Efficiency Works™

Estes Park Power & Communications | Fort Collins Utilities | Longmont Power & Communications | Loveland Water and Power | Platte River Power Authority

Efficiency Works Business Programs Guide 2021

Revised: January 2021

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EFFICIENCY WORKS BUSINESS OVERVIEW

Efficiency Works is a collaboration of common efficiency programs between the utilities of Estes Park Power & Communication, Fort Collins Utilities, Longmont Power & Communications, Loveland Water and Power and Platte River Power Authority. Efficiency Works can help improve the comfort of your home or business, save money on your utility bills and support environmental stewardship.

The Efficiency Works Business programs help identify and implement cost-effective efficiency upgrades for new or existing buildings. Offering the same quality product or service while cutting bottom-line costs is a win-win for any business. The Efficiency Works Business programs can help; we can provide a free facility assessment, connect you with a contractor to perform efficiency upgrades, and best of all - provide rebates for any upgrade that saves energy and/or water. Efficiency Works staff can provide as much or as little help as you want during the efficiency upgrade process. Our goal is to make your project a success.

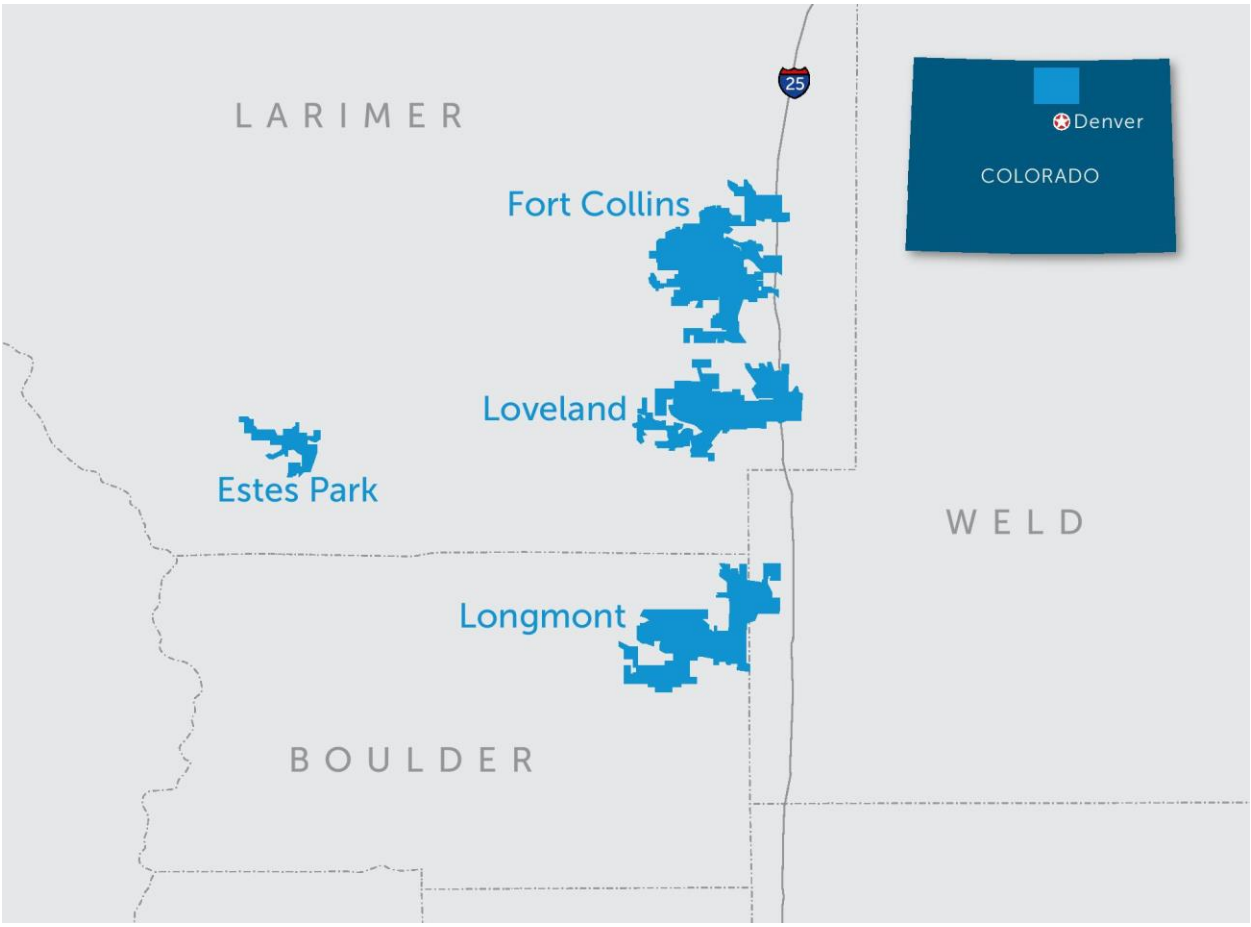
CONTACT INFORMATION

For more information, clarification, or to speak to a member of the Efficiency Works Business Team:

- Visit us at **www.EfficiencyWorks.Org**
- Email us at **Business@EfficiencyWorks.org**
- Call us at **970-229-4823**

UTILITY SERVICE TERRITORY

Efficiency Works Business is the efficiency program for commercial customers of Estes Park Power & Communication, Fort Collins Utilities, Longmont Power & Communications and Loveland Water and Power (i.e. the owner communities served by Platte River Power Authority), as illustrated below.



For a more detailed and interactive map, visits the Efficiency Works website to access our Google Map.

GENERAL PARTICIPATION REQUIREMENTS

ELIGIBILITY

A project is eligible to participate in Efficiency Works Business program if all of the following are true. For questions about site eligibility, contact Efficiency Works Business at 970-229-4823.

- Project site is served by one of the four following electric utilities: Town of Estes Park Power & Communication, Fort Collins Utilities, Longmont Power & Communications, Loveland Water and Power. If applying for water efficiency rebates, project site water service must be served by Fort Collins Utilities, City of Longmont or Loveland Water and Power.
- Replacing working existing equipment with new energy or water-efficient equipment or installing new energy or water efficient equipment in a new or existing commercial building or site.
- All equipment meets the specifications required to receive a rebate.
- Rebate must be expected to be higher than $50 for all projects.
- Rebates cannot exceed 100% of the project cost.

TERMS AND CONDITIONS

By submitting an Efficiency Works Business application, the participant acknowledges that they have read, understand and agree to be bound by all requirements, terms, and conditions of the Efficiency Works Program including, but not limited to, the Terms and Conditions set forth on the Sign Request for Payment pages of the Rebate Application.

COST EFFECTIVENESS

To qualify for rebates, energy and water efficiency measures must be cost effective as solely determined by Efficiency Works. Efficiency Works reserves the right to re-calculate pre-approved project rebates (increased or decreased) to reflect changes in project scope of work or other factors.

- Equipment is eligible for rebate based on the final commissioning or installation date not the purchased date. Projects that are submitted for preapproval and preapproved will be governed by the rules of the program at the time of preapproval.
- Efficiency Works reserves the right to adjust rebates in the future as market conditions change.
- Efficiency Works reserves the right to verify sales receipts and cancelled checks.

ON-SITE VERIFICATION

Efficiency Works reserves the right to verify project installations on-site prior, during, or after the installation of the project.

