

Energy Efficiency Alliance (EEA) New FinAnswer Express Program and Lighting Tool Training

Presented by Scott Kenaston and Jim Soukup – October 2011

Wyoming FinAnswer Express Program Overview



Let's turn the answers on.

Welcome

- Introductions
 - Energy Efficiency Alliance Staff
- Goals for Today
 - Lighting Tool First Look and Technical Training
 - New Incentive Program Overview
 - Present the improvements in the program
 - Answer your questions to get projects sold with these “NEW” incentives

Agenda

- Rocky Mountain Power's Updated Incentive and Program Overview
 - What are the added/new incentives
 - What is NOT changing
 - What about existing projects
 - Discuss how to take advantage of the new lighting incentives
- Break
- New Lighting Tool training
- Q&A

FinAnswer Express

- Commercial, Industrial, and Agricultural customers on an eligible rate schedule
 - Rate Schedules: 25, 28, 33, 40, 46, 48T, 54, 58, 210, 212 and 213
- Program offers incentives for retrofit & new construction
 - **Mechanical & Non-Lighting** – apply post-purchase, refer to “catalogs” on supporting documents to attach to application
 - **Lighting New Construction** – pre-approval recommended but not required (post purchase application within 1 year of completion)
 - **Lighting Retrofit** – sign incentive agreement before signing purchase orders; contact Trade Ally Coordinator for lighting tool
 - **Custom incentives** – sign incentive agreement before signing purchase orders

Energy Efficiency Incentive Programs

What Has Been Added or Changed

2011 FinAnswer Express Lighting



FinAnswer Express (Lighting): GOALS

- Simplify Program
- Eliminate the multitudes of Custom Fixtures
- Pay for what is installed, not specific combinations of existing fixtures
- Easier to self-calculate your incentive
- Boost areas of new technology, increase incentives
- Align with federal standards/regulations
- Increase choice for Ally/vendor to select products/brands/models types for your projects

FinAnswer Express (Lighting): Major Renovation/New Construction

- Interior Lighting
 - *Pay For Savings*, incentive is \$0.08/kWh saved (no list of prescriptive fixture)
 - *No caps on incentive*
 - Post Purchase Application (No-Change)
 - Must save 10% over Lighting Power Density, baseline is IECC 2003
- Exterior Lighting (new fixtures)
 - All prescriptive based on fixture count
 - Induction Lighting: \$125/fixture (all wattages)
 - LED Outdoor Area and Roadway: \$100/fixture (all wattages)
 - LED Parking Garage: \$100/fixture (all wattages)
 - Lighting Controls: \$75/sensor for Integral occupancy sensor (motion sensor) on linear fluorescent, induction, or LED fixture.

FinAnswer Express: Retrofit Lighting Projects

- **Lighting Retrofit & Custom Incentive Projects**
 - Receive up to ~~50%~~ **70%** of total project cost
 - Minimum of 1-year payback (cap)
 - Pre-purchase approval required (no-change in process)
 - Custom incentives available for other types of equipment (~~\$0.08~~ **0.10**/kWh saved)
 - *NEW: Pay for “per Lamp” incentive structure.*
 - *Paid on “what is installed”, baseline does not have to be a specific technology. Must show energy savings over existing.*
 - *Added LED incentives*
 - *Added Induction fixture incentives (new fixtures only)*
 - *Added more de-lamping incentives focus*
 - *More \$\$ for controls*
 - *“Controls only” projects; can be post purchase application process*

New Incentives for Lighting Retrofits

- Reduction in incentive for standard T8 equipment: \$3/lamp and \$0 on July 14, 2012.
- Premium (i.e. CEE listed High Performance T8) is \$7/lamp
 - Any ballast factor now
- Delamping incentive \$21 per lamp removed (\$42 for 4 to 2 lamp retrofits)
- High Bay fixtures: \$20/lamp (for T5 or T8 fixtures)
- Induction: \$125/fixture (all wattages, new fixture only)
- LED/SSL incentives:
 - \$10/lamp integral screw-in, \$10/fixture recessed downlight
 - \$100/fixture for high bay, exterior, parking, or street lights
- And more!

