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AGENDA

1. Welcome Maura Yates
2. Introduction to Steam Business Development SBD Team
3. New Business Highlights Damian Bossio & Shadeyka Warren
4. Negotiated Fuel Cost Program Noah Naples
5. Cost Comparison Calculator Maura Yates
6. Rate Case Proposals Joanna Yager
7. Fireside Chat: Steam Best Practices Ryan Fletcher
8. Upcoming Events Casey Eugenio
9. Closing Remarks Amy Haag

Introduction to the Steam Business Development Team

Maura Yates *Section Manager, Steam Business Development*



Maura Yates

Section Manager

212-460-6198

yatesm@conEd.com

We've provided steam to Manhattan since 1882.



Jordan Ruggieri

Sr. Analyst

347-514-0819

ruggierij@conEd.com

The idea of steam heating dates back to Ancient Rome, but NYC was the first major U.S. city to adopt it commercially.



Mary Young-Sotto

Sr. Analyst

646-656-8341

young-sottom@conEd.com

Con Edison proudly serves steam to the tallest skyscrapers in NYC!



Shadeyka Warren

Sr. Analyst

917-485-1372

warrensh@conEd.com

Con Ed's East River Steam Generating Station turns 100 years old this year!



Damian Bossio

Business Partner

929-715-3888

bossiod@conEd.com

Con Edison is the largest commercial steam system in the United States!



Noah Naples, PE

Sr. Engineer

646-647-4903

naplesn@conEd.com

When water turns into steam at atmospheric pressure, it expands by roughly 1,700 times, meaning 1 cubic foot of water becomes about 1,700 cubic feet of steam.



Chris Gallo

Communications Manager

646-678-1872

galloc@conEd.com

There are 106 miles of steam pipe beneath the streets of Manhattan.



Casey Eugenio

Communications Specialist

eugenioc@conEd.com

We can make 10.8 million lbs of steam per hour.

Contact Us

conEdison | Steam

Steam Emergency

1-800-75-CONED (1-800-752-6633)

Steam Billing

1-212-780-8855

Steam Business Development group

1-212-460-2011 or SteamSales@conEd.com

New Business Highlights

Damian Bossio *Business Partner, Steam Business Development*

Shadeyka Warren *Sr. Analyst, Steam Business Development*

38 East 35th Street



- 195,000 sq ft residential, building new construction, 17 stories 140 units
- Estimated annual consumption (H,HW) = 12,500 Mlbs
- Cosentini Associates Engineering
- Expected turn on Q4 2026

50 West 34th Street

- 980,000 sq ft residential building, 25 stories 690 units
- Estimated annual consumption = (H,HW) 42,600 Mlbs
- AMA Group Engineering
- Expected turn on Q4 2026
- Fun Fact: Was once one of NYCs largest hotels



NYCHA Smith Houses



- 12 Residential Buildings → 1.95 Million sq ft
- Boilers to Steam conversion, serving 6,000+ tenants
- Estimated Annual Consumption = 126,000 Mlbs (H, HW)
- Turn-On Scheduled June 2026
- Fun Fact: Legendary singer-songwriter, Luther Vandross was raised here!

