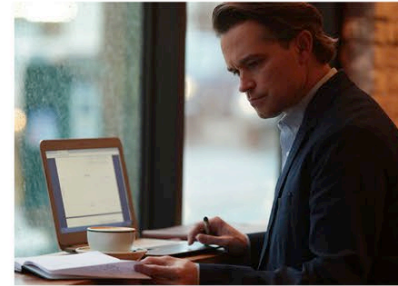
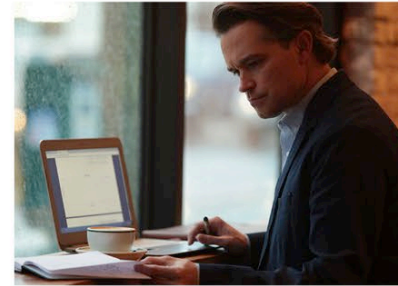


Wattsmart Wyoming Annual Training



Wattsmart Business Program 2024: Overview and Updates



Meet the Team – Program Admin. and Non-Lighting



Joe Larsen
Program Manager



Barry Pomeroy
Outreach Manager



Jessica Kramer
Program Manager



Ronnie Zimmerman
HVAC Outreach Specialist

Meet the Team – Lighting



Alison Kilpack
Project Coordination



Camille Cooper
Project Coordination



Becky Berg
Midstream and LEDii



Sheldon Cowlthorpe
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](#)



Oil and gas

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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	\$1.50 per lamp
	Pin-based lamp	PLC Pin-based lamp < 10 W	\$1 per lamp
		PLC Pin-based lamp ≥ 10 W	\$2.50 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		\$1.50 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	\$20 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

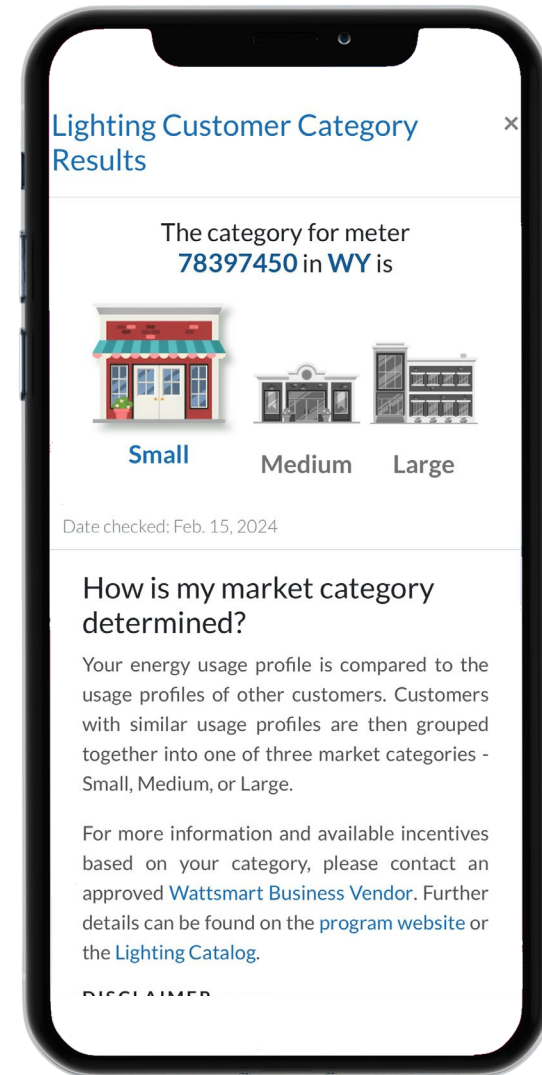


- Our SBE offering helps small business owners save money, time and energy when upgrading existing lighting systems to LED
 - Incentives cover up to 75% of project costs, up to \$5,000
 - Most projects involve re-lamping fluorescent tubes with LED tubes
 - In some cases, we will install new fixtures (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 25 and 28 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 ($> \$0.45/\text{kWh}$)
- A signed General Application
- Invoice showing RMP incentives in the form of discount to show customer copay
- Spec sheets for equipment installed

