2024 Commercial & Industrial (C&I) Energy Efficiency Program

Mid Year Webinar

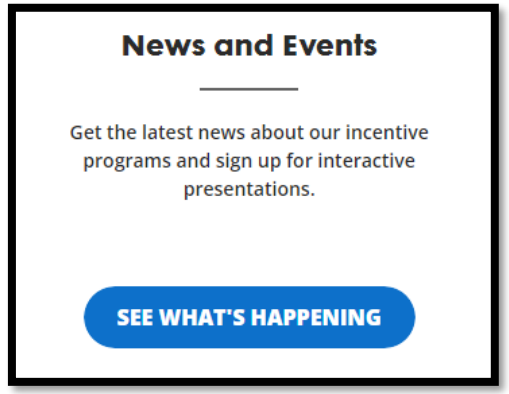
Speakers:
Michael Tierney, Program Manager
Stephanie King, Deputy Program Manager
Aly Matchett, Deputy Program Manager
Andrew Kringas, Trade Ally Manager

July 16, 2024

Webinar Logistics

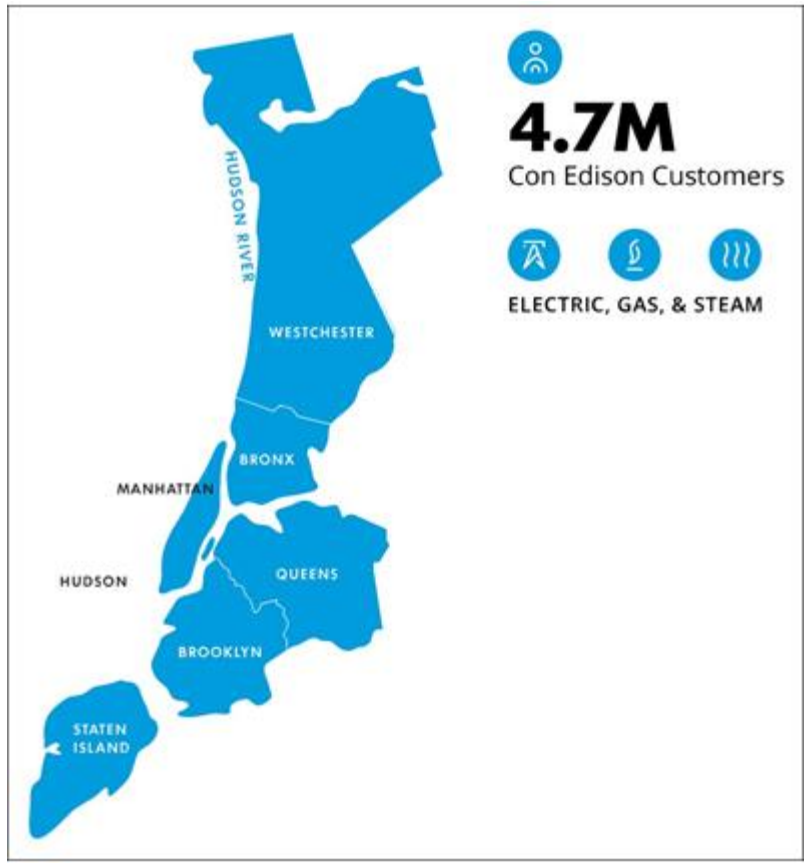
- **If you are having trouble viewing the slides, close and reopen teams**
- **If you have any questions during the webinar, please write them in the chat box – Questions will be answered at the end of the webinar**
- **A recording of this webinar will be available on the C&I News and Events page**





About this presentation

- **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



Agenda

- **C&I Program Overview**
  - Program Eligibility & Incentives Overview
  - What to Expect When Applying for Incentives
- **2024 Mid Year Program Updates**
  - 2024 Mid Year Program Manual
  - Con Edison Tools & Calculators
  - Best Practices & Lesson Learned
- **C&I Participating Contractors**
  - How to Apply
  - Benefits of becoming a Participating Contractor
- **Upcoming Events**
- **Q&A**

Program Overview



Program Overview

- The Con Edison Commercial & Industrial (C&I) Energy Efficiency Program offers incentives for installing energy-efficient equipment and technologies.
- 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
- Knowledgeable and experienced team, managed in-house
  - Business Development Managers
  - Energy Advisors
  - Engineers
  - Inspectors
  - Operation Specialists
  - Trade Ally Management
- Work hand in hand with C&I customers and Participating Contractors to submit and process projects



Program Overview



Get Paid to Upgrade



Improve Building Operations



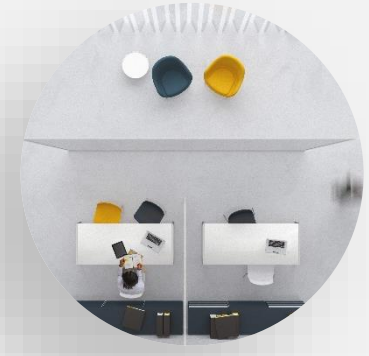
Increase Marketability & Enhance Brand Image



Local Law Compliance

In 2023, Con Edison has paid over $50 million dollars in cash incentives to commercial and industrial customers, saving over 57 million kWh and 190,000 therms annually, reducing their carbon footprint by over 40,000 metric tons.

Common Building Types













C&I Energy Efficiency Program – Eligible Measures

Building Envelope	Custom Measures	HVAC Measures	Refrigeration Measures	Lighting & Lighting Controls	Additional Measures
• Window Film	• Waste Heat Recovery	• Boiler Replacements	• Refrigerated Case Night Covers	• LED Fixtures or Retrofit Kits	• Air Compressors
• Window Replacement	• Advanced Controls for Heating Electrification	• Boiler Tune Ups	• Door Gaskets	• Refrigerated Display Case LED Fixtures	• Commercial Kitchen Equipment
• Wall and Roof Insulation	• Building Automation System (BAS)	• Chiller Replacements	• Strip Curtains	• Bi-Level Lighting	• Elevator Modernization
• Secondary Steam Incentives	• Fuel Switching – HVAC	• Chiller Tune Ups	• Electronically Communicated (EC) Motors	• Lighting Power Density (LPD)	
	• Custom Eligible Measures	• Pipe Insulation	• Anti-Condensation Heater Controls	• One-for-One Networked Controls	
		• Steam Trap Replacement/Repair	• Evaporated Fan Controls	• One-for-One Daylight Dimming, Daylight Stepped, or Occupancy	
		• VFDs		• LPD Networked Controls	
		• Unitary AC			

Incentives up to 50% of total project cost!

