

# ENERGY EFFICIENCY PROGRAMS – FIND THE RIGHT FIT FOR YOUR BUSINESS

2020 PNM ENERGY SOLUTIONS WEBINAR SERIES



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## HOUSEKEEPING

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- You will receive an email with the presentation from today's webinar and you can find it on [PNM.com/business-events](http://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.



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# WHO WE ARE

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## PUBLIC SERVICE COMPANY OF NEW MEXICO

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- Core mission to provide reliable, low-cost, safe and environmentally responsible energy to our customers
- Founded in 1917
- First New Mexico business on the NYSE
- Annual revenues \$1.4B
- Employs 1,500
- Gives over \$4M to local non-profits annually

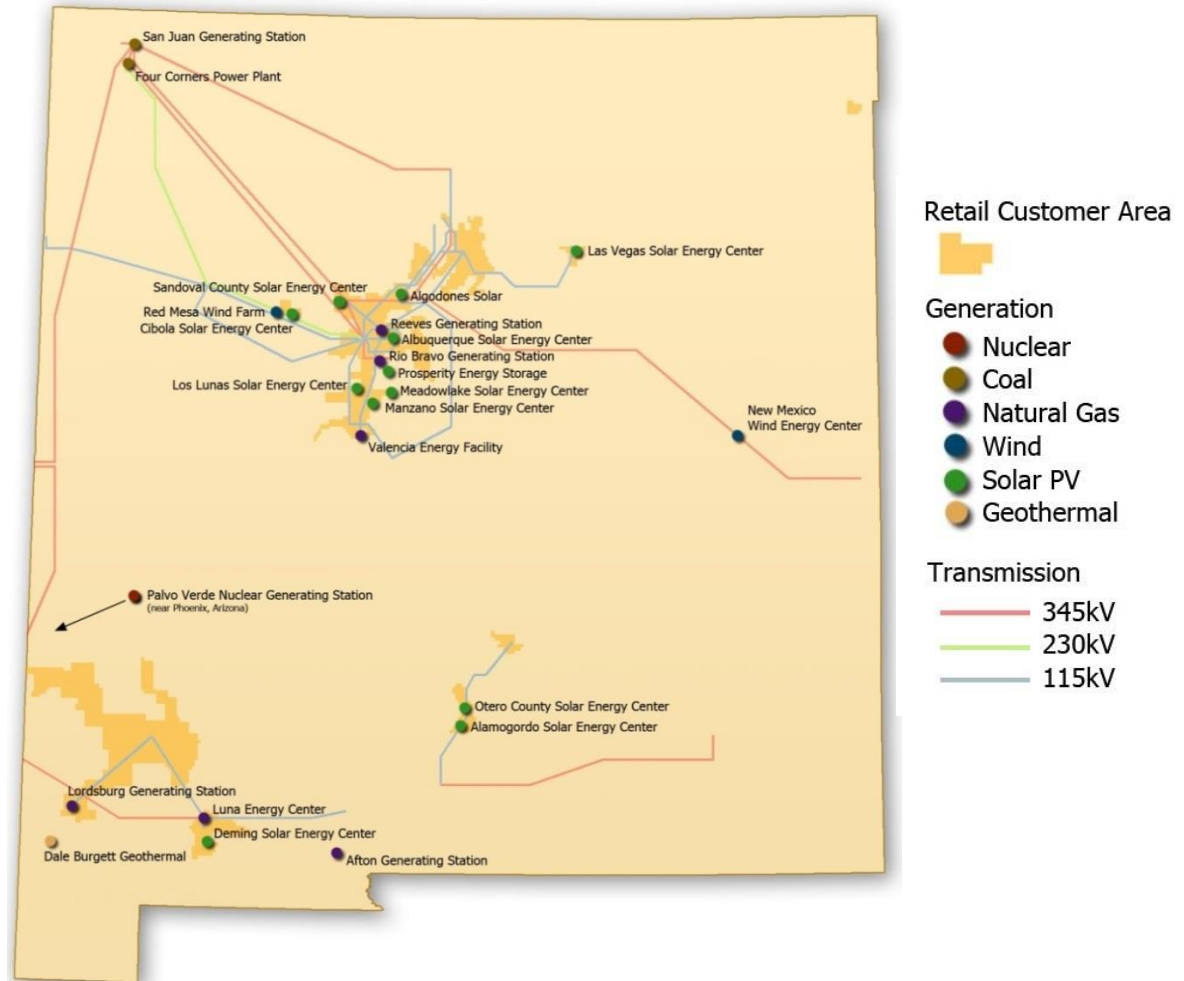


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## PNM PROUDLY SERVING NEW MEXICANS FOR OVER 100 YEARS

- 530,000 customers in 40 communities
- 15,158 miles of transmission and distribution lines
- 2,701 MW generation capacity



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## TODAY'S SPEAKERS

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**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



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## WHY DO THESE PROGRAMS EXIST?

