



Energy Efficiency Programs for Business Customers



**Connecticut
Light & Power**

A Northeast Utilities Company



The United Illuminating Company



A Northeast Utilities Company

Energize Connecticut

- State's new branding initiative to help consumers save money and use clean, affordable energy
- A partnership of the Energy Efficiency Fund, the Clean Energy Finance and Investment Authority, and local electric and gas utilities
- New name, same great programs



Why energy efficiency?

- Energy efficiency is a valuable resource for Connecticut, it:
 - Reduces air pollutants and greenhouse gases
 - Saves customers money
 - Reduces need for more energy generation
 - Creates jobs

Program funding

- Electric customers pay 3 mills per kilowatt-hour
- Natural gas programs are funded through gas utility bills and approved by the Public Utilities Regulatory Authority

2013 Program Incentive Budgets & Caps

Budgets	
CL&P C&I	\$ 35.2 M
UI C&I	\$ 6.0 M
YGS	\$ 2.4 M
CNG	\$ 2.3 M
SCG	\$ 2.1 M

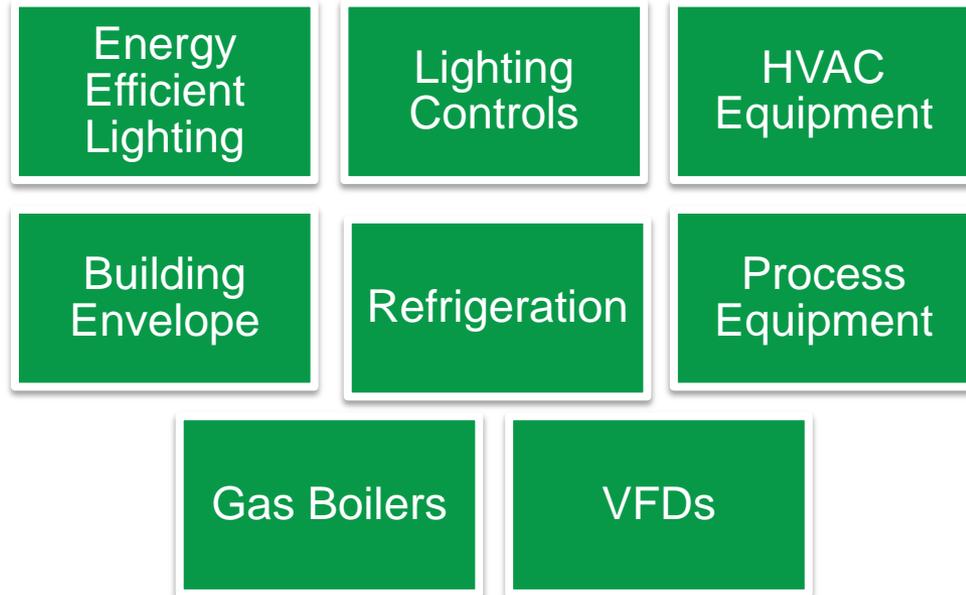
Project caps

- CL&P \$1,000,000 per federal tax ID
- YGS/CNG/SCG projects with an incentive amount greater than \$100,000 require PURA approval

New Construction & Equipment

- Captures electric and natural gas savings where they are most cost-effective: **during design**
- Covers up to:
 - 95% of the incremental cost of installing measures in new construction
 - 75% of the incremental cost for equipment replacement projects

- ✓ **New Construction**
- ✓ **Major Renovation**
- ✓ **Equipment Replacement**



Two Roads Brewing Company

- State of the art brew house located in a 1911 brick structure
- Measures include:
 - Air compressors
 - High-efficiency refrigeration
 - Refrigerated air dryer
 - High-efficiency high-pressure steam boiler
 - Radiant heating system



Incentive: \$241,884
Annual Savings
Dollars: \$185,548
Energy: 182,026 kWh
124,627 ccf

Prescriptive Rebates

- HVAC Unitary Equipment
- Heat pumps
- Infrared heaters
- Water heaters
- Food service rebates
- Gas heating equipment
 - Condensing boilers
 - Non-condensing boilers
 - Condensing furnaces
 - Condensing unit heaters

