



# Annual service provider appreciation

**NETWORKING AND SOCIAL**



# Alaina Hawley

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**Platte River Power Authority**  
**Supervisor, distributed energy solutions**

# Platte River Power Authority

## About

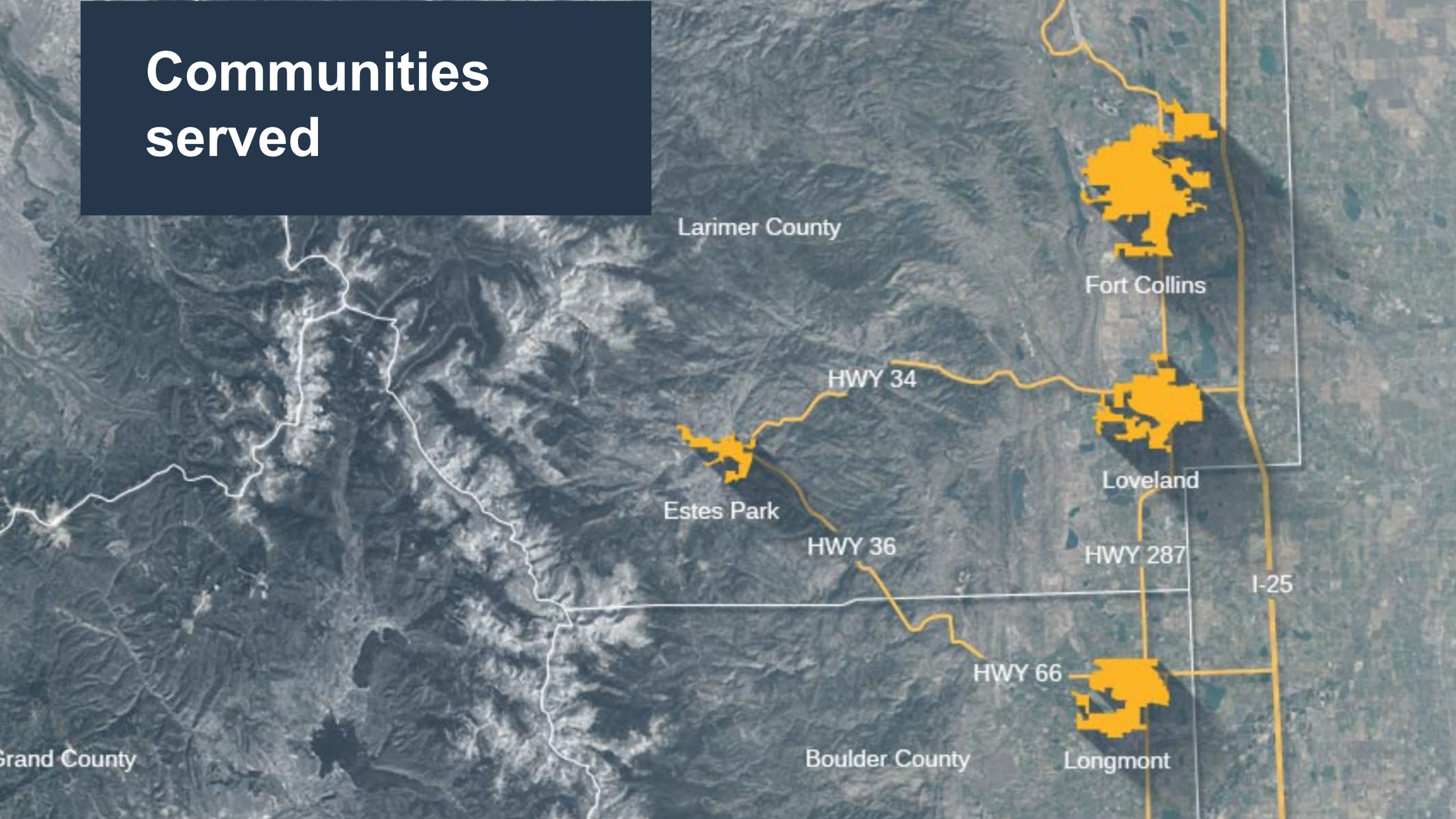
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- Platte River began operations in 1973
- Owner communities: Estes Park, Fort Collins, Longmont and Loveland
- Governed by an eight-member board of directors comprised of each mayor and a person appointed by each owner community's governing body
- Approximately 300 employees
- Visit [prpa.org](http://prpa.org) for more information



