

# A change can do you good

FinAnswer<sup>®</sup> Express Utah  
Retrofit incentives





Pictured above: Loren Brobeck

## Utah Indoor Soccer

“I thought it was too good to be true that Rocky Mountain Power would pay me up to half the project cost to put in energy-efficient lights.”

**Loren Brobeck**  
Area Manager  
Utah Indoor Soccer

**Utah Indoor Soccer** in Woods Cross took advantage of FinAnswer® Express to replace high-bay, metal halide ceiling lights over the fields with T5 high-output fluorescent lamps. In addition, the old T12 fluorescents in the standard ceiling height areas of the building – the office, snack bar and restrooms – were replaced with energy-efficient T8s with electronic ballasts. These changes are saving Utah Indoor Soccer about \$6,070 a year in energy costs. The payback after incentives was less than two years.

## FinAnswer® Express – Utah

### Is it costing more to run your facility than it should?

If your lighting, HVAC, motors and other equipment haven't been upgraded recently, the answer is probably "yes." We have a brilliant solution for you. With our FinAnswer® Express for Utah business customers, we can help you upgrade to energy-efficient lighting; comfortable, energy-saving heating and cooling; premium-efficiency motors; and other cost-saving measures.<sup>1</sup>

### Surprising as it may sound, we'd like to help you use less energy.

Using less will not only save you more money, it can enhance your employees' comfort, productivity and efficiency. Good news for your bottom line. And it's good for us because it helps assure a healthy energy supply for the region's future growth. Just how good does it get?

### FinAnswer Express includes incentives and technical expertise

The incentives apply to lighting, motors, mechanical and other equipment upgrades that increase your electric energy efficiency and exceed code requirements – both retrofits of existing equipment and new construction/major renovation are eligible.<sup>2,3</sup> The incentive amount is based on the equipment installed, so see the incentive tables for a complete list of equipment included in the program. Plus, we provide technical expertise to help you weigh your options. You can choose a Rocky Mountain Power Energy Efficiency Alliance vendor or an independent energy consultant for technical expertise.

### How it works

#### Lighting retrofits

- Step 1** Before you start your project, contact us or an Energy Efficiency Alliance vendor. We may need to verify existing equipment.
- Step 2** Sign a Rocky Mountain Power incentive agreement **before** you order equipment.
- Step 3** Upgrade your lighting.
- Step 4** Submit project cost documentation, including invoices with breakdown of materials and labor, and contact us or your Energy Efficiency Alliance vendor for a post-installation inspection.
- Step 5** Receive incentive check within 45 days of completion of Step 4.

## Non-lighting retrofits

**Step 1** Purchase and install a qualifying unit for use at an eligible location.

**Step 2** Obtain an incentive application from your dealer or Rocky Mountain Power.

**Step 3** Submit your incentive application.

**Step 4** Receive incentive check within 45 days of completion of Step 3.

*Pre-approval is recommended – but not required – for chiller incentive applications.*

**Doing something that's not on the list?** Contact us before you start your project. It may qualify for a custom incentive.

## Do the bright thing

- Call our **Energy Services Hotline** at **1-800-222-4335**.
- E-mail us at **energy.expert@pacificorp.com**.
- Visit our Web site at **www.rockymountainpower.net/utsave**.  
A list of Energy Efficiency Alliance vendors, incentive applications and agreements, and case studies are available on our Web site.

For a copy of the Rocky Mountain Power tariff, see Schedule 115 at [www.rockymtnpower.net/Regulatory\\_Rule\\_Schedule/Regulatory\\_Rule\\_Schedule2294.pdf](http://www.rockymtnpower.net/Regulatory_Rule_Schedule/Regulatory_Rule_Schedule2294.pdf).

