

2024 Commercial & Industrial (C&I) Energy Efficiency Program Kick Off

Speakers:

Danielle Sitro, Program Manager

Aly Matchett, Deputy Program Manager

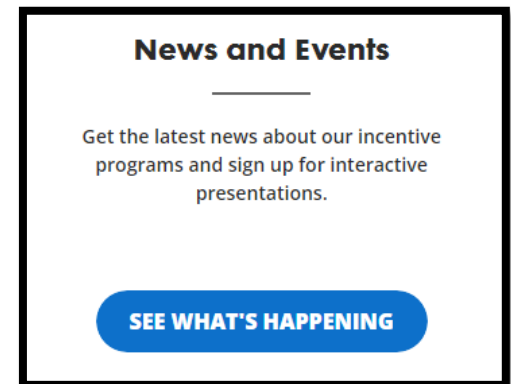
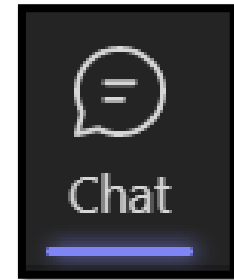
Michael Tierney, Deputy Program Manager

Andrew Kringas, Trade Ally Manager

December 13, 2023

Webinar Logistics

- If you are having trouble viewing the slides, close and reopen teams
- If you have any questions during the webinar, please write them in the chat box – Questions will be answered at the end of the webinar
- A recording of this webinar will be available on the C&I [News and Events](#) page



About this presentation

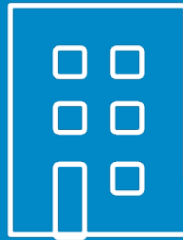
- Information specific to the Commercial & Industrial Energy Efficiency Program in Con Edison's service territory.
- Target Audience:
 - Con Edison C&I customers
 - C&I Participating Contractors
 - Contractors interested in becoming Participating Contractors



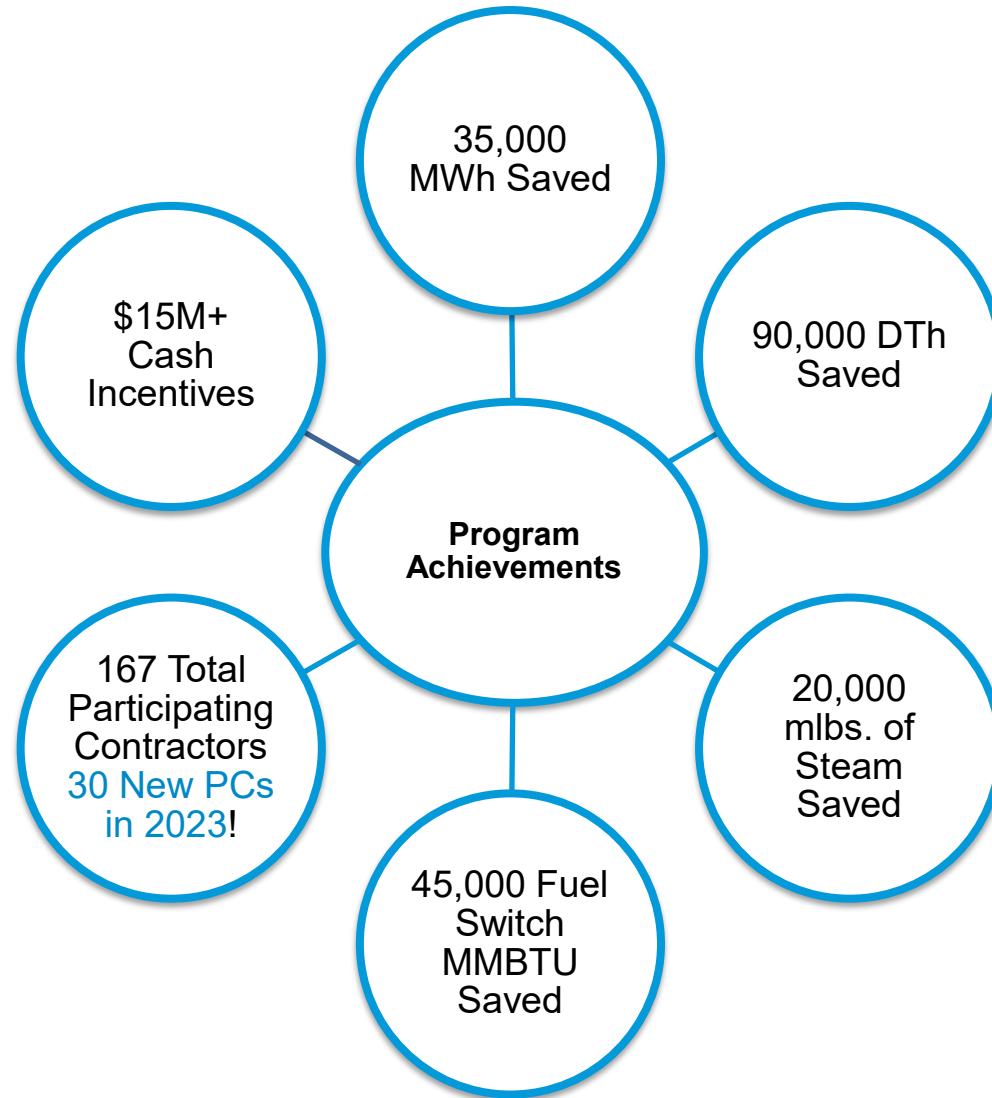
Agenda

- **C&I Program Overview**
 - Program Achievements
 - Program Eligibility & Incentives Overview
 - What to Expect When Applying for Incentives
 - 2023 Program Year Closeout
- **2024 Program Updates**
 - 2024 Program Manual
 - 2024 Incentive Overview
 - New Measure Offerings
 - 2024 Bonus Incentives
 - Con Edison Tools/Calculators
 - Lessons Learned/Reminders for Submitting Projects
- **C&I Participating Contractors**
 - How to Apply
 - Benefits of becoming a Participating Contractor
- **Q&A**

