Commercial & Industrial 2020 Program Kick Off

2/28/2020
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Agenda

• 2019 Recap

• 2020 program year
  – Program Manual
    • Program Updates
    • Incentive Updates (Electric and Gas)
    • Measure Requirements Updates
  – Non Pipe Solutions
  – Non Wires Solutions Adders

• Incentive Navigator Updates
  – Intro
  – Incentive Navigator Features
  – Helpful Tools and Tips
  – Q1 Future Updates

• Future Webinars

• Summary
Recap - Large C&I 2019 Accomplishments

- $21+ million incentives
- 95+ million kWh annual savings
- 113,000+ dth annual savings

Equates to...

73,150 Metric Tons of CO2
Program Manual Updates

Major Updates for version 1.1, 2020

• Program Updates
  – All projects must be completed by November 15th
    • Completed is defined as all project documentation submitted, project is installed and ready for post-inspection
  – Wish to become a Participating Contractor?
    • Must submit a project in the program prior to becoming a Participating Contractor
  – New Con Edison Tools
  – Lighting - DLC Categories Updates
  – **Interruptible gas customers Rate 1 and 2 are eligible for gas incentives**
  – **Gas project incentive cap raised to $750K**
  – **Invoice Requirements**

• Incentive Updates
  – Program project incentive cap raised to 70% (both prescriptive and custom)
  – Removed kW incentives for custom measures
  – **LED Prescriptive Incentive Updates**
    • Higher Incentives for New Fixtures
  – **Non Lighting**
    • HVAC
    • Refrigeration
    • Custom
  – **Gas measures**
    • Steam trap and pipe insulation projects have new incentive rates and requirements
    • Custom
Program Updates- Program Manual

– All projects must be completed* by November 15th
  • Completed is defined as all project documentation submitted, project is installed and ready for post-inspection

Project Eligibility

In addition to all other requirements, all projects must also meet the following:
  • All projects must be completed (all documents received, and project is ready for post-inspection) by **November 15, 2020** in order to be guaranteed for 2020 incentive rates. Incentives for projects completed after this date may be reduced.

– Wish to become a Participating Contractor?
  • Must submit a project in the program prior to becoming a Participating Contractor

Participating Contractor Eligibility

All Contractors who participate in the Con Edison Commercial and Industrial Program must be approved Participating Contractors and meet the following requirements:

  • Complete a Participating Contractor application and submit a project into the C&I program. The Participating Contractor application will not be approved until the associated project is submitted to the C&I program for incentives
Program Updates- Program Manual (Continue)

- Gas project incentive cap raised to $750K

Incentive Payments
Prescriptive and custom incentives cannot exceed 70% of the customer’s project cost for eligible measure(s) or 100% of each measure cost. Total incentives are capped at $1,000,000 for electric projects and $750,000 for gas projects, per account per year. Material and Labor costs submitted are subject to Con Edison review and

- Interruptible gas customers Rate 1 and 2 are eligible for gas incentives

Customer Eligibility
- Commercial customers, over 100 kW average peak demand on a rolling 12-month basis, who pay into the EE Tracker are eligible for C&I incentives, excluding Multifamily buildings. Commercial customers between 100-300 kW may also choose to participate with Con Edison through the Small Business (SMB) Program.
- For gas projects, all customers with Firm gas heating account and interruptible accounts (Rate 1 or 2) are eligible.
Program Updates – New Con Edison Tools

- Con Edison Electric Tool
  - New Version 20.1
- Con Edison Gas Tool
  - New Version 20.1
- Con Edison Steam Trap Survey
  - Version 20.1
- Con Edison Pipe Insulation Survey
  - Version 20.1
- Elevator Modernization (New)
  - Version 20.1
Program Updates – Electric Measures, Lighting and Controls

One For One Lighting Replacements

• New Fixtures
  o Expanded Category:
    • Direct Linear Ambient Luminaires and Linear Ambient Luminaires w/Indirect Components

