



FY12 PowerWise  
Small Business Solutions  
Program Manual

May 1, 2011

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### 1.1 PROGRAM OVERVIEW

PowerWise Small Business Solutions, offered by Salt River Project (SRP), promotes the identification and installation of eligible high-efficiency lighting equipment at qualifying small commercial and industrial customer facilities for retrofit applications. Free audits are available through this program to help qualifying customers identify cost-effective lighting system energy savings opportunities. In addition, rebates are offered to pre-approved contractors (Small Business Solutions Alliance Contractors) to reduce by up to 75% the capital cost of upgrading to eligible high-efficiency lighting equipment for qualifying customers.

Lighting equipment rebates are available for new construction projects under PowerWise Standard Business Solutions. For more information on both programs, please visit [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com).

### 1.2 CONTACT INFORMATION

SRP has retained Nexant, Inc. as the Program Administrator for PowerWise Small Business Solutions. Questions about the program can be directed to the Program Administrator via:

- **Web**
  - [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com)
- **Telephone:**
  - Customer informational hotline: (602) 236-3054
  - Small Business Solutions Alliance Contractor direct line: (602) 236-1616
- **Fax**
  - (480) 345-7601
- **Email:**
  - Customer inquiries: [SmallBusinessSolutions@srpnet.com](mailto:SmallBusinessSolutions@srpnet.com)
  - Small Business Solutions Alliance Contractor inquiries: [LightingAlliance@srpnet.com](mailto:LightingAlliance@srpnet.com)
- **Mail:**

SRP PowerWise Small Business Solutions  
PMB # 192  
4802 E Ray Rd Ste 23  
Phoenix, AZ 85044-6417

### 1.3 MANUAL USE AND ORGANIZATION

This program manual is designed for use by customers and Small Business Solutions Alliance Contractors. It outlines the rules and requirements of PowerWise Small Business Solutions. The manual is organized as follows:

- Section 2 – Addresses customer, measure, and cost eligibility requirements
- Section 3 – Discusses rebate information
- Section 4 – Outlines program participation steps

A sample customer application, frequently asked questions, and other general program support information are contained in appendices at the end of this manual.

## 2.1 CUSTOMER ELIGIBILITY

To apply for participation in the PowerWise Small Business Solutions, a customer must occupy or own a facility on an eligible SRP non-residential retail electric price plan and have a cumulative 12-month energy consumption less than or equal to 145,000 kWh per year. To verify a customer's total 12-month energy consumption, please contact the Program Administrator.

As part of the application process, SRP reserves the right to deny customer eligibility for any of the following reasons:

- Facilities vacant or unoccupied during some portion or all of the previous 12 month period if in SRP's sole opinion the annual energy consumption would have otherwise exceeded 145,000 kWh/yr
- Facilities built in 2007 or later
- Facilities where lighting system upgrades have been completed within the last four years
- Leased or rented facilities submitted without owner approval

For the purposes of SRP's energy efficiency programs, a customer is defined as a company or organization that receives electric service from SRP under an approved SRP price plan. A customer is a holder of a single account, multiple accounts in aggregate or corporate accounts. Multiple accounts or corporate accounts with a single SRP customer identification number will be considered a single customer. An organization of this type can participate in multiple efficiency programs, but will be subject to any applicable customer eligibility requirements and rebate caps.

*SRP retains the right to make final determination of customer eligibility.*

### Eligible Price Plans

Table 2-1 lists eligible customer price plans.

**Table 2-1: Eligible Price Plans for PowerWise Small Business Solutions**

Description	Price Plan
Time-of-Use General Service	E-32
M-Power for Pre-Pay General Service	E-34
Standard General Service	E-36
Standard Pumping Service	E-47
Time-of-Week Pumping Service	E-48
Time-of-Week Pumping Service	E-48

Customers can verify their price plan by looking on a recent bill. Figure 2.1 shows where to find the price plan and account number on a typical SRP customer bill. Customers with questions regarding their account should contact the Program Administrator or their SRP Account Manager.

