The Consolidated Edison Commercial and Industrial (C&I) Energy Efficiency Program Manual 2025

Version 1.0

December 1st, 2024

The new rates and conditions found in this program manual are effective for completed application packages submitted for the first time as of December 1, 2024. 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.

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0.0 Program Manual Updates

The following is a summary of sections updated in this version of the manual. Review the entire manual to ensure your project is eligible for the program.

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

1.0 Program Overview & Eligibility

The Con Edison Commercial & Industrial (C&I) Energy Efficiency Program offers incentives for installing energy-efficient equipment and technologies. Energy efficiency can help improve the bottom line by reducing energy use and maintenance costs while increasing operating efficiencies. These upgrades can also help protect the environment.

There are two pathways for both Con Edison gas and electric customers participating in the 2025 program year:

1. Prescriptive path: A project that includes prescriptive measures only. Prescriptive measures are those listed in the New York State Technical Resource Manual (TRM) and have set incentive rates.

2. Custom path: A project that includes custom measures are eligible measures that are not listed in the New York State Technical Resources Manual. Custom calculations are required to determine the amount of energy savings and incentive amount.

To get started, determine your project's eligibility and path, complete a short application, and speak with one of our dedicated Energy Advisors with any questions about your energy-efficiency project or to schedule an on-site facility assessment. Once the project is approved and completed, the incentive is mailed to the customer, or directly to the Participating Contractor, with customer approval.

1.1 Program Process

1. CHECK PROJECT AND EQUIPMENT ELIGIBILITY
    - All installed equipment must meet or exceed specifications described in this Program Manual.
2. SUBMIT AN APPLICATION PACKAGE
    - An application package is required for all custom and prescriptive projects and includes the items listed below. When submitting your application package, please label these documents with the appropriate file names shown here.
        - Completed program application. Applicant name must match name of Con Edison account holder. Filename: Application
        - Customer Proposal/Statement of Work. Include all equipment details related to the proposed measure and a complete description of the existing system operation including a cost breakdown between material and labor. Filename: Statement of Work
        - Con Edison Excel Tool (if your project contains a measure listed in one of our excel tools). Filename: Electric Measure Tool, Gas Measure Tool, etc.
        - Cut Sheets. Specific model(s) of the measure being used in the project must be highlighted on the cut sheets before submission. Filename: Cutsheet – *[Make - Model #]*
        - Any other measure specific documentation listed in this program manual

or in guidance documents specific to the technology (custom projects) or requested to confirm savings calculations. Filename: *[Specify Document Type based on measure-specific requirements]*

- W-9 of the incentive recipient. W-9 must be latest version available on IRS website. Filename: W9 Form
- Customers: submit applications via email to their Energy Advisor or to Commercial@coned.com with a subject line of **New C&I Application – [Applicant Name]**.
- Participating Contractors: must submit applications via Incentive Navigator.
- Master Case ID (MCID) application must be entered for all projects that increase electrical load to the system an MCID # will be required.

3. SIGN PRELIMINARY INCENTIVE OFFER LETTER (IOL)
   - You will receive a Preliminary IOL once your project has been reviewed. Please clearly identify a contact person who may be present during the pre-inspection site visit and sign the document. This offer expires in 30 days if not returned to Con Edison.
4. PRE-INSPECTION
   - Con Edison will pre-inspect the existing condition of your site. To be eligible for incentives work may not begin until this pre-inspection has been completed and a Notice to Proceed has been sent by Con Edison.
   - Before you start any work on your site, Con Edison will conduct a pre-inspection to assess the existing condition of your site. The pre-inspection is a mandatory step that ensures that your site meets the program requirements and that the proposed work will result in energy savings.
   - Ensure the site is safe, unobstructed, and free from hazards. All Hazards must be clearly marked and identified. A clean and organized work site is expected.
5. NOTICE TO PROCEED
   - After the pre-inspection, a review of the project will occur and you will receive a Notice to Proceed which includes an updated incentive offer, indicating project work may begin.
6. INSTALL EQUIPMENT
   - The Notice to Proceed allows 90 days to complete your project and submit your completion paperwork. Contact the program team if you think your project will require more than 90 days. The program must be notified in writing to approve the extension of this deadline.
   - Refer to Section 1.5 for project eligibility for Smart Building Electrification measures: Advanced Controls for Heating Electrification, Building Envelope, and Waste Heat Recovery for that are eligible multi-year incentives.
   - For projects that include eligible advanced controls for heating electrification, building envelope, and waste heat recovery measures, there is the option of

an 2025 incentive guarantee for projects that will be completed in 2025. See Section, 1.5 for project eligibility details.

7. SUBMIT COMPLETION PAPERWORK

Submit your completion paperwork as soon as your project is completed. Completion paperwork should only be submitted after 100% of incentivized measures are installed. The completion paperwork includes:

i. Customer and Participating Contractor signed Completion Certificate. Only costs directly related to incentivized measures should be included on the completion form.
ii. For prescriptive projects, final invoices must be made available upon request. For custom projects, all invoices must be submitted.
iii. All itemized final invoices and receipts must be submitted and broken out by product.
iv. See the “Project Costs and Invoicing Requirements” section of this manual for invoicing requirements.

8. POST INSPECTION
   - Con Edison will inspect the new condition of the site to determine eligible incentives.
   - After you have completed the installation of the new equipment, Con Edison will conduct a post-inspection to verify the condition of the site and determine the eligible incentives. Ensure that the new equipment is fully installed and operational to the applicable systems before the post-inspection. If the work is incomplete, the inspection will result in a fail.
   - Ensure the site is safe, unobstructed, and free from hazards. All Hazards must be clearly marked and identified. A clean and organized work site is expected.
9. RECEIVE INCENTIVE UPDATE LETTER (IUL)
   - Con Edison will issue an Incentive Update Letter reflecting final project savings, incentives, and payee information.
10. RECEIVE INCENTIVE PAYMENT
   - Once your energy savings and incentives are approved by the Program team, a Final Incentive Offer Letter (FIOL) and incentive check will be mailed to you or your Participating Contractor.

1.2 Incentive Payments

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. Material and Labor costs submitted are subject to Con Edison review and may be capped for incentive calculations at our sole discretion. See additional invoicing requirements in the "Project Costs and Invoicing Requirements" section of this manual. The W9 submitted must match the name of the payee as indicated on the program application. Participating Contractors on probation may not be allowed to accept incentive payments on behalf of the customer. Participating contractors who are in good standing with the program will be allowed to accept incentive payments on behalf of the customer with prior written approval by the customer.

Account holders may assign incentive payments to subsidiary or parent companies. Proof must be submitted to show account holder is the parent company or subsidiary, as applicable, of assigned payee. In the case of master metered building scenarios, where building owner is the account holder and work is being done by the tenant, payment may be assigned to the tenant by the building owner.

1.3 Tax Liability

Incentives may be taxable for most taxpayers. If an incentive is more than $600, it will be reported to the IRS and the customer will be provided with an IRS form 1099, unless the customer has submitted documentation that they are a tax-exempt entity as defined by the IRS. Con Edison is not responsible for any tax liability that may be imposed on any customer because of the payment of program incentives. All customers must supply their Federal Tax Identification number to Con Edison to receive a Program Incentive. Please consult with your tax professional for information on the tax treatment of the incentives.

1.4 Customer Eligibility

General Requirements

- Customer 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.
- Project must be in an existing facility, either a retrofit or gut renovation. Gut renovations are defined as one of the following types of projects:
    - Change of use and reconstruction of existing building or space within, including removal of all materials and equipment down to the structural load-bearing beams. New construction is not eligible for this program.
    - Reconstruction of a vacant structure or space within, including removal of all materials and equipment down to the structural load-bearing beams.
- Equipment must be installed after customer signs and submits a signed preliminary IOL from Con Edison, allows for a pre-installation inspection, and receives a Notice to Proceed from Con Edison.
- The Con Edison customer of record listed on the application is a directly metered commercial or industrial customer.

- All incentives provided are for replacement of existing fully operational systems unless the project is a gut renovation. Incentives do not cover maintenance, repairs, or replacement of existing non-functional equipment unless explicitly state herein.
- Incentives are for energy efficiency improvements. Program incentives do not cover correction of existing equipment sizing. Equipment Downsizing will ONLY be eligible for incentives when the project meets Early Replacement or Extended Life requirements as outlined in Sections 2.6.1 and 2.6.2.

Eligibility for Projects with Electric Saving Measures

- All customers with a Con Edison commercial account over 100 kW average peak demand on a rolling 12-month basis 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.

