

2026 Commercial & Industrial (C&I) Energy Efficiency and Electrification Program Kick-Off

Speakers:

Michael Tierney, Program Manager

Aly Matchett, Deputy Program Manager

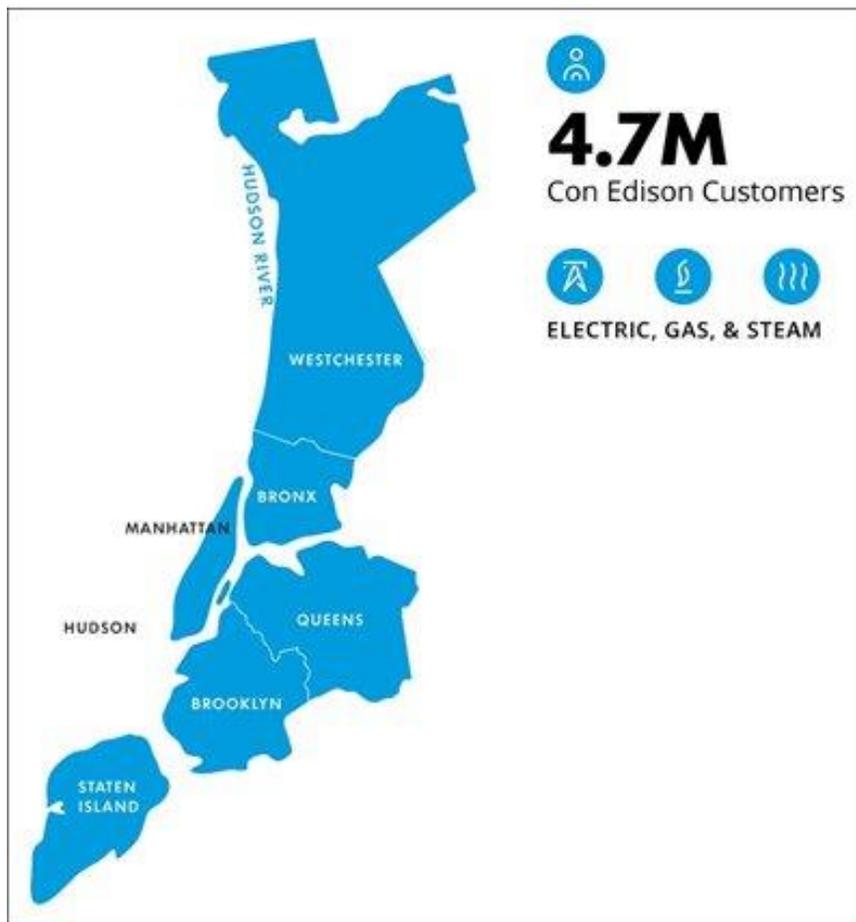
Stephanie King, Deputy Program Manager

Andrew Kringas, Trade Ally Manager

December 11, 2025

C&I Energy Efficiency and Electrification 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

C&I Energy Efficiency and Electrification Program

Agenda

C&I Program Overview

- About the C&I Program
- Program Achievements
- Program & Measure Eligibility
- How to Apply & What to Expect
- 2025 Program Year Closeout

2026 Program Updates

- Case Studies
- Program Manual Overview
- 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



C&I Energy Efficiency and Electrification Program

Meet the C&I Team

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

C&I Team

- Business Development Managers
- Energy Advisors
- Engineers
- Inspectors
- Operations
- Trade Ally Management

C&I Energy Efficiency and Electrification Program

Overview

Key Barriers for Commercial & Industrial Facilities

- Higher energy consumption and operation costs
- Increase Maintenance expenses
- Greater environmental impact due to higher greenhouse gas emissions
- Missed opportunities to leveraging utility incentives to offset upgrade costs

Program Benefits and Support

- Providing substantial financial incentives to reduce the upfront cost of energy efficiency upgrades.
- Enabling customers to lower their energy use, reduce operating and maintenance costs
- Improve environmental performance and meet local law compliance
- Supporting your project from eligibility checks, through installation and providing an incentive payment.

For Turnkey Solutions:

Email: commercial@coned.com & a Business Development Manager will help outline your needs and provide solutions.

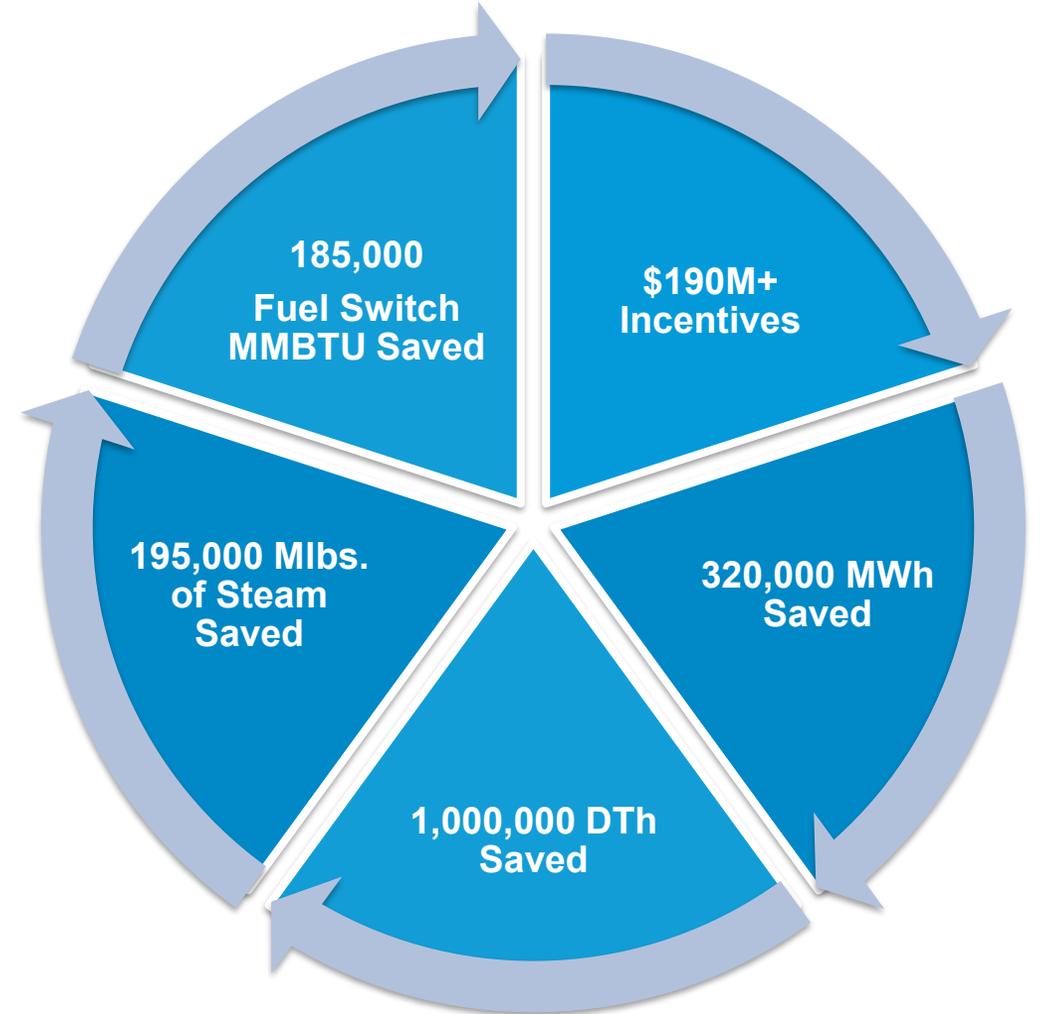
C&I Energy Efficiency and Electrification Program

Achievements

In the past 5 years, Con Edison has paid **190+ million** in cash incentives to commercial and industrial customers.

