

Texas-New Mexico Power Company

2024 Residential and Hard-to-Reach Standard Offer Programs Kick-Off

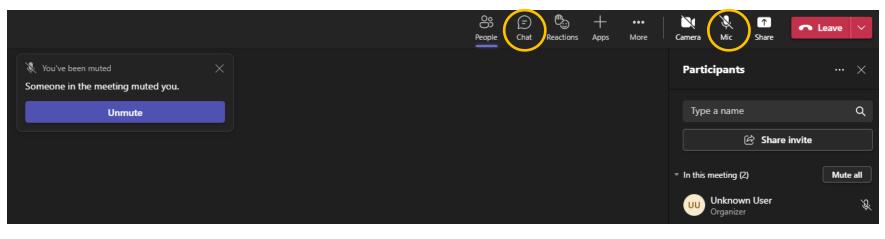
November 15th, 2023

Dial In: 1(505) 373-1537 Access Code: 338-621-834#

Meeting Instructions



- Please stay on mute during the call except when asking questions, which can be done at the end of slides
- Please mute yourself after asking your question
- You can ask a question by utilizing the chat function please remember everyone can see your question







- ★Program Basics
- ★Recap 2023
- 2024 Program Changes
- 2024 Application Process
- 2024 Tracking System Changes P3
- ★P3 Enrollment Process

Program Contacts



<u>TNMP – Program Manager</u>

Morgan Nielsen (214) 222-4186 <u>morgan.nielsen@tnmp.com</u>

Frontier – Program Administrator

Rob Lovenguth (737) 443-7841 <u>rlovenguth@frontierenergy.com</u>



Program Basics

Energy Efficiency Programs 🔀 State Mandated, Rate Payer Funded 처 Not government funded Overseen by The Public Utility Commission of Texas 🗲 EM&V Team: Tetra Tech Eligible measures found in the TRM 11.0- Volume 2 Will be available at <u>www.texasefficiency.com</u> 🔭 Reduce energy & peak demand Agreement with Frontier



Project Sponsor Responsibilities



🔀 Identify Project Opportunities

- ★ Market program and offerings
- ★ Maintain Work Schedule: Marketing & Installation
- Verify customer eligibility
- Verify measure eligibility

🕆 Complete Projects

- ★ Before starting work: Host Customer Agreement Form
- 🔀 After completing work: Customer Acknowledgement Form
- ✤ Inform customers of possible post inspections
- Submit Completed Projects



Project Sponsor Responsibilities (Cont.)



Hard-to-Reach Specific Requirements

- Hard-to-Reach is defined as meeting at least one eligibility requirement on the PUCT's customer income eligibility forms
- HTR customers in single family homes or property managers of multifamily properties must fill out the correct set of forms to certify Hard-To-Reach eligibility found on our website
- Proof required for Cat1A and Cat2
- 📌 Cat1C- <u>LMISD</u> & <u>HUD QCT</u>
- Project Submittals and Inspections
 - ightarrow Please no large batch submittals throughout the year
 - Work with inspector to complete ride-alongs or virtual inspections
 - www.TNMPefficiency.com

Corrective Action



Problematic work and failure to adhere to program requirements instigates one or more the following corrective actions

- Repairs, rework, or resubmittal of required documentation
- Participating in additional training
- \star Reduction or elimination of incentives
- Suspension of Project Sponsor's ability to install some or all measures
- Contract termination



Evaluation Measurement & Verification Process



The PUC contracts with a thirdparty evaluator, the EM&V Team: Tetra Tech

Tetra Tech may contact you or the customers you've served

- Keep all customer forms and agreements for your records
- Evaluation results can impact future program approval decisions