C&I Energy Efficiency Program – Eligibility

- **Eligibility for Projects with Electric Saving Measures**
  - All customers with a Con Edison commercial electric account over 100 kW average peak demand on a rolling 12-month basis are eligible for C&I incentives, excluding Multifamily buildings.
- **Eligibility for Projects with Gas Saving Measures**
  - All customers with Con Edison commercial gas accounts are eligible except customers with a service class of SC-14 or customers receiving service via a negotiated contract.
- **Eligibility for Projects with Steam Saving Measures**
  - Have an eligible Con Edison electric account, active Con Edison steam service.
  - Measure must save both Con Edison electric energy and Con Edison steam energy.
- **Eligibility for Projects with Fuel Oil Measures**
  - Have an eligible Con Edison electric account
  - Provide annual fuel oil usage and proof of purchase
  - Measure must save both Con Edison electric energy and fuel oil

- Project must be in an existing facility.
- Equipment must be installed after customer receives a Notice to Proceed from Con Edison.
- Cannot apply or received an incentive from NYSERDA, Con Edison or another utility for the same project.
- All projects must be completed (all documents received, and project is ready for post inspection) by November 15, 2024 to be guaranteed for 2024 incentive rates. Incentives for projects completed after this date may be reduced.
- Have a multiyear project?
  - Reach out to your Business Development Manager or send us an email at Commercial@coned.com.

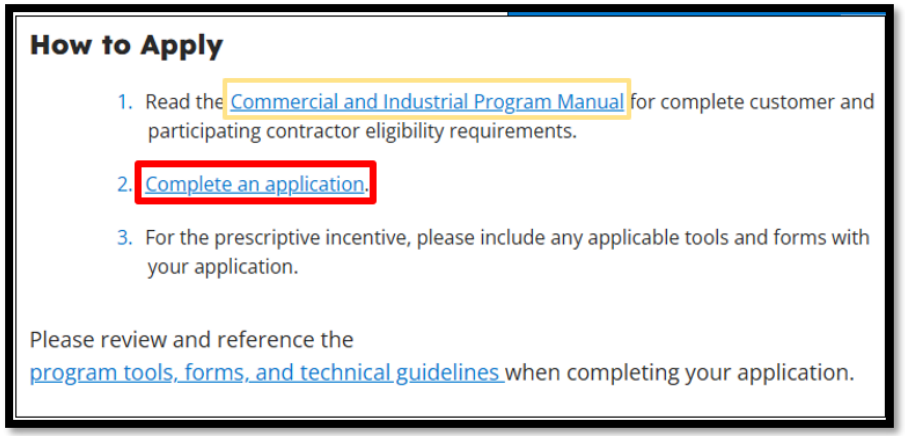
Applying for Incentives

- Who can you submit your application documents to?
  - Business Development Managers
    - E-mail: Commercial@conEd.com

  OR

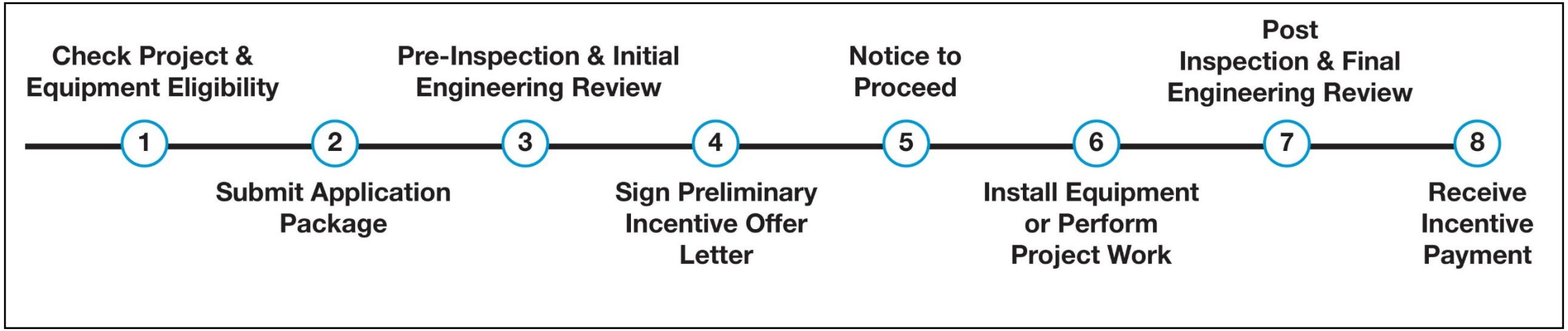
  - C&I Approved Participating Contractors
    - Managed by our Trade Ally Team

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



Link: C&I EE Program Website

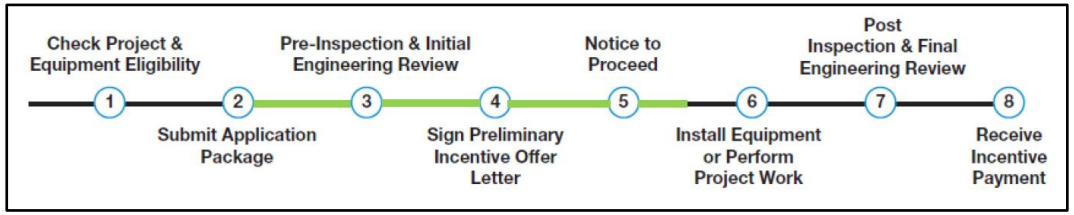
C&I Energy Efficiency Program Process



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

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):**



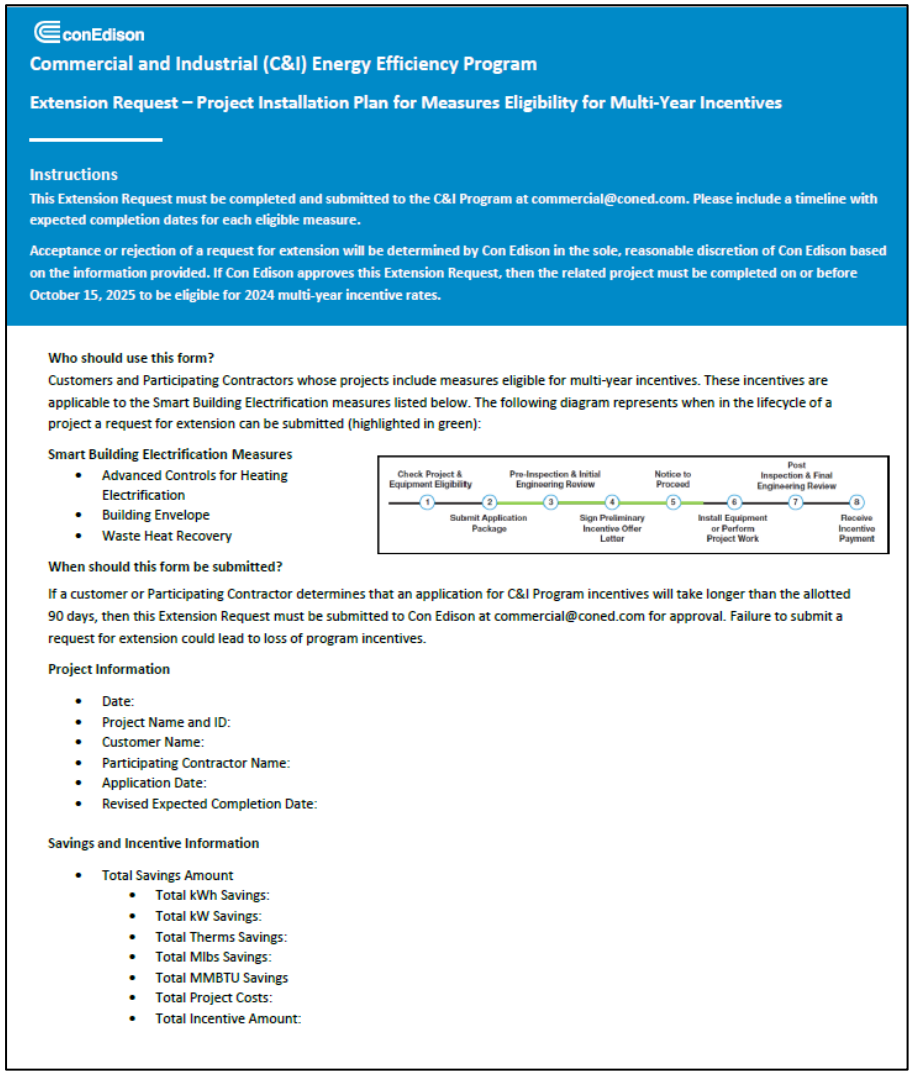
- **What happens next?**
  - Once you submit this form along with all required supporting documentation, the C&I team will review your proposed change in scope and determine eligibility for the program. If your change is approved, we will send you a NTP so you may begin the installation of your project.

