



# Cut Energy Costs and Boost Your Bottom Line

## APS Solutions for Business rebates help businesses increase energy efficiency and reduce demand.

Choose from a long list of energy efficiency measures with fixed rebate levels — from lighting to motors — for existing buildings and new construction. These rebates pay up to 75% of the incremental measure cost. Following are several examples of prescriptive measures.

### Lighting: From \$1.50 to \$200 per unit

- Change overhead fluorescent lights to T8 lamps with electronic ballasts to reduce energy use by 15% to 25%.
- Replace HID high bay fixtures to T8/T5 in warehouses, gyms and auditoriums. Cut costs and strike time.
- Add occupancy sensors and controls to save 30–60% of lighting energy.
- Save \$20 per year for each incandescent exit sign you replace with an LED model.

### HVAC: Service and Equipment Rebates

- Save up to 7% on cooling bills with an Advanced Diagnostic Tune Up. Rebate pays up to \$240 per system.
- Use a programmable thermostat to adjust the temperature after closing. Save 2% to 3% on cooling costs for each degree you raise the temperature. Rebate pays \$40 per thermostat.
- Replace aging or inoperable equipment with high-efficiency models. Rebate pays up to \$50 per ton, plus an efficiency incentive up to \$300 per ton.
- Add variable speed drives to air handlers to save 75% of equipment energy use. Rebate pays \$50/hp.
- Add CO<sub>2</sub> sensors to HVAC systems for demand-controlled ventilation. Rebate pays \$200 per sensor.

### Motors and VSDs: Save per horsepower

- Replace aging motors with premium efficiency motors to generate big savings on operating costs. Rebates pay \$1.50 to \$10/hp depending on size.
- Add variable speed drives on fans and pumps to match speed to need. Rebate pays \$50/hp.

### Refrigeration: From \$5 to \$200 per unit

- Install anti-sweat heater controls on display cases to save \$140+ per sensor each year.
- Add controls to reach-in beverage coolers to slash energy use by 40%.
- Install high-efficiency evaporative fan motors in refrigerated cases and walk-in coolers to reduce motor energy use by up to 70%.
- Install night covers on open cases to cut electricity use by up to 40%.
- Add vending machine controls to reduce the machine's consumption up to 80%.
- Reduce compressor load and energy consumption by installing floating-head pressure controls. Rebate pays \$20 per ton.

### Other projects: \$0.11/annual kWh savings

Custom incentives are available for energy-saving projects not included in the list of qualified prescriptive measures and pay up to 75% of the incremental costs.

Examples include:

- LED refrigerated case lighting
- Server virtualization
- Energy management systems
- Compressed air and other industrial processes
- Plate and frame heat exchangers
- LED (incandescent replacement)

## Express Approach for Small Businesses and Schools

Express Solutions makes it even easier and more affordable for small businesses and schools to upgrade their lighting and refrigeration equipment. Program contractors conduct a free energy assessment, install measures and handle all paperwork. Rebates typically pay 60–90% of project costs.

## Low Interest-Rate Financing

APS is partnering with National Bank of Arizona (NB|AZ) to offer low interest-rate financing to all customers participating in the Solutions for Business program. APS rebates reduce a significant portion of the project costs, and financing can assist with management of working capital for the remaining portion of the project costs.

## Whole Building Design and Construction

The best time to incorporate energy efficiency is at the initial design stage. The Whole Building rebate reduces the cost of planning, modeling and constructing high-performance buildings.

- Rebate begins at \$0.14 per annual kWh saved for buildings designed and constructed to perform at least 10% more efficient than the baseline.
- Building owners/developers can apply for an Energy Study rebate to offset the cost of performance modeling.

## Energy Studies, Technical Assistance

These rebates offset up to 50% of the cost (up to \$10,000 per study) of feasibility studies, design assistance, commissioning and retro-commissioning services for new or existing facilities. Retro-commissioning services for existing facilities are eligible for a rebate to offset 75% of the study cost, up to \$20,000 per study.

## Energy Information Services

Our online Energy Information Services provide a quick-read summary of all the information you need to manage your energy budget. Large customers can apply for a rebate of 75% of the upfront costs, up to \$12,000.

## Demand Response

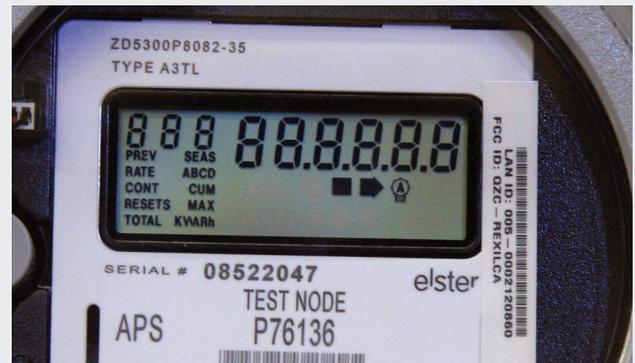
Receive an incentive for voluntary load reduction during peak periods. You may also be eligible for a free thermostat. The program is free for qualifying customers.

## What's Next?

After you maximize your building's energy efficiency, consider adding renewable energy resources. APS offers rebates for these projects, too.

## Contact Us

For more information on the Solutions for Business program, visit [aps.com/businessrebates](http://aps.com/businessrebates) or call the program team at 866.277.5605.



## THE TIME MAY BE RIGHT

Consider installing energy-efficient equipment when:

- Designing a new facility or adding to an existing building
- Conducting preventative maintenance
- Scheduling tenant improvements
- Reconfiguring office space
- Planning equipment purchases
- Deciding whether to repair, rewind or replace a motor
- Thinking about renewable energy projects

If you need help from an industry professional, check our online Trade Ally list.

[aps.com/businessrebates](http://aps.com/businessrebates)

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