

Energy Efficiency Programs Do They Make Sense For Your Operation?



Energy Efficiency Programs
Commercial & Industrial Customers
Central New York

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Today's Topics

Why the Buzz on Energy and Energy Programs?

- **Statewide objectives**
- **Your business strategy on energy**
- **Over the last decade.....**
- **Where should your focus be?**
- **Too many choices, too little time!**
- **Who pays for the programs?**
- **How National Grid can be your energy advisor**
- **The cost to save that kWh**
- **Let's not forget what we learned before EE programs**
- **Consider our Offerings!**

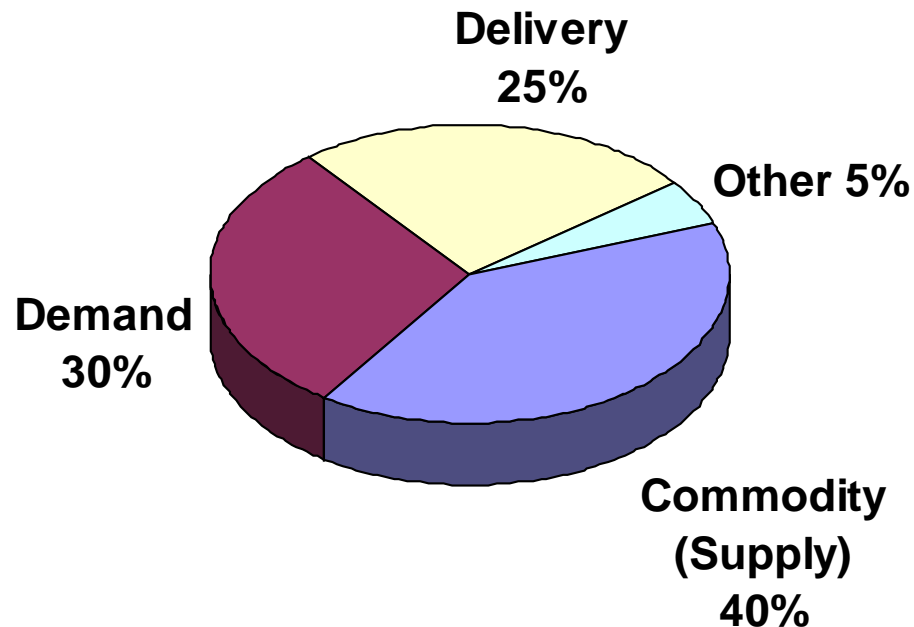
“Minimizing our impact on the environment while delivering safe, secure and economic supplies of energy to customers is not an option, it is a must.”

*– Steve Holliday,
National Grid CEO*

Should Your Business Take the Next Step Towards Sustainability?

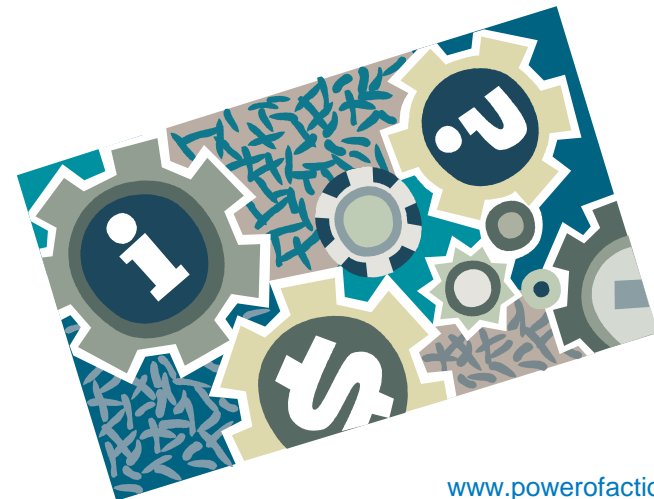
- Develop short and long term strategies for energy initiatives
- Integrate it into your business plans

Let's not forget key components of your energy costs:



Should Your Business Take the Next Step Towards Sustainability?

- Don't forget good practices already in place
- Where's the focus? ...(evaluating too many choices)
- How to proceed?
- Is it better just to wait and proceed with energy issues once things settle down -- in a year or two?
- Where does the program funding come from?
- How is it calculated?



Making Choices In a Complex Environment

Saving the kWh through efficiency versus just paying for it. Is it worth it?

- Who knows energy better than us? In fact, we're telling you *how to use less* of our product. (What other business does that?)
- Let us be your trusted energy advisor. We provide assistance with energy related issues to over 50,000 commercial & industrial customers.
- Integrate your key players in energy decisions. Many times not the case...
- Avoid making it harder than it needs to be.



