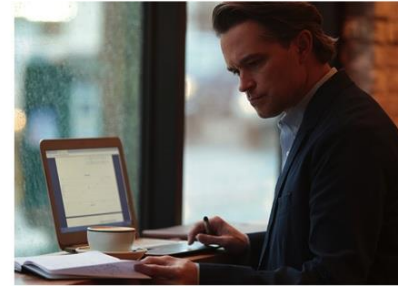
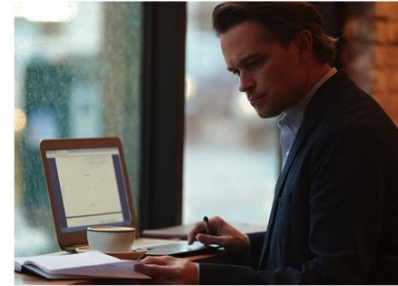


Wattsmart Idaho Annual Training



Wattsmart Business Program 2024: Overview and Updates



Meet the Team – Program Admin. and Non-Lighting



Amanda Sorensen
*Outreach Coordination and
Non-lighting Vendor Support*



Jessica Kramer
Program Manager



Jim Monsen
*Outreach Coordination and
Non-lighting Vendor Support*



Barry Pomeroy
Outreach Manager

Meet the Team – Lighting



Alison Kilpack
Project Coordination



Becky Berg
Midstream and LEDii



Chase Harris
Project Manager & Vendor Support



Melissa Miranda
Training & Events



Wilmer Cabrera
Small Business



Tom Wood
Program Manager

Wattsmart Opportunities

**Lighting and
controls**



[GO TO LIGHTING](#)

HVAC

[SEE HVAC INCENTIVES](#)



**Motors and
drives**



[FIND OUT MORE](#)

Food service



[SEE DETAILS](#)

**Compressed
air**



[FIND OUT MORE](#)

**Building
envelope**



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Appliances and office



[SEE INCENTIVES](#)

Wastewater and other



[FIND OUT MORE](#)

Wattsmart Opportunities - Lighting

Lighting and controls

GO TO LIGHTING



- Exterior lighting is now prescriptive:
 - \$/fixture, kit rates
 - Can be in the tool or in the post-purchase app

LAMP STYLE	WHAT IT'S CALLED	HOW YOU KNOW IT	INCENTIVE AMOUNT
	MR16 reflector lamp	Mini-spot lights / track head lights	\$1 per lamp
	Pin-based lamp	PLC Pin-based lamp < 10 W	\$1 per lamp
		PLC Pin-based lamp ≥ 10 W	\$2 per lamp
		PLL Pin-based lamp	\$3 per lamp
	T8 TLED - Type A, A/B Dual Mode	Linear fluorescent form	\$2 per lamp
	T8 TLED - Type B		\$1 per lamp
	T8 TLED - Type C		\$5 per lamp
	T5 TLED - Type A, A/B Dual Mode		\$3 per lamp
	HID Replacement Lamp	< 40 watt	\$10 per lamp
		≥ 40 watt and < 70 watt	\$15 per lamp
		≥ 70 watt and < 140 watt	\$30 per lamp
		≥ 140 watt	\$40 per lamp
	Outdoor Retrofit Kit	< 50 W	\$20 per kit
		≥ 50 W and < 90 W	\$35 per kit
		≥ 90 W and < 135 W	\$45 per kit
		≥ 135 W and < 220 W	\$55 per kit
		≥ 220 W	\$70 per kit
	Outdoor Fixture Replacement	< 50 W	\$25 per fixture
		≥ 50 W and < 90 W	\$45 per fixture
		≥ 90 W and < 135 W	\$55 per fixture
		≥ 135 W and < 220 W	\$65 per fixture
		≥ 220 W	\$120 per fixture

Downlights

- EISA requirements removed smaller screw-ins from the program
- Residential-type downlights were also removed
- To entertain an exception:
 - Replacing HID or larger pin-based CFLs (>23W total fixture wattage existing)
 - New fixture has a light output of 1,200 lumens or greater

