

FinAnswer Express 101: Program Introduction

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Energy Efficiency Alliance Workshop

Track 3: Fundamentals of FinAnswer Express: HVAC, Motors
and Other



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

Program Overview for Commercial/Industrial

– FinAnswer Express

- ▶ Prescriptive incentives (\$/motor, \$/fixture) for common high-efficiency equipment (motors, HVAC, lighting, etc.)

– Energy FinAnswer

- ▶ Comprehensive energy engineering services
- ▶ Incentives for energy efficiency projects
- ▶ Design-based, equipment not on FinAnswer Express list
- ▶ Sign an incentive agreement before purchase

– Self-Direction Credit Program

- ▶ Monthly bill credit for Energy Efficiency projects

– Recommissioning

FinAnswer Express

- Program designed to encourage commercial customers to upgrade to high-efficiency cooling, motors, chillers, lighting, etc.
 - ▶ Replacing failed/failing equipment
 - ▶ Expansions – new equipment needed
 - ▶ Early replacements, retrofits
- Objective is persistent reductions in energy consumption and demand from commercial, industrial, and agricultural customers

FinAnswer Express – Customer Eligibility

- FinAnswer Express is available to any Rocky Mountain Power customer with electric service on rate schedule 6, 6A, 6B, 8, 9, 9A, 10, 12, 21, 23, or 23B
- Retrofit and New Construction projects are eligible (some restrictions apply)

FinAnswer Express Incentives

- HVAC Incentives
 - ▶ **\$50/ton** for qualifying unitary AC/HP equipment
 - ▶ **\$0.02 / CFM** for qualifying evaporative cooling
 - ▶ **\$25 or \$70** for programmable thermostats
 - ▶ **\$65/hp** for eligible VFDs*
 - ▶ **\$0.12/kWh and \$50/kW** for Chillers
- Lighting
 - ▶ **\$/fixture** for qualifying lamps/ballasts/fixtures
- Premium Efficiency Motors
 - ▶ **\$/motor** based on size/type of motor

FinAnswer Express – When to apply

- Equipment listed on incentive tables
 - ▶ HVAC, motors, other non-lighting equipment (listed on the incentive tables)
 - Apply after purchase
 - ▶ Lighting
 - Retrofits – sign incentive agreement before purchase
 - New construction – can apply after purchase
- Equipment not listed on incentive tables
 - ▶ Sign incentive agreement before purchase
 - ▶ Contact your Trade Alliance Coordinator as early as possible

Post-Purchase Application Process

- *Applies to motors, HVAC, and other non-lighting equipment listed on incentive tables*
- Step 1: Obtain an incentive application and catalog (available on the Web)
- Step 2: Purchase and install a qualifying unit at an eligible location
- Step 3: Submit incentive application
- Step 4: Receive incentive check within 45 days of application submission

What equipment qualifies? - HVAC

Equipment Type	Equipment Code	Size Category	Sub-Category	Minimum Efficiency Requirement(s)	ARI Standard	Customer Incentive (\$/ ton)
Unitary Commercial Air Conditioners, Air Cooled (Cooling Mode)	HVCSA1	< 65,000 Btu/hr	Split System and Single Package (single phase)	15.0 SEER 12.5 EER	210/240	\$50
	HVCSA3	< 65,000 Btu/hr	Split System and Single Package (three phase)	13.0 SEER 11.6 EER	210/240	\$50
	HVCSA6	≥ 65,000 Btu/hr and < 135,000 Btu/hr	Split System and Single Package	11.0 EER 11.4 IPLV	210/240	\$50
		≥ 135,000 Btu/hr and < 240,000 Btu/hr	Split System and Single Package	10.8 EER 11.2 IPLV	340/360	\$50
		≥ 240,000 Btu/hr	Split System and Single Package	10.0 EER 10.4 IPLV	340/360	\$50

For more information, application forms, and other resources:

<http://www.rockymountainpower.net/wattsmart>

A Case Study – Packaged Rooftop Units

Ferrari Color

Salt Lake City, Utah

Project:

Installed high-efficiency packaged air conditioners in new headquarters

Annual energy savings:

\$2,600 (25,500 kwh/yr)

Energy efficiency upgrade costs:

\$10,425 before incentives
– 5,792 incentive payment

\$4,633 after incentives

Simple payback:

4.1 years before incentives
1.8 years after incentives

Other benefits:

- improved working conditions
- easier equipment maintenance

Rocky Mountain Power FinAnswer Express cooling incentives for businesses

Equipment	Incentive
Evaporative cooling – a highly effective, economical and environmentally friendly way to cool your business that can reduce energy costs by as much as 75 percent.	\$0.02/CFM
High-efficiency packaged air conditioning units – use as much as 20 percent less energy than an older unit, while providing the same level of cooling. Models with high SEER or EER ratings and the ENERGY STAR® label offer higher potential for savings.	\$50/ton

