



Arizona Success

Current News and Practical Tips
for Arizona's Business Community

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APS
THE POWER TO MAKE IT HAPPEN®

Partnering for dependable power

Summer heat is here and energy use is on the rise. APS customers can expect adequate power supplies this summer, barring any major unexpected events. But to help provide an extra margin of safety and reduce stress on the power supply system, we are asking business customers to become APS Power Partners. Power Partners commit to save energy during extreme summer heat—when temperatures exceed 110 degrees. The Power Partners program is a partnership where everyone wins, with better reliability and dependable power when you need it most.

To become an APS Power Partner in the Phoenix area, go to aps.com and complete the online pledge card, or call 602-250-2303. For the Yuma area, please complete the online Yuma Pledge Card or call 1-928-336-9990.

We'll show our appreciation for your support by publicly acknowledging your company as a Power Partners participant.

Businesses and schools can save with new energy-efficiency programs

You can save money by improving the energy-efficiency of your facilities with the new APS Business Solutions Program. APS now features new programs designed to serve APS' non-residential customers, which include commercial and industrial businesses, schools, municipalities and other governmental institutions.

The program includes incentives for installation of energy-efficient lighting, air-conditioning, motors, refrigeration equipment, as well as feasibility studies, and retro-commissioning studies. APS is also promoting design assistance to encourage the installation of energy-efficient products in new construction projects. Custom incentives are offered for projects, with verifiable energy savings, that fall outside of the prescriptive list of energy-efficiency measures.

To qualify for incentives through the APS Business Solutions program, customers should submit a pre-notification application to reserve funding. Once the qualifying energy-efficiency technology has been installed, customers must complete, sign and submit a Final Application along with the appropriate documentation to obtain their incentive check. To obtain an application or to see how your company or facility can save energy and money with this program, **call 1-866-277-5605 between 9 a.m. and 5 p.m. (MST), Monday – Friday, or visit aps.com. The APS Business Solutions Program offers the following incentives for installing energy efficient equipment:**

Energy-efficient lighting

Lighting accounts for a significant portion of the energy costs for non-residential customers. For example, lighting consumes 30 percent of the electricity used by schools. Schools that install energy-efficient lights can reduce lighting costs by up to 30 percent, resulting in a reduction of up to 9 percent in the overall school electric bill when all lights are upgraded.

The following energy-efficient lighting upgrades qualify for incentives under the Plan:

- Replace existing T12 lamps and magnetic ballast with T8/T5 lamps and electronic ballast – \$5 to \$8 per lamp
- Permanent removal of fluorescent lamps (delamping) – \$2.50 to \$5 per lamp
- Replace incandescent lamps with Energy Star® compact fluorescent lights (CFLs) – \$1.75 per lamp
- Replace high bay high intensity discharge (HID) lamps with 4-lamp T5 high output (HO) system – \$75 per fixture
- Replace or retrofit existing incandescent or CFL exit signs with high efficiency signs – \$25 per sign
- Install occupancy sensors – \$0.12 per connected Watt

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Energy-efficient cooling

Cooling is one of the major energy uses in commercial buildings, accounting for up to 60% of the total energy load.

Energy-efficient air conditioning, heat pump units or chillers are eligible for incentives.

The equipment must meet Air-Conditioning and Refrigeration Institute (ARI) standards, be UL listed, use a minimum ozone depleting refrigerant and meet specified energy-efficiency qualifications.

