REBATE- ENERGY MANAGEMENT

HUSSMANN®

REBATE PROGRAM

What is Hussmann's Rebate Management Program?

Utility Rebate Programs are a great way to get money back on your energy investments, however, their programs can be tricky and time consuming!

Let Hussmann make the process EASY!

- **Hussmann** manages and coordinates EVERY step in the rebate process on your customer's behalf
- Hassle free process for you! Little to no time or effort required!
- Captures rebates for your project, putting **money** back in your pocket
- We have experience managing full store upgrades, small retrofits, and multisite (300+ store) rollouts
- Leverage relationships with utilities across the country to find solutions for your projects

HUSSMANN®
REBATE
PROGRAM

Identifying Available Rebates

- Sales Principal or Channel Partner inquires about rebates available for a project
- Requestor provides utility company servicing customer and SOW
- EIA Returns rebate estimate/projection along with mention of HSM Rebate Mgmt
- Rebate Tracker Updated

Preapproval Application

- IF project is moving forward, RMA Generated and signed
- Project details provided
- preapplication submitted
- Pre inspection potentially scheduled
- NO WORK STARTS UNTIL PREAPPROVED (if required)
- Rebate Tracker Updated

Installation

- Project is installed AFTER preapproval received if applicable
- Final invoices (material, and sometimes installation) are provided when install complete

Final Application

- Final Application submitted with final installation date, costs, etc
- Post site visit possibly scheduled
- Rebate Tracker updated

Payment

- Payment is made to the customer following the terms of the Rebate Management Agreement
- Rebate Tracker Updated

What is a rebate inquiry?

- **Request for information about available rebates in an area, or multiple areas**
- **May be specific to a project scope, or, more general as a sales tool**

When are these requested?

- **Generally, requests are received when it's believed the rebate would help close the deal on a project**
- **Often requested for retrofit and remodel projects, and sometimes new construction**
- **Rebates can also help fill the gap when project paybacks are slightly higher than the customer would like to see**
- **Usually considered on multisite rollouts**
- **When the Requestor just wants to be informed about rebates in their area**

UPDATE CRM

All new requests should come through CRM to the "department requests" tab on the left hand side of CRM

filter to the "All Energy Rebate Opportunity" view

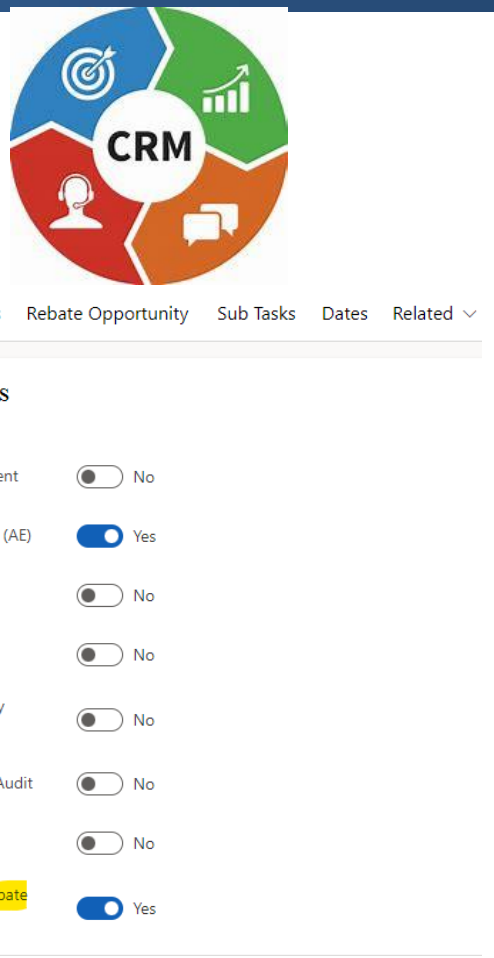
Filter rebate opportunity status to pending.

Once determined that a rebate is available and a RM agreement has been signed change the status to "converted"

This will then automatically move this line item to the "Energy Rebates" tab on the left hand side of CRM.

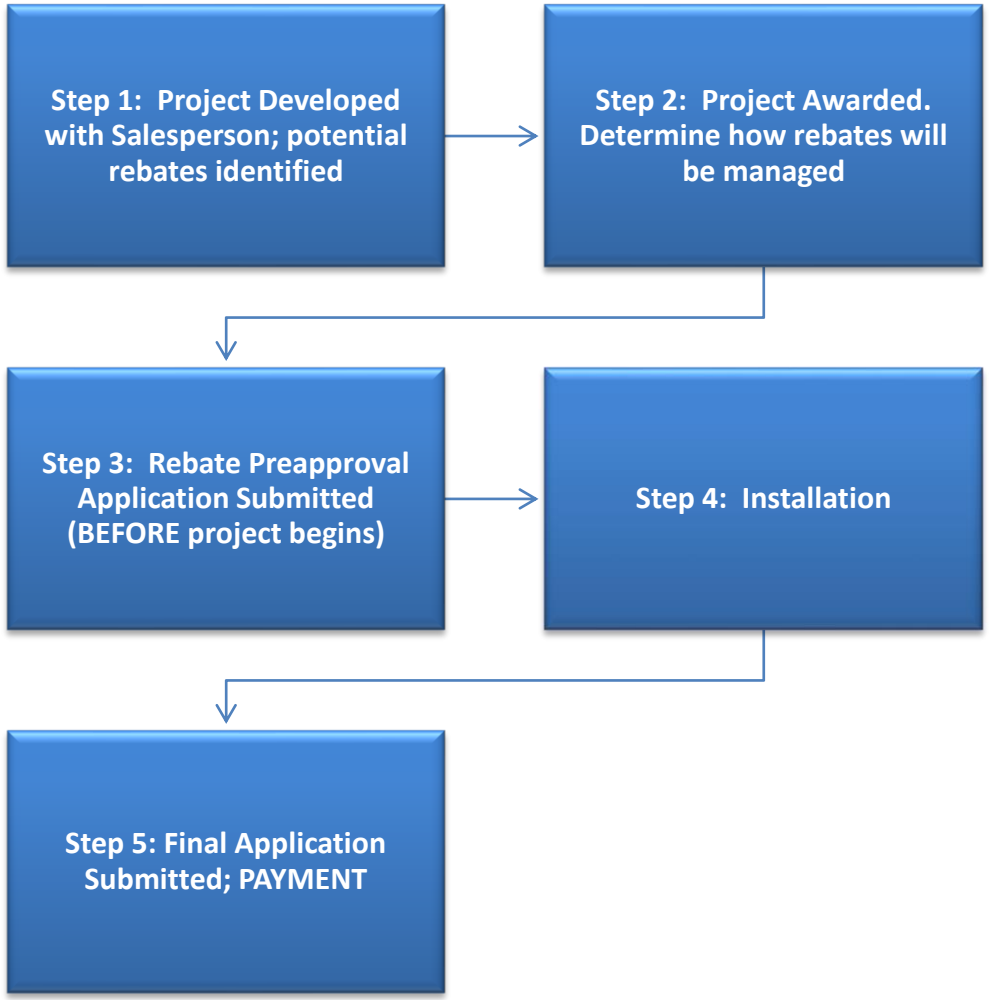
"Energy Rebates" is where our "Master Tracker" is housed.

NOTE: If for some reason there is not an opportunity to tie the rebate to in CRM you will need to create a department request for this rebate request under the opportunity # 147705. This is the Rebate opportunity we created for this scenario.



