



# COMMERCIAL ENERGY EFFICIENCY PROGRAMS

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*PRESENTED BY:*  
**CLEAResult**

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# AGENDA

- Introductions
- CPS Energy Commercial Programs Overview & Benefits
- Submission Requirements
- Quality Assurance
- Custom Projects
- DI HPTU
- Contact Information
- Questions & Feedback

# COMMERCIAL PROGRAMS - OVERVIEW



## Small Business

Identify energy-saving opportunities in your facility.



## Civic & Government

Energy-saving for government institutions or the military.



## Education

Lower energy expenses at your school.



## Commercial & Industrial

Use less, save more and boost your bottom line.

- Small Business
- Civic & Government
- Education
- Commercial & Industrial
- Midstream
- New Construction

# COMMERCIAL PROGRAMS - OVERVIEW

- For many facilities, energy is one of the largest operating expense. The commercial program helps offset this cost by provide incentives for eligible high-efficiency upgrades.



**If a business is becoming more energy efficient, we have a way to help.**



# COMMERCIAL PROGRAMS - OVERVIEW

## SMALL BUSINESS/COMMERCIAL AND INDUSTRIAL

### Small Business

- No Cost Assessment \*(if applicable)
- Recommendations and estimates of energy savings, project costs, and payback periods
- Incentives paid directly to the contractor by the program to reduce customer costs of adopting energy-efficient equipment
- Less than 100kW Peak Demand
- Higher incentive rates than Commercial

\*Assist with deciding which actions to take.

### Schools and Institutions

- Technical assistance is available to help identify and evaluate the ideal energy saving opportunities.
- Energy performance benchmarking (SEM)
- Identify where and how your account is wasting energy with our energy performance benchmarking and master planning
- Incentives towards lighting, HVAC, variable frequency drives, and other measures for retrofit and new construction.

# COMMERCIAL PROGRAM BENEFITS



## **Earn Incentives & Rebates**

- Save on energy efficiency projects through incentives toward lighting, HVAC, refrigeration, and other energy efficiency measures.



## **Identify Opportunities**

- During our walkthrough of the facility, we'll help you identify opportunities



## **Improve Work Environment**

- By enhancing comfort and safety in the facility, energy-efficient equipment can lead to a more productive work environment



## **Reduce Maintenance**

- Better, more efficient equipment means fewer breakdowns and repairs

# QUALIFYING MEASURES

- Efficient Lighting Upgrades
  - Includes LED tube lights, bulbs and fixtures
- Refrigeration Measures
  - Door Gaskets
  - ECMs
- Air Infiltration Measures
  - Weatherstripping & door sweep
  - Strip curtains
- Hand Dryers\*
- HVAC Upgrades
  - VFDs
  - DX Units, Chillers, Heat Pumps
  - AC Tune Ups
- Motors
  - Premium Efficiency Motors
- ***And More!***

| Commercial Solutions, SCORE® and CitySmart® Programs              |          |            |
|-------------------------------------------------------------------|----------|------------|
| Lighting incentives: up to <b>60 percent</b> of project costs     |          |            |
| Non-lighting incentives: up to <b>75 percent</b> of project costs |          |            |
| Lighting—LED interior                                             | \$325/kW | \$0.05/kWh |
| Lighting—LED exterior                                             | \$250/kW | \$0.05/kWh |
| Lighting—non-LED                                                  | \$200/kW | \$0.03/kWh |
| HVAC—chiller                                                      | \$525/kW | \$0.05/kWh |
| HVAC—DX or controls                                               | \$350/kW | \$0.05/kWh |
| Building envelope—general                                         | \$200/kW | \$0.03/kWh |
| Refrigeration—general                                             | \$200/kW | \$0.03/kWh |
| Custom/other                                                      | \$200/kW | \$0.05/kWh |

# PARTICIPATION PROCESS OVERVIEW

## CPS ENERGY REBATE PROCESS

1. Contact CLEAResult: Determine eligibility & receive guidance/resources.
2. Apply: Complete and submit initial project application.
3. Pre-inspection: Verify existing equipment (BEFORE install).
4. Finalize Application: Submit measures and supporting documents.
5. Install: Complete approved energy-efficiency upgrades.
6. Post-inspection: Verify installed equipment. \*May include an on-site walkthrough
7. Incentive: Receive rebate payment

**Ready to save?**

Contact us at 210-353-2SAV (2728) or  
[cpsenergycommercial@clearesult.com](mailto:cpsenergycommercial@clearesult.com),  
or visit [cpsenergy.com/commercial](https://cpsenergy.com/commercial)  
to learn more.





