



**Industrial Energy Programs Breakfast  
Meeting**  
March 13, 2018

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# **NYSEG/RG&E Commercial & Industrial Rebate Programs**

# Agenda

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- Program Implementer
- Program Overview
  - Service Area
  - Eligibility
  - Program Guidelines
  - Rebates Available

# Program Implementer

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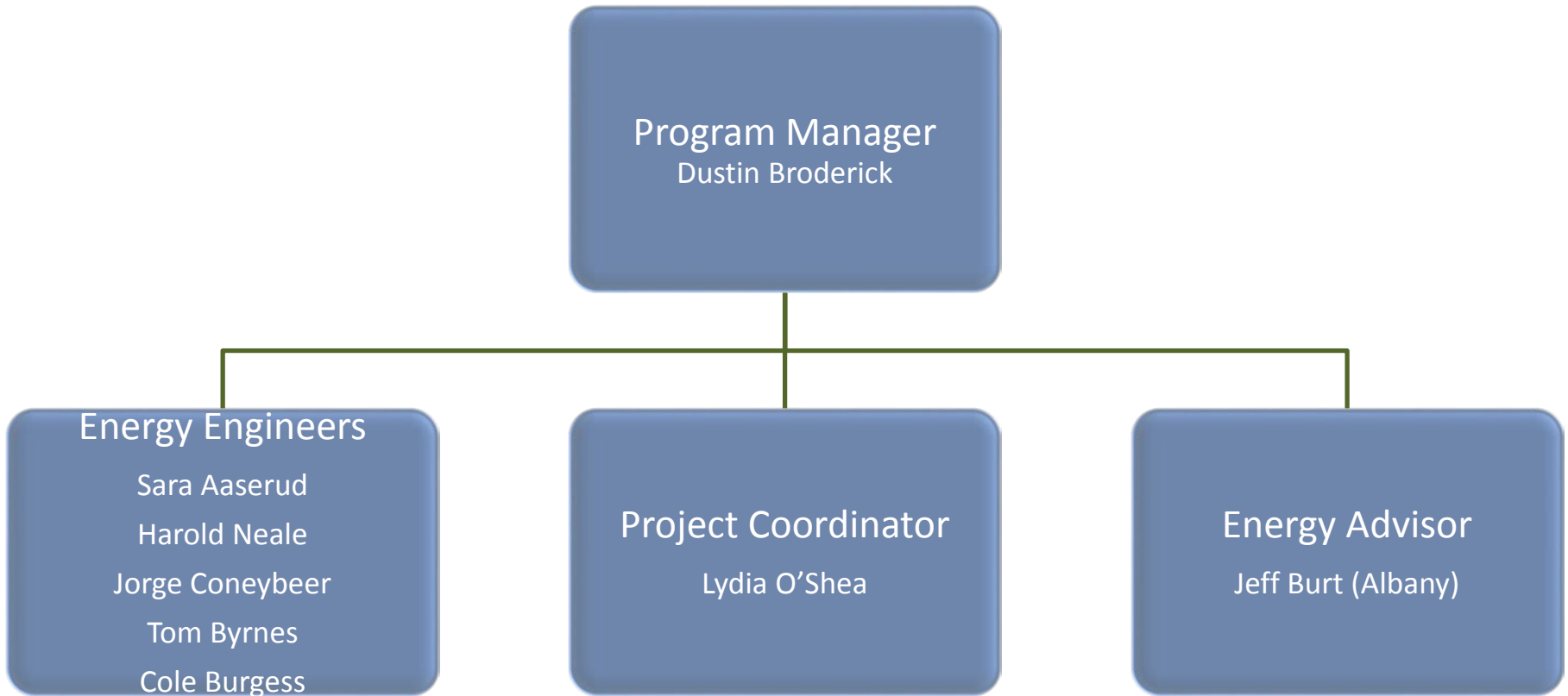


- Email: [cienergysavings@franklinenergy.com](mailto:cienergysavings@franklinenergy.com)
- Phone: 1.888.316.8023
- Office: 7910 Rae Blvd, Suite A  
Victor, NY

- Program websites:
  - [www.nyseg.com/Energyefficiencyprograms](http://www.nyseg.com/Energyefficiencyprograms)
  - [www.rge.com/Energyefficiencyprograms](http://www.rge.com/Energyefficiencyprograms)