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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.*



## FUNDING ENERGY EFFICIENCY

Available to all<sup>1</sup> commercial, industrial and governmental PNM customers paying rates on:

- Small Power
- General Power
- Large Power

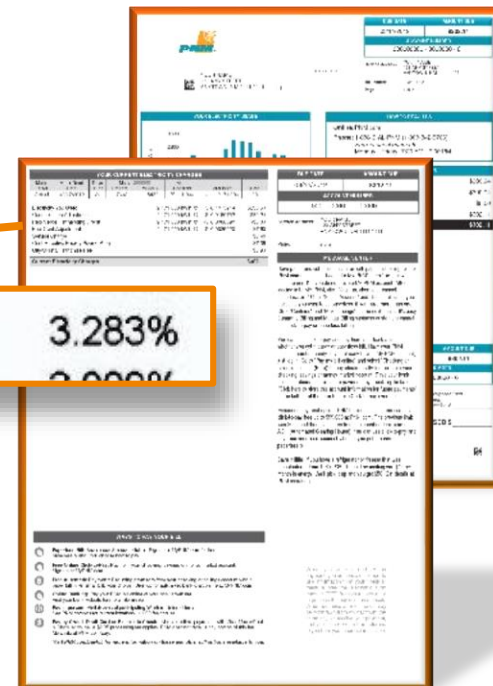
Cost-Effective Energy Saving Prog.

3.283%

*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).

<sup>1</sup>Not available to customers on rates other than those stated above.



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## 2020 ENERGY EFFICIENCY BUSINESS PROGRAM GOALS

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**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



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## PARTICIPATION: SELF INSTALL VS. PNM TRADE ALLY

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### 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



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# RETROFIT REBATE PROGRAM

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



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# RETROFIT REBATE HVAC PROJECT EXAMPLE 1

[← HOME](#)

## HVAC INCENTIVES

[HVAC Specs](#)

Applicant: fill in gray fields at bottom

[Click here for instructions to complete this worksheet](#)

Equipment Type	Size Category			Qualifying Efficiency*	Incentive (per ton)	Efficiency Bonus
Unitary and Split Air Conditioning Systems	< 65,000 Btu/h (5.4 tons)			14.0 SEER and 12.0 EER		
	<div> <div>Equipment Model</div> <div>Tons</div> <div>Efficiency Rating</div> <div>Quantity</div> <div>Equipment Type</div> </div> <div> COMFORTMAKER - 14 SEER HORIZONTAL R410A HP 4.00 14 1 Air Source Heat Pumps </div>					
Air Source Heat Pumps	(20-63 Tons)			10.8 EER		
	≥ 760,000 Btu/h (> 63 tons)			10.2 EER**		
	< 65,000 Btu/h (5.4 tons)			14 SEER and 12.0 EER and 7.7 HSPF	\$40.00	\$15.00
	≥ 65,000 Btu/h and < 135,000 Btu/h (5.4-11.25 tons)			11.6 EER** and 3.2 COP		
	≥ 135,000 Btu/h and < 240,000 Btu/h (11.25-20 tons)			11.2 EER** and 3.1 COP		
≥ 240,000 Btu/h and < 760,000 Btu/h (20-63 Tons)			10.0 EER** and 3.1 COP			
≤ 150 tons			0.569 kW/ton-IPLV			

\$328.00\*

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.



