

2025 Commercial & Industrial (C&I) Energy Efficiency Program Kick Off

Speakers:

Michael Tierney, Program Manager

Aly Matchett, Deputy Program Manager

Stephanie King, Deputy Program Manager

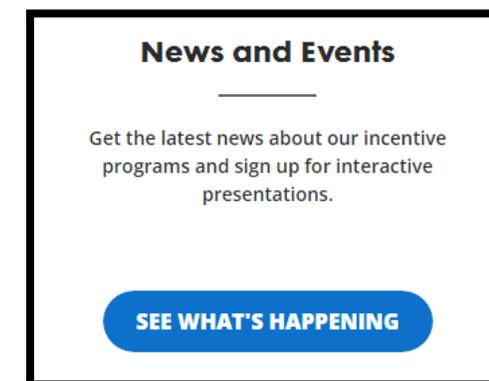
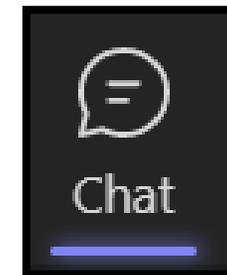
Andrew Kringas, Trade Ally Manager

December 3, 2024

Commercial & Industrial Energy Efficiency Program

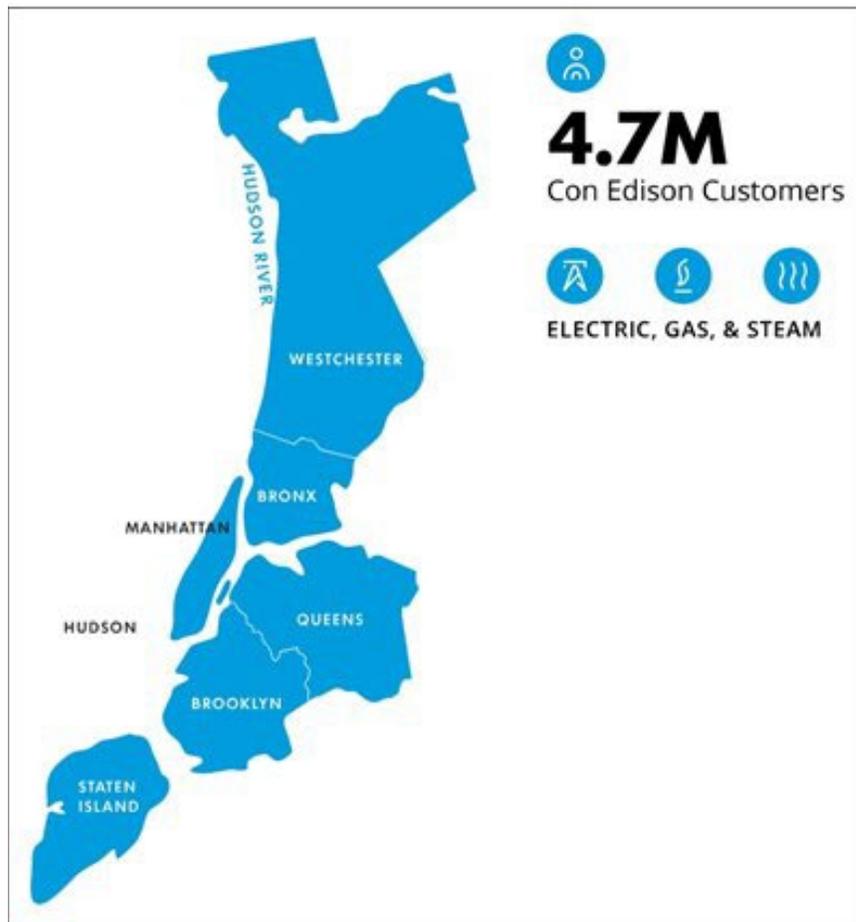
Webinar Logistics

- If you are having trouble viewing the slides, close and reopen teams
- If you have any questions during the webinar, please write them in the chat box – Questions will be answered at the end of the webinar
- A recording of this webinar will be available on the [C&I News and Events page](#)



Commercial & Industrial Energy Efficiency Program

About ConEdison



- Information specific to the Commercial & Industrial Energy Efficiency Program in Con Edison's service territory.
- Target Audience:
 - Con Edison C&I Customers
 - C&I Participating Contractors
 - Contractors interested in becoming Participating Contractors

Commercial & Industrial Energy Efficiency Program

Agenda

C&I Program Overview

- Program Achievements
- Program & Measure Eligibility
- How to Apply & What to Expect
- 2024 Program Year Closeout

2025 Program Updates

- Program Manual Overview
- New Incentive Rates
- New Measure Offerings
- Bonus Incentive Offerings
- Con Edison Tools & Calculators
- Best Practices & Lessons Learned

C&I Participating Contractors

- How to Apply
- Benefits of becoming a Participating Contractor

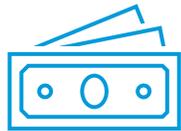
Q&A

Program Overview



Commercial & Industrial Energy Efficiency Program

Overview



Get Paid to Upgrade and Save Money

Receive incentive payments for energy efficiency systems that can significantly reduce your energy bills.



Enhance Operational Efficiency

Implementing energy-efficient technologies often leads to improved operational performance.



Increase Marketability & Brand Image

Energy-efficient buildings are more attractive to buyers and tenants, potentially increasing property values and rental income.



Local Law Compliance

Aim for net zero emissions by 2040, by electrifying your building. Energy efficiency reduces greenhouse gas emissions and other pollutants, contributing to a cleaner environment.



Partner with our Business Development Team

Not sure where to start? Reach out to commercial@coned.com and a Business Development Manager will help outline your needs and provide solutions.