This has reduced the carbon footprint by **128,000 metric tons**, which is equivalent **5,000 cars** taken off the road each year.

Thank you to our customers and participating contractors!



C&I Energy Efficiency and Electrification Program

Common Building Types



Offices



Warehouses



Schools



Hotels



Hospitals



Large Retail

C&I Energy Efficiency and Electrification Program

Customer Eligibility

General Requirements

- The Con Edison customer of record listed on the application is directly metered and must have a commercial or industrial account.
- Commercial or industrial accounts include all non-residential accounts, except for those associated with multifamily buildings.
 - Multifamily buildings, as defined in the Con Edison Multifamily Energy Efficiency Program Manual, are not eligible for C&I incentives.
- For mixed use buildings, only the commercial or industrial portion of the building is eligible for C&I incentives.
- The customer, or any other entity, must not have applied for or received an incentive from the New York State Energy Research and Development Authority (NYSERDA), Con Edison or another utility for the same project.
- Accordingly, customer represents and warrants to, and covenants and agrees with, Con Edison that there is no pending or receipt of any financial incentive or rebate from any other person or entity with respect to the measure(s) identified in this Application and in any Preliminary Incentive Offer or Notice to Proceed issued by Con Edison in connection herewith.

C&I Energy Efficiency and Electrification Program

Customer Eligibility

Installation Deadline

- All projects must be completed (all documents received, and project is ready for post inspection) by **October 15, 2026** to be guaranteed for 2026 incentive rates. Incentives for projects completed after this date may be reduced.

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Account Eligibility

Eligibility for Projects with Building Electrification or 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 Secondary Steam Saving Measures

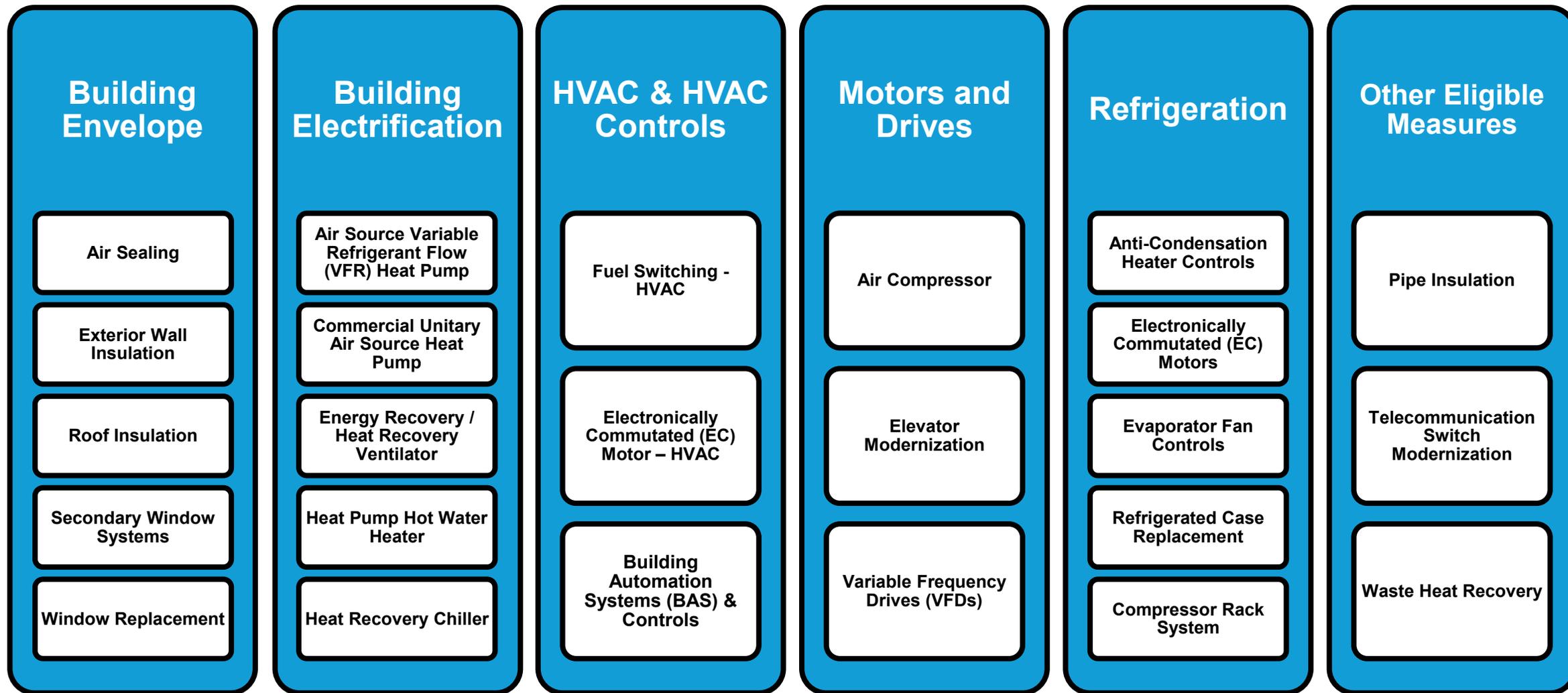
- Have an eligible Con Edison electric account, active Con Edison steam service.
- Measure must save both Con Edison electric energy and Con Edison steam energy.

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

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Eligible Measures



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Measure Category

Prescriptive Measures

- Prescriptive measures are those listed in the New York State Technical Resource Manual (TRM) and use the TRM calculation.

Custom Measures

- A project that includes custom measures are eligible measures that are not listed in the New York State Technical Resources Manual.
- Custom incentives are available for energy efficiency upgrades not listed in the program manual, as well as for complex technologies and unique facility processes in large facilities.

C&I Energy Efficiency and Electrification Program

Custom Measures

Custom Measure Requirements

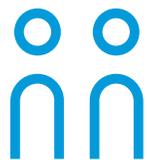
- Detailed list of proposed measures with technical specs and estimated savings.
- Unlocked spreadsheet (no PDFs) showing all calculations, assumptions, and sources using standard engineering methods.
- Complex energy modeling should use approved software (e.g., DOE2.1E, DOE2.2, eQuest, Trane TRACE 3D Plus, OpenStudio, TREAT, NEO, IESVE, Carrier Hap).
- Annual consumption data for all fuel types impacted.
- All supporting documentation for savings and assumptions.

Measures NOT Eligible:

- Energy Conservation Measures with Effective Useful Life (EUL) \leq 6 years.
- Gas combustion measures.
- Plug-in appliances or widgets (including demand response devices).
- Operations & Maintenance (O&M) measures.

