Commercial & Industrial Annual Trade Ally Meeting

February 27th, 2013
Agenda

- Sign in, Networking & Light Breakfast
- Welcome & Introductions
- 2012 Program Results
- 2013 Program Goals
- Program Overview & Updates
- PUD Website and Online Trade Ally Directory
- Marketing
- Q&A & Adjourn
Overview of Snohomish County PUD
Overview of C&I Customers

- C&I customers account for almost 50% of load.
- Top 700 customers account for 80% of C&I use.
- Top Energy Users:
  - Office space = 17%
  - Retail & Grocery = 13.2%
  - Industrial Users = 11.7%
Energy Efficiency at the PUD

Why do we focus on energy efficiency?

• Strategic goals
• Least cost resource
• Target’s: Internal, BPA & I-937 mandates
• Mutually beneficial
• Economic development benefits
Energy Efficiency at the PUD

How do we accomplish these goals?

• Financial incentives
• Trade ally partnerships
• Technical assistance and project management support
• Customer awareness & education
• Capturing savings at the PUD
Energy Efficiency Depends On...

ALL OF US!
2012 Results
2012 Program Results

- Completed 621 projects
- 51% of total savings is due to lighting projects
- Thank you! We met or exceeded goal for the past 3 years!
C&I Measures – 2012 Results

% kWh Saved by Measure Type

- HVAC Controls: 5%
- HVAC, Envelope: 15%
- Industrial Equipment: 13%
- Industrial Process: 2%
- Lighting & Lighting Controls: 51%
- Other: 14%

Total Impacts
4.3 aMW

Total Incentives
$ 5.6 million
Customer Renewables

- Solar Express
  - 72 PV systems installed (90 net metered systems)
  - Solarize Community Outreach Campaigns
    - Stanwood/Camano
    - Mukilteo
    - 2013 Community TBD
- 2012 Planet Power Projects
  - Arlington HS 7.9 kW
  - Assistance League – Everett 3.3 kW
  - Darrington HS 9.8 kW
  - Granite Falls HS 8.6 kW
  - Park Place MS - Monroe 5.0 kW
  - Sultan HS 5.3 kW
2013 Strategy & Focus
2013 Program Goals

• 37,571,000 kWh Goal:

  • PUD direct programs
    • 30,535,000 kWh
    • $5.7 million incentive budget
    • Small Business (under 5,000ft²) $635,000 and 2.1 Million kWh
    • Dept. of Commerce Grant for small business $3 million and 4.9 million KWH - completes in June 2013.

  • Regional programs
    • 6,752,200 kWh – *includes code changes*

*Back log for 2013 is 50% less than last year*
2013 Coming Soon…

- Lighting To Go – a distributor point of sale pilot
- Expanded Offering of Rebates
- Updated New Construction Program
- Upgraded Website
- Searchable Trade Ally Listing
  - Residential, Solar, Commercial Lighting
Current Programs

- Rebates
- Custom Incentives
Current Programs

Rebates – unit based

• Lighting & Lighting Controls
• Energy Smart Grocer
• Commercial Kitchen Equipment
• Solar Express

Custom Incentives for Retrofits & New Construction* – Savings Based

• Lighting and Lighting Controls
• Heating and Air Conditioning Equipment
• Other HVAC Applications & Controls
• Process Equipment
• Building Envelope

* Includes major remodels, addition and TI where Code applies.
Overview of Process

**Project Approval**
- Complete application and submit to PUD.
- Submit required documents (bid / cost proposal, worksheets, spec. sheets, etc.)
- PUD engineer performs site visit & evaluates project.
- PUD issues project Work Authorization for customer signature.
- Customer signs and returns Work Authorization*.

**Installation**

**Project Closure**
- Submit required documents (invoices, W-9, as-built worksheets, etc.).
- Schedule PUD inspection.
- PUD engineer reviews and submits payment for approval.
- PUD sends check to customer or assignee within 2-6 weeks.