New Incentives – Lighting (Controls)

- Controls: \$75/sensor for Integral, PIR, Dual Tech, or daylighting types
- Advanced Daylighting: \$150 per zone (1 daylight sensor and 1 occupancy sensor (or combined sensor)) w/dimming ballast
- Dimming Ballast: Continuous, stepped, or Bi-level: \$15/ballast
 - Must be controlled by qualifying occupancy or daylighting control device.
 - Ballast \$ is in-addition to the control incentive.
 - Must be able to dim to less than 50% fixtures wattage.
- Discontinue time clock control incentive

Premium Delamp Incentive

- Mutually exclusive incentive (not combined with per lamp incentive)
- \$21 per Premium CEE lamp removed
- Can be 4 to 3 lamps (\$21 per fixture)
- Can be 4 to 2 lamps (\$42 per fixture)
- Options could include 25, 28, or 32 Watt Premium T8s
- Must be CEE Qualified (Premium/High Performance)
- *Hint: Look at ballast factors selection to optimize lamps to 2 lamps combination for highest incentives*



Sample Delamping Project - Office

- Existing equipment
 - (140) 2x4 4-lamp T12 acrylic lens troffers
- Retrofit/upgrade option
 - 2-lamp High Performance (CEE) T8 lamp/ballast/reflector kit
- Results
 - \$42 per fixture “delamp” incentive ($2 \times \$21$) = \$5,880
(*\$3,500 under old program @ \$25/fixture*)
 - > 50% energy savings for payback calculations
 - Don't forget controls add another \$75/sensor



Consortium for Energy Efficiency (CEE)

- High Performance/Premium T8 Incentives
- Lists all the ballast and lamps (individually) that are pre-qualified for higher Rocky Mountain Power incentive listings (High Bay and Premium per lamp incentives)
- 1000's of listings for all fixture types and "wattages"
- Recommend Ally identify the brand and models to be your default sales products, there are so many options
- Links to lists are in new "Lighting Tool" (for updates)
 - On the Fixture Legend tab

Consortium for Energy Efficiency (CEE)

- Validations of Premium Incentives:
 - For projects with pre-/post-Inspections, inspector will check lamp and ballast numbers and put note in file of what was installed
 - In lighting tool (note section) or in communication note to project coordinator on each project: Ally should list the ballast and lamps used for that project <enter model number and manufactures' name>
 - If multiple series of ballasts are used, provide the main manufacture and model series that is primarily used to the "Project Coordinator" with statement saying others in same series are used.

New LED Policy

- Great News, much easier pre-qualification path:
 - Incentive is pre-qualified for any “listed product”
 - ENERGY STAR listed lamp/fixture
 - Design Lights Consortium listed fixture
 - If not on above 2, check Lighting Design Lab regional list (Energy Star requirements, but not yet listed on Energy Star/DLC list)
 - If not on any, manufactures can apply with Lighting Design Lab while waiting for Energy Star or DLC listing

New LED Policy

- Attach cut sheet of LED product used with application or closeout file (hopefully w/DLC or Energy Star on it)
- Attach the page showing that fixture is on the ENERGY STAR, DLC, or LDL list.
- Any existing pre-qualified fixture/lamp under Rocky Mountain Power's previous LED policy (list) is valid for projects until end of 2011. Then must be shown on one of the above lists.
- All other project eligibility requirements still apply for incentive (not just LED qualified products).

New LED Policy

- Applies to Interior and Exterior General Lighting types.
- LED for message signs, channel letters, Refrigerated Cases, Marquee cabinet signs are not classified as general illuminance (lighting for people spaces) and do not have to be on these qualification lists.

Energy FinAnswer (changes)

- Incentive of ~~\$0.12~~**0.15**/kWh + \$50/kW
 - Incentive caps may apply (min. 1 yr. payback and ~~50%~~ **70%** project cost)
 - Sign “incentive agreement” before you sign purchase orders
 - Rocky Mountain Power will now pay an incentive value of up to 70% of the qualified or incremental cost for a project.
 - For new construction/major renovation projects where IECC 2003 energy code applies, must exceed IECC 2003 to be eligible for incentives. No project cost caps. Percentage of savings that can be from lighting increased to 75% (~~50%~~).
 - NEW – Energy Project Manager: co-funding for staff, customer must commit to install projects saving in totaling at least 1,000,000 kWh/year in a 12-month timeframe

Energy Efficiency Incentive Programs: What is NOT Changing

Energy Efficiency Programs (Not Changing)

- The “people” supporting projects:
 - **Jim Soukup** (Lighting projects) – 307-315-3128
 - **Scott Dwire** (Non-Lighting projects) – 801-743-1606
 - **Paul Warila** (Farm/Dairy and Irrigation) – 503-928-3212
 - **John Christiansen** (Compressed Air) – 801-318-8759

 - **Chris Kanoff** (Energy FinAnswer) – 801-220-4282
- The application process – same (see packet)

Energy Efficiency Incentive Programs - What About Existing Projects?

