

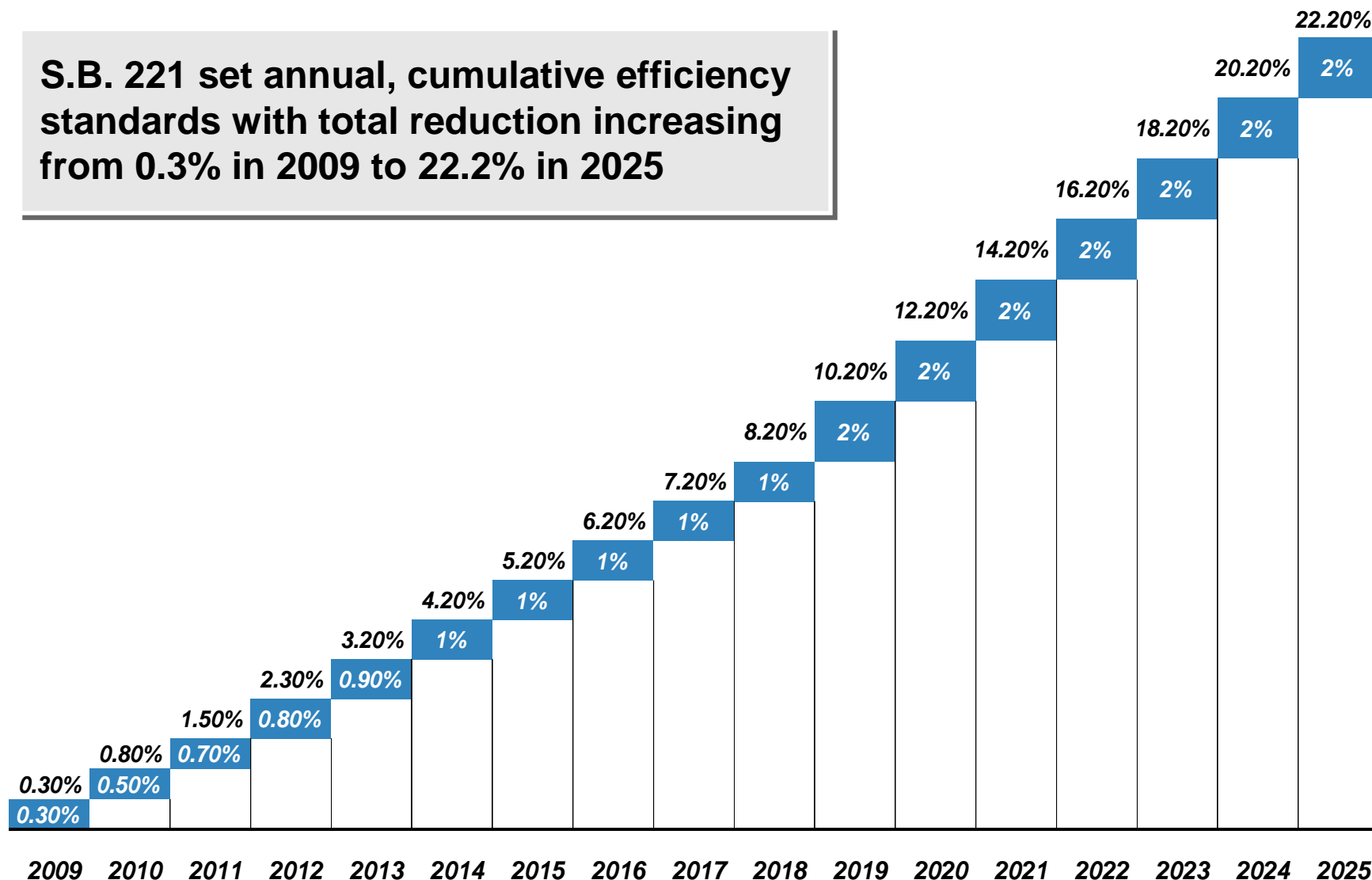
Ohio Commercial and Industrial Energy Efficiency Program

Association of Energy Engineers
Northern Ohio Chapter
February 20, 2014



S.B. 221 – Energy Efficiency Standards

S.B. 221 set annual, cumulative efficiency standards with total reduction increasing from 0.3% in 2009 to 22.2% in 2025