Negotiated Fuel Cost Program

Noah Naples *Senior Engineer, Steam Business Development*

NFCP - In Three Sentences

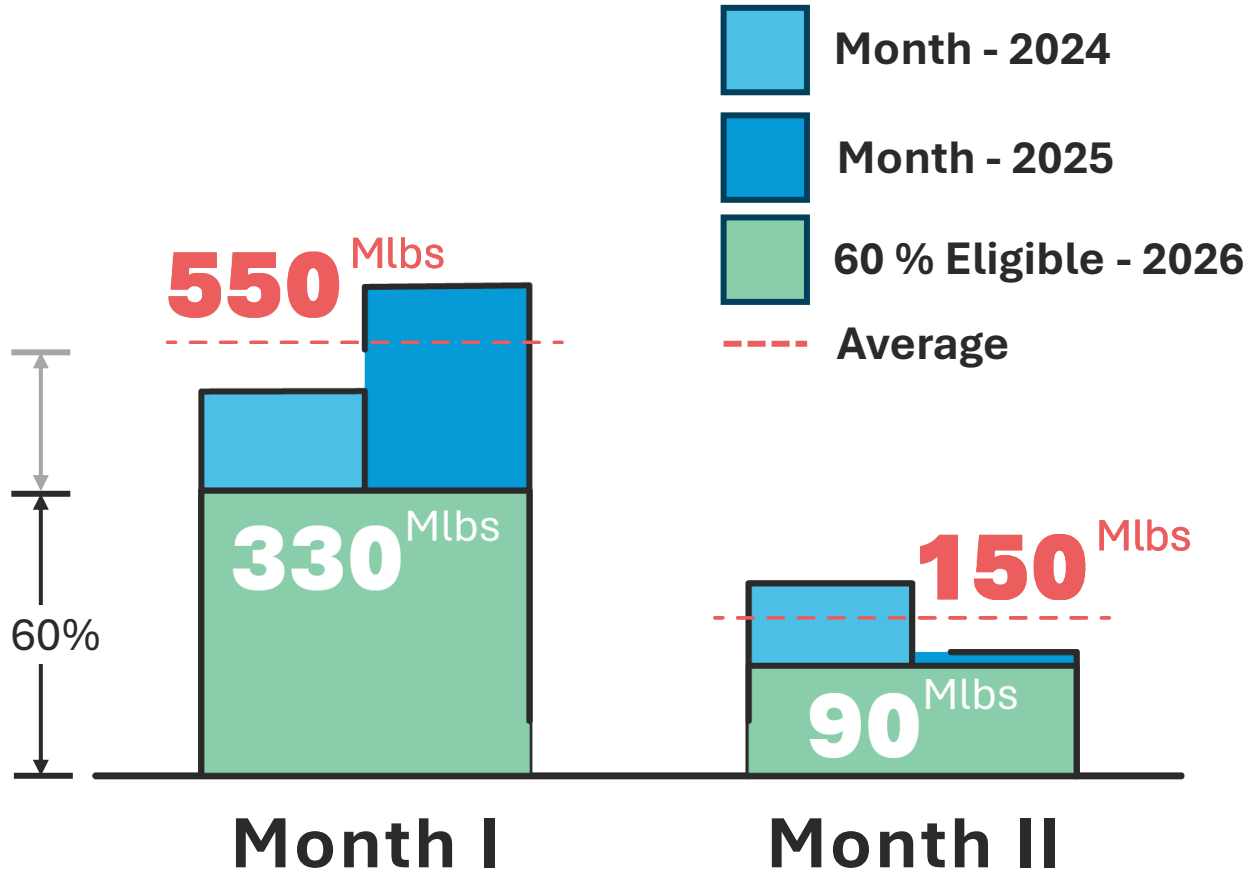
1. : a program offered by Con Edison to help steam customers mitigate a portion of the volatility in their bills as outline in Rider E of the Tariff.
2. : an opportunity for steam customers to lock in a fixed price for their future fuel costs.
3. : bi-annual offering available for the summer† and winter‡ seasons.

† Summer is June 1st - August 31st of each year.
‡ Winter is December 1st - March 31st of each year.

Calculating the Eligibility and Cap

Customers have the option to hedge and lock in each month's fuel price limited to a percentage of the average of the prior two years for that month.

The amount of steam for which a customer can lock in a fixed price is capped at **60%** of their baseline steam use.*

