



2022 Program Kickoff

1/20/2022

NYSEG/RG&E Commercial & Industrial Rebate Programs

Agenda

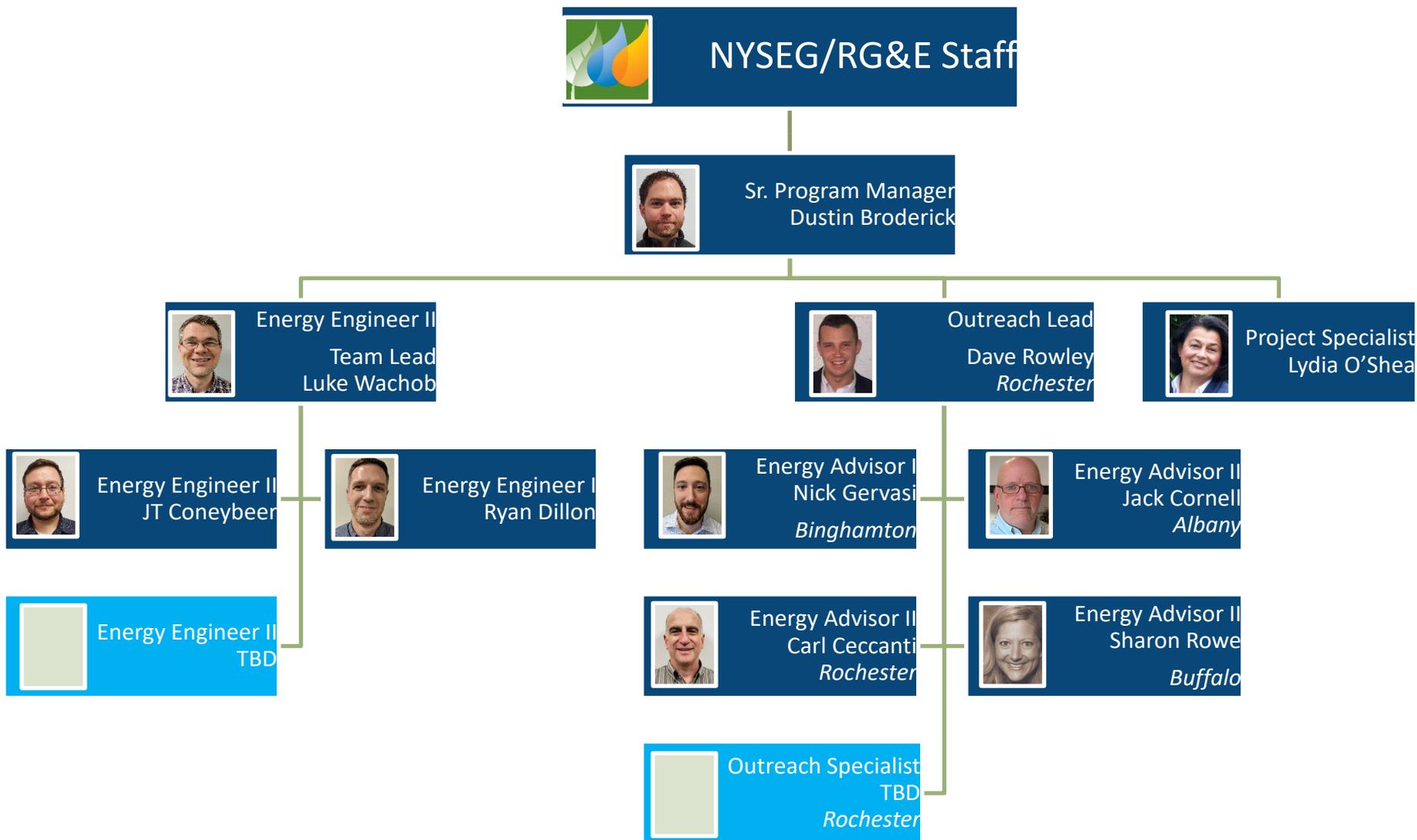
- Program Overview
- What's New for '22
- Future Enhancements
- Demo - Online Portal

Program Implementer



- Email:
cienergysavings@franklinenergy.com
- Phone:
1.888.316.8023
- Program Office:
Victor, NY