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

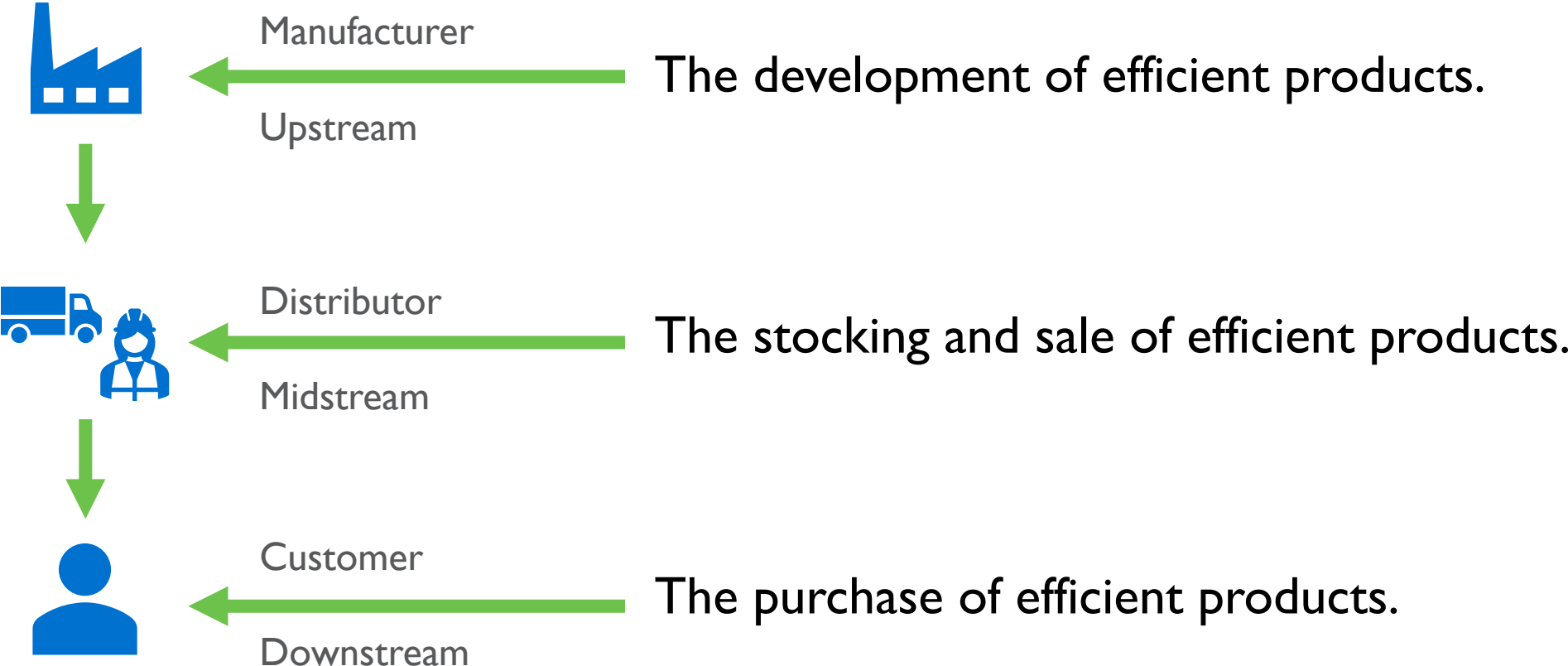
Total Project Metrics

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

- **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

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



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**




HVAC Incentives – ARC

EQUIPMENT TYPE	SIZE CATEGORY	SUB-CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	CUSTOMER INCENTIVE			
Advanced Rooftop Unit Control (Retrofit Gas-Fired RTU)	< 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 ventilation and space conditioning needs; • CO₂ or occupancy-based sensor that determines ventilation and space conditioning needs; • Digital integrated economizer control 	\$500			
	≥ 5 tons and ≤ 10 tons			\$2,500			
	> 10 tons and ≤ 15 tons			\$3,500			
	> 15 tons and ≤ 20 tons			\$4,000			
	> 20 tons			\$4,500			
Advanced Rooftop Unit Control (Retrofit Heat Pump RTU)	< 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 ventilation and space conditioning needs; • CO₂ or occupancy-based sensor that determines ventilation and space conditioning needs; • Digital integrated economizer control 	\$500			
	≥ 5 tons and ≤ 10 tons			\$2,900			
	> 10 tons and ≤ 15 tons			\$4,000			
	> 15 tons and ≤ 20 tons			\$5,800			
	> 20 tons			\$6,500			
Advanced Rooftop Unit Control (New Gas-Fired RTU)	< 5 tons	Must be installed on new 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 ventilation and space conditioning needs; • CO₂ or occupancy-based sensor that determines ventilation 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			\$2,800			
	Advanced Rooftop Unit Control (New Heat Pump RTU)			< 5 tons	Must be installed on new 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 ventilation and space conditioning needs; • CO₂ or occupancy-based sensor that determines ventilation and space conditioning needs; • Digital integrated economizer control 	\$400
				≥ 5 tons and ≤ 10 tons			\$1,700
				> 10 tons and ≤ 15 tons			\$2,600
				> 15 tons and ≤ 20 tons			\$3,600
				> 20 tons			\$4,000
	Advanced Rooftop Unit Control (DCV only)			< 5 tons	Must be installed on existing unitary packaged rooftop units (no split systems),	Controls must include: <ul style="list-style-type: none"> • 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	SIZE CATEGORY	SUB-CATEGORY	MINIMUM EFFICIENCY REQUIREMENT & CUSTOMER INCENTIVE	
			\$25/TON	\$50/TON
Packaged Terminal Air Conditioners (PTAC)	≤ 8,000 Btu/hr	Single package	12.2 EER	--
	> 8,000 Btu/hr and < 10,500 Btu/hr	Single package	11.9 EER	--
	≥ 10,500 Btu/hr and ≤ 13,500 Btu/hr	Single package	10.7 EER	--
	> 13,500 Btu/hr	Single package	9.9 EER	--
Packaged Terminal Heat Pumps (PTHP) (Heating & Cooling Mode)	≤ 8,000 Btu/hr	Single package	--	12.2 EER and 3.4 COP
	> 8,000 Btu/hr and < 10,500 Btu/hr	Single package	--	11.5 EER and 3.3 COP
	≥ 10,500 Btu/hr and ≤ 13,500 Btu/hr	Single package	--	10.7 EER and 3.1 COP
	> 13,500 Btu/hr	Single package	--	9.8 EER and 3.0 COP

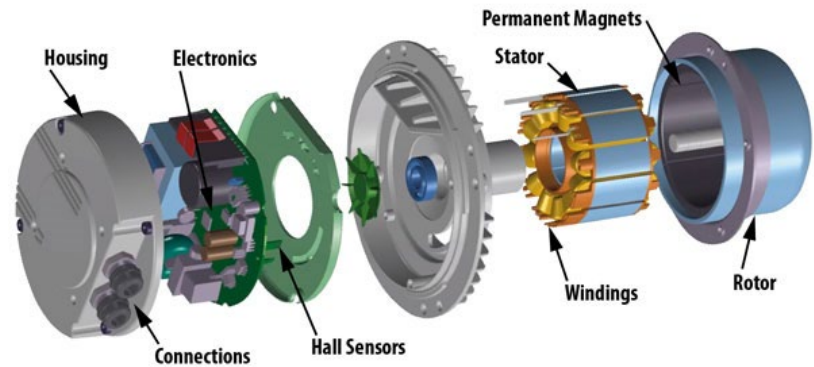
Wattsmart Opportunities – Motors and Drives