- When customer has a project and is interested in rebates, sales should include that in their original department request by toggling 'Interested in Rebate Opportunity'.
- Rebate team will then:
  - Look into the scope of the project and gather any missing information
  - Reach out to the utility company to research available rebates
    - ✓ If project can be incentivized, we will then convert the department request and create the energy record
    - ✓ If the project cannot be incentivized, we will cancel the department request

Rebate Management Process Overview



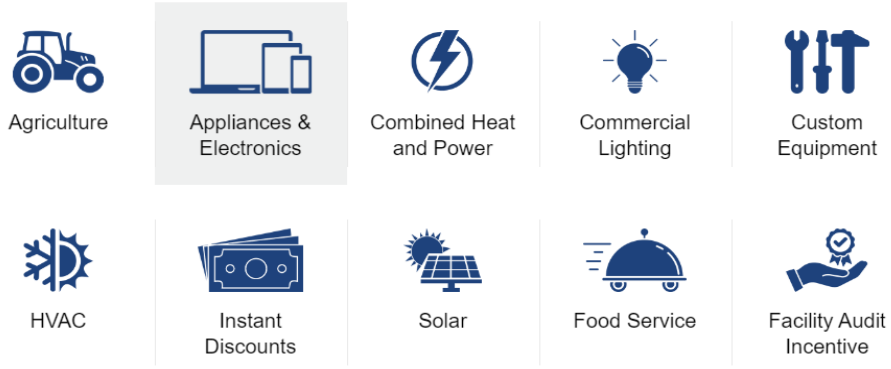
What information is needed from you and your team to get started?

- Most recent utility bill
- Site address
- Customer contact information
- W9
- Square footage of site/Store Layout
- Scope of project (often provided by project manager or sales representative)
- Quotes for project (material and install)
- Signed Rebate Management Agreement
- Cost Estimate
- LOA

What types of projects are eligible for rebates?

- LED upgrades
- ECM Case Evap Fan motors
- Walk-in cooler/freezer evaporator fans
- Fan motor controls
- Antisweat Heaters and Controllers
- High Efficiency Freezer/Cooler Doors.
- Night curtains
- Case Door Retrofits (Medium and low temp)
- Door gaskets and strip curtains
- Parallel Rack and Protocol systems
- New Cases and Case Replacements
- Remodels
- New construction
- Reach inn Replacements
- VFD
- Carbon Credentials(New)

Available Segments Include:



If it saves ENERGY… there's a REBATE for THAT!

Rebates are typically offered in two forms:

Prescriptive

- LED case lighting
- Occupancy sensors
- Replacement cases
- Case Doors
- EC Motors
- Night covers
- Strip curtains
- Door gaskets
- Auto closers
- Anti sweat controls
- Floating head and suction pressure

Custom

- Offered when a project earns savings, but prescriptive rebate isn't available
- Often determined by a set $/kWh saved
- Requires savings calculations, measurement, verification

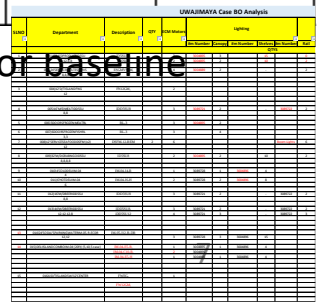
https://www.georgiapower.com/business/products-programs/efficiency-maintenance/ceep.html

Equipment Breakout

UWAJIMAYA Case BO Analysis

SLNO	Department	Description	QTY	ECM Motors	Lighting						Doors		Door Lighting/ Mulions	Night Curtain	AntiSweat Heaters
					#m Number	Canopy	#m Number	Shelves	#m Number	Rail		#m Number			
				QTYS										LNFT	QTY
1	001)40'M/DPRODUCEID5SU	ID5SU12,		3	3004895	3		15		0				12	
	12,12,8,8	ID5SU8		2	3004895	2		10		2				8	
2	003)24'SERVICEMEATESGMVS	ESGMVS8M,		4	3004889	2		-		2				8	
	8,8,8														
3	004)12'D/TISLANDFNG	FN12GM,		2							1				1
	12														
4	005)16'M/DMEATIDD5SU	IDD5SU8		3	3089721	2		-	3089722	2	5		12.5		5
	8,8														
5	006)3DOORSFROZENMEATRL	RL-3		3	3004895	2					3	524585	7.5		3
												523427	0		
6	007)6DOORSFROZENFISHRL	RL-3		3		4					6	523426	15		6
	3,3														
7	008)12'SERVICESEAFOODDSFM (x2)	DSFM-12-REM	2	6					Boom Lights	6	1				1
	12														
8	009)32'M/DGRABNGOID5SU	ID5SU8		2	3004895	2		10		2				8	
	8,8,8,8														

EER Ratings, Cost Effective test, DLC listing, Energy star ratings, Energy Federal Laws, Energy Codes, Building Codes specified for baseline requirements by gov, Energy Compliance like CCMS,DOE,ASHRAE,AHRI 1200 Ratings.



- **Case Comparisons**
  - ➢ **Baseline vs Proposed**
  - ➢ **New Stores Replacements/Re-Models**
  - ➢ **Competitive Comparisons**
  - ➢ **Door Retrofits**
  - ➢ **Existing vs Proposed**

Salesperson Competitive Request Form

Date Submitted	
Date Needed	
Requestor's Name	
Customer Name	
Customer Street	
Customer City Zip	
Customer State	
Comparison Type	
# Hours Case Lights On	
Local Electrc. Cost	#N/A

*If you do not want to use the commercial avg. cost of electricity by state for your comparison, input the appropriate $/kWh here

Insert Rows for Additional Lineups

Click to Compare Three Models

Undo Compare 3 Models

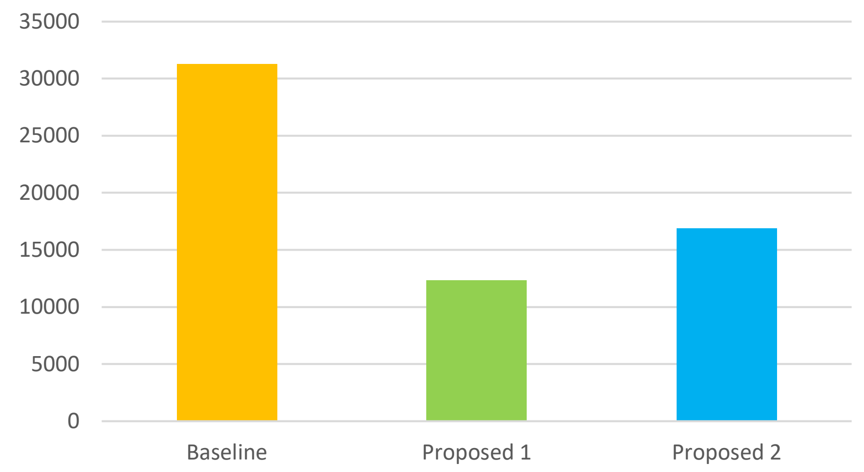
	Manufacturer	Application	Model	Length (drs or feet)	Sill Height (if applicable)	Type of Refrigeration	Type of Defrost	Doors? (Y/N)	Type	Vertical Lamps? (Y/N)	Type	Canopy Lamps? (Y/N)	# Rows	Type	Shelf Lamps? (Y/N)	# Rows	Type	Rail Lamps? (Y/N)	Type	Lighting Sensor? (Y/N)
Baseline																				
Proposed																				
Baseline																				
Proposed																				
Baseline																				
Proposed																				
Baseline																				
Proposed																				
Baseline																				
Proposed																				
Baseline																				
Proposed																				