I'm Here to Introduce...

National Grid's Energy Initiative Programs

- **Provide energy efficiency strategies that make sense for your business your budget, and your environment**
- **Provide innovative energy-efficient technologies which offer business owners an opportunity to enhance reliability and reduce energy use**
- **Systems quickly pay for themselves through improved performance and cost reductions**



What will the programs do?

Our Energy Initiative programs are designed to provide solutions for your business to save money, improve energy performance, and reduce greenhouse gas emissions by:

- Providing financial incentives and technical assistance to replace inefficient equipment or systems to:
 - Reduce your operating costs
 - Increase your productivity
 - Reduce your carbon foot-print
- Integrate gas and electric energy efficient opportunities for existing buildings and equipment



We are Here to Help

- **Help**...each business customer prioritize and reach financial goals by simplifying what seems like a complex process
- **Help**...prove how energy efficiency can improve your bottom line
- **Help**...defray some of the costs with incentives that reduce your overall costs for systems improvement
- **Help**...by assisting you throughout the process from completing your application to receiving your incentive check
- **Help**...you take pride in being ahead of the curve

As your trusted energy advisor, National Grid's experienced energy efficiency professionals will help you transform your business practices.

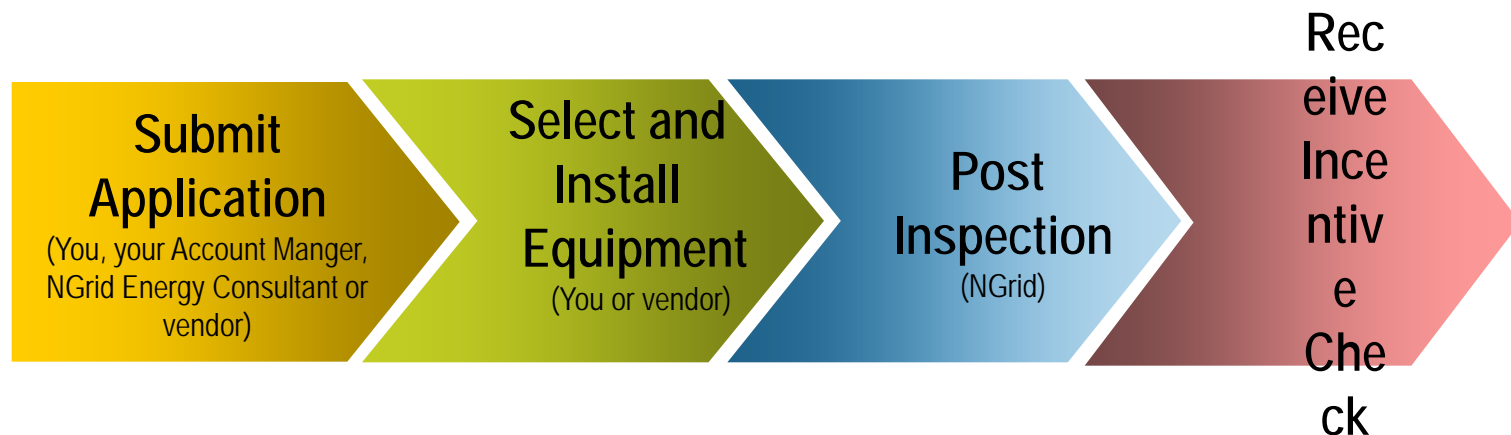


How are we helping?

By simplifying the process of using energy more efficiently.

Identifying and implementing the energy-saving technologies right for your business can be time consuming and confusing

- Our **Energy Initiative** programs require a minimal investment of time on your behalf
- We will personally walk you through the process



How Do I Qualify?

Customer must pay into System Benefits Charge (SBC)

- **Electric:** Customers on Rates 2, 3, 3A, & 7
- **Gas:** Firm customers on Rates 2, 3, 5, 7 & 8
- Retrofit - for existing buildings only; no new construction
- Cannot receive an incentive from National Grid and an incentive from NYSERDA for the same measure

Customer Incentive Options

PRESCRIPTIVE

- **Fixed incentives paid for installation of specific, predetermined energy efficiency measures and equipment.**
 - Eligible equipment must have specified energy efficiency ratings

CUSTOM


- **Includes measures not covered under the prescriptive incentives.**
- **Requires a technical analysis of proposed energy measures and associated energy savings to determine incentive amount. Incentives are generally the lesser of:**
 - Up to 50% of the installed cost which includes labor and equipment
 - A buy-down of equipment costs equal to a one-year payback

Electric Programs



Prescriptive Measures - Electric

- **Measures include:**
 - Lighting systems and controls
 - Compressed Air
- **Eligible equipment will have energy efficiency rating specifications**
- **Project Information Form (PIF)**
 - Key to start the process (application)
 - It can be completed by you, your vendor, your National Grid Account Executive, or a National Grid Commercial Energy Consultant
- **Pre-inspection of existing equipment by a National Grid representative is required for all applications**



The power of action.

