



2023 Program Manual

Small Business Program

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PROGRAM OVERVIEW

PROGRAM DESCRIPTION

Small Business is a market transformation program designed to offer contractor and customer education on energy efficiency technologies. The program aims to equip participating contractors with the tools they need to succeed in generating revenue from projects in the small business market and offer generous incentive rates needed to encourage small businesses, as defined on Page 8 under customer eligibility, to install energy efficient products such as high efficiency lighting and refrigeration measures. The program overcomes market barriers by providing substantial incentives to help pay for energy efficiency upgrades. In addition, Small Business connects customers with participating contractors that are qualified to provide design and installation services for energy efficient technologies and give customers any additional technical support to make them comfortable with the implementation of efficiency measures in their facilities.

TNMP has selected CLEAResult (Implementer) to serve as the program implementer for Small Business. The Implementer will conduct outreach to potential participating contractors for this program.

The program is designed in a contractor direct install model that enables market transformation to occur at the contractor and customer level. Trained contractors are provided with a Mobile Field Tool Application (“Field Tool”) that empowers them to engage with customers and streamline program participation.

To participate in the program, eligible contractors must use the Field Tool to submit projects for eligible lighting, refrigeration and direct install measures. No Customer Proposals for lighting measures will be accepted that were not generated by the Field Tool. All additional measures in the Measure Eligibility section will be reviewed and accepted through coordination of the Implementer and Participating Contractor. The Field Tool will enable participating contractors to:

- Perform facility surveys for eligible lighting, refrigeration and direct install measures
- Generate Customer Proposals
- Obtain electronic customer signature
- Submit Customer Proposal to reserve program funds (pending customer and program approval)
- Track project and incentive status

The program focuses on educating and training participating contractors to provide customer support and will provide direct customer assistance as needed.

The program is designed uniquely for the small business market. This is a program intended to introduce energy efficiency to TNMP small business customers while providing substantial economic benefits to them. This program uses an expedited, simple solution appropriate for engaging contractors and nonresidential customers in energy efficiency projects. The program targets cost-effective equipment retrofits that replace inefficient technologies with high efficiency technologies. Pairing this approach with performance-based incentives, described in the Incentive Rate section, allows the program to reduce customer project costs enough to engage small



businesses in energy efficiency project installation.

Streamlined incentive application, verification and quality control processes are employed to facilitate ease of participation and minimize the time required for incentive payment. The program partners with contractors and equips them with the tools necessary to improve their business while also being a resource to drive projects into the program.

2023 PROGRAM GOALS

Small Business is a market transformation program devised to achieve peak demand and energy savings by providing qualified contractors the direct support, tools, and training necessary to drive energy efficiency among small businesses within the TNMP service territory.

	2023 kW Goal	2023 kWh Goal
TNMP	450	1,356,365

These goals will be met primarily through the installation of lighting and refrigeration measures in TNMP’s service territory, as well as other measures as appropriate for customer facilities. See Measure Eligibility section for a list of measures that are eligible for program incentives.

PARTICIPATING CONTRACTOR BENEFITS

There are many benefits for contractors participating in the program including incentive levels that offer inroads into the small business sector, incentives that are paid directly to the contractor, training opportunities and free access on the Field Tool Application.

The Field Tool is a valuable software tool developed for use within this program. It is currently configured to validate customer eligibility, collect existing and new equipment information for eligible measures, collect an electronic customer signature and submit Customer Proposals electronically. It can also be used by participating contractors to track the status of their projects and incentive payments. See Participating Contractor Eligibility for more information on how participating contractors can access the Field Tool App.

CUSTOMER BENEFITS

The program seeks to help small business customers with high energy use by providing them with access to technical knowledge on energy assessments and financial incentives to improve the energy efficiency of their buildings. The program connects customers with participating contractors to provide assistance and perform lighting, refrigeration, and other energy efficiency installations. Participating contractors will work with each customer to identify their specific obstacles to adopting more energy efficient equipment or practices. Participating contractors will provide technical support to help customers identify and evaluate energy efficiency opportunities in order to determine which projects are viable. Participating contractors will also educate customers on energy efficient technologies and the technical criteria and non-technical considerations (aesthetics, maintenance impacts) to contemplate when selecting a product.

PROGRAM INCENTIVE RATES

Incentives are paid to contractors based upon the estimated demand reduction resulting from qualified installations. The Program will pay the below \$/kW reduced for customers with maximum peak demand of ≤ 200 . Incentive will be capped at 80% of the total project cost.

Measure Type	Incentive	Program Incentive Limitations
Lighting		
LED lighting	\$675/ peak kW reduced	Incentive cannot exceed 80% project cost Must be qualified on verification website (DLC or ES)
Controls	\$675/ peak kW reduced	Incentive cannot exceed 80% project cost
Refrigeration		
Refrigeration (Door Heater Controls, ECM for Evaporator Fans, Electronic Defrost Controls, Evaporator Fan Controls, Solid Door Reach-Ins)	\$700/ peak kW reduced	Incentive cannot exceed 80% of project cost
Direct Install		
Pre-Rinse Spray Valves	\$140/ unit	Incentive 100% project cost, up to \$140/unit
Air Infiltration	Up to \$100/door for weather strip Up to \$50/door for door sweep	Incentive 100% project cost, up to \$150/unit
Strip Curtains	\$700/ peak kW reduced	Incentive cannot exceed 80% project cost
Vending Machine Controls	\$750/ peak kW reduced	Incentive cannot exceed 80% project cost
HVAC		
HVAC	\$550/ peak kW reduced	Incentive cannot exceed 80% project cost
Other Measures		
CoolSaver A/C Tune-Ups (1-10 tons)	\$175/ ton	
CoolSaver A/C Tune-Ups (10-25 tons)	\$250/ ton	
Other Measures**	Subject to approval	

** Subject to Program approval.

\$100 bonus when 2 or more measures are installed per participant, excluding CoolSaver

PROGRAM MANAGEMENT AND CONTACTS

The first contact for program information for participating contractors and customers is the Implementer:

CLEAResult TNMP Small Business Program

Phone: 1-855-496-3857

Email: TNMP.SBDI@clearesult.com

PROGRAM DATES

The program year runs from February 1, 2023 to November 30, 2023, or until the incentive budget is depleted.

