

gridSMART®

From  **APPALACHIAN
POWER®**

**WORKING TOGETHER *to* LOWER
YOUR ENERGY COSTS.**

Appalachian Power Service Area

One million customers

- Virginia
- Tennessee
- West Virginia



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Why conserve energy?

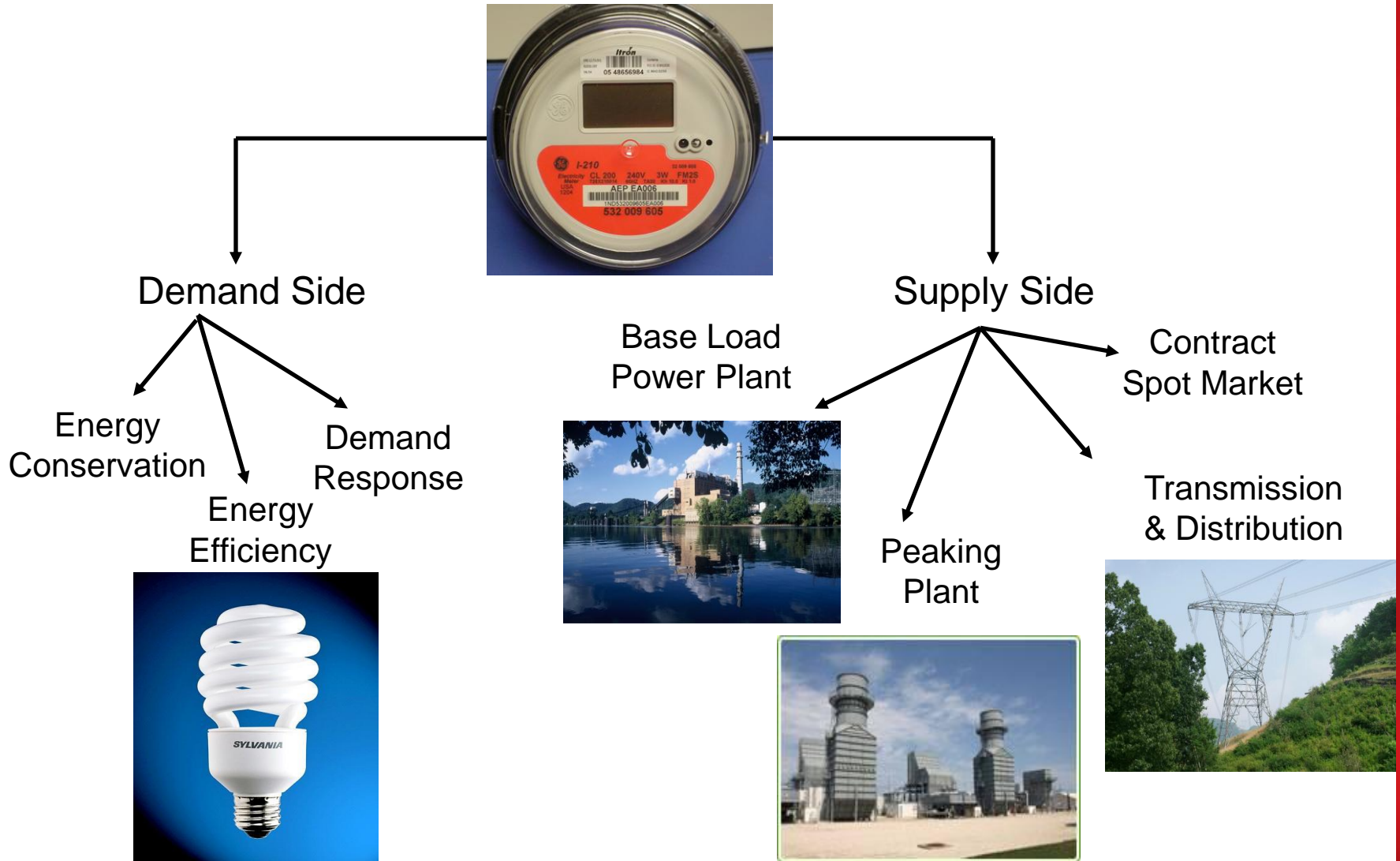
Balancing demand and supply



What is Demand Side Management?

