



Want a partner that knows how to save you energy? We're here to help.



UTAH

WATTSMART[®]
BUSINESS

ROCKY MOUNTAIN
POWER[®]
POWERING YOUR GREATNESS



Energy-efficient improvements cut costs at Intermountain Healthcare's McKay-Dee Hospital in Ogden, Utah.

TACKLE YOUR ENERGY SAVINGS PRIORITIES. WATTSMART® BUSINESS MAKES IT EASY.

Every business is unique. That's why Wattsmart Business has flexible, streamlined programs built around your needs.

1. Lower your energy bills so your business can grow faster.
2. Improve comfort and productivity with efficiency upgrades.
3. Get incentives for system upgrades and new equipment.
4. Shrink your environmental footprint.

WATTSMART BUSINESS TRADE ALLIES

Wattsmart Business Trade Allies are part of the local community and are companies you may already know. Wattsmart Business Trade Allies understand our requirements and processes. They have the tools to show you the potential paybacks and incentives for your project. Pro Network Trade Allies specialize in lighting and are designated through high-quality participation in Wattsmart Business.

Find a list of approved Trade Allies at WattsmartBusiness.com/FindATradeAlly.



What's next on your to-do list?

Here's a sample of some of the incentives you will find when you go directly to RockyMountainPower.net/UTIncentives.

SAMPLE OF LISTED INCENTIVES

Incentive List Measures	Energy-Efficient Business Incentive*	Wattsmart Business Incentive*
Interior lighting – retrofits	Full fixture replacement with advanced controls	\$1.20 to \$1.32/Watts reduced (based on customer category)
Heating and cooling	Advanced Rooftop Unit Control (ARC)	\$400 - \$6,500
	Unitary commercial air conditioner	\$50 - \$100/ton
Compressed air	Variable Frequency Drive (VFD) controlled compressor ≤ 75 hp	\$0.15/kWh annual energy savings
Food service equipment	Commercial dishwasher	\$100 - \$500
	Ice machines (air cooled only)	\$125 - \$150
Irrigation	Irrigation pump VFD	\$0.15/kWh annual energy savings
Farm and dairy	High-efficiency ventilation fan	\$45 - \$150/fan

**Incentives are subject to change and approval by Rocky Mountain Power. For some measures, incentives are capped at 70% of energy efficiency project costs and incentives will not be available to reduce the project's simple payback below one year. The table above lists currently offered incentive rates. The maximum allowable incentive rates for energy-saving measures are posted in the most current Schedule 140 tariff as approved by the Public Service Commission of Utah. To see the full incentive lists and details, please visit RockyMountainPower.net/UTIncentives.*



To help with routine maintenance and small improvements, instant incentives for LED lighting and qualifying high-efficiency HVAC equipment are available when purchased from participating instant incentive distributors. Incentives cover up to 70% of the cost to purchase qualifying LED lamps. Find a participating distributor at Wattsmart.com.

When funds are not available from within your organization, securing financing may be your best option. Rocky Mountain Power partners with National Energy Improvement Fund, specialists in financing energy-efficiency projects, to help in these situations. This financing solution is provided as a convenience, and customers are free to use any lender of their choice. To learn more, visit RockyMountainPower.net/Financing.

CUSTOM ANALYSIS AND INCENTIVES

For custom projects that are beyond the scope of typical upgrades on the incentive lists, we have a team of energy experts to help you evaluate options, estimate savings and make a Wattsmart choice before you make a purchase.

	Incentive	Incentive Caps*
Custom incentives for qualifying measures not on the incentive list (Examples: large compressed air, industrial pump/fan VFDs)	\$0.15 per annual kilowatt-hour savings	70% of project costs and one-year simple payback

**The one-year simple payback cap means incentives will not be available to reduce the simple payback of a project below one year. If required, individual measure incentives will be adjusted downward pro-rata so the project has a simple payback after incentives of one year.*

WHOLE BUILDING NEW CONSTRUCTION/MAJOR RENOVATION:

Rocky Mountain Power is pleased to reward customers who design, build/renovate and operate high efficiency buildings. Our Wattsmart® Whole Building incentive provides significant financial motivation across Utah's building community—investors, owners, contractors, architects/designers, operators and tenants.