• Retrofit Kits
  o New Category:
    • Retrofit Kit for Direct Linear Ambient Luminaires and Linear Ambient Luminaires w/Indirect Components
  o Updated Category:
    • Retrofit Kit for High/Low Bay Luminaires for Commercial and Industrial Buildings
  o No longer eligible in the program:
    • Retrofit Kit for Parking Garage Luminaires
    • Retrofit Kit for Fuel Pump Canopy Luminaires
    • Retrofit Kit for Outdoor Pole/Arm-Mounted Area, Roadway and Decorative Luminaires
    • Retrofit Kit for Outdoor Full-Cutoff Wall-Mounted Area Luminaires
  ➢ Starting 2020 will be incentivize through Instant Lighting Program

Interior Lighting Controls

• Added Networked Controls incentives for Gut Renovations (LPD)
Incentive Updates – Electric Measures and Custom

• Project Incentive Cap raised to 70%
• One for One Fixture Replacement – Doubled Incentives per Fixture
• Interior Lighting Controls
  • Networked Controls (LPD) – $0.16/kWh
• HVAC Measures
  o Single – Package Vertical Air Conditioner (SPVAC) - $0.45/kWh
  o Single – Package Vertical Heat Pump (SPVHP) - $0.45/kWh
  o Variable Refrigerant Flow (VRF) Systems - $0.45/kWh
• Refrigeration Measures
  o Updated two measures
    • Added Refrigerated Case Replacement Measure—$0.16/kWh
    • Compressor Rack System Incentive Increased—$0.45/kWh.
• Extended Life/Early Replacement - $0.45/kWh
  o No Incentives for kW savings
• Elevator Modernization - $0.25/kWh
• All other Custom Measures - $0.45/kWh
  ➢ kW incentives are no longer available in the program
Incentive Updates – Gas Measures (Steam Traps)

New Incentive Structure and Rates

- $750/failed trap up to 70% of project cost
- Survey - 50% of survey cost up to $5,000
  - Survey will be incentivized as long as project is completed in the program

Project Requirements

- Application Package Includes:
  - Completed Application
  - Completed Steam Trap Survey Tool – includes all surveyed traps (failed and operational)
  - Invoice for Survey Cost
  - Spec Sheets
  - Boiler Pictures (Name Plate and System)
  - W-9

➢ Additional detailed requirements are listed in the new program manual
Incentive Updates – Gas Measures (Pipe Insulation)

New Incentive Structure and Rates

• Pipe Diameter ≤ 2” - $10/Linear Ft
• Pipe Diameter > 2”- 8” - $15/Linear Ft
  - Up to 70% of project cost

Project Requirements

• Application Package Includes:
  - Completed Application
  - Completed pipe insulation Survey Tool
  - Spec Sheets
  - Boiler Pictures (Name Plate and System)
  - W-9

➢ Additional detailed requirements are listed in the new program manual
Incentive Updates – Custom Gas Measures

• New Rates and Caps

<table>
<thead>
<tr>
<th>Measure</th>
<th>Incentive</th>
<th>Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boiler Outside Air Reset Controls</td>
<td>$2</td>
<td>Per Therm</td>
</tr>
<tr>
<td>TRM measures not listed in this manual</td>
<td>$2</td>
<td>Per Therm</td>
</tr>
<tr>
<td>Custom insulation (i.e. Pipe Insulation for pipes with diameter higher than 8” and Thermal Jackets)</td>
<td>$4</td>
<td>Per Therm</td>
</tr>
<tr>
<td>Other Custom Gas measures</td>
<td>$7</td>
<td>Per Therm</td>
</tr>
</tbody>
</table>

➢ All projects are capped at 70% of project cost

• Requirements

Follow New Custom Projects Technical Requirements
Measure Requirements Updates - Program Manual

Major Updates for Program Manual

- Lighting for Gut Renovations
  - Added requirements around COMcheck
- VFDs
  - Refined measure requirements
- Refrigeration Measures
  - Added Case Replacement and Compressor Rack System
  - Strip Curtains
    - Refined measure requirements
- Elevator Modernization – Considered as paid for performance measure
  - Requirements for this measure can be found in NYS TRM, Here.
  - New tool can be found on program website
- Data Centers Equipment – have defined technical requirements under custom measures
- Gas Measures
  - Steam trap and pipe insulation have new requirements and process for project submission
C&I Non-Pipeline Solutions:

- Eligibility (Same as C&I)
- Measure & Incentive Offerings (Same as C&I)
- Implementation Process (Same as C&I)
C&I Non-Wires Solutions Bonus Incentives Available in parts of Brooklyn & Queens*

