

DFCM/SBEEP - Utility Incentive Policy

March 1, 2010

Policy applies to all utility incentive checks/credits received after March 1, 2010; including incentives where applications were submitted prior to policy effective date.

The intent of this policy is to capture and reuse utility incentive funds for additional energy projects in state facilities. This process will also allow DFCM and State Building Energy Efficiency Program (SBEEP) to track the savings associated with the additional energy projects.

Agencies (Including Higher Education)

Energy projects funded from SBEEP Energy Efficiency Fund Grants

Self Direction incentive credits: Agency keeps energy savings & utility bill credits

Utility incentive checks: Agency keeps energy savings, SBEEP energy efficiency fund receives incentive checks to reuse for additional energy projects.

Energy projects funded from Revolving Loan fund

Self Direction incentive credits: Agency keeps energy savings & utility bill credits

Utility incentive checks: Agency keeps energy savings & incentive checks to reuse for additional energy projects or to pay down the loan.

Capitol Improvement/Development Projects

Self Direction incentive credits: Agency keeps energy savings & utility bill credits

Utility incentive checks: Agency keeps energy savings; SBEEP energy efficiency fund receives incentive checks to reuse for additional energy projects.

* If agency/donor has contributed funds for project then incentives are pro-rated based on percentage of funding.

* If bonds are used the following applies: Revenue Bonds – Incentive checks must be used to pay back bond. General Obligation Bonds – Incentive checks will come back to SBEEP energy efficiency fund to reuse for additional energy projects.

* When a signed incentive agreement from the Utility is received, incentive funds can be used to pay for additional energy measures for that project. The project can actually exceed budget up to the incentive amount and when the incentive is received it will be applied to the project. This applies if there no changes in design or construction which reduces the energy efficiency of the building after the Utility incentive agreement has been signed. Incentive checks will first come to SBEEP and upon approval by SBEEP & DFCM Management be applied to the project.

* *Agencies must submit application to SBEEP to use incentive funds. Use of funds to be tracked and reported to SBEEP.*

* *SBEEP will manage the incentive process and approve additional energy projects*

Agencies with Internal Energy Efficiency Funding Program*

All incentives will stay with the agency to be used only for additional energy projects.

Semi-annual reporting to SBEEP is required on use of all utility incentive funds including cost/savings for additional energy projects. SBEEP will report to Building Board on a semi-annual basis.

* SBEEP must approve internal funding program



Rocky Mountain Power
Energy Efficiency Programs for
DFCM's Utility Incentive
Training/Worshop
April, 13th, 2010



What I'm going to talk about...

- ▶ Program offerings
- ▶ Energy Service Companies and our energy efficiency programs
- ▶ What works well
- ▶ Contacts
- ▶ Questions?

First things, Why Incentives?

- ▶ It's a key part of Rocky Mountains Integrated Resource Plan
- ▶ These are Utility Commission Approved programs
- ▶ This is a least cost resource to the customer
- ▶ Paid for under the Customer Efficiency Service Charge – approximately 4.6%
- ▶ Incentives/ Not rebates.
- ▶ This is your money!

Energy efficiency programs

- ▶ Rocky Mountain Power has three main programs to help customers save energy and money.
 - ▶▶ FinAnswer Express
 - ▶▶ Energy FinAnswer
 - ▶▶ Self-Direction Credit

FinAnswer Express

- ▶ Retrofit or new construction projects – any size facility
 - ▶▶ Customers considering equipment upgrades only
 - ▶▶ Prescriptive incentive based upon \$/HP, \$/ton, \$/fixture
 - ▶▶ Streamlined customer participation procedures
 - ✓ Access the program via Energy Efficiency Alliance vendors or Rocky Mountain Power
 - ✓ Post Purchase incentives available for:
 - New construction lighting
 - Motors, HVAC (RTUs), Chillers, VSD on HVAC equipment, cool roofs.
 - » Motor incentives for NEMA premium motors goes away after December , 2010



Express Measures (prescriptive)

- ▶ Lighting (retrofit needs pre-inspection)
- ▶ HVAC
 - ▶ PTAC's, RTU's, Heat Pump Water source, Evap cooling.)
- ▶ VFD on HVAC
- ▶ Chillers
- ▶ Solid Door Refrigerator & Freezer
- ▶ Cool Roof
- ▶ Plug Load Occupancy Sensor
- ▶ Vending Machine occupancy sensor

FinAnswer Express Steps

- ▶ Example Simple - Lighting retrofit throughout 18,000 SF office building
 - ▶▶ Premium T8s replaced T12s, Lighting Emitting Diode (LED) exit signs replaced incandescent, occupancy sensors added
- ▶ Steps
 - ▶▶ Sign Letter of Intent
 - ▶▶ Call for a pre-inspection (takes about 1 to 2 weeks depending on capacity)
 - ▶▶ Sign Incentive agreement
 - ▶▶ Install equipment meeting programs minimum efficiency levels
 - ▶▶ Call Rocky Mountain Power for a post inspection
 - ▶▶ Provide copies of final invoices
 - ▶▶ Customer will receive a check within 30 to 40 days.