FinAnswer Express Tariff 115 – NON-Lighting/New Construction (Lighting)

- New Incentives' Effective Date is October 1, 2011
- **Invoice Date** will determine which incentive amount applies.
- Invoices prior to Oct. 1, 2011, receive old incentive
- Invoices on or after Oct. 1, 2011 are eligible for the new incentives
- Application documents and date signed *do not determine* incentive offering. But all incentive requests must not be more than 1 year after construction completion (typically last invoice's date).
- *Be Careful: New incentive categories not present prior to Oct. 1, 2011 and if invoice is prior to this date, are not eligible for incentive!*

FinAnswer Express Tariff 115 – Lighting (Retrofit)

- New Incentives' Effective Date is October 1, 2011
- Any project in construction or completed is under original Incentive Agreement (signed) and it's incentives are values prior to Oct. 1, 2011 rules (keep under old lighting tool)
- Any project requested (new application) for Incentive Agreement (IA) is under New incentive rules/values
- Projects with Signed IA documents are under the incentive program based on the "date" listed on the IA document.
- Any IA document not signed by owner can be re-issued under the New Incentive levels.
- *Talk to your Project Coordinator on individual projects you have questions on or for your specific situation.*

2011/2012 Keys to Success for New Incentives



FinAnswer Express: Lighting Process

- Call Jim First!
- Incentive Agreement must be signed before ordering equipment (retrofit and custom).
- New Construction/Major Renovation: is Post-Purchase application, but recommend checking with Jim to estimate and qualify incentive before installation (*so no surprises*).

W-9/1099 Reporting

- Incentive agreement and applications are revised
 - Post application forms: information requested is in form
 - “Incentive Agreement” projects will have Supplemental form attached or owner’s W-9 can be sent back with signatures
- For completed 2011 projects (to date), letters to owners requesting W9 information will be sent by Nexant/PacifiCorp (not through Alliance Participant)

Taking Advantage of the New Lighting Incentives

Trade Allies should Consider Other Selling Benefits for Lighting Upgrades

Not in our calculations (lighting tool) for Payback or \$ savings:

- Maintenance cost savings (longer life of products)
- Return on Investment (%) maybe a better selling value
- Life-Cycle Cost benefit/analysis is ultimately the best analysis
- Productivity improvements
 - Lighting energy costs (\$1/SF per year for office space)
 - People costs (some studies indicates >\$100/SF)
 - Often difficult to quantify but minor gains are significant
- Increased safety (access limitations, over-equipment, etc.)
- Some Owners just want the “GREEN” benefits.

2012 and Beyond



Focus for 2012 (Lighting):

- T12 Retrofits
 - Standard T8 incentives are gone on July 14, 2012
 - Afterwards, only Premium T8 upgrades (CEE listed) will be available; but are much better anyway, so install now exclusively!!!
- Controls
 - Significantly higher incentives now for controls (worth looking at).
 - Don't forget, include your labor for start-up
 - High Bays fixtures (don't forget "program start ballasts")
 - Offices (design as if new construction may requires those spaces)
 - Warehouse (pre-purchase with fixture mounts)
 - Watch if state changes/adds building energy codes in future, incentives will use code updates as baseline. Rocky Mountain Power uses a baseline as IECC 2003 (currently, could change also).

Questions?



Energy Efficiency Alliance (EEA) New Lighting Tool (Training)

Presented by Richard Wood and Scott Kenaston – October 2011

Wyoming FinAnswer Express New Lighting Tool



Let's turn the answers on.

New Lighting Tool

- Merged the New Construction and Retrofit tools to one, no more 2 separate tools.
- Only 2 pages of data entry now vs. 5 pages
- Same data requested, just moved around
- Tool is **color coded** for what needs to be entered
- Web-Links to pre-qualification lists are included in lighting tool (for latest updates)
- Fixture legend tab listed to help identify acronyms
- Help page included plus active Help “steps” for the different data entry fields

New Lighting Tool

- Looks different; but allows for more flexibility
- Future enhancements planned for output reports and ally's use in sales.
- Looking for ally feedback to continue to make easier.
 - Missing fixtures that are standard wattages
 - Output needs for Ally proposals/use
- Revised versions of tools will be sent by Jim.