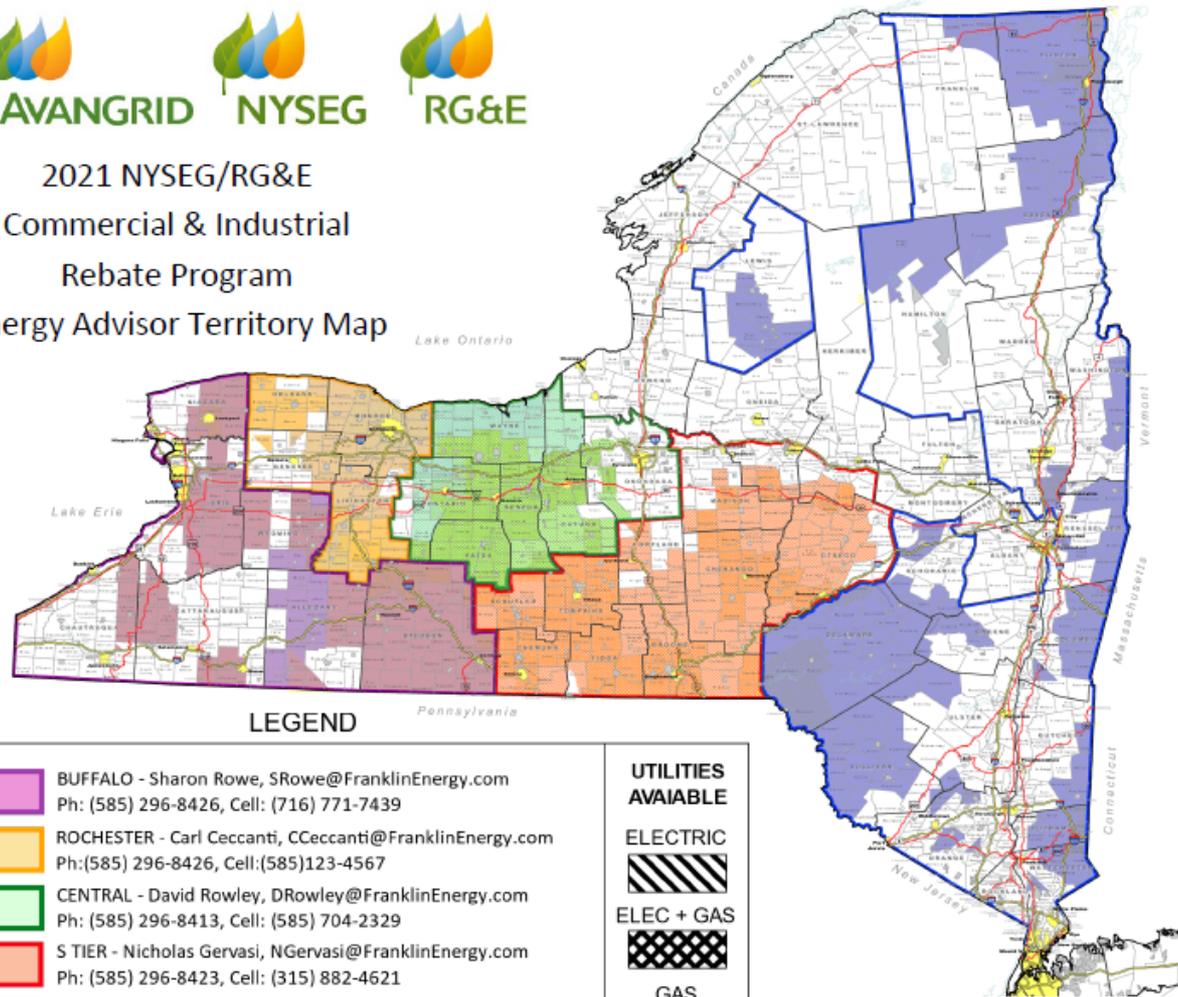
Program Implementer



Service Area



2021 NYSEG/RG&E Commercial & Industrial Rebate Program Energy Advisor Territory Map



LEGEND

	BUFFALO - Sharon Rowe, SRowe@FranklinEnergy.com Ph: (585) 296-8426, Cell: (716) 771-7439
	ROCHESTER - Carl Ceccanti, CCeccanti@FranklinEnergy.com Ph:(585) 296-8426, Cell:(585)123-4567
	CENTRAL - David Rowley, DRowley@FranklinEnergy.com Ph: (585) 296-8413, Cell: (585) 704-2329
	S TIER - Nicholas Gervasi, NGervasi@FranklinEnergy.com Ph: (585) 296-8423, Cell: (315) 882-4621
	EAST - Jack Cornell, JCornell@FranklinEnergy.com Ph: (585) 296-8418, Cell: (518) 533-5331

