



Efficiency Works<sup>™</sup>  
Business

# 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

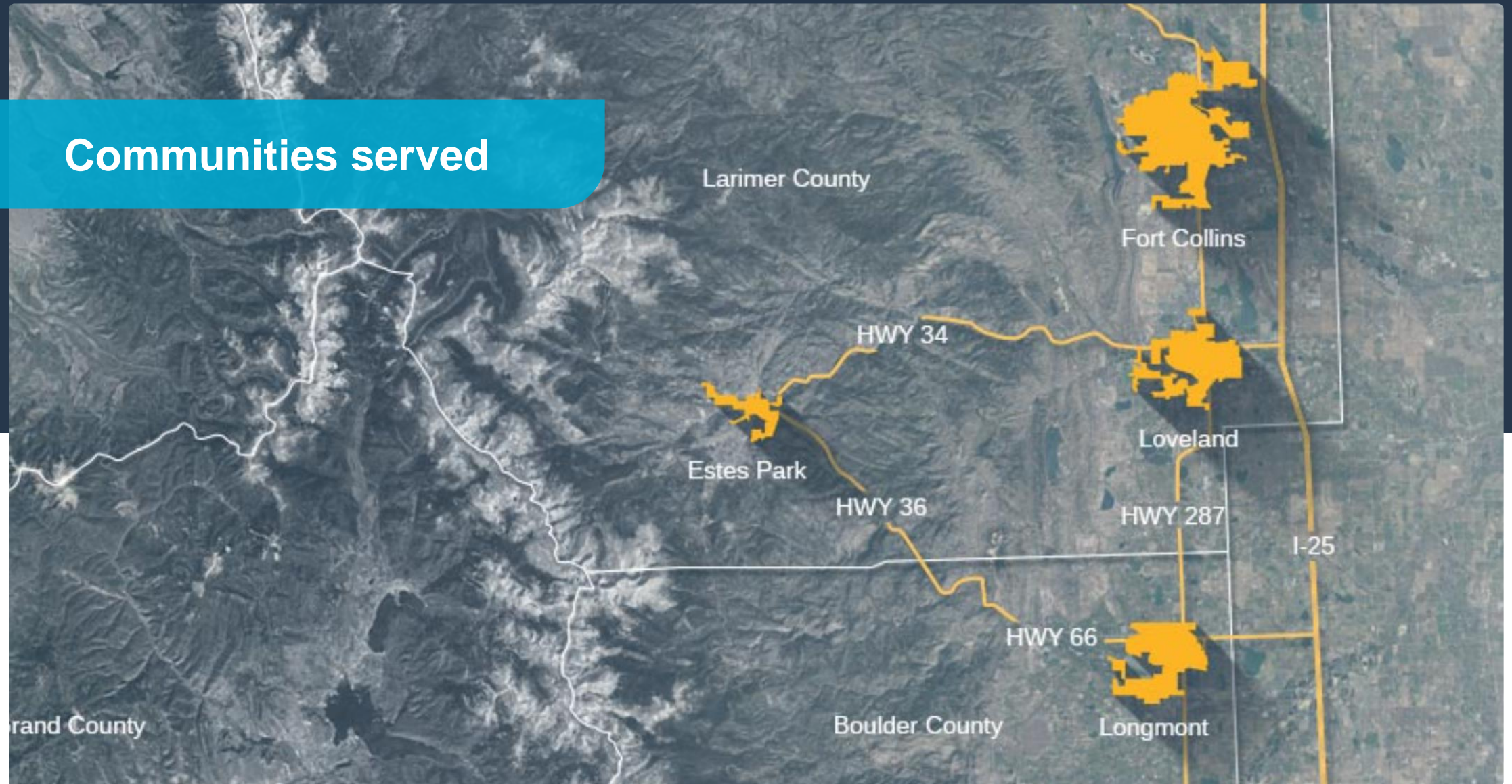
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- Platte River began operations in 1973
- Owner communities: Estes Park, Fort Collins, Longmont and Loveland
- Governed by an eight-member board of directors comprised of each mayor and a person appointed by each owner community's governing body
-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