Motors and drives

[FIND OUT MORE](#)



EQUIPMENT TYPE	SIZE CATEGORY	SUB-CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	CUSTOMER INCENTIVE
Electronically Commutated Motor (ECM)	≤1 horsepower	Refrigeration application	--	\$1.00/watt
		HVAC application	--	\$100/horsepower
	> 1 hp and ≤ 10 hp	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



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	CUSTOMER INCENTIVE
Commercial Dishwasher (High temperature models w/electric boosters only)	Undercounter	ENERGY STAR® qualified	\$125
	Stationary rack, single tank, door type		\$500
	Single tank conveyor		\$1,000
	Multiple tank conveyor		\$625
Electric Insulated Holding Cabinet	V ≥ 28 cu. ft.	ENERGY STAR qualified	\$700
	V < 28 cu. ft. ≥ 13 cu. ft.		\$300
	V < 13 cu. ft.		\$250
Electric Steam Cooker	All sizes	ENERGY STAR qualified	\$300
Electric Convection Oven	--	ENERGY STAR qualified	\$350 (Full size) \$200 (Half size)
Electric Griddle	--	ENERGY STAR Tier 2 qualified	\$150
Electric Combination Oven	6-15 pans	ENERGY STAR qualified	\$1,000
	16-28 pans	ENERGY STAR qualified	\$500
Electric Commercial Fryer	Standard width < 18 inches	ENERGY STAR qualified	\$300
	Large width ≥ 18 inches		\$300
Ice Machines (Air-Cooled Only)	Tier 1: Harvest rate < 500 lbs/day	ENERGY STAR qualified	\$156
	Tier 1: Harvest rate ≥ 500 lbs/day		\$187
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	Controls 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 – Compressed Air

Compressed air



FIND OUT MORE



EQUIPMENT CATEGORY	REPLACE	WITH	CUSTOMER INCENTIVE
Low-Pressure Drop Filter	Standard coalescing filter	Low-pressure drop filter where: <ol style="list-style-type: none"> 1. Pressure loss at rated flow is ≤ 1 psi when new and ≤ 3 psi at element change. 2. Particulate filtration is 100% at ≥ 3.0 microns and 99.98% at 0.1 to 3.0 microns, with ≤ 5 ppm liquid carryover. 3. Filter is of deep-bed "mist eliminator" style, with element life ≥ 5 years. 4. Rated capacity of filter is ≤ 500 scfm. 	\$2/scfm
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	\$3/gallon above 2 gallon/scfm
Cycling Refrigerated Dryer	Non-cycling refrigerated dryer	Cycling refrigerated dryer	\$2/scfm
VFD Controlled Compressor (See note 3)	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	\$0.15/kWh annual energy savings
Zero Loss Condensate Drain (See notes 2, 4)	Timer drain	Zero loss condensate drain	\$100 each
Outside Air Intake	Compressor drawing intake air from compressor room	≤ 75 hp compressor with permanent ductwork between compressor air intake and outdoors	\$6/hp
Compressed air end use reduction	Inappropriate or inefficient compressed air end uses	Functionally equivalent alternatives or isolation valves. Any size system is eligible – there is no restriction on compressor size.	\$0.15/kWh annual energy savings
Custom	System larger than 75 hp	Custom equipment and/or measures not listed above	See custom incentives

Wattsmart Opportunities – Building Envelope

Building envelope

LEARN MORE





INCENTIVES FOR BUILDING ENVELOPE RETROFITS

EQUIPMENT TYPE	CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	CUSTOMER INCENTIVE
Cool Roof	--	ENERGY STAR® qualified	\$0.04/square foot
Roof/Attic Insulation	--	Minimum increment of R-10 insulation	\$0.20/square foot
Wall Insulation	--	Minimum increment of R-10 insulation	\$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	CUSTOMER INCENTIVE
Cool Roof	--	-Meets the minimum SRI specified by Green Globes Building Certification v1.0	\$0.02/square foot
Roof/Attic Insulation	--	Minimum increment of R-5 insulation above the applicable IECC requirements (See note 5)	\$0.09/square foot
Wall Insulation	--	Minimum increment of R-3.7 continuous insulation above the applicable IECC requirements (See note 5)	\$0.07/square foot
Windows (See notes 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	CUSTOMER INCENTIVE
High-Efficiency Clothes Washer	Residential (used in a business)	See Wattsmart Homes program	
	Commercial (must have electric water heating)	ENERGY STAR® qualified	\$100
Heat Pump Water Heater	Residential (used in a business)	See Wattsmart Homes 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 – Wastewater and Other

Wastewater and other



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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

Wattsmart Opportunities – Oil and Gas

Oil and gas

[LEARN MORE](#)



Consider these project ideas:

PRODUCTION/UPSTREAM

Pump off controller

Electric Submersible Pump (ESP)

Improve water injection

TRANSPORTATION/MIDSTREAM

VFDs on motor, pumps, fan

Piping/line upsizing

Add VFD to gas compressor

REFINING/DOWNSTREAM

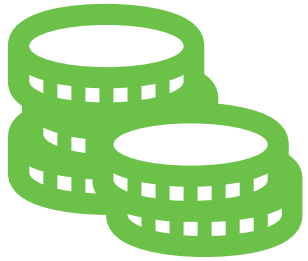
Eliminate recirculation

Downsize equipment

Process controls

Heat Trace Cable Controller

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.

