

# Custom Retrofit Incentives

Air conditioning and refrigeration, lighting and controls, motors and process improvement equipment, and more

## Save energy and improve your bottom line.

Our Custom Retrofit Incentives are designed to make it easy for your business to go green and save green.

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We know that every business wants to save money on their energy bills—but not every business knows where to start. That's why the strategic account advisors at SMUD are available to help you determine the most affordable and effective ways to reduce your business's energy use and pay less every month.



With our Custom Retrofit Incentives, we can tailor a retrofit incentive for your specific situation. Incentives are available for beneficial electrification and energy efficiency projects, and they can involve a wide variety of equipment and process improvements.

To learn more about Custom Retrofit Incentives, visit [smud.org/Custom](http://smud.org/Custom) or call 916-732-5095.

*SMUD strategic account advisors helped Cardinal CG Co., a glass manufacturer in Galt, integrate energy-efficient processing equipment and lighting into their 250,000 square foot facility.*

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## Air Conditioning, Refrigeration, and Controls

- \$0.15/kWh Energy Reduction Incentive
- Total incentive limited up to 50% of project cost or \$100,000, whichever is less.

Functional equipment, as designed and operated properly, serves as the incentive baseline. Non-functional equipment uses Title-24 Performance as the incentive baseline.

*Illustrative partial list (not a comprehensive) of qualifying measures:*

### Equipment Efficiency

- High efficiency chillers
- Packaged HVAC equipment > 62 tons
- Subsystem replacements (condensers, evaporators, cooling towers, compressors)
- Direct or indirect evaporative coolers and precoolers
- Water- or air-side economizers
- CAV to VAV conversions

### Controls

- Refrigeration evaporator fan controls
- Demand controlled ventilation controls
- Reset strategies (supply air temp, duct static, chilled water, etc.)
- Optimized start/stop

### Energy Management Systems

- Pneumatic to DDC conversions
- New controls functionality

### Variable Speed Drives

- Air handler fan VFDs
- Chilled water, hot water, and condenser water pump VFDs
- Cooling tower fan VFDs

### Data Center Cooling Optimization

- Blanking panels
- Hot aisle/cold aisle separation
- CRAH/CRAC fan control strategies
- Chilled water and supply air reset strategies
- Water- or air-side economizers

## Retrocommissioning (RCx)

- \$0.08/kWh Energy Reduction Incentive
- Total incentive limited up to 50% of project cost or \$100,000, whichever is less.

SMUD's RCx incentives can assist your business in optimizing existing systems. Prior to making changes, a qualified technical specialist provides an application and an analysis of the proposed operational changes to SMUD for approval.

- Incentives are calculated using the anticipated energy savings
- Incentives are paid upon demonstration of implementation of the modifications through trend data or inspection
- RCx measures are commonly applied to commercial BMS systems (reset strategies for example)
- Other RCx opportunities can be found in industrial process controls and compressed air systems.

## Pump Energy Assessment Program

- \$0.15/kWh Energy Reduction Incentive
- Total incentive limited up to 50% of project cost or \$100,000, whichever is less.
- \$500 provided for pre-/post-monitoring for pumps successfully completing the program.

SMUD's Pump Energy Assessment Program is for improving pump efficiency. Added load may be eligible if efficient pumps are purchased to support increases in capacity. Incentive will be based upon kWh/gal.

- Pre-/post-testing incentive is paid following installation and monitoring of any qualifying energy-saving pump or system improvement
- Pre-approval is required prior to installation of measures
- Performance-based incentive paid upon difference between pre- and post-performance tests
- Program applies to pumps  $\geq$  25HP and their associated systems
- Tests must include all measurements specified in SMUD's test report.

## LED Lighting and Controls

- **\$0.10/kWh Energy Reduction Incentive**
- **Total incentive limited up to 50% of project cost or \$100,000, whichever is less.**

Existing wattage is used as the baseline for these incentives.