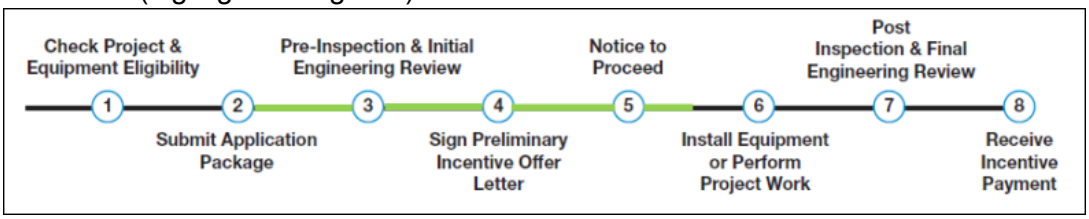
Eligibility for Projects with Gas Saving Measures

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

1.5 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 **October 15, 2025** to be guaranteed for 2025 incentive rates. Incentives for projects completed after this date may be reduced.
- All lighting measures from existing applications must be completed (all documents received, and project is ready for post installation) by June 30, 2025. Incentives for lighting projects completed after June 30, 2025 are not eligible.
- 2024 & 2025 Multi-Year Incentive Eligibility
    - Eligible Measures: Advanced Controls for Heating Electrification, Building Envelope and Waste Heat Recovery
        - Each of these measures are eligible to receive a 2024 incentive rate through October 15, 2025.
        - To apply for consideration customers must submit a Project Installation Plan to the program at commercial@coned.com.
    - The following diagram represents when a Project Installation Plan form can be submitted (highlighted in green):



1.6 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 to 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
- Provide updated IRS W9 form and Certificate of Insurance policy (minimum $1M) on the participating contractor application
- Provide 3 customer references
- Workers Compensation coverage as required by NYS
- Attend C&I program training
- Complete at least 1 project in the program annually
- Adhere to the participating contractor participation requirements
- Adhere to program requirements
- Maintain an approved participating contractor status

Only Participating Contractors (PC) in good standing, consistent with the PC participation requirements, will be allowed to accept incentive payments on behalf of the customer.

1.7 Participating Contractor Participation Requirements

The goal of this policy is to verify that projects in the Program meet all Program requirements and customers are left satisfied with their Participating Contractor's performance.

Probation and Expulsion Procedure

Based on the findings of Con Edison quality assurance and quality control activities, the Program will document and inform Participating Contractors of any deficiencies and any corrective actions that need to be taken. Participating Contractors who deliver inconsistent results will be considered for Probation or Expulsion. Program expulsion is defined as the **permanent removal** of the Contractor from the Program. All the privileges of Program participation will be revoked including but not limited to the use of all marketing materials associated with the Program. For more information on the Program's disciplinary policy, please refer to the Commercial and Industrial Program Participating Contractor Agreement, Attachment A.

Disclaimer and Code of Conduct for Participating Contractors

- Safety Access: As a Participating Contractor, you are required to ensure a safe, unobstructed, and easily accessible environment for our inspector to conduct the site visit. You are responsible for addressing any potential safety hazards before the site visit to prevent accidents or injuries.

- Professional Conduct: Participating Contractors are expected to act professionally at all times when interacting with our inspectors. This includes maintaining respectful communication, adhering to appropriate behavior, and refraining from any actions that might be considered unprofessional or disrespectful.
- Discussion Limitations: It is not within the inspector's purview to discuss savings or incentives. These topics should be directed toward your Business Development representative. Any attempt to pressure an inspector into discussing these subjects is inappropriate and against the terms of this agreement.

Please be aware that any breach of this code of conduct, including unprofessional or disrespectful behavior or attempts to pressurize our inspectors to discuss incentives or savings, will be deemed a breach of contract. Such infractions may be subject to penalties as outlined in the terms and conditions of your contract agreement.

By continuing to work under this agreement, you, the Participating Contractor, acknowledge the above expectations and agree to conduct yourself by this code of conduct. Please contact your Business Development representative with any questions regarding this disclaimer."

1.8 Scope of Work Change

A scope change is when a Customer or Participating Contractor updates their scope of work after receipt of a preliminary offer letter or after a Pre-Installation Inspection is performed. Once a Customer or Participating Contractor has determined that their scope of work has changed from their original application, the Con Edison C&I Program must be notified to confirm that the revised scope is still eligible for incentives. The Customer or Participating Contractor should complete and submit the **Scope of Work Change Form** detailing the new scope of work. All relevant information such as updated cutsheets, costs, etc should be included with the scope change submission package.

A scope of work change form may be submitted up through submission of the project's completion certificate. Failure to submit Scope of Work Change Form could result in loss of program incentives. Upon review of a scope change, Con Edison may revise project savings, project costs, and incentive amount. A secondary pre-installation inspection may be required to validate eligibility and existing conditions.

1.9 Non-Wires Solutions (NWS) Neighborhood Program Bonus Eligibility

Con Edison's Non-Wires Solutions (NWS) portfolio of programs offer incentives for energy efficiency, energy storage and new technologies for projects in eligible neighborhoods to defer or eliminate traditional infrastructure projects for the benefit of the electric distribution system and improve service reliability.

The C&I Energy Efficiency component of the NWS portfolio is marketed as the NWS Neighborhood Program Bonus for C&I Buildings (NWS Neighborhood Program Bonus or Neighborhood Bonus). The Neighborhood Bonus offers additional incentives for energy efficient upgrades that provide summer

electric peak demand (kW) savings in eligible neighborhoods coincident with the network peak hour. The customer project site must be in an eligible electric network to qualify (see section 1.9.3). Qualifying C&I customers installing eligible measures may receive the Neighborhood Bonus in the amount of **$2000/kW saved, up to 100% of each measure cost, and 100% of the total project cost**, including all offers through the C&I Energy Efficiency Program. NWS Neighborhood Program Bonus payments will be provided to the project payee in a separate check after receipt of the C&I Energy Efficiency Program incentive payment. Con Edison automatically checks project eligibility for the NWS Neighborhood Bonus upon review of the C&I Application package. The applicant only needs to submit one C&I Program Application package. If the project is eligible for the Neighborhood Bonus, Con Edison will share an NWS Neighborhood Bonus Preliminary Incentive Offer Letter (PIOL). Participation in the NWS Neighborhood Program Bonus is not mandatory. Applicants with projects eligible for the Neighborhood Bonus may forgo NWS participation and opt to only participate in the C&I Energy Efficiency Program.

Measures eligible for the NWS Neighborhood Program Bonus for C&I Buildings are listed in the following table.

Neighborhood Bonus for C&I: Eligible Measures	
NWS Prescriptive Measures	**NWS Custom Measures**
• 2.1.1 Unitary Air Conditioner • 2.1.2 Variable Refrigerant Flow (VRF) Air Conditioner • 2.2.1 Air Compressors (single system replacement) * • 2.3.1 Door Gaskets • 2.1.7 EC Motors (HVAC) • 2.3.4 Electronically Commutated (EC) Motors (Refrigeration) • 2.3.7 Refrigerated Display Case Replacements • 2.3.5 Anti-Condensation Heater Controls	Examples of other measures that may be eligible include: • 2.2.2 Building Envelope • 2.1.4 Chillers • 2.2.7 Elevator Modernization • 2.3.6 Evaporator Fan Controls • 2.3.7 Compressor Racks • 2.2.1 Air Compressors (multi-system replacement) * • Other Custom Electric Measures

*To be eligible for the NWS Neighborhood Bonus, *Air compressor measures must demonstrate peak demand savings by replacing the existing baseline air compressor with a new, energy efficient air compressor. Single-compressor systems that are a 1:1 replacement will follow the NWS prescriptive incentive pathway. Multi-compressor systems are too dynamic to accurately be characterized as a prescriptive measure, and thus will follow the NWS custom incentive pathway.*

Applicants with projects that qualify for the NWS Neighborhood Bonus may participate through the NWS prescriptive or custom pathway. The prescriptive pathway is reserved for projects where the total magnitude of NWS prescriptive measures provides a peak demand savings of 1-100 kW. Large projects with NWS prescriptive measures totaling >100 kW in peak demand savings must follow the NWS custom pathway. Furthermore, all NWS custom measures must meet the minimum peak demand (kW) savings threshold of 15 kW to qualify for NWS Neighborhood Bonus incentives.