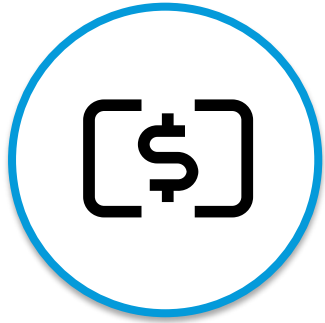
Program Overview



Program Achievements



Program Overview



Get Paid to Upgrade



Improve Building Operations



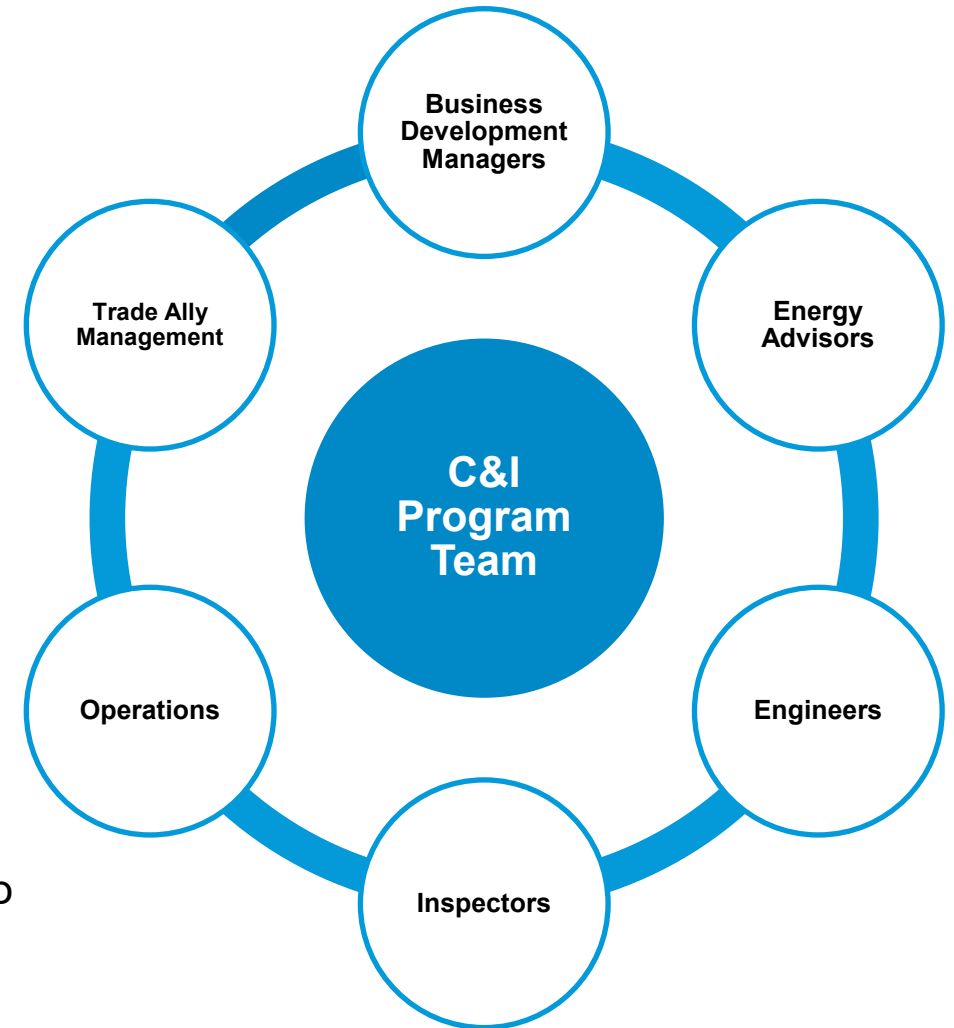
Increase Marketability & Enhance Brand Image



Local Law Compliance

Program Overview

- The Con Edison Commercial & Industrial (C&I) Energy Efficiency Program offers incentives for installing energy-efficient equipment and technologies.
- C&I Program Team
 - Danielle Sitro – Program Manager, sitrod@coned.com
 - Michael Tierney – Deputy Program Manager, tierneym@coned.com
 - Aly Matchett – Deputy Program Manager, matchetta@coned.com
- Knowledgeable and experienced team, managed in-house
 - Business Development Managers
 - Energy Advisors
 - Engineers
 - Inspectors
 - Operation Specialists
 - Trade Ally Management
- Work hand in hand with C&I customers and Participating Contractors to submit and process projects



C&I Energy Efficiency Program – Eligible Measures

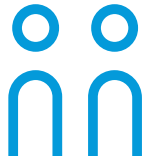
Building Envelope	Custom Measures	HVAC Measures	Refrigeration Measures	Lighting & Lighting Controls	Additional Measures
<ul style="list-style-type: none">• Window Film• Window Replacement• Wall and Roof Insulation• Secondary Steam Incentives	<ul style="list-style-type: none">• Waste Heat Recovery• Advanced Controls for Heating Electrification• Building Automation System (BAS)• Fuel Switching – HVAC• Custom Eligible Measures	<ul style="list-style-type: none">• Boiler Replacements• Boiler Tune Ups• Chiller Replacements• Chiller Tune Ups• Pipe Insulation• Steam Trap Replacement/Repair• VFDs• Unitary AC	<ul style="list-style-type: none">• Refrigerated Case Night Covers• Door Gaskets• Strip Curtains• Electronically Communicated (EC) Motors• Anti-Condensation Heater Controls• Evaporated Fan Controls	<ul style="list-style-type: none">• LED Fixtures or Retrofit Kits• Refrigerated Display Case LED Fixtures• Bi-Level Lighting• Lighting Power Density (LPD)• One-for-One Networked Controls• One-for-One Daylight Dimming, Daylight Stepped, or Occupancy• LPD Networked Controls	<ul style="list-style-type: none">• Air Compressors• Commercial Kitchen Equipment• Elevator Modernization

Incentives up to 50% of total project cost!

C&I Energy Efficiency Program – Eligibility

- **Eligibility for Projects with Electric Saving Measures**
 - All customers with a Con Edison commercial electric account over 100 kW average peak demand on a rolling 12-month basis are eligible for C&I incentives, excluding Multifamily buildings.
- **Eligibility for Projects with Gas Saving Measures**
 - All customers with Con Edison commercial gas accounts are eligible except customers with a service class of SC-14 or customers receiving service via a negotiated contract.
- **Eligibility for Projects with Steam Saving Measures**
 - Have an eligible Con Edison electric account, active Con Edison steam service.
 - Measure must save both Con Edison electric energy and Con Edison steam energy.
- Project must be in an existing facility.
- Equipment must be installed after customer receives a **Notice to Proceed** from Con Edison.
- Cannot apply or received an incentive from NYSERDA, Con Edison or another utility for the same project.
- All projects must be completed (all documents received, and project is ready for post inspection) by November 15, 2024 to be guaranteed for 2024 incentive rates. Incentives for projects completed after this date may be reduced.
 - Have a multiyear project? Reach out to your Business Development Manager or send us an email at Commercial@coned.com.