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

New! Project Installation Plan

- **Eligible Measures**
  - Advance Controls for Heating Electrification, Building Envelope and Waste Heat Recovery
- **When should this form be submitted?**
  - Customers and Participating Contractors
- **When should this form be submitted?**
  - If your project includes the eligible measures and you cannot finish the installation by November 15, 2024



conEdison

Commercial and Industrial (C&I) Energy Efficiency Program

Extension Request – Project Installation Plan for Measures Eligibility for Multi-Year Incentives

Instructions

This Extension Request must be completed and submitted to the C&I Program at commercial@coned.com. Please include a timeline with expected completion dates for each eligible measure.

Acceptance or rejection of a request for extension will be determined by Con Edison in the sole, reasonable discretion of Con Edison based on the information provided. If Con Edison approves this Extension Request, then the related project must be completed on or before October 15, 2025 to be eligible for 2024 multi-year incentive rates.

Who should use this form?

Customers and Participating Contractors whose projects include measures eligible for multi-year incentives. These incentives are applicable to the Smart Building Electrification measures listed below. The following diagram represents when in the lifecycle of a project a request for extension can be submitted (highlighted in green):

Smart Building Electrification Measures

- Advanced Controls for Heating Electrification
- Building Envelope
- Waste Heat Recovery

When should this form be submitted?

If a customer or Participating Contractor determines that an application for C&I Program incentives will take longer than the allotted 90 days, then this Extension Request must be submitted to Con Edison at commercial@coned.com for approval. Failure to submit a request for extension could lead to loss of program incentives.

Project Information

- Date:
- Project Name and ID:
- Customer Name:
- Participating Contractor Name:
- Application Date:
- Revised Expected Completion Date:

Savings and Incentive Information

- Total Savings Amount
  - Total kWh Savings:
  - Total kW Savings:
  - Total Therms Savings:
  - Total Mlbs Savings:
  - Total MMBTU Savings
  - Total Project Costs:
  - Total Incentive Amount:

Link: Project Installation Plan

Program Updates



What's New – Mid-Year 2024

New Program Manual – Version 1.2 for 2024 Program Year

- Effective: July 15th, 2024

New Incentives:

- Building Automation Systems (BAS)
- Building Envelope
- Fuel Switching – HVAC

We've made updates to the following sections:

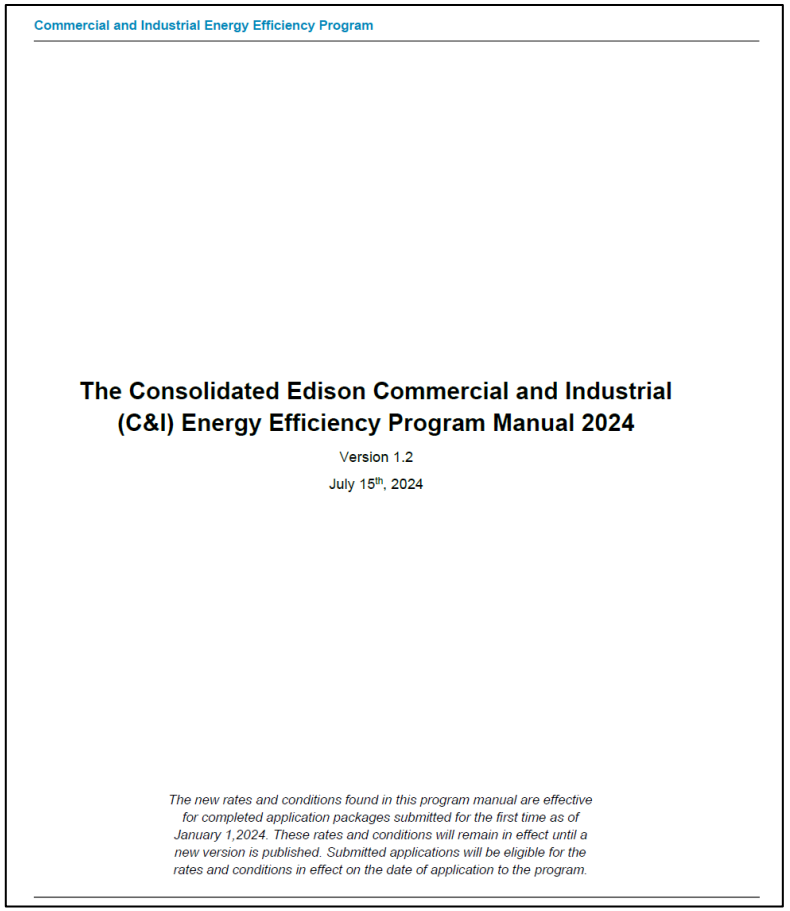
- Program Process
- Project Eligibility
- Measurement & Verification (M&V)

We've made updates to the following measures:

- Building Automation Systems (BAS)
- Building Envelope
- Steam Trap Repair/Replacement
- Waste Heat Recovery
- VRF Systems
- Custom Measures

Non-Wires Solutions, Neighborhood Bonus

- Updated Measure Eligibility


Commercial and Industrial Energy Efficiency Program

The Consolidated Edison Commercial and Industrial (C&I) Energy Efficiency Program Manual 2024

