INDUSTRIAL PARTNERS PROGRAM
MidAmerican Energy Company’s Industrial Partners program provides an exceptional level of assistance with identifying and implementing energy-saving opportunities at manufacturing facilities. The program is designed to complement the efforts of organizations seeking technical and/or financial assistance to help them reach their energy efficiency goals.

PROGRAM SERVICES

The Industrial Partners program offers two no-cost, project identification services to program participants: a comprehensive facility energy assessment and a system optimization study. Both are designed to assist with the identification of cost-effective, energy-saving opportunities that Industrial Partners can implement without adversely impacting manufacturing processes.

Program participants also may receive:
- An objective, third-party engineering review of proposed energy-saving opportunities.
- Assistance developing an energy efficiency plan.
- Individualized support to streamline a participant’s program experience and to maximize savings.
- Bonus incentives above and beyond standard rebates.

ENROLLMENT

Enrollment begins with the completion and acceptance of the Program Enrollment and Authorization Application. Once enrolled as an Industrial Partner, you’ll gain access to a team that will help facilitate your program participation and help you make informed energy efficiency decisions to achieve the common goal of reducing energy-related costs. Your team will consist of a MidAmerican Energy key account manager and a Nexant energy manager.
The application can be found at www.midamericanenergy.com/iowa-IP or www.midamericanenergy.com/illinois-IP.

MidAmerican Energy has contracted Nexant, Inc. to act as the Industrial Partners program implementation contractor. Nexant is responsible for day-to-day program administration including completing facility energy assessments, reviewing customer applications, contracting with qualified service providers to complete system optimization studies, pre- and post-installation inspections of customer facilities, customer project and implementation support, measurement and verification activities, and approval of customer incentives.
FACILITY ENERGY ASSESSMENTS

Industrial Partners are eligible for no-cost, facility energy assessments designed to take a comprehensive look at equipment and processes and provide cost-effective, energy-saving recommendations. Facility energy assessments are completed by Nexant and examine lighting, pumps, fans, industrial systems and processes, etc. All energy-saving recommendations resulting from the facility energy assessment are detailed in an energy assessment report that includes visibility into project economics, including first-order estimates of project costs, savings and incentives.

ELIGIBILITY

Industrial facilities that have not benefited from an Industrial Partners energy assessment in the last five years may be eligible to receive a no-cost assessment. To find out if you qualify, contact your MidAmerican Energy key account manager or Nexant energy manager.
Industrial Partners are eligible for no-cost system optimization studies: system-specific studies to help identify significant opportunities to reduce operational costs for large compressed air, refrigeration and process cooling systems. System optimization examines system operating parameters, controls sequencing, equipment efficiencies and more in order to identify optimization opportunities to improve the system’s efficiency. Participants receive a report detailing the optimization recommendations that includes estimates of energy savings, implementation costs, simple payback and incentives.
SYSTEM OPTIMIZATION REQUIREMENTS

The following key participation requirements must be satisfied in order to qualify for system optimization. Customers that do not comply with these requirements may be responsible for all incurred costs.

MINIMUM SYSTEM REQUIREMENTS

The system(s) to be studied must meet these minimum loads and operations:

- Compressed air: 250 horsepower of non-backup compressed air capacity
- Industrial refrigeration: 500 horsepower of non-backup compressor capacity
- Process cooling: 500 horsepower of non-backup cooling equipment
SCREENING

A screening of the system must occur prior to preapproval to evaluate the energy-savings potential against the cost to perform the system optimization study.

PREAPPROVAL

The system optimization study must be preapproved by MidAmerican Energy prior to the start of any investigation activities. All study-identified projects also must be preapproved prior to implementation.

QUALIFIED SERVICE PROVIDER

Studies must be performed by approved qualified service providers who have contracted directly with Nexant.

MINIMUM INVESTMENT

By participating in system optimization and accepting study funding, participants agree to select, obtain preapproval for and implement at least $15,000 of study-identified, energy-saving opportunities within 12 months from the delivery date of the final study report.

If the $15,000 requirement is not satisfied, participants may be responsible for the payment of any time and material costs accrued by the qualified service provider for the approved system optimization investigation activities.
### System Optimization Process