Basic verification guidelines include:

- Efficiency Works will inspect at their discretion based on the project scope, estimated rebate and savings to be achieved, and random sampling. Efficiency Works will coordinate with the customer and/or contractor for site access as needed.
- Efficiency Works will be responsible for verifying project implementation, start-up or commissioning details, and other verification activities, including site inspections. Participants and their program partners may be required to provide supporting documentation, information or materials and access to plant and equipment operations to complete the verification process.

On-site verification is defined as an on-site inspection to verify that a project was completed as intended including: all steps were taken to complete installation, equipment was installed as invoiced, assumptions were put in practice, calibrations were completed, etc. Verifications are completed prior to the issuance of a rebate check to the participant; therefore, savings analysis can be adjusted prior to the issuance of the check if changes in scope are observed.

BUSINESS PROGRAMS

1. REBATE OFFERINGS

The Efficiency Works Business Rebate offerings provide rebates for virtually anything that saves electricity. A description and additional requirements for each of the offered prescriptive rebates is provided in this section. If a prescriptive rebate is not available for your technology or project, please refer to the custom rebate section below. Efficiency Works will review qualifying prescriptive program equipment periodically and may adjust measures and eligibility requirements in the future as market conditions and equipment standards change.

1.1. FREQUENTLY ASKED QUESTIONS

Q: **Do I have to use a listed contractor?**
A: No, anyone can take advantage of the Efficiency Works Business rebates. Efficiency projects can be completed in-house or contracted to a third party. Listed contractors have demonstrated program knowledge through previous project completion and when possible have been rated by customers based on their previous work in the Efficiency Works Business programs.

Q: **Do I need to get pre-approval?**
A: If your estimated rebate is greater than $10,000, pre-approval is required. In addition, all VFD, custom projects and new construction incentives must also be pre-approved. For rebate sums between the minimum $50 threshold and $10,000 no pre-approval is required. The current pre-approval process is in place so eligibility, energy savings, and rebate amounts can be clarified, and funding can be reserved resulting in mutual benefit for the customer and the Efficiency Works Business Programs. Re-approval from Efficiency Works is required if the final rebate amount is expected to exceed more than 10% of the pre-approved rebate amount, or equal to 110% of the preapproved rebate.

Q: **How long does it take to get a project pre-approval?**
A: A response to project pre-approval typically occurs within two business days. If the total project rebate exceeds $10,000 and requires energy advising, gets selected for a random pre-inspection, or comes at a time of high demand pre-approval evaluation may be delayed.

Q: **How long does it take to get the rebate?**
A: Rebate payments are typically processed and paid within 4-6 weeks of the program receiving final paperwork. In some cases, post-inspection may be required prior to the release of the rebate payment.

Q: **Can I get the rebate before the project is completed?**
A: No, in the interest of claiming accurate energy savings, rebate payment cannot be made before the project is confirmed as completed. All documents required before payment is disbursed are listed on Page 12 of the Efficiency Works Business Rebate Application.

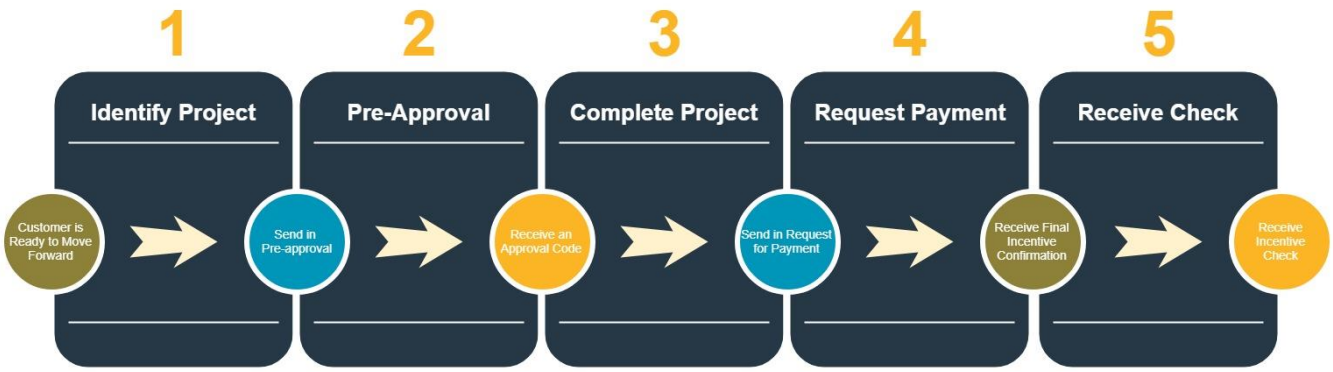
Q: **What qualifies for a rebate?**
A: Qualifying energy efficiency equipment is kept up to date on the Efficiency Works Business Rebate Application. On the application, equipment is sorted by type and listed in drop down menus. If you have a question about an unlisted energy efficiency upgrade or a custom project, please email Business@EfficiencyWorks.org with the equipment and project details.

Q: **Who is eligible for a rebate?**
A: To qualify for a rebate through Efficiency Works Business programs one must be a commercial electric customer of one of the following: Town of Estes Park Power and Communication Department, Fort Collins Utilities, Longmont Power and Communications, or Loveland Water and Power. Water efficiency rebates are available for Fort Collins Utilities, Longmont Power & Communications, and Loveland Power and Water customers.

Q: **Can my contractor be paid the rebate?**
A: Rebate payment can be sent to either the contractor or the participant upon completion. It is the responsibility of the participant and contractor to work out the details of rebate payment prior to any work being performed. If a participant decides to have the rebate paid to the contractor, the amount of the rebate must be shown as a discount on the final project invoice.

Q: **Does Efficiency Works guarantee the installation quality?**
A: Efficiency Works does not guarantee the accuracy of information or quality of work provided by any contractor, listed or otherwise.

1.2. REBATE APPLICATION PROCESS



1. Identify Project
    - Determine project eligibility. The project site must be an electric customer of Town of Estes Park Power & Communication Department, Fort Collins Utilities, Longmont Power & Communications, or Loveland Water and Power. For water rebates, the customer must be a water customer of Fort Collins Utilities, Longmont Power & Communications, or Loveland Water and Power.
    - Incentive funds are subject to change without notice. Check the announcements on www.EfficiencyWorks.org for recent program changes or contact Efficiency Works for more information.
    - Download or submit the most recent version of the Rebate application from www.EfficiencyWorks.org.
    - Contact a vendor, contractor, consultant, engineer, Utility Representative, or Efficiency Works for help with this application if needed.
2. Submit for Pre-Approval if required
    - Verify site and equipment eligibility.
    - Submit a Rebate Application along with a project proposal showing eligible equipment via email to business@efficiencyworks.org.
    - Rebate requests will be reviewed on a first-come, first-served basis until all rebate funding has been committed.
3. Get Pre-Approval. If the project meets program rules, a pre-approval code will be issued reserving rebate funds.
    - Energy advising, or a facility assessment is required prior to pre-approval if the total rebate is $10,000 or more.
    - Projects are selected for pre-inspection on a random basis.
    - Program rebate funds will be reserved for up to 45 days beyond the estimated project completion date listed in the approved Efficiency Works Rebate Application upon pre-approval. Extension of the project completion date may be granted, pending available budgets and Efficiency Works staff approval.