- Program Year Start Date: February 1, 2023
- Project Completion Due Date: The program will pay the participating contractor for documented usage reduction produced from eligible energy efficiency measures that are completed no later than 60 days past the date of the signature on the Customer Proposal, or by **November 30, 2023**, whichever is earlier.

PROGRAM ROLES & RESPONSIBILITIES

PROGRAM SPONSOR (TNMP):

TNMP is responsible for

- Authorizing and issuing incentive payments for completed projects
- Selection and oversight of the Implementer

IMPLEMENTER:

CLEARResult was selected by TNMP to serve as the Implementer for the Small Business Program. The Implementer is responsible for:

- Conducting and/or assigning formal on-site pre- and post-installation inspections of eligible projects to approve kW and kWh savings and incentive amounts
- Conducting outreach to potential participating contractors
- Educating customers and providing technical assistance including identification of energy efficiency projects
- Approving eligibility and enrollment for customers
- Reviewing and approving Customer Proposals
- Oversight and training of participating contractors

PARTICIPATING CONTRACTOR:

To participate in TNMP Small Business, participating contractors will be asked to fulfill the following Program requirements:

- Commit to the terms of the TNMP Contractor Participation Agreement
- Conduct a comprehensive facility survey with the Field Tool, or appropriate calculator
- Conduct facility surveys to identify energy efficiency projects that are eligible for incentives
- Educate customers and provide technical assistance during identification of energy efficiency opportunities
- Provide customers with Customer Proposals using the Field Tool, or appropriate calculator
- Obtain signed Customer Proposals and submit them to the Implementer
- Schedule and conduct installations

- Provide installations at qualifying customer facilities in the TNMP service territory according to the Customer Proposal provided within 60 days of the date on the Customer Proposal
- Install products that comply with the Product Quality Requirements included in Appendix A
- Submit all required pre and post documentation to Implementer
- Ensure excellent professional customer service for the facility survey and project installation
- Notify Implementer of project completion within 24 hours of installation
- Submit project invoice upon completion to Implementer after invoice
- Provide Implementer with feedback on the program

CUSTOMER:

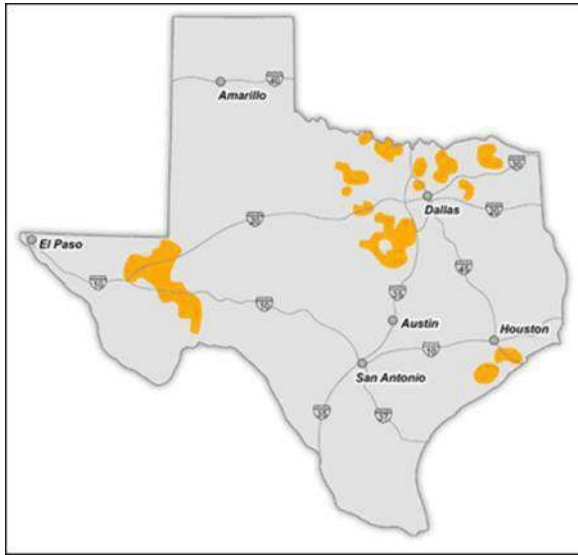
Customers will be asked to:

- Sign the Customer Proposal and commit to installation in order to reserve incentives
- Provide documentation, including but not limited to an ESI ID, necessary to verify TNMP provides electric service
- Provide access to project facilities both before and after project completion for inspection of the baseline and post- retrofit condition
- Pay any remaining project cost to the participating contractor after program incentives have been applied to the project once installation is complete. This amount is identified as 'customer cost' on the Customer Proposal