FinAnswer Express Steps....cont

- ▶ Example Complex - New construction project for DMV. Building was 23,000 sq. ft. non complex commercial building with handful of energy efficiency measures.
- ▶ In this case it made sense to go Express (size, types of measures). No extra commissioning costs and no extra energy analysis needed
- ▶ Steps
 - ▶▶ Sign Letter of Intent
 - ▶▶ Rocky Mountain Power's consultant performs a preliminary design review which identifies the Express measures (path is confirmed)
 - ▶▶ Consultant then completes detailed spreadsheet calculations on savings and costs.
 - ▶▶ Sign Incentive agreements
 - ▶▶ Install and complete construction.
 - ▶▶ Call Rocky Mountain Power for a post inspection
 - ▶▶ Provide copies of final invoices
 - ▶▶ Customer will receive a check within 30 to 40 days.



Sample Letter of Intent

Please fax to (503) 813-5230

Attn: _____



LETTER OF INTENT

This Agreement, dated as of _____ is between:

Rocky Mountain Power
825 NE Multnomah Blvd., Suite 600
Portland, OR 97232
Attn: Energy FinAnswer/FinAnswer Express

And

Customer:

Contact person: _____ Phone: _____

Rocky Mountain Power account #: _____ Email: _____

1. Energy Analysis. Rocky Mountain Power will conduct, without charge to Customer, an energy analysis to determine potential energy savings available from the installation of Energy Efficiency Measures in Customer's Facility known as _____ located at _____ Rocky Mountain Power and Customer will work cooperatively and in good faith to determine the scope, content, and product of the energy analysis and to facilitate its performance. Should Rocky Mountain Power and Customer fail to reach agreement on any aspect of the energy analysis, Rocky Mountain Power, in its sole discretion, will decide such issues.
2. Customer's Approval of Energy Specialist. Rocky Mountain Power will, at Customer's request, submit to Customer for approval the names, addresses, and resumes of any outside energy specialists that Rocky Mountain Power intends to use to perform the energy analysis. The use of such persons in connection with the energy analysis will then be subject to the approval of Customer.
3. Confidential Information. In consideration for the receipt of any Confidential Information from Customer, Rocky Mountain Power agrees to keep such information strictly confidential and not to disclose it to any third party.
 - 3.1 Confidential Information shall mean business plans of Customer or operating data related to the Customer's Facility, disclosed to Rocky Mountain Power during the course of the energy



Copy of Invoice

CONTINUATION SHEET

AIA DOCUMENT G703 (Instructions on reverse side) PAGE OF PAGES

AIA Document G702, APPLICATION AND CERTIFICATE FOR PAYMENT, containing Contractor's signed Certification is attached.
 In tabulations below, amounts are stated to the nearest dollar.
 Use Column I on Contracts where variable retainage for line items may apply.