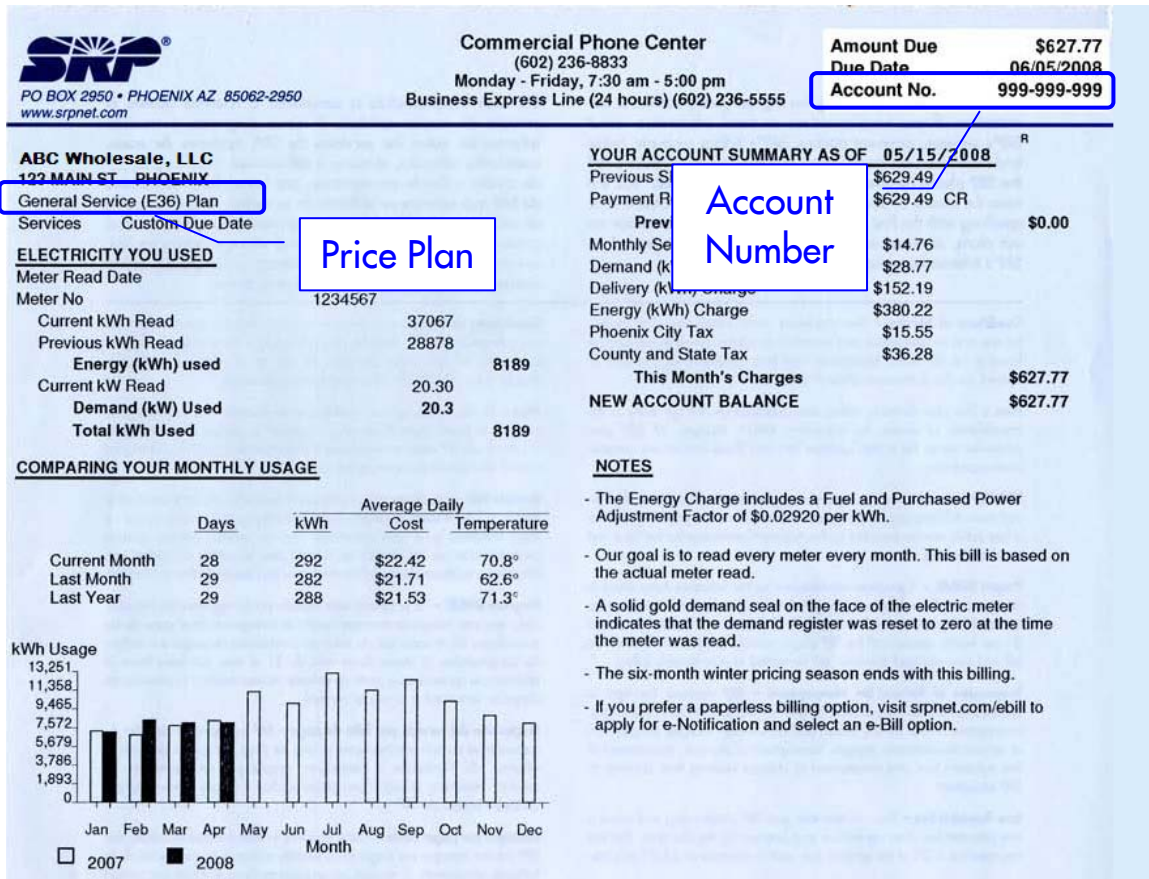


Figure 2.1: Representative SRP Electric Bill

## 2.2 MEASURE ELIGIBILITY

PowerWise Small Business Solutions offers qualifying customers a no-cost walk-through audit of their lighting system and rebates paid to participating Small Business Solutions Alliance Contractors to reduce the cost of eligible lighting equipment.

Customers must apply for a free audit (see Appendix A for a sample Customer Application). To be eligible for discounted lighting equipment costs offered by participating Small Business Solutions Alliance Contractors, all equipment must meet the following eligibility requirements:

- Linear fluorescent lamps must be rated at 80 CRI or higher and 90 lumens or higher per watt with ballasts having a power factor of at least 0.9 and a total harmonic distortion of less than 20%
- HID fixtures are eligible if they are ceramic metal halides
- LED fixtures (except exit signs) must be UL-rated and approved by either ENERGY STAR, the Design Lights Consortium, or have SRP's written approval prior to purchase and installation
- Retrofits involving de-lamping are eligible provided that the capability to re-install additional lamps into a fixture is removed and accompanied by an upgrade to new qualifying lighting equipment
- Equipment must be new and installed in a manner that meets or exceeds code regulations

- New lighting equipment, except occupancy sensors, must result in a reduction of the installed demand of 10% or more based on approved fixture wattages in SRP's Lighting Workbook with the following exceptions
  - Occupancy sensors are not subject to minimum installed demand reduction requirements
  - The installation of any T5 fixtures must result in a minimum installed demand reduction of 40% to be eligible for the Small Business Solutions rebate
- Occupancy sensors must be permanently installed, and may be wall, fixture, or ceiling-mounted – occupancy sensors must be passive infrared, ultrasonic, or dual technology sensors
- Replaced equipment must be disposed of in accordance with local, state, or federal codes and regulations and cannot be re-installed elsewhere
- All equipment must be installed and operational

The following lighting equipment is ineligible for a rebate:

- Screw-in compact fluorescent lamps are not eligible for rebates
- Standard metal halide or any high pressure sodium lighting fixtures are not eligible in retrofit projects

### 2.3 PROJECT EXPENSES

Small Business Solutions Alliance Contractors are required to submit a copy of the invoice for the completed projects. The invoice must include the following:

- Date(s) of equipment installation
- Sufficient detail to identify the quantity and type of fixtures installed
- All costs, including labor and materials, before SRP discounts
- Estimated SRP rebate to be paid to the Small Business Solutions Alliance Contractor
- Final customer cost

### 2.4 PROGRAM DATES

FY12 PowerWise Small Business Solutions became effective on May 1, 2011. Eligible equipment purchased and installed at qualifying customer facilities on or after this date is eligible for rebates, subject to rebate availability. As explained further in Section 4, a no-cost lighting audit is mandatory to qualify for the discounted equipment pricing offered by Small Business Solutions Alliance Contractors. FY12 PowerWise Small Business Solutions rebates are not eligible for measures purchased or installed prior to May 1, 2011 or without necessary approvals.

### 3.1 MEASURE REBATES

PowerWise Small Business Solutions offers qualifying customers a no-cost walk-through audit of their lighting system and rebates paid to participating Small Business Solutions Alliance Contractors to reduce the cost of eligible lighting equipment.

Customers will be subject to a maximum rebate of \$200,000 per program year from FY12 PowerWise Small Business Solutions, and an overall rebate cap of \$300,000 per customer per program year from all PowerWise Small Business Solutions programs offered by SRP. The FY12 Program Year is from May 1, 2011 through April 30, 2012. SRP reserves the right to waive or adjust the rebate caps on a case by case basis and determine at their sole discretion the program year to which a rebate is attributed.

