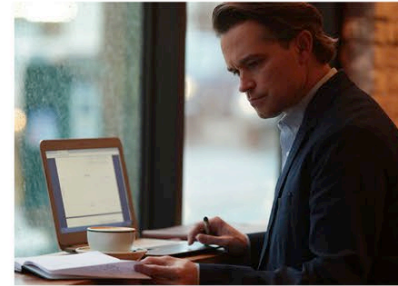


Wyoming Wattsmart Annual Event



Agenda

- Introduction – Program Changes
 - New Implementer/Program Administrator
 - Program Rebrand
- Program Overview
 - Wattsmart Homes
 - Existing
 - New Construction
 - Wattsmart Business
 - Lighting
 - Non-lighting
 - Wattsmart Marketing
- Technical Training
 - Lighting Controls

Program Changes

Wattsmart Business
Implementer change



Program Implementers

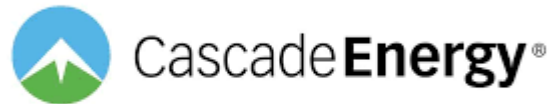
Wattsmart Business
Lighting and Non-lighting
(prescriptive)



Wattsmart Business
Non-lighting Custom



Wattsmart Business
Agricultural and Industrial



Program Implementers

Wattsmart Homes
Existing and Multi-family



Wattsmart Homes
New Construction



Wattsmart Homes

2025 Residential Existing Homes Overview



Service Area

Qualified Properties

- Existing residential
- Multifamily



Program Objectives

- Cash for kWh savings
- Save customers money!
- Better equipment
- Reduce load on grid



2024 Wyoming Heat Pumps



12,248,068 kWh Saved



22,512,149 miles driven by
an average gas-powered
vehicle



2,519 homes'
electricity use for one
year



\$4,201,200 in
incentives

Qualified Equipment

Equipment	Customer Rebate	Trade Ally Rebate
DUAL FUEL HEAT PUMP Natural Gas and Propane are eligible fuel sources		
Dual fuel heat pump - AHRI rated (8.5 HSPF2, 15.2 SEER2) > with minimum 80 AFUE furnace	\$2,000	\$300
Dual fuel heat pump - AHRI rated (7.5 HSPF2, 14.3 SEER2) > with minimum 90 AFUE furnace		
Dual Fuel Heat Pump - Multifamily (7.5 HSPF2, 14.3 SEER2) > with minimum 90 AFUE	\$750	N/A
Dual fuel heat pump - non AHRI rated Minimum 80 AFUE furnace with a heat pump	\$1,000	\$50
DUCTLESS HEAT PUMP (MINI SPLIT)		
Single-head ductless heat pump (8.1 HSPF2 /16 SEER2)	\$1,000	\$300
Multi-head ductless heat pump (8.1 HSPF2 /16 SEER2)	\$1,500	\$300
Supplemental ductless heat pump (8.1 HSPF2 /16 SEER2)	\$500	\$100
HEAT PUMP WATER HEATERS		
Heat pump water heater tier 1	\$300	N/A
Heat pump water heater tier 2 and above	\$600	\$200
HEAT PUMP		
Air source heat pump upgrade Cold Climate heat pump (8.5 HSPF2, 16 SEER2)	\$500	\$50
Air source heat pump conversion tier 1 (7.5 HSPF2, 14.3 SEER2)	\$1,200	\$200
Air source heat pump conversion tier 2 (8.1 HSPF2, 15.2 SEER2)	\$1,700	\$300
Air source heat pump conversion, Cold Climate heat pump (8.5 HSPF2, 16 SEER2)	\$1,700	\$300

- Categories of Rebates

- Appliances
- Weatherization
- Smart accessories
- Heating & cooling

5-2-2025 Updates

Existing Homes – Incentives					
Measure Type	Sub-category		Currently Offered Incentive	Offered Incentive Effective May 2, 2025	
				Customer	Contractor
Window Upgrade (Single Family)	Electrically Heated	U-Factor ≤ 0.30	\$1.00 / Sq Ft	\$0	\$0
		U-Factor ≤ 0.22	\$3.00 / Sq Ft	\$40/Window	\$0
	Electrically Cooled	U-Factor ≤ 0.30	\$ 0.25 / Sq Ft	\$0	\$0
		U-Factor ≤ 0.22	\$ 0.50 / Sq Ft	\$15/Window	\$0
	Dual Fuel Heat Pump		N/A	\$15/Window	\$0
All-In-One Washer/Dryer (Heat Pump Dryer)	ENERGY STAR		N/A	\$100	\$0
	ENERGY STAR Most Efficient			\$200	\$0
Window Heat Pump	≥ 16.8 CEER		N/A	\$80	\$0
Heat Pump/Window Weatherization Bundle (Single Family)	U-Factor ≤ 0.22 ≥ 7.5 HSPF2, ≥ 14.3 SEER2		N/A	\$3,000	\$100
	U-Factor ≤ 0.22 ≥ 8.5 HSPF2, ≥ 16 SEER2, Cold Climate			\$4,000	

Choose THE RIGHT HEAT PUMP FOR YOUR CUSTOMER

Key



Current/previous heating



Equipment qualifications



Heat pump type

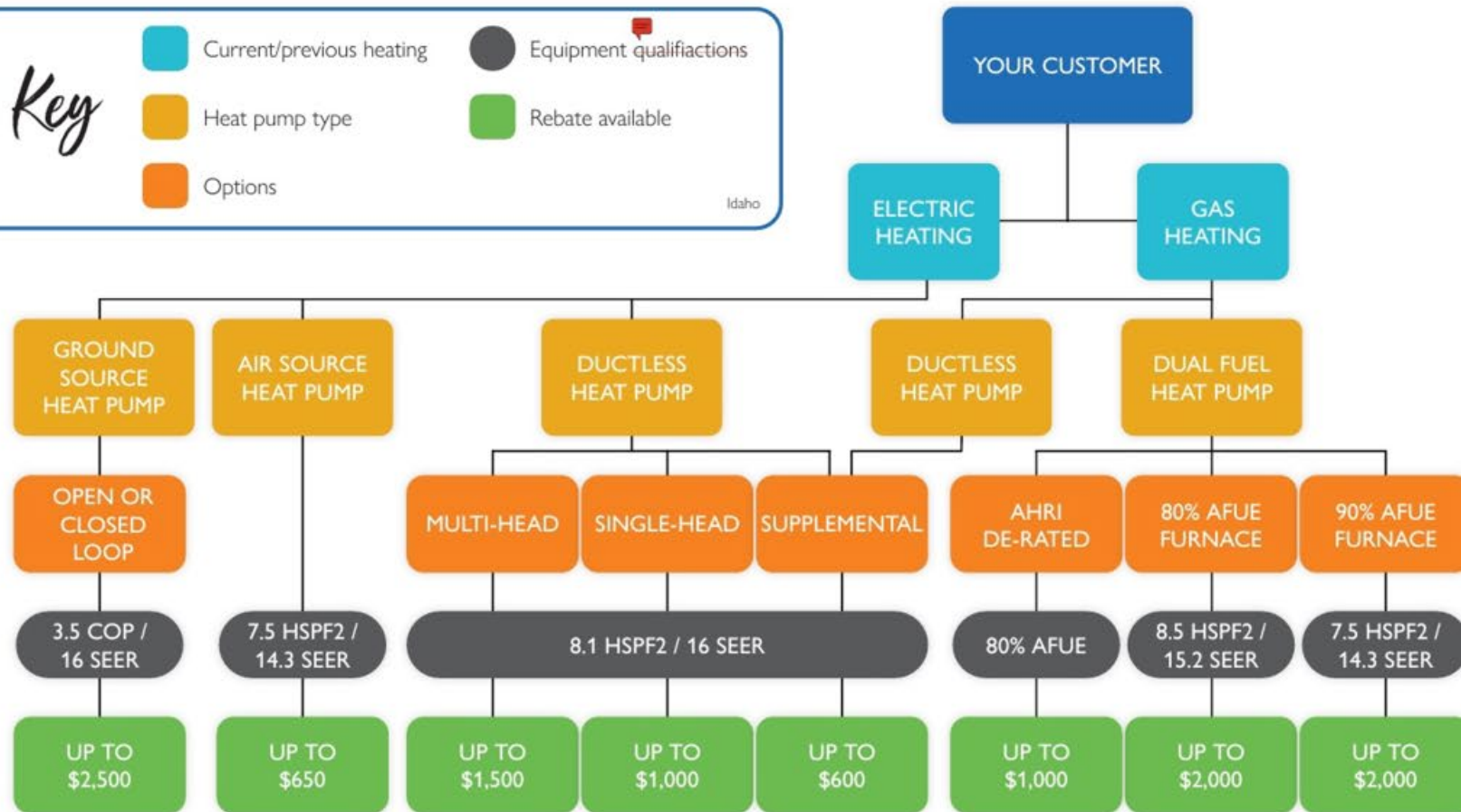


Rebate available



Options

Idaho



QUESTIONS?

Contact your Outreach Coordinator.

WATTSMART®

ROCKY MOUNTAIN
POWER.
POWERING YOUR GREATNESS

Tax Credits

Qualified Equipment

- Heat pumps (18 SEER2)
- Furnaces
- Water heaters
- Central air conditioners
- Insulation
- Windows

Stack all incentives!

Form 5695 Department of the Treasury Internal Revenue Service	Residential Energy Credits Attach to Form 1040, 1040-SR, or 1040-NR. Go to www.irs.gov/Form5695 for instructions and the latest information.	OMB No. 1545-0074 2024 Attachment Sequence No. 75
Name(s) shown on return		Your social security number
Part I Residential Clean Energy Credit (See instructions before completing this part.)		
Note: Skip lines 1 through 11 if you only have a credit carryforward from 2023 .		
Enter the complete address of the home where you installed the property and/or technology associated with lines 1 through 4 and 5b. For more than one home, see instructions.		
Number and street	Unit no.	City or town
		State
		ZIP code
29 Heat pumps and heat pump water heaters; biomass stoves and biomass boilers.		
a Enter the cost of electric or natural gas heat pumps	29a	
b Enter the cost of electric or natural gas heat pump water heaters	29b	
c Enter the cost of biomass stoves and biomass boilers	29c	
d Add lines 29a, 29b, and 29c	29d	
e Multiply line 29d by 30% (0.30). Enter the results. Do not enter more than \$2,000	29e	

Information Needed

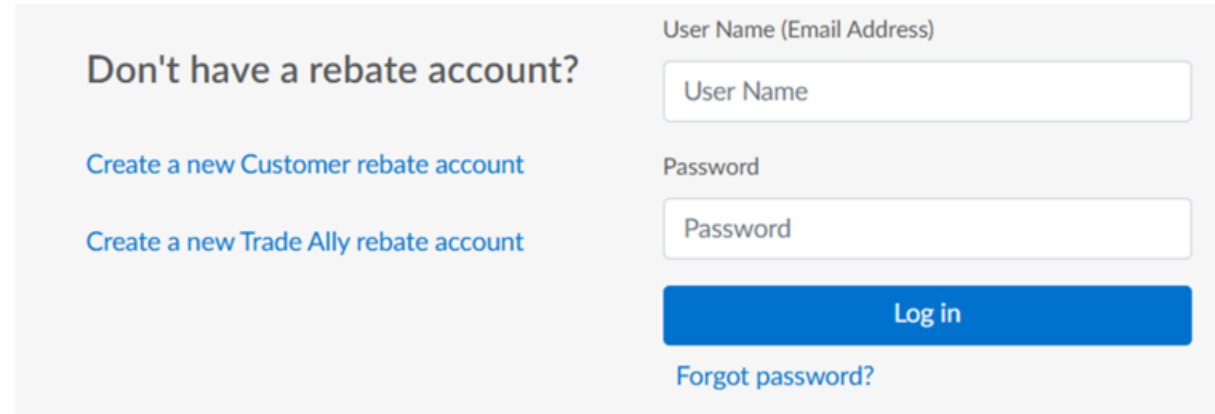
- Invoice
 - Model numbers
 - Serial numbers
- AHRI Certificate (if applicable)
(Air Conditioning, Heating, and Refrigeration Institute)



Certificate of Product Ratings

Application Submission

- Submission by
 - Customer
 - Trade ally
- Submit for your customer
 - Convenient for customer
 - Saves customer time
 - Saves you time



The screenshot shows a login interface for a rebate account. On the left, there is a section titled "Don't have a rebate account?" with two links: "Create a new Customer rebate account" and "Create a new Trade Ally rebate account". On the right, there is a login form with the following elements:

- A label "User Name (Email Address)" above a text input field containing the placeholder "User Name".
- A label "Password" above a text input field containing the placeholder "Password".
- A blue "Log in" button.
- A link "Forgot password?" below the button.