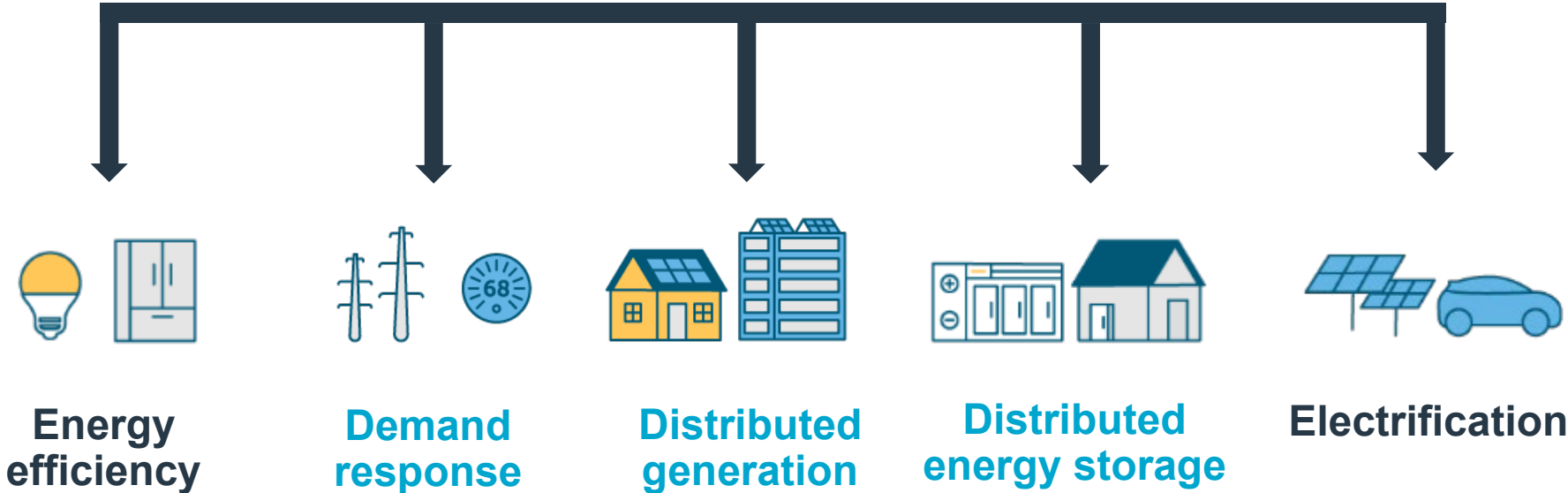
**Platte River**  
Power Authority

# Communities served



# Platte River Power Authority

## Distributed energy resources



# Efficiency Works™

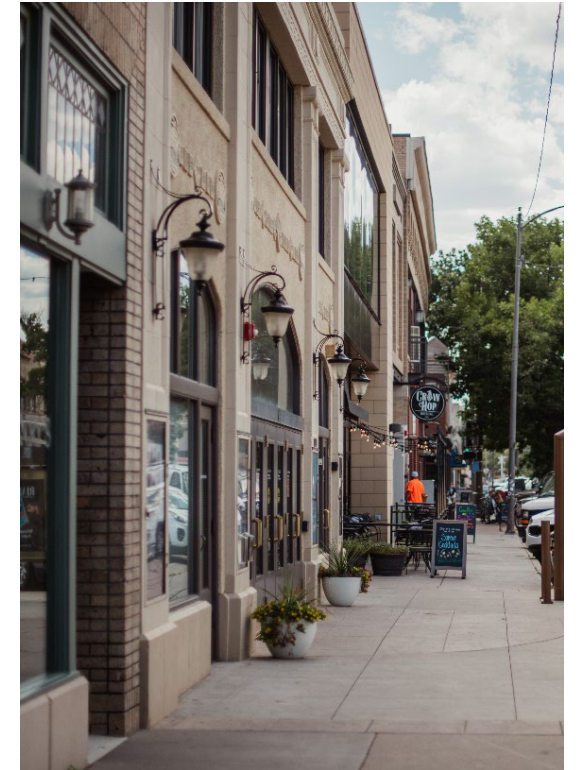
Estes Park Power  
and Communications

Fort Collins  
Utilities

Longmont Power  
& Communications

Loveland Water  
and Power

Platte River  
Power Authority



# Efficiency programs for all needs



## Resources

Work with staff to access professional resources to support projects or get facility assessments completed.