WATT**SMART**[®]
BUSINESS VENDOR

Other Vendor Benefits

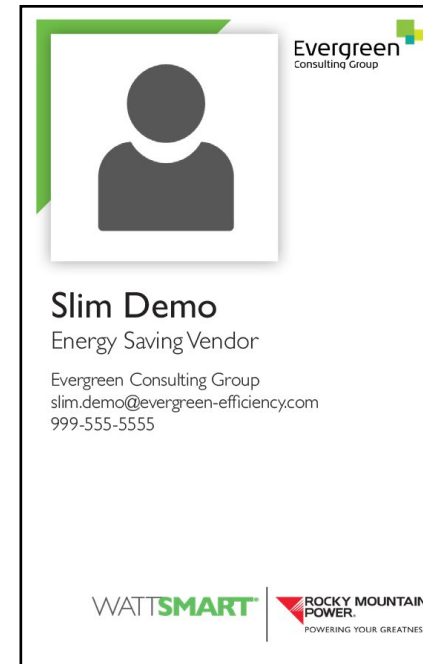
- Wattsmart Business Vendor Network.
- Listed on the website
- Basic marketing opportunities
- Access to information:
 - Trade Ally Connect.
 - Wattsmart Learning Center
 - Lighting Tool



You Want to Be Premium!

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

WATTSMART[®]
PREMIUM BUSINESS VENDOR

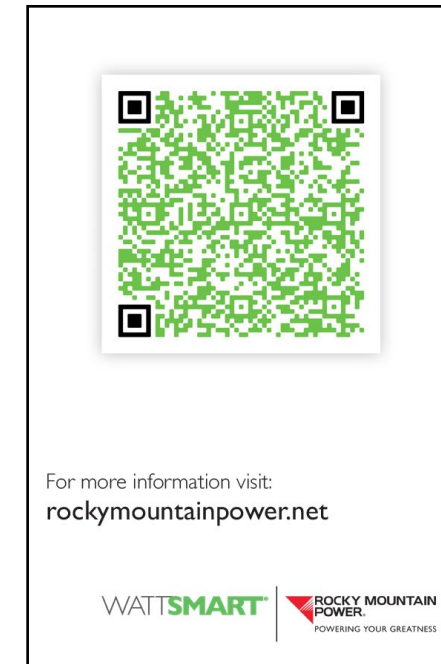


Evergreen
consulting Group

Slim Demo
Energy Saving Vendor

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

WATTSMART | ROCKY MOUNTAIN
POWER.
POWERING YOUR GREATNESS



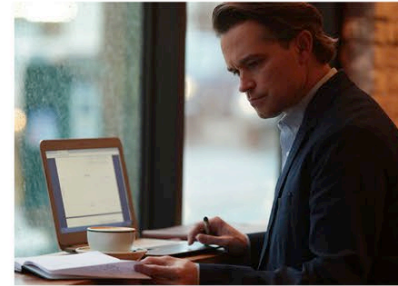
For more information visit:
rockymountainpower.net

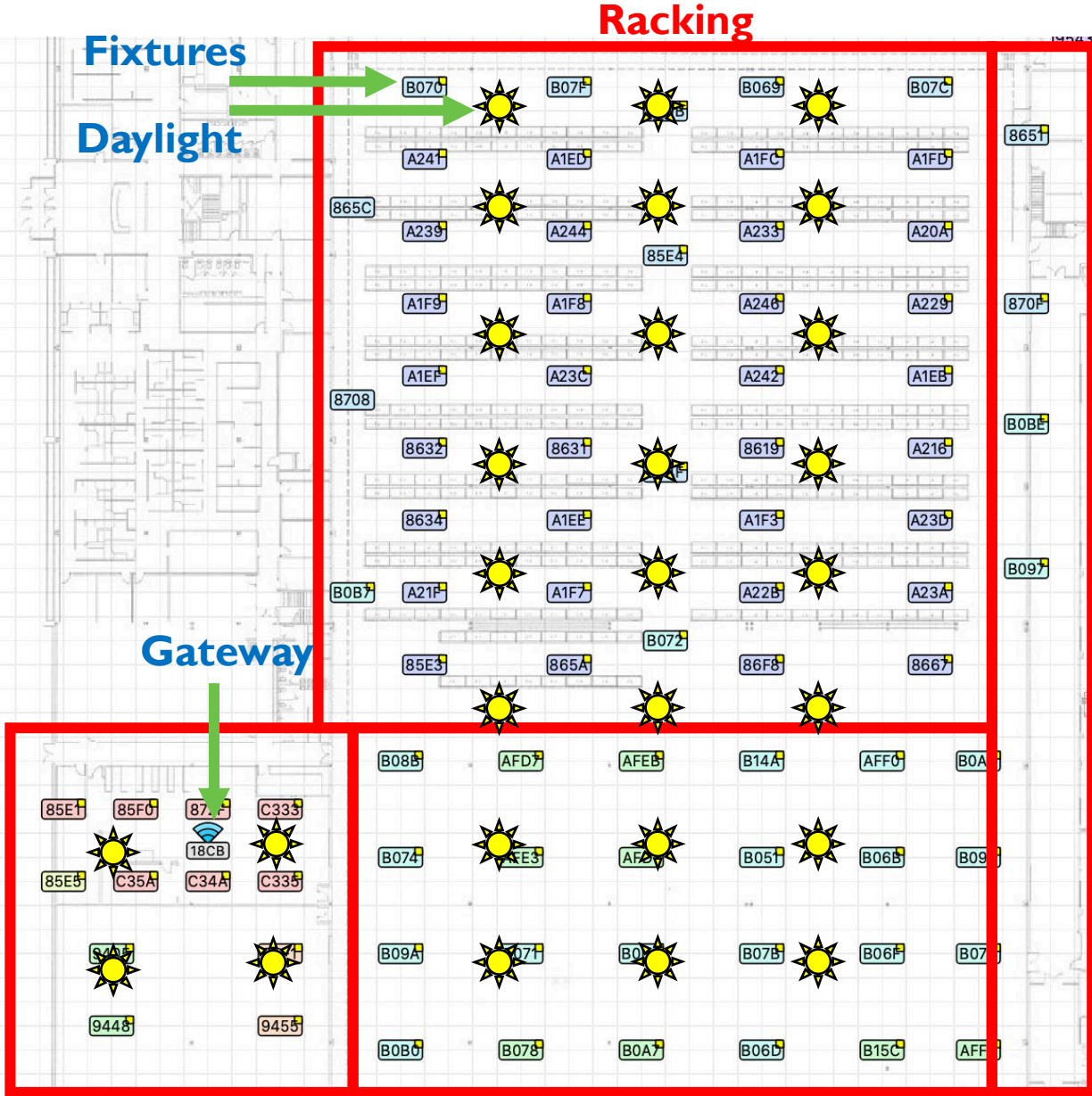
WATTSMART | ROCKY MOUNTAIN
POWER.
POWERING YOUR GREATNESS