UTILITIES AVAIABLE	
ELECTRIC	
ELEC + GAS	
GAS	

Overview

Program provides rebates for customers who perform energy efficiency upgrades to their facilities and/or equipment.

ELIGIBILITY

- NYSEG and RG&E natural gas and electricity directly metered commercial or industrial customers
- Eligible customers pay System Benefits Charge (SBC)
- Eligible project types include:
 - Retrofits
 - Add-ons
 - Major renovations
 - New construction



Program Guidelines

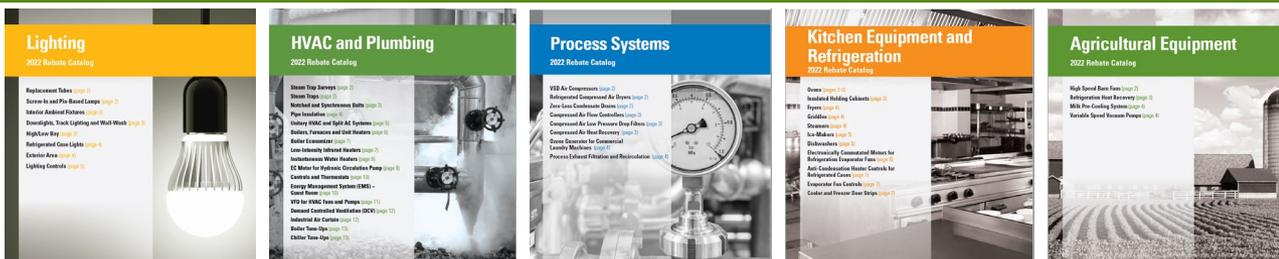


- **Program Year:** January 1st – November 30th *or when all available program funds are reserved.*



- **Rebates**
 - NYSEG/RG&E = Identical programs, but different budgets
 - Prescriptive and Custom
 - Rebate Limits:
 - No min or max rebate amount
 - Rebate Caps – *Refer to slides 8-9*
 - 1-year minimum payback
 - Flexible rebate payment options

Prescriptive (Catalogs)



Current Offerings

Lighting

- Interior and exterior LED lamps and fixtures
- Lighting controls
- *Enhanced rebates are available for small business customers*

Process Systems

- Compressed air
- Process exhaust filtration
- Ozone generators for laundry laundry

Agricultural Equipment

- High speed barn fans
- Refrigeration heat recovery
- Milk pre-cooling system
- Variable speed vacuum pumps

HVAC & Plumbing

- Steam traps and steam trap surveys
- Pipe Insulation
- Unitary HVAC, split systems
- Boilers, furnaces and unit heaters
- Infrared heaters
- Water heaters
- Controls – DCV, thermostats, boiler reset
- Energy management system – guest room
- VFDs for fans and pumps
- Tune-ups – boilers and chillers
- Notched and synchronous belts
- Boiler economizer
- EC motors for hydronic pumps
- Industrial air curtains

Kitchen Equipment & Refrigeration

- Ovens
- Insulated holding cabinets
- Fryers
- Griddles
- Steamers
- Ice-makers
- Dishwashers
- Cooler and freezer door strips
- EC motors for refrigeration
- Controls – evaporator fan, anti-condensation