Applying for Incentives



- **Who can you submit your application documents to?**

- Business Development Managers
 - E-mail: Commercial@coned.com

OR

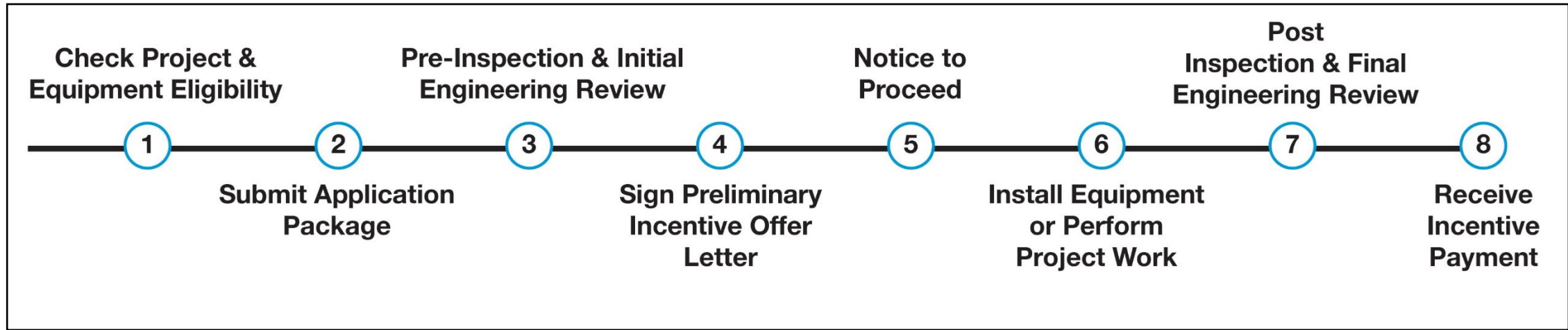
- C&I Approved Participating Contractors
 - Managed by our Trade Ally Team



- **Which documents are required to apply?**

- C&I Program Application
- Customer Proposal/Statement of Work
- Tool / Energy Analysis
- W-9 of Incentive Recipient
- Cut Sheets
- DLC Screenshots (if applicable)

C&I Energy Efficiency Program Process



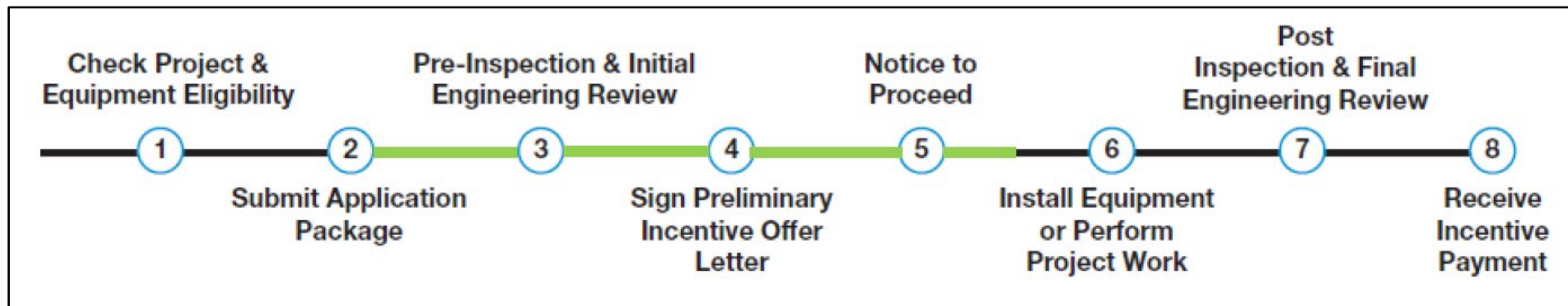
Equipment must be installed after the customer receives a **Notice to Proceed** from Con Edison.

Scope of Work Change Form

- **When should this form be submitted?**

- Once a customer or Participating Contractor has determined that their scope of work has changed from their original application or NTP, this form should be submitted to the C&I team for approval of the proposed change in scope of work before the new work begins.

- **The following diagram represents when a scope of work change form can be submitted (highlighted in green)**



Scope of Work Change Form

- **What happens next?**
 - Once you submit this form along with all required supporting documentation, the C&I team will review your proposed change in scope and determine eligibility for the program. If your change is approved, we will send you a NTP so you may begin the installation of your project.
- **Filling out the Scope of Work Change Form**
 - Date
 - C&I Project ID #
 - Customer Name
 - Participating Contractor Company Name
 - Project Completion Date
 - Description of Scope Change
 - Additional Documents
 - *Additional documents may include Updated Project Cost Estimates (if different from original), New cut sheets & DLC / Energy Star Screenshots (if applicable), Revised Con Edison tool/calculator (if applicable), Revised Custom Calculations (for custom projects), Pictures (if applicable), Reason for SOW change*

2023 Program Year Closeout

- **Program Focus for December**

- Closing out a high volume of projects in the next 2 to 3 weeks
- Complete all open post inspections
- Complete all open final engineering reviews

- **Is your project installed?**

- Submit your completion certificates and invoices ASAP (they were due 11/15)

- **Incentive Navigator (PC Portal) 2023 Estimate Closeout**

- **New applications for 2024**

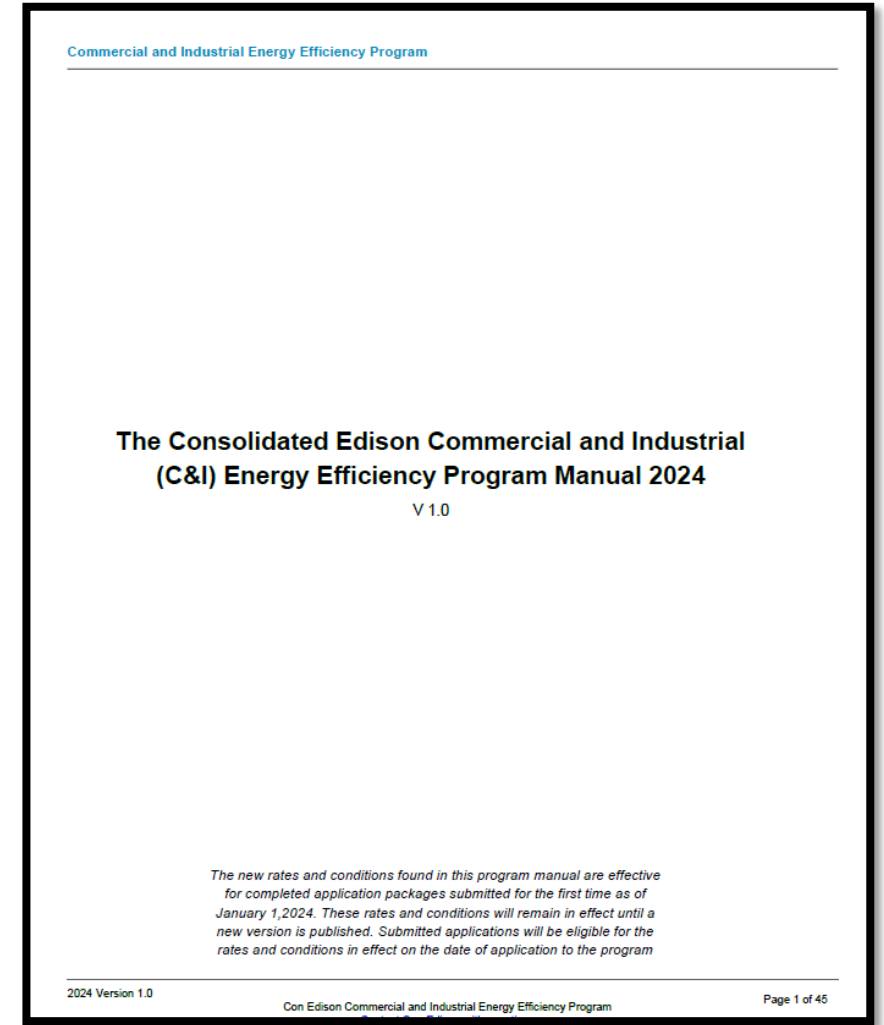
- Submit them when you are ready
- Will be reviewed as we close out all post inspections and final engineering reviews for 2023
- Please expect some delays for new application reviews