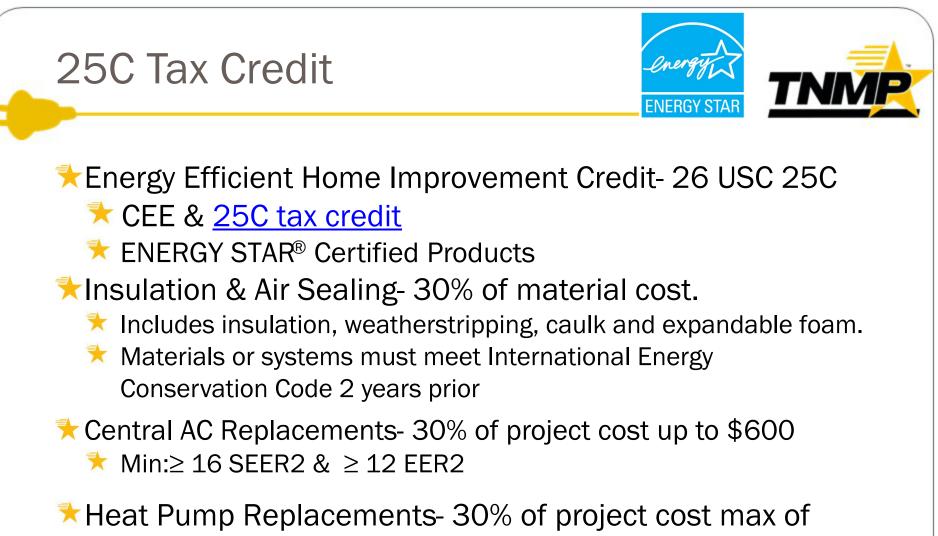
2022 HTR Impact Evaluation

Contribution to portfolio savings (kW)	3.5%
Claimed (kW) savings	479
Evaluated (kW) savings	479
Realization rate (kW)	100%
Contribution to portfolio savings (kWh)	6.4%
Claimed (kWh) savings	1,154,512
Evaluated (kWh) savings	1,154,512
Realization rate (kWh)	100%
Program documentation score	Good

Residential & HTR Incentives

Incentives are:

- 🧚 First Come First Serve
- Reserved when a project is submitted
- Paid directly to Project Sponsor.
- PUCT requires the Project Sponsor to disclose that incentives are available "through a ratepayer funded program, manufacturers, or other entities."
- \neq Initial spending cap will be set at 20% of budget
- Budget set-aside of 5% for projects with high priority measures that will be added back into the budget in September



- \$2000
- ★ Min: \geq 15.2 SEER2, \geq 11.7 EER2, $\& \geq$ 7.8 HSPF2





Recap 2023





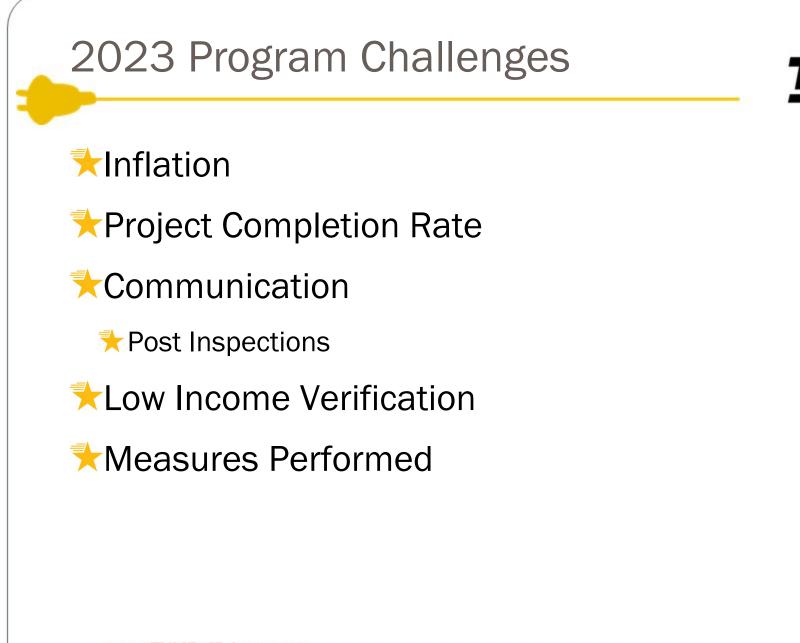


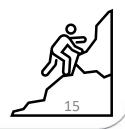
2023 Program Summary



Reported values are unverified finals for 2023

	Res SOP	HTR SOP	Total
Budget	\$1,299,828.33	\$375,311.81	\$1,675,140.14
# Customers	2136	595	2,731
# Installs	6,233	986	7,219
kW Savings	1,937.48	573.36	2,083.75
kWh Savings	3,847,636.69	995,926.45	4,843,563.14
THE REAL			-)
56 <i>,</i> 757	764	668	130,097
Tree seedlings grown	-	Homes' electricity	Incandescent lamps
for 10 years	driven for one year	usage for one year	switched to LEDs
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2024 Key Changes



