

# APS Solutions for Business

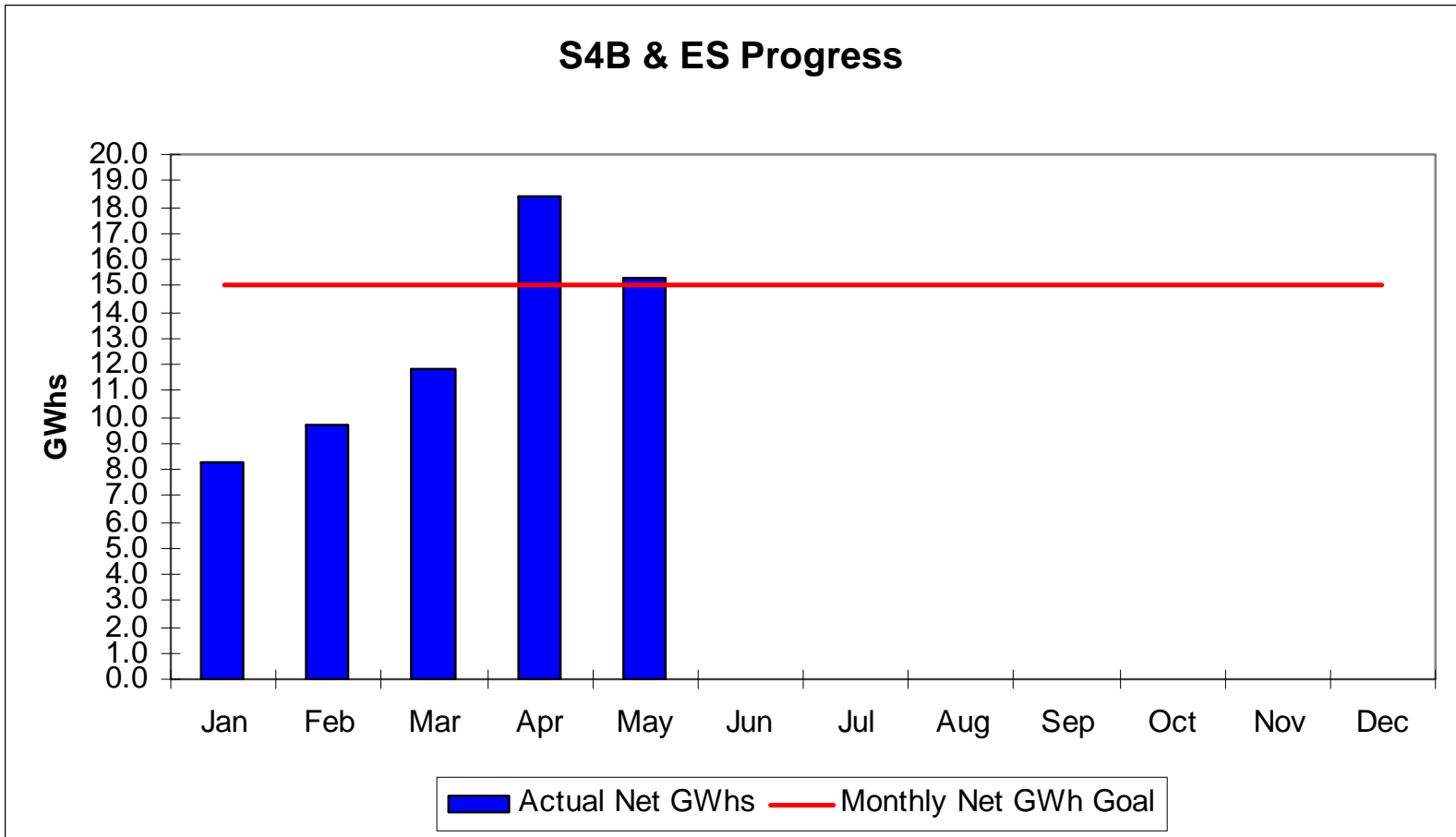
APS Solutions for Business Program Updates