## Service providers

Be listed on the Efficiency Works “Find a service provider” page used by customers looking for efficiency upgrade professionals.



## Incentives

Offset the cost of efficiency upgrades through rebates and direct install opportunities.



## Building tune-ups

Optimize existing facilities’ HVAC systems through enhanced maintenance and retrocommissioning efforts.



# **Efficiency Works Business team**

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# The team members



**Sam Schieffelin**

Platte River program coordinator

**Role:**

The lead on events and trainings. Resident customer journey advocate. Supports rebate processing and managing inquiries.



**Kirk Reimann**

Platte River program specialist

**Role:**

The lead on service provider management and support. Resident application breaker. Supports rebate processing and managing inquiries.



**Kali Osborn**

Platte River program manager

**Role:**

Manages the multifamily, advising and assessment and midstream cooling programs. She also supports rebate processing when things get busy.



**Bryce Brady**

Platte River department manager

**Role:**

Sets high level program directions. Gets to answer the really tough questions of where are we going and helps us figure out how we'll get there.

# The team members



**Sarah Clark**

Estes Park Power and Communications

**Role:**

Program planning and implementation support



**David Suckling**

Fort Collins Utilities

**Role:**

Program planning and implementation support



**Chuck Finleon**

Longmont Power & Communications

**Role:**

Program planning and implementation support



**Carl Woodworth**

Loveland Water and Power

**Role:**

Program planning and implementation support

Door  
prize



## **Program successes**

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# 2023 so far

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## Business

50 service providers participated

18 RCx projects completed

Over \$2.3 million rebates paid



Over 6,900 MWh saved

266 upgrades

Over \$525,000 saved annually

# Five years of impact

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## Business

Over 200 service providers participated

Over 19,000 LED lamps installed

Over \$24 million rebates paid



Over 90,000 MWh saved

Over 3,200 upgrades

Over \$8.7 million saved annually

# Continued community impact

Community Efficiency Grant serves those serving the income qualified community

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Over 100 projects completed so far



# Building Tune-up takes off

Facilitating improvements to building controls and HVAC maintenance

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Program revamp pays off



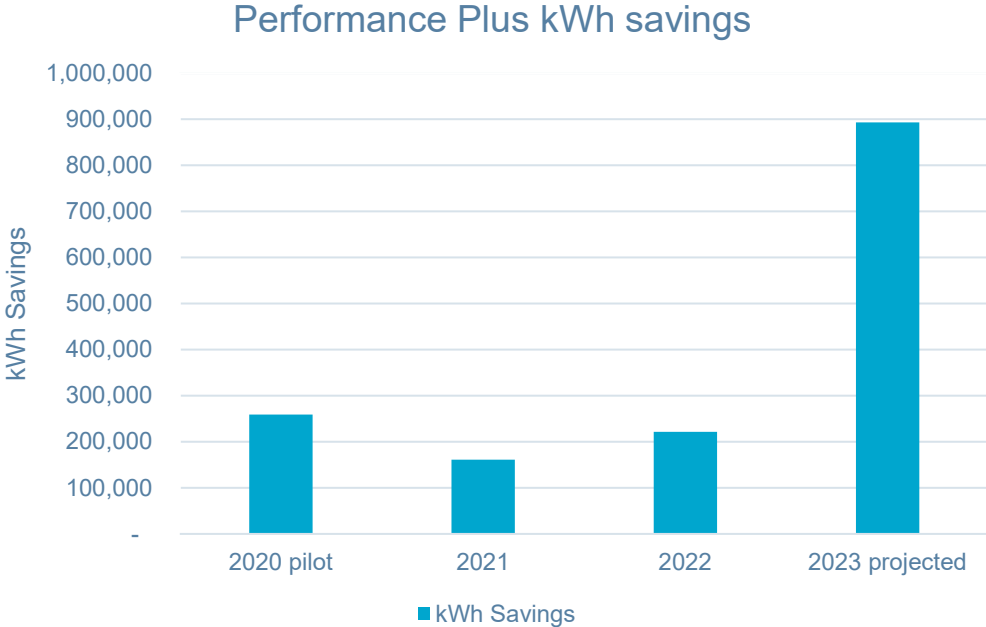


# Building Tune-up continues to grow

## Retrocommissioning



## Performance Plus



# Midstream cooling: beat the summer heat

Efficiency Works coordinates directly with regional AC distributors to get high efficiency units installed.