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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



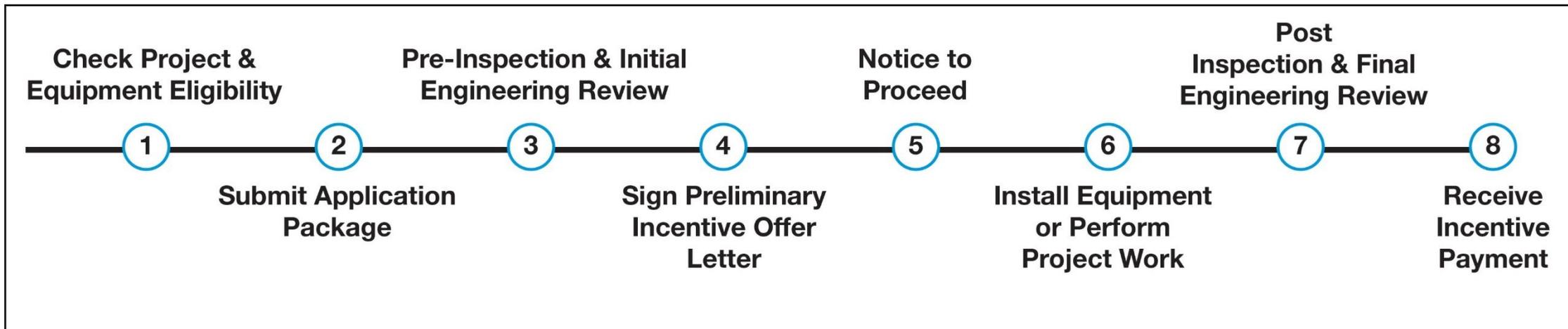
- Which documents are required to apply?

- C&I Program Application
- Customer Proposal/Statement of Work
- Tool / Calculators / Energy Analysis
- W-9 of Incentive Recipient
- Cut Sheets

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

C&I Energy Efficiency and Electrification Program

Program Process

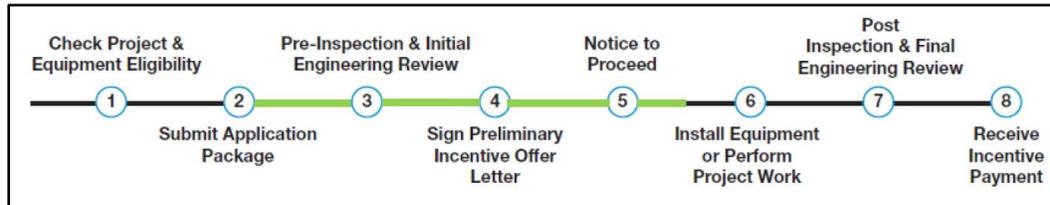


 Equipment must be installed after the customer receives a **Notice to Proceed** from Con Edison.

C&I Energy Efficiency and Electrification 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

C&I Energy Efficiency and Electrification Program

2025 Program Year Closeout

- **Program Focus for December**
 - Closing out a high volume of projects in the next 2 to 3 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 10/15)
- **Incentive Navigator (PC Portal) 2025 Estimate Closeout**
- **New applications for 2026**
 - The new 2026 application is now live on the website
 - We can accept the 2025 application if you submit your project through Incentive Navigator.
 - Submit them when you are ready
 - Will be reviewed as we close out all post inspections and final engineering reviews for 2025
 - Please expect some delays for new application reviews

Case Studies



C&I Energy Efficiency and Electrification Program

Case Study – 30 Rockefeller Plaza

Overview

- To modernize the space while preserving its architectural integrity - the property management team partnered with Con Ed's C&I Team to receive incentive.

[Click here for additional details.](#)

Energy Efficiency Upgrades

- 353 windows were replaced during the first phase of the project, with a total of 610 scheduled

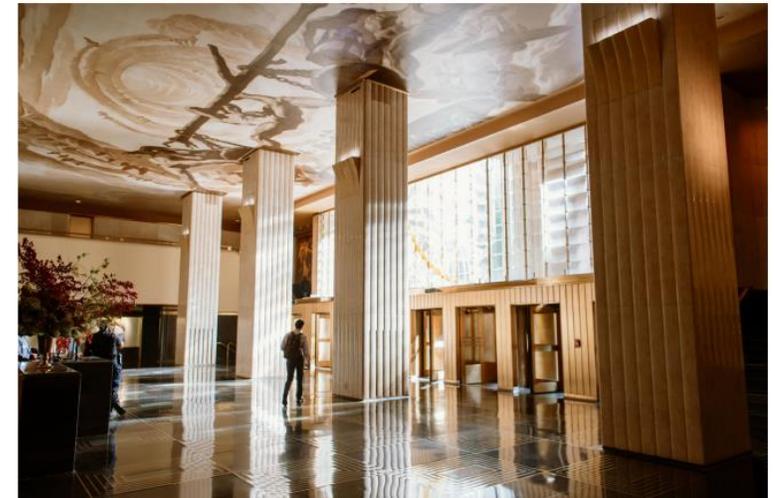
Highlights

- The upgraded windows greatly improved insulation, reducing electric and steam use, while enhancing acoustic performance – a major improvement over the original single pane design.
- The result is a more contemporary comfortable space that appeals to tenants, supporting stronger lease rates and retention in a building where full interior renovation aren't possible.
- The success advances the property's decarbonization goals and establishes a strong model for future upgrades across the site

Testimonial

“The upgraded windows have significantly reduced our energy use, and the improved sound insulation has made our tenants much happier. This project wouldn't have been possible without Con Edison's support.”

— Paul Rode, Managing Director, Head of Engineering and Property Operations, US



C&I Energy Efficiency and Electrification Program

Case Study – NYU Rubin Hall

Overview

- Building is now LEED platinum certified & has obtained Passive House Pre-certification.
- Air conditioning to the building for the first time by replacing fossil-fuel based radiators and boilers with chilled water distribution system.
- A dedicated outside air system with heat recovery - insulated the building's envelope and upgraded to triple plane windows.
- [Click here for additional details.](#)

Energy Efficient Upgrades

- Heat Pump Chillers, Energy Recovery ventilators & Heat Pump Hot Water Heater
- Window Replacement, Wall Insulation, and Roof Insulation

Highlights

- The upgrade improvements create a comfortable and healthy space, while reducing energy loss and effectively eliminating greenhouse gas emissions.
- The success advances the property's decarbonization goals and establishes a strong model for future upgrades across the site

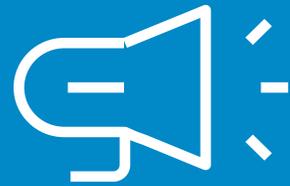
Testimonial

“With Con Edison’s help, Rubin Hall has become a highly efficient building that operates without fossil fuels. It features added insulation and triple-pane windows that reduce noise. Residents can sleep, relax, and feel comfortable in a resilient structure that holds its temperature during a power outage. Air quality is improved through filtered fresh air delivered to each unit. NYU now has a building that residents love, with energy savings helping to fund these vital investments.”

—Cecil Scheib, Chief Sustainability Officer, New York University



Program Updates



C&I Energy Efficiency and Electrification Program

What's New – Program Year 2026

- **New Program Manual – Version 1.0 for 2026 Program Year**
 - Effective: January 1, 2026
 - [Link to Program Manual](#)
- **New Program Name**
 - Commercial and Industrial Energy Efficiency and Electrification Program
 - Building Electrification Measures have been incorporated
- **Updates to the Program Manual Include:**
 - Program Overview
 - Eligible Measures and Incentives
 - Building Electrification Measures
 - Multi-Year Incentive Offering
 - NWS Neighborhood Bonus Program
 - New Technology
 - Project Costs and Invoicing



Con Edison Commercial and Industrial (C&I) Energy Efficiency and Electrification Program Manual

Program Year: 2026

Version 1.0

Issued Date: January 8, 2026

Effective Date: January 1, 2026



The new rates and conditions in this program manual are effective for first-time completed application package submissions as of January 1, 2026. These rates and conditions will remain in effect until a new version is published. Submitted applications will be eligible for the rates and conditions in effect on the date of application to the program.

