

## **SRP Business Solutions**

### **SCN Solar and Energy Efficiency Working Group Presentation September 10, 2013**



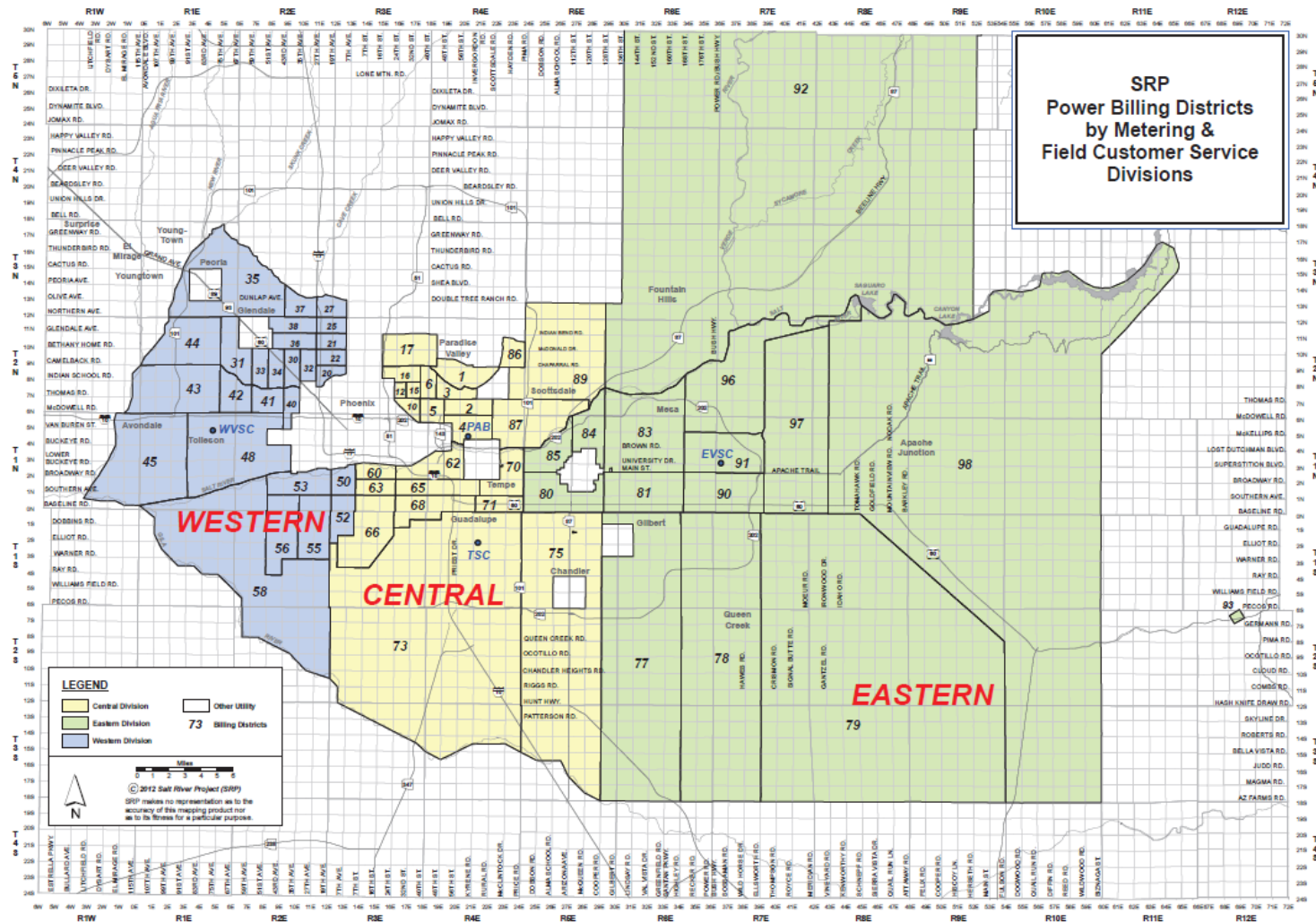
**Delivering more than power.™**

# Agenda

- ❖ Introduction
- ❖ SRP Service Area
- ❖ SRP EE Program Objectives
- ❖ SRP EE Resources
- ❖ SRP Customer Service
- ❖ Q & A

