

The APS Solutions for Business program offers cash incentives, training and energy information services to help Arizona businesses become more energy efficient, reduce electricity use and save money.

Customers can choose from a list of common energy efficiency measures with pre-set incentives (listed on back). If the project you are considering does not appear on the list of standard incentives but saves energy, it may qualify as a custom measure. We will be glad to work with you to determine which programs and incentives will work best for your situation.

Here is a quick look at the 2014 program:

Important Points

- Four-foot premium T8 eligibility mirrors the Consortium for Energy Efficiency (CEE) specification requirements, making it easier to ensure your lamp/ballast combination is eligible for an incentive.
- APS no longer offers incentives for T12 to standard T8 retrofit projects. Find updated T12/T8 to premium T8 incentives on the Quick Look chart (back page).
- Light-emitting diode (LED) lamps must be ENERGY STAR® certified or on the DesignLights Consortium (DLC) Qualified Products List.
- Incentive structure for packaged & split air-conditioners (AC) and heat pumps (HP) is based on CEE Commercial Unitary AC and HP Specification.
- Incentives for replacing standard-efficiency shaded-pole evaporator fan motors in refrigerated display cases or walk-ins with electronically commutated (EC) motors or permanent-split capacitor (PSC) motors are \$100/motor.
- APS offers two tiers of energy management systems (EMS) incentives on our prescriptive application, making it easier to apply for incentives on equipment that can lower energy costs.

Customer Annual Incentive Caps (per customer)

- **Small Customer:**
(<100 kW monthly demand): \$150,000 + 50% of incentive over \$150K
- **Large Customer:**
(>100 kW monthly demand): \$500,000 + 50% of incentive over \$500K

Incentive Caps

- **Custom Projects:** 75% of incremental cost
- **Feasibility Studies:** 50% of incremental cost (up to \$10,000 per study)
- **Retro-commissioning:** \$0.09 per kWh saved up to 75% of incremental cost or \$20,000
- **Design Assistance:** 50% of incremental cost (up to \$10,000)
- **Commissioning:** 50% of incremental cost (up to \$10,000)



Questions

If you have program or application questions, call 866 277 5605 or 602 385 0900.

Additional Resources

aps.com
cee1.org
energystar.gov
designlights.org

RETROFIT LIGHTING	
Screw-in CFLs	\$1.75/lamp
Hardwired CFLs < 32 watts	\$15/fixture
Hardwired CFLs ≥ 32 watts	\$20/fixture
Cold cathode	\$3.50/lamp
Delamping: 2-ft, 3-ft T8	\$5/lamp removed
Delamping: 4-ft, 8-ft T8	\$10/lamp removed
Premium 2-, 3-, 4-ft T8 & electronic ballast	\$4/lamp
Premium 8-ft T8 & electronic ballast	\$6/lamp
HID to T8/T5 high bay	\$75 - \$200/fixture
Induction lighting	\$55 - \$115/fixture
Occupancy sensor	\$0.12/conn. watt
Daylighting control	\$0.30/conn. watt
LED/electroluminescent exit sign	\$25/sign
LED non-reflector	\$10/lamp
LED reflector	\$15/lamp
LED MR-16	\$10/lamp
Refrigerated case LED with motion sensor	\$30/lamp
Refrigerated case LED without motion sensor	\$25/lamp
LED channel sign	\$3/linear foot
LED traffic light (red, green)	\$25/lamp
LED pedestrian sign	\$25/lamp

APPLIANCES	
High-efficiency clothes washer	\$50-\$200/unit
Heat pump water heater	\$200-\$250/unit

MOTORS		
Variable speed drive	\$50/hp	
Must exceed NEMA Premium motors		
Horsepower	Open	Closed
1 hp	\$2.25/hp	\$5.00/hp
1.5 hp	\$1.75/hp	\$5.00/hp
2 hp	\$1.75/hp	\$5.00/hp
3 hp	\$1.75/hp	\$5.00/hp
5 hp	\$1.50/hp	\$5.00/hp
7.5 hp	\$1.00/hp	\$5.00/hp
10 hp	\$1.00/hp	\$4.00/hp
15 hp	\$0.85/hp	\$3.00/hp
20 - 40 hp	\$0.85/hp	\$2.50/hp
50 hp	\$0.85/hp	\$2.25/hp
50 - 60 hp	\$0.85/hp	\$2.00/hp
75 hp	\$0.85/hp	\$1.75/hp
100 - 200 hp	\$0.85/hp	\$1.50/hp
> 200 hp	Custom incentive	