- 🕆 Section 1.8 in Program Manual
- New Measures and Incentive Rates
 - 🕆 Duct Sealing Alternate Approach Added
 - Increased Incentive Rates: Ceiling Insulation & HP Water Heater
 - Decreased Incentive Rates: APS, LED (HTR only)
 - Separate incentive for multifamily HVAC
- 🔀 Early Bird Bonus- \$100/SF home until March 31st
- Underserved County Bonus- 10% bonus all measures in following counties (North, Central, Gulf, West Texas): Clay, Erath, Grayson, Hood, Johnson, Matagorda, Pecos, Stephens, Van Zandt, Ward, Young
- ★ 3 Measure Requirement on 80% of homes
- Primary & Secondary Tier Measures
 - www.TNMPefficiency.com

2024 Key Changes (Cont.)

TNMP

Coordination of post inspection when requested onsite or virtual

- Ride-along within first 4 months or 2 months if completing air infiltration
- Mandatory leave behinds only provided via pdf
- No Monthly Meetings
- 🟃 Form Changes
 - ✤ Field Data Sheet (optional)
 - 🟃 Host Customer Agreement Consolidation
 - Customer Acknowledgment Form Consolidation

2024 Program Incentives

Incentives		Res	SOP	HTR	SOP
Primary Measures	EUL	\$/kW	\$/kWh	\$/kW	\$/kWh
Ceiling, Wall, & Floor Insulation: (Gas) (Electric)	25	\$384 \$352	\$0.20 \$0.19	\$430 \$394	\$0.24 \$0.22
Heat Pump Water Heaters (≤55 gal) (>55 – 120 gal)	13		400 50		500 LOO
Attic Encapsulation	25	\$229	\$0.10	\$323	\$0.18
Duct Sealing	18	\$1	175	\$2	250
Air Infiltration	11	NA	NA	\$275	\$0.11
Deemed Savings AC and HP Tune-Up	5	\$	55	\$	55
HVAC System Replacement			See Next	Slides	
Secondary Measures	EUL	\$/	unit	\$/	unit
Advanced Power Strip/ Small APSs (PowerTap)	10)/APS mall APS		/APS nall APS
Smart Thermostat (Single family) (Multifamily)	11		ermostat ermostat		ermostat ermostat
LED (General Service or Specialty)	16/20	1	NA	\$3.00	/Lamp
Faucet Aerator	10	\$3.50/	/aerator	\$4.50/	aerator
Low-Flow Showerhead	10	\$35/shc	owerhead	\$45/shc	werhead
Water Heater Pipe Wrap	13	\$5/	wrap	\$10,	/wrap
	EUL	\$/kW	\$/kWh	\$/kW	\$/kWh
All Other Measures	<u>></u> 10	\$225	\$0.07	\$270	\$0.11

TNA

2024 Program HVAC Incentive Rates



		SEER2 Central HV	AC Systems	
	RES SOP			HTR SOP
Replace On Burnout SEER2	AC & Heat Pump	HP Replacing AC and Electric Resistance Heat	AC & Heat Pump	HP Replacing AC and Electric Resistance Heat
15.2-17.19	\$50/ton	\$1400/system	\$125/ton	\$1900/system
17.2-19.99	\$150/ton	\$1500/system	\$225/ton	\$2000/system
20.0+	\$225/ton	\$1700/system	\$325/ton	\$2200/system
Multifamily units*		\$1000/system		\$1300/system
	RES SOP			HTR SOP
Early Retirement	AC & Heat	HP Replacing AC and	AC &	HP Replacing AC and Electric
SEER2	Pump	Electric Resistance Heat	Heat Pump	Resistance Heat
15.2-17.19	\$125/ton	\$1800/system	\$225/ton	\$2300/system
17.2-19.99	\$200/ton	\$2000/system	\$300/ton	\$2500/system
20.0+	\$300/ton	\$2200/system	\$400/ton	\$2700/system
Multifamily units*		\$1300/system		\$1500/system

SEER2 Mini-Split Systems Incentives

Replace on Burnout	15.2-16.19	16.2-17.19	17.2-20.99	21+
Mini-Split HP & AC	\$75/ton	\$150/ton	\$300/ton	\$350/ton
Mini-Split HP replacing ER	\$250/ton	\$350/ton	\$500/ton	\$600/ton
Early Retirement	15.2-16.19	16.2-17.19	17.2-20.99	21+
Mini-Split HP & AC	\$150/ton	\$250/ton	\$350/ton	\$400/ton
Mini-Split HP replacing ER	\$350/ton	\$550/ton	\$650/ton	\$750/ton
New Construction Mini-Split HP & AC	\$75/ton	\$150/ton	\$300/ton	\$350/ton
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Program	Budget
Residential SOP	\$1,000,000
Hard-to-Reach SOP	\$375,000
Total	\$1,375,000