Bonus Incentives:

- Additional 15% for interior LED lighting
- Additional $800 / kW for select other measures
- Pre & post installation inspection required
- Non-lighting measures require additional Measurement & Verification
- Incentive paid after post installation inspection

Visit coned.com/neighborhoodcommercial for more information

*Email dsm@coned.com to verify account eligibility
Navigating the Incentive Navigator

Incentivenavigator.coned.com

Proprietary Software for Registered Participating Contractors

Create estimates, convert and submit applications, schedule pre-inspections right away

The only way for Participating Contractors to submit projects in the program!
Estimates Calculator

Main Dashboard includes:

• Important Program Notifications
• Create New Estimate
• Check Customer Eligibility

• Recent Estimates Dashboard
Creating an Estimate and Converting it to an Application: Checking Customer Eligibility

1. 

2. 

3. 

In order to submit a project, you must first confirm whether or not the customer is eligible for the program.
Creating a Project Directly on the Project Portal

Selecting a Program

Program Selection: is where you select the program you want to submit a project to.

By clicking Apply you will start the application process for the program you selected.

Note:
The ability to create a Project Application through the programs tab will be disabled in Q1 2020. All projects will begin as an estimate before proceeding to application.
You can select the day you want to schedule your pre-inspection using the calendar widget and pressing Schedule Reservation.
Helpful Tools and Tips

Important information to note:

- **Estimator** - New Feedback Form, you can contact your representative.

- **Project Portal** - New Help Form to submit inquires, questions, issues, etc.

- **Incentive Navigator Reference Manual** - Guide Participating Contractors on using the platform

- **Preferred Browsers**: Google Chrome, Mozilla Firefox

- Make sure that all emails entered in the application, and account profile are correct, because notifications from the Incentive Navigator will be sent out to those emails.

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Hello, I'm your Representative

My name is Mahdi Jawad. I'm your representative for the ConEdison Commercial & Industrial Incentive Program. Feel free to contact me anytime with questions about your projects or the program. I'm here to ensure you have a positive experience with the C&I program.

✉️ JAWADM@CONED.COM
📞 917-670-1356
IT Considerations & Troubleshooting

Help Form

The Help Form page allows Participating Contractors to submit a “Case” to Con Edison for review.

- Streamline submission of issues
- Facilitate an effective way to resolve those issues

More Information on how to submit a Case is available on our Reference Manual
Future Updates for the Incentive Navigator

New (Live) Features

- Custom Naming of estimates for better tracking of potential projects
- Create estimate for custom measures

Future Updates Q1 2020

- All prescriptive and custom projects must begin with an estimate. The ability to create a project directly (Programs tab) will be disabled
Future Webinars

- Steam Trap & Linear Pipe Insulation Project Submission Process 3/5/2020
- Incentive Navigator, Estimator and Scheduler
- Participating Contractor Training
Summary

• Program Updates
  o Important deadlines for project completion – November 15th
  o New Participating Contractor Requirement
    – Must submit a project in the program prior to becoming a Participating Contractor
  o **Gas Interruptible customers are eligible for gas incentives**
  o **Gas Incentive projects are capped at $750K**

• Invoice Requirements
  o New Program Documents
    – New Application
    – New Con Edison Tools
      • Updated Electric and Gas Tools
      • New Steam Trap and Pipe Insulation Surveys
      • **Elevator Modernization Estimator**
    – New Custom Technical Guides
  o Lighting – DLC Category/Energy Star Updates
  o Lighting Controls – Added new category
  o Non Lighting – Changes in Multiple Measures
Summary

• New Incentive Rates for Electric and Gas Measures
  o Increased Incentive levels per measure
  o Cap Rules Increased to 70% of project cost
  o Custom project only incentivize kWh Savings (kW Savings is no longer incentivized)

• New Measure Requirements
  o Reference Program Manual for updated requirements

• NPS & NWS Targeted Incentives
  o Non Pipe Solutions – Similar to Commercial & Industrial gas program
  o Brooklyn and Queens – Electric Adder Incentives up to $800/kW on custom projects.

• Incentive Navigator Updates
  o 2020 Measures Available
  o Helpful Tools and Tips
  o Q1 recent and Future Updates
Thank You!

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