

Program Changes 2023



Meet the Team - Lighting



Alison Kilpack
Project Coordination



Becky Berg
Midstream and LEDii



New

Chase Harris
Project Manager

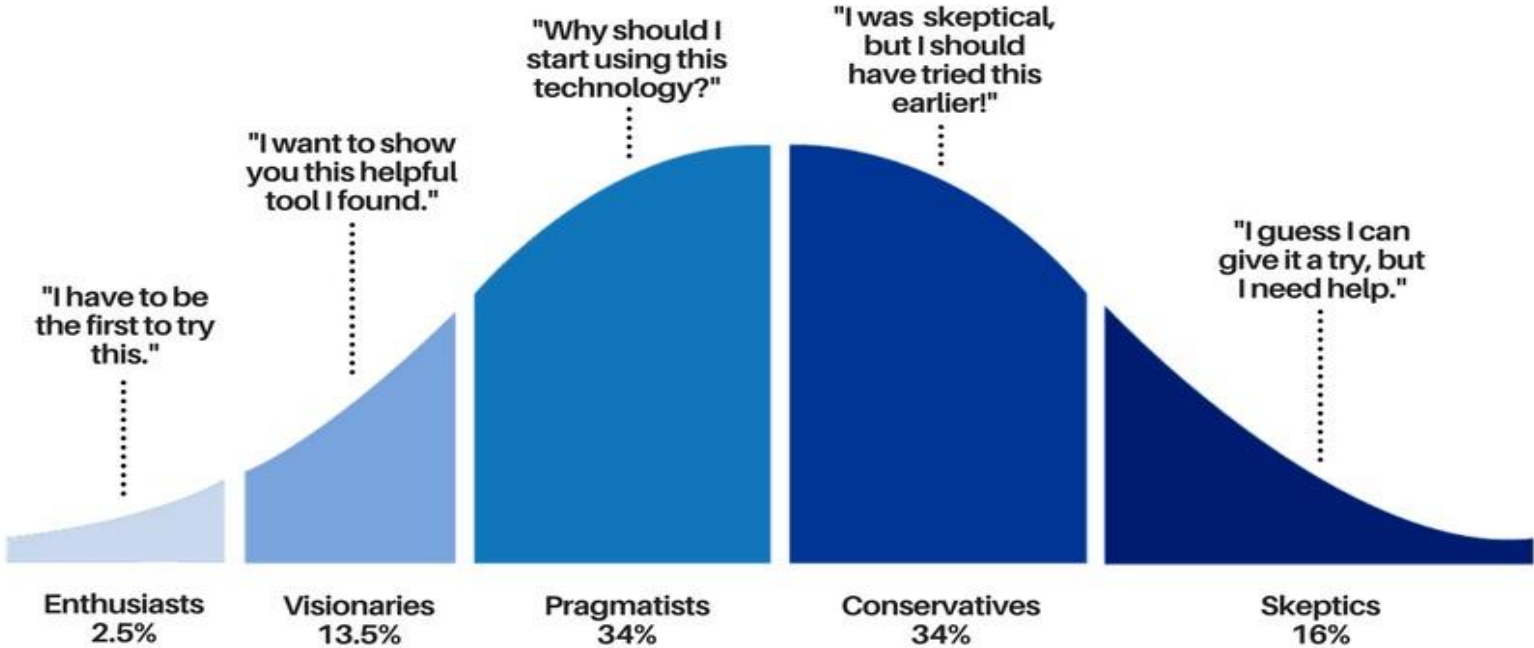


Wilmer Cabrera
Small Business, ETC.