Energy Initiative - Retrofit

Lighting – Systems & Controls

2010 Project Information Form for Upstate New York

This Project Information Form provides a template to collect project systems and equipment information and specifications. In addition, this form serves as a guide to lighting system and controls terms and identifies energy efficiency improvement products and incentives. Prior to the start of any installation of equipment or systems, call your Energy Solutions representative to arrange a convenient time to perform an inspection of the existing equipment or systems. This inspection is required for all applications.

Customer Facility Information

Customer Facility Name: _____	Date of Application: _____
Street Address: _____	Sq. Ft. Covered by Application: _____
Contact Person: _____	Federal ID Number: _____
City: _____ State: _____ Zip: _____	Company Type: <input type="checkbox"/> Incorporated <input type="checkbox"/> Exempt <input type="checkbox"/> Not Incorporated
Classification Type: <input type="checkbox"/> ≥ 2MW (Large Industrial only)*	Phone Number: _____
<input type="checkbox"/> < 2MW (Mid-size) <input type="checkbox"/> Industrial <input type="checkbox"/> Commercial	Fax Number: _____
* ≥ 2MW Large Commercial customer use the <2MW classification	E-mail Address: _____

Customer of Record Information: Billing Account Number: _____ *Internal Use only*

Building Type (select one)

<input type="checkbox"/> Assembly	<input type="checkbox"/> Grocery	<input type="checkbox"/> Motel	<input type="checkbox"/> Secondary School
<input type="checkbox"/> Auto	<input type="checkbox"/> Heavy Industrial	<input type="checkbox"/> Multi Story Retail	<input type="checkbox"/> Single Family Residential
<input type="checkbox"/> Big Box	<input type="checkbox"/> Hospital	<input type="checkbox"/> Multifamily high-rise	<input type="checkbox"/> Small Office
<input type="checkbox"/> Community College	<input type="checkbox"/> Hotel	<input type="checkbox"/> Multifamily low-rise	<input type="checkbox"/> Small Retail
<input type="checkbox"/> Dormitory	<input type="checkbox"/> Large Refrigerated Space	<input type="checkbox"/> Other _____	<input type="checkbox"/> University
<input type="checkbox"/> Fast Food	<input type="checkbox"/> Large Office	<input type="checkbox"/> Primary School	<input type="checkbox"/> Warehouse
<input type="checkbox"/> Full Service Restaurant	<input type="checkbox"/> Light Industrial	<input type="checkbox"/> Religious	

Installation Contractor Information

Installation Performed By: * Customer Installation Contractor (Vendor) *If contractor has not been selected, select Customer

Complete this section if installation is not by the customer

Installation Company: _____	Street Address: _____
Contact Person: _____	City: _____ State: _____ Zip _____
E-mail Address: _____	Phone Number: _____

Custom Programs

- **National Grid is committed to designing and evaluating customized energy-savings programs that fit the way your company operates including incentives that reduce the cost of implementation**
 - Custom projects are generally defined as anything that is not prescriptive and has opportunity for significant energy savings
 - In general, both building system applications and process applications
- **Custom incentives will be the lesser of either:**
 - Up to 50% of the installed costs
 - A buy-down of equipment costs equivalent to a one-year payback

Examples include:

- Large Compressors > 75 HP
- LED Lighting Applications
- Energy Management Systems
- Variable Speed Drive

Technical Assistance Process

Identification of Customer Needs

- Consultants are available to discuss efficiency opportunities and determine the appropriate scope of services to meet the customer's specific needs.
- Cost proposals for Technical Assistance services are provided for customer review and approval.

Efficiency Measure Identification

- A thorough review of the customer's facility identifies both simple, prescriptive measures (such as upgraded lighting systems) and more complex, custom projects.
- The customer's facility personnel are typically involved in the preliminary data gathering and opportunity assessment phase.

Metering and Monitoring

- To help ensure the accuracy of energy efficiency savings estimates, Technical Assistance typically includes metering to determine actual energy usage patterns and consumption of targeted systems.
- Usage data guides engineering efforts and acts as a baseline for verifying savings after installation.

Analysis and Report

- The consultant and National Grid energy professionals collect usage and billing data to identify where and how improvements can be made.
- Based on these findings, a detailed report is developed, describing appropriate efficiency measures — including costs, payback period, and available financial incentives.
- The customer prioritizes measures for implementation.