Commercial & Industrial Energy Efficiency Program

Common Building Types



Offices



Warehouses



Schools



Hotels



Hospitals



Large Retail

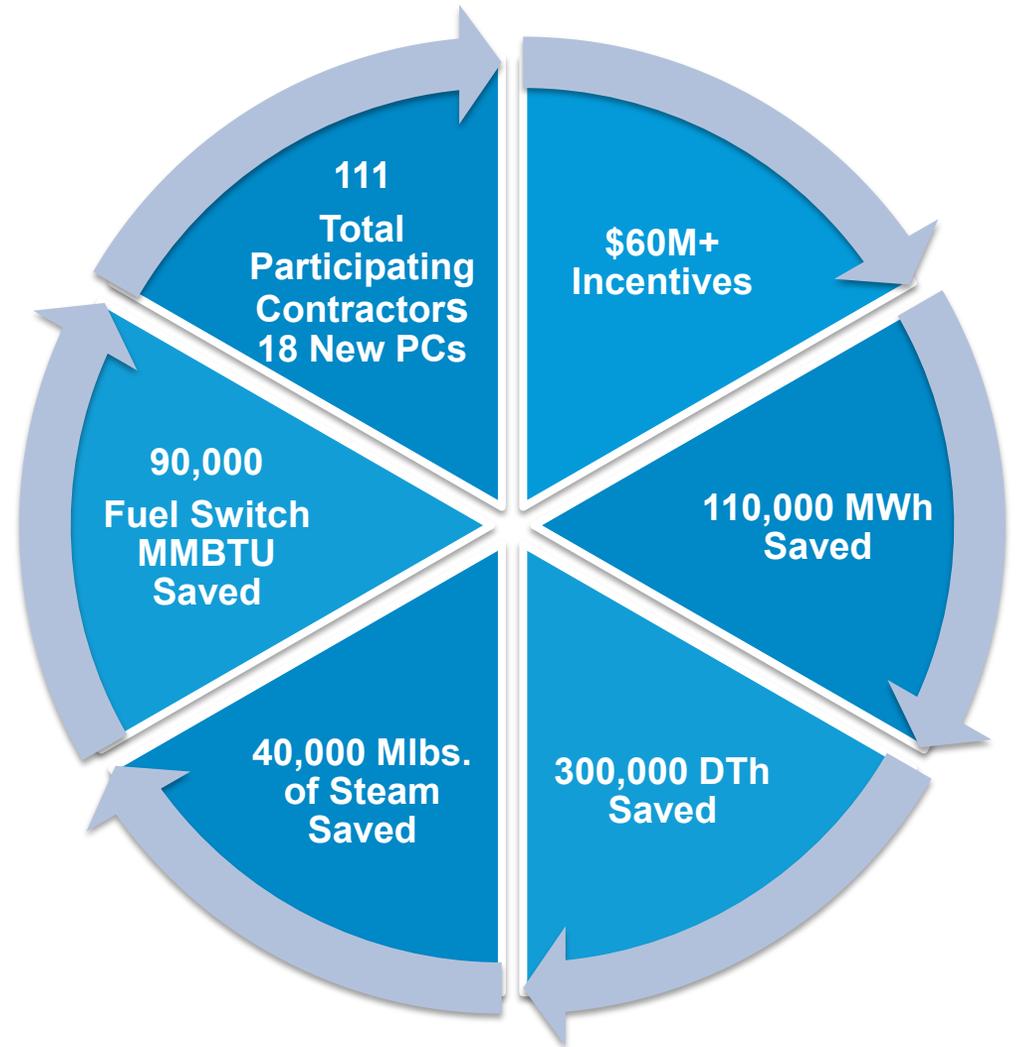
Commercial & Industrial Energy Efficiency Program

Achievements

In the past 2 years, Con Edison has paid **60+ million** in cash incentives to commercial and industrial customers.

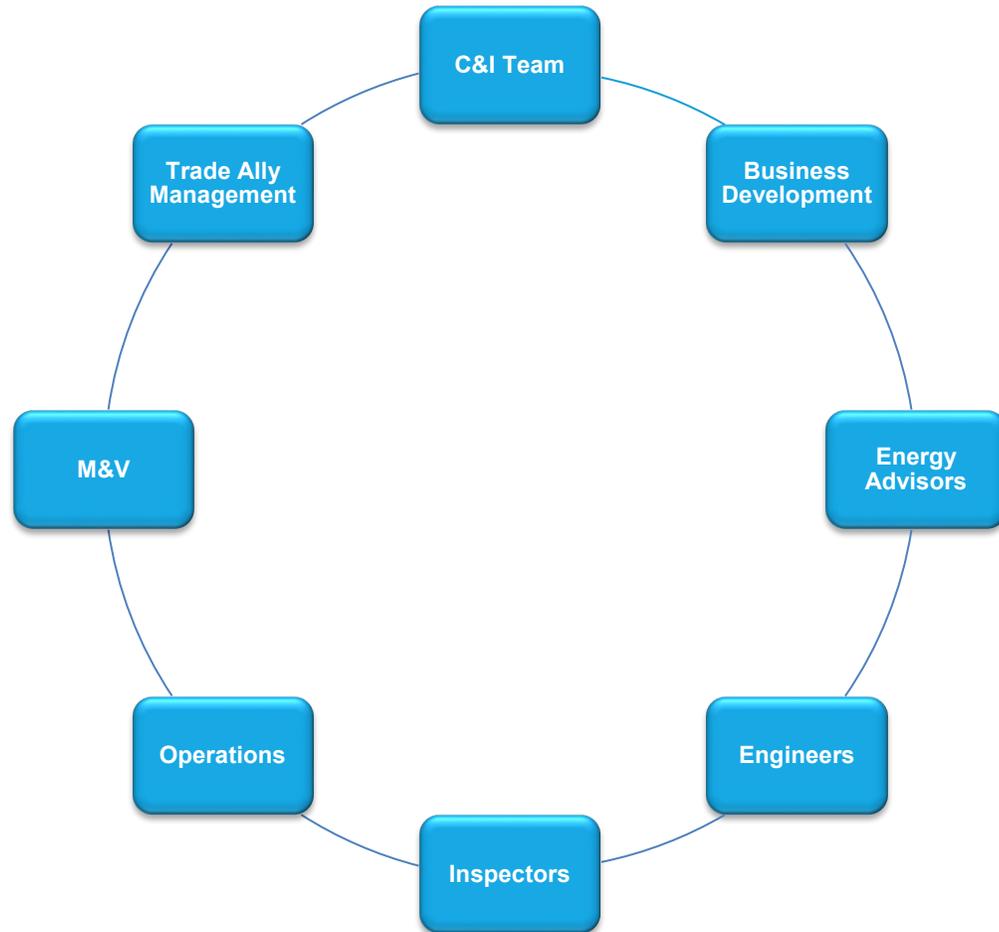
This has reduced the carbon footprint by **4,700 metric tons**, which is equivalent to **12 Million** miles driven by an average gasoline vehicle.

Thank you to our customers and participating contractors!



Commercial & Industrial Energy Efficiency Program

Meet the C&I Team



- Knowledgeable and experienced team, managed in-house
- C&I Program Team
 - Michael Tierney – Program Manager, tierneym@coned.com
 - Aly Matchett – Deputy Program Manager, matchetta@coned.com
 - Stephanie King – Deputy Program Manager, kingste@coned.com
- Work hand in hand with C&I customers and Participating Contractors to submit and process projects

Commercial & Industrial Energy Efficiency Program

Eligibility

- **Eligibility for Projects with Electric Saving Measures**

- All customers with a Con Edison commercial electric account over 100 kW average peak demand on a rolling 12-month basis are eligible for C&I incentives, excluding Multifamily buildings.

- **Eligibility for Projects with Gas Saving Measures**

- All customers with Con Edison commercial gas accounts are eligible except customers with a service class of SC-14 or customers receiving service via a negotiated contract.

- **Eligibility for Projects with Steam Saving Measures**

- Have an eligible Con Edison electric account, active Con Edison steam service.
- Measure must save both Con Edison electric energy and Con Edison steam energy.

- **Eligibility for Projects with Fuel Oil Measures**

- Have an eligible Con Edison electric account
- Provide annual fuel oil usage and proof of purchase
- Measure must save both Con Edison electric energy and fuel oil

- Project must be in an existing facility.
- Equipment must be installed after customer receives a Notice to Proceed from Con Edison.
- Cannot apply or received an incentive from NYSERDA, Con Edison or another utility for the same project.
- All projects must be completed (all documents received, and project is ready for post inspection) by October 15, 2025 to be guaranteed for 2025 incentive rates. Incentives for projects completed after this date may be reduced.