What equipment qualifies? - Chillers

Chillers must exceed the minimum efficiency requirements below:

Heat Rejection	Type	Size Category (tons)	IECC 2006	
			Minimum COP	Minimum IPLV
Air cooled	Screw	< 150	2.80	2.80
		≥ 150	2.50	2.50
	Reciprocating	< 150	2.80	2.80
		≥ 150	2.50	2.50
Water cooled	Reciprocating	All capacities	4.20	4.65
	Rotary/Screw/Scroll	< 150	4.45	4.50
		≥ 150 & < 300	4.90	4.95
		≥ 300	5.50	5.60
	Centrifugal	< 150	5.00	5.00
		≥ 150 & < 300	5.55	5.55
≥ 300		6.10	6.10	

*Incentive is calculated by Rocky Mountain Power (\$0.12/kWh + \$50/kW)

Another Case Study – Chillers

Yakima School District

Yakima, WA

-Installed a high-efficiency 80-ton air-cooled screw chiller



Project Economics

Annual Energy Savings:	8,000 kWh/yr
Annual Cost Savings:	\$900/yr
FinAnswer Express Incentive:	\$1300

Simple Payback:
10.4 years before incentives
8.4 years after incentives

What equipment qualifies? - Motors

Motors must exceed the minimum efficiency requirements below:

Horsepower	Customer Incentive (\$/motor)	1200 RPMs	1200 RPMs	1800 RPMs	1800 RPMs	3600 RPMs	3600 RPMs
		ODP	TEFC	ODP	TEFC	ODP	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

*Motors >200 hp may qualify for a “custom” incentive

FinAnswer Express Application

Parameter	Measure 1	Measure 2	Measure 3
Equipment Code			
Project Type (Retrofit or New Construction)			
Installation Date			
Equipment Location (e.g. roof, mechanical room)			
Dealer Name			
Manufacturer			
Model Number ¹			
ARI Reference Number (HVAC equipment only)			
Efficiency(ies) (Motors: Full Load Efficiency A/C: EER + SEER/IPLV Heat Pump (cooling): EER+IPLV Heat Pump (heating): HSPF/COP)			
Measure Size (e.g. 5 HP, 7 tons, 500 sqft, 50 Watts)			
Measure Incentive (\$) (e.g. HVAC - \$50/ton * 10 tons = \$150; Premium efficiency motor - \$54 for 3 HP; VFD - \$65/HP * 10 HP = \$650)			
Number of Measures			
Total Incentive (\$) (# of Measures * Measure Incentive)			

What about Natural Gas Equipment?

- Thermwise[®] Business Rebates Program
- Rebates for high-efficiency natural gas equipment
 - ▶ GS Commercial Customers
- Qualifying Equipment
 - ▶ Water Heaters & Boilers
 - ▶ Furnaces
 - ▶ IR and Gas Unit Heaters, and other

For more information, application forms, and other resources:

www.ThermWise.com

Words of Caution

- Customer Eligibility
 - ▶ Rocky Mtn. Power Service Territory
 - ▶ Rate Schedules 6, 6A, 6B, 8, 9, 9A, 10, 12, 21, 23, 23B
 - ▶ Confirm with Utility Bill
- The Fine Print on Qualifying Equipment
- Application Process
 - ▶ Vendor-driven – help your customers select eligible equipment and apply for incentives
- Customers always want low up-front costs ...
FinAnswer Express is the answer.

What Can You Do?

- Be aware of incentive programs
 - ▶ Identify energy savings opportunities
 - ▶ Confirm customer eligibility
 - ▶ Submit low-cost & life-cycle cost bid proposals
 - ▶ Identify other energy efficiency/sales opportunities
 - ▶ Contact Rocky Mountain Power for assistance
- Join the Energy Efficiency Alliance
 - ▶ Network of industry professionals
 - ▶ Name listed on Rocky Mountain Power Website
 - ▶ Co-operative marketing opportunities

What Will We Do?

- Trade Alliance Coordinator
 - ▶ Provide assistance with FinAnswer Express applications, qualifying equipment and questions
 - ▶ Provide guidance to identify which energy-efficiency program most suitable for a project
 - ▶ Communicate regularly with you regarding status of projects, potential customers and qualifying vendor equipment you sell

Contact Info

- For Trade Allies

- ▶ HVAC: 801-639-5613 (Bart DeGiorgio)
- ▶ Chillers, Motors, Other: 801-639-5610 (Barry Pomeroy)

- For Customers

- ▶ Phone: 1-800-222-4335
- ▶ E-mail: energy.expert@pacificorp.com
- ▶ Website: <http://www.rockymountainpower.net/wattsmart>

Questions?