June 10, 2010

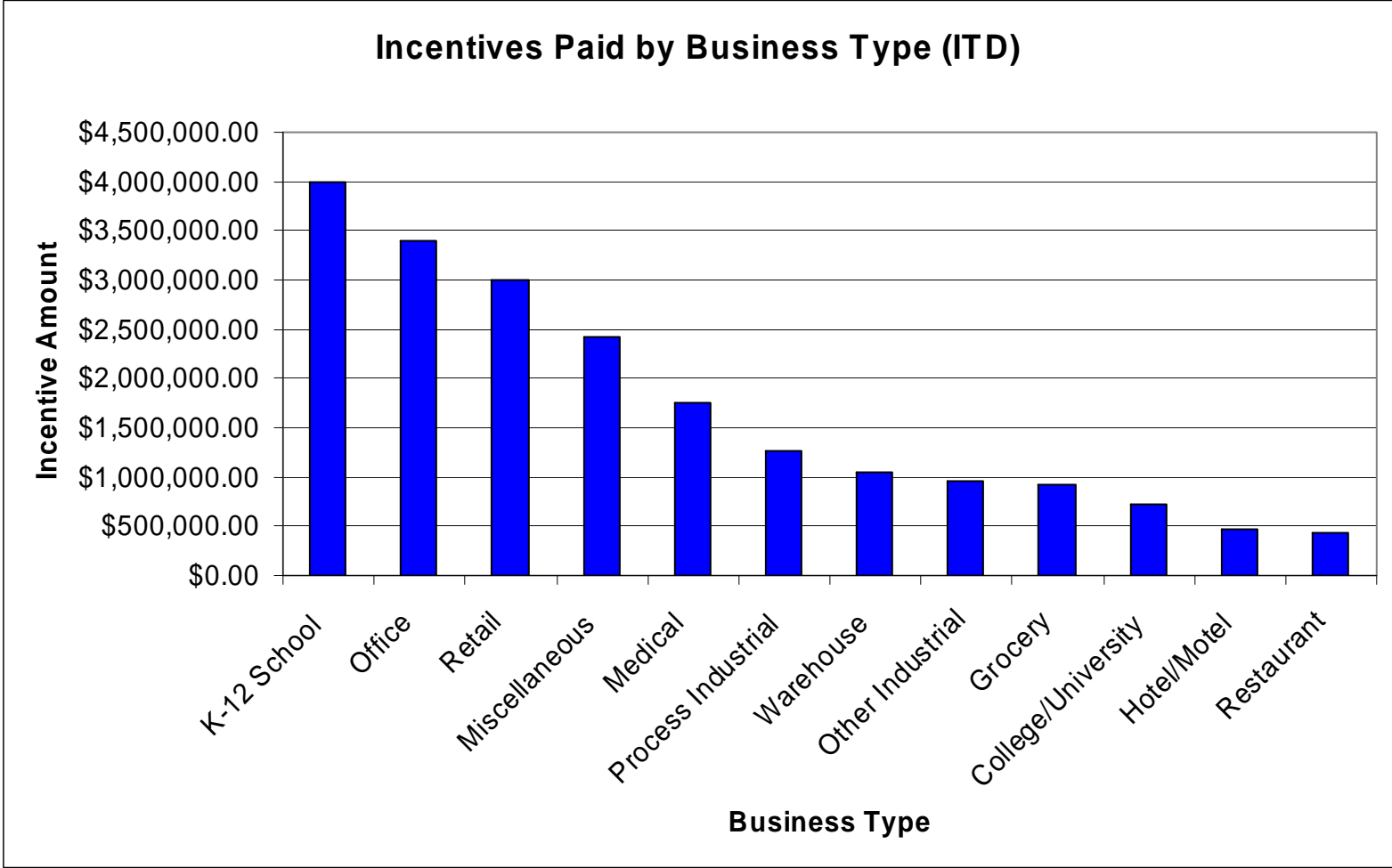
# Discussion Topics

- Year-to-date Progress
- Overview of Incentive Changes and Program Specials
- Pipeline Projects and Technical Assistance

