

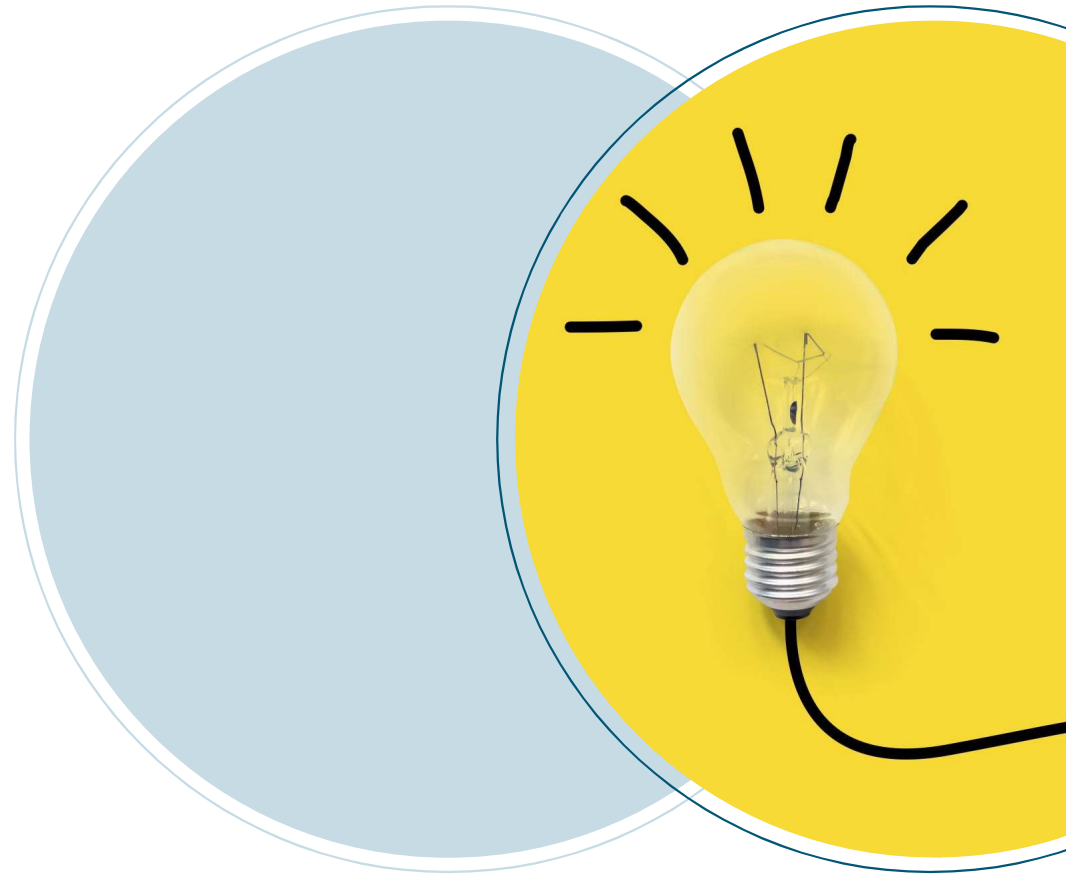


# Maximize Your Energy Rebates:

A Guide to MidAmerican Energy's  
Nonresidential Energy Solutions  
Program

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LEADING THE CHARGE. POWERING CHANGE.



Introduction

Program Overview

Inspiring Projects

How can you participate?



# 1

# Introduction

# Meet your presenter

Ryan Tweeten

Lead Energy Manager

- Working with MidAmerican Energy's programs since 2015
- Lead Resource Innovations' Energy Manager team to assist commercial and industrial facilities with opportunity identification and incentive process management
- Serve Central Iowa and Northeast Iowa territories
- 50001 CP EnMS



# Who are we?

## Resource Innovations

- We deliver innovative tech-enabled services, software, and consulting services
- Partnered with over 100 electric and gas utility clients across North America
- Offering comprehensive services from grid operations to customer-level programs
- 25+ years of expertise in program design, delivery, and grid management
- Strong team of 1,100+ energy professionals



**800+**

Active energy programs/projects

**200+**

Global clients

**100+**

Utilities

**1.6M+**

Metric tons of CO2 emissions avoided  
in the last two years

# Why do utilities offer energy efficiency programs?

1. It's cheaper than building more power plants
2. They need to manage peak demand
3. Regulators often require it
4. It can actually help their bottom line
5. It improves customer satisfaction
6. Environmental and climate benefits
7. It's a reliability and resilience strategy

Utilities push energy efficiency because it's one of the cheapest, fastest, and lowest-risk ways to meet energy needs while keeping costs, emissions, and grid stress down.