APPLICATION NUMBER: 5
 APPLICATION DATE: 05/25/06
 PERIOD TO: 05/31/06
 ARCHITECT'S PROJECT NO: 5238660

A ITEM NO.	B DESCRIPTION OF WORK	C SCHEDULED VALUE	D WORK COMPLETED		F MATERIALS PRESENTLY STORED (NOT IN D OR E)	G TOTAL COMPLETED AND STORED TO DATE (D+E+F)		H BALANCE TO FINISH (C-G)	I RETAINAGE
			FROM PREVIOUS APPLICATION (D+E)	THIS PERIOD		% (G ÷ C)			
1	Bond	\$8,500.00	\$8,500.00			\$8,500.00	100%	0.00	0.00
2	Material	\$29,200.00	\$2,900.00			\$29,200.00	100%	0.00	0.00
3	Chiller/Pumps	\$189,500.00	\$189,500.00			\$189,500.00	100%	0.00	0.00
4	Labor Plumb/Mech	\$31,400.00	\$31,400.00			\$31,400.00	100%	0.00	0.00
5	Equipment/Fuel	\$2,300.00	\$2,300.00			\$2,300.00	100%	0.00	0.00
6	Demolition	\$8,700.00	\$8,700.00			\$8,700.00	100%	0.00	0.00
7	Exc & Repairs	\$8,800.00	\$8,800.00			\$8,800.00	100%	0.00	0.00
8	Elec Equip/Mat	\$35,600.00	\$35,600.00			\$35,600.00	100%	0.00	0.00
9	Electrical Labor	\$16,400.00	\$16,400.00			\$16,400.00	100%	0.00	0.00
10	Masonry Mat/Equip	\$20,400.00	\$20,400.00			\$20,400.00	100%	0.00	0.00
11	Masonry Labor	\$13,000.00	\$13,000.00			\$13,000.00	100%	0.00	0.00
12	Concrete/Rebar	\$8,800.00	\$8,800.00			\$8,800.00	100%	0.00	0.00
13	S M Mat/Equip	\$6,100.00	\$6,100.00			\$6,100.00	100%	0.00	0.00
14	Sheet Metal Labor	\$5,550.00	\$5,550.00			\$5,550.00	100%	0.00	0.00
15	Controls	\$51,200.00	\$51,200.00			\$51,200.00	100%	0.00	0.00
16	Insulation	\$3,500.00	\$3,500.00			\$3,500.00	100%	0.00	0.00
17	Water Treatment	\$1,850.00	\$1,850.00			\$1,850.00	100%	0.00	0.00
18	Struc Steel/Deck	\$14,100.00	\$14,100.00			\$14,100.00	100%	0.00	0.00
19	Roofing	\$10,700.00	\$10,700.00			\$10,700.00	100%	0.00	0.00
20	Paint/Curb/Roof Hatch	\$9,200.00	\$9,200.00			\$9,200.00	100%	0.00	0.00
21	Change Order #01	\$12,687.00	\$12,687.00			\$12,687.00	100%	0.00	0.00
22	Change Order #02	\$835.00	\$835.00			\$835.00	100%	0.00	0.00
23	Change Order #03	\$1,438.00	\$1,438.00			\$1,438.00	100%	0.00	0.00
24	Change Order #04	\$667.00	\$667.00			\$667.00	100%	0.00	0.00
25	Change Order #05	\$1,985.00	\$1,985.00			\$1,985.00	100%	0.00	0.00
26	Change Order #06	\$1,136.00		\$1,136.00		\$1,136.00	100%	0.00	0.00
		\$493,548.00	\$466,112.00	\$1,136.00	\$0.00	\$493,548.00	100%	\$0.00	\$0.00

AIA DOCUMENT G703 • APPLICATION AND CERTIFICATE FOR PAYMENT • MAY 1983 EDITION • AIA® • © 1983 THE AMERICAN INSTITUTE OF ARCHITECTS, 1735 NEW YORK AVENUE, N.W., WASHINGTON, D.C. 20006

G703-1983

More complex Express projects

- ▶ If there are no deemed measures – we can evaluate using custom calculations.
- ▶ Give us contact for design team and send in Letter of intent
- ▶ Rocky Mountain Power will integrate with the design team.
- ▶ Leave enough time before it is necessary to purchase equipment.

Finanswer Express Post purchase

- ▶ Primarily under 20,000 sq. ft. retro and some new construction
- ▶ For prescriptive measures that don't need a preliminary incentive agreement (i.e. Motors and HVAC equipment)
- ▶ Go to web site and print post purchase application.
- ▶ Send in with copies of invoices.
- ▶ Customer received check within 30 to 45 days.

Energy FinAnswer

- ▶ For comprehensive projects – new and retrofit (Retrofit Commercial buildings must be over 20,000 sq. ft.)
 - ▶▶ Project specific calculations of energy savings from baseline
- ▶ Energy Analysis
 - ▶▶ Energy engineering by specialized firms – funded by Rocky Mountain Power
 - ▶▶ Identification of highest priority for improved efficiency
 - ▶▶ Also includes commissioning guidelines
- ▶ Incentive
 - ▶▶ \$0.12/kWh first year annual savings + \$50/kW for average kW reduction
 - ✓ Up to 50% of project cost
 - ✓ And not below one year simple payback
 - ▶▶ Some measures require commissioning for the full incentive
 - ▶▶ Pre-approval required (sign agreement before you buy!)

