

Energy FinAnswer® – Wyoming Commercial, Industrial & Irrigation

Energy FinAnswer from Rocky Mountain Power: Expert advice to help customers upgrade to energy-efficient lighting, compressed air systems, refrigeration systems, heating and cooling systems, pumping systems and industrial processes. Financing is available to help pay for improvements. If you're a Rocky Mountain Power customer with any size industrial or irrigation operation or new construction project or an existing commercial facility greater than 20,000 square feet, **Energy FinAnswer** is the easiest way to a more efficient operation.

How it works

Energy FinAnswer from Rocky Mountain Power provides technical expertise and financing for the evaluation and installation of various proven technologies that will not only save electricity within your facility, but also improve reliability and productivity.

You'll be able to retrofit existing equipment and systems or upgrade those still in the planning stages. From the outset, we'll work closely with you and your team through project completion. After the improvements have been completed, an energy services charge will appear as a separate line item on your monthly utility bill if you elect to use our financing. Projects often pay for themselves from the energy savings.

To assure you that the energy savings actually occur, an inspection process is conducted after installation is complete. For more complex projects, commissioning support is available to ensure maximum performance.

There's no initial expense or obligation on your part.

The benefits

By providing expert advice and financing for energy-efficient upgrades, **Energy FinAnswer** offers numerous benefits, including:

Energy Analysis

The Energy Analysis is a comprehensive study, performed by highly trained professionals, that provides a projection of the expected energy

savings and implementation costs. This in-depth evaluation may be in the form of software analysis depending upon the complexity of your project. The only stipulation is that the technologies chosen be proven to save energy cost-effectively.

Expert technical assistance

Rocky Mountain Power has extensive experience in providing technical expertise under **Energy FinAnswer**. Depending upon your project, we will work with you in jointly developing a scope of work that specifically describes your technical expectations. As appropriate, an engineering team that has been approved by you will be assigned to your project. Consulting firms utilized are fully trained on our program's stringent requirements of engineering approach, calculations and quality control guidelines.

Quality Control

An independent third party engineering firm reviews the Energy Analysis. A thorough inspection of all equipment and systems takes place after energy efficiency measures are installed.

Financing

You can choose to finance these measures with your own source of funds or consider our financing. The funding for cost-effective measures takes the form of a set amount for kilowatt-hours saved and, after installation and inspection of the measures, an Energy Services Charge is added to your monthly bill. Our loan rates are competitive with other offers in the marketplace. Complete financial details will be available to you after a credit check. Interest rates and a credit application are posted on our Web site located at www.rockymountainpower.net/wysave.

Process

For existing facilities

After signing a **Letter of Intent (LOI)**, we'll work with you to develop a Scope of Work. The Scope of Work will be used to select an energy consultant for the Energy Analysis. After selection is made, the professional team will go on-site and conduct

a thorough technical analysis and quantify the energy savings potential.

After the Energy Analysis is reviewed by the Quality Control firm and any adjustments or clarifications are made, the full report and all documentation will be presented to you.

If design assistance is appropriate for your project, you will be asked to sign an interim agreement, the Design Agreement, enabling us to move forward to the design phase. The Design Agreement has a walk-away cost. An engineering team approved by you will then evaluate the recommendations of the initial energy analysis, select the new technologies and begin designing the new equipment and systems into your existing facility.

If you choose to take advantage of our financing, you will be asked to sign the Energy Services Agreement. Payments may be made on a progress basis or as a lump sum.

For new facilities

If you're planning a new facility, the procedure is different. To establish a baseline for energy savings, we'll work with your existing engineering firm during the initial design stages. At Rocky Mountain Power's expense, we'll conduct a study to identify energy efficiency measures that will improve their design above standard engineering practices or energy code requirements.

After a comparison is made and a redesign of existing plans (if required), Rocky Mountain Power will fund the redesign costs and provide funding for the incremental costs of cost-effective measures. Design services require a signed Design Agreement, which includes walk-away cost.

You're in charge

It's important to remember that once you make a commitment, you remain in control. You choose the technologies and the manufacturers to be utilized. You choose the contractors with whom you'll be working. We'll be your partners, advising as needed, every step of the way.

From analysis through installation, our intent is to work within your planning and construction schedule. Think of us as an extension of your own team – there to offer information, confirmation and added options for your decision-making.