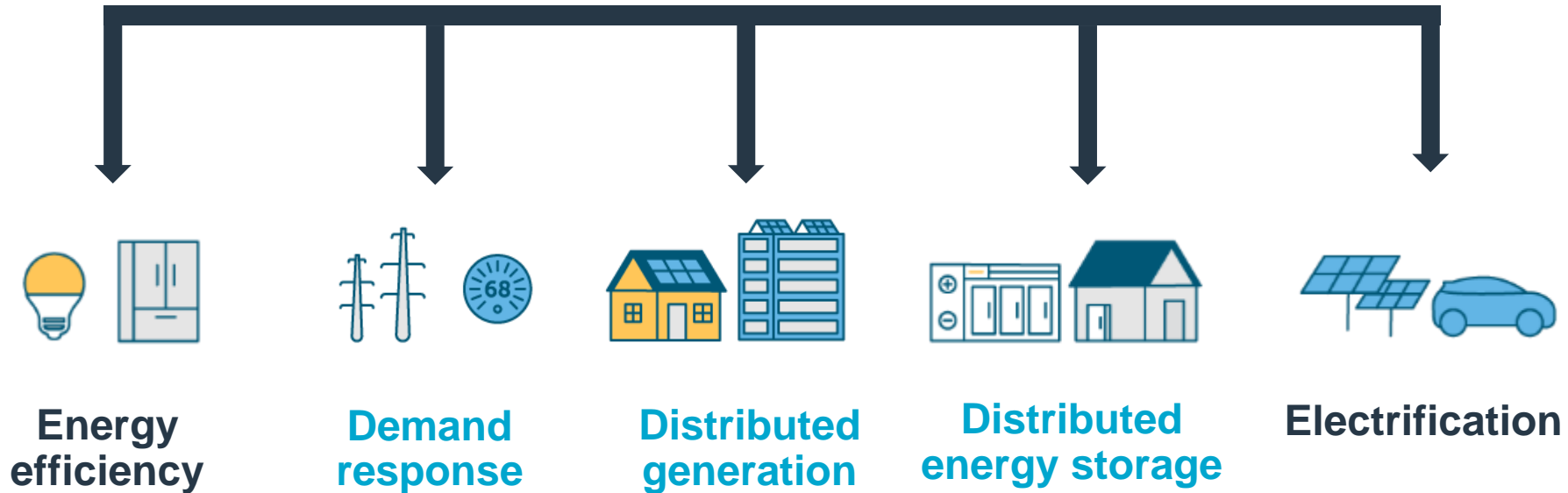
**Platte River**  
Power Authority

## Communities served



# Platte River Power Authority

## Distributed energy resources





## Using a trusted resource to connect with customers

**Efficiency Works** is a **regional utility collaboration** that provides guidance and resources to enable **customers** to **use energy effectively**, work toward a noncarbon energy future and build strong, resilient communities for customers served by Platte River Power Authority and its owner communities of Estes Park, Fort Collins, Longmont and Loveland.

