

# Pay for Performance

## Frequently asked questions

At PSE, we want our customers to have the information and support needed to get the most out of our energy-management programs. Thank you for being an important part of our energy-saving efforts. Below is a list of frequently asked questions that we receive from customers about our Pay for Performance program.

### **Q. What are the advantages of using the Pay for Performance program instead of the Custom Retrofit Grants program?**

A: When multiple measures are bundled together in Pay for Performance, you only need one application. Because Pay for Performance savings verification is based on actual meter savings, the up-front savings analysis requires less detail and documentation. Additionally, PSE can provide the maximum incentive for every kWh or therm saved, rather than being conservative on our savings estimates. The customer also has the opportunity to bundle additional incentives from operations, maintenance and behavioral efforts, earning more than you would in a traditional custom retrofit grant.

### **Q: Can we participate in any other PSE incentive programs with a Pay for Performance project?**

A: No, we cannot double count savings. If your building is currently participating in Commercial Strategic Energy Management, we would remove it from your portfolio for five years. If you purchase equipment that is otherwise incentivized by PSE, those savings will be removed from your Pay for Performance incentive.

### **Q: What are the documents required to start a Pay for Performance grant?**

A: PSE needs a Pay for Performance application to begin, which identifies at least two capital measures that will save at least 15% of the whole building's energy consumption. Then, we need enough information to understand the baseline site conditions, scope of the project and how savings have been estimated.

### **Q: If we have a dual-fuel building and PSE is only supplying one of the fuels, do we still have to meet the 15% threshold of savings for the PSE fuel only?**

A: Yes. The 15% threshold applies to the energy provided by PSE.

### **Q: What does “well-behaved building” mean?**

A: This means that the building's energy use can be modeled with simple variables, like weather and occupancy. PSE will use your historical consumption to create a whole-building model, which will allow us to predict future consumption and then measure the savings.



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