and recycle fireplace.			
Cap off and seal chimney flue on the roof with sheet metal flashing.			
Subtotal		\$22,400.00	
Tech Clean California Instant Heat Pump Rebate		-\$1,000.00	
Spring Sale		-\$750.00	
<b>Total</b>		<b>\$20,650.00</b>	

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# Itemized Quotes

- Cost of the heat pump equipment, for replacement projects
- Costs directly related to:
  -  Equipment and materials
  -  Installation of heat pump
  -  Obtaining permits
  -  Discounts & other incentives
  -  Decommissioning and disposal of existing wood-burning device

# Itemized Invoices

Invoices should include:

 Equipment and materials

 Installation/labor

 Permitting and testing

 Options and upgrades

 Discounts & other incentives

INVOICE			
Materials	qty	unit price	amount
Brand X 36,000 BTU outdoor heat pump unit 4 Zone 19.2 SEER electrical requirements 240 Volt 30 amp dedicated circuit.	1.0	\$8,000.00	\$8,000.00
<p>Equipment: \$4,000 Labor: \$4,000</p> <p>Install 36,000 BTU outdoor heat pump unit up to 4 Zones. 19.2 SEER energy efficiency rating. Installation includes all refrigeration line sets, communication wires and PVC drain lines. The outdoor heat pump uses inverter technology when cooling or heating your home. Rather than simply turning on and off, the outdoor condenser adjusts output based on temperature demand, resulting in efficient and precise heating and cooling.</p> <p>Enjoy Zero Emission Heating &amp; Air Conditioning with Energy Efficient HVAC Solutions!</p>			
Brand X 15K BTU indoor wall mounted unit.	1.0	\$3,000.00	\$3,000.00
Equipment: \$1,500 Labor: \$1,500			
<p>Install in the living room area. Install Refrigerant line sets communication wires and PVC drain line. Refrigeration line sets will be installed into the crawl space and over to the outdoor condenser location.</p>			
Electrical 240 volt 30 amp dedicated circuit.	1.0	\$1,100.00	\$1,100.00
Materials: \$550 Labor: \$550			
<p>Perform installation of 240 volt 30 amp dedicated circuit. Install 240 volt double pull 30 amp circuit breaker. Install conduit and electrical wiring as needed. Install heat pump safety disconnect and 30 amp fuses.</p>			
Building Permit	1.0	\$525.00	\$525.00
<p>Obtain a mechanical building permit with one inspection.</p>			
Refrigerant hers test required by the city building department.	1.0	\$150.00	\$150.00
<p>Demo, remove, and recycle fireplace.</p>			
Demo remove and recycle fireplace. Cap off and seal chimney flue on the roof with sheet metal flashing. Removal of fireplace completed on July 9, 2024. Recycling completed by: Melvin Scrap Metals (415) 261-1716	1.0	\$275.00	\$275.00
Mini split wall mounted bracket.	1.0	\$475.00	\$475.00
<p>outdoor unit wall bracket. Outdoor unit will be mounted on a wall bracket on the side yard.</p>			

Subtotal	\$22,725.00
Tech Clean California Instant Heat Pump Rebate	-\$1,000.00
Spring Sale 	-\$750.00
<b>Job Total</b>	<b>\$20,975.00</b>
<b>Amount Due</b>	<b>\$0.00</b>

# Contractor Certification Form

Contractors must fill out and sign a Contractor Certification Form after the work is completed

Contractor Certification Form includes:

- Contractor business information and license number
- Location where work was performed
- Type of work performed
- Information on the heat pump installed
- Information on the decommissioning and disposal of the wood-burning device
- Certification that the work was performed by a licensed contractor