<table>
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<tr>
<th>Step</th>
<th>Task</th>
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<tr>
<td>1</td>
<td><strong>System Screening and Study Preapproval</strong></td>
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<tr>
<td></td>
<td>- Contact your MidAmerican Energy key account manager to begin system eligibility screening.</td>
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<td>- Enroll to the Industrial Partners program, if not already a participant.</td>
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<td>- Select a qualified service provider from a list supplied by MidAmerican Energy and finalize the study scope of work.</td>
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<td>- Obtain an official preapproval letter from MidAmerican Energy to begin the study.</td>
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<td></td>
<td><strong>System Optimization Study Activities</strong></td>
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<td>- Attend a kick-off meeting with system optimization team members.</td>
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<td>- Have the qualified study provider conduct the study to identify energy-saving opportunities.</td>
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<td>- Receive a final study report detailing low-cost and capital improvement optimization recommendations.</td>
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<td>2</td>
<td><strong>Project Selection and Preapproval</strong></td>
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<td>- Select a project for implementation and submit a Preapproval Application for review.</td>
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<td>- Receive an official preapproval letter from MidAmerican Energy for the selected projects.</td>
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<td>3</td>
<td><strong>Preapproved Project Implementation</strong></td>
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<td>- Submit a Project Installation Notice (with invoices) once installation is complete.</td>
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<td>4</td>
<td><strong>Project Verification and Incentive Payments</strong></td>
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<td>- Assist with any required verification activities.</td>
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<td>- Receive project incentives.</td>
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The Industrial Partners program incentive structure is designed to encourage a comprehensive approach to implementing energy-saving opportunities at a facility. Upon project completion, program participants will at a minimum be eligible for the standard rebate offered through MidAmerican Energy’s Nonresidential Equipment program. Bonus incentives for multiple projects also may be available.

**Nonresidential Equipment Program: Prescriptive Rebates**
MidAmerican Energy’s Nonresidential Equipment program provides prescriptive rebates for common efficiency upgrades such as lighting, motor, variable-speed drive, HVAC and building shell improvements. Fixed rebates based on equipment type and size are available for eligible equipment. To learn more about prescriptive rebates and equipment eligibility criteria, please see the state-appropriate energy efficiency rebate information For Your Business booklet:
- Iowa: www.midamericanenergy.com/iowa-IP
- Illinois: www.midamericanenergy.com/illinois-IP

**Nonresidential Equipment Program: Custom Rebates**
Energy-saving opportunities and equipment not eligible for prescriptive rebates may qualify for custom rebates. Custom rebate calculations account for the eligible cost, cost savings and estimated useful life of an opportunity. Custom rebates may not exceed 50 percent of the eligible project cost and may not reduce the simple payback period for a project to less than two years. Only cost-effective projects are eligible for custom rebates. To learn more about custom rebates, please see the Custom Project Calculation fact sheet found on the Industrial Partners Web pages shown above.
BONUS INCENTIVES

In addition to prescriptive and custom rebates, an Industrial Partner participant also may qualify for bonus incentives. As shown by the diagram, eligibility for bonus incentives occurs after the completion of a second project costing $1,000 or greater. Upon implementation of a second project at a facility, bonus incentives are paid for both the first and second projects. For the third and each subsequent project, bonus incentives are paid upon project completion. The bonus incentive will be equivalent to one-half of one year’s annual energy cost savings. The combination of a standard rebate and Industrial Partners bonus may not reduce the simple payback period for a project to less than one year, and the total incentive cannot exceed 65 percent of the eligible project cost.

OBTAINING INCENTIVES

Once an energy-saving opportunity has been identified, there are key steps to ensure incentive eligibility. Preapproval is required for custom projects and offers the following benefits:

- Gain visibility into project economics and energy savings.
- Reduce the risk of project being ineligible for an incentive.
- Ensure eligibility for Industrial Partners bonus incentives.
- Leverage the Industrial Partners program’s expertise and knowledge to maximize every energy-saving opportunity.
CUSTOM PROJECTS

The following steps should be followed to implement a custom project:

1. Inform your MidAmerican Energy key account manager or Nexant energy manager of the custom project you selected to pursue.

2. Submit a Preapproval Application with quote (if available) and provide key project inputs as requested.


4. Install the preapproved project within six months.

5. After project completion, submit a Project Installation Notice (with invoices) and assist with any required verification activities.

6. Receive project incentive(s).

Note: All applicable program forms are located at www.midamericanenergy.com/iowa-IP or www.midamericanenergy.com/illinois-IP.
The following steps should be followed to implement a prescriptive project:

1. Inform your MidAmerican Energy key account manager or Nexant energy manager about the prescriptive project you selected to pursue.

2. Confirm that the project satisfies all prescriptive rebate eligibility criteria.

3. Install project.

4. Submit completed appropriate Nonresidential Equipment Application within six months of equipment purchase (with invoices) and assist with any required verification activities.

5. Receive the prescriptive rebate for this project.

6. Provide key project inputs as requested to determine if the project is eligible for a bonus incentive.
In addition to the participation requirements included in this Industrial Partners program booklet, participants are subject to the terms and conditions found at the following websites.

**IOWA FACILITIES**

Industrial Partners program participant facilities located in Iowa must comply with the following terms and conditions found at www.midamericanenergy.com/iowa-IP.
- Program Enrollment Application terms and conditions
- Iowa Business Terms and Conditions

**ILLINOIS FACILITIES**

Industrial Partners program participant facilities located in Illinois must comply with the following terms and conditions found at www.midamericanenergy.com/illinois-IP.
- Program Enrollment Application terms and conditions
- Illinois Business Terms and Conditions