- **The Supply Side** is where you get your Energy. Supply comes from generation powered by coal, gas, hydroelectric and more recently wind powered generation.
- **The Demand Side** (usage) of the equation. It's how you use your energy. This side also abounds with options that the consumer controls from process to application. Most all options hinge on some form of cost/benefit evaluation.

What is DSM?



What is Driving DSM/EE Today?

- Helping customers control usage
- Environmental concerns
- Global competition for energy
- Aging infrastructure
- Economic impact

C & I Program Description

- Program Goals:
 - Achieve long-term cost effective savings for customers
 - Reduce electric energy usage
 - Reduce electric peak demand
 - Reduce utility operating costs

Commercial & Industrial Prescriptive Programs

- Program designed to promote the use of high efficient lighting & HVAC Products
- Participants receive rebates on a prescribed list of qualifying products
- Goal for the first two years of the program is reduced energy usage of 75,548,000 kWh



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Commercial Rebate Programs

- Rebates help offset the incremental cost of installing higher than minimum efficiency equipment
- Rebates are only available to American Electric Power (Wheeling Power) and Appalachian Power customers in West Virginia
- Installations of equipment must be installed by a registered Lighting and/or HVAC contractor to receive the rebate.
- Self installed projects are also permissible

Program Guidelines

- 2012 C&I Prescriptive Rebate Pool: \$2.695 Million
- The funds will be disbursed on first in first out basis; however funds can be reserved for up to 180 days.
- Maximum Rebate: \$150,000 for each program year by account number. Any amount that exceeds the maximum will be reviewed on a case by case basis.
- GoodCents will inspect or certify the job is complete and the check will be sent to the AEP Account Holder.
- To determine eligibility, contact the program TRM Ed Outlaw at 304-989-2415.



Lighting Rebates Available

Appalachian Power Measures for Commercial Lighting Rebate Program

Item Number	New Fixture *Minimum Annual Operating Hours = 1500*	Replaces	Rebate per Item
T8 with Electronic Ballast			
1	T8 - 8ft 1 lamp	T12	\$ 9
2	T8 - 8ft 2 lamp	T12	\$ 10
3	T8 - 4ft 4 lamp	T12	\$ 10
4	T8 - 4ft 3 lamp	T12	\$ 9
5	T8 - 4ft 2 lamp	T12	\$ 5
6	T8 - 4ft 1 lamp	T12	\$ 3
7	T8 - 3ft 4 lamp	T12	\$ 5
8	T8 - 3ft 3 lamp	T12	\$ 3
9	T8 - 3ft 2 lamp	T12	\$ 3
10	T8 - 3ft 1 lamp	T12	\$ 3
11	T8 - 2ft 4 lamp	T12	\$ 6
12	T8 - 2ft 3 lamp	T12	\$ 5
13	T8 - 2ft 2 lamp	T12	\$ 3
14	T8 - 2ft 1 lamp	T12	\$ 2



HVAC Rebates Available

Appalachian Power Commercial and Industrial HVAC and VFD Rebates

Equipment Type	Size Range	Minimum Qualifying Efficiency	Incentive per ton
PTAC	All Sizes	13.08 - (0.2556 x BTUh/1000) EER	\$ 30
Unitary and Split Air Conditioning Units and Air Source Heat Pumps	< 65,000 BTUh (5.4 tons)	15.0 SEER	\$ 40
	≥ 65,000 BTUh (5.4 tons) and < 240,000 BTUh (20 tons)	12.0 EER	\$ 40
	≥ 240,000 BTUh (20 tons) and < 760,000 BTUh (63.33 tons)	10.8 EER	\$ 40
	≥ 760,000 BTUh (63.33 tons)	10.2 EER	\$ 40
Water Cooled Chillers	≤ 150 tons, centrifugal	0.7 kW/ton and 0.57 IPLV	\$ 30
	≤ 150 tons, screw	0.79 kW/ton and 0.62 IPLV	\$ 30
	> 150 tons and ≤ 300 tons, centrifugal	0.63 kW/ton and 0.51 IPLV	\$ 30
	> 150 tons and ≤ 300 tons, screw	0.72 kW/ton and 0.57 IPLV	\$ 30
	> 300 tons, centrifugal	0.58 kW/ton and 0.47 IPLV	\$ 30
	> 300 tons, screw	0.64 kW/ton and 0.51 IPLV	\$ 30
Air Cooled Chillers	All Sizes, reciprocating or screw	3.12 IPLV	\$ 30
VFD	HVAC Fan, HVAC Pump, Process Pump	N/A	\$40/hp
Programmable Thermostat	5 day, 7 day, 5-1-1 day	N/A	\$25/thermostat

Projects that are not eligible

- New Construction
 - Fuel switching
 - Changes in operation, maintenance practices , or control modifications.
 - Projects that shift peak usage rather energy savings
 - On-site electricity generation.
-
- Vendor participation – To join the network, there are guidelines that must be met.