# Program Implementer

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# Service Area



**NYSEG**



**RG&E**

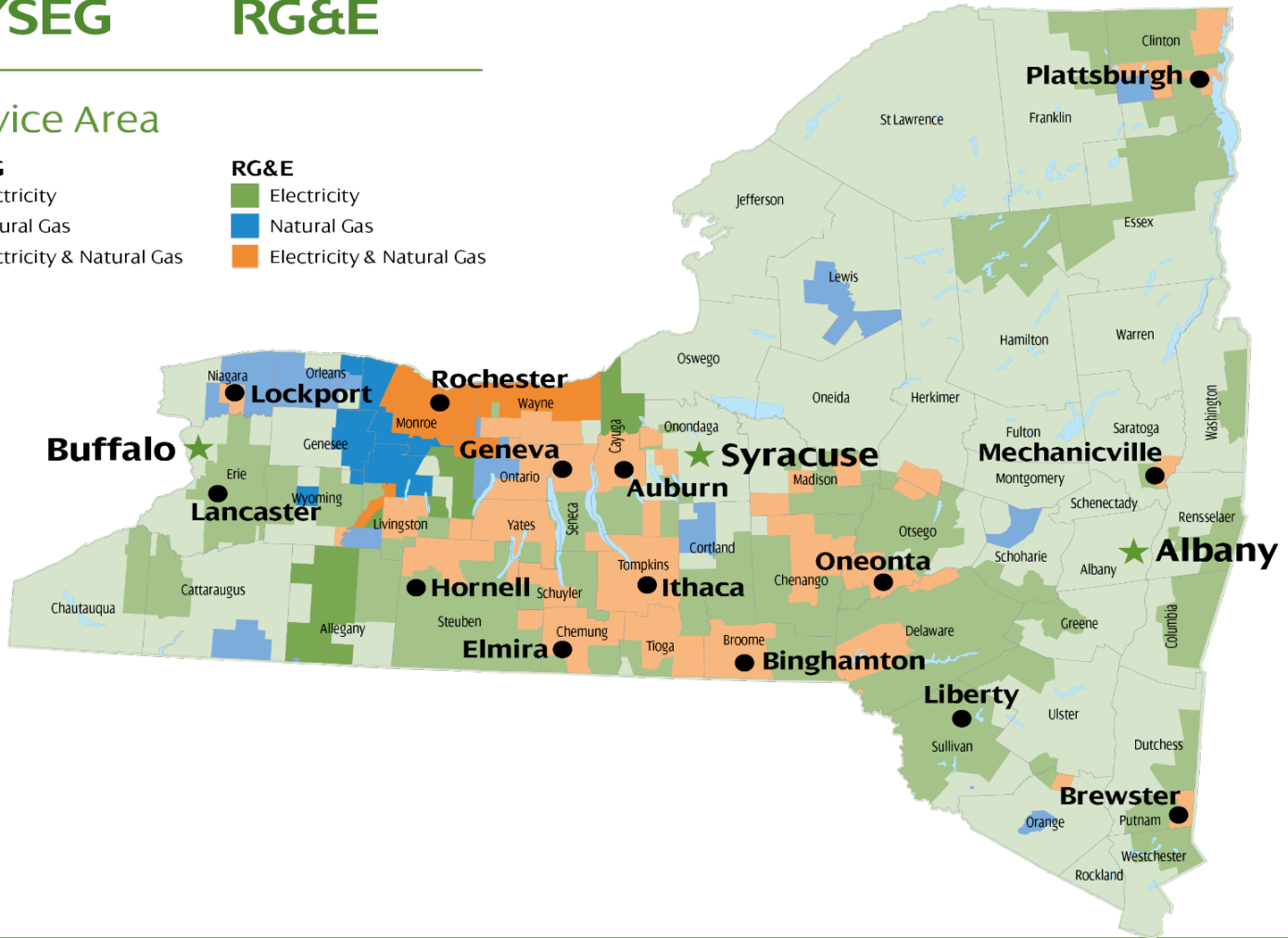
## Service Area

### NYSEG

- Electricity
- Natural Gas
- Electricity & Natural Gas

### RG&E

- Electricity
- Natural Gas
- Electricity & Natural Gas



# Eligibility

- NYSEG and RG&E natural gas and electricity directly metered commercial or industrial customers
- System Benefits Charge (SBC) included in customer utility bill
- Program is intended for existing facilities
- New construction is not eligible, but major renovations are. Please check with Franklin Energy on any project you think might be eligible.
- Add-on projects are eligible