2024 Application Process

Important Program Dates



All Applications and Application Submissions open: Wednesday, November 15, 2023, at 12:00pm

- Residential & Hard-to-Reach Application Submission deadline: Friday, November 29, 2023, at 5:00pm
- Pre-Approved Notification: Wednesday, December 6, 2023, 5:00pm
- Pre-Approval Interviews: Scheduled December 11-15, 2023
- Approval or Denied Notification: Friday, December 22, 2023
- Program Start Date: Monday, January 15, 2024
- Last day to submit new projects: November 29, 2024

Supplemental Documentation

(Required to be uploaded)



Insurance

- Frontier Energy and TNMP must be listed as additional insured
- Subcontractors must also provide proof of insurance to Project Sponsor (no need for additional insureds)
 - The proof of insurance must be emailed from the insurance agent to Morgan Nielsen, <u>Morgan.Nielsen@tnmp.com</u>

All appropriate licenses or certifications including but not limited to

- ★ Texas State Board of Plumbing Examiners license
- HVAC licenses
- 🟃 BPI
- HERS
- 🟃 Manometer calibration



Application Review Criteria

Previous program experience

- Inspection results and feedback
- Customer satisfaction
- ightarrow Timeliness in reporting and invoicing installations
- ★ Maintaining work schedule
- Clean and complete paperwork
- \star 3 measures in 80% of homes

Offering & performing a comprehensive set of measures

Measures offered vs measures performed

Serving a variety of counties Areas served vs actual areas served

References (Utility references preferred)

Supplemental Documentation

★ All required documentation uploaded at time of application submission

Application Award Criteria



Criteria	Percentage
Prior Experience	25%
Comprehensive Measures	20%
Inspection Results	25%
Customer Complaints/Satisfaction	20%
References	10%

2024 Program Pre-Approval

Pre-Approval Interviews

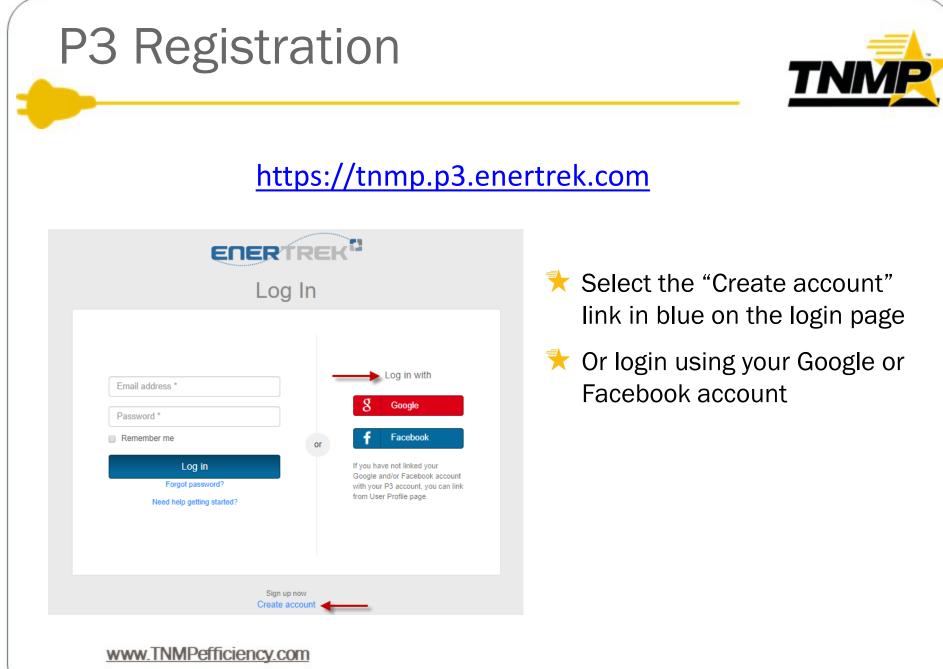
TNMP may conduct virtual pre-approval interviews with Pre-Approved Project Sponsors for the 2024 Program Year

★What to expect

- ★ Video must be on
- ★ Introductions
- \star Application questions and clarifications
- 🗲 Discuss all forms of marketing
- ightarrow Any other questions or topics about the program year



2024 Tracking System Changes P3 – Program Portfolio Portal



P3 Registration



Sign up

Mike

Evans

mikevans@gmail.com

.....

Confirm password *

Sign up

By signing up, you agree to the Terms of Use.