Small Business Solutions provides a rebate to approved Small Business Solutions Alliance Contractors intended to cover 75% of the typical installation costs for the following lighting equipment:

- T8 fluorescent
- Premium T8 fluorescent
- T5 fluorescent
- Hard-wired and permanent CFL fixtures
- LED exit signs
- Occupancy sensors (wall and ceiling mounted)

Small Business Solutions Alliance Contractors that install other lighting equipment at qualifying customer facilities that comply with the eligibility requirements outlined Section 2.2 for qualified customers will be eligible for a rebate reimbursement from SRP equal to the current applicable rebate level paid under PowerWise Standard Business Solutions. Under no circumstances will the rebate provided to Small Business Solutions Alliance Contractors exceed the non-discounted price of the project.

Measures installed by approved Small Business Solutions Alliance Contractors under PowerWise Small Business Solutions are not eligible for rebates from SRP under any other available energy efficiency or rebate program.

### 3.2 REBATE AVAILABILITY

Rebate applications will be reviewed on a first-come, first-served basis until all rebate funding has been committed. Current availability of rebate funds can be checked at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com) or by contacting the Program Administrator.

#### 4.1 OVERVIEW

This section provides information on participating in PowerWise Small Business Solutions including the program process, required submittals, and milestones. Customers may submit a Customer Application beginning on May 1, 2011. SRP will continue to review applications for the program until all funds have been committed. After that time, eligible customers will be placed on a waiting list until additional rebate funding may become available. Information about the availability of current rebate funding is available by contacting the Program Administrator or online at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com).

Customers most likely to be approved to participate in the program and realize the biggest savings include those with:

- Long operating times for lighting equipment (e.g. 10 hours or more Monday through Friday and/or operation on weekends)
- Facilities built prior to 2007
- Facilities that were originally built for a different end-use
- Facilities that have not had their lighting system upgraded within the last four years
- Excessive noise or heat emitting from the lighting systems
- Mixed colors and lamp types, and general lack of uniformity in the lighting system

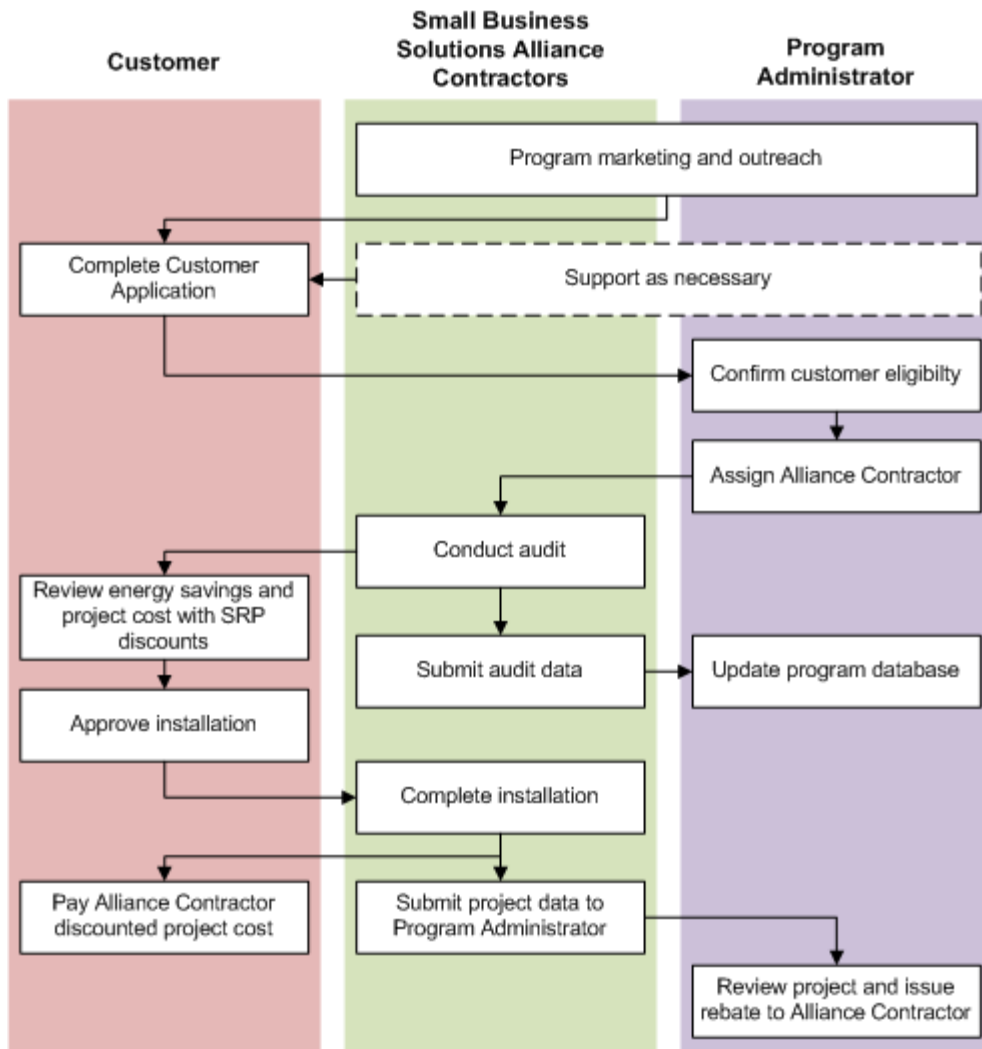
Customers and Small Business Solutions Alliance Contractors are advised to review the comprehensive suite of SRP's program offerings to identify the most appropriate offering to meet their needs. A brief overview of available program offerings is presented in Appendix B of this manual. All program questions can be directed to the Program Administrator. A listing of pre-approved Small Business Solutions Alliance Contractors with experience in identifying project opportunities is available online at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com) or by contacting the Program Administrator.