- 1 Programs are available to customers with electric service on rate schedules 6, 6A, 6B, 8, 9, 9A, 10, 12, 21, 23, 23B.
- 2 Certain restrictions apply for new construction since incentives are for upgrades that exceed energy code requirements. See our FinAnswer Express brochure for new construction and major renovations.
- 3 Rocky Mountain Power's Energy FinAnswer® incentive program is available for more comprehensive projects. The Self-Direction Credit program is another option for customers using more than 5,000,000 kilowatt-hours per year or 1,000 kilowatts. Customers can receive one incentive or credit per project. Contact us or visit [www.rockymtnpower.net](http://www.rockymtnpower.net) for details.



## Camco Construction

“Not only would I use FinAnswer Express again, I would recommend it to people in the business of owning buildings and renovating buildings. It's very worthwhile.”

Robert F. Campbell, Jr.  
President, Camco Construction Inc.

**Camco Construction, founded in 1976**, is one of the largest and most diverse commercial builders in Utah. Camco has built a wide range of commercial construction, from 420,000 square-foot manufacturing plants to small branch banks. Experts at evaluating commercial construction systems and materials, Camco's executives were quick to see the benefits when their electrical contractor proposed using Rocky Mountain Power's FinAnswer® Express to undertake a comprehensive lighting retrofit at the company's 16-year-old office headquarters. By taking advantage of FinAnswer Express, Camco made its offices brighter and more productive, reduced lighting energy costs by more than 50 percent, and realized a reasonable payback on its investment.