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## NEW CONSTRUCTION PROGRAM

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## 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



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



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



And saving over  
**1.6MGallons**  
of water



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## BUILDING TUNE-UP PROGRAM



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## BUILDING OPERATION CERTIFICATION(BOC) PROJECT EXAMPLE 2

Payment Amount	Calculated Incentive	Annual kwh Saved
\$28,200.00	\$28,200.00	908,877

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



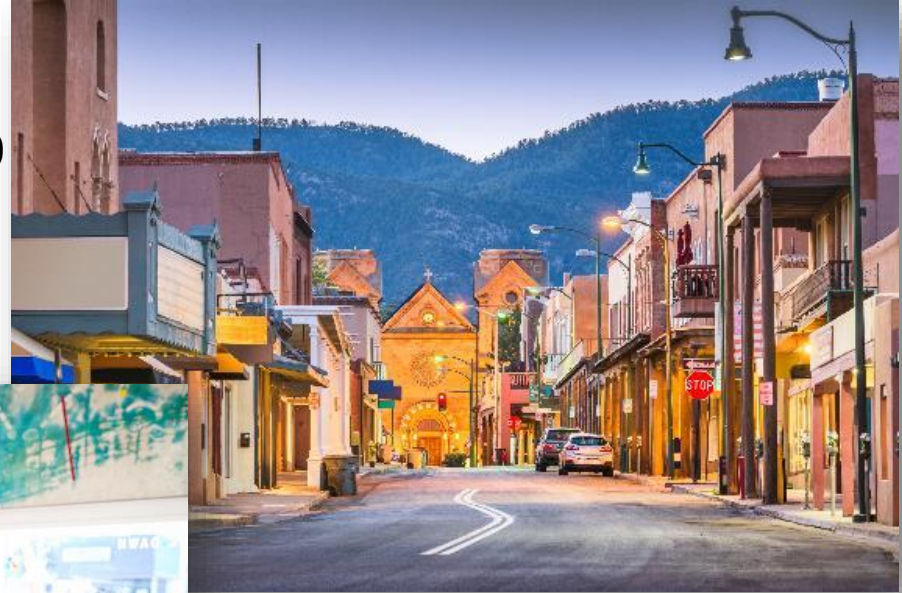
Saving over  
**297,000 Gallons**  
of water

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## QUICK SAVER™ PROGRAM

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



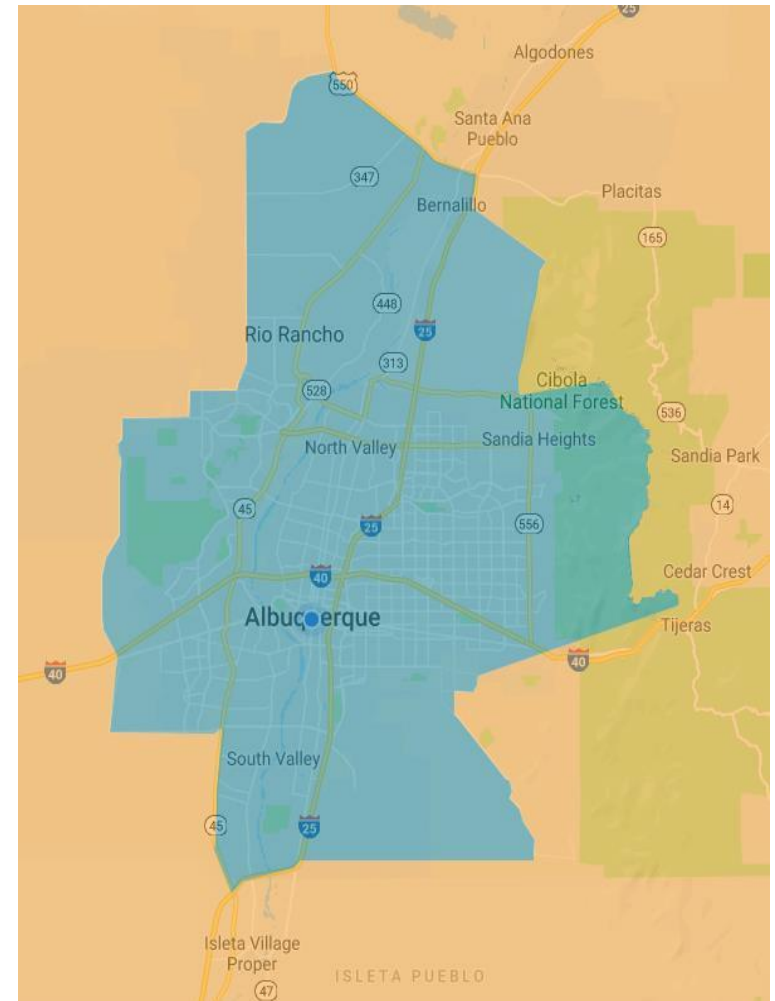
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## QUICK SAVER™ LIMITED TIME OFFER BREAKDOWN