Program Highlights

- ALL applications **must be pre-approved**
- Current Incentive Level for lighting is \$.05/ KWh saved
- Incentive Level for Custom Projects is \$.08/ KWh saved
- Energy Efficiency Building Program available to both large and small C/I – New Construction and Custom Buildings
- Programs and Offers Open **pending** budget availability

Program Summary



- Lighting – Prescriptive and Calculated (Expanded)
- Food Service Equipment (Expanded)
- Appliances (Expanded)
- HVAC & Water Heating (Expanded)
- Custom Incentives (Continued/ New)
- Facility Audits (Continued, Expanded & New)
- Data Centers – (New)
- Retro-Commissioning (New)
- Mercantile Customer Program (Continued)
- Motors and Drives Program (Discontinued) – Now part of custom incentives
- New Construction – (Continued)

Program Summary – Continued Programs

- **Prescriptive Lighting Program**
 - Not Eligible for New Construction and Additions
 - Incentive limited to 75% of total project or equipment cost
- **Calculated (formerly Non-Standard Lighting Program)**
 - Retrofits and New Construction
 - Incentive is 5.0¢ / kWh saved
 - Limited to total project or equipment cost
- **Food Service Equipment Program – Prescriptive**
- **Appliances – Prescriptive**
- **HVAC and Water Heating**
 - For Listing of eligible equipment please refer to the web site
 - Incentive limited to total project or equipment cost

Program Summary Continued Programs

- **Custom Equipment Program (Continuation of previous program)**
 - Custom projects include technologies and/or customer specific energy efficiency projects
 - Incentive of 8.0¢ / kWh reduced
 - Incentive limited to 50% of total project cost
 - Payback must be between 1 – 7 years
- **Custom Building Program (New)**
 - Intended to encourage customers to install specialized building shell improvements to reduce energy consumption and demand by improved building energy performance.
 - Energy savings threshold per project to qualify for the incentive is initially set at 20,000kWh/yr.

New Programs

- **Custom Building Program (cont.)**
 - Incentives based on individual Project & Savings

- **New Construction Program**
 - Intended to encourage customers to construct buildings to higher efficiency codes and standards in an effort to reduce both energy consumption and demand.
 - Provides financial support through incentives for the design and construction of buildings that exceed standard building codes and practices by 15% of the electrical consumption and meet ENERGY STAR®.
 - Incentives based on individual Project & Savings

Data Center Program

- Incentive of \$0.05 per kWh saved, capped at the total project cost
- Small and Large C&I customers are eligible to participate
- Pre-approval required before starting any work
- Projects must have a design or measured IT load of at least 30kW
- 90 days to complete work
- Participants can apply for incentives under the Audit Program before applying under the Data Center Program.

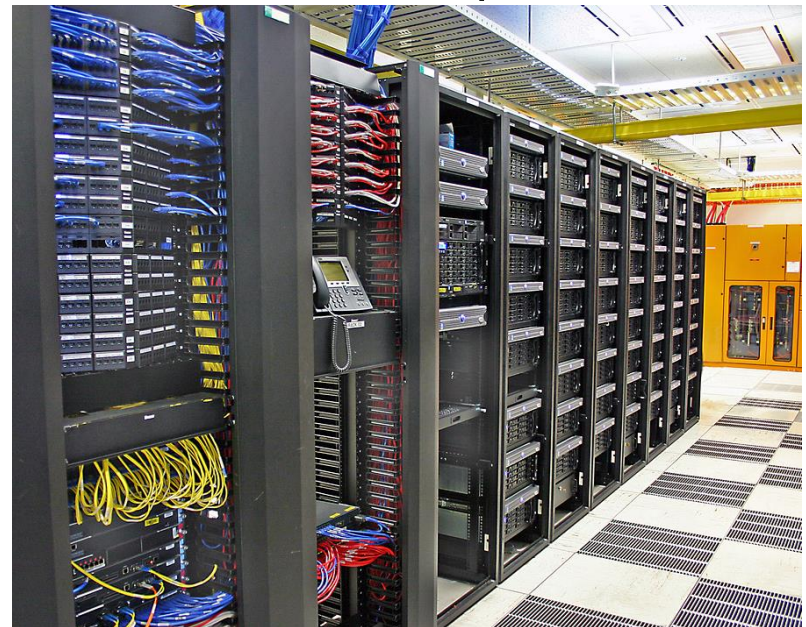


Data Center Program

What is a data center?

