

**Welcome to the
2025 APS Spring Trade Ally Event
We will begin shortly**



APS Solutions for Business and Multifamily Energy Efficiency Programs

2025 APS Spring
Trade Ally (TA) Event
3/12/2025

Agenda

Opening remarks

General session

Insights from industry-leading associations

Customer energy efficiency roundtable

Awards ceremony and closing remarks

2024 program successes



How Trade Allies help APS programs

Expand program reach to more customers

Enhance customer experiences with receiving rebates

Drive energy savings through rebate projects

Foster long-term customer collaborations



2024 S4B successes

More than **970** energy-saving projects completed

Over **\$14 million** in rebates awarded

Estimated annual energy savings of **220 GWh**



*Reduced
Generation*
equivalent to
746 million
gallons of water
saved



*Reduced
Generation*
equivalent to
1 million
tons of carbon
eliminated



*Carbon
Offset*
equivalent to
2 million
trees planted

2024 MEEP successes

More than **90** energy-saving projects completed

Over **\$1.5 million** in rebates awarded

Estimated annual energy savings of **17 GWh**



*Reduced
Generation
equivalent to*
88 million
gallons of water
saved



*Reduced
Generation
equivalent to*
174,000
tons of carbon
eliminated



*Carbon
Offset
equivalent to*
187,000
trees planted

2024 TA successes

More than **530** energy-saving projects completed

Over **\$7 million** in rebates awarded

Estimated annual energy savings of **103 GWh**



*Reduced
Generation*
equivalent to
352 million
gallons of water
saved



*Reduced
Generation*
equivalent to
693,000
tons of carbon
eliminated



*Carbon
Offset*
equivalent to
1 million
trees planted

What does your kilowatt-hours saved equate to?



CO₂ emissions from **smartphones** charged



Greenhouse gas emissions from **gasoline-powered cars** driven for one year



Carbon sequestered by **tree seedlings**
grown for 10 years

How TAs benefit from the S4B and MEEP programs

Ability to leverage program rebates to increase sales

Opportunity to share program participation

Access to tools and APS resources

Listing on the APS TA search tool

Access to dedicated energy advisor



New Energy Insights Training Webinars for 2025



Stay up to date on the latest energy trends

Watch recordings of past trainings

Register for an upcoming training at **aps.com/training**

Utilize your dedicated energy advisor



Tony Magers
Energy Advisor



Danny Barto
Energy Advisor



**Miguel Delcid
Gonzalez**
Energy Advisor



Lisa Garrison
Energy Advisor



**Aurelio Gomez
Cruz**
Energy Advisor



**Braedon
Kantola**
Energy Advisor

Application support

Navigate building applications and identifying if projects qualify for rebates

Expert insights

Learn about program opportunities that your company can take advantage of as a TA

Set a meeting with your energy advisor at **s4btradeally.com/contact-us**

Take advantage of the TA Portal

Access a full list of your project statuses

Find and order marketing materials

See where you stand compared to other TAs

View your TA Scorecard

The screenshot displays the APS Solutions for Business Member Portal. The top navigation bar includes links for Application & Tools, Marketing Materials, News & Updates, Trainings & Workshops, Project Status, and Scorecard. The main content area is titled "Welcome!" and provides instructions to choose an option to take advantage of additional benefits. Below this, there are four main sections: "Project Status Look Up" with a "Project Status" button, "Trade Ally Scorecard" with a "View" button, "Online Application" with an "Apply Now" button, and "Order Marketing Materials" with an "Order Now" button. On the right side, there is a "Trade Ally Program Participation Statistics" section. It includes a "Program Year" dropdown set to 2024 and a "Savings Compare" dropdown set to Total Savings. A "View Results" button is located below these dropdowns. The statistics section displays a list of projects with their respective kWh savings. Project 48 is highlighted with a large blue bar.

Rank	kWh Savings
46	kWh Savings: 179,043.85
47	kWh Savings: 160,380.00
48	kWh Savings: 145,498.22
49	kWh Savings: 143,955.33
50	kWh Savings: 143,955.33

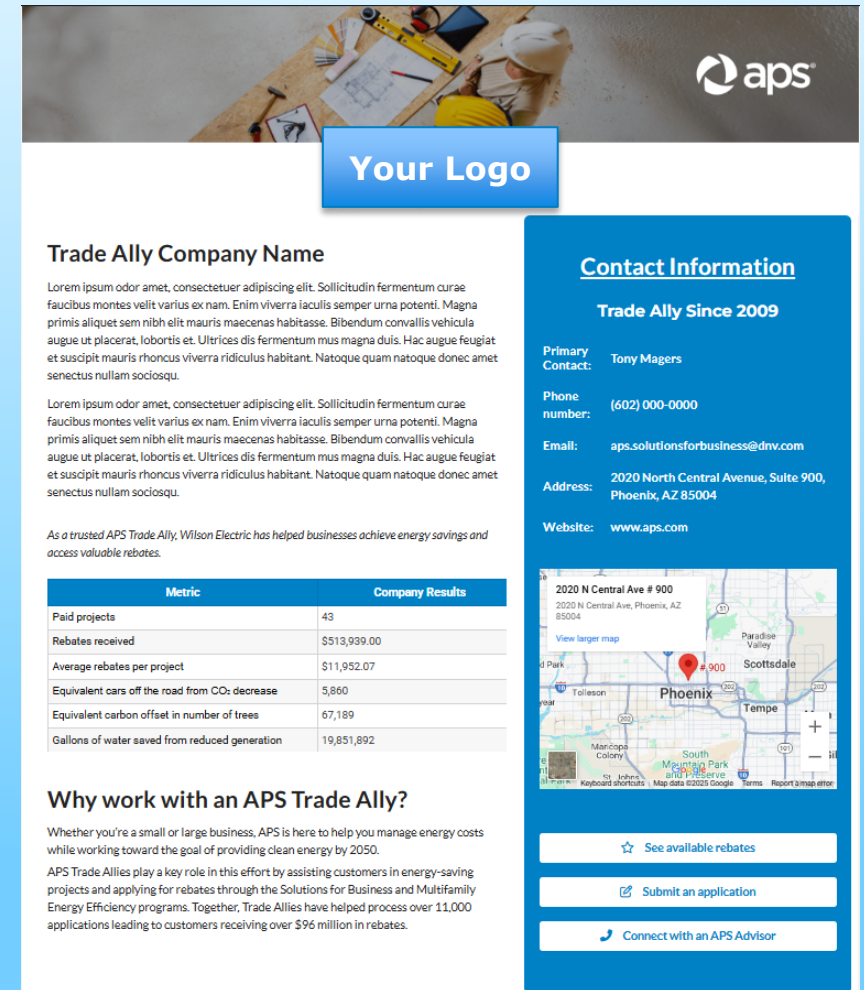
Revamped customized webpages

Show your credibility as an APS TA

Display your participation in the program

Direct customers to your custom page

Scan the QR code on the agenda or click the link in the chat to learn more



aps

Your Logo

Trade Ally Company Name

Lorem ipsum odor amet, consectetur adipiscing elit. Sollicitudin fermentum curae faucibus montes velit varius ex nam. Enim viverra iaculis semper urna potenti. Magna primis aliquet sem nibh elit mauris maecenas habitasse. Bibendum convallis vehicula augue ut placerat, lobortis et. Ultrices dis fermentum mus magna dui. Hac augue feugiat et suscipit mauris rhoncus viverra ridiculus habitant. Natoque quam natoque donec amet senectus nullam sociosqu.

Lorem ipsum odor amet, consectetur adipiscing elit. Sollicitudin fermentum curae faucibus montes velit varius ex nam. Enim viverra iaculis semper urna potenti. Magna primis aliquet sem nibh elit mauris maecenas habitasse. Bibendum convallis vehicula augue ut placerat, lobortis et. Ultrices dis fermentum mus magna dui. Hac augue feugiat et suscipit mauris rhoncus viverra ridiculus habitant. Natoque quam natoque donec amet senectus nullam sociosqu.

As a trusted APS Trade Ally, Wilson Electric has helped businesses achieve energy savings and access valuable rebates.

Metric	Company Results
Paid projects	43
Rebates received	\$513,939.00
Average rebates per project	\$11,952.07
Equivalent cars off the road from CO ₂ decrease	5,860
Equivalent carbon offset in number of trees	67,189
Gallons of water saved from reduced generation	19,851,892

Why work with an APS Trade Ally?

Whether you're a small or large business, APS is here to help you manage energy costs while working toward the goal of providing clean energy by 2050.