Extension requests shall be submitted in writing and approvals, if offered, will be provided in writing.

4. Complete Project. Install products per program requirements and all applicable building and land use codes.
    - Document and inform Efficiency Works of any changes to the product installed or project scope – this may affect the final rebate amount.
5. Submit Final Paperwork.
    - Documents required to be submitted for rebate payment are listed on Page 12 of the Rebate Application.
6. Receive Rebate Payment.
    - Rebate payment can be sent to the customer or contractor completing the project.
    - Rebate Applications are typically processed and paid within 4-6 weeks of submittal.
    - Post-project inspections may be required prior to release of rebate payment.

1.3. REBATE AVAILABILITY

Rebate requests will be reviewed on a first-come, first-served basis until all rebate funding has been committed. Upon receipt of an Efficiency Works Business Rebate Application, program staff will review the project for eligibility and, if eligible, the participant will be notified by email of project preapproval and receive an approval code. Program rebate funds will be reserved for up to 45 days beyond the project completion date listed in the approved Efficiency Works Rebate Application. Extension of the project completion date may be granted, pending available budgets and Efficiency Works staff approval. Extension requests shall be submitted in writing and approvals, if offered, will be provided in writing.

Rebate changes from preapproval

Project scope changes that will significantly affect the total incentive amount (more than 10% increase), require a project update be submitted to Efficiency Works for approval. If you are unsure how changes in your project might affect your incentive, contact Efficiency Works for assistance.

Incentive amounts will not be increased simply because existing fixtures were found to have higher wattage or new fixtures were determined to have lower wattage than listed in the approved application, unless such changes also result in changes in the project scope and/or cost (e.g. PCB ballast recycling costs, more fixtures retrofitted or replaced, etc). If you are unsure how changes in your project might affect your incentive, contact Efficiency Works for assistance.

Rebate caps

Each customer may be limited by an annual cap of $200,000. As incentives increase due to project scope and energy savings on size the incentives will be calculated in three (3) levels based solely on the cost effective energy savings calculations of the efficiency upgrade at the discretion of Efficiency Works, all incentives are dependent on funding availability. The incentive tiers are as follows:

Level 1 – Standard offer incentives up to $50,000

- Rebate calculated based on incentives listed on rebate applications
- Per project incentives up to $50,000 as calculated on rebate applications
- Maximum annual amount per customer per year is $200,000 over multiple projects
- Incentives limited to 100% of project upgrade cost

Level 2 – Incentives from $50,001 to $100,000

- Rebate calculated based on incentives listed on rebate applications
- Incentive is calculated per project
- Minimum annual energy savings of 150,000 kWh
- Incentive calculated on the lowest of the following items
    - Standard offer rebate
    - 75% of project cost
    - Maximum cost to conserve energy of $0.03 kWh
    - 1-year simple payback from energy savings
- Maximum annual amount per customer per year is $200,000 over multiple projects

Level 3 – Incentives from $100,001 to $200,000

- Rebate calculated based on incentives listed on rebate applications
- Incentive is calculated per project
- Minimum annual energy savings of 400,000 kWh
- Incentive calculated on the lowest of the following items
    - Standard offer rebate
    - 50% of project cost
    - Maximum cost to conserve energy of $0.02 kWh
    - 1-year simple payback from energy savings
- Maximum annual amount per customer per year is $200,000 over multiple projects

1.4. EFFICIENCY WORKS BUSINESS APPLICATION INSTRUCTIONS

The most up to date application should always be downloaded or submitted from the Efficiency Works website, as updates are made frequently. Depending on the upgrade type the application may be an Excel workbook or an online form. If the application is based in Excel then Excel is needed to properly view the application and allow all formulas to function as intended.

How to use the Excel based applications:

1. The excel based application has a page (worksheet) listed in tabs at the bottom for each type of rebate (e.g. lighting, motor VFD's, etc.).
2. Enter the customer information and general project information on Page 1.
3. Fill out the rebate page for each type of project you are doing. Click on the worksheet tabs below (for example, lighting retrofits are on Page 2).
4. Determine the total project incentive and enter the project cost information on Page 11. The total estimated incentive will not auto-fill until all required cells are complete on the 1-General Info and project tab(s) of interest.
5. Note that grey cells are calculations and cannot be overridden. Cells below a blue header need to be filled in.

How to use the online based applications:

1. The online based applications have a location to select the upgrade equipment type (e.g. custom, grocery, water etc.).
2. Enter the upgrade and customer information in the online forms 1.
3. Review incentive summary.
4. Attach necessary documents for rebate (e.g. invoice, W9, terms and conditions, etc)
5. Submit application.

1.5. LIGHTING EFFICIENCY

Only Light Emitting Diode (LED) lighting upgrades are eligible for rebates. Rebates for upgrading existing lighting systems are calculated in the "Lighting" section of the application. Lighting upgrades for new construction or major renovations are calculated in the Efficiency Works Business New Construction rebate application.

1.5.1. EXISTING BUILDINGS

Rebate incentives are divided to reflect the difference in upgrading existing fixtures with LED lamps, retrofits or fixtures. Lighting upgrades that incorporate new automatic control systems are eligible for additional incentives. Automatic lighting controls eligible for rebates must improve upon the existing lighting control systems.

For current lighting rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application.

Additional Lighting Rebate Considerations:

- Verification is required if you are claiming fixture wattages that are different than the wattage values automatically populated by the Efficiency Works application; including, but not limited to, incandescent, exit signs, 40W T12 lamp and magnetic ballast input watts, T8 lamps and electronic ballast combined input watt, etc. Verification of equipment and input wattages may be performed by submitting pictures of existing or new equipment showing amperage, volts and/or watts, lamp types, cut sheets, etc.
- All LED products used must be either listed as ENERGY STAR and/or Design Lights Consortium (DLC) qualified. Refer to www.energystar.gov or www.designlights.org for the most up to date list.
- The following items do NOT qualify for lighting rebates:
    - The installation of high efficiency fluorescent or CFL lighting.
    - The replacement of neon outdoor signs to LED signs. Fluorescent signs (e.g. monument or backlit signs) are still eligible for a rebate when upgraded to LED technology.
- All exterior lighting must be full cut-off and must comply with local codes and land planning requirements based on the jurisdiction they are installed.
- It is recommended to consider the illuminance levels (foot candle) of all new lighting installed. A reference to the recommended illuminance levels as determined by the Illuminating Engineering Society of North America (IESNA) Lighting Handbook is in the References section of the program guide.

1.5.2. NEW CONTSTRUCTION AND MAJOR RENNOVATON

New construction and major renovation interior lighting projects are not eligible for the retrofit rebates described above. Instead, they fall into the New Construction Lighting rebate category. New Construction exterior lighting is not eligible for rebates. A major renovation as defined in the Efficiency Works Business program is as follows:

Major Renovation Definition

For the purposes of the Efficiency Works program, a major renovation includes at least three of the five criteria below:

1. The business is undertaking the project primarily due to a change in the use of the space, which requires changes to the lighting or HVAC systems. For example, warehouse space is being converted to office space.
2. The space being renovated will be unoccupied for 30 days or more.
3. Existing light fixtures are being removed and a totally new light scheme with rewiring is being installed as a result.
4. The project requires a construction permit.