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Now serving over 80% of commercial customers in Colorado

# Residential offerings



## Rebates make projects more affordable

### Service provider supported rebates

- Energy efficiency
- Building electrification

### Instant rebates

### Online marketplace

### Post purchase rebates



## Assessments guide home upgrades

Efficiency Works staff help identify opportunities to make your home more comfortable and affordable.

- Energy advising
- Assessments

# Income qualified partnership: Colorado's Affordable Residential Energy Program (CARE)

Helping income qualified customers meet their energy needs by improving their home's efficiency while enhancing health, safety and comfort.

## Energy Outreach Colorado

- Advising & assessments
- Appliances
- Health & safety
- Insulation and air sealing
- LED bulb replacement
- HVAC

# Student engagement with Think! Energy

The Think! Energy with Efficiency Works program is offered to fourth grade students and fits within Colorado state curriculum on energy education.

## Connecting with students

- Energy and water curriculum for teachers
- Take home efficiency kits for students



# Electric vehicles (EVs)

## EV information webpage:

- Visit [efficiencyworks.org/electric-vehicle-information](https://efficiencyworks.org/electric-vehicle-information)

## EV buyers guide website:

- Information to support decision making
- Compare EV and non-EV models
- Customizable
- Visit [ev.efficiencyworks.org](https://ev.efficiencyworks.org)

## Public Level 2 EV charging infrastructure incentives:

- Up to \$5,000 per port
- Preapproval required

Shop exclusive deals on energy efficiency products at our [Efficiency Works Store](#)

**Efficiency Works™**  
Estes Park | Fort Collins | Longmont | Loveland

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## Electric vehicle information

With increasing interest around electric vehicles, Efficiency Works aims to provide information for residents and businesses to make informed decisions about electric vehicles purchases.

See below for more information on general EVs, commercial EV solutions and incentives and other programs by the local, state and federal government.

Efficiency Works created a guide to help individuals identify EVs based on criteria such as budget, mileage and charging options. Visit [ev.efficiencyworks.org](https://ev.efficiencyworks.org) to visit the EV resource page.



### Electric vehicle information

- Incentives
- Vehicles
- [Learn more about electric vehicles](#)

### Commercial EV solutions

- Public charging infrastructure incentives
- Charge Ahead Colorado
- Colorado Energy Office Fleet Zero

### Other resources

- State of Colorado Zero Emission Vehicle Tax Credits
- Federal EV driver information



# 2024

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Where to next?

TO  
RETROCOMMISSIONING  
AND BEYOND



Efficiency Works<sup>™</sup>  
Business





# Door prize





# Kali Osborn

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**Platte River Power Authority**  
**Energy solutions program manager**



# 2024 program offerings

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“The reebaaates”

# 2024 rebates

## Lighting our way to the future

Prescriptive lighting rebate		Incentive
Grocery case light (DLC)	replacing T8	\$100 per fixture
	replacing T10/T12	\$100 per fixture
ENERGY STAR® downlight, ≤15W		\$20 per fixture
ENERGY STAR® downlight, >15W		\$40 per fixture
ENERGY STAR® wrapped lens light		\$25 per fixture
ENERGY STAR® linear strip light		\$15 per fixture
ENERGY STAR® LED bath vanity		\$30 per fixture
ENERGY STAR® LED interior ceiling/close-to-ceiling mount		\$20 per fixture
ENERGY STAR® LED decorative pendant		\$20 per fixture
ENERGY STAR® LED wall sconce		\$20 per fixture
ENERGY STAR® security light		\$50 per fixture
LED exit sign		\$15 per fixture

Reminder: All projects must comply with local codes. For exterior light fixtures, land use codes may require the fixtures to be full cutoff and/or a certain color temperature. Please check local codes to ensure your project is compliant.

