



Efficiency Works™

Platte River
Power Authority

Estes Park
Light and Power

Fort Collins
Utilities

Longmont
Power &
Communications

Loveland
Water and Power

Efficiency Works: Commercial Assessments and Business Efficiency Grants Drive Results

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and
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Rocky Mountain Utility
Efficiency Exchange

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Efficiency Works: A New Brand, A New Strategy

The Brand:

Launched in January 2014 to provide a more uniform and easily accessible format for commercial rebates and services.

Platte River Power Authority

Estes Park

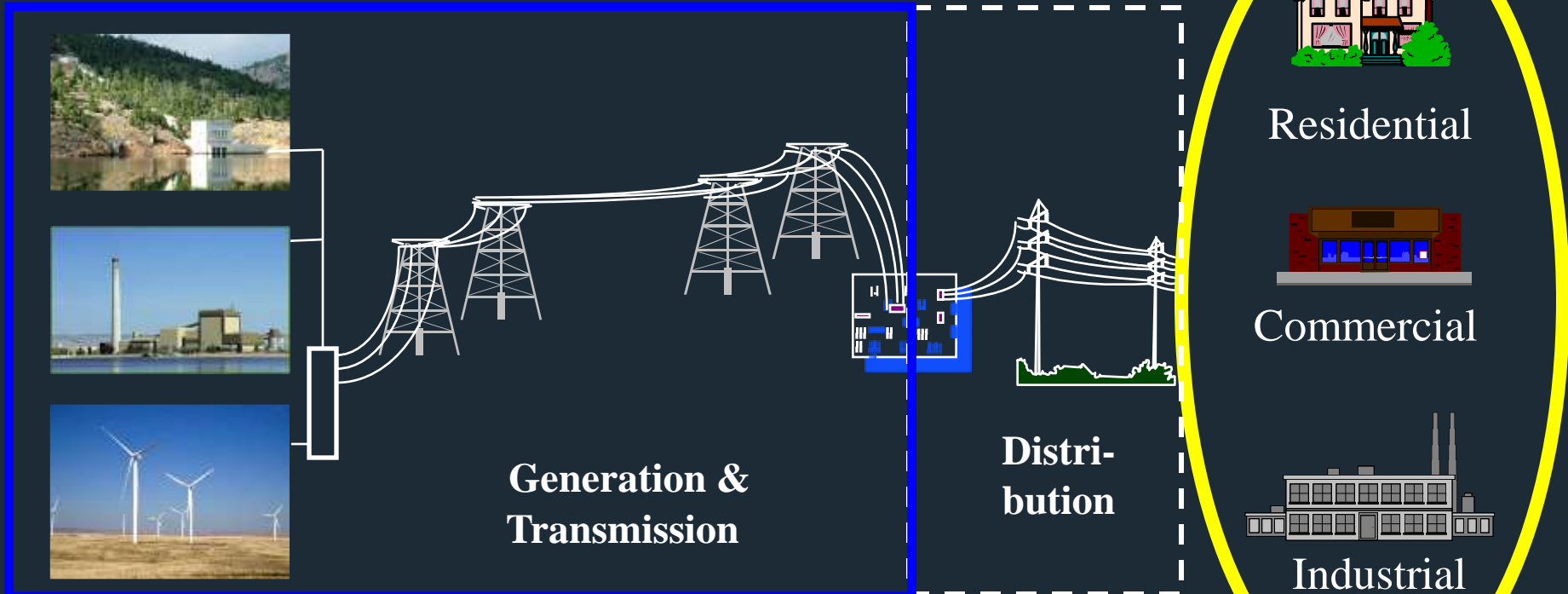
Fort Collins

Longmont

Loveland



Platte River-City Relationship



Platte River Power Authority

- Sole Supplier
- Joint Ownership / Equity
- Local Governance

Estes Park
Fort Collins
Longmont
Loveland

Customers



Efficiency Works: A New Brand, A New Strategy

The Strategy:

Increase participation and drive preferred technologies by offering free facility assessments and supplemental grants to business customers who implement efficiency measures.