5. First time install of electric operated equipment in which higher efficient models are available.

1.6. COOLING EFFICIENCY

All heating, ventilation, and air conditioning (HVAC) equipment and controls that are eligible for rebates are listed below; see below for more descriptions on these measures. Incentives for high efficiency DX Air Conditioning are not available due to the collaboration efforts of the local utilities with regional AC distributors and manufacturers to help provide high efficiency air-conditioning units at the lowest cost possible to all commercial customers. Contact Efficiency Works for minimum efficiency recommendations.

For current cooling rebates, visit the rebates page of the Efficiency Works website and get started with the most up to date version of the application incentives.

Advanced Roof Top Unit Controller (for existing RTUs)

After market controllers that utilize variable frequency drive supply fan control combined with an integrated economizer and demand ventilation controls. See the rebate application for an approved list of controllers.

Programmable Thermostat

Replace a fixed/manual thermostat with a programmable or learning thermostat. Replacement of an existing programmable or learning thermostats does not qualify.

Demand Control Ventilation (DCV)

Add sensors, controls, and sequences for demand control ventilation. Locate CO2 sensor in occupied space or return air duct and reduce outside air requirements when appropriate (low CO2 indicating low occupancy). Existing DCV systems do not qualify.

Variable Speed Supply Fan

Convert a constant speed RTU to variable speed. Rebate applies to adding a VFD to an existing motor, or replacing induction motors with EC motors. Existing functioning VFDs and EC motors do not qualify.

Evaporative Condensing

Evaporative condensing is a technology that pre-cools the air entering the condenser of a rooftop unit or air-cooled chiller with mist or an evaporative media. This lowers the entering air temperature which lowers the refrigerant head pressure, thus reducing the work the compressor must do and saving energy. This is a great summer peak reduction measure and achieves energy savings at the same time. We have worked with manufactures of this technology and Xcel Energy's savings estimates to develop our own savings estimates and rebate.

Advanced Evaporative Cooling

This rebate applies to direct, direct/indirect, or indirect evaporative coolers. Equipment must guarantee air quality against bacteria, mold, and etc. Continuous 'bleed' systems for sediment or scale prevention do not qualify. Contractor is required to either include a maintenance plan or teach the operator the proper winterization, startup, and maintenance. Similar to evaporative condensing, the (direct) evaporative cooling methodology pre-cools outside air using only the evaporative effect to cool. Indirect evaporative cooling also qualifies for this rebate and is a method of using water and exchanging the cooling energy to the entering outside air without direct contact to water or mist.

Airside Economizer for Packaged Cooling Equipment

An incentive for airside economizers installed on packaged cooling equipment is available when:

- Adding an economizer to existing packaged cooling where no previous economizer existed, or
- Adding an economizer to a new packaged cooling system where the previous system did not have an economizer.

The incentive is not available for economizers in packaged cooling systems 54,000 Btu/hr and up that are being installed in new construction, or where cooling capability is being installed for the first time or required by local code.

1.7. BUILDING ENVELOPE

Building envelope rebates are available for both new and existing buildings. These rebates and specifications are designed to help offset the incremental cost to improve the buildings envelope with higher efficient specifications.

For current envelope rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application incentives.

Additional Requirements:

- Insulation and product rating must be met or exceeded to qualify; no partial improvement can be applied. R-value is an average across total square footage being insulated.
- Building must have air conditioning and/or electric heat to qualify for envelope incentives.
- Energy savings estimates are based on energy models for a reference building that may or may not accurately predict the savings that will be achieved by your project.

- Existing buildings may have limitations to the amount of additional insulation required to meet these requirements. Efficiency Works will accept the total R-value of the assembly that combines existing R-value assemblies and the new addition that increase the overall R-value to meet the required levels. Potential qualifying assemblies will be accepted on a case by case basis.
- Roof & Wall Insulation
  - The c.i. designation stands for Continuous Insulation. This is insulated sheathing panels completely covering the exterior side of the steel framing, mass wall, or roof deck thus providing a continuous thermal break to the outside.
  - For metal building roofs, the recommended construction is with a Liner system offered by several manufacturers. For metal roofs, the recommended construction is standing-seam roofs with two layers of blanket insulation. The first layer is draped perpendicularly over the purlins with enough looseness to allow the second insulation layer to be laid above it, parallel to the purlins.
  - For steel framed walls the first layer is installed continuously perpendicular to the exterior of the girts and is compressed as the metal skin is attached to the girts. The second layer of insulation is installed parallel to the girts within the framing cavity.

1.8. FOOD SERVICE EQUIPMENT

Rebates for foodservice equipment are applied to the purchase of high efficiency equipment that qualifies as ENERGY STAR rated Rebates do not apply to used or non-electric savings food service equipment. Note that additional rebates for water savings may be available in the “Water” rebates category. Leasing equipment can qualify for a rebate if lease terms are for a minimum of 4 years.

For current food service rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application incentives.

Vent Hood Controls for Commercial Kitchen

Incentive is for adding variable speed fan controls to the exhaust fan motor serving the kitchen vent hoods, usually accomplished by adding a variable frequency drive (VFD) to the motor with temperature and/or grease sensors to determine the needed exhaust fan speed. Additionally, the makeup air unit (MAU) supply fan speed may need to be interlocked to be controlled as well. The incentive is the same whether or not the MAU is controlled, but the energy savings will be higher if the MAU is controlled as well. Incentive is per controlled horsepower. So, instead of entering the number of controlled fans/motors, enter the total controlled horsepower.

Additional References

The following table lists additional references to find qualifying equipment lists and more ways to save in a commercial kitchen.

Minimum Required Criteria Reference	Website Links	Description
ENERGY STAR Qualifying Model Lists	http://www.energystar.gov/index.cfm?c=products.pr_find_es_products	ENERGY STAR website homepage to find ENERGY STAR qualifying equipment models.
General Energy Savings Calculators	https://caenergywise.com/calculators/	Interactive web-based tool, displaying estimated savings with energy efficient appliances.

1.9. GROCERY EFFICIENCY

Rebates for high efficiency grocery equipment include many energy saving measures that improve efficiency of grocery and refrigeration operation. Low or no cost improvements and higher capital improvements that can be implemented on grocery or restaurant refrigeration equipment are listed below.

For current grocery rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application incentives.

Additional Requirements:

Auto Closers: New installation or replacement of non-functioning auto closer (there is no rebate for the adjustment of an existing auto-closer). Must be able to firmly close the door when closed to within one inch of full closure. Door must have a minimum perimeter of 15 feet.

Gaskets: New gasket to replace existing worn or damaged gasket. Replacement gaskets must meet the manufacturer's specifications regarding dimensions, materials, attachment method, style, compression, and magnetism.

Zero Energy Doors: Triple-pane glass with either heat-reflective treated glass or gas fill and are equipped with no anti-sweat heaters. Anti-Sweat Heater Control rebate is not available with this rebate.

Low Energy Doors: New glass doors replacing existing glass door with an amp draw of less than 0.39 amps per door. Anti-Sweat Heater Control rebate is not available with this rebate.

Anti-Sweat Heater Controls: Controller that reduces the energy use of anti-sweat heater by 50% by sensing humidity, dew point or condensation. Zero energy and low energy glass door rebates are not available with this rebate.