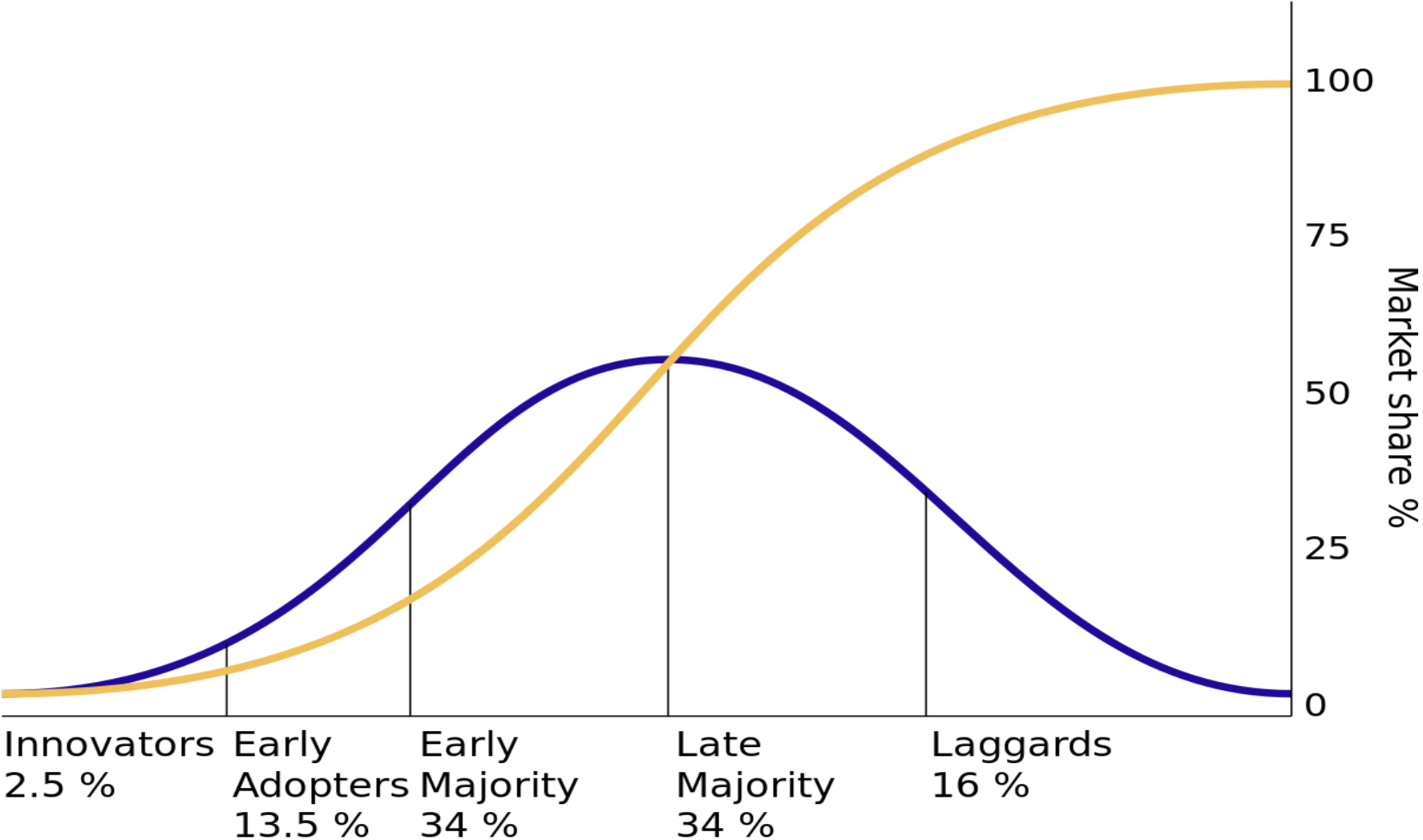


Remington Bradshaw
Inspections/Vendor Support

Market Adoption Curve

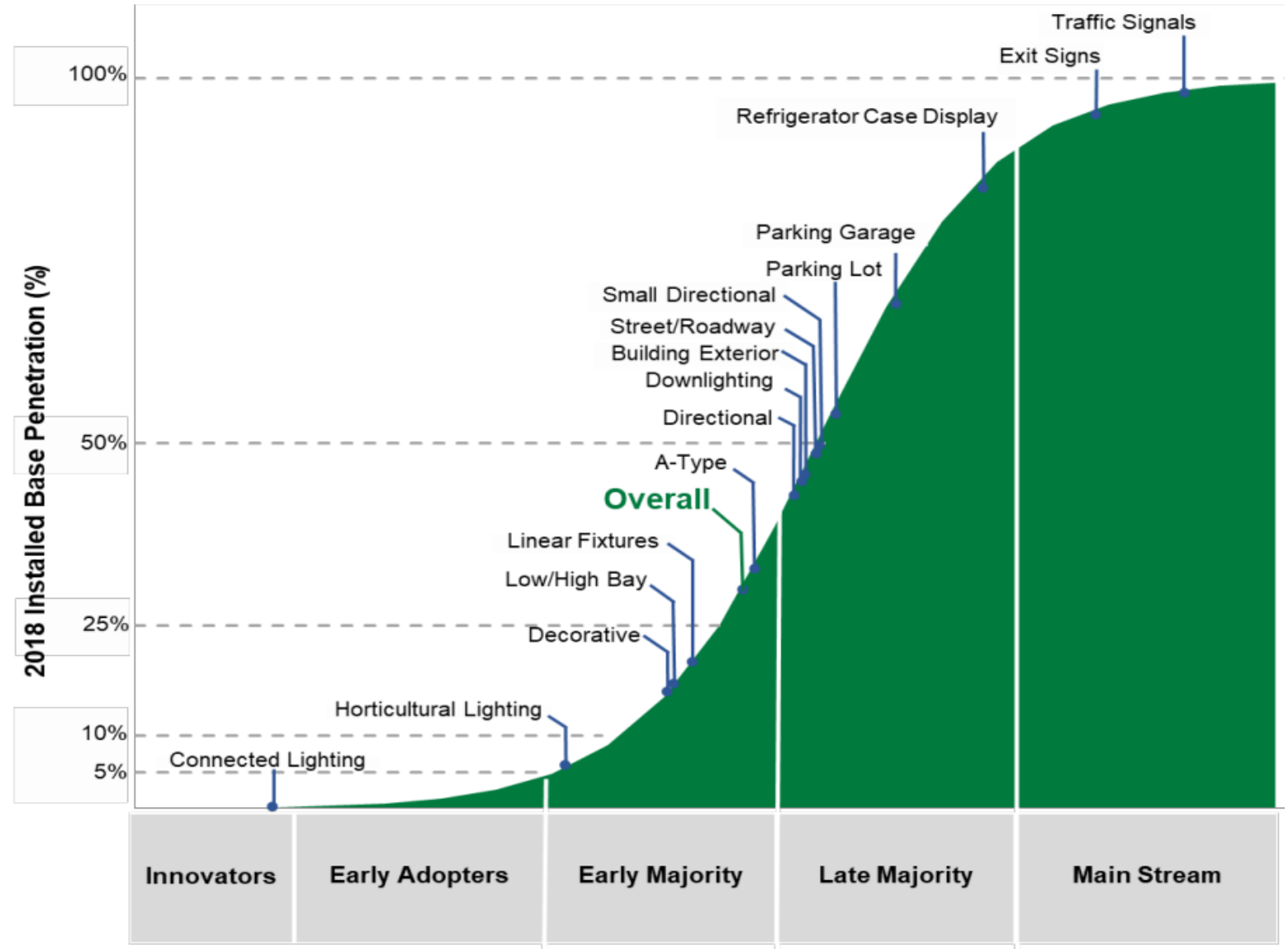


Market Adoption Curve

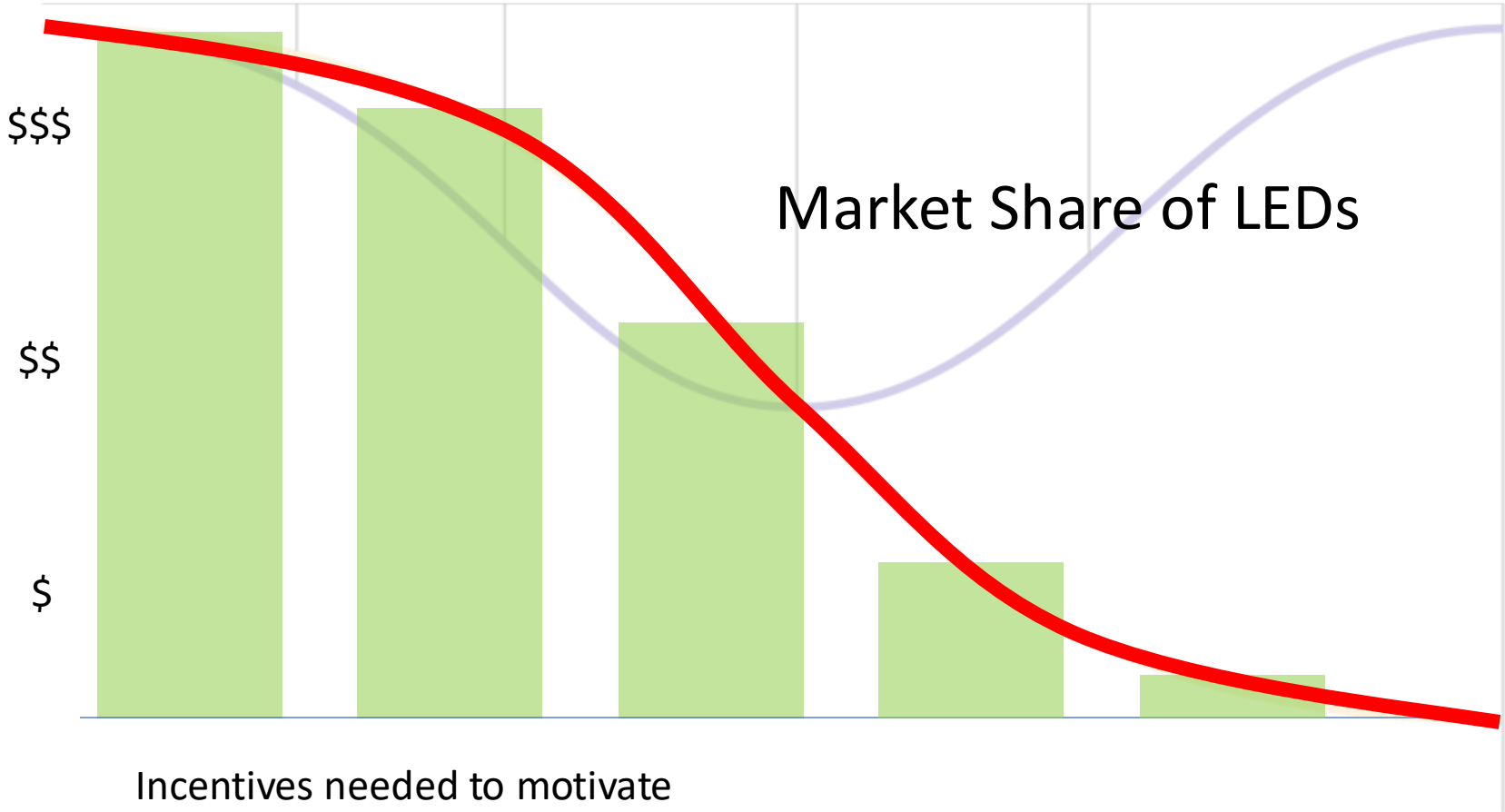


Adoption of Light-Emitting Diodes in Common Lighting Applications

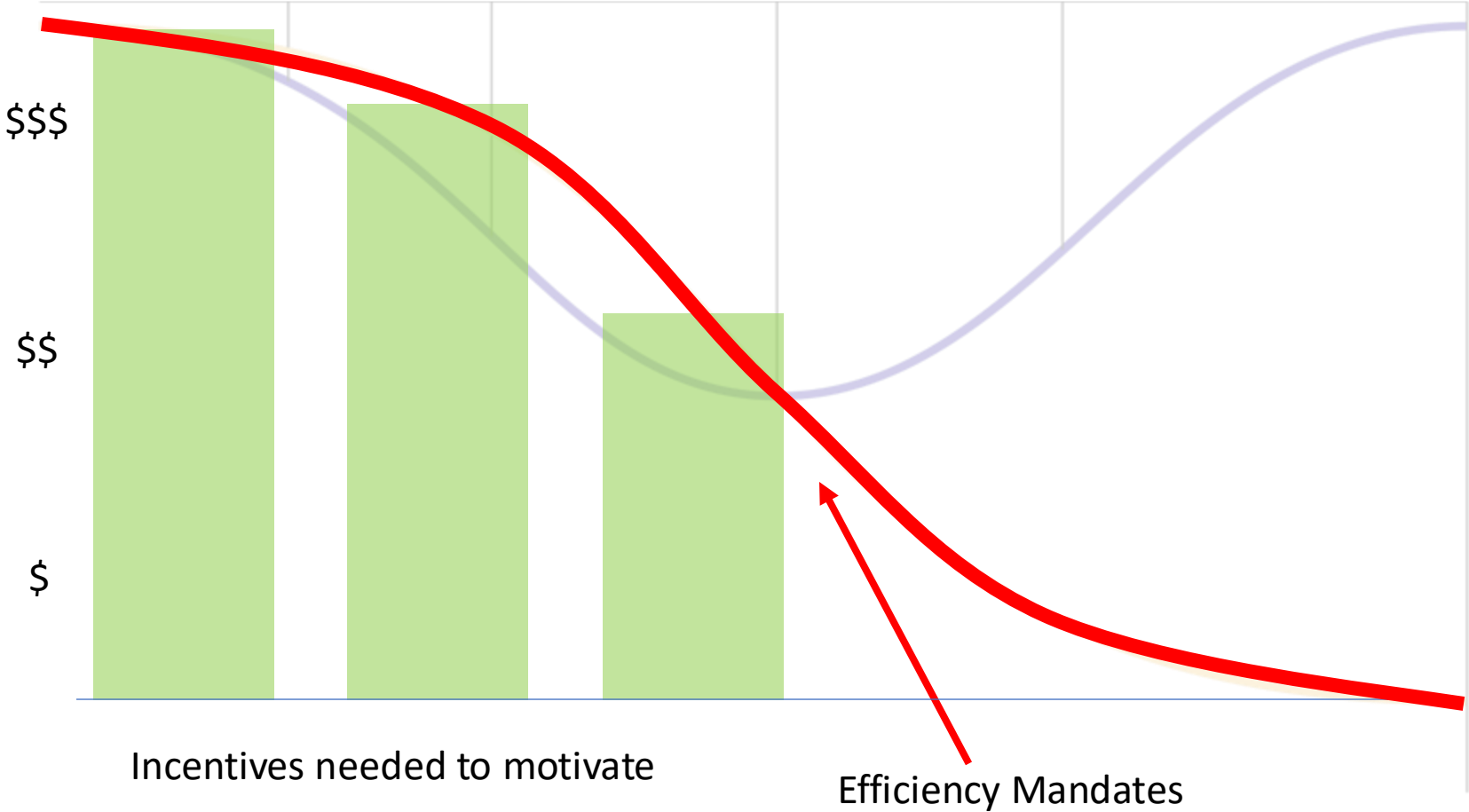
August 2020



Market Adoption Curve



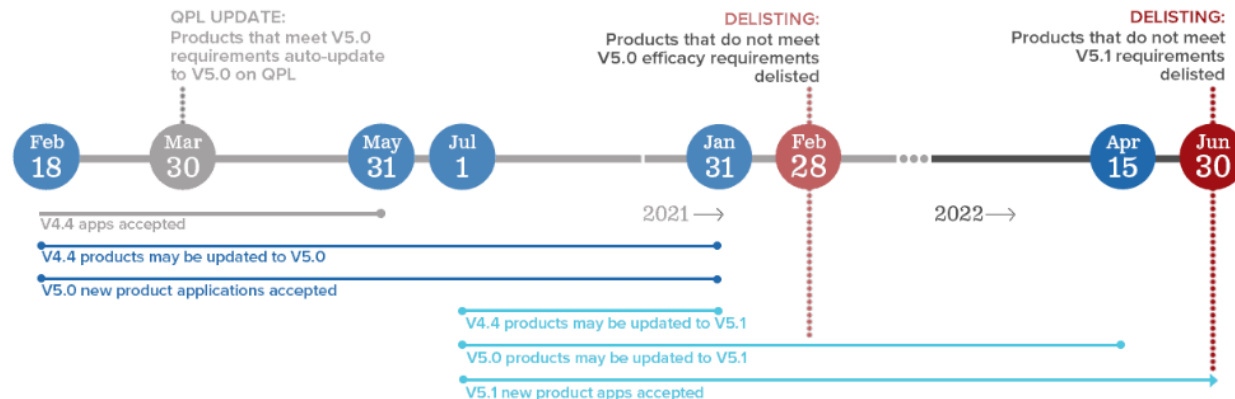
Market Adoption Curve



Changes from External Forces – All States

- DLC 5.1 – Jan 1, 2023
 - Increased Efficiencies
 - Dimming Requirement
 - Some categories affected more than others

- EISA – Tied to Program Changes
 - Federal Efficiency Increases
 - A-19
 - PARs
 - BRs
 - Recessed Downlights
 - Decorative Lamps



Idaho Retrofit Interior

Lighting Category	Eligibility Requirements	Current Incentive	Proposed Incentive
Interior			
New Fixture	Advanced Controls	\$0.20/kWh	\$0.22/kWh
	Basic Controls	\$0.18/kWh	\$0.20/kWh
	No Controls	\$0.16/kWh	\$0.16/kWh
Retrofit Kits	Advanced Controls	\$0.16/kWh	\$0.18/kWh
	Basic Controls	\$0.16/kWh	\$0.16/kWh
	No Controls	\$0.14/kWh	\$0.14/kWh
	Advanced Controls	\$0.20/kWh	\$0.20/kWh
	Basic Controls	\$0.18/kWh	\$0.18/kWh
Controls-Only	Exterior Dimming Controls	\$0.20/kWh	\$0.20/kWh
	Basic Controls	\$0.18/kWh	\$0.18/kWh