Rebates & Grants – A Learning Year



2013 Program Efforts

- Different Rebates
- Different Rebate Amounts
- Separate Marketing Efforts
- Grants of \$5,000
 - ✓ Requirements – Do a Project!
- Facility Assessments Available



Rebates & Grants – A Year of Change



2014 Program Changes

- Consistent Marketing Efforts
- Consistent Rebates & Amounts
- Free Facility Assessment & Advising
- Grants up to \$5,000
 - ✓ Multiple \$2,000 grants

Equipment Rebates- New and Existing Buildings

Lighting – LEDs, T12 to T8s, controls, redesigns

Cooling – High efficiency RTU, split systems, evaporative cooling and condensing, PTAC systems, new economizers and advanced RTU controls.

Building Envelope – windows, insulation & cool roof

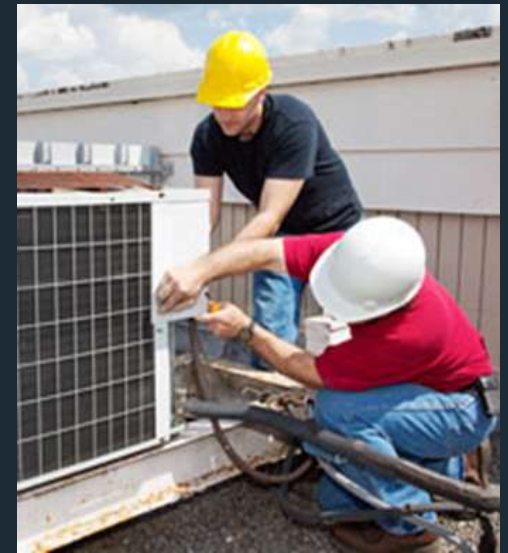
Food Service – cooking equipment, refrigeration

Grocery - refrigeration cases, controls & EC motors

Office – task lighting, ES computers & plug load controls

IT – Thin client, server virtualization, etc

VFDs – up to \$120 per HP, 75 HP max



Business Efficiency Grant

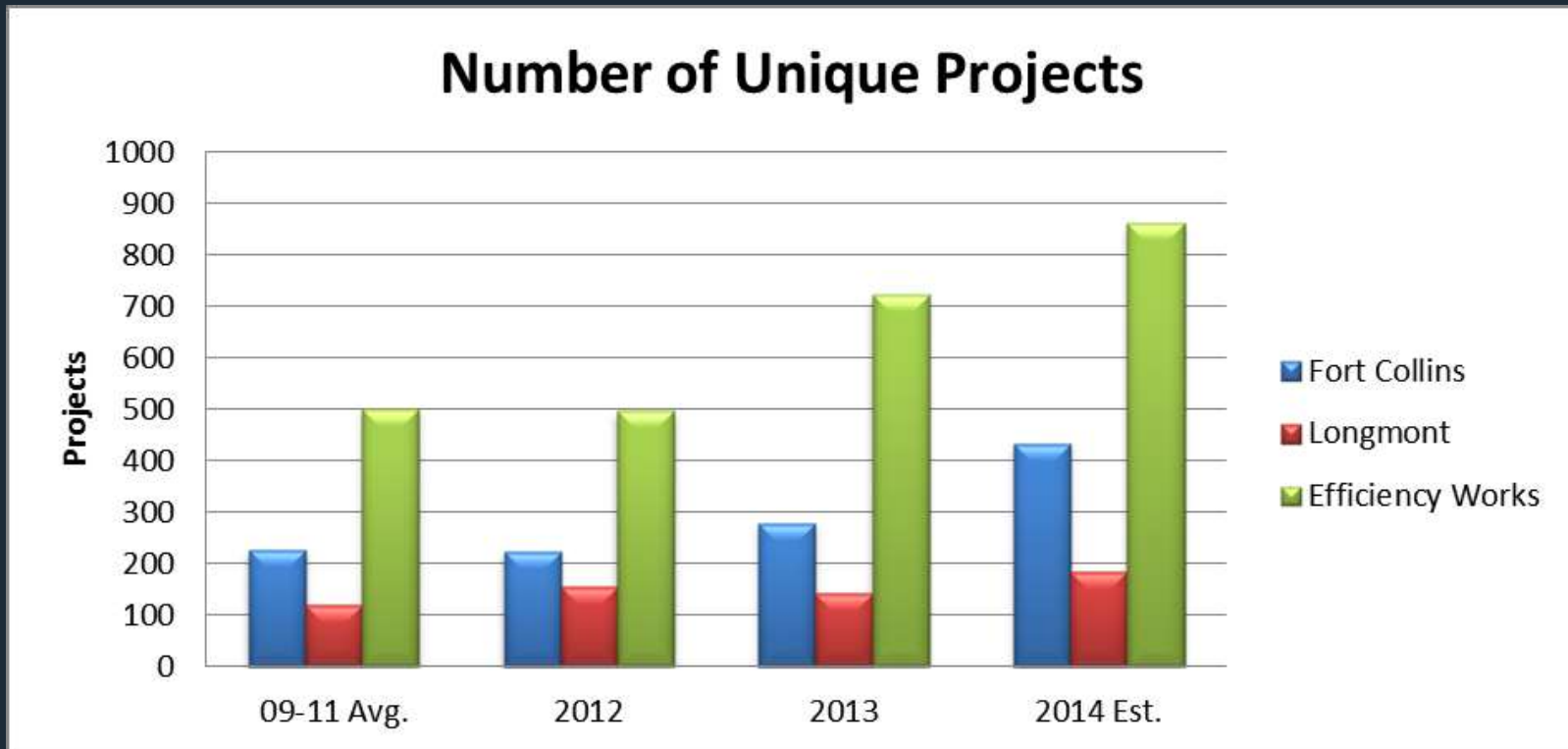
- Up to \$5,000 per Customer
- Grant + Rebate Not to Exceed 75% of the Total Project Cost
- Grant Requirements
 - ✓ Facility Assessment
 - ✓ Utility Interaction
 - ✓ Multiple Measures
 - ✓ “Next” Technologies