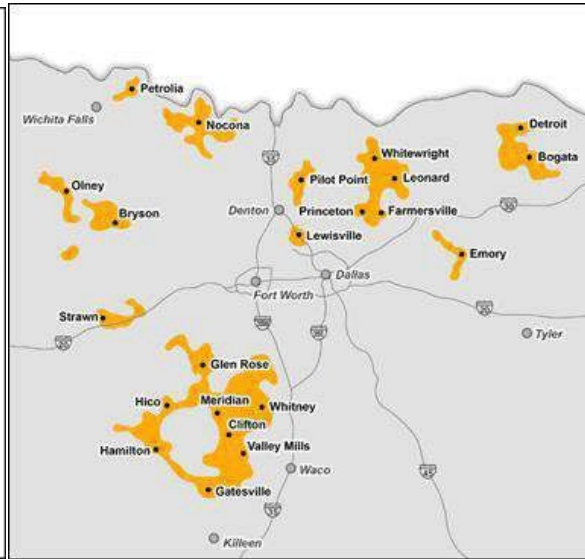
PROGRAM ELIGIBILITY

CUSTOMER ELIGIBILITY

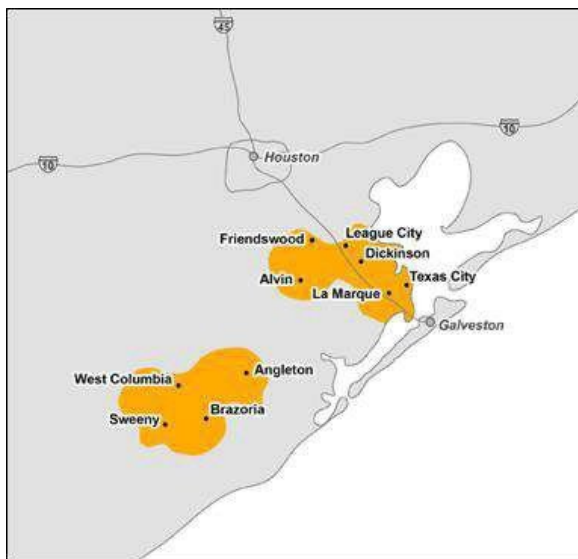
The program is offered to valid TNMP non-residential distribution customers who have a maximum peak demand usage of ≤ 200 kW at any one facility, or a total demand ≤ 250 kW at all facilities owned by the same customer within the Texas service territory. Customers exceeding this limit would be eligible to participate in TNMP’s Commercial Solutions program. For the purposes of this program, a “Partner” is defined by a single Tax ID number.



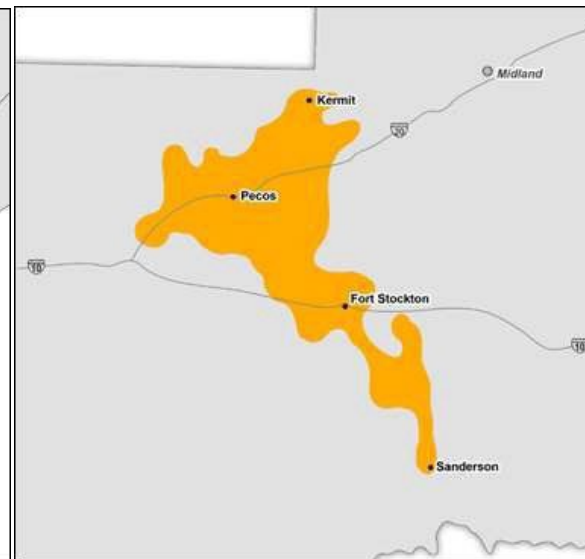
TNMP Territory Map



TNMP North



TNMP Gulf



TNMP West

PARTICIPATING CONTRACTOR ELIGIBILITY

Any contractor who submits a completed and approved TNMP Contractor Participation Agreement and agrees to fulfill the role of the participating contractor as laid out in Roles and Responsibilities may participate in the Program. To view contractor eligibility requirements, reference the Participating Contractor Agreement in Appendix E.

Participating contractors have the responsibility to use the Field Tool that was designed for use with this program. Access and training on the Field Tool will be as follows:

- The Field Tool will be provided at no cost to participating contractors
- After submitting necessary paperwork to become a participating contractor, the contractor agrees to attend training on effective use of the Field Tool. Instructions for accessing the Field Tool will be provided during this training
- The Field Tool can only be installed on an iOS enabled device
- If for any reason the participating contractor loses the right to participate in the program, the Field Tool will be remotely deactivated

MEASURE ELIGIBILITY

TNMP offers incentives for the following measures:

All eligible measures must comply with QAQC eligibility requirements documented in Appendix A.

Eligible Deemed Savings Measures	
Lighting Efficiency	<ul style="list-style-type: none"> LED interior / exterior lamps / fixtures (See Appendix A for eligibility requirements)
HVAC	<ul style="list-style-type: none"> DX AC Air Cooled DX HP Air Cooled VRF AC Air Cooled VRF HP Air Cooled VRF HP Water Cooled PTAC PTHP Room AC Computer Room AC Centrifugal Chiller Screw Chiller Scroll Chiller HVAC Variable Frequency Drives Condenser Air Evaporative Pre-Cooling Commercial Smart Thermostats High-Volume Low-Speed Fans A/C Tune-Up up to 25 tons
Refrigeration	<ul style="list-style-type: none"> Solid Door Reach-Ins Electronic Defrost Controls ECM Evaporator Fan Motors Evaporator Fan Controls Door Heater Controls
Direct Install	<ul style="list-style-type: none"> Entrance and Exit Door Air Infiltration Vending Machine Controls Pre-Rinse Spray Valves Strip Curtains

Texas energy efficiency programs also provide incentives for qualified outdoor lighting measures, which result in **winter peak period** energy savings. Most commonly, this includes exterior lighting that operates throughout the night (dusk to dawn). Typical dusk-to-dawn exterior lighting applications include parking lots, streetlights, gas station canopies, security lighting (e.g. wall packs), decorative post top fixtures, and landscape lighting.

TNMP offers the following incentives based on peak electric demand:

- For qualified “small business” customers (≤200 kW) incentives paid out based off the Table on Page 5.
- A participating contractor may submit one Customer Proposal per property

- A participating contractor may agree to install additional measures; however only installed measures that meet the requirements of the program will receive incentives
- Costs in excess of the incentive amount, costs related to any measure not on the prescribed list, and costs for any measure on the prescribed list that exceed the program project cap are the responsibility of the customer
- Customer Proposals are accepted until 1) all funding is reserved 2) the program completion date comes to pass, or 3) the program is discontinued for any reason. The incentive is payable upon the verified completion of the project (as described in the Customer Proposal). The process for oversubscription is included in the Limits on Participation section
- Program incentives will be paid directly to the participating contractor after the project is completed, documented and verified (post-inspection is required). Checks will be issued within 30 days of project verification
- No participating contractor has an unconditional entitlement to program incentive funds

SAVINGS CALCULATIONS AND VERIFICATION

The program will provide inspections, deemed savings calculations, and other verification activities.

M&V procedures will vary in detail and rigor depending on the measures installed. For each installed measure, the chosen procedures will depend upon the predictability of equipment operation, the availability of evaluation data from previous programs, and the benefits of the chosen M&V approach relative to its cost.