Measure	Rebate (\$/Watt Reduced)
LED fixture	\$1.00
LED retrofit	\$0.50
LED lamp/Other	\$0.10
Fixture removal only	\$0.10

Upgrade type	Rebate amount \$/watt reduced (bonus rebate)	Requirement
DLC Networked Controls	\$0.50	Must be on DLC list
Multi-Level Controls	\$0.25	Must be a combination of 2 or more control features

# 2024 rebates

## Example lighting rebates

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Upgrade	Efficiency Works rebate
Incandescent to 20W LED downlight	\$40
4 lamp T8 troffer to 32W LED fixture	\$82
Parking lot pole light to 65W LED fixture	\$230
Wall pack to 25W LED fixture	\$105
DLC networked lighting controls	\$0.50/watt

# 2024 rebates

## Variable frequency drives (VFDs)

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Motor capacity (hp)		Fans & pumps* incentive (\$/hp)
Min	Max	
1	75	\$300
75	+	Custom

Motor capacity (hp)		Compressors* incentive (\$/hp)
Min	Max	
1	75	\$150
75	+	Custom

\*Available for new construction projects at various incentive levels.

# 2024 rebates

**Water – 10% increase for all water rebates!**

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Equipment Type	Requirement	Rebate
Fort Collins, Longmont and Loveland water customers eligible		
Tank toilet	WaterSense	\$25-\$75
Flushvalve toilet	WaterSense	\$80-\$110
Urinal	WaterSense	\$80-\$110
Commercial clothes washer vended	ENERGY STAR®	\$275
Commercial clothes washer non-vended	ENERGY STAR®	\$140
Ice machine	ENERGY STAR®	\$110
Electric steamer	ENERGY STAR®	\$825
Commercial dishwasher (w/electric water heater)	ENERGY STAR®	\$330-\$2,200
Commercial dishwasher (w/gas water heater)	ENERGY STAR®	\$275-\$2,200
Residential clothes washer	ENERGY STAR®	\$25-\$55

# 2024 rebates

## Public level 2 electric vehicle charging infrastructure incentives

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Category	Rebate
Level 2 public EV charging infrastructure incentive – non-networked	\$1,000 per charging port
Level 2 public EV charging infrastructure incentive – networked capable	\$5,000 per charging port

- Preapproval required
- ENERGY STAR certified requirement
- Accessible for public use



# 2024 rebates

## Custom

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Category	Rebate
Energy	\$0.10 per kWh (first year)
Summer peak demand	\$500 per kW
Water (Fort Collins only)	\$10 per 1,000 gallons/year saved

Summer peak hours are weekdays, June through August, between 3 and 6 p.m.  
Additional rules apply; see the current version of the rebate application for all restrictions.

# 2024 customer rebate caps

## Standard rebate

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- Per project: up to \$50,000
- All incentives are first come first serve

## Level 1

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Per project:

- \$50,001 - \$100,000
- Minimum 150,000 kWh

Pay lowest of:

- Calculated rebate
- 75% of project
- CCE at \$0.03 kWh
- 1 year simple payback

## Level 2

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Per project:

- Greater than \$100,000
- Minimum 400,000 kWh

Pay lowest of:

- Calculated rebate
- 50% of project
- CCE at \$0.02 kWh
- 1 year simple payback

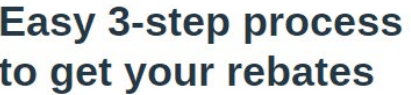
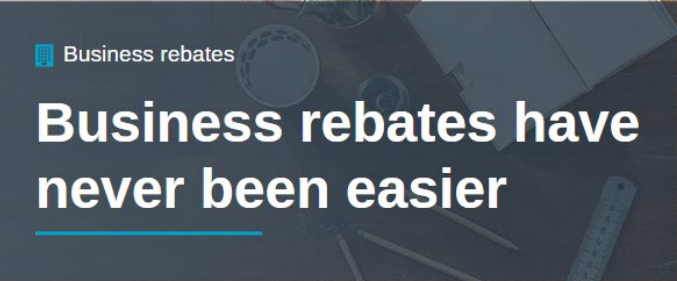

# Webforms sunset

All rebate levels processed in the same application

- Food service
- Grocery
- Envelope
- Cooling


One fewer application to learn and maintain

Office and appliance and water rebates combined with residential offering for simplified process

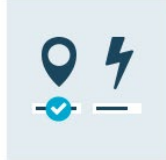


Now that you have finished the hard work of installing energy efficient equipment or other improvements to your building, Efficiency Works Business wants to make it easier to reduce the up-front costs so you or your client can continue to save on utility bills and operate more sustainably. Simply follow our three-step process to apply for your facility retrofit rebate.