Version 1.2

July 15th, 2024

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

Link: 2024 C&I Energy Efficiency Program Manual 2024 v1.2

What's New – Mid-Year 2024

Section	Updates
1.1 Program Process	Updated Statement of Work Language Added Multi-Year Incentive Eligibility and Requirements
1.9 Non-Wires Solutions (NWS) Neighborhood Program Bonus Eligibility	Updated and added language to NWS program eligibilities
2.3.2 Variable Refrigerant Flow (VRF) Systems	Updated Eligibility Criteria Table
2.4.4 Steam Trap Replacement	Added to Reference to Eligibility Criteria
2.4.2 Building Envelope	Added Fuel Oil Incentive Rate
2.4.8 Building Automation System (BAS)	
2.6.5 Secondary Steam and Fuel Oil Incentives – Custom	Added Fuel Oil Incentive Offering and Eligibility Requirements
2.6.6 Fuel Switching – Custom	Removed 'conversion to electric resistance heating' from the list of measure not eligible. Added Fuel Oil Eligibility Requirements

C&I Energy Efficiency Program
Secondary Fuel Oil Incentives

Secondary Fuel Oil Incentives

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

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

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

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

Fuel Oil Savings
Fuel Switch – HVAC

Fuel Switch - HVAC

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

To qualify for Fuel Switching incentives, a project must:

•Have an eligible Con Edison electric account

•Have an active Con Edison steam service or provide annual oil (Fuel Oil No. 2 and 4 only) usage and proof of purchase

•Have not received incentives through the Demand Management Program (DMP) for the existing steam or natural gas consuming equipment and associated controls, being proposed for electrification.

•Not located in a Non-Wires Solutions (NWS) area.

•Be an existing facility, including gut renovation

Measure not Eligible

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

Technical Guidelines

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

Measure	Incentive	Unit
Fuel Switch – HVAC	$70	MMBTU

2024 C&I Energy Efficiency Program

Last Chance to Save on Lighting Projects

Lock in lighting incentives through the Commercial & Industrial (C&I) Energy Efficiency Program while you can!

On **January 1, 2025**, prescriptive lighting measures will no longer be eligible for Commercial & Industrial (C&I) Energy Efficiency Program incentives.

Submit your application today to jump on available rates. For more information, view the **program manual.**

Act now to take advantage of the current incentive offerings, comply with Local Law 97, and save on cost-effective, energy-efficient lighting.

Application Deadline: December 31, 2024

Lighting Measures Being Removed
As of December 31, 2024

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

Have a project on the horizon for 2025? Submit it through our **Instant Lighting Incentive Program**.

Commercial & Industrial EE Program Updates

Multi-Year Bonus Incentives

Measures covered

- Advanced Controls for Heating Electrification
- Building Envelope
- Waste Heat Recovery

2024 Important Deadlines

- Application Submittal: **January 1 - August 31, 2024**
- Installation Complete: **October 15, 2024**
- Post Inspections: Passed by **November 15, 2024**

2025 Important Deadlines

- Application Submittal: **January 1 - August 31, 2024**
- Installation Complete: **May 31, 2025**
- Post Inspections: Passed by **July 31, 2025**

Advanced Controls for Heating Electrification*

Measures	Base Incentive		October 15, 2024 Installation Deadline				May 31, 2025 Installation Deadline			
			2024 Bonus Incentive		2024 Total Incentives		2025 Bonus Incentive		2025 Total Incentives	
	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit
Advanced Controls for Heating Electrification — Electric	$0.45	Per kWh Saved	$0.10	Per kWh Saved	$0.55	Per kWh Saved	$0.05	Per kWh Saved	$0.50	Per kWh Saved

*Prescriptive window film measures are excluded from bonus

Building Envelope

Measures	Base Incentive		October 15, 2024 Installation Deadline				May 31, 2025 Installation Deadline			
			2024 Bonus Incentive		2024 Total Incentives		2025 Bonus Incentive		2025 Total Incentives	
	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit
Building Envelope — Electric	$0.68	Per kWh Saved	$0.14	Per kWh Saved	$0.82	Per kWh Saved	$0.07	Per kWh Saved	$0.75	Per kWh Saved
Building Envelope — Steam	$120	Per Mlb Saved	$24	Per Mlb Saved	$144	Per Mlb Saved	$12	Per Mlb Saved	$132	Per Mlb Saved
Building Envelope — Natural Gas	$20	Per Therm Saved	$4	Per Therm Saved	$24	Per Therm Saved	$2	Per Therm Saved	$22	Per Therm Saved

Waste Heat Recovery

Measures	Base Incentive		October 15, 2024 Installation Deadline				May 31, 2025 Installation Deadline			
			2024 Bonus Incentive		2024 Total Incentives		2025 Bonus Incentive		2025 Total Incentives	
	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit	Rate	Rate Unit
Waste Heat Recovery — Electric	$0.45	Per kWh Saved	$0.10	Per kWh Saved	$0.55	Per kWh Saved	$0.05	Per kWh Saved	$0.50	Per kWh Saved
Waste Heat Recovery — Natural Gas	$8	Per Therm Saved	$2	Per Therm Saved	$10	Per Therm Saved	$1	Per Therm Saved	$9	Per Therm Saved

Commercial & Industrial EE Program Updates

2024 Eligible Measure Bonus Incentives: Gas Measures

Important Deadlines

- Submit your Project Application Package between **January 1 – July 31, 2024**
- Finish Installation and Submit Required Paperwork by **August 31, 2024**
- Pass Post Inspection by **September 30, 2024**, Confirming the Installed Approved Scope of Work

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Steam Trap Replacement	$300	Per Failed Trap	Yes	$150	Per Failed Trap	$450	Per Failed Trap
Building Automation System – Natural Gas	$5	Per Therm Saved	Yes	$1.50	Per Therm Saved	$6.50	Per Therm Saved

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Bare pipe with diameter up to 2"	$7	Per Linear Foot of Piping	Yes	$2	Per Linear Foot of Piping	$9	Per Linear Foot of Piping
Bare pipe with diameter greater than 2", up to 8"	$10	Per Linear Foot of Piping	Yes	$3	Per Linear Foot of Piping	$13	Per Linear Foot of Piping
Bare pipe with diameter greater than 8", up to 16"	$2.50	Per Therm Saved	Yes	$1	Per Therm Saved	$3.50	Per Therm Saved
Custom insulation for piping, pipe fittings, equipment jackets, and similar equipment	$2.50	Per Therm Saved	Yes	$1	Per Therm Saved	$3.50	Per Therm Saved

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Boiler Outside Air Reset Controls	$2	Per Therm Saved	Yes	$1	Per Therm Saved	$3	Per Therm Saved
TRM Measures Not Listed in the Program Manual	$2	Per Therm Saved	Yes	$1	Per Therm Saved	$3	Per Therm Saved
Other Custom Gas Measures	$5	Per Therm Saved	Yes	$2	Per Therm Saved	$7	Per Therm Saved

Commercial & Industrial EE Program Updates

2024 Eligible Measure Bonus Incentives: Electric Measures

Important Deadlines

- ~~Submit your Project Application Package between **January 1 – May 31, 2024**~~