#### 4.2 PARTICIPATION PROCESS

Customers and Alliance contractors can participate in PowerWise Small Business Solutions by adhering to the following basic steps:

- Step 1: Complete a Customer Application (see Appendix A for a sample).
- Step 2: For approved and eligible customers, an approved Small Business Solutions Alliance Contractor completes the no-cost walk-through audit to identify potential savings, costs, and discounts offered by the program associated with lighting system improvements.
- Step 3: Upon customer acceptance, the Small Business Solutions Alliance Contractor installs qualifying lighting measures.
- Step 4: The customer pays the Small Business Alliance Contractor the identified portion of the project cost not discounted by SRP and the Small Business Solutions Alliance Contractor submits the required project information to the Program Administrator for payment of eligible rebates.

**Figure 4.1** shows a graphical representation of the participation process for the PowerWise Small Business Solutions program. Additional information about each step is summarized below.



**Figure 4.1: Participation Process for All Measures**

**Step 1 – Customer Application**

To verify customer eligibility, customers must submit a completed Customer Application to SRP prior to conducting the audit. The Customer Application is an electronic file and is available for download online at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com), by contacting the Program Administrator, or from approved Small Business Solutions Alliance Contractors. The application requests the following information:

- Identification of the customer site(s) and the SRP account number(s)
- Information about the installation site such as primary use, size, and ownership status
- Customer acceptance of program terms and conditions

Customer Applications will be reviewed on a first-come, first-served basis. SRP will review the Customer Application and customers will typically be notified of their eligibility status within seven (7) days of receipt of the completed application. Rebate funding for the project will be reserved for a period of 60 days following acceptance of a Customer Application.

## Step 2 – No Cost Walk-through Lighting System Audit

For approved Customer Applications, the Program Administrator will assign the project to a pre-approved Small Business Solutions Alliance Contractor who will contact the customer within three business days to schedule a mutually convenient time to conduct the no-cost walk-through lighting system audit. Projects identified by Small Business Solutions Alliance Contractors, or where requested by the customer, will be assigned to that firm. The no-cost audit is mandatory to be eligible for the lighting rebates offered by the PowerWise Small Business Solutions.

The Small Business Solutions Alliance Contractor will conduct the audit and complete the program Lighting Workbook. This workbook summarizes information regarding the existing and proposed lighting equipment, and the discount provided to Small Business Solutions Alliance Contractors for the installation of eligible equipment. Small Business Solutions Alliance Contractors are responsible for submitting completed Lighting Workbooks to the Program Administrator within one week of completing the no-cost walk-through audit, even if the customer chooses not to proceed with any measures or has not yet made a final decision.

SRP may also conduct an inspection of the existing lighting system at their sole discretion to verify the information submitted by the Small Business Solutions Alliance Contractor.

## Step 3 – Project Installation

Customers are responsible for approving the purchase and installation of qualifying measures. Results of the audit will outline the estimated energy savings, total project cost, and discounted project price that reflects the rebates paid to the Small Business Solutions Alliance Contractor by SRP. Qualifying measures must be purchased from and installed by the approved Small Business Solutions Alliance Contractor.

## Step 4 – Project Closeout

Once installed, the Small Business Solutions Alliance Contractor is required to notify the Program Administrator to provide a copy of the final Lighting Workbook reflecting as-built conditions and the project invoice. The invoice must include the following:

- Date(s) of equipment installation
- Sufficient detail to identify the quantity and type of fixtures installed
- All costs, including labor and materials, before SRP discounts
- Estimated SRP rebate to be paid to the Small Business Solutions Alliance Contractor
- Final customer cost

Upon submitting the Lighting Workbook, SRP will review the final installed measures. SRP may request clarification or additional information (including, but not limited to, manufacturer's specification sheets demonstrating equipment to be installed complies with the program requirements) if necessary to complete the review process. Small Business Solutions Alliance Contractors will have 14 days to respond to such requests. If the clarification or additional information is not forthcoming, SRP may choose to discontinue its evaluation and reject the measure(s).

SRP may also conduct an inspection of the installed measure(s) at their sole discretion to verify the information submitted by the Small Business Solutions Alliance Contractor. The post-installation inspection requires the presence of at least one representative of the customer who is familiar with the installed measure(s) and the facility so that all parties can identify any discrepancies. If the inspection cannot be completed in a timely manner because the representative(s) is unfamiliar with the facility or measure(s), the project site will fail the inspection. SRP will also retain the right to inspect the installed measure(s) up to two years following installation.

Projects not installed and reported back to SRP within 60 days of an approved Customer Application are subject to rebate availability and rebate limitations outlined in Section 3. SRP will target completing review activities and issuing rebate payments to the approved Small Business Solutions Alliance Contractor for any approved measure(s) within four (4) weeks of receiving a completed Lighting Workbook and acceptable invoice.

A sample copy of the Customer Application is provided in this Appendix. Please contact the Program Administrator or check online at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com) for the most recent versions of this application.



**General Information**

**Important:** This Customer Application must be submitted and approved by SRP to request a no-cost walk-through lighting system audit and to be eligible for discounted lighting system improvement costs offered by pre-approved Small Business Solutions Alliance Contractors. Please allow seven (7) days for this application to be processed. Ineligible or incomplete applications will not be accepted. Complete program rules and eligibility requirements are provided in the *FY12 PowerWise Small Business Solutions Program Manual* available at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com).