1.9.1 NWS Prescriptive Neighborhood Bonus Eligibility

NWS prescriptive measures eligible for the Neighborhood Bonus, are listed in the *NWS Prescriptive Measures* section of the table above.
Eligible projects installing prescriptive measures will receive a PIOL stating the eligible estimated NWS Neighborhood Bonus amount following review of the C&I Application Package. The final NWS Neighborhood Bonus amount will be determined based on final project costs and final demand (kW) savings for eligible measures that are fully operational. The NWS Neighborhood Bonus is paid in a separate check after receipt of the C&I Energy Efficiency Program incentive payment.

1.9.2 NWS Custom Neighborhood Bonus Eligibility

Projects with eligible custom measures and eligible large prescriptive projects, defined above, may participate for the NWS Neighborhood Program Bonus, via the NWS custom pathway. All project measures following the custom pathway must be pre-approved by the NWS Neighborhood Program Team to be considered for the bonus. Applicants that elect to participate are required to sign the NWS C&I Neighborhood Bonus Program Agreement and adhere to additional terms and conditions of the NWS Neighborhood Program. Con Edison will conduct additional program Measurement & Verification (M&V) activities to verify the summer coincident network peak electric demand (kW) reduction resulting from the project. M&V activities may include additional pre- and post-installation site visits and metering, which will be performed by Con Edison and/or its third-party contractors.

The final NWS Neighborhood Bonus will be determined based on the final project cost and the verified summer coincident network peak demand (kW) reduction, following the completion and analysis of program M&V activities.

The additional process steps to claim the NWS Neighborhood Bonus include:

1) If the project is eligible for the custom NWS Neighborhood Bonus, the project applicant will receive an NWS Neighborhood Bonus PIOL and the NWS C&I Neighborhood Bonus Program Agreement following review of the C&I Application package.
2) Applicant completes, signs, and returns the NWS C&I Neighborhood Bonus Program Agreement.
3) Con Edison provides an M&V plan detailing the M&V activities required to verify project savings for the Applicant to review and accept.
4) Con Edison and/or its third-party contractor completes M&V activities as detailed in the M&V plan.

5) Con Edison calculates the final NWS Neighborhood Bonus incentive amount based on the results of the completed M&V plan. The final NWS Neighborhood Bonus incentive is processed and mailed to the project payee after the final C&I Energy Efficiency Program incentive payment has been paid and any program M&V activities and associated analysis has concluded.

Examples of custom NWS measures are building envelope equipment, chillers, elevator modernization, and evaporator fan controls. If there is uncertainty about NWS measure eligibility, please inquire by emailing commercial@coned.com.

1.9.3 NWS Neighborhood Bonus – Network Eligibility

The customer project site must be in an eligible electric network to qualify. The following neighborhoods are eligible for the NWS Neighborhood Bonus:

- **Jamaica (Southeast Queens):** Jamaica network

The following map shows the eligible network areas of Jamaica. If you are not sure about your specific eligibility, please contact your Energy Advisor or send us an email to the C&I Energy Efficiency Program inbox commercial@coned.com.

1.9.4 NWS Neighborhood Bonus – Eligibility Updates

Jamaica (Southeast Queens): In 2023, NWS Neighborhood Bonus incentives were expanded to neighborhoods in Southeast Queens. Neighborhood Bonus incentives are available for eligible customer projects Jamaica network if submitted on or after **June 1, 2023**

- **BQDM (Brooklyn Queens Demand Management):** New applications **will** no longer be considered for BQDM NWS Neighborhood Program Bonus incentives if submitted after December 31, 2024. Eligible C&I customer projects in BQDM that applied by December 31, 2024, and received a Neighborhood Bonus incentive offer must be fully installed, post-inspected and cured no later than **May 31, 2025,** to qualify and receive the NWS Neighborhood Bonus.

The following map shows the eligible network area of Jamaica. If you are not sure about your specific eligibility, please contact your Energy Advisor or send us an email to the C&I Energy Efficiency Program inbox commercial@coned.com.


QUEENS
Stewart Ave.
Grand Central Parkway
Bellerose/
Floral Park
Jamaica Ave.
Gothals Ave.
Jamaica
Estates
Queens
Village
Briarwood
Queens Blvd.
Hollis
Jamaica
St. Albans
Cambria
Heights
Borough Border
Cross Island Pkwy.
Van Wyck Expressway
JAMAICA
South
Jamaica
Laurelton
Nassau Expy.
Brookville
Rosedale
John F. Kennedy
International
Airport
Eligible Neighborhoods
Border Streets
Program Border
Borough Border
Program Name

2.0 Eligible Measures and Incentives

All measures and incentives listed below are subject to change at the discretion of Con Edison without prior written notification.

2.1 Heating, Ventilation, & Air Conditioning (HVAC) Measures

The Con Edison C&I Program offers the following incentives for equipment upgrades related to HVAC. Measure categories are based on equipment descriptions listed on the submitted specification sheets.

Heat pumps that provide water heating or space heating and/or cooling are not presently eligible for incentives under this program. (See NYS Clean Heat program for eligibility requirements)

Retrofitting of existing boilers is not eligible for program incentives. Entire boilers including boiler shell, tubing, burner, etc…must be replaced to qualify for incentives.

2.1.1 Unitary AC

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)	Incentive	Unit
Unitary HVAC and Split Air Systems (Heating: Electric Resistance or None)	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 11.2 AND IEER > 12.9	$75	Ton
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 11 AND IEER > 12.4		
	≥ 20 to < 63 tons	≥ 240 to < 760 MBH	EER > 10 AND IEER > 11.6		
	> 63 tons	> 760 MBH	EER > 9.7 AND IEER > 11.2		
Unitary HVAC and Split Air Systems (Heating: All Other)	Split System < 5.4 tons	< 65 MBH	EER > 11.2 AND SEER > 13.0		
	Single Package < 5.4 tons		EER > 11.8 AND SEER > 14.0		
Unitary HVAC and Split Air systems (Heating: All Other)	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 11.0 AND IEER > 12.7		
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 10.8 AND IEER > 12.2		
	≥ 20 to < 63 tons	≥ 240 to < 760 MBH	EER > 9.8 AND IEER > 11.4		
	> 63 tons	> 760 MBH	EER > 9.5 AND IEER > 11		

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)	Incentive	Unit
Packaged Terminal AC (PTAC)	Standard Size	All Capacities	EER > 14.0 – (0.300 x (Cooling Capacity in BTUh/1000)	$150	Ton
	Nonstandard Size		EER > 10.9 - (0.213 × Cooling Capacity in BTUh/1000)		

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)	Incentive	Unit
Single-Package Vertical Air Conditioner (SPVAC)[1]	Standard Size	All Capacities	EER > 10.0	$0.30 per kWh saved	

2.1.2 Variable Refrigerant Flow (VRF) Systems

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)	Incentive	Unit
Variable Refrigerant Flow-Air Conditioner[2], air cooled	Multisplit System < 5.4 tons	< 65 MBH	SEER > 13	$0.30 per kWh saved	
	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 11.2 AND IEER > 15.5		
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 11 AND IEER > 14.9		
	≥ 20 tons	≥ 240 MBH	EER > 10 AND IEER > 13.9		

2.1.3 Gas Seasonal Heating Systems

Measure	Type	Size	Eligibility Criteria	Incentive	Unit
High Efficiency Natural Gas Furnace	All	< 225 MBH	AFUE > 80%, or Thermal Efficiency > 80%	*	Furnace
		> 225 < 300 MBH	Thermal Efficiency > 80%	*	
		> 300 < 500 MBH	Thermal Efficiency > 80%	$1,500	

[1] SPVAC and VRF Air Conditioners are custom measures. Please provide an engineering analysis as described in the custom guidelines at www.coned.com/largecommercial.