# 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



**Eliana Lanz**

Longmont Power & Communications

**Role:**

Program planning and implementation support



**Carl Woodworth**

Loveland Water and Power

**Role:**

Program planning and implementation support



 **Efficiency Works™**

**10**  
**YEARS**

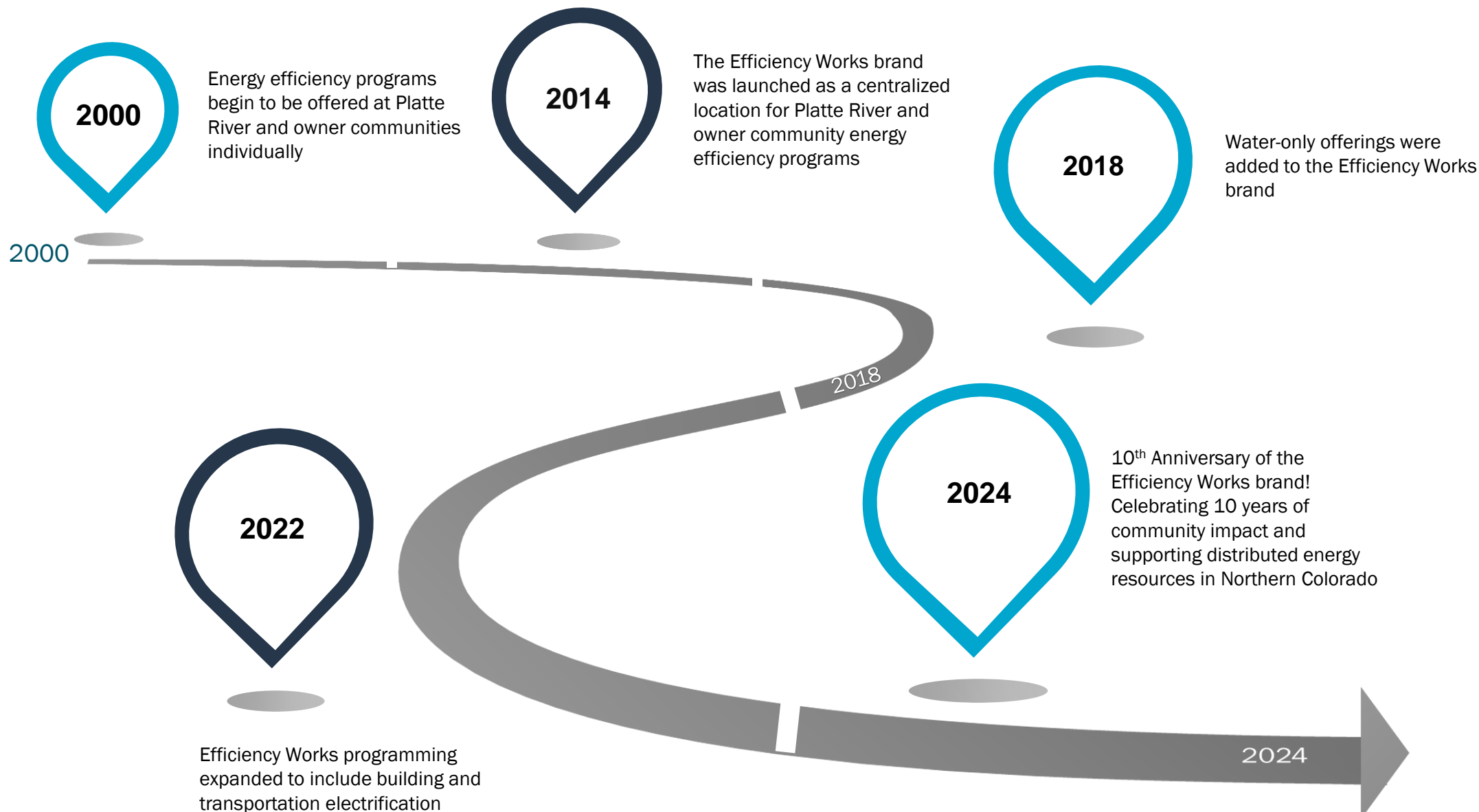


Door  
prize!



# **Program successes**

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# Ten years of impact

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## Business

Over 300 service providers participated

Over 19,000 LED lamps installed

Over \$50 million rebates paid



Over 190,000 MWh saved

Over 3,200 upgrades

Over \$17 million saved in electricity costs



# 2024 so far

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## Business

45 service providers participated

38 RCx projects completed

Over \$3 million rebates paid



Over 10,250 MWh saved

295 upgrades

Over \$1 million saved annually



# Community Efficiency Grant

Additional funding available to non-profit, community service providers and multifamily properties.