Program Updates



About the Program Manual

- **New Version 1.0 for 2024 Program Year**
- **Effective: January 1, 2024**
- **Table of Contents**
 - 1.0 Program Overview & Eligibility
 - 2.0 Eligible Measures & Incentives
 - 3.0 Project Costs and Invoicing Requirements
 - 4.0 Measurement & Verification (M&V)
 - 5.0 Quality Assurance Quality Control (QAQC)
 - 6.0 Program Evaluations
 - 7.0 Program Manual Updates (for this version)
 - 8.0 Terms and Conditions



What's New in 2024

- **New Measure:**
 - Electronically Communicated (EC) Motors – HVAC
- **Increased Incentives:**
 - Elevator Modernization: Rate Increase \$0.30 per kWh
- **Measure Description Updates:**
 - Building Automation Systems (BAS)
 - Chiller Tune-Up
 - Variable Frequency Drives (VFD's)
- **Building Envelope, Cool Roof measure no longer eligible**
- **Non-Wires Solutions (NWS) Adder Program:** New applications for projects in Newtown submitted on or after January 1, 2024 will not be eligible for an NWS Adder incentive.

Program Manual Updates

Summary of Revisions

Section	Summary of Revisions
1.1 Program Process	Added safety language added to pre and post inspection.
1.9 Non-Wires Solutions (NWS) Adder Incentive Eligibility	Prescriptive Measures: <ul style="list-style-type: none"> • Variable Refrigerant Flow (VRF) ACs are now a prescriptive measure for NWS (previously custom) • Air Compressor Replacements (Single System Replacements) Custom Measures: <ul style="list-style-type: none"> • Multi System Air Compressors • Chillers added as an example of a custom NWS eligible Added language to sign NWS program agreement and adhere to M&V to receive adder incentive.
2.3.4 Chiller Tune-Up	Clarification: Routine inspections shall include checking cooling towers for buildup/scale, control operations and setpoints, along with economizer function.
2.3.6 Electronically Communicated (EC) Motors – HVAC	Added new section for EC Motors – HVAC including measure description and incentive rate.
2.2 Lighting Incentive for Gut Renovations	Clarification: Lighting Power Density (LPD) methods must be compliant with federal, state, local and municipal codes and standards.
2.4.2 Building Envelope	Removed Cool Roof measure due to no longer eligible for incentives.
2.4.6 Variable Frequency Drivers	Added description of VFDs that are eligible to use the NYSTRM for calculation of savings and explanation of how to submit projects with these measures.
2.4.7 Elevator Modernization (NWS Custom Eligible)	Updated incentive rate to reflect 2024 program year, \$0.30 per kWh Saved.
2.4.8 Building Automation Systems (BAS)	Clarification: Installation of software or programming only are not eligible for incentives

Electronically Commutated (EC) Motors – HVAC

New Measure Offering

Program Manual, Section 2.3.6

Measure Description

- Replacing existing motors with EC motors for HVAC system.
- This measure covers the replacement of a HVAC circulation (blower) fan motor with an electronically commutated motor (EC motor) in a commercial building.
- EC motors provide increased efficiency over PSC motors by controlling speed and torque, providing both efficiency and reliability. This incentive is for HVAC blower Fan.

Measure Eligibility

- All electric customers with a Con Edison commercial account over 100 kW average peak demand on a rolling 12-month basis, excluding Multifamily buildings

Program Tools

- EC Motors (HVAC) will be part of the Electric Tool on the website

Measure	Incentive	Unit
EC Motors - HVAC	\$0.35	Per kWh

Elevator Modernization

Increased Incentive Rate

Program Manual, Section 2.4.7

Measure Description

- This measure covers the upgrade of existing elevators by replacing critical components in order for elevators to be able to handle new technology, have better performance, and to operate more efficiently.
- Elevator modernization typically includes motor upgrades, elevator drive system upgrades, and elevator controller replacement
- For existing traction type elevators only.

Measure Eligibility

- All electric customers with a Con Edison commercial account over 100 kW average peak demand on a rolling 12-month basis, excluding Multifamily buildings

Program Tools

- This measure is available for specific upgrades as identified in Con Edison's Elevator Modernization Tool, available on our website.

Measure	Incentive	Unit
Elevator Modernization	\$0.30	Per kWh

2024 C&I Energy Efficiency Program

Variable Frequency Drives (VFDs)

Measure Description

- VFDs provide opportunities for energy savings in many motor-driven systems.
- VFDs coupled with NEMA premium-efficiency motors offer greatly enhanced system control and efficiency.
- VFDs must be tied to the control system and controlled through sequence of operation/set point strategy, and operate at variable frequencies as determined by the control system

TRM Measures

- Building Exhaust Fans, HVAC Supply and Return Air Fans**
- Heating Water Pumps, Chilled/Condenser Water Pumps, Process Fans and Pumps**
- Variable Speed Domestic Water Booster Pump System, Process Machinery**
- Other Processes where system efficiencies are improved by coupling VFDs with motor-driven systems**

Non TRM Measures

- Make-Up Air Fans, Waster Source Heat Pump Circulating**
- Loop Pumps, Boiler Feed Water Pumps**

Ineligible Applications (including custom installations)

- New VFDs replacing existing nonfunctioning VFDs,
- Replacement of existing VFD capable of operating at variable frequencies as determined by its control system.
- New VFDs installed in conjunction with HVAC upgrades and/or major alterations that trigger code.