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- ❖ SRP EE Program Success
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# SRP Service Area



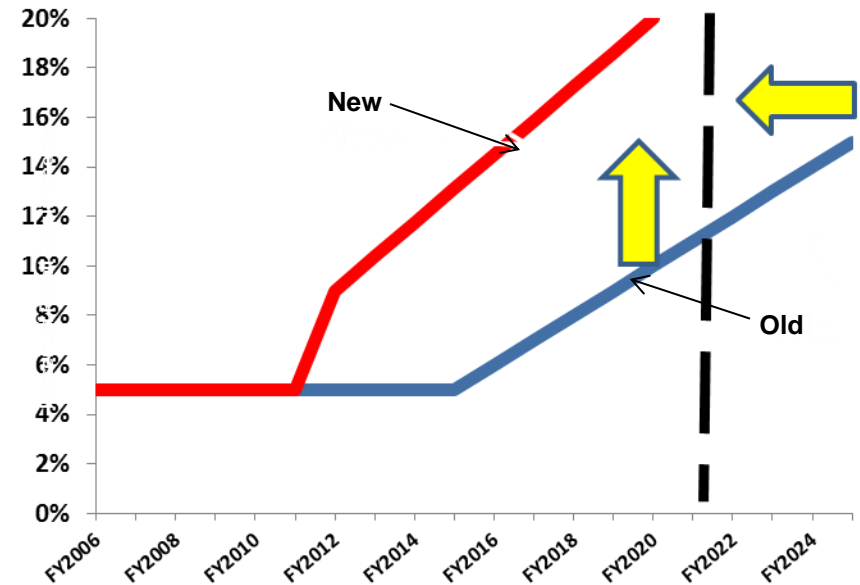
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# EE Program Objectives

- Defer the need for future generation resources
- Manage emissions using sustainable means at the lowest cost to our customers
- Provide a comprehensive suite of programs to address customers' needs
- Help our customers save money
- Accomplish SRP's Sustainable Portfolio goals cost-effectively

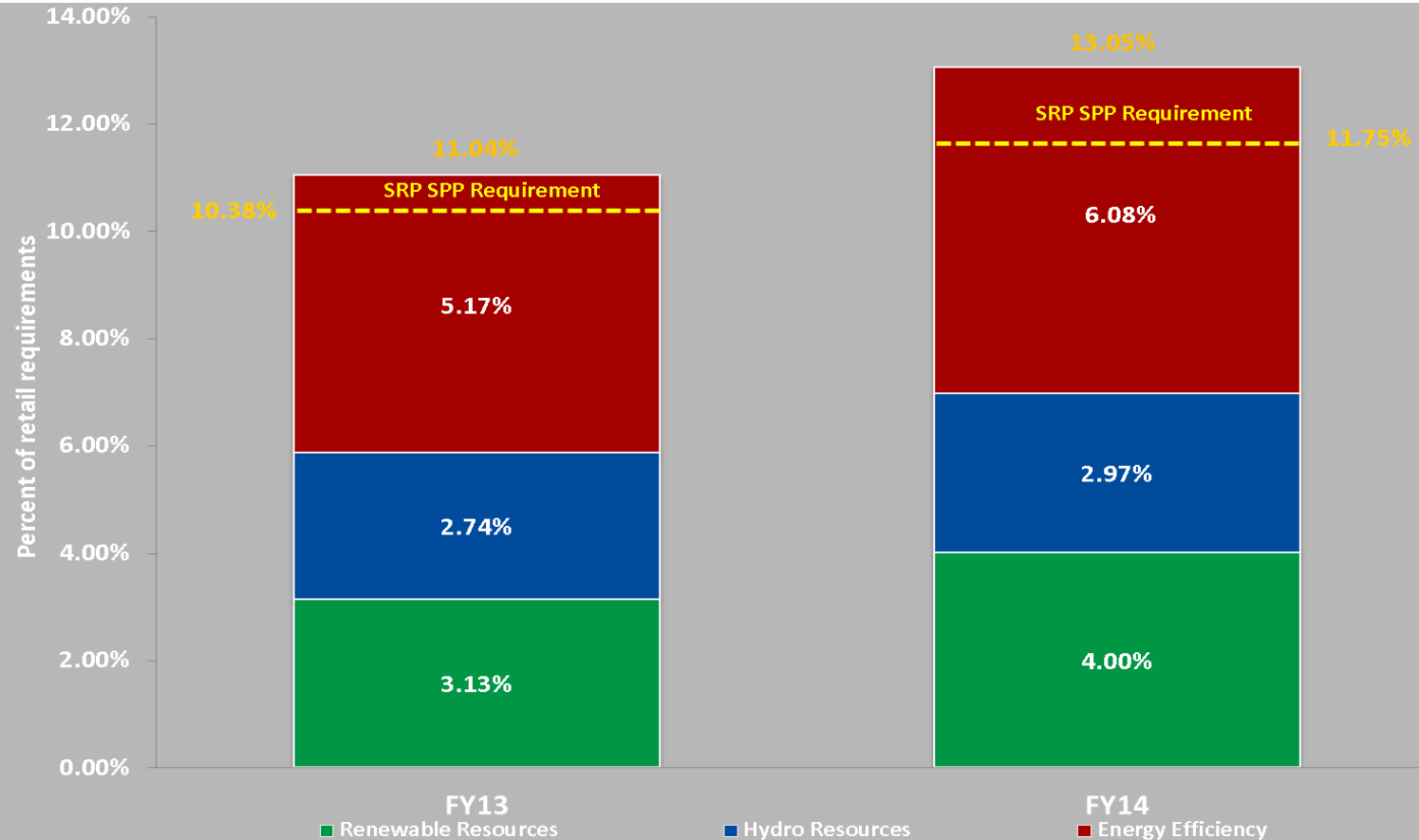
# EE Program Objectives: Updated Sustainable Portfolio Plan