Energy FinAnswer New Construction Project Steps

- ▶ Send Rocky Mountain Power a Letter of Intent.
- ▶ Have design team lead contact me for an initial design meeting.
- ▶ Rocky Mountain Power will integrate with design team and determine level of analysis.
- ▶ A detailed analysis report will be delivered to the customer with energy savings and incentives identified.
- ▶ Commissioning is required for the full incentive. Customer may opt-out of commissioning and the incentive and costs will be reduced by 20% based on final inspected equipment.

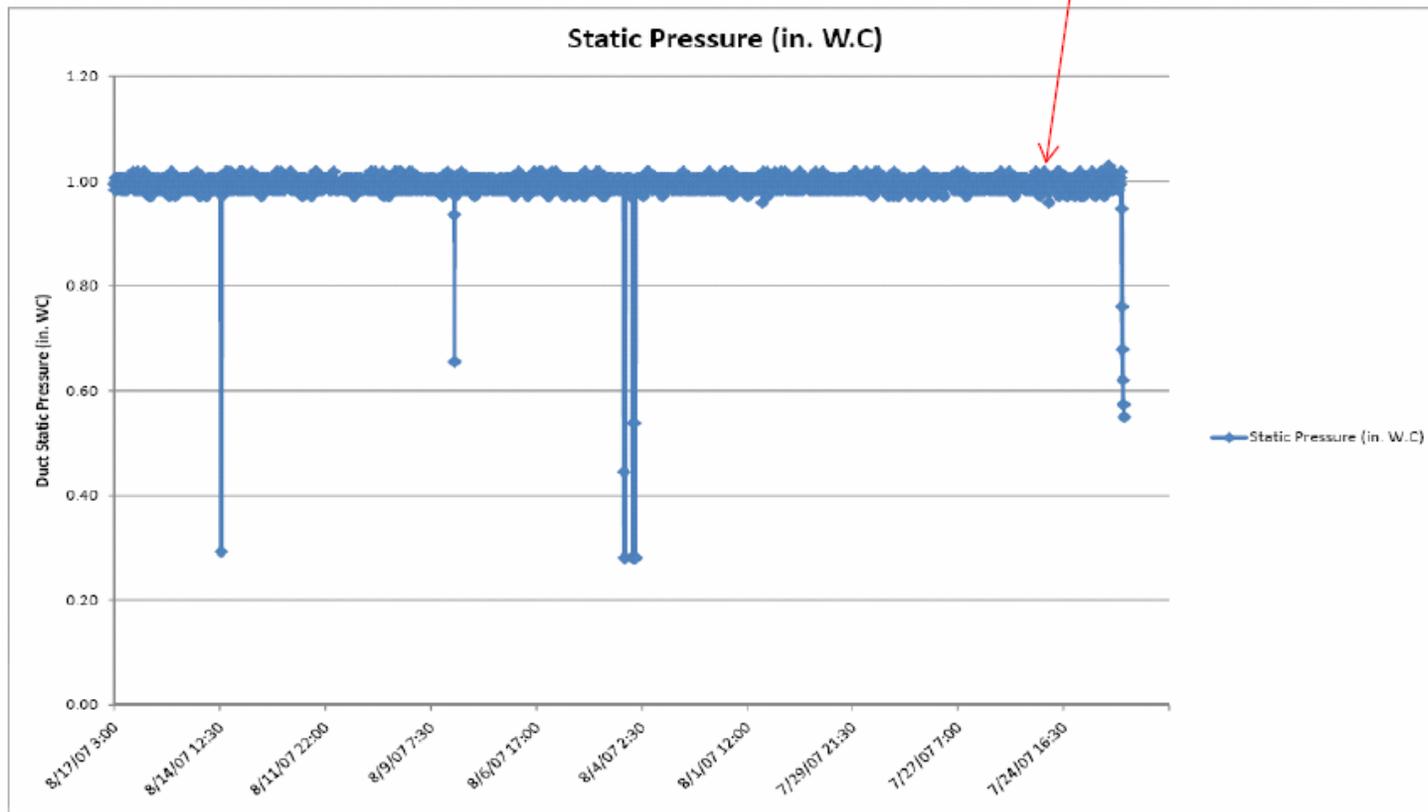


Energy FinAnswer – Commissioning

- ▶ FinAnswer provides commissioning plan in the Energy Analysis report.
 - ▶▶ Not all equipment requires commissioning (lighting not, day lighting yes.)
 - ▶▶ Commissioning typically requires trend data (15 minute interval data from the energy management system or independent data logging equipment)
 - ▶▶ Typically 4 weeks of trend data is required.
 - ▶▶ On new construction – make sure your commissioning agent gets a set of commissioning requirements early.
 - ▶▶ Customer pays of commissioning.