C&I Energy Efficiency and Electrification Program

Program Manual - Summary of Revisions

Section	Summary of Revisions
1.0 Program Overview & Eligibility	<p>Clarified language the prescriptive and custom pathways definitions.</p> <p>Updated the installation completion deadline to October 15, 2026.</p>
1.1 Program Process	<p>Added detail on the documentation required to submit for electrification projects.</p>
1.2 Incentive Payments	<p>Updated incentive capping for Window Replacements and Secondary Window System measures to be \$1,500,000 per account per year.</p>
1.5 Project Eligibility	<p>Removed historic lighting measure eligibility.</p> <p>Updated measures eligible for a multi-year incentive.</p> <p>Included ability for Window Replacement and Secondary Window system projects to request a guaranteed 2026 incentive rate if completed by October 15, 2027.</p>
1.9 Non-Wires Solutions (NWS) Neighborhood Program Bonus Eligibility	<p>Removed measures that are no longer eligible for C&I from the Neighborhood Bonus for C&I: Eligible Measure table.</p> <p>Removed the historical <100 kW threshold to qualify for NWS prescriptive pathway.</p> <p>Added language noting that NWS custom measures much achieve ≥15 kW peak demand reduction.</p> <p>Included language to clarify that NWS custom measures receive a performance-based bonus verified through M&V and added process steps including signing an agreement and completing an M&V plan before final incentive calculation.</p> <p>Added language to confirm the continuation of NWS bonus in Jamaica network for 2026 and added application and installation deadlines.</p>

C&I Energy Efficiency and Electrification Program

Program Manual - Summary of Revisions

Section	Summary of Revisions	
2.0 Eligible Measures and Incentives	<p>The following measures are no longer eligible for C&I Incentives:</p> <ul style="list-style-type: none"> • Unitary AC <ul style="list-style-type: none"> • Unitary HVAC and Split Air Systems (Heating: Electric Resistance or None) • Unitary HVAC and Split Air Systems (Heating: All Other) • Unitary HVAC and Split Air systems (Heating: All Other) • Packaged Terminal AC (PTAC) • Single Package Vertical Air Conditioner (SPVAC) • Variable Refrigerant Flow (VRF) Systems <ul style="list-style-type: none"> • Variable Refrigerant Flow (Air Conditioner, air cooled) • Gas Seasonal Heating Systems <ul style="list-style-type: none"> • High Efficiency Natural Gas Furnace • High Efficiency Natural Gas Hot Water Boiler (Non-condensing and Condensing) • High Efficiency Natural Gas Hot Steam Boiler • Infrared Unit Heater 	<p>The following measures are no longer eligible for C&I Incentives:</p> <ul style="list-style-type: none"> • Prescriptive Chillers <ul style="list-style-type: none"> • Air cooled, with condenser, electrically operated • Water cooled, elec. operated, positive displacement, rotary • Water cooled, elec. operated, centrifugal • Chiller Tune-Up • Boiler Tune-Up • Window Film • Commercial Kitchen Equipment <ul style="list-style-type: none"> • Pre-Rinse Spray Valve • Faucet Aerator • Steam Trap • Door Gaskets <ul style="list-style-type: none"> • Reach-in Cooler • Reach-in /Walk-in Freezer • Refrigerated Case Night Covers • Strip Curtains <ul style="list-style-type: none"> • Walk-in Cooler • Walk-in Freezer

C&I Energy Efficiency and Electrification Program

Program Manual - Summary of Revisions

Section	Summary of Revisions
2.1.1 Building Envelope	Updated section to allow Window Replacement and Secondary Window system projects to request a guaranteed 2026 incentive rate if completed by October 15, 2027. Project must submit a project installation plan to apply.
2.1.2 Building Electrification Measures	Section added to incorporate building electrification measures incentive rates and requirements. <ul style="list-style-type: none"> • Space Heating Full Building Load Electrification • Space Heating Phased Load Electrification • Domestic Hot Water Electrification
2.6 Custom Measures	Included language on what measures are not eligible for custom pathway.
2.6.1 Performance-based Incentives	Added a bullet point to clarify the requirement to submit annual consumption data for all fuel types that are saving energy for your submitted project.
2.6.5 New Technology	Updated to clarify that new technology must: <ul style="list-style-type: none"> • Have an EUL of 6 years or more • Include a written warranty of at least 1 year from the date of installation, covering parts & labor for defects in materials and workmanship
3.0 Project Costs and Invoicing Requirements	Updated to clarify the required documentation and define eligible and ineligible costs.
4.0 Measurement & Verification (M&V)	Clarified the time requirements associated with the M&V process.

C&I Energy Efficiency and Electrification Program

Prescriptive Measures - No Longer Eligible and Sunset in Q4 2025

- Boilers, Furnace and Unit Heaters
- Boiler Tune-Ups
- Chiller Tune Ups
- Gas Seasonal Heating Systems
 - Natural Gas Furnace
 - Gas Hot Water Boiler (Non-Condensing & Condensing)
 - Natural Gas Hot Steam Boiler
 - Infrared Unit Heater
- Steam Traps
- Refrigeration Measures
- Door Gaskets
 - Reach In Cooler
 - Reach In/Walk in Freezer
- Refrigerated Case Night Covers
- Strip Curtains
 - Walk In Coolers
 - Walk In Freezer
- Window Film

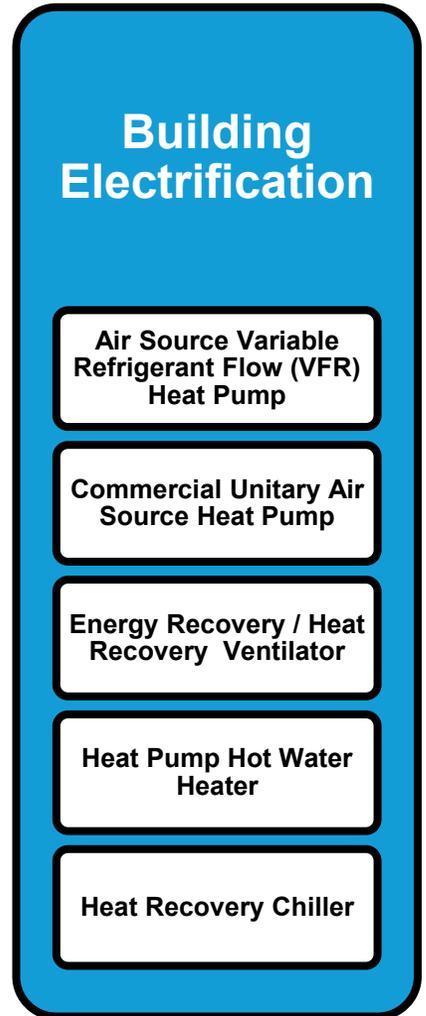
C&I Energy Efficiency and Electrification Program