# Program Guidelines

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- **Program term: Jan 1<sup>st</sup> – Nov 30<sup>th</sup> *or when all funds are reserved***
- **Rebates**
  - Prescriptive and Custom
  - No min or max rebate amount
  - *Flexible* rebate payment options: Customer or Contractor
  - Rebate Limits:
    - 1 year minimum payback
    - Custom - Early replacement – 50% project cost / Normal replacement - 50% incremental cost
    - *NYSEG and RG&E reserve the right to cap the rebate per program needs*
  - Funding from NYSERDA or NYSEG/RG&E, but not from both for the same measure
- **2018 Program Budgets**

Utility	Budget
NYSEG Electric	\$ 4,030,000
NYSEG Gas	\$ 465,000
RG&E Electric	\$ 2,340,000
RG&E Gas	\$ 705,000

# Program Guidelines

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- **Trade Ally Network**



- **EASY Application process – email or**



- **Target turnaround times:**

- Inquiries: 2 business days
- Inspections: 1 week
- Pre-Approval: 2 weeks (+1 week w/ inspection)
- Payment: 6-8 weeks



# Types of Rebates

- Prescriptive
  - Preapproved items with predetermined dollar amounts
- Custom
  - Anything that's not prescriptive
  - Pay for performance rebates

**Lighting**

Lighting Systems

Commercial and Industrial Rebate Program

**How to Apply**

Program Year: December 1, 2015 - November 30, 2017

**Step 1: Visit Us Online**

Visit the program website for all your program needs:

- NYSEG - [www.nyscg.com/CommercialandIndustrialRebateProgram](http://www.nyscg.com/CommercialandIndustrialRebateProgram)
- RG&E - [www.rge.com/CommercialandIndustrialRebateProgram](http://www.rge.com/CommercialandIndustrialRebateProgram)

**Step 2: Confirm Project Eligibility and Type**

1. Review Eligibility - refer to Terms and Conditions (last page of application)
2. Identify project type - Prescriptive or Custom
  - a. Prescriptive - Awarded if meet most of specific eligibility criteria listed
  - b. Custom - Awarded if are outside of prescriptive criteria

**Step 3: Get Pre-Approved**

1. Does your project require pre-approval?
  - a. Required - Prescriptive projects with rebates; all custom projects
  - b. Not required, but it is encouraged - Prescriptive projects with rebates; Custom
2. If pre-approval is required - skip to step 4
3. Submit pre-approval application package - see "Required Documents"
4. Application package is reviewed by the Commercial and Industrial Rebate Program Team (CIRT)
5. Receive a reservation letter - sign and return within 30 days to receive rebate header for your project

**Step 4: Get Your Rebate**

**Pre-Approved projects:**

1. Complete your project by the date listed on the reservation letter (within 90 days of pre-approval)
2. Submit final completion documents - see "Required Documents"
3. Complete documents reviewed by CIRT team
4. Rebate check is issued

**Prescriptive projects - \$100K which were not Pre-Approved:**

1. Purchase and install your new equipment
2. Submit final application package (within 90 days of installation) - see "Required Documents"
3. Application package reviewed by CIRT team
4. Rebate check is issued

**Required Documents**

**Pre-Approval**

1. Completed and signed application
2. Calculator Tool (see appropriate - Lighting Inventory Worksheet, Custom Lighting or Custom Non-Lighting)
3. Product specifications (not sheets)
4. BIC Form 10-8 for the party receiving payment
5. Copy of the customer's utility bill
6. Project costing document (contract, quote, estimate)

**Final Approval**

**Pre-Approved projects**

- Resubmit project invoice(s) with labor and material breakdown
- Completion Certificate (from user with reservation letter)

**Non Pre-Approved projects**

- Pre-approval documents 1-5
- Resubmit project invoice(s) with labor and material breakdown