- Offers an additional 1.5 times the standard rebate amount
- Pays up to 100% of project cost
- Rebate and grant application submitted starting January 1, 2024
- Project must be completed by November 15, 2024

## Eligibility:

- A commercial electric meter served by an eligible electric utility
- Meet the criteria outlined on and have an approved CEG application

Record impact in our communities!



Get started today at [EfficiencyWorks.org/business/rebates](https://EfficiencyWorks.org/business/rebates)

# Building Tune-up continues to shine

Facilitating improvements to building controls and HVAC maintenance

**Record RCx participation!**



# Income qualified programs through CARE

## Services:

- Advising and assessment
- Health and safety
  - Diagnostic testing
  - Prevention and monitoring
- Retrofits
  - Weatherization
  - Heating and cooling
  - Water heating
  - Appliances
- Electrification

## Eligibility:

Residential meter served by an eligible electric utility, minimum income requirements

Record impact!



Learn more at [EfficiencyWorks.org/CARE](https://EfficiencyWorks.org/CARE)

# STEAM mobile classroom

Efficiency Works and Platte River Power Authority are proud sponsors of the CSU Energy Institute's STEAM Mobile Classroom. Together, we hope to inspire the next generation to meaningfully engage with clean energy by providing students authentic, hands on learning experiences.

## 2024 impact so far:

- 60 events held
- 28 schools in Efficiency Works territory visited
- 1,700 students engaged





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prize!



# 2025

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10 updates and reminders



# Kali Osborn

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**Platte River Power Authority**  
**Distributed energy solutions program manager**



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**\$10,000 preapproval requirement**



# 2025 customer incentive caps

## Standard incentive

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- Per project\*: up to \$50,000
- All incentives are first come first serve and subject to budget availability

## 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

\*Project definitions and phased approach guidelines to be clarified in 2025 program guide

\*\*Over \$100,000 in incentives to a single customer in one or more projects in a calendar year may be subject to available budget and cost effectiveness of project(s), and must be approved by program staff



**9 updated office & appliance measures**

# Efficiency Works Store

Compare thousands of products to find the most efficient choice for your needs.

- Browse products from residential-style appliances to lawn and garden equipment
- Instant rebates\* on select equipment that can be combined with manufacturer promotions

**Eligibility:**

\*Electric meter served by an eligible utility

A woman with long dark hair, wearing a bright yellow sweater and blue jeans, is sitting on a light green sofa. She is smiling and looking at a silver laptop open on her lap. The sofa has several patterned pillows in shades of teal and orange. In the background, there is a white shelving unit with various decorative items, including a white sphere and some plants. The room is well-lit, suggesting a modern and comfortable living space.

Find the right product at the right price

Start shopping today at [EWStore.org](https://www.ewstore.org)

# Appliance recycling

Free up the grid and your electricity costs by recycling that old fridge or freezer!

- Free pick up of working (cooling) 10-30 cu. ft. refrigerators or freezers
- Can add on a mini fridge or room/window A/C unit with your larger appliance pick up for free
- Businesses eligible to participate, bulk pickup options available

## Eligibility:

Electric customers of Estes Park, Fort Collins and Longmont

Convenient, responsible recycling



Learn more and schedule your pickup at [EWRecycle.com](https://www.ewrecycle.com)

# 2025 rebates

## Office & appliance

Equipment Type	Requirement	Rebate
Advanced Power Strip	Motion/schedule	\$7-\$20
Vending machine controls	Motion/schedule	\$90
Air purifier	ENERGY STAR®	\$50
Smart thermostat for residential HVAC systems	ENERGY STAR®	\$50
Smart thermostat for electric baseboard heaters	Wi-Fi connectability, app interface	\$75
Clothes washer, commercial	ENERGY STAR®	\$25-\$355
Clothes washer, residential grade	ENERGY STAR®	\$25-\$100
Dishwasher, residential grade	ENERGY STAR®	\$25
Refrigerator, residential grade	ENERGY STAR®	\$50
Induction range/cooktop		\$50
Heat pump dryer	ENERGY STAR® most efficient	\$50-\$100
Residential-type refrigerator/freezer recycling	Must be in working condition	\$35*
Heat pump water heater	ENERGY STAR®	\$400-\$600