# Are incentives “free money”?

Programs are funded by ratepayers and regulated by the state

- To comply with Iowa Code § 476.6 and recover the costs of these programs, MidAmerican includes energy efficiency charges on customer bills under the Energy Efficiency Cost Recovery Rider (EECR)
- Residential and Nonresidential budgets are separate and limited to 2% of overall billed costs
- Plans must meet cost-effective tests to ensure programs make economic sense
- These incentives are then distributed to eligible projects through different programs
- The Nonresidential Energy Solutions program is administered by Resource Innovations

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## Program Overview



# Programs Offered

- Residential Programs
  - Marketplace, Instant Discounts, Tune-Up, Appliance Recycling, Online Energy Assessments, SummerSaver
- Nonresidential Programs
  - Commercial New Construction, Instant Discounts, Data Center Advantage, Nonresidential Energy Solutions, Curtailment
- Specialty Programs
  - Income-Qualified Multifamily Housing
  - Neighborhood Power-Up Program
  - e-SMARTkids
  - Trees Please!



# Nonresidential Programs

- Commercial New Construction
- Nonresidential Programs
- Demand Response Programs
- Specialty Programs
  - Income-qualified
  - Energy reports
  - Education
  - Trees Please!



# Nonresidential Programs

- Commercial New Construction (CNC)
- Instant Discounts (ID)
- Nonresidential Energy Solutions (NES)
  - Direct Project Assistance (DPA)
  - Retro-commissioning (RCx)
  - Strategic Energy Management (SEM)
  - Virtual Energy Management (VEM)
  - Small Business Express (SBX)



# Nonresidential Programs

## Programs offered through other implementers

| Program                           | Eligibility Criteria  | Incentive rate   |
|-----------------------------------|---|--|
| Commercial New Construction (CNC) | <ul style="list-style-type: none"> <li>• New construction only</li> <li>• &gt;3,000 square foot</li> <li>• Served by MidAmerican or Alliant Energy</li> <li>• Enroll at the planning and design stage</li> </ul>  | Contact Willdan for more information<br>iowacnc.com<br>cnc@willdan.com   |
| Instant Discounts (ID)            | <ul style="list-style-type: none"> <li>• Most common equipment replacements</li> <li>• Purchased through participating Trade Ally</li> <li>• Cannot be combined with other programs</li> <li>• Replacing existing LED lights is not eligible</li> </ul> | Different rates based on the equipment under consideration<br>Factsheets available at<br><a href="https://www.midamericanenergy.com/business-discounts-and-rebates">https://www.midamericanenergy.com/business-discounts-and-rebates</a> |
| Small Business Express (SBX)      | <ul style="list-style-type: none"> <li>• &lt;100,000 square foot</li> <li>• &lt;\$125,000 of total utility cost in the last year</li> </ul>   | Different rates based on the equipment under consideration<br>Factsheets available at<br><a href="https://www.midamericanenergy.com/sbx">https://www.midamericanenergy.com/sbx</a>   |

# Custom Projects

## Eligibility:

- >100,000 square foot
- >\$125,000 in utility costs
- Served by MidAmerican Energy

| Program                           | Offerings  | Incentive rate   |
|-----------------------------------|--|--|
| Direct Project Assistance (DPA)   | <ul style="list-style-type: none"> <li>• Free site visits and/or assessments</li> <li>• Free project evaluation</li> </ul>   | HVAC-related: \$0.18/kWh<br>Lighting-related: \$0.15/kWh<br>Other: \$0.12/kWh<br>Natural gas savings: \$1.50/Therm |
| Retro-Commissioning (RCx)         | <ul style="list-style-type: none"> <li>• Projects aiming at optimizing existing equipment</li> <li>• Free site visits and/or assessments</li> <li>• Free compressed air leak survey</li> <li>• Free review of control systems for finding potential opportunities</li> </ul>         | Electric: \$0.05/kWh<br>Natural gas savings: \$0.35/Therm  |
| Strategic Energy Management (SEM) | <ul style="list-style-type: none"> <li>• Free training and support for large facilities</li> <li>• Developing site-specific energy models</li> <li>• Facilitate treasure hunt to identify opportunities</li> <li>• Rebate based on verified savings at the end of program</li> </ul> | Electric: \$0.02/kWh<br>Natural gas savings: \$0.35/Therm  |