* Work Authorization must be signed and returned to PUD prior to equipment purchase.
** Contact PUD in writing for approval of any changes that affect incentive.
Summary of Rebates

- Lighting Equipment & Controls
- Energy Smart Grocer
- Commercial Kitchen Equipment
- Solar Express
Lighting Rebates

• Set dollar amount for 40 different fixture options
• Usually simple retrofit with 1:1 replacement
• Maximum rebate: Up to 70% of approved project cost, up to $15,000
  • 100% of materials cost for self-install
• Average Project Size: $6,900
• Typically small to medium businesses
• Submit projects to lightingrebates@snopud.com
• www.snopud.com/LightingRebates
Energy Smart Grocer

- BPA program administered by PECI
- For grocers, convenience stores & facilities with commercial refrigeration in PUD territory
- Measures include auto-closers, gaskets, case lighting, refrigeration controls, motors, etc.
- [www.snopud.com/ESG](http://www.snopud.com/ESG)
Commercial Kitchen Equipment

• Collaborative program between: Puget Sound Energy, Snohomish PUD, Tacoma Power, Seattle City Light, Cascade Natural Gas and cooperating water utilities

• Rebate may apply to multiple utilities, depending on the equipment purchased

• Both Point of Sale and Rebate options, up to $2,000

• Not just for restaurants! Can be used in office buildings, schools, government facilities, hospitals, retirement – any building that has a cafeteria, has potential to save with energy efficient kitchen equipment

• See www.snopud.com/cke for qualifying products and more info.
Solar Express

Cash Incentives
• Available to all PUD Customers
  • PV: $500/kW up to:
    ● $2,500 (residential)
    ● $10,000 (commercial)
  • SHW: $500/system
    ● Existing electric water heater

Loans
• For Residential Customers:
  • PV: up to $25,000
  • SHW: up to $14,000

Project Requirements
• Pre-approval, registered installer, etc.
Custom Projects
for Existing Facilities & New Construction

- Lighting and Lighting Controls
- Heating and Air Conditioning Equipment
- Other HVAC Applications & Controls
- Process Equipment
- Building Envelope
Custom Project Incentives

Eligibility

• Retrofit: Equipment must be operational
• New Construction: 10% or better than Code
• Equipment purchase must be after PUD authorization

Incentive paid based on first year estimated kWh savings

• Lighting Retrofit: 10¢ for lamps, 15¢ for LED screw-ins, 20¢ for kits and new fixtures
• Lighting New Construction: 15¢-25¢*
• HVAC Unitary Equipment for Retrofit and New Construction: 20¢-30¢*
• All Others: 30¢ for Retrofit, 20¢ for New Construction

Incentive Cap

• Retrofit: 70% of project cost, 100% of equipment cost for self-install
• New Construction: 50% of equipment cost or 100% of incremental cost

* Additional 1¢ for every percent above Code than 10%.
Custom Project Submittal Requirements

For Authorization
- Completed application
- Detailed proposal or bid
- Energy code worksheets (New Construction)
- Sketch of fixture layout or reflected ceiling plan
- Cut Sheets (model #, input wattage, performance data ratings, etc.)
- Complete incentive worksheets
- Submit projects to eebiz@snopud.com

For Payment
- Copy of invoice(s)
- As-built worksheets if applicable
- W-9
- Assignment of Funds if funds is assigned

Information, worksheets and process at snopud.com
PUD Website &
Online Trade Ally Directory
PUD: For Your Business Website

- Rebates & Incentive Pages:
  http://www.snopud.com/business/rebatesincentives.ashx
  - Updated frequently
  - Resources and all current PUD forms
- Training & Resources:
  http://www.snopud.com/business/training.ashx
  - Upcoming trainings around the Puget Sound
  - Registration links
- Coming in 2013 – Market Segment areas
Online Trade Ally Directory

• Listings for Lighting Business Contractors & Mechanical Business Contractors
  • www.snopud.com/lightingcontractors
  • www.snopud.com/mechanicalcontractors

• Would you like to be on our list? Fill out a Trade Ally Application today, or Email EEBiz@snopud.com
C & I Contacts (425-783-1700)

C&I Manager:
• Suzanne Frew, P.E. (1733)

Program Managers:
• Allison Grinczel – Commercial Kitchen Equipment & RCM (8275)
• Leslie Moynihan – Renewables (8289)
• Beth Robinweiler – Lighting Rebates & Energy Smart Grocer (8515)
• Sinh Tran – Custom Retrofit & New Construction (8248)

Associate Program Manager:
• Laura Zorick (1716)

Business Services:
• Tom Hovde (1703)

Field Engineers:
• Jim Conlan (1781)
• Steve Forck (1767)
• Allison Grinczel (8275)
• Dave Hunt (1785)
• Ronn Larpenteur, P.E. (8247)
• Ken Satre (1690)
• Trevor Welch, P.E. (1845)

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