Example Commissioning Data/Graph

Trend Data shows Duct Static Pressure for an AHU Supply Fan.
Fan operates at a constant speed 24/7
Fan operates continuously even when the building is unoccupied



Self-Direction Credit

- ▶▶ For large customers only
 - ✓ 1000 kW or 5,000,000 kWh in prior 12 months
 - ✓ Can aggregate meters under common ownership to meet usage requirements
- ▶▶ Customer funds energy study
- ▶▶ Eligible projects are within 1-5 year simple payback
 - ✓ Project level cost effective analysis required if payback > 5 years
- ▶▶ Approved projects generate credits that may be used to offset the *Customer Efficiency Services Charge (CESC)* portion of the utility bill.
- ▶▶ Credits based on 80% of eligible project cost may be used to offset 100% of the CESC
- ▶▶ CESC is approximately 4.6% monthly.

When to use Self-Direct

- ▶ Customer already purchased the equipment
- ▶ Customer has not offset his current customer efficiency service charge.
- ▶ Large simple lighting projects are usually good self direct projects because the engineering analysis is minimal.

ThermWise® Rebate Programs

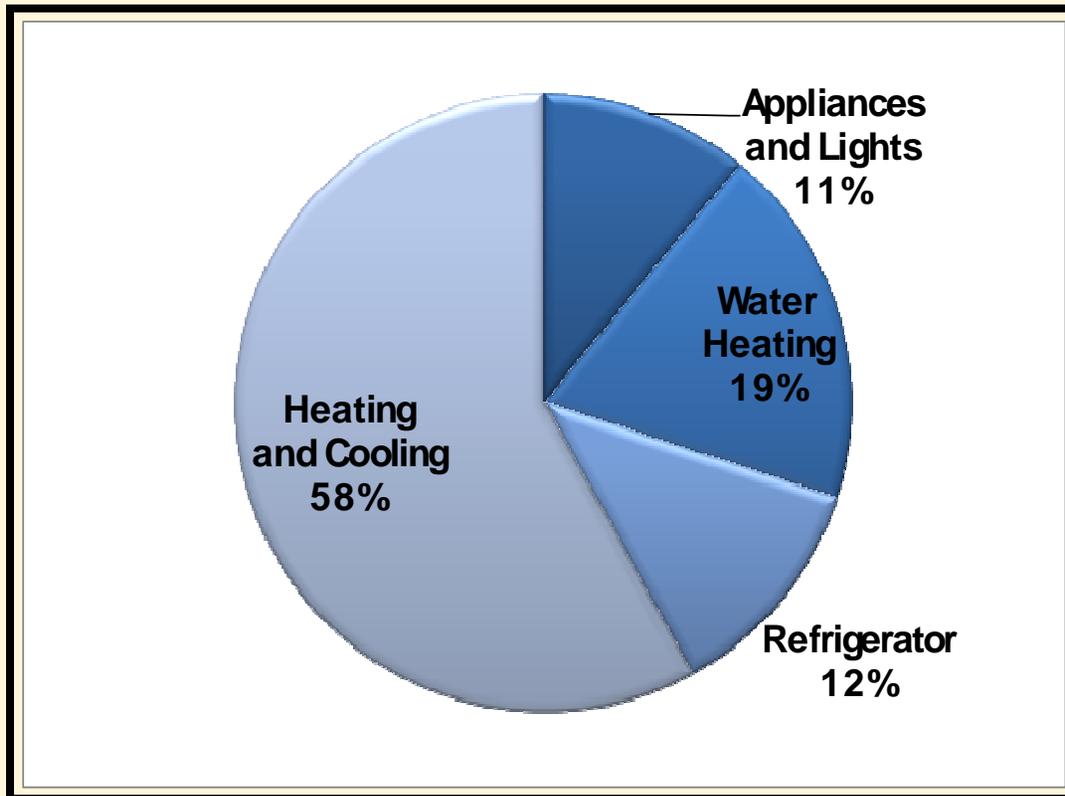


Introducing: ThermWise®

For Business
Customers



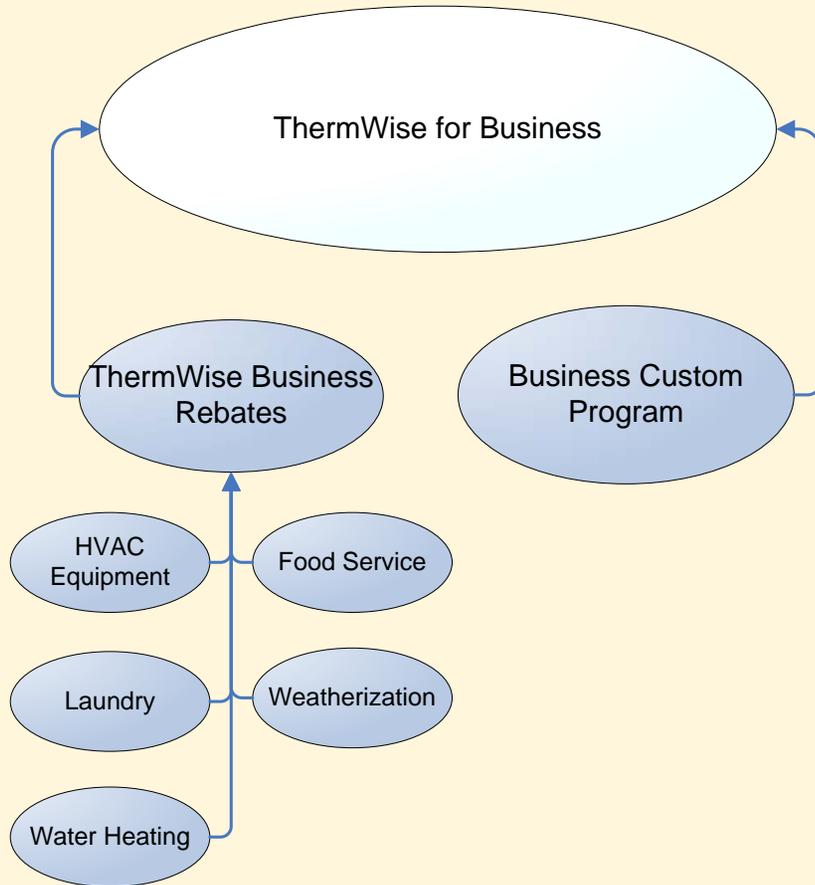
Saving Energy at Work



Savings Potential

- HVAC (Boilers)
- Water Heating
- Appliances
- Weatherization
- Food Service
