

FinAnswer Express 101: Lighting Program Basics/Processes

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Energy Efficiency Alliance Workshop

Track 1: Fundamentals of FinAnswer Express: Lighting



Welcome

- Rocky Mountain Power assists business customers to save energy and money
 - ▶ Reducing customer costs to invest in energy efficiency
- Available resources include:
 - ▶ Financial Incentives for Customer
 - ▶ Technical Expertise
 - ▶ Industry Support → Energy Efficiency Alliance

The Case for Energy Efficiency – Win/Win/Win

- For Rocky Mountain Power, energy efficiency is an energy resource . . .
 - ▶ “Nega-watts” (energy/watts saved)
 - ▶ Least-Cost Resource
 - ▶ Delayed capital projects
- For Customers, energy efficiency is a way to ...
 - ▶ Save energy and money
 - ▶ Be more “green”
 - ▶ Benefit customer’s bottom line
 - ▶ Realize other, non-energy benefits
- For Allies, participation is a way to ...
 - ▶ Improve visibility with customers
 - ▶ Close more sales with fair pricing

FinAnswer Express – Ally Benefits

- Support for Approved Trade Allies
 - ▶ Listing on Rocky Mountain Power web site
 - ▶ Sales Collateral/Brochures
 - ▶ Potential Case Studies, Corporate Advertising
 - ▶ Rocky Mountain Power Training/Annual Conferences
 - ▶ Training for entire staff “on-site”
 - ▶ Energy Savings/Cost Analysis Software
 - ▶ Award/Recognition Programs
 - ▶ Ally Coordinator Assistance w/Customer Presentations (larger projects and “time permitting”)

FinAnswer Express – Lighting (General)

- Equipment-based incentives (\$/fixture) and Custom approach (\$/kWh saved)
- Program offers incentives for both retrofit & new construction
- Customers can assign their incentive to third party
- Lighting retrofit incentives are NOT post-purchase
 - ▶ Project approval process is streamlined but necessary BEFORE any work is started or equipment ordered (review Retrofit Process Sheet)

Retrofit Lighting Process

- Project Submittal
 - ▶ Software (Retrofit version 4.7), LOI, Copy of Rocky Mountain Power bill
- Pre-Installation Inspection
- Incentive Agreement (*Required BEFORE equipment is purchased!!)
- Project Work Begins
- Project Submittals at Completion
 - ▶ Modified software (as-built), Summarized Invoice
- Final Inspection
- Project File Processed for Incentive Payment
 - ▶ Approx. 6 weeks for receipt of incentive money to customer

Retrofit Lighting Technology

- Eligible equipment & incentives (review brochure):
 - ▶ T8 fluorescent fixtures – standard & “premium”
 - ▶ Compact fluorescent lamps (CFL) hard wire fixtures
 - ▶ T5 & T5HO fluorescent fixtures
 - ▶ High intensity discharge (HID) options
 - ▶ Exit signs
 - ▶ Lighting controls
 - ▶ LED lighting – channel letter signage
 - ▶ Custom technologies (LED, Inductive)
- Incentives *up to 50%* of eligible project costs
 - ▶ Incentives capped to maintain project simple payback greater than or equal to one year

New Construction Lighting Process

- Program uses code baseline for lighting power density (watts/square foot)
 - ▶ IECC 2006/ASHRAE 90.1-2004
- To be eligible, projects must show at least 10% savings above code (“whole building” methodology)
- Pre-approval recommended but not required
 - ▶ Software (N/C version 2.5)
 - ▶ Serves as alert for measures not qualifying/no disappointments
 - ▶ Encourages customer to consider energy efficient units
- Submit application after construction is completed
- Final inspection
- Project file processed for incentive payment
 - ▶ Approx. 6 weeks for receipt of incentive money

Major Renovation Lighting Process

- Major renovation – same process as new construction
- Definition:
 - ▶ Floor plan changes/substantial demolition
 - ▶ Functional change of the space
 - ▶ Existing lighting is inadequate
- No incentive caps – both new construction and major renovations

New Construction/Major Renovation Lighting Technology

- Eligible equipment & incentives (review brochure):
 - ▶ T8's (Premium ONLY or High Bays)
 - ▶ T5's (Interior and High Bay)
 - ▶ HID's (Ceramic and Pulse Start MH)
 - ▶ Integral Sensors
 - ▶ LED Channel Letter Signs
 - ▶ Custom Technologies (LED, etc) – SPECIAL SUBMITTALS
 - Data Sheets, NRTL Certification, Alternate Fixture, Cost Differential

Resources for Energy Efficiency Programs

www.rockymountainpower.net/wattsmart

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Software Training – Session #4