Questions?

NLC Commissioning





Smart Lighting Controls

- **Project:**
 - Johnny's warehouse.
- **Areas/zones to control:**
 - Bulk storage.
 - Cold storage.
 - Aisles.
 - Dock.
- **Types of control:**
 - LLC (Luminaire Level Lighting Control) – built-in sensors:
 - Daylight sensors.
 - Motion sensors.

Forklift Drive Aisle/Loading Dock

Small Item Storage Bulky Item Storage

Racking



Forklift Drive Aisle/Loading Dock

Which Areas Need “Grouping”?

- **Work independently.**
 - Greatest flexibility.
 - Most savings.
 - Default for LLC.
- **Grouped sensors.**
 - Anticipate traffic patterns.
 - When fixtures are spaced out.

Small Item Storage Bulky Item Storage

Racking



Forklift Drive Aisle/Loading Dock

Daylighting/Ambient Light Sensing

- **With LLC, all fixtures have light-sensing abilities.**
 - Light levels depends on distance from daylight source.
- **Why enable light-level sensing outside of a daylighting zone?**
 - Ramp up to compensate for another fixture ramping down.
 - A more accurate and dynamic way to high end trim.

Small Item Storage Bulky Item Storage

High-End Trimming

- **High-end trim:**
 - Set system below 100%.
 - Set as a percentage of max light output.
 - Set a foot-candle level.
 - Highest contributor for energy savings.
 - Per DLC NLC study.
 - Most spaces are over-lit going to LED.
- **Comparison:**
 - 100% versus 80%.
 - Can you tell the difference?



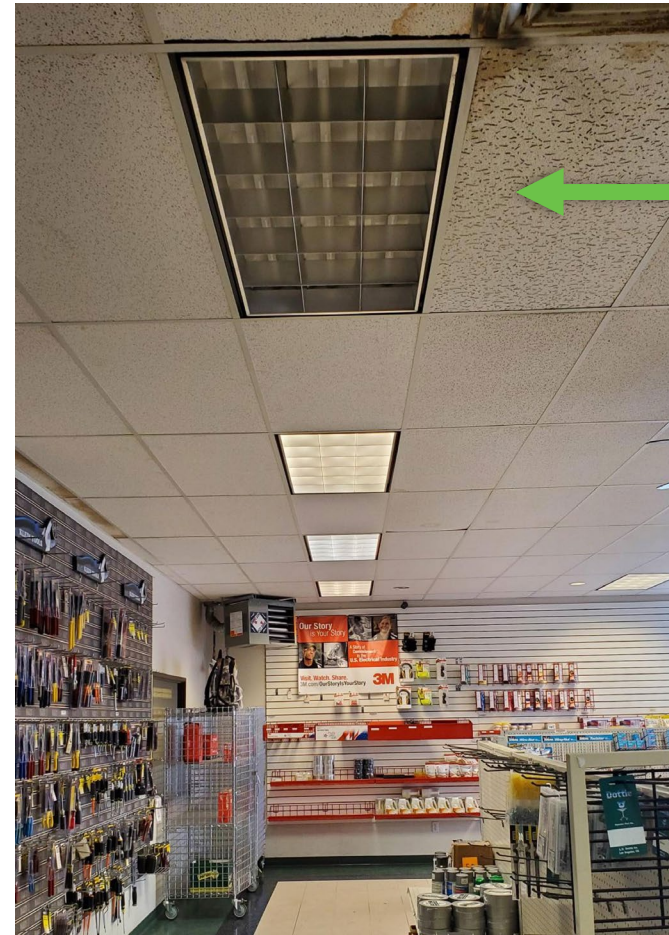
Low-End Trimming

- **Low-end trim:**

- Not allow fixture to actually turn off.
 - Set a minimum as a percentage of max light output.
 - Set a minimum foot-candle level.
- Decreases savings.

- **When you would low-end trim:**

- Occupant complaints about lights turning off (set to 5%).
- When safety is a concern.
- Egress lighting.



Burnt out, or just responding to daylight?