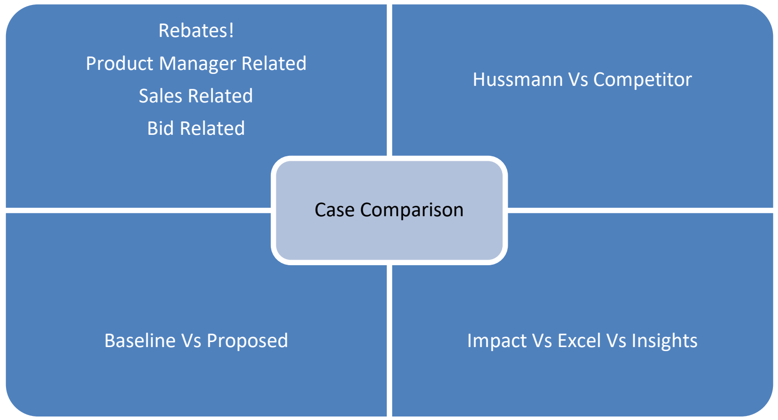
What Information Do The Salesperson provide on the request form

- **General Info**
  - Date comparison is needed by
  - Customer name/address
    - State provided prepopulates the average commercial kWh price
    - Can be overridden
  - Comparison type
  - # of hours case lamps are ON

- **Lineup Info (Baseline, Proposed)**
  - Manufacturer/Model/Length
  - Type of refrigeration
  - Type of defrost
  - Door type
  - Lighting configuration
  - Type of motors
  - Night curtains, lighting controls, etc

➢ **What is "Case Comparison" & How is it used?**





Analysis Overview

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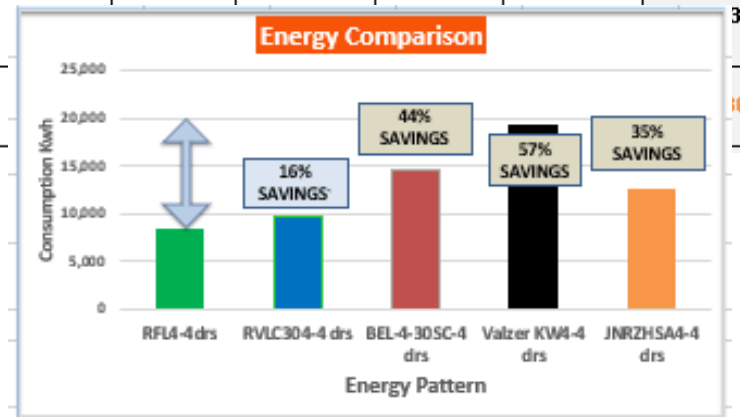
Date:	7/7/2023
Customer:	Jessica Moore, Freedom Line Up E-Grocery
	Summery from Models on the Case Worksheet

Case EA FL

Comparison	Mfg	Model	Description	Annual OperatingCost / Length of Line-Up	Line Up Length in Ft.	KWH/ Year/Line up	Watts / Length of Line-Up/Yr	Usable Cube cuft / ft	Usable Cube cuft / line up	Facings sqft / ft	Facings sqft / line up	Annual Operating Cost / Usable Cubic	Annual Operating Cost / Sq Ft of Facings
Proposed	Hussmann	RFL4-4drs	Freedom Line LT 4 door ReachIN, Innovator 1 doors with DASH control, Conventional Refrigeration (Freedom), Electric defrost,ECM motors(packout for 24" shelves vs 26" shelves included below)	$1,312	4.000	8202.676	8202676.013	9.178	36.714	5.207	20.829	$35.75	$63.01
Proposed	Hussmann	RFLN4-4 drs	FF, Freedom Reach-in, with plug in Top Mount Refrigeration, Innov-I doors, Electric Defrost, with Condensate Pan Heater & Pump, Conventional Refrigeration	$1,314	4.000	8211.231	8211231.049	10.908	43.632	5.208	20.832	$30.11	$63.07
Baseline	Zero Zone	RVLC304-4 drs	Reach-In Merchandiser for Ice Cream with door,Conventional Refrigeration, Electric defrost, ECM fan.	$1,561	4.000	9754.019	9754019.361	11.449	45.796	5.313	21.252	$34.08	$73.44
Baseline	Masterbilt	BEL-4-30SC-4 drs	Low TempSemi-Self Contained Endless Glass Door Merchandiser for Frozen Foods, Conventional Refrigeration, Electric Defrost, ECM Fan Motors	$2,327	4.000	14541.487	14541487.301	11.144	44.576	5.450	21.800	$52.19	$106.73
Baseline	Kysor Warren	Valzer KW4-4 drs	Low temperature Reach In self ontained Merchandiser for FF App, Conv. Refrigeration,Offtime defrost, ECM Fan Motor.	$3,071	4.000	19193.175	19193175.379						34
Baseline	Hill Phoenix	JNRZHSA4-4 drs	High narrow Reach-in Self Contained Merchandiser with ELMD Doors for Frozen Foods, Conventional Refrigeration, Hot gas Defrost,ECM Fan Motors	$2,009	4.000	12556.000	##########						0

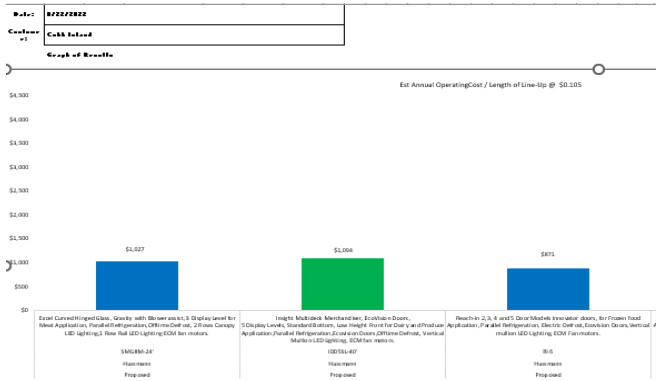


	Summer Peak	Summer off Peak	Non-Summer Peak	Non-Summer off Peak	Summer Peak Demand kW	Total kWh	
%	0.172603	0.161644	0.343151	0.322603		1	
Assumed Baseline	88.25	82.65	175.45	164.95	0.06	511.30	511.36
Proposed	70.34	65.88	139.85	131.47	0.05	407.54	407.58
Assumed Baseline	44.97	42.11	89.40	84.04	0.03	260.52	260.55
Proposed	35.81	33.54	71.20	66.94	0.02	207.50	207.52
Assumed Baseline	528.13	494.59	1049.97	987.09	0.35	3059.78	3060.13
Proposed	129.02	120.83	256.51	241.15	0.09	747.50	747.59
Assumed Baseline	48.76	45.66	96.93	91.13	0.03	282.48	282.51
Proposed	51.50	48.23	102.39	96.26	0.03	298.38	298.41
Assumed Baseline	48.76	45.66	96.93	91.13	0.03	282.48	282.51
Proposed	35.81	33.54	71.20	66.94	0.02	207.50	207.52

	Summer Peak	Summer off Peak	Non-Summer Peak	Non-Summer off Peak	Summer Peak	Total kWh	
Proposed	322.49	302.02	641.15	602.76	0.21	1868.41	1868.63
Assumed BaselinE	758.86	710.68	1508.68	1418.34	0.50	4396.56	4397.06
Savings	436.36	408.66	867.53	815.59	0.29	2528.14	2528.43

Peak demand reduction

Rebates Analysis



Matt B vs P

System EA

- Multiple CU's Vs Racks/Protocols
- Annual Energy Usage
- Existing Rack Vs Proposed Protocols
- Old Racks Vs New Racks
- Bin Analysis/Performance analysis

What	System Energy Comparison (Bin Analysis)
Who	Requested by Salesperson/Channel Partner from Application Engineer
How	Submit a request for system energy comparison through CRM; include all relevant system info for comparison (purposes, refrigeration schedules, etc)
Where	Submitted through CRM
When	Comparing energy of existing system to proposed, two proposed system, or for new construction
Why	Determine annual energy savings, project paybacks, REBATES!