All lighting products installed that receive program incentives must meet the Lighting Product Quality Requirements provided in Appendix A.

All projects submitted by each participating contractor may be subject to a pre-inspection to verify:

- Correct facility type
- Existing equipment type and number of units/fixtures
- Recommended measures
- Customer satisfaction

All projects installed may be subject to a post-inspection to verify:

- Installed new equipment type and number of units/fixtures
- Quality of installation
- Operating hours reported in survey
- Customer satisfaction

Program Processes

PROGRAM IMPLEMENTATION AND DELIVERY

Key elements of the program implementation strategy include:

- Trade ally recruitment and training: The program will recruit and train contractors to perform facility surveys, identify potential lighting projects and/ or other energy efficiency opportunities. Recruited Contractors will be required to participate in a program orientation session regarding program incentives, participation processes and requirements, and use of the Field Tool
- Customer recruitment: Customers will be recruited through outreach conducted by the Implementer and participating contractors
- Technical assistance: The Implementer will guide customers and participating contractors through the participation process to maximize knowledge of program processes and requirements and to overcome barriers to participation. Where needed, the Implementer will also provide technical assistance to customers to identify and implement cost- effective energy efficiency measures.
- QA/QC review: Customer Proposals will be subject to a quality assurance review by program technical staff to ensure accuracy of savings and incentive calculations
- Project verification: TNMP and the Implementer reserve the right to site-verify installations prior to project approval. All projects may receive a post-inspection by the Implementer prior to incentive payment

CUSTOMER PROPOSAL PROCESS

Once a participating contractor has been approved for the program, the participating contractor may begin submitting projects via the Field Tool for approval. Project approval by the Implementer is required before incentive funds are reserved.

Below is a step-by-step process by which a participating contractor may identify a project opportunity and have it accepted into the program with financial incentives reserved. The incentive for a project is paid following this process:

- Qualifying Participant Verification
- Facility Assessment
- Signed Customer Proposal
- Pre-Installation Inspection (if required) or Pre Photo Authorization
- Project Approved / Incentives Reserved
- Project Installation
- Project Completion Notice
- Post-Installation Inspection (if required) or Post Photo Verification
- Incentive Payment

PROJECT IDENTIFICATION

Participating contractors conduct facility surveys for qualified small businesses. Qualified small business customers that wish to move forward with the program are then asked to sign the customer proposal. Upon receipt of a signed Customer Proposal, the Implementer will review the Customer Proposal for completeness and eligibility. The Implementer may deny approval of a Customer Proposal for a variety of reasons, including, but not limited to:

- The Customer Proposal is incomplete
- The Customer Proposal is received after all funding has been reserved by other participating contractors
- The participating contractor fails to meet program requirements
- The participating contractor fails to submit the required supporting documentation
- The participating contractor is found to have made material misrepresentations in the Customer Proposal
- The participating contractor fails to comply with applicable federal, state and local laws and regulations. Specifically, if participating contractor's status changes after initial qualification and enrollment

If the Implementer denies approval of a Customer Proposal, the Implementer will follow up with the participating contractor to request specific information or recommend specific steps to revise the Customer Proposal. The participating contractor can submit the revised Customer Proposal and the Implementer will consider it for approval by the date the new submission is received.

The participating contractor will follow up with qualified small businesses that accept surveys but do not move ahead with projects. Qualified small businesses are expected to exert their best efforts to submit and complete viable projects. The program is not intended to simply provide assessments and customer education. It is intended to stimulate the installation of improvement projects that result in verifiable energy savings for customers, provide business for participating contractors, and add to local economy.

PRE-INSTALLATION INSPECTION

The Implementer will send an inspector to the site or sites to perform a pre-installation inspection (if required) and then notify the customer stating that incentive funding has been reserved for the project(s). A pre-installation inspection must pass before any installation work can begin. If pre-installation inspection fails, the Customer Proposal will be reviewed and updated to depict corrections.

If pre-inspection is not required, photo documentation will be used to validate and authorize project for construction. Participating contractors are required to submit photos for all eligible projects, regardless of inspection status.

Incentives are subject to availability and reservation. In order to receive incentives from the program, participating contractors must first reserve incentives by completing and submitting a signed Customer Proposal for each individual project. The Implementer will review submitted Customer Proposals and approve eligible projects for an initial incentive reservation. The Implementer will update the participating contractor if any significant changes are made to the incentive amount reserved for their projects. For more information, please see the "Limits on

Participation” section below.

PROJECT INSTALLATION

Upon completion and written approval of the pre-installation inspection, the participating contractor proceeds with the project installation. Participating contractor must complete the project installation within 60 days of the proposal submission and notify the Implementer immediately of any and all changes to the project scope, equipment selection, or timeline during installation.

PROJECT COMPLETION NOTICE

After the project has been installed, the participating contractor will notify the Implementer of the project’s completion as soon as possible in order to arrange a post-installation inspection of the project. The participating contractor is expected to work with the Implementer to confirm (and update if necessary) the supporting documentation that accompanied the approved Customer Proposal for the now completed project.

POST INSTALLATION INSPECTION

Once the project is completed, the Implementer schedules a post-installation inspection (if required). Using the most recent project documentation, a program inspector will visit the site or sites to verify the equipment has been replaced as indicated. The participating contractor may provide a knowledgeable representative to accompany the inspector on the post-installation inspection.

If project is not selected for post inspection, photo documentation will be used to verify completion of project as indicated on the proposal. Participating contractors are required to submit photos for all completed projects, regardless of inspection status.

INSPECTION POLICY

The Implementer will pre and post inspect 100% of the first five projects submitted by a contractor. Once a contractor successfully passes the initial set of five inspections, an ongoing QC inspection process of 20% of the total projects installed, proportionate to contractor project volume, will be implemented.