- Finish Installation and Submit Required Paperwork by **July 31, 2024**

- Pass Post Inspection by **August 31, 2024**, Confirming the Installed Approved Scope of Work

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Building Automation System – Electric	$0.35	Per kWh Saved	Yes	$0.05	Per kWh Saved	$0.40	Per kWh Saved
Building Automation System – Steam	$80	Per Mlb Saved	Yes	$8	Per Mlb Saved	$88	Per Mlb Saved

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
EC Motors–Fans	$0.35	Per kWh Saved	Yes	$0.05	Per kWh Saved	$0.40	Per kWh Saved
Custom Electric	$0.35	Per kWh Saved	Yes	$0.05	Per kWh Saved	$0.40	Per kWh Saved

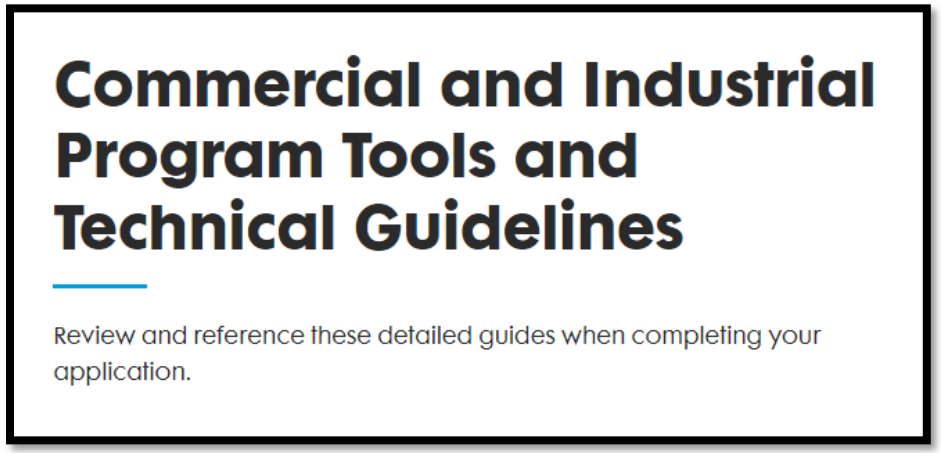
Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Variable Frequency Drives (VFDs)	$0.19	Per kWh Saved	Yes	$0.06	Per kWh Saved	$0.25	Per kWh

Con Edison Tools & Calculators

New versions of each tool are available on the C&I EE Program Website, in the program tools and documents section.

Tools Available:

- Electric Measure Tool Version 24.0
  - EC Motor Measure Tab
- Gas Measure Tool Version 24.0
  - GPM baseline updated for aerators
- Building Envelope Calculator 23.1
- Steam Trap survey Version 24.5
- Pipe Insulation Tool Version 24.0
  - option and savings factors added for type of pipe
- Lighting Calculator Version 24.1
  - Appendix D HVAC factors updated for:
    - Interior & Exterior Lighting
    - Interior Lighting Controls
- Lighting Inspection Tool Version 24.0
- Boiler Clean and Tune Up Calculator Version 24.0
- Elevator Modernization Estimator Version 24.0



Con Edison Forms & Technical Guidelines

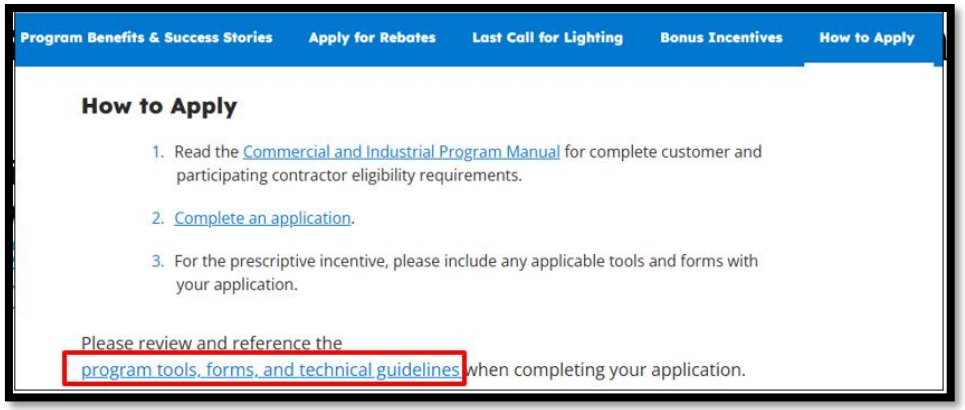
New versions of each tool are available on the C&I EE Program Website, in the program tools and documents section.

Technical Guidelines

- All Custom Measures
- Building Automation Systems/Energy Management Systems
- Data Center Equipment
- Early Replacement
- Extended Life
- Fuel Switching Guide – Updated!
- Prescriptive Interior & Exterior Lighting Guide
- Refrigerated Display Cases
- Refrigerator Compressor Rack Systems
- Variable Speed Domestic Water Booster Pump System
- New! Building Envelope
- Sample Project Information Template

Forms

- Scope of Work Change Form
- New! Project Installation Plan (PIP)
- Certificate of Insurance
- W-9 Example



Case Study
Window Inserts – Building Envelope

Energy Efficiency Project in **Westchester, NY**

- Scope of work: Installing window inserts in a 452,000 Sqft Office Building

Energy Savings

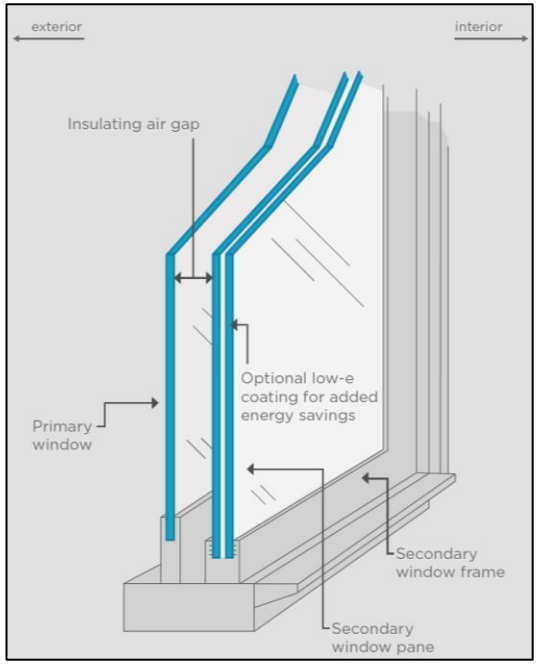
- Annual Electric Savings: 674,410 kWh
- Annual Gas Savings: 67,000 Therms

Financials

- Incentive: **$964,056**
- Percent of project covered by ConEdison: **22%**

Benefits

- Reduce Building Heating and Cooling Loads
- Improve Thermal Comfort
- Cut Down Outside Noise
- Lower Carbon Footprint