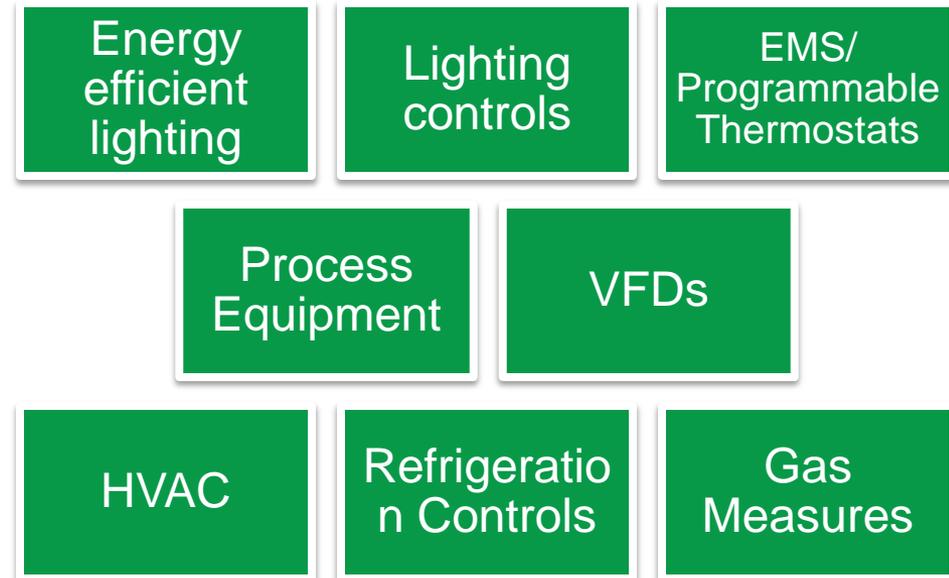


Existing Buildings

- Incentives to replace functioning equipment with more energy-efficient options

Covers up to:

- 40% of installed cost
 - 35% common lighting upgrades
 - 40% high-end lighting technologies, EMS, Custom
- 50% of installed cost for comprehensive projects



Meriden Property Management, LLC

- Provider of commercial and residential property management services
- Retrofitted existing energy management system (EMS)
- Added control strategies
- Installed new perimeter radiation control valves and integrated them into EMS



Total cost: \$104,198
Incentive: \$39,368
Annual Savings
Dollars: \$15,700
Energy: 42,600 kWh
5,070 ccf
Payback: 4.1 Years
Added benefit:
Comfortable occupants

Small Business Energy Advantage

- Turnkey energy-saving program
- Pay nothing upfront
- Existing business, municipal, and government customers
- Average 12-month peak demand between 10 kW and 200 kW
- All possible energy efficiency measures
- On-bill, 0% financing to qualifying customers



Retro Commissioning/PRIME/O&M Services/Training & Outreach

BUSINESS & ENERGY SUSTAINABILITY



Business & Energy Sustainability

- The next level after all or most major capital improvements have been completed
 - Maximize operational strategies with existing capital equipment & people
 - Develop management practices

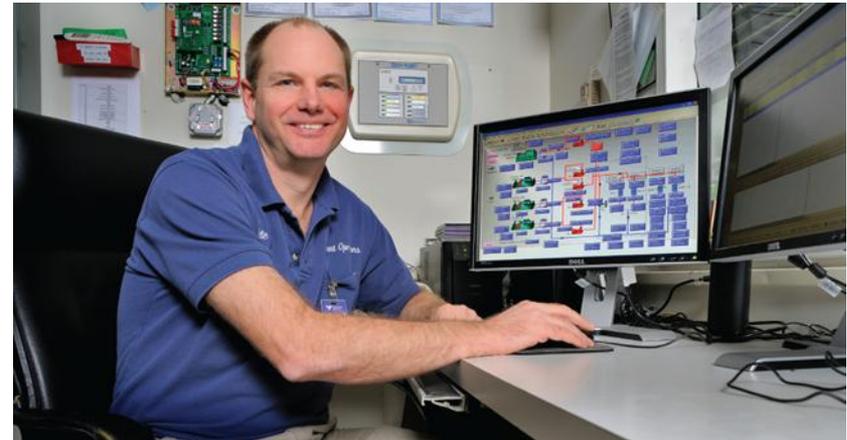


Retro Commissioning

- Optimizes operation of customer's facility without installing capital equipment
- Requirements:
 - Min. 100,000 sq.ft.
 - Fully functioning Direct Digital Control Energy Management System that can conduct trending & reporting