In addition to inspections, 100% of all projects require the contractor to provide material invoices and pre and post install photos. If a contractor is observed repeatedly failing inspections, or not meeting customer satisfaction requirements, a three strikes policy consisting of an initial notification, increased inspection rates and correction, probation, and finally program exclusion will be implemented.

PROJECT DOCUMENTATION

In addition to inspections, contractors are required to provide the following documentation for

100% of all projects

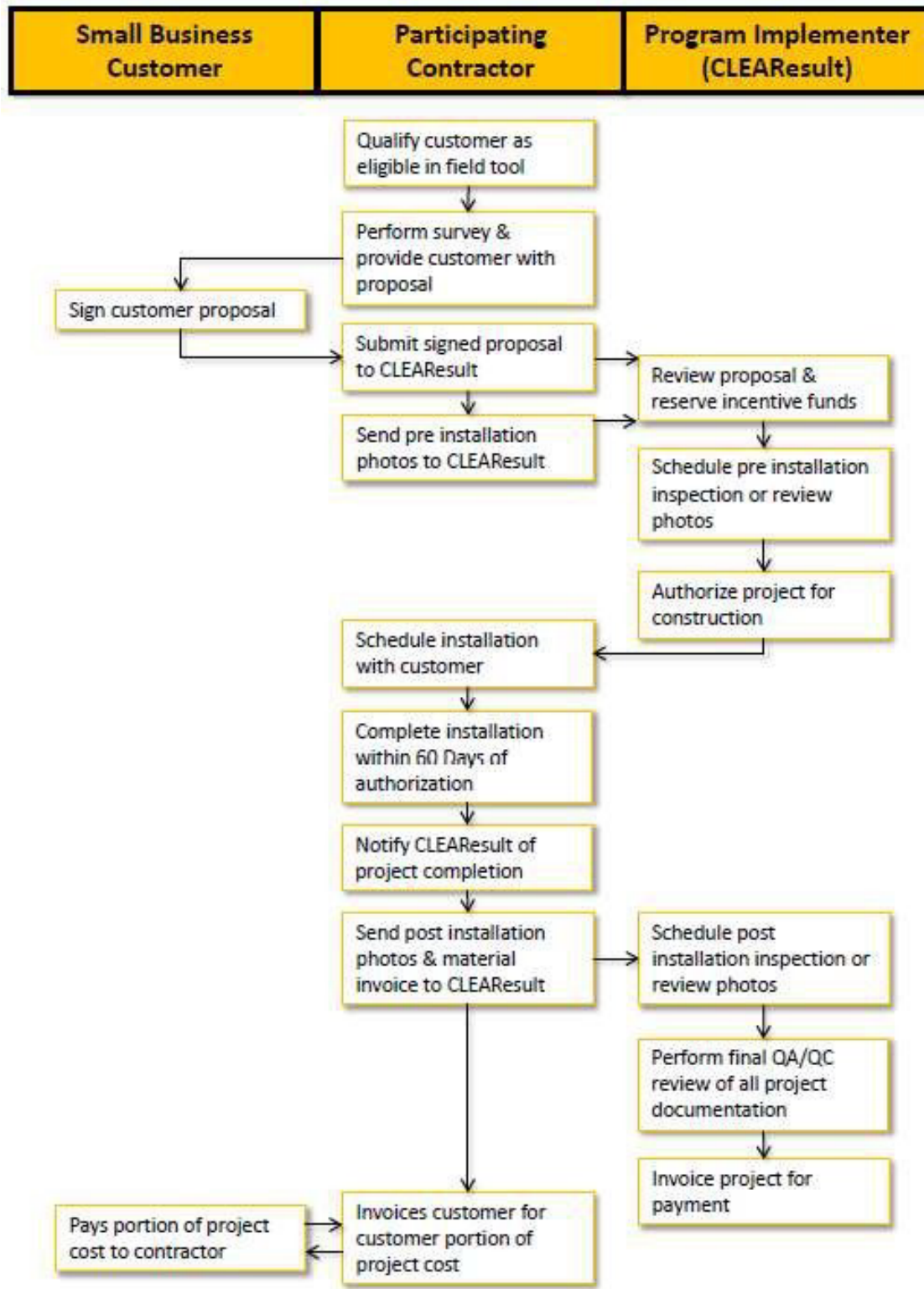
- Pre Photos
 - Overall room photos
 - Existing installed fixtures
 - Wattage of all existing lamps
- Post Photos
 - Overall room photos after installation is complete
 - Replacement fixtures installed
 - Wattage & Model number of replacement fixtures
- Material Invoices – showing quantify and model number of efficient fixtures

See Appendix A for more details

INCENTIVE PAYMENT PROCESS

Any incentives received through the program are paid directly to the participating contractor after the project is completed, verified, and a post-installation inspection is conducted. Using the results of the post-installation inspection, the Implementer will determine the eligible peak demand savings (kW) and annual energy savings (kWh/yr) for the project and determine the amount of incentives due to the participating contractor. The program is not under any obligation to provide a participating contractor with more incentives than the amount reserved by the Customer Proposal for any project, even if the participating contractor achieves greater energy savings by the project than were estimated. However, if budget is still available when a project achieves greater energy savings than estimated, the Implementer has the option to pay the participating contractor more than the amount reserved, up to the incentive calculated by the achieved energy savings. For additional details on how incentive payments are determined, scheduled, and paid, please see the “Measure Eligibility” section in this manual.