- Established in 2004, revised in 2006 and 2011
- Goals
  - Meet 20% of retail requirements with sustainable resources by 2020
    - Renewable energy, hydro power, conservation, efficiency, pricing measures, codes and standards, behavioral programs, and renewable energy credits
  - Energy efficiency – ‘goal within a goal’



# EE Program Objectives: SRP Sustainable Portfolio Chart

FY13 Actuals and FY14 Projected

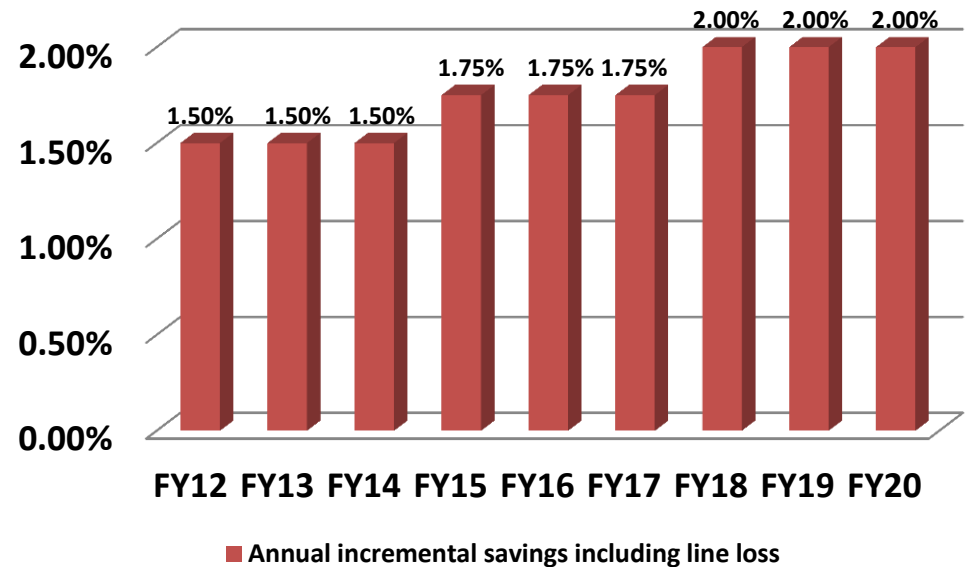




# Energy Efficiency Targets

- SRP's annual incremental objective grows over next decade
- All energy efficiency and pricing initiatives
- Include 50% credit for codes and standards
- Energy conservation and behavioral programs

**Percentage of Annual Retail Requirements**



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# SRP Energy Efficiency Resources: website






# SRP Energy Efficiency Resources: business solutions programs

## SAVE WITH SRP. FIND OUT WHICH REBATE PROGRAMS ARE RIGHT FOR YOU.

SRP Business Solutions offers a wide range of energy-efficiency opportunities, including rebates for technical assistance and equipment installation. There's a rebate for every size and type of business and industry.

