



Energy Efficiency Opportunities

Targeted Services to Help APS Business Customers

The APS Solutions for Business program provides **incentives, training** and **information** services to help businesses increase the energy efficiency of their new and existing facilities. The program encourages business customers to invest in more efficient equipment and systems by reducing the initial project cost and by off-setting the expense of energy studies.

Prescriptive Measures: Order off the Menu


Customers can choose from a prescriptive list of typical energy efficiency measures with fixed rebate levels. These apply to existing buildings (retrofit) and new construction projects and pay up to 75% of the incremental measure cost. The “direct install” approach makes it even easier and more affordable for small businesses to improve their lighting and refrigeration equipment.*

- Lighting rebates from \$5 to \$200 per unit
- Cooling rebates with a base incentive up to \$50 per ton, plus an efficiency incentive up to \$300 per ton
- Motor and VSD rebates from \$1.50 to \$50 per horsepower
- Refrigeration rebates from \$5 to \$200 per unit

Custom Projects: Create Your Own

Custom incentives are available for energy-saving projects not included in the list of qualified prescriptive measures. The rebates apply to retrofit and new construction projects and are funded at \$0.11/annual kWh savings, up to 50% of the incremental measure cost.

*Customers with monthly demand of 100kW or less can apply for the direct install program, which pays up to 90% of the incremental measure cost.



“This is a great program.
Participation is easy.
The measures pay back
quickly and they’ve made
a real difference in
our daily operations.”

Small Business Owner

FACTS

Energy represents nearly one-third of total operating expenses in office buildings – the single largest controllable expense.

More than 50% of existing commercial lighting fixtures use inefficient lamps.

Schools spend more on energy than on textbooks: typical energy costs are second only to salaries.

Energy Studies: Take a Closer Look

Energy study incentives off-set the cost of feasibility studies, design assistance, commissioning and retro-commissioning services for new or existing facilities. Customers can apply for up to 50% of the qualifying study cost to \$10,000 per study (\$20,000 for retro-commissioning).

Energy Information Services: Measure and Manage

A simple meter upgrade and our Energy Information Services (EIS) provide a real-time, web-based summary of all the information you need to manage your energy budget. Large customers can apply for a rebate of 75% of the cost of the installation of a new meter and setup fees, up to a maximum of \$12,000.

Training Series: Expand Your EQ (Efficiency Quotient)

Give your EQ a boost by attending a technical training workshop. Topics range from Retro-commissioning to Lighting to Chillers. APS business customers and Trade Allies receive a discount on registration. Visit aps.com (click on “business rebates”) for a current schedule.

Trade Allies

Solutions for Business Trade Allies are contractors, engineers, ESCOs or architects who have been educated on the program and have agreed to follow the program’s rules and processes. Trade Allies are important outreach partners. They help businesses learn about our energy efficiency programs and incentives. Trade Allies qualify for discounted registration fees for Solutions for Business workshops and have access to program marketing tools.

Contact Us to Get Started

More than 325 Arizona businesses have participated in the program and are already saving energy and money. When you are ready to start saving, visit aps.com or call us at **866-277-5605**.

5 Good Reasons to Improve Energy Efficiency

- 5 Boost your bottom line by cutting energy costs.
- 4 Safeguard the environment by reducing emissions.
- 3 Reduce maintenance demands and related downtime.
- 2 Distinguish your business as a leader in saving energy and protecting the environment.
- 1 APS offers **cash incentives**, which reduce up-front costs and shorten payback periods.