SRP Business Solutions

SCN Solar and Energy Efficiency Working Group Presentation
September 10, 2013

Delivering more than power.™
Agenda

- Introduction
- SRP Service Area
- SRP EE Program Objectives
- SRP EE Resources
- SRP Customer Service
- Q & A
- Introduction
- SRP Service Area
- SRP EE Program Success
- SRP EE Resources
- SRP Customer Service
- Q & A
EE Program Objectives

- Defer the need for future generation resources
- Manage emissions using sustainable means at the lowest cost to our customers
- Provide a comprehensive suite of programs to address customers’ needs
- Help our customers save money
- Accomplish SRP’s Sustainable Portfolio goals cost-effectively
EE Program Objectives: Updated Sustainable Portfolio Plan

- Established in 2004, revised in 2006 and 2011
- Goals
  - Meet 20% of retail requirements with sustainable resources by 2020
    - Renewable energy, hydro power, conservation, efficiency, pricing measures, codes and standards, behavioral programs, and renewable energy credits
  - Energy efficiency – ‘goal within a goal’
EE Program Objectives: SRP Sustainable Portfolio Chart

FY13 Actuals and FY14 Projected

SRP Sustainable Portfolio Chart

- FY13:
  - 10.32% Renewable Resources
  - 5.17% SRP SPP Requirement
  - 2.74% Hydro Resources
  - 3.13% Energy Efficiency

- FY14:
  - 11.04% SRP SPP Requirement
  - 6.08% Renewable Resources
  - 2.97% Hydro Resources
  - 4.00% Energy Efficiency

- SRP SPP Requirement: 13.08%
Energy Efficiency Targets

- SRP’s annual incremental objective grows over next decade
- All energy efficiency and pricing initiatives
- Include 50% credit for codes and standards
- Energy conservation and behavioral programs

Percentage of Annual Retail Requirements

0.00% 0.50% 1.00% 1.50% 2.00%
FY12 FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20

Annual incremental savings including line loss
SRP Energy Efficiency Resources: website

Save energy. Save money. Save With SRP Biz.

SRP is saving businesses money; it's time to add your name to the list.

Start saving every month.
Looking to save your company energy and money? SRP Business Solutions rebates cut upgrade costs, reduce energy use and slash bills. If you can measure a project's energy savings, it probably qualifies.

Learn about our rebate offerings and give us a call today. Or contact an SRP Alliance Consultant to help you through the program. If you have questions, please contact us.

Not ready for upgrades? Learn more about your energy use and get advice — customizable just for you.

© 2011-2012 SRP
SRP Energy Efficiency Resources: business solutions programs

SAVE WITH SRP. FIND OUT WHICH REBATE PROGRAMS ARE RIGHT FOR YOU.

SRP Business Solutions offers a wide range of energy-efficiency opportunities, including rebates for technical assistance and equipment installation. There’s a rebate for every size and type of business and industry.