Step 1 of 2: Determine potential BEG amount from the following eligible measures – one or more measures may qualify.

Project Type	Eligible Measures	Specifications (Detailed specifications are located in Efficiency Works Guide)	Meet BEG Qualifications? (yes/No)	BEG Amount per Measure Type
Lighting	New LED Fixtures or retrofit kits	Must replace at least 50% of fixtures in the project with new qualifying LED fixtures/retrofit kits. LED replacement bulbs do not qualify for this measure.	yes	\$2,000
	Automatic Controls	Control more than 50% of fixtures with automatic timers, photocells, and/ or occupancy sensors		
	T8 retrofits	Must retrofit or replace 50% of the existing T8 fixtures with either qualified retrofit kits or new fixtures equipped with		
Cooling	Early Retirement Split System/Rooftop Unit (RTU)	Unit must be less than 20 years old and in working condition. Pre-inspection is required by utility to verify that unit is operational.	yes	\$2,000
	Advanced RTU controllers	Unit must slow or reduce supply fan speed, integrate economizer and add demand control ventilation to existing or new roof top unit		
	Premium Ventilation Package	Adds integrated economizer and demand control ventilation for new or existing roof top unit		
Custom	For any qualifying custom rebate. Project must not be eligible for prescriptive rebates.			
Water	For any two (or more) different measures on water page that qualify for a rebate (Fort Collins Utilities water customers only)			
BONUS	Two or more of the above meet grant qualifications and are implemented within grant period		yes	\$1,000
TOTAL Potential BEG				\$5,000