Business name (as it appears on SRP Bill)

SRP Account number(s) where audit performed and measure(s) to be installed

Address where audit performed and measure(s) to be installed City State Zip

Customer contact name Contact phone number Contact fax number Contact Email

Building owner (if different) Owner phone number Owner fax number Owner Email

Ownership status:  Own  Lease/Rent Lease or rent, remaining term length:

Occupied last 12 months:  Yes  No If no, number of months vacant:

Preferred Small Business Solutions Alliance Contractor (leave blank if none):

How did you hear about SRP's PowerWise Small Business Solutions? If other, please specify:

**Building Information**

Has the facility ever had a lighting upgrade:  Yes  No  Don't know

If yes, how many years ago:

Building size (sq. ft):

Year built:

Primary building use (select one):

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Automotive Facility         | <input type="checkbox"/> Hotel                   | <input type="checkbox"/> Police/Fire Station |
| <input type="checkbox"/> Convention Center           | <input type="checkbox"/> Library                 | <input type="checkbox"/> Post Office         |
| <input type="checkbox"/> Court House                 | <input type="checkbox"/> Manufacturing Facility  | <input type="checkbox"/> Religious Building  |
| <input type="checkbox"/> Dining: Bar Lounge/Leisure  | <input type="checkbox"/> Motel                   | <input type="checkbox"/> Retail              |
| <input type="checkbox"/> Dining: Cafeteria/Fast Food | <input type="checkbox"/> Motion Picture Theater  | <input type="checkbox"/> School/University   |
| <input type="checkbox"/> Dining: Family              | <input type="checkbox"/> Multifamily Housing     | <input type="checkbox"/> Sports Arena        |
| <input type="checkbox"/> Dormitory                   | <input type="checkbox"/> Museum                  | <input type="checkbox"/> Town Hall           |
| <input type="checkbox"/> Exercise Center             | <input type="checkbox"/> Office                  | <input type="checkbox"/> Transportation      |
| <input type="checkbox"/> Gymnasium                   | <input type="checkbox"/> Parking Garage          | <input type="checkbox"/> Warehouse           |
| <input type="checkbox"/> Health Care - clinic        | <input type="checkbox"/> Penitentiary            | <input type="checkbox"/> Workshop            |
| <input type="checkbox"/> Hospital                    | <input type="checkbox"/> Performing Arts Theater | <input type="checkbox"/> Other: _____        |

## Terms and Conditions

PowerWise Small Business Solutions offers qualifying customers a no-cost walk-through audit of their lighting system and rebates paid to participating Small Business Solutions Alliance Contractors to reduce the cost of eligible lighting equipment. The following terms and conditions apply to the program:

1. To participate in PowerWise Small Business Solutions, customers must:
  - a. Be a current SRP non-residential retail electric customer on an eligible price plan with a total energy consumption  $\leq$  145,000 kWh over the last 12 monthly billing cycles.
  - b. Submit a completed Customer Application and receive written approval from SRP.
  - c. Purchase and install qualifying equipment as defined in the PowerWise Small Business Solutions Program Manual from one of the pre-approved Small Business Solutions Alliance Contractors.
2. Qualifying equipment as defined in the PowerWise Small Business Solutions Program Manual must be purchased on or after May 1, 2011.
3. Discounted pricing offered by Small Business Solutions Alliance Contractors will be valid for sixty (60) days following SRP's written approval of a Customer Application.
4. Qualifying equipment as defined in the PowerWise Small Business Solutions Program Manual receiving rebates under the program may not receive purchase and installation rebates or credits under any other SRP programs.
5. For the purposes of SRP's energy efficiency programs, a customer is defined as a company or organization that receives electric service from SRP under an approved SRP price plan. A customer is a holder of a single account, multiple accounts in aggregate or corporate accounts. Multiple accounts or corporate accounts with a single SRP customer identification number will be considered a single customer. An organization of this type can participate in multiple efficiency programs, but will be subject to any applicable customer rebate caps. SRP retains the right to make final determination of customer eligibility.
6. Customers will be limited to \$200,000 in rebates for measures installed and approved by April 30, 2012 under the FY12 PowerWise Small Business Solutions program, and an overall rebate cap of \$300,000 per customer from participation in all FY12 PowerWise Small Business Solutions energy efficiency programs offered by SRP. SRP and its agents will not be responsible for any tax liability imposed on the customer as a result of the payment of rebates.
7. SRP reserves the right to inspect the existing and installed equipment for compliance with the program requirements. Inspection may include a telephone survey, site visit, and/or the installation of temporary monitoring equipment at any time up to two years after installation for quality control. Customers will allow SRP and their subcontractors reasonable access to and egress from the installation site during normal business hours for inspection purposes. If selected for inspection, the rebate may be withheld pending outcome of the inspection. If the equipment is found to be in compliance with the program requirements, the rebate will be paid. If the equipment is not in compliance, the customer and Small Business Solutions Alliance Contractor will be notified.
8. Program procedures, requirements, and rebate levels are subject to change or cancellation without notice.
9. SRP makes no representations and provides no warranty or guaranty with respect to the design, manufacture, construction, safety, performance or effectiveness of the newly installed equipment, including any warranties of merchantability or fitness for a particular purpose. Responsibility for delivery and workmanship related to any equipment or services the customer procures exclusively rests with the Small Business Solutions Alliance Contractor contracted with by the customer. SRP assumes no responsibility for oversight of contractor services.
10. In exchange for any approved equipment and/or service rebates for energy efficiency measures, the customer hereby sells, transfers and conveys to SRP all Environmental Attributes and Environmental Attributes Reporting Rights, as such terms are defined below, associated with the energy savings attributable to the qualifying measure(s) or its operation. "Environmental Attributes" means those aspects, claims, characteristics and benefits of avoided energy use associated with the measure(s), as well as any and all fuel, emissions, air quality, or other environmental characteristics, including, but not limited to, white and green energy tags, renewable energy credits, energy efficiency credits, carbon credits, or certificates attributable to the energy savings or avoided use associated with the qualifying measure(s). "Environmental Attributes Reporting Rights" means all rights to report ownership of the Environmental Attributes to any person or entity under Section 1605(b) of the Energy Policy Act of 1992, any successor or replacement statutes, or otherwise.
11. The terms and conditions set forth herein constitute a complete statement of the Terms and Conditions applicable to this promotion, and supersede all prior representations or understandings, whether written or oral. SRP shall not be bound by or be liable for any statement, representation, promise, inducement or understanding of any kind that is not set forth herein. SRP reserves the right to change or cancel this program or its terms and conditions at any time.