Input

System EA/System Energy Consumption Request Form

Date Submitted	
Date Needed	
Requestor's Name	
Customer Name	
Store	
Store City Zip	
Store State or Province	
Comparison Type	
VOLTAGE AMBIENT TEMP	
# Hours Store Lights On	
Local Electrc. Cost	If you do not want to use the commercial avg. cost of electricity by state for your comparison, input the appropriate $/kWh here → 0.105 $./kwh

EMAIL COMPLETED FORM TO:
rebates@hussmann.com

Insert Rows for additional lineups

#SYS	System Descripton	Unit Type	Compressor Type	Compressor/CU Model	Required Load/Capacity MBH	Operating Temperatur	Group	Refrigerant	Type of Refrigeration	Design TD °F	Condenser type	Cond.Method
Proposed												
Baseline												

UNIT LTR	SYS #	REFRIGERATOR / UNIT COOLER SIZE	MODEL	DESCRIPTION	DISCH TEMP	CAP MBH	MID EVP TEMP	DEF TYPE	DEF TERM
	1	400 SQFT	4)KRD26A-089-TDB	12 DOOR COOLER #2	35	29.40	25	OT	TIME
	2			FUTURE					
	3	10 X 9 X 8H	1)KRD26A-089-TDB	WALK IN KITCHEN COOLER	35	6.40	25	OT	TIME
	4	8' center/2 ends	IM-04-EN4-R / IM-04-CN4-R	ISLAND XPRS		13.56	21	OT	TIME
AM						49.36	18		
	7	3" X 9'6" X 9H	1)KRD16E-045-TDAA	1 DOOR WALK IN FREEZER	-5	5.80	-13	EL	DIG
	8	10' X 10' X 8'	1)KRD34E-111-TDAA	WALK IN KITCHEN FREEZER	-5	7.70	-13		
	9	250 SQ FT	3)LHD34E-100-TDAA	6 DOOR BEER CAVE	28	22.50	20		
	10								
AL						36.00	-16		

← Input Info

	UNIT A	OPAH04TK		PROTOAIRE MC 4F4R	
UNIT SPECS	208/3/60	R448A	Proto-aire	DEW COND	119
SUCTION GROUP	AM	AM	AL	AL	
COMPRESSOR	ZBD30KCE	ZB26KCE	ZF15K4E	ZF18K4E	
COMP QUANTITY	1	1	1	1	
DEW SUCTION TEMP	22	22	-12	-12	
CAPACITY (BTUH)	30,696	25,768	18,451	22,413	
POWER (KW)	3.86	3.48	4.64	5.37	
HEAT OF REJ (BTUH)	44,069	37,648	34,291	40,756	
COMPRESSOR RLA	14.10	11.90	17.00	19.60	
OIL REGULATOR					

Fine Fare Mkt 3680 East Tremont Ave, Bronx, NY

PROPOSED PROTOCOL

	Suction Temp	LOAD	COMPRESSORS
A1	-23	58660	ZFD25KVE
			ZF28KVE
A2	18	181870	ZBD57KCE
			ZB48KCE
			ZB48KCE
			ZB48KCE
B	25	279780	ZBD45KCE
			ZB45KCE
			ZB45KCE
			ZB45KCE
			ZB45KCE
			ZB45KCE
		520310	

ASSUMED BASELINE - CU'S

	Suction Temp	LOAD	COMPRESSORS
CU1	-20	29600	3DB3F33KE
CU2	-20	29070	3DB3F33KE
CU3	20	60080	3DA3R10ME
CU4	20	60710	3DA3R10ME
CU5	20	61070	3DA3R10ME
CU6	25	88620	3DB3R12ME
CU7	25	103680	3DS3R17ME
CU8	25	87480	3DB3R12ME
		520310	

HUSSMANN

Overview

NEW YORK/LA GUARDIA, NY

Fine Fare Mkt 3680 East Tremont Ave, Bronx, NY

Prepared: Nikhil Patil 7/17/2023

BASELINE CONDENSING UNITS

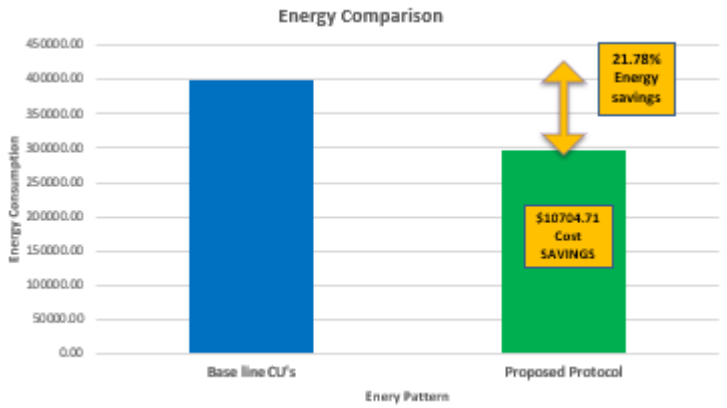
$/ku $ 0.11

Suction Group	SST	LOAD BTU/HR	KWHR/YR	$/YR
CU1	-20	29600	37,653.1	$ 3,953.57
CU2	-20	29070	37,653.1	$ 3,953.57
CU3	20	60080	41,326.7	$ 4,339.30
CU4	20	60710	41,326.7	$ 4,339.30
CU5	20	61070	45,918.5	$ 4,821.44
CU6	25	88620	56,918.3	$ 5,976.42
CU7	25	103680	80,465.8	$ 8,448.90
CU8	25	87480	56,918.3	$ 5,976.42
		520,310	398,180	$ 41,808.92

NEW DESIGN LOADS W/RACK

$/ku

Suction Group	SST	LOAD BTU/HR	KWHR/YR	$/YR
A1	-23	58660	63,528.0	$ 6,670.44
A2	18	181870	100,848.0	$ 10,589.04
B	25	279780	131,854.6	$ 13,844.74
		520,310	296,231	$ 31,104.22



Microsoft Excel ro-Enabled Worksh

Input

Assumption

HUSSMANN®

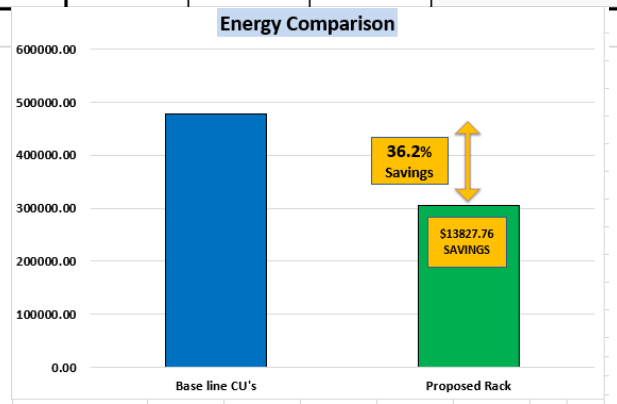
Annual Energy Comparison

HANDY FOOD IGA#318 OTTAWA ,IL USA

$ 0.08	COND METHOD:AIR COOLED	208/3/60	Horizontal Protocol	R448A	Prepared: Nikhil Patil	DATE:05/02/2023

