

# **California Investor-Owned Utilities 2006-2008 Energy Efficiency Programs**

National Association of Energy Services Companies (NAESCO)

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# Agenda

- Residential/Mass Markets (includes small commercial)
  - Multifamily/Hard To Reach Residential
  - Retailer/Distributor/Contractor/Customer/ Manufacturer Incentives
  - Comprehensive HVAC
  - On-Bill Financing
- Commercial/Industrial Markets
  - Agricultural Energy Efficiency
  - Business Incentives
  - Industrial Energy Efficiency
  - Retro-commissioning (RCx)
- Nonresidential New Construction
  - Savings By Design
  - Sustainable Communities
- Third Party Program Implementation Bids
- Partnerships

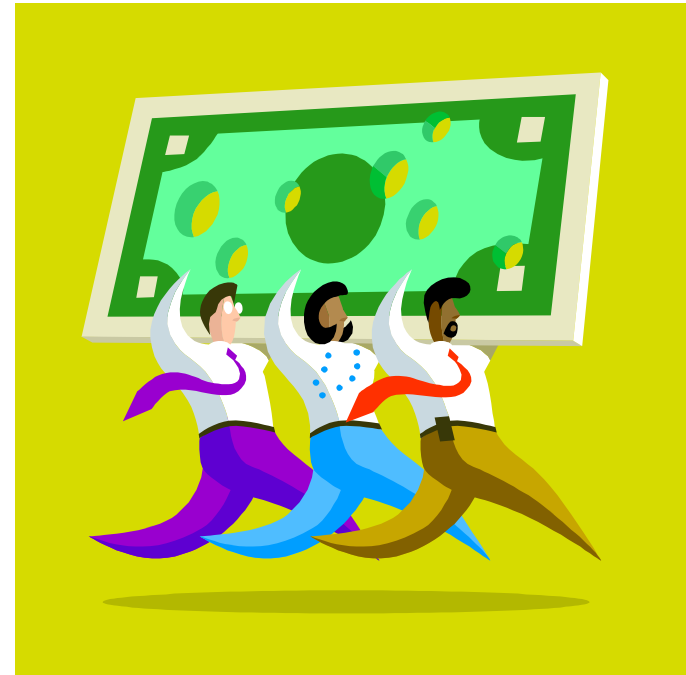


# **Residential/Mass Markets Programs**

(includes small commercial)


# Retailer/Distributor/Contractor/ Customer/Manufacturer Incentives

- Energy efficiency measures for:
  - Single Family
  - Multi-Family
  - Mass Market (PG&E-only)
- Delivered through:
  - retailer, distributor or manufacturer incentives, or
  - Standard offer incentives and/or direct installation by contractors and end users



# Measures – Deemed


Retailer/Distributor/Contractor/Customer

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DEEMED MEASURES	REBATE	UTILITIES
Building Insulation	\$.15/sq. ft.	All IOUs
Windows (MF)	\$.75/sq. ft.	SCE, PG&E
Clothes Washers	\$35/\$75; \$50	PG&E, SCG; SDG&E
Coin-Op Clothes Washers (MF)	\$150	All IOUs
Dishwashers	\$30/\$50	All IOUs
Room A/C	\$50	All electric
Refrigerators	\$50 (SF) \$25 (MF)	All electric (SF) SCE/PG&E (MF)
Pool Pumps/Single Speed	\$30/\$25	All electric
Pool Pumps/Two Speed	\$300	All electric
Water Heaters	\$30	All IOUs
Whole House Fans	\$100	All electric
Gas Water Heater/Boiler Controllers	\$750 - \$1,000	All gas
Gas Space Heating Boiler	\$1,500	All gas
Gas Water Boiler	\$1,000	All gas
Central Gas Water Heaters	\$500	All gas
Pipe Wrap/Tank Insulation (MF)	\$3	All gas

# Incentives – Deemed

## Manufacturer/Retailer

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DEEMED MEASURES	REBATE	UTILITIES
<b>Lighting – Manufacturer and Retailer (available to single- and/or multifamily)</b>		
Occupancy Sensor	\$3	All electric
Photocells	\$2	All electric
Timeclocks	\$2	All electric
Exterior HID fixtures	\$10	All electric
High Efficiency Fixtures	\$5 - \$10	All electric
Screw-in CFLs	\$1 - \$3.50	All electric
Higher Wattage CFLs >55 Watts	\$1 - \$3	All electric
LED Residential Lighting	\$1.25 - \$10	All electric
Cold Cathode	\$2 - \$5	All electric
Night Lights	\$1 – \$1.25	All electric
Torchieres	\$10	All electric
Pin Base Table/Floor/Desk Lamp	\$5	All electric
Dimmer Switch	\$2	All electric