**Customer Signature**

Under penalties of perjury, I hereby certify by my signature below that:

- I have read and understand all Terms and Conditions of this form and the customer eligibility, measure eligibility, and participation procedures for SRP’s PowerWise Small Business Solutions in the Program Manual.
- I certify as the customer of record or the customer’s authorized representative that all the information contained within this application is true and factual.
- The undersigned applicant shall defend, protect, indemnify and hold harmless SRP, Nexant Inc., and their respective board members, officers, directors, managers, associates, related firms and entities, employees, servants, and agents of (the “Indemnified Parties”) against all claims, losses, expenses, damages, demands, judgments, causes of action, suits, and liability of every kind and character whatsoever (“claims”) arising out of or incident to, or related in any way to, directly or indirectly, participation in PowerWise Small Business Solutions; provided however, that applicant shall not be required to indemnify and hold harmless any Indemnified Party member against claims adjudicated to have been caused by their gross negligence or willful misconduct.

By typing my name in the signature space below, I understand this is my electronic signature, and I agree this will represent the same as my handwritten signature.

Business Name \_\_\_\_\_  
 Signature \_\_\_\_\_ Date: \_\_\_\_\_  
 Name (please print) \_\_\_\_\_  
 Title \_\_\_\_\_

**For More Information.** For more information about PowerWise Small Business Solutions, customer or measure eligibility, rebates, or other SRP programs please contact us:

- Online at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com)
- By phone at (602) 236-3054
- By email at [SmallBusinessSolutions@srpnet.com](mailto:SmallBusinessSolutions@srpnet.com)

SAMPLE

DO NOT COMPLETE

**SEND COMPLETED CUSTOMER APPLICATIONS TO:**

SRP PowerWise Small Business Solutions  
 4802 E Ray Rd Ste 23, PMB 192  
 Phoenix, AZ 85044-6417  
 Fax: (480) 345-7601  
 Email: [SmallBusinessSolutions@srpnet.com](mailto:SmallBusinessSolutions@srpnet.com)

SRP offers a range of energy efficiency opportunities to help non-residential customers save energy and money. Reduced energy costs, technical assistance, and/or incentives are available for qualifying customers. A summary of other available non-residential energy efficiency programs is provided below. Additional information regarding eligibility requirements, rebates, and participation processes is available at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com) or by contacting the Program Administrator.

### **PowerWise Standard Business Solutions**

The PowerWise Standard Business Solutions program promotes the purchase of industry-proven, high-efficiency equipment. Rebates serve to buy down the difference between the cost of high-efficiency and standard equipment, thereby making the high-efficiency equipment a more attractive option for customers. Rebates are available for qualifying lighting, HVAC, ECM motors, variable speed drive (VFD), compressed air, and refrigeration measures.

### **PowerWise Custom Business Solutions**

The PowerWise Custom Business Solutions program provides a comprehensive platform for cost-effective non-residential energy efficiency projects not addressed by the PowerWise Standard Business Solutions program. One of the primary goals of the program is to obtain verifiable, cost-effective and persistent electrical energy savings that result from the installation of energy efficiency measures.

In addition to equipment rebates, SRP offers eligible customers the opportunity to receive a preliminary and technical energy efficiency assessment performed by a Qualified Service Provider (QSP). Customers eligible for these assessments include those provided electricity on an E-60 services price plan, or with installed compressed air systems of 100 HP or larger. Under this program, these assessments assist customers in the identification and evaluation of potential energy efficiency improvements. Specifically, pre-approved preliminary assessments up to \$3,000 in cost will be funded by SRP to conduct an initial assessment of savings and economic potential of identified systems or projects. More in-depth pre-approved technical assessments, co-funded by SRP at a 50% match up to \$15,000 per customer per year, will provide specific measure details and estimates of costs, energy savings, and financial returns. The remaining eligible 50% cost of the technical assessment, up to \$15,000, will be paid by SRP for customers that submit an eligible Installation Notice for a measure(s) that meets the customer's minimum economic criteria for investment.

### **PowerWise Retrocommissioning Solutions**

PowerWise Retrocommissioning Solutions is designed to help customers achieve demand and energy savings in commercial and industrial facilities. Savings are realized through the systematic evaluation of facility systems and customer's implementation of cost-effective measures targeted to improve facility operation that, in many cases, also improve occupant comfort and production efficiency.