Commercial & Industrial Energy Efficiency Program

Eligible Measures

Smart Building Electrification

Building Envelope

Advanced Controls for Heating Electrification

Waste Heat Recovery

HVAC

Fuel Switch – HVAC Replacement

Chiller Replacement

Boiler & Furnace Replacement

Unitary Air Conditioners

Packaged Terminal AC (PTAC)

Chiller Tune-Ups

Boiler Tune-Ups

HVAC Controls

Building Automation Systems

Steam Trap Repair and Replacement

Boiler Outside Air Reset Controls

Demand Control Ventilation

Motors & Drives

Air Compressors

Variable Frequency Drives (VFDs)

EC Motor – HVAC

Refrigeration

Refrigerated Case Replacement

Compressor Rack System

Electronically Commutated Motors

Refrigerated Night Covers

Door Gaskets

Strip Curtains – Freezer and Cooler

Other Eligible Measures

Prescriptive & Custom Pipe Insulation

Elevator Modernization

Telecommunication Switch Modernization

Faucet Aerators & Pre-Rinse Spray Valves

Incentives up to 50% of total project cost!

Commercial & Industrial Energy Efficiency Program

Applying for Incentives



- Who can you submit your application documents to?
 - Business Development Managers
 - E-mail: Commercial@conEd.com
- OR
- C&I Approved Participating Contractors
 - Managed by our Trade Ally Team

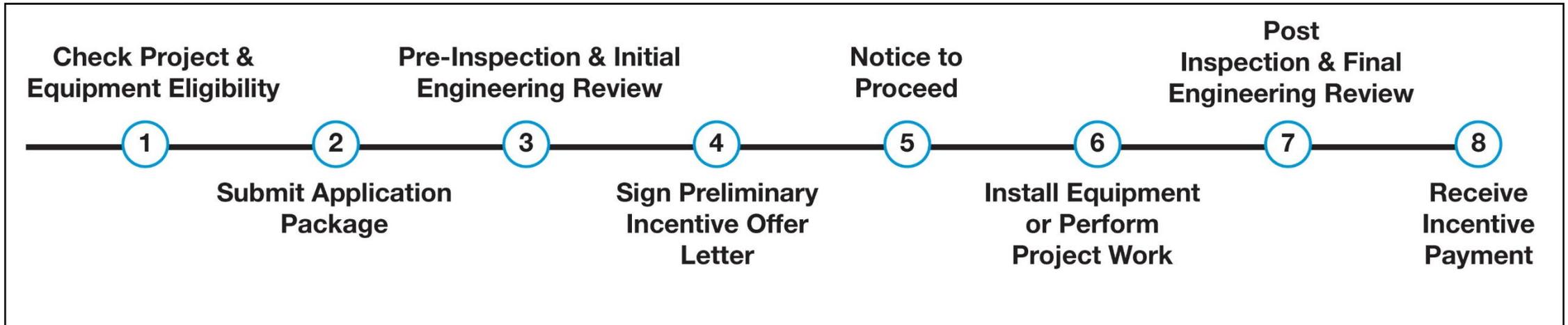


- Which documents are required to apply?
 - C&I Program Application
 - Customer Proposal/Statement of Work
 - Tool / Energy Analysis
 - W-9 of Incentive Recipient
 - Cut Sheets
 - DLC Screenshots (if applicable)

Link: [C&I EE Program Website](#)

Commercial & Industrial Energy Efficiency Program

Program Process

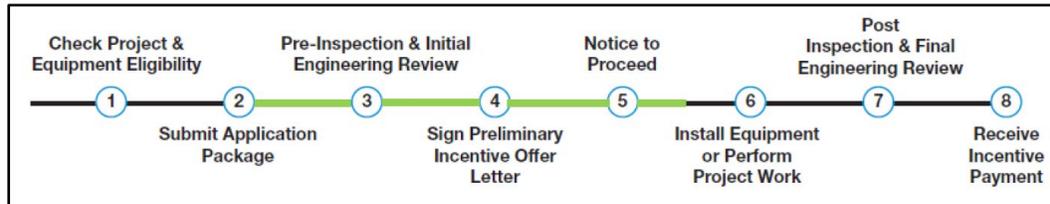


 Equipment must be installed after the customer receives a **Notice to Proceed** from Con Edison.

Commercial & Industrial Energy Efficiency Program

Scope of Work Change Form

- **When should this form be submitted?**
 - Once a customer or Participating Contractor has determined that their scope of work has changed from their original application or NTP, this form should be submitted to the C&I team for approval of the proposed change in scope of work before the new work begins.
- **The following diagram represents when a scope of work change form can be submitted (highlighted in green):**



- **What happens next?**
 - Once you submit this form along with all required supporting documentation, the C&I team will review your proposed change in scope and determine eligibility for the program. If your change is approved, we will send you a NTP so you may begin the installation of your project.

Scope of Work Change Form Information

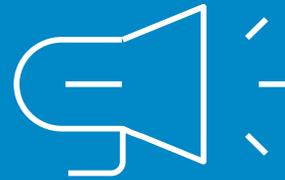
- Date
- C&I Project ID #
- Customer Name
- Participating Contractor
- Company Name
- Project Completion Date
- Description of Scope Change
- Additional Documents
 - Updated Project Cost Estimates
 - New cut sheets & DLC / Energy Star Screenshots
 - Revised Con Edison tool/calculator
 - Revised Custom Calculations (for custom projects)
 - Pictures
 - Reason for SOW change

Commercial & Industrial Energy Efficiency Program

2024 Program Year Closeout

- **Program Focus for December**
 - Closing out a high volume of projects in the next 2 to 4 weeks
 - Complete all open post inspections
 - Complete all open final engineering reviews
- **Is your project installed?**
 - Submit your completion certificates and invoices ASAP (they were due 11/15)
- **Incentive Navigator (PC Portal) 2024 Estimate Closeout**
- **New applications for 2025**
 - Submit them when you are ready
 - Will be reviewed as we close out all post inspections and final engineering reviews for 2024
 - Please expect some delays for new application reviews