Measure	Type	Size	Eligibility Criteria	Incentive	Unit
		≥ 500 < 1,000 MBH		$2,500	
		≥ 1,000 MBH		$5,000	
High Efficiency Natural Gas Hot Water Boiler	Non-Condensing	< 300 MBH	AFUE > 82%	*	Boiler
		≥ 300 < 500 MBH	Thermal Efficiency > 80%	*	
		≥ 500 < 1,000 MBH		*	
		≥ 1,000 ≤ 2500 MBH		$4,500	
		> 2500 MBH	Combustion Efficiency > 82%	$10,000	
	Condensing	< 300 MBH	AFUE ≥ 90%	*	
		≥ 300 < 500 MBH	Minimum Thermal Efficiency of 90%	*	
		≥ 500 < 1,000 MBH		*	
		≥ 1,000 ≤ 2500 MBH		$7,500	
		> 2500 MBH	Minimum Combustion Efficiency of 93%	$15,000	
High Efficiency Natural Gas Hot Steam Boiler	Natural Draft	< 300 MBH	AFUE > 80%	*	Boiler
		≥ 300 <1000 MBH	Thermal Efficiency > 77%	*	
		≥ 1000 ≤ 2500 MBH		$1,000	
		> 2500 MBH		$7,500	
	All Others	< 300 MBH	AFUE > 80%	*	
		≥ 300 <1000 MBH	Thermal Efficiency > 79%	*	
		≥ 1000 ≤ 2500 MBH		$2,500	
		> 2500 MBH		$10,000	
Infrared Unit Heater	n/a	n/a	Limited to replacing existing natural gas burning non-infrared heating systems. Must be new, low-intensity, infrared gas-fired unit heater.	$2	Therm

**Furnaces and boilers with an asterisk ("*") receive an incentive thru the Midstream Commercial Water Heater Program offered by Con Edison. These boiler sizes are no longer eligible in this program through the normal replacement option. You may qualify for the extended life path. See that section of the manual for details and reach out to our energy advisors.*

2.1.4 Chillers

Chiller equipment must be minimally code compliant as outlined below. You may choose Path A (Constant Speed Chillers) or Path B (Variable Speed Chillers), depending on your project's chiller plant design. To qualify for custom early replacement or extended life offerings the guidelines listed at www.coned.com/largecommercial and in the relevant sections in this manual must be followed.

Equipment Type	Size Category	Units	Path A		Path B		Incentive
			Full load	IPLV	Full load	IPLV	
Air cooled, with condenser, electrically operated	<150 tons	EER	>10.100	>13.700	>9.700	>15.800	$0.30/kWh saved
	≥150 tons		>10.100	>14.000	>9.700	>16.100	
Water cooled, elec. operated, positive displacement, rotary	<75 tons	kW/ton	<0.750	<0.600	<0.780	<0.500	
	75 to <150 tons		<0.720	<0.560	<0.750	<0.490	
	150 to <300 tons		<0.660	<0.540	<0.680	<0.440	
	300 to <600 tons		<0.610	<0.520	<0.625	<0.410	
	≥600 tons		<0.560	<0.500	<0.585	<0.380	
Water cooled, elec. operated, centrifugal	<150 tons	kW/ton	<0.610	<0.550	<0.695	<0.440	
	150 to <300 tons		<0.610	<0.550	<0.635	<0.400	
	300 to <400 tons		<0.560	<0.520	<0.595	<0.390	
	400 to <600 tons		<0.560	<0.500	<0.585	<0.380	
	≥600 tons		<0.560	<0.500	<0.585	<0.380	

2.1.5 Chiller Tune-Up

Chiller tune-ups shall include routine inspection for refrigerant leaks & volume, checking compressor operating pressures, all appropriate oil levels and pressures, crank case heater operation, all electrical starters, contractors, and relays, examining all motor voltages and amps, filter and belts inspection and replacement when necessary, checking and cleaning of the coils or tubes, checking cooling towers for buildup/scale, checking control operation and setpoints, and checking economizer function. Additionally, water cooled chiller tune-up may include chilled and condenser temperature adjustments, and compressor unloading switch adjustments.

- Incentive is available once per 5-year period for each chiller
- This measure is available on Con Edison's Electric Tool

Measure	Type	Incentive	Unit
Chiller Tune-up	Water/Air Cooled Chillers	$8	Ton

The following must be included with the initial application:

- Photo documentation to include:
  - Overview photo showing all in-scope chillers
  - Nameplate photos for all chillers proposed for tune-up
  - All photos must be clear with readable labels (E.g. Chiller 001 Nameplate)

Con Edison reserves the right to request an on-site inspection while the chiller tune-up is being performed. If conducted, this inspection will satisfy the program's post-inspection requirement.

2.1.6 Boiler Tune-Up

This measure applies to gas-fired hot water and steam boilers used for process loads or space heating not covered under 40 CFR Part 63 Subpart 6J708. Tune-up will improve boiler efficiency by cleaning burners, combustion chamber and burner nozzles, adjusting air flow and reducing excessive stack temperatures, adjusting burner and gas input, and checking venting, safety controls, and adequacy of combustion air intake. Combustion efficiency must be measured before and after tune-up using a flue gas analyzer and submitted to Con Edison for review. Test results must demonstrate an increase in efficiency post-tune-up at the mid-or high fire range or the fire rate most used in the facility.

Measure	Type	Incentive	Unit
Boiler Tune-Up	Gas-fired hot water & steam boilers	$2	Per Therm

The following must be included with the initial application:

- Photo documentation to include:

  - Overview photo showing all in-scope boilers
  - Nameplate photos for all boilers proposed for tune-up
  - All photos must be clear with readable labels (E.g. Boiler 001 Nameplate)
- Date and time-stamped documentation of the “before” combustion efficiency tests

The following documentation must be included with the completion documents:

- Date- and time-stamped documentation of the “after” combustion efficiency tests

Con Edison reserves the right to request an on-site inspection while the boiler tune-up is being performed. If conducted, this inspection will satisfy the program’s post-inspection requirement.

2.1.7 Electronically Commutated (EC) Motors (HVAC)

Replacing existing motors with EC motors for HVAC system. This measure covers the replacement of a HVAC circulation (blower) fan motor with an electronically commutated motor (EC motor) in a commercial building. EC motors provide increased efficiency over PSC motors by controlling speed and torque, providing both efficiency and reliability. This incentive is for HVAC blower Fan.

Measure	Incentive	Unit
EC Motors - HVAC	$0.35	Per kWh

2.2 Other Efficiency Measures

2.2.1 Air Compressors

Measure	Type	Existing Condition	Eligibility Criteria	Incentive	Unit
Air Compressor	VSD	Existing, constant speed compressor	15 – 24 Horsepower	$250	Per HP
			25 – 74 Horsepower		
			≥ 75 Horsepower		
	Variable Displacement		50 – 74 Horsepower		
			≥ 75 Horsepower		

2.2.2 Building Envelope

Measure	Eligibility Criteria	Incentive	Unit
Window Film (NWS Eligible,	Buildings with electric AC and gas heat only with single pane windows only [2]	$1	Square Foot

[2] Prescriptive window film measure must meet TRM eligibility. Low Emissivity window film may be eligible for ‘Other Envelope Measure’ incentives and should be submitted with custom calculations.

custom)			
Other Envelope Measures	Includes window replacement, installation of secondary window systems, exterior wall and roof insulation, or other upgrades to existing building envelope that reduce energy losses.	\$0.85 per kWh \$150 per Mlbs of Con Edison Steam[3] \$25 per therm \$15 per Gal of Fuel Oil[4]	

Applicants shall submit installation photos at project completion for all envelope insulation and air sealing projects (e.g. wall insulation). Photo documentation must meet the following requirements outlined below:

- All photos must be clear with readable labels (E.g. Thickness Measurement of Insulation)
- All photos must be date and time-stamped
- Photos must show insulation type, thickness, R-value and proper installation.
    - Photos showing thickness measurements must show the item being measured by the proper measurement tool (measuring tape, depth gauge, etc).
- Include overview photo showing insulation location (interior, exterior, etc).

2.2.3 Commercial Kitchen Equipment Measures

Measure	Type	Flow Rate	Eligibility Criteria	Incentive	Unit
Pre-Rinse Spray Valve	Low-flow	1.12 GPM	Retrofit only	\$15	Spray valve
Faucet Aerator	Low-flow	1.5 GPM	Retrofit only	\$2	Aerator

[3] See the eligibility requirements for secondary steam and secondary oil savings to determine if your project is eligible for this incentive, Secondary Steam Incentives.

2.2.4 *Steam Trap Replacement*

Replacement and/or repair of failed steam traps is eligible for incentives at the rate indicated below per failed trap for applications meeting the below eligibility criteria[4]. Steam traps must be pre and post inspected by the Program when the traps are in use for confirmation of proper function.

Steam Trap Survey will be incentivized up to 50% of survey cost up to $5,000. Survey cost invoices should be submitted at the time of application to the program. Survey will only be incentivized if project is completed.

For projects that have savings less than 30,000 therms:

- Applicant has the option to have pre-inspection completed through **desk review**.
  - PC shall submit a detailed survey showing all failed traps accompanied by **thermal images***.
  - The post-inspection must be carried out on-site, with the steam system turned **on.**

*Note: If thermal imaging is not available, project can be processed via onsite on-site pre/post-inspection.