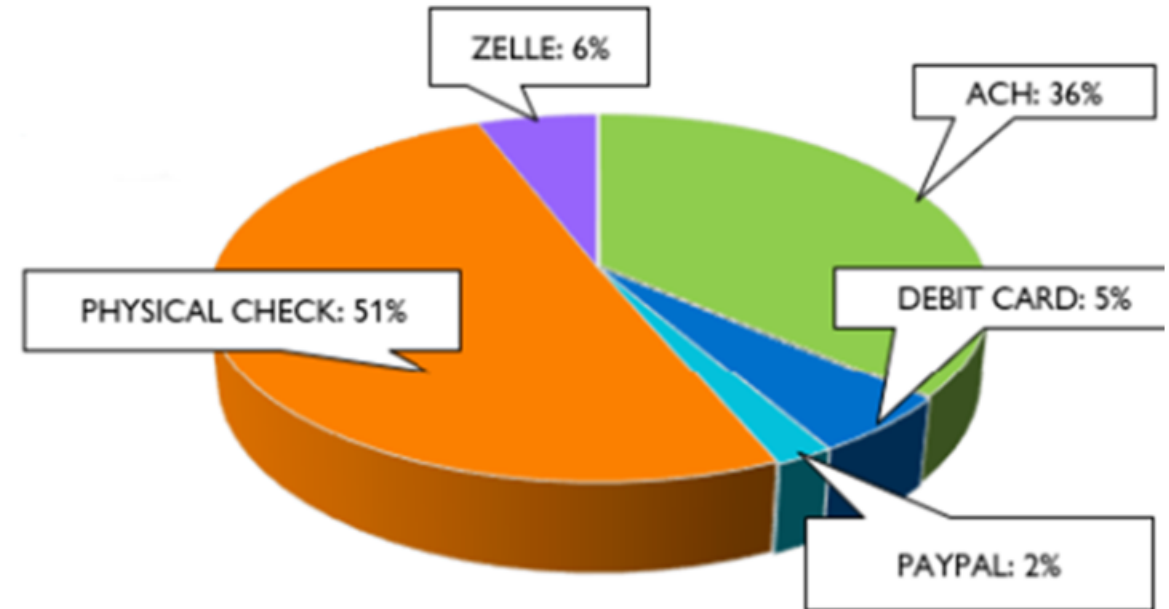
Payments – Customer / Trade Ally

- Process
- Timeline

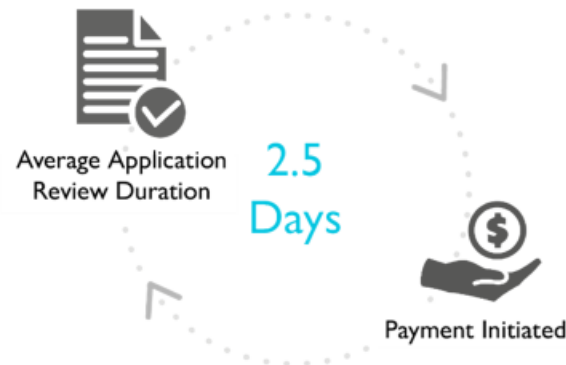
Your rebate will be issued within 14 business days after we review and approve your application.

Missing information may delay processing and delivery.

ACH Payments



Application Cycle



Trade Ally Training

- Not a trade ally but want to be
- Learn how to submit rebates for the customer
- Up-to-date information on qualified equipment
- AHRI support



Rob Pavlica – Energy Specialist
Phone- 307-709-0179
Email- Rob.pavlica@evergreen.energy

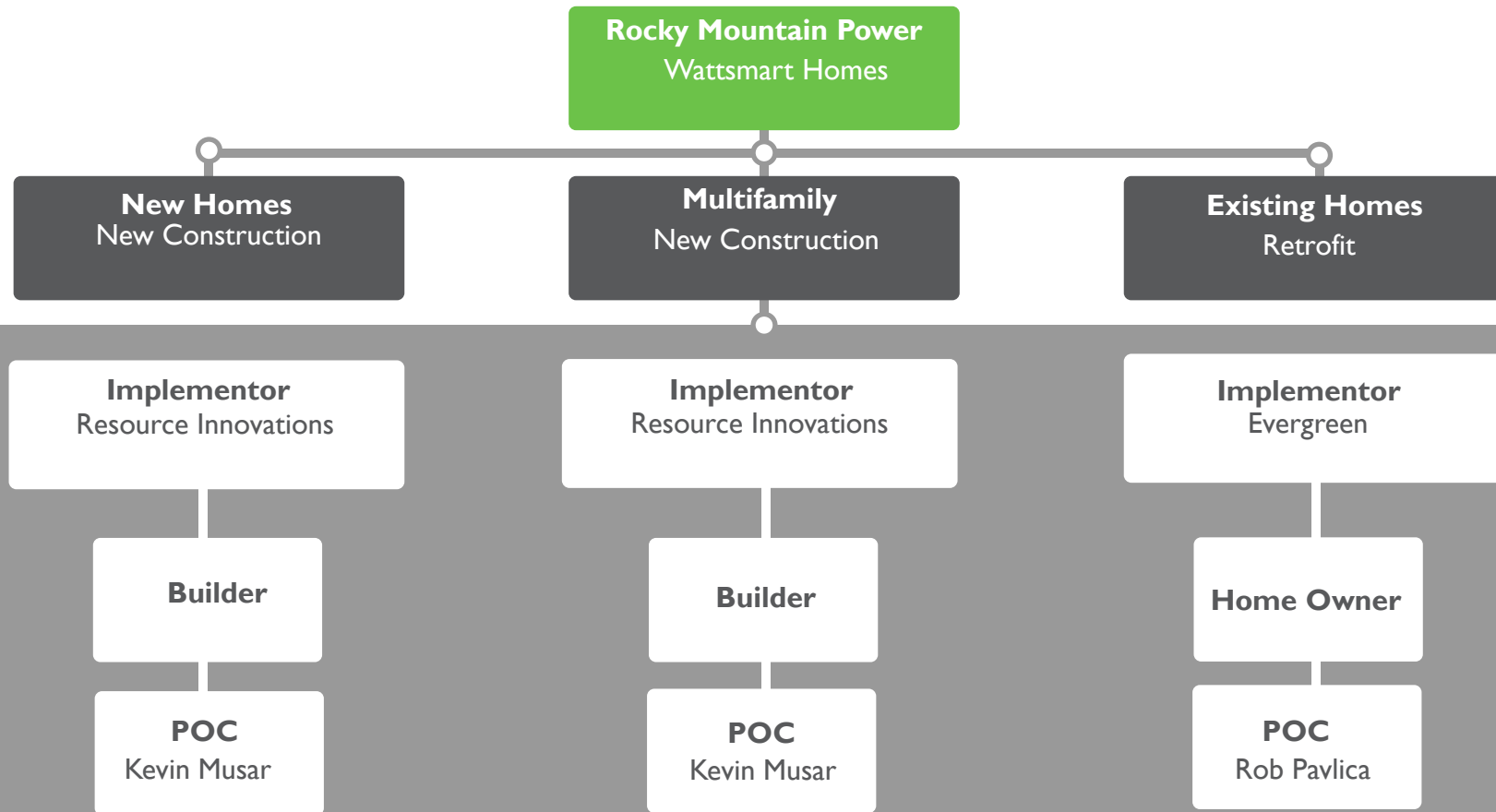


WATT**SMART**®

Thank You

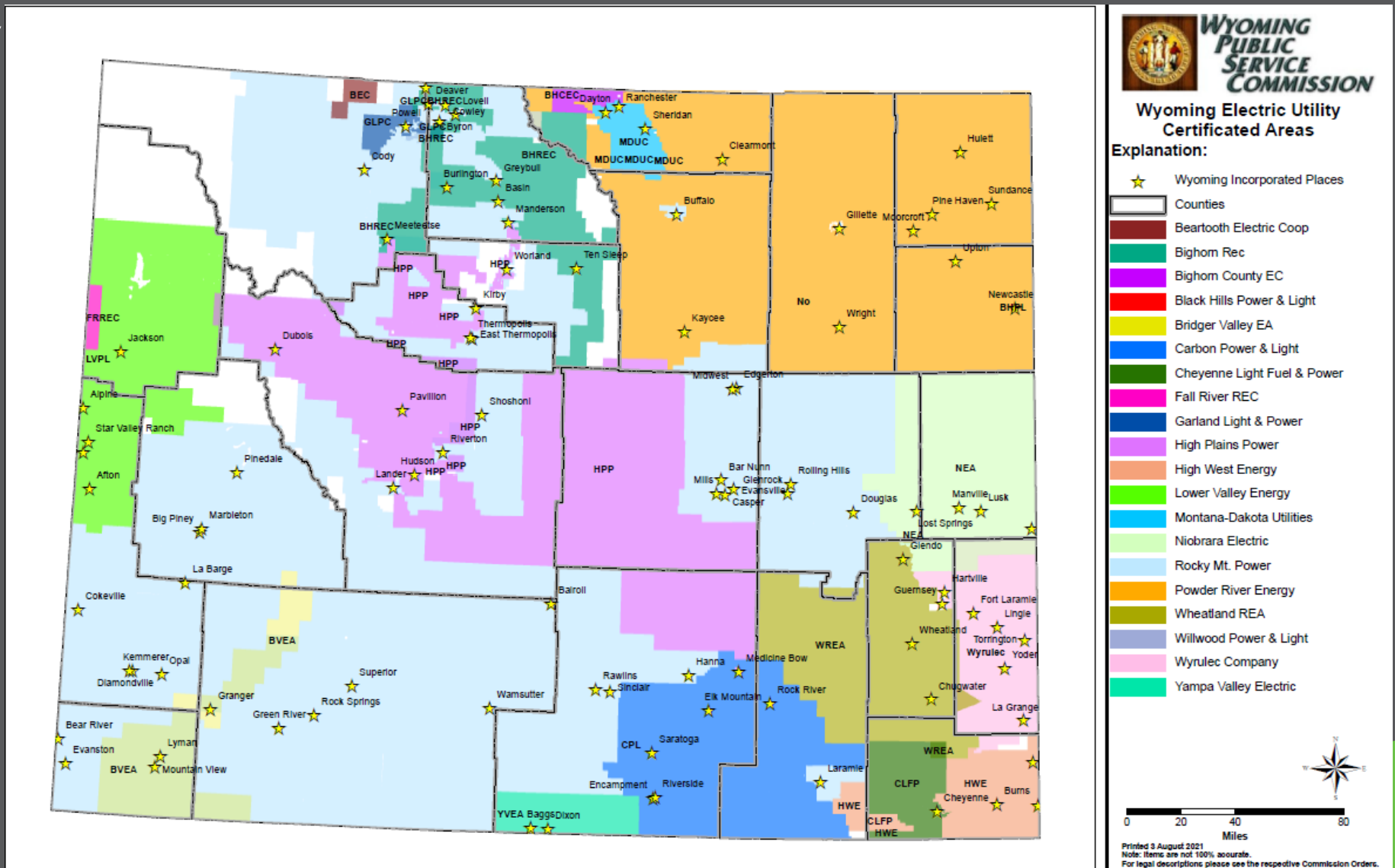
WATTSMART®

Rocky Mountain Power Wattsmart Homes Programs - WY



WATT**SMART**

Rocky Mountain Power Wyoming Service Territory



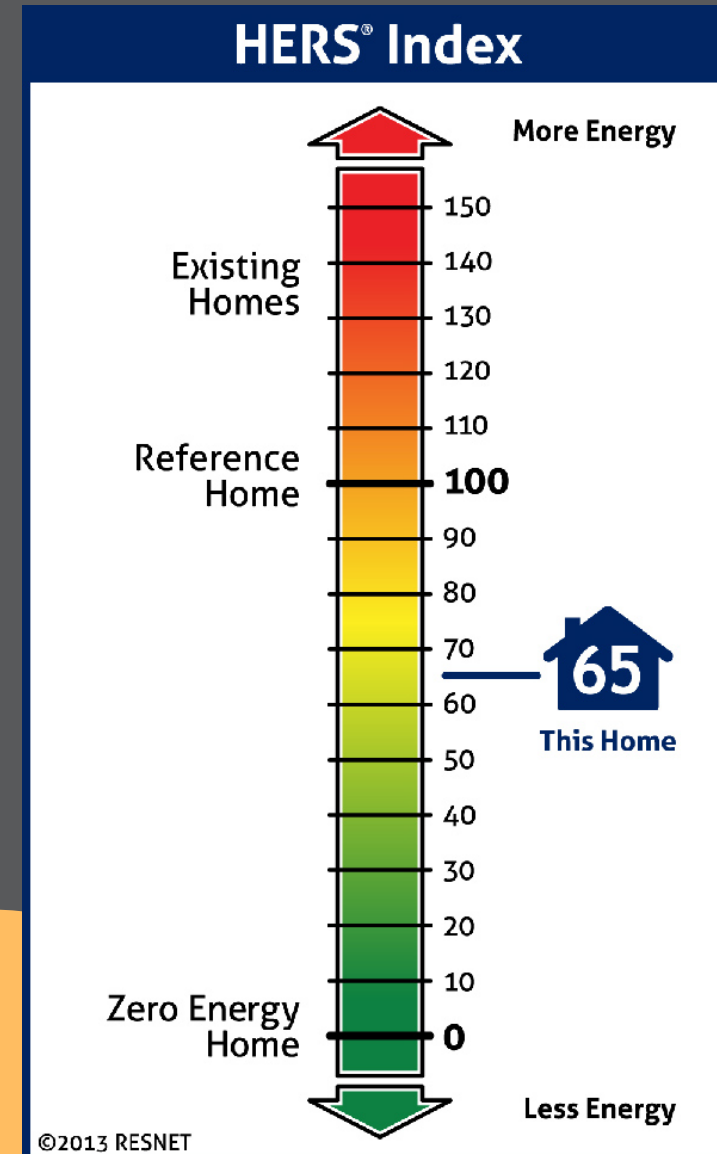
2025 RMP New Construction Rebates: Performance – Single Family

- Current Single Family Rebates

Whole Home Incentives	Requirement	Customer/Builder Rebate	Contractor Rebate
New home prescriptive path - electrically heated home	Must meet all requirements listed below	\$1,000	\$0
New home prescriptive path - electrically cooled home		\$500	\$0