Best Practices & Lessons Learned

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

C&I Participating Contractors



PC Application and Compliance Requirements

Requirements To Become a PC

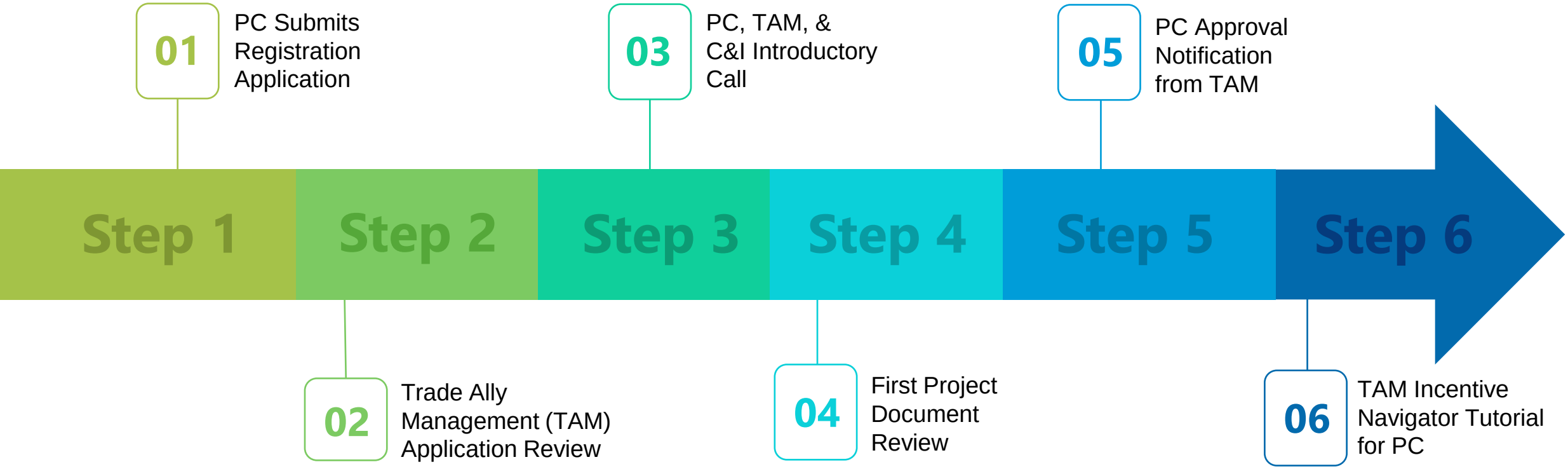
- Certificate of Insurance Information (COI) - Minimum $1 million general liability coverage
- The latest version of the W-9 form available on the IRS Website
- Workers Compensation certificate (if applicable)
- At least one project ready for submission to the C&I Program
- 3 customer references

Requirements to Maintain PC Status

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

Apply to become a Participating Contractor

C&I PC Onboarding Process



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

Commercial & Industrial Energy Efficiency Program

Points of Contact

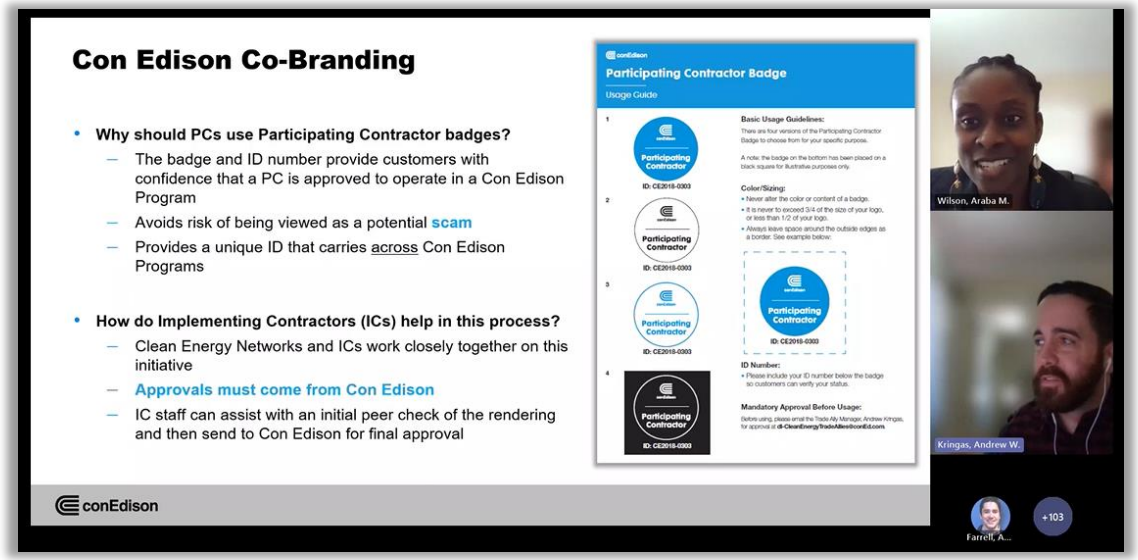
Trade Ally Management Team	Will help with your Participating Contractor Registration application, PC compliance documentation, and Incentive Navigator related questions
Business Development Manager	Your assigned BDM will help you with submitting all projects, help answer any project eligibility questions and provide updates regarding your existing project pipeline

C&I Participating Contractor Benefits

- PC Monthly Meetings
- Listing in C&I PC Directory
- Program and Marketing Tools
- Access to Incentive Navigator
- Co-Branding Opportunity
- Utility trainings, webinars and events
- Rebate and Technical Support
- Assign customer incentives to your company

Con Edison Participating Contractor Monthly Meetings

- **2024 Monthly Topics Breakdown:**
  - **January:** Con Edison | Programmatic Updates for 2024
  - **February:** Subsidized Financing Solutions*
  - **March:** Con Edison | Co-Branding Workshop
  - **April:** Con Edison | C&I Fuel Switch Calculator Demo
  - **May:** Con Edison | Neighborhood Program Incentives
  - **June:** Professional Resources Hub Demo*
- **Remaining PC Monthly Meetings**
  - **July 26**
  - **August 30**
  - **September 27**
  - **October 25**
  - **November 22**