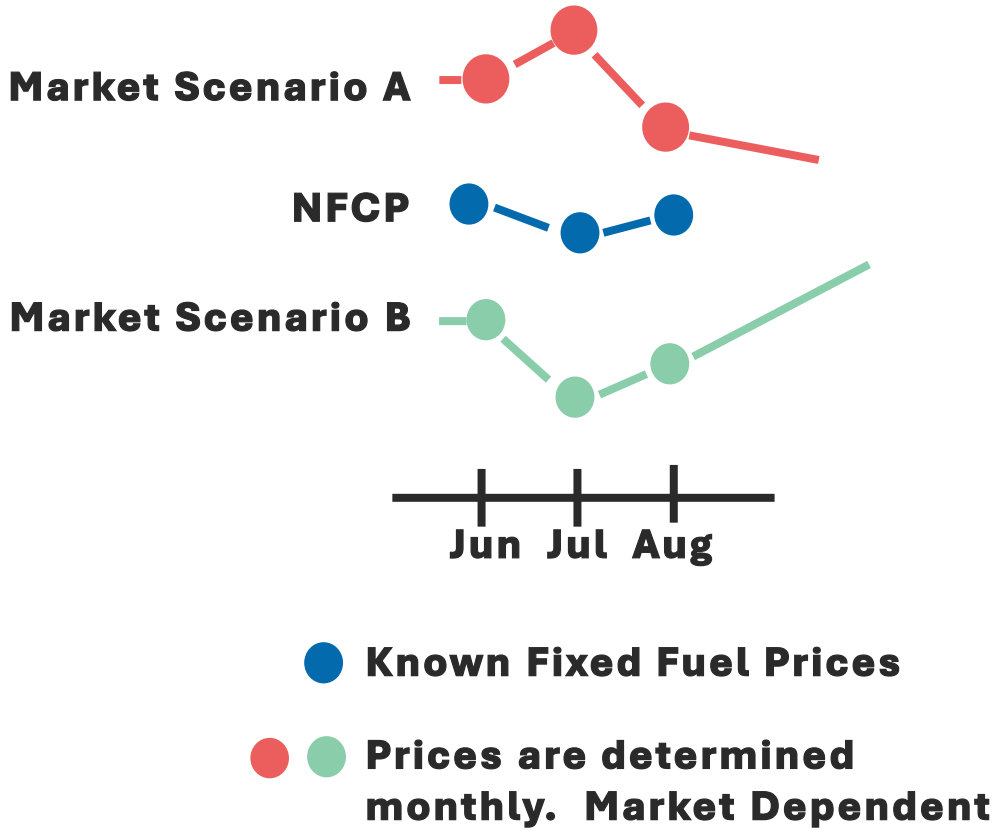


* Customers can lock in a fixed price for any amount of steam use **up to** the 60% cap.

Fixed Price vs. Standard Price

Our Energy Management group will calculate a fixed price (in dollars per Mlb) by purchasing natural gas swaps. This price will be the same for all customers enrolled in the NFCP.

This allows customers to forecast more predicable cashflows for budgeting. All other customers will be exposed to the monthly market conditions.



Key Dates & Deadlines

***The Negotiated Fuel Cost Program Webinar!	**May 7 (2 pm)**
Summer 2026 enrollment period	May 11-15
Deadline to submit completed & signed agreements **(Customer Requested Volumes Contract: Nonbinding)**	May 18: 12pm (noon)
Confirmation forms sent by Con Edison to customers who submitted agreements **(Agreement with both Requested Volumes and Prices)**	May 20
Deadline to submit signed confirmation forms* and return to Con Edison	May 21: 12pm (noon)
Con Edison to execute hedge on behalf of customer	May 21: Close of Day

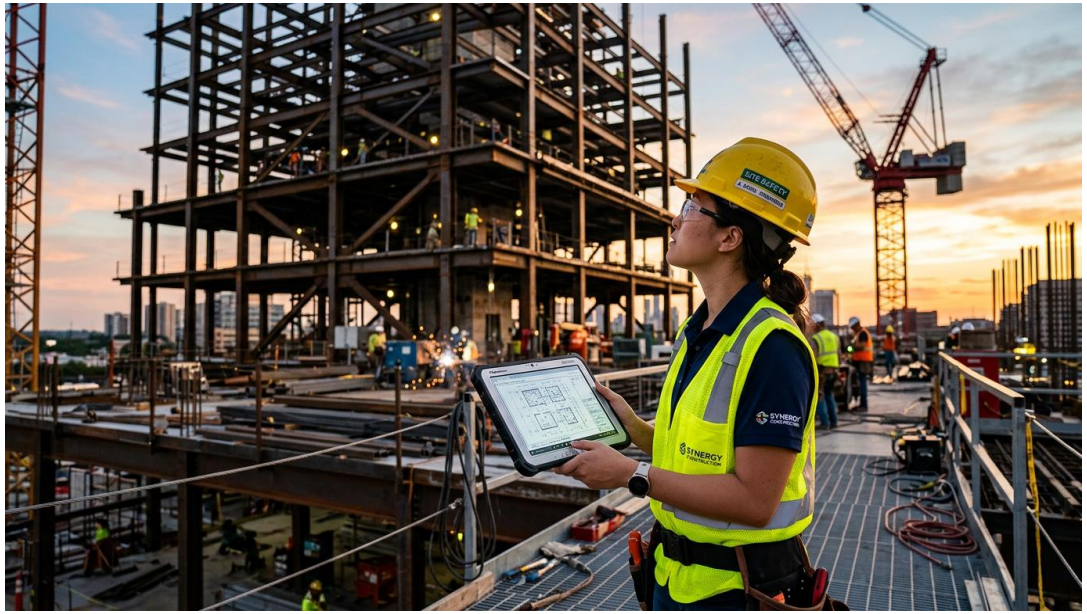
*Customers **ARE NOT** enrolled in the NFCP until they have submitted a signed confirmation form.