- Future Single Family Rebates

- Estimated Effective Date – May 1st, 2025
- HERS 65 measure in VVY - \$400-\$700/home
- Synergizes with Enbridge Thermwise program and Black Hills Energy
 - Enbridge Thermwise – up to \$1600 per home
 - Must get a HERS rating
 - Black Hills Energy – up to \$2000 per home
 - Must achieve HERS 62 or better



2025 RMP New Construction Rebates: Standalone – Single Family



Standalone Incentives	Minimum Requirement	Customer/Builder Rebate	Contractor Rebate
Air Source Heat Pump Tier 1	7.5 HSPF2 (9 HSPF), 14.3 SEER 2 (15 SEER)	\$1,000	\$0
Air Source Heat Pump Tier 2	8.1 HSPF2 (9.5 HSPF), 16 SEER2 (17 SEER)	\$1,500	\$0
Air Source Heat Pump Tier 3	8.5 HSPF2 (10 HSPF), 17 SEER2 (18 SEER). Must also be listed on NEEP's cold climate air source heat pump product list .	\$2,000	\$0
Ductless Heat Pumps (Single Family) – Single Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$750	\$0
Ductless Heat Pumps (Single Family) – Multi Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$1,000	\$0
Ductless Heat Pumps (Multifamily) – Multi Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$250	\$0
Dual Fuel Heat Pump	7.5 HSPF2 (9 HSPF), 14.3 SEER2 (15 SEER), 90 AFUE	\$2,000	\$300
Heat Pump Water Heater	NEEA Tier 1 or higher , ≤ 55 gallons	\$700	\$0
Smart Thermostat – Installed on a Dual Fuel Heat Pump	ENERGY STAR certified	\$50	\$0

2025 RMP New Construction Rebates: Manufactured Homes



- Future Manufactured Homes Rebates
 - Estimated Effective Date – May 1st, 2025

NEW MANUFACTURED HOMES MEASURES	REQUIREMENT	CUSTOMER REBATE	RETAILER REBATE
New Manufactured Home - ENERGY STAR	Any electric heating system	\$800	\$200
New Manufactured Home - NEEM 2.0	Any electric heating system	\$1,050	\$200
New Manufactured Home - NEEM 2.0	Ductless heat pump heating system	\$1,300	\$200

2025 RMP New Construction Rebates: Multifamily



- Current Multifamily rebate:

Standalone Incentives	Minimum Requirement	Customer/Builder Rebate	Contractor Rebate
Ductless Heat Pumps (Multifamily) - Multi Head	8.1 HSPF2 (9 HSPF), 16 SEER2 (16 SEER)	\$250	\$0

- Future MF Rebate
 - Estimated Effective Date May 1st, 2025
- Addition of Energy Star Multifamily rebate (heat pump required) - \$500/door
- Synergizes with the LIHTC and 45-L



Contact Information

Kevin Musar:

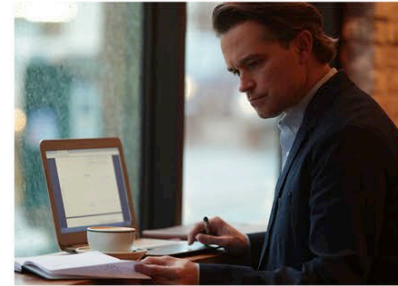
801-639-5652

kmusar@resource-innovations.com



Program Overview

Wattsmart Business



Meet the Team



Camille Cooper
Project Coordination



Alison Kilpack
Project Coordination



Sheldon Cowlthorpe
Vendor Support



Wilmer Cabrera
Program Manager



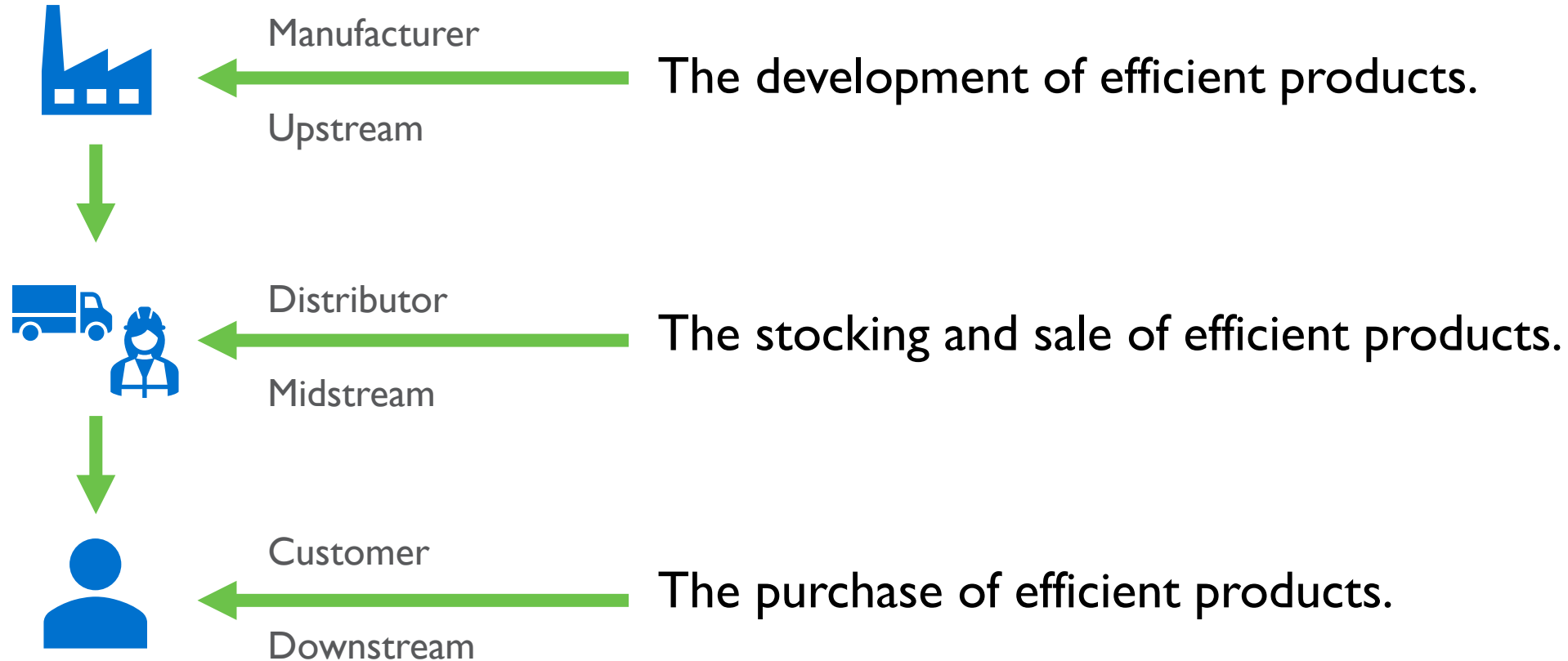
David Murillo
Outreach Supervisor



Melissa Miranda
Training & Events

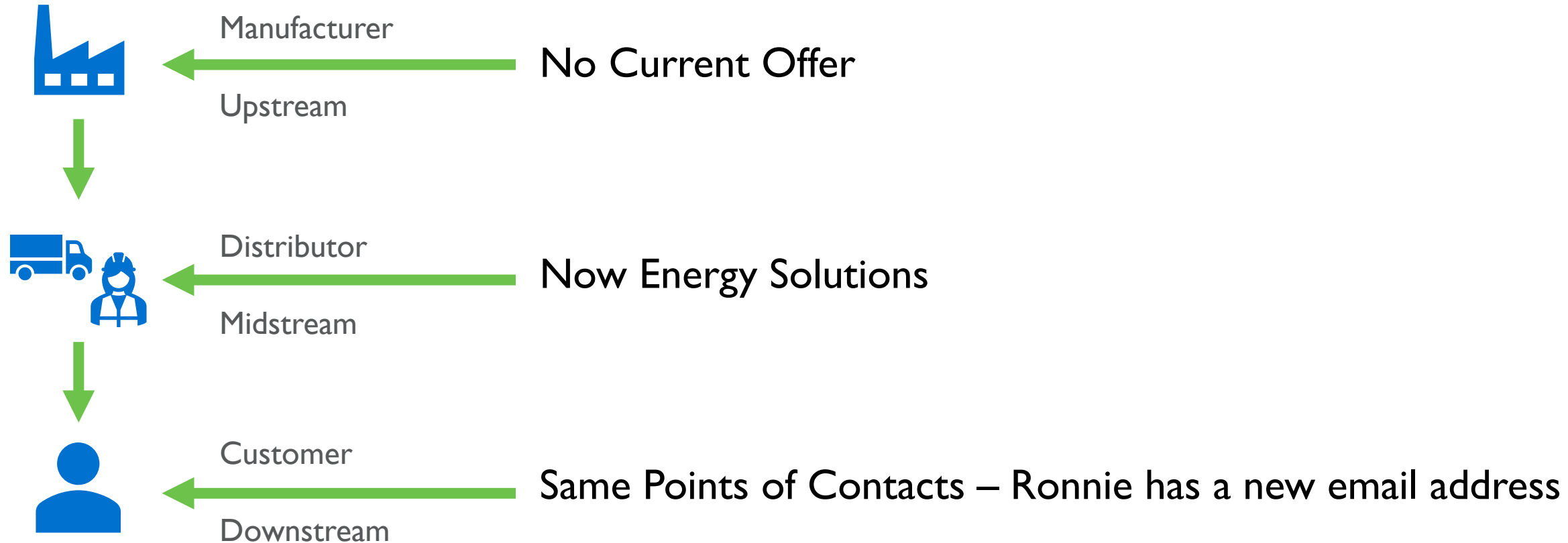
Motivate through targeted offers

Product flow

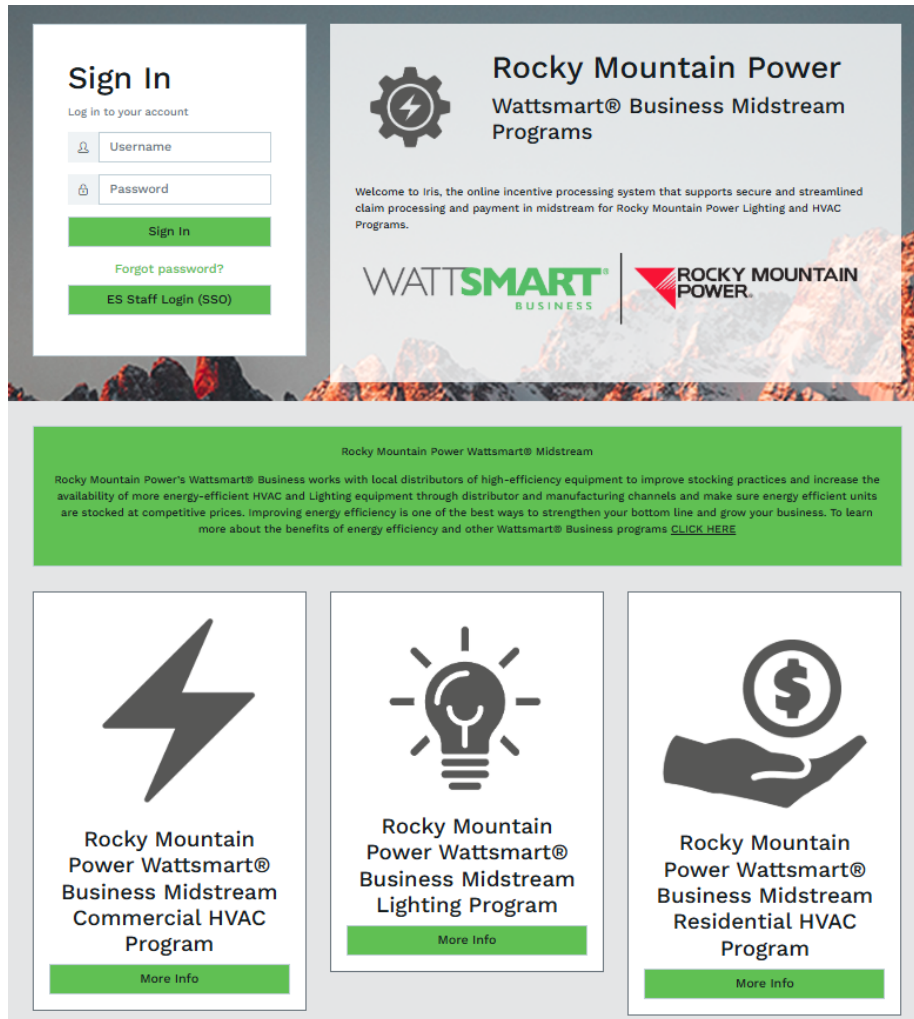


Motivate through targeted offers

Product flow



New Midstream Process, Point of Contacts, and Software



The screenshot displays the user interface for the Rocky Mountain Power Wattsmart Business Midstream Programs. On the left, a 'Sign In' section includes a 'Log in to your account' link, input fields for 'Username' and 'Password', a green 'Sign In' button, a 'Forgot password?' link, and an 'ES Staff Login (SSO)' button. The main header area features a gear icon with a lightning bolt, the title 'Rocky Mountain Power Wattsmart® Business Midstream Programs', and a welcome message: 'Welcome to Iris, the online incentive processing system that supports secure and streamlined claim processing and payment in midstream for Rocky Mountain Power Lighting and HVAC Programs.' Below this is a banner with the 'WATTSMART BUSINESS' and 'ROCKY MOUNTAIN POWER' logos. A green informational bar states: 'Rocky Mountain Power's Wattsmart® Business works with local distributors of high-efficiency equipment to improve stocking practices and increase the availability of more energy-efficient HVAC and Lighting equipment through distributor and manufacturing channels and make sure energy efficient units are stocked at competitive prices. Improving energy efficiency is one of the best ways to strengthen your bottom line and grow your business. To learn more about the benefits of energy efficiency and other Wattsmart® Business programs [CLICK HERE](#).' The bottom section contains three program tiles: 1) 'Rocky Mountain Power Wattsmart® Business Midstream Commercial HVAC Program' with a lightning bolt icon and a 'More Info' button; 2) 'Rocky Mountain Power Wattsmart® Business Midstream Lighting Program' with a lightbulb icon and a 'More Info' button; 3) 'Rocky Mountain Power Wattsmart® Business Midstream Residential HVAC Program' with a hand holding a dollar coin icon and a 'More Info' button.