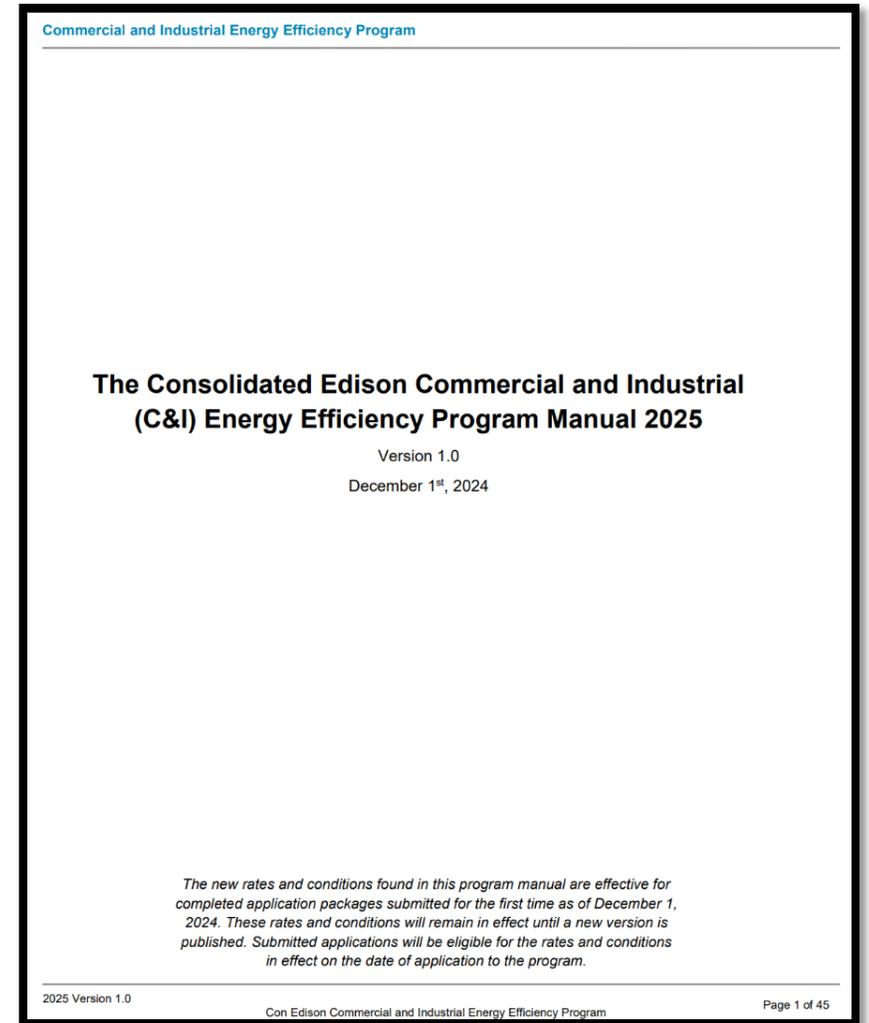
Program Updates



Commercial & Industrial Energy Efficiency Program

What's New – Program Year 2025

- **New Program Manual – Version 1.0 for 2025 Program Year**
 - Effective: December 1st, 2024
- **New Incentives Rates:**
 - Building Envelope
 - Waste Heat Recovery
 - Boiler – Outside Air Reset Controls
 - Prescriptive & Custom Pipe Insulation
- **We've made updates to the following sections:**
 - Prescriptive lighting & lighting incentives for gut renovations
 - Project Eligibility – New Installation Deadlines
 - NWS Neighborhood Bonus Program
 - Chiller Tune Up & Boiler Tune Up Submission Documentation
 - Building Envelope Close out Documentation
 - Project Cost and Invoicing Requirements
- **As of 1/1/2025:**
 - Prescriptive Lighting and LPD measures are not longer eligible in the C&I Energy Efficiency Program



[Link: 2025 Program Manual](#)

Commercial & Industrial Energy Efficiency Program

Program Manual - Summary of Revisions

Section	Summary of Revisions
Prescriptive Lighting & Lighting Incentives for Gut Renovations	Removed incentive offering for all prescriptive lighting measures and lighting power density (LPD) measures.
1.5 Project Eligibility	<p>Non-Lighting – All projects must be completed and ready for post inspection by October 15th, 2025.</p> <p>Lighting – All lighting measures from existing applications must be completed and ready for post inspection by June 30th, 2025.</p>
1.9 Non-Wires Solutions (NWS)	<p>Removed incentives for prescriptive lighting and lighting power density (LPD) measures.</p> <p>Anti-Condensation Heating Controls is now available as a prescriptive measure.</p>
1.9.3 & 1.9.4 NWS Neighborhood Bonus – Eligibility	Removed of BQDM Area: Ridgewood, Richmond Hill, and Crown Heights networks and updated eligibility map.
2.1.5 Chiller Tune Up	Added photo documentation requirement in the application submission package.
2.1.6 Boiler Tune Up	

Commercial & Industrial Energy Efficiency Program

Program Manual - Summary of Revisions

Section	Summary of Revisions
2.2.2 Building Envelope – Insulation Measures	Added photo documentation requirement when submitting the completion paperwork for envelope insulation and air sealing measures.
2.4.2 Early Replacement – Custom	Updated existing equipment Effective Useful Life (EUL) requirement from having 1 year remaining to 25% remaining.
2.4.2 Early Replacement & 2.4.3 Extended Life – Custom	Defined equipment downsizing and updated required documentation.
2.4.3 Extended Life- Custom	Changed years of required maintenance costs and repairs from 3 years to 2 years.
3.0 Project Cost and Invoicing Requirements	Replaced purchase and delivery date requirement with invoice date.
Incentive Rate Changes – Increases	Increased incentive offering by 25% for Building Envelope and Waste Heat Recovery measures.
Incentive Rate Changes – Decreases	Decreased incentive offering for Boiler Outside Air Reset Controls, Prescriptive and Custom Pipe Insulation measures.

Commercial & Industrial Energy Efficiency Program

Building Envelope – Increased Incentive Rate

Program Manual, Section 2.2.2

Measure Description

- This measure includes window replacement, installation of secondary window systems, exterior wall and roof insulation, or other upgrades to existing building envelope that reduce energy losses.

Program Tools

- Building Envelope Tool
- Building Envelope Technical Guidelines

Measure Eligibility

- Electric – All electric customers with a Con Edison commercial account over 100 kW average peak demand on a rolling 12-month basis, excluding Multifamily buildings
- Steam – Have an eligible Con Edison electric account, active Con Edison steam service.
- Gas – All customers with Con Edison commercial gas accounts are eligible except customers with a service class of SC-14 or customers receiving service via a negotiated contract.

Measure	Commodity	Base Rate	Rate Unit
Building Envelope	Electric	\$0.85	Per kWh Saved
	Steam	\$150	Per Mlb Saved
	Gas	\$25	Per Therm Saved

Commercial & Industrial Energy Efficiency Program

Waste Heat Recovery - Increased Incentive Rate

Program Manual, Section 2.2.9

Measure Description

- Systems that beneficially reuse waste heat for the purposes of providing space conditioning or domestic hot water heating in a building.
- Waste heat recovery technologies include but are not limited to heat recovery ventilators, and energy recovery ventilators, as well as other non-heat pump HVAC measures.

Measure Eligibility

- Electric – All electric customers with a Con Edison commercial account over 100 kW average peak demand on a rolling 12-month basis, excluding Multifamily buildings
- Steam – Have an eligible Con Edison electric account, active Con Edison steam service.
- Gas – All customers with Con Edison commercial gas accounts are eligible except customers with a service class of SC-14 or customers receiving service via a negotiated contract.
- Heat pumps, heat pump chillers, and heat recovery chillers are not eligible for incentives through this program; however, they may apply for incentives through the C&I Clean Heat Program.

Measure	Commodity	Base Rate	Rate Unit
Waste Heat Recovery	Electric	\$0.56	Per kWh Saved
	Steam	\$100	Per Mlb Saved
	Gas	\$10	Per Therm Saved

Commercial & Industrial Energy Efficiency Program

2025 New Base Incentive Rates

Important Dates

- Starting **December 1, 2024**

Measure	Commodity	Base Rate	Rate Unit
Building Envelope	Electric	\$0.85	Per kWh Saved
	Steam	\$150	Per Mlb Saved
	Gas	\$25	Per Therm Saved
Waste Heat Recovery	Electric	\$0.56	Per kWh Saved
	Steam	\$100	Per Mlb Saved
	Gas	\$10	Per Therm Saved

Important Dates

- Starting **January 1, 2025**

Measure	Base Rate	Rate Unit
Boiler – Outside Air Reset Controls	\$1	Per Therm Saved
Custom Pipe Insulation	\$2	Per Therm Saved
Linear Pipe Insulation – Bare pipe with diameter greater than 8", up to 16"	\$2	Per Therm Saved

Commercial & Industrial Energy Efficiency Program

2025 New Installation Deadlines

Lighting Measures

- You must finish the installation and submit the required paperwork by **June 30, 2025**

Non-Lighting Measures: Electric, Steam and Gas

- You must finish the installation and submit the required paperwork by **October 15, 2025**

Commercial & Industrial Energy Efficiency Program

Measures No Longer Eligible

Lighting and Lighting Controls

- LED Fixtures or Retrofit Kits
- Refrigerated Display Case LED Fixtures
- Bi-Level Lighting
- Lighting Power Density (LPD)
- One-for-One Daylight Dimming, Daylight Stepped, or Occupancy
- LPD Networked Controls

Refrigeration

- Refrigerated Display Case LED Fixture (Low/Med. Temperature) - 4 Feet
- Refrigerated Display Case LED Fixture (Low/Med. Temperature) - 5 Feet

Have a lighting project on the horizon in 2025? Submit it through the [Instant Lighting Incentive Program](#).