Replacing



Small Business Enhanced

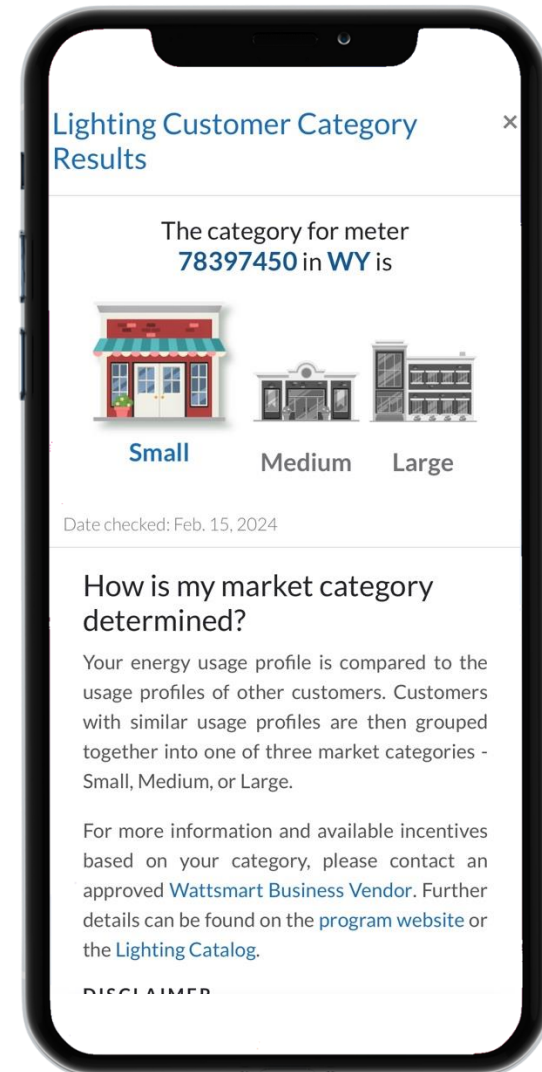


- Our SBE offering helps small business owners save money, time and energy when upgrading existing lighting systems to LED
 - Incentives cover up to 75% of project costs, up to \$5,000
 - Most projects involve re-lamping fluorescent tubes with LED tubes
 - In some cases, we will install new fixtures (exception required)
- Customers receive instant incentives and pay you 25% of the project cost. You receive the 75% on the back end after submitting the project
- Customers with "small" meters on schedules 23 and 23A are eligible for incentives

Small Business Enhanced

Need to verify a meter? Scan QR Code and bookmark this website.

https://verify.wattsmartbusiness.com/verify_customer/



Small Business Enhanced

Requirements for project submittals:

- Copy of the lighting tool (filled out)
 - Ensure there is no missing information in the customer info page
 - Project must meet cost-effectiveness standards ($\leq \$0.45/\text{kWh}$)
- A signed General Application
- Invoice showing deduction for RMP incentive
- Incentive is required to be paid to vendor
- Spec sheets for equipment installed

What affects a project's CE (cost-effectiveness)?