- **Iris Key Features:**

- Options for individual or bulk claim entry
- Real-time payment and claim tracking features
- Participation dashboard for tracking sales and program performance
- Incentive and equipment lookup tool to check eligibility and rebate amounts

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

[LEARN MORE](#)



Appliances and office

[SEE INCENTIVES](#)



Wastewater and other

[FIND OUT MORE](#)



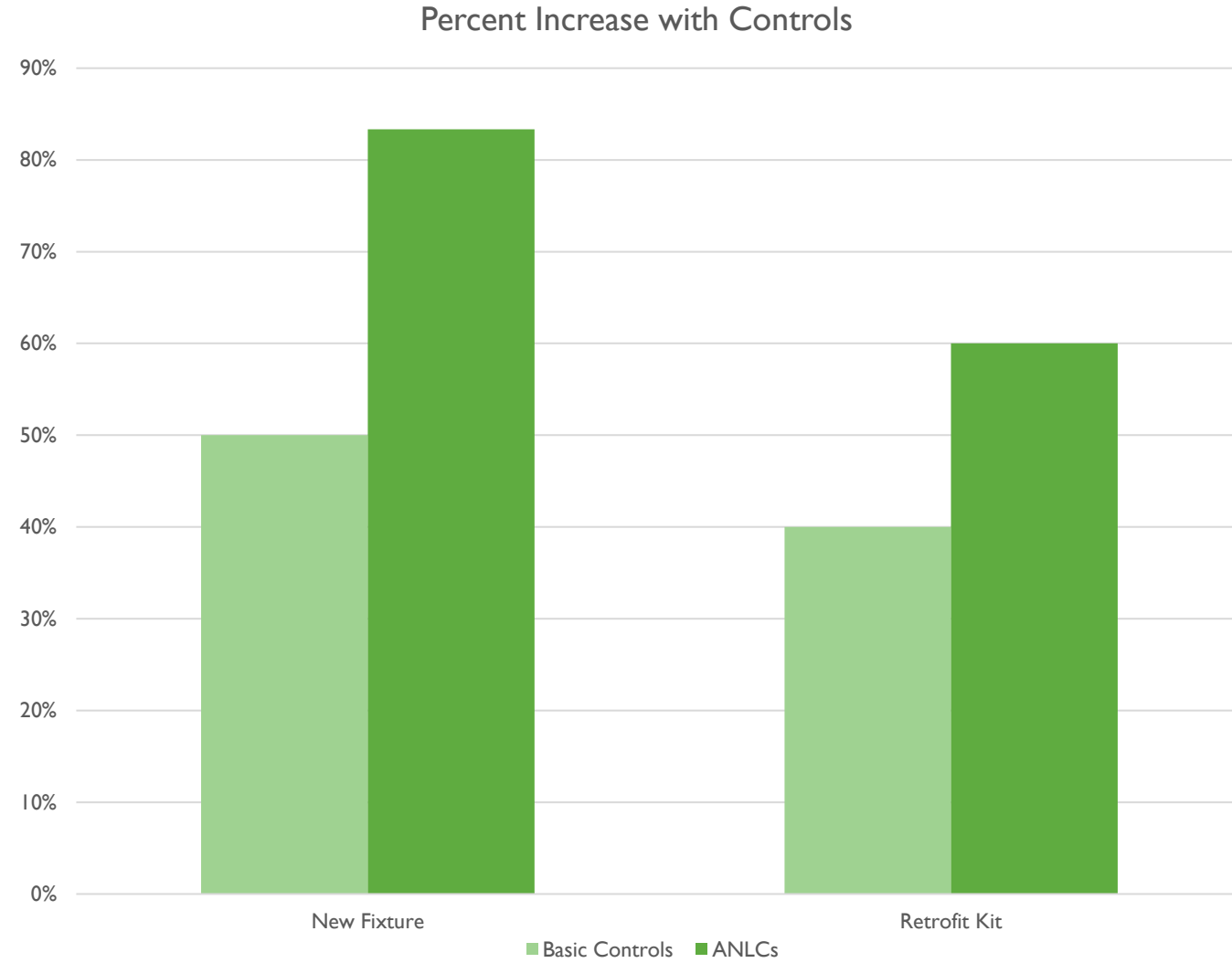
Oil and gas

[LEARN MORE](#)



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



LLLC – Luminaire Level Lighting Control

- Install like a basic fixture.
- No extra steps to get highest ANLC Incentive
- Install the right system so they have something to work with.
- Commissioning is tricky.
- There is support from manufacturer's reps.
- LLLC fixtures come with controls from the factory.



Image Courtesy of NEEA

Plug and Play Controls Ready

- Install like a basic fixture.
- Install fixtures that have an easy path for upgrades
- Commissioning is tricky.
- There is support from manufacturer's reps.
- Plug and Play Controls are simple to install



LLLC vs. Plug and Play Controls Ready

- LLLC

- Customer knows they want controls
- Needs of the space may change
- Want an easy and packaged solution



- Plug and Play Controls Ready

- Customer isn't ready for controls today
- Needs of the space may change
- Are comfortable with a dynamic system that is build for their needs

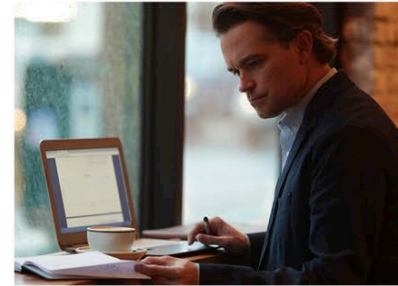




Questions?

Popular Non-Lighting Projects

Incentives for
Pumps, Fans, Doors and Forklifts



Wattsmart® Business How?

Call to confirm eligibility & discuss projects



JOHN CHRISTIANSEN

john.christiansen@CascadeEnergy.com

801-406-9057



Wattsmart® Business Typical Incentive Categories



IRRIGATION



FARM & DAIRY



COMPRESSED AIR



REFRIGERATION &
DISTRIBUTION

Wattsmart® Business Incentive Rates

Incentives paid to your customers based on the annual kWh energy savings of their projects

Capital Projects	ID	UT	WY
Incentive	\$0.15/ kWh	\$0.15/ kWh	\$0.10/ kWh
Cost Cap	70%	70%	70%
Payback Cap	1 year	1 year	1 year



Industrial Facilities *(by a show of hands)*

Refrigeration, Distribution and Storage

ADAPTIVE REFRIGERATION CONTROLS

- \$0.15 per kWh annual savings
- Evaporator fan cycling
- Defrost control
- Typical incentive 50% to 70% of cost



Refrigeration, Distribution and Storage

HIGH SPEED DOORS

- \$0.15 per kWh annual savings
- Typical incentive 25% to 50% of total cost

The space conditioning equipment on each side should be substantially different.

A couple of simple examples for circumstances where the door could be incentivized:

- **An HSD separating a freezer and a dock or cooler in a cold storage.** The refrigerant suction temperature serving the evaporators in each room is different (lower in the freezer).
- **An HSD separating an air-conditioned space from outside.**



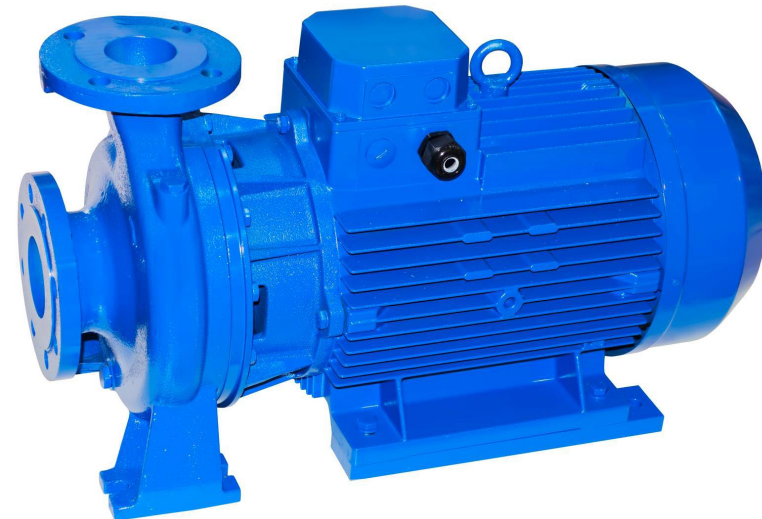
Opportunities for VFD Incentive

COMMON VFD OPPORTUNITIES

- Pumps: water, glycol, slurry
- Dust collection: fans and blowers
- Evaporator, condenser fans
- Refrigeration compressors
- Dairy fans

REPLACE OLD DRIVES

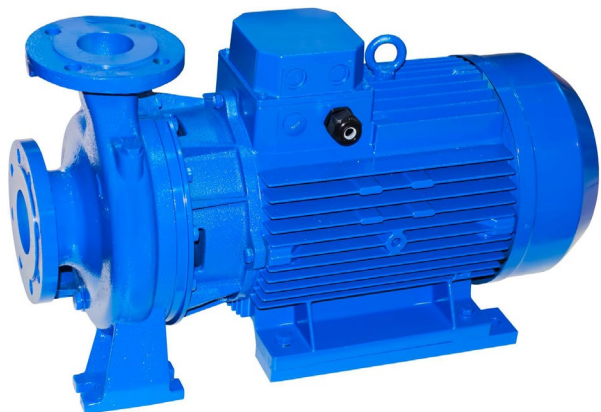
- Over 15 years old, -or-
- End of life and never received incentive (any age)



Compressed Air Incentives

VFD AIR COMPRESSORS

- Up to 75 hp single compressor are eligible for post-install rebate
- Savings from \$1,500 to as much as \$9,000 / yr
- Incentive calculated at \$0.15/kVWh of savings (caps may apply)



Wattsmart® Business

Demystifying \$0.15 per kWh – Example Compressed Air

L/UL to VFD

25 HP	40HR		80HR		120HR	
%Capacity	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$
30%	\$389	\$1,459	\$778	\$2,918	\$1,167	\$4,377
50%	\$368	\$1,379	\$735	\$2,758	\$1,103	\$4,137
70%	\$210	\$786	\$419	\$1,573	\$629	\$2,359
90%	\$33	\$125	\$67	\$251	\$100	\$376

50 HP	40HR		80HR		120HR	
%Capacity	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$
30%	\$771	\$2,890	\$1,541	\$5,780	\$2,312	\$8,670
50%	\$729	\$2,732	\$1,457	\$5,464	\$2,185	\$8,196
70%	\$415	\$1,558	\$831	\$3,116	\$1,246	\$4,674
90%	\$66	\$248	\$132	\$497	\$199	\$745

75 HP	40HR		80HR		120HR	
%Capacity	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$
30%	\$1,145	\$4,294	\$2,290	\$8,588	\$3,435	\$12,882
50%	\$1,082	\$4,059	\$2,165	\$8,118	\$3,247	\$12,177
70%	\$617	\$2,315	\$1,235	\$4,629	\$1,852	\$6,944
90%	\$98	\$369	\$197	\$738	\$295	\$1,107

ASSUMPTIONS

- Rated #acfm = 4 * #HP
- Operating and Rated pressure = 100 psig
- Storage Volume gallons = 3 * #acfm
- No Eligible Costs or Payback Capping

Let's crunch some numbers

75 HP	40HR		80HR		120HR	
%Capacity	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$	Cost Savings \$/yr	Incentive \$
30%	\$1,145	\$4,294	\$2,290	\$8,588	\$3,435	\$12,882
50%	\$1,082	\$4,059	\$2,165	\$8,118	\$3,247	\$12,177
70%	\$617	\$2,315	\$1,235	\$4,629	\$1,852	\$6,944
90%	\$98	\$369	\$197	\$738	\$295	\$1,107

% Time	% Capacity	Cost Savings \$/yr	Incentive \$
50%	70%	50% × \$1,235	50% × \$4,629
30%	50%	30% × \$2,165	30% × \$8,118
15%	30%	15% × \$2,290	15% × 8,588
5%	90%	5% × \$197	5% × \$738
Totals		\$1620	\$6075

Let's crunch some numbers

But What About the kWh?

INFORMATION ABOUT THE COMPRESSORS

	Baseline Compressor	Proposed Upgrade Compressor
Type of compressor:	Screw	Screw
Type of part load control:	Load/Unload	VFD
If unloading control, unloaded sump pressure:	40 psig	40 psig
Compressor hp:	75	75
Rated flow:	300	300
Plant elevation:	4300	
Corrected compressor flow (calculated):	260	260
If known, compressor shaft bhp:		
Performance check (calculated):	4.65	4.65
Pressure at rated flow:	100	100
Receiver volume:	900	
Equipment cost:	\$ 45,000	\$60,000
Installation cost, shipping, etc.		