Proposed Protocol Vs Baseline CU's

	Proposed Protocol							$/KW	Semi-Hermetic - CU's						
								$ 0.08	$/kw						
Unit	Suction Group	Refrigerant	SST	COMPRESSOR	LOAD BTU/HR	Bin Energy KWHR/YR	$/YR		Suction Group	Refrigerant	SST	COMPRESSOR	LOAD BTU/HR	Bin Energy KWHR/YR	$/YR
AL	AL	R448A	-23	ZFD25KVE ZF18KVE ZF28KVE(3)	139360	120830.00	$ 9,666.40		CUA	R-22	24	3DF3R15ME0TFC-800	92088	49038.00	$ 3,923.0
									CUB	MP-39/R-507	-5	LAHA-032E-TAC- 800	18000	20367.00	$ 1,629.4
									CUC	R-22	45	ZR47K3- TF5-935	32700	10636.00	$ 850.9
									CUD	R-507	0	LALA-032E-TAC-800	22560	24521.00	$ 1,961.7
AH	AH	R448A	24	ZBD45KCE ZB38KCE ZB45KCE	135560	50014.00	$ 4,001.12		CUE	R-404A	0	3DA3F28KE-TFC	31584	30073.00	$ 2,405.8
									CUF	R-507	0	LAHA-032E-TAC-800	19200	20170.00	$ 1,613.6
									CUG	R-404A	0	LALA-032E-TAC(2)	52800	57885.00	$ 4,630.8
									CUH	R-507	-11	3DB3F33KE-TFC-800	21000	23620.00	$ 1,889.6
B	B	R448A	16	ZBD57KCE ZB48KCE(3) ZB57KCE(2)	276340	133500.00	$ 10,680.00		CUI	R-507	-19	3DS3F46KE-TFC-800	27940	35524.00	$ 2,841.9
									CUJ	R-12	-11	9RS3-076A-TFC-800	25200	27334.00	$ 2,186.7
									CUK	R-404A	-11	3DA3-F28KE-TFC	25200	28260.00	$ 2,260.8
									CUL	R-22	28	3DF3R15ME0TFC-800	9900	6036.00	$ 482.9
									CUM	R-507A/R-502	-25	MRB1-050A-TFC	22000	28328.00	$ 2,266.2
									CUN	R-437A/R-12	18	MRF2-050A-TFC	26800	20231.00	$ 1,618.5
									CUO	R-12	18	9RC1-0765-TFC	53000	41343.00	$ 3,307.4
									CUP	MP-39/R-12	22	3RK1-031A-TAC	15000	9889.00	$ 791.1
									CUQ	R-507A/R-502	-18	MRA2-050L-TFC	20000	24997.00	$ 1,999.8
									CUR	R-507	22	2DD3R63KE-TFC	36000	18929.00	$ 1,514.3
					551260.00	304344.00	$24,347.52						550972.00	477181.00	$38,174.48



EA HF Input

Change Value based on KW Rate **0.08**

MEIJER #331 ALLIANCE,OH DATE:07/05/2023

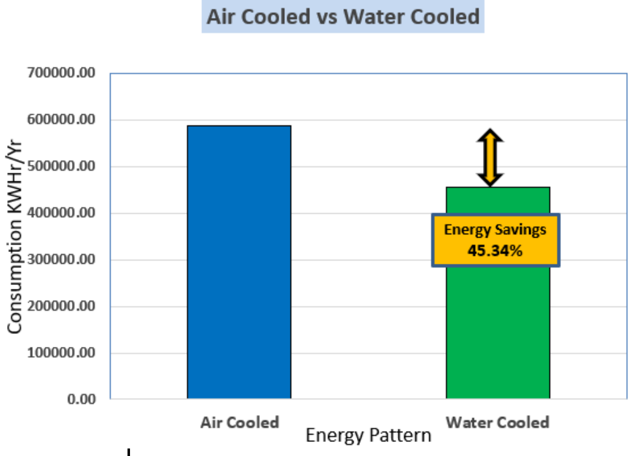
Energy Consumption Results

Unit	Air Cooled			Load BTU/H	Comp Load BTUH	Energy KWh/YR	Cost $/YR		Water Cooled			Evap Load BTU/H	Comp Load BTU/H	Energy KWh/YR	Cost $/YR
Protocol A	+22 Med Temp System # 1A		MT	203,620	275,600	88,795	$ 7,103.60	A	+22 Med Temp System # 1A		MT	203,620	242,100	63,879	$ 5,110.32
Protocol B	- 20 Low Temp System # 2B		LT	131,800	166,000	103,370	$ 8,269.60	B	-20 Low Temp System # 2B		LT	131,800	168,000	82,002	$ 6,560.16
Protocol C	- 23 Low Temp System # 3C		LT	150,630	196,000	127,547	$ 10,203.76	C	-23 Low Temp System # 3C		LT	150,630	172,900	100,029	$ 8,002.32
Protocol D	+ 16 Med Temp System # 4D		MT	258,260	342,500	126,498	$ 10,119.84	D	+16 Med Temp System # 4D						
Protocol E	+ 24 Med Temp System # 5E		MT	333,800	389,800	142,392	$ 11,391.36	E	+24 Med Temp System # 5E						
							$ -								
							$ -								
							$ -								
							$ -								
				1,078,110	1,369,900	588,602	$ 47,088.16								

Evaporator Coil	Fans EC Motors	QTY	Volts/1	Amps/coil	TOTAL KWh	KWh/YR			Fans EC Motors						
Protocol A	2) KRD36A-170TDB-FANS	2	115	2.7	0.59	3,445	$ 275.62	A	2) KRD36A-170TDB-FANS						
	2) KRD36A-170TDB-FANS	2	115	2.7	0.59	3,445	$ 275.62		2) KRD36A-170TDB-FANS	2	115	2.7	0.59	3,445	$ 275.62
	2) KRD36A-170TDB-FANS	2	115	2.7	0.59	3,445	$ 275.62		2) KRD36A-170TDB-FANS	2	115	2.7	0.59	3,445	
	(3) GLD36A-135TDB-FANS	3	115	2.7	0.88	5,168	$ 413.44		(3) GLD36A-135TDB-FANS	3	115	2.7	0.88	5,168	
					-	-	$ -						-	-	
Protocol B	-				-	-	$ -	B	-				-	-	
					-	-	$ -						-	-	
Protocol C	(2) KRD46E-180TDAA-DEFROST	2	208	17.4	6.88	40,159	$ 3,212.69	C	(2) KRD46E-180TDAA-DEFROST	2	208	17.4	6.88	40,159	
	(2) KRD46E-180TDAA-DEFROST	2	208	17.4	6.88	40,159	$ 3,212.69		(2) KRD46E-180TDAA-DEFROST	2	208	17.4	6.88	40,159	
	(2)KRD66E-270TDAA-DEFROST	2	208	26.1	10.31	60,238	$ 4,819.04		(2)KRD66E-270TDAA-DEFROST	2	208	26.1	10.31	60,238	
	KRD44E148TDAA-DEFROST	1	208	17.4	3.44	20,079	$ 1,606.35		KRD44E148TDAA-DEFROST	1	208	17.4	3.44	20,079	
					-	-	$ -						-	-	
Protocol D	KRA36E-135TDAA-DERFROST	1	208	13.0	2.57	3,750	$ 300.04	D	KRA36E-135TDAA-DERFROST	1	208	13.0	2.57	3,750	
	KRD36A-170TDB-FANS	1	115	2.7	0.29	1,723	$ 137.81		KRD36A-170TDB-FANS	1	115	2.7	0.29	1,723	
	KRA36E-135TDAA-DEFROST	1	208	1.0	0.20	288	$ 23.08		KRA36E-135TDAA-DEFROST	1	208	1.0	0.20	288	
					-	-	$ -						-	-	
Protocol E	(2)GLD34A105TDB-FANS	2	115	2.7	0.59	3,445	$ 275.62	E	(2)GLD34A105TDB-FANS	2	115	2.7	0.59	3,445	
	(2)GLD34A105TDB-FANS	2	115	2.7	0.59	3,445	$ 275.62		(2)GLD34A105TDB-FANS	2	115	2.7	0.59	3,445	
	GLD46A-180TDB-FANS	1	115	3.6	0.39	2,297	$ 183.75		GLD46A-180TDB-FANS	1	115	3.6	0.39	2,297	
	2)GLD44A-140TDB-FANS	2	115	3.6	0.79	4,594	$ 367.50		2)GLD44A-140TDB-FANS	2	115	3.6	0.79	4,594	
					-	-	$ -						-	-	
						195,681	$ 15,654.50							195,681	