The Results

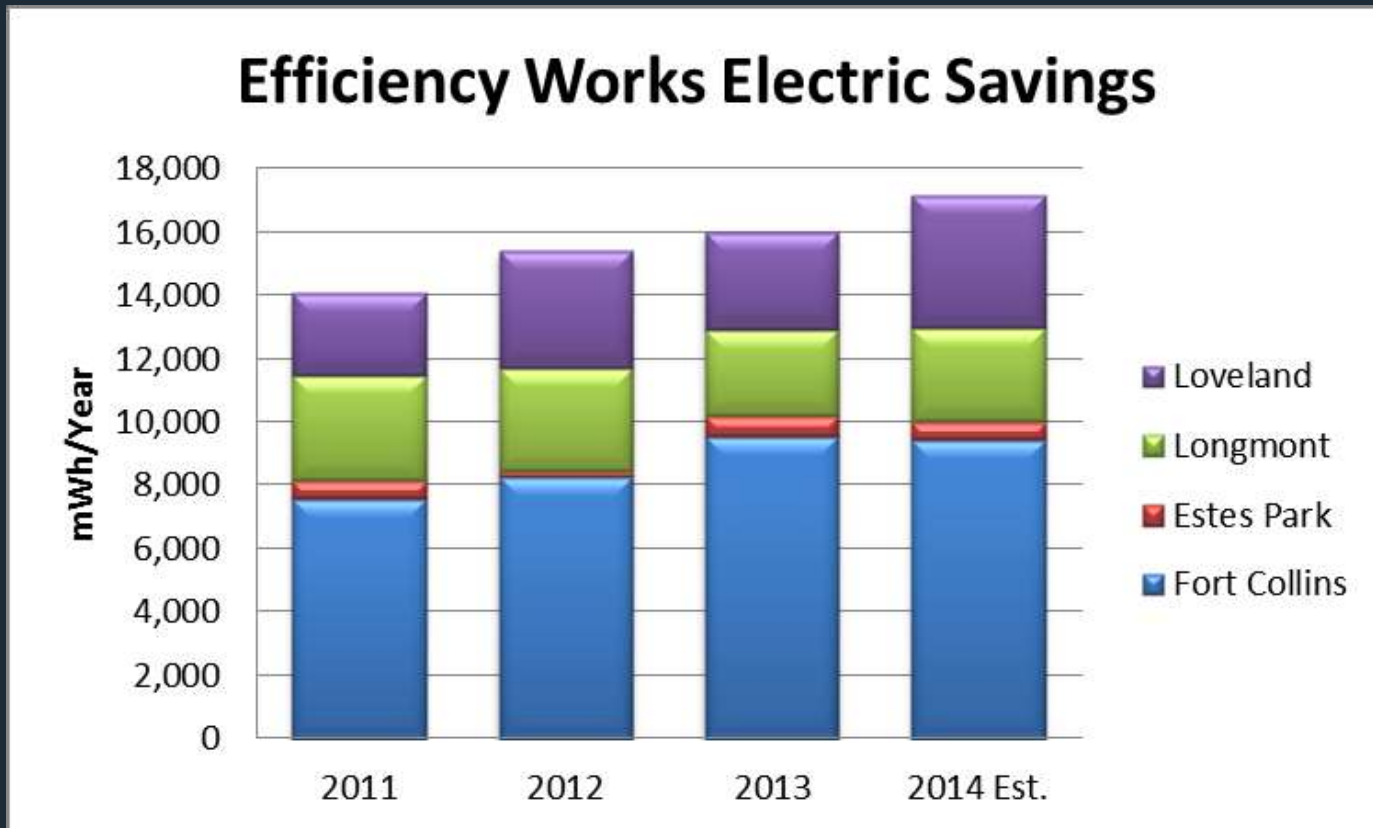


Program Wide: Efficiency Works

- ✓ Increasing Number of Projects
- ✓ Increasing Electric Savings
- ✓ More Participants

The Results

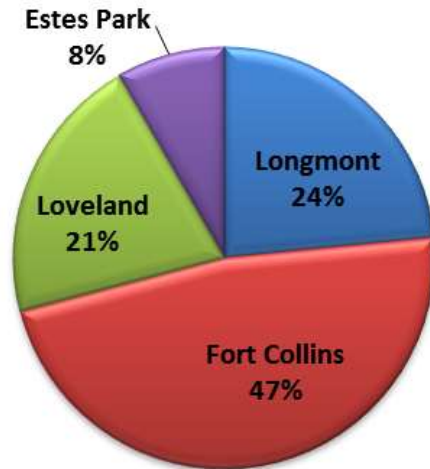
Program Wide: Efficiency Works Key Metric – Electric Savings