SUMMARY OF RESULTS

	Comp.	Dryer	Cooling Fan	
Baseline energy use:	206,007	N/A	N/A	kWh/yr
Upgrade energy use:	165,505	N/A	N/A	kWh/yr
Site energy savings:	40,502	N/A	N/A	kWh/yr

Total Baseline Energy Use:	206,007	kWh/yr
Total Upgraded Energy Use:	165,505	kWh/yr
Total site savings:	40,502	kWh/yr
% Energy savings:	20%	
Energy rate:	\$0.040	per kWh
Avoided energy cost:	\$1,620.08	per year

Total project cost:	\$60,000.00
Baseline project cost:	\$45,000.00
Eligible project cost:	\$15,000.00
Estimated utility incentive:	\$6,075.30 (41% of cost)
Net cost after incentives:	\$8,924.70 (59% of cost)

Payback before incentives:	9.3 years
Payback after incentives:	5.5 years
NPV over 10 years:	\$3,585

INFORMATION ABOUT THE SYSTEM AND ITS OPERATION

Current average operating pressure:	100	psig
Average operating pressure after upgrade:	100	psig
Annual Hours of Operation:	4,160	hours/yr

Profile of Baseline Compressed Air Demand

% time	% flow	hrs/yr	scfm
5%	90%	208	234
15%	30%	624	78
30%	50%	1,248	130
50%	70%	2,080	182
0%	timed out	0	0

100% 4,160

Baseline Energy Use

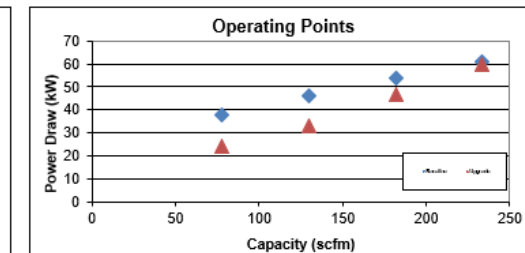
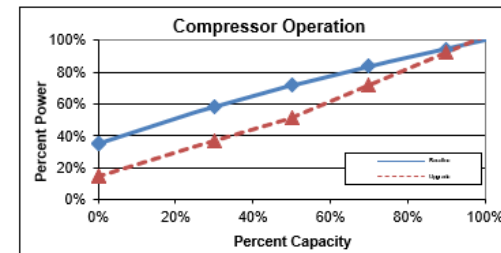
% Load	kW	kWh/yr
90%	61.0	12,685
30%	37.6	23,442
50%	46.2	57,700
70%	53.9	112,180
0%	0.0	0

Total: 206,007

Upgrade Energy Use

% Load	kW	kWh/yr
90%	59.8	12,439
30%	23.8	14,854
50%	33.2	41,464
70%	46.5	96,748
0%	0.0	0

Total: 165,505





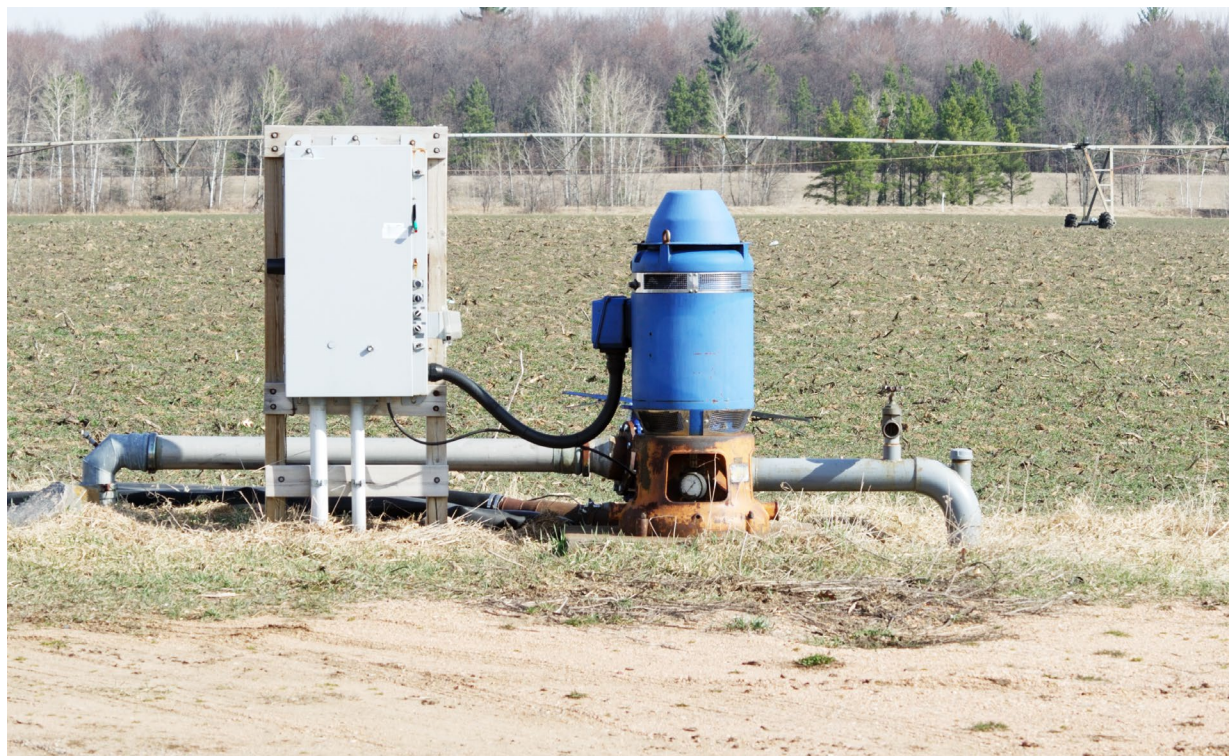
Agriculture *(by a show of hands)*

Wattsmart® Business Irrigation Pump Example – 40 hp Pump VFD

Pump sometimes serves 2 fields,
sometimes only 1

Cost:	\$8,000
Incentive:	\$3,954 (49% of cost)
Net Cost:	\$4,046

Energy Reduction:	18,474 kWh/year
Annual Savings:	\$1,293 per year
Payback:	3.1 years



Is a VFD Right for Your Pump?

- Is the pump oversized?
- Is it throttled?
- Is there more than one field?
- Pumping level in well varies?



Other Irrigation Upgrades

Type	Price
Sprinklers – rotators, spray-type, impacts replacing same design flow or less	\$2 each
Nozzles, flow controlling nozzles	\$1.50 each
Gaskets and drains	\$2 each
Pivot sprinkler package	\$2 - \$7 per drop



Wattsmart® Business Example – Regulators and Low-Pressure Sprinklers



*Non-energy benefits – water savings, consistent watering,
yield improvement*

Replace 64 worn regulators & low pressure sprinklers
on MESA with new regulators & sprinklers

Cost:	\$2,159
Incentive:	\$256
Net Cost:	\$1,903

Energy Reduction:	4,599 kWh/year
Annual Savings:	\$322 per year
Payback:	5.9 years

Irrigation – Details

IMPORTANT RESTRICTIONS:

1. **Retrofit installations only** – not brand new systems which will have new components anyway.
(Except VFDs – those can be on new systems. Note: Pivot Conversions)
2. **Incentives are limited to mobile systems** – wheel lines, hand lines, pivots, linears. Fixed-in-place systems are not eligible.
(Except VFDs – those can be on fixed-in-place systems)
3. **Incentive caps:** 1 yr payback or 70% project cost
(Pump VFD projects only)



Farm & Dairy Upgrades



Vacuum Pump VFD
Retrofit Only
\$165 per hp



Potato or Onion Fan VFD
\$175/ fan hp



Milk Precooling with Well
Water Retrofit Only
\$0.15 per kWh annual
savings



Heat Recovery -
Refrigeration Units
\$0.15 per kWh annual
savings

Farm & Dairy Upgrades

- High efficiency circulating fans (Amount depends on fan diameter)
- High efficiency ventilation fans (Amount depends on fan diameter)
- Programmable ventilation controllers (\$20 per fan controlled)
- Chiller upgrade (custom projects, \$0.15/kWh annual savings)

EQUIPMENT TYPE	EQUIPMENT CATEGORY	MINIMUM EFFICIENCY REQUIREMENT	INCENTIVE
High Efficiency Circulating Fan (See note 2)	12-23" Diameter	Fan must achieve an efficiency level of 11 cfm/watt	\$25/fan
	24-35" Diameter	Fan must achieve an efficiency level of 18 cfm/watt	\$35/fan
	36-47" Diameter	Fan must achieve an efficiency level of 18 cfm/watt	\$50/fan
	≥ 48" Diameter	Fan must achieve an efficiency level of 25 cfm/watt	\$75/fan
High Efficiency Ventilation Fan (See note 2)	12-23" Diameter	Fan must achieve an efficiency level of 11 cfm/watt	\$45/fan
	24-35" Diameter	Fan must achieve an efficiency level of 13 cfm/watt	\$75/fan
	36-47" Diameter	Fan must achieve an efficiency level of 17 cfm/watt	\$125/fan
	≥ 48" Diameter	Fan must achieve an efficiency level of 19.5 cfm/watt	\$150/fan

Energy Management Projects

LOW & NO-COST PROJECTS

(\$0.02 per kWh Energy Savings)

- Compressed air discharge pressure reduction
- Setpoint adjustments
 - Fan speeds
 - Pump pressure
 - Idle time
- Pump reconditioning and impeller changes



Irrigation Incentive Application – Idaho

To apply for Wattsmart Business incentives:

1. Review the measure descriptions below to ensure that equipment meets eligibility criteria.
 2. Purchase and install equipment. Complete and sign this application form (front and back). Attach a copy of invoice(s) or sales receipt(s). Also attach either a copy of a recent Rocky Mountain Power bill or write account number or meter number in the space below.
 3. Fax, mail or email this form together with IRS Form W-9 to the address shown at end of form within six months of equipment purchase. Please allow 6 weeks for delivery of check.
- Incentives below are available for retrofit installations only, where new items replace existing. The incentive check will be issued to the Participant name given below unless a third-party payment release is completed and submitted with this application. If you wish the incentive check to be made out to a third party, attach the completed third-party release and check here: ☐

Send completed application by mail, fax, or email to:

Email: wattsmartbusiness@rockymountainpower.net

Mail: Wattsmart Business
2162 West Grove Parkway, Suite 210
Pleasant Grove, UT 84062

Fax: 503-282-0177

For information or assistance with this application,
please call 801-642-4472

PARTICIPANT INFORMATION Participant is (check all that apply) <input type="checkbox"/> Customer <input type="checkbox"/> Electricity User <input type="checkbox"/> Facility Owner					
Participant name (if account holder, name on Rocky Mountain Power bill):		Contact:		Title:	
Contact cell or telephone:	Fax:	Email:			
Mailing address:		City:	State:	Zip:	
PROJECT SITE INFORMATION where items are installed					
Address where items installed:		City:	State:	Zip:	
Field name or #:	Acres:	Crop (current year):	Installation date:	Dealer:	
Account # or meter # where installed:	Pump electrically driven? <input type="checkbox"/> Yes <input type="checkbox"/> No	Pump hp:	Water source: <input type="checkbox"/> Surface <input type="checkbox"/> Well	Pump type: <input type="checkbox"/> Centrifugal <input type="checkbox"/> Turbine	System type: <input type="checkbox"/> Wheel line <input type="checkbox"/> Pivot or Linear <input type="checkbox"/> Hand line <input type="checkbox"/> Portable Main Line

QUALIFYING CRITERIA. To confirm eligibility, please review and check off:

- | | |
|---|---|
| <input type="checkbox"/> Equipment below is installed on linear, pivot, wheel line, or hand line system. Fixed-in-place systems are not eligible. | <input type="checkbox"/> Nozzles, sprinklers and regulators are of equal or lesser flow than those being replaced. |
| <input type="checkbox"/> Equipment has been installed at the site identified above. | <input type="checkbox"/> Incentives have not been received for these components on the affected irrigation system(s) in the past 5 years. |
| Application is submitted within 6 months of purchase. | |

For Wheel lines, Hand Lines, or other Portable Systems - Retrofit Only (not New Construction)			
Incentive Description	Qty	Incentive	Total
1. New rotating sprinkler replacing worn or leaking impact or rotating sprinkler		\$0.50	\$
2. New impact sprinkler (including nozzle) replacing worn or leaking impact sprinkler		\$0.50	\$
3. New nozzle replacing worn nozzle of same design flow or less on existing sprinkler		\$1.50	\$
4. New gasket replacing leaking gasket - includes main line valve or section gasket, seal or riser cap (dome disc)		\$3.00	\$
5. New drain replacing leaking drain		\$2.00	\$
6. Cut and press or weld pipe repair of leaking wheel line, hand line or portable main line		\$8.00	\$
7. New or rebuilt wheel line leveler replacing leaking or malfunctioning leveler		\$1.00	\$
Sprinkler Packages for Pivots and Linears - Retrofit Only (not New Construction), per drop			
8. Replacement - High Pressure (Impact Sprinklers)		\$7.00	\$
9. Replacement - MESA (Mid-Elevation Spray Application)		\$4.00	\$
10. Replacement - LESA/LEPA/MDI (Low-Elevation Spray or Precision Application)		\$2.00	\$
11. Upgrade - High Pressure (Impact Sprinklers) to MESA		\$7.00	\$
12. Upgrade - High Pressure (Impact Sprinklers) to LESA/LEPA/MDI		\$7.00	\$
13. Upgrade - MESA to LESA/LEPA/MDI		\$5.00	\$
For Any Type Irrigation System - Retrofit or New Construction			
14. Irrigation pump Variable Frequency Drive (VFD) for new pump or existing pump. Incentive is paid at the rate of \$0.15 per kWh of annual savings. Please call for assistance with incentive determination. Incentive is capped at 70% of project cost, and incentives will not be available to reduce energy efficiency project simple payback below one year. Energy savings and costs are subject to Pacific Power approval.		\$0.15 per kWh	\$
Grand Total			\$

Important Notes: Except for #14 pump VFD, fixed-in-place systems are not eligible. For #1 through #7 incentive is limited to two items per irrigated acre. Sprinkler package includes new sprinkler together with regulator, where applicable.