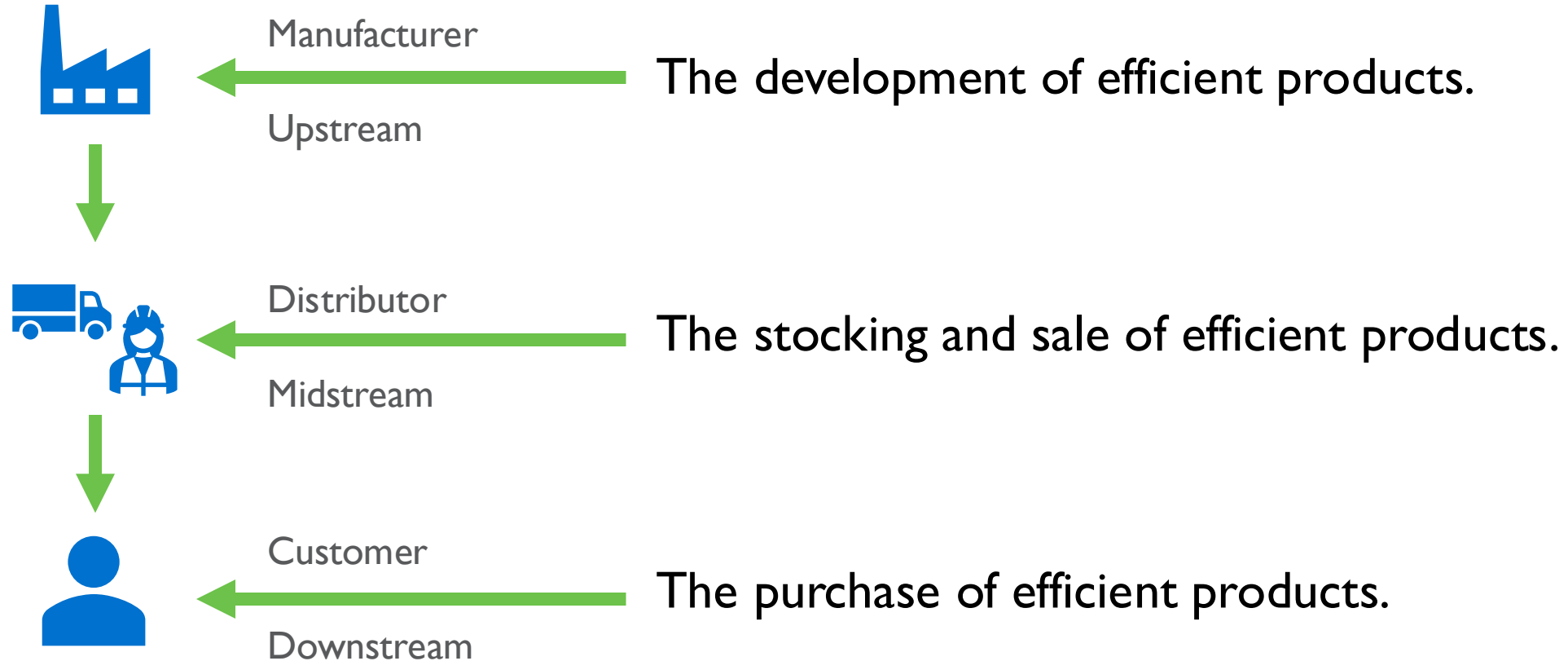
Total Project Metrics

9.05 yrs - SPB w/o Incentive (2.26 yrs - SPB w/ Incentive)	Review Needed (>8.0 yrs)
\$0.33 - Cost/kWh	Good (<\$0.35)
\$0.25 - Incentive/kWh	Review Needed (>\$0.20)

- Project costs.
 - CE is mainly dictated by the cost to install new fixture
- Hours of operation
 - Businesses with low hours of operation don't tend to yield a lot of savings

Full Stream Incentives to Motivate...

Product flow



How to Apply for Downstream

- **LED Instant Incentive:**

- Approved LEDii distributors
 - Separate list from midstream
- Customer incentive given at time of purchase
- Distributor gets reimbursed
- Must be a distributor

- **Post-Purchase Application:**

- No pre-approval
- No tool
- Itemized invoice
- Form with quantities by category

- **Lighting Tool:**

- Pre-approval for medium/large
- Fill in measure just like the good old days
- Follow normal retrofit process
- *Note: savings will be discounted due to midstream*