# Incentives – Deemed

## Contractor/Customer

DEEMED MEASURES	REBATE	UTILITIES
<b>Lighting – Multifamily Direct Install</b>		
Occupancy Sensor	\$10	All electric
Photocells	\$10	All electric
Energy Star Ceiling Fans	\$20	All electric
Linear Fluorescent Fixtures T5 – T8	\$32 - \$45	All electric
Removal of Lamps/Lamp Holders/Ballasts	\$6	All electric
Energy Star Interior Fixture	\$50	All electric
Energy Star Exterior Fixture	\$30	All electric
R30 and R40	\$8 - \$10	All electric
LED Exit Signs	\$35	All electric
Screw-in CFLs	\$4 - \$6.50	All electric

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# Multifamily EE Program

- **Program Description:**

- Prescribed rebates to multifamily property owners and managers for the purchase and installation of energy efficient measures
- Existing residential multifamily complexes with 2 or more dwelling units and the common areas of apartment and condominium complexes and mobile home parks.
- Statewide IOU program with consistent terms, requirements, characteristics including rebate levels and application procedures
- Multifamily property owners and managers are historically unresponsive to energy efficiency efforts. As one of California's largest industries, this unique customer segment warrants attention and effort to motivate property owners/managers to actively participate in energy efficiency programs
- Market demand is growing

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# Multifamily EE Program

- **Independent Contractor Participation**
  - Contractors play a key role in the promotion and delivery of the program and are a vital source of technical knowledge and services
  - Contractors independently target and contact multifamily complexes and install eligible products
  - Contractors receive incentive funds allocations, promotes year-round funding availability
  - Contractor-initiated jobs account for the bulk of all rebate requests
  - Property Owners/Managers may authorize their rebate payments to the contractor
  - 50+ contractors currently participating
  - Encourage HTR locations

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# Multifamily EE Program

- **Program Process – Contractor Participant**
  - Apply for participation
  - Receive incentive funds allocation
  - Target multifamily complexes in SCE territory
  - Contractor/customer determines eligible measures to be installed
  - Customer completes and signs the program application
  - Contractor reserves rebate funds for specific measures per site prior to installation
  - Upon installation, contractor submits completed application with required documentation to SCE
  - SCE pays rebates within 6-8 weeks of approval

# Comprehensive Packaged AC Program

- Addresses air cooled package/split AC markets, especially small commercial and residential
- Integrates upstream, midstream and downstream strategies
  - Upstream - Equipment incentives at distribution channels
  - Midstream - Quality installation services, incentives, and training for Contractors/Builders
  - Downstream – Build awareness and demand through customer promotion and marketing
- Each program element is connected for maximum effectiveness
  - Link equipment sales and QI services
  - Coordinate and leverage upstream, mid- and downstream to reduce lost opportunities, increase cost effectiveness
- Significant program elements outsourced through a competitive process at each IOU




# Equipment Measures –

## Comprehensive HVAC

- SEER/EER Efficiencies
- Split and packaged systems
- Central Air Conditioners, Heat Pumps
- Furnaces
- Ducted Evaporative Coolers
- Economizers
- Packaged terminal air conditioners (PTACS)
- Smart thermostats, control systems, VSDs
- A/C up to 63.3 tons
- Identify emerging technology opportunities and incorporate in programs upon commercial availability



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# Quality Installation/Service Measures – Comprehensive HVAC

- Refrigerant charge and airflow
- Duct test and seal
- Economizer tune-ups - commercial
- IOUs participating in the development of national standards with ACCA
- Contractor/technician training integral component to all IOU delivery
- Component matching and sizing addressed through training, possibly incentives