Outside metro area:  
\$0.05 extra per kWh saved

Inside metro area:  
\$0.03 extra per kWh saved








## QUICK SAVER™ LIGHTING PROJECT EXAMPLE 3


### 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): 84hrs

 Update Rejected Line Items

 Submit for Approval

 Attachments

 Recalculate full Proposal

Total kW reduced:	2.83	Total annual Dollars Saved:	\$1,746.47
Total annual kWh Saved:	17,464.72	Total Project Cost:	\$5,427.19 *
Total annual Therms Saved:	n/a	Total Incentive:	\$2,408.59
Total lighting inventory items:	3	Total Customer Payment:	\$3,018.60
Total lighting inventory items w/o Replacements Selected:	0	Payback (yr):	1.73
Total other measure items:	0		* 8.43% Sales Tax Included

☒ Expand/collapse all sections

☐ Lighting Inventory

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

Before LTO and bonus



## QUICK SAVER™ LIGHTING PROJECT EXAMPLE 3 CONT.

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.

Total kW reduced:	2.83	Total annual Dollars Saved:	\$1,746.47
Total annual kWh Saved:	17,464.72	Total Project Cost:	\$5,427.19 *
Total annual Therms Saved:	n/a	Total Incentive:	\$3,763.54
Total lighting inventory items:	3	Total Customer Payment:	\$1,663.65
Total lighting inventory items w/o Replacements Selected:	0	Payback (yr):	0.95
Total other measure items:	2	* 8.43% Sales Tax Included	

<b>Total annual Dollars Saved:</b>	<b>\$1,746.47</b>
<b>Total Project Cost:</b>	<b>\$5,427.19 *</b>
<b>Total Incentive:</b>	<b>\$3,763.54</b>
<b>Total Customer Payment:</b>	<b>\$1,663.65</b>
<b>Payback (yr):</b>	<b>0.95</b>

\* 8.43% Sales Tax Included

After LTO and bonus



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## QUICK SAVER™ LIGHTING PROJECT EXAMPLE 3 CONT.

### Financial Comparison\*

BEFORE			AFTER		
Total kW reduced:	2.83	Total annual Dollars Saved: \$1,746.47	Total kW reduced:	2.83	Total annual Dollars Saved: \$1,746.47
Total annual kWh Saved:	17,464.72	Total Project Cost: \$5,427.19 *	Total annual kWh Saved:	17,464.72	Total Project Cost: \$5,427.19 *
Total annual Therms Saved:	n/a	Total Incentive: \$2,408.59	Total annual Therms Saved:	n/a	Total Incentive: \$3,763.54
Total lighting inventory items:	3	Total Customer Payment: \$3,018.60	Total lighting inventory items:	3	Total Customer Payment: \$1,663.65
Total lighting inventory items w/o Replacements Selected:	0	Payback (yr): 1.73	Total lighting inventory items w/o Replacements Selected:	0	Payback (yr): 0.95
Total other measure items:	0	* 8.43% Sales Tax Included	Total other measure items:	2	* 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.



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## DISTRIBUTOR DISCOUNT PROGRAM

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EFFECTIVE JULY 1 - DEC 31, 2020  
20% HIGHER INCENTIVE**



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## MULTIFAMILY PROGRAM

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



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# 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**



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# PNM BUSINESS ENERGY EFFICIENCY PROGRAMS

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## THE BUSINESS EE TEAM

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# PNM BUSINESS ENERGY EFFICIENCY PROGRAMS

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THANK YOU FOR YOUR TIME TODAY

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## PNM Business Energy Efficiency Programs

**W:** [pnmenergyefficiency.com](http://pnmenergyefficiency.com)

**E:** [energyefficiency@pnm.com](mailto:energyefficiency@pnm.com)

**P:** (505) 938-9400



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# PNM BUSINESS ENERGY EFFICIENCY PROGRAMS

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2020 PNM ENERGY SOLUTIONS WEBINAR SERIES

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# UPCOMING WEBINARS

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## 2020 PNM ENERGY SOLUTIONS WEBINAR SERIES

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- **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](https://www.pnm.com/business-events)



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# Thank you for attending!

**PNM Business Customers**

**Phone:** (888) 245-3659

**Hours:** Weekdays, 7:30 a.m. to 6 p.m.



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