Program participants are commercial and industrial facility owners who have demonstrated a commitment to spend \$10,000 or more to implement identified retrocommissioning measures with an estimated total project simple payback of two years or less based upon electric savings.

### **PowerWise New Construction Solutions**

The New Construction Solutions program provides technical assistance and financial rebates to help architects, engineering professionals, and building owners optimize energy and demand savings, and reduce operating costs in commercial new construction projects.

The program employs a whole building performance-based strategy that fosters an integrated design approach with the project's design team starting during the project's conceptual phase. Early involvement combined with the comprehensive interaction of key project stakeholders affords the opportunity to cost-effectively evaluate and incorporate efficiency strategies while design components are still fluid. The program is designed to be scalable for projects of varying size and flexible to grow with customer needs.

**PowerWise Small Business Solutions**

The PowerWise Small Business Solutions program promotes the purchase of high-efficiency lighting in small commercial and industrial facilities. Free audits are available to qualifying customers to help identify lighting efficiency opportunities. Rebates are also available to pre-approved installation contractors to buy down the difference between the cost of high-efficiency lighting and standard lighting, thereby making the high-efficiency equipment a more attractive option for customers. Rebates are available for qualifying lighting measures.

**Do I qualify for this program?**

PowerWise Small Business Solutions promotes the identification and installation of eligible high-efficiency lighting equipment at qualifying small commercial and industrial customer facilities whose 12 month cumulative energy consumption is  $\leq 145,000$  kWh/yr for retrofit applications. Free audits are available through this program to help qualifying customers identify cost-effective lighting system energy savings opportunities. In addition, rebates are offered to pre-approved contractors (Small Business Solutions Alliance Contractors) to reduce by up to 75% the capital cost of upgrading to eligible high-efficiency lighting equipment for qualifying customers. To determine a customer's 12-month energy consumption total, please contact the Program Administrator.

**When will I receive my rebate from SRP?**

Walk-through audits of a customer's lighting system are provided at no cost to eligible customers by pre-approved Small Business Solutions Alliance Contractors. Customers that elect to proceed with the installation of recommended lighting equipment will receive a discounted price directly from the Small Business Solutions Alliance Contractor in lieu of a rebate check from SRP.

**What if I want the rebate paid to me and not the Alliance Contractor?**

Eligible customers may choose to participate in PowerWise Standard Business Solutions, which provides customers rebates for the installation of eligible lighting equipment. Under this program, however, there is no program-supported audit and rebate levels are typically less than the discounts provided through PowerWise Small Business Solutions. The participation process for retrofit lighting projects is also different and requires SRP's written approval of the proposed project prior to purchasing or installing any equipment.

**What if I want to look at other equipment besides lighting?**

PowerWise Small Business Solutions currently only includes lighting systems. However, a wide range of rebates for other technologies including HVAC, refrigeration, motors, VFDs, and compressed air is available through PowerWise Standard Business Solutions. A list of participating Alliance Contractors supporting these technologies is available at [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com).

**How long will this program be available?**

Customers will be able to receive free audits and discounted lighting costs from Small Business Solutions Alliance Contractors under this program through April 30, 2012, subject to rebate availability. SRP anticipates PowerWise Small Business Solutions to be an integral part of its future resource plan moving forward, but reserves the right to cancel the program at any time.

**What if my audit is completed but the installation has not occurred by April 30, 2012?**

Qualifying equipment must be installed by April 30, 2012 to be eligible for rebates under the FY12 program.

**Is there a maximum or minimum rebate amount that I can receive from this program?**

There is a \$200,000 rebate cap per customer per program year from PowerWise Small Business Solutions. Customers are limited to \$300,000 per customer per program year from participation in all programs offered by SRP. There is no minimum rebate amount required for participation in PowerWise Small Business Solutions. Rebate payments under the program are made to the participating Small Business Solutions Alliance Contractor and are subject to program rules and eligibility requirements.

