ENERGY EFFICIENCY PROGRAMS – FIND THE RIGHT FIT FOR YOUR BUSINESS

2020 PNM ENERGY SOLUTIONS WEBINAR SERIES
HOUSEKEEPING

• You will receive an email with the presentation from today’s webinar and you can find it on PNM.com/business-events

• Please ask your questions by typing them into the chat box during the Q&A session.

• We are committed to answering all submitted questions. If we are unable to get to them today, we will provide a response after the presentation.
ABOUT PNM

PUBLIC SERVICE COMPANY OF NEW MEXICO

- Founded in 1917
- New Mexico based energy company focused on clean energy transformation
- Over 500K retail customers
- 2,811 MW resource portfolio
- Over 15K miles transmission and distribution lines
TODAY’S SPEAKERS

Elisha Miranda - Pohl
PNM Energy Efficiency Business Program Manager, Engineer III

Steven Hernandez
PNM Business Energy Efficiency Head of Section-Operations Manager & Sr. Engineer

Designed in collaboration with:
Sharon Vickrey, Outreach Manager and Richard Snow, Marketing Specialist
WHY DO THESE PROGRAMS EXIST?

To incentivize PNM business customers to improve the energy efficiency of their businesses through assessments, servicing and equipment upgrades.

Why? Because energy efficiency incentives are proven to be more cost effective for the utility compared to the cost of creating additional generation infrastructure.

There are requirements to qualify and all projects are subject to third-party evaluation.
Available to all¹ commercial, industrial and governmental PNM customers paying rates on:

- Small Power
- General Power
- Large Power

EE line item on customer statements

- Each qualifying facility must be served by at least one meter on an eligible rate schedule (or will be once the project is complete for new construction applications).

¹Not available to customers on rates other than those stated above.
2020 ENERGY EFFICIENCY BUSINESS PROGRAM GOALS

46,567,115 in kWh savings

$5,374,130 in rebates
MULTIPLE BENEFITS FOR YOUR BUSINESS

Customer Benefits

• Enhance business operations & occupant comfort
• Lower risk by improving safety
• Reduce O&M costs
• Improve financials
• Enhance controls
• Achieve sustainability goals
• Improve aesthetics and building value
THE PROGRAMS

MULTIPLE PROGRAMS TO SUIT YOUR BUSINESS NEEDS

New Construction Program
More efficient buildings by design

Retrofit Rebate Program
Improving efficiency in existing facilities

Building Tune-up Program
Optimizing your building’s performance

Distributor Discount Program
Instant discounts at authorized distributors

Quick Saver™ Program
Saving small businesses money

Multifamily Program
Energy savings for multifamily properties
PARTICIPATION: SELF INSTALL VS. PNM TRADE ALLY

Open Network

- **New Construction Program**
  More efficient buildings by design

- **Building Tune-up Program**
  Optimizing your building’s performance

Closed Network

- **Retrofit Rebate Program**
  Improving efficiency in existing facilities

- **Distributor Discount Program**
  Instant discounts at authorized distributors

- **Quick Saver™ Program**
  Saving small businesses money
RETROFIT REBATE PROGRAM

2020 BONUS
EFFECTIVE JULY 1 - DEC 31, 2020
20% HIGHER INCENTIVE
With the 2020 Bonus the incentive would be $393.60*

*Disclaimer
The information provided is for example use only. Individual results can vary and is depend on the actual scope of the project.
SUPPORTING SUSTAINABILITY THROUGH ENERGY EFFICIENCY

“Santa Fe Public Schools has been focused on energy and water efficiency and conservation since 2010. Our partnership with PNM through lighting and HVAC upgrades, retro-commissioning projects, and remodel/new building efficiency has allowed us to achieve rebate savings, conserve energy and has supported us in our commitment to sustainable building practices.” -Lisa Randall, Sustainability Coordinator, Santa Fe Public Schools

4.98 GWh
Of electricity saved since 2010

That’s enough electricity to power 732 Homes for an entire year

Or the equivalent to removing 2,704 Tons of CO2 from the air

And saving over 16M Gallons of water
Business Type: College/University
• Multiple sites
• 3B General Power
• 20 Operators have been certified
• Since 2015

Equivalent to removing 493 Tons of CO2 from the air

Enough electricity to power 133 Homes for an entire year

Saving over 297,000 Gallons of water

Payment Amount | Calculated Incentive | Annual kwh Saved
---|---|---
$28,200.00 | $28,200.00 | 908,877
QUICK SAVER™ PROGRAM

2020 BONUS
EFFECTIVE JULY 1 - DEC 31, 2020
20% HIGHER INCENTIVE
QUICK SAVER™ LIMITED TIME OFFER BREAKDOWN

Outside metro area:
$0.05 extra per kWh saved

Inside metro area:
$0.03 extra per kWh saved
Quick Saver Lighting Example Project Assumptions

