

DVRPC Sustainable Skylines

January 31, 2011

WELCOME !

***We put our energy into helping you
save energy – and money.***

Today's Agenda



- Market Changes
- PECO Smart Ideas for your business
- PECO Smart Ideas for your home
- Questions

Market Changes

Market Restructuring

PECO delivers power only:

Generation



Transmission



Distribution



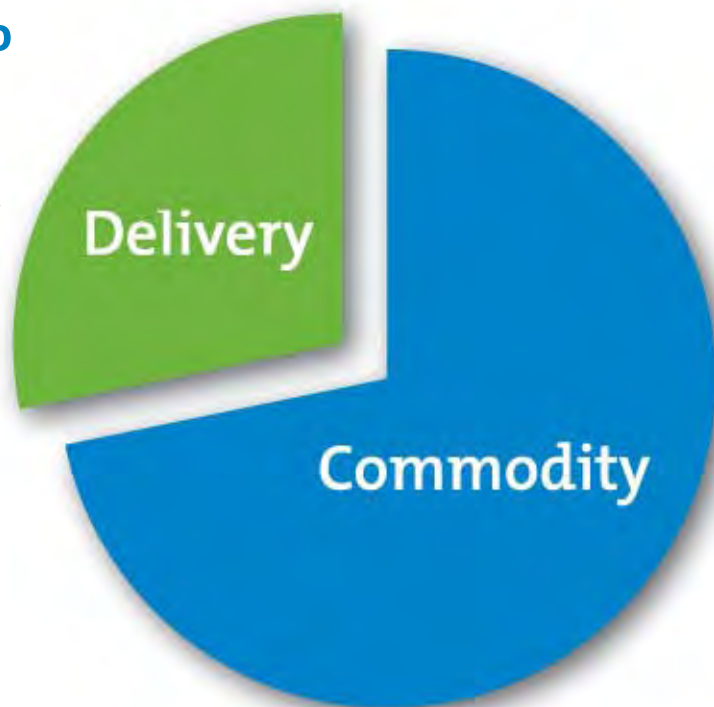
Market Changes

What is happening?

- As of January 1, 2011, the prices PECO and our customers pay for electricity will be based on electric market pricing, after having been capped more than 10 years
- The costs to operate our electric systems also have been increasing
- Electricity will cost customers more
- The effect of all of these changes on PECO residential electric customers will be a price increase of about 5% per month

Components Of PECO Bill

PECO delivers
electricity and gas to
its customers



PECO purchases
electricity for its
customers from
generation providers

Customers can now
purchase electricity
directly from retail
energy providers

Market Changes

- Take advantage of opportunities to shop for generation
- You can potentially save money by choosing the right energy supplier for your needs or circumstances
- If you choose a competitive supplier, PECO will continue to deliver your electricity, provide reliable service and respond to outage problems
 - PECO's average residential price to compare = 9.92 cents/kWh
 - PECO's average small commercial (GS) price to compare = 9.58 cents/kWh

Pennsylvania Public Utility Commission:

www.papowerswitch.com



Market Changes

We are here to help you manage these changes

- You can offset this increase by using less energy
- Using less energy will save you money and it also helps the environment
- Take advantage of opportunities to shop for generation
- We are here to help you save energy and money with **PECO Smart Ideas**

smart  ideas[®]
for your business

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

www.peco.com/SmartIdeas



PECO Smart Equipment Incentives

- Opportunity to offset installation costs of higher efficiency equipment
- Opportunity to save money on electric bills
- More money for your business, non-profit, or institution





PECO Smart Equipment Incentives



An Exelon Company

The PECO Smart Equipment Incentives homepage contains links to applications, program details, commercial contractors and other valuable resources to help you get your project started

Residential Customers Business Customers Customer Education Going Green In The Community Reliability

PECO An Exelon Company

smart ideas®

PECO SMART EQUIPMENT

PECO Smart Equipment Incentives

OVERVIEW BUSINESS TYPE INCENTIVES PROGRAM LIBRARY FIND CONTRACTORS

TIPS & GUIDES
HOME E-AUDIT
TOOLS & CALCULATORS

PROGRAMS & REBATES
Residential
Business

ONLINE STORE

\$\$\$ DOWNLOAD INCENTIVE APPLICATION
(PDF) (Excel)

🔍 FIND A CONTRACTOR

🤝 BECOME A TRADE ALLY

🎬 PROGRAM LIBRARY

📁 POLICIES AND PROCEDURES

❓ FAQ'S

➕ ADDITIONAL RESOURCES

📱 FEEDBACK

PECO SMART IDEAS FOR YOUR BUSINESS

Energy. It illuminates your facility, powers your operations and keeps your staff and customers comfortable and safe.

Small and large businesses, government, institutions, non-profits and multi-unit buildings are all eligible for valuable PECO incentives for energy-efficient design, improvements and equipment upgrades. Choose from the following to help you chart your course toward an energy efficient future.