Prescriptive Measures - No Longer Eligible

- Prescriptive Chillers
 - For projects that includes a chiller replacement, please submit through the custom pathway.
- Unitary AC
 - Unitary HVAC & Split Air Systems
 - Packaged Terminal AC (PTAC)
 - Singled Packaged Vertical Air Conditioner (SPVAC)
- Application Submission Deadline for Unitary AC measures is Dec 31, 2025
- The installation deadline for new or existing projects in the pipeline that include these measures is June 30, 2025

C&I Energy Efficiency and Electrification Program

- C&I Energy Efficiency Program is absorbing building electrification measures (previously known as clean heat)
- Program Manual Section 2.1.2
- Install efficient electric heat pump systems:
 - Cold Climate Air Source Heat Pump (ASHP)
 - Heat Pump Hot Water Heaters (HPHWH)
- Projects increasing electrical load require **Master Case ID (MCID) application** and MCID number
- New Program Documents
 - Building Electrification Technical Guide, [Link](#).
 - Non-Residential Decommissioning Photo Guide



Note: Ground Source Heat Pumps (GSHP) are not covered in this Program Manual. Refer to the Con Edison Non-Residential GSHP Program site for incentives & eligibility

C&I Energy Efficiency and Electrification Program

Building Electrification

Requirements

- Projects must be designed and sized to meet 100% of the building heating load (BHL) at design conditions for space or water heating.
- To qualify for full-load C&I incentives, the existing heating system must be decommissioned, unless the building is a critical facility (next slide)
- Required Documents:
 - Submit a completed Decommissioning Checklist after installation.
 - Refer to the Non-Residential Decommissioning Photo Guide for best practices.

**Full Building
Load
Electrification**

**Incentive
Rate
\$120/MMBTU**

C&I Energy Efficiency and Electrification Program

Building Electrification

Requirements

- Critical facilities may qualify without decommissioning if: Heat pump system meets 100% BHL at design conditions and the incentives application successfully shows that the heat pump systems are prioritized over the existing heating systems.

Critical Facilities		
Airports	Emergency Shelter	Nursing Home
Facility Water Supply System	Cable Television Facility	Fire Facility
Police Facility	Paramedic and Rescue Facility	College or University
Flood Control Structures	Cellular Telephone Facility	Dialysis Facility Hospital
Fuel Transfer/Loading Facility	Prison/Correctional Facility	Radio Broadcasting Facility
Electric Utility Facilities	Landline Telephone Facility	Schools
Emergency Cooling Center	Mass Transit (e.g., tunnels, bridges, ferry terminals, major rail facility)	Television Broadcasting Facility
Emergency Management	Office Military Bases Wastewater	Delivery/Treatment Facility
Emergency Medical Facility (Urgent Care)	Natural Gas Utility or Pipeline	

**Full Building
Load
Electrification**

**Incentive
Rate
\$120/MMBTU**

C&I Energy Efficiency and Electrification Program

Phased Load Electrification

Phased Load Electrification: Consistent with the Con Edison Non-LMI EE/BE Implementation Plan, custom projects that do not electrify an entire building will be treated as Phased if they meet the following two conditions:

Include new equipment that uses electricity and one or more of the following sources of heat: geothermal heat exchanger, air-source heat pump, or recovered waste heat.

Permanently reduce fossil fuel or district steam use for space, water, or process heating.

Projects may permanently reduce fossil fuel or district steam use, together [with] “legacy systems,” either by disabling or disconnecting the heating equipment or system, or through the application of controls.

A sample listing of project types that do not electrify all of a building’s heating needs but which the Company considers Phased and Strategic is below:

- Phased Load Examples:
 - Projects that electrify a specific area (e.g., floor, wing)
 - Projects that electrify a specific system (e.g., space heating, DHW or ventilation only)
 - Heat recovery systems
 - Buildings with hydronic internal distribution systems for space heating that electrify a central legacy heating plant in stages. As a result, there will likely be heat pumps working to heat the hydronic loop alongside legacy fossil equipment.
 - Ground-source heat pump projects that connect separate spaces to a shared bore field in stages.
 - Projects that electrify less than 100% of a building’s domestic hot water heating load with a central plant.

**Phased Load
Electrification**

**Incentive
Rate
\$70/MMBTU**

C&I Energy Efficiency and Electrification Program

Domestic Hot Water Electrification

Requirements

- To qualify for full load incentives, DHW projects must be designed and sized to meet 100% of the DHW load within the project scope under design conditions. DHW projects that meet the Phased criteria, including using a central plant, are eligible for Phased incentives.

**Domestic Hot
Water
Electrification**

**Incentive
Rate
\$200/MMBTU**

C&I Energy Efficiency and Electrification Program

Building Envelope

Program Manual, Section 2.2.1

Measures

- Air Sealing
- Exterior Wall and Roof Insulation
- Secondary Window Systems
- Window Replacements
- Other upgrades to existing building envelope that reduce energy losses

Program Tools

- Building Envelope Tool
- Building Envelope Technical Guidelines

Installation Photo Requirements

- Submit clear, labeled photos at project completion.
- Must include:
 - Date & time stamp
 - Insulation type, thickness, R-value
 - Proper installation
 - Thickness photos: show measurement tool in use.
 - Include overview photo of insulation location (interior/exterior).

Measure	Commodity	Base Rate	Rate Unit
Building Envelope	Electric	\$0.85	Per kWh Saved
	Steam*	\$150	Per Mlb Saved
	Gas	\$25	Per Therm Saved
	Fuel Oil*	\$15	Per Gal Saved

For more information, please refer to:

- [Building Envelope Quick Start Guide](#)
- [Building Envelope Technical Guide](#)

* Steam and Fuel oil savings must also save Con Edison Electric

C&I Energy Efficiency and Electrification Program

Building Automation Systems

Program Manual, Section 2.2.1

Measure Description

- Integrates HVAC hardware & software
- Continuously monitors & controls:
- Temperature, pressure, humidity, air quality and energy use

Additional Project Documents Required

- Scope of Work
- Mechanical Equipment Schedule
- Sequence of Operation and Control Sequence
- Engineering Analysis of the estimated energy savings vs. baseline

Measure	Commodity	Base Rate	Rate Unit
Building Automation Systems	Electric	\$0.35	Per kWh Saved
	Steam*	\$80	Per Mlb Saved
	Gas	\$5	Per Therm Saved
	Fuel Oil*	\$10	Per Gal Saved

For more information, please refer to:

- [Building Automation Systems Technical Guide](#)

* Steam and Fuel oil savings must also save Con Edison Electric

C&I Energy Efficiency and Electrification Program

Project Costs and Invoice Requirements

- **Custom Calculations:** Invoices must be submitted for all projects that use custom calculations.
- **Building Electrification:** All projects with Building Electrification measures require invoices.
- **NYS TRM Calculations:** Projects using the New York State Technical Reference Manual (TRM) to calculate energy savings do not require invoices. However, the program may request invoices at its discretion, and they must be provided upon request.
- **C&I Program Tools and Calculators:** Invoices are not required for projects using the following tools:
 - Electric Measure Tool, Elevator Modernization Estimator, Demand Control Ventilation Tool, Pipe Insulation Survey
- **Other Tools/Calculators:** Projects submitted with any other Program Tools or Calculators require invoices.
- **Program Discretion:** Invoices may be requested for any project at the Program's discretion.