Setting the High-End Trimming

- **Methods of trimming.**
 - **Fixed percentage:**
 - Simple, but not dynamic.
 - Cheaper if not using LLLC.
 - **Based on light level:**
 - Adapts to changing conditions:
 - Paint the walls a different color.
 - Surrounding fixtures turn off.
 - Bay doors open.
 - Fixture output depreciation.
 - Etc.
 - Easy on LLLC, but could be costly on other systems.



Light Level Based High-End Trim - IES Recommendations

- What are the IES recommended light levels for:
 - Racking.
 - Bulky item storage.
 - Small item storages
 - Forklift aisle.
- Verify with customer that there are not specific needs/standards.

Building Area & Task	Average Maintained Foot-Candles (Horizontal) (FC)	Range of Maintained Foot-Candles (Horizontal) (FC)
WAREHOUSING & STORAGE		
Bulky Items—Large Labels	10	
Small Items—Small Labels	30	
Cold Storage	20	10 - 30
Open Warehouse	20	10 - 30
Warehouse w/Aisles	20	10 - 30

Time Out!

- **Occupancy sensors (on/off):**
 - Commissioning makes a difference.



Sensor Timeout

Occupancy Rate	30 seconds	1 minute	2 minutes	3 minutes	5 minutes	7.5 minutes	10 minutes	15 minutes	30 minutes
5%	95%	94%	92%	91%	89%	87%	86%	84%	79%
10%	90%	87%	84%	81%	78%	74%	71%	67%	58%
15%	85%	81%	76%	72%	66%	61%	57%	51%	37%
20%	80%	75%	68%	63%	55%	48%	43%	34%	16%
25%	75%	68%	59%	53%	44%	35%	29%	18%	0%
30%	70%	62%	51%	44%	33%	23%	14%	1%	0%
35%	65%	55%	43%	34%	22%	10%	0%	0%	0%
40%	60%	49%	35%	25%	10%	0%	0%	0%	0%
45%	55%	43%	27%	16%	0%	0%	0%	0%	0%
50%	50%	36%	19%	6%	0%	0%	0%	0%	0%
55%	45%	30%	11%	0%	0%	0%	0%	0%	0%
60%	40%	24%	3%	0%	0%	0%	0%	0%	0%
65%	35%	17%	0%	0%	0%	0%	0%	0%	0%
70%	30%	11%	0%	0%	0%	0%	0%	0%	0%
75%	25%	4%	0%	0%	0%	0%	0%	0%	0%
80%	20%	0%	0%	0%	0%	0%	0%	0%	0%
85%	15%	0%	0%	0%	0%	0%	0%	0%	0%
90%	10%	0%	0%	0%	0%	0%	0%	0%	0%
95%	5%	0%	0%	0%	0%	0%	0%	0%	0%
100%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Image Courtesy of RAB Lighting

Common Customer Hesitations



Concerns:

1. We are always in this space.
2. The lights cannot turn off for safety reasons.
3. Lights going on and off are distracting.

Progressive Dimming



Common Customer Hesitations

Concerns:

1. We are always in this space.
2. The lights cannot turn off for safety reasons.
3. Lights going on and off are distracting.

Responses:

1. You are not always in every part of the space simultaneously. Breaks, holidays, weekends, shift changes, forget to turn off lights at close.
2. So don't turn them off completely. Dim them and set a low-end trim.
3. Set up ramp-up/down rates.

Let's Turn Off the Lights

- **Other energy saving strategies:**
 - Plug load controls.
 - Scene controller/personal tuning.
 - Scheduling.



Did You Solve the Puzzle?

- How can you make your life easier on networked controls projects?



Correct answers get
an extra raffle ticket.

LLLC

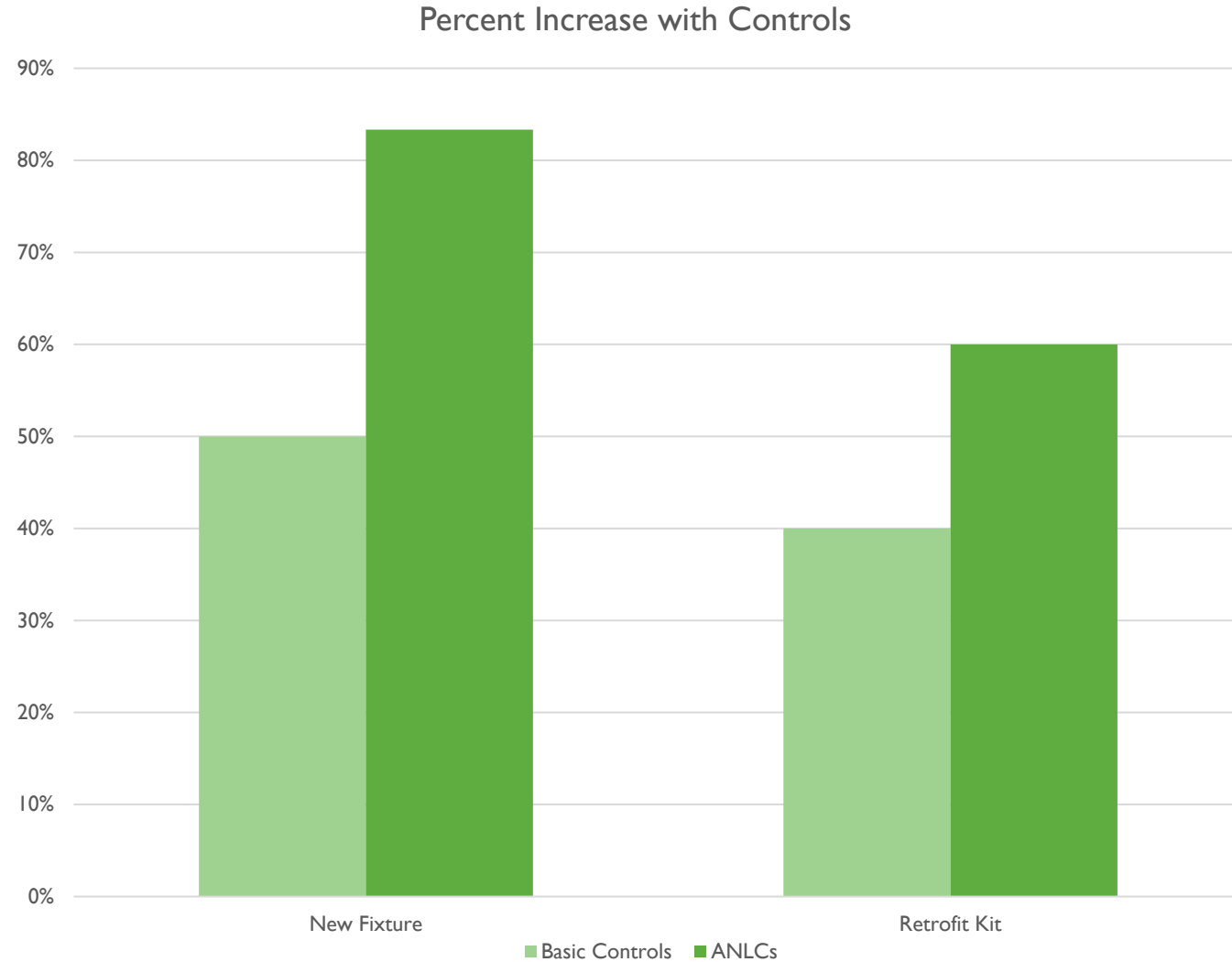
- Commissioning is tricky.
- There is support from manufacturer's reps.
- Install the right system so they have something to work with.
- LLLC fixtures come with controls from the factory.
- Install like a basic fixture.