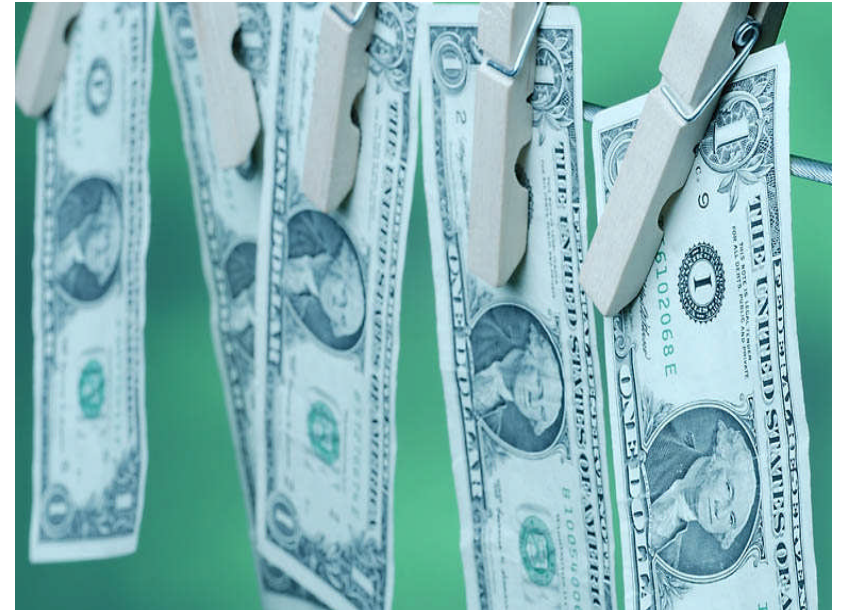
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# Incentive Design Considerations – Comprehensive HVAC

- Incentives and energy savings will be consistent for all climate zones
- Equipment incentives may be limited to certain climate zones, limited to particular equipment
- Commitment to upstream program for commercial and residential
- Consistent incentives for units whether residential or small commercial
- Equipment incentives on a per ton basis
- Equipment & services bundled incentive under review
- Different rebates for different efficiencies
- Commitment to mid-stream contractor incentives
- All IOUs may offer incentives downstream

# On-Bill Financing

- Offers loans for energy efficient equipment to qualified customers
- Loans re-paid through the customer's energy bill



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## On-Bill Financing

- On bill capability, ultimately
- Non Residential Customer focus (target financing barrier)
- Creditworthiness criteria using customer billing history
- Aims to achieve “Net zero” bill impact (approx. 24-36 month payoff)
- Combination of incentive and loan option



# On-Bill Financing

- **Eligible Customer Segments:**
  - PG&E: all small nonresidential
  - SCE: High energy intensity small business (grocery, convenience store, etc)
  - SDGE/SCG: add local governmental/institutions and multi-family
- **Timing:**
  - SDGE/SCG: Year 1 “manual”; after, automated
  - SCE: Pilot scale, automated on the bill
  - PG&E: Pilot, Years 1 &2, Off-bill; Year 3 On-bill
- **Loan limits:**
  - SDGE/SCG: \$5,000 - \$25,000
  - SCE: \$TBD
  - PG&E: \$5,000 - \$25,000
- **Interest charge to customer:**
  - SDGE/SCG/SCE “zero percent, zero fee”
  - PG&E has minimal fee (to cover defaults)



# **Commercial/Industrial Markets Programs**

# Agricultural Energy Efficiency


Targets EE opportunities  
in:

- Small and large farms
- Agricultural irrigation
- Greenhouses
- Dairies
- Wineries



# Measures – Deemed


## Agricultural Energy Efficiency

A hand is visible on the left side of the image, pointing towards the table. The hand is positioned over a blue-tinted background that appears to be a technical drawing or blueprint.

<b>DEEMED MEASURES</b>	<b>GAS OR ELECTRIC</b>	<b>UTILITIES</b>
<b>Indoor/Outdoor Lighting Measures</b>	<b>Electric</b>	<b>All electric</b>
<b>Low Press. Impact Sprinkler nozzles</b>	<b>Electric</b>	<b>All electric</b>
<b>Sprinkler to drip irrigation</b>	<b>Electric</b>	<b>All electric</b>
<b>Motors Upstream</b>	<b>Electric</b>	<b>All electric</b>
<b>Wine tank insulation</b>	<b>Electric</b>	<b>All electric</b>
<b>VFDs on dairy milk pumps</b>	<b>Electric</b>	<b>All electric</b>
<b>Greenhouse heat curtains</b>	<b>Gas</b>	<b>All gas</b>
<b>Greenhouse infrared film</b>	<b>Gas</b>	<b>All gas</b>
<b>Boilers</b>	<b>Gas</b>	<b>All gas</b>
<b>Tank Insulation</b>	<b>Gas</b>	<b>All gas</b>
<b>Pipe Insulation</b>	<b>Gas</b>	<b>All gas</b>

# Measures – Calculated

## Agricultural Energy Efficiency

A hand is visible on the left side of the image, pointing towards the table. The hand is holding a pen and appears to be pointing at the 'CALCULATED MEASURES' column of the table. The background of the hand and the table is a light blue color.