Measure	Calculation Type	Eligibility Criteria	Incentive	Unit
HVAC Supply and Return Fans	Prescriptive	New VFDs tied to control system Operating at Variable Frequency Uses NYSTRM VFD equations	\$0.19	Per kWh Saved
Exhaust Fans Chilled/Condenser Water Pumps	Custom	New VFDs tied to control system Operating at Variable Frequency Uses Custom Calculations	\$0.35	Per kWh Saved
All other VFD applications	Custom	New VFDs tied to control system Operating at Variable Frequency Uses Custom Calculations	\$0.35	Per kWh Saved

2024 C&I Energy Efficiency Program

Last Chance to Save on Lighting Projects

Lock in lighting incentives through the Commercial & Industrial (C&I) Energy Efficiency Program while you can!

On **May 1, 2024**, prescriptive lighting measures will no longer be eligible for Commercial & Industrial (C&I) Energy Efficiency Program incentives.

Submit your application today to jump on available rates. For more information, view the [program manual](#).

Act now to take advantage of the current incentive offerings, comply with Local Law 97, and save on cost-effective, energy-efficient lighting.

Application Deadline: April 30, 2024

Lighting Measures Being Removed As of May 1, 2024

- LED Fixtures or Retrofit Kits
- Refrigerated Display Case LED Fixtures
- Bi-Level Lighting
- Lighting Power Density (LPD)
- One-for-One Networked Controls
- One-for-One Daylight Dimming, Daylight Stepped, or Occupancy
- LPD Networked Controls

Have a project on the horizon later in 2024? Submit it through our [Instant Lighting Incentive Program](#).

2024 Bonus Incentives

Electric Measures

Eligible Measures:

Building Automation System (BAS), EC Motors – HVAC Fans, Variable Frequency Drives (VFDs), Custom Measures

Important Deadlines

- Submit your project application package between **January 1, 2024 – May 31, 2024**
- You must finish the installation and submit the required paperwork by **July 31, 2024**
- You must then pass our post inspection by **August 31, 2024**, confirming you installed the approved scope of work

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Building Automation System – Electric	\$0.35	Per kWh Saved	Yes	\$0.05	Per kWh Saved	\$0.40	Per kWh Saved
Building Automation System – Steam	\$80	Per Mlb Saved	Yes	\$8	Per Mlb Saved	\$88	Per Mlb Saved

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
EC Motors–Fans	\$0.35	Per kWh Saved	Yes	\$0.05	Per kWh Saved	\$0.40	Per kWh Saved
Custom Electric	\$0.35	Per kWh Saved	Yes	\$0.05	Per kWh Saved	\$0.40	Per kWh Saved

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Variable Frequency Drives (VFDs)	\$0.19	Per kWh Saved	Yes	\$0.06	Per kWh Saved	\$0.25	Per kWh

2024 Bonus Incentives

Gas Measures

Eligible Measures:

Steam Trap Replacement, Building Automation System (BAS), Pipe Insulation, Boiler Outside Air Reset Controls, TRM Measures not Listed in the Program Manual, Custom Gas Measures

Important Deadlines

- Submit your project application package between **January 1, 2024 – July 31, 2024**
- You must finish the installation and submit the required paperwork by **August 31, 2024**
- You must then pass our post inspection by **September 30, 2024**, confirming you installed the approved scope of work

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Steam Trap Replacement	\$300	Per Failed Trap	Yes	\$150	Per Failed Trap	\$450	Per Failed Trap
Building Automation System – Natural Gas	\$5	Per Therm Saved	Yes	\$1.50	Per Therm Saved	\$6.50	Per Therm Saved

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Bare pipe with diameter up to 2"	\$7	Per Linear Foot of Piping	Yes	\$2	Per Linear Foot of Piping	\$9	Per Linear Foot of Piping
Bare pipe with diameter greater than 2", up to 8"	\$10	Per Linear Foot of Piping	Yes	\$3	Per Linear Foot of Piping	\$13	Per Linear Foot of Piping
Bare pipe with diameter greater than 8", up to 16"	\$2.50	Per Therm Saved	Yes	\$1	Per Therm Saved	\$3.50	Per Therm Saved
Custom insulation for piping, pipe fittings, equipment jackets, and similar equipment	\$2.50	Per Therm Saved	Yes	\$1	Per Therm Saved	\$3.50	Per Therm Saved

Measures	Base Incentive		Bonus Incentive			Total Incentives	
	Rate	Rate Unit	Eligible	Rate	Rate Unit	Rate	Rate Unit
Boiler Outside Air Reset Controls	\$2	Per Therm Saved	Yes	\$1	Per Therm Saved	\$3	Per Therm Saved
TRM Measures Not Listed in the Program Manual	\$2	Per Therm Saved	Yes	\$1	Per Therm Saved	\$3	Per Therm Saved
Other Custom Gas Measures	\$5	Per Therm Saved	Yes	\$2	Per Therm Saved	\$7	Per Therm Saved

2024 Bonus Incentives

Multi-Year Bonus Incentives – Advanced Controls for Heating Electrification

2024 Important Deadlines

- Application Submittal: **January 1, 2024 – August 31, 2024**
- Installation Complete by: **October 15, 2024**
- Post Inspections passed by **November 15, 2024**

2025 Important Deadlines

- Application Submittal: **January 1, 2024 – August 31, 2024**
- Installation Complete by: **May 31, 2025**
- Post Inspections passed by **July 31, 2025**

2024 C&I Energy Efficiency Program Bonus Incentives Measure: Advanced Controls for Heating Electrification

Measure	Base Rate	2024 Bonus	2025 Bonus	Rate Unit
Advanced Controls for Heating Electrification – Electric	\$0.45	\$0.10	\$0.05	Per kWh Saved

* Only Electric incentives (base and bonus) eligible for this Advanced Controls for Heating Electrification. Gas Bonus included on webinar slides in error.

2024 Bonus Incentives

Multi-Year Bonus Incentives – Building Envelope

2024 Important Deadlines

- Application Submittal: **January 1, 2024 – August 31, 2024**
- Installation Complete by: **October 15, 2024**
- Post Inspections passed by **November 15, 2024**

2025 Important Deadlines

- Application Submittal: **January 1, 2024 – August 31, 2024**
- Installation Complete by: **May 31, 2025**
- Post Inspections passed by **July 31, 2025**

2024 C&I Energy Efficiency Program Bonus Incentives Measure: Building Envelope				
Measure	Base Rate	2024 Bonus	2025 Bonus	Rate Unit
Building Envelope – Electric	\$0.45	\$0.10	\$0.05	Per kWh Saved
Building Envelope – Steam	\$120	\$24	\$12	Per Mlb Saved
Building Envelope – Natural Gas	\$8	\$1.50	\$1.00	Per Therm Saved

2024 Bonus Incentives

Multi-Year Bonus Incentives – Waste Heat Recovery

2024 Important Deadlines

- Application Submittal: **January 1, 2024 – August 31, 2024**
- Installation Complete by: **October 15, 2024**
- Post Inspections passed by **November 15, 2024**

2025 Important Deadlines

- Application Submittal: **January 1, 2024 – August 31, 2024**
- Installation Complete by: **May 31, 2025**
- Post Inspections passed by **July 31, 2025**

2024 C&I Energy Efficiency Program Bonus Incentives				
Measure: Waste Heat Recovery				
Measure	Rate Unit	Base Rate	2024 Bonus	2025 Bonus
Waste Heat Recovery – Electric	Per kWh Saved	\$0.45	\$0.10	\$0.05
Waste Heat Recovery – Gas	Per Therm Saved	\$8	\$1.50	\$1.00

Con Edison Tools & Calculators

New versions of each tool are available on the C&I EE Program Website, in the program tools and documents section.