Idaho Fullstream Adjustments

Measure Category	Equipment	Currently Offered Distributor Incentive	Currently Offered Customer Incentive	Proposed Distributor Incentive	Proposed Customer Incentive
Reflector Lamps	MR-16 Lamp	\$1.25/Lamp	\$1.75/Lamp	\$1.00/lamp	\$1.00/lamp
Pin-based Lamps	PLC Lamp < 10 W	\$2.50/Lamp	\$4/Lamp	\$1.00/lamp	\$1.00/lamp
	PLC Lamp ≥ 10 W	\$2.50/Lamp	\$4/Lamp	\$2.00/lamp	\$2.00/lamp
	PLL Lamp	\$4.00/Lamp	\$6.50/Lamp	\$2.00/lamp	\$3.00/lamp
Linear Replacement Lamps	T8 TLED Lamp – Type A	\$1.25/Lamp	\$2.50/Lamp	No change	\$2.00/lamp
	T8 TLED Lamp – A/B Dual Mode	\$1.25/Lamp	\$2.50/Lamp	No change	\$2.00/lamp
	T8 TLED Type B	\$2.00/Lamp	\$3.00/Lamp	\$1.00/lamp	\$1.00/lamp
	T8 TLED Type C	\$3.25/Lamp	\$6.50/Lamp	No change	\$5.00/lamp
HID Replacement Lamp	T5 TLED Lamp – Type A, A/B Dual	\$2.50/Lamp	\$3.50/Lamp	\$2.00/lamp	\$3.00/lamp
	HID Replacement Lamp < 40	\$12/Lamp	\$15/Lamp	\$10/Lamp	\$10/Lamp
	HID Replacement Lamp ≥ 40 & < 70 W	\$12/Lamp	\$18/Lamp	\$10/Lamp	\$15/Lamp
	HID Replacement Lamp ≥ 70 & < 140 W	\$20/Lamp	\$30/Lamp	No change	No change
Outdoor Retrofit Kits	HID Replacement Lamp ≥ 140	\$30/Lamp	\$40/Lamp	\$25/Lamp	No change
	Outdoor Retrofit Kit, < 50 W	\$10/Kit	\$40/Kit	No change	\$20/Kit
	Outdoor Retrofit Kit ≥50 & <90	\$20/Kit	\$50/Kit	\$15/Kit	\$35/Kit
	Outdoor Retrofit Kit ≥90 & <135	\$30/Kit	\$60/Kit	\$25/Kit	\$45/Kit
	Outdoor Retrofit Kit ≥135 & <220	\$40/Kit	\$70/Kit	\$30/Kit	\$55/Kit
	Outdoor Retrofit Kit ≥= 220	\$50/Kit	\$80/Kit	No change	\$70/Kit

Shifting the Full Stream – ID

- Counteract EISA impacts
- Move all exterior lighting to a shared Fullstream
 - Some exterior retrofit kits were already in Full stream, but that was an uncommon measure
 - All exterior lighting is now eligible as a midstream and also downstream option
 - Downstream measure went from \$/kWh to \$/Unit

	Fixture Type	Proposed Distributor Incentive	Proposed Customer Incentive
Outdoor Fixture Replacements	Outdoor Fixture Replacement, < 50 W	\$15/Fixture	\$25/Fixture
	Outdoor Fixture Replacement ≥50 & <90	\$20/Fixture	\$45/Fixture
	Outdoor Fixture Replacement ≥90 & <135	\$30/Fixture	\$55/Fixture
	Outdoor Fixture Replacement ≥135 & <220	\$35/Fixture	\$65/Fixture
	Outdoor Fixture Replacement ≥= 220	\$80/Fixture	\$120/Fixture

Quick Overview of New Controls Terms

- Basic Controls (Consolidated in the tool)
 - Occupancy
 - Daylight
 - Combo Daylight/Occupancy
- Networked Lighting Controls (NLC)
 - Basic Controls Rate but higher kWh
- Advanced Networked Lighting Controls (ANLC)



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Policy Changes – Networked Interior

- Networked Controls (NLC)
 - DLC Listed
 - Continuously Dimming
 - Use an App to control fixtures
 - Show savings



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Policy Changes – Networked Interior

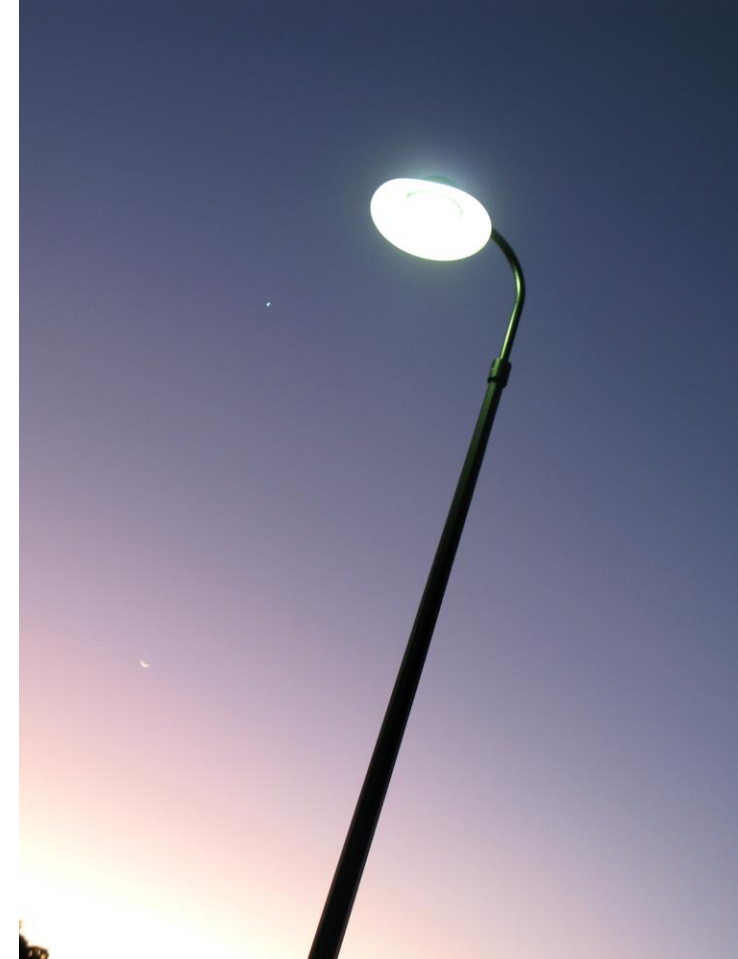
- Networked Controls (NLC)
 - DLC Listed
 - Continuously Dimming
 - Use an App to control fixtures
 - Show savings
- Advanced Networked Controls (ANLC)
 - Same as Networked controls PLUS
 - Every fixture is tied to a sensor
 - Individually addressable or smaller zones
 - Generally <600 SF or <500W