CONTRACTOR PROCESS WORKFLOW



QUALITY MANAGEMENT SYSTEM

Quality Assurance	
Program Process Trainings (QA)	<ul style="list-style-type: none"> The participating contractor will perform an initial survey to identify energy efficiency opportunities. The participating contractor will work with the customer to identify cost-effective upgrades based on the survey findings and their specific needs. Participating contractors will be educated about the program's process for identifying and incentivizing energy efficiency projects.
Customer Proposal Review (QA)	<ul style="list-style-type: none"> Customer proposals are reviewed and verified by the Implementer.
Quality Control	
Post-Installation Inspections (QC)	<ul style="list-style-type: none"> All projects may receive a pre-inspection. All projects may receive a post-inspection. Any issues noted during the inspections will be discussed with the participating contractors and recommendations for program compliance will be made. Any changes in project scope identified during the post-inspection may result in an adjustment of projected savings and incentive amount.
Customer Satisfaction Surveys (QC)	<ul style="list-style-type: none"> The Implementer may conduct customer satisfaction surveys.

LIMITS ON PARTICIPATION

Incentive budgets available through the program are limited and are made available to participating contractors on a first come, first served basis. In the event that incentive reservations exceed the program budget for incentives, the program is considered fully or over-subscribed. If oversubscription to the program should arise, participating contractors will be placed on a waiting list, in the order of when the Customer Proposal was received. Participating Contractors on the waiting list may be able to reserve program incentive funding if projects are cancelled and funds become available.

PROGRAM NON-CONFORMANCE

CUSTOMER SATISFACTION

Customers are encouraged to contact program contacts listed on page 19 to report and resolve any complaints about the program.

Receiving direct feedback from customers is an essential part the QA process. Customer feedback can help determine customer satisfaction, program compliance, and identify high and low performing contractors. Customer satisfaction feedback can result in a corrective action (see below: Addressing Non-Conformances and Failures).

ADDRESSING NON-CONFORMANCES AND FAILURES

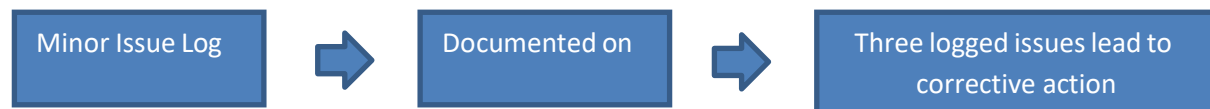
Non-conformance occurs whenever the acceptable variance for a quality indicator is not met or the installation does not measure up to the state and local building standards. The following qualify as non-conformance:

- Installed measures that do not meet industry best practices and standards
- Incorrect incentive amounts based on inspection findings
- Customer or measure eligibility issues
- Customer dissatisfaction

CRITICAL AND NON-CRITICAL ISSUES

Critical issues will move directly to a corrective action that may include a suspension or removal from program participation.

Non-critical issues are things that do not adversely impact the kW and kWh savings and incentive calculations, but that are not accurately recorded and reported, such as equipment model numbers, will be recorded in an Issue Log. If a contractor has repetitive non-critical issues reported on the Issue Log it will be deemed as a systemic issue and will be addressed with a Corrective Action.



PROGRAM CONTACT INFORMATION

For questions on program implementation including inspections, payment questions, participation questions, etc., contact:

TNMP

Contact: Stefani Case

214-222-4174

Email: Stefani.Case@tnmp.com

CLEARresult

TNMP Small Business Program

Phone: 1-855-496-3857

Email: TNMP.SBDI@clearResult.com

DISCLAIMERS

The selection of a participating contractor to perform work is the sole decision of the property owner, customer, and/or authorized lessee/occupant. Inclusion of a contractor

in the participating contractor list for the program does not constitute an endorsement of any product, individual, or company by TNMP or the Implementer. Work performed by participating contractors is not guaranteed or subject to any representation or warranty, either expressed, implied or otherwise, by either TNMP or the Implementer. Neither TNMP nor Implementer make any guarantee or any other representation or warranty, expressed, implied or otherwise, as to the quality, cost, or effectiveness of any product(s) provided or work(s) performed by any participating contractor, any participating contractor employees, subcontractors, or supplies. Energy efficiency gains are subject to a number of variable conditions and circumstances. While it is the intent of the program to achieve energy efficiencies, neither TNMP nor Implementer warrants that any specific energy efficiency gains will be achieved for a particular customer under the program.

APPENDICES

Appendix A	QAQC Requirements
Appendix B	Definitions
Appendix C	Frequently Asked Questions
Appendix D	Program Marketing Material

QAQC REQUIREMENTS

All products installed as part of TNMP Small Business Program must meet the following Quality Requirements in order to receive program incentives.

LIGHTING PROJECT DOCUMENT REQUIREMENTS

All deemed savings projects require complete documentation of the items below. Insufficient documentation will result in reduced savings or disqualification of the project:

- Pre-Installation photo documentation
 - Photo showing wattage and model of existing equipment
 - Photo of preexisting fixture installed
 - Overall room photos
- Post Installation photo documentation
 - Clear photos showing model number and wattages for all installed fixtures and ballasts
 - Photo of efficient measures installed in fixtures
 - Overall room photos of facility after installation
- Project Invoices or Shipping Receipts that contain legible part numbers and quantities for all project product and control equipment are required
- Signed Customer Proposal. If changes occur during the project Lifecycle a new customer signature may be required
- Other Project Information that are subject to quality control, upon implementers request
 - Fixture Counts
 - Fixture Type
 - Fixture Location
 - Building Type
 - Number of Non-Operation Fixtures

Please note the following:

- Any fixtures or areas not represented at the time of project authorization will not be guaranteed funding. If additional fixtures are added after initial authorization, contractor must provide detailed photo documentation. Any additional savings or funding garnered from this will be at the discretion of the implementer and subject to availability