- Interior and exterior general illumination lighting eligible for SMUD's Express Energy Solutions program is not eligible for Custom program incentives.
- Fixtures and retrofit kits must be DLC certified
- Lighting must meet or exceed Title 24 standards to be eligible
- Specialized lighting used for industrial or agricultural purposes is eligible for Custom program incentives.

## Process Improvement

- **\$0.15/kWh Energy Reduction Incentive**
- **Total incentive limited up to 50% of project cost or \$100,000, whichever is less.**

Existing equipment's predicted energy consumption is used for the incentive baseline unless the equipment is non-functional or obsolete, in which case the industry standard for new equipment is used as the baseline.

**Added load may be eligible for incentives if efficient equipment is purchased to support increases in manufacturing capacity.**

Illustrative (not a comprehensive) list of qualifying efficiency measures:

- Large motor upgrades
- Variable-speed drives (e.g., on industrial fans, industrial pumps, and air compressor motors)
- Industrial process applications
- Industrial fan replacements
- Industrial pump replacements
- Process controls resulting in electric savings
- Exhaust hood and fan projects
- Dairy vacuum pumps/variable-speed drives
- Pulse cooling devices for injection molding machines
- Injection molding machines

## PowerDirect - Automated Demand Response

This technology allows you to work with SMUD to automatically reduce energy consumption when demand for electricity is at its peak.

If your facility can reduce demand by 20kW on weekdays between 2 p.m. and 6 p.m. for the months of June through September, you may be eligible for a building controls upgrade through SMUD's PowerDirect program.

**PowerDirect Technology Installation Incentive:**  
\$125/kW of automated energy reduction  
Up to 100% of project cost

**Monthly Savings:**  
\$5.00/kW per month

*All projects require SMUD approval prior to installation. All projects will be approved on a case-by-case basis.*

**Can't find what you're looking for? Our Advanced Energy Solutions team can customize solutions for your business. Call 916-732-5095 or email [CustomRetrofit@smud.org](mailto:CustomRetrofit@smud.org)**

## Ineligible Measures

Measures that do not qualify for program incentives at this time.

SMUD reserves the right to add or delete measures from this list as needed.

- Measures that are installed before the project is approved
- Power factor correction or power conditioning equipment
- Compact fluorescent lamps (CFL)
- Network desktop power management software
- Technologies that fail to meet federal and state minimum codes and standards
- Measures that are not permanently installed and can be easily removed, such as:
  - Refrigerant additives
  - High performance hydraulic fluid
- Solar water heating for pools and spas
- T8 and T5 fluorescent lighting retrofits where the proposed equipment does not meet the CRI and Lamp Life requirements
- Measures that are not code compliant
- Building envelope measures
- Duty cyclers
- Incandescent lamps
- Cool roof systems
- Self-generation or cogeneration projects
- Repair or maintenance of existing equipment
- Pre-owned equipment
- Coil cleaning, filter changes, etc.
- Manual control of equipment
- Non-automated operational changes
- Non-ENERGY STAR® listed LED replacement lamps
- Virtualization
- LED fixtures and retrofit kits that do not appear on the Design Lights Consortium's Qualified Products List

To learn more about SMUD's electrification and energy efficiency programs, call 916-732-5095, or email [CustomRetrofit@smud.org](mailto:CustomRetrofit@smud.org). To locate your Strategic Account Advisor to help you with your energy needs, call 1-877-622-7683, email [StrategicAccounts@smud.org](mailto:StrategicAccounts@smud.org), or use the online tool at [smud.org/MyAdvisor](http://smud.org/MyAdvisor).

## Working for you

As your community-owned and not-for-profit electric service, we structure our rates and services to benefit the community we all call home. We're committed to providing low rates, reliable power and superior service.

**Sacramento Municipal Utility District**  
**6301 S Street, Sacramento, CA 95817-1899**

Monday through Friday, 8 a.m. to 6 p.m.  
24-hour deposit box near front office

**1-877-622-SMUD (7683)**