# Here's what we mean when we say we'll give you an incentive.

## Incentives for lighting retrofits

Category	Replace	With	Customer Incentive
<b>Fluorescent Fixture Upgrade to Standard T8 Fixtures</b> [Standard T8 lamps and electronic ballasts with ballast factor (BF) ≤ 0.88]	4'-1 or 2 T12 lamp(s) + 1 magnetic ballast (MB)	4'-1 or 2 T8 lamps + 1 electronic ballast (EB)	\$5
	4'-3 or 4 T12 lamp(s) + MB(s)	4'-3 or 4 T8 lamps + EB	\$10
	8'-1 or 2 T12 lamp(s) + MB(s)	4'-2, 3, or 4 T8 lamps + EB	\$10
	8'-1, 2, 3 or 4 T12 lamps + MB(s)	8'-1, 2, 3 or 4 T8 lamps + EB	\$10
	8'-1, 2, 3 or 4 T12 HO/VHO lamps + MB(s)	8'-1, 2, 3 or 4 T8 HO/VHO lamps + EB(s)	\$15
<b>Fluorescent Fixture Upgrade to 4' Premium T8 Fixtures</b> [Lamps with initial lumens ≥ 3100 or wattage ≤ 30 W; electronic ballasts with BF ≤ 0.8]	4'-1 or 2 T12 lamp(s) + MB or standard T8 lamp(s) + EB	4'-1 or 2 premium T8 lamp(s) + EB	\$10
	4'-3 or 4 T12 lamps + MB(s) or standard T8 lamps + EB	4'-3 or 4 premium T8 lamps + EB	\$15
	8'-1 or 2 T12 lamp(s) + MB(s)	4'-2, 3 or 4 premium T8 lamps + EB	\$20
<b>Fluorescent Delamping and Standard T8 Fixture Upgrade</b> [Standard T8 lamps and electronic ballasts with BF ≤ 0.88 - Fixture removal is not eligible]	4'-2 T12 lamps + MB	4'-1 standard T8 lamp + EB	\$10
	4'-3 T12 lamps + MB(s)	4'-2 or 1 standard T8 lamp + EB	\$15
	4'-4 T12 lamps + MB(s)	4'-3 standard T8 lamps + EB	\$15
	4'-4 T12 lamps + MB(s)	4'-2 or 1 standard T8 lamp + EB	\$25
<b>Fluorescent Delamping and Premium T8 Fixture Upgrade</b> [Lamps with initial lumens ≥ 3100 or wattage ≤ 30 W; electronic ballasts with BF ≤ 0.8. Fixture removal is not eligible]	4'-2 T12 lamps + MB	4'-1 premium T8 lamp + EB	\$15
	4'-3 T12 lamps + MB(s)	4'-2 or 1 premium T8 lamp + EB	\$20
	4'-4 T12 lamps + MB(s)	4'-3 premium T8 lamps + EB	\$20
	4'-4 T12 lamps + MB(s)	4'-2 or 1 premium T8 lamp + EB	\$30
<b>T8 Fluorescent Lamp Upgrade</b>	≥ 32 W T8 lamp	≤ 30 W T8 lamp, see note 4	\$0.50
<b>Compact Fluorescent Lighting (CFL)</b>	Incandescent	< 10 W (nominal) CFL hardwire fixture	\$10
	Incandescent	≥ 10 W, < 20W (nominal) CFL hardwire fixture	\$15
	Incandescent	≥ 20 W (nominal) CFL hardwire fixture	\$20
	Incandescent	> 40 W two-piece screw-in CFL	\$5
	Incandescent	Single-piece screw-in CFL (all wattages)	\$2
<b>T5 Fluorescent Fixture Upgrade</b>	≥ 250 W metal halide (MH), mercury vapor (MV) or high pressure sodium (HPS)	3 T5HO lamps (nominal 4') + EB (high bay)	\$70
	≥ 400 W MH, MV or HPS	4, 5, or 6 T5HO lamps (nominal 4') + EB(s) (high bay)	\$75
	4'-4 T12 lamps + MB(s)	2 T5 lamps (nominal 4') + EB (interior fixtures)	\$30
	4'-4 T12 lamps + MB(s)	2 T5HO lamps (nominal 4') + EB (interior fixtures)	\$25
<b>High Intensity Discharge Upgrades</b> (based on lamp wattages)	Incandescent or tungsten	≤ 100 W ceramic metal halide	\$25
	≥ 400 W MH, MV or HPS	≤ 320 W ceramic metal halide	\$100
	≥ 750 W MH, MV or HPS	≤ 400 W ceramic metal halide	\$120
	≥ 150 W and ≤ 250 W MH, MV or HPS or ≥ 150 W incandescent	≥ 125 W and ≤ 175 W pulse start MH	\$60
	> 250 W and ≤ 400 W MH, MV or HPS	≥ 175 W and ≤ 320 W pulse start MH	\$75
	> 400 W MH, MV or HPS	≤ 400 W pulse start MH	\$100
	≥ 1000 W MH, MV or HPS	≤ 750 W pulse start MH	\$100
	≥ 250 W and < 750 W MH, MV or HPS	4'-4, 5 or 6 T8 lamps + EB(s) (high bay)	\$75
	≥ 750 W MH, MV or HPS	4'-8 T8 lamps + EB(s) (high bay)	\$100
<b>Exit Signs</b>	Incandescent or fluorescent exit signs	Light-emitting diode (LED) or electro luminescent exit sign – 1 or 2 faced	\$15
<b>Lighting Controls</b>	Wall switch or no control	Wall or ceiling mounted occupancy sensor (per sensor)	\$30
	No control	Integral occupancy sensor	\$25
	No control	Photocell (per sensor)	\$20
	No control	Time clock (per control)	\$20
<b>Light-Emitting Diode (LED)</b>	Indoor incandescent, neon or fluorescent signage	LED channel letter signage ≤ 2' high	\$4/linear foot
		LED channel letter signage > 2' high	\$6/linear foot
	Outdoor incandescent, neon or fluorescent signage	LED channel letter signage ≤ 2' high	\$2/linear foot
		LED channel letter signage > 2' high	\$3/linear foot
Incandescent, neon or fluorescent signage	LED fixed or scrolling message center signage	see note 8	

Requirements for retrofits of existing lighting: To be eligible for the incentives listed, new fixtures must use less energy than the fixtures they replaced. For additional requirements, please refer to the lighting table notes on the next page.