- Processes

ThermWise® Business Rebates



- **Commercial General Service**
- **New or Existing Customer**
- **Prescriptive rebates**
 - Common measures
 - \$'s per Btu
 - \$'s per measure
 - \$'s per sq. ft. insulated
- **Custom rebates**
 - Pre and Post analysis
 - Produce verifiable savings
 - Lesser of \$1.00 per therm saved for first year or 50% of project cost



ThermWise HVAC Equipment

Equipment	Equipment Size Category	Required Efficiency	Rebate (\$/unit)
High-Efficiency Gas Furnace	< 300,000 Btu/hr	=> 90% AFUE	\$200
	< 300,000 Btu/hr	=> 92% AFUE	\$300
	< 300,000 Btu/hr	=> 94% AFUE	\$400
High-Efficiency Gas Unit Heater	< 300,000 Btu/hr	=> 82% Thermal Efficiency <= 90%	\$1.25/kBtu
	< 300,000 Btu/hr	>= 90% Thermal Efficiency	\$6.00/kBtu
Infrared-Heating System	N/A.	Replacing existing natural gas non-infrared systems only	\$5.00/kBtu



ThermWise Water Heating Equipment

Equipment	Equipment Size Category	Required Efficiency	Rebate (\$/unit)
High-Efficiency Storage Gas Water Heater	≤ 75,000 Btu/hr	≥ 0.62 EF	\$50
	≤ 75,000 Btu/hr	≥ 0.67 EF	\$100
	> 75,000 Btu/hr	≥ 82% Thermal Efficiency	\$2.00/kBtu
High-Efficiency Tankless Gas Water Heater	< 200,000 Btu/hr	≥ 0.82EF	\$2.00/kBtu
	≥ 200,000 Btu/hr	≥ 82% Thermal Efficiency	\$2.00/kBtu
Gas Boilers (hot water)	< 300,000 Btu/hr	≥ 85% AFUE	\$2.00/kBtu
	≥ 300,000 Btu/hr	≥ 90% Thermal Efficiency	\$3.25/kBtu



