



Grow Your Business as a PNM Multifamily Energy Efficiency Program Trade Ally

As a Trade Ally, you can:

- Work with multifamily property owners seeking to install energy upgrades.
- Expand your professional service offerings to multifamily properties.
- Increase your multifamily building expertise through technical training and mentoring.
- Stay abreast of energy upgrade trends, best practices, incentives, and resources.

The PNM Multifamily Energy Efficiency Program offers incentives paid directly to Trade Ally contractors, including:

- Full cost rebates for energy upgrades – this means you can offer some free upgrades which could lead to an increase in sales for larger or more upgrades. Contractors must agree to PNM's direct install pricing.
More details on the trade ally application.
- Incentives toward the cost of larger energy upgrade projects.

Help your multifamily customers realize the benefits of energy efficiency improvements to:

- Reduce operational costs and increase their net operating income.
- Reduce tenant complaints and turnover.
- Increase property value, real estate marketability, and appeal.
- Make apartments more comfortable and energy bills more affordable for residents.

How to become a Trade Ally:

- Complete a *Trade Ally Application*.
- Attend a *Trade Ally Orientation*.
- Maintain an active New Mexico State Business License.
- Hold an active license with New Mexico Regulation & Licensing Department as a General or Specialty Contractor.
- Be registered with the Better Business Bureau (BBB) of New Mexico and Southwest Colorado.
<http://newmexicoandsouthwestcolorado.bbb.org>
- Sign a *Trade Ally Release and Indemnity Agreement*. You must be an approved trade ally **BEFORE** you can receive rebates in the Multifamily Energy Efficiency Program, so sign up today!

Sign up today!

Call: 1-888-554-3323

Email: multifamily@pnm.com

Website: PNM.com/multifamily



Talk to us.



PNM Multifamily Energy Efficiency Program Energy Upgrades and Incentives

Lighting - Dwelling Unit

LED Lamp - Installed	ENERGY STAR qualified and replacing an incandescent bulb. Kitchen, living, and outdoor spaces only. Up to 5 per dwelling unit.	\$ 8.00*
LED Lamp - Product only	ENERGY STAR qualified and replacing an incandescent bulb. Kitchen, living, and outdoor spaces only. Up to 5 per dwelling unit. Must be installed by customer prior to rebate payment.	\$ 4.00*
Other Lighting Upgrades	Fluorescent, LED, and lighting control upgrades. Product must be ENERGY STAR qualified unless unavailable for the product type.	\$0.14/ kWh

Lighting - Common Area

LED Lamp	ENERGY STAR qualified and replacing an incandescent bulb.	\$ 12.00*
LED Exit Sign	Replacing incandescent or fluorescent exit sign.	\$ 30.00*
Other Lighting Upgrades	Fluorescent, LED, and lighting control upgrades. Product must be ENERGY STAR qualified unless unavailable for the product type.	\$0.14/ kWh

Heating, Ventilation, and Cooling - Dwelling Unit

Split A/C 15+ SEER	Replacing existing split system air conditioner rated 14 SEER or lower	\$ 50.00
Split A/C 16+ SEER	Replacing existing split system air conditioner rated 14 SEER or lower	\$ 95.00
Split A/C 18+ SEER	Replacing existing split system air conditioner rated 14 SEER or lower	\$ 175.00
Heat Pump 15+ SEER/8.4+ HSPF	Replacing existing split system heat pump rated 14 SEER or lower	\$ 50.00
Heat Pump 16+ SEER/8.8+ HSPF	Replacing existing split system heat pump rated 14 SEER or lower	\$ 95.00
Heat Pump 18+ SEER/9.2+ HSPF	Replacing existing split system heat pump rated 14 SEER or lower	\$ 175.00
PTAC 9.8 EER or higher	ENERGY STAR qualified and replacing existing PTAC rated 9.0 EER or lower	\$ 40.00
PTAC 10.6 EER or higher	ENERGY STAR qualified and replacing existing PTAC rated 9.0 EER or lower	\$ 50.00
PTHP 9.8 EER/2.9 COP	Replacing existing PTHP rated 9.0 EER or lower	\$ 60.00
PTHP 10.6 EER/3.1 COP	Replacing existing PTHP rated 9.0 EER or lower	\$ 70.00

Hot Water Distribution - Dwelling Unit

Faucet Aerator	Reducing bathroom flow to 0.5 gpm from ≥ 2.2 gpm. Must have electric water heating.	\$ 10.00*
Low-Flow Showerhead	Reducing showerhead flow to 1.5 gpm from ≥ 2.5 gpm. Must have electric water heating.	\$ 24.00*
Heat Pump Water Heater: 2.0+ EFF	ENERGY STAR qualified heat pump water heater replacing existing gas or electric water heater.	\$ 155.00
Heat Pump Water Heater: 3.5+ EFF	ENERGY STAR qualified heat pump water heater replacing existing gas or electric water heater.	\$ 215.00

Hot Water Distribution - Common Area

Hot Water Demand Control (per dwelling unit served by central system)	New installations on existing hot water common systems serving multifamily dwelling units. Controllers must be able to log the daily demand pattern of domestic hot water use and lower temperatures during low use periods. Must have a by-pass switch for allowing service to the water heater/boiler.	\$ 20.00
	Electric water heating	\$ 3.00
	Gas water heating	\$ 3.00

Appliances - Dwelling Unit

Refrigerator	ENERGY STAR qualified refrigerator replacing refrigerator 10 years or older.	\$ 50.00
High Efficiency Clothes Washer	Common area laundry clothes washer with MEF ≥ 2.92 and minimum 7-year agreement (if installed/operated under contract). No minimum agreement required for property owned equipment.	\$ 50.00

Windows

Windows or Window Film	Subject to program approval of energy savings calculations.	\$0.10/ kWh
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Custom Upgrades

Electric Savings Upgrades	Upgrades which save electric energy but are not included in the menu above. Subject to program approval of energy savings calculations.	\$0.14/ kWh
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Incentive Boosts

Low-Income	Applied to rebates for units serving residents with income up to 200% federal poverty level.	20 %
Deep Savings Boost	Applied to total rebates for properties upgrading equipment in multiple categories.	10 %

*Rebate value meant to offset full cost of installation.