\*\$35 rebate is for taking qualified appliances to a local recycling facility

# 2025 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
- Smart plugs are ineligible

# 2025 rebates

## Building Operator Certificate (BOC) incentive

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Category	Criteria	Incentive
Building Operator Certificate Level I or Level II	Attendee must function as building operator for a building 50,000 sqft feet or greater. Proof of class completion and certification completion	\$1,200 per attendee per building

- Preapproval required
- Proof of enrollment in Building Operator Certificate class (level I or level II) required at preapproval
- Final payment requires proof of class completion
- Incentive is only available for one operator per 50,000 sq. ft or greater building. If enrolling more than one operator, proof of proof of multiple 50,000 sq. ft. or greater buildings and explanation of roles for attendees is required
- Subject to rebate caps
- BOC incentives are ineligible for any bonuses and grants being offered in 2025

### Next class:

- March 13<sup>th</sup> through June 12<sup>th</sup> 2025
- Includes a new class on electrification and building operation



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## **8 Selling Energy Webinars for Efficiency Works service providers**



# 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

- 8 live webinars with recordings available throughout the year
- Monthly mastermind coaching calls
- One on one proposal reviews with Mark Jewell



# Service provider development grant

## We want you with us on our journey

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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



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**7 requirements to maintain listing status**

# 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
- Additional training requirements for some specialties

## List maintenance: De-listing timeline

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- March 2025 service providers who did not meet the listing requirements for 2024 will be delisted
- Notifications will be sent prior to delisting
- Service providers can be relisted once requirements are met



**6 months for RCx light and 12 months  
for RCx full for timely implementation bonus**

# Building Tune-up

Incentives to optimize building control systems and improved maintenance practices.

## Performance Plus

Partnering with local HVAC service providers to improve commercial HVAC performance through enhanced maintenance.

## Retrocommissioning

Expert building analysis of building automation systems, retrocommissioning services and energy optimization to help lower energy costs from HVAC systems.

## Eligibility:

A commercial electric meter served by an eligible electric utility

Enhance HVAC performance by connecting with a service provider



Get started today at [EfficiencyWorks.org/business/building-tune-up](https://EfficiencyWorks.org/business/building-tune-up)

# Retrocommissioning implementation incentives are back

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.