## Incentives for premium efficiency motors

Horsepower	Customer Incentive (\$/motor)	Nominal Full Load Efficiencies (%)					
		1200 RPMs		1800 RPMs		3600 RPMs	
		Open Drip-proof (ODP)	Totally Enclosed Fan-cooled (TEFC)	Open Drip-proof (ODP)	Totally Enclosed Fan-cooled (TEFC)	Open Drip-proof (ODP)	Totally Enclosed Fan-cooled (TEFC)
1	\$45	82.5	82.5	85.5	85.5	77.0	77.0
1.5	\$45	86.5	87.5	86.5	86.5	84.0	84.0
2	\$54	87.5	88.5	86.5	86.5	85.5	85.5
3	\$54	88.5	89.5	89.5	89.5	85.5	86.5
5	\$54	89.5	89.5	89.5	89.5	86.5	88.5
7.5	\$81	90.2	91.0	91.0	91.7	88.5	89.5
10	\$90	91.7	91.0	91.7	91.7	89.5	90.2
15	\$104	91.7	91.7	93.0	92.4	90.2	91.0
20	\$113	92.4	91.7	93.0	93.0	91.0	91.0
25	\$117	93.0	93.0	93.6	93.6	91.7	91.7
30	\$135	93.6	93.0	94.1	93.6	91.7	91.7
40	\$162	94.1	94.1	94.1	94.1	92.4	92.4
50	\$198	94.1	94.1	94.5	94.5	93.0	93.0
60	\$234	94.5	94.5	95.0	95.0	93.6	93.6
75	\$270	94.5	94.5	95.0	95.4	93.6	93.6
100	\$360	95.0	95.0	95.4	95.4	93.6	94.1
125	\$540	95.0	95.0	95.4	95.4	94.1	95.0
150	\$630	95.4	95.8	95.8	95.8	94.1	95.0
200	\$630	95.4	95.8	95.8	96.2	95.0	95.4

### Notes for motors table:

1. Motors larger than 200 horsepower may be eligible for a custom incentive.
2. The National Electrical Manufacturers Association premium efficiency ratings listed are nominal full-load efficiency ratings. Motors that meet or exceed these efficiency requirements may qualify for an incentive. Motors that are installed or placed in inventory may qualify for incentives.
3. Motor incentives are available via a post-purchase incentive application process.

### Notes for lighting table:

1. Incentives are capped at 50 percent of eligible project costs, and incentives will not be available to reduce the project simple payback below one year.
2. Two-foot u-tube lamps may be substituted for 4' linear fluorescent lamps in the lighting incentive table.
3. For retrofits of existing equipment, lighting incentives will be paid on a one-for-one equipment replacement basis. If fixture counts are changing, the project may be eligible for a custom incentive.
4. Incentives for T8 fluorescent lamp upgrades may not be combined with other fluorescent fixture incentives and will only be paid once per facility.
5. Eight-foot T8s, T8 high output/very high output (HO/VHO) and high bay T8 electronic ballasts are required to have a ballast factor of less than or equal to 1.2 to be eligible for incentives. Maximum of two electronic ballasts per fixture.
6. Lighting equipment listed only in the "replace" column of Table 1 is not eligible for incentives.
7. To determine the length of light-emitting diode channel letter signs, measure the length of individual letter at the centerline and add the individual values; do not measure the distance between letters.
8. Light-emitting diode fixed or scrolling message center signage incentives are \$0.08 per kilowatt-hour of annual energy savings – see note 1. Savings is subject to Rocky Mountain Power approval.
9. Incentives for light-emitting diode traffic light upgrades will not be paid after December 31, 2006.
10. Incentives for lighting retrofits are available via an energy efficiency incentive agreement signed prior to ordering new equipment. An exception is light-emitting diode channel letter retrofit incentives are available via a post-purchase application.