Cost Comparison Calculator

Maura Yates *Section Manager, Steam Business Development*

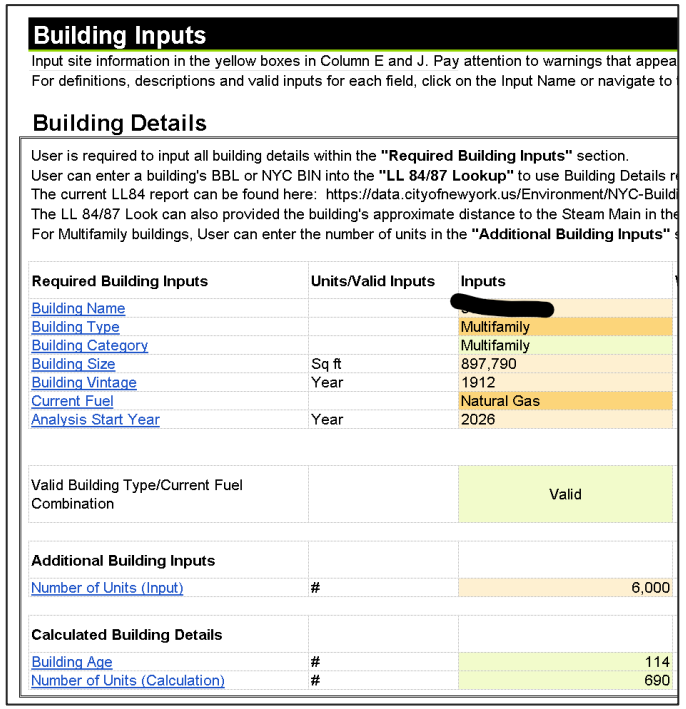
Steam or Electric?

- Free, Excel-based tool
- Designed for building owners, operators, and engineers
- Just a few simple inputs will generate a side-by-side comparison of lifecycle costs and emissions
- Assess whether connecting to Con Edison Steam could be a cost-effective and emissions-reducing alternative to full electrification



The Calculator

- Inputs include:
  - Building type, size, age, and fuel type
  - Borough Block and Lot (BBL) or Building Identification Number (BIN)
  - Distance to steam main – if unknown, call 212-460-2011 to get an estimate



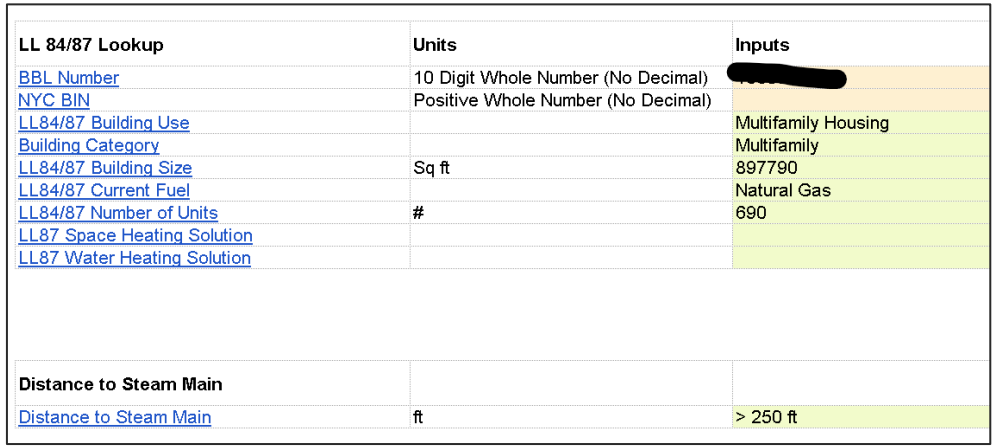
Building Inputs

Input site information in the yellow boxes in Column E and J. Pay attention to warnings that appea
For definitions, descriptions and valid inputs for each field, click on the Input Name or navigate to