Image Courtesy of NEEA

NLCs and ANLCs Pay More

- **New fixture:**
 - Advanced networked lighting controls \$0.22/kWh.
 - Basic or networked lighting controls \$0.18/kWh.
 - No controls \$0.12/kWh.
- **Retrofit kits:**
 - Advanced networked lighting controls \$0.16/kWh.
 - Basic or networked lighting controls \$0.14/kWh.
 - No controls \$0.10/kWh.



Program contacts for Wattsmart Business Vendors:

- **Lighting Projects:**

- Sheldon Cowlthorpe, 307-258-0699
- sheldon.cowlthorpe@evergreen-efficiency.com

- **Non-Lighting / Mechanical Projects:**

- Ronnie Zimmerman, 307-214-7375
- rzimmerman@resource-innovations.com

- **Compressed Air, Farm & Dairy,
Wastewater & Other Refrigeration:**

- Paul Warila, 503-928-3212
- paul.warila@cascadeenergy.com

- **Irrigation:**

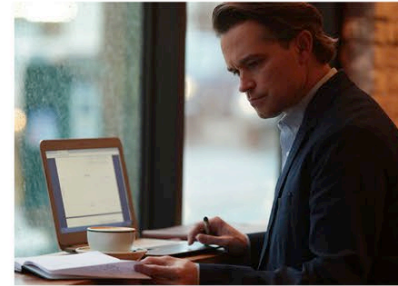
- Rick Rumsey, 208-221-5138
- rick@rumsey-eng.com

- **Green Motor Rewinds:**

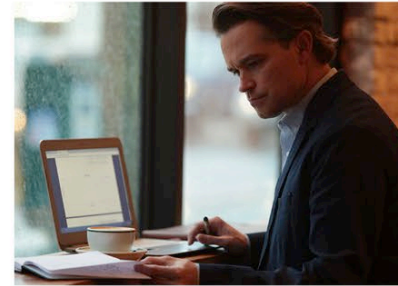
- Dennis Bowns, 208-322-6999
- dbowns@greenmotors.org

Break

Wattsmart Wyoming Annual Training



Wattsmart Homes 2024 Program Overview



Agenda

- The Outreach Team
- 2024 Heat Pump Rebates
 - HSPF2 / SEER2 Crosswalks
- Other Incentives
- Assessments
- Heat Pump Pro Network
- Payments
- Q&A

Outreach Team



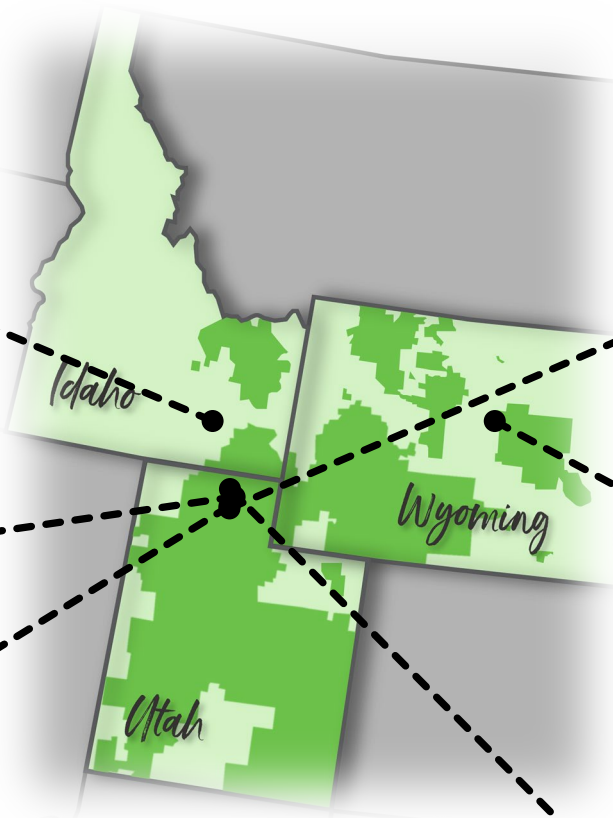
Josh Smith
Outreach Specialist – ID, UT



Jason Williams
Sr. Outreach Specialist – UT



David Murillo
Outreach Specialist – UT



Chris Fleming
Sr. Program Services Manager –
UT, ID, WY



Rob Pavlica
Outreach Specialist- WY



Stewart Soleman
Field Assessor – UT, ID, WY

2024 Program



Dual Fuel Equipment Crosswalk



- Dual fuel crosswalk (Wyoming)