APS Trade Allies play a key role in this effort by assisting customers in energy-saving projects and applying for rebates through the Solutions for Business and Multifamily Energy Efficiency programs. Together, Trade Allies have helped process over 11,000 applications leading to customers receiving over \$96 million in rebates.

Contact Information

Trade Ally Since 2009

Primary Contact: Tony Magers

Phone number: (602) 000-0000

Email: aps.solutionsforbusiness@dnv.com

Address: 2020 North Central Avenue, Suite 900, Phoenix, AZ 85004

Website: www.aps.com

2020 N Central Ave # 900
2020 N Central Ave, Phoenix, AZ 85004

[View larger map](#)

[See available rebates](#)

[Submit an application](#)

[Connect with an APS Advisor](#)

aps

Project Snapshot: Parker Unified School District

Equipment installed: LED lighting and energy-efficient HVAC equipment

- Increased comfort and air quality
- Improved energy efficiency and management
- Reduced maintenance costs

"We plan on using the rebates we earned to purchase more energy-efficient HVAC units and invest in the future of our kids," states Parker Unified School District Superintendent - Brad Sales

Helping schools receive rebates



Standard rebates can help schools save energy and reinvest funds

Help K-12 schools receive enhanced rebates through the ARC pilot

Let your energy advisor know about your recent and upcoming school projects

Increasing TA participation

Create a pipeline of retrofit projects that are eligible for rebates

Look back at projects completed in the last six months to see if any qualify

Ensure other divisions of your team know about the available rebates



Utilize the rebate Quick Look

With so many options, every business has the opportunity to save energy and money.

— Pre-application required —

HVAC EQUIPMENT			ENERGY MANAGEMENT SYSTEMS		
Equipment	Rebate	Bonus efficiency/ton			
► Water-cooled chiller — 299 tons or less ◄	\$5.25/ton	See application	Replacing pneumatic/non-programmable thermostat	Tier 1	\$0.20/sq ft
► Water-cooled chiller — 300 tons or more ◄	\$7.50/ton			Tier 2	\$0.30/sq ft
► Air-cooled chiller — 149 tons or more ◄	\$5.25/ton		Replacing digital EMS/programmable thermostat	Tier 1	\$0.10/sq ft
► Air-cooled chiller — 150 tons or more ◄	\$7.50/ton			Tier 2	\$0.20/sq ft
PTAC & PTHP	\$24/ton	\$10/ton	LIGHTING CONTROLS		
Ductless mini split	\$10/kBtu/h	N/A	► Lighting EMS ◄		\$0.10/sq ft
HVAC EC fan motor	\$300/hp	N/A	Demand response lighting control		\$0.10/sq ft
HVAC quality install — phase 1	\$180/unit	N/A	Occupancy sensor		\$20/sensor
HVAC quality install — phase 2 — duct seal	\$225/unit	\$15/ton	LIGHTING RETROFIT*		
Computer Room Air Conditioner (CRAC)	\$45/kBtu/h	N/A	Linear LED: 2-ft, 3-ft, 4-ft, 8-ft		\$3/lamp
Ultrasonic humidification	\$450/kW	N/A	LED non-reflector bulb		\$2.25/lamp
			LED reflector bulb		\$6/lamp
			LED MR-16		\$6/lamp
			LED exit sign		\$15/sign
			Smart screw-in LED		\$6/bulb
			Flat panel 2x2, 2x4 LED		\$15/fixture
			Regular to smart 2x2, 2x4 LED		\$5/fixture
			Fluorescent to smart 2x2, 2x4 LED		\$20/fixture
			Interior high bay to LED ≤100W		\$20/fixture
			Interior high bay to LED >100W, <200W		\$25/fixture
			Interior high bay to LED ≥200W		\$45/fixture
			Outdoor LED ≤50W		\$20/fixture
			Outdoor LED >50W, <300W		\$35/fixture
			Outdoor LED ≥300W		\$50/fixture
			Delamping T8: 2-ft, 3-ft		\$2.50/lamp removed
			Delamping T8: 4-ft, 8-ft		\$5/lamp removed
			*Integral lamp or fixture must appear on ENERGY STAR® Qualified Product List or other lists for Option A. If not, reference Option B in specification sheet.		
			— INDOOR AGRICULTURE —		
			Indoor agriculture LED seeding		\$0.10/PPF
			Indoor agriculture LED vegetative		\$0.07/PPF
			Indoor agriculture LED flowering		\$0.05/PPF
			Indoor agriculture dehumidifier EF > 2.8 & EF < 3.5		\$0.50/pint
			Indoor agriculture dehumidifier EF ≥ 3.5		\$2/pint
			— TECHNICAL ASSISTANCE —		
			New construction energy modeling		50% of cost, up to \$10,000
			ENERGY STAR® benchmarking		50% of cost, up to \$250/facility
			Energy study		50% of cost, up to \$5,000, implementation required for full payment
			Retro-commissioning study		\$0.02/kWh annual savings, plus \$0.10/kWh for Summer peak hours (June-September, weekdays, 3pm-8pm), up to 75% of the cost or \$100,000
			ELECTRIFICATION		
			Electric forklift		\$1,250/forlift
			Standby truck refrigeration		\$750/bay
			Pushback tug		\$5,000/tug
			Airport baggage tug		\$2,500/tug
			Airport baggage belt loader		\$1,100/loader
			High frequency battery charger		\$275/charger

VARIABLE SPEED DRIVES (\$/hp)			STANDARD HVAC PACKAGED/ SPLIT AC & HP (\$/kbtu/h)		
Chilled water pump	\$70		Size	CEE tier	Rebate
Condenser water pump	\$40		Unitary air conditioner < 760 kbtu/h	Tier 1	\$2
Domestic water pump	\$50			Tier 2	\$3
HVAC fan	\$70			Advanced tier	\$4
Blower	\$70		Unitary heat pump < 760 kbtu/h	Tier 1	\$2
Cooling tower fan	\$35			Tier 2	\$3
Chiller compressor	\$35		► Units ≥ 760 kbtu/h ◄	Custom rebate	
Process motor	\$35				
Air compressor	\$70		HVAC CONTROLS		
Refrigeration compressor	\$50		Programmable thermostat		\$20/thermostat
Refrigeration fan	\$70		Smart thermostat		\$60/thermostat
Pool pump	\$70		Networked thermostat		\$195/thermostat
Other	\$50		Hotel occupancy sensor		\$55/sensor
			CO2 sensor		\$200/sensor
			Air-side economizer		\$50/ton
			Cool control		\$70/device

LIMITED TIME OFFER HVAC PACKAGED OR SPLIT AC & HP* (\$/kbtu/h)					
Size	Tier 1		Tier 2		AC Advanced Tier
	AC	HP	AC	HP	
Single phase < 65 kbtu/h	\$8	\$8	\$14	\$14	\$26
Three phase < 65 kbtu/h	\$9	\$7	\$9	\$8.50	\$13
Three phase ≥ 65 kbtu/h / < 135 kbtu/h	\$9	\$7	\$9	\$7.50	\$13
Three phase ≥ 135 kbtu/h / < 240 kbtu/h	\$9	\$7.50	\$9	\$12	\$13
Three phase ≥ 240 kbtu/h / ≤ 760 kbtu/h	\$9	\$7.50	\$9	\$14	\$13

WATER SOURCE HEAT PUMPS (\$/kbtu/h)		
Size	Tier 1	Tier 2
WSHP water to air < 17 kbtu/h	\$2	\$3
WSHP water to air ≥ 17 kbtu/h & < 65 kbtu/h	\$2	\$3
WSHP water to air ≥ 65 kbtu/h & < 135 kbtu/h	\$2	\$3
WSHP water to water < 135 kbtu/h	\$2	\$3

MISCELLANEOUS	
CRM software	\$8/computer
Additional receiver for compressed air	\$20/hp
Zero loss condensate drain	\$230/drain
Heat pump water heater	\$200-\$250/unit
Shade screen	\$2/sq ft
High-performance window & glass door	\$0.50/sq ft
Thermal energy storage HVAC	\$50/ton-hour
Thermal energy storage refrigerated/freezer space	\$350/ton

*Limited Time Offer HVAC Packaged/Split AC & HP measure rebates are available to assist with the replacement of failed/failing unit. Contact the Southern Business program team for details on this limited time offer.

Get started today! Visit apsapplynow.com or call (866) 277-5605.

Updated January 2025

Browse over 50 different Standard rebate offerings for retrofit measures

View the Quick Look at aps.com/bizrebates



APS Learning Hub

Educate. Collaborate. Empower.