Building Details

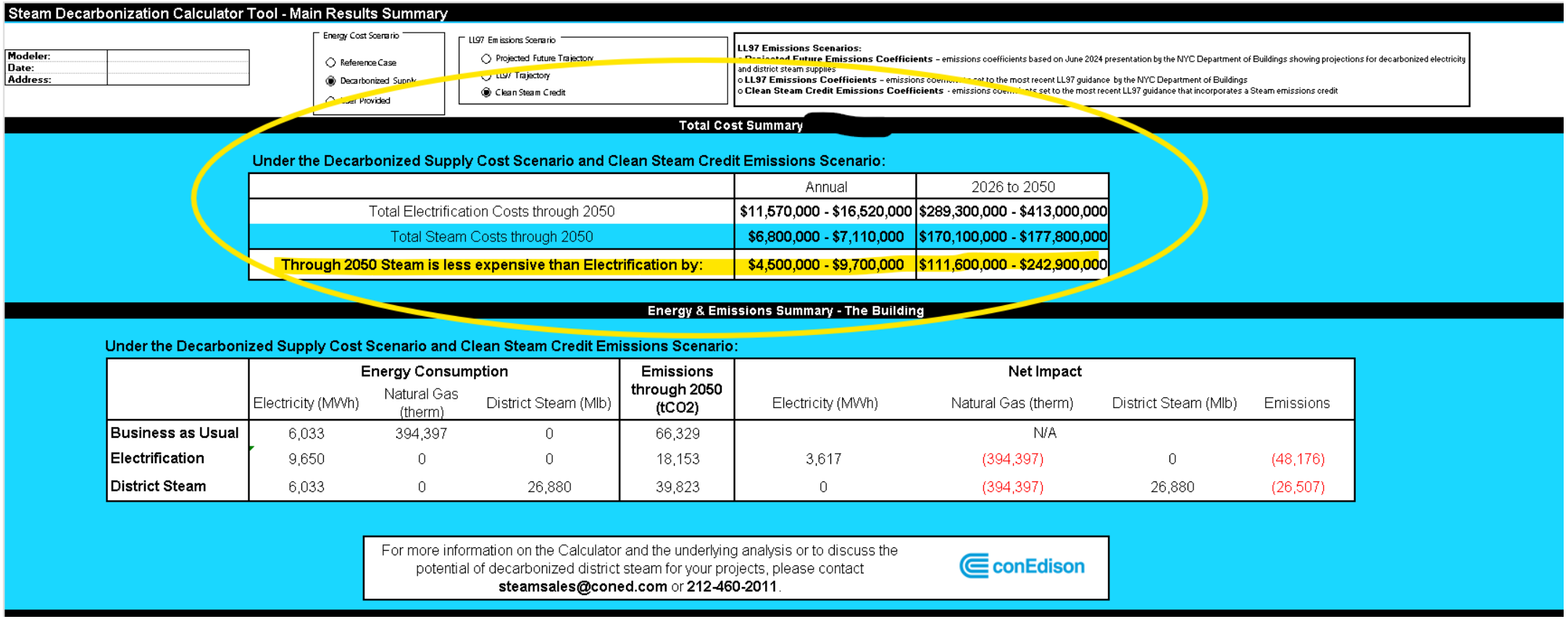
User is required to input all building details within the **"Required Building Inputs"** section.
User can enter a building's BBL or NYC BIN into the **"LL 84/87 Lookup"** to use Building Details r
The current LL84 report can be found here: https://data.cityofnewyork.us/Environment/NYC-Build
The LL 84/87 Look can also provided the building's approximate distance to the Steam Main in the
For Multifamily buildings, User can enter the number of units in the **"Additional Building Inputs"**

Required Building Inputs	Units/Valid Inputs	Inputs
Building Name		[redacted]
Building Type		Multifamily
Building Category		Multifamily
Building Size	Sq ft	897,790
Building Vintage	Year	1912
Current Fuel		Natural Gas
Analysis Start Year	Year	2026
Valid Building Type/Current Fuel Combination		Valid
Additional Building Inputs		
Number of Units (Input)	#	6,000
Calculated Building Details		
Building Age	#	114
Number of Units (Calculation)	#	690