Tools Available

- Electric Measure Tool version 24.0
 - New! EC Motor Measure Tab
 - Removed Cool Roof Measure
- Gas Measure Tool version 24.0
 - GPM baseline updated for aerators
- Building Envelope Calculator version 24.0
 - Additional Measures: Window Film, Window Glazing, Opaque Shell – Roof
- Steam Trap Survey version 24.0
- Pipe Insulation Tool version 24.0
 - New options and savings factors added for type of pipe
- Lighting Calculator version 24.0
 - Appendix D HVAC factors updated for:
 - Interior & Exterior Lighting
 - Interior Lighting Controls
- Lighting Inspection Tool version 24.0
- Boiler Clean and Tune Up Calculator version 24.0
- Elevator Modernization Estimator version 24.0

Commercial and Industrial Program Tools and Technical Guidelines

Review and reference these detailed guides when completing your application.

Reminders for submitting projects

- **When submitting project applications or completion paperwork, ensure:**
 - Correction information and all project documentation
 - Payee information accurate
 - Detailed Scope of Work
 - Full submission of documentation for Extend Life/Early Replacement incentives
- **When requesting Final Post-Inspections, ensure:**
 - Project installation is complete
 - Equipment fully connected
 - Equipment fully operational
- **During Initial & Final Engineering Review:**
 - Respond promptly to queries

C&I Participating Contractors



PC Application and Compliance Requirements

Requirements To Become a PC

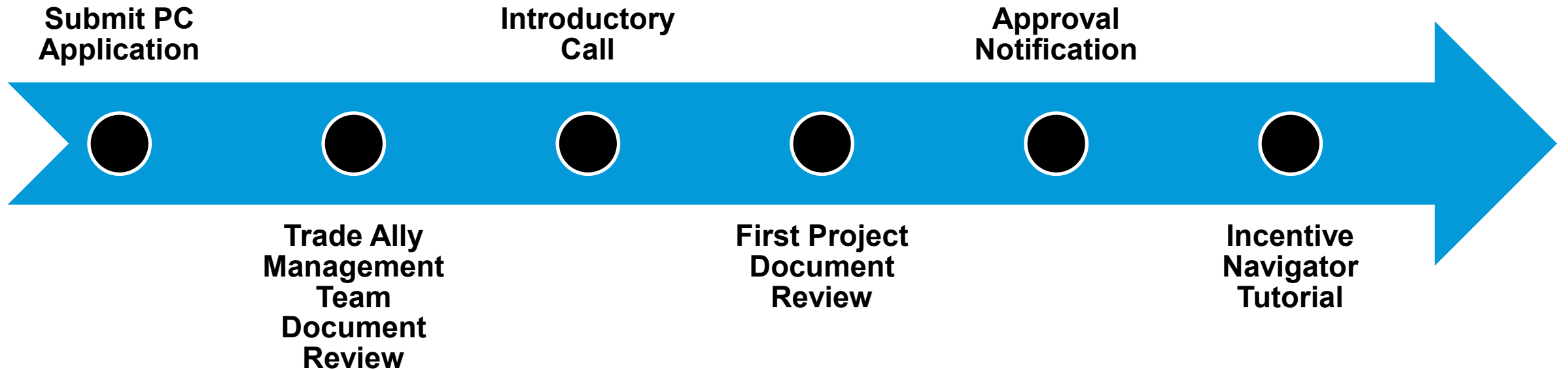
- Certificate of Insurance Information
- The latest version of the W-9 form available on the IRS Website
- Workers Compensation certificate (if applicable)
- At least one project ready for submission to the C&I Program
- 3 customer references

Requirements to Maintain PC Status

- Maintain a valid, dated Certificate of Insurance (COI) - Minimum \$1 million general liability coverage
- Submit an eligible project on an annual basis
- Attend C&I program training
- Must remain active and engaged in Con Edison C&I Program
- Adhere to the Participating Contractor participation requirements
- Adhere to program requirements

[Apply to become a
Participating
Contractor](#)

PC Registration Process



Commercial & Industrial Energy Efficiency Program

Points of Contact

Trade Ally Management Team

Will help with your Participating Contractor Registration application, PC compliance documentation and Incentive Navigator related questions

Business Development Manager

Your assigned BDM will help you with submitting all projects, help answer any project eligibility questions and provide updates regarding your existing project pipeline

C&I Participating Contractor Benefits

PC Monthly Meetings

Listing in C&I PC Directory

Program and Marketing Tools

Access to Incentive Navigator

Co-Branding Opportunity

Utility trainings, webinars and events

Rebate and Technical Support

Assign customer incentives to your company

Con Edison Participating Contractor Monthly Meetings

- **Monthly Topics Breakdown:**

- **March:** Energy Star Resources*
- **April:** Con Edison | CEN Open Forum
- **May:** NYC Accelerator*
- **June:** Clean Energy Academy*
- **July:** Con Edison | QAQC Presentation
- **August:** Con Edison | Building Envelope Calculator Live Demo
- **September:** New Mill Energy LL97 Services*
- **October:** Con Edison | Project Closeout Process Updates
- **November:** Con Edison | Planning Ahead for 2024

*External guest speaker

Commercial New Construction

- The greatest opportunities for cost-effective energy measures occur during the design process
- The ENERGY STAR Design Guidance will help you:
 - Set an energy target
 - Evaluate energy strategies
 - Document energy intent
 - Earn recognition
 - Measure energy performance to ensure that the building is operating as intended
- Offers an opportunity to receive Designed to Earn the ENERGY STAR recognition

1 Achieves ENERGY STAR Score > 75 → **2** Verify Energy Design Intent → **3** Submit Application To EPA → **DESIGNED TO EARN THE ENERGY STAR**

ENERGY STAR Design Guidance
Bridging the gap between energy design intent and building performance