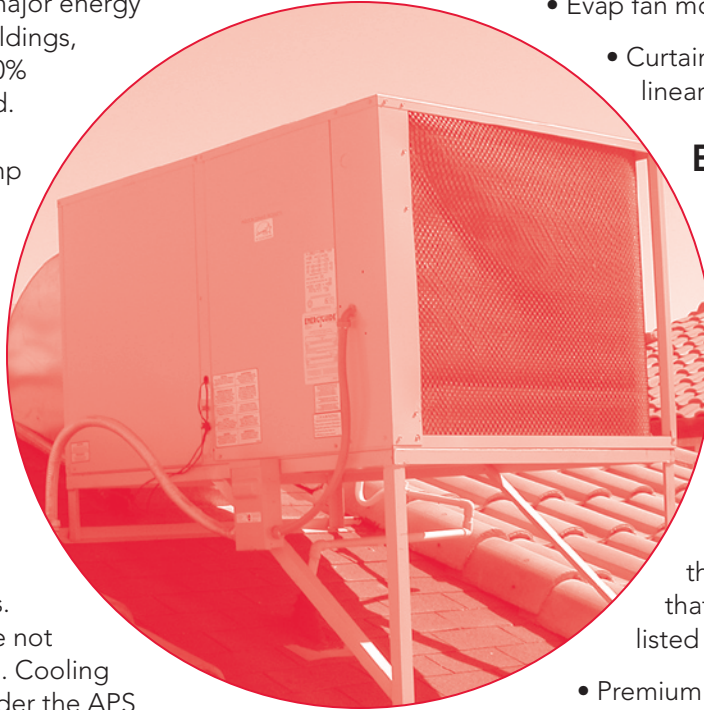
Evaporative coolers are not eligible under this plan. Cooling incentives available under the APS Business Solutions Program include:

- Air conditioners/heat pumps – \$25 to \$50 per ton plus \$30 per energy-efficient rating (EER) point improvement
- Chillers – \$5 to \$10 per ton plus \$150 to \$200 per kW/ton improvement
- Quality installation/diagnostic tune-up – inquire about incentive levels and information
- Energy Star® programmable thermostats – \$50 per unit

Energy-efficient refrigeration

Refrigeration is used extensively in grocery stores, food processing and storage facilities, restaurants, and cafeterias. APS provides incentives to help customers fund energy-efficiency refrigeration projects. Companies that install strip curtains on walk-in coolers and refrigerated warehouse doors can qualify for incentives. Night covers installed on open vertical or horizontal refrigerated cases also qualify for incentives based on the length of the case. The installation of anti-sweat heater control devices, vending controls, refrigeration controls, and commercial refrigeration units also qualify for incentives.

- Commercial refrigeration equipment – \$45 to \$75 per unit
- Vending controls – \$25 to \$100 per machine



- Refrigeration controls – \$100 to \$200 per machine
- Evap fan motors – \$10 per motor
- Curtains and night covers – \$5 to \$10 per linear foot

Energy-efficient motors

Motors are used for a variety of applications ranging from pumping, fans, and industrial processes. Almost all customers use some type of motor that would qualify for APS' incentives. APS provides an incentive for the full range of possible motor sizes. Motors eligible for an incentive are three-phase induction motors of open drip proof and totally enclosed fan cooled classifications. Incentives are based on the motor's Nominal Full Load Efficiencies that meet or exceed efficiency standards listed in the application.

- Premium efficiency motors – \$1.50 to \$10 per horsepower
- Variable speed drive motors – \$50 per horsepower

Custom project incentives and studies

Incentives are also offered for custom projects, with verifiable energy savings, that fall outside of the prescriptive list of energy-efficiency measures. The Program also provides incentives for feasibility studies, retro-commissioning studies, and design assistance to encourage the installation of energy-efficient products in new construction and major renovation projects.

- Custom efficiency projects – \$0.11 per annual kWh saved up to 50% of incremental measure cost
- Feasibility and retro-commissioning studies for existing facilities – up to 50% of demand side management (DSM) study costs*
- Design assistance and commissioning studies for new construction projects – up to 50% of DSM study costs*

* The total annual per customer study incentive amount is capped at \$10,000 for all existing and new construction study applications.

Some restrictions apply. For more information on all of these energy-efficient upgrades that qualify for APS incentives, call 1-866-277-5605 or visit aps.com.