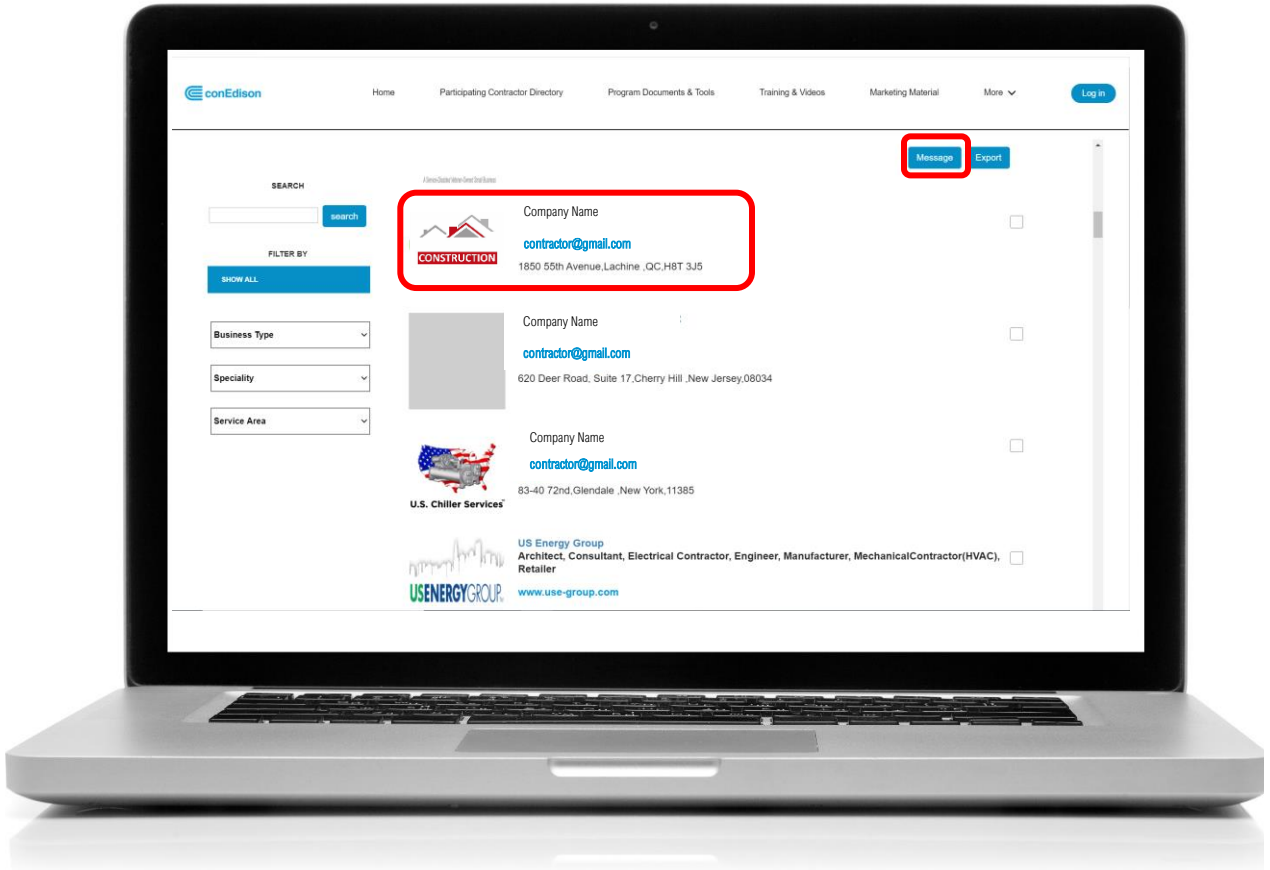
Araba Wilson (Con Edison Marketing) discussing how PCs can co-brand marketing materials on March 29, 2024.

**External guest speaker*

Participating Contractor Directory

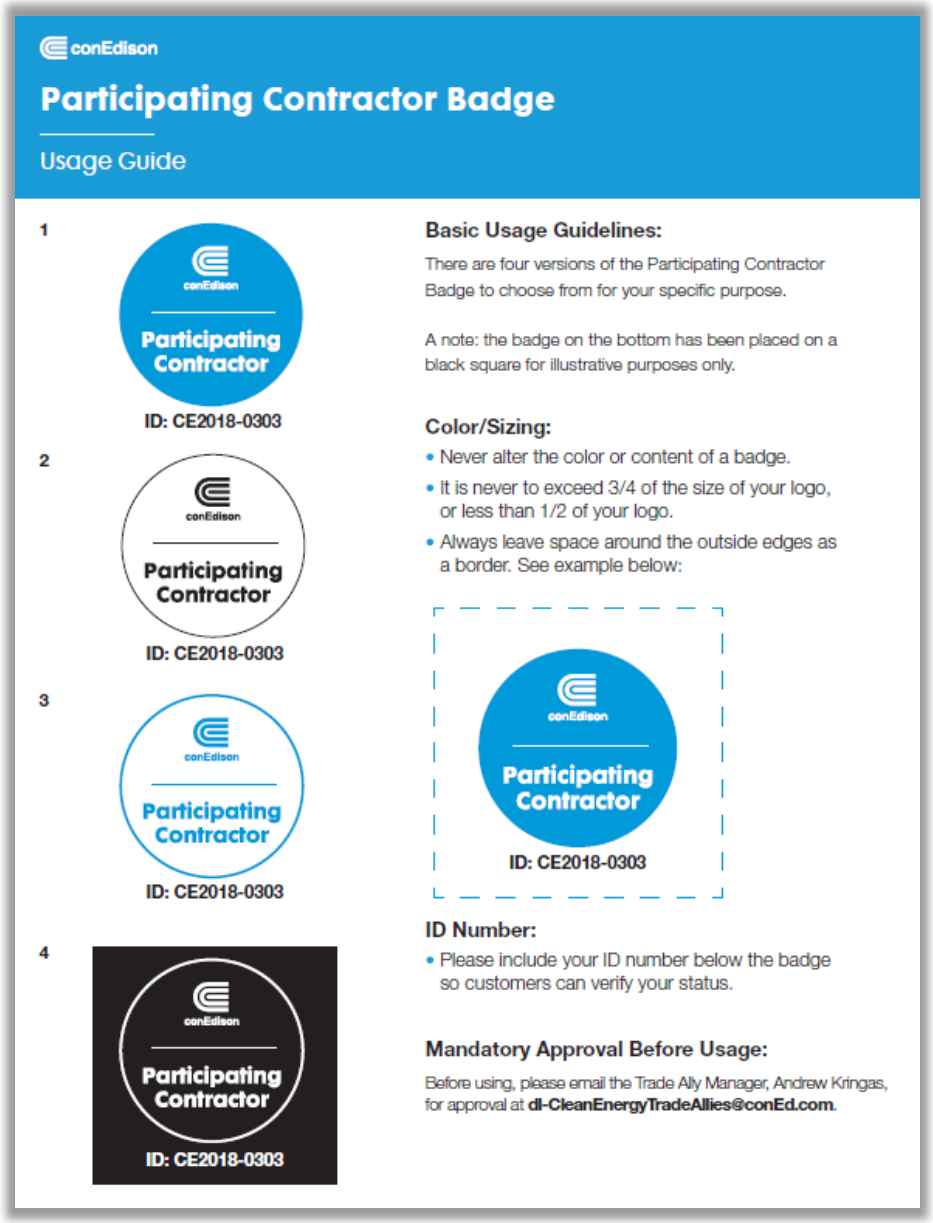
- **Gain exposure with Con Edison's customer network**
  - PC profile displayed with Badge ID number
  - Logo can be added to brand your listing

- **Message Feature**
  - Customers can reach out to PCs directly through the portal