# SUBMISSION REQUIREMENTS

## INITIAL

- Signed project application
- Pre-install: documents + PRE-INSPECTION REQUIRED BEFORE installation (escort required)
- CLEAResult schedules inspections; Customer/TA must provide escort
- Engineering review → incentives reserved
- Installation may begin AFTER approval
- Provide estimated completion date

**Complete pre-inspection BEFORE installation to avoid delays**

# SUBMISSION REQUIREMENTS

## COMPLETION

- Post-install: submit documents + POST-INSPECTION AFTER completion (escort required)
- Lighting: Invoice/PO
- Chillers: AHRI 550/590 performance data
- Other: invoices + model numbers (Other Measures Calculator may require additional documentation)
- Final engineering review → payment approval
- Payment issued 6–8 weeks AFTER complete submission
- All documentation must be submitted BEFORE payment review begins

**Incomplete documentation is the #1 cause of payment delays**

# DOCUMENTATION REQUIREMENTS

## MEASURES

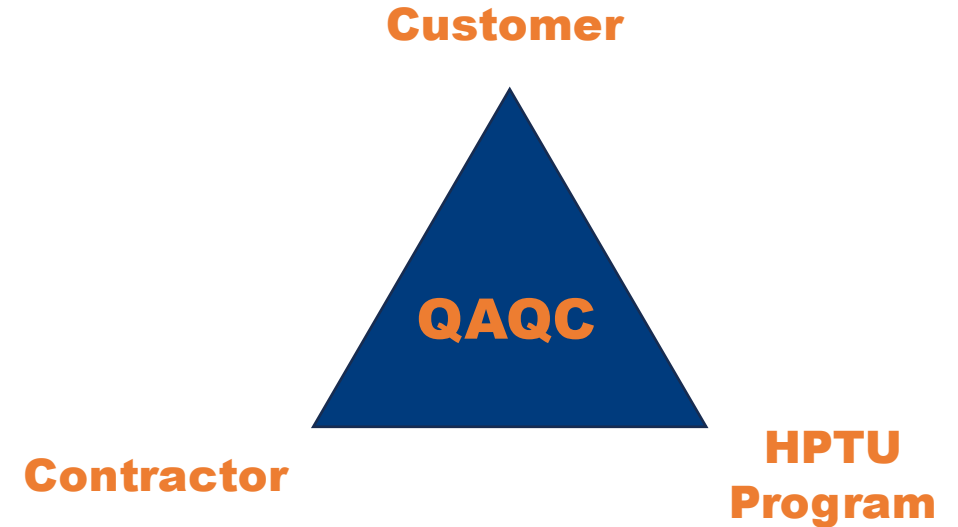
- Chillers: Pre (submittal + AHRI) | Post (inspection + model #)
- Retrofit: SOW + nameplate + AHRI
- AHRI: 54°F / 44°F / 95°F
- Split units: AHRI cert + model verification
- Lighting: Pre (plans + submittal)
- Post: model # + DLC/Energy Star
- Invoice required
- Other: AM assists + model verification

**AHRI 550/590 data is REQUIRED for all chiller projects**

# QAQC PURPOSE AND GOALS

## PROTECTING PROGRAM QUALITY, SAVINGS, AND CUSTOMER SATISFACTION

- Verify that HPTU measures are completed according to program requirements
- Confirm energy savings are accurately quantified through technical measurements
- Validate that tune-up activities are performed completely and correctly
- Ensure customers receive the comfort, efficiency, and reliability improvements promised by the program
- Help contractors identify missed opportunities and improve consistency
- Protect the long-term credibility and viability of the HPTU program



QAQC is not about finding fault—it's about ensuring every customer receives the full value of the High Performance Tune-up.