LED Case Lighting: LED fixture must be on the Design Lights Consortium (DLC) Qualified Product List (QPL), and be replacing a T8, T10, or T12 fixture (no rebate is available for retrofitting T5 case lighting). LED case lighting rebates are listed on the Lighting page of the rebate application.

Evaporator Fan Motor Upgrade: New evaporator fan motor must be replacing an existing shaded pole motor, less than 1 horsepower.

EC Compressor Head Cooling Fan Motor: New compressor head fan motor must be less than 20W, replacing existing shaded pole motor (>35W) on a low temperature reciprocating compressor system. Compressor must be an integral part of a refrigeration system with a remote air cooled or evaporative condenser.

Smart Defrost Controls: Automated controls on a system with a condensing unit of 1.5 horsepower or greater. Controls should use temperature and pressure sensors to determine when to initiate an evaporator defrost cycle. Timers are not eligible.

Evaporator Fan Controls: Automated controls on an evaporator fan of 1/20 horsepower or greater. Must reduce evaporator fan runtime by at least 70% when the compressor is not running. Must automatically reduce fan speed when refrigerant is not flowing. **NOTE:** Savings may be significantly reduced in undersized systems.

Outside Air Economizers: For walk-in coolers or freezers that are 1,000 cubic feet or larger. Outdoor air and exhaust dampers must close automatically for summer isolation. Must be capable of using outdoor air of less than 34° F while maintaining the set point of the cooler. Provide dimensions of the walk-in with rebate application.

1.10. OFFICE EQUIPMENT AND APPLIANCES

Rebates are available to control and improve the efficiency of office equipment and appliances. For current office equipment and appliance rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application incentives.

Additional Requirements:

Server Virtualization must submit virtualization software agreement and provide proof the consolidated servers have been removed and fully decommissioned. Offsite virtualization hosting not eligible for this incentive.

Thin Client incentives are available in Fort Collins only, due to funding provided by Fort Collins Utilities. Thin clients must be ENERGY STAR rated. Customer must provide the following information: plans for old PCs; number, location, and power requirements for virtual desktop servers; project cost. Customers may wish to consult the Fort Collins e-waste guidelines and resources web page at: http://www.fcgov.com/ewaste/.

1.11. VARIABLE FREQUENCY DRIVES (VFD'S)

Prescriptive variable frequency drive rebates are available up to 75 horsepower for compressor, fan, and pumping systems. For current VFD rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application. For VFD equipment greater than 75 horsepower rebates may be applied for through the custom rebate application process.

Additional Requirements:

- All VFD incentive applications must be pre-approved.
- Incentives are only available for new VFDs installed where none were previously used.
- Incentives are not available in new construction or renovation projects if the VFD is required by ASHRAE 90.1-2016.
- Incentives are not available for redundant or stand by pumps or fans.
- Incentives are not available for VFDs used only as soft starters.
- Incentives are not available for VFDs installed in unitary cooling equipment if the VFD is required to achieve the AHRI cooling efficiency rating and if the equipment is receiving a cooling efficiency incentive.
- Customer acknowledges that he or she has been made aware of the potential for VFDs to cause harmonic distortion on the facility's electric distribution system and that harmonic distortion can sometimes negatively impact the operation of sensitive electric equipment interconnected with the distribution system.
- VFD must be automatically controlled.

1.12. WATER EFFICIENCY

Rebates for water efficiency improvements to your facility and site are available to save water inside and out. Rebates are available for NEW equipment only. Used or refurbished equipment does not qualify. For current water rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application incentives.

1.13. CUSTOM EFFICIENCY

Rebates promoted through Efficiency Works serve to reduce the cost of implementing energy and water reducing measures and upgrading to high-efficiency equipment. Due to the nature of a custom efficiency rebate, a wide variety of measures are eligible. For current custom rebates, visit the rebates page of the Efficiency Works website and begin the most up to date version of the application.

Custom Measure Eligibility

All electric energy and water efficiency projects are potentially eligible for the custom efficiency rebate. However, any measure eligible for prescriptive rebates through Efficiency Works are ineligible for the custom efficiency rebate.

The program does not explicitly specify eligible measures in the custom efficiency offering to provide maximum flexibility in identifying potential projects. However, to be eligible, measures must meet the following requirements:

- Measures must produce a measurable and verifiable reduction in energy or water consumption.
- Measures must produce savings through an increase in equipment energy or water efficiency or better utilization of energy through the use of improved production equipment or controls.
- Measures must have an implementation cost premium to achieve the energy or water efficient aspects of the project to qualify for rebate (i.e., if there are no costs to improve energy efficiency, then it is not eligible for a rebate).
- Measures must have a minimum useful life of 10 years to qualify for standard rebates. Reduced rebates may be available for measures with shorter lives.
- Measures must meet minimum cost-effective requirements with simple payback between 1 and 15 years or determined remaining useful life of the project and equipment by Efficiency Works.
- Measures that save both energy and water will be evaluated on the savings of both in which the rebate shall be the additive of the two as long as the total is within any payback limits.

Minimum Equipment Efficiency Standards and Requirements

Custom efficiency rebates are designed to promote projects that improve efficiency above and beyond the industry standard, code, or pre-determined baseline consumption. Efficiency Works reserves the right to determine the appropriate baseline for all custom efficiency projects. For example, Efficiency Works will not award rebates to participants to simply update systems and equipment from outdated technology to standard technology.

Examples of Projects Eligible for Rebates:

- Lighting upgrades for new construction or major renovations (Not including new construction exterior lighting).
- Installation of plate in frame heat exchanger to allow for water side economizer operation.
- Building Automation System (BAS) installations or upgrades and proposed energy efficient control sequences.
- Building envelope improvements, when not covered by prescriptive measures in rebate application.
- Refrigeration compressor and condenser replacement with more efficient units.
- Compressed air equipment and system upgrades.
- Industrial process, controls and/or operational reconfigurations or improvements.
- Water efficiency measures including: irrigation, restroom and kitchen fixtures, industrial water use, cooling towers, and ozone systems, when not covered by prescriptive measures in rebate application.

Examples of Projects Ineligible for Rebates*:

- Measures where project installation commenced (including but not limited to executing contract agreement, demolition of existing equipment, purchasing new equipment, installing new equipment) prior to the submittal of an Efficiency Works Rebate Application and written notification from Efficiency Works of project pre-approval.
- Measures that achieve savings through routine equipment maintenance (e.g., cleaning HVAC coils or grills, repairing steam leaks, fixing or replacing steam traps, etc.)
- Measures that are solely demand management and/or load control.
- Measures that rely solely on changes in participant behavior or system operation.
- Measures that are required by state/federal law, building or other codes and standards.
- Measures that generate electricity, including cogeneration or renewable energy generation.
- Diagnostic equipment (e.g., thermal imaging equipment to identify loose electrical connections, ultrasonic leak detectors, etc.)
- Projects that result in non-electric savings.

- Measures which are eligible for a rebate through the existing prescriptive rebate programs.

***Note** that these measures may not be eligible for custom efficiency rebates but may be eligible in other Efficiency Works rebate offerings. Contact Efficiency Works for more information.