# Incentives for mechanical and other energy efficiency retrofits

Equipment Type	Size Category	Sub-Category	Minimum Efficiency Requirement	ARI Standard	Customer Incentive
<b>Unitary Commercial Air Conditioners, Air Cooled</b> (Cooling Mode)	< 65,000 Btu/hr	Split system and single package (single phase)	15.0 SEER and 12.5 EER	210/240	\$50/ton
	< 65,000 Btu/hr	Split system and single package (three phase)	13.0 SEER and 11.6 EER	210/240	\$50/ton
	≥ 65,000 Btu/hr and < 135,000 Btu/hr	Split system and single package	11.0 EER and 11.4 IPLV	210/240	\$50/ton
	≥ 135,000 Btu/hr and < 240,000 Btu/hr	Split system and single package	10.8 EER and 11.2 IPLV	340/360	\$50/ton
	≥ 240,000 Btu/hr	Split system and single package	10.0 EER and 10.4 IPLV	340/360	\$50/ton
<b>Unitary Commercial Air Conditioners, Water and Evaporatively Cooled</b>	< 135,000 Btu/hr	Split system and single package	14.0 EER	210/240	\$50/ton
	≥ 135,000 Btu/hr	Split system and single package	14.0 EER	340/360	\$50/ton
<b>Package Terminal Air Conditioners (PTAC)</b> (Heating & Cooling Mode)	≤ 8,000 Btu/hr	Single package	11.8 EER and 3.3 COP Heating	310/380	\$50/ton
	> 8,000 and < 10,500 Btu/hr	Single package	11.4 EER and 3.2 COP Heating	310/380	\$50/ton
	≥ 10,500 and ≤ 13,500 Btu/hr	Single package	10.7 EER and 3.1 COP Heating	310/380	\$50/ton
	> 13,500 Btu/hr	Single package	10.0 EER and 3.0 COP Heating	310/380	\$50/ton
	< 65,000 Btu/hr	Split system and single package (single phase)	15.0 SEER and 12.5 EER	210/240	\$50/ton
<b>Heat Pumps, Air Cooled</b> (Cooling Mode)	< 65,000 Btu/hr	Split system and single package (three phase)	13.0 SEER and 11.6 EER	210/240	\$50/ton
	≥ 65,000 Btu/hr and < 135,000 Btu/hr	Split system and single package	11.0 EER and 11.4 IPLV	210/240	\$50/ton
	≥ 135,000 Btu/hr and < 240,000 Btu/hr	Split system and single package	10.8 EER and 11.2 IPLV	340/360	\$50/ton
	≥ 240,000 Btu/hr	Split system and single package	10.0 EER and 10.4 IPLV	340/360	\$50/ton
	< 65,000 Btu/hr	Split system (single phase) Single package (single phase)	8.5 HSPF 8.0 HSPF	210/240 210/240	See note 3 See note 3
<b>Heat Pumps, Air Cooled</b> (Heating Mode)	< 65,000 Btu/hr	Split system (three phase) Single package (three phase)	8.0 HSPF 7.5 HSPF	210/240 210/240	See note 3 See note 3
	≥ 65,000 Btu/hr and < 135,000 Btu/hr	47°F db /43°F wb outdoor air 17°F db /15°F wb outdoor air	3.4 COP 2.4 COP	340/360 340/360	See note 3 See note 3
	≥ 135,000 Btu/hr	47°F db /43°F wb outdoor air 17°F db /15°F wb outdoor air	3.3 COP 2.2 COP	340/360 340/360	See note 3 See note 3
	< 135,000 Btu/hr	85°F entering water	14.0 EER	320	\$50/ton
	< 135,000 Btu/hr	70°F entering water	4.6 COP	320	See note 3
<b>Heat Pumps, Water Source</b> (Cooling Mode)					
<b>Heat Pumps, Water Source</b> (Heating Mode)					
<b>Evaporative Cooling</b>	All	Direct or indirect	Industry Standard Rating (ISR)		\$0.02/ISR CFM
<b>Programmable Thermostats</b>	All sizes with non-programmable thermostat for air conditioner	Programmable thermostat for air conditioner	Must comply with 2006 ENERGY STAR® requirements and not be required by code		\$25/thermostat
	All sizes with non-programmable thermostat for heat pumps or all electric heating	Optimizer programmable thermostat for heat pumps or all electric heating	Must comply with 2006 ENERGY STAR® requirements and not be required by code		\$70/thermostat
<b>Chillers</b>	All except chillers intended for backup service only	Serving primarily occupant comfort cooling loads (no more than 20% or process cooling loads)	Must exceed minimum efficiencies required by energy code		See note 4
<b>Variable-Frequency Drive</b> HVAC fans and pumps	≤ 100 horsepower	HVAC fans and pumps	See note 5		\$65/horsepower
<b>Occupancy Based PTHP/PTAC control</b>	All sizes with no prior occupancy based control		See note 6		\$50/controller
<b>Electronically Commutated Motor</b>	≤ 1 horsepower	Refrigeration application HVAC application			\$0.50/watt \$50/horsepower
<b>Solid Door Refrigerator Tier 1</b>	≤ 30 cubic feet volume (V)		Maximum kwh/day = 0.1*V+2.04		\$30/unit
	31– 60 cubic feet		Maximum kwh/day = 0.1*V+2.04		\$40/unit
	≥ 61 cubic feet		Maximum kwh/day = 0.1*V+2.04		\$50/unit
<b>Solid Door Refrigerator Tier 2</b>	≤ 30 cubic feet volume (V)		Maximum kwh/day = 0.06*V+1.22		\$125/unit
	31– 60 cubic feet		Maximum kwh/day = 0.06*V+1.22		\$150/unit
	≥ 61 cubic feet		Maximum kwh/day = 0.06*V+1.22		\$175/unit
<b>Solid Door Freezer Tier 1</b>	≤ 30 cubic feet volume (V)		Maximum kwh/day = 0.4*V+1.38		\$30/unit
	31– 60 cubic feet		Maximum kwh/day = 0.4*V+1.38		\$40/unit
	≥ 61 cubic feet		Maximum kwh/day = 0.4*V+1.38		\$50/unit
<b>Solid Door Freezer Tier 2</b>	≤ 30 cubic feet volume (V)		Maximum kwh/day = 0.28*V+0.97		\$150/unit
	31– 60 cubic feet		Maximum kwh/day = 0.28*V+0.97		\$175/unit
	≥ 61 cubic feet		Maximum kwh/day = 0.28*V+0.97		\$200/unit
<b>Cool Roof</b>	Roofing over spaces with mechanical cooling		Must comply with ENERGY STAR® Reflective Roof Products label		\$0.10/square foot
<b>Plug Load Occupancy Sensor</b>					\$15/ qualifying unit
<b>Beverage Vending Machine or Refrigerated Display Occupancy Sensor</b>	No occupancy sensor control		See note 7		\$75/sensor