If you have any questions, contact us at [970-229-4823](tel:970-229-4823) or [business@efficiencyworks.org](mailto:business@efficiencyworks.org)



**Step 1**  
Select the types of rebates you want from the menu below.



**Step 2**  
Provide location and utility information.



**Step 3**  
Complete the application forms for the rebates selected, including client/facility information, attach documents pertaining to the rebates and click "submit."

# 2024 – 25% bonus

Beginning January 1, 2024, for projects completed by November 15, 2024

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## Eligible categories include:

- Lighting
- Food service
- Grocery
- Building envelope
- Cooling
- VFDs

# Community Efficiency Grant

Helping those that serve the community

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## Additional 1.5 times the standard rebate amount

- Pays up to 100% of project cost
- Standard rebate caps apply
- Eligible multifamily properties and non-profit businesses
- Rebate and grant application submitted starting January 1, 2024
- Project must be completed by November 15, 2024



# 2024 CEG eligibility criteria expansion

## All multifamily properties and community service organizations

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### Community service organizations (Must select 2 or more)

- The applicant is an IRS 501(c)3 nonprofit organization in good standing with the State of Colorado.
- The application is a community service provider, defined as a non-profit, tax-exempt entity whose core mission is to provide one of the following critical services: (must select at least one)
  - Childcare centers in dedicated commercial spaces
  - Community centers
  - Disability service providers
  - Domestic violence centers
  - Emergency services organizations
  - Family support organizations
  - Food pantries
  - Homeless shelters
  - Immigration service providers
  - Job training and workforce development services
  - Libraries not owned by a town or municipal government
  - Mental and behavioral health facilities
  - Rehabilitation providers
  - Women's or children's shelters
- The applicant is a place of worship with low-income or community welfare services provided directly from the organization. Efficiency upgrades must be completed in facility area providing low-income services to qualify. A summary of services and what parts of the facilities they are provided in, must be submitted along with this application.
- Other (if there are additional eligibility considerations, please tell us why your business/organization should qualify for this grant):

### Multifamily properties

- The applicant's building has 5 or more residential units and a commercial electricity meter.
- Other (if there are additional eligibility considerations, please tell us why your business/organization should qualify for this grant):

# Retrocommissioning implementation incentives

In addition to covering the study costs, incentives to cover the customer commitment

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Category	Implementation Incentive
RCx light path	\$2,500 per approved project
RCx full path	\$10,000 per approved project

- To be eligible, must use an approved RCx service provider
- RCx application must be approved on or after January 1, 2023.
- RCx implementation upgrades must be completed and submitted for payment within:
  - 6 months of incentive upgrade approval for RCx light path participants.
  - 12 months of incentive upgrade approval for RCx full path participants.



# Performance Plus eligibility expansion

## Performance Plus

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### Qualifications

- Commercial business customers
- Stand-alone rooftop units and/or air handler units
- Routine maintenance contract with a listed service provider

### Benefits

- High-quality maintenance at a reduced price
- Improved reliability and performance of cooling equipment
- Reduced energy use and cost
- Seamless process with service providers

### Typical Savings

- 250 kWh per ton saved annually

## RCx light

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### Qualifications

- Estimated facility energy savings >75,000 annual kWh
- Must have an existing BAS system
- \$2,500 implementation commitment from customer

### Benefits

- Study 100% funded up to \$15,000
- Study with list of low-cost improvements as well as recommendations for larger capitol projects to consider in the future.
- Connection to other program offerings for projects outside of RCx

### Typical Savings

- 75,000 kWh saved annually

## RCx full

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### Qualifications

- Estimated facility energy savings >200,000 annual kWh
- Must have an existing BAS system
- \$10,000 implementation commitment from customer

### Benefits

- Study 100% funded up to \$40,000
- Study with list of low-cost improvements as well as recommendations for larger capitol projects to consider in the future.
- Connection to other program offerings for projects outside of RCx

### Typical Savings

- 300,000 kWh saved annually





# Door prize





# Service provider support

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“You got a friend in me”

# Service provider development grant

## We want you with us on our journey

Support to continue your team's growth and skill development within efficiency.

