



An Exelon Company

PECO Smart Ideas

March 2, 2010



Agenda

- ✓ Smart Equipment Incentives
- ✓ Technical Assistance Incentives
- ✓ Trade Ally Program



Incentive Types

Two incentive types:

- ✓ Prescriptive Incentives
 - Customer installs energy efficient equipment and achieves **pre-determined savings and incentive levels**
- ✓ Custom Incentives
 - Incentives are determined on a **case-by-case basis** and are paid per unit energy saved (kWh and/or kW)
- ✓ PECO business customers are eligible
- ✓ Projects must meet various program and technical requirements
- ✓ Support is also available for energy audits in government, institutional, and non-profit sectors



Program Overview

- ✓ Cap: Max \$1 million incentive payment per account per program year
- ✓ Energy Study incentives may not exceed \$10,000 per account or \$0.10/SF available to Governmental/Institutional and Non-profits
- ✓ Internal labor can not be included in total project cost calculation



Eligibility

- ✓ All commercial, industrial, institutional and municipal lighting customers are eligible
- ✓ Multi-family projects to be processed using the C&I program
 - Separate application for multi-family/master metered accounts
- ✓ Customers with more than one location can submit a batch application, but must detail projects by locations and account numbers
- ✓ Pre-approval application required for delamping, new T5/T8s, HID streetlights, and custom projects

- ✓ Projects completed on or after July 1, 2009 allowed
- ✓ Will grant reservations 90 or more days in advance of project completion, depending on project complexity
- ✓ Allow reservations into future years as needed, alert customers in advance that the incentives may change
- ✓ After the retroactive acceptance period, applications must be submitted within 60 days of project completion
- ✓ Projects must be complete and submitted in final form by May 15th of each program year to receive funding and qualify for caps in that program year

Pre-approval Application

- ✓ Applicants are **strongly encouraged** to submit a Pre-approval Application
- ✓ Pre-approval Application is **required** for custom projects, delamping, and new T8/T5 fixtures
- ✓ A Pre-approval Application triggers the team to review the customer application in order to make a funding reservation
- ✓ A reserved project is **not a guarantee** of incentive payment at the reserved amount
- ✓ A reserved incentive amount ensures that funding will be available when project is completed and meets eligibility requirements



Eligible Prescriptive Measures

- ✓ Prescriptive measures are offered on per unit, Wattage reduced, or Wattage-controlled basis



Lighting
HVAC
Refrigeration
Motors



Sample Incentives:

✓ Lighting

- CFL Screw-in (31W-115W) - \$6 incentive/lamp
- Retrofit 2' T12 to T8 or T5 - \$5 incentive/lamp

✓ HVAC

- Air cooled chiller, all sizes, efficiency 1.04 kW/ton-IPLV - \$30/Ton

✓ Refrigeration

- High efficiency ice maker, 301-400 lbs/24hr - \$175

Eligible Custom Measures

- ✓ Projects that save kWh, improve overall energy efficiency and are NOT ELIGIBLE FOR PRESCRIPTIVE INCENTIVES
- ✓ Examples of Eligible Custom Measures
 - Process equipment improvements
 - New air compressors or controls
 - Refrigeration controls
 - Additional cooling tower capacity
 - “Free Cooling” (Direct Tower Cooling)
 - Heat recovery
 - Cool roofs or shading

- ✓ Examples of projects that are not eligible:
 - On-site electricity generation
 - Renewable energy projects
 - Projects focused primarily on power factor improvement
- ✓ Fuel switching will be considered on a custom basis
- ✓ Equipment disposal costs can be included in the total project cost
- ✓ Customers have to keep measure installed for 5 years

Easy Application Steps

✓ **Step 1: Check Eligibility**

- Business facilities served by PECO (+ Master-meter Multifamily)
- Projects must result in a reduction in electricity usage and an improvement in energy efficiency
- Equipment must meet the Program specifications

✓ **Step 2: Submit a Pre-approval Application**

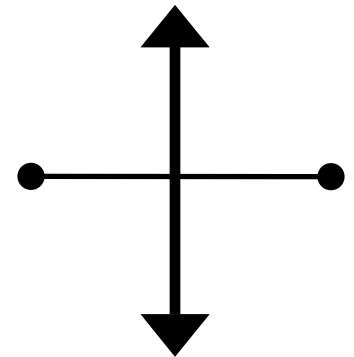
- Recommended for all measures, required for custom measures, delamping, and new T8/T5 fixtures

✓ **Step 3: Install Equipment or Perform Project Work**

✓ **Step 4: Submit a Final Application (Same Form as Pre)**

- Include all invoices, specs and other supporting documentation
- Receive incentive payment (4 - 8 weeks)

Pre-approve
up to **90** days
before project
completion



Submit final
Within **60** days
of project
completion

- ✓ Includes any energy efficiency or energy reduction measure except those eligible for prescriptive incentives
- ✓ Incentives based on annual on-peak and off-peak energy (kWh) savings
 - \$0.12/kWh On-Peak Incentive
 - \$0.08/kWh Off-Peak Incentive
- ✓ On-peak period for the purpose of incentives is defined as noon to 8:00 PM weekdays from June 1 – September 30, not including holidays

- ✓ Estimate the annual on-peak and off-peak energy (kWh) savings for the project
- ✓ Project Team provides assistance, determines final approved savings amount
- ✓ Submit a Pre-approval Application to reserve funding
- ✓ Program Team verifies baseline conditions
- ✓ Complete the project
- ✓ Submit a final application with documentation to support energy savings calculations
- ✓ Program Team approves annual saving estimates
- ✓ Payment Approval Processed
- ✓ Check Issued

- ✓ Study is only available for government/institutional/nonprofit customers
- ✓ Study incentive covers 50% the cost of the study up to \$10,000
 - Incentive not to exceed \$0.10/SF
- ✓ Study incentive is paid when customer demonstrates they have completed at least 50% of the electric savings identified in the study
- ✓ Energy study incentives available for new studies performed after 3/15/10
- ✓ Prior studies (7/1/09 – 3/15/10) that meet the Study Program Guidelines may also be eligible

Technical Assistance Incentives-Guidelines

- ✓ Provide customers guidance with identifying energy savings opportunities
 - Telephone screening, benchmarking, simplified walk-through, assistance and direction when a more detailed audit is appropriate, business case assistance
- ✓ Study should be comprehensive and evaluate two or more measures
- ✓ Studies must include:
 - Overview of the services provided
 - Summary of savings identified
 - Detailed technical description by measure: base case/proposed solution
 - Economic assessment of opportunity
 - Savings impact of all measures that were implemented

Trade Ally (TA) Program

- ✓ Recommend that trade allies register for searchable database
- ✓ Trade ally application includes information on TA services and locations they serve
- ✓ Maintain an interactive list of TAs on program website
- ✓ TA does not need to be on the list to participate
- ✓ Trade Ally Seminars- (7:30am-10:00am)
 - March 10– Holiday Inn West Chester
 - March 11– Hilton City Line Ave, Philadelphia
 - March 12– Blue Bell Country Club
- ✓ Register for Seminars at:
<https://websafe.kemainc.com/PECO>

For more detailed information about the programs

www.peco.com/SmartIdeas

1-888-5-PECO-SAVE

Register for Trade Ally Seminars at:
<https://websafe.kemainc.com/PECO>

QUESTIONS?