Eligible Costs	Ineligible Costs
Startup Testing and Commissioning	Design
Mobilization	Permit
Equipment	Project Management
Material	Warranty
Labor	Separate Training
Decommissioning and/or Demolition	In-House Labor

C&I Energy Efficiency and Electrification Program

Neighborhood Bonus (NWS)

Who's Eligible:

- Neighborhood bonus incentives are for eligible Southeast Queens neighborhoods

Bonus Incentive Details:

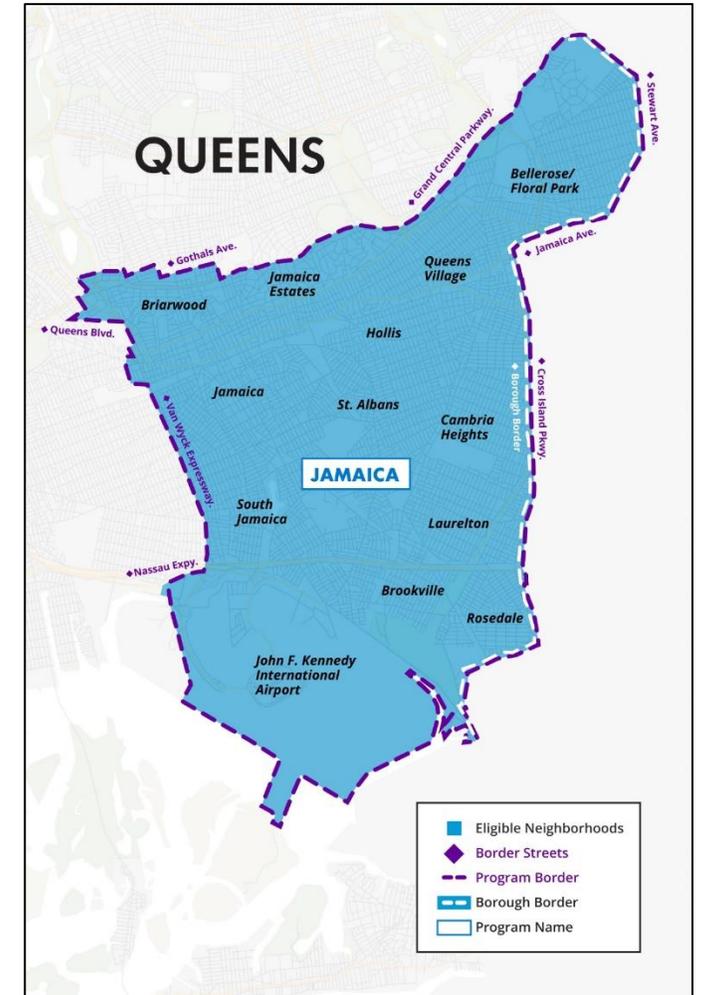
- Eligible customers can receive \$2,000/kW for eligible electric upgrades, capped at 100% of each project measure cost, including all offers through the C&I Energy Efficiency Program.

Prescriptive Measures:

- Air Compressors (single-system replacement)
- Electronically Commutated (EC) Motors (HVAC)
- Electronically Commutated (EC) Motors (Refrigeration)
- Refrigerated Display Case Replacements

Custom Measures:

- Air Compressors (multi-system replacement)
- Building Envelope
- Compressor Racks
- Elevator Modernization
- Evaporator Fan Controls
- Other Custom Electric Measures



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

C&I Energy Efficiency and Electrification Program

C&I Tools & Calculators

Tools Available

- [Building Automation Systems 26.2](#)
- [Building Envelope Tool - version 26.0](#)
- [Demand Control Ventilation Tool – version 26.0](#)
- [Display Case Refrigeration Components Tool – version 25.0](#)
- [Domestic Water Booster Pump Calculator – version 26.0](#)
- [Electric Measure Tool – version 26.0](#)
- [Elevator Modernization Estimator – version 26.0](#)
- [Energy Valve Savings Calculator – version 26.0](#)
- [Fan Wall Savings Calculator – version 26.0](#)
- [Fuel Switch – version 26.0](#)
- [Guest Room EMS – version 26.0](#)
- [Heat Recovery/Pump Chiller Savings Calculator – Version 2.4](#)
- [Pipe Insulation Survey – version 26.0](#)

Commercial and Industrial Program Tools and Technical Guidelines

Review and reference these detailed guides when completing your application.

C&I Energy Efficiency and Electrification 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
- Three (3) customer references

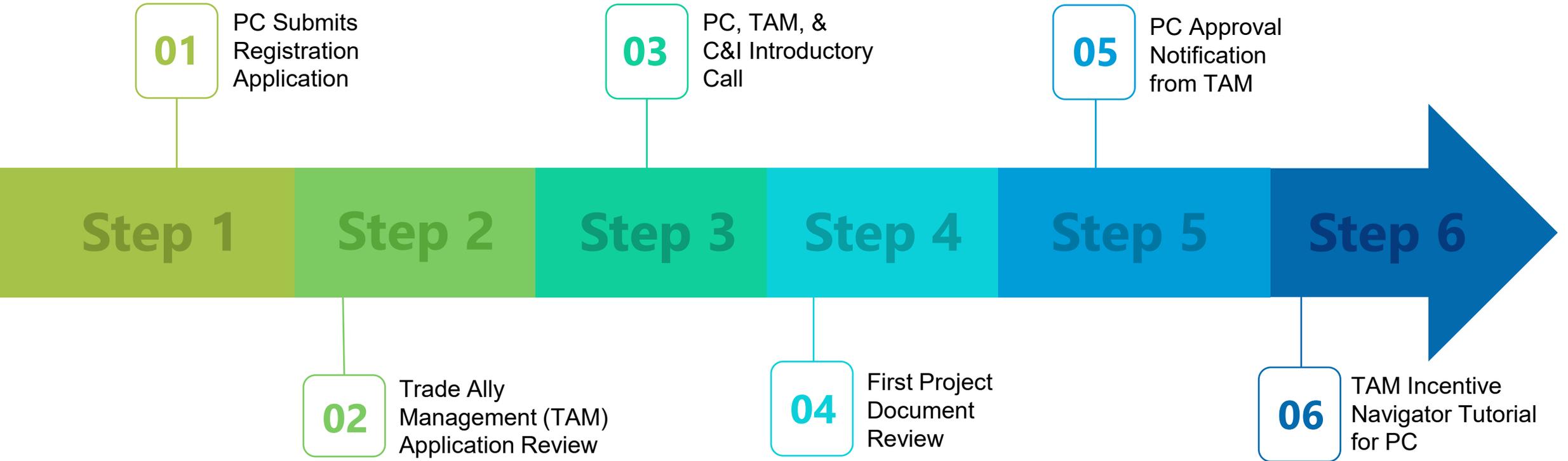
Requirements to Maintain PC Status

- 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 (completed within 5-7 days)
- Steps 4-6 (timeline may vary)
- PC must submit **one** project to be an approved contractor

Commercial & Industrial Energy Efficiency Program

Points of Contact

Trade Ally Management Team

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

Business Development Manager

Will help you with submitting all of your projects, assist with answering 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