Data Center facilities house information technology (IT) equipment for data processing, data storage, and communications networking. These are specialized facilities that meet the needs of high density computing equipment, and typically require dedicated cooling systems and uninterruptable power supplies.

Note: Server closets or computer training areas would not qualify as a data center under this Program.



Data Center Program

What will Sodexo require from applicants for pre-approval?

- 1. Completed incentive application**
- 2. W9 for incentive payee**
- 3. Scope of work that includes a summary of the existing and proposed systems**
- 4. Cut sheets for any new equipment**
- 5. Detailed energy savings analysis/energy calculations (benchmarking data will usually be required to support energy savings)**



Data Center Program

What will Sodexo require from applicants for final approval?

- 1. Revised energy savings analysis/calculations (if applicable)**
- 2. Completed letter of attestation**
- 3. Final invoice for materials and labor**



Retro-Commissioning Program

- Incentive of \$0.03 per kWh saved, capped at 50% of the total project cost
- Only Large commercial customers are eligible to participate
- Small C&I customers may be eligible under custom program
- Pre-approval required before starting work
- 90 days to complete project
- Participants can apply for incentives under the Audit Program before applying for RCx incentives.



Retro-Commissioning Program

Retro-Commissioning is a process that seeks to improve how building equipment and systems function together.

What types of projects would qualify under the RCx program?

- **Adjustments to lighting and HVAC equipment operating schedules**
- **Adjustments of HVAC temperature set points**
- **Central plant optimization**
- **Redeployment of inoperable HVAC dampers and controls**
- **Corrections to air side economizer operation and minimum outside air intake percentage**
- **Repairs to damper actuators and air side economizer sensors**
- **Compressed air leak loss detection/inappropriate uses of compressed air, such as open blowing**

Retro-Commissioning Program

What will Sodexo require from applicants for pre-approval?

- 1. Completed incentive application**
- 2. W9 for incentive payee**
- 3. Project scope of work**
- 4. Benchmarking data for the facility annual energy use**



Retro-Commissioning Program

What will Sodexo require from applicants for final approval?

- 1. Post data for the facility annual energy usage**
- 2. Completed letter of attestation**
- 3. Final invoice for the implemented measures**



Small C&I Audit Program

- Incentive of 50% of the audit cost or \$5,000 per facility, whichever is less
- Small C&I customers are eligible to participate
- Pre-approval required before signing a contract with an audit service provider
- 90 days to complete the ASHRAE Level 2 audit
- Must implement at least 20% of the identified electrical energy savings within 6 months of completing an audit.
- Bonus incentive of \$0.01/kWh



Small C&I Audit Program

What is considered an ASHRAE Level 2 audit?

- The Level-2 project starts with the findings of the Level-1 audit, and evaluates the building energy systems in detail to define a variety of potential energy-efficiency improvements. This should include the Building Envelope, Lighting, Heating, Ventilation, and Air Conditioning (HVAC), Domestic Hot Water (DHW), Plug Loads, and Compressed Air and Process Uses (for manufacturing, service, or processing facilities). This study starts with a detailed analysis of energy consumption to quantify base loads, seasonal variation, and effective energy costs. From there, the study should include an evaluation of lighting, air quality, temperature, ventilation, humidity, and other conditions that may affect energy performance and occupant comfort. The process also includes detailed discussions with the building Ownership, Management, and Occupants to explore potential problem areas, and clarify financial and non-financial goals of the program.
- The Level-2 audit should result in a clear and concise report and briefing with the Owner and Management Team describing a variety of Energy Efficiency Measures (EEMs) including no- and low-cost measures, modifications to system controls and building automation, operational changes, and potential capital upgrades. The findings should include general costs and performance metrics, as well as a means for the Owner to evaluate the EEMs and decide how to proceed with implementation.

Small C&I Audit Program

What will Sodexo require from applicants for pre-approval?

- 1. Completed incentive application**
- 2. W9 for incentive payee**
- 3. Audit proposal that describes the scope of the audit**



Small C&I Audit Program

What will Sodexo require from applicants for final approval?