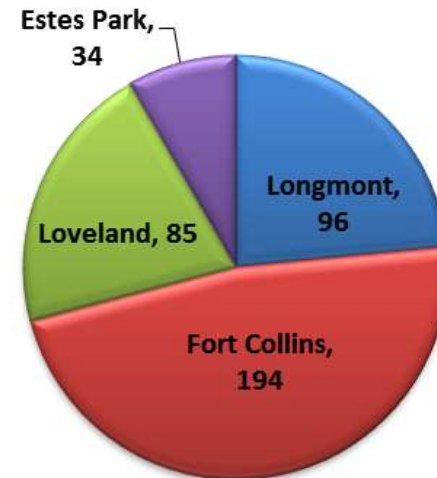
The Results

Program Wide: Key Metric – Facility Assessments

2014 Facility Assessments

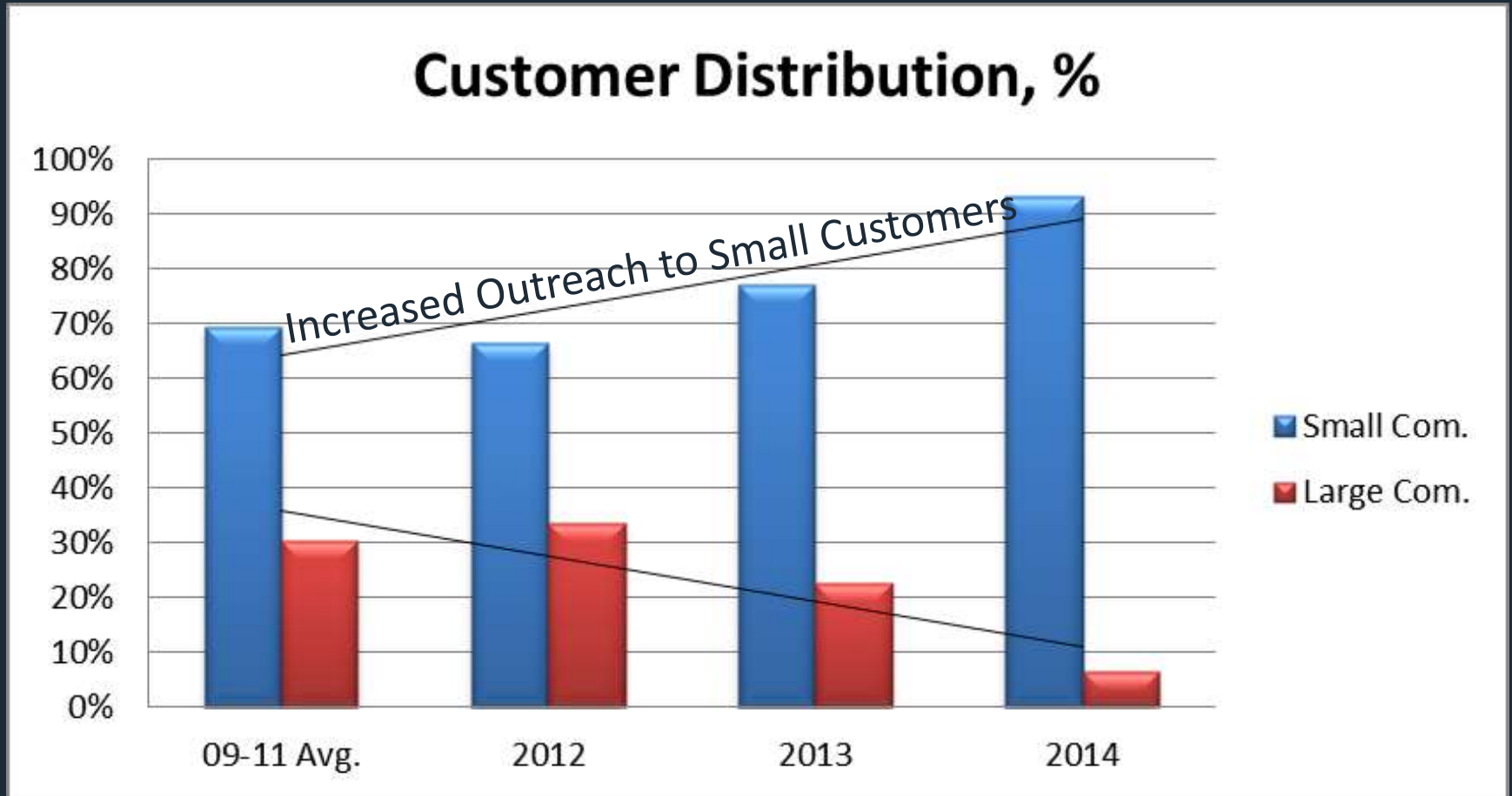


2014 Facility Assessment Count



The Results

Utility Level: Fort Collins Utilities



The Results

Utility Level: Fort Collins Utilities – Key Metrics

- Greater Distribution of Participants
- Increased Program Knowledge
- Larger Variety of Projects
- Increased Conversion Rates
 - ✓ Over 60% complete projects within 3 years of assessment
 - ✓ Required Assessment Account for 60% of All projects
 - ✓ 50% of Customers Are Completing Multiple Projects



Did we help the Customer?



- Increased Knowledge of programs
- Energy assessment with report for future upgrades
- Local contact at the Utility (Customer Service)

Did we help the Utility?



- Energy Savings goals
- Energy assessment provides data for future project outreach efforts
- Increased knowledge of “what the customer needs” for future program changes





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Thank You!

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