Measure Savings and Costs

In general, energy and water savings and project costs are calculated in comparison to the equipment inventory and operation prior to implementing qualified projects, specifically:

- If the project is an elective retrofit and the equipment is still operable (i.e., early replacement), the baseline is the existing equipment and operation; and therefore the energy and/or savings is the difference between the existing equipment usage and the new high-efficiency equipment or process energy or water usage and the eligible project cost is the full cost to implement the project.
- If the project is replacement of equipment at the end of its useful life (i.e., replace on failure or has exceeded useful equipment life), the baseline is equipment with efficiency levels that are equivalent to those in applicable building code requirements or standard industry efficiency levels; therefore the energy and/or water savings is the difference between the standard-efficient equipment energy or water usage and the new high-efficiency equipment energy usage and the eligible project cost is the incremental difference between the standard equipment and the high-efficiency equipment.

Calculations of the Participant's cost savings will use the applicable energy and demand rate ($/kWh and $/kW) or make use of a blended energy rate that is appropriate for the load factor and demand coincidence factor of the energy savings. Water efficiency project cost savings will be based on the rate per gallon.

Eligible Measure Costs

Project costs are based upon either the actual or incremental expenses incurred by the participant in connection with determining the baseline. This may include costs associated with the construction, installation and/or implementation of an eligible project.

Eligible Costs May Include:

- Design fees / Labor and installation cost / Engineering and consulting expenses / ESCO (energy service company) fees.
- Material equipment costs / Demolition and disposal fees / Financing fees.

- Participant labor expenses (calculated as hourly rate x hours) for pre-approved, qualified Participant staff to provide labor for project implementation.

All project expenses are subject to review and approval by Efficiency Works. Participants shall provide cooperation and access as is reasonably required for the determination of eligible costs. Acceptable documentation of eligible costs may include: invoices, work orders, cancelled checks, and accounting system reports. These costs must be included with the submitted finalized Efficiency Works Application, with a signed Request for Payment document and W9 tax form from rebate recipient.

Rebate Guidelines

For current custom rebates, visit the rebates page of the Efficiency Works website and begin the most up to date version of the application. In special cases, the maximum rebate may be exceeded, subject to approval by Efficiency Works. Efficiency Works will reserve the right to waive or adjust the rebate amounts and caps on a case by case basis and determine at their sole discretion the program year to which a rebate is attributed.

In cases where the final project delivers energy or water savings in excess of the preapproved values, final rebate payments will be based on the original verified or calculated energy or water savings. In cases where the final project delivers energy or water savings are less than the preapproved values, final rebate payments will be based on the lower adjusted verified or calculated energy or water savings. Final rebates may change based on actual installation of the equipment and project. Re-approval from Efficiency Works is required if the final rebate amount is expected to exceed more than 10% of the pre-approved rebate amount, or equal to 110% of the preapproved rebate.

Project Development Assistance

Efficiency Works will provide participants with development assistance on eligible measures; however, the scope of the assistance is limited. Participants are expected to work with trade allies to develop initial project savings and cost estimates. Participants must provide estimated energy or water savings and calculations when they submit the Efficiency Works Rebate Application. Efficiency Works will then work with both the participant and their service provider to refine the estimated energy or water savings and pre-approve eligible projects.

2. NEW CONSTRUCTION REBATE PROGRAM

The Efficiency Works New Construction Rebate Program provides rebates to offset the cost of energy efficient designs. A description and additional requirements for each of the offered prescriptive rebates is provided in this section. If a prescriptive rebate is not available for your technology or project, please refer to the custom rebate section. Efficiency Works will review qualifying prescriptive program equipment periodically and may adjust measures and eligibility requirements in the future as market conditions and equipment standards change.

2.1. FREQUENTLY ASKED QUESTIONS

Q: **How long does it take to get a project pre-approval?**
A: Project pre-approval typically occurs within two business days. If the total project rebate exceeds $10,000 and requires energy advising, gets selected for a random pre-inspection, or comes at a time of high demand, pre-approval evaluation may be delayed. Re-approval from Efficiency Works is required if the final rebate amount is expected to exceed more than 10% of the pre-approved rebate amount, or equal to 110% of the preapproved rebate.

Q: **How long does it take to get the rebate?**
A: Rebate payments are typically processed and paid within 4-6 weeks of the program receiving all of the final paperwork. In some cases, post-inspection may be required prior to the release of the rebate payment.

Q: **Can I get the rebate before the project is completed?**
A: No, in the interest of claiming accurate energy savings, rebate payment cannot be made before the project is confirmed as completed. All documents required before payment is disbursed are listed on Page 12 of the New Construction Rebate Application. Depending on the size and scale of the project, the rebate application may be broken into phases with the incentive paid as portions of the upgrades are completed, contact Efficiency Works for more details.

Q: **What qualifies for a rebate?**
A: Qualifying energy efficiency equipment is kept up to date on the New Construction Rebate Application. On the application, equipment is sorted by type and listed in drop down menus. If you have a question about an unlisted energy efficiency upgrade or a custom project, please email Business@EfficiencyWorks.org with the equipment and project details.

Q: **Who is eligible for a rebate?**
A: To qualify for a rebate through Efficiency Works Business, one must be a commercial electric customer of one of the following: Town of Estes Park Power and

Communication Department, Fort Collins Utilities, Longmont Power and Communications, or Loveland Water and Power. If the project deals with water efficiency, Fort Collins Utilities, Longmont Power & Communications, and Loveland Water and Power commercial water customers are eligible.

Q: **Can my contractor be paid the rebate?**
A: Rebate payment can be sent to either the contractor or the customer upon completion. It is the responsibility of the customer and contractor to work out the details of rebate payment prior to any work being performed. If a customer decides to have the rebate paid to the contractor, the amount of the rebate must be shown as a discount on the final project invoice.

Q: **Does Efficiency Works guarantee the installation quality?**
A: Efficiency Works does not guarantee the accuracy of information or quality of work provided by any contractor, listed or otherwise.

Q: **Do new construction and major renovation projects qualify for the rebate on the Efficiency Works Business rebate application?**
A: No, all eligible new construction and major renovation rebates are listed in the New Construction Rebate Application.

Q: **What is the definition of a major renovation?**
A: Please see the Major Renovation definition in section 2.5 of the Program Guide.

2.2. APPLICATION PROCESS

Please see the Rebate Application Process in section 1.2 of the Program Guide but substitute the New Construction Rebate Application where it references the Rebate Application.

2.3. APPLICATION INSTRUCTIONS

Please see the Rebate Application Instructions but substitute the New Construction Rebate Application where it references the Rebate Application.

2.4. NEW CONSTRUCTION REBATES

For up to date new construction rebate values, please see the New Construction Rebate Application. For expanded definitions or additional requirements not listed in the application, see the corresponding rebate section under the rebate program guide:

- 1.6 Cooling
- 1.7 Envelope
- 1.8 Food Service
- 1.9 Grocery
- 1.10 Office & Appliance

- 1.11 Motor VFD's
- 1.12 Water
- 1.13 Custom

2.5. NEW CONTSTRUCTION AND MAJOR RENNOVATON LIGHTING

Rebates for new lighting systems in new buildings or renovations are based on the proposed or design lighting power density (LPD, watts/sq ft). The design LPD must be at least 10% lower than the ASHRAE Lighting LPD (90.1 - 2016 Building Area Method) design and be more efficient than standard market conditions. The rebate is based on the total wattage reduction of the building or space by using the ASHRAE 90.1 – 2016 LPD as the baseline and the lower design LPD as the new wattage, or market available products. The difference is multiplied by $0.10 per kWh saved annually. The ASHRAE 90.1 – 2016 LPD table is in the New Construction Rebate Application. Lighting retrofits in existing buildings where no significant building renovation is being performed should refer to retrofit lighting rebates for existing buildings.