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Policy Changes – Controls Exterior

- Basic Exterior Dimming
 - Must Dim (not on/off)
 - Control can be occupancy or schedule based
 - Use prescriptive or custom savings calcs
 - Networking NOT required



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Policy Changes – Controls Exterior

- Basic Exterior Dimming
 - Must Dim (not on/off)
 - Control can be occupancy or schedule based
 - Use prescriptive or custom savings calcs
 - Networking NOT required
- Advanced Networked Dimming
 - DLC Listed
 - Continuously Dimming
 - Use an App to control fixtures
 - Use prescriptive or custom savings calcs



How to apply for Midstream

- Collect Lighting Sales Data
 - Spreadsheet
- No Customer Application
- Submit to
DistMidstreamRMP@evergreen-efficiency.com
- Spreadsheet Values
 1. Distributor Number
 2. Invoice Date
 3. Invoice Number
 4. Customer Address/Bill To Zip
 5. Purchaser Address/Ship-To ZIP
 6. Quantity
 7. Equipment ID
 8. Model Description

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

Maintenance Type Purchased

- Post Purchase

Application

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

Prescriptive Measures Only
(Smaller Quantities)

- 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

Bigger Projects, Mixed Projects,
Controls Involved, etc.

New Measure – Block Heater Controls

- Diesel Engines (especially old ones) don't start in the cold
- Users usually plug in all night
- Smart Controllers reduce run hours
- Measure ambient temperature

- \$125 Incentive
- Post Purchase



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Small Business Enhanced Incentives



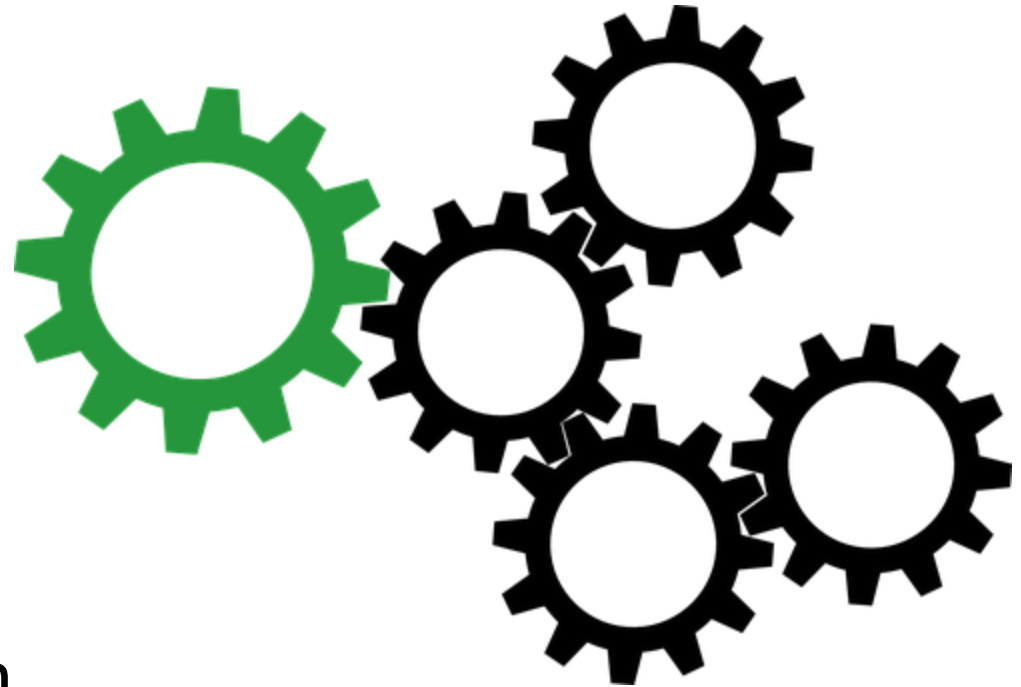
Program Overview

- Small Business Enhanced (SBE)
- Up to 75% total project cost with a \$5,500 incentive max (retrofit only)
- Paid per kWh reduced
- 25% customer co-pay
- Qualifying rate schedules: 6, 6A, 23, 23A, 35 and 35A



The Process

- No Pre-Approval Necessary
 - Verify Customer Eligibility
 - General Application
 - Lighting Tool and Spec Sheets
 - Verify Customer ROI
 - Install Project
 - Invoice Customer
 - Submit above to Rocky Mountain Power



Customer Eligibility Option #1:

- Check Customer Eligibility At:
https://verify.wattsmartbusiness.com/verify_customer/



Return to Rocky Mountain Power
Wattsmart Business



LIGHTING CUSTOMER CATEGORIES

Please select your state:



Idaho



Utah



Wyoming

Rocky Mountain Power's non-residential customers are categorized based on energy usage. Each size category offers tailored incentives that benefit each group. Categorizations are updated monthly.

To find your company's current size category, enter your Rocky Mountain Power account or meter number below.

[CLICK HERE FOR HELP LOCATING YOUR ACCOUNT OR METER](#)



To find your company's current size category, enter your Rocky Mountain Power account or meter number below.