Greenwich Hospital

- 520,000 square foot building built in 1998
- Utilized targeted functional tests and BMS to determine energy efficiency improvements
- Heating plant, cooling plant, air handling systems, exhaust and make up air systems, lighting, kitchen and process systems were addressed and training was provided



Total Cost: \$229,476
Incentive: \$113,238
Annual Savings
Dollars: \$303,960
Energy: 1,788,060 kWh
Payback: < 6 months

Process Reengineering for Increased Manufacturing Efficiency (PRIME)

- Lean Manufacturing Techniques and Kaizen process
- Focuses on industrial manufacturing processes
- Benefits:
 - Increase productivity
 - Reduce per unit energy usage
 - Reduces waste of material, time and transportation
 - Reduces inventory requirements
- Utility approved contractors:
 - Events 1 & 2: no cost to the customer
 - Events 3 & 4: shared cost - 50%/50%
- Subject to Utility Cap

Operations & Maintenance

- Improves electrical and natural gas efficiency through changes and repairs that can be classified as maintenance or operational procedures rather than capital investments
- Not intended for normal preventive maintenance
- Incentives available for
 - Repair or replace defective steam traps, compressed air systems
 - DDC Energy Management System tune-ups

Training & Outreach

Upcoming topics:

- Lighting Controls
- Compressed Air Challenge
- Behavioral Energy Change
- Commissioning

Check CL&P Training Calendar for updates and registration: www.cl-p.com/register



Financing

Type	Min	Max	Rate	Term Max	Pymt	Source
SBEA/ Muni	\$500	\$100,000	0%	4 yrs	On-Bill	Utility
C&I	\$2,000	\$1 Million (1 st \$100,000 w/ subsidy)	2.99% or 4.99%	5 yrs	3 rd Party	3 rd Party
PURA Loan (>50 kW savings)	\$1 Million		1% below rate/no more than prime	10 yrs	3 rd Party	3 rd Party

C-PACE

- Commercial Property Assessed Clean Energy
- Enables commercial, industrial, and multi-family property owners to access financing for qualified energy upgrades and repay through a benefit assessment on their property tax
- Administered by Clean Energy Finance and Investment Authority (CEFIA)

Genevieve Sherman

Manager, Commercial and Industrial
Property Assessed Clean Energy

genevieve.sherman@ctcleanenergy.com

Online: www.c-pace.com



Important Reminders

- Contact us early
- Letter of Agreement(s) must be signed prior to purchasing energy-efficient equipment (except rebates)
- Agreement milestone dates
- Project scope changes
- Project close out documentation
 - Examples: Invoices, permits, disposal fees, lifts

Residential Programs



Home Energy Solutions



HES – Income Eligible



Residential New Construction



Retail Products



Heating & Cooling

CL&P Contacts

- New Construction: Rich Asselin (860) 665-3292
- Retrofit: Glen Eigo (860) 665-5084
- Business & Energy Sustainability: Dave McIntosh (860) 665-3531
- Small Business: Randy Vagnini (860) 665-4753
- Financing: Gentiana Darragjati (860) 665-4757
- Residential Programs: Lomont White (860) 665-3790
- Natural Gas Programs: Matt Fox (860) 665-3749
- Your Account Executive

UI Contacts

- New Construction (ECB) : Peter Aufdemorte (203) 926-4715
- Retrofit (EO) : Peter Aufdemorte (203) 926-4715
- Cool Choice (CCH) : Will Riddle (203) 499 -2407
- Express Lighting : Will Riddle (203) 499 -2407
- Your account manager

QUESTIONS?

Thank you!

1-877-WISE-USE

EnergizeCT.com

