



CONSERVE & \$AVE

PARTNERING
in Energy
Solutions



we pledge, we deliver[®]

A PROGRAM TO PROMOTE BUSINESS ENERGY EFFICIENCY

COMMERCIAL CUSTOMERS Benefit When They Become Energy PARTNERS with RPU

How can you be more competitive in a challenging business climate? Operate more efficiently and improve your bottom line. Energy efficiency not only helps your business, but helps the environment too! Energy efficient businesses make a big difference in our community's energy consumption. For example, 253 commercial customers made energy efficient improvements to their facilities in 2009. These improvements saved 14,367,289 kWh of electricity – equivalent to more than \$1.4 million in energy costs – and earned them \$815,897 in Conserve & Save rebates!

How can you become an energy efficient business? Rochester Public Utilities (RPU) can help...

RPU will partner with you to help you implement energy saving solutions for your business. By **PARTNERING in Energy Solutions**, you can reduce your energy use and save money. This program encourages an evaluation and inspection of your equipment to reduce maintenance costs, improve comfort, provide precise control, and extend equipment life. Only then can the most efficient changes and upgrades for your business be proposed to ultimately improve your bottom line.

Whether you are retrofitting your existing building or considering new construction, it makes sense to be sure your business is as energy efficient as possible. This is how our **PARTNERING in Energy Solutions** program can help. We make sure you are connected with people who will help you install or design a system that is energy efficient and eligible for Conserve & Save rebates.

RPU designed **PARTNERING in Energy Solutions** to connect you with expert resources, or Energy Solutions Partners (ESPs), to help ensure your business is operating efficiently. Your ESP will:

- Analyze your current energy usage and future needs.
- Propose cost-cutting changes in your energy use, as well as energy efficient upgrades to your equipment.
- Provide payback analyses of suggested improvements.
- Assist with the purchase and/or implementation of suggested improvements.
- List and apply for all available RPU **CONSERVE & \$AVE** rebates.

Financing may be available for qualifying projects and/or certification costs. See page 14.



TRADE ALLIES

Benefit When They Become ENERGY SOLUTIONS PARTNERS

With the increasing demand on energy supplies and natural resources, we need to work together as a community to improve energy efficiency and increase conservation efforts. Rochester Public Utilities (RPU) is partnering with area businesses to help them implement energy saving solutions and operate more efficiently, and we need your help.

We want you to become an **Energy Solutions Partner (ESP)**. RPU is looking to build our network of **ESPs** in category and service areas including but not limited to:

ESP Categories:

- Appliance Vendors
- Architects
- Builders/Developers
- Electricians
- Engineers
- HVAC/Mechanical Contractors
- Lighting Vendors

ESP Service Areas:

- Design Engineering
- Facility Energy Audits & Targeted Audits of Specific Systems
- Installation
- Product Sales
- Service or Repair



By becoming an **ESP**, you will be connected directly with RPU customers to:

- Consult during the design and planning of new construction (*e.g., assess future energy use, assist in specifying energy efficient equipment*)
- Analyze the customer's current energy usage and future needs.
- Propose cost-cutting changes in their energy use, as well as energy efficient upgrades to their equipment.
- Provide payback analyses of suggested improvements.
- Assist with the purchase and/or implementation of suggested improvements.
- List and apply for all available RPU **CONSERVE & \$AVE** rebates.

As an **ESP**, you'll receive the benefits of:

- Inclusion in the **ESP** listing on the RPU website
- Customer leads
- Project financing options for mutual customers (*see page 14*)
- Recognition in advertising (*e.g. rebate check presentations, print ads*)

Call RPU at 507.280.1500 to apply today.

How PARTNERING Works

❑ Step One: **Customer Interest**

A customer decides to make a change at their business and wants to become more energy efficient. The customer contacts an RPU representative at 507.280.1500 who will work with the customer to identify an Energy Solutions Partner (ESP) who can help them. The customer may also work with a trade ally or vendor of their own choosing.

❑ Step Two: **Pre-Construction Consultation or Walk-Through of Existing Facility**

At the start of designing a new facility or other new construction projects, the ESP works with the customer to assess energy use and specify the installation of energy efficient equipment. This pre-planning not only guarantees that the customer's business will be operating efficiently, but ensures the new installations, if applicable, will be eligible for RPU's Conserve & Save rebates (*see page 8*).

–OR–

The customer selects an ESP who visits the facility to discuss the specific details the customer wants to address. The ESP performs a walk-through of the facility and provides an estimate for an audit or assessment.