Common Questions and Answers

Q. What is Energy FinAnswer?

A. Energy FinAnswer is an innovative program that provides up to 100 percent financing* for energy-efficient technologies that reduce electrical consumption in new and existing facilities. The monthly energy savings these improvements provide may pay for the installation.

*Funding amounts are determined by project energy savings.

Q. How does the customer benefit?

A. You get a more reliable, productive and energy-efficient facility with lower operating costs. Additional benefits include independent quality engineering services with competitive funding available.

Q. How do I enroll in the Energy FinAnswer program?

A. Contact your account manager, call our energy services hotline at 1-800-222-4335 or email energy.expert@pacificorp.com to discuss your plans and request a letter of intent.

Q. Who makes the energy efficiency measure and design decisions?

A. You do. Our goal is to give you information to weigh your options, both technical and financial. We don't try to make decisions for you. The energy analysis process is sometimes complex, depending on the technology considered. So it requires the collaboration and expertise of many people.

Q. What is an Energy Analysis?

A. An Energy Analysis is a comprehensive study, paid for by Rocky Mountain Power, that provides a projection of the expected energy savings and costs.

Q. Why is a third-party energy analysis consultant needed?

A. Energy studies can be complex and take special expertise. To ensure that the analysis is the very best available, we have selected several consulting firms that specialize in very specific areas. What's more, we hire and pay for these energy consultants' work on your facility.

Q. Why is a third-party quality control engineer needed?

A. Since we rely on these savings as an energy resource, Rocky Mountain Power must be sure that the energy savings are as real as the energy produced from a power plant.

Q. What energy-efficient technologies does Rocky Mountain Power fund?

A. We recommend and fund energy efficiency measures proven to save electricity. These include, but are not limited to: motors, variable speed drives, air compressor systems, lighting, HVAC and refrigeration systems. You are free to choose whatever manufacturer you like – our sole interest is in making sure you get the most cost-effective equipment available from reputable manufacturers.

Q. What is the Energy Services Agreement?

A. The Energy Services Agreement is a contract between the facility owner and Rocky Mountain Power, which includes the details of the funding package for energy efficiency measures.

Q. What is the energy service charge?

A. The energy service charge is a separate line item on your monthly utility bill, making it convenient for you to pay back the funding Rocky Mountain Power has provided for the purchase and installation of the energy efficiency measures. The charge is based on the costs of the installed measures plus the interest over the life of the contract.

Q. What kind of credit requirements are there for this loan package?

A. Credit requirements include a credit application, a banking contact and two-years' audited financial statements. A credit review is conducted by our Treasury Department.

Q. What are the provisions of the financial agreement?

A. You receive up to 100 percent funding from the qualified energy efficiency measures purchased and installed. Qualified measures are those which are determined to be cost-effective resource additions to Rocky Mountain Power. You maintain ownership of all equipment and agree to repay Rocky Mountain Power for the funding through an energy services charge on your electric bill.

Q. How long does the contract last?

A. Typically, the contract term is 3 to 5 years.

Q. What if I want to terminate the contract early?

A. You can always have the option to pay off the loan at any time. There is no pre-payment penalty.

Q. When does Rocky Mountain Power begin its payment to the owner for energy efficiency measures?

A. The contract spells out the amount of funding for each energy efficiency measure, and Rocky Mountain Power pays that amount directly to you upon satisfactory inspection of each installed funded measure or on a progress payment basis, depending on the project.

Q. Who owns the equipment?

A. The facility owner owns the equipment from the outset.

Q. Who installs and services the equipment?

A. Your contractors retain responsibility for the installation and service of equipment. They also must make repairs or adjustments as needed to bring the equipment up to its designed energy efficiency level.

Q. What about confidentiality?

A. Rocky Mountain Power's consultants are under strict confidentiality agreements.

Q. What responsibility will facility management and operators have?

A. Facility operators remain responsible for operating and maintaining the equipment. To assist with inspection by Rocky Mountain Power, the operators may be asked to record operations and forward logs on an as-needed basis.

Q. How are the incremental costs for the energy efficiency measures determined?

A. Estimating incremental costs is a collaborative process between your design team and Rocky Mountain Power's energy consultant. Together, we reach an agreement on the amount. This represents the cost difference between measures that would be installed and the higher efficiency equipment selected to be studied.

For more information on **Energy FinAnswer** call our energy services hotline at 1-800-222-4335, e-mail energy.expert@pacificorp.com or visit our Web site at www.rockymountainpower.net/wysave.