Maintenance Type Purchases

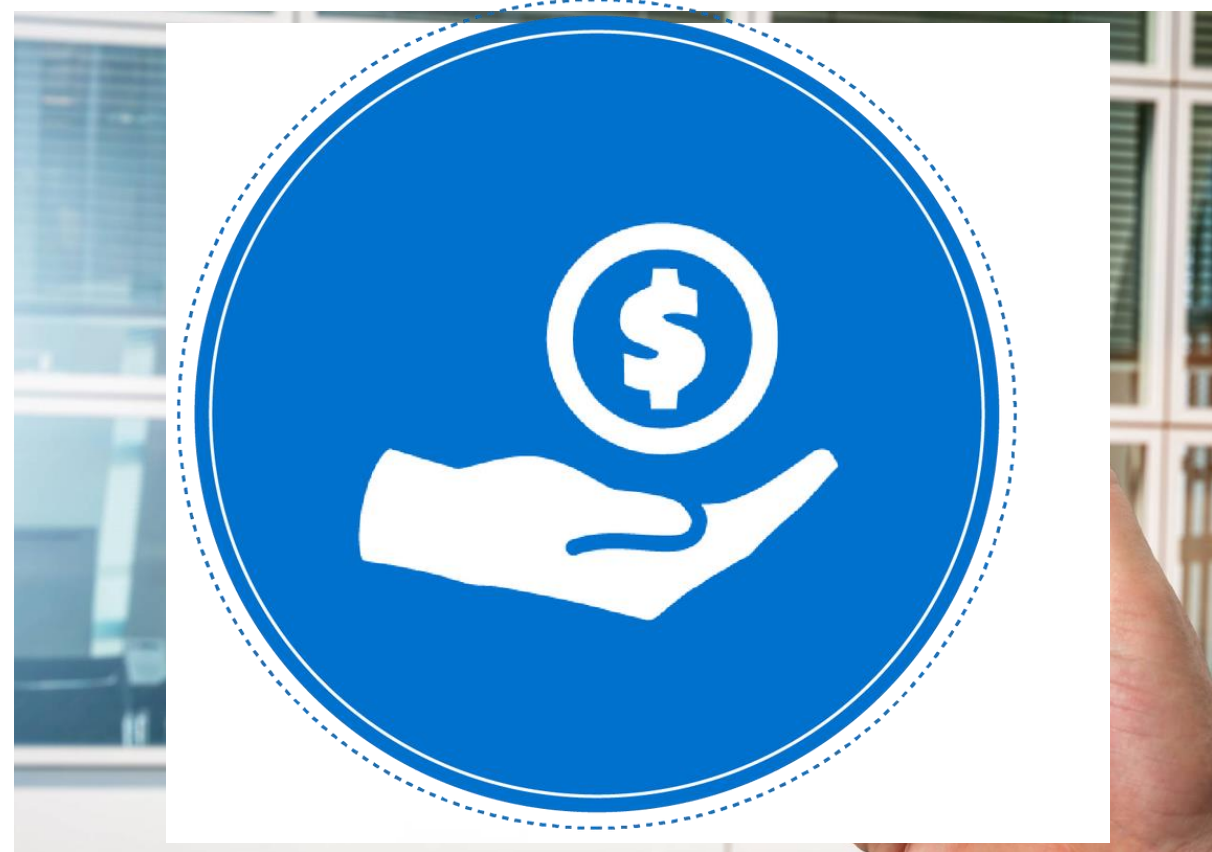
Prescriptive Measures Only
(Smaller Quantities)

Bigger Projects, Mixed Projects,
Controls Involved, etc.

Non-lighting Incentives

ARC Solutions

- **Save money on utilities**
 - 25% - 60% in energy savings
- **Fewer breakdowns and repairs**
 - Better for motors
 - Economizer optimization
- **Remote monitoring**
 - Adjust system remotely
 - System monitoring and diagnostic alerts
- **Enhanced Indoor Air Quality**
 - Better CO₂ level control
 - Better ventilation control
- **Incentives and Rebates**



Advanced Rooftop Controls - One Vendor's Experience in 2023

- Nine projects:
 - \$159,000 incentive
 - 849,210 kWh saved
- Project averages:
 - \$17,689 incentive
 - 94,357 kWh saved
 - Eight RTUs
- Smallest project:
 - One RTU
 - 2,000 incentive
 - 6,317 kWh saved
- Largest project:
 - \$50,000 incentive
 - 422,587 kWh saved
 - 23 RTUs