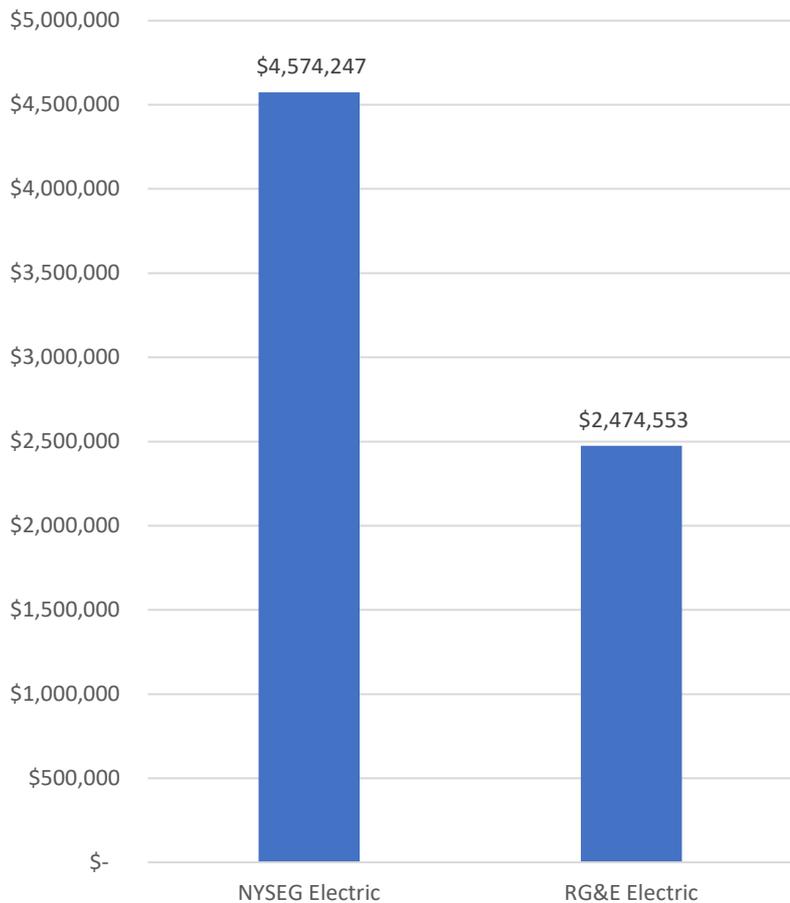
Custom Rebates

- Rebates are **performance-based**
 - *\$0.20/kWh saved*
 - *\$1.50/therm saved*
- Eligibility: Any project that saves energy and is not listed in the incentive catalogs
- Rebate Limits:
 - Early Replacement – 50% Project Cost
 - End of Life/New Construction – 90% Incremental Cost
- Preapproval REQUIRED
- Energy Savings Calculations required
 - Program Assistance Available

We'll pay up to
50%
of your project cost

Program Funds

2022 Rebate \$ - Electric



2022 Rebate \$ - Natural Gas



What's New for '22

Goals

1. Expand access & participation
2. Simplify application process
3. Reduce approval turnaround
4. Enhance program experience



What's New for '22

Category	Enhancement	Expand Participation	Simplify Application	Reduce Turnaround	Enhance Experience
Program Rules	Preapproval Requirements - <i>Reduced</i>		X	X	
Application Process	Online Rebate Portal - <i>Greatly Enhanced</i>		X	X	X
	Platform Upgrade - <i>no more project splitting</i>		X	X	X
	Signature on app - <i>replaced with checkbox</i>		X	X	
	Third party payment - <i>NEW</i>				X
Offerings	Lighting - <i>True Prescriptive</i>	X	X	X	X
	Custom project development service - <i>NEW</i>	X			X
	Small Business Customer Choice (SBCC) program - <i>NEW</i>	X			

Program Guidelines

- Preapproval requirements

Project Type	Was	Now
Prescriptive	Rebate \geq \$10K	<i>OPTIONAL</i>
Custom	All	All



Application Process

- Platform Upgrade - No more splitting projects custom & prescriptive
- Third party payment – now available
- Acknowledgement - signature replacement with checkbox

Section 6 Acknowledgement

I, the applicant, make the following acknowledgments and certifications:

- **Online Rebate Portal – NGAGE**
 - Greatly enhanced format, flow, functionality
 - Instant rebate estimate
 - Eliminates excel calculators – YES REALLY
 - Tracking of approval status

Lighting

- Now **TRUE PRESCRIPTIVE**
- All fixtures must be DLC or Energy Star® listed
- New rebate structure (\$/fixture)
 - Rebate rates largely unchanged
- Deemed baselines – fixture and costs
- Calculators (3) – ELIMINATED



Just tell us what you're installing, and we'll do the rest!