Con Edison Co-Branding

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



PC Badge vs. Con Edison's Logo

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

1



2



3



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

Incentive Navigator: Next Generation

Save time, money, and effort with the incentive navigator

Create & Download Your Estimate

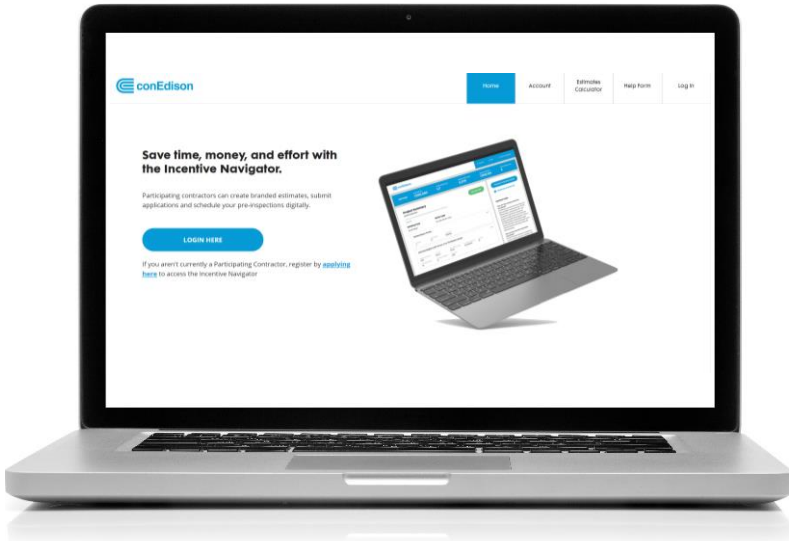
- Create and download a simple, branded estimate that maximizes incentives
- Share the estimate with your customer to help close the deal

Generate, Submit, & Track Projects

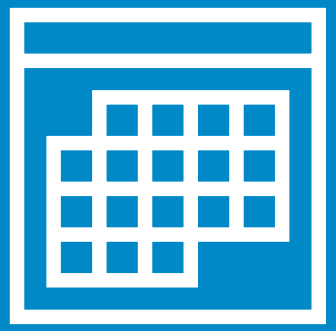
- Convert your estimate to a project to get a jump-start on your rebate application, providing visibility across the lifecycle of your project
- New! Communicate directly with the C&I team throughout the lifecycle of your projects using Incentive Navigator.

Schedule Your Inspection

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



Reminders and Upcoming Webinars



Reminders and Upcoming Webinars

- Links to Webinar Slide Deck, Recording, and Program Manual will be sent in a follow up email.

- All projects are to be completed (all documents received, and project ready for post inspection) by November 15, 2024 to be guaranteed for 2024 incentive rates.

- Review Bonus Incentives for eligible electric, gas and smart building electrification multi-year incentives: Application and installation dates vary.

- **Upcoming Events**
  - Clean Heat Webinar – Tuesday, September 24th starting a 9:00am

FAQ



2024 C&I EE Mid-Year Program Webinar: FAQ

- Is 2024 the last year that lighting measures are eligible in the C&I Energy Efficiency Program?
  - 2024 is the last year to receive lighting incentives through the C&I Energy Efficiency Program.
  - Incentives for lighting will continue in the Instant Lighting Incentive Program (ILIP) Program through 2025.
- During installation of lighting, if the original proposed upgrade doesn't work for any reason and we have to change what was proposed (e.g. replace vs retrofit) would we need to hold any further work until after the scope of work change form is approved? How long is approval usually?
  - Once a customer or Participating Contractor has determined that their scope of work has changed from their original application or NTP, installation should be held and this form should be submitted to the C&I team for approval of the proposed change in scope of work.
  - Please send the Scope of Work change form to us as soon as you are aware and make note of the urgency needed. We will prioritize accordingly and turn around to you as soon as we can.
- Are customers with under 100kW electric usage only eligible for the small business direct install program?
  - Customers that do not meet the 100 kW demand can submit their project through the Small Biz & Nonprofits Program.

2024 C&I EE Mid-Year Program Webinar: FAQ

- What if the measure in my scope of work is not available in Incentive Navigator?
  - If the measure is not available within Incentive Navigator, submit using the custom measure and upload your calculations when you convert the estimate to a project.
- Do Commercial & Industrial (C&I) Energy Efficiency Program electric incentives apply to solar or electric vehicle chargers or is that a different program?
  - C&I incentives do not apply to electric vehicles or solar upgrades.
  - If interested in Electric Vehicle incentives please reach out to the EV team, EVMRP@coned.com.
- Will ILIP have incentives for stand alone and network controls?
  - For questions regarding Instant Lighting Incentive Program incentives, please reach out to the Instant Lighting Program Team, instantlighting@coned.com.

2024 C&I EE Mid-Year Program Webinar: FAQ

- Steam reduction is still secondary, so an energy conservation measure (ECM) must have both electric and steam savings?
  - To qualify for secondary steam incentives, the measure must reduce Con Edison electric and steam. Measures eligible are Building Automation Systems and Building Envelope.
  - For fuel switch HVAC measures, the C&I EE Program offers incentives to HVAC upgrades that electrify existing district steam or natural gas or fuel oil equipment.
  - For these measures you do not need to save both electric and steam.
- Could a fuel oil to natural gas boiler replacement which was previously submitted as a prescriptive boiler incentive be reconsidered as a fuel switch project even if an NTP was issued and construction has begun?
  - The C&I Energy Efficiency Program does not offer incentives for measures that convert from Fuel Oil to Natural Gas.
- Does Con Edison offer incentives for commercial kitchen equipment such as steam kettles & steam braising pans? Are motor upgrades part of con Ed incentive program?
  - The Commercial Food Service Program is no longer offering incentives.
- Does the C&I Energy Efficiency Program offer incentives for motor upgrades?
  - Motor upgrade incentives are available in the C&I Energy Efficiency Program. For more information regarding these incentives please refer to the C&I EE Program Manual. Link to the program manual is here.

2024 C&I EE Mid-Year Program Webinar: FAQ

- For the fuel oil incentive related to building automation systems (BAS), would this only be applicable to a building with no existing BAS? Or could this be an upgraded BAS with the new capability to connect to the boiler etc.?
  - 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.
- Could there be any future incentives for conversion from on site combustion to district steam?
  - The C&I Energy Efficiency Program does not offer incentives for on site combustion to district steam measures.
- About how much C&I incentive fund is left for 2024 and allocated for 2025?
  - Current 2024 C&I EE Program Budget is ~85% allocated. C&I EE 2025 budget development is underway. C&I CH Program Incentive Funding reports can be found here: Clean Heat Program Funding | Con Edison. Incentive budgets are reviewed on a monthly basis to ensure eligible energy efficiency projects across all market segments have sufficient incentive funding.
- Do you have a registration link for the upcoming Clean Heat Webinar?
  - Clean Heat Webinar Registration
  - Date of the webinar is Tuesday September 24, 2024 at 9am.

Thank you!

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Incentive Navigator
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Participating Contractor Portal