❑ Step Three: **Audit or Assessment**

Upon the customer's approval, the ESP completes the audit or assessment. The audits can be a targeted review on a specific system or a general audit on the entire facility.

If there is a charge for the audit or assessment, RPU provides a Conserve & Save rebate for 25% of the cost. See an Energy Audit Rebate Application for complete terms and conditions.

❑ Step Four: **Project Proposal**

The ESP provides the customer with the audit or assessment results that include an energy saving analysis and a proposal to complete related improvement projects (if applicable). The ESP will include line items for Conserve & Save rebate amounts in this proposal.

❑ Step Five: **Financing**

If needed, **Energy Efficiency Financing** may be available to qualified customers through RPU. Customers must contact an RPU Account Representative for pre-approval. Eligible projects must be completed by an ESP and qualify for a Conserve & Save rebate (excluding Water Efficient Appliances & Equipment).

After project completion, **Green Financing** may also be available to the customer through RPU to obtain a customer's building certification in Energy Star®, LEED® (Certified, Gold, Silver, or Platinum) or Green Globes.

❑ Step Six: **Project Completion & Applying for Rebates**

Upon the customer's approval, the project is completed.

A) The customer pays the ESP directly, and the ESP assists the customer in completing and submitting the appropriate RPU Conserve & Save rebate application(s),

–OR–

B) If the project is financed, the ESP will provide RPU with the final invoice along with the completed Conserve & Save rebate application(s).

❑ Step Seven: **Start Saving Energy & Money!**



Applying for REBATES

CONSERVE & \$AVE

Today's business environment is full of challenges. Worrying about energy costs shouldn't be one of them. Our business rebates will help improve the energy efficiency of businesses to ensure they get the most from their energy dollars.

Visit www.rpu.org for more information and to download rebate applications that include qualifying efficiency requirements and rebate amounts, or call 507.280.1500. Funding is limited, so apply today!

• Anti-Sweat Heater Controls

Refrigerated glass display cases like those found in grocery and convenience stores contain heat strips to prevent moisture from forming on their glass and frames. Uncontrolled anti-sweat heaters typically operate continuously, yet they are needed only a fraction of the time. Anti-sweat control systems save energy and money (typically 70 to 90 percent on anti-sweat heating costs) by activating the heat strips only when the formation of condensation is detected.

• Compressed Air Leak Correction

It is estimated that average industrial customers waste 20 to 30 percent of their compressed air to leaks. Air loss of 143 cfm, which has an equivalent orifice size of only 3/8", could be costing your company more than \$12,000 annually! By routinely detecting and fixing air leaks, most companies can reduce leakage to 10 percent or less and realize large cost savings and almost immediate payback.

• Cooling Equipment

Cooling can be a significant part of your business' energy costs, particularly if you have old or inefficient equipment. Installing energy efficient cooling equipment could reduce your energy costs by 20 percent, while providing increased reliability, quieter operation, and the use of non-CFC based refrigerants.

• ENERGY STAR® Appliances & Equipment

ENERGY STAR products use less energy than conventional ones. Purchasing ENERGY STAR qualified appliances and equipment, not only saves money, but also helps save the environment. For a current list of rebate amounts, and applicable appliances and equipment, please visit our website at www.rpu.org. Rebates that may be available include:

- Clothes Washers
- Dehumidifiers
- Dishwashers
- Freezers
- Light Fixtures
- Refrigerators
- Room Air Conditioners



LEFT: Apollo Liquor's Cooling Equipment improvements, completed by ESP Tonna Mechanical, save them 1,552 kWh annually (equivalent to \$155 in energy costs*) and earned them a Conserve & Save rebate of \$318.

*based on a rate of \$0.10 per kWh

• Food Service Equipment

Food preparation equipment accounts for 35 percent of a typical restaurant's energy expenses. Purchasing energy-efficient food service equipment to replace old equipment, or for new kitchen construction, can save significant money on utility bills. Qualifying energy efficient food service equipment includes:

- Combination Ovens
- Convection Ovens
- Dishwashers
- Fryers
- Griddles
- Ice Makers
- Insulated Holding Cabinets
- Low-Flow Pre-Rinse Spray Valves
- Rack Ovens
- Refrigerators and/or Freezers (Glass, Mixed, and Solid Door)
- Steam Cookers
- Ventilation Hood Controllers

• Guest Room Management Systems

Forty to 80 percent of a hotel's energy costs result from heating and cooling guest rooms. Guest room energy management control systems can help manage guest room related heating and cooling costs. These systems use sensors to determine when a room is unoccupied, and then adjusts the HVAC system operations to an "unoccupied" setting. When guests return, the system readjusts to meet guest comfort requirements. In short, guest room energy management controls reduce the energy wasted by heating and cooling unoccupied rooms. Replacement or upgrades of existing occupancy-based guest room controls are not eligible for this rebate.