UNIQUE SOLUTIONS FOR YOUR BUSINESS

PECO has energy-efficient solutions designed to serve your distinct needs. Choose the category that best describes your organization:

- Commercial & Industrial Businesses
- Government Agencies, Institutions & Non-Profits
- Multi-Unit Buildings

VALUABLE INCENTIVES

Incentives are available for energy-efficient design, improvements and equipment upgrades. Choose the incentive category you are interested in:

- Smart Equipment Incentives



PECO Smart Equipment Incentives



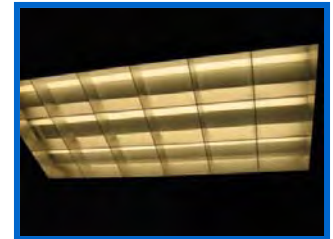
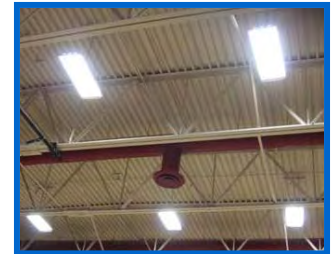
- PECO Smart Equipment Incentives available now
 - **Incentives retroactive to July 1, 2009**
 - Financial incentives to support the installation of high efficiency equipment
 - **Prescriptive measures**: menu-based with predetermined savings and incentive levels
 - **Custom measures**: per kWh or KW saved
 - **Technical Assistance Incentives** - partial reimbursements for qualified energy studies

PECO Smart Equipment Incentives

Lighting can account for 30-60% of your annual electricity costs

Today's new lighting options are designed to save energy and money

- CFLs: 75% savings, < 6months payback
- T12 to T8 or T5, 30-40% savings
- Occupancy sensors: 20-60% savings
- LED lighting
- Day lighting controls
- LED exit signs
- Exterior and garage HID
- Interior HID



Gymnasium Lighting



400-watt metal halide



six-lamp 32-watt T8 fluorescent

Project Description:

Replace 152 Metal Halide fixtures with six-lamp 32-watt T8 fluorescent high bay fixtures. Each fixture is equipped with its own occupancy sensor.

Project Statistics:

Project Cost	\$91,763	Annual kWh Savings	178,440
PSEI Incentive	\$16,081	Annual Savings	\$15,167
Net Project Costs	\$75,681	Return on Investment	20%
Life Time Savings	\$151,167		

Prescriptive HVAC Measures

- HE Unitary and Split AC Systems
- HE Air- and Ground-Source Heat Pumps
- HE Air- and Water-Cooled Chillers
- HE Room AC
- HE Package Terminal AC and Heat Pumps
- Occupancy Sensor
- Energy Management System



Other Prescriptive Measures

REFRIGERATION AND COOKING

- Strip Curtains on walk-in coolers and freezer
- Anti-Sweat Door Heater Controls
- Evaporator Fan Controls
- Night Covers for refrigerated display cases
- High Efficiency Ice Makers
- LED Refrigeration Case Lighting
- ENERGY STAR[®] Solid & Glass Door Freezers
- ENERGY STAR Refrigerated Vending Machines
- EC Motor for Walk-in and Reach-in Refrigerated Cases



Additional Incentives and Financing Resources

✓ Business

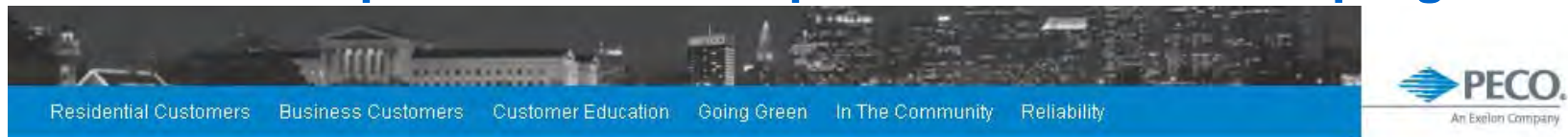
- **Energy Works/GreenWorks Loan Fund**
 - Low interest loans to support energy efficiency retrofits and new construction projects for Philadelphia and surrounding county based businesses and non-profits
- **TRF Non-Profit Energy Savings Program**
 - Loans for energy efficiency improvements and energy conservation practices
- **PA Commonwealth Financing Authority Clean Energy Program**
 - Loans and grants to companies, small business, and select non-profit & government organizations
 - Clean energy projects - buildings, equipment and land development activities
- **PA Sunshine Solar Program**
 - Rebates for solar installations for small business
- **Energy Star Benchmarking Tool**
 - Evaluate & assess building energy use

smart  ideas[®]
for your home

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www.peco.com/SmartIdeas

The PECO Smart Ideas website provides customers with an educational platform and comprehensive view of all programs



smart ideas[®]

- TIPS & GUIDES
- HOME E-AUDIT
- TOOLS & CALCULATORS
- PROGRAMS & REBATES
- ONLINE STORE



Are there money-guzzling monsters lurking in your home?