Need help getting started?

Have an account?

www.TNMPefficiency.com

Users will be asked to provide the following:

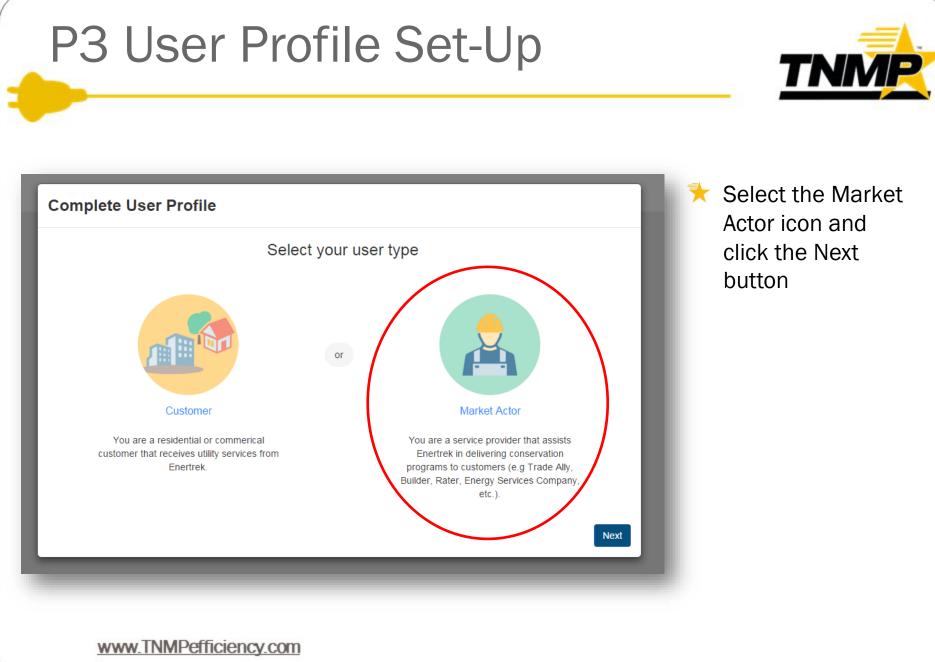
- 🗲 First/Last Name
- 🗲 Email Address
- 눚 Password
- Please note that the email address and password provided will be your username and password going forward when accessing P3