Implementation

- Technical Assistance consultants can help oversee and confirm the installation of new energy-efficient equipment.
- Follow-up metering may be utilized to verify actual savings and fine-tune the installation, where appropriate.

Operation

- As proper equipment operation is key to achieving the predicted savings, Technical Assistance consultants can be utilized to help evaluate the operation of newly installed equipment.
- Commissioning of the installation and operation of the new energy-efficient equipment is also available with customer co-pay.

Technical Assistance



Technical Assistance (TA) Study

Engineering study to identify, understand and assess opportunities for reducing operating costs associated with the investment of energy efficient equipment.

- **We provide access to technical experts who:**
 - Evaluate potential energy efficiency opportunities
 - Calculate any financial incentives that may be available
- **Sample Studies include:**
 - Energy Management Systems (EMS)
 - Multiple Compressor Applications
 - Most studies show 10-20% savings in existing buildings
 - Combustion controls on boilers
 - Re-using waste heat to pre-heat water/air
- **Cost:**
 - National Grid will typically pay 50% of the cost **up to a maximum of \$10,000**



CNY Service Contracts:

- **O'Brien & Gere**
- **C&S Companies**
- An assessment may also be provided by independent consultants / engineering firms with pre-approval from National Grid's Technical Representative.

Ineligible Custom Measures

The following measures will not be considered:

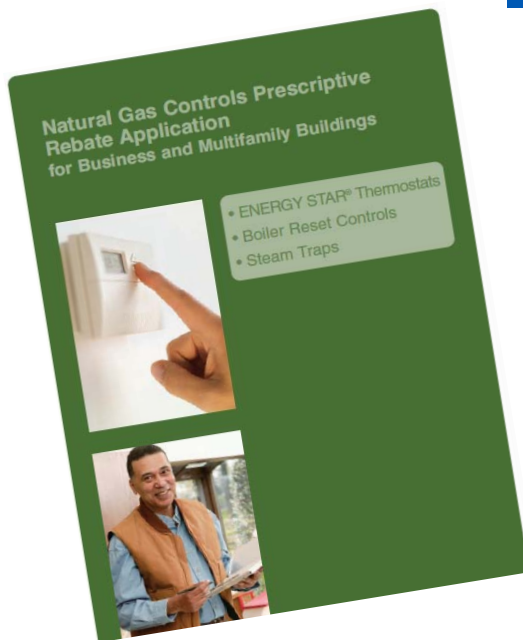
- Lamp only conversions
- Manual thermostat reset
- Black boxes
- Thermal storage
- Leased equipment (air compressors)
- Used or “rebuilt” equipment
- Rebuilding existing equipment
- Redundant equipment
- Power factor correction
- Cogeneration

Gas: Prescriptive Controls

Great complements to a high-efficiency heating system; gain higher efficiencies and even lower operating costs.

Incentives include:

- 7 day programmable thermostats, \$25 each (up to five units)
- One stage boiler reset controls, \$150 each (up to two units)
- Multi-stage boiler reset controls, \$250 each (up to two units)
 - Steam traps, \$25 each for (up to 100 units)



Next Steps



Next Steps

- **Contact your Key Account Executive or Commercial Energy Consultant**
- **Fill out a survey and one of our Commercial Energy Consultants will contact you**



- **Visit us on the web at:**
www.powerofaction.com/efficiency

Commercial Energy Consultants

REGION	NAME	OFFICE PHONE	EMAIL ADDRESS
Capital/Northeast	Jim Baker	518-433-3505	james.baker@us.ngrid.com
	Khaled Halabi	518-433-3701	khaled.halabi@us.ngrid.com
	Dan Merrill	518-433-3741	danielmerrill@us.ngrid.com
Central	Amy Dickerson	315-452-7509	amy.dickerson@us.ngrid.com
Mohawk Valley	Adam Partyka	315-798-1988	adam.partyka@us.ngrid.com
	Tracey Wuest	315-798-5131	tracey.wuest@us.ngrid.com
Northern	Becky Badalato	315-785-7227	becky.badalato@us.ngrid.com
Frontier/Western	Dan Keating	716-831-7795	daniel.keating@us.ngrid.com
	Jonathan Nickerson	716-831-7735	jonathan.nickerson@us.ngrid.com

In Closing

Keep it simple....or at least try to minimize the perceived complexity of program participation

- Most likely, overall energy costs will not go down; some EE strategy is highly suggested
- Bring in multiple players
 - Energy costs are not just the Facilities Department problem
 - Find common ground
- Looking out five years...





**for attending today.
I hope this time has been useful for you
and your business!**