[Click here for help locating your Account or Meter number](#)

Account Number

- OR -

Meter Number

SEARCH



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Lighting Customer Category Results



The category for meter **45645645** in **UT** is



Small



Medium



Large

Date checked: March 6, 2023

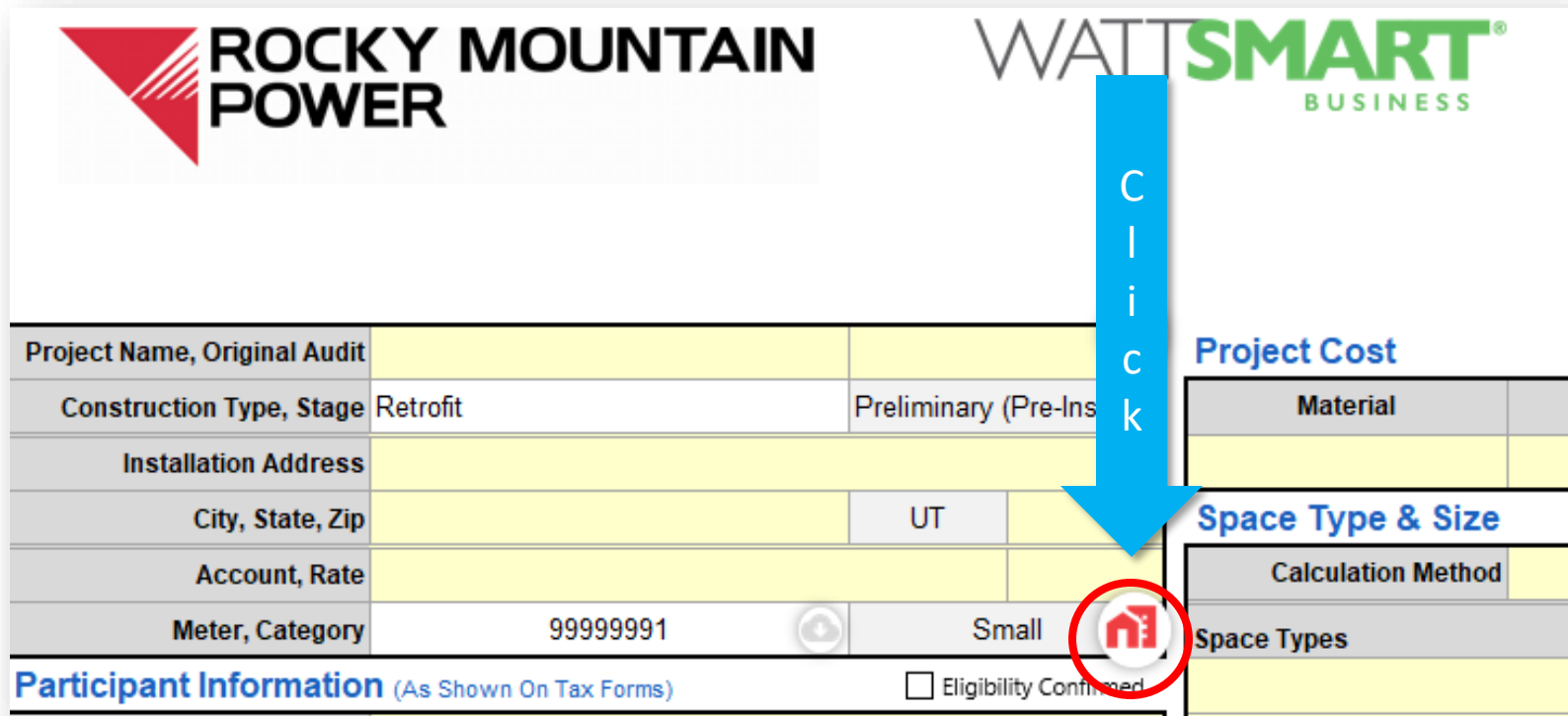
How is my market category determined?

Your energy usage profile is compared to the usage profiles of other customers. Customers with similar usage profiles are then grouped together into one of three market categories - Small, Medium, or Large.




Customer Eligibility Option #2

- Now in the lighting tool!



ROCKY MOUNTAIN POWER **WATTSMART[®] BUSINESS**

Project Name, Original Audit					Project Cost
Construction Type, Stage	Retrofit		Preliminary (Pre-Ins		Material
Installation Address					
City, State, Zip		UT			Space Type & Size
Account, Rate					Calculation Method
Meter, Category	99999991		Small		Space Types

Participant Information (As Shown On Tax Forms) Eligibility Confirmed

W-9 Requirements

- W-9 required for SBE participation
- Customer W-9 not required

Form **W-9**
(Rev. December 2011)
Department of the Treasury
Internal Revenue Service

**Request for Taxpayer
Identification Number and Certification**

Give Form to the
requester. Do not
send to the IRS.

Name (as shown on your income tax return)

Business name/disregarded entity name, if different from above

Check appropriate box for federal tax classification:

Individual/sole proprietor C Corporation S Corporation Partnership Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ Exempt payee

Other (see instructions) ▶

Address (number, street, and apt. or suite no.) Requester's name and address (optional)

City, state, and ZIP code

List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number

Employer identification number

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here Signature of U.S. person ▶ Date ▶