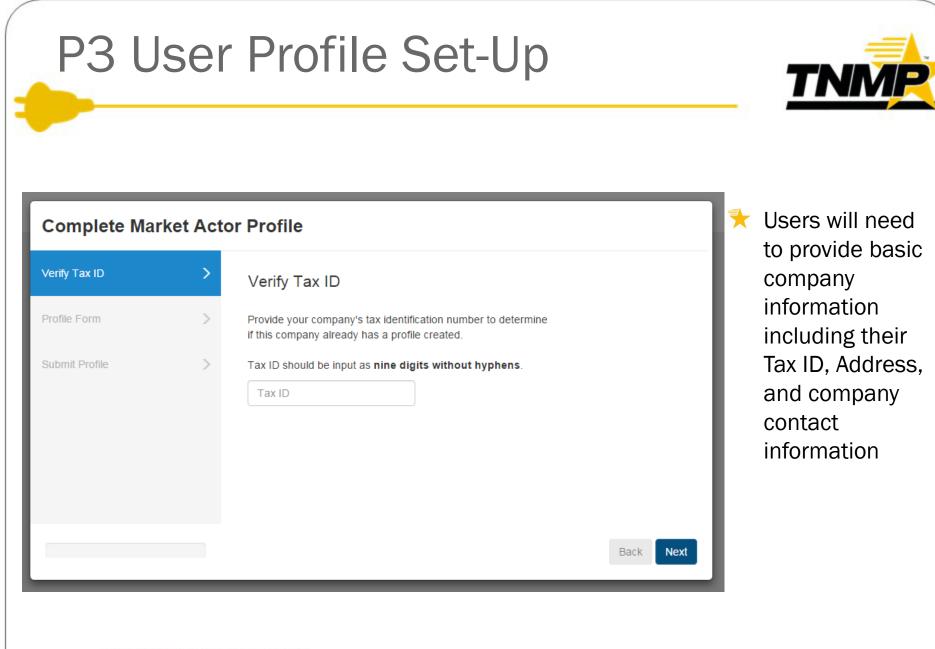
P3 Registration



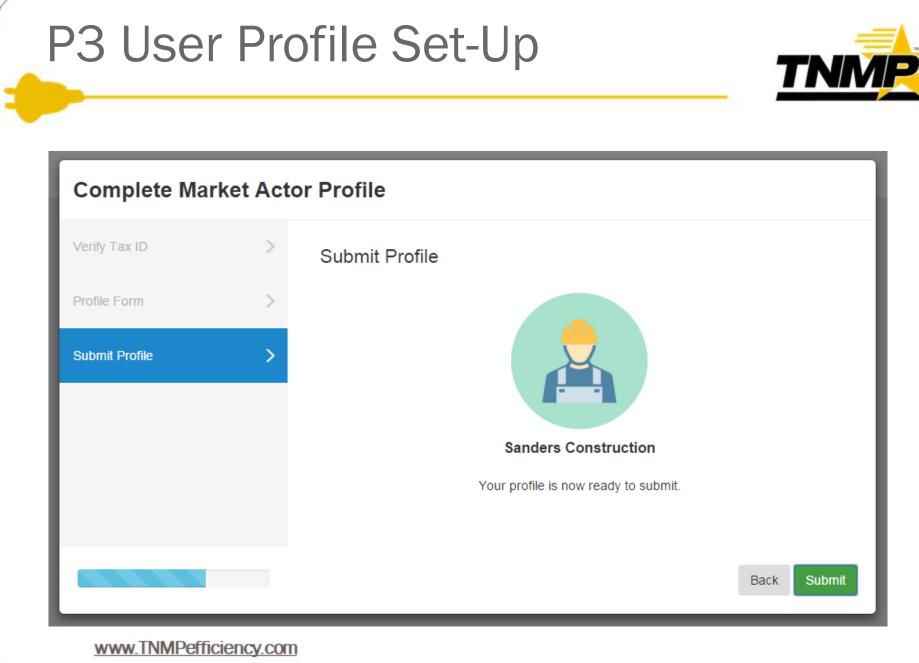
Email address *	New P3 users can also access our P3 video tutorials by clicking the "Need help getting started?" link on the login page.
Password *	Getting Started with P3
Remember me	to get started with the P3 Platform, please watch the video tutorials below.
Log in Forgot password?	P3 Registration Process Video Tutorial See how easy it is to use P3. Watch our Registration tutorial below to get started.
Need help getting started?	
Create account	→ 0:00 / 1:26 → ◆ 1:3 ★
www.TNMPefficiency.com	How to create your P3 Market Actor User Profile

P3 Email Val	lidation TNM
_	erification email to the email address provided nail spam/junk folders if you do not receive this es
Please click on	Verification Email Sent An email has been sent to the email address that you provided. the link within that email to verify your email address and gain access to the site. From: no-reply@enertrek.com To: mikevans@gmail.com Cc subject: Subject: Verification E-Mail
www.TNMPefficiency.com	Thank you for registering with P3 Enertrek Final Step: Please validate your e-mail address now For your security, we need to verify that you own this e-mail address, please click the following link: http://vmwebserver01.fa.local/Orchard_Testers/Users/Account/ChallengeEmail?nonce=AshCnqZScO77PuVOYBMvP% 2BGPUNPXMS67ULrC3XHRIXtmwHRwHvXgmWUF3swDKtZnuWj6XEJJdqd440Vpmu%2BTZPD%2FhH8e% 2FKF5nsBSbzfAZhfkNztImpQR2VkxNIEX9QNbrhJ0wozmsqfu5vCTSbeHA%3D%3D You will be asked complete your registration. Troubleshooting: If clicking on the link above does not work, try the following: Select and copy the entire link. Open a browser window and paste the link in the address bar. Click Go or, on your keyboard, press Enter or Return.





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Complete Ma	rket Acto		
erify Tax ID	>	Disabled Veteran Owned	
rofile Form	>	Company Contact First Name *	Company Contact Last Name *
		Mike	Evans
ubmit Profile	>	Phone 1 *	Phone 2 *
		(555)555-5555	(555)444-4444
		Email *	
		mikevans@gmail.com	
		Physical Address 1 *	





P3 Enrollment Process

P3 Enrollment Overview



- Users will need to create an enrollment application for the program(s) they wish to participate in
- Users that wish to apply to more than one program will need to complete separate enrollment applications for each applicable program
- Enrollment applications can be saved and users can return to the application at any time to complete it
- Enrollment applications must be submitted in order to be reviewed and approved by the Utility Administrator