HVAC EQUIPMENT		
Equipment	Incentive	Bonus efficiency/ton
Outside air economizer	\$25/ton	N/A
Supplemental evaporative subcooling	\$200/ton	N/A
Water-cooled chiller — 299 tons or less	\$5.25/ton	see application
Water-cooled chiller — 300 tons or more	\$7.50/ton	see application
Air-cooled chiller — 149 tons or less	\$5.25/ton	see application
Air-cooled chiller — 150 tons or more	\$7.50/ton	see application
Advanced diagnostic tune-up	\$240/unit	N/A
HVAC testing and repair — duct test and repair	\$225/unit	\$15/ton
HVAC testing and repair — economizer	\$75/unit	N/A
HVAC quality install - phase 1	\$180/unit	N/A
HVAC quality install - phase 2 - duct seal	\$225/unit	\$15/ton

HVAC PACKAGED/SPLIT AC & HP		
Size	CEE tier	Incentive
<65 kBtu/h	Tier 1	\$2/kBtu/h
	Tier 2	\$3/kBtu/h
65 - 760 kBtu/h	Tier 0	\$2/kBtu/h
	Tier 1	\$3/kBtu/h
	Tier 2	\$4/kBtu/h
> 760 kBtu/h	Custom incentive	

REFRIGERATION	
Energy-efficient ice machine	\$20-\$100/unit
Energy-efficient refrigerator	\$75/unit
Energy-efficient freezer	\$75/unit
Strip curtain	\$5/linear foot
Night cover	\$10/linear foot
Reach-in cooler control	\$100/cooler
Anti-sweat heater control	\$12/linear foot
Beverage machine controller	\$100/unit
Snack machine controller	\$50/unit
Automatic door closer	\$40/door
Floating-head pressure control	\$20/ton
High-efficiency evaporator fan motor	\$100/motor
Efficient condenser	\$20/ton
Efficient compressor	\$60/ton

HVAC CONTROLS	
Programmable thermostat	\$40/thermostat
Carbon monoxide (CO) sensor	\$250/sensor
Carbon dioxide (CO2) sensor	\$120/sensor
Hotel room occupancy control	\$50/room

CUSTOM MEASURES	
\$0.09/kWh saved up to 75% of incremental cost	

COMPUTER POWER MANAGEMENT	
Smart strip	\$5-\$10/sensor
CPM software	\$8/computer

ENERGY MANAGEMENT SYSTEM	
Replacing pneumatic/non-programmable thermostat (Tier 1)	\$0.25/sq ft
Replacing pneumatic/non-programmable thermostat (Tier 2)	\$0.35/sq ft
Replacing digital EMS/programmable thermostat (Tier 1)	\$0.15/sq ft
Replacing digital EMS/programmable thermostat (Tier 2)	\$0.25/sq ft
Integrated lighting control	\$0.10/sq ft

BUILDING ENVELOPE	
Shade screen	\$2/sq ft
High-performance window and glass door	\$0.50/sq ft

NEW CONSTRUCTION	
Lighting power density	\$0.35/watt reduced
Occupancy sensor	\$0.12/connected watt
Daylighting control	\$0.30/connected watt
Whole building	Call for rate structure

TECHNICAL ASSISTANCE	
Commissioning	50% of cost up to \$10,000
Design assistance	
Energy study	
Retro-commissioning study	\$0.09 per kWh saved up to 75% of incremental cost or \$20,000

CUSTOMER CAPS	
Small customers <100 kW monthly demand	\$150,000 + 50% of incentive over \$150K
Large customers >100 kW monthly demand	\$500,000 + 50% of incentive over \$500K