**Questions?**  
We're here to help!  
1.888.316.8023

Submit your documents

Email [cienergy@savings@franklinenergy.com](mailto:cienergy@savings@franklinenergy.com)

# Prescriptive Rebates

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## Current Offerings

- **Lighting and Controls**
  - Interior/Exterior LED lamps and fixtures
  - Lighting controls
- **Electric Non-Lighting**
  - Unitary HVAC
  - HVAC chillers
  - Chiller tune-ups
  - VFD for HVAC fans and pumps
  - VSD air compressors
  - Compressed Air Leak Repair\*
  - ECM for Refrigeration\*
- **Natural Gas**
  - Furnaces, boilers and boiler tune-ups
  - Controls, thermostats and equalizers
  - Steam traps and steam trap surveys\*
  - Indirect DHW with modulating boiler\*
  - Demand Control Ventilation
- **Coming Soon – BMS, Pipe Insulation**

\* New for 2018

*Rebates >\$10,000 require pre-approval*

# Custom Rebates

- Current Incentive rates
  - Electric - \$0.13 per kWh saved
  - Natural Gas - \$1.50 per therm saved
- Measures must pass B/C test
- All custom projects require preapproval




# Custom Rebates

## Examples:

- Lighting & Controls (non-prescriptive)
- Energy managements systems
- Heat recovery
- Pipe Insulation
- Laundry equipment
- Kitchen equipment
- Process related equipment
- Building envelope upgrades
- Geothermal heating and cooling
- Infrared radiant heaters

**Custom**



### General Requirements

- The Custom application must be used for all energy efficiency measures that are not covered by prescriptive applications.
- Custom applications require supporting documentation on equipment performance and calculations showing the energy and demand savings expected from each measure type.
- Complete documentation of the proposed cost and projected electricity or natural gas usage and savings must be submitted for review and estimation of potential rebates.
- In cases where energy modeling is used to determine savings, computer software maker and version number must be identified. Input and output data from the model must be provided.
- LED Linear T8 Relamp and Reballast - Must have integrated driver and be driven by electronic ballast voltage. Installations where existing ballast is bypassed do not qualify.

**Normal replacement (NR, end-of-life or replace on failure)** refers to replacement of equipment which has reached or passed the end of its measure-prescribed Effective Useful Life (EUL). Normal replacement uses "Incremental" values:

- Incremental savings is the annual energy use of the currently-on-the-market standard, minimally-compliant equipment minus the annual energy use of the high efficiency equipment subsidized by the program.
- Incremental cost is the full cost of new efficient equipment minus the cost of the currently-on-the-market standard, minimally-compliant equipment. Any incremental labor costs may also be included.

**Early replacement (ER or retrofit)** refers to replacement of equipment before it reaches its EUL. Early replacement uses "Full" values:

- Full savings is the annual energy use of the existing equipment in place minus the annual energy use of the high efficiency equipment subsidized by the program.
- Full cost is the cost (including installation) of the new efficient equipment. This assumes that the existing equipment would remain in place with no additional costs to do so.

**Add On (AO)** refers to the addition of an energy efficient measure to an existing system. Examples include adding controls to a boiler which had none, the addition of a variable speed drive to an existing motor where no drive already exists, or adding insulation where there was none or some lesser amount of insulation. Add On measures are modeled at full costs and full savings for the length of their EULs.

**Special Circumstance (SC) replacement** may be used for one or more of the following cases:

- Equipment age significantly exceeds its effective-useful-life.
- Energy consumption significantly exceeds that of current high efficiency models.
- There is a history of significant repair or replacement with used equipment.
- The prospective next repair or replacement is likely to be much less expensive than replacement with new higher efficiency machinery.

For assistance determining whether an energy efficiency measure or project should be considered **Normal Replacement, Early Replacement, Add On or Special Circumstance**, contact [cleanenergy.savings@nysg.com](mailto:cleanenergy.savings@nysg.com) or 1.888.216.8022.

### Scope

Describe the project scope of work, including a basic description of the facility, its functions, location of affected equipment and typical operating hours. Describe how the Base Case and Proposed inputs (usage, hours, and load) were calculated. Additional space is provided on the next page.

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JOINT CUSTOM TSD 2016-06

# Thank you!



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Phone: 1.888.316.8023