

# PECO Smart Ideas for Your Business




June 2013 - May 2016 Programs

*Switch on the Energy Savings-A  
Hands-On Workshop on Indoor  
Lighting*

11/19/2013

**SAVE ENERGY  
AND MONEY**

## PA Act 129, new phase






-  New three-year program cycle
  - June 1, 2013 to May 31, 2016
-  PECO energy savings target is 2.9% or 1,125 GWh
  - 10% of Plan savings must come from Government, Institutional and Non Profit business customers (existing requirement)
  - 4.5% of Plan savings from Low Income (new requirement)
-  No demand reduction requirements in new program cycle
  - PA State Wide Evaluator analyzing cost effectiveness for possible program inclusion

## New, Major Changes




- Incentive levels now higher for GNI customers, ~20%
- Lighting paid on a per watt reduced basis
- Chillers, LEDs, motors are custom measures
- Pre-approval applications must be submitted before project begins
- Retroactive projects are not eligible
- Pre-inspections may be required before application is approved and funds reserved
- Final project applications must be submitted no later than 90 days after project completion







## Program Eligibility

-  PECO commercially metered distribution customer
-  Facility improvement must result in reduction in kWh usage and/or permanent load reduction
-  All installed equipment must meet or exceed the specifications given in the corresponding program application
  - Code baseline is ASHRAE 90.1 2007
-  Customers must submit a preapproval application before the project is started
-  Retroactive projects are excluded

## General Qualification Terms for Incentives






-  Program is available until May 31, 2016.
  - First program cycle: June 1, 2013 through May 31, 2014
-  Project must be completed, and final application received by May 15th to qualify for incentives in that program year
-  Paperwork for prescriptive and custom projects must be submitted within 90 days of project completion
  - Whole building projects have up to 6 months
  - On-Site projects must provide performance data for the first 12 months after project is commercially operable

## Commercial Program Exclusions

-  Renewable energy sources
-  Spaces where end-use is residentially metered
-  Non-electric energy savings
-  Electric base cases for thermal projects



# Project Application Process

-  Verify eligibility
  - Non-residential electric PECO customer
  - Equipment meets or exceeds specifications in program application
-  Submit a preapproval application for all projects
-  Install equipment or perform project work
-  Submit final application when project is complete
  - Measures are installed and operational
  - New construction: certificate of occupancy has been issued
  - All areas are built out for occupancy
-  Documentation listed on Final Application Checklist
  - Invoices, spec sheets, W-9, TRM worksheets, signed agreement
  - New construction: Lighting ComCheck, mechanical and electrical plans, floor plans

# Prescriptive Measures

Menu-based with predetermined savings and incentive levels

## Lighting

- Indoor, outdoor, garage, traffic signals, and lighting controls
- Incentives per watt reduced or per unit

## HVAC

- Air conditioners, heat pumps
- HVAC incentives per ton cooling
- Energy management systems
- EMS incentives per square foot

## Refrigeration and Food Service

- Commercial refrigeration, freezers, strip curtains, beverage/snack machine controls - incentives per unit


## Variable Speed/Frequency Drives

- Controlling HVAC fans, pumps, process loads, compressors - incentives per HP
- Kitchen exhaust fan - incentives per unit



# Custom Measures

Non-prescriptive measures that require demonstration of energy savings

 Eligibility determined on a case-by-case basis

 Examples of custom measures include:

- LED tubes - DLC approved
- Chillers
- High efficiency transformers
- PC power management, smart plugs, plug load management
- Building envelope - white/green roof, windows, air sealing, weather-stripping
- Process cooling - mushroom farming, manufacturing,
- Data center upgrades – cooling, server upgrades
- Process upgrades- HEPA filtration, aeration, new equipment
- VSD/VFD not required by code for new construction or major rehab
- New Construction exterior lighting
- Compressed air
- ENERGY STAR office equipment
- Warehouses - automatic door closers

# Indoor Lighting Example 1 (with Labor):

Existing				Proposed				Est. Renovation Cost			
Fixture Type	Qty	PA TRM Watts / Fixture	PA TRM Wattage	Fixture Type	Qty	PA TRM Watts / Fixture	PA TRM Wattage	Unit Material Cost	Unit Labor Cost	Total Cost with Outside Labor	Total Cost - In- house Labor
4-40W F40T12/M	71	172	12,212	2-28W F28T8/E	71	48	3,380	\$ 88.00	\$ 43.82	\$ 9,359.47	\$ 6,248.00
2-40W F40T12/M	1	86	86	2-28W F28T8/E	1	48	48	\$ 88.00	\$ 43.82	\$ 131.82	\$ 88.00
2-34W F40T12/M/ES	13	72	936	2-28W F28T8/E	13	48	624	\$ 88.00	\$ 43.82	\$ 1,713.71	\$ 1,144.00
MH400/M	15	458	6,870	4-54W F54T5/HO	15	234	3,510	\$ 218.00	\$ 113.00	\$ 6,375.00	\$ 3,270.00