For projects that have savings of more than 30,000 therms:

- Both the pre-inspection and post-inspection must be conducted on site, with the steam system on.

The following applies for this measure:

- A survey for steam trap projects should be completed no more than 6 months prior to applying to the program for incentives.
- During Con Edison pre and post inspection, facility's steam system must be operating, and facility personnel must be present at time of inspection.
- Any claimed failed trap that is found to be operational during pre-inspection is not eligible for incentives.
- All steam traps claimed failed must be tested by the Contractor that is performing the work via ultrasonic device and tagged for identification purposes. Con Edison will use the Contractor's tags to identify traps during the pre/post inspection.
- Submit pictures of boiler(s) and associated nameplate(s) ratings. For dual-fuel boilers, you must indicate the percentage of time the boiler runs on gas provided by Con Edison.
- All steam trap projects must be submitted using Con Edison Survey template, available on our website.

Measure	Type	Eligibility Criteria	Incentive	Unit
Steam Trap Replacement/Repair	Space Heating	Low Pressure systems less than 15 (psig) Gage Pressure	$300	Per Failed Trap
	Non-Space Heating Systems	Up to 3,000 (psig) Gage Pressure		

[4] Customer 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.

2.2.5 Pipe Insulation

Installing new pipe insulation on existing bare piping is eligible for incentive at the rates indicated in this section. Repairing damaged insulation is not eligible for incentives.

- This measure is eligible when installed in the following applications:
  - For Space Heating applications, piping must be only in unconditioned spaces
  - For Domestic Hot Water applications, piping must be only for recirculating Hot Water systems
  - Other applications (i.e. Chilled Water, Process Systems, etc.) may be eligible for custom incentives
- Linear pipe insulation projects where insulation is installed on pipes up to 8” pipe diameter will receive the incentive rates indicated in this section. Larger pipe diameter must be submitted as custom analysis
- Pipes that have undergone an asbestos abatement in the past 12 months aren’t eligible for incentives
- Submit pictures of boiler(s) and associated nameplate(s) ratings. For dual-fuel boilers, you must indicate the percentage of time the boiler runs on gas provided by Con Edison.
- Insulation must be installed in accordance with the NYCECC or NYSECC as applicable, based on pipe diameter.
- All pipe insulation projects must be submitted using Con Edison’s Survey template, available on our website. The survey template also accepts inputs for pipe diameters greater than 8” up to 16”

Measure	Service Type	Eligibility Criteria	Incentive	Unit
Linear Pipe Insulation	Steam and Hot Water Space Heating, Domestic Hot Water Heating	Bare pipe with diameter up to 2"	$7	Per linear foot of piping.
		Bare pipe with diameter greater than 2", up to 8”	$10	
	All	Bare pipe with diameter greater than 8", up to 16”	$2	Per Therm saved

2.2.6 Variable Frequency Drives (VFDs)

VFDs provide opportunities for energy savings in many motor-driven systems. VFDs coupled with NEMA premium-efficiency motors offer greatly enhanced system control and efficiency. VFDs must be tied to the control system and controlled through sequence of operation/set point strategy, and operate at variable frequencies as determined by the control system.

- Building Exhaust Fans*
- Make-up Air Fans
- HVAC Supply and Return Air Fans*
- Heating Water Pumps*
- Chilled/Condenser Water Pumps*
- Water Source Heat Pump Circulating Loop Pumps
- Boiler Feed Water Pumps
- Process Fans and Pumps
- Variable Speed Domestic Water Booster Pump System
- Process Machinery
- Other Processes where system efficiencies are improved by coupling VFDs with motor-driven systems

VFD measures denoted with an asterisk may use the New York State Technical Reference manual, as applicable, to calculate savings. Alternatively, applicants may choose to submit these measures using a custom approach. All other VFD measures must use a custom approach to calculate savings. All custom savings analyses shall be accompanied by backup documentation, including pre/post system description, affinity law calculations, and other documentation list in the Custom Measure Guidelines reference document available on our website.

Projects with existing VFDs may be eligible for VFD incentives if the project proposes installation of new hardware that will allow the existing VFD to operate at variable frequencies, where there was previously no capability to do so. Controls added to a VFD that is used as a soft starter are also eligible for VFD incentives.

The following applications (including custom installations) are not eligible:

- New VFDs replacing existing nonfunctioning VFDs
- Replacement of existing VFD capable of operating at variable frequencies as determined by its control system.
- BMS or controls incentives may be considered in these cases if the project proposes to install new control hardware to further optimize the system operation above the existing conditions. New VFDs installed in conjunction with HVAC upgrades and/or major alterations that trigger code

Measure	Calculation Type	Eligibility Criteria	Incentive	Unit
Building Exhaust Fans Make-up Air Fans	Prescriptive	New VFDs tied to control system Operating at Variable Frequency Uses NYSTRM VFD equations	$0.19	Per kWh
HVAC Supply and Return Air Fans Heating Water Pumps Chilled/Condenser Water Pumps	Custom	New VFDs tied to control system Operating at Variable Frequency Uses Custom Calculations	$0.35	Per kWh
All other VFD applications	Custom	New VFDs tied to control system Operating at Variable Frequency Uses Custom Calculations	$0.35	Per kWh

2.2.7 Elevator Modernization

This measure is available for specific upgrades as identified in Con Edison's Elevator Modernization Tool, available on our website. Qualifying projects will receive the incentive rate listed below. See the Elevator Modernization Tool for additional eligibility requirements for this measure. For existing traction type elevators only.

Measure	Incentive	Unit
Elevator Modernization	$0.30	Per kWh

2.2.8 Building Automation Systems (BAS)

The following is the minimum information required for energy conservation measures (ECM's) related to building controls. Repair or replacement of broken BAS and retro commissioning are not eligible for incentives. Installation of software or programming only are not eligible for program incentives.

Measure	Incentive
Building Automation Systems (BAS)	$0.35 per kWh $80 per Mlbs of Con Edison Steam[5] $5 per therm $10 per Gal of Fuel Oil[6]

Required Project Documentation

All projects must provide the following documentation.

1. A detailed scope of work that contains all equipment in the proposed measure and includes existing system operation.b
    - Provide the existing system operation, including unit name, capacity, electrical power requirements, hours of operation, etc.
    - Indicate the extent of work to be done. For example, does the scope of work consist of only software/programming upgrades, installation of VFD's or control sensors?
    - Provide a list of all new or modified control points
    - Provide both material and labor costs to implement the proposed control strategies
2. Mechanical Equipment Schedule – sequence of operation for equipment
    - Schedule should identify mechanical equipment controlled, including Air Handlers, Chillers, Pumps, Cooling Towers, and Heat Exchangers, and associated control parameters, such as capacities, flow rates, and set points. This is to properly determine baseline of equipment
3. The control sequence of operation from the controls vendor describing controlled parameters, such as set point ranges, etc.
4. An engineering analysis of the estimated energy savings based on implementation of the proposed measure. Use the existing system operation as the baseline.
    - In cases where a project includes multiple ECMs, the engineering analysis must ensure that energy savings impacts due to each measure do not overlap. For example, if one measure is time of day shutdown, and the next measure is static pressure reset, the baseline energy consumption for the static pressure reset measure shall use the reduced hours of time-of-day shutdown.

[5] See the eligibility requirements for secondary steam and secondary oil savings to determine if your project is eligible for this incentive, Section 2.6.5 Secondary Steam Incentives - Custom.

2.2.9 Waste Heat Recovery

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. Heat pumps, heat pump chillers, and heat recovery chillers are not eligible for eligible for waste heat recovery incentives through this program; however, they may apply for incentives through the C&I Clean Heat Program.

Measure	Incentive	Unit
Electric Measures	$0.56	Per kWh
Gas Measures	$10	Per Therm
Secondary Steam Measures	$100	Per Mlbs

2.2.10 Advanced Controls for Heating Electrification

Controls that provide automatic start, stop, adjustment, and optimization of heat pump systems using sensors, controls logic, and algorithms and two-way communication between control system and building equipment. To qualify for this incentive, projects must have existing heat pump systems that provide domestic hot water heating or space heating and cooling.

Measure	Incentive	Unit
Electric Measures	$0.45	Per kWh

2.2.11 Telecommunication Switch Modernization

Incentives are offered for modernization of telecommunication infrastructure by transitioning from of legacy copper networks to fiber optic cable and wireless switch technologies.

Measure	Incentive	Unit
Telecommunication Switch Modernization	$0.15	Per kWh

2.3 Refrigeration Measures

Refrigeration measures are incentivized at rates listed below. Custom Refrigeration Measure are incentivized at a rate of $0.19 per kWh saved, except for compressor rack system upgrades which are eligible for the custom incentive rate of $0.35 per kWh.