APS Learning Hub



Jessica Caragher
APS Learning Hub Manager

A screenshot of the APS Learning Hub website. The header features the APS logo and 'Solutions for Business' on the left, and navigation links 'Home', 'About', 'Course catalog', 'Signup', and 'Login' on the right. Below the header is a section titled 'Learn About the APS Learning Hub' containing a video player. The video thumbnail shows a desert landscape with saguaros at sunset, with the APS logo and 'Solutions for Business' in the top left corner of the video frame. The video title is 'APS Learning Hub' and the subtitle is 'Educate. Collaborate. Empower.' Below the video player is a section titled 'Trade Allies Are Talking About the APS Learning Hub' featuring two testimonials in speech bubbles. The first testimonial is from Red Mountain Lighting (Wayne McCloskey) and the second is from Lighting Unlimited (Cory Schneider).

aps[®] Solutions for Business

Home About Course catalog Signup Login

Learn About the APS Learning Hub

aps[®] Solutions for Business

APS Learning Hub

Educate. Collaborate. Empower.

Trade Allies Are Talking About the APS Learning Hub

“The APS Solutions for Business on-line Learning Hub provides a convenient and flexible way for any Lighting Professional to enhance their lighting knowledge and skills. The variety of quality, self-paced courses are up to date and deliver practical knowledge, tools and techniques [that] can be immediately put into practice to increase their effectiveness in meeting customer lighting and controls needs.”

Red Mountain Lighting
Wayne McCloskey

“APS's Learning Hub trainings are such an asset to our team, and a real benefit of becoming a Trade Ally. We've found the trainings helpful and really appreciate that they are self-paced and on-demand, so we can take them when it's convenient for us.”

Lighting Unlimited
Cory Schneider

Why take advantage of the APS Learning Hub?

Designed specifically for TAs



Why take advantage of the APS Learning Hub?

Designed specifically for TAs

Free on-demand courses

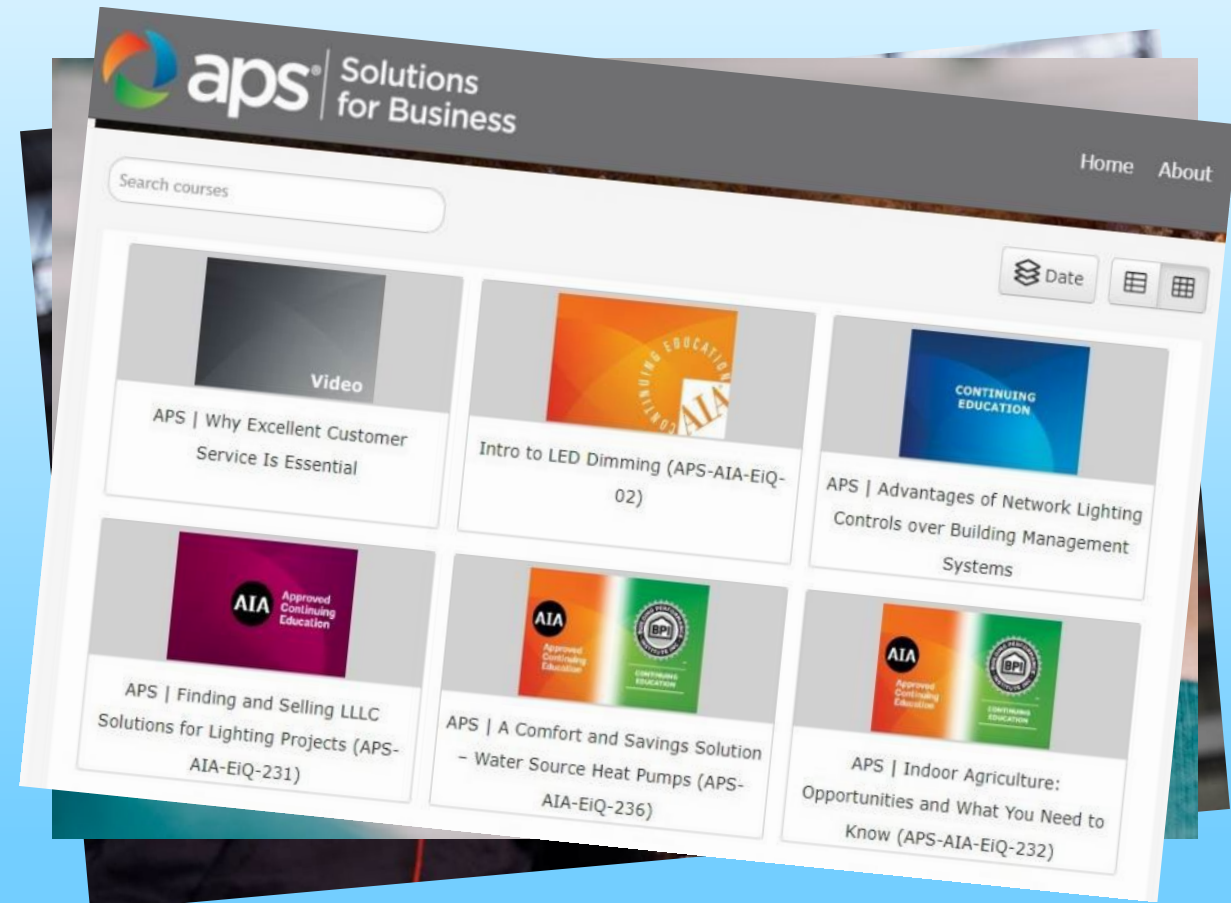


Why take advantage of the APS Learning Hub?

Designed specifically for TAs

Free on-demand courses

Topics to support your business



Why take advantage of the APS Learning Hub?

Designed specifically for TAs

Free on-demand courses

Topics to support your business

Earn CEUs



Growing course library



Over 45 courses and counting

Interactive and engaging content

New and featured courses

Bring Energy Efficiency to a Growing Restaurant Market

Maximize Your Customer's ROI with Chiller Tune-Ups

Coming soon: The Benefits of Being an APS Trade Ally



APS Learning Hub stats 2024

65 active TA users

92 completed courses

25 new users

45+ companies

Most popular course: Future Lighting Trends



APS Learning Hub Stats

492 active TA users

318 completed courses

140 courses in progress

45 courses available

8 categories of course content



Trade Ally testimonial

"The APS Learning Hub is an outstanding resource for professionals looking to expand their knowledge of energy-saving solutions. I personally use the platform to brush up on technologies I encounter less frequently, and I also encourage my staff to review the courses because they're so well-designed. The courses are thoughtfully broken down into engaging modules, making the content easy to absorb without feeling tedious, which is often the case with other trainings. The fact that it's free and offers CEUs is just icing on the cake. I highly recommend the Learning Hub for anyone in the energy sector looking to stay ahead in the field!"

Stephen Mogowski, Desert Skies Energy



What do you want to learn about?

We want to hear from you!

What type of course content would benefit your business
in 2025?

Questions?



Insights from industry-leading associations



< ANALYTICS >

Speakers



USGBC

Emmery Ledin



NAIOP

Phillip Breidenbach &
Chris Roach



Arizona Rural Schools Association

Dr. Melissa Sadorf



USGBC LEED Market Update

Emmery Ledin
Project Manager, USGBC
eledin@usgbc.org

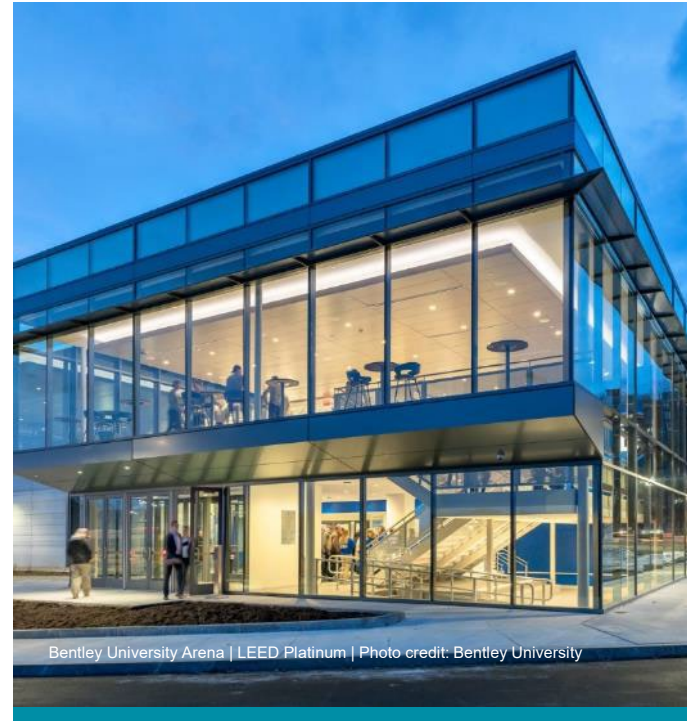
Buildings are responsible for
almost 40%
of global CO₂ emissions



Our mission is clear: to scale actions that advance building decarbonization, enhance community resilience, restore ecosystems, and improve occupant well-being.