Application Process

1. Call to confirm eligibility
2. Complete application (paper or online)
3. Purchase equipment
4. Send in a copy of invoices or receipts

Incentive checks are mailed ~4 weeks after your installation is complete and the necessary information has been received by our team

General Application

PARTICIPANT INFORMATION

(Check will be issued to the participant business name and address listed below unless the payment release section below has been filled out)

Participant is (check all that apply) ☐ Customer ☐ Facility owner ☐ Tenant/Electricity user

Participant business name (as shown on IRS Form W-9):

Mailing address:		City:	State:	Zip:
Contact name:		Contact title:		
Contact telephone number: ()	Cell number: ()	Contact email address:		

PROJECT SITE INFORMATION

Facility / Project name:

Facility address:		City:	State:	Zip:
Commercial/industrial electric account #:	Rate Schedule:			
Electric meter number - seven or eight digits (If multiple meters at site only enter one)	Customer name: (As shown on bill)			
Please provide a description of your project so we may better help you: <input type="checkbox"/> Lighting: Retrofit <input type="checkbox"/> Listed Equipment Incentives <input type="checkbox"/> New Construction <input type="checkbox"/> Custom or Energy Management Incentives <input type="checkbox"/> Other:		Additional project information: (scope and schedule)		

INCENTIVE ASSIGNMENT (Complete only if incentive is to be assigned to someone other than participant above)

Check should be made out to:

Mailing address:		City:	State:	Zip:
Contact name:	Contact telephone:			

APPLICATION ACKNOWLEDGEMENT

By my signature below, I certify that all information provided for participation will be accurate including but not limited to supplemental material and claims of participant and equipment information. I confirm I have read, understand and agree with the [terms and conditions](#) and agree to be bound by them. I authorize Rocky Mountain Power to provide my electric account information, this application and the attached W-9 to consultants associated with the Wattsmart Business program.

Signatory name & title (please print)

Participant signature

Date

Custom Project Process

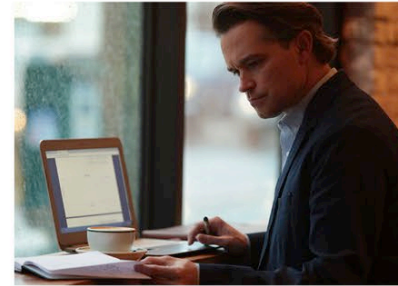
Call to confirm eligibility & discuss project details

Questions?

WATT**SMART**®

 **ROCKY MOUNTAIN
POWER**®

Marketing Simplified: The Key to Connecting With Customers



Marketing Is Easy as 1-2-3

1

Implement
Low-Cost
Marketing Ideas

2

Improve Your
Online Presence

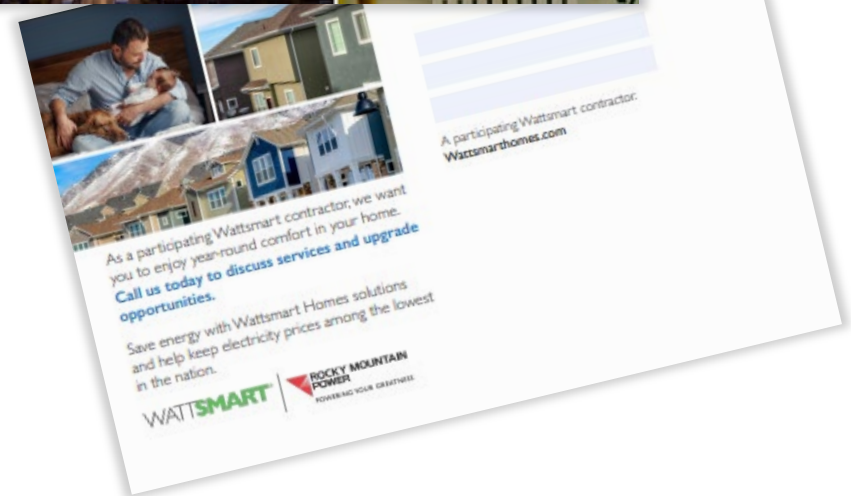
3

Take Advantage of
Co-branding with
Wattsmart®

A Little Marketing Can Go a Long Way

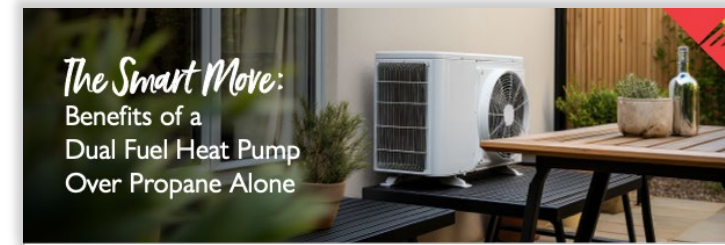
Flyers, Cards, Handouts

- Materials that can be left behind with customers:
 - Program offers
 - Energy-efficient equipment
 - Benefit to upgrades
 - Case study/real-life example
- Minimal cost
- Helpful reminder
- Allows time for customer consideration



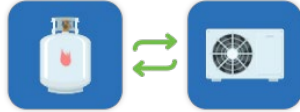
Handouts – How to

- Many have been created already and are available to print.
- If one doesn't exist, share your idea for a handout with your outreach person.
- The marketing team can help make it happen!



The Smart Move:
Benefits of a
Dual Fuel Heat Pump
Over Propane Alone

By shifting from propane as your home's primary heating source to a heat pump, you'll save money and enjoy a wide range of benefits.



Reduced energy costs
Your new dual fuel heat pump is significantly more energy efficient than a propane system alone because it transfers heat rather than generating it from combustion. This efficiency leads to lower energy bills, as the cost-effectiveness of a heat pump can far outweigh propane's fluctuating fuel prices. Over time, these savings can add up. According to our engineering calculations, you could see as much as a 40% reduction in your heating costs.

Ease and convenience
Your new heat pump takes advantage of your existing ductwork, and the electricity delivered to your home. While propane may remain your heat pump's cold-weather backup energy source, you will need much less of it. This allows you to:

- Fill the tank less often.
- Cut down on the hassle of order and delivery.

Dependable comfort
Propane systems are often associated with uneven temperature swings. When properly sized and installed, a heat pump will provide consistent and even heating throughout your home. Your heat pump ramps up more slowly than a propane furnace, providing just the heat needed at lower speeds, resulting in:

- The elimination of hot and cold spots.
- A quieter, more peaceful environment.
- A more stable, comfortable temperature.

Higher indoor air quality
A dual fuel heat pump circulates the air inside your home longer than a furnace. This takes advantage of the heat pump's filter to:

- Capture dust, pollen and other allergens.
- Provide cleaner indoor air.
- Create a healthier living space.

Thanks to your valuable heat pump investment, you can look forward to savings over propane and a cozier, healthier home.

For more information,
WattSmartHomes.com/heat-pump-comfort/

WATTSMART® | ROCKY MOUNTAIN POWER.

Giveaways – Help Keep You in Mind

- Thoughtful or practical items that will be used or enjoyed:
 - Magnet or sticker
 - Pens, pencils
 - Koozie or cup
- Minimal cost
- Helpful reminder to contact you when they are ready to move forward



The Power of a Referral



- Customers making an expensive, long-term purchase need to be comfortable.
 - Hearing from a friend, neighbor or community member sets them at ease.
 - Advertising helps you develop name recognition.
 - Think about the research you do when making a high-ticket purchase.
- No cost. Do a good job then ask customers to recommend you.
- Offer a referral coupon or incentive.

Become Memorable

- Do local advertising to increase name familiarity.
- Support local events, sports teams and/or a charity/fundraiser.
- Provide occasional donated time with media coverage.
- Host a food, coat or blood drive.
- Send employees into the community for a giving-back day of service (and media coverage).



Your Marketing Endeavors

- Do you advertise anywhere?
- Do your vehicles include contact info and a recognizable logo?
- Do you have an online presence?
 - Website (kept current)
 - Facebook/Instagram/Twitter (X)
 - YouTube
- Do past customers have something from you to easily refer others?
 - Business card
 - Magnet
 - Referral coupon

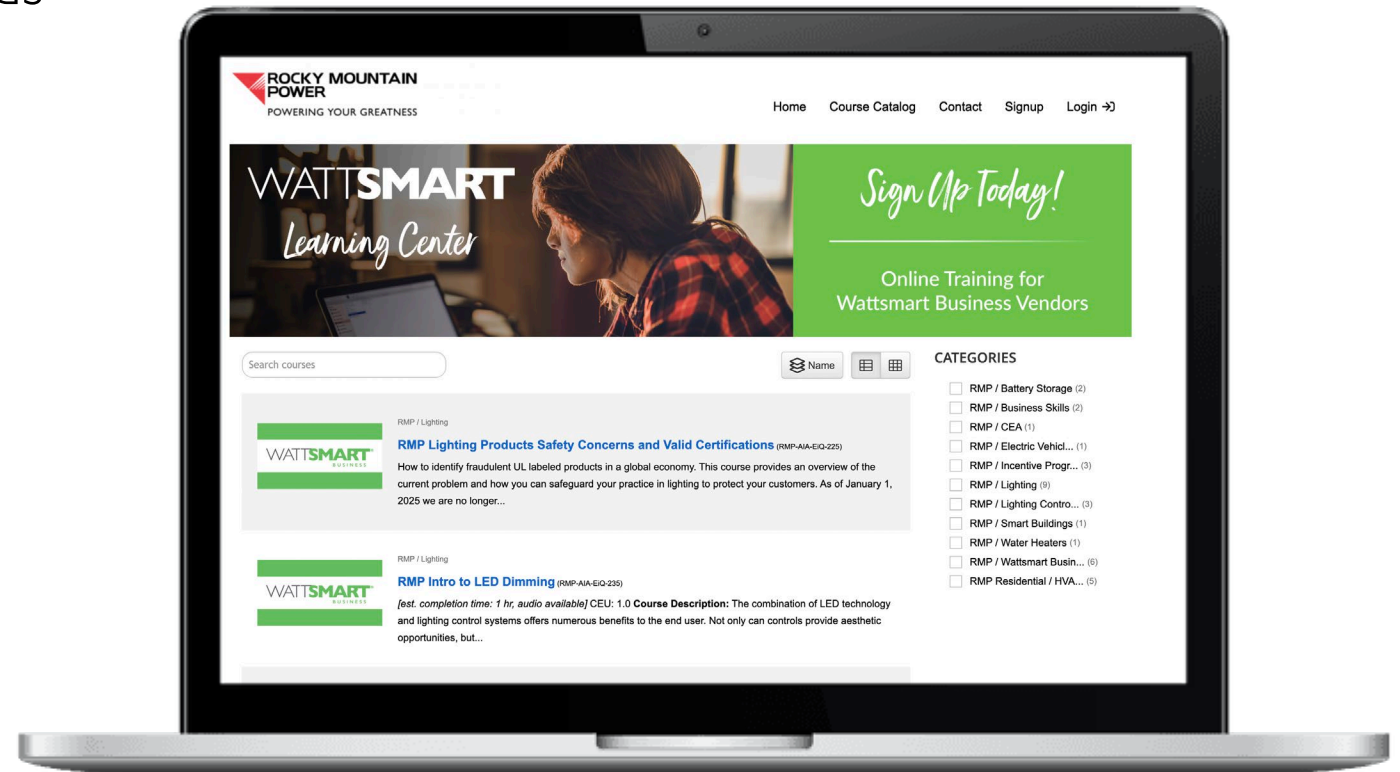


What Wattsmart® Marketing Offers

- Accompany you on in-person visits
- Listen together to customer needs and help you address them
- Provide
 - Printed materials to leave behind
 - Links to info on our website
 - Money-saving programs
 - Online training