Participating Contractor Monthly Meetings

2025 Monthly Topics Breakdown

- **January:** Con Edison | 2025 Updates + Neighborhood Program RFP Info
- **February:** Con Edison | CARE Team Website Debrief
- **March:** Con Edison | Co-Branding Workshop
- **April:** NYC Accelerator | Resource Informational Session*
- **May:** Con Edison | Programmatic Updates + EE/BE Orders
- **June:** Con Edison | Contractor Resources
- **July:** The Green Launchpad | Clean Energy Growth Playbook*
- **August:** Con Edison | Standardized Objective Performance Metrics
- **September:** NYSERDA | Decarbonization Tools from ASHRAE, USGBC, & The Retrofit Playbook*
- **October:** Advanced Energy Group | Participating Contractor Playbook for Weatherization
- **November:** Con Edison | Program Year-End Closeout

**External guest speaker*

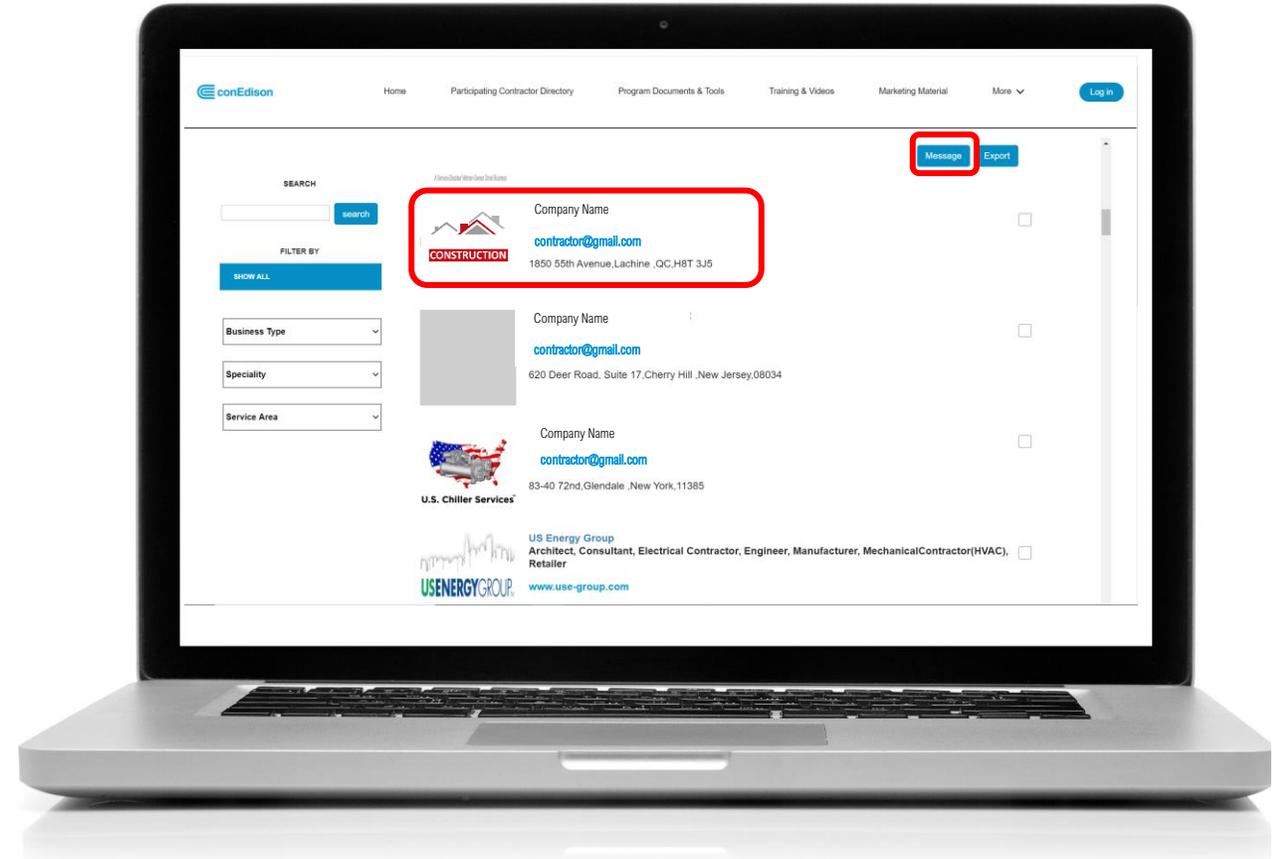
Participating Contractor Directory

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

How Participating Contractor Badge IDs Boost Program Participation:

- **Trust:** Badge and ID number reassure customers that a Participating Contractor is approved to work in Con Edison Programs
- **Awareness:** Boosts visibility and recognition as an official Con Edison Participating Contractor
- **Branding:** Provides a unique ID that is consistent across all 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:

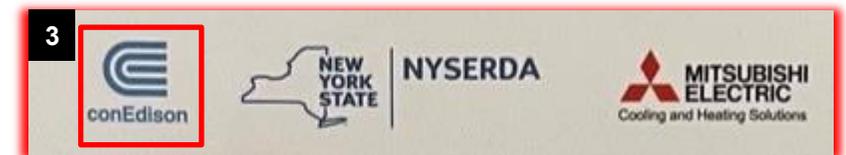
Before using, please email the Trade Ally Manager, Andrew Kringas, for approval at dl-CleanEnergyTradeAllies@conEd.com.

How to Effectively Co-Brand

Dos and Don'ts

The PC Badge is aligned with Con Edison's Corporate Guidelines

- Represents authenticity and trust between Con Edison and its Participating Contractors
- Cannot be edited or modified in any way
- Modifying the Badge ID will be considered a violation and leaves the PC open to a perception of a **scam**
 - 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: User Guide

Save time, money, and effort with the Incentive Navigator

Create & Download Your Estimate

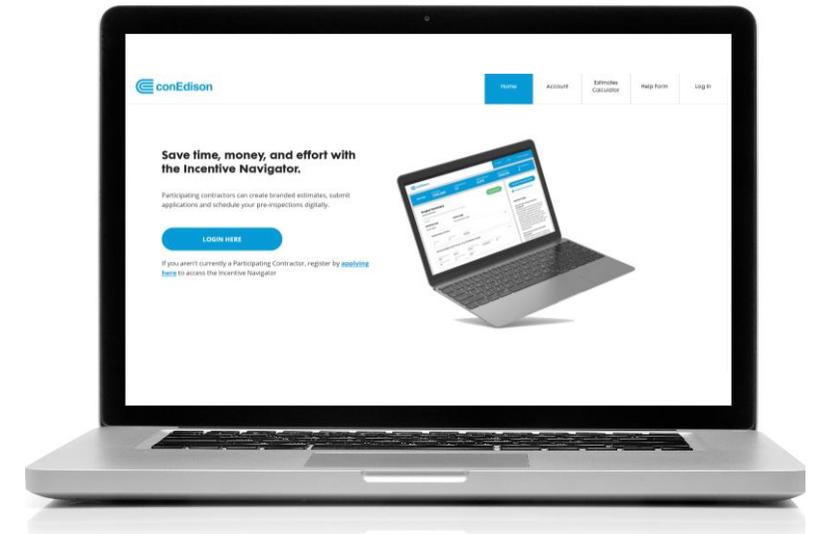
- Create and download a simple, branded estimate that maximizes incentives
- Share the estimate with your customer to help close the deal