**CAPS**  
\$200,000 per year, with  
a total cap of \$300,000  
for all programs per  
customer

	STANDARD BUSINESS SOLUTIONS	CUSTOM BUSINESS SOLUTIONS	NEW CONSTRUCTION SOLUTIONS	RETROCOMMISSIONING SOLUTIONS
<b>Description</b>	This program provides rebates for common energy-efficiency measures, including high-efficiency lighting, HVAC, building envelope, compressed-air and refrigeration equipment, as well as select sensors and controls.	This program offers the flexibility to identify and implement energy-efficiency projects unique to a facility and its operations. If energy savings can be measured, the project probably qualifies.  Technical assessments are available to qualifying customers to help identify energy-saving opportunities.	This program is designed to help business customers develop a whole-building, performance-based strategy from conceptual design phase through construction for buildings larger than 75,000 square feet and monthly demand greater than 400 kW.	This program is designed to help business customers optimize the performance of existing equipment. The process evaluates commercial and industrial facilities at least 2 years old with 25,000 square feet of conditioned space.
<b>What qualifies</b>	Measures must meet equipment catalog/program guidelines: <ul style="list-style-type: none"> <li>Lighting</li> <li>HVAC</li> <li>Variable-frequency drives (VFDs)</li> <li>Building envelope (window film/shade screens)</li> <li>Compressed-air equipment</li> <li>Refrigeration equipment</li> <li>Programmable thermostats</li> <li>Occupancy sensors</li> <li>Network PC and server power management software</li> <li>Server virtualization</li> </ul>	Most equipment that does not create an increase in summer peak demand or qualify under the Standard program is eligible.  <b>Examples:</b> <ul style="list-style-type: none"> <li>Energy management systems</li> <li>Compressor replacements in chillers</li> <li>Upgrading refrigeration compressors and condensers</li> <li>Lighting controls other than occupancy sensors</li> <li>Conversion from constant air volume to variable air volume</li> <li>Improvements to the building envelope</li> </ul> <b>Technical assessments are available for:</b> <ul style="list-style-type: none"> <li>Pumping systems with at least 25 hp, excluding backup</li> <li>Compressed-air systems with at least 100 hp, excluding backup</li> <li>Facilities served by the E-61, E-63, E-65 or E-66 price plans</li> </ul>	Projects must use a professional design team and exceed American Society of Heating, Refrigerating and Air-Conditioning Engineers standard 90.1-2007 by 10% or more.  	No- and low-cost measures with estimated simple paybacks of two years or less qualify.  <b>Examples:</b> <ul style="list-style-type: none"> <li>Confirming and adjusting set points for temperature and static pressure on HVAC components</li> <li>Eliminating simultaneous heating and cooling</li> <li>Changing sequencing and scheduling of central plant systems</li> <li>Implementing chilled- and condenser-water reset strategies</li> <li>Fine-tuning existing lighting controls</li> </ul>
<b>Rebates</b>	<ul style="list-style-type: none"> <li><b>Lighting:</b> \$300 per kilowatt (kW) of reduced installed demand and \$40 per occupancy sensor</li> <li><b>HVAC:</b> \$20 to \$85 per ton and \$40 per programmable thermostat</li> <li><b>VFDs:</b> \$55 per horsepower (hp)</li> <li><b>Building envelope:</b> \$0.60 to \$0.80 cents per square foot for window films and shade screens</li> <li><b>Refrigeration, compressed air and servers:</b> varies</li> <li><b>Networked PC power management software:</b> \$8 per PC</li> </ul>	<ul style="list-style-type: none"> <li><b>Equipment:</b> \$0.11 per kilowatt-hour (kWh) for the first year of electricity savings, up to 50% of the incremental customer cost</li> <li><b>Pump assessment:</b> up to \$350 per pump</li> <li><b>Preliminary assessment:</b> 100% funded up to \$3,000</li> <li><b>Technical assessment:</b> 50% of the preapproved cost, up to \$15,000; 100% if suggested improvements are made</li> </ul> 	<ul style="list-style-type: none"> <li>Design team service rebates from \$8,000 to \$12,000</li> <li>Design assistance services</li> <li>Building owner equipment rebates from \$0.08 to \$0.16 per kWh for the first year of electricity savings</li> <li>Design and technical consulting assistance for data center projects</li> </ul>	<p>SRP covers the retrocommissioning costs to identify and analyze potential measures with the following guidelines:</p> <p><b>Small and medium facilities (25,000–75,000 square feet)</b></p> <ul style="list-style-type: none"> <li>Customers are limited to two projects per year.</li> <li>Customers must spend \$500 or more to implement identified measures.</li> </ul> <p><b>Large facilities (more than 75,000 square feet)</b></p> <ul style="list-style-type: none"> <li>Customers are limited to \$50,000 per project.</li> <li>Customers must spend \$10,000 or more to implement identified measures.</li> </ul>
<b>When to apply</b>	<b>Lighting retrofit:</b> Preapproval is required prior to purchasing, ordering or installing. <b>Other measures:</b> Post-purchase is allowed. Retrofit and new construction projects are eligible.	Preapproval is required before requesting services or purchasing, ordering or installing equipment. Retrofit and new construction projects are eligible.	Contact SRP before or during the conceptual design phase.	Preapproval is required before requesting services or implementing energy-efficiency measures.
<b>Key benefits</b>	<ul style="list-style-type: none"> <li>Lower electric bills</li> <li>Lower initial cost</li> <li>Less downtime and fewer repairs</li> <li>Lower maintenance costs</li> <li>Improved comfort in the work space</li> </ul>	<ul style="list-style-type: none"> <li>Lower electric bills</li> <li>Increased productivity and system reliability</li> <li>Lower maintenance costs</li> <li>Reduced annual operating expenses</li> <li>Improved comfort in the work space</li> <li>In-depth system analysis for qualifying projects</li> </ul> 	<ul style="list-style-type: none"> <li>More marketable to potential tenants</li> <li>Lower lifetime operating costs</li> <li>Increased asset value</li> <li>Attractive return on investment</li> </ul>	<ul style="list-style-type: none"> <li>Electricity savings of up to 15%</li> <li>Improved equipment performance and operation</li> <li>Increased asset value</li> <li>Improved occupant comfort</li> <li>Increased O&amp;M staff capabilities and expertise</li> <li>Improved building documentation</li> </ul>