We accelerate impactful change by equipping practitioners, policymakers, and decision-makers with transformative tools, proven solutions, and data-driven insights to design, construct, operate, and certify high-performance spaces.





Local Market Update

Arizona Construction Snapshot

- Total activity in 2024 = \$28.5B
- Expected in 2025 = \$27.81B
- Multifamily projects account for 26% of the total market in 2024
- Industrial = 42.19% total market



Puma's new warehouse along the Loop 303. LEED Certified.
Photo credit: Puma

Credit: AZBEX



ABOUT LEED



LEED Encourages Energy Efficiency

- Integrative design is a requirement in LEED
 - Early energy modeling
 - Setting goals early with everyone at the table, so efficiency can be achieved
- Commissioning also a requirement
- Efficiency-first approach
- Use of on-site renewables is encouraged
- Peak load shaving

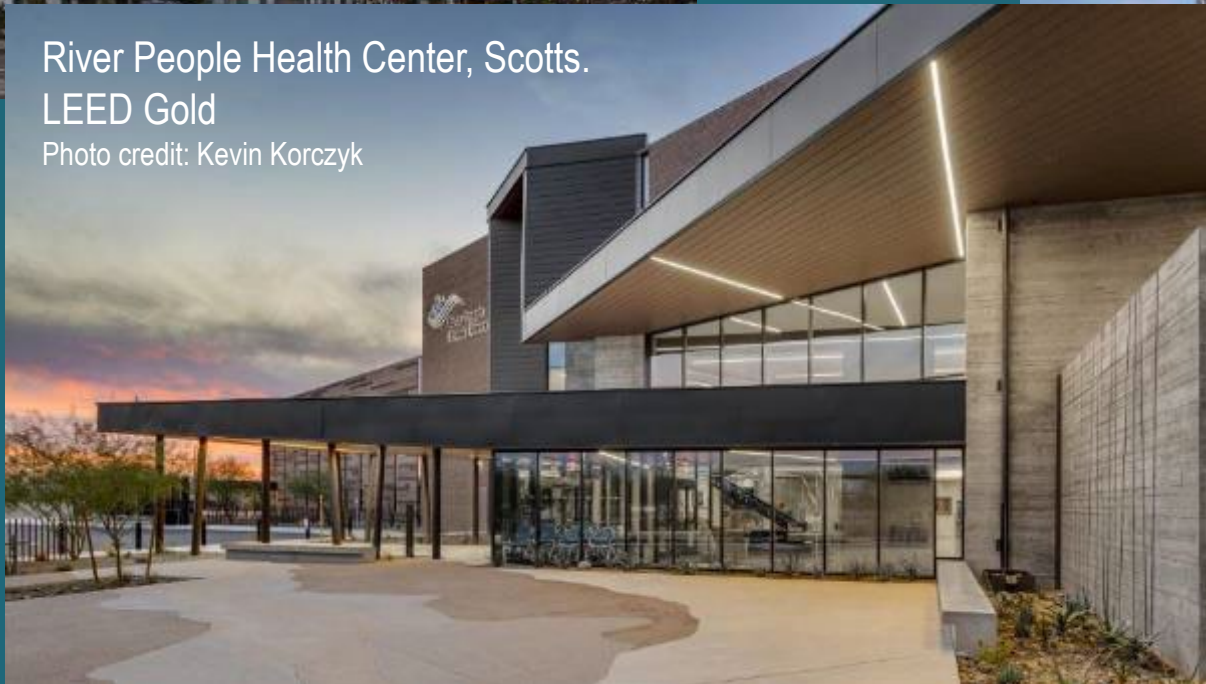
100 Mill, Tempe
LEED Silver
Photo credit: Winquist



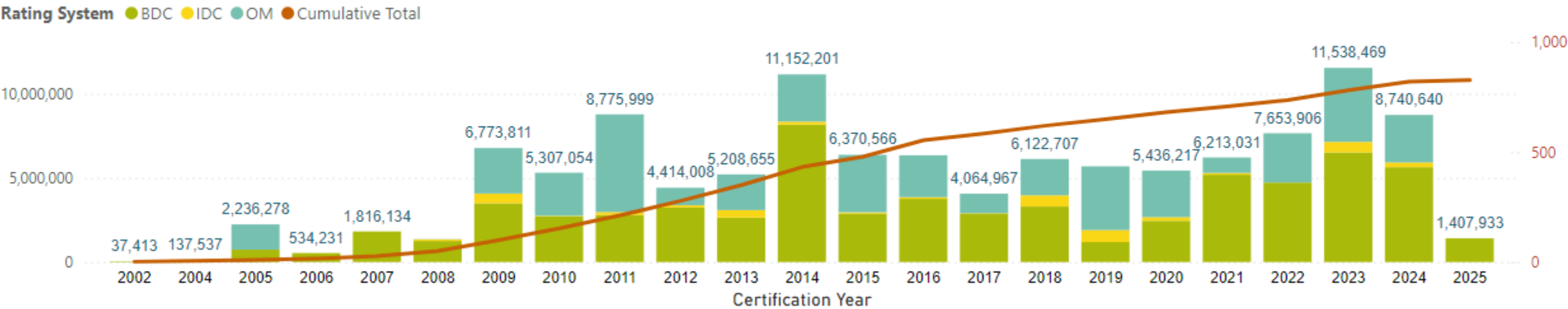
Skye on 6th, PHX
LEED Silver
Photo credit: Clayco



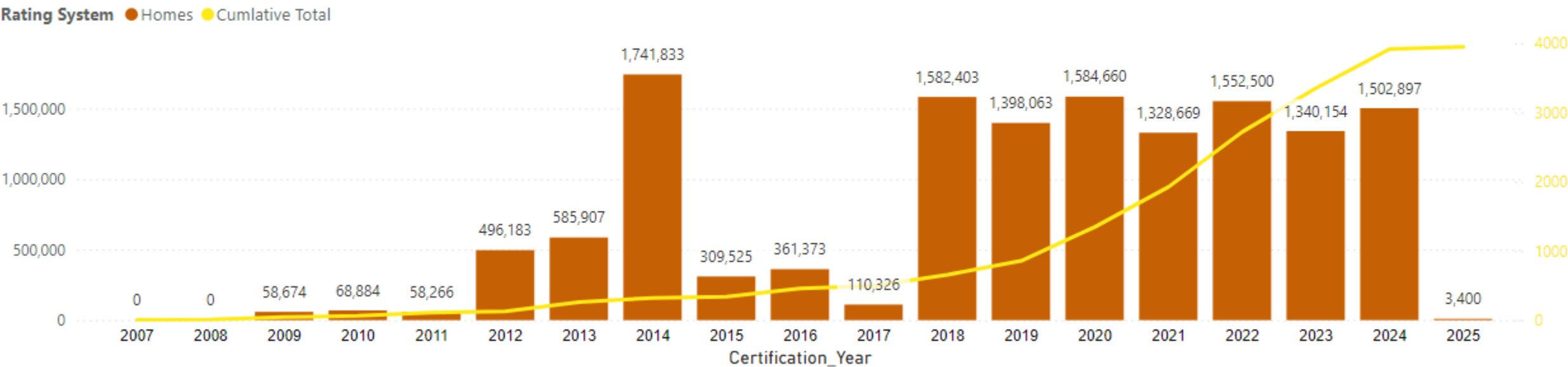
River People Health Center, Scotts.
LEED Gold
Photo credit: Kevin Korczyk