# QAQC PURPOSE AND GOALS

## VERIFICATION, COMMON FINDINGS & WHY QAQC MATTERS

### TECHNICAL VERIFICATION

- Data verification
  - System brand, type, tonnage/size, model & serial #s, voltage & wattage, refrigerant – property type, customer/account
- Component cleanliness
  - AH/Furnace/RTU/package unit blower wheel(s)
  - Evaporator & condenser coils
  - Filter(s)
- Airflow measurements
  - “Full Cool” operation
    - fan speed
    - Static pressure readings
- 100% cleanliness of the system validates  
A – B – C

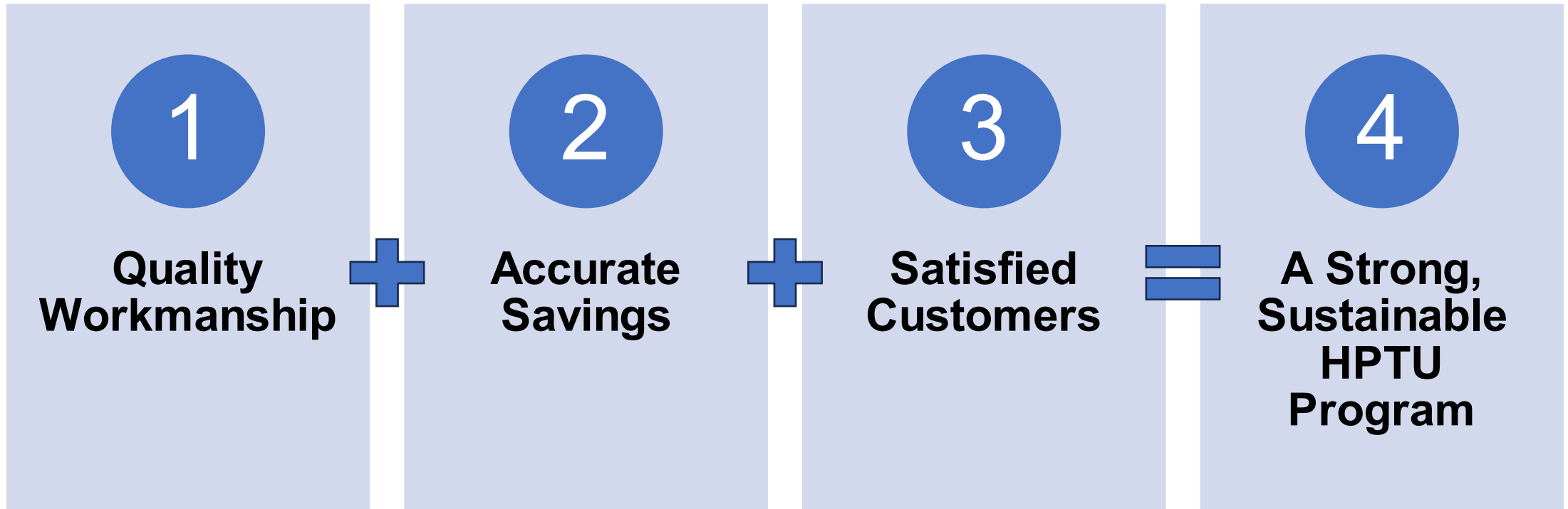
### VISUAL QUALITY VERIFICATION

- Common Findings
  - Only cleaning one side of the blower wheel
  - Incomplete coil cleaning
  - Loose belts or improper tension
  - Missing panel screws
  - Failure to document completed work
- Issues Identified during HPTU & QAQC visit
  - Damaged insulation
  - Open duct/plenum – air leaks
  - Clogged condensate drain line
  - Items causing major restrictions
  - Unsecured wiring



# QAQC PURPOSE AND GOALS

**QAQC SUCCESS = CONTRACTOR SUCCESS**



The goal of QAQC is simple: help contractors succeed, ensure customers receive best-in-class service, and maintain confidence in the High Performance Tune-Up program for years to come.

### Information

- Optimization for commercial facilities with *existing* Building Automation Systems (BAS).
- Approved *stipulated* calculator with facility, equipment, and measure inputs. No Measurement & Verification (M&V) required.
- Common measures: Schedule Changes, Supply Air Temp Reset, Chilled Water Temp Reset, Sensor Calibration, VFD Optimization, Damper Optimization, Valve Repair, etc.