**Total Existing Wattage 20,104**

**Total Proposed Wattage 7,562**

**\$ 17,580.00 \$ 10,750.00**

**Available PECO Incentive (.35¢/Watt Reduced) \$4,389.70 \$4,389.70**

**Net Project Cost less PECO Incentive \$ 13,190.30 \$ 6,360.30**

# Indoor Lighting Example 2:

Existing				Proposed				Est. Renovation Cost	
Fixture Type	Qty	PA TRM Watts / Fixture	PA TRM Wattage	Fixture Type	Qty	PA TRM Watts / Fixture	PA TRM Wattage	Unit Material Cost	Total Material Cost
4-40W F40T12/M	214	172	36,808	2-28W F28T8/E	184	48	8,758	\$ 88.00	\$ 16,192.00
2-20W F20T12	46	51	2,346	1-14W F14T5/E*	41	14	574	\$ 88.00	\$ 3,608.00
2-95W F96T12/M/HO/ES	7	207	1,449	2-32W F32T8/E/HO, reflectors*	7	48	336	\$ 125.00	\$ 875.00
4-95W F96T12/M/HO/ES	5	414	2,070	2-32W F32T8/E/HO, reflectors*	10	48	480	\$ 125.00	\$ 1,250.00

**Total Existing Wattage 42,673**

**Total Proposed Wattage 10,148**

**\$ 21,925.00**

**Available PECO Incentive (.35¢/Watt Reduced) \$11,383.75**




**Net Project Cost less PECO Incentive \$ 10,541.25**




## PECO Smart Construction Incentives

- ☞ New construction and major building rehabilitation that exceeds ASHRAE 90.1 2007 code requirements
- ☞ Prescriptive incentives for energy efficient lighting, HVAC, refrigeration systems
  - Paid per unit, or watts/square foot under code
- ☞ Custom incentives for non-prescriptive kWh savings measures including VFD/VSDs not required by code, chillers, exterior lighting, and building envelope measures
  - Paid per annual kWh saved in the first year of operation at \$0.10/kWh
- ☞ Whole building incentives for modeled interactive building systems performance, at least 5% below baseline.
- ☞ C&I and GNI customers eligible

## PECO Smart On-Site

-  Incentives for the installation of combined heat and power (CHP) technologies to reduce facility energy use
  - Technologies includes turbines, reciprocating engines and fuel cells
  - Technologies must meet minimum equipment efficiencies to qualify
  - Customer assistance throughout the development and installation of the on-site project
-  Incentives paid on a combination of installed capacity and generated energy
-  Capacity incentives:

First 500 kW	\$300/kW
<u>Added</u> capacity between 500 kW and 1.5 MW	\$150/kW
<u>Added</u> capacity between 1.5 MW and 10.0 MW	\$ 75/kW
<u>Added</u> capacity above 10 MW	\$0/kW

-  Incentive structure
  - Capacity Payment
  - Performance Incentive at \$0.02/kwh for Year 1 performance
  - Capacity incentive cannot exceed 40% of project cost
  - Incentive capped at 50% of project or \$1M







# PECO Smart Multifamily Solutions

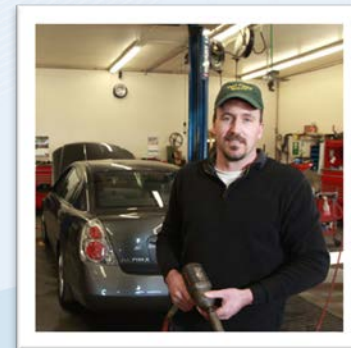
- Energy savings for multifamily property owners and tenants
  - Buildings with four or more units
  - Includes master-metered and residentially metered properties
  - C&I, GNI, and low income properties are eligible
  - Program marketed directly to building management
- Free direct install of low-cost measures for multifamily residents
- Free energy assessment for common areas including a report of potential energy-saving upgrades
  - Prescriptive incentives for installation of high-efficiency equipment that address common areas or whole building improvements





## PECO Smart Business Solutions

-  Direct installation of energy saving measures
  - Small business customers with peak demand less than 100 kW
  - Target: neighborhood shops, “mom and pop” stores
-  Incentives cover up to 50-60% or more of direct installation costs
  - Includes eligible lighting, refrigeration and electric hot water measures
-  Program CSP offers
  - Interest free financing available provided by CSP
  - Discounts for lump-sum payments
-  Program promoted directly to small business owners



**1-888-5-PECO-SAVE (1-888-573-2672)**

**[www.peco.com/SmartIdeas](http://www.peco.com/SmartIdeas)**

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