Commercial & Industrial Energy Efficiency Program

2025 Bonus Incentives - Electric Measures

Eligible Measures:

Variable Frequency Drives (VFDs) and Custom Measures

Important Deadlines

- Submit your project application package between **December 1, 2024 – May 1, 2025**
- You must finish the installation and submit the required paperwork by **June 30, 2025**
- You must then pass our post inspection by **July 31, 2025**, confirming you installed the approved scope of work

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Custom Electric	\$0.35	Per kWh Saved	Yes	\$0.10	Per kWh Saved	\$0.45	Per kWh Saved
Variable Frequency Drives (VFDs) – Prescriptive	\$0.19	Per kWh Saved	Yes	\$0.06	Per kWh Saved	\$0.25	Per kWh

Commercial & Industrial Energy Efficiency Program

2025 Bonus Incentives - Gas Measures

Eligible Measures:

Steam Traps and Custom Measures

Important Deadlines

- Submit your project application package between **December 1, 2024 – May 1, 2025**
- You must finish the installation and submit the required paperwork by **June 30, 2025**
- You must then pass our post inspection by **July 31, 2025**, confirming you installed the approved scope of work

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Steam Trap Replacement	\$300	Per Failed Trap	Yes	\$100	Per Failed Trap	\$400	Per Failed Trap
Custom Gas Measures	\$5	Per Therm Saved	Yes	\$3	Per Therm Saved	\$8	Per Therm Saved

Commercial & Industrial Energy Efficiency Program

Efficiency Upgrades - Financing as Low as 0%



**Note: This offer does not apply to Clean Heat projects*

Low Interest Loans can help you:

- Get your project completed sooner, even if it's not in your budget
- Receive up to 100% project financing with \$0 down
- Overcome the barrier of initial project costs

To be eligible, projects must be installed by September 1, 2025

- If the customer is eligible, Con Edison will contribute up to 30% of the project incentive amount to buy down the customer's interest rate. *This is in addition to the program incentive.*

Act today and transform your space while saving on long-term energy costs!

Questions? Visit conEd.com/Financing, email EEFinancing@conEd.com or reach out to the C&I team.

Commercial & Industrial Energy Efficiency Program

Efficiency Upgrades - Financing as Low as 0%



**Note: This offer does not apply to Clean Heat projects*

Definitions

Copay = Net Cost = Total Project Costs – Con Ed Incentives

Subsidy = 30% of the Con Edison Incentive

Loan Amount = Copay – Subsidy

Example

Total Project Costs = \$150,000.00

Con Edison Incentive = \$50,000.00

Copay – Net Cost = \$150,000 – \$50,000 = \$100,000.00

Subsidy = 30% * \$50,000 = \$15,000.00

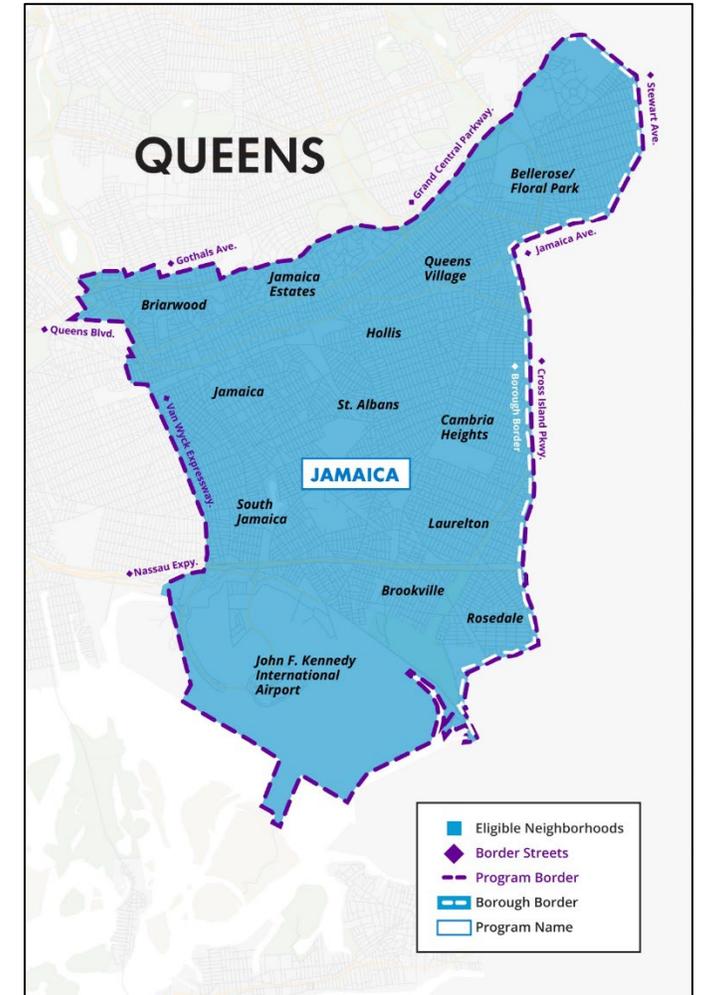
Loan Amount = \$100,000 – \$15,000 = \$85,000.00

Questions? Visit conEd.com/Financing, email EEFinancing@conEd.com or reach out to the C&I team.

Commercial & Industrial Energy Efficiency Program

Neighborhood Bonus (NWS)

- **Who's Eligible:**
 - Neighborhood bonus incentives are for eligible Southeast Queens neighborhoods.
- **Bonus Incentive Details:**
 - Eligible customers can receive \$2,000/kW for eligible electric upgrades, capped at 100% of the total project cost, including all offers through the C&I Energy Efficiency Program.
- **What's Changed:**
 - Ridgewood, Richmond Hill, and Crown Heights networks are no longer eligible.
 - Removed incentives for prescriptive lighting and lighting power density (LPD) measures.
 - Anti-Condensation Heating Controls is now available as a prescriptive measure.



For more information about eligible measures, visit conEd.com/NeighborhoodCommercial

Commercial & Industrial Energy Efficiency Program

C&I Tools & Calculators

Tools Available

- Boiler Clean and Tune Up Calculator version 24.0
- Building Envelope Tool version 25.0
- Electric Measure Tool version 25.0
- Elevator Modernization Estimator version 24.0
- Fuel Switch Calculator version 24.4
- Gas Measure Tool version 25.0
- Pipe Insulation Survey version 25.0
- Steam Trap Survey version 25.0

Commercial and Industrial Program Tools and Technical Guidelines

Review and reference these detailed guides when completing your application.