LIGHTING PROJECT REQUIREMENTS/DEEMED EQUIPMENT REQUIREMENTS

LAMP CHECK—RETROFIT

- Particular products or applications are subject to either ENERGY STAR or DLC requirements. See LED Product Qualification Listing below for a listing of what products/applications are currently covered by what approval body and go to the appropriate link shown to see if a particular product has been approved¹
- Only LEDs currently listed on the approved listings qualify for incentives
- Project invoice or shipping receipt documentation is required to verify savings and eligibility; Legible part numbers and quantities of all installed LEDs must be included
- Legible photo documentation of LED part numbers installed in field will be required for the fixtures identified

- Resolutions to special cases where unqualified LEDs cannot be avoided on a project are provided at the end of this LED section
- LED products with insufficient documentation will be treated as unqualified LEDs and will not receive program incentives

LED Product Qualification Listings		
Energy Star LED Lamps (Bulbs) http://www.energystar.gov	<ul style="list-style-type: none"> • Integral Lamps – “LED Light Bulbs 	
ENERGY STAR LED Fixtures http://www.energystar.gov	<ul style="list-style-type: none"> • Under Cabinet task lighting • Desk task lamps • Retrofit kits 	
Design Lights Consortium (DLC) LED Fixtures http://www.designlights.org	<ul style="list-style-type: none"> • Outdoor area/roadway • Outdoor decorative • Outdoor wall-mount • Parking garage • Track and directional • Refrigerated case-horizontal • Refrigerated case-vertical • Display case-vertical • Display case 	<ul style="list-style-type: none"> • 2x4, 2x2, 1x4 troffers • Floodlights • Retrofit kits • Highbay/highbay aisles/lowbay • Fuel pump canopy • 4 & 8 foot linear replacement lamps • Bollards • Wall-wash luminaires

¹ Products and Applications are added or dropped by these approval bodies periodically, so please check the links provided for the most up-to- date information

SPECIAL CASE RESOLUTIONS FOR UNQUALIFIED LEDs

- If unqualified LEDs are included in a retrofit project, options include:
 - Remove unqualified equipment and replace with qualified LED product
 - Seek qualification of the product through one of the approved options listed
 - Remove the measure item from the proposal
- In-house qualification – This option is not recommended by the Implementer’s engineering services due to the costs involved (~ \$1,500/fixture), but an analysis can be performed if:
 - It is requested by a Program Manager
 - The Implementer’s engineering services determines that there is a good chance the product will meet qualification criteria

CONTROL CHECK

- Select the appropriate control type or combination of control types for both pre and post, as is applicable to the project
- Project invoice or shipping receipt documentation is required to verify savings and eligibility. Legible part numbers and quantities of all installed controls must be included
- If invoice or shipping receipt cannot be obtained, photo documentation of controls installed in field will be required for the controls identified

SUMMARY OF NON-LIGHTING QUALITY REQUIREMENTS

Refrigeration and Direct Install measures must also be submitted into the program using the Field



Tool and are subject to the same inspection and documentation requirements as listed above for lighting.

Eligible measures meeting the requirements of PUCT energy efficiency rule 25.181 currently not integrated into the Field Tool will be handled individually between the coordination of the participating contractor and the Implementer.

DEFINITIONS

Customer Proposal – In order to qualify as a participant and reserve financial incentives through TNMP Small Business Program, participating contractor must submit a signed Customer Proposal, and provide complete details on the location, account, etc., of the participating customer.

Deemed Savings – A set of pre-determined, validated estimates of energy and peak demand savings attributable to energy efficiency measures in particular types of applications that an electric utility may use instead of energy and peak demand savings determined through measurement and verification activities.

Demand Savings (kW) – Peak demand savings that have been approved using one of the eligible measurement and verification protocols as set forth in this Program Manual.

Estimated Incentive Payment – Contained in the Customer Proposal (once approved by the Implementer), this is the amount of incentives reserved in the program budget for the list of committed projects. The Program will pay \$/kW reduced for customers with maximum peak demand of ≤ 200 , up to 80% of the project cost on project. *Reference the Table on Page 5 for incentive rates.*

Participating Contractor Agreement – Non-binding agreement signed and submitted by participating contractor, stating their intent to participate in the program. Must be renewed annually.

Peak demand – Electrical demand at the times of highest annual demand on the utility's system.

Peak demand reduction – Reduction in demand on the utility system throughout the utility system's peak period.

Peak period – For the purpose of this section, the peak period consists of the hours from one p.m. to seven p.m., during the months of June, July, August, and September, excluding weekends and Federal holidays.

Post-Installation Inspection – Inspection performed after installation of new equipment. Post installation inspection verifies actual installed measure(s) to verify resulting deemed or measured and verified demand and energy savings.

Pre-Installation Inspection – Inspection performed prior to any replacement of existing equipment, device, or structural energy efficiency measures to validate and collect data on existing equipment and measures.

Winter Peak Period – The Texas energy efficiency rule includes a defined winter peak period between the hours of 6:00 a.m. and 10:00 a.m., and 6:00 p.m. and 10:00 p.m., during the months of December, January and February, excluding weekends and Federal holidays.

FREQUENTLY ASKED QUESTIONS

FOR CUSTOMERS

Q1. What is the Program?

- A1. The Small Business Program brings energy efficiency solutions to small businesses. The program offers the following incentives to eligible customers:
- Free, no-obligation facility assessment to identify potential energy-saving opportunities
 - Recommendations and estimates of energy savings, project costs, and payback periods
 - Installation of approved energy-saving equipment by a local pre-qualified contractor
 - Incentives paid directly to the installation contractor by the program
 - Ongoing reduction in energy costs

Q2: What are the benefits of me participating in this program?

A2: As a participating customer in this program you will receive a lower out of pocket cost associated with the energy efficient upgrades recommended by your participating contractor. After you install energy efficient equipment at your business you will then receive ongoing energy savings that will result in lower monthly energy bills.

Q3. How do I know if I am an eligible customer?