Building Type	Existing Standard	MI Crosswalk	Rebate
Single family	90 AFUE/8.5 HSPF/14 SEER	OR 90 AFUE/7.5 HSPF2/14.3 SEER2	\$2000/\$300
Multifamily	90 AFUE/8.5 HSPF/14 SEER	OR 90 AFUE/7.5 HSPF2/14.3 SEER2	\$750

- Ductless crosswalk (Wyoming) single family only

Equip	Existing Standard	MI Crosswalk	Rebate
Single-head	9.0 HSPF/16 SEER	OR 8.1 HSPF2/16 SEER2	\$1000/\$300
Multi-head	9.0 HSPF/16 SEER	OR 8.1 HSPF2/16 SEER2	\$2000/\$300
Supplemental	9.0 HSPF/16 SEER	OR 8.1 HSPF2/16 SEER2	\$400/\$100

Other Incentives

OTHER EQUIPMENT	
Smart thermostat - multifamily electric heated	\$50
Smart thermostat - single family electric heated	\$100
Smart thermostat - single family electric cooled	\$50
Amazon smart thermostat - electric heated	\$40
Line voltage thermostat tier I	\$30
Rooftop heat tape timer	\$100
SINGLE FAMILY HOME DUCT SEALING & DUCT INSULATION	
Electric heated - stand alone	up to \$200
Electric cooled - stand alone	up to \$100
Electric heated - with insulation	up to \$400
Electric cooled - with insulation	up to \$200

Assessment / Lead Generation

- Residential customer assessment / self-guided
- Sharing leads with Heat Pump Pro Network
- Teeing up contractors with potential to participate in our program.
- Installation prequalification

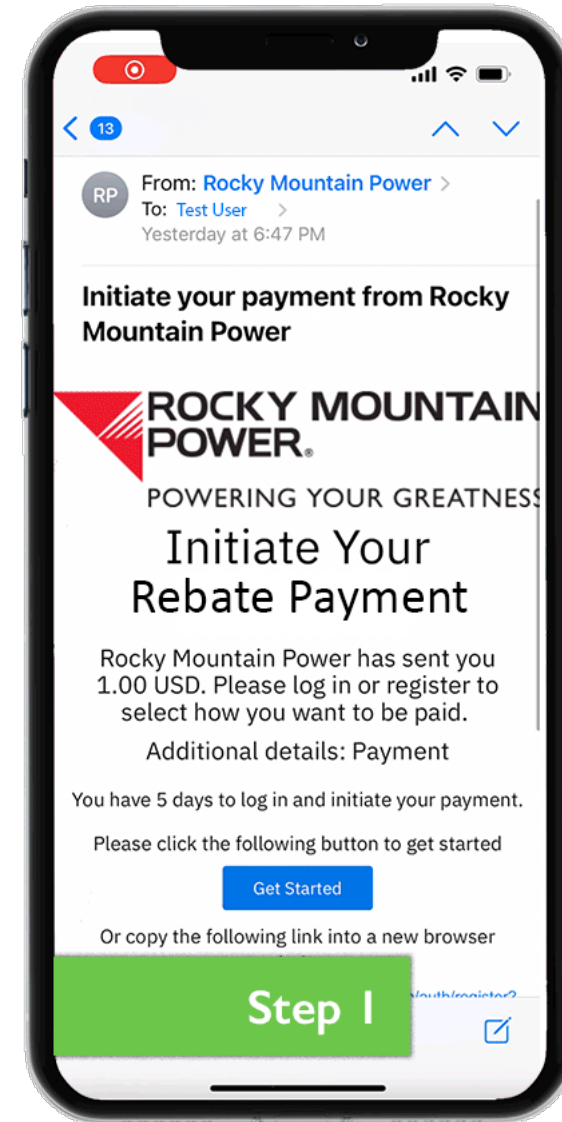
Heat Pump Pro Network

- Priority website focus and vendor spotlight
- Hero banners' spotlight/case studies
- Printed certificates
- Awards
- Lead generation
- Networking events
- Roundtables



Digital Payments (ACH)

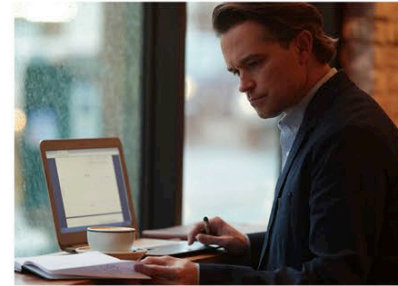
- Contractors paid via ACH.
- Customers paid in 1 day.
- Customers have options to be paid digitally.
 - Paypal, Zelle, ACH, Pay to card or check.



Questions?

Thank you!

Please don't hesitate to reach out to us if you have any further needs!



Raffle and Award Winners!



Premium Vendor Award

- Summit Electric, LLC
- Modern Electric

Vendor Awards

- CED Casper
- ROI Energy
- Casper Electric
- Arc Electric
- Rocky Mountain Electric