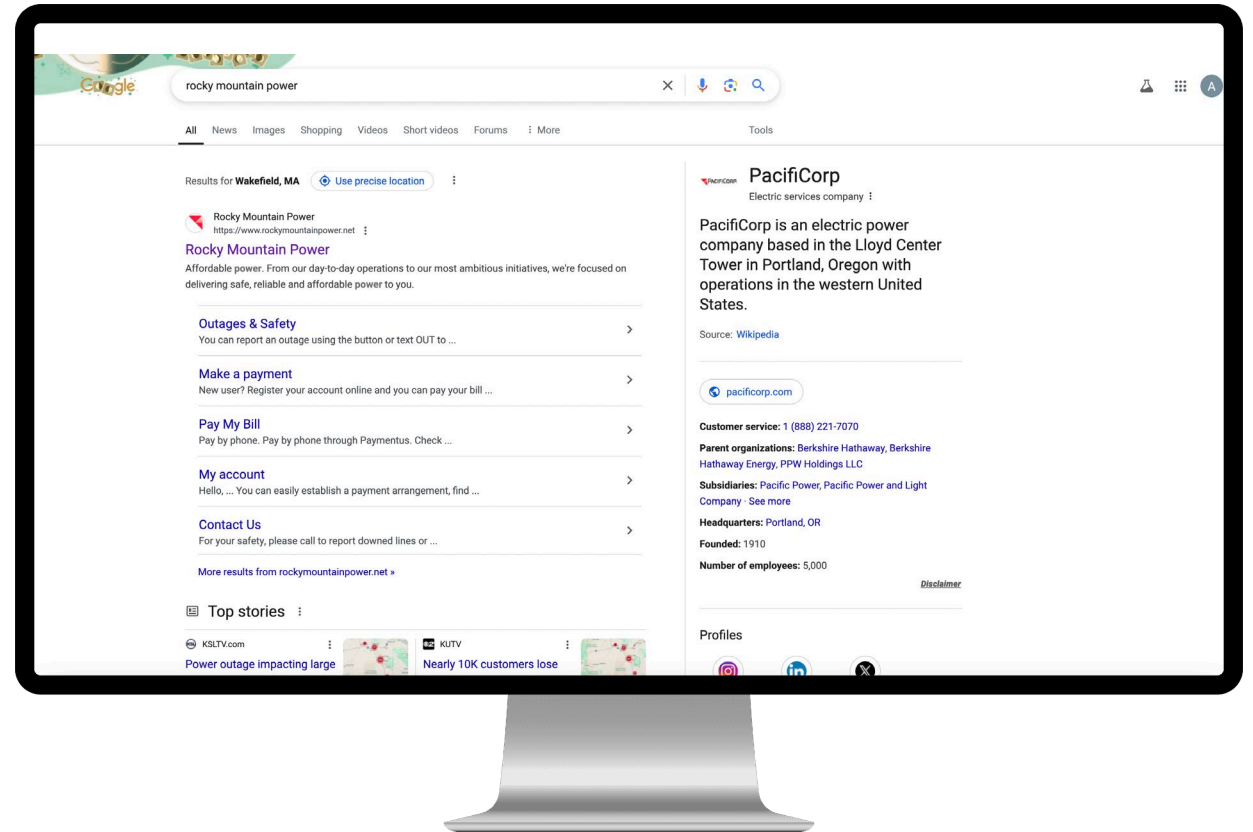
<https://rmpwbvn.iged.online/index>



Examining, Building and Expanding Your Online Presence

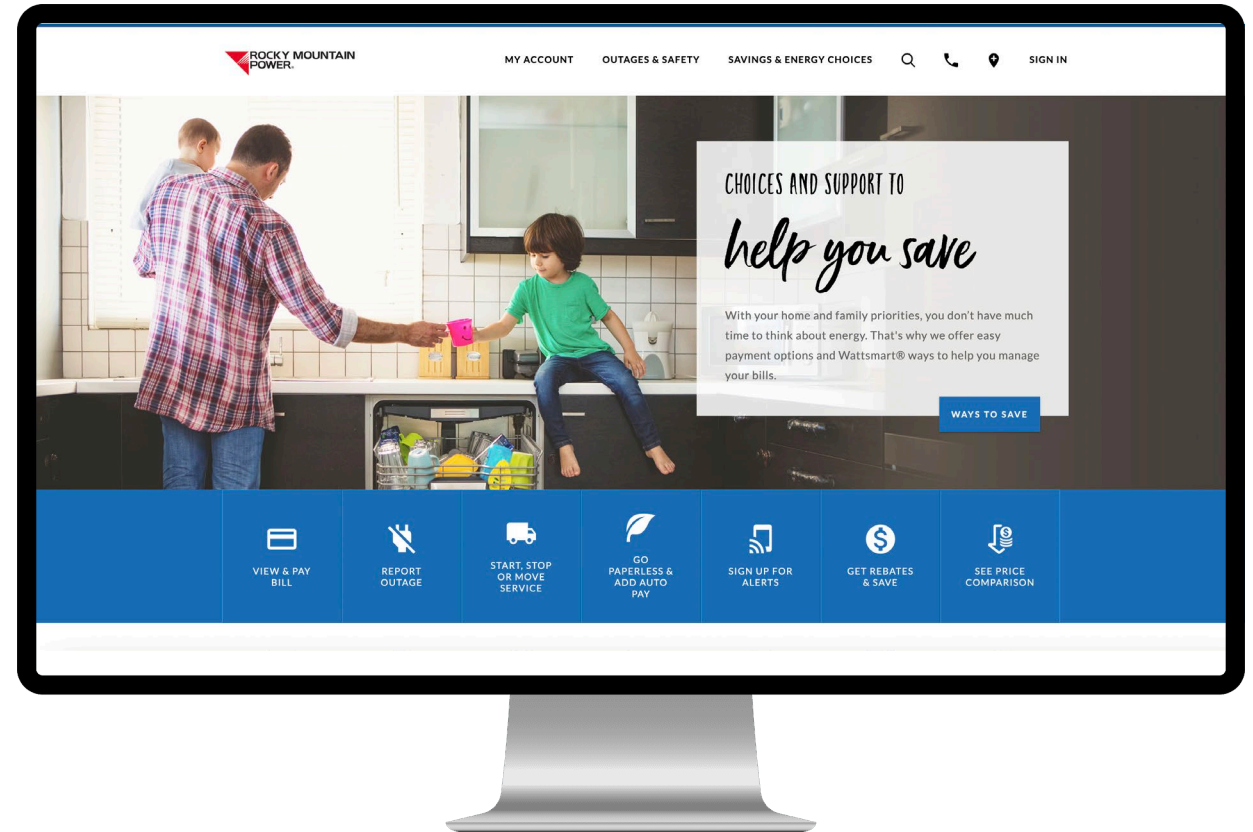
Look at Your Online Presence

- “Google” your business and see what comes up.
 - Are there online reviews?
 - Is your business hard to find?
 - Do other similar businesses come up before yours?
- Look at competitors online.
 - Imagine you are a customer doing research.
 - Copy what they do well.



Fresh and Current Website

- Make obvious to visitors
 - Services offered
 - Areas served
 - **How to contact**
 - Reviews or ratings
 - Community involvement
- Also important
 - Visually engaging
 - All links in working order
 - Updated regularly
 - Organized logically
 - Accreditations and certifications



Website and Socials

Reduce customer uncertainty.

- Share customer testimonials.
- Provide success stories.
- Show community involvement.
- Feature customer-facing employees.
- Include company background.
 - Family-owned
 - Years of experience
 - Years in the community
 - Current on latest technology
- Mention you are a participating Rocky Mountain Power contractor on your website!



Monitor Business Reviews

- Google
 - <https://support.google.com/business/answer/3474122?hl=en>
- Yelp
 - <https://business.yelp.com/resources/>
- Trustpilot
 - <https://business.trustpilot.com/>
- Thumbtack
 - <https://www.thumbtack.com/>
- Angi, Inc.
 - <https://www.angi.com/>



Interior Exterior Lawn & Garden More Articles & Advice

Angi / Local Reviews / Electricians / UT / Salt Lake City / Salt Lake City Electricians

Find top-rated Pros in your area

Enter a zip code and get matched to businesses near you.

Enter

Not Angi Approved

Rocky Mountain Power

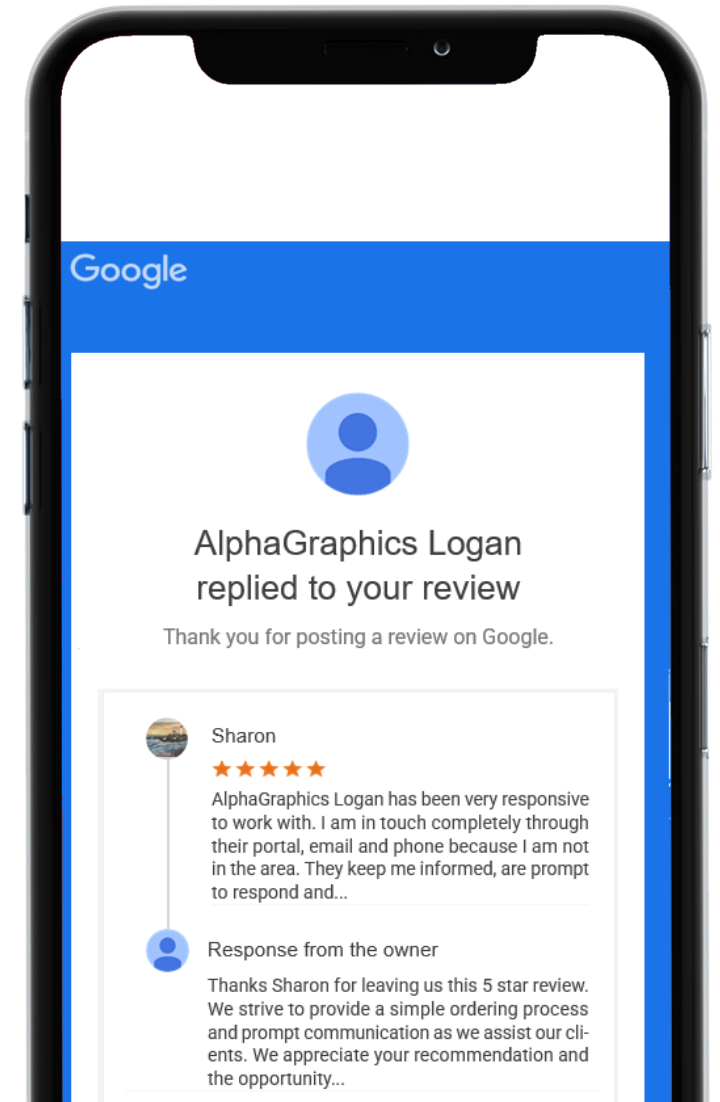
★★★★★ 5.0 (1)

Electrical, Energy Efficiency Auditing

Encourage Business Reviews

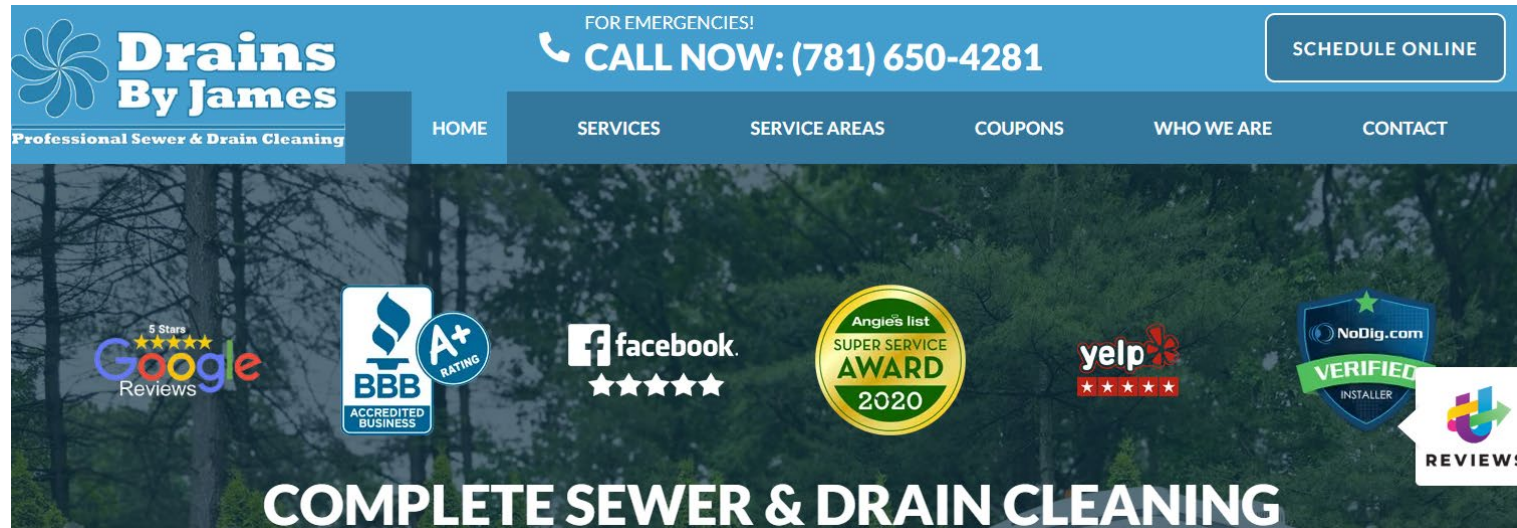
- Ask how the customer heard about you.
 - Track results so you know where to focus.
- Follow-up afterward to ensure satisfaction.
 - Address any issues to leave the customer 100% happy.
- Ask happy customers to give an online review.
 - Provide a link to a review page.
 - Offer a discount/reward for an honest review.

Social proof



Marketing / Website Examples

Is this effective? You decide.