HVAC Incentives – ARC

EQUIPMENT TYPE	SIZE CATEGORY	SUB-CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	INCENTIVE
Advanced Rooftop Unit Control (Retrofit)	< 5 tons	Must be installed on existing unitary packaged rooftop units (no split-systems), with constant speed supply fans.	Controls must include: <ul style="list-style-type: none"> • Either a supply fan VFD or multi-speed supply fan motor with controller that meets ventilations and space conditioning needs; • Digital integrated economizer control 	\$500
	≥ 5 tons and ≤ 10 tons			\$2,000
	> 10 tons and ≤ 15 tons			\$2,800
	> 15 tons and ≤ 20 tons			\$4,000
	>20 tons			\$6,500
Advanced Rooftop Unit Control (New RTU)	< 5 tons	Must be installed unitary packaged rooftop units (no split systems),	Controls must include: <ul style="list-style-type: none"> • Either a supply fan VFD or multi-speed supply fan motor with controller that meets ventilations and space conditioning needs; • Digital integrated economizer control 	\$400
	≥ 5 tons and ≤ 10 tons			\$1,200
	> 10 tons and ≤ 15 tons			\$1,800
	> 15 tons and ≤ 20 tons			\$2,500
	>20 tons			\$4,000
Advanced Rooftop Unit Control (DCV only)	< 5 tons	Must be installed unitary packaged rooftop units (no split systems),	Controls must include digital integrated economizer control with either an existing supply fan VFD or an existing multi-speed supply fan motor and controller that meets ventilation and space conditioning needs.	\$300
	≥ 5 tons and ≤ 10 tons			\$500
	> 10 tons and ≤ 15 tons			\$600
	> 15 tons and ≤ 20 tons			\$700
	>20 tons			\$800

HVAC Incentives – PTAC and PTHP Units

HVAC

SEE HVAC INCENTIVES




EQUIPMENT TYPE	CATEGORY	SUB-CATEGORY	MINIMUM EFFICIENCY REQUIREMENTS & OFFERED INCENTIVES		
			\$25/TON	\$50/TON	\$75/TON
Packaged Terminal Air Conditioners (PTAC)	--	≤ 8,000 Btu/hr	12.2 EER	--	--
		> 8,000 Btu/hr and < 10,500 Btu/hr	11.9 EER		
		≥ 10,500 Btu/hr and ≤ 13,500 Btu/hr	10.7 EER		
		> 13,500 Btu/hr	9.9 EER		
Packaged Terminal Heat Pumps (PTHP) (See note 3)	--	≤ 8,000 Btu/hr	12.2 EER and 3.4 COP	--	--
		> 8,000 Btu/hr and < 10,500 Btu/hr	11.5 EER and 3.3 COP		
		≥ 10,500 Btu/hr and ≤ 13,500 Btu/hr	10.7 EER and 3.1 COP		
		> 13,500 Btu/hr	9.8 EER and 3.0 COP		

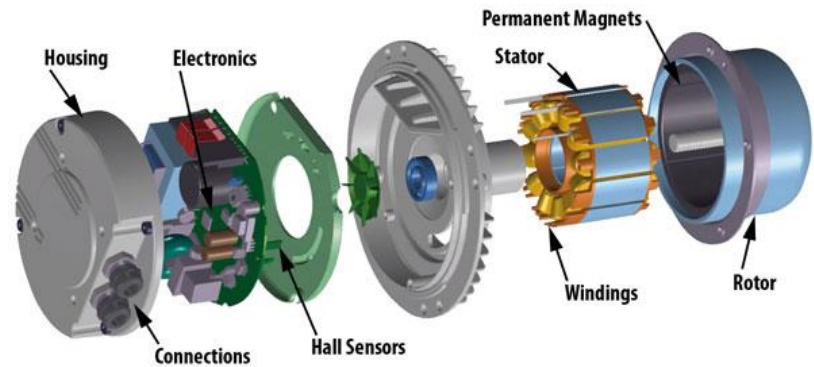
Wattsmart Opportunities – Motors and Drives

Motors and drives

FIND OUT MORE



EQUIPMENT TYPE	SIZE CATEGORY	SUB-CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	INCENTIVE
Electronically Commutated Motor (ECM) – Retrofit only	≤1 horsepower	Refrigeration application	--	\$1/watt
		HVAC application	--	\$100/horsepower
Variable Frequency Drives (HVAC fans and pumps)	≤100 horsepower	HVAC fans and pumps	See note 2	\$200/horsepower
Green Motor Rewinds	≥15 and ≤ 5,000 horsepower	--	Must meet GMPG Standards	\$1/horsepower (See note 3)



Benefits of Adding a VFD

- **74% of U.S. electricity is used by commercial buildings**

(source: US DOE, 2008 Building Energy Data Book)