- Business Type: Fast Food Restaurant
- Hours of Operating: 5:00 a.m. to midnight, 7 days per week
- Estimated weekly burn hours for 30 interior fixtures: 140 hours
- Weekly burn hours for exterior lighting (5 parking lot pole fixtures): 84 hours

Before LTO and bonus:

- Total annual Dollars Saved: $1,746.47
- Total Project Cost: $5,427.19 *
- Total Incentive: $2,408.59
- Total Customer Payment: $3,018.60
- Payback (yr): 1.73

* 8.43% Sales Tax Included
Now, let’s look at how the additional $.05 per kWh saved AND the 20% additional incentive bonus helped this small business customer offset the cost of their improvements and further reduce their return on investment as shown in Example 2.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total annual Dollars Saved</td>
<td>$1,746.47</td>
</tr>
<tr>
<td>Total Project Cost</td>
<td>$5,427.19</td>
</tr>
<tr>
<td>Total Incentive</td>
<td>$3,763.54</td>
</tr>
<tr>
<td>Total Customer Payment</td>
<td>$1,663.65</td>
</tr>
<tr>
<td>Payback (yr)</td>
<td>0.95</td>
</tr>
<tr>
<td>* 8.43% Sales Tax Included</td>
<td></td>
</tr>
</tbody>
</table>

*8.43% Sales Tax Included*
# Financial Comparison*

<table>
<thead>
<tr>
<th>BEFORE</th>
<th>AFTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total kW reduced: 2.83</td>
<td>Total kW reduced: 2.83</td>
</tr>
<tr>
<td>Total annual kWh Saved: 17,464.72</td>
<td>Total annual kWh Saved: 17,464.72</td>
</tr>
<tr>
<td>Total annual Therms Saved: n/a</td>
<td>Total annual Therms Saved: n/a</td>
</tr>
<tr>
<td>Total lighting inventory items: 3</td>
<td>Total lighting inventory items: 3</td>
</tr>
<tr>
<td>Total lighting inventory items w/o Replacements Selected: 0</td>
<td>Total lighting inventory items w/o Replacements Selected: 0</td>
</tr>
<tr>
<td>Total other measure items: 0</td>
<td>Total other measure items: 2</td>
</tr>
<tr>
<td>Total Project Cost: $5,427.19 *</td>
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</tr>
<tr>
<td>Total Incentive: $2,408.59</td>
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* 8.43% Sales Tax Included

*Disclaimer

The information provided is for example use only. Individual results can vary by, and are not limited to, actual burn hours, existing and replacement fixture quantities, types, or wattages, and Quick Saver Authorized Contractor pricing.
DISTRIBUTOR DISCOUNT PROGRAM

2020 BONUS
EFFECTIVE JULY 1 - DEC 31, 2020
20% HIGHER INCENTIVE
MULTIFAMILY PROGRAM

2020 BONUS
EFFECTIVE JULY 1 - DEC 31, 2020
20% HIGHER INCENTIVE
PROGRAM STATUS

GET YOUR PRE-APPS IN AND RESERVE NOW!

New Construction, Retrofit Rebate Program and Building Tune-up Programs
Allocated roughly 54% of their $2.7 M budget

Distributor Discount Program
Allocated roughly 21.4% of their $478K budget

Quick Saver™ Program
Allocated roughly 53% of their $1.4 M budget

Multifamily Program
Allocated roughly 11% of their $800K budget

*Any limited time offers and bonus offers are subject to funding availability and can be terminated at any time at the discretion of the Program. Pre-Notification Applications are required for specific measures and are also highly encouraged in any project application to reserve funds. The project must also complete construction in 2020.
PNM BUSINESS ENERGY EFFICIENCY PROGRAMS

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PNM BUSINESS ENERGY EFFICIENCY PROGRAMS

THANK YOU FOR YOUR TIME TODAY

PNM Business Energy Efficiency Programs

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PNM BUSINESS ENERGY EFFICIENCY PROGRAMS

2020 PNM ENERGY SOLUTIONS WEBINAR SERIES
UPCOMING WEBINARS

2020 PNM ENERGY SOLUTIONS WEBINAR SERIES

• Electric Vehicles – An introduction to transportation electrification
  Thursday, September 17 at 2:00 pm

• Understanding Your PNM Bill
  Thursday, October 22 at 2:00 pm

• Copper Theft Awareness – What you need to know to protect your business
  Thursday, November 13 at 2:00 pm

PNM.com/business-events
Thank you for attending!

PNM Business Customers
Phone: (888) 245-3659
Hours: Weekdays, 7:30 a.m. to 6 p.m.