WAPA’s footprint

- WAPA’s significant transmission system
  - 17,000+ miles
  - 15 states
  - Among top 10 in country
- Distributed organization
- Multiple systems
- Competing demands
WAPA’s customers

• 681 customers
  • federal and state agencies
  • cities and towns
  • rural electric cooperatives
  • public utility districts
  • irrigation districts
  • transportation districts
  • RTOs / ISOs
  • Native American tribes
• 40 million end users
WAPA’s people & dollars – FY 2016

**Reliability**
- 653 people and 28 percent of dollars invested in maintenance and related areas

**Delivery**
- 354 people and 18 percent of dollars dedicated to power operations and engineering areas

**Marketing**
- Including purchase power and wheeling
  - 164 people and 43 percent of dollars committed to power marketing areas

**Cost-based**
- and related services
  - 283 people and 11 percent of dollars applied to support the mission

Powerful Partnerships with National Accounts
Partnering with national accounts

- Relationships are key
- Work with corporate, but connect with local
- National accounts want:
  - Customized info
  - Big picture
  - Bulk savings
  - Local connection
  - Replicable solutions
Success #1 – Holy Cross Energy

• Partnership with Aspen Ski Co.
  • Replaced fan motors
  • Put VFD on 300-hp pump
  • Could save up to 85,000 kWh/yr

• Working with Vail and Beaver Creek to fund installation of two snow-making compressors
  • Could reduce load by 2.8 million kWh

• **Key to success:** Every large customer has specific needs
  • Think about what suits them
  • Ask about their biggest challenges
  • Apply wins to other customers
Success #2 – City of Burbank

- Partnership with Disney
- Upgraded A/C system
  - Received $23,810 rebate
  - Will save almost 500,000 kWh in 1st year
- **Key to success:** Don’t overlook the fact that large accounts may reap benefits from some standard rebates or programs
Success #3 – Hill Air Force Base

• Won $3 million FEMP contract to make improvements without up-front capital costs
  • Partnered to build and operate LFG powerplant for 20 yrs
  • Added solar array
  • Upgraded 878 lights in 295,000-sf facility
• Annual savings $12,240
• Regular maintenance schedule saves taxpayers $930,498/yr
• **Key to success:** Be aware of opportunities to solve more than one problem
Success #4 – Fort Carson & Hill AFB

- Partnership with Colorado Springs Utilities and DOE
- Prepare veterans for careers in solar
  - 6-week PV training program
- Worked with WAPA and 8 federal agencies to finance and install 2-MW PV system
- **Key to success:** Bring together numerous entities to solve community problem
Success #5 – SMUD

- Paid for investment on customer’s thermostat control in hotel rooms
- Customer cut 2-6 p.m. consumption by 75 percent
- SMUD expects a 30-percent cut in customer’s overall energy use

Key to success:
- Support local innovators
- Do cost-benefit analysis
- Be willing to invest to demonstrates benefits
Success #6 – GCEA

- Partnering with national park to provide EV charging stations
- Seeking funding through NREL
- Park is exploring donating electricity for 3 years

**Key to success:**
- Cultivate relationships
- Position utility as valuable partner in energy
Success #7 – City of Fort Collins

• Partnership with Anheuser-Busch = daily communication
• LEDs and motion sensors in warehouse
• Reduced run time by 50%
• Rebate check = $10s of thousands

• Key to success:
  • Seek bang for buck
What you can do
National accounts in Heartland

125
Resources

- Equipment Loan Program
- Energy Services representative
- *Energy Services Bulletin*
- *Green Power News*
- wapa.gov, Energy Services, Resources
  - Energy education
  - Energy efficiency
  - Energy-related organizations
  - Funding/solicitations
  - Incentives and rebates
  - Renewable energy
  - State energy resources
  - Water conservation
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