• Heat Pump Systems

Air source heat pumps, often used in moderate climates, use the difference between outdoor and indoor air temperatures to cool and heat your business. Air source heat pumps move heat rather than converting it from a fuel, like in combustion heating systems.

Ground source heat pumps are similar to ordinary heat pumps, but use the ground instead of outside air to provide heating, air conditioning and, in most cases, hot water. Because ground source heat pumps use the earth's natural heat, they are among the most efficient and comfortable heating and cooling technologies currently available. Though heat pumps can be more expensive to purchase up front, the cost difference will be paid back over time through lower energy bills.

• Lighting

Old lighting can use twice the energy of new systems. High-efficiency lighting products can reduce lighting bills by as much as 40 percent. New lighting systems are not only energy efficient but can be brighter and longer-lasting. Immediate and long-term savings are astounding. While most lighting rebates are for retrofit improvement projects, some are also available for new construction.



LEFT: Perkins Restaurants (both Rochester locations) installed energy efficient Food Service Equipment that saves them 59,564 kWh annually (equivalent to \$5,956 in energy costs*) and earned them \$1,656 in Conserve & Save rebates. The project was completed by ESP Energy Misers.

*based on a rate of \$0.10 per kWh

• Motors

Electric motor systems are estimated to consume more than half of all electricity used in America, and more than 70 percent in many industrial plants. The annual energy cost to run a motor can exceed the initial purchase cost by six times or more! RPU offers rebates for purchases of premium-efficiency motors of 1 to 200 horsepower. Higher horsepower motors may be eligible for rebates under our Custom Efficiency Rebate Program. Earn bonus rebates for replacing a working motor or installing a motor that exceeds minimum high efficiency standards.

• Variable Speed Drives

Processes in commercial and industrial facilities require varying motor speeds, but many motors run constantly at full tilt – resulting in wasted energy, inaccurate control, and shortened equipment life. Variable Speed Drives (VSDs) adjust motor speed to vary the amount of power delivered to fans or pumps, according to the work required, thereby using only the amount of energy needed. RPU offers rebates for purchases of VSDs of 1 to 200 horsepower installed on fans or pumps. Other equipment installations may be eligible for rebates under our Custom Efficiency Rebate Program.

• VendingMiser®

Vending machines typically use electricity 24 hours per day even if no one is around to use them. VendingMisers control vending machines by detecting motion while maintaining the temperature of the product. VendingMisers save 24 to 36 percent of vending machine electricity consumption. They also lower maintenance costs and extend vending machine life by reducing lamp use and compressor cycles. One unit can be used to control up to four vending machines that are located near each other.

• Water Efficient Appliances & Equipment

Water efficient products provide the same performance and quality, but with the added benefit of significant water savings. For example, businesses can save up to 4,500 gallons per year by updating a bathroom with a WaterSense labeled toilet. Using pop-up sprinkler spray heads with rotating nozzles can save up to 6,600 gallons of water per nozzle over a 5-year period. Restaurants can save up to 45,000 gallons of water per year by installing low-flow pre-rinse spray valves.

• Custom Efficiency

ESPs customize energy solutions plans to fit the specific conservation and unique energy needs of businesses. Therefore, some of the proposed changes or upgrades may not be eligible for a standard Conserve & Save rebate. However, they may be eligible through our Custom Efficiency Rebate Program. Equipment that may be eligible include, but is not limited to: air compressor improvements, efficient refrigeration, variable air volume systems, process technologies, heat recovery systems, thermal storage, and energy management systems.



LEFT: Adamson Motors completed two energy efficient improvement projects that qualified for Custom Efficiency rebates. First, they replaced old CRT computer monitors with new ENERGY STAR® LCD monitors. The upgrade saves them 4,892 kWh annually (equivalent to \$489 in energy costs*) and earned them a \$336 Conserve & Save rebate. Second, they replaced an old air compressor, saving 45,186 kWh annually (equivalent to \$4,518 in energy costs*) and earning a rebate of \$1,515.

*based on a rate of \$0.10 per kWh

Applying for FINANCING

There are two types of financing available through RPU: **Energy Efficiency Financing** and **Green Financing**. Customers must contact an RPU Account Representative for pre-approval.