LL 84/87 Lookup	Units	Inputs
BBL Number	10 Digit Whole Number (No Decimal)	[redacted]
NYC BIN	Positive Whole Number (No Decimal)	
LL84/87 Building Use		Multifamily Housing
Building Category		Multifamily
LL84/87 Building Size	Sq ft	897790
LL84/87 Current Fuel		Natural Gas
LL84/87 Number of Units	#	690
LL87 Space Heating Solution		
LL87 Water Heating Solution		
Distance to Steam Main		
Distance to Steam Main	ft	> 250 ft

Results



Steam Decarbonization Calculator Tool - Main Results Summary

Modeler:	
Date:	
Address:	

Energy Cost Scenario
- ○ Reference Case
- ◉ Decarbonized Supply
- ○ User Provided

LL97 Emissions Scenario
- ○ Projected Future Trajectory
- ○ LL97 Trajectory
- ◉ Clean Steam Credit

LL97 Emissions Scenarios:
- **Projected Future Emissions Coefficients** – emissions coefficients based on June 2024 presentation by the NYC Department of Buildings showing projections for decarbonized electricity and district steam supplies
- **LL97 Emissions Coefficients** – emissions coefficients set to the most recent LL97 guidance by the NYC Department of Buildings
- **Clean Steam Credit Emissions Coefficients** - emissions coefficients set to the most recent LL97 guidance that incorporates a Steam emissions credit

Total Cost Summary

Under the Decarbonized Supply Cost Scenario and Clean Steam Credit Emissions Scenario:

	Annual	2026 to 2050
Total Electrification Costs through 2050	**$11,570,000 - $16,520,000**	**$289,300,000 - $413,000,000**
Total Steam Costs through 2050	**$6,800,000 - $7,110,000**	**$170,100,000 - $177,800,000**
Through 2050 Steam is less expensive than Electrification by:	**$4,500,000 - $9,700,000**	**$111,600,000 - $242,900,000**

Energy & Emissions Summary - The Building

Under the Decarbonized Supply Cost Scenario and Clean Steam Credit Emissions Scenario:

	Energy Consumption			Emissions through 2050 (tCO2)	Net Impact			
	Electricity (MWh)	Natural Gas (therm)	District Steam (Mlb)		Electricity (MWh)	Natural Gas (therm)	District Steam (Mlb)	Emissions
Business as Usual	6,033	394,397	0	66,329		N/A		
Electrification	9,650	0	0	18,153	3,617	(394,397)	0	(48,176)
District Steam	6,033	0	26,880	39,823	0	(394,397)	26,880	(26,507)

For more information on the Calculator and the underlying analysis or to discuss the potential of decarbonized district steam for your projects, please contact **steamsales@coned.com** or **212-460-2011**.

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Results

Steam Decarbonization Calculator Tool - Summary Dashboard

Modeler:	
Date:	
Address:	

For more information on the Calculator and the underlying analysis or to discuss the potential of decarbonized district steam for your projects, please contact **steamsales@coned.com** or **212-460-2011.**

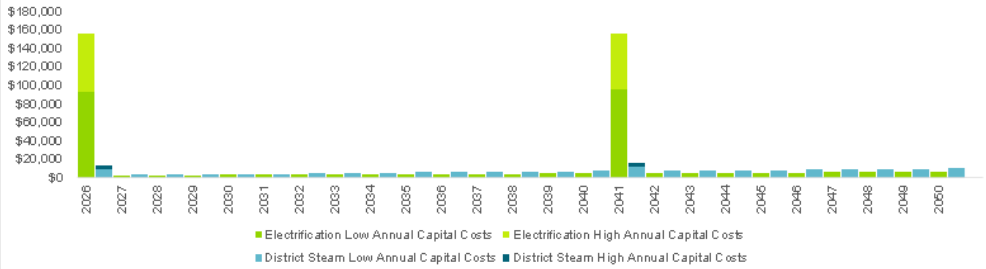
Scenario Inputs on Summary Dashboard tab

