Energy Efficiency Programs

Commercial & Industrial (C&I) Energy Efficiency Program

Information provided so Energy Professionals can inform customers of available Con Edison programs that provide cash incentives to improve their equipment & building efficiencies.

September 2011
Commercial & Industrial Energy Efficiency Program

BACKGROUND

• The C&I program is one of four current Energy Efficiency Programs. (Residential, Small Business, Multi-Family).

• C&I serves Con Edison’s large customers (> 100 kW), such as commercial office, hospitals, universities, industrial facilities, etc).

• Includes Electric & Gas measures; each broken into Rebate and Custom projects. Program launched April 2010.

• Combined 2010 / 2011 program goals: 112,600 MWH and 161,446 DTH.
Electric and Gas Rebate Program (Prescriptive)

• The program offers prescriptive rebates for energy savings measures, such as lighting, HVAC efficiency improvements, boiler upgrades, efficient motor and VSD installations. These are typically a one for one replacement.

• Eligible Customers: Any large Con Edison customer (> 100 kW) that pays the System Benefits Charge (i.e. NYPA customers excluded).

• There are no dollar limits in the rebate program.
Commercial & Industrial Energy Efficiency Program

Electric and Gas Custom Program

- Program offers performance-based incentives for the installation of cost-effective high-efficiency gas and electric equipment not covered under the Rebate Program
- Eligible customers: same as rebate program
- Incentives are tiered, and are based on kwh or therm savings.
- Technical assistance for feasibility and cost-effectiveness for potential energy efficiency measure. Con Edison will cost share up to 50%, capped at $67,000.
- Custom measure projects are capped at: 1) $250,000 for electric projects and $100,000 for gas projects
Commercial & Industrial Energy Efficiency Program

Application Process

1. Compete application and submit (To Lockheed Martin).
2. Application and measures will be reviewed.
3. If accepted, a commitment letter will be issued.
5. A pre-inspection may be performed.
6. Installation of measures; when complete – customer notifies Con Edison / LM.
7. A post-inspection is performed.
9. Con Edison issues rebate check.
Lockheed Martin was awarded the contact as Implementation Contractor – contact signed September 2010.

Approx. 35 full time personnel; divided among business development, operations and engineering staff. Most located in NY office (880 Third Avenue, NY).

Leveraged Market Team have developed a Market Partner network of ~ 480 firms, including contractors, architects, engineers, manufacturer’s and technical specialists; Market Partners are listed on the Con Edison Web-site for customer availability.
# Commercial & Industrial Energy Efficiency Program

## Success Stories

<table>
<thead>
<tr>
<th>Site</th>
<th>Type</th>
<th>Measure</th>
<th>Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rockefeller Center</td>
<td>Mixed Use / Office</td>
<td>Chiller Optimization/Variable Speed Drive</td>
<td>$ 557,370</td>
</tr>
<tr>
<td>Morningside Heights</td>
<td>Multi-Family Housing</td>
<td>Gas System Optimization</td>
<td>$ 100,000</td>
</tr>
<tr>
<td>Brooklyn VA Hospital</td>
<td>Federal Hospital</td>
<td>Lighting System Upgrade</td>
<td>$ 139,172</td>
</tr>
<tr>
<td>One New York Plaza</td>
<td>Commercial Office</td>
<td>Variable Speed Drives</td>
<td>$ 222,000</td>
</tr>
</tbody>
</table>

Total Applications to Date: ~ 1,400  
Completed Projects to Date: ~ 350
On June 1st, 2011, C&I sponsored the first “Con Edison Energy Efficiency Summit at the New York Hilton Hotel.

• Speakers included SVP John Miksad and keynote speaker Thomas Kiser “America’s Energy Coach”, Chairman, CEO & Founder of Professional Supply, Inc. (PSI)

• Over 1,500 Con Edison customers and market partners were in attendance. Over 75 vendor tables in the exhibition hall

• Technical sessions throughout the day provided latest information on energy efficiency technology.
Commercial & Industrial Energy Efficiency Program

Contact Information

• Con Edison Managers: Dave Pospisil & Scott Springer

• Lockheed Martin Manager: Eric Horn – Operations Manager (eric.s.horn@lmco.com)

• LM Call Center: 646-312-8910
  or 877-PWR-OF-GR (797-6347)

• C&I Web site: www.conedci.com