### How do I apply?

Detailed program information and forms are available at [savewithsrpbiz.com](http://savewithsrpbiz.com) or by calling our program administrator at (602) 236-3054. In addition, National Bank of Arizona is offering qualifying SRP business customers financing for energy-saving projects, subject to credit approval.

# SRP Energy Efficiency Resources: Data Center Assessments

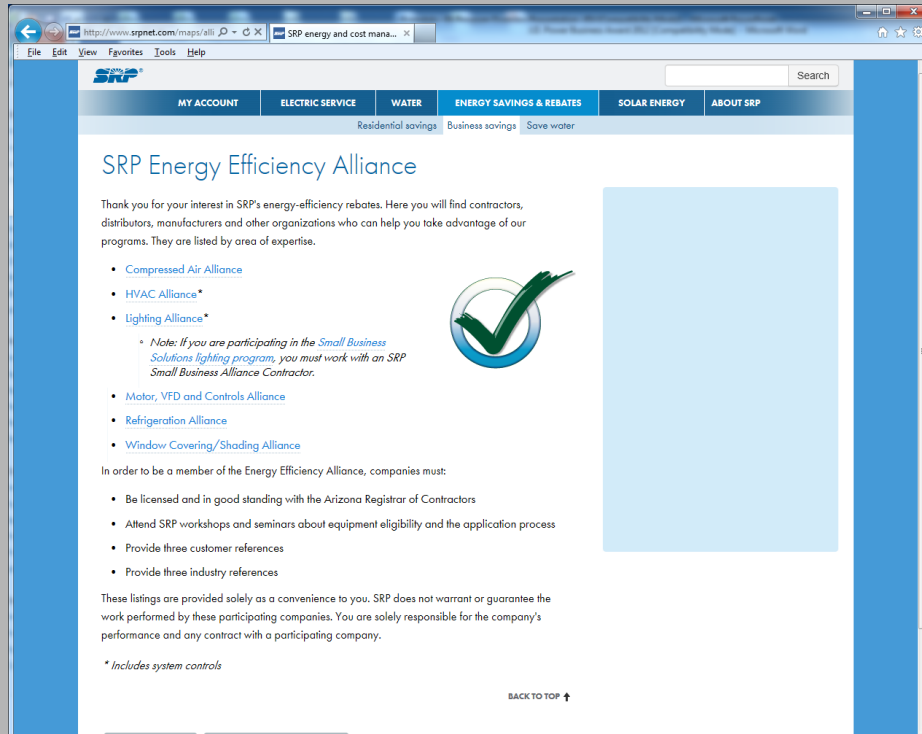
- Preliminary and Technical Assessments Offered
- The assessment studies will be offered to identify opportunities involving non-prescriptive measures which include:
  - IDEC (Indirect Direct Evaporative Cooling)
  - Hot Aisle/ Cold Aisle Containment (Air flow improvement)
  - High Efficiency IT Equipment (UPS, Transformers, etc)
  - Data Center Environment (Temp and Humidity) Optimization