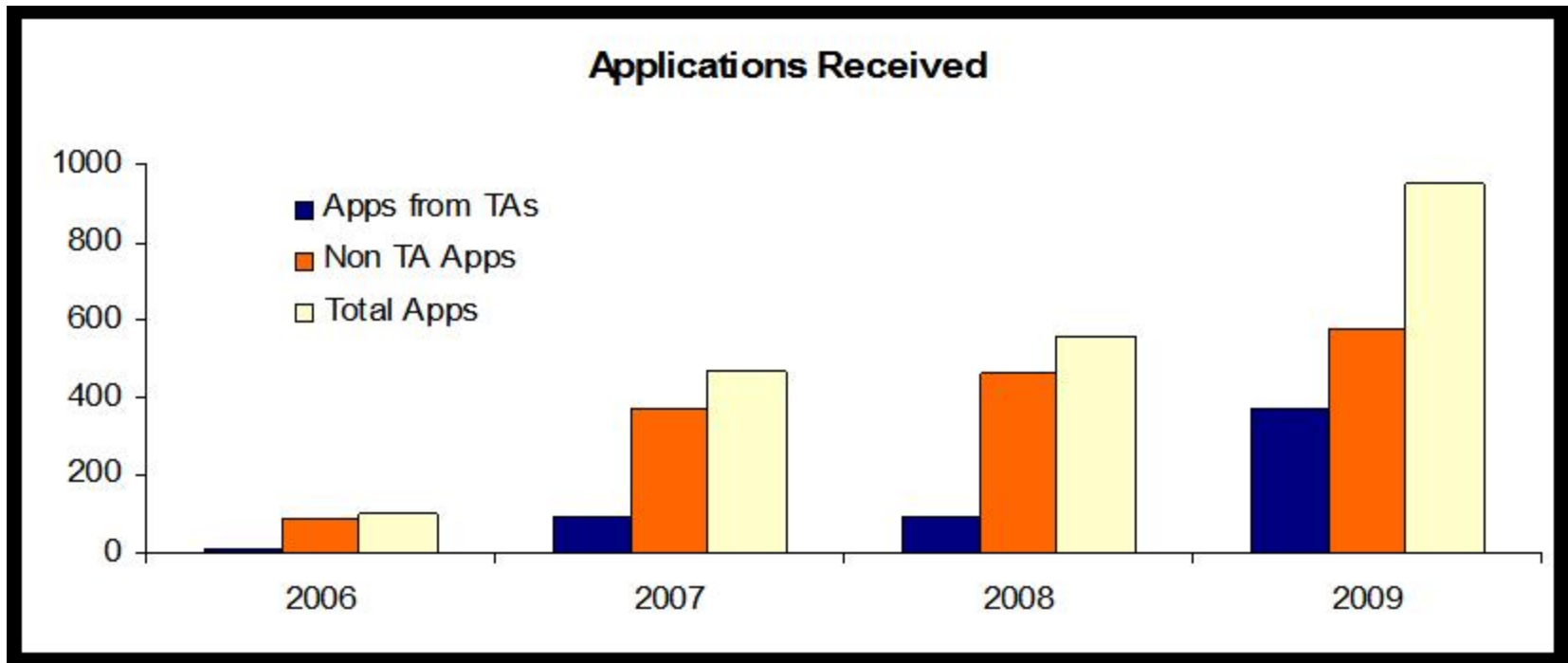
# YTD Progress



# Program Summary



# Applications Submitted by Trade Allies



# Take Advantage of New Opportunities in 2010

- Whole Building Design incentive
- HVAC Advanced Diagnostic Tune Up
- Rebates “specials” June-November
  - VSDs: Rebate increase from \$50 to \$60 per horsepower
  - Specialty CFLs : Rebate increases from \$1.75 to \$5.00 per lamp
  - HID conversion: Rebate increases by \$25 per fixture
- Financing for schools, governments

# Long-term Incentive Changes

- Daylight Controls
  - Rebate increases from \$0.12 to \$0.30 per connected Watt
- De-lamping
  - 4 –ft and 8-ft lamps: Rebate increases from \$5 to \$10 per lamp
- Economizers
  - Rebate increases \$15 to \$40 per ton

# Long-term Incentive Changes

- High Efficiency Ice Makers
  - Rebate increases from \$45 to \$300 per unit
- Snack Machine Controls
  - Rebate increases from \$25 to \$50 per unit
- Programmable thermostats
  - Rebate decreased from \$50 to \$40 per unit

# In the Pipeline? Can We Help?

- Technical Assistance
- Specific Training – topics?
- Information tools
- Marketing Resources