New Lighting Tool: When to Use

- Use for all building “Retrofit”
- Use for “interior” New Construction (NC)/Major Retrofit (MR) projects; parking garages included
- Do Not Use (For):
 - Refrigeration Case Lighting (non-lighting application)
 - For Exterior NC/MR projects, just use prescriptive values
 - Street Lighting: call Jim, Mark, or Richard
 - Channel/Message/Marquee sign projects: call Jim, Mark, or Alison
- Custom “Fixtures” (very few now): Call Jim, Mark, or Richard

- Place Holder Slide
- Play Video Overview....

Key Steps - New Lighting Tool

- When “opening” excel file – “[Enable Macros](#)” when/if prompted.
- Save yourself an Ally Specific Template File (pre-populate your company’s contact and favorite fixtures).
- Fill in **Red Cells** first before proceeding to fixture entries page (NOTE: Active Step Instructions at top).
- Save different file for each projects, use descriptive names for your own use.

Key Steps - New Lighting Tool

- Trade Ally enters preliminary project scope and when construction is done, can update “as-installed” post information if there are any changes
- Rocky Mountain Power inspectors and project coordinators will process pre/post-inspection and final project versions and send copies back to each party as necessary.
- No “Custom” lighting entries, tool determines Custom vs. Prescriptive. “Custom Fixtures” requests: call Jim, Mark, or Richard; If wattage is NOT close (<10%) to a fixture on list...

Controls - New Lighting Tool

- Breakout the line-by-line controls based on “integral” controls vs. zones (groups) of fixtures on one control sensor.
 - Example: 34 high bay T5HO fixtures with integral occupancy sensor (enter all on one line); 15 more T5HO fixtures same space no control sensors (separate line).
 - 24 – 2LF32T8 fixtures on one sensor (one separate line)
 - Advanced Daylighting is 1 zone per line, combine common fixtures.
 - All others controls selections is one sensor per line
 - Only “integral” sensors will count # of sensors same as fixture count
- When you have different fixture types on same control device second set of fixtures use a “duplicate” occupancy sensor <dup...>

- Place Holder slide
- Handout - Demo slides of lighting tool and live demonstration of lighting tool here...

Keys/Summary - New Lighting Tool

- Follow-up webinars on lighting tool training for other employees, refreshers, Q&A are being planned.
- Lighting tool demonstration videos (series) will be posted on website.
- It will take 2-3 projects to start to get used to the new lighting tool; Our staff is on-call to support questions.
- CREATE your own template with your company contact information, your FAVORATE typical fixtures you install to save a little bit of time.
- This lighting tool had trade ally input to develop, we continue to want feedback on future releases. Suggests in e-mail/written format (attached examples if necessary), updates are planned both this year and next to evolve this tool as user friendly as possible.
- Attach a Utility Bill with LOI and/or Lighting tool preliminary so our team can move quickly on the Incentive Agreement.

Rocky Mountain Power: Energy Efficiency Alliance

- **For Vendors/Trade Allies**

- **EEA Coordinator – Lighting**

- Name: Jim Soukup
- Phone: 307-235-0438

- **Lighting Specialist**

- Name: Richard Wood
- Phone: 801-896-3314

- **EEA Coordinator – Non-Lighting**

- Name: Scott Dwire
- Phone: 801-743-1606

- **Web:**

rockymountainpower.net/alliance

- **Program Support Resources**

- ✓ John Christiansen – 801-318-8759
 - ✓ Compressed Air Questions?
- ✓ Paul Warila – 503-928-3212
 - ✓ Irrigation Questions?
 - ✓ Farm and Dairy Questions?
- ✓ Scott Kenaston - 503-504-0026
 - ✓ Multi-State Alliance Manager
- ✓ Roger Spring – 503-509-0330
 - ✓ Multi-State Alliance Director
- ✓ Mark Clary and Alison Schwendiman
 - ✓ Lighting - 801-255-1881

Contact information

- For Customers / Program Support
 - Energy Services Hotline: 1-800-222-4335
 - E-mail: energy.expert@pacificorp.com
 - Website: rockymountainpower.net/wattsmart
- Other Support / Resources
 - Business Solutions Team: 1-866-870-3419
 - Business Solutions Toolkit:
rockymountainpower.net/toolkit

Questions?