- 1. Copy of a completed audit report (ASHRAE Level 2).**
- 2. Completed letter of attestation**
- 3. Final invoice for the energy audit**



Large C&I Audit Program

- Incentive of 50% of the audit cost
- Large C&I customers are eligible to participate
- Pre-approval required before signing a contract with an audit service provider
- 90 days to complete the ASHRAE Level 2 audit
- Must implement at least 20% of the identified electrical energy savings within 6 months of completing an audit.
- Bonus incentive of \$0.01/kWh



Large C&I Audit Program

What will Sodexo require from applicants for pre-approval?

- 1. Completed incentive application**
- 2. W9 for incentive payee**
- 3. Audit proposal that describes the scope of the audit**



Large C&I Audit Program

What will Sodexo require from applicants for final approval?

- 1. Copy of a completed audit report (ASHRAE Level 2).**
- 2. Completed letter of attestation**
- 3. Final invoice for the energy audit**



Program Summary Mercantile Program

Mercantile customers may qualify to avoid certain charges in the Demand Side Management and Energy Efficiency Rider (DSE2) or may choose a cash option

- Who is considered “mercantile”?
 - A “mercantile customer” is a commercial or industrial customer that consumes more than 700,000 kWh per year for non-residential use or is part of a national account involving multiple facilities in one or more states
- Minimum energy efficiency saving requirements per the DSE2 Rider
 - Energy savings and/or peak demand reductions from customer’s self-directed projects equal to or greater than the statutory benchmarks to which the company is subject
- If customer elects cash rebate in lieu of exemption, based on 75% of prescriptive program rebates, capped at 50% of project cost or \$250k per project or \$500k per customer
- Customer commits either existing or new energy savings to the utility’s compliance requirements through an application filed to PUCO
- PUCO has final approval authority
- Mercantile is Now Permanent effective July 2013
- Offering a 3 year look back

C&I Energy Efficiency Program in Ohio

Who is Sodexo

Sodexo is the leader for Quality of Life Services with 125,000 employees working to improve the quality of daily life at 9,000 client sites and 15 million customers a day in North America, and over 500 clients in Ohio. Sodexo partners with clients to help attain their strategic vision by developing Facility Management (FM) solutions that increase the effectiveness of their people, enhance their business processes, and optimize their infrastructure.

- **Total revenue** - \$24 billion, \$8.8 billion in North America with 125,000 employees
- **Capabilities** – Comprehensive facility services including engineering, project management, construction, HVAC service, food services and environment services
- **Primary focus** – FM in Healthcare, Education, Government and Corporate sectors.

The Sodexo vision for the Ohio program is to continue the positive program momentum while achieving an even better experience for program participants

Website Home Page

www.energysaveoh-business.com

www.EnergySaveOhio.com
Energy Incentive Programs

FirstEnergy
Ohio Edison • The Illuminating Company • Toledo Edison

- Home
- Lighting Programs
- Traffic Signals
- Food Service Equipment
- Appliances
- Custom Incentives
- HVAC & Water Heating
- Facility Audits
- Mercantile Customer Program
- Data Centers
- Retro-Commissioning

FirstEnergy's Ohio utilities encourage customers to save energy and money.



Would you like to install new lighting fixtures or other equipment to improve energy efficiency AND get paid for doing it?

Ohio Edison, The Illuminating Company and Toledo Edison (FirstEnergy's Ohio utilities) offer a wide range of incentive programs that can reimburse you for improvements that you make to increase your energy efficiency and reduce your electricity consumption. Save money, reduce energy usage, and get paid for doing it!

Apply Online

Visit any of the program pages to learn more and submit a secure, online application.

Program Resources

- ☞ Frequently Asked Questions
- ☞ Program Announcements
- ☞ FirstEnergy Service Area Map
- ☞ Rate Code Table
- ☞ New Construction Template
- ☞ W9 Form Download
- ☞ Contact Us

Trade Allies

Administrators

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Trade Ally Directory



On-line tool for:

- Program Overview and Guidelines,
- Program Incentives and Requirements
- Applying
- Applications Status
- Contact Information

Website Program Page

[Home](#)
[Lighting Programs](#)
[Traffic Signals](#)
[Food Service Equipment](#)
[Appliances](#)
[Custom Incentives](#)
[HVAC & Water Heating](#)
[Facility Audits](#)
[Mercantile Customer Program](#)
[Data Centers](#)
[Retro-Commissioning](#)

Prescriptive Lighting Program



The Prescriptive Lighting Incentive Program from Ohio Edison, The Illuminating Company and Toledo Edison (FirstEnergy's utilities) offers incentives and information to encourage participants to install high efficiency lighting equipment. The Program is funded by Ohio Edison, The Illuminating Company and Toledo Edison non-residential electric utility customers in Ohio in accordance with Senate Bill 221.