Selected Energy Cost Scenario	**Decarbonized Supply**
Selected Emissions Scenario	**Clean Steam Credit**

LL97 Emissions Scenarios:
- **Projected Future Emissions Coefficients** – emissions coefficients based on June 2024 presentation by the NYC Department of Buildings showing projections for decarbonized electricity and district steam supplies
- **LL97 Emissions Coefficients** – emissions coefficients set to the most recent LL97 guidance by the NYC Department of Buildings
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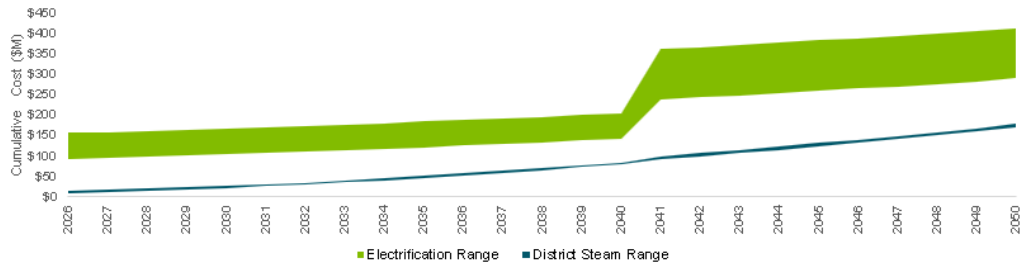
Annual Cost Summary

[redacted] - District Steam vs. Electrification Annual Cost Summary



Cumulative Cost Summary

[redacted] - District Steam vs. Electrification Cumulative Cost Summary



District Steam - Decarbonized Supply Scenario

Cost Type	Total through 2050 ('000s) Low Estimate	High Estimate
Energy Costs	$158,416	$158,416
Capital Cost	$11,571	$19,286
Operations & Maintenance Cost	$77	$77
LL97 Compliance Penalty	$0	$0
Incentives	$0	$0
Total	$170,065	$177,779
24 Year NPV	$92,906	$98,683





Electrification - Decarbonized Supply Scenario

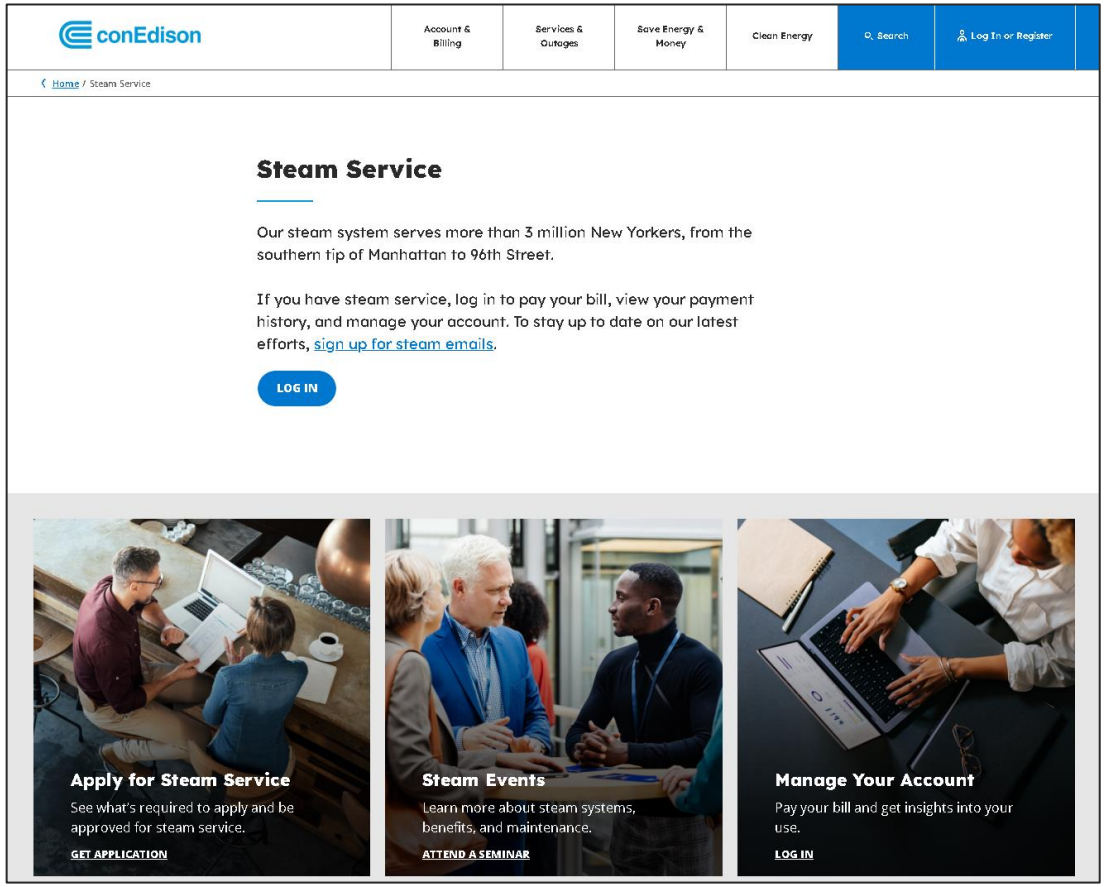
Cost Type	Total through 2050 ('000s) Low Estimate	High Estimate
Energy Costs	$106,346	$106,346
Capital Cost	$185,439	$309,064
Operations & Maintenance Cost	$1,546	$1,546
LL97 Compliance Penalty	$0	$0
Incentives	($4,000)	($4,000)
Total	$289,330	$412,956
24 Year NPV	$190,616	$281,092





