2/2/2026

PROGRAM ADMINISTRATION

UTAH

NON RESIDENTIAL ENERGY EFFICIENCIES Program Year 2025

Program Description

The **Wattsmart Business** program is a comprehensive energy efficiency initiative for commercial, industrial, and agricultural sectors. It aims to encourage both new and existing non-residential customers to enhance their electric energy efficiency. This is achieved through the installation of efficient equipment and the adoption of improved energy management protocols. Qualifying measures are those that result in verifiable electric energy efficiency improvements compared to an established baseline. There were program changes in 2025, and the offerings described below were effective as of July 2025.

Wattsmart Business Offerings

- **Upgrades included in Incentive Lists**: Incentives for lighting, HVAC, food service, building envelope, compressed air, irrigation and other equipment upgrades that improve efficiency.
- **Express Lighting:** Express lighting retrofit incentives to help customers who don't already have LED lighting upgrade to LED lighting and controls. The participation process is more streamlined (express) than the listed incentive option for lighting above.
- **Small Business and Medium Business Express**: Enhanced incentives for lighting retrofits installed by an approved Wattsmart Small/medium Business vendor at eligible small/medium business facilities who don't already have LEDs installed.
- **Whole Building New Construction/Major Renovation**: Incentives for high-performance building projects from design through construction and performance phases.
- **Custom Analysis**: Energy analysis studies, services, and incentives for complex projects.
- **Energy Management**: Facility and process evaluations, along with incentives designed to help customers reduce energy costs through optimized energy use and operational improvements. Projects can range from small tune-ups to the comprehensive Strategic Energy Management offering.
- **Midstream**: Incentives for specific lighting and HVAC equipment sold through participating distributors are paid to the participating distributors to encourage them to stock and sell high efficiency equipment. Incentives for equipment included in the midstream offer are not available via the downstream offers listed above.
- **Energy Project Manager Co-funding**: Available to customers who commit to completing energy efficiency projects that collectively achieve at least 1,000,000 kWh in annual energy savings. Co-funding supports dedicated staff to manage and implement identified projects.

Program Administration

The administration of Wattsmart Business is delivered through multiple channels with contracted implementers. Each channel is designed to ensure effective outreach, technical support, and incentive delivery tailored to the needs of specific customer segments.

Trade Ally Channel: The program is marketed through local trade allies who receive support from two program administrators. The Company contracts with **Evergreen Energy Partners** for commercial measures and **Cascade Energy** for industrial/agricultural measures. Their responsibilities include:

- **Trade Ally Engagement**: Identifying, recruiting, training, supporting, and assisting trade allies to increase sales and installation of energy-efficient equipment at qualifying business customer facilities.
- **Incentive Processing, Payment and Administrative Support**: Handling incoming inquiries, processing incentive applications, developing and maintaining simplified analysis tools, and providing program design services, evaluation, and regulatory support upon request.
- **Direct Customer Outreach**: Engaging directly with customers to promote the program and support and close projects.
- **Inspections**: Ongoing verification of the installation of measures

Small and Medium Business Express: This channel primarily markets the program through local contractors/vendors approved specifically for this offer, with support from the program administrator, **Evergreen**. Evergreen is responsible for:

- **Management of Approved Contractors**: Identifying, recruiting, contracting with, training, supporting, and assisting contractors to increase sales and installation of energy-efficient lighting and non-lighting equipment at qualifying small business customer facilities.
- **Direct Customer Outreach**: Engaging directly with customers to promote the program and support and close projects.
- **Incentive Processing, Payment and Administrative Support**: Handling incoming inquiries, processing incentive applications, developing and maintaining simplified analysis tools, and providing program design services, evaluation, and regulatory support upon request.
- **Inspections**: Ongoing verification of the installation of measures.

Midstream:

Participating midstream distributors receive support from the program administrator, Evergreen. Evergreen's responsibilities include:

- **Management of Approved Distributors:** Identifying, recruiting, contracting with, training, supporting, and assisting distributors to boost sales of energy-efficient lighting and HVAC equipment at qualifying business customer facilities.
- **Incentive Processing, Payment and Administrative Support:** Handling incoming inquiries, processing incentive applications, and providing program design services, quality assurance, evaluation, and regulatory support as needed.

Whole Building New Construction/Major Renovation

In this channel, implementer Resource Innovations collaborates with builders, designers, energy modelers and others in the construction industry to promote a whole-building energy-efficiency focus and support program participants as they design, construct, and occupy new buildings.

Managed Account Delivery and Project Facilitation

In the Managed Account channel, Cascade Energy collaborates with the Company's internal project manager to oversee a subset of projects at facilities with high-usage customers. The team engages directly with customers or with the Company's regional business managers to:

- Identify eligible energy efficiency projects.
- Provide program services and incentives.
- Refer project leads to the appropriate channel
- Facilitate more complex projects involving measures not listed on the incentive lists.

This approach ensures that complex projects receive the necessary attention and support for successful implementation.

Additionally, through the project facilitation channel, Cascade Energy and Evergreen work directly with customers at lower-usage sites to facilitate more complex projects involving measures not listed on the incentive lists.