# SRP Energy Efficiency Resources: small business solutions

- Eligible participants must have annual aggregate energy consumption  $\leq 145,000$  kWh for customer ID
- Program includes a free lighting assessment of the customer's facility performed by Alliance Contractor
- Eligible measures include T8 fluorescent lighting, pin based CFLs, exit signs, and occupancy sensors
- Program covers up to 75% of the customer installation cost
- Rebate is paid to contractor to overcome customer's need to provide initial investment

# SRP Energy Efficiency Resources: Contractor Training

- SRP Energy Efficiency Alliance Program



### Energy Efficient HVAC Training Opportunities



We are pleased to announce a training certification course offered in collaboration with the Arizona Chapter of the Air Conditioning Contractors of America (ACCA-AZ). This training certification series is open to SRP Energy Efficiency Alliance members to focus on HVAC education initiatives. This excellent opportunity will help you hone your industry expertise and boost business. Below are the benefits of completing the HVAC Energy Efficiency Certification Program:

- Learn how to identify sales opportunities by helping your customers become more energy efficient.
- Stay on top of rapidly emerging industry trends toward energy efficiency, such as indirect/direct evaporative cooling, energy management systems and networkable thermostats.
- Gain technical knowledge for optimizing HVAC equipment and controls to operate at maximum efficiency.
- Learn why the Phoenix area has one of the best climates for economizers and free cooling, and learn how to articulate these benefits to customers.
- Learn how to integrate utility rebates and incentives into energy-efficient projects.
- Trade Allies can receive 5% of the final rebate amount in SRP's service area.
- Have your company listed on SRP's website as an Energy Efficiency Alliance participant.
- Have your company highlighted in the SRP/Nexant/ACCA-AZ newsletter.
- Get your company acknowledged at SRP's annual Energy Efficiency Workshop and Conference and the ACCA-AZ Trade Show.
- Receive a certificate of completion for 25 hours of instruction and eight hours of continuing education hours (CEHs) toward renewal of North American Technician Excellence (NATE) certification.

**The training events are as follows:**

- How to Sell Energy Efficiency – Oct. 1
- Economizers Setup and Service – Oct. 15
- Hydronic Systems – Oct. 21 and (lab) Oct. 22

Website: [srpnet.com/EEAlliance](http://srpnet.com/EEAlliance)

# SRP Energy Efficiency Resources: Professional Development



Join us in Scottsdale for the  
20<sup>th</sup> Annual AZBO Fall Education Institute  
October 28 – November 1, 2013  
Scottsdale Cottonwoods Resort  
6160 N. Scottsdale Rd., Scottsdale AZ 85253  
(480) 389-3447  
[www.scottsdalecottonwoods.com](http://www.scottsdalecottonwoods.com)