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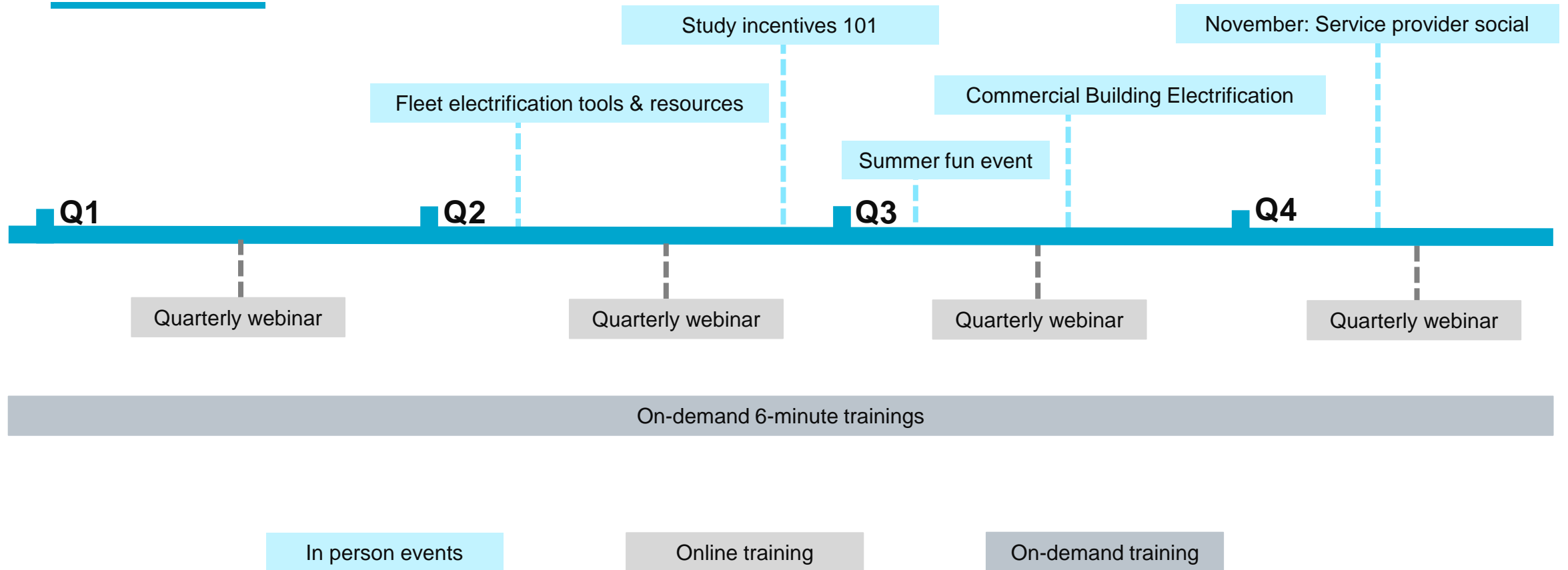


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**5 Efficiency Works lead training opportunities**

# 2025 events

A variety of ways to participate





**4 study incentives**

# Fleet electrification study incentives

Funding to help fleet managers understand what electrification of their fleet might look like and what vehicles are currently available.

Three straightforward steps:

1. Start with our free EV Planner tool
2. Begin an in-depth fleet electrification study
3. Complete the study with a listed service provider

## Eligibility:

A commercial electric meter served by an eligible electric utility

Start your journey with the Efficiency Works EV Fleet Planner today



Get started today at [EfficiencyWorks.org/business/fleet-electrification](https://EfficiencyWorks.org/business/fleet-electrification)

# Additional study incentives coming in 2025



## Building performance standards compliance study incentives

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Funding to help offset the cost of working with a consultant to identify a path to compliance with the State of Colorado Building Performance Standards



## Building & process electrification study incentives

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Funding to help offset the cost of working with a consultant to identify a path to electrify building loads include process loads where applicable



**3 new water measures**

# 2025 rebates

Double toilet and urinal incentives  
January 1 – March 31, 2025

Water - ~20% increase across the board

Equipment Type	Requirement	Rebate
Fort Collins, Longmont and Loveland water customers eligible		
Tank toilet	<= 1.1 GPF	\$30-\$90
Flushvalve toilet	<1.28 GPF	\$95-\$130
Urinal	<= 0.125	\$95-\$130
Commercial clothes washer vended	ENERGY STAR®	\$330
Commercial clothes washer non-vended	ENERGY STAR®	\$165
Ice machine	ENERGY STAR®	\$130
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®	\$75
Showerhead	1.5 gpm or less	\$30
Sub-metering smart water monitor	Clamp-on installation. WiFi or cellular data connection	\$50
Weather-based irrigation controller or add-on	WaterSense labeled	\$65



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**2 service types eligible for the  
Community Efficiency Grant**



# Community Efficiency Grant

Additional funding available to non-profit, community service providers and multifamily properties.