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

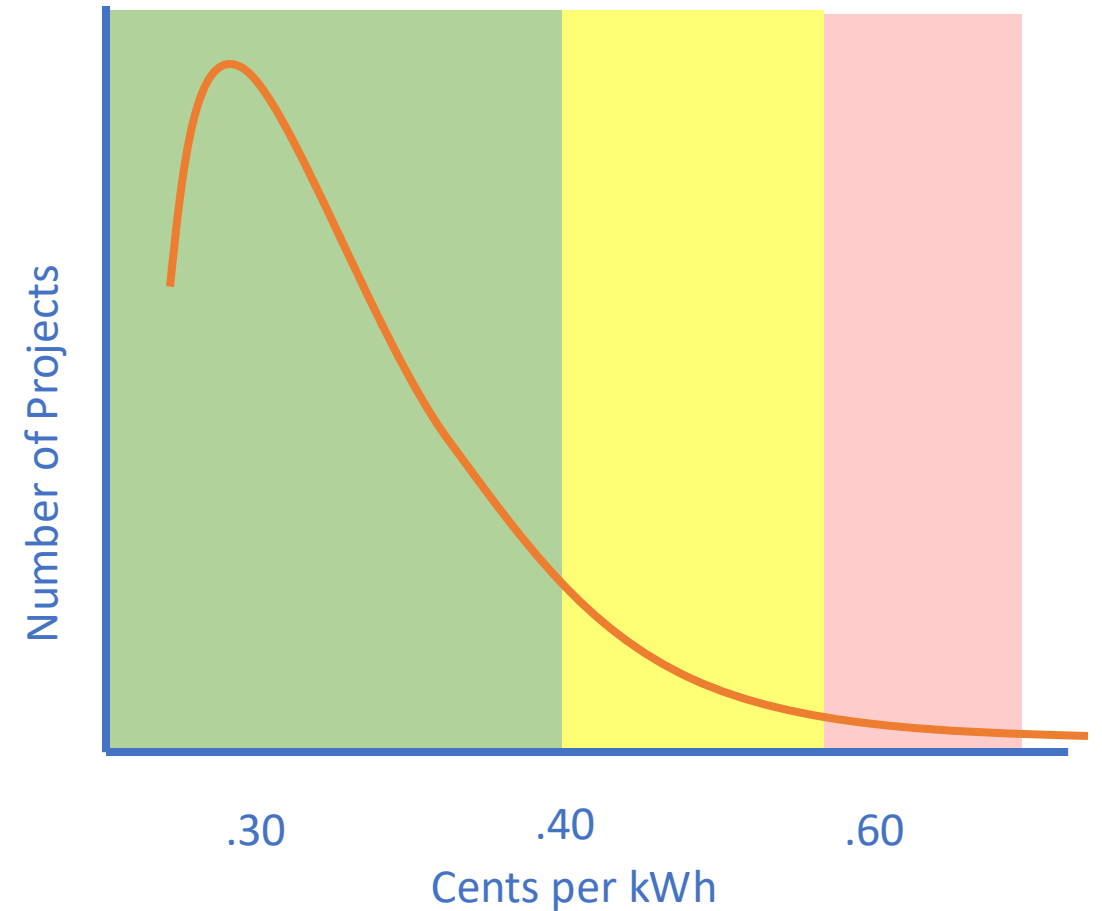
- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

Cat. No. 10231X Form **W-9** (Rev. 12-2011)

Cost Effectiveness - Factors

- Low Hours of Operation
- High Costs
- Low Savings



Marketing

Co-branded marketing gear and materials provided



WE CAN HELP YOU SAVE
energy and money
WATTSMART®
SMALL BUSINESS ENHANCED

WATTSMART BUSINESS WYOMING

SMALL BUSINESS *enhanced*



STEPS TO GET STARTED

You now have a simplified way to save money and electricity through our Small Business Enhanced (SBE) incentive solution. Just follow these steps to start saving energy and money:

- Verify that you qualify as a small business. wattsmart.com/small-business-enhanced
- Choose a participating Small Business Enhanced vendor.
- Identify which lights you want to make more efficient at your facility.
- Sign the required documents provided by your chosen vendor. They will install your new energy-efficient products.
- You pay only 25% of the cost. Rocky Mountain Power pays the remaining 75% directly to the vendor.
- Enjoy your lighting upgrades and cost savings!

1. Incentives only available through Small Business Enhanced vendors. Small Business Enhanced incentives qualify. They may be eligible for additional incentives.

2. Because the availability of our SBE incentives are capped on a monthly basis, your SBE vendor may need to schedule your installation in a future month during times of increased participation.

3. Incentive caps apply. Actual incentive amounts may vary.

TO LEARN MORE:

- Call toll free at 1-844-712-4232
- Email wy.smallbusiness@energygreen.rockymountainpower.com
- Visit Wattsmart.com

ENHANCED INCENTIVE

Our Small Business Enhanced (SBE) solution helps small business customers save energy, money and time when upgrading existing lighting systems.

SAVE ENERGY AND MONEY

Qualifying LED lamps use 25 to 60 percent less energy than traditional incandescent lighting. This can add up to big bucks since about 20 percent of small business electricity use is attributed to lighting.

IMPROVE COMFORT AND PERFORMANCE

LEDs provide high-quality color and light that can improve the appearance of your facility and comfort for all people in the space. If you are operating a retail space, you could see increased revenue. Whether you own or lease, this quality payback investment shines.

BENEFITS OF SMALL BUSINESS ENHANCED

- Participating Small Business Enhanced (SBE) customers receive an instant incentive based on energy savings of the retrofit project on a cents per kilowatt-hour (¢/kWh) saved basis. The incentive comes in the form of an in-voice discount. Rocky Mountain Power pays for 75 percent of project materials and labor costs up to \$4,000. Customers do not receive monetary payouts through this offer. Total incentives are applied to project costs and customers are responsible for the remaining balance.
- Average projects usually have very rapid simple payback.
- Reduced operating costs due to energy savings to increase profitability.
- Increase customer and employee comfort.
- Enhance employee productivity.
- Improve workplace safety and reduce potential hazards.
- Raise the value of your business and its appearance.

HOW IT WORKS

When participating in SBE, customers receive an instant incentive based on energy savings of the retrofit project on a cents per kilowatt-hour (¢/kWh) saved basis. The incentive comes in the form of an in-voice discount. Rocky Mountain Power pays for 75 percent of project materials and labor costs up to \$4,000. Customers do not receive monetary payouts through this offer. Total incentives are applied to project costs and customers are responsible for the remaining balance.

ROCKY MOUNTAIN POWER
POWERING YOUR GREATNESS

Questions, concerns, inquiries:

- Email: id.smallbusiness@evergreen-efficiency.com

Award Winners!



D&S Electrical Supply Co.



CED Idaho Falls



CED Logan UT



Platt Pocatello



Wolfe Lighting