## Notes for mechanical and other energy efficiency measures incentives table:

- For retrofits of existing equipment, incentives are for one-for-one same-size equipment replacements. Exception: PTACs can replace electric resistive heating, which must be removed.
- Equipment that meets or exceeds the efficiency requirements listed for the size category in the above table may qualify for an incentive.
- Incentives for heat pumps are \$50 per ton of cooling capacity ONLY. No incentives are paid per ton of heating capacity. Heat pumps must meet both the cooling mode and heating mode efficiency requirements to qualify for per-ton cooling efficiency incentives.
- \$0.12/kWh annual energy savings + \$50/kW. Chiller energy and demand savings subject to approval by Rocky Mountain Power.
- Throttling or bypass devices, such as inlet vanes, bypass dampers, three-way valves or throttling valves must be removed or permanently disabled to qualify for HVAC fan and pump VFD incentives. VFDs required by energy code are not eligible for incentives. Savings will only be realized for

installations where a variable load is present.

- Controller units must include an occupancy sensor and include the capability to set back the zone temperature during extended unoccupied periods and set up the temperature once the zone is occupied.
- Intended for refrigerated vending machines and display cases containing only non-perishable bottled and canned beverages. Refurbished equipment that includes occupancy control is eligible.
- Incentives for all mechanical and other equipment listed in the incentive table are available via a post-purchase application process.

SEER = Seasonal Energy Efficiency Ratio

EER = Energy Efficiency Ratio

COP = Coefficient of Performance

HSPF = Heating Seasonal Performance Factor

IPLV = Integrated Part Load Value

PTHP = Package Terminal Heat Pump

PTAC = Package Terminal Air Conditioner

HVAC = Heating, Ventilating and Air Conditioning

VFD = Variable-Frequency Drive