Drains by James

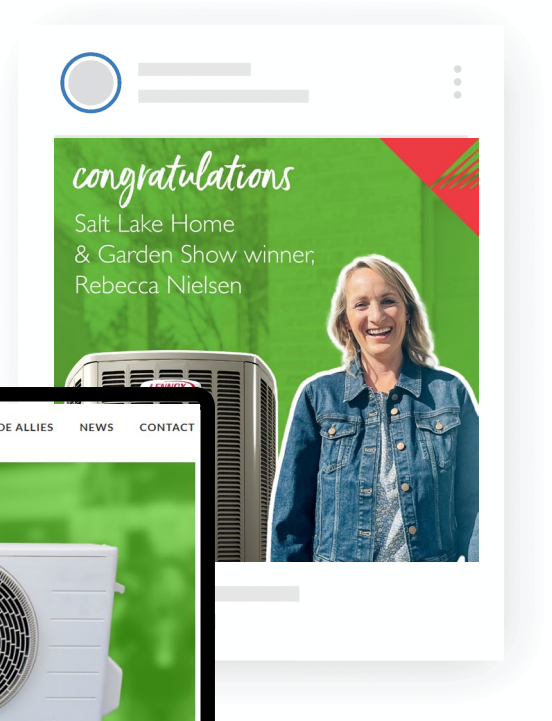
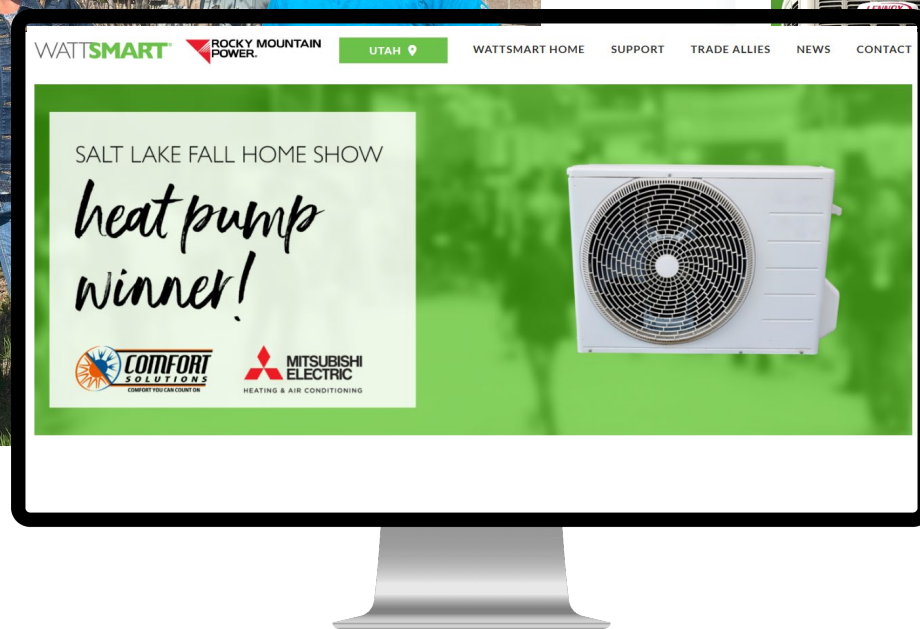
- Radio spots
- Website
- Mascot
- Slogan

Plumr

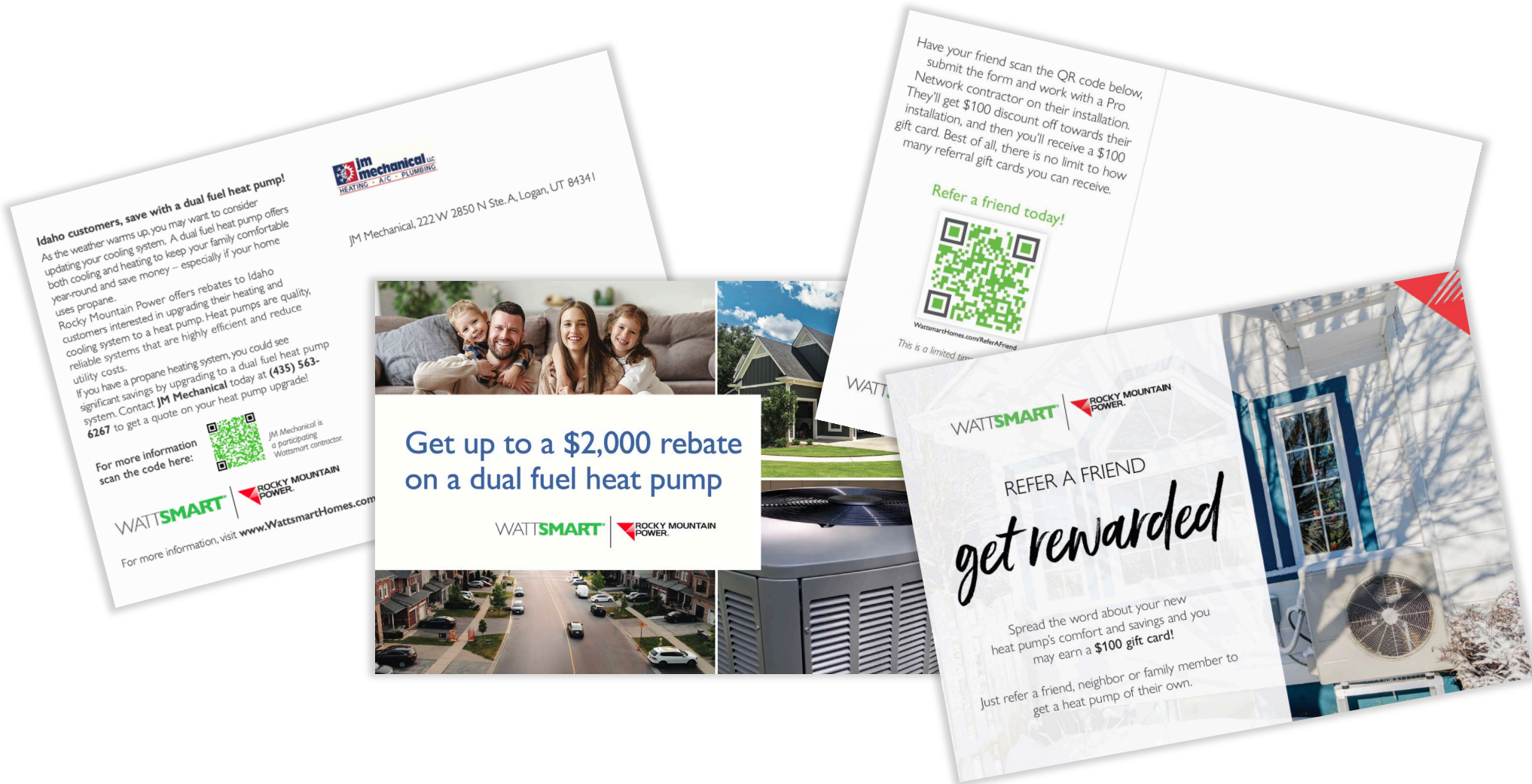
TJM Plumbing

The Power of Wattsmart Co-branding

Utilize Your Rocky Mountain Power Relationship



Leave-Behind Cards and Mailer



Case Studies, Success Stories



"Had a great experience. The application process was easy and fast. Reimbursement was instant. Thank you for making it easy."



"Everyone we dealt with was cordial, helpful and experienced. Everything was excellent."



"I want to thank you for helping me save on my energy bill."

WATTSMART[®]
BUSINESS


ROCKY MOUNTAIN POWER.

POWERING YOUR GREATNESS

Lighting Upgrade Star Foundry Case Study



Star Foundry, premium Wattsmart Business vendor

CUSTOMER SAVINGS

Annual Energy Savings:	217,904 kilowatt-hours
Annual Cost Savings:	\$28,690
Total Project Cost:	\$123,620
Wattsmart Business Incentive:	\$86,390
Net Cost to the Customer:	\$37,235

ABOUT STAR FOUNDRY

Renowned for exceptional craftsmanship, Star Foundry is both a foundry and a custom machine shop. For more than 50 years, the company has met the demands of many industries through a wide variety of castings and alloys.



Lighting Project Before & After

ACTION TAKEN

DiVi Energy managed all the incentive paperwork and inspections, and the company's electricians installed Star Foundry's lighting upgrade. The new LED lighting and smart controls resulted in quickly noticeable power savings. The Rocky Mountain Power incentives slashed the total project cost from \$123,620 down to \$37,235. This cut three years off the simple payback, making Star Foundry's lighting project pay for itself in just over a year.

The impacts reach beyond long-term financial gains, however. Employees at the company appreciate the increased light levels where they work and are grateful that the smart controls eliminate the need to constantly cross the facility to turn lights on and off.

"DiVi is a true turnkey company that took care of everything. The incentive was really strong, and we have noticed significant power savings."

— Customer Title

PROJECT DESCRIPTION

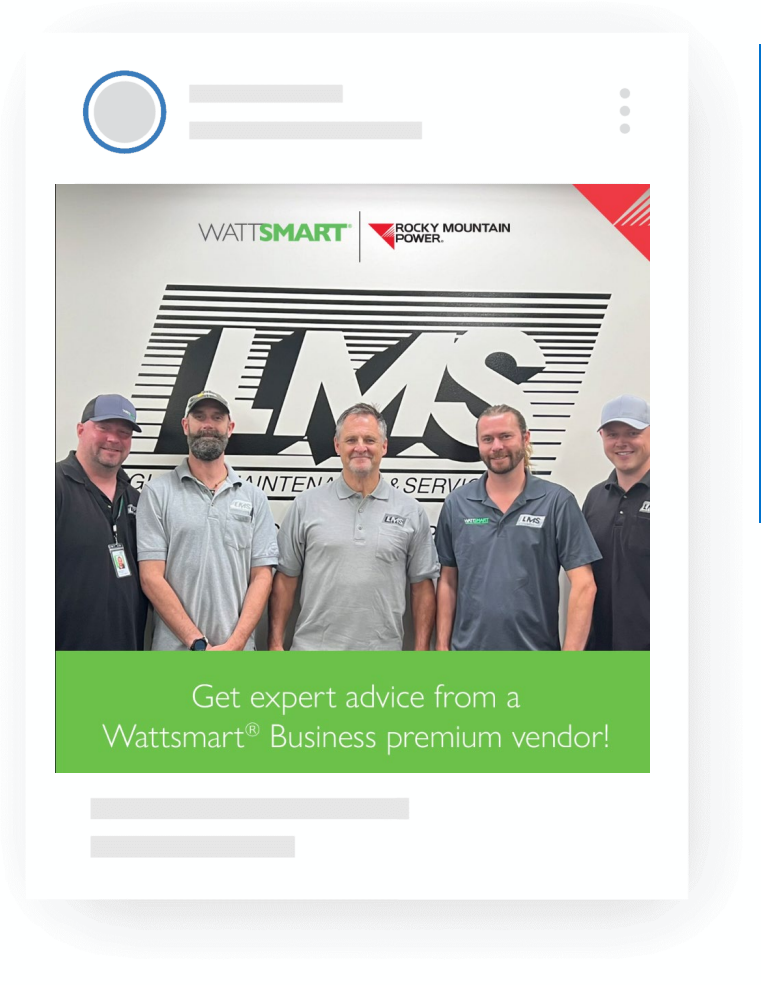
Star Foundry worked with Rocky Mountain Power's Wattsmart Business Program and DiVi Energy on energy-efficient upgrades to their lighting, which will save an estimated \$28,690 in annual energy costs.

DiVi Energy provided a lighting assessment and offered an in-house payment plan, making it easy for Star Foundry to move forward with the upgrades.

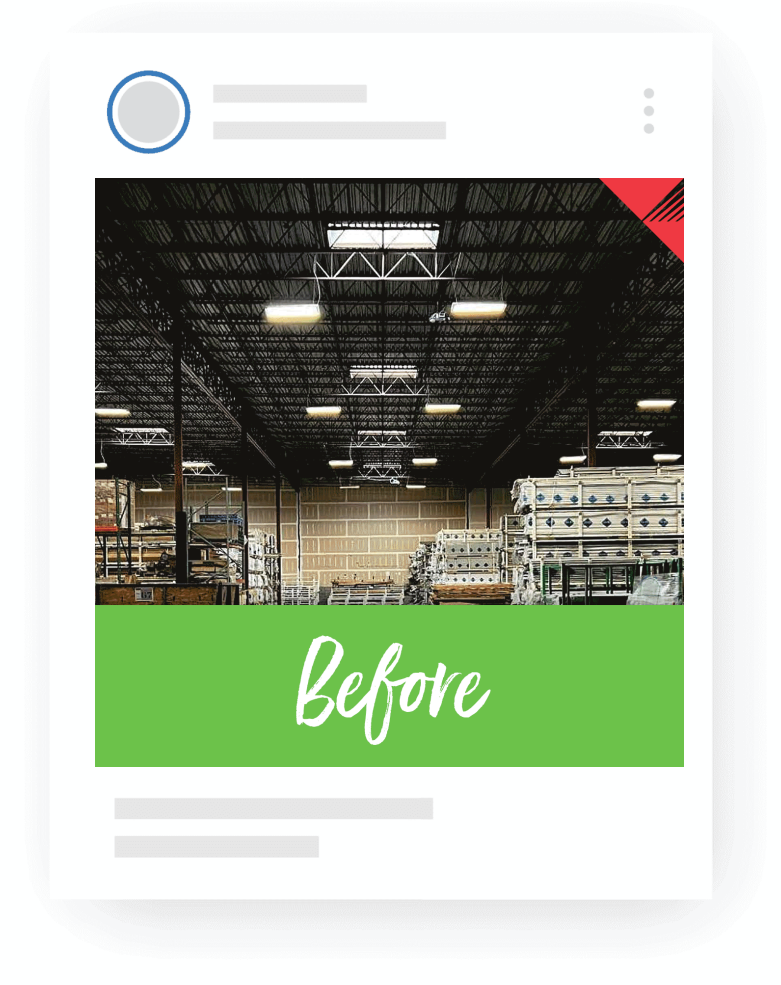
CONTACT US TO LEARN MORE

Phone: 800-222-4335
Email: WattsmartBusiness@RockyMountainPower.net
Online: WattsmartBusiness.com

Social Media Posts



Create a more
welcoming presence
with lighting



Wattsmart® Pro Network Trade Ally Features



Identity Badge



Yard Signs Referral Program



Any questions?
It's time to put what you
learned into ***action!***





Pro Network Trade Allies

- Summit Electric, LLC
- ROI Energy
- Perfect Power Electric Inc.
- Jadeco

Trade Ally Awards

- Infinity Power and Controls
- Envision Electric