2.3.1 Door Gaskets

Door Gasket replacement for reach-in coolers and walk-in freezers.

- Replacing existing, damaged door gaskets in applications including refrigerated low (cooler) or medium (freezer) temperature reach-in cases or walk-in freezers.
- The ratio of damaged length of gasket to total length of gasket must meet or exceed the minimum values listed.

Measure	Temperature	Min. % of damaged length	Incentive	Unit
Reach-in Cooler	> 32 °F	37.3%	$0.19	Per kWh
Reach-in /Walk-in Freezer	≤ 32 °F	4.9%		

2.3.2 Refrigerated Case Night Covers (custom)

Installation of night covers on open, multi-deck cases. Must not replace an existing night cover. Grocery stores operating 24 hours per day are not eligible for energy savings.

Measure	Temperature	Incentive	Unit
Night Cover	Ice Cream (-15^{O} F)	$0.19	Per kWh
	Low (0^{O} F)		
	Medium (38^{O} F)		

2.3.3 Strip Curtains

This measure is available when installing strip curtains in walk-in coolers or freezers with no existing strip curtain.

Measure	Chilled Storage Area	Incentive	Unit
Walk-in Cooler	< 3,000 ft^2	$0.19	Per kWh
Walk-in Freezer			

2.3.4 Electronically Commutated (EC) Motors (Refrigeration)

Replacing existing motors with EC motors for reach-in coolers and walk-in coolers or freezers. Existing motor must be shaded pole or split capacitor type.

Measure	Replacing	Incentive	Unit
Reach-in Cooler	Shaded Pole or Permanent Split Capacitor Motor	$0.19	Per kWh
Walk-in Cooler/Freezer			

2.3.5 Anti-Condensation Heater Controls

Installation of controls that turn off door heaters in reach-in coolers or freezers when there is low risk of condensation. New heater control must not replace existing heater control. Please input each controller as a separate line item in the electric tool.

Measure	Incentive	Unit
Anti-Sweat Heater Control - Reach-in Cooler or Freezer	$25	Per door

2.3.6 Evaporator Fan Controls

Installation of controls that turn off evaporator fans in walk-in cooler and freezer applications when the cooler or freezer has reached the desired temperature. New evaporator fan control must not replace existing fan control. .

Measure	Incentive	Unit
Evaporator Fan Control - Walk-in Cooler or Freezer	$0.19	Per kWh

2.3.7 Other Refrigeration Measures

Measure	Incentive	Unit
Refrigerated Case Replacement	$0.19	Per kWh
Compressor Rack System	$0.35	Per kWh

2.4 Custom Measures

2.4.1 Performance-Based Incentives

Other energy efficiency upgrades not listed in this document may be eligible for performance-based Custom incentives at the rates listed below. Measures listed in the TRM with complex technologies, unique facility types and processes installed in large facilities are also eligible to receive a custom rate. Final custom measure eligibility, savings and incentives are determined at the sole discretion of Con Edison. All custom projects must submit the following information:

- List of all proposed measures with related technical specifications and estimated savings
- An unlocked spreadsheet (PDFs not accepted) with all equations, parameters and assumption values used to calculate savings
  - All calculations must be clear and transparent utilizing standard engineering methodologies
  - Must list source of values
- Complex energy modeling, including where trade-offs among disciplines are calculated, should use the following software including updates: DOE2.1E, eQuest, EnergyPlus, Trane TRACE 3D Plus, IESVE, or OpenStudio.
- All other applicable data and supporting documentation used to calculate savings and/or assumptions

The full list of guidelines for custom measure submission can be found in the Custom Measure Guidelines reference documents at www.coned.com/largecommercial.

Measure	Incentive	Unit
Custom Electric Measures	$0.35	Per kWh
Boiler Outside Air Reset Controls	$1	Per Therm
TRM measures not listed in this manual	$2	
Custom insulation for piping, pipe fittings, equipment jackets, and similar equipment.	$2	
Other Custom Gas measures	$5	

2.4.2 Early Replacement-Custom

Energy efficiency upgrades for equipment that has not yet reached its Effective Useful Life (EUL) are able to apply for the Early Replacement incentive. **In this category, the measure is eligible for maximum energy savings and incentives. Energy savings are based on the existing equipment efficiency and operating conditions.** Early Replacement energy efficiency upgrades may be eligible for performance-based Custom incentives at custom measure rate. Final custom measure eligibility, savings and incentives are determined at the sole discretion of Con Edison.

Projects applying for incentives using the Early Replacement path are required to satisfy any measure eligibility criteria identified in other sections of this manual as applicable. For example, a project involving the installation of a new chiller must meet all the program eligibility requirements for chillers in addition to the requirements listed in this section.

In addition to required program documentation, all Early Replacement projects must submit the following information:

A. List of all proposed measures with related technical specifications
    - Please provide a brief write-up of the existing equipment and its operation parameters
B. Documented proof of equipment installation date
C. At the time of application, the existing equipment cannot exceed its Effective Useful Life (EUL) and should have at least 25% of EUL remaining
D. The existing equipment must be fully functioning
E. Calculated energy savings and cost of upgrading existing equipment to energy efficient equipment
    - All calculations must be in unlocked spreadsheet (PDFs not accepted) with all equations, parameters and assumption values used to calculate savings
    - All calculations must be clear and transparent utilizing standard engineering methodologies
    - Must list source of values
F. All other applicable data and supporting documentation used to calculate savings and/or assumptions
G. Any other documentation requested by Con Edison for calculation of savings
H. Equipment downsizing - Baseline Efficiency of the existing equipment will be calculated at the current demand load and will be compared against the proposed equipment's name plate/specification efficiencies.
    - Ex: If the output of the systems capacity is 360, but the demand is 300, then the efficiency of the existing equipment should be recognized as 80% capacity (300/360 = 80%), and not the existing equipment's nameplate specifications which are typically rated at 100% load.
    - The name plate specification on the proposed equipment will be used because it has been sized correctly for the intended process and represents operating at full load efficiencies.
        - Note: the normal replacement of existing equipment that does not comply with the extended life criteria will

Program documents and TRM are not explicit in requiring existing equipment to be lower than code to qualify for early replacement. However, this is the intent of this type of replacement.
Detailed guidelines for early replacement measure submission can be found in the custom measure guidelines reference documents at www.coned.com/largecommercial.

2.4.3 Extended Life-Custom

Energy efficiency upgrades for equipment that has surpassed its Effective Useful Life (EUL) are able to apply for the Extended Life incentive. **In this category, the measure is eligible for maximum energy savings and incentives. Energy savings are based on the existing equipment efficiency and operating conditions.**
Extended Life energy efficiency upgrades may be eligible for performance-based Custom incentives at the custom measure rate. Final custom measure eligibility, savings and incentives are determined at the sole discretion of Con Edison.

Projects applying for incentives using the Extended Life path are required to satisfy any measure eligibility criteria identified in other sections of this manual as applicable. For example, a project involving the installation of a new chiller must meet all the program eligibility requirements for chillers in addition to the requirements listed in this section.

In addition to required program documentation, all extended life projects must submit the following information:

A. Documented proof of existing equipment installation date (or age). Existing equipment must exceed its EUL by at least 25%.
    a. OR If the age of the existing equipment cannot be determined relative to 125% of its EUL, then existing equipment energy consumption must exceed that of the new high efficiency model by at least 35% for chillers, and 20% for all other measures to do the same amount of work.
B. The existing equipment must be fully functioning.
C. Documentation provided by customer showing significant repairs and/or component replacement to keep equipment in operation instead of replacing entire unit.
    a. It is required to provide at least 2 years of all repairs
    b. Maintenance records are not considered significant repairs
D. List of all proposed measures with related technical specifications
    a. Please provide a brief write-up of the existing equipment and its operation parameters
E. Calculated energy savings and cost of upgrading existing equipment to energy efficient equipment
    a. All calculations must be in unlocked spreadsheet (PDFs not accepted) with all equations, parameters and assumption values used to calculate savings
    b. All calculations must be clear and transparent utilizing standard engineering methodologies
    c. Must list source of values
F. All other applicable data and supporting documentation used to calculate savings and/or assumptions
G. Any other documentation requested by Con Edison for calculation savings
H. Program documents and TRM are not explicit in requiring existing equipment to be lower than code to qualify for extended life. However, this is the intent of this type of replacement.
I. Equipment downsizing - Baseline Efficiency of the existing equipment will be calculated at the current demand load and will be compared against the proposed equipment's name plate/specification efficiencies.
    a. Ex: If the output of the systems capacity is 360, but the demand is 300, then the efficiency of the existing equipment should be recognized as 80% capacity (300/360 = 80%), and not the existing equipment's nameplate specifications which are typically rated at 100% load.

b. The name plate specification on the proposed equipment will be used because it has been sized correctly for the intended process and represents operating at full load efficiencies.
    i. Note: the normal replacement of existing equipment that does not comply with the extended life criteria will

Detailed guidelines for extended life measure submission can be found in the Custom Measure Guidelines reference documents at www.coned.com/largecommercial.