Prepare for Launch

- Finishing touches happening now
- The calculator will be live on our **conEd.com/steam** site later this spring
- We'll host a webinar to introduce the tool and answer questions
- We'd love your feedback!



Rate Case Proposals

Joanna Yager *General Manager, Steam Services*



Joanna Yager

General Manager, Steam Services

Customer Discount Proposals

- Air Conditioning Program
  - Offers lower rate for steam AC customers after a minimum threshold
  - Supports system efficiency and use of low-emissions resources
- New Customer Discount
  - Designed to overcome financial barriers to connecting to steam
  - Supports long-term affordability of the steam system

Emissions Reduction Proposals

- Voluntary Clean Steam Program
  - Customers opt into a program that will allow customers to advance their own GHG goals more quickly than the central steam system can decarbonize
- Renewable Natural Gas Purchases
  - Tariff change to purchase renewable natural gas and associated environmental attributes
  - Aims to be recognized under CLCPA and LL97 as emission free for use

Fireside Chat: Steam Best Practices

Ryan Fletcher *Chief Engineer, Rudin*

About The Steamies

Created in 2025, the Steamy Awards recognize excellence in steam-room maintenance.

Five awards are presented: one for each of the four scoring categories, plus one grand prize – the winner of which takes home the coveted Golden Valve Award!



Cleanliness



Friendliness



Lighting



Ease of Access

The 2025

Golden Valve Award Winner

345 Park Ave.

Property Manager: Rudin Mgmt



conEdison

2025 Golden Valve Winner – Rudin Mgmt





Steamies 2026

- Judging period August/September
- No action needed to participate
- The winner will be announced at the Fall Building on Steam Seminar on October 1
- Good luck!

THE STEAMIES®

Featuring the prestigious Golden Valve Award™

C Cleanliness

F Friendliness

L Lighting

A Ease of Access



Steam Events

Casey Eugenio *Specialist, Steam Ops Communications*

Steam Events: What do we offer?



Log On & Learn
Webinars



Building on Steam
Seminars



Hands-On
Trainings

Upcoming Events

DATE	TOPIC
May 7	Log On & Learn Webinar: Negotiated Fuel Cost Program
May 21	Hands-On Steam Training
June 3	Log On & Learn Webinar: Main Shut Offs
August 6	Hands-On Steam Training
October 1	Fall Building on Steam Seminar
October 8	Hands-On Steam Training
October 27	Log On & Learn Webinar: Negotiated Fuel Cost Program
Coming soon!	Log On & Learn Webinar: Cost Comparison Calculator

Scan QR code
to register!



Contact Us

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Steam Emergency

1-800-75-CONED (1-800-752-6633)

Steam Billing

1-212-780-8855

Steam Business Development group

1-212-460-2011 or SteamSales@conEd.com

Closing Remarks

Amy Haag *Vice President, Steam Operations*

Building ON Steam

Amy Haag

Vice President, Steam Operations



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