Commercial & Industrial Energy Efficiency Program

Best Practices & Lessons Learned

- When submitting project application or completion paperwork, ensure:
 - Correct information and all project documentation
 - Payee information accurate
 - Complete and Detailed Scope of Work
 - Full submission of documentation for Extended Life/Early Replacement incentives
- Prior to starting your installation:
 - Project must receive a Preliminary Incentive Offer Letter (PIOL)
 - Project must receive a Pre-Inspection (Result = Pass or Cured)
 - Project must receive a Notice to Proceed (NTP)
- When requesting a Final Post Inspection, ensure:
 - Project installation is complete
 - Equipment is fully installed, connected & operational
- During Initial & Final Engineering Review:
 - Respond promptly to queries

C&I Participating Contractors



PC Application and Compliance Requirements

Requirements To Become a PC

- Certificate of Insurance Information (COI) - Minimum \$1 million general liability coverage
- The latest version of the W-9 form available on the IRS Website
- Workers Compensation certificate (if applicable)
- At least one project ready for submission to the C&I Program
- 3 customer references

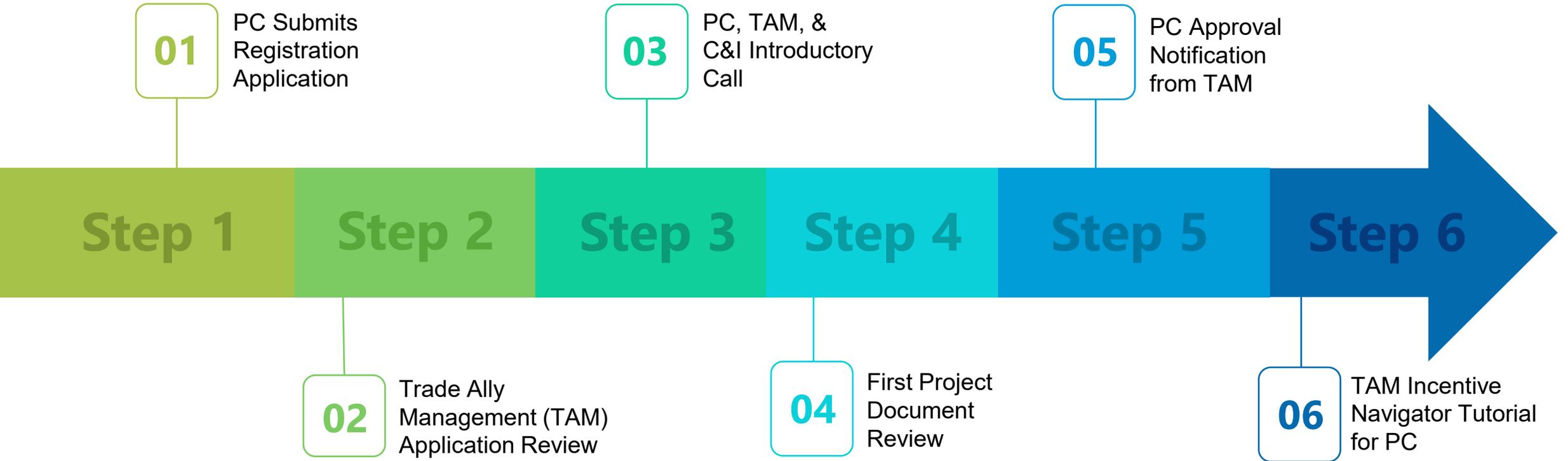
Requirements to Maintain PC Status

- Maintain a valid, dated Certificate of Insurance
- Submit an eligible project on an annual basis
- Attend C&I program training(s)
- Timely responses for Business Development Managers and Trade Ally team
- Adhere to program participation requirements (including Code of Conduct)

[Apply to become a
Participating
Contractor](#)

- **PC:** Participating Contractor

C&I PC Onboarding Process



- Steps 1-3 take 5-7 days
- Steps 4-6 timeline varies
- PC must submit **one** project to be an approved contractor

Commercial & Industrial Energy Efficiency Program

Points of Contact

Trade Ally Management Team

Will help with your Participating Contractor Registration application, PC compliance documentation, and Incentive Navigator related questions

Business Development Manager

Your assigned BDM will help you with submitting all projects, help answer any project eligibility questions and provide updates regarding your existing project pipeline

C&I Participating Contractor Benefits

PC Monthly Meetings

Listing in C&I PC Directory

Program and Marketing Tools

Access to Incentive Navigator

Co-Branding Opportunity

Utility trainings, webinars and events

Rebate and Technical Support

Assign customer incentives to your company

Con Edison Participating Contractor Monthly Meetings

- **2024 Monthly Topics Breakdown:**

- **January:** Con Edison | Programmatic Updates for 2024
- **February:** Subsidized Financing Solutions*
- **March:** Con Edison | Co-Branding Workshop
- **April:** Con Edison | C&I Fuel Switch Calculator Demo
- **May:** Con Edison | Neighborhood Program Incentives
- **June:** Professional Resources Hub Demo*
- **July:** Con Edison | QA/QC Review
- **August:** Con Edison | Standardized Objective Performance Metrics
- **September:** Con Edison | Open Forum & General Feedback
- **October:** Participating Contractor Support with NYSERDA & Financing Solutions*
- **November:** Program Closeout Reminders & Contractor Appreciation

Program Goals and Benefits

- The Clean Energy Internship Program is designed to help prepare the next generation of clean energy workers.
- Goals:
 - Provide an introduction to the clean energy industry and relevant career experiences to people entering the workforce.
 - Provide clean energy businesses in New York State with a pool of skilled professionals.
 - Allow businesses to evaluate and train new talent with reduced financial commitment.