- Up to \$2,000 available per service provider per calendar year
- Find an efficiency training and Efficiency Works Business will help pay for it
- Send staff to attend select Efficiency Works Business trainings and receive standardized compensation for their time

Listed service provider	
Annual training maximum:	\$2,000
Amount reimbursed for custom training:	50%
Minimum reimbursement:	\$75

# Service provider training portal

## Free on demand, short videos on selling energy

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Year long license to Selling in 6 commercial and industrial on-demand sales training

- Industry leading training boiled down into 6-minute videos
- Over 100 videos on selling commercial energy upgrades

Additional offerings

- Quarterly webinars
- Monthly mastermind coaching calls
- One on one proposal reviews with Mark Jewell



# Maintaining a quality service provider list

## Listing requirements

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- Complete at least 1 project through the Efficiency Works Business program per calendar year
- Attend at least 1 Efficiency Works Business training per calendar year
- Consistently pass inspections (field conditions match the application and supporting documents)
- Uphold the ethics requirements in the service provider agreement
- Renew service provider application and agreement every 2 years
- Maintain a general liability insurance policy

## List maintenance: De-listing timeline

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- February 2024 service providers who did not meet the listing requirements for 2023 will be delisted
- Notifications will be sent prior to delisting
- Service providers can be relisted once requirements are met



# Offerings and programs outside Efficiency Works

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“Reach for the sky”

# State of Colorado legislative updates

## HB21-1286 – AQCC Regulation 28

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### **Benchmarking Requirements and Building Performance Standards**

- Includes commercial buildings 50,000 ft<sup>2</sup> and larger
- Benchmarking reporting starting June 1, 2024
- Building performance requirements start 2026 with an interim EUI target and other target set for 2030

## HB23-1161

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### **Expansion of the list of appliances subject to statutory Water and Energy Efficiency Standards**

- Phased requirements with implementation dates in 2024, 2025, and 2026
- Includes products such as commercial kitchen equipment, smart thermostats, toilets, urinals, and lamps/bulbs

# Other resources to support projects

## Additional financial resources

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### **Boulder County Partner's for a Clean Environment (PACE)**

#### **Colorado Energy Office programming**

- Charge Ahead Colorado EV charging funding
- Clean Air Program (CAP) Grants

#### **Colorado Commercial Property Assessed Clean Energy Program (C-PACE)**

- Commercial, industrial, multifamily, and agricultural property owners to finance up to 100% of the cost of eligible energy efficiency, renewable energy and water conservation improvements
- Private capital providers offer financing at competitive rates with repayment terms up to 25 years

### **Internal Revenue Code (IRC) Section 179D**

- Energy efficient commercial building property (EECBP) or energy efficient commercial retrofit property (EERBP) may be able to claim a tax deduction
- Eligible property must be installed as part of interior lighting, HVAC and hot water systems, or building envelope
- Deduction starts at \$0.54 per ft<sup>2</sup> provided an energy savings of 25% has been achieved, additional deductions based on each additional percentage point above 25% and bonuses for meeting prevailing wage and apprentice standards