New Construction exterior lighting is not eligible for rebates. A major renovation as defined in the Efficiency Works Business Program is as follows:

Major Renovation Definition

For the purposes of the Efficiency Works program, a major renovation includes at least three of the five criteria below:

1. The business is undertaking the project primarily due to a change in the use of the space, which requires changes to the lighting or HVAC systems. For example, warehouse space is being converted to office space.
2. The space being renovated will be unoccupied for 30 days or more.
3. Existing light fixtures are being removed and a totally new light scheme with rewiring is being installed as a result.
4. The project requires a construction permit.
5. First time install of electric operated equipment in which higher efficient models are available.

New Construction and Major Renovation Lighting Rebate Example:

A new building has a lighting power allowance of 20,000 Watts (per the design /permitting ComCheck). However, the actual lighting design only uses 15,000 W. The building operates 3,000 hours/year. The annual energy savings are calculated as follows:

Annual Energy Savings = (20,000 W – 15,000 W) x 3,000 hours = 15,000 kWh.
Potential Rebate = (15,000 kWh) x ($0.10) = $1,500.

How to Use Application

The New Construction Rebate Application lighting tab will do the calculation described above for you, if you complete the following steps:

1. Select the most relevant building area type from the area category drop down menu.
2. Enter the floor area in square feet of the affected areas.
3. Enter the annual operating hours of the affected lights.
4. Enter the designed watts from the ComCheck.

This will allow the potential rebate to be calculated on the lighting tab. For the potential rebate to appear on the rebate summary (Tab 11), the incremental cost of upgrading the lighting from what code requires to the new lighting design will need to be entered on the lighting row and all required fields filled on the 1-General Info page.

2.6. TECHNICAL SUPPORT

Our efficiency experts are available to help every step of the way. Contact us with questions related to your new construction or major renovation project.

If it's early enough in the design phase of your project, you may be eligible to participate in the Integrated Design Assistance Program (Fort Collins Utilities customers only).

3. BUILDING TUNE-UP PROGRAM

Most buildings have never gone through a formal, systematic commissioning or quality assurance process, and are likely performing below their potential. Efficient operation of existing major building systems presents a significant opportunity for energy and demand savings, usually with little or no capital investment. Recommissioning or retrocommissioning identifies problems due to system operation deficiencies or design flaws that occurred during construction, just as traditional commissioning of a new building does, but it also identifies and recommends solutions to problems that have developed during the building's existence. Retrocommissioning seeks to assist with equipment and system functionality and optimizing their integrated operation to reduce energy waste and improve building performance and occupant comfort.

One of the primary objectives of Efficiency Works is to offer our Customers every opportunity to help manage their energy expenses.

Currently Efficiency Works Business is preparing to **re-launch the Building Tune-Up program offerings through retrocommissioning and performance plus maintenance efforts in the spring of 2021**. Check back for more information at that time.

4. MULTIFAMILY PROGRAM

The Multifamily Program is designed to assist building owners and property managers in taking a comprehensive perspective on their buildings. The multifamily program offers:

- Facility assessments to provide a report with a list of efficiency opportunities
- Energy advising to provide assistance to complete a comprehensive upgrade
- Direct installs of efficiency measures

Multifamily properties with five or more units per building are eligible to participate. These customers must be an electric customer of the Town of Estes Park Power & Communication Department, Fort Collins Utilities, Longmont Power & Communications, or Loveland Water and Power. Customers that utilize gas from Xcel Energy are also eligible for gas measures under the program. Market-rate buildings will be eligible to participate. Final eligibility will be confirmed during the application process.

Frequently asked questions

Q: **Do multifamily assessments cost money?**
A: Efficiency Works Business offers free multifamily facility assessments to eligible customers.

Q: **What kind of information should I expect following a multifamily assessment?**
A: Multifamily assessments can help identify ways to reduce operational cost and the environmental impact of existing buildings. The assessment will not only help identify ways the property can reduce energy, but also ways money and water can be saved as well. Upon identification of these efficiency opportunities the property has no obligation to complete them.

Q: **What items are part of the direct install efforts or self-install kits?**
A: Depending on the property needs the direct install typically contains the installation of LED lamps and water saving devices throughout the residential units of the property. Depending on the properties needs these direct install products can be delivered through a no-contact self-install kit to each residence of the multifamily community.

Q: **Can you recommend a contractor to help me with my upgrades?**
A: We can provide a list of qualified contractors. Although we cannot specifically recommend any one contractor and would encourage you to get 3 quotes for your upgrade.

Application Instructions

1. On the Multifamily page of the Efficiency Works website, click on the Multifamily Program Application link. Complete all fields to the best of your ability, if you have questions related to the application call 877-334-2681.
2. An Efficiency Works representative will contact you to schedule the assessment.
3. The assessment will be completed by an Efficiency Works representative and take between 1-4 hours depending on the complexity of the facility.
4. An assessment report will be emailed to the participant detailing the efficiency opportunities observed with associated savings and estimated rebates.
5. Your Efficiency Works representative will schedule a time to go over the assessment report and answer any questions that you might have. At this time, your representative will schedule a date to complete the direct install portion of the service.
6. If you are interested in pursuing an efficiency opportunity beyond the direct installs, your Efficiency Works representative can help with technical analysis, contractor bid coordination, proposal review, or other steps of the Efficiency Works Business process.

Rebates

Energy efficiency upgrades being installed at multifamily properties with five or more units are eligible for the Efficiency Works Business Rebates Program. Simply select “Residential (Multifamily)” from the facility type drop down menu on the “General Info” page of the application and fill out the application as described in the Rebate Program

section of this guide. For current rebates, visit the rebates page of the Efficiency Works website and download the most up to date version of the application.

5. MIDSTREAM COOLING

The Efficiency Works Business Program works directly with regional distributors to make sure customers have affordable high efficiency air conditioning units ready when they are needed. All customers need to do is ask their HVAC contractor for a high efficiency unit. If a customer is looking for ways to improve their existing air-conditioning unit or would like to explore evaporative cooling options Efficiency Works Business has technical resources and rebates available.

Frequently asked questions:

Q: **Are there rebates available for air conditioners?**
A: No, however there are rebates available for equipment to upgrade your existing air conditioner such as economizers and advanced roof top unit controls. There are also rebates available for evaporative cooling technologies.

Q: **What is considered a high efficiency air conditioner?**
A: High efficiency air conditioners are normally determined by their EER, SEER and IEER ratings. The higher the rating the more efficiency the unit. These ratings vary depending on the size of cooling unit. For specific high efficiency ratings contact Efficiency Works.

Q: **How do I make sure I get the best pricing for a high efficiency air conditioner?**
A: Efficiency Works recommends that you get 3 quotes on all new equipment. By receiving multiple quotes in helps ensure the contractors are providing their best pricing options.

Q: **Can you recommend a contractor to help me with my air conditioner?**
A: We can provide a list of contractors that install air conditioners. Although we cannot specifically recommend any one contractor and would encourage you to get 3 quotes for your upgrade.