<table>
<thead>
<tr>
<th>STANDARD BUSINESS SOLUTIONS</th>
<th>CUSTOM BUSINESS SOLUTIONS</th>
<th>NEW CONSTRUCTION SOLUTIONS</th>
<th>RETRICESSION SOLUTIONS</th>
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<tr>
<td><strong>Description</strong></td>
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<td>This program provides rebates for common energy-efficiency measures, including high-efficiency lighting, HVAC, building envelope, compressed-air and refrigeration equipment, as well as select sensors and controls.</td>
<td>This program offers the flexibility to identify and implement energy-efficiency projects unique to a facility and its operations. If energy savings can be measured, the project probably qualifies. Technical evaluations are available to qualifying customers to help identify energy-saving opportunities.</td>
<td>This program is designed to help business customers develop a whole-building, performance-based strategy from conceptual design phase through construction for buildings larger than 75,000 square feet and monthly demand greater than 400 kW.</td>
<td>This program is designed to help business customers optimize the performance of existing equipment. The process evaluates commercial and industrial facilities at least 2 years old with 25,000 square feet of conditioned space.</td>
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<tr>
<th>What qualifies</th>
<th>Most equipment that does not create an increase in summer peak demand or qualify under the Standard program is eligible.</th>
<th>Projects must use a professional design team and exceed American Society of Heating, Refrigeration and Air-Conditioning Engineers standard 90.1-2007 by 10% or more.</th>
<th>No- and low-cost measures with estimated simple paybacks of two years or less qualify.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Measures must meet equipment catalog/program guidelines:</td>
<td>Lighting, HVAC, Variable-frequency drives (VFDs), Building envelope (window film/shade screen), Compressed-air equipment, Refrigeration equipment</td>
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<tr>
<td><strong>Rebates</strong></td>
<td><strong>Equipment:</strong> $0.11 per kilowatt-hour (kWh) for the first year of electricity savings, up to 50% of the incremental customer cost</td>
<td><strong>Pump assessment:</strong> up to $3,500 per pump</td>
<td><strong>Design team service rebates from $8,000 to $12,000</strong></td>
</tr>
<tr>
<td>Lighting: $300 per kilowatt (kW) of reduced installed demand and $40 per occupancy sensor</td>
<td><strong>Preliminary assessment:</strong> 100% funded up to $3,000</td>
<td><strong>Design assistance services</strong></td>
<td><strong>SRP covers the retrofit commissioning costs to identify and analyze potential measures with the following guidelines:</strong></td>
</tr>
<tr>
<td>HVAC: $20 to $85 per ton and $40 per programmable thermostat</td>
<td><strong>Technical assessment:</strong> 100% funded up to $3,000</td>
<td><strong>Building owner equipment rebates from $0.08 to 0.16 per kWh for the first year of electricity savings</strong></td>
<td><strong>Small and medium facilities (15,000-75,000 square feet)</strong></td>
</tr>
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<td>VFDs: $55 per horsepower (hp)</td>
<td><strong>Technical assessment:</strong> 100% funded up to $3,000</td>
<td><strong>Design and technical consulting assistance for data center projects</strong></td>
<td><strong>Customers are limited to two projects per year.</strong></td>
</tr>
<tr>
<td>Building envelope: $0.50 to $0.80 costs per square foot for window films and shade screens</td>
<td><strong>Other measures:</strong> Post-purchase is allowed. Retrofit and new construction projects are eligible.</td>
<td><strong>Customers must spend $500 or more to implement identified measures.</strong></td>
<td><strong>Customers are limited to $5,000 per project.</strong></td>
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<td>Refrigeration, compressed air and servers: varies</td>
<td><strong>Networked PC power management software:</strong> $8 per PC</td>
<td><strong>Large facilities (more than 75,000 square feet)</strong></td>
<td><strong>Customers must spend $1,000 or more to implement identified measures.</strong></td>
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</tbody>
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<tr>
<th>When to apply</th>
<th>Preapproval is required prior to purchasing, ordering or installing. Other measures: Post-purchase is allowed. Retrofit and new construction projects are eligible.</th>
<th>Preapproval is required before requesting services or purchasing, ordering or installing equipment. Retrofit and new construction projects are eligible.</th>
<th>Preapproval is required before requesting services or implementing energy-efficiency measures.</th>
</tr>
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<tbody>
<tr>
<td>Lighting retrofit: Preapproval is required prior to purchasing, ordering or installing. Other measures: Post-purchase is allowed. Retrofit and new construction projects are eligible.</td>
<td>Contact SRP before or during the conceptual design phase.</td>
<td><strong>Contact SRP before or during the conceptual design phase.</strong></td>
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<tr>
<th>Key benefits</th>
<th>Lower electric bills</th>
<th>Lower electric bills</th>
<th>More marketable to potential tenants</th>
<th>Electricity savings of up to 1.5%</th>
</tr>
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<tr>
<td>Lower initial cost</td>
<td>Increased productivity and system reliability</td>
<td>Increased productivity and system reliability</td>
<td>Improved equipment performance and operation</td>
<td>Improved equipment performance and operation</td>
</tr>
<tr>
<td>Less downtime and fewer repairs</td>
<td>Lower maintenance costs</td>
<td>Lower maintenance costs</td>
<td>Increased asset value</td>
<td>Increased asset value</td>
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<tr>
<td>Lower maintenance costs</td>
<td>Reduced annual operating expenses</td>
<td>Reduced annual operating expenses</td>
<td>Improved occupant comfort</td>
<td>Improved occupant comfort</td>
</tr>
<tr>
<td>Improved comfort in the work space</td>
<td>Improved comfort in the work space</td>
<td>Improved comfort in the work space</td>
<td>Increased O&amp;M staff capabilities and expertise</td>
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| How do I apply?              | Detailed program information and forms are available at savewithsrpbiz.com or by calling our program administrator at (602) 236-3054. | In addition, National Bank of Arizona is offering qualifying SRP business customers financing for energy-saving projects, subject to credit approval. | |