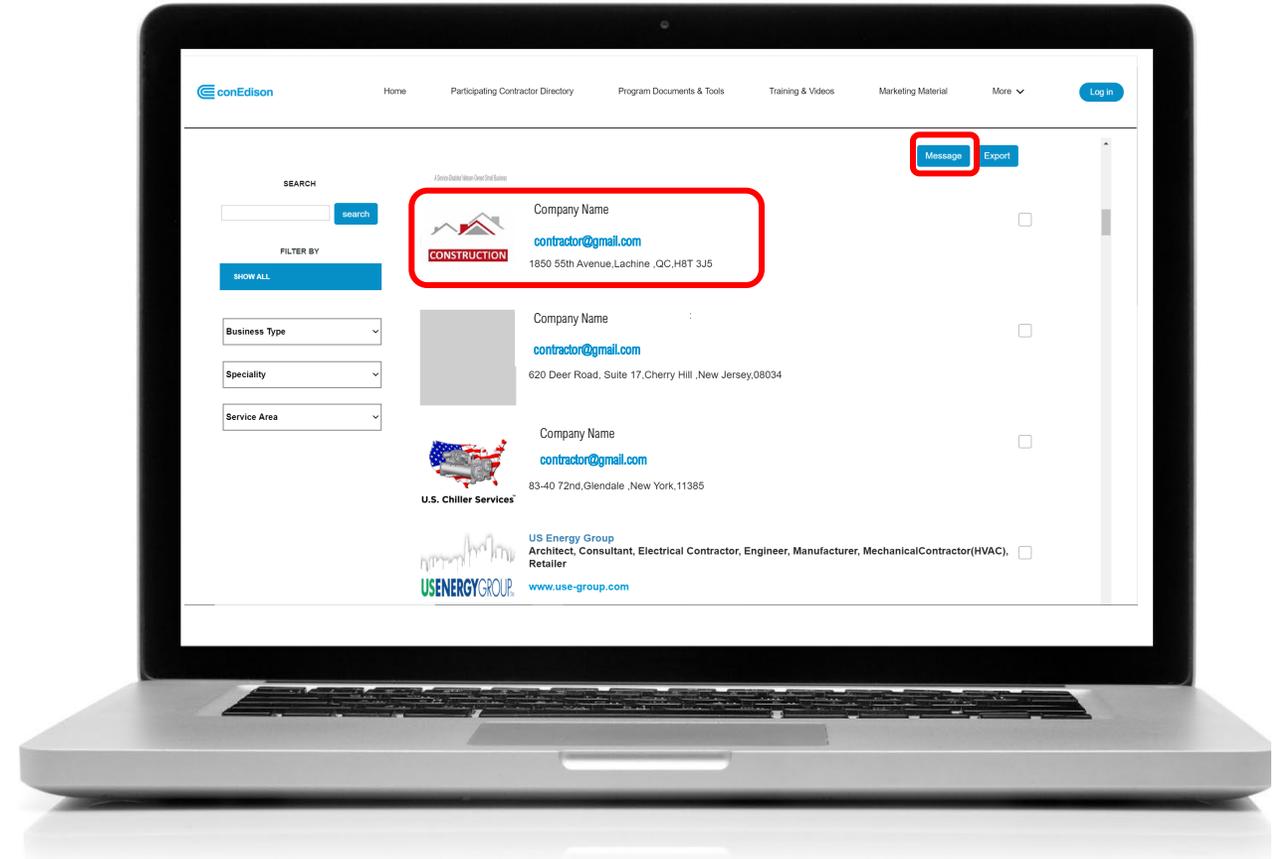
Over 2,300 interns hired to date

Laura Giannini (NYSERDA), October's guest speaker, discussing NYSERDA's PON 4000 on October 25, 2024.

**External guest speaker*

Participating Contractor Directory

- Gain exposure with Con Edison's customer network
 - PC profile displayed with Badge ID number
 - Logo can be added to brand your listing
- Message Feature
 - Customers can reach out to PCs directly through the portal



Con Edison Co-Branding

- **Why should PCs use Participating Contractor badges?**
 - The badge and ID number provide customers with confidence that a PC is approved to operate in a Con Edison Program
 - Avoids risk of being viewed as a potential **scam**
 - Provides a unique ID that carries across Con Edison Programs
 - **Approvals must come from Con Edison**

conEdison

Participating Contractor Badge

Usage Guide

- 

ID: CE2018-0303
- 

ID: CE2018-0303
- 

ID: CE2018-0303
- 

ID: CE2018-0303

Basic Usage Guidelines:

There are four versions of the Participating Contractor Badge to choose from for your specific purpose.

A note: the badge on the bottom has been placed on a black square for illustrative purposes only.

Color/Sizing:

- Never alter the color or content of a badge.
- It is never to exceed 3/4 of the size of your logo, or less than 1/2 of your logo.
- Always leave space around the outside edges as a border. See example below:



ID Number:

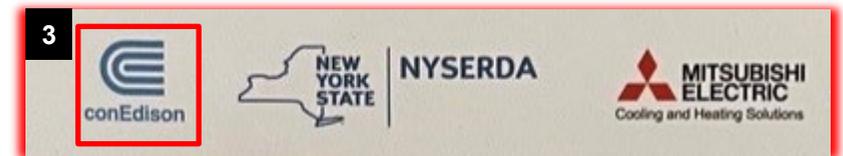
- Please include your ID number below the badge so customers can verify your status.

Mandatory Approval Before Usage:

Before using, please email the Trade Ally Manager, Andrew Kringas, for approval at dl-CleanEnergyTradeAllies@conEd.com.

PC Badge vs. Con Edison's Logo

- The PC Badge is approved by Con Edison's Corporate Affairs department
 - It represents a partnership of trust between Con Edison and contractors
- It is **corporate-mandated** and cannot be edited in any way
- Editing the badge will be considered a violation and leaves the contractor vulnerable to a perception of a **scam**
 - Similar to a *voided warranty*
- PCs should **NOT**:
 - Reconfigure ANY elements of the Badge (picture 2)
 - Use stock images of the Con Edison logo in ANY way (picture 3)



Picture 2 & 3 taken from existing print-out co-branded material

Incentive Navigator: Next Generation

Save time, money, and effort with the incentive navigator

Create & Download Your Estimate

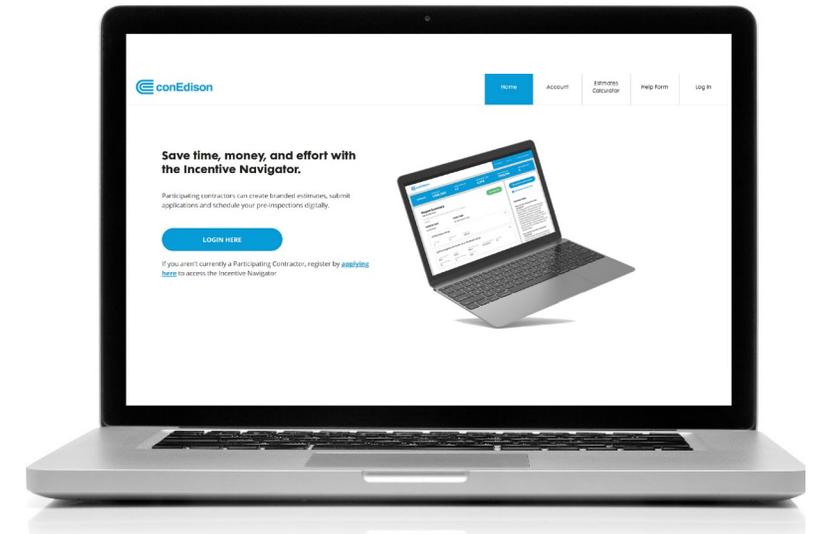
- Create and download a simple, branded estimate that maximizes incentives
- Share the estimate with your customer to help close the deal

Generate, Submit, & Track Projects

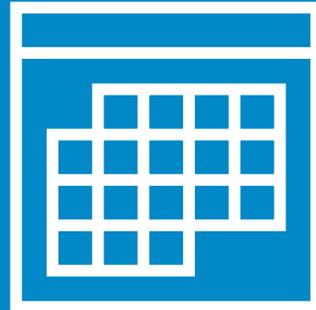
- Convert your estimate to a project to get a jump-start on your rebate application, providing visibility across the lifecycle of your project
- Communicate directly with the C&I team throughout the lifecycle of your projects using Incentive Navigator.

Schedule Your Inspection

- More control over the scheduling process. Schedule your pre-inspection appointment only after submitting your application



Reminders and Upcoming Webinars



Commercial & Industrial Energy Efficiency Program

Reminders and Upcoming Webinars

- Links to Webinar Slide Deck, Recording, and Program Manual will be sent in a follow up email.
- **Past due!** All projects were to be completed (all documents received, and project ready for post inspection) by **November 15, 2024**, to be guaranteed for 2024 incentive rates.
- **2025 Application Reminders:**
 - Submit 2025 Applications beginning December 2nd, 2024.
 - Review Bonus Incentives for eligible electric and gas measures: Application Dates vary.
- **Upcoming Webinars**
 - [Clean Heat Program Webinar](#): 12/10/2024 9-10AM (Tuesday)
 - Participating Contractor Monthly Meeting: 1/17/25 11-12AM (Friday)

Q&A





Thank you!