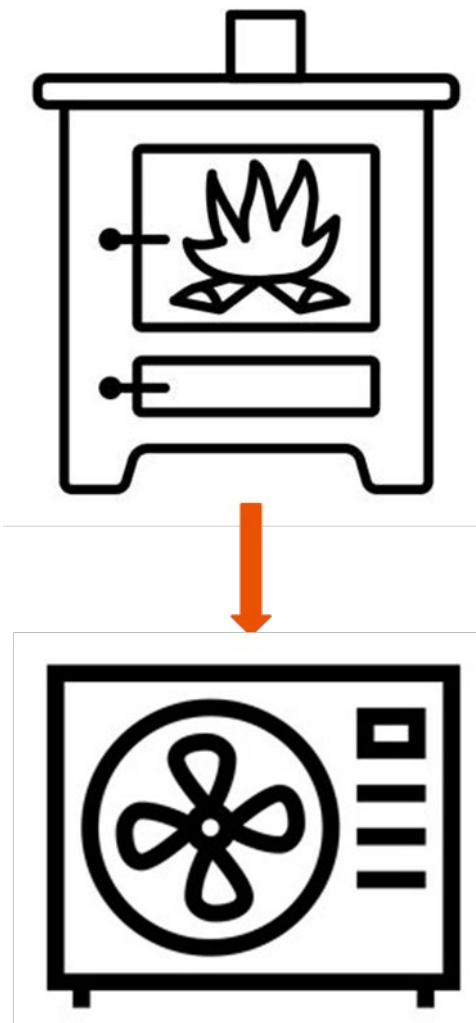
 <b>Clean HEET Program</b>		
<b>CONTRACTOR CERTIFICATION FORM</b>		
CLEAN HEET PROJECT NUMBER: <u>23WS12345</u>		
This form must be completed and signed by each contractor who performed work for the project listed above. The Property Owner must submit a copy of this signed form along with their request for reimbursement.		
<b>PART 1: CONTRACTOR BUSINESS INFORMATION</b>		
Business name: <b>Easy Breezy HVAC Services</b>	Name of contractor(s) who performed work: <b>William Jones</b>	
CA contractor license number: <b>1234567</b>	Mailing address: <b>222 Long Drive</b>	
City: <b>San Francisco</b>	State: <b>CA</b>	ZIP: <b>94114</b>
Phone number: <b>415-555-1234</b>	Email address: <b>easybreezyhvac@gmail.com</b>	
<b>PART 2: PROPERTY WHERE WORK WAS PERFORMED</b>		
Property owner name: <b>Linda Fitzsimmons</b>		
Property address: <b>333 Quiet Court</b>		
City: <b>Oakland</b>	State: <b>CA</b>	ZIP: <b>94501</b>
<b>PART 3: TYPE OF WORK PERFORMED (check all that apply)</b>		
<input checked="" type="checkbox"/> Installation of electric heat pump (also must complete Part 4)		
<input checked="" type="checkbox"/> Decommissioning/disposal of existing wood or pellet-burning device (also must complete Part 5)		
<input checked="" type="checkbox"/> Permanently sealing and/or removing fireplace – required for fireplace insert and open-hearth fireplace projects (also must complete Part 5)		
<input type="checkbox"/> Plumbing	<input checked="" type="checkbox"/> Electrical	<input checked="" type="checkbox"/> Building permit obtained
<input type="checkbox"/> If other, please describe:		
Date work started: <b>July 8, 2025</b>	Date work was completed: <b>July 11, 2025</b>	
Permit Agency Name: <b>City/County of San Francisco</b>	Permit Number: <b>BLD55-01234</b>	Date Permit Issued: <b>July 2, 2025</b>
If no permit was required, please provide reason:		

# Overview – Process

- Customer will contact you for quote
- Notice to Proceed (NTP) required from District before beginning any work
- Building permits
- Install electric heat pump (for replacement projects) and destroy/dispose of wood-burning device
- Complete contractor form
- Send itemized invoice and contractor form to customer
- Deadlines:
  - 45 days from NTP for permit
  - 120 days from NTP for customer to submit paperwork to District

# Project Process – Project Completion Steps

- Heat pump installation, if applicable
- Contractor destroys/disposes of old device at licensed dismantler/recycling facility
  - Decommissions fireplace, if applicable
  - Fills out a *Contractor Certification Form*
- Final permit inspection sign-off
- Compile and submit reimbursement package



# Program Referrals

[www.baaqmd.gov/WoodSmokeGrant](http://www.baaqmd.gov/WoodSmokeGrant)

**Due by: July 14, 2026 - 5PM PDT**

Reminder – no retroactive funding



# Additional Resources and Contact Information

More information is available at [www.baaqmd.gov/WoodSmokeGrant](http://www.baaqmd.gov/WoodSmokeGrant)

Stay informed by signing up to receive program updates on the Clean HEET Program

Contact info:

- Email: [woodsmokegrants@baaqmd.gov](mailto:woodsmokegrants@baaqmd.gov)
- Clean HEET Phone line: (415) 749-5195

# Questions?

To ask a question, please enter your question in the chat or send them to "Questions- Itsel."