Lighting

	Was	Now
PRESCRIPTIVE	Paperwork required:	Paperwork required:
	-Prescriptive Rebate Calculator(s)	-Materials Invoice
	-Labor and Materials Invoice	-Spec Sheets
	-Spec Sheets	
	-DLC / Energy Star Listings	
	Room-level details required:	Project-level details required:
	-Hours of operation	-Proposed fixture details
	-HVAC conditioning type	
	-Baseline fixture codes/descriptions	
	-Measure-level cost info	
	-Proposed fixture details	
	Application - Prescriptive	Single application - no splitting
Preapproval ≥ \$10K	NO Preapproval	
CUSTOM	Paperwork required:	N/A
	-Custom Rebate Calculator(s)	
	-Labor and Materials Invoice	
	-Spec Sheets	
	-DLC / Energy Star Listings	
	Room-level details required:	
	-Hours of operation	
	-HVAC conditioning type	
	-Baseline fixture codes/descriptions	
	-Measure-level cost info	
	-Proposed fixture details	
	Application - Custom	
Preapproval		

Lighting

- Custom rebates
 - Discontinued for most lighting applications
 - Proposed fixtures MUST be DLC or Energy Star Listed (thus prescriptive)
 - Replacements are assumed to be 1-for-1 qty
 - Custom rates only available for:
 - DLC/Energy Star fixtures or controls not in catalog
 - Fixtures or controls with no DLC category available
 - Process lighting (greenhouses, UV lights, etc.)
 - 2022 rate
 - Removed Lighting specific custom rate
 - Now all custom = *\$0.20/kWh saved*

Additional Offerings

Custom Project Assistance – *NEW (Q2)*

- We're here to help! Expert assistance with developing custom energy savings calculations is available at no cost to any qualified customer or contractor



Small Business Customer Choice (SBCC) - *PILOT*

- Available to small business customers with average monthly peak demand ≤ 110 kW
- Allows customers to work with contractor of their choice
- Lighting upgrades only
- Available offerings per C&I catalog *with enhanced rebate* (+/- 50-60% higher)
- Contractor must be C&I Trade Ally
- 1-year pilot
- Incentive budgets:
 - NYSEG ~ \$1.1M
 - RG&E ~ \$600K



Future Enhancements

- Operations
 - Find-a-contractor tool
 - Trade Ally microsite
- Measures
 - Energy Management Information System (EMIS)



1. Visit the program website for all program information
 - NYSEG – nyseg.com/CIRP
 - RG&E – rge.com/CIRP
2. Confirm Project Eligibility and Type
3. Get **Pre-approved** (*custom project*)
4. Execute Project
5. Submit Application Package and Get Your Rebate

****Apply via:****

- Online portal - **NGAGE**
- Alternate path: Email – cienergysavings@franklinenergy.com

Portal Demo

NGAGE

Economic Development

Look state NY

- www.lookupstateny.com
- Funding for electric-related infrastructure improvements

Utility Contact

Kyle Banks

- 585.771.4585
- Kyle_banks@rge.com

EV Charger Make-Ready Program

Rebates are available to help offset construction costs associated with the electrical infrastructure (make-ready) required to support L2 and DCFC chargers.

	Covered by Make-Ready incentives		Paid for by the customer	
	 Utility-side infrastructure	 Customer-side infrastructure	 EVSE hardware	 Other soft costs
Examples	<ul style="list-style-type: none"> • Distribution Network • Transformers • Conductor 	<ul style="list-style-type: none"> • Panel • Conductor • Boring • Trenching • Conduit 	<ul style="list-style-type: none"> • Charging Station • Network equipment 	<ul style="list-style-type: none"> • Signs • Bollard • Network • Maintenance fees
Paid for by	NYSEG reimburses up to 50%, 90% or 100% for eligible sites Customer is responsible for the remainder		Customer and/or NYSERDA*	
Owned by	NYSEG	Customer	Customer	

- Training webinar – recurring quarterly throughout 2022 – next in Feb/March
- Email – evmr@franklinenergy.com

Thank you!



Commercial and Industrial Rebate Program
Email: cienergysavings@franklinenergy.com
Phone: 1.888.316.8023