Commercial Rebate Example

Incentive Program	Equipment	Required Efficiency	Rebate (\$/unit)	Quantity	Total
Questar Gas ThermWise	High-Efficiency Tankless Water Heater	≥.82% Thermal Eff.	\$2.00/kBtu	2	\$800
Questar Gas ThermWise	Gas Boiler	≥90% Thermal Eff.	\$3.25/kBtu	2	\$13,000
Rocky Mountain Power FinAnswer Express	Chiller	Must exceed min. by code	\$0.12/kWh + \$50/kW	1	\$5,800
Rocky Mountain Power FinAnswer Express	Variable Frequency Drives	N/A	\$65/horsepower	15hp	\$975
				Total:	\$ 20,575



Customer Rebate Application Process

1. Purchase and install a qualified energy-saving measure.
2. Confirm quality installation, as-installed square footage
3. Fully complete rebate application found on program Web site
4. Attach copy of a Questar bill
5. Attach invoice with required information
6. Mail application to address on application



ThermWise.com
If you conserve, you can save.*

UTAH

ThermWise® Business Rebates Program
Application

Application Instructions

IMPORTANT: Please read this application carefully. It is the applicant's responsibility to complete the application and submit it with the required supporting documentation. Rebates are only available for Questar Gas® General Service (GS) business customers, where measures are installed prior to requesting a rebate. Application must be signed by customer holding Questar Gas account. Please allow approximately eight weeks from receipt of complete application for rebate processing. Rebates will not be paid for ineligible or incomplete applications. Please refer to the Terms and Conditions section at the end of this form for more detailed information.

1. **Purchase and install** a qualified product. To find out what products and services qualify, visit ThermWise.com or obtain a program brochure from your equipment dealer.
2. **Complete** all the information requested on this rebate application.
3. **Review and sign** the Acceptance of Terms below.
4. **Include a copy** of your most recent Questar Gas monthly bill to expedite the application processing time.
5. **Include sales receipt** or invoice that includes all of the following information:
 - Retailer/Contractor name, address and phone number
 - Itemized listing of quantity, size, description, manufacturer, model number and other identifying information as appropriate
 - Purchase date and cost
 - Product installation date
 - Efficiency requirements documentation
6. **Mail** the completed signed application with all supporting documents to the address below.

Account and Customer Information

Account number* _____ Service-agreement number* _____

*Account and service-agreement numbers are located on your gas bill. Applications cannot be processed without both. See example below. If you need information about your Questar Gas Account, please call the Questar Account Information Department at 800-323-5517.

Customer account name _____ Phone () _____

Installation address _____ City _____ State _____ Zip _____

Mailing address _____ City _____ State _____ Zip _____

E-mail address _____ Contact Name _____

I would like to receive your e-newsletter and periodic Program updates.

Account information

The customer (B) account number and (C) service-agreement number can be found on the Questar Gas monthly statement.

Account Summary as of January 11, 2007	
Previous Balance Due	\$118.87
Current Charges - Gas Service	\$ 110.87
Total Amount Due Upon Receipt	\$ 229.74
<small>10 months allowed (10% monthly) payment between 01/11/07 and 01/10/08</small>	
Service from 12/15/2006 - 1/11/2007	
Change in Gas Used (vs. last period) (279.5 (8.3 (30%))	161.57
Basic Service Fee (Flat)	2.00
Utah Sales Tax (2.85%)	4.10
Current Gas Bill	170.97

Acceptance of Terms

I hereby certify that all information is accurate, including claims of customer and equipment information. I have read all terms and conditions and acknowledge that Questar Gas may verify all information provided.

Customer signature _____ Date _____

Mail the completed application to:
ThermWise Business Rebates • P.O. Box 45360 • Salt Lake City, UT 84145-0360
800-567-3460 • ThermWise.com

Form UT Business 0210 AP

Please allow approximately 8 weeks from receipt of complete application for your rebate check to arrive.

Page 1 of 4



ThermWise® Custom Rebates

Available to Business Customers who have energy efficiency opportunities that are not included in the Business Rebates Program.

Qualifying Measures

- Heat-recovery Installations
- Solar Water Heating
- Retro-commissioning Projects
- Control System Upgrades
- Process Equipment Insulation Improvements



ThermWise® Custom Rebates

- Customer Eligibility
 - Questar Gas customers in Utah on GS Rate Schedule
- Qualifying Measures
 - Any measure that produces verifiable gas reduction
 - Minimum useful life of 7 years
- Energy Analysis
 - Energy engineering and commissioning must be completed and paid for by customer
- Rebate Structure
 - \$1.00/therm saved during the first year, or
 - 50% of eligible project cost
 - Commissioning required to receive full rebate



Applying for ThermWise® Business Custom Rebates

1. Review Program Manual
2. Complete Energy Analysis
3. Submit Pre-Installation Report
- 4. Receive Pre-approval**
5. Install and Commission project
6. Submit Post-Installation Report
7. Receive Post-approval
8. Receive rebate in the form of a check

ThermWise Business Custom Rebates
Program Manual

QUESTAR
Gas

May 1, 2008



Example Project

Bare steam pipes (200-250°F) covered with flexible insulation



Insulation Project Results

- 510 sq. ft. of pipe and fittings insulated
- Energy Savings – 915 Dth/yr
- Custom Rebate: **\$6,356** (50% of project cost)
- Simple Payback after Rebate: 0.93 yrs



More on Custom Rebates ...