P3 Enroll	ment Application	TNM
	navigate to the Programs Icon at the top on the top of the from the drop-down menu	of the screen
	HOME CARE AND CONTRACTOR OF CO	L mikevans@gmail.com
	DASHE Program List Welcome Bac Enrollments	
Quick Tasks	Upcoming Work Schedule	
Review New Projects Cale	Project ndar	
Active Programs		View Project Calend Activity Feed

P3 Enrollme	ent App	lication	TNMP
★ Select the + New Enro	llment button ir	n blue	
	HOME DASHBOARD	PROGRAMS PROJECTS	Land mikevans@gmail.com ▼
	PROGRAM LIST	ENROLLMENTS	
Enrollments			
+ New Enrollment			🕒 Print 🔀 Excel 🖹 CSV
	Program	Enrollments	
$\overline{\gamma}$ ID $\downarrow\uparrow$ $\overline{\gamma}$ Program $\downarrow\uparrow$ $\overline{\gamma}$	Status 11 Created	tt Submitted tt Approval Am	ount 11 Submitted Amount 11
	No data av	vailable in table	
Showing 0 to 0 of 0 entries			Previous Next
www.TNMPefficiency.com			39

P3 Enrollment Application



- The New Enrollment modal will appear
- 🔀 Select the program you wish to apply to from the drop-down menu
- 🔀 Click the Submit button to continue

P		Q 💄 msmith@gmail.com 🗸
	New Enrollment	
Enrollments		
	Select Program	
New Enrollment	- Select -	
Show 10 • entries	- Select - Residential Standard Offer Program Residential Hard-to-Reach Program	Search:
V ID It V Program		It ▼ Submitted It
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P3 Enrollment Application The enrollment application will be displayed All required fields are indicated with a red * asterisk R \square 💄 mikevans@gmail.com 🔻 HOME DASHBOARD PROGRAMS PROJECTS PROGRAM LIST ENROLLMENTS Enrollment Details Market Actor Information Summary **Residential Standard Offer Program** Enrollment ID: 20058 Company Name: Evans HVAC Submission Star... 1/23/2016 12:00:00 AM Company DBA: Created: 10/28/2016 (M.Evans) Contact Name: Mike Evans Submitted: Phone: (555)555-5555 Current Status: Created Physical Address: 123 Main Street Austin, TX 78746 View Company Profile **Enrollment Form** Enrollment Application

P3 Enrollment Application



\star Users have the option of saving the application or submitting it for approval

Please note that once an application has been submitted, you will no longer have the ability to make edits to the application

If yes, I have uploaded my subcontractor information under my company profile.

Please list the contractors that you will be using (separated by commas).

Affiliated Firms

Does your company have any affiliated firms? (If unsure, please refer to the PUCT definition of affiliated firms) *

◯ Yes

⊖ No

If yes, I have uploaded my affiliated firms information under my company profile

Insurance Acknowledgement

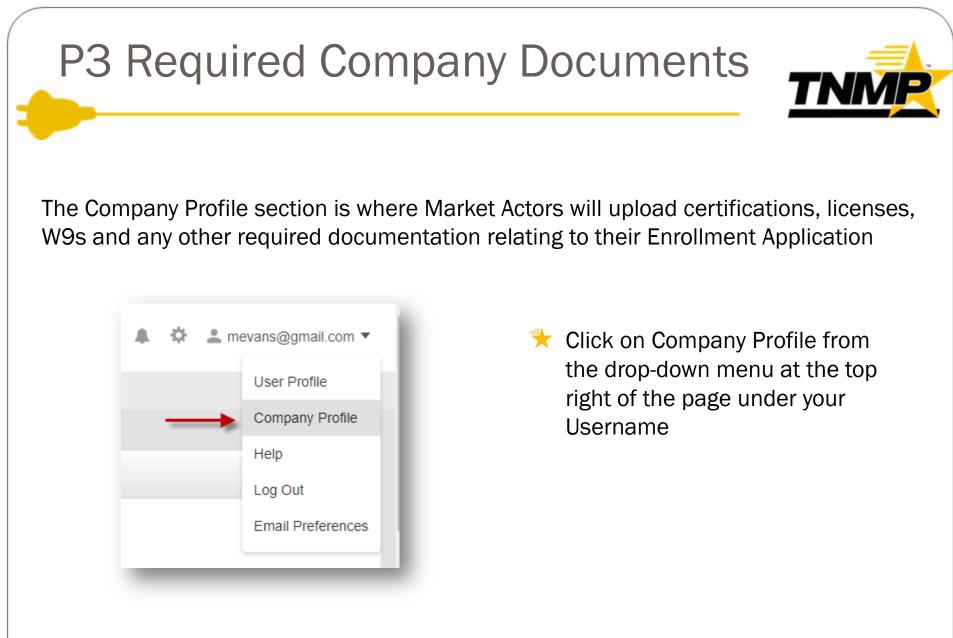
I acknowledge that my Certificate of Insurance must be sent directly to the Program Administrator by my insurance company agency with TNMP and Frontier Energy listed as an additional insured. *