A3. The Small Business program is available to non-residential commercial class customers with a valid TNMP ESI ID and ≤ 200 kW peak demand. Participating contractors can verify eligibility during the site assessment using the ESI ID in the Field Tool. The Program Implementer can also validate eligibility in instances where the customer hasn't established a contractor relationship yet or the Field Tool fails to validate an account number.

Q4. Which measures qualify for incentives?

A4. Any measures meeting the requirements of PUCT energy efficiency rule 25.181 that yield energy savings are qualified for incentive when replaced with eligible equipment. Some typical Small Business measures include LED Lighting upgrades, Refrigeration controls, HVAC replacements and other Direct install measures. For a complete list of eligible measure, contact the Program Implementer.

Q5: How do I receive program incentives?

A5: Incentives are available through a participating contractor for qualifying high efficiency lighting and refrigeration technologies. Incentives will be presented in the form of a reduced customer cost on the Customer Proposal.

Q4. How do I find a participating contractor?

A4. Visit tnmpefficiency.com and search for Small Business for a list of participating TNMP Small Business contractors and their contact information.

FOR CONTRACTORS

Q1. What are the incentives?

A1. The Program will pay \$/kW reduced for customers with maximum peak demand of ≤200 kW, up to 80%. Reference the Table of Page 5 for incentive rates.

Q2. How do I get involved?

A2. Visit tnmpefficiency.com or contact a TNMP Small Business representative at 1-855-496-3857.

Q3. How do I schedule a training session?

A3. Once you have filled out and provided the Implementer with a signed Contractor Participation Agreement, contact TNMP.SBDI@clearesult.com to schedule a contractor orientation.

Q4. What's involved in a contractor orientation?

A4. Enrolled contractors will participate in a one hour training orientation that will review program guidelines and prepare them for using the Field Tool. After completion of the training session, contractors will be equipped to:

- Perform facility surveys for eligible customers using the Field Tool
- Generate Customer Proposals
- Obtain electronic customer signature
- Submit Customer Proposal to reserve program funds (upon program approval)
- Provide required documentation
- Track project and incentive status

Q5. How much does the Field Tool cost?

A5. The Field Tool is provided to approved participating contractors free of charge, upon completion of the Contractor Participation Agreement. Any participating contractor wishing to utilize the Field Tool will be responsible for acquiring his/her own mobile device. Currently the Field Tool is compatible with iOS devices.

MARKETING MATERIALS

CUSTOMER TRIFOLD

Available incentives

TNMP offers the following incentives to all qualifying small business customers with a peak demand under 150 kW.

- Lighting measures:
 - LED Tubes: \$675/kW
 - LED Fixtures and Troffers: \$700/kW
 - LED screw in bulbs: \$550/kW
- Air Infiltration:
 - Door Sweeps: \$50/door
 - Weather Stripping: \$100/door
- HVAC: \$550/kW
- Refrigeration measures: \$700/kW



Put more savings back into your Small Business

You have the power to lower your energy bill!

TNMP Open Program offers incentives to help pay for high efficiency equipment that will lower your energy bill.



Eligible projects

Eligible energy efficiency measures include indoor lighting, outdoor lighting, and refrigeration. The program pays a higher percentage of project costs when compared to other commercial energy efficiency programs. Incentives, actual savings, and payback periods vary depending on the equipment installed, building characteristics, energy use patterns, age of existing equipment, location, and other parameters specific to your project.

Eligible measures

- LED lighting* upgrades: tube lights, bulbs, fixtures
- Fluorescent lighting upgrades*
- Occupancy sensor installations
- LED exit sign retrofits
- Direct Install Air Infiltration Measures (Door Sweeps and Weather Stripping)
- Refrigeration anti-sweat door heaters and strip curtains
- Electric hot water pre-rinse spray valves
- And more!

*LED upgrades must be approved by either Design Lights Consortium or ENERGY STAR.

Start saving today

For more information about Open, call 855-496-3857 to speak with a program representative or visit tnmpefficiency.com.



TNMP Open Small Business Program

The program offers:

- Free, no-obligation facility assessment to identify potential energy-saving opportunities
- Recommendations and estimates of energy savings, project costs, and payback periods
- Installation of approved energy-saving equipment by a local pre-qualified contractor
- Incentives paid directly to your contractor by the program to reduce your costs of adopting energy-efficient equipment
- Ongoing reduction in energy costs

Who is eligible?

Small commercial customers with:

- A valid TNMP ESID number
- 150 kW peak demand peak demand at any one facility or a total demand of ≤250 kW at all facilities owned by the same customer within TNMP service territory

Let's get started.

1. Participating contractor will schedule a no-cost, walk-through assessment of your facility.
2. Review energy saving proposal and approve project by signing the Open Customer Proposal.
3. Participating Contractor will install savings measures within 60 days of signed agreement.

Typical Open project scenario

This hypothetical example illustrates a scenario that could take place at a small office building. Simulated existing conditions and sample proposed retrofits are listed with a summary estimate of energy and cost savings below. The data below illustrates how the program operates and its potential value, but is not necessarily indicative of what you may see at your site.

PROPOSED INTERIOR LIGHTING	
EXISTING LIGHTING	INTERIOR RETROFIT
20 4-lamp fluorescent fixtures	20 2-lamp LED tube lamp replacement fixtures
6 60W incandescent	6 9W LED screw-in bulbs
4 400W metal halide fixtures	4 80W LED fixtures
4 2-lamp fluorescent fixtures	4 30W LED troffer replacement fixtures



Project by the numbers

3 kW
total annual demand savings

12,685.62 kWh
total annual energy savings

\$2,028.50
estimated incentive

\$1,268.56
estimated annual bill savings

\$3,270.00
total project cost

\$1,241.50
customer project costs

11.74
months payback