www.savewithsrpbiz.com
Preliminary and Technical Assessments Offered

The assessment studies will be offered to identify opportunities involving non-prescriptive measures which include:

- IDEC (Indirect Direct Evaporative Cooling)
- Hot Aisle/ Cold Aisle Containment (Air flow improvement)
- High Efficiency IT Equipment (UPS, Transformers, etc)
- Data Center Environment (Temp and Humidity) Optimization
SRP Energy Efficiency Resources: small business solutions

- Eligible participants must have annual aggregate energy consumption ≤ 145,000 kWh for customer ID
- Program includes a free lighting assessment of the customer’s facility performed by Alliance Contractor
- Eligible measures include T8 fluorescent lighting, pin based CFLs, exit signs, and occupancy sensors
- Program covers up to 75% of the customer installation cost
- Rebate is paid to contractor to overcome customer’s need to provide initial investment
SRP Energy Efficiency Resources: Contractor Training

- **SRP Energy Efficiency Alliance Program**

  **Energy Efficient HVAC Training Opportunities**

  We are pleased to announce a training certification course offered in collaboration with the Arizona Chapter of the Air Conditioning Contractors of America (ACCA-AZ). This training certification series is open to SRP Energy Efficiency Alliance members to focus on HVAC education initiatives. This excellent opportunity will help you hone your industry expertise and boost business. Below are the benefits of completing the HVAC Energy Efficiency Certification Program:

  - Learn how to identify sales opportunities by helping your customers become more energy efficient.
  - Stay on top of rapidly emerging industry trends toward energy efficiency, such as indirect/direct evaporative cooling, energy management systems and networkable thermostats.
  - Gain technical knowledge for optimizing HVAC equipment and controls to operate at maximum efficiency.
  - Learn why the Phoenix area has one of the best climates for economizers and free cooling, and learn how to articulate these benefits to customers.
  - Learn how to integrate utility rebates and incentives into energy-efficient projects.
  - Trade Allies can receive 5% of the final rebate amount in SRP’s service area.
  - Have your company listed on SRP’s website as an Energy Efficiency Alliance participant.
  - Have your company highlighted in the SRP/Nexant/ACCA-AZ newsletter.
  - Get your company acknowledged at SRP’s annual Energy Efficiency Workshop and Conference and the ACCA-AZ Trade Show.
  - Receive a certificate of completion for 25 hours of instruction and eight hours of continuing education hours (CEHs) to ward renewal of North American Technician Excellence (NATE) certification.

  The training events are as follows:

  - How to Sell Energy Efficiency – Oct. 1
  - Economizers Setup and Service – Oct. 15
  - Hydronic Systems – Oct. 21 and (lab) Oct. 22

To Register for Energy Efficient HVAC Training Opportunities:

Please visit the acca-az.org webpage and scroll down to the right side of the page to view the available training sessions. Click on the sessions you wish to attend. You will then be directed to another page, where you can register. If registration is received less than 10 days before classes begin, payment must be made via credit card or check. Non-members cannot be billed. For questions, please call the ACCA-AZ office at (602) 298-545.

