

# Efficiency Smart Menu of Programs

Service Type	Name	Markets Served	Description	Term	Cost Basis <sup>1</sup>	Incremental Rates to Purchase More Than 100% Savings
Guaranteed Performance Based Services	1) Enhanced Performance Comprehensive	Residential, commercial, and industrial	Reduce municipal electric load by 1.0% annually. Includes full services	Three year contract	\$2.60 per MWh of annual retail sales	TBD
	2) High Performance Comprehensive (current offer) <sup>2</sup>	Residential, commercial, and industrial	Reduce municipal electric load by 0.5% annually. Includes full services	Three year contract	\$1.40 per MWh of annual retail sales	TBD
	3) Basic Performance Comprehensive	Residential, commercial, and industrial	Reduce municipal electric load by 0.25% annually. Includes full services	Three year contract	\$0.90 per MWh of annual retail sales	TBD
	4) Custom Commercial and Industrial (C&I)	Large C&I (usage greater than 250,000 kWh annually)	Reduce C&I load by 0.5% annually. Includes account management, technical services, and financial incentives	Three year contract	\$1.00 per MWh of annual C&I retail sales	TBD
Community "A La Carte" Services – No Guarantees	5) Prescriptive Rebate Services	5a) Small Business Energy Rebates	Rebates for approximately 90 efficient equipment upgrades such as lighting and lighting controls, HVAC, motors and compressed air.	One year minimum contract	\$0.45 per MWh per annual Commercial retail sales	Potential to increase marketing and rebates budget
		5b) Residential Efficient Appliances	Rebates for of efficient appliances such as refrigerators, clothes washers and dryers, heat pump water heaters, ceiling fans, furnace fan motors, and pool pumps.	One year minimum contract	\$0.50 per MWh per annual residential retail sales	Potential to increase marketing and rebates budget
		5c) Residential Online Lighting Store	Energy efficient lighting and other energy efficiency products at deep discounts available through the Efficiency Smart website.	One year minimum contract	\$0.30 per MWh per annual residential retail sales	Potential to increase marketing and rebates budget
	6) Residential Energy Audits	6a) DOE Home Energy Score	Site visit, report, and recommendations	One year with a minimum quantity to purchase	\$200 per audit plus travel	Add more than minimum with contracted unit price
		6b) Home Energy Audit with Direct Install Products	Same as DOE Home Energy Score plus direct installation of lighting and hot water conservation measures		\$300 per audit plus travel and energy efficient products (~\$150)	
		6c) Complete Home Assessment with Testing	Includes "6a" plus thermal shell air leakage and thermography, recommendations and reports, and optional direct installation of energy efficient products and services.		\$500 per audit plus travel. Additional product and service costs with direct installation option.	
	7) Commercial and Industrial (C&I) Energy Audits	7a) Energy Use and Benchmarking	Review energy use and costs, determine energy utilization index, and compare building's energy performance to similar buildings.	One year with a minimum quantity to purchase	\$600 each	Add more than minimum with contracted unit price
		7b) Walkthrough ASHRAE Level 1	Assessment of facility's energy costs and efficiency through bill analysis and facility survey, low cost/no cost measures identified, and list of potential capital improvements that merit further consideration identified along with their potential costs and savings.		\$1,400 +\$0.04 per square foot of facility (100,000 sq. ft. = \$5,400 total)	
		7c) ASHRAE Level 2	Greater detail than Level 1 and includes end-use breakdown, base loads, seasonal variations, and associated costs; facility management and occupant interviews; assessment of energy using system and controls effectiveness; and report with cost-effectiveness analysis for energy efficiency measures.		\$4,800 plus 0.05 per square foot of facility (100,00 sq. ft. = \$9,800 total)	
		7d) ASHRAE Level 3	Focus on potential capital-intensive projects identified in a Level 2 audit. Requires detailed field data collection, energy modeling, and extensive analysis providing a high confidence level sufficient for major capital investment decisions.		\$7,000 plus \$0.20 per square foot of facility (100,000 sq. ft. = \$27,000 total)	
	8) Miscellaneous Technical Services	Municipal Electric Utilities	Ability to request technical services to review municipal energy efficiency projects, such as conversion to LED streetlights	One year agreement	TBD	N/A
9) Other Potential Community "A La Carte" Services	Miscellaneous	<ul style="list-style-type: none"> <li>• Technical services for municipalities for LED street lighting and water/wastewater facilities</li> <li>• Key account management services to support AMP Direct Connections program</li> <li>• Grants for C&amp;I energy audits</li> <li>• Customer peak demand analysis and recommendations for C&amp;I customers</li> <li>• Customer appreciation and award events</li> <li>• Continuous Improvement and special events for C&amp;I customers</li> <li>• Power factor correction technical assistance</li> <li>• Strategic electrification technologies (e.g. electric vehicles, high efficiency heat pumps, smart home controls)</li> </ul>	TBD	TBD	N/A	

<sup>1</sup> Indicative prices for illustrative purpose only; actual pricing will be subsequently developed.

<sup>2</sup> Current participants have the option to invoke the renewal clause in their existing agreement.