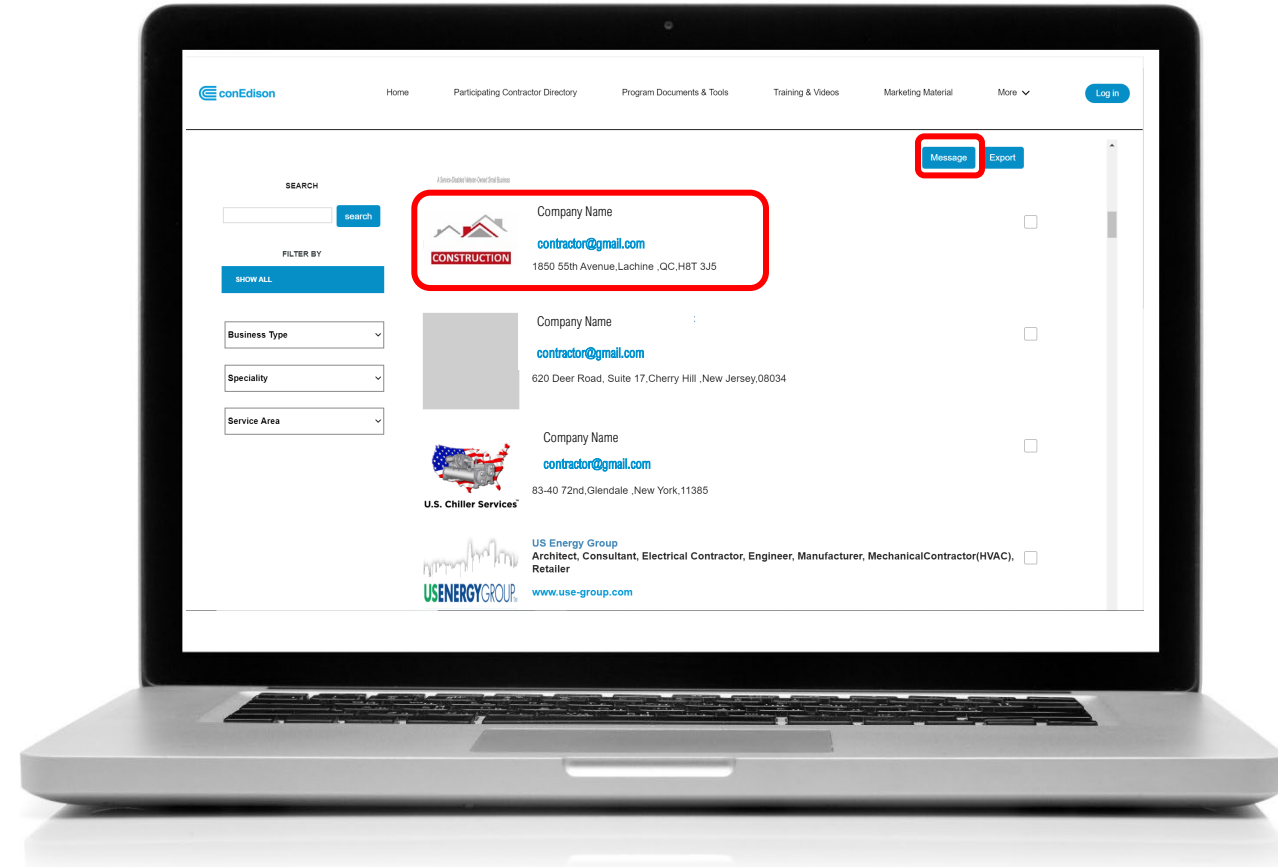
ENERGY STAR
The simple choice for energy efficiency.

Participants: JS, EL, NV, DR, MV, PT, AA, +97

Sam Loprinzo from Energy Star presented on the benefits of energy benchmarking on March 24, 2023.

Participating Contractor Directory

- Gain exposure with Con Edison's customer network
 - PC profile displayed with Badge ID number
 - Logo can be added to brand your listing
- Message Feature
 - Customers can reach out to PCs directly through the portal



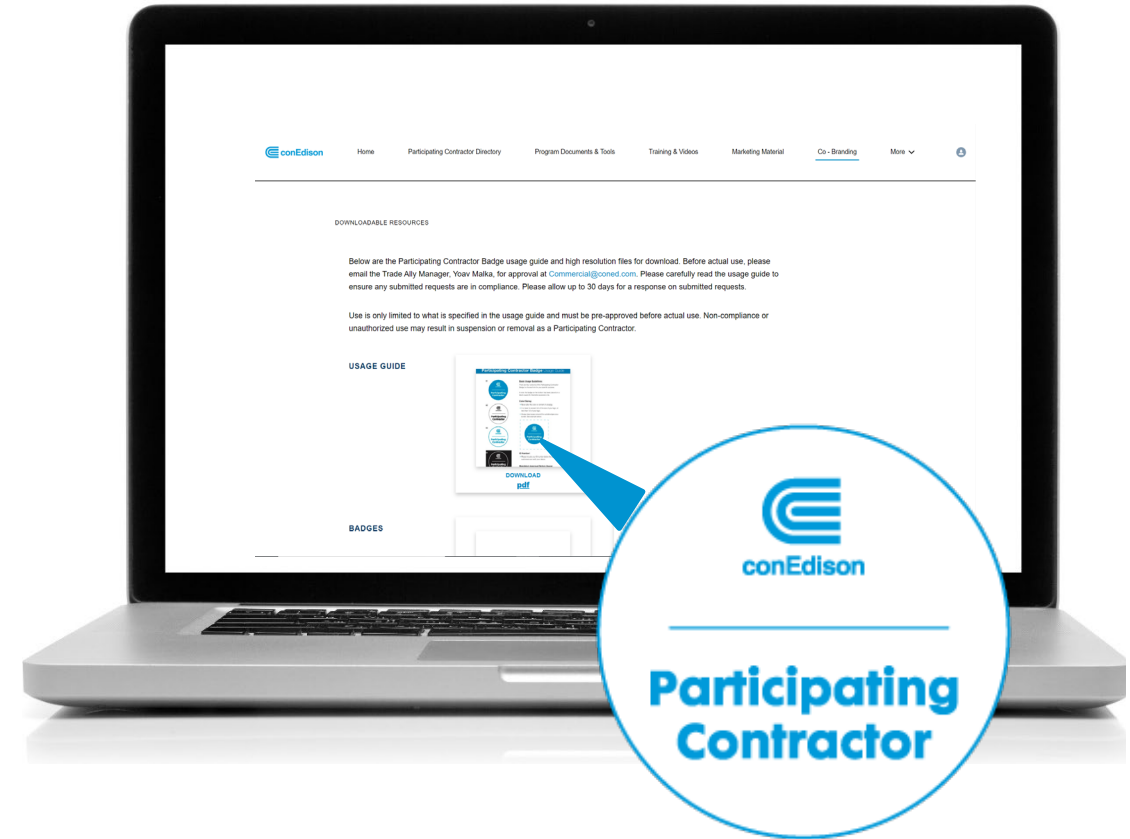
Co-Branding

- **Why Co-Brand?**

- Boosts credibility
- Distinguish yourself from competitors

- **Includes:**

- Usage Guidelines for Badge
- Downloadable Con Edison Participating Contractor Badge (4 versions)