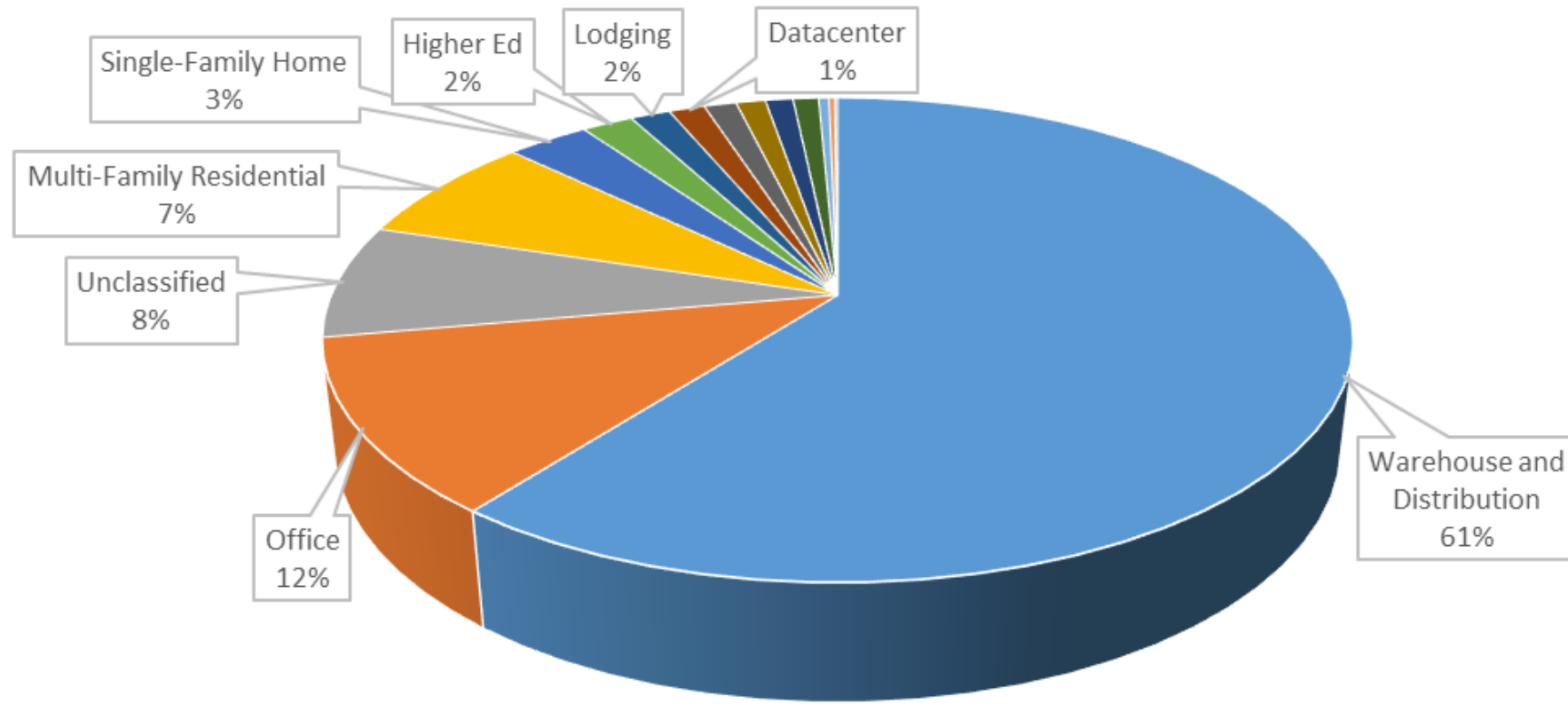
Commercial Certifications by Rating System by Certification Date