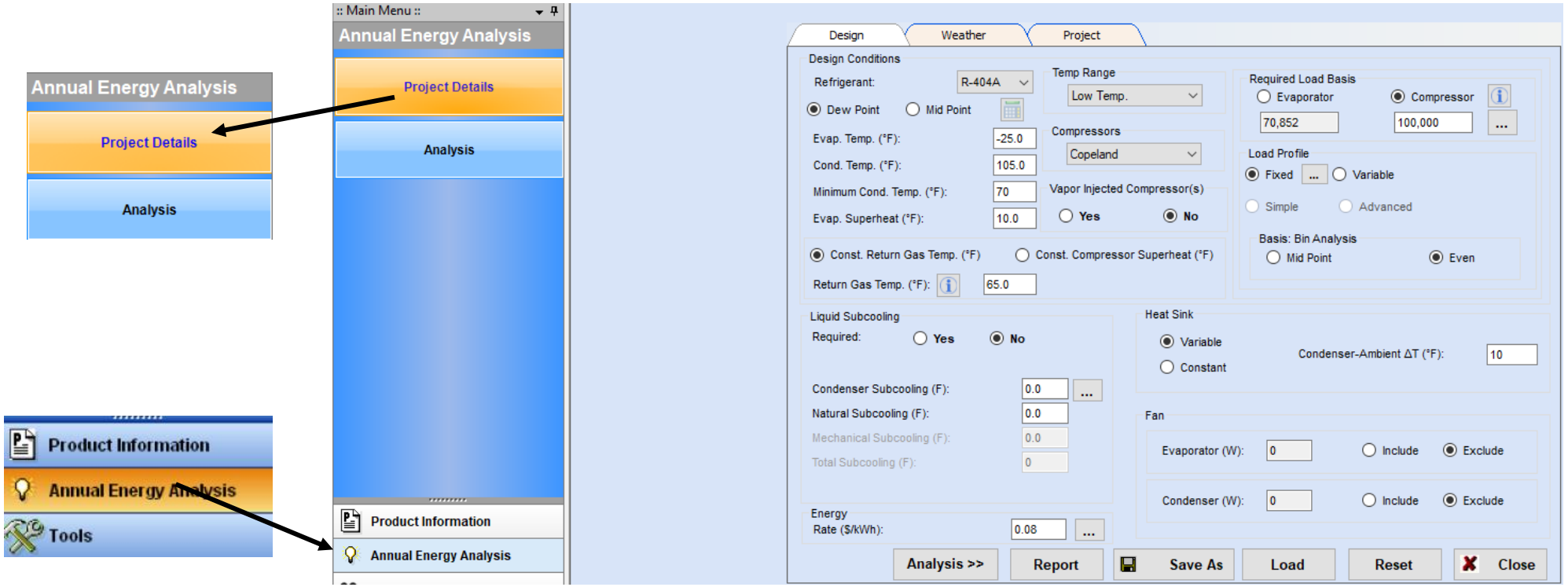
Condensers	Condenser		Volts/3	Total Amps	TOTAL KWh	KWh/YR			Fluid Coolers		Volts/3	Total Amps	TOTAL KWh	KWh/YR	
Protocol A	MXC-04 (SYS A)	1	460	15.7	11.88	69,397	$ 5,551.77	A	Fluid coolers	1	460		-	-	$ -
					-				Pumps				-	-	$ -
					-										
Protocol B	MXC-04 (SYS B)	1	460	15.7	11.88	69,397	$ 5,551.77	B	Fluid coolers	1	460		-	-	$ -
					-				Pumps				-	-	$ -
					-										
Protocol C	MXC-04 (SYS C)	1	460	15.7	11.88	69,397	$ 5,551.77	C	Fluid coolers	1	460		-	-	$ -
					-				Pumps				-	-	$ -

Air Cooled		Load BTU/H		Energy KWh/YR	Cost $/YR	0.08 $/KW	Water Cooled		Load BTU/H		Energy KWh/YR	Cost $/YR	Savings
All Protocols		1,078,110		588,602	$ 47,088.16		All Protocols		1,078,110		454,611	$ 36,368.88	
All Unit coolers				195,681	$ 15,654.50		All Unit coolers				195,681	$ 15,654.50	
All condensers				405,333	$ 32,426.61		All condensers				-	$ -	45.34%
	Sum	1,078,110		1,189,616	$ 95,169.27			Sum	1,078,110		650,292	$52,023.38	