- Estimated 50% of electricity used to move air and water
- **How does a VFD save electricity?**
 - Varies motor speed
 - Motor maintenance savings – soft start

% Speed	Frequency (Hertz)	% Savings
100%	60	0%
90%	54	27%
80%	48	49%
70%	42	66%
60%	36	78%
50%	30	88%
40%	24	94%
30%	18	97%
20%	12	99%
10%	6	100%
0%	0	100%

Wattsmart Opportunities – Food Service

Food service

[SEE DETAILS](#)



EQUIPMENT TYPE	EQUIPMENT CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	INCENTIVE/UNIT
Commercial Dishwasher (High temperature models w/electric boosters only)	Undercounter	ENERGY STAR® qualified	\$100
	Single Tank Stationary (Door)		\$400
	Single tank conveyor		\$1,000
	Multiple tank conveyor		\$500
Electric Insulated Holding Cabinet	Volume ≥ 28 cu. ft.	ENERGY STAR qualified	\$700
	13 ≤ Volume < 28 cu. ft.		\$300
	Volume < 13 cu. ft.		\$200
Electric Steam Cooker	All sizes	ENERGY STAR qualified	\$300
Electric Convection Oven	Half Size	ENERGY STAR qualified	\$200
	Full Size		\$350
Electric Griddle	All sizes	ENERGY STAR Tier 2 qualified	\$150
Electric Combination Oven	< 15 pans	ENERGY STAR qualified	\$1,000
	16-28 pans	ENERGY STAR qualified	\$500
Electric Commercial Fryer	Width < 18 inches (Standard)	ENERGY STAR qualified	\$300
	Width ≥ 18 inches (Large)		
Ice Machines (Air-cooled only)	Harvest rate < 500 lbs/day	ENERGY STAR qualified	\$125
	Harvest rate ≥ 500 lbs/day		\$150
Demand Controlled Kitchen Ventilation Exhaust Hood (Retrofit only)	Must be installed on commercial kitchen exhaust system	Variable speed motors must be controlled to vary fan speed depending upon kitchen demand, as indicated by connected sensors	\$0.15/kWh annual energy savings (See note 2)
Anti-Sweat Heater Controls (Retrofit only)	Low-temp (freezing) cases	Technologies that reduce energy consumption of anti-sweat heaters based on sensing humidity	\$20/linear foot (case length)
	Mid-temp (refrigerated) cases		\$16/linear foot (case length)

Wattsmart Opportunities – Building Envelope

INCENTIVES FOR BUILDING ENVELOPE RETROFITS

Building envelope

[LEARN MORE](#)





EQUIPMENT TYPE	CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	INCENTIVE
Cool Roof	--	Green Globes Building Certification v1.0	\$0.04/square foot
Roof/Attic Insulation	--	Minimum increment of R-10 insulation added	\$0.20/square foot
Wall Insulation	--	Minimum increment of R-10 insulation added	\$0.15/square foot
Windows (See notes 3, 4)	Site-built	U-factor \leq 0.30 and SHGC \leq 0.33 (glazing only rating)	\$0.50/square foot
	Assembly	U-factor \leq 0.30 and SHGC \leq 0.33 (entire window assembly rating)	\$0.50/square foot
Window Film	Existing windows	See note 5	\$0.15/kWh annual energy savings (See note 5)

INCENTIVES FOR BUILDING ENVELOPE NEW CONSTRUCTION/MAJOR RENOVATION

EQUIPMENT TYPE	CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	INCENTIVE
Cool Roof	--	Roofing product meets the minimum SRI specified by the Green Globes Building Certification v1.0. (See note 6)	\$0.02/square foot
Roof/Attic Insulation	--	Minimum increment of R-5 insulation above code (See note 5)	\$0.07/square foot
Wall Insulation	--	Minimum increment of R-3.7 continuous insulation above code (See note 5)	\$0.07/square foot
Windows (See note 3, 4)	Site-built	U-factor \leq 0.30 and SHGC \leq 0.33 (glazing only rating)	\$0.35/square foot
	Assembly	U-factor \leq 0.30 and SHGC \leq 0.33 (entire window assembly rating)	\$0.35/square foot

