Energy Efficiency Dealer Webinar

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Agenda

- Changes in the 2011 Dealer Network (Scott Arnold)
- Overview of 2011 Claim Forms (Scott Arnold)
- Residential Program Update (Julie Blackwell)
  - Iowa
  - Minnesota
- Commercial Program Update (Bonnie Donnolly)
  - Iowa
  - Minnesota
- Ag Program Update (Bonnie Donnolly)

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2011 EE Dealer Program

- Insurance requirements
  - Certificate of Liability Insurance
    - $1 million per occurrence
  - Deadline: December 31, 2010
  - Have it automated
    - Ask your insurance provider to add Alliant Energy as a certificate holder to your policy

- Dealer information updates
  - Currently updating our contact information
    - Customer type
    - E-mail addresses
  - Information will be used for Dealer Locator
  - Deadline: January 14, 2011

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2011 EE Dealer Program Changes

- Funds available to Dealer/Builder
  - $1,000/yr Training Reimbursement & Trade Show Assistance only
    - Encourage advanced education opportunities
    - SAVE training not eligible for these funds
  - No longer offering Co-Op Advertising
    - Few dealers were taking advantage of program
  - Allies are now called Associates
    - No longer qualify for financial dealer benefits
    - Still eligible to receive informational updates

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2011 EE Dealer Program Changes

- Dealer Incentives - Changes
  - 10% Geothermal and Water Heaters
  - New $50 Bonus for HVAC dealers after SAVE training certification
  - No incentive for Room Air Conditioner and Livestock Waterers

- Dealer Incentives - Staying the Same
  - 20% Heating, Cooling, Commercial Lighting, Commercial Food Service and etc
  - $25 HVAC Energy-Efficient Fan Motors
  - No incentives for off-the-shelf products

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HVAC SAVE Program

HVAC System Adjustment for Verified Efficiency (SAVE) - a statewide HVAC contractor training and certification effort

- Two-day intensive training program teaches necessary skills to determine actual effective efficiency of any functioning HVAC system
  - Hands on demonstrations that show how to perform critical HVAC tests
- Contractors who pass the certification exam receive the SAVE certification that is nationally recognized and valid in the Alliant Energy, MidAmerican Energy and Black Hills Energy service territories
- Beginning January 1st, SAVE certified contractors in our dealer network are eligible for an **additional $50 incentive per qualifying installation**

Additional details including training costs and upcoming locations can be found on the program Web site: www.hvacsave.com

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2011 EE Dealer Program

Additional Program Benefits

- Dedicated Energy-Efficiency Dealer Network Web site
  - Dealer Web site – alliantenergy.com/eedealers
- Exclusive Online Dealer Locator
  - Dealer Locator – alliantenergy.com/dealerlocator
- Free Point of Purchase Materials
  - Brochure Holders
  - Static Clings (Appliance Dealers only)
  - Reference Sheets
  - Cash Reward Booklets
- Technical Assistance
  - Submit product research or technical question
- Quarterly Webinars highlighting program changes/new technology
- Frequent Information Updates

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2011 Claim Forms

- Claim forms will NOT be in the booklets
- Claim forms available at:
  - www.alliantenergy.com/forms
  - Call 1-866-ALLIANT
  - Please make sure to fill out all pages of our claim forms completely and accurately

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Iowa Residential Program

Minor changes to minimum qualifications for 5 measures

Measure	2010	2011
Windows	Energy Star Qualified for the Northern zone	U-Factor 0.30 or less
Replacement doors	Energy Star Qualified for the Northern zone	Glass Entry door: U-factor of 0.30 or less
Air-Source Heat Pumps	No minimum	Minimum HSPF = 7.70
Programmable Thermostats	Energy Star Qualified	Minimum 5+ 2 setting (other settings 5+1+1 or 7 day)
Water Heaters (natural gas)	Minimum EF 0.62	Minimum EF 0.67

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Iowa Residential Program

NEW! - LED bulbs and fixtures

- **All bulbs and fixtures MUST be Energy Star Qualified**
  - Bulbs = $5, not to exceed 50% of cost
  - Indoor hardwired fixtures = $20, not to exceed 50% of cost
    - Ceiling-mounted with diffusers
    - Recessed downlights
    - Pendant-mounted downlights
    - Surface-mounted downlights
  - Exterior porch lights = $20, not to exceed 50% of cost
    - Outdoor wall-mounted porch lights