Website: srpnet.com/EEAlliance
### SRP Energy Efficiency Resources: Professional Development

Join us in Scottsdale for the 20th Annual AZBO Fall Education Institute October 28 – November 1, 2013 Scottsdale Cottonwoods Resort 6160 N. Scottsdale Rd., Scottsdale AZ 85253 (480) 389-3447 www.scottsdalecottonwoods.com

Website: www.azbo.us

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<table>
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<tr>
<th>Tracts</th>
<th>Monday October 28</th>
<th>Tuesday October 29</th>
<th>Wednesday October 30</th>
<th>Thursday October 31</th>
<th>Friday November 1</th>
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<tbody>
<tr>
<td>Code Updates</td>
<td>Session 101</td>
<td>Session 201</td>
<td>Session 301</td>
<td>Session 403</td>
<td>Session 501</td>
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<tr>
<td>General Interest</td>
<td>Session 102/102</td>
<td>Session 202</td>
<td>Session 302</td>
<td>Session 402</td>
<td>Session 502</td>
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<td></td>
<td>The Complete Permit Technician Two Day Class</td>
<td>Code Enforcement Basics</td>
<td>Improving the Reputation of Your Building Department</td>
<td>Building Inspectors Code Enforcement Day 1</td>
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<tr>
<td>Electrical Field Inspection</td>
<td>Session 103/103</td>
<td>Session 203</td>
<td>Session 303</td>
<td>Session 403/404</td>
<td>Session 503/504</td>
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<tr>
<td></td>
<td>2012 IRC Electrical Inspections Two Day Class</td>
<td>Grounding and Bonding Theory and Practice</td>
<td>Commercial Electrical Inspections</td>
<td>ASHRAE 90.1</td>
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<td>Engineering Principles</td>
<td>Session 104</td>
<td>Session 204</td>
<td>Session 304</td>
<td>Session 404</td>
<td>Session 504</td>
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<td></td>
<td>2012 IRC Structural Changes</td>
<td>Post Tension Design and Construction</td>
<td>Manufactured Housing Inspections</td>
<td>IMC and Identifying Dangerous Structures</td>
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<td>Energy Conservation and Green Building</td>
<td>Session 105</td>
<td>Session 205</td>
<td>Session 305</td>
<td>Session 405</td>
<td>Session 505/505</td>
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<td>Session 106</td>
<td>Session 206</td>
<td>Session 306</td>
<td>Session 406</td>
<td>Session 506</td>
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### ANNOUNCEMENTS

**ATTENTION — CLASS FEES WILL BE INCREASING TO $120 FOR THE SPRING 2014 INSTITUTE. TAKE ADVANTAGE OF MEMBERSHIP DISCOUNTS BY REGISTERING WITH YOUR LOCAL CHAPTER.**

Please be sure to stop by the October Night open house on Sunday 7:00 AM – 5:00 PM for discounted course books and other materials.

Visit our sponsor and vendor booths for lots of information and giveaways.

AZBO’s Central Chapter will host a dinner and comedy show October 28th at 7:30 PM. Please join us for dinner as we listen to Mayor Scott F. Leman of the town of Paradise Valley, and the Mayor Suzanne Klapp, of the city of Scottsdale. Entertainment provided by comedian Brian Kinsey. For more information, please see page 9.

Visit our website www.azbo.us for more information on how AZBO is going green.

Let us help you in cases of emergency, please provide us with emergency contact information listed on the registration page.

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Visit our website www.savewithsrpbiz.com
SRP Energy Efficiency Resources: Technical Support

- Lighting
- HVAC
- Compressed Air
- Refrigeration
- VFD's
- Custom Projects
- Data Centers
- New Construction
- Retrocommissioning
- Small Business

Ask the Expert

email: savewithsrpbiz@srpnet.com
Introduction

SRP Service Area

SRP EE Program Objectives

SRP EE Resources

SRP Customer Service

Q & A
Customer service is important to us!
## SRP Customer Service

### Phone Numbers

**General Hotline**
(602) 236-3054

**SRP Business Solutions**
Joseph deGraft-Johnson
Sr. Program Manager
(602) 236.3594

**Building Code Initiatives**
Sharon Bonesteel
Sr. Market Analyst
(602) 236.4498

### Email and Web

**General email**
savewithsrpbiz@srpnet.com

**Program web site**
savewithsrpbiz.com