Get rid of them and save. Introducing PECO Smart Ideas[®], a program that shows you how to save energy and money. Get started by taking the PECO Smart Home E-Audit. Or learn about PECO Smart Ideas rebates, cash incentives and energy saving tips.

Programs & Rebates

RESIDENTIAL

- PECO Smart Appliance Recycling
- PECO Smart Home Rebates
- PECO Smart A/C Saver
- PECO Smart Lighting Discounts
- PECO Smart Gas Efficiency Upgrade
- PECO Smart Natural Gas Conversion

BUSINESS

- PECO Smart Equipment Incentives
- PECO Smart A/C Saver
- PECO Smart Gas Efficiency Upgrade
- PECO Smart Natural Gas Conversion



PECO LOW-INCOME ENERGY EFFICIENCY

PECO offers money-saving, energy efficiency weatherization services to qualified low-income customers



PECO TALKS

PECO will come out to your event and speak on energy efficiency. View our events schedule.



PECO SMART APPLIANCE RECYCLING

WANTED: Old refrigerators and air conditioners! You can save up to \$150 a year on your energy bill.



PECO ANSWERS

Get answers, stay informed and learn strategies to help manage changing times.

www.peco.com/SmartIdeas

PECO Smart Home E-Audit

- PECO Smart Home E-audit helps you:
 - Understand where your energy dollars are going
 - Identify potential savings
 - Get detailed reports of your home energy use:
 - Month-to-month comparisons
 - Suggestions on how you can save even more
- Its Free! All you need is:
 - Your 10 digit PECO account number
 - Your 5 digit zip code



19,750 e-audits completed

PECO Smart Lighting Discounts

- PECO has cut the price on ENERGY STAR[®] qualified Compact Fluorescent Lamps (CFL)
- Available at more than 700 participating stores throughout the Philadelphia area
- No forms to fill out! Discounts applied right at the register
- Retail locator tool available at peco.com/SmartIdeas



Over 5 million bulbs sold

PECO Smart Appliance Recycling

- PECO will pickup your old working units and pay you:
 - \$35 for refrigerator/freezer
 - \$25 for window air conditioner (with refrigerator or freezer pickup)
- Customers can schedule a pick-up online or by calling
- Rebate check is mailed 4-6 weeks after pick up
- 95% of components recycled



17,086 rebates processed

PECO Smart Home Rebates

- Rebates of up to \$400 on ENERGY STAR[®] qualified heating and cooling equipment
- Rebates of up to \$100 on ENERGY STAR qualified appliances
- HVAC equipment and appliances installed on or after July 1, 2009 are eligible
- Program includes discounts applied at retail stores on ENERGY STAR lighting fixtures and LED bulbs



122,043 rebates processed

PECO Smart A/C Saver

- Earn credits of up to \$30 a month on your electric bill for the summer months of June through September and reduce your demand for electricity
- Credit is applied to your summer month bills (July through October)
- A device is mounted on the outside of home near central air conditioning unit
 - ➔ Signal is sent to the device to manage cycling during conservation events
- Your system's fan still runs during conservation events



32,142 enrollments

Additional Incentives and Financing Resources

Residential

- **Keystone Help**
 - Pennsylvania's Special Low Rate, Low Payment Financing Program for Energy Efficiency Home Improvements
- **Pennsylvania Incentives for Renewables and Efficiency**
 - Comprehensive source of information on state, local, utility, and federal incentives that promote renewable energy and energy efficiency
- **Consumer Energy Tax Incentives**
 - Significant tax credits for energy efficiency home improvements from the American Recovery and Reinvestment Act
- **Energy Efficient Mortgages Program**
 - Helps homebuyers or homeowners save money on utility bills by enabling them to finance the cost of adding energy-efficiency features to new or existing housing as part of their FHA-insured home purchase or refinancing mortgage
- **Energy Works**
 - Home energy audit rebate and low interest loan program (**4.9 and 0.99 percent interest rates available**) designed for homeowners in the five county area to help them reduce energy consumption, increase comfort and save money on utility bills

www.peco.com/SmartIdeas

PECO Talks

[ABOUT PECO TALKS](#)

[REQUEST FORM](#)



To encourage our customers to use energy more efficiently and save money, PECO participates in community, governmental, professional association and non-profit outreach events.

If you would like PECO to speak at your upcoming event, please review the information below and complete the attached form.

WHO IS ELIGIBLE?

Community outreach, government, professional and non-profit organizations served by PECO.

WHAT TYPES OF EVENTS WILL BE SUPPORTED?

- Events for PECO customers in Philadelphia, Bucks, Chester, Delaware, Montgomery, and York counties focusing on educating participants about energy efficiency and/or green (environmentally friendly) living.
- One request fulfilled per organization per year.
- Due to the large volume of requests we may not be able to honor all requests.

HOW CAN MY ORGANIZATION QUALIFY?

Submit your request form at least 6 weeks prior to the event.

WHEN WILL I FIND OUT PECO WILL ATTEND MY EVENT?

You will be contacted approximately 10-14 days after your request is received by PECO.

[REQUEST](#)