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Iowa Residential Program

New Home Construction

- Building Options Program (BOP)
  - Air conditioner = SEER rating of 14.5 or more
  - Windows = minimum U-Factor 0.30 or less
  - Water Heater (natural gas) = EF 0.67 or more
- Energy Star Qualified Homes
  - Version 2.5 standards beginning 4/1/11
  - Version 3.0 standards beginning 1/1/12
- Builder Training – in development

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Minnesota Residential Program

Measure	2010	2011
Windows	Energy Star Qualified for the Northern zone	U-Factor 0.30 or less
Programmable Thermostats	Energy Star Qualified	Minimum 5+ 2 setting (other settings 5+1+1 or 7 day)
Water Heaters (natural gas)	Minimum EF 0.62	Minimum EF 0.67

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Minnesota Residential Programs

New Home Construction

- Energy Star Qualified Homes
  - Version 2.5 standards beginning 4/1/11
  - Version 3.0 standards beginning 1/1/12

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Iowa Commercial Program

Minor changes to minimum qualifications for 5 measures

Changes mirror Residential Program

Measure	2010	2011
Windows	Energy Star Qualified for the Northern zone	U-Factor 0.30 or less
Replacement doors	Energy Star Qualified for the Northern zone	Glass Entry door: U-factor of 0.30 or less
Air-Source Heat Pumps	No minimum	Minimum HSPF = 7.70
Programmable Thermostats	Energy Star Qualified	Minimum 5+ 2 setting (other settings 5+1+1 or 7 day)
Water Heaters (natural gas)	Minimum EF 0.62	Minimum EF 0.67

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Iowa Commercial Program

NEW! - LED bulbs and fixtures (same as Residential)

- **All bulbs and fixtures MUST be Energy Star Qualified**
  - Bulbs = $5, not to exceed 50% of cost
  - Indoor hardwired fixtures = $20, not to exceed 50% of cost
    - Ceiling-mounted with diffusers
    - Recessed downlights
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  - Exterior porch lights = $20, not to exceed 50% of cost
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Iowa Commercial Program

NEW! – Commercial Dishwashers

- **All equipment MUST be Energy Star Qualified**
- **IPL must supply the energy for the water heater**
  - Stationary single tank door = $1,000
  - Single tank conveyor = $1,000
  - Multiple tank conveyor = $2,000

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Iowa Commercial Program

NEW! – Data Center Equipment

- **All equipment MUST be Energy Star Qualified**
  - Desktop & Integrated Computers* = $5 each
  - Thin Client* = $5 each
  - Single Configuration Servers = $15
  - Servers (Families) = $15 each
  - PC Network Mgmt Software* = $4 per installed computer
    - Must provide energy savings estimate generated by software

* Minimum of 10 required

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Iowa Commercial Program

NEW! – Efficiency First Renewables

- **Cash-Back Rewards on new renewable energy systems**
  - Solar PV
  - Wind
  - Anaerobic digester and renewable biomass

  www.alliantenergy.com/renewablerewards

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Minnesota Commercial Program

Minor changes to minimum qualifications for 5 measures
Changes mirror Residential Program

Measure	**2010**	**2011**
Windows	Energy Star Qualified for the Northern zone	U-Factor 0.30 or less
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Water Heaters (natural gas)	Minimum EF 0.62	Minimum EF 0.67

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IA & MN Agriculture Programs

- No major Ag program changes
- Changes are the same as previously reviewed for cross-over programs between residential or business that agriculture customers qualify for (ie: heat pumps, water heaters)

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Iowa Agriculture Program

NEW! – Efficiency First Renewables

- **Cash-Back Rewards on new renewable energy systems**
  - Solar PV
  - Wind
  - Anaerobic digester and renewable biomass

  www.alliantenergy.com/renewablerewards

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Questions

- Presentation will be available on our Web site at alliantenergy.com/econnections
- Questions? Call our Energy Efficiency Hotline at 1-866-255-4268

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