www.TNMPefficiency.com

Submit

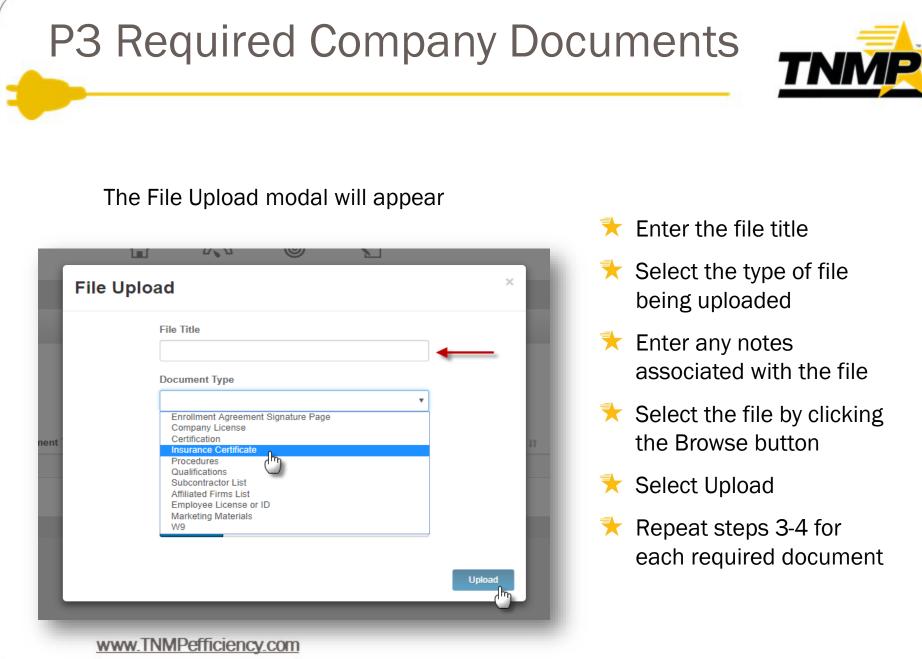
Save

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		application has bee			roved or D	Denied, the sta	tus will be updat
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			HOME DASH	BOARD PROGR		s	💄 mikevans@gmail.com `
			Your enrol	lment has been	submitted		
Enrol	Iments						
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	Ţ ID _{↓↑}	y Program ↓	⊺ ⊽ Status _↓	† Created ↓†	Submitted 1	Approval Amount 1	Submitted Amount 1
		Residential Standard Offer Program	Submitted	10/28/2016	10/28/2016		\$0.00
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Go to the <i>Uploade</i>	ed Files tab and sele	ect the + Add	File button in blue
ENERTREK		HOME	ASHBOARD PROGRAMS PROJECTS
Evans HVAC Company Profile		HOWE	ASHBUARD PROGRAMS PROJECTS
Company Information	UPLOADED FILES		
S Uploaded Files	+ Add File		
🖀 Company Users	6		
Emails			
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Tracie Cooper Program Manager Frontier Energy tcooper@frontierenergy.com 737-236-0246



PROGRAM PORTFOLIO PORTAL

Res & HTR Resources



P3 Tracking System URL: <u>TNMP.P3.EnerTrek.com</u>

- Res/HTR Program Information under Homes Existing Homes: <u>www.tnmpefficiency.com</u>
- Great PUC Resource- <u>http://www.powertosavetexas.net/</u>

📌 Downloads:

- 🟃 SOP Agreement
- Program Manual
- 🟃 P3 Training Videos
- 🟃 Host Customer Agreement
- Customer Acknowledgement and Certificate
- Income Eligibility Forms (single and multifamily)
- 🧚 🛛 Field Data Sheet (optional)
- Service Territory
- Deemed Savings Engine Portal
- 🟃 Vendor Profile Form
- Measure Documentation Guide



Questions and Answers

Use the webinar toolbar to ask questions Or email <u>morgan.nielsen@tnmp.com</u> anytime today We'll plan to respond to all questions, and send a copy of the presentation, via email tomorrow