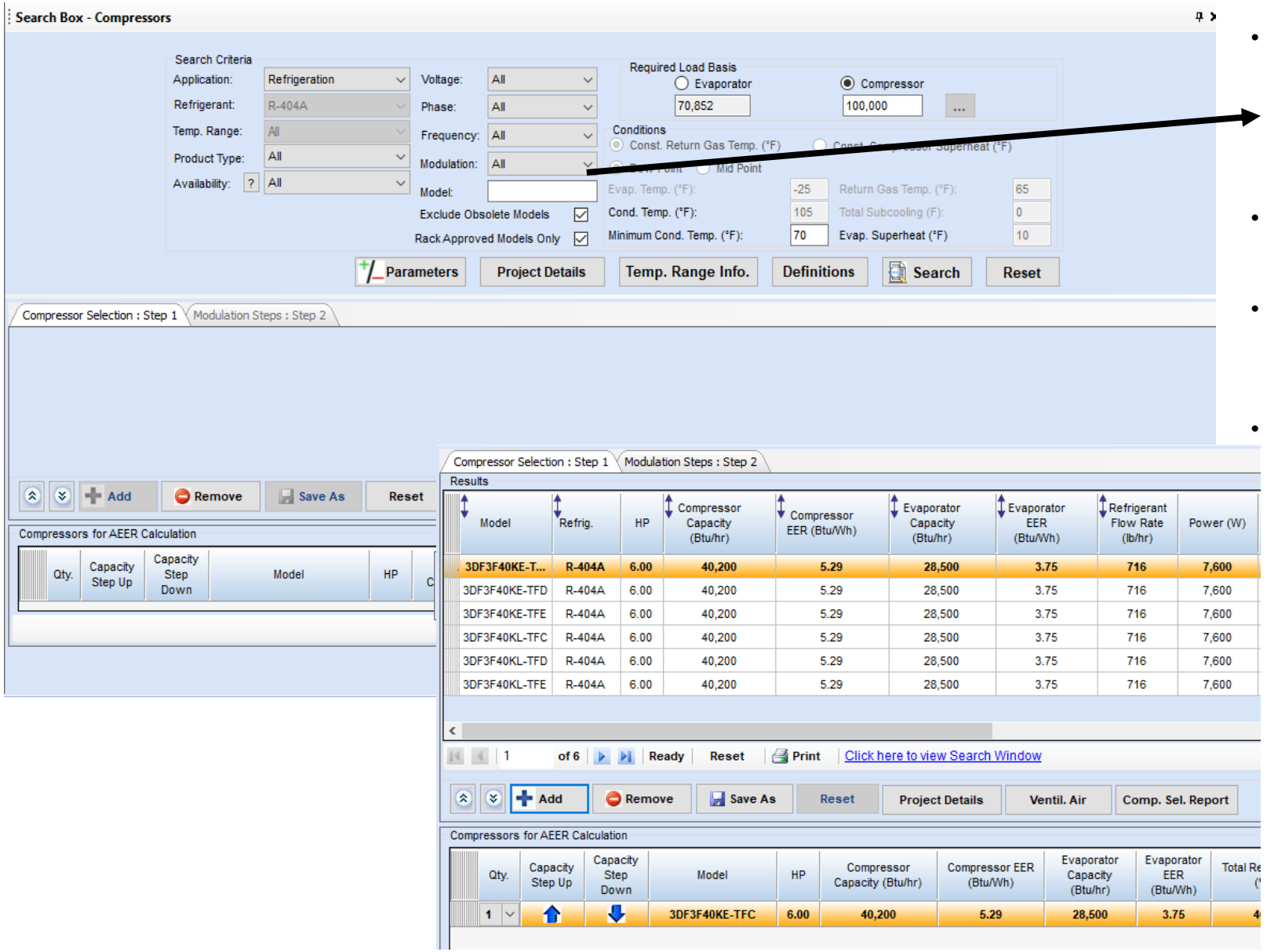
Energy
onsumption Repo

Performing Bin Energy Analysis



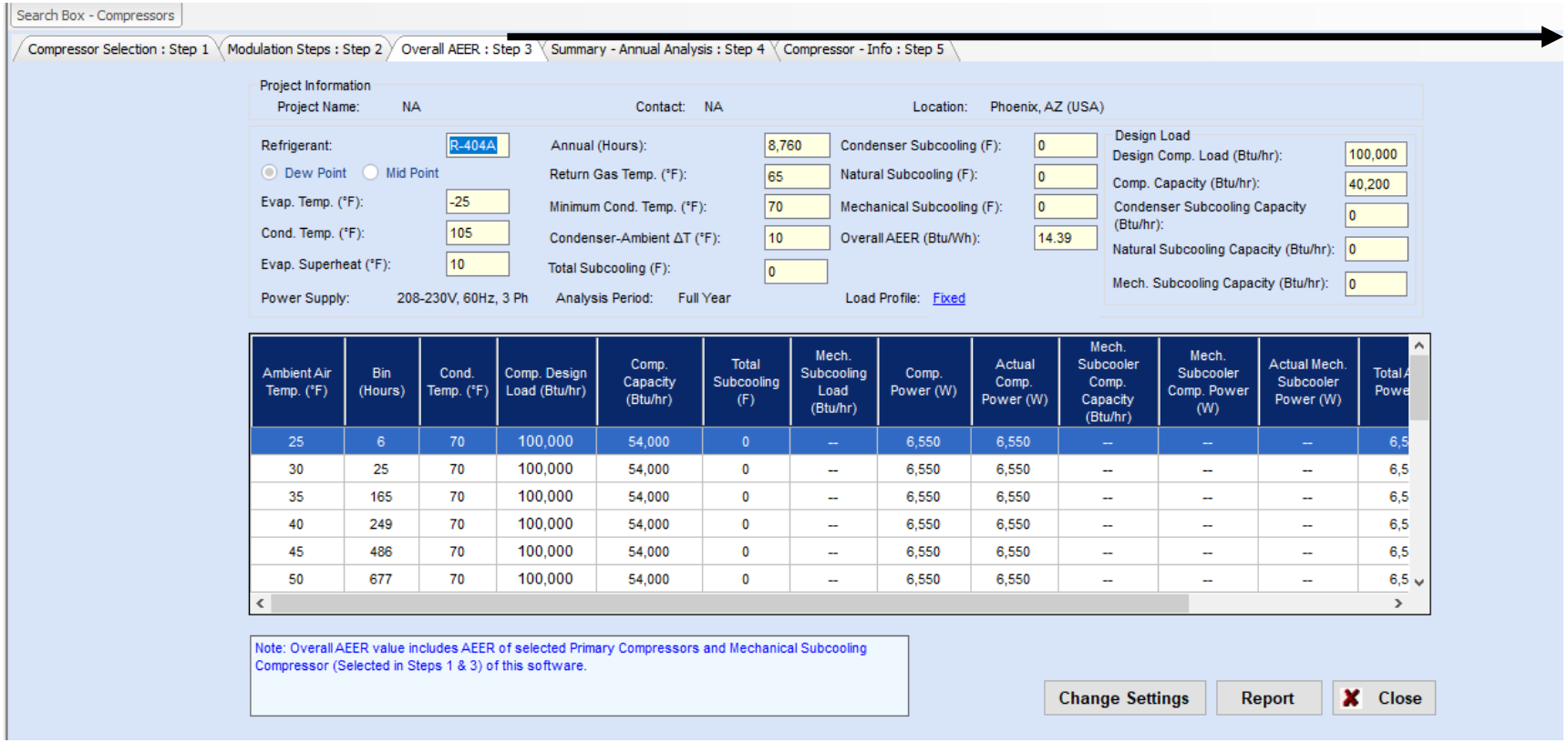
- Open the PSS, Select "Annual Energy Analysis" on the toolbar on the left.
- The design conditions must be defined in the project details. Here you will select the location, Evaporating temperature, Condensing Temperature, Superheat, Return Gas, Subcooling, Refrigerant, System Capacity, Etc.
- Click "Project Details" on the toolbar on the left.