Energy Efficiency Financing

Energy Efficiency Financing is available for improvement projects. Eligible projects must be completed by an Energy Solutions Partner (ESP) and qualify for a Conserve & Save rebate.

Green Financing

Green Financing is available for costs to obtain a customer's building certification in Energy Star®, LEED® (Certified, Gold, Silver, or Platinum) or Green Globes. The Green Financing program is only available for projects that are completed by an ESP.

All financing is based on availability of funds. Monthly payments for the financed amount are based on the total project amount: balances under \$5,000 are limited to 12 months and balances over \$5,001 are not to exceed 24 months. Maximum amount financed per project is \$25,000. No interest fee is required on the payment. Payments are collected as part of the customer's monthly utility bill. An administration fee in the form of a check payable to RPU will be collected when the paperwork is submitted (\$300 for projects under \$5,000 and \$500 for projects \$5,001-\$25,000).

❑ Step One: Customer Interest

Energy Efficiency Financing: A customer wants to make energy efficient improvements at their business and contacts an RPU Account Representative for financing pre-approval. Eligible projects must be completed by an ESP and qualify for a Conserve & Save rebate.

–OR–

Green Financing: A customer wants to obtain building certification in Energy Star®, LEED® (Certified, Gold, Silver, or Platinum) or Green Globes, and contacts an RPU Account Representative for financing pre-approval. Eligible projects must be completed by an ESP.

If customer qualifies for financing, they proceed to Step 2.

❑ Step Two: Availability of Funds

RPU informs the customer or ESP of the availability of financing funds. ESP submits required paperwork, documentation, and administration fee.

❑ Step Three: Project Pre-Inspection

RPU performs a pre-inspection verification of the project. Financing funds will be held up to 90 days. If the project is not completed within those 90 days, funds may be released to other pending projects.

❑ Step Four: Project Completion

Upon project completion, ESP submits final paperwork and the ESP's invoice to RPU for payment on the financed amount. For **Energy Efficiency Financing**, the ESP also submits the Conserve & Save rebate application(s) and ESP's invoice to the customer for unfinanced amounts.

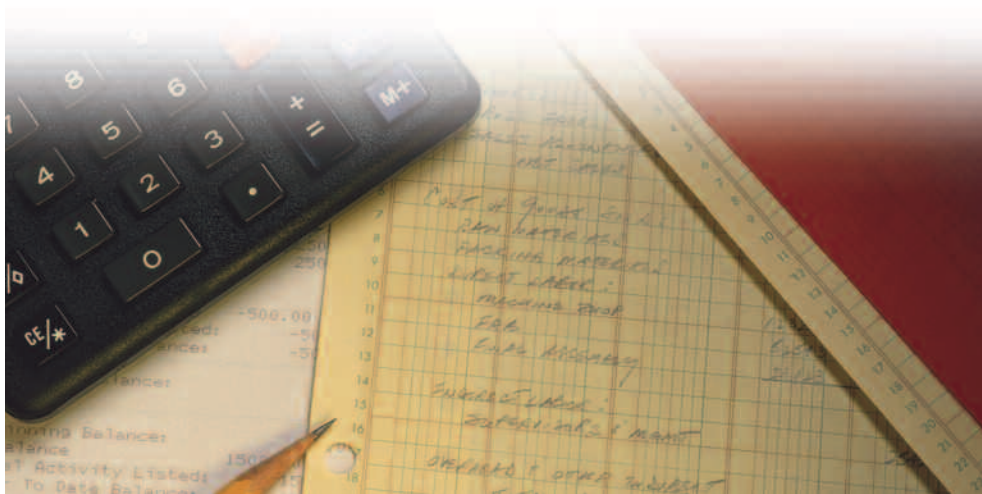
❑ Step Five: Post-Inspection & Payments

RPU pays the ESP for the financed amount and the customer begins repaying RPU the financed amount via their utility bill.

Energy Efficiency Financing: RPU performs a post-inspection verification of the project. RPU pays the customer their rebate(s) as a credit to the financed amount. Customer pays ESP the remaining unfinanced amount for the project.

–OR–

Green Financing: The customer or ESP is required to provide RPU with proof of certification once obtained. If certification is denied, the balance of the financed amount is due immediately.





Rochester Public Utilities
4000 East River Road NE • Rochester, MN 55906-2813
507.280.1500 • 800.778.3421 toll free
www.rpu.org