### Incentive

- Incentive is lower of two amounts:  
\$200 per kW + \$0.05 per kWh saved  
OR  
100% of the project cost

## Information

- Commercial facilities with no HVAC controls or non-functional controls. Typically involves the install of a new Building Automation System (BAS).
- *Custom* calculations via utility meter usage data. Full Measurement & Verification (M&V) required, up to 12 months of pre & post data (Option C). General rule of thumb is >10% savings from total facility annual usage.

## Incentive

- Incentive is lower of two amounts:  
\$350 per kW + \$0.05 per kWh saved  
OR  
75% of the project cost

## Information

- Compressed air upgrades at commercial or industrial facilities.
- *Custom* calculations via power meters on equipment electrical panels. Full Measurement & Verification (M&V) required, 2 weeks of pre & post data during typical operations (Option A).
- Common measures: Compressor Replacement, Pressure Reduction, Air Leak Repairs, Engineered Nozzles, No Loss Drains, Dryer Replacement, Pneumatic to Electric, etc.

## Incentive

- Incentive is lower of two amounts:  
\$200 per kW + \$0.05 per kWh saved  
OR  
75% of the project cost

# LOW/NO COST OPTIONS



## Discount Lighting

- Local Bulb Distributors
- Rebate at purchase
- Install your own bulbs
- No paperwork, just bring your commercial utility bill.
  - Distributor list available online



## AC Tune Up Program

- Free Program (to customer)
- Contractor performs hi-tech tune-up
- You enjoy the savings and comfort of a maintained AC
- Higher comfort, lower bill, longer life, no cost!
  - Customers can participate every 5 years.

# NO COST OPTIONS

## HIGH-PERFORMANCE TUNE-UP

- What is included?
  - Measure indoor airflow and correct if needed.
  - Inspect filter and change or clean if dirty.
  - Clean outdoor condenser coils.
  - Inspect indoor coil and clean if dirty.
  - Inspect indoor blower and clean if dirty.





1

## Discover/Investigate

- Building walkthroughs, identify energy savings opportunities
- Discuss a project scope of work and identify eligible measures
- Complete project pre-inspection

2

## Execute

- Complete installation of project
- Complete post-inspection
- Receive rebate for energy efficient measure

3

## Celebrate

- Celebrate energy savings and rebate to employees
- Communicate with team on future eligible projects

## PARTICIPATION INCENTIVE'S STRUCTURE

| Tier     | Qualification                                                                                                                                              | Incentive |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| Silver   | ≥3% Energy Savings (of total predicted), attend 2 workshops, and attend 75% of pulse checks                                                                | \$ 6,500  |
| Gold     | ≥5% Energy Savings (of total predicted), attend 3 workshops, attend 90% of pulse checks, and complete CPS Energy Employee Engagement event                 | \$ 9,500  |
| Platinum | ≥5% Savings (of total predicted), attend 3 workshops, attend 90% of pulse checks, complete CPS Energy Employee Engagement Event, and present at a workshop | \$ 12,500 |

Low/No Cost Program. Throughout the program year, participants will receive data-driven insights that track your savings month over month. An active participation agreement is required to enroll and remain in the program.

# CONTRACTOR SPOTLIGHT: UNIFY ENERGY SOLUTIONS

## CONTRACTOR IMPACT AND LUNCH SPONSOR

- We're proud to recognize **Unify Energy Solutions** for their continued partnership and success in CPS Energy programs. Their participation has expanded from the **Midstream Program** to now serving as an **active contractor in the Commercial Program**, demonstrating strong commitment to delivering energy-efficient solutions for our CPS Energy customers.
- **Customer kW saved with Unify Energy Solutions Projects:**
  - 400.08 kW
- **Customer project cost savings through incentives:**
  - \$136,303.47



Congratulations to Unify Energy Solutions on these impressive achievements and for making a meaningful impact for customers through the program.



**QUESTIONS?**



# THANK YOU!

Contact Information: [cpsenergycommercial@clearesult.com](mailto:cpsenergycommercial@clearesult.com)