**What kind of documentation is required to participate in this program?**

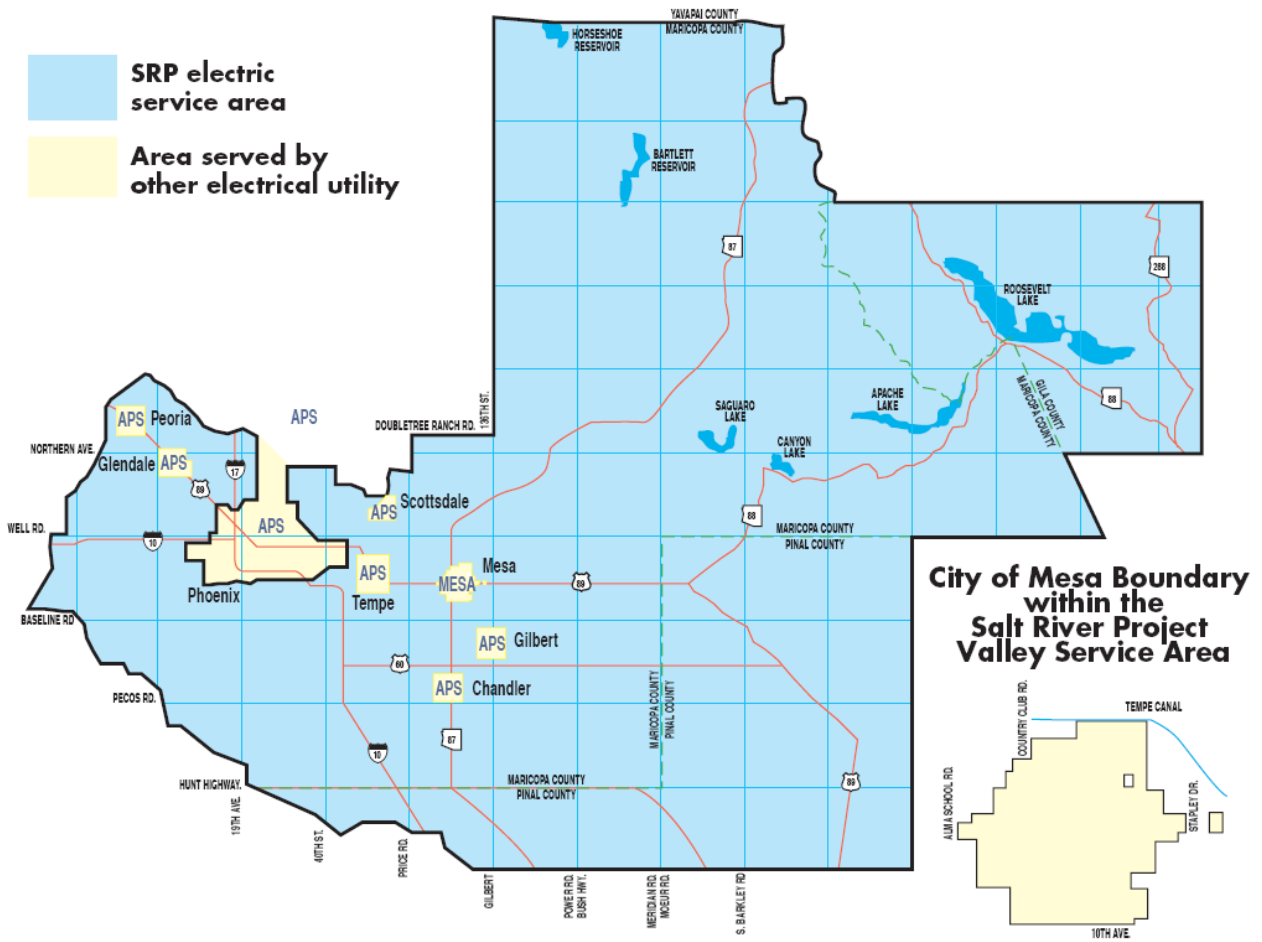
The customer must sign and submit a Customer Application for SRP's review. For each eligible site, the assigned Small Business Solutions Alliance Contractor must submit a copy of a dated paid sales receipt or invoice, along with a completed project Lighting Workbook. Additional documentation, such as manufacturer specification sheets, may be requested for specific equipment types.

**Where can I find out more about this program?**

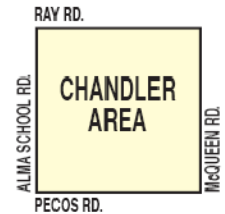
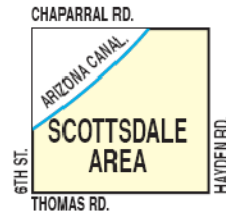
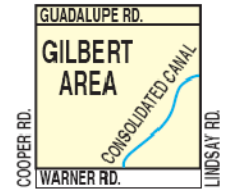
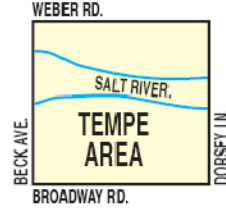
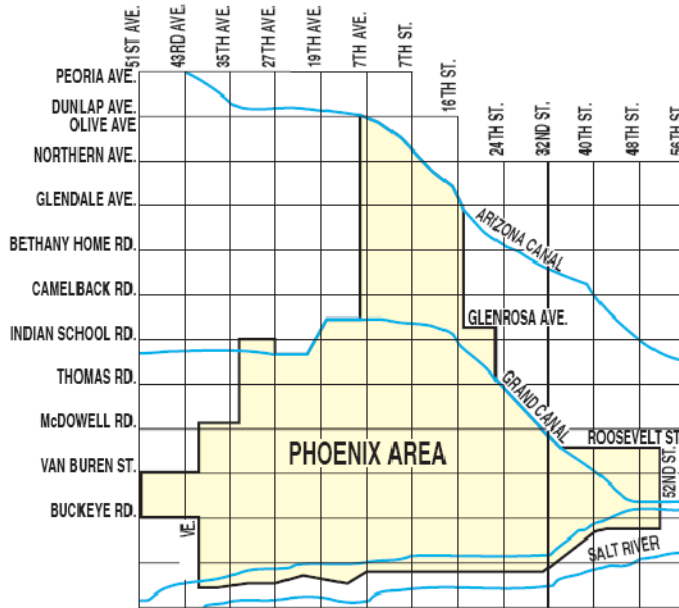
Customers can learn more about the PowerWise Small Business Solutions program and other SRP programs in the following ways:

- Web
  - [www.savewithsrpbiz.com](http://www.savewithsrpbiz.com)
- Telephone
  - (602) 236-3054
- Fax
  - (480) 345-7601
- Email
  - [SmallBusinessSolutions@srpnet.com](mailto:SmallBusinessSolutions@srpnet.com)

An illustration of SRP’s service area is provided below. A more detailed map of SRP service area is available by contacting the Program Administrator.



### APS Boundaries within the Salt River Project Valley Service Area





Customer informational hotline: (602) 236-3054

Small Business Solutions Alliance Contractor direct line: (602) 236-1616

[SmallBusinessSolutions@srpnet.com](mailto:SmallBusinessSolutions@srpnet.com)

[www.savewithsrpbiz.com](http://www.savewithsrpbiz.com)

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