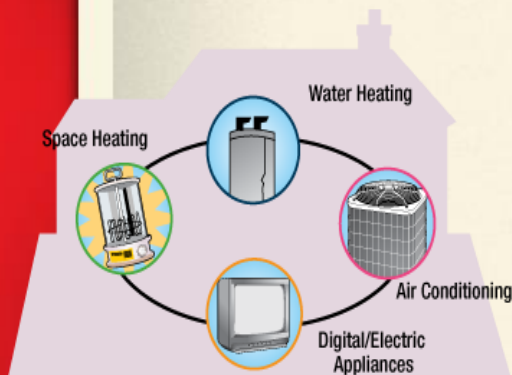
For more information

**Visit aeprebates.com
or 1-888-446-7719**

Residential Customers

Increasing demand

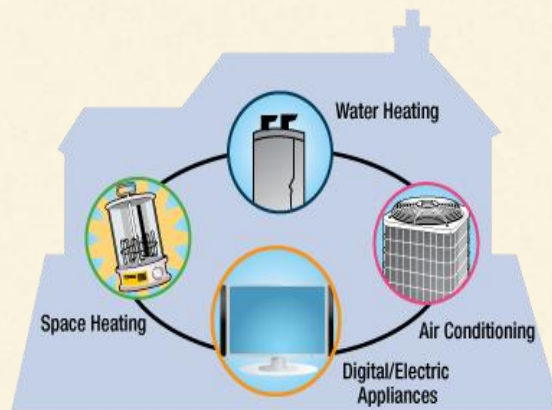
1978



Avg. home size:
1,755 sq. ft.

Avg. total use:
781 kWh/month

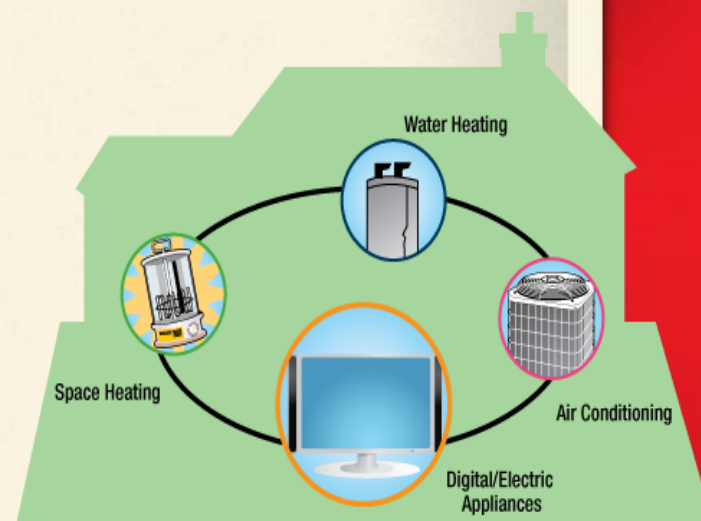
Present



Avg. home size:
2,330 sq. ft.