Q: **Why don't you offer rebates for air conditioners?**
A: To keep our programs cost effective we work directly with regional distributors to make sure you have affordable high efficiency air conditioning units ready when you are. All you need to do is ask your contractor for a high efficiency unit. There are rebates available for equipment to upgrade your existing air conditioner such as economizers and advanced roof top unit controls. There are also rebates available for evaporative cooling technologies.

Q: **How are contractors supposed to upsell high efficiency units if they do not have a rebate to offer?**

A: The Midstream Cooling Program is designed to encourage the distributor instead of the contractor to upsell the high efficiency unit, so the contractor can offer a high efficiency unit at a reasonable cost to the customer.

Q: **Rebates used to be available to customers, why did you take them away?**
A: We continually evaluate our programs to keep them cost effective, so we began to work directly with regional distributors to make sure you have affordable high efficiency air conditioning units ready when you are. By working with the distributors to stock and upsell high efficiency air conditioning units, all customers will have the opportunity to install high efficiency AC at a reasonable cost.

Q: **How do I know that I am taking advantage of the program?**
A: In most instances you will not which is part of benefit of the program, we are doing all the work behind the scenes, so you don't have to.

6. FACILITY ASSESSMENTS

Efficiency Works Business program offers free facility assessments to identify opportunities that reduce operating costs and environmental impacts by analyzing existing building systems and equipment.

It is recommended that businesses take advantage of this free assessment if they are generally interested in saving energy, water, and money. The assessment will identify efficiency opportunities and potential projects that can be implemented now or in the future. There is no obligation to complete an efficiency project after receiving the assessment report.

Frequently asked questions:

Q: **Do commercial assessments cost money?**
A: Efficiency Works Business offers free commercial facility assessments to eligible customers.

Q: **What kind of information should I expect following a commercial assessment?**
A: Commercial assessments can help identify ways to reduce operational cost and the environmental impact of existing buildings. The assessment will not only help identify ways the business can reduce energy, but also ways money and water can be saved as well. Upon identification of these efficiency opportunities the business has no obligation to complete them.

Application Instructions:

1. On the Advising and Assessments page of the Efficiency Works website, click on the “Sign Up for an Assesment” button to begin the most up to date application.
2. Complete all fields and submit.

Application Process:

1. Submit the application.
2. An Efficiency Works representative will contact you to schedule the assessment.
3. The assessment will be completed by an Efficiency Works representative and take between 1-4 hours depending on the complexity of the facility.
4. An assessment report will be emailed to the participant detailing the efficiency opportunities observed with associated savings and estimated rebates.
5. Your Efficiency Works representative will schedule a time to go over the assessment report and answer any questions that you might have.

6. If you are interested in pursuing an efficiency opportunity, your Efficiency Works representative can help with technical analysis, contractor bid coordination, proposal review, or other steps of the Efficiency Works Business process.

7. SERVICE PROVIDERS

Efficiency Works service providers have demonstrated their interest and ability in helping businesses complete efficiency projects. Listed service providers are included in a database that is searchable to potential customers. Efficiency Works does not exclude providers who are not listed in the database from participating in the Efficiency Works Business program, except for the Building Tune-up program. If your company is interested in becoming an Efficiency Works Business service provider, see the list of qualifications below.

7.1 EFFICIENCY WORKS BUSINESS REBATES SERVICE PROVIDERS

Frequently asked questions:

Q: **Do I have to be an Efficiency Works Business Service Provider to participate in the program?**
A: Efficiency Works does not exclude providers who are not listed in the database from participating in the Efficiency Works Business program, except for performing building retrocommissioning.

Q: **How do I become an Efficiency Works Business Service Provider?**
A: After confirming eligibility found in the Requirements section, apply through the Service Provider Portal found here: https://efficiencyworks.force.com/tradeally/s/login/SelfRegister.

Service provider progression:

New customers or contractors to the program are “Program Participants”. After a contractor completes the requirements described in the next section, they can progress to become a “Listed Service Provider.”

Requirements and benefits:

LISTED SERVICE PROVIDER

Example: Repeat contractors that have not yet met the requirements for premium.

Requirements:

- Complete a minimum of 1 project per calendar year
- Maintain a minimum customer rating of 3 out of 5
- Attend 1 EWB training per calendar year

Benefits:

- Access to simplified web application
- Listed on the customer searchable Service Provider list

- Complete the Service Provider application and maintain required paperwork
- Access to marketing and branding materials

Service provider star ratings:

Efficiency Works performs customer surveys on 100% of completed projects. Service provider star ratings that are shown on the database are derived from customer survey responses from the last 5 quarters.

Application instructions

See the Service Provider Portal platform for application instructions or call Efficiency Works if you have questions.

Listing updates and details:

- Website:
  - Contractor ratings, and project counts will be updated on the website quarterly.
  - Project counts displayed on the website will be from a running 12 months.
- Average contractor ratings will be based on a 5-quarter running total.
- Training Participation:
  - Training participation will be based on a running 12 months with a 3-month grace period when found to be not in compliance.
  - Training participation will be based on sign in sheets for in person events and “quiz” results for online trainings.
- Energy Savings:
  - Energy savings will be based on a running 12 months with a 3-month grace period when found to be not in compliance.
  - Energy savings will be based on the total customer energy savings preapproved on each application.
- Survey response rate will be based on a running 12 months with a 3-month grace period when found to be not in compliance.

REFERENCES

1. ILLUMINANCE GUIDE

Illuminance should be taken into consideration when installing new lighting. The table below provides recommended levels of Illuminance (foot candle) for different space types; however, Efficiency Works does not guarantee the information is up to date or correct. This is merely a guide for quick reference of some general applications. Foot candle (fc) values listed below in are derived from the IESNA Lighting Ready Reference Guide (RR-03), A Compendium of Materials from the IESNA Lighting Handbook, 9th Edition. Reference your detailed applications in the current version of the Illuminating Engineering Society of North America (IESNA) Lighting Handbook.

Space Type	Recommended IESNA Illuminance Level (FC)	Space Type	Recommended IESNA Illuminance Level (FC)
Auditoriums	**5 to 20**	**Lobby**	**5 to 10**
Auto Repair	**50 to 75**	**Retail – Sales Counters**	**30**
Auto Body Shop	**75 to 100**	**Retail – Circulation**	**5 to 10**
Auto Showroom	**50 to 75**	**Retail – General Display**	**30 to 50**
Banks – General	**10 to 20**	**Manufacturing**	
Banks – Teller Stations	**50**	**Assembly and inspection Easy**	**30**
Barbershop/Salon	**50**	**Medium**	50
Church	**20 to 25**	**Fine**	**75 to 100+**
Office – Open and Private Intense to some computer use	**30 to 50**	**Material Handling**	**30 to 50**
Conference Rooms	**30**	**Packaging, wrapping, labeling, shipping/receive**	**30**
Classrooms and Reading	**30 to 50**	**Reading on computers**	**10 to 30**
Dining Areas	**10 to 20**	**Restrooms**	**5 to 20**
Engineering and Drafting	**50 to 75**	**Stairwells and Hallways**	**5 to 10**
Gymnasiums Recreational	**30**	**Warehouse Inactive storage**	**5 to 10**
Elementary/club	**50**	**Big items/Loading docks**	**10**
High school to competitive	**80 to 100**	**Small items**	**10 to 30**