C&I Inquiries Email

Commercial@coned.com

C&I EE Program

ConEd.com/largecommercial

C&I Clean Heat Program

ConEd.com/cleanheatcommercial

Incentive Navigator

Incentivenavigator.coned.com

[Participating Contractor Portal](#)

FAQ



2025 C&I EE Program Kickoff Webinar: FAQ

- In the program manual it states that incentives are up to 50% of total project cost. Is there a cap to the rebate per year or overtime?
 - Prescriptive and custom incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost. Total incentives are capped at \$1,000,000 for all projects, per account per year
- Are there incentives for HVAC measures converting from steam heat to electric heat?
 - There is a fuel switching incentive in the C&I EE program where if the HVAC is switching from steam to electric we incentivize on a per MMBtu basis.
 - There is also the [C&I Clean Heat program](#)
- What is a prescriptive measure?
 - Prescriptive measures are those listed in the New York State Technical Resource Manual (TRM) and have set incentive rates
- What is the incentive rate structure for custom C&I energy efficiency measures?
 - Incentives are awarded on a \$/kWh, \$/Therms, \$/MLbs or \$/MMBtu
 - Saved based on energy savings calculations.

2025 C&I EE Program Kickoff Webinar: FAQ

- Does window film count as a “Other” Building Envelope Measures?
 - No, prescriptive envelope measures are not part of the Building Envelope – other incentive rate
 - The incentive for prescriptive window film is \$1 per square foot
- How are energy savings determined and measured in the C&I EE program?
 - Savings per project represents the first-year annual savings.
 - Custom projects – submit an unlocked excel or if using a model, refer to our technical guidelines section for further information
 - Prescriptive Projects - please refer to the NYS TRM, or our various tools on the C&I ConEd website
 - Savings are measured on an annual basis based on the building type, operation hours, existing/new usage, etc.
- Will lighting network controls be incentivized through the Instant Lighting Incentive Program
 - All lighting measures will not be incentivized through the C&I EE as of 1/1/2025
 - Lighting network controls measures will be eligible through the Instant Lighting incentive program starting 1/1/2025
 - Link: [Instant Lighting Incentive Program \(ILIP\)](#)

2025 C&I EE Program Kickoff Webinar: FAQ

- Is the 0% financing only for 24 months?
 - Interest rates are determined directly through the financing partner. For more information on finance partners please refer to this [page](#).
- Are there terms longer than 24 months in this financing program?
 - Yes, this is the subsidized loan program offered by our approved financing partners
- Is there a monetary limit on the financing option?
 - The copay is the limit: Copay = Total Project Costs – Con Edison incentives
- Is the subsidy for the loan coming out of the incentive amount or it in addition to the incentive?
 - The subsidy for this loan is in addition to the ConEdison incentive
- Who do we contact to have our information updated on the participating contractor directory?
 - Please reach out to our Trade Ally Manager: Kringasa@coned.com or
- Are eligible C&I measure incentives stackable with NYSERDA's incentives?
 - Con Edison will not offer financial incentives for the same eligible measure to those customers who have received financial incentives or rebates from the New York State Energy Research and Development Authority (NYSERDA) and/or another electric or gas utility company.

2025 C&I EE Program Kickoff Webinar: FAQ

- What incentives exist now for commercial refrigeration and are there any on the drawing board?
 - Refrigeration measures include case replacement, compressor rack systems, evaporator fan controls, strip curtains, door gaskets, and case night covers.
 - Please refer to section 2.3 of the program manual for full details
- Does Con Edison's C&I EE program offer any incentives for energy audits or decarbonization plans?
 - We do not offer any incentives for energy offers for energy audits or decarbonization plans?
- How do we get a copy of the PC badge and number we are allowed to use?
 - Please reach out to our Trade Ally Manager: Kringasa@coned.com or dl-CleanEnergyTradeAllies@coned.com
- What additional photo documentation is needed for boiler/chiller tune up rebates?
 - An overview photo showing all equipment in scope, nameplates photo for all proposed equipment, all photos must be clear and readable
- What are the eligibility requirements for Secondary Fuel Oil Savings?
 - Have an eligible Con Edison electric account, provide annual Fuel Oil (Fuel Oil No. 2 and 4 only) usage and proof of purchase for buildings looking to claim fuel oil savings Install one of the eligible measures, building envelope or building automation systems.

Fuel Oil Savings

Fuel Switch – HVAC

Fuel Switch - HVAC

- The Program offers incentives to HVAC upgrades that electrify existing **district steam or natural gas or fuel oil equipment**.

To qualify for Fuel Switching incentives, a project must:

- Have an eligible Con Edison electric account
- Have an active Con Edison steam service or provide annual oil (Fuel Oil No. 2 and 4 only) usage and proof of purchase
- Have not received incentives through the Demand Management Program (DMP) for the existing steam or natural gas consuming equipment and associated controls, being proposed for electrification.
- Not located in a Non-Wires Solutions (NWS) area.
- Be an existing facility, including gut renovation

Measure not Eligible

- Measures not eligible for fuel switching incentives include heat pumps, heat pump chillers, heat recovery chillers for space heating/cooling or hot water; Electrification of non-HVAC equipment, such as stoves, washers, and dryers; and removal of Cogeneration or Combined Heat and Power (CHP) Plants.

Technical Guidelines

- The full list of guidelines for fuel switching measure submission can be found in the Fuel Switching Measure Guidelines reference documents at

Measure	Incentive	Unit
Fuel Switch – HVAC	\$70	MMBTU

C&I Energy Efficiency Program

Secondary Fuel Oil Incentives

Secondary Fuel Oil Incentives

- The Program offers incentives to projects that reduce both **electricity** provided by Con Edison and **fuel oil**.
- Such projects may receive incentives for the reduction of fuel oil.
- Fuel oil savings are defined as secondary savings achieved by a measure that also reduces electric energy use.

To qualify for Secondary Fuel Oil incentives, a project must:

- Have an eligible Con Edison electric account
- Provide annual Fuel Oil (Fuel Oil No. 2 and 4 only) usage and proof of purchase for buildings looking to claim fuel oil savings
- Install one of the eligible measures as follows:
 - Measure must save both Con Edison electric energy and fuel oil

Measures	Incentive Rate	Unit
Building Envelope	\$15	Per Gallon
Building Automation Systems (BAS)	\$10	Per Gallon

C&I Energy Efficiency Program

Secondary Steam Savings

Definition of Secondary Steam Savings:

- Reduced steam consumption (delivered by Con Edison)
- Result of an Energy Conservation Measure (ECM) that reduces both electricity and steam

Eligible ECMs

- Building Envelope
 - Incentive Rate: \$150 per Mlbs. saved
- Building Automation Systems (BAS)
 - Incentive Rate: \$80 per Mlbs. Saved
- Waste Heat Recovery
 - Incentive Rate: \$100 per Mlbs. saved

Is Your Project Eligible?

- Must Have Con Edison Electric & Steam Account
- Must Install an eligible ECM (Envelope, BAS, Waste Heat Recovery)
- Measures that save only fuel oil or only Con Edison district steam are not eligible for this incentive
- Must not include installation of gas, steam, or other delivered-fuel space heating and domestic hot water equipment