2.4.4 New Technology

Submission of projects deemed as new technology must provide a full custom analysis and additionally provide the following:

I. Manufacturer claimed savings as a percentage range
J. Information on adoption by other utility energy efficiency programs (provide links or resources to verify)
K. Reliable 3rd party studies on energy savings potential
L. Product literature such as diagrams or videos showing how the product works
M. Summer baseline metered or trended data
N. Any additional information requested by Con Edison
O. May be eligible for NWS Neighborhood Program Bonus pending network eligibility and M&V requirements

Projects are accepted based on a Con Edison review of the technology and may be approved, rejected, or requested to participate in additional measurement and verification (M&V) before being offered incentives. The approval of savings and incentives for new technologies is at the discretion of Con Edison and may be changed at any time.

2.4.5 Secondary Steam and Fuel Oil Incentives - Custom

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

To qualify for Secondary Steam incentives, a project must:

1. Have an eligible Con Edison electric account
2. Have active Con Edison steam service
3. Install one of the eligible measures as follows:
    a. Measure must save both Con Edison electric energy and Con Edison steam energy

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

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

The following measures are eligible for secondary steam and fuel oil incentives:

1. Envelope upgrades to existing buildings that reduce the building cooling and heating loads. See section *Building Envelope* for secondary steam and fuel oil incentives associated with envelope upgrades.
2. Building Automation Systems (BAS) that reduce both Con Edison electricity and Con Edison steam or fuel oil consumption. See section *Building Automation Systems (BAS)* for secondary steam and secondary fuel oil incentives associated with BAS measures.

The following measures are eligible for secondary steam incentives:

1. Waste heat recovery technologies include but are not limited to heat recovery ventilators, energy recovery ventilators, as well as other non-heat pump HVAC measures. Systems that beneficially reuse waste heat for the purposes of providing space conditioning or domestic hot water heating in a building. Heat pumps, heat pump chillers, and heat recovery chillers are not eligible for eligible for waste heat recovery incentives through this program; however, they may apply for incentives through the C&I Clean Heat Program

Measures that save only fuel oil or only Con Edison district steam are not eligible for this incentive. Projects that install space heating and domestic hot water equipment that consume gas, steam or other delivered are not eligible.

2.4.6 Fuel Switching - Custom

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:

1. Have an eligible Con Edison electric account
2. Have an active Con Edison steam service or provide annual oil (Fuel Oil No. 2 and 4 only) usage and proof of purchase
3. 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.
4. Not located in a Non-Wires Solutions (NWS) area. Refer to Section **Error! Reference source not found.** for NWS territory map.
5. Be an existing facility, including gut renovation

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.

The full list of guidelines for fuel switching measure submission can be found in the Fuel Switching Measure Guidelines reference documents at http://www.coned.com/largecommercial.

Measure	Incentive	Unit
Fuel Switch – HVAC	$70	MMBTU

3.0 Project Costs and Invoicing Requirements

Material and Labor costs submitted to the program are subject to Con Edison review and may be capped for incentive calculations at our sole discretion. Internal labor costs will not be included with total project cost when calculating incentive caps. When submitting invoices with completion certificates, customers must provide Con Edison with detailed invoices identifying the following:

- Include references to the project, including project's address, and relate to the items listed in the scope of work that was approved by the program. Changes to approved scope of work must be submitted to the program team for approval
- Equipment installed (Make/Model Number): This is required to verify the equipment installed qualifies for Con Edison incentives.
- Quantity and invoice date of equipment installed: This is required to verify the quantity of equipment installed aligns with the Con Edison Program application.
- Itemized labor and material costs for all installed equipment: This is required to verify individual costs.
- The final invoice provided to Con Edison must be the same invoice the customer is receiving and match the Certificate of Completion.
- Unless otherwise specified, project cost is limited to the equipment cost and labor cost. Other costs such as taxes, internal labor costs, shipping, training, engineering, surveying, admin costs, or similar costs will not be included with total project cost when calculating incentive caps.
- Each line item must include a brief description. For example, include the equipment tag for an air handler as "AHU 13B", as well as make and model number.
- If a Participating Contractor is receiving incentives on behalf of a customer, a line item stating "Con Edison Incentive Credit" with an invoice credit must be documented on the invoice. The invoice credit must reflect the same incentive amount the customer would receive had they completed the submission themselves for the same project.
- In the event a custom project submitted for incentives is a portion of a larger scope, the customer will provide invoice(s) that clearly outline the specific project description and costs that is being applied to the project in the program.

4.0 Measurement & Verification (M&V)

Measurement and Verification (M&V) may be required for projects in which the technology or project has a high degree of savings uncertainty, is an unknown or unique application, or is comprised of a complex group of measures. The overall intent of M&V is to mitigate risk to the program by reporting more accurate savings through metering and data collection. It involves a more robust approach to measuring the energy conservation measure and its application. Project-specific M&V is triggered when a project meets any one of the following criteria:

- Projects with high incentives, ≥$1 million (inclusive of bonus amount, as applicable)
- Projects proposing to install new technologies
- Unique, complex, or risky applications as determined by the Con Edison team

The M&V approach will utilize various methods to obtain insights into energy conservation measures (ECMs), assess their application as well as their impact on savings. The International Performance Measurement and Verification Protocol (IPMVP) provide options for assessment of the C&I program M&V projects:

IPMVP Options	Description	Definition	Savings Calculations
A	Retrofit-Isolation: Key Parameter Measurement	Measurement of a key parameter that defines energy consumption and demand of the ECM's affected system.	Calculation with baseline period energy and reporting period energy from measurements of key parameters and estimated values.
B	Retrofit-Isolation: All Parameter Measurement	Field measurement of the energy consumption or demand of related variables of the ECM affected system.	Calculation with baseline and reporting period energy or engineering computations using measurements of proxies of energy consumption and demand with routine or non-routine adjustments.
C	Whole Facility	Utility level measurement of whole facility consumption and demand.	Analysis of whole building baseline and reporting period meter data including routine and non- routine adjustments as required.
D	Calibrated Simulation	Simulation of energy consumption and demand with utility billing data.	Energy consumption and demand model calibrated with utility billing data.

The standard M&V process entails 3 different reviews that take place throughout a project's lifecycle including:

I. ***M&V Plan:*** This M&V plan outlines the necessary steps to perform the M&V on a project and includes a timeline for all milestones, the equipment necessary to acquire all data, a contingency plan if data is incorrect or unavailable, and other project specific material. After Con Edison review of the M&V plan is complete, the plan is provided to both the customer and the participating contractor, as applicable, for signatures. Once the M&V Plan is signed off, the Con Edison M&V team will proceed with the Pre-Installation Site Visit.

II. ***Pre-Installation M&V Report:*** The purpose of the Pre-Installation Site Visit and Pre-Installation M&V Report is to verify the existing conditions of the site, conduct interviews with site personnel on equipment and schedules, and determine what metering or measuring equipment will be necessary to capture all relevant energy data. After the Pre-Installation Site Visit is performed, Con Edison will provide a Pre-Installation Report detailing all site visit findings and revise the energy savings estimates based on these findings. In cases where logging and metering equipment have been deployed to determine the project baseline, a second site visit at the end of the baseline measuring period may be needed to remove the equipment. To adequately verify baseline conditions, project construction must not begin until after the associated M&V pre-installation site visit and data collection are completed.

III. ***Post-Installation Final M&V Report:*** Once the proposed equipment is installed, Con Edison will perform a post-installation site visit to verify equipment installation, ensure all phases of the project are complete and active, and collect any energy use data for the site. In certain cases, logging and metering equipment may be deployed to capture the post- installation energy use data. If metering is deployed, a second site visit will be performed at the end of the post-installation measuring period to remove the metering equipment. Once post-installation data has been collected and analyzed, Con Edison will prepare a Post- Installation Final-Report which will contain the verified savings for the measure(s) installed. Measures should be installed, inspected, and all data collected by the program installation deadline indicated in this manual to claim savings for the same program year. Final incentive is based on final estimated savings at the completion of all M&V activities.