Note: All badges must include PC ID number (can be found in PC profile) and be approved in writing by Trade Ally Manager. This site is password protected. You can access with Incentive Navigator credentials

Incentive Navigator: Next Generation

Save time, money, and effort with the incentive navigator

Create & Download Your Estimate

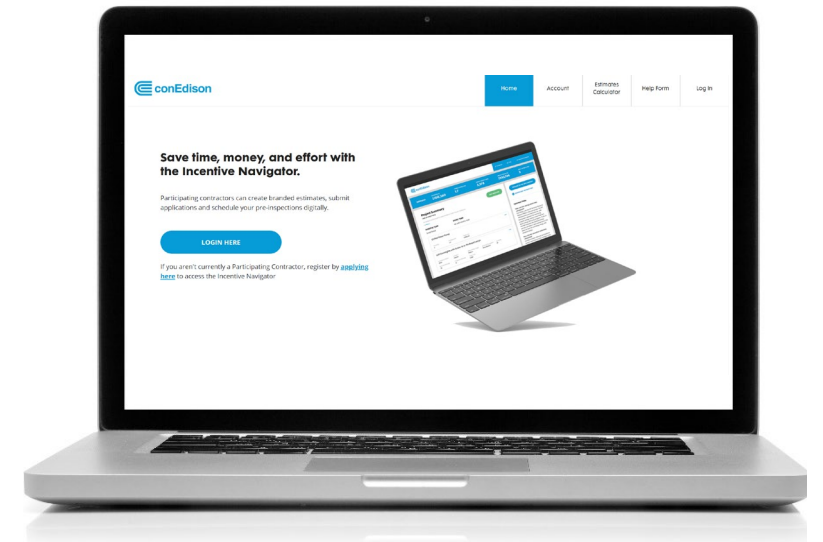
- Create and download a simple, branded estimate that maximizes incentives
- Share the estimate with your customer to help close the deal

Generate, Submit, & Track Projects

- Convert your estimate to a project to get a jump-start on your rebate application, providing visibility across the lifecycle of your project
- **New!** Communicate directly with the C&I team throughout the lifecycle of your projects using Incentive Navigator.

Schedule Your Inspection

- More control over the scheduling process. Schedule your pre-inspection appointment only after submitting your application



Reminders and Upcoming Webinars



Reminders and Upcoming Webinars

- Links to Webinar Slide Deck, Recording, and Program Manual will be sent in a follow up email.
- **Past due!** All projects were to be completed (all documents received, and project ready for post inspection) by **November 15, 2023** to be guaranteed for 2023 incentive rates.
- **2024 Application Reminders:**
 - Submit 2024 Applications beginning January 1st, 2024.
 - Review Bonus Incentives for eligible electric, gas, and smart building electrification multi-year incentives: Application Dates vary.
 - Submit lighting projects by April 30th, 2024.
- Upcoming Webinars
 - Participating Contractor Monthly Meeting: 1/19/24 11-12AM (Friday)
 - [Clean Heat Program Webinar](#): 3/19/24 10-11AM (Tuesday)

Q&A



2024 Commercial & Industrial (C&I) Energy Efficiency Program Kick-Off Q&A

- **A project was recently submitted under the 2023 program year, but won't proceed till 2024 is this acceptable?**
 - Yes, if your project receives a Notice to Proceed (NTP), you can proceed with installation in 2024. Please let your Business Development Manager know of the status of project completion through 2024.
- **The team is prioritizing post-inspection for 2023; What if we need a pre-inspection for a project construction is starting soon?**
 - Please reach out to your Business Development Manager to discuss the submitted project timeline and they will advise if the team can accommodate a 2023 pre-inspection.
- **For BMS system programming is not incentivized; Can you explain what BMS measures are eligible?**
 - Building Automation Systems (BAS) upgrades must also install new control hardware (Including sensors, meters, etc.) that ties to BMS upgrading. Measure must result in electric, gas or steam savings.
- **What is the reason for removing lighting incentive after 2024?**
 - Per NENY Order, all energy efficiency programs shall remove lighting incentives from programs by the end of 2025. While C&I is sunseting lighting incentives in the program after April 30, 2024, there are other programs within Con Edison that will be able to incentivize your projects after this date.

2024 Commercial & Industrial (C&I) Energy Efficiency Program Kick-Off Q&A

- **There are steam incentives on the bonus for BAS measure; is this for secondary steam savings (ECMs that save electricity and steam) or ECM that save District Steam only?**
 - Any steam incentive - whether that is a base incentive or bonus must have an associated electric savings.
- **Are there any prescriptive incentive changes for 2024?**
 - The only measure with an updated incentive rate is elevator modernization, which has increased to \$0.30/kWh. All other prescriptive incentives remain unchanged.
- **Can the 2024 bonus VFD incentive be added to the custom VFD incentive?**
 - No, this bonus only applies to prescriptive VFD rate of \$0.19/kWh on prescriptive TRM applications.
- **Does the C&I program have any incentives for installing heat pumps or high efficiency natural gas systems?**
 - Yes, the C&I Program incentivizes installation of high efficiency natural gas furnaces and boilers. Heat pump installations are covered under the NYS Clean Heat Program, which was not covered during this webinar.
- **Are there any bonus incentives for custom lighting measures?**
 - No, the C&I Program is not offering any bonuses incentives on custom lighting.

2024 Commercial & Industrial (C&I) Energy Efficiency Program Kick-Off Q&A

- **Are there any documents that existing Participating Contractors (PCs) need to update?**
 - Yes, please submit a valid Certificate of Insurance (COI) and Workers Compensation Certificate (if applicable) on an annual basis.
- **Does Incentive Navigator allow for more than one person to track payments?**
 - PC's can have up to 3 separate usernames to track payments within Incentive Navigator.
 - Please reach out to the Trade Ally Team if you would like to add an individual from your company.
 - Contact Information: dl-CleanEnergyTradeAllies@coned.com
- **What are the incentive rates for custom measures?**
 - 2024 C&I EE Custom Incentive Rates:
 - Custom Electric Incentive Rate: \$0.35 per kWh
 - Custom Gas Incentive Rate: \$5 per Therm
 - Please refer to the 2024 Program Manual for more details.
- **With C&I sunsetting lighting measures how will businesses with more than 100 kW receive lighting incentives?**
 - You can submit your lighting project through the [Instant Lighting Incentive Program](#) (ILIP) or if eligible, through the [Small-Medium Business Program](#).



Thank you!

C&I Inquiries Email

Commercial@coned.com

C&I EE Program

ConEd.com/largecommercial

C&I Clean Heat Program

ConEd.com/cleanheatcommercial

Incentive Navigator

Incentivenavigator.coned.com

[Participating Contractor Portal](#)