Avg. total use:
949 kWh/month

2030



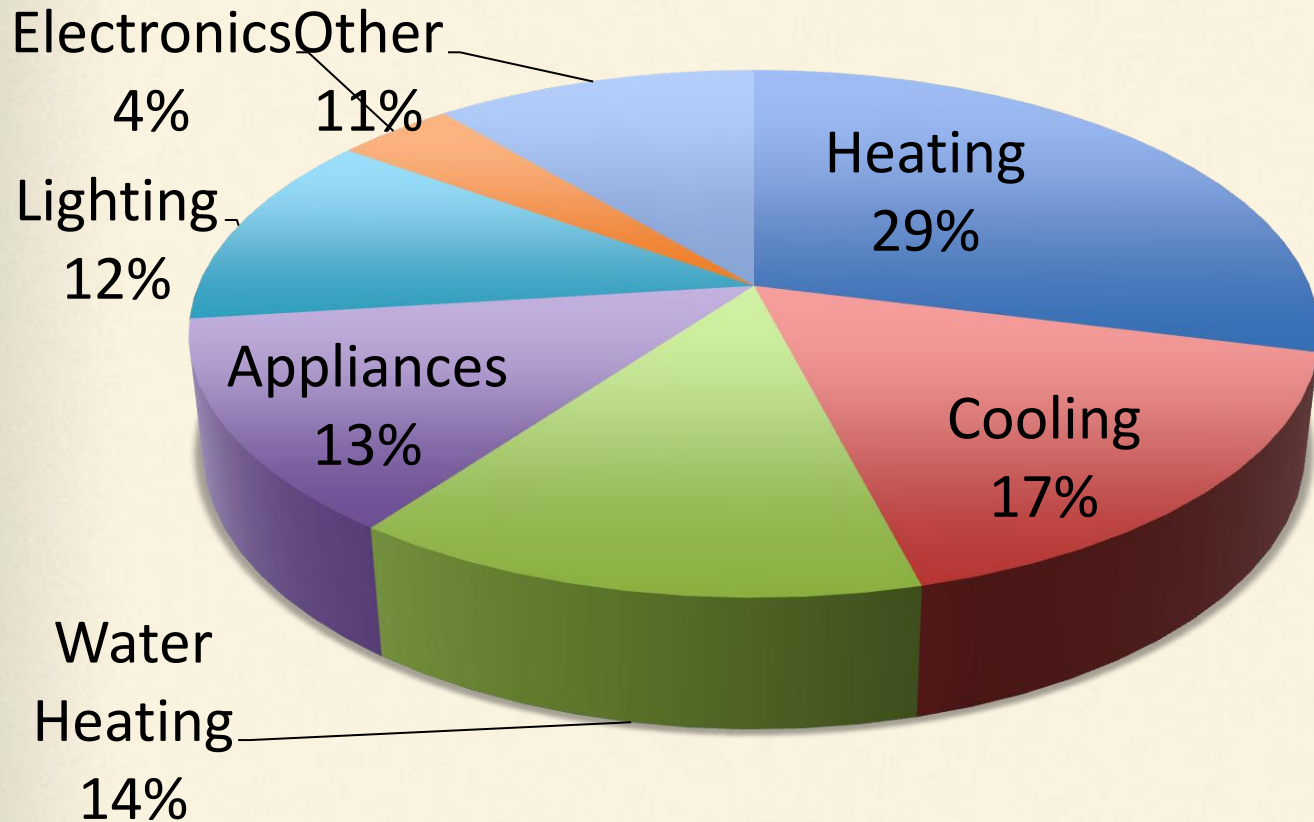
Avg. total use:
1059 kWh/month

Current Rate

**Current residential rate
in West Virginia is 9.7 cents
per kilowatt-hour.**

**National averages is 12.25 cents
per kilowatt-hour.**

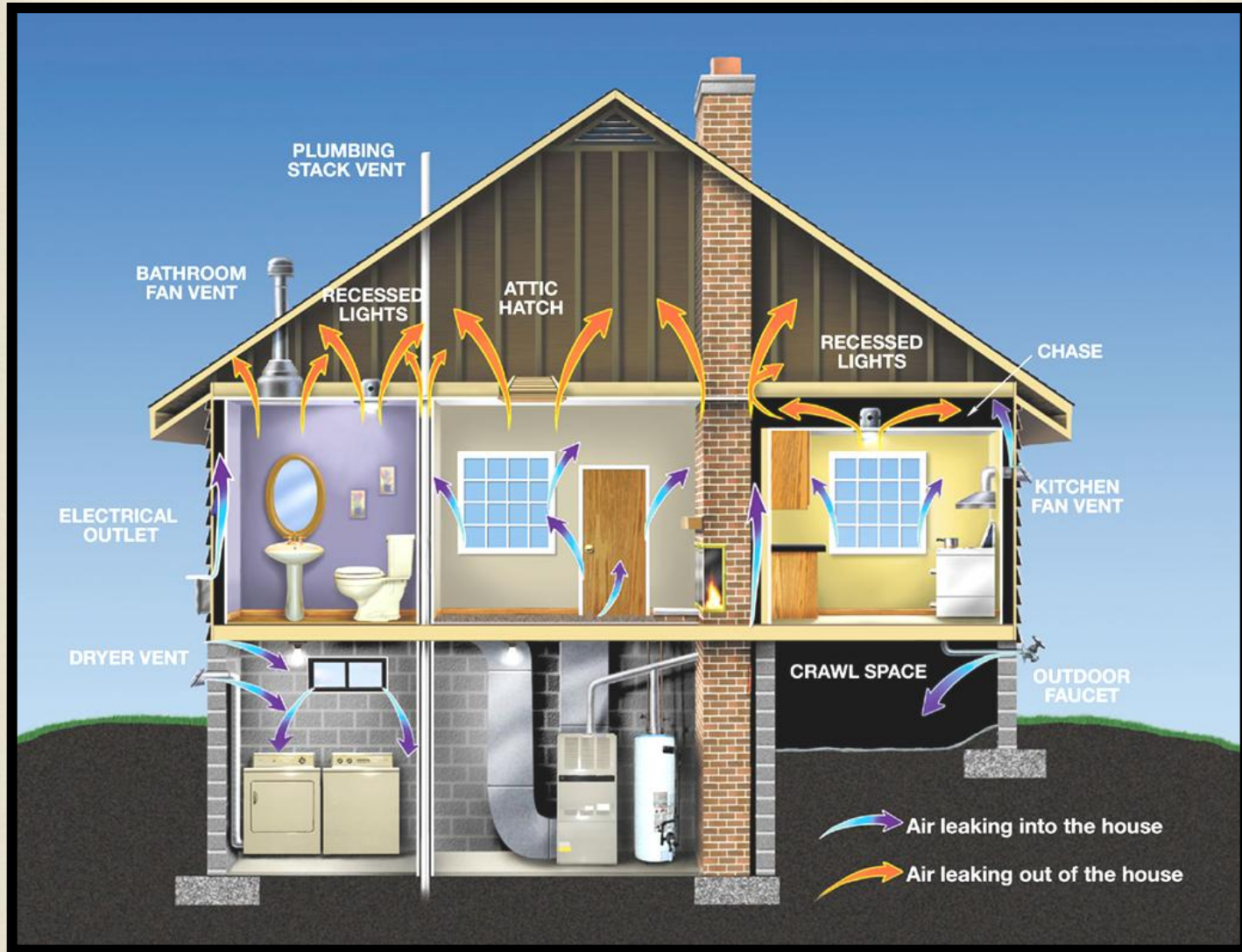
Residential energy use



Residential Programs

- On-line Energy Audit
- Home Energy Audit
- SMART Lighting
- Low-income Weatherization

Air Leaks



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Online Energy Audit



Home

Your Account

Outages
& Problems

Service
Requests

Safety

Save Money
& Energy

Save Money & Energy

Save Money & Energy

Logged Out / Log In

Switch to: [Business Customer](#)

[Learn Energy Efficiency](#)

[Calculate Energy Consumption](#)

[Energy Saving Programs](#)

[Watt, Why & How e-Newsletter](#)

[Electric Vehicles](#)

[Weather Information](#)

[Success Stories](#)

[Need To Reduce Payments?](#)

Be Part Of The Solution

Appalachian Power wants to partner with you to be a smart user of energy in your home. Learning and adopting new energy efficient behaviors saves you money. And, it helps us all be part of the solution to reduce energy consumption.

Learn Energy Efficiency



» Read More

Find tips, videos, and links to more information on ways to be more energy efficient.

Calculate Energy Consumption



» Read More

Handy calculators let you plug in numbers to determine areas where you can cut back on your electricity usage.

Energy Savings Programs



» Read More

Save money with Appalachian Power's energy efficient incentive programs.

Success Stories



» Read More

Read about customer habits and efforts to save money and energy.



Home Energy Audit



SMART Lighting Program

- Large retailers
- Hardware stores

SPECIAL PRICING

on ENERGY STAR® Qualified Lighting



Look for
this tag!

Some package limits may apply. See store for details.

Appalachian Power wants to help you save money and energy.
That's why we're offering instant discounts on ENERGY STAR qualified
lighting at participating stores.

Low-income Weatherization Program



Q&A

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