Our incentives help:

- Pay for energy analysis during programming/early design phases.
- Reduce “first costs” of higher efficiency equipment.
- Reward building owners, managers and tenants for operating their whole building optimally.

Our Whole Building approach incorporates all interactive aspects of a building—from shell to HVAC and from lighting to controls.

PUTTING WATTSMART BUSINESS TO WORK FOR YOU

For the bulk of your typical upgrades, you can apply post-purchase either on your own or through a Wattsmart Business Trade Ally. Lighting retrofits and custom projects require pre-authorization and may require an upfront inspection.

Here is the path to participation for projects like these:

1. **YOU SUBMIT AN APPLICATION:** After you identify the project(s), your first step is to submit a general application. Applications can be found at **Wattsmart.com**.
2. **WE PROVIDE A PRE-INSPECTION /ENERGY ANALYSIS REPORT:** Before you remove existing equipment, we may need to inspect it to establish an energy baseline. Our inspection will identify efficiency options and help you understand the financial benefits of your investment. It is crucial we do this before you purchase anything new.
3. **YOU SIGN AN INCENTIVE OFFER:** Sign an incentive offer before you purchase equipment. Without a signed offer, you may not be able to receive an incentive.
4. **INSTALL YOUR PROJECT:** If your project changes, contact us before the completion date in your incentive offer.
5. **WE PROVIDE A POST-INSPECTION:** We may need to confirm that the new equipment has been installed and is operational. It can be a simple inspection of installed lighting or may require more formal savings verification. The requirements will be in your energy analysis.
6. **YOU RECEIVE YOUR CASH INCENTIVE:** Congratulations! You will receive your incentive within 45 days of the final inspection, savings verification, and receipt of all necessary cost documentation.

WATTSMART SMALL BUSINESS ENHANCED

Rocky Mountain Power has developed a simplified way for small businesses to save money and electricity through our Small Business Enhanced (SBE) incentive solution. Incentives may cover up to 75% of the energy retrofit costs.

To participate:

1. Verify that you qualify as a small business at **WattsmartBusiness.com/Eligibility**
2. Find a participating trade ally. **WattsmartBusiness.com/FindATradeAlly**
3. Identify which lights you want to make more efficient at your facility.
4. Sign the required documents provided by your chosen trade ally. Then 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 trade ally.
5. Enjoy your lighting upgrades and

Rocky Mountain Power wants to be your partner in energy efficiency

If you're like many of our large customers, you'll need more than just great cash incentives for capital projects to get your energy use under control. You could also benefit from guidance on the day-to-day energy management of your systems. Sometimes, you may even need additional personnel to help manage all of your energy-saving projects. By partnering with us, you can take advantage of additional options in the Wattsmart Business program.

ENERGY MANAGEMENT

If you are interested in partnering with Rocky Mountain Power to improve energy management in your facilities or industrial processes, contact us for our expertise and a potential incentive of \$0.02 per kilowatt-hour (kWh) for verified savings. Contact your account manager, Wattsmart Business project manager or Rocky Mountain Power today to get started.

ENERGY PROJECT MANAGER CO-FUNDING

Rocky Mountain Power can provide co-funding for you to retain, hire or contract with a dedicated Energy Project Manager. To participate, we will need to identify projects that result in at least 1,000,000 kWh in energy savings through the Wattsmart Business program. You will receive co-funding of an additional \$0.025/per kWh saved, up to 100% of your Energy Project Manager's salary. To participate, contact your account manager, Wattsmart Business project manager or Rocky Mountain Power today.

TO BECOME A WATTSMART BUSINESS, CONTACT US:

- Email WattsmartBusiness@RockyMountainPower.net
- Visit Wattsmart.com
- Call us toll-free at **1-866-870-3419**



Located in Richmond, Utah, Casper's Ice Cream, makers of the famous FatBoy® worked side-by-side with Rocky Mountain Power to save over \$75,000 in annual energy costs through Wattsmart upgrades. Pictured from left: Steve Liechty, Rocky Mountain Power regional business manager, and Paul Merrill, owner and CEO of Casper's Ice Cream.

It's never too early to contact us about incentives. But it can be too late. Call us today before purchasing new equipment.

 **ROCKY MOUNTAIN
POWER**
POWERING YOUR GREATNESS