Residential Certifications by Certification Date

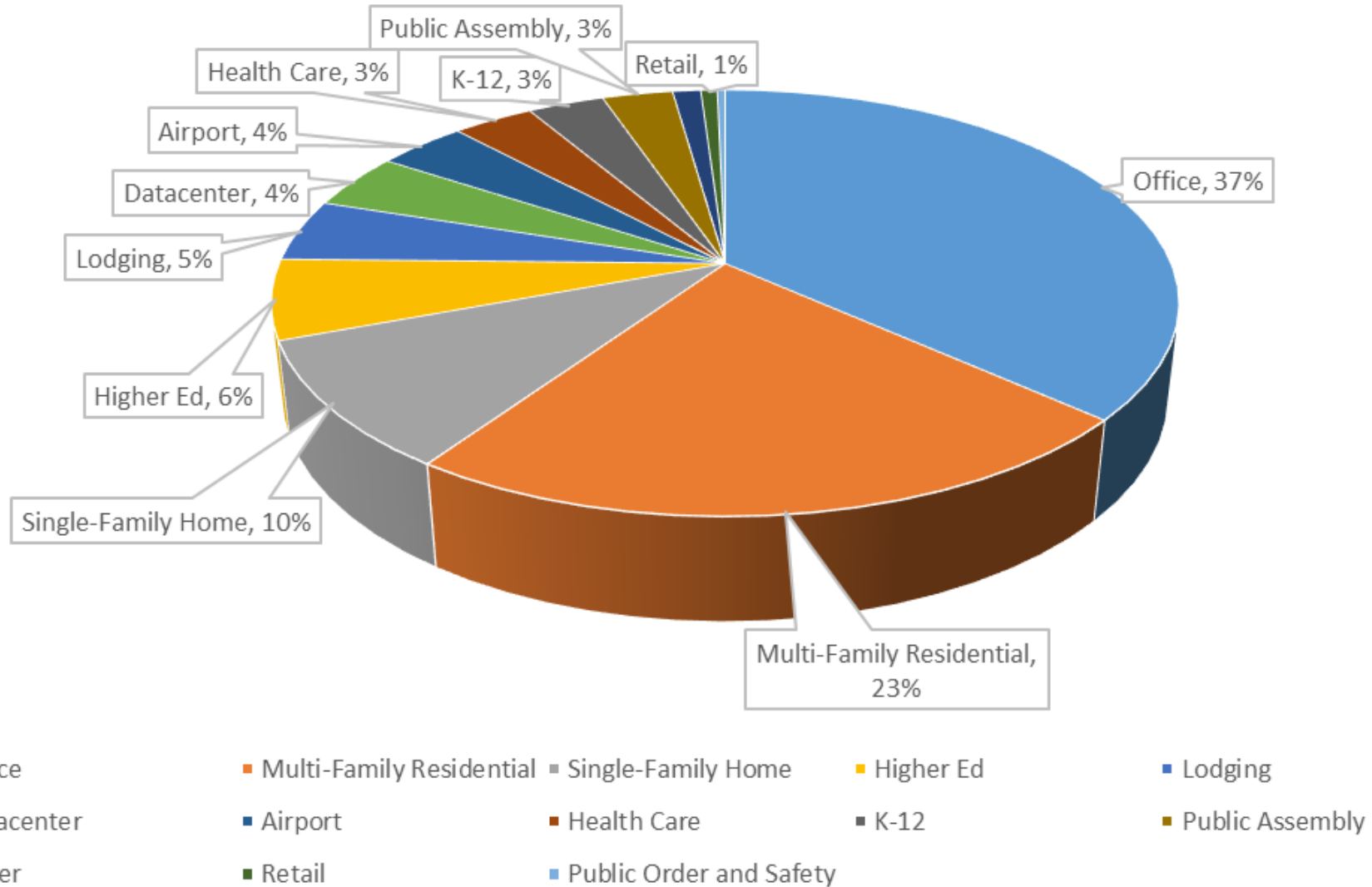


AZ LEED Certified Sq Ft by Sector

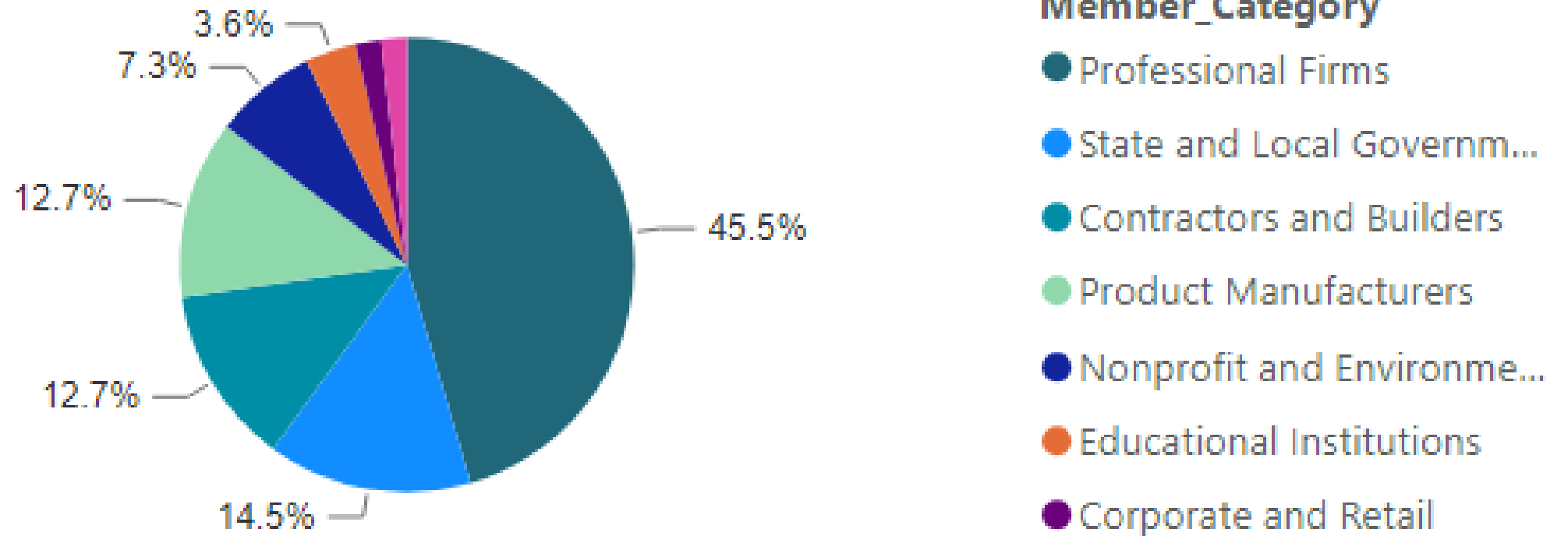


- Warehouse and Distribution
- Office
- Unclassified
- Multi-Family Residential
- Single-Family Home
- Higher Ed
- Lodging
- Datacenter
- Airport
- Health Care
- K-12
- Public Assembly
- Public Order and Safety
- Retail
- Other

AZ LEED Certified Sq Ft by Sector (minus W+D & Unclassified)



Active Members by Category





The next version of the globally recognized comprehensive framework for green building practices. Embracing market demands for greater accountability, v5 will champion solutions to align the built environment with critical imperatives including decarbonization, ecosystem conservation and restoration, equity, health, and resilience.



Impact Areas

- **DECARBONIZATION** drives the industry towards a decarbonized built environment across all major sources of emissions: operational, embodied and transportation.
- **QUALITY OF LIFE** uses human-centric strategies to address crucial aspects of sustainable building, including human health and well-being, resilience, equity and inclusion, and community wellbeing.
- **ECOLOGICAL CONSERVATION AND RESTORATION** emphasizes strategies and actions that can be implemented at the individual asset level that limit environmental degradation and seek to rehabilitate and restore ecosystems.



DECARBONIZATION

LEED v5 drives the industry towards a decarbonized built environment across all major sources of emissions: operational, embodied and transportation.

Decarbonization		
IP Prereq	Carbon Assessment	Required
LT Credit	Compact and Connected Development	6
LT Credit	Active Travel Facilities	2
LT Credit	Transportation Demand Management	2
LT Credit	Electric Vehicles	2
SS Credit	Heat Island Reduction	2
WE Prereq	Minimum Water Efficiency	Required
WE Prereq	Enhanced Water Efficiency	6
WE Prereq	Water Reuse	2
WE Prereq	Water Metering and Leak Detection	1
EA Prereq	Operational Carbon Projection and Decarbonization Plan	Required
EA Prereq	Minimum Energy Efficiency	Required
EA Prereq	Fundamental Commissioning	Required
EA Prereq	Energy Metering and Reporting	Required
EA Prereq	Fundamental Refrigerant Management	Required
EA Credit	Electrification	5
EA Credit	Reduce Peak Thermal Loads	5
EA Credit	Enhanced Energy Efficiency	10
EA Credit	Renewable Energy	5
EA Credit	Enhanced and Ongoing Commissioning	4
EA Credit	Grid Interactive	2
EA Credit	Enhanced Refrigerant Management	2
MR Prereq	Planning for Zero Waste Operations	Required
MR Prereq	Assess Embodied Carbon	Required
MR Credit	Building and Materials Reuse	5
MR Credit	Reduce Embodied Carbon	8
MR Credit	Construction and Demolition Waste Diversion	2

Building Design + Construction: New Construction



LEED v5 member ratification

Vote is open to USGBC
members through March 28,
2025.

Ratification by USGBC membership is the final step in the LEED v5 rating system development process. It follows a thorough review and approval by the members of the consensus committees and presents the rating systems publicly in their final form.

This vote is an additional checkpoint, ensuring that we continue to operate according to our core value of being member and mission-driven. All USGBC organizational members and their employees are invited to participate.

Review the drafts and vote

During the ratification period, members vote on the adoption of each rating system. To participate, first, review each rating system draft.

[LEED v5 Building Design
and Construction](#)

[LEED v5 Building Interior
and Construction](#)

[LEED v5 Building Operations
and Maintenance](#)

Next, please cast your vote. Individual votes will be combined under their corresponding member organizations, with one vote per organization counted based on each individual's votes. **The member ratification vote will be open from February 25 to March 28, 2025, at 5 p.m. ET. [Cast your vote.](#)**

Resources

- [LEED v5 FAQs](#)
- [Second public comment responses](#)
- [Changes from the second public comment](#)



LEED **V5**



Thank you!

Emmery Ledin
Project Manager, USGBC
eledin@usgbc.org

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

Industry updates with NAIOP

Phillip Breidenbach &

Chris Roach

Phoenix Apartment Market is Overbuilt ... Here is How it Happened:

- 2020 - Covid



- 2020 to 2021 - Mass migration of people and capital from major 24hr cities into the sunbelt



- 2021 -2022

- Surge in tenant demand
 - Occupancy in the high 90s (Phx = 97%)
 - Double digit rent growth (Phx = 27%)
- Surge in capital for investment
 - Cap Rate compression (Phx = 3%)
 - Price per unit of existing product skyrocketing (Phx = \$450k+ per unit)

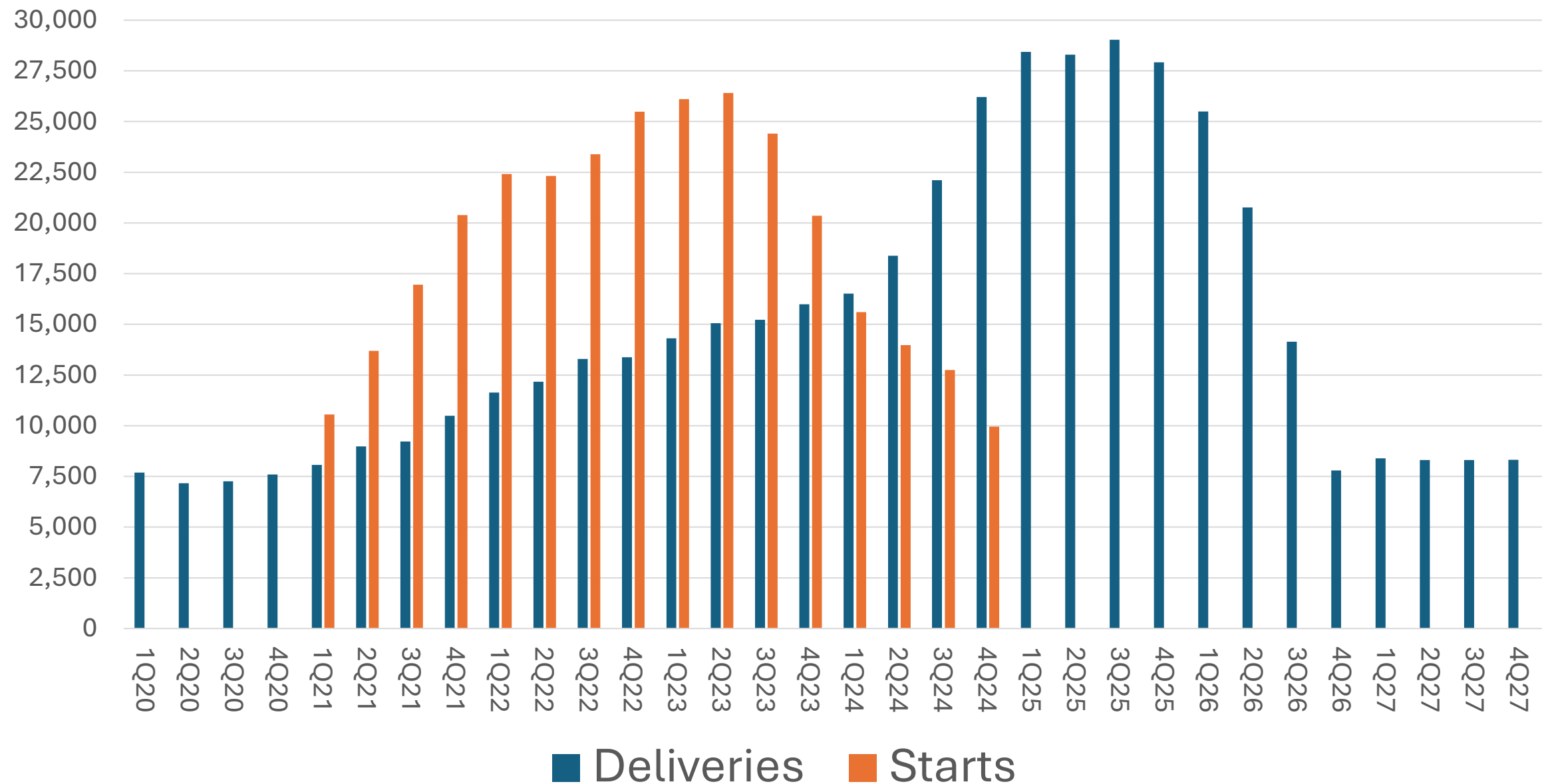


- 2022 - 2024

- Developers seized the Opportunity - Construction starts up dramatically
- Two-year timeline for delivery