Wattsmart Opportunities – Appliance, Office, Other

Appliances and office



SEE INCENTIVES



INCENTIVES FOR APPLIANCES

EQUIPMENT TYPE	EQUIPMENT CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	INCENTIVE
High-Efficiency Clothes Washer	Residential (used in a business)	See Home Energy Savings program	See note 3
	Commercial (must have electric water heating)	ENERGY STAR® qualified	\$100
Heat Pump Water Heater	Residential (used in a business)	See Home Energy Savings program	

INCENTIVES FOR OFFICE AND OTHER EQUIPMENT

EQUIPMENT TYPE	MINIMUM EFFICIENCY REQUIREMENTS	INCENTIVE
Smart Plug Strip	<ol style="list-style-type: none"> Incentive applies to any plug strip on Qualified Product List that eliminates idle or stand-by power consumption of connected plug-load appliance through the use of electric load sensor. Applies only to electric plug-load applications (e.g. computer monitors) 	\$5/qualifying unit
Engine Block Heater Controls	<ol style="list-style-type: none"> Unit must be on the Qualified Engine Block Heater list at the time of purchase. Unit must be a hard-wired outlet, portable, or engine mounted thermostatically controlled heater. 	\$125/unit

Wattsmart Opportunities – Compressed Air

Compressed air




FIND OUT MORE

EQUIPMENT CATEGORY	REPLACE	WITH	LIMITATIONS	UNIT	INCENTIVE
Receiver Capacity Addition	Limited or no receiver capacity (≤ 2 gallons per scfm of trim compressor capacity)	Total receiver capacity after addition must be > 2 gallons per scfm of trim compressor capacity	<ol style="list-style-type: none"> 1. Compressor system size ≤ 75 hp, not counting backup compressor(s). 2. Trim compressor must use load/unload control not inlet modulation or on/off control. 3. Systems with VFD compressor or using variable displacement compressor as trim compressor are not eligible. 	gal	\$3/gallon above 2 gallons per scfm
Cycling Refrigerated Dryer	Non-cycling refrigerated dryer	Cycling refrigerated dryer	<ol style="list-style-type: none"> 1. Rated dryer capacity must be ≤ 500 scfm. 2. Dryer must operate exclusively in cycling mode and cannot be equipped with the ability to select between cycling and non-cycling mode. 3. Refrigeration compressor must cycle off during periods of reduced demand. 	scfm	\$2/scfm
VFD Controlled Compressor	Fixed speed compressor	≤ 75 hp VFD-controlled oil-injected screw compressor operating in a system with total compressor capacity ≤ 75 hp, not counting backup compressor capacity	<ol style="list-style-type: none"> 1. Total compressor capacity in upgraded system is ≤ 75 hp, not counting backup compressor. 2. Compressor must adjust speed as primary means of capacity control. 		\$0.15/kWh annual energy savings
Zero Loss Condensate Drain	Timer drain	Zero loss condensate drain (See note 4)	Drain is designed to function without release of compressed air into the atmosphere. Any size system is eligible – there is no restriction on compressor size.	each	\$100 each
Outside Air Intake	Compressor drawing intake air from compressor room	Permanent ductwork between compressor air intake and outdoors	<ol style="list-style-type: none"> 1. Compressor system size ≤ 75 hp 2. Ductwork must meet manufacturer's specifications, which may include: (a) ≤ 0.25" W.C. pressure loss at rated flow, and (b) allow use of compressor room air during extremely cold outside air conditions. 	hp	\$6/hp

Wattsmart Opportunities – Wastewater and Other

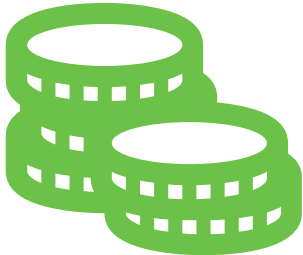
Wastewater and other



[FIND OUT MORE](#)

Equipment type	Replace	With	Customer incentive
Wastewater – low power mixer	Excess aeration capacity	Extended range circulator	\$0.15/kWh annual energy savings
Adaptive refrigeration control	Conventional controls (defrost timeclock, space thermostat, evaporator fan control, if any, thermal expansion valve in some instances)	Adaptive refrigeration controller and, in some instances, electric expansion valve	\$0.15/kWh annual energy savings
Fast acting door	Manually operated door, automatic door with long cycle time, strip curtain, or entryway with no door in refrigerated/conditioned space	Fast acting door	\$0.15/kWh annual energy savings

Benefits of Being a Vendor



Sales advantage –
through the use
of incentives.