For additional information regarding NWS M&V specifics for projects that also participate in the NWS Neighborhood Program Bonus, please see the NWS section of this document.

5.0 Quality Assurance Quality Control (QAQC)

In addition to Con Edison's routine process, a small percentage of projects will be selected for QAQC activities, such as a secondary inspection or an additional engineering review. The goal of QAQC is to protect the program against fraud and provide actionable insights for program improvement and efficiency. QAQC is performed by a consultant on behalf of Con Edison. Projects may be selected randomly, irrespective of project size, savings or incentive. QAQC activities are mandatory, and the applicant is expected to cooperate fully with any effort by Con Edison or its contractors and subcontractors to make follow-up visits to customer facilities, provide supporting documentation, and other requests in support of QAQC activities. If a project is selected for QAQC, a representative from Con Edison's contractor will reach out to a customer or contractor. If you have any questions about the QAQC process or are concerned about a project being delayed or behind schedule, please contact your Con Edison Business Development Manager or the Program Manager.

6.0 Program Evaluations

Con Edison contracts with independent evaluators to assess the effectiveness of Con Edison's programs through Program Evaluations. Evaluation activities may include on-site inspection, additional engineering review, phone interviews with operational staff, or measurement & verification. These evaluation activities ensure that the program is working as intended and drive program improvement and efficiency. Program Evaluations are infrequent, typically occur after projects are successfully installed in the program and sample a small number of program participants.

If a project is selected for Evaluation, a third-party evaluation contractor approved by Con Edison may contact you to discuss your project or to schedule a date and time for an on-site assessment. The data collected at your facility will help determine the effectiveness of the current program and assist in the design of future programs. All data collected from your site is confidential and will only be used to inform our internal decision making. Regardless of our findings, Program Evaluations will in no way affect your specific energy efficiency project, application, rebates, or service. If you have any questions about the Program Evaluation process, please contact your Con Edison Business Development Manager or the Program Manager.

7.0 Terms and Conditions

ELIGIBILITY: Consolidated Edison Company of New York, Inc.'s (Con Edison's) Commercial and Industrial Efficiency Program offers incentives to directly metered electric and gas nonresidential customers in good standing and as described in the Program Manual. Incentives are available to property owner/lease holder (tenant)/property manager for the purchase and installation of energy-efficiency measures at the location where the qualifying project is to be installed. 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. Accordingly, customer represents and warrants to, and covenants and agrees with, Con Edison that it has not received and will not receive 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.

QUALIFYING PROJECTS: Qualifying projects are projects eligible for program incentives that include electric or gas energy-efficiency measures identified as eligible and site-specific custom energy-efficiency measures approved by Con Edison. Qualifying projects do not include any electric or gas energy-efficiency measures or energy-efficiency equipment or services purchased, contracted for, or installed prior to the date of Con Edison's Preliminary Incentive Offer, the date of any required pre-installation inspection or the date of customer's receipt of a Notice to Proceed.

FINANCIAL INCENTIVES: The basis for determining the amount of the financial incentive for which qualifying projects are eligible are set forth in the New York Standard Approach for Estimating Energy Savings from Energy Efficiency Measures in Commercial and Industrial Programs, as in effect from time to time. Con Edison's determination of incentive amounts is final.

APPLICATION AND WORKSHEETS: Eligible customers must submit completed applications and other required documentation as described elsewhere in this application for all proposed qualifying projects. Electronic signatures will have the same force and effect as original signatures.

APPLICATION REVIEW AND INSPECTION: Con Edison will review all applications and accompanying documentation for eligibility, completeness, and accuracy. As part of this review, Con Edison may conduct an on-site inspection of a facility's existing equipment and systems. After completing review of the application and determination of eligibility, Con Edison will send a Preliminary Incentive Offer to each qualifying customer accepted for the program, specifying the estimated incentive amount. The customer must sign and return the Preliminary Incentive Offer that includes an estimated project end date. If any proposed project does not meet program requirements, Con Edison will notify the customer that its Preliminary Incentive Offer has been rejected. To be eligible for an incentive, a customer must receive and counter-sign a Notice to Proceed from Con Edison, and any required pre-installation inspection must be completed, before customer orders, purchases, or installs qualifying equipment. Con Edison reserves the right to reject any estimates. Customer understands that the estimated incentive amount identified in any Notice to Proceed is an estimate only and may not reflect the actual amount payable to customer upon completion of a qualifying project.

INSTALLATION TIME LIMITS: Installation time limits will be stated in the Notice to Proceed. Any changes to specified time limits must be requested in writing and agreed to by Con Edison in writing. Failure to meet approved deadlines may result in denial of incentive payments. Con Edison may elect to conduct pre- and/or post-installation inspections.

FINAL INSPECTION AND INCENTIVE PAYMENT: When installation is completed, customers must notify Con Edison in writing and submit invoices specifying the quantity and cost of all materials purchased and installed, the date ordered, the date purchased, the date delivered, installation costs, and applicable taxes. Con Edison, in its sole discretion, may schedule and conduct a post-installation inspection. The actual incentive amount will be determined based upon the inspection and may vary from original estimates. Incentive checks will be sent approximately six weeks after receipt of all proper invoices and verification of all installations. Checks will be payable directly to the Con Edison account holder unless otherwise indicated in the Payee Authorization section of this application. Customer agrees that Con Edison may provide customer information including customer name, account number, electric and/or gas consumption data, and electric and/or gas energy savings to its third-party evaluation contractor for program evaluation purposes. The evaluation contractor will keep customer information confidential. Customer information may also be provided to the New York State Public Service Commission. Any customer information provided to the New York State Public Service Commission will be aggregated with information about other customers and not personally identifiable.

TAX LIABILITY and CREDITS: Con Edison is not responsible for any taxes which may be imposed on the customer or business as a result of projects installed under this program. The incentive check recipient may want to consult a tax advisor about any tax consequences of this offer. The incentive check recipient must provide a valid federal tax ID number and a W-9 form.

REMOVAL of EQUIPMENT: The applicant agrees, as a condition of participation in the program, to remove and dispose at its sole cost and expense any and all equipment or materials that are replaced or removed in accordance with all applicable laws, rules, and regulations.

DISPUTES: Con Edison will have sole discretion to decide on the final resolution of any issues including but not limited to energy savings, projects, eligibility, or incentives.

PROGRAM CHANGES: Con Edison reserves the right to change, modify, or terminate this program at any time without any liability except as expressly stated herein. Con Edison will honor all written commitments made in the Notice to Proceed sent to customers prior to the date of any change, modification or termination of this program, provided that project installations are fully completed within the time specified in the Preliminary Incentive Offer and Notice to Proceed.

PROGRAM EXPIRATION: This program will expire ***December 31, 2025,*** when funds are depleted, or when the program is terminated, whichever occurs first or as determined by program management.

DISCLAIMER: Customer acknowledges and agrees that Con Edison shall not be liable to customer or any other person or entity in connection with any qualifying project undertaken by customer, including in connection with Con Edison's review or approval of this application and/or worksheets. Con Edison makes no representation or warranty, and undertakes no responsibility whatsoever concerning the adequacy of any project design or plan, any construction or installation work, the completion of any project or the performance of any energy efficiency measures or equipment. To the fullest extent permitted by law, customer, on behalf of itself and any other person or entity claiming by and through customer, hereby irrevocably and unconditionally releases and forever discharges, and agrees to defend, indemnify, and hold harmless Con Edison, its affiliates, and their respective past, present and future officers, directors, trustees, stockholders, employees, agents, representatives, successors and assigns, from any and all claims, charges, complaints, causes of action, damages, losses, agreements and liabilities of any kind or nature arising from the design, installation or performance of any energy

efficiency measure or equipment purchased or installed in connection with the program (including without limitation, claims for personal injury, death or property damage) or related to energy costs incurred by customer, including, without limitation, attorneys' fees, court costs and costs of experts. Accordingly, Con Edison, its representatives recommend that all customers consider engaging qualified engineers or other qualified consultants to evaluate the risks and benefits, if any, of such implementation and use on energy consumption, cost savings, or operation of customers' facilities.

INSTALLATION REQUIREMENTS: Customer assumes sole responsibility for installation work. Customer acknowledges that all work must be in full compliance with the requirements of applicable laws, rules, and regulations of authorities having governmental and regulatory jurisdiction.