Contact your Energy Manager for more information

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**How can you  
save energy?**

# Energy Savings Fundamentals

- Energy is the ability to do work
  - $\text{Energy} = \text{Power} \times \text{Time}$
- Electrical Energy is commonly measured in kWh
  - kWh = kilowatts x hours
- Saving energy is accomplished through a reduction in power, time, or both.

## Estimating Energy Use

- Rated Power
  - What's the equipment's input power? (kW, hp, Btu/hr)
- Run Time
  - How many hours per year is this equipment on?
- Load Factor
  - How large a load is placed on this equipment?

# Inspiring Projects

A large machinery manufacturer installed VFDs and updated controls on previously constant volume air handling units. The project reduced electricity consumption of the AHU fans by 67% and overall building energy consumption (electricity and natural gas) by 30%. A custom incentive of more than \$500,000 reduced the project's payback to less than two years.

Resource Innovations identified an opportunity for a food processing facility to implement floating head pressure controls on their ammonia refrigeration system. As a first step, the customer reduced the discharge pressure setpoint by 15 psig, which will save more than \$170,000 in electricity costs annually with no external costs required. Further reductions or controls improvements are being considered.



# Low Hanging Fruit

## Low- or no-cost

- HVAC schedule
- Discharge air setpoint and duct static pressure resets
- Compressed air leak repair
- Reduce compressed air pressure
- Repair steam traps and leaks
- Floating head and suction pressure control

## Short payback

- LED lighting replacing HID or fluorescent
- VFD on fans or centrifugal pumps
- VFD air compressor

# Common Energy Conservation Measures

## Commercial

### Lighting

- LED fixtures
- Occupancy sensors / daylight controls / advanced controls

### HVAC

- High-efficiency boiler and chiller
- VFDs on pumps and fans
- Controls - schedules, resets, economizers

### Building Envelope

- Infiltration control
- Roof and wall insulation

## Industrial

### Compressed Air System

- Install VFD compressor
- Reduce pressure setpoint
- Outside air intake
- No-loss condensate drain valves

### Industrial Refrigeration

- Floating head and suction pressure control
- Optimize compressor sequencing
- VFD on evaporator and condenser fans
- Optimize defrost cycles

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# How can you participate?

# Get started or take the next step

## Identification services and incentives

Our team is ready to work with you and identify the best path towards improving your energy efficiency

- Have an idea?
  - We can perform consultations to calculate savings and payback or start a preapproval review to provide an incentive estimate.
- Where to start?
  - We offer a range of identification services, including:
    - Energy Manager walkabout
    - Engineering site visit
    - Energy efficiency walk through assessment
    - Retro-commissioning study
    - Compressed air leak survey
    - Virtual Energy Management

# How are incentives calculated?

## Pre-Installation Review Process

### 1. Identification

- Projects can be identified by Resource Innovations, a third party, or the customer
- If external parties are required, a scope of work and cost is proposed

### 2. Preapproval

- Resource Innovations reviews the project to calculate the annual energy savings and eligible project cost to determine the potential incentive
  - Preapproval may require measurement and verification of existing equipment
- The incentive estimate along with an economic summary is sent to the customer with a preapproval sunset date

# How are incentives paid?

## Post-Installation Review Process

### 3. Implementation

- The customer uses preapproval information to determine whether to move forward with the project, there is no commitment

### 4. Post-Installation

- The customer submits a form and cost documentation for the project as installed
- Any changes to the scope will be reflected in the final savings and incentive calculations, which are documented and delivered to the customer
  - Measurement and verification may be required
- A check for the final incentive amount is delivered to the customer

# Resource Innovations Energy Managers

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