Status –
utility vetted.



Support –
events like this
so you are in
the know.



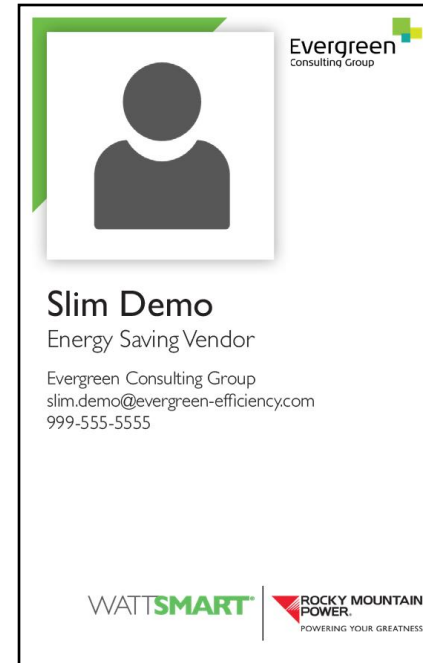
Other Vendor Benefits

- Wattsmart Business Vendor Network.
- Listed on the website
- Basic marketing opportunities
- Access to information:
 - Trade Ally Connect.
 - Wattsmart Learning Center
 - Lighting Tool

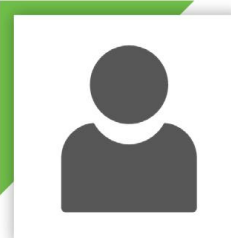


You Want to Be Premium!

- Priority website listing
- Premium marketing benefits:
 - Co-branding
 - Wattsmart badges
 - Case Studies
- Participate in feedback sessions
- Customer lists



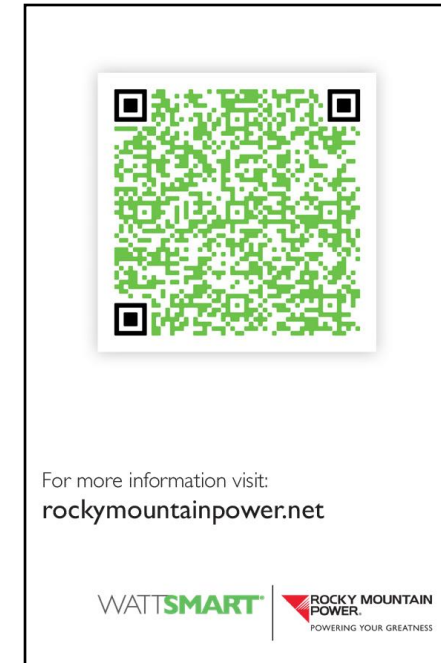
Evergreen
consulting Group



Slim Demo
Energy Saving Vendor

Evergreen Consulting Group
slim.demo@evergreen-efficiency.com
999-555-5555

WATTSMART | ROCKY MOUNTAIN
POWER.
POWERING YOUR GREATNESS

A business card for Slim Demo, an Energy Saving Vendor. The card features a placeholder for a profile picture, contact information for Evergreen Consulting Group, and logos for WATTSMART and Rocky Mountain Power.

For more information visit:
rockymountainpower.net

WATTSMART | ROCKY MOUNTAIN
POWER.
POWERING YOUR GREATNESS

A business card featuring a large QR code and contact information for more details. It includes the WATTSMART and Rocky Mountain Power logos.



Questions?

Raffle and Award Winners!



Premium Vendor Award

- Consolidated Electrical Distributors (CED) - Logan, UT
- D&S Electrical Supply Co. - Idaho Falls, ID

Vendor Awards

- Wolfe Lighting - Rexburg ID
- Electrical Wholesale Supply - Idaho Falls, ID
- Platt Electric Supply - Pocatello, ID
- Platt Electric Supply - Idaho Falls, ID