Tracts	Monday October 28	Tuesday October 29	Wednesday October 30	Thursday October 31	Friday November 1
Code Updates	Session 101 2012 IBC Overview	Session 201 2012 IBC Means of Egress	Session 301 2012 IBC Building Areas, Fire Areas, and Mixed Occupancies	Session 401 2012 IRC Overview	Session 501 ADA Update
General Interest	Session 102/202 The Complete Permit Technician <i>Two Day class</i>		Session 302 Code Enforcement Basics	Session 402 Hoarding Issues & Code Enforcement	Session 502 Improving the Reputation of your Building Department
Electrical Field Inspection	Session 103/203 2012 IRC Electrical Inspections <i>Two Day class</i>		Session 303 Grounding and Bonding 2011 NEC	Session 403/503 Commercial Electrical Inspections <i>Two Day class</i>	
Engineering Principles	Session 104 2012 IRC Structural Changes	Session 204 Post Tension Foundation Design and Construction	Session 304 Manufactured Housing Installers Training	Session 404 ASHRAE 90.1	Session 504 IPMC and Identifying Dangerous Structures
Energy Conservation and Green Building	Session 105 Sustainable Concrete Masonry Design	Session 205 HERS/RESNET/IECC Alternative Compliance Paths	Session 305 Energy Efficient Lighting Design and Science – IECC 2012 Compliance	Session 405 IgCC/IECC/Best Practices	Session 505A Manual J - 101 ½ Day class  Session 505B PV Inspections - 101 ½ Day Class
Commercial Inspection	Session 106 Street Smart – Personal Protection	Session 206 Special Inspection of Masonry Construction	Session 306 2012 IRC Plumbing, Mechanical, and Fuel Gas Update	Session 406 2012 International Mechanical Code	Session 506 2012 International Plumbing Code
<p><b>ANNOUNCEMENTS</b></p> <p><b>ATTENTION ... CLASS FEES WILL BE INCREASING TO \$120 FOR THE SPRING 2014 INSTITUTE. TAKE ADVANTAGE OF MEMBERSHIP DISCOUNTS BY REGISTERING WITH YOUR LOCAL CHAPTER.</b></p> <p>BE SURE TO STOP BY THE ICC BOOKSTORE OPEN DAILY FROM 7:00 AM – 5:00 PM FOR DISCOUNTED CODE BOOKS AND OTHER MATERIALS</p> <p>VISIT OUR SPONSOR &amp; VENDOR BOOTHS FOR LOTS OF INFORMATION AND GOODIES.</p> <p>AZICC CENTRAL CHAPTER WILL HOST A DINNER AND COMEDY SHOW OCTOBER 30 AT 5:30 PM. PLEASE JOIN US FOR DINNER AS WE LISTEN TO MAYOR SCOTT P. LEMARR OF TOWN OF PARADISE VALLEY, AND VICE MAYOR SUZANNE KLAPP, OF CITY OF SCOTTSDALE. ENTERTAINMENT PROVIDED BY COMEDIAN BRIAN KOHATSU. FOR MORE INFORMATION, PLEASE SEE PAGE 9.</p> <p>VISIT OUR WEBSITE <a href="http://www.azbo.us">www.azbo.us</a> FOR MORE INFO ON HOW AZBO IS GOING GREEN</p> <p>LET US HELP YOU IN CASE OF AN EMERGENCY...PLEASE PROVIDE US WITH EMERGENCY CONTACT INFORMATION LISTED ON THE REGISTRATION PAGE.</p>					

Website: [www.azbo.us](http://www.azbo.us)



# SRP Energy Efficiency Resources: Technical Support

- ✓ Lighting
- ✓ HVAC
- ✓ Compressed Air
- ✓ Refrigeration
- ✓ VFD's
- ✓ Custom Projects
- ✓ Data Centers
- ✓ New Construction
- ✓ Retrocommissioning
- ✓ Small Business

## Ask the Expert



email: [savewithsrpbiz@srpnet.com](mailto:savewithsrpbiz@srpnet.com)

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- ❖ Q & A

Customer service is  
important to us!



# SRP Customer Service

## Phone Numbers

General Hotline  
(602) 236-3054

SRP Business Solutions  
Joseph deGraft-Johnson  
Sr. Program Manager  
(602) 236.3594

Building Code Initiatives  
Sharon Bonesteel  
Sr. Market Analyst  
(602) 236.4498

## Email and Web

General email  
[savewithsrpbiz@srpnet.com](mailto:savewithsrpbiz@srpnet.com)

Program web site  
[savewithsrpbiz.com](http://savewithsrpbiz.com)



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