Effective Dates
To qualify for incentive levels on this application form, equipment must have been installed on or after March 20, 2013 and after the receipt of a formal pre-approval letter from the Program.

Eligible Participants
The Prescriptive Lighting Incentive Program is available to existing facilities of commercial, industrial and institutional customers of FirstEnergy's utilities in Ohio. New construction projects and the portion of building addition projects that increase a facility's footprint are not eligible for incentives through this Program. In both cases, these projects may be eligible under the Calculated Lighting Incentive Program.

Pre-Approval Requirements
All Prescriptive Lighting Incentive applications received by the Program will require pre-approval before the installation of materials

Limitations
Incentives available from the Prescriptive Lighting Incentive program are shown on pages 5-7, and are limited to the project or equipment cost.

Complete applications should include the following:

- A copy of IRS form W-9 for incentive payee
- Manufacturers' specification (cut) sheets for each installed item to verify that the equipment is eligible. Please circle or highlight the relevant information on the specification (cut) sheet.

Questions?
If you have questions, please review the FAQ section of the website. You may contact us by [email](#) or phone at 1-866-578-5220, Monday - Friday, from 8:00 a.m. to 6:00 p.m.


Program Resources

- [Apply Now](#)
- [Customer Login](#)
- [Frequently Asked Questions](#)
- [Program Announcements](#)
- [FirstEnergy Service Area Map](#)
- [Rate Code Table](#)
- [Guidance for New Construction](#)
- [New Construction Template](#)
- [W9 Form Download](#)
- [Contact Us](#)

Trade Ally Information

Administrators

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Trade Ally Network

Program Incentives

Type of Measure	Equipment Requirements	Incentive
New Linear Fluorescent Fixtures		
T8 High Bay, 4' 3 lamps	For high bay fixtures (15 ft. above fixed floor and higher) the required ballast factor for T8 is 1.14 or greater.	\$23/Fixture
T8 High Bay, 4' 4 lamps		\$23/Fixture
T8 High Bay, 4' 6 lamps	Both lamps and ballast must be replaced to qualify.	\$48/Fixture
T8 High Bay, 4' 8 lamps		\$48/Fixture
T5 High Bay 3 lamps	For high bay fixtures (15 ft. above fixed floor and higher) the required ballast factor for T5 is 1.0 or greater.	\$35/Fixture
T5 High Bay 4 lamps		\$35/Fixture
T5 High Bay 6 lamps	Both lamps and ballast must be replaced to qualify.	\$74/Fixture
T5 High Bay 8 lamps		\$74/Fixture

Website Trade Ally Area

www.EnergySaveOhio.com
Energy Incentive Programs

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- Home
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- Traffic Signals
- Food Service Equipment
- Appliances
- Custom Incentives
- HVAC & Water Heating
- Facility Audits
- Mercantile Customer Program
- Data Centers
- Retro-Commissioning

Calculated Lighting Program



Calculated Lighting Incentive Program
The Calculated Lighting Incentive Program from Ohio Edison, The Illuminating Company, and Toledo Edison (FirstEnergy's utilities) offers incentives and information to encourage participants to install high efficiency lighting equipment. The Program is funded by Ohio Edison, The Illuminating Company and Toledo Edison non-residential electric utility customers in Ohio in accordance with Senate Bill 221.

Program Resources

Trade Allies

- Trade Ally Information
- Trade Ally Sign-up Form
- Quick Reference Card
- Trade Ally Directory

Administrators

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Trade Ally
Information
Area

Website – VisionDSM for Program Application

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Energy Incentive Programs

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Program Application

Thank you for your interest in this program.

To complete the application process, you will need to enter details regarding the following items:

- A valid account in our system, which can be created when you start your application or have been created prior to this application
- Your contact information (utility account number, address, telephone, etc)
- The location contact information (where the proposed changes will occur)
- The contractor's contact information (who will be performing the installation)
- A description of the work to be completed

Are you ready to begin your application?

[Begin Application](#)

Join us Tuesdays at 1 PM for Webinar