Analysis



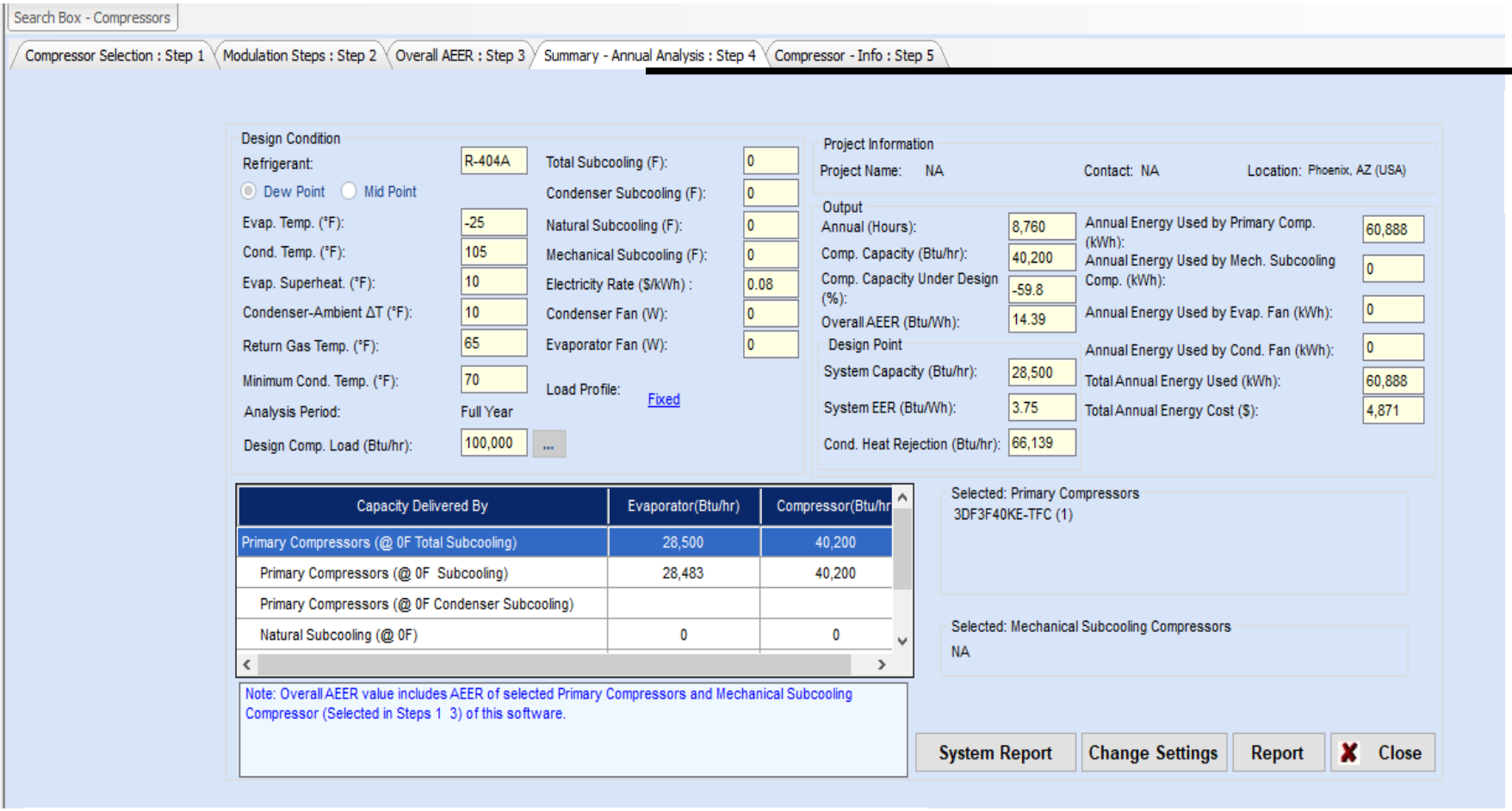
- **The Analysis window will open and the compressor search bar will appear. Input the Product type, Availability, Voltage, Phase, Frequency and Modulation. System Capability, Refrigerant, Return gas temperature etc. are automatically entered based on the user inputs in Project Details screen.**
- **You can also sear by Model number or the beginning of a model number (i.e. 3DF3R15ME-TFD OR 3D).**
- **After the program finishes its search you can select the compressor you would like to use in your system. Select the compressor and click "Add".**
- **If you are adding multiple compressor with the same model, there is a drop down list located next to the compressor to increase the quantity.**
- **After selection click on the "Modulation step"**

Report



- After Reviewing the modulation steps and adjusting any of the settings you can then click the next tab "Overall AEER: step 3".
- This tab presents the report to include mechanical subcooling affets on the AEER to compute an overall AEER.
- This report can be printed by clicking "Report" and selecting the printer icon once the report is displayed on screen.

Annual Energy Savings



- The Next Tab "Summary-Annual Analysis: Step 4" Provides A Summary Of The Energy Analysis Including The Total Energy Used And Total Energy Cost.

- This Report Can Be Printed By Clicking "Report" And Selecting The Printer Icon Once The Report Is Displayed On Screen.

Compressor Information

Compressor Selection : Step 1 | Modulation Steps : Step 2 | Overall AEER : Step 3 | Summary - Annual Analysis : Step 4 | Compressor - Info : Step 5

Design Condition

Refrigerant:	R-404A Dew Pt.	Condenser Subcooling (F):	0
Power Supply:	208-230V, 60Hz, 3 Ph	Natural Subcooling (F):	0
Evap. Temp. (°F):	-25	Mechanical Subcooling (F):	0
Cond. Temp. (°F):	105	Minimum Condensing Temp. (°F):	70
Evap. Superheat (°F):	10	Design Comp. Load (Btu/hr)	100,000 ...
Return Gas Temp. (°F):	65	Comp. Capacity (Btu/hr)	40,200
Total Subcooling (F):	0	Comp. Capacity Under Design (%):	-59.8

Project Information

Project Name:	NA
Contact:	NA
Location:	Phoenix, AZ (USA)

Compressor	Application	Comp. Cap. (Btu/hr)	Power (W)	Comp. EER (Btu/Wh)	Evap. Cap. (Btu/hr)	Evap. EER (Btu/Wh)	Cond. Heat Rejection (Btu/hr)	Subcooling Capacity (Btu/hr)	Mass Flow (lb/hr)	Current (Amps)	Mod
3DF3F40KE-TFC	Primary	40,200	7,600	5.29	28,500	3.75	66,139	0	716	24.6	
	Total	40,200	7,600	5.29	28,500	3.75	66,139	0	716	24.6	

% Total Capacity of Primary Comp.: [Comp. Capacity / Design Comp. Load] x 100

Report | Close

- The Final Step "Compressor-Info:Step 5" Breaks Down The Analysis By The Individual Compressors.
- Select The "Report" Button For A Printable Report Showing Information Of Selected Compressors.
- If You Want To Change The Design Conditions, System Capacity, Refrigerant, Or Fan Use. You Will Need To Return To The Project Details And Start Over.

OFFLINE SUBMISSION-

Remodel Store **Aldi #74,PA** Applied for Cases & Systems

https://www.firstenergycorp.com/save_energy/save_energy_pennsylvania.html

OFFLINE SUBMISSION-

Reach in replacement Store **Safeway #1566,AZ** Applied for Cases through Prescriptive and Custom measure.

Microsoft Excel
ro-Enabled Works

ONLINE SUBMISSION-

https://comedstndportal.anbetrack.com/comedeestandportal/Home

Final Application & Payment Process

After Installation:

- Install start & end dates provided to utility
- Send final customer itemized invoice(s) (verification for Utility)
- Sign & return Final Rebate Application
- Once Hussmann receives rebate check from Utility, we will process check to customer with report on full financial details.

Value Date: 03/27/2023 Program: 26372 - Chicago - HUSSMANN CORPORATION Batch Number: 608 Item Number: 8
Payment Serial Number: 4448834 Amount: USD 14,400.00 Entity Name: XCEL ENERGY

Xcel Energy®

Public Service Company of Colorado Wells Fargo Bank, N.A.
d/b/a Xcel Energy
1800 Larimer St.
Denver, CO 80202
800-895-4999

0004448834
56-392
412

Date 03/15/23

9600012721

$14,400.00 USD

Pay FOURTEEN THOUSAND FOUR HUNDRED********** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
HUSSMAN CO
C/O NIKHIL PATIL
26372 NETWORK PL
CHICAGO IL 60673-1263

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

⑈0004448834⑈ ⑆041203824⑆960001272 2⑈ ⑇0001440000⑇

FAST FACTS about Hussmann Rebate Management

Rebates captured for: Refrigerated case and Overhead lighting LED upgrades, HVAC, EC motor retrofits, EcoVision door upgrades, Remodel Stores, New Stores, Protocol systems, Rack Systems, VFD, Oversized condensers, etc

Hussmann is an active participating partner in **over 40** utility Trade Ally networks across the country and Canada

Large Custom

&

Multisite projects

$ 2M Customer Rebates captured in 2022/23

$ 3M **Customer Rebates captured YTD**

233+

Rebate Applications submitted in 2019

Collaborated with **54 different utilities** in the United States and Canada to secure rebates for customers in 2022

Rebates are an **integral part** of the **TURN-KEY SOLUTION** provided by Hussmann

Rebates can be obtained for both New and Remodel stores

How Can You Help Customers Capture Rebates?

EMAIL US AT:

Contacts: Rebates@Hussmann.com

314-501-8763

Nikhil Patil

Energy Rebate Analyst

Crystal Pruitt

Sales Effectiveness Specialist