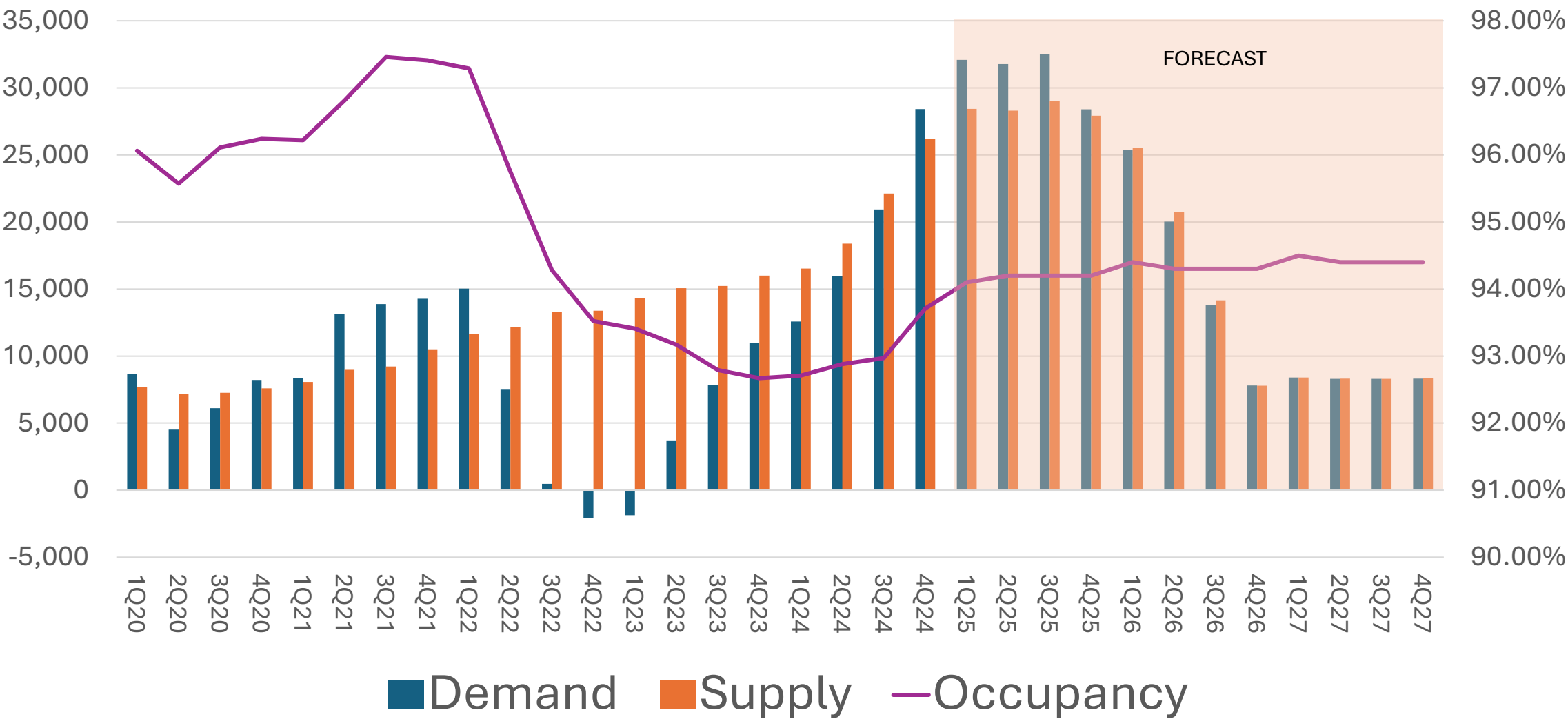
Trailing 12 Month Deliveries & Starts – Phoenix MSA

Source: RealPage, inc



Annual Demand, Supply, Occupancy – Phoenix MSA

Source: RealPage, inc

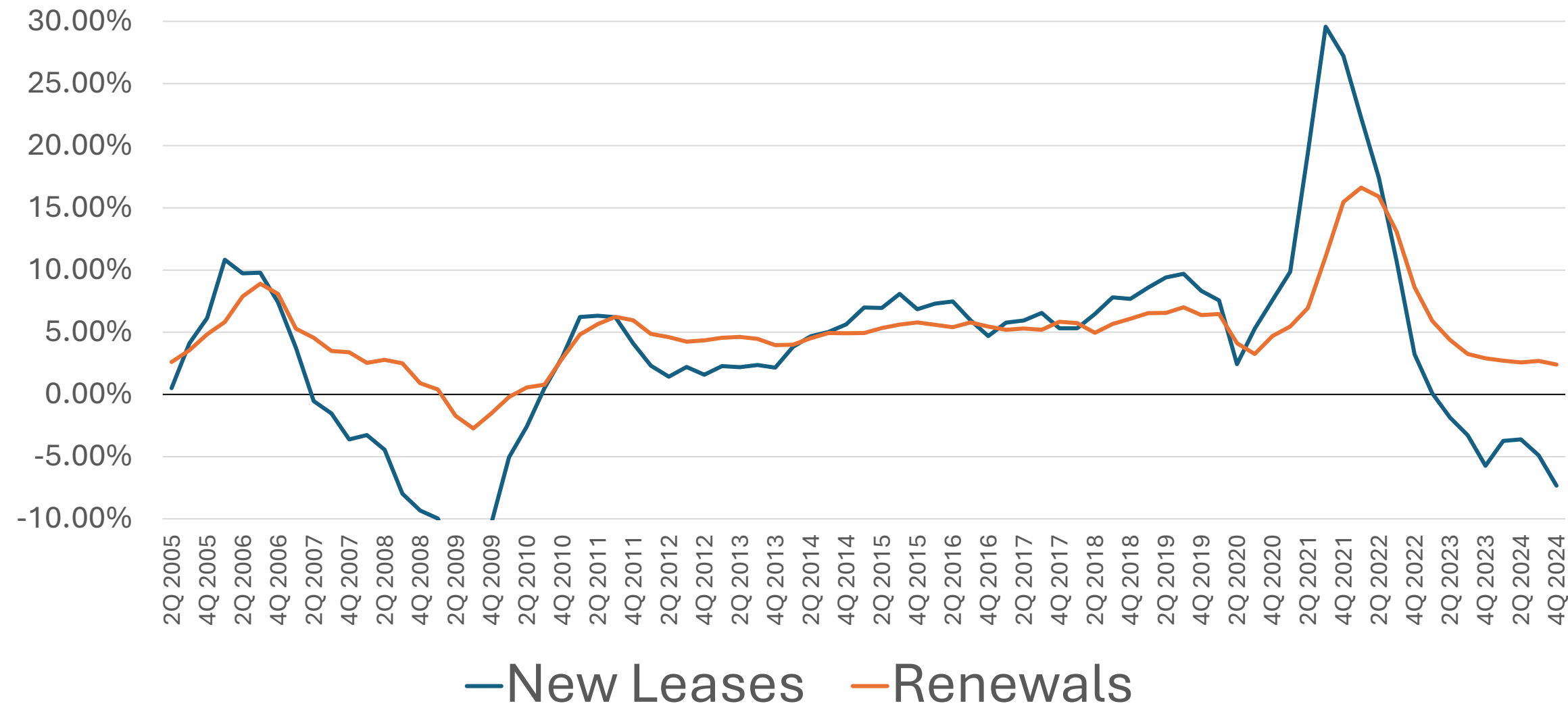


Phoenix Apartment Market Will Recover... Here is How it will Happen:

- **Capital markets cutting off most new development**
 - **Cap Rate Decompression**
 - **Falling Rental Rates**
- **Recovery in demand**
 - **Sustained in-migration / job growth**
 - **Phoenix back to being affordable**

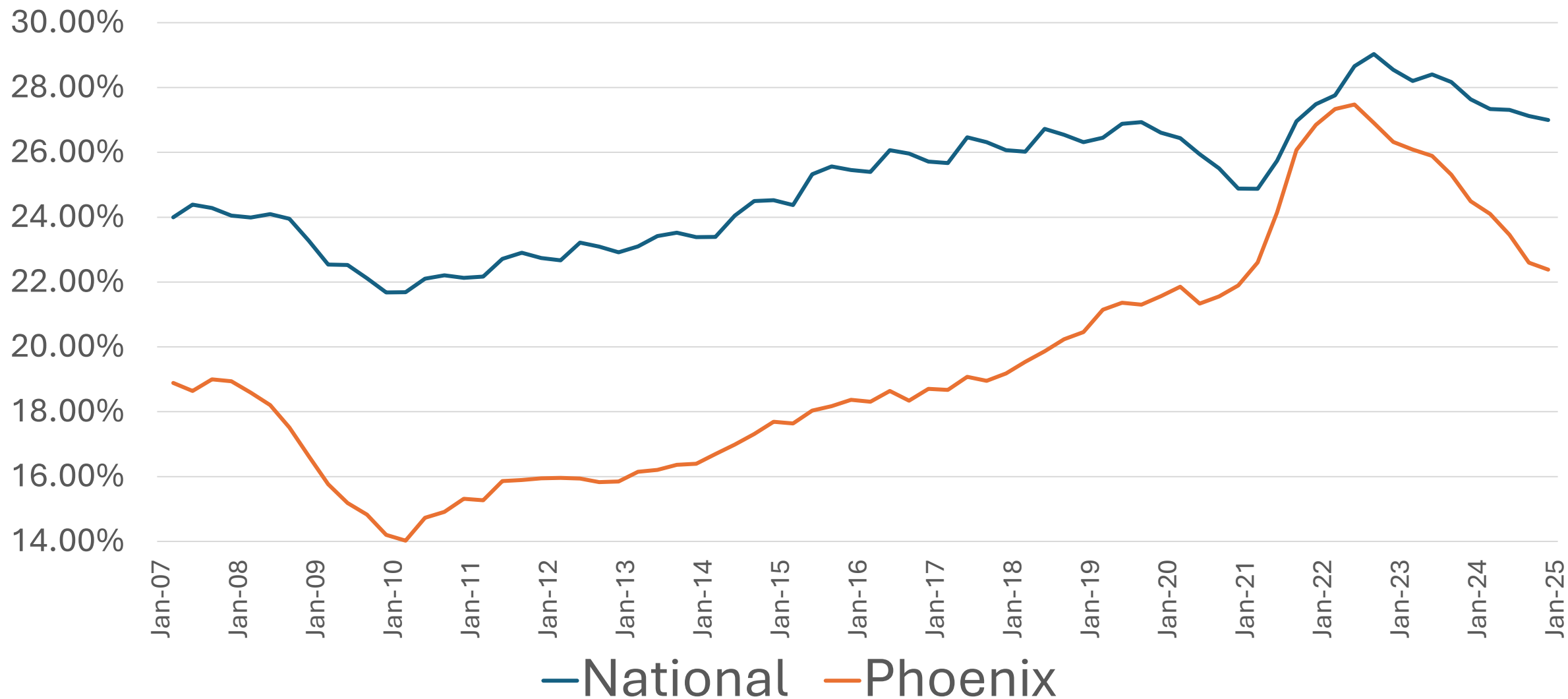
Rent Change, New Leases vs. Renewals– Phoenix MSA

Source: RealPage, inc



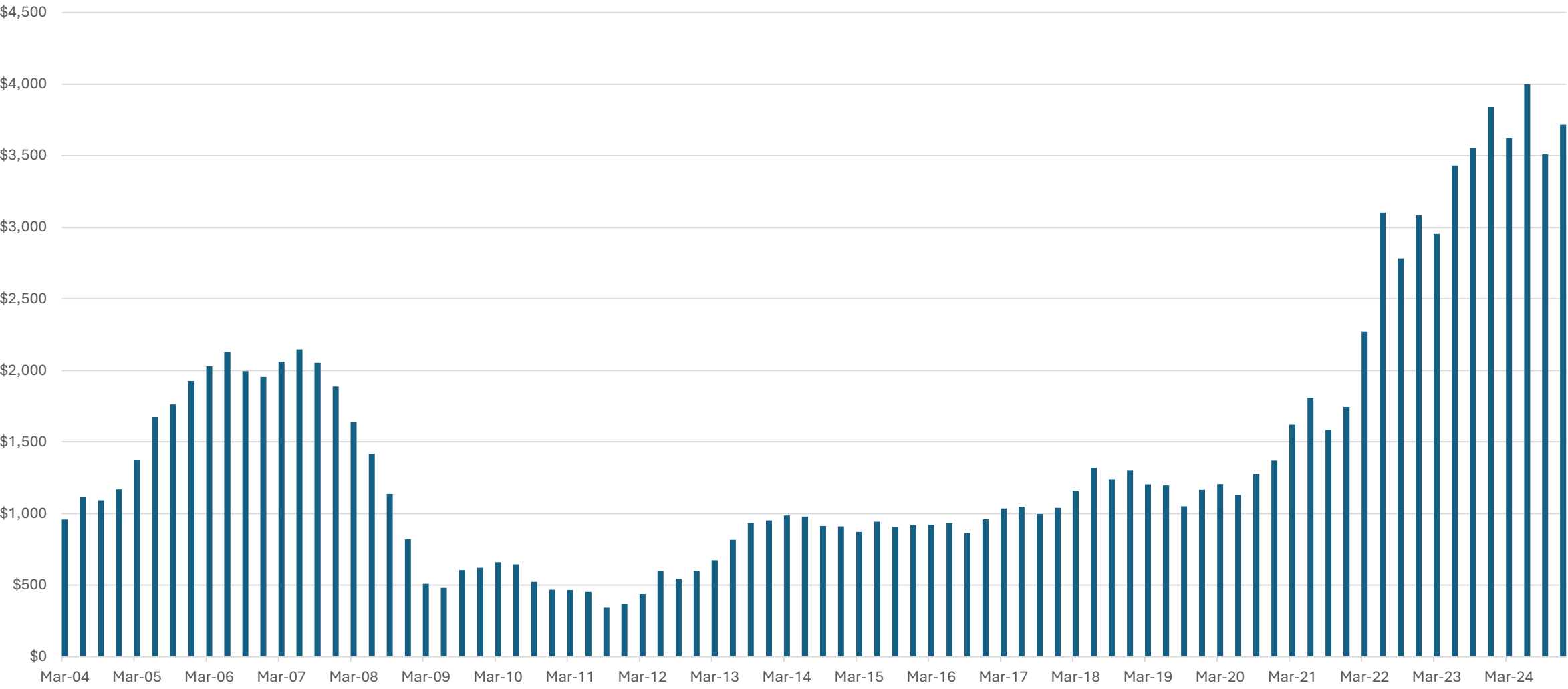
Rent-to-Income (1bd Rent, Average Hourly Wage)– Phoenix MSA

Source: RealPage, BLS



Rent vs. Own– Phoenix MSA

Source: Arizona Multiple Listing Service and Real Page



Phoenix Apartment Market – The Future is Bright

- **Normalizing back to historical levels.**
 - **Cap rates**
 - **Occupancy**
 - **Rent growth**
- **Much stronger diverse economy coupled with a much larger population.**
- **Covid expedited the maturity cycle of Phoenix and the sunbelt. They just need to work through some growing pains but will come out stronger.**

Dr. Melissa Sadorf

Industry updates with ARSA



Customer energy efficiency roundtable



Speakers



APS

Trevor Swanson



City of Phoenix

Michael Shin

TA Awards



**2024 APS Trade Ally Award:
Highest Average Energy Savings Per Project**

**G2 Energy
Solutions**

2024 APS Trade Ally Award: Lighting Projects

Trane

**2024 APS Trade Ally Award:
Highest Energy Savings as a New TA**

What Rebates

2024 APS Trade Ally Award: Variable Speed Drive Projects

Quest Energy
Group

Desert Skies Energy

Thank you for joining us!