Rocky Mountain Power wattsmart Business Program

April 21, 2017
Why *watt*smart Business?

- The program helps influence purchase of energy efficient equipment, with benefits realized for the life of the equipment
  - Incentives help customer with initial investment.
  - Helps keep costs down for customer *and* utility long term.
  - Energy efficiency is a “green” least-cost resource.
  - Good for customer, utility, and environment = Win Win Win!
Which customers can participate?

- Business (non-residential) customers in Rocky Mountain Power service territory.
  - Commercial, Industrial, and Agricultural
  - Rate schedules:
    - 6, 6A, 6B, 8, 9, 9A, 10, 12, 21, 23 and 23B
wattsmart Business Program Offerings:

- Custom Analysis and Incentives
- Typical Incentives
- Energy Management
- Energy Project Manager Co-Funding
- Small Business Direct
- Instant Incentives
## wattsmart Business Incentives Values

<table>
<thead>
<tr>
<th>Measure Type</th>
<th>Incentive Value</th>
<th>Bill Credit Option Eligible</th>
</tr>
</thead>
<tbody>
<tr>
<td>Typical Measure</td>
<td>Schedule 140</td>
<td>Yes</td>
</tr>
<tr>
<td>Custom Measure</td>
<td>$0.15 / kWh</td>
<td>Yes</td>
</tr>
<tr>
<td>Energy Management</td>
<td>$0.02 / kWh</td>
<td>No</td>
</tr>
</tbody>
</table>

*Bill credits available only for eligible customers. No bill credits for NC projects.*
Typical Incentives

• Retrofit or New Construction projects

• Incentives vary by measure:
  • $/unit
  • $/ton
  • $/hp
  • $/fixture

• Post Purchase incentives available

• Lighting considered Typical – but must get pre approval from program prior to purchasing lights.
Custom Measures

• Retrofit or New Construction projects
• Energy Analysis Report is required:
  • Investment grade, vendor-neutral study
  • Funded by Rocky Mountain Power
• Incentive:
  • $0.15/kWh (first year savings)
  • Up to 70% of project cost!
  • Down to a one year simple payback
wattsmart Business Incentives

• Incentive received 45 days after:
  • Project inspection
  • Savings verification (custom projects only)
  • Documentation of costs

• Choose Cash or Bill Credit Option:
  • Cash = Incentive check
  • Bill Credit = Monthly credits on utility bill

*Bill credits only for eligible customers. Project must meet 1-8 year simple payback before incentive. Bill credits not eligible for NC or EM projects.
New Construction Projects Process

• Which measures are included in the project/incentives depends on **when** the customer engages the wattsmart program:

  - Pre-Design
  - Schematic Design
  - Construction Design
  - Post-construction
Pre-Design

• What program does:
  – Educate customers, architects, etc about the program and incentives.

• What is needed from customer:
  – Fill out wattsmart General Application
  – Familiarize themselves with program measures
Schematic Design

• What program does:
  – Preliminary Energy Report
  – Strives to influence inclusion of measures

• What is needed from customer:
  – Access to designs for report
  – Openness to consider new ideas
Construction Design

• What program does:
  – Detailed Energy Report
  – Confirms planned measures

• What is needed from customer:
  – Access to designs for report
  – Sign a wattsmart Incentive Offer Letter, using a completion date of your choosing.
    • Letter LOCKS IN incentive values
Post-construction

• What program does:
  – Final Energy Report
  – Verifies installed measures
    • Helps with Commissioning for energy efficiency if needed

• What is needed from customer:
  – Documentation of material and labor costs
  – Assistance in logging equipment etc if needed
Post Construction

• If program is notified of a project *after* it’s already done:
  – Only Post-Purchase Typical Measures are eligible.
  – NC Lighting would not be eligible.
  – Incentive values are whatever value they are at time of completion (vs. being locked in prior).
  – We could however, help with Retro-Commissioning.
Project Example

- Typical and Custom Measures:

<table>
<thead>
<tr>
<th>Measure Number</th>
<th>CUSTOM MEASURES</th>
<th>kWh Savings, Annual</th>
<th>kW Savings, avg per mo</th>
<th>Cost Savings, Annual</th>
<th>Incremental Installed Cost</th>
<th>Incentive</th>
<th>Payback Before Incentive</th>
<th>Payback After Incentive</th>
<th>Retrofit or New Construction</th>
<th>TRL Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>CM 1</td>
<td>Low Pressure VAV Design</td>
<td>93,167</td>
<td>0</td>
<td>$3,657.00</td>
<td>$105,500.00</td>
<td>$13,975.05</td>
<td>28.8</td>
<td>25.0</td>
<td>NC</td>
<td>11222013-047</td>
</tr>
<tr>
<td></td>
<td></td>
<td>93,167</td>
<td>0</td>
<td>$3,657.00</td>
<td>$105,500.00</td>
<td>$13,975.05</td>
<td>28.8</td>
<td>25.0</td>
<td>NC</td>
<td>11222013-047</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Measure Number</th>
<th>TYPICAL MEASURES</th>
<th>kWh Savings, Annual</th>
<th>kW Savings, avg per mo</th>
<th>Cost Savings, Annual</th>
<th>Incremental Installed Cost</th>
<th>Incentive</th>
<th>Payback Before Incentive</th>
<th>Payback After Incentive</th>
<th>Retrofit or New Construction</th>
<th>TRL Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>TM 1</td>
<td>Premium efficiency lighting</td>
<td>206,834</td>
<td>38</td>
<td>$14,266.00</td>
<td>$45,348.84</td>
<td>$18,492.64</td>
<td>3.2</td>
<td>1.9</td>
<td>NC</td>
<td>02102014-003</td>
</tr>
<tr>
<td>TM 2</td>
<td>HVAC VFD's- Fans &amp; Pumps</td>
<td>205,580</td>
<td>19</td>
<td>$8,069.00</td>
<td>$35,530.00</td>
<td>$12,350.00</td>
<td>4.4</td>
<td>2.9</td>
<td>NC</td>
<td>558</td>
</tr>
<tr>
<td>TM 3</td>
<td>Evaporative cooler</td>
<td>53,215</td>
<td>12</td>
<td>$5,981.00</td>
<td>$19,760.00</td>
<td>$7,982.25</td>
<td>3.3</td>
<td>2.0</td>
<td>NC</td>
<td>906</td>
</tr>
<tr>
<td>TM 4</td>
<td>Efficient Chiller</td>
<td>222,124</td>
<td>19</td>
<td>$10,673.00</td>
<td>$95,900.00</td>
<td>$33,318.60</td>
<td>9.0</td>
<td>5.9</td>
<td>NC</td>
<td>505</td>
</tr>
<tr>
<td>TM 5</td>
<td>Roof insulation</td>
<td>2,310</td>
<td>0</td>
<td>$91.00</td>
<td>$3,393.17</td>
<td>$3,609.75</td>
<td>37.3</td>
<td>-2.4</td>
<td>NC</td>
<td>572</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Project Totals</th>
<th>kWh Savings, Annual</th>
<th>kW Savings, avg per mo</th>
<th>Cost Savings, Annual</th>
<th>Incremental Installed Cost</th>
<th>Incentive</th>
<th>Payback Before Incentive</th>
<th>Payback After Incentive</th>
<th>Percentage of Cost Paid by Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>783,230</td>
<td>69.0</td>
<td>$42,737</td>
<td>$305,432.01</td>
<td>$89,728.29</td>
<td>7.1</td>
<td>5.0</td>
<td>$215,703.72</td>
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</tbody>
</table>
Project Example

- Typical Measures Only:

<table>
<thead>
<tr>
<th>TYPICAL MEASURES</th>
<th>kWh Savings, Annual</th>
<th>kW Savings, avg per mo</th>
<th>Cost Savings, Annual</th>
<th>Measure Installed Cost</th>
<th>Incentive</th>
<th>Payback Before Incentive</th>
<th>Payback After Incentive</th>
<th>Payback After Incentive</th>
<th>Retrofit or Construction</th>
<th>TRL Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roof Insulation</td>
<td>365</td>
<td>0</td>
<td>$14</td>
<td>$536</td>
<td>$570.15</td>
<td>38.3</td>
<td>-2.4</td>
<td>NC</td>
<td>572</td>
<td></td>
</tr>
<tr>
<td>High Efficiency Lighting</td>
<td>28,403</td>
<td>2.5</td>
<td>$1,618</td>
<td>$7,793</td>
<td>$2,108.00</td>
<td>4.8</td>
<td>3.5</td>
<td>NC</td>
<td>02102014.003</td>
<td></td>
</tr>
<tr>
<td>Ground Source Heat Pumps</td>
<td>31,297</td>
<td>15</td>
<td>$4,306</td>
<td>$7,494</td>
<td>$2,525.00</td>
<td>1.7</td>
<td>1.2</td>
<td>NC</td>
<td>540</td>
<td></td>
</tr>
<tr>
<td>Ground Source Closed Loop</td>
<td>9,299</td>
<td>3.6795</td>
<td>$1,119</td>
<td>$46,830</td>
<td>$1,672.50</td>
<td>41.8</td>
<td>40.4</td>
<td>NC</td>
<td>542</td>
<td></td>
</tr>
<tr>
<td>Electronically Commutated Motors</td>
<td>24,608</td>
<td>5.61</td>
<td>$2,111</td>
<td>$3,400</td>
<td>$425.00</td>
<td>1.6</td>
<td>1.4</td>
<td>NC</td>
<td>557</td>
<td></td>
</tr>
<tr>
<td>Cool Roof</td>
<td>3,079</td>
<td>2.14567</td>
<td>$562</td>
<td>$3,265</td>
<td>$932.90</td>
<td>5.8</td>
<td>4.1</td>
<td>NC</td>
<td>561</td>
<td></td>
</tr>
</tbody>
</table>

| Project Totals                          | 97,051              | 28.9                   | $9,730               | $69,317.84             | $8,233.55 | 7.1                      | 6.3                     | $61,084.29                | 11.9%                    |

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**Note:** TRL stands for Technology Readiness Level.
Project Example

- Typical Measure Only, Post-Purchase:
## STEPS for lighting new construction

1. Before you start your project, contact us or a wattsmart Business Vendor and complete a general application (PDF).
2. We provide project pre-qualification. This pre-qualification places your project into the incentive reservation system. If you do not have an incentive reservation, you will not be able to receive an incentive. Be sure you receive pre-qualification **before** you order equipment. You provide a completed W-9 form (PDF) so we (or our program administrator) can prepare a 1099-Misc. (if required) following the incentive payment.
3. Complete your new construction project.
4. Submit project cost documentation including invoices with a breakdown of materials and labor. Then, contact Rocky Mountain Power, a post-installation inspection may be required.
5. Receive incentive check in accordance with the reservation system, which serves applications in the order in which they are received.
How Do I Start?

• Assist your client in *including* energy efficient equipment into the design.

• Assist your client in *obtaining* wattsmart incentives – don’t miss an opportunity!
  – Know the Typical Measures Lists.
  – Learn the wattsmart Lighting Tool and process.
  – Urge them to contact the program, or contact us on their behalf.
Contacts

• Regional Business Manager
  • wattsmart Project Manager

• Website
  • wattsmart.com

• Phone Number
  • 1-800-222-4335

• E-mail
  • energy.expert@rockymountainpower.net
Questions?

wattsmart
Solar Information

http://utahsolarworks.com
Wattsmart Residential

New Homes Program:

http://homeenergysavings.net/homeowner/category/new-homes/in/utah/new-homes?region=utah