1. Customer must be a Commercial GS rate schedule to qualify
2. **Pre-Approval is required (allow 30 day review period)**
3. Customers can participate in multiple programs, but not on the same measure.
4. Measures eligible for rebates through the Business Program **are not eligible** to receive rebates through the Custom Program.
5. **Customer** assumes cost of energy analysis & commissioning
 1. **Customer** may apply for limited technical assistance funding to defray analysis costs
6. **Customer** is primary point of contact for Questar Gas
7. Engineering analysis standards and expectations must meet Questar Gas' requirements. Baselines, commissioning requirements, savings analysis are subject to approval by Questar Gas



For More Information...

- Business Rebates:
 - Questar Account Manager
 - Business Hotline (**1-800-567-3460 ext. 2**)
 - Energy Efficiency Alliance Members
 - Business@ThermWise.com
- Custom Rebates:
 - Questar Account Manager
 - Program Administrator (**801-639-5606**)
 - Business@ThermWise.com

Rebate Listings, Alliance Members, Applications available at:

www.ThermWise.com



ThermWise® Rebate Programs

Multifamily/Commercial Contacts

Program Manager: Blake Smith
Direct: 1-801-324-2750
E-mail: blake.smith@questar.com

Custom Rebates Program Administrator: Bryan Haney
Direct: 1-801-639-5606
E-mail: bhaney@nexant.com





ESCO Portion

Energy service companies and our energy efficiency programs

What we see energy services companies doing

- ▶ Taking a big picture approach
- ▶ Including all fuels (more than electric)
- ▶ Analyzing operations and maintenance savings
- ▶ Providing financing and risk mitigation (guarantees)
- ▶ Providing turn key solutions that include engineering, design, procurement, installation, construction and project management

Energy service company and program common ground

- ▶ Common customer
- ▶ Shared interest in facilitating energy savings projects at customer site
- ▶ Both have engineering capability
- ▶ Provide and receive incentives for electric savings



What works well....

- ▶ Involve us early
- ▶ All parties understand our electric energy efficiency program is sub-set of the larger project.
- ▶ Understand Rocky Mountain Power has an electric savings mission and filed tariffs to govern program delivery. To meet that mission, Rocky Mountain Power has to
 - ▶▶ Provide or approve the electric energy savings engineering calculations, including baseline determination used in the incentive calculation. We own program savings
 - ▶▶ Define commissioning requirements for purposes of receiving a Rocky Mountain Power incentive
 - ▶▶ Include only the costs attributable to the electric energy savings portion of the project in the incentive calculation
 - ▶▶ Provide the incentive offer via a written agreement to the customer (the incentive can be assigned) prior to equipment purchases.
 - ▶▶ Incentive paid is based final commissioned electric savings and approved costs

What works well....

- ▶ When everyone understands the bigger project may use baselines, electric savings calculations, commissioning requirements and costs that are different than those used by Rocky Mountain Power.
- ▶ Recognize lead times for Rocky Mountain Power energy analysis may be six to eight weeks.
- ▶ Realize the post installation inspection (including review of the commissioning data and compilation of approved costs) may also take six or eight weeks.
- ▶ Continued involvement and communications during the project so we can close out on your schedule and be there with the incentive dollars!

Review

- ▶ Communicate and get us involved early.
- ▶ Rocky Mountain Power is responsible for determining electric savings eligible for incentives.
- ▶ Two sets of electric saving and project cost numbers are to be expected. Everyone should understand what drives the differences.

Who to call

- ▶ Contact for Energy FinAnswer or FinAnswer Express
 - ▶ Chris Kanoff (503) 813-5122
 - ▶ energy.expert@pacificorp.com
- ▶ Contact for Self-Direction Credit
 - ▶ Bryan Haney 1-888-682-1234
 - ▶ selfdirection@utahpower.net
- ▶ More information and case studies:
 - ▶ www.rockymountainpower.net, click on Business, Save Energy & Money, Efficiency Programs