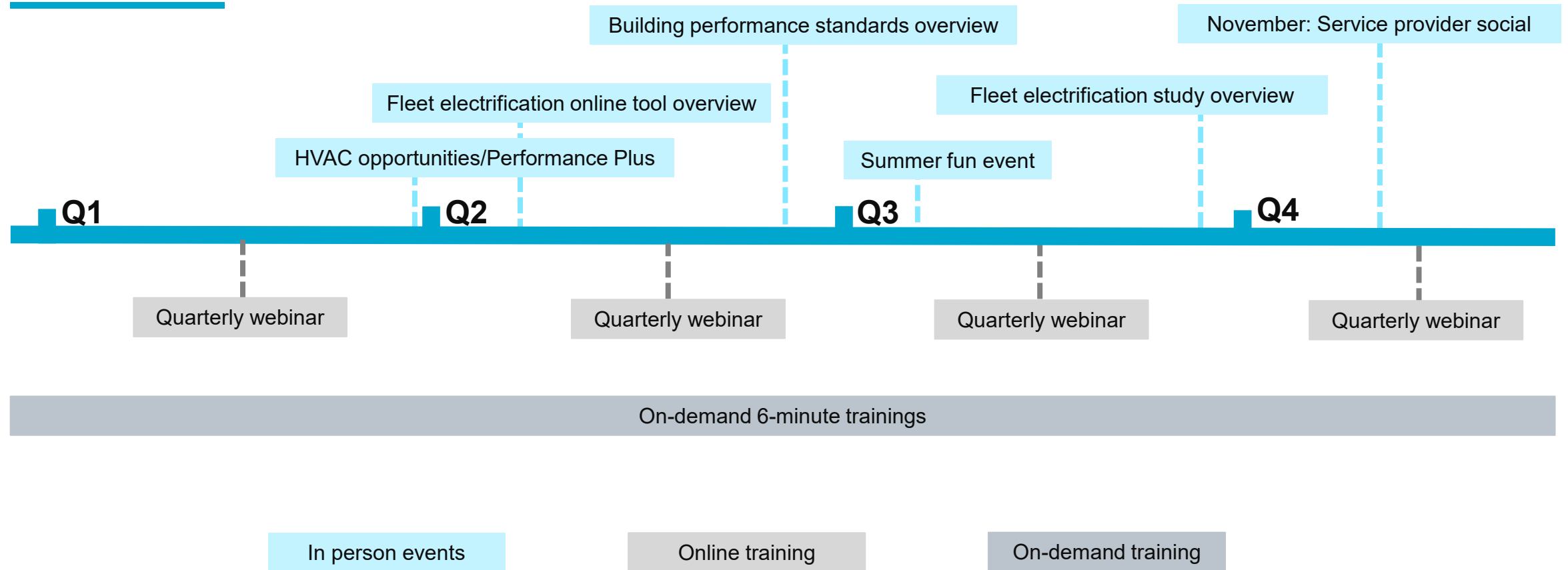
# 2024 training and events

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“Do you read me? Star Command!”

# 2024 events

## A variety of ways to participate





# Door prize





# **2023 Efficiency Works Business service provider contributor awards**

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# Largest energy saver: service provider

## Enertech

- Over 1.0M annual kWh savings
- 19 upgrades completed
- Interior and exterior lighting projects
- 16% of 2023 energy savings
- Equivalent to more than 123 household's annual electricity consumption in Loveland

# Largest energy saver: single project

## ROI Energy

- Manufacturer in Fort Collins
- Over 520,000 annual kWh savings
- Interior lights throughout the campus, including lights over manufacturing equipment
- Estimated \$40,608 annual electric savings
- Equivalent to more than 66 household's annual electricity consumption in Fort Collins

# Most innovative project

## Cardinal Glass – custom carbon fan blades project

- Installed carbon fiber fan blades on their process blowers in the glass tempering process to reduce the weight and allow for better control of fans being turned down/off when not needed
- More than 360,000 kWh annual energy savings
- ~\$30,000 estimated annual savings

# Community impact award

## Enertech

- Completed projects in Fort Collins, Longmont, and Loveland
- 12 Community Efficiency Grant lighting projects completed in 2023
- Lighting upgrades saving over 700,000 kWh annually
- Works to find lowest-cost solutions for the customer



# Honorable mention: participation in new offering

## Merit Electric

- First service provider to participate in our Level 2 Public EV Charging incentives
- Installing 2 public EV charging ports for a total of \$10,000 in incentives from Efficiency Works
- Also participates in our lighting retrofit rebate program

# Performance Plus – most RTUs serviced

## Touchstone CBS

- More than 350 RTUs have had enhanced maintenance performed at 28 customer locations
- More than 2,360 tons of cooling will now operate more efficiently
- More than 500,000 kWh saved
- Equivalent to more than 57 household's annual electricity consumption in Longmont

# Retrocommissioning – most completed projects

## McKinstry

- 17 completed RCx projects in 2023, 13 RCx light and 4 RCx full projects
- Saving over 1,000,000 kWh annually
- Equivalent to more than 123 household's annual electricity consumption in Fort Collins
- Over 40 other projects in progress

# Thank you for your hard work

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Please enjoy your evening



Estes Park | Fort Collins | Longmont | Loveland