- Offers an additional 1.5 times the standard rebate amount
- Pays up to 100% of project cost
- Rebate and grant application submitted starting January 1, 2025
- Project must be completed by November 15, 2025

## Eligibility:

- A commercial electric meter served by an eligible electric or water utility
- Meet the criteria outlined on and have an approved CEG application

Now available for water incentives!



Get started today at [EfficiencyWorks.org/business/rebates](https://EfficiencyWorks.org/business/rebates)

# 2025 CEG eligibility criteria

## 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):



**1 application for all retrofit rebates**

# 2025 LED lighting rebates

Custom for premium lighting contractors and authorized OnSite users

New LED type	Rebate (\$/Watt Reduced)
LED fixture	\$1.00
LED retrofit	\$0.50

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

## Prescriptive – NEW for everyone else

Prescriptive lighting rebate	Rebate
LED downlight	\$20-\$30
LED security light	\$50
LED high bay	\$200
LED linear ambient	\$50
LED parking garage/fuel canopy	\$155
LED ceiling/close-to-ceiling mount	\$20
LED pendant	\$20
LED sconce	\$20
LED pole/area light	\$250
LED troffer/panel fixture	\$45-\$75
LED wall pack	\$160
LED panel retrofit	\$25
LED linear retrofit	\$10
LED mutli-level controls	\$15
LED DLC networked controls	\$25

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.

# 2025 rebates

## Custom

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Category	Rebate
Energy	\$0.10 per kWh (first year)
Summer peak demand	\$500 per kW
Process electrification	\$0.25 per kWh electrified
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 program guide for all restrictions.



Door  
prize!



# **2024 Efficiency Works Business service provider contributor awards**

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Awards based on applications submitted and  
processed for payment 1/1/24 – 11/11/24

# Largest energy saver: service provider

## Enertech

- Over 750,000 annual kWh savings
- 27 upgrades completed
- Projects completed in Fort Collins, Longmont, and Loveland
- Interior and exterior lighting projects
- 14% of 2024 retrofit energy savings as of 11/11/2024
- Equivalent to more than 92 household's annual electricity consumption in Loveland



# Largest energy saver: single project

## City of Longmont

- Waste Water Treatment Plant custom incentive
- Over 650,000 annual kWh savings
- Upgraded to a more efficient blower and are better able to match energy consumption with production need
- Estimated \$74,000 annual electric savings
- Equivalent to more than 75 household's annual electricity consumption in Longmont

# Most innovative project

## CoolSys Energy Solutions

- Installed refrigeration float controls at a grocery store in Longmont to reduce wasted energy in refrigerated cases
- More than 200,000 kWh annual energy savings
- ~\$23,000 estimated annual savings

# Community impact award

## Enertech

- Completed projects in Fort Collins and Longmont
- Completed projects for both non-profits and multifamily properties
- 17 Community Efficiency Grant lighting projects completed in 2023
- Lighting upgrades saving over 500,000 kWh annually
- ~\$50,000 estimated annual savings
- Works to find lowest-cost solutions for the customer

# Honorable mention: Summit Success

## Pure

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- Most projects completed in Estes Park in 2024
- 3 projects completed and paid, 1 waiting to be processed
- Saved over 45,000 kWh
- ~\$6,000 estimated annual savings

# Performance Plus – most RTUs serviced

## Touchstone CBS

- More than 278 RTUs have had enhanced maintenance performed at 26 customer locations
- More than 1,680 tons of cooling will now operate more efficiently
- More than 400,000 kWh saved
- Equivalent to more than 46 household's annual electricity consumption in Longmont

# Retrocommissioning – most completed projects

## McKinstry

- 37 completed RCx projects in 2024, 26 RCx light and 11 RCx full projects
- Saving over 3,500,000 kWh annually
- Equivalent to more than 450 household's annual electricity consumption in Fort Collins
- 8 additional RCx projects in process

# Thank you for your hard work

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Please enjoy your evening



Estes Park | Fort Collins | Longmont | Loveland