Generate, Submit, & Track Projects

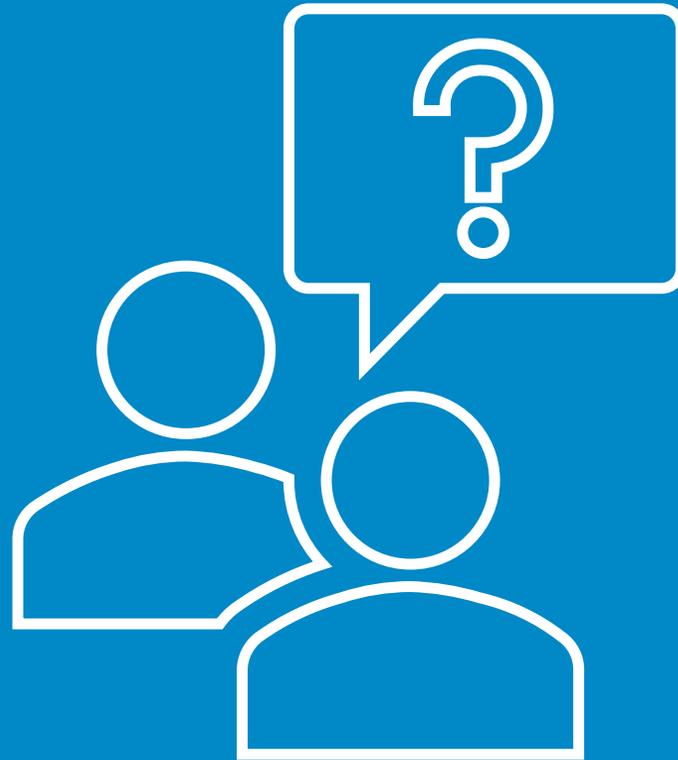
- Convert your estimate to a project to get a jump-start on your rebate application, providing visibility across the lifecycle of your project
- Communicate directly with the C&I team throughout the lifecycle of your projects using Incentive Navigator

Schedule Your Inspection

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



FAQs



C&I Energy Efficiency and Electrification Program

FAQs

What is the typical timeline for processing a project in the C&I Program?

- Once you submit a complete application package, our team will work with you to address your project's specific needs. Timelines vary depending on the measures being incentivized and the quality of the submitted documentation.

Are all applications submitted to the C&I program subject to pre-inspections?

- Yes, every C&I application is subject to a pre-inspection.

Does the program have any case studies that show energy savings, incentives, project costs and ROI?

- Yes, please visit our case study webpage that includes a library of completed C&I projects: [Success Stories](#).

When will the Program Manual be available?

- The C&I Energy Efficiency and Electrification Program Manual is now available. Click this [link](#) to access.

Is a Master Case ID (MCID) required for all projects in the C&I program, or only those increasing electrical load?

- Con Edison requires an MCID case whenever new electrical load is added to any building, including those applying for C&I incentives.

Is there a total incentive cap for C&I projects?

- Prescriptive and custom incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.

C&I Energy Efficiency and Electrification Program

FAQs

Does the program provide incentives for EE+E measures at process-energy-dominant facilities that must comply with LL97?

- Yes, incentives are offered to commercial and industrial customers who meet the eligibility criteria, including facilities where energy process is dominant and LL97 compliance applies.

Is the low-cost financing program available in 2026?

- Yes, the low-cost financing program continues to be available in 2026. For more information please visit this webpage: [Financing as Low as 0%](#).

How is the Neighborhood Bonus incentive calculated?

- The final NWS Bonus is determined by the final project costs and the verified summer coincident network peak demand (kW) reduction.

Is there a Neighborhood bonus program for networks in Brooklyn?

- No, there are no designated bonus programs available for Brooklyn networks.

C&I Energy Efficiency and Electrification Program

FAQs

Are Variable Frequency Drives (VFD) eligible for C&I incentives?

- Yes, VFDs are eligible for C&I incentives.

Are Steam Traps eligible for C&I incentives?

- No, Steam traps are no longer eligible for C&I incentives.

Are incentives available for replacing steam chillers with electric chillers?

- No. Steam-to-electric chiller replacements are not eligible under the Commercial and Industrial (C&I) program. Additionally, the electrification of district steam cooling equipment is not eligible.

What resources provide guidance on incentives related to electric savings for cooling-only commercial HVAC projects?

- Please refer to the [C&I Program Manual](#), [C&I Incentive Fact Sheet](#), and [Building Electrification Technical Guide](#).

Is it possible to calculate electric, steam and/or therm savings for window replacement projects?

- Yes. Utilize the Building Envelope Calculator, on the C&I website, available under Program Tools and Documents, to determine savings for window replacement projects. A link to the website is [here](#).

C&I Energy Efficiency and Electrification Program

FAQs

What incentives are available for ductless mini-split systems and/or water-cooled heat pumps, and electrical upgrades related to installing building electrification measures?

- Heat pump measures are categorized as Space Heating: Full Building Electrification, Space Heating: Phased Load Electrification and Domestic Hot Water Electrification measures in the 2026 C&I EE-E Program Manual. Incentive rates and definitions below. For additional details, please refer to the [Building Electrification Technical Guide](#).

Space Heating: Full Building Load Electrification: Full-load space heating projects must be designed and sized to meet at least 100% of the building heating load (BHL) at design conditions.

Phased Load Electrification: Consistent with the Con Edison Non-LMI EE/BE Implementation Plan, custom projects that do not electrify an entire building will be treated as Phased if they meet the following two conditions:

1. Include new equipment that uses electricity and one or more of the following sources of heat: geothermal heat exchanger, air-source heat pump, or recovered waste heat.
2. Permanently reduce fossil fuel or district steam use for space, water, or process heating. Projects may permanently reduce fossil fuel or district steam use, together [with] “legacy systems,” either by disabling or disconnecting the heating equipment or system, or through the application of controls.

Domestic Hot Water Electrification (DHW): To qualify for full load incentives, DHW projects must be designed and sized to meet 100% of the DHW load within the project scope under design conditions. DHW projects that meet the Phased criteria, including using a central plant, are eligible for Phased incentives.

Measure	Incentive (\$/MMBtu)
Space Heating: Full Building Load Electrification	\$120
Space Heating: Phased Load Electrification	\$70
Domestic Hot Water Electrification	\$200

C&I Energy Efficiency and Electrification Program

FAQs

Does the measures sunset in this slide deck apply to Con Edison's midstream programs?

- All information in this slide deck pertains to the C&I Energy Efficiency and Electrification Program. For midstream-specific questions, please contact the midstream program directly.

If a company only performs necessary electrical upgrades to prepare a building for clean energy initiatives, but does not install the pump or system, does this work qualify for incentives?

- Electrical upgrades are not eligible for C&I incentives.

Who should we contact to become an approved Participating Contractor in C&I?

Please reach out to the Clean Energy Networks team, dl-CleanEnergyTradeAllies@coned.com.

If we are already an approved Participating Contractor (PC) in the C&I Clean Heat Program, is it necessary to re-apply for the C&I Energy Efficiency and Electrification Program?

- No, you do not have to re-apply.



Thank you!

C&I Inquiries Email
Commercial@coned.com

C&I EE-E Program
ConEd.com/largecommercial

Incentivenavigator.coned.com

[Participating Contractor Portal](#)