<b>CALCULATED MEASURES</b>	<b>GAS OR ELECTRIC</b>	<b>UTILITIES</b>
<b>Pump testing and repair/replace</b>	<b>Gas and electric</b>	<b>All IOUs</b>
<b>Greenhouse calculated measures</b>	<b>Gas and electric</b>	<b>All IOUs</b>
<b>Refrigeration - Whole System analysis (RWH, Dairies, Food Processing)</b>	<b>Electric</b>	<b>All electric</b>
<b>Dairy Ventilation Fans</b>	<b>Electric</b>	<b>All electric</b>
<b>Dairy Refrigeration Systems</b>	<b>Electric</b>	<b>All electric</b>
<b>Dairy VFDs on milk pumps</b>	<b>Electric</b>	<b>All electric</b>
<b>Motors and Motor System Efficiency Improvements - Retrofit &amp; New Const</b>	<b>Electric</b>	<b>All electric</b>
<b>Gas Process Equipment replace/rebuild</b>	<b>Gas</b>	<b>All gas</b>
<b>Heat Recovery</b>	<b>Gas</b>	<b>All gas</b>

# Incentives and Services Offered

## Agricultural Energy Efficiency

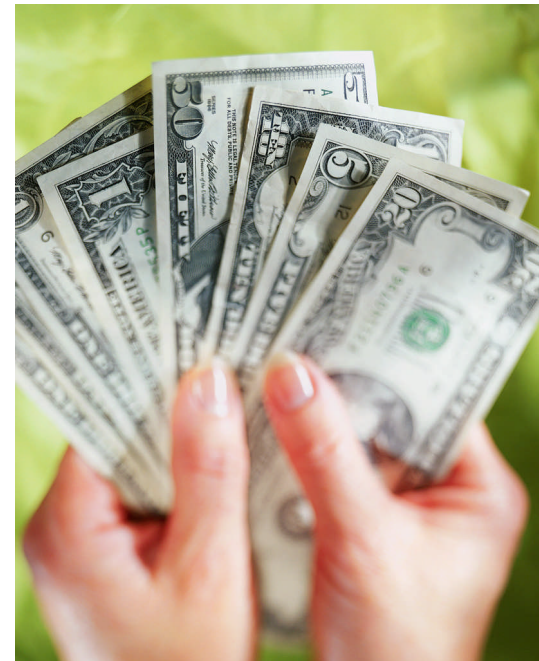
- Offers audits and project development assistance
- Deemed incentives (rebates) consistent statewide
- Custom (calculated) incentive levels, first year savings:

Calculated Measure Category	Incentive Rate	Comments
Lighting	.05 / kWh	All electric
Process Measures	.08 / kWh	All electric
HVAC Refrigeration	.14 / kWh	All electric
Gas Measures	.80 / therm	All gas
Daylighting	.04 / kWh	All electric

# Business Incentives

This area includes:

- Calculated Measures / Standard Performance Contract [SPC]
- Deemed Measures / Express Efficiency
- Savings By Design (Systems Approach)



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# Measures –

## Business Incentives

- Deemed Measures:
  - Deemed (Express Efficiency) measures are consistent statewide, with the exception of a few measure categories in progress, such as food service.
- Calculated measures:

– Lighting	\$0.05 / kWh
– AC & Refrigeration	\$0.14 / kWh
– Other measures	\$0.08 / kWh
– Daylighting	\$0.04 / kWh
– Gas Retrofit	\$0.80 / therm
– Gas New Construction	\$0.60 / therm

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# Program Process –

## Business Incentives

1. Initial application/reservation
2. Hold point for pre-inspection
3. Initial application/reservation approval – incentive reserved pending installation
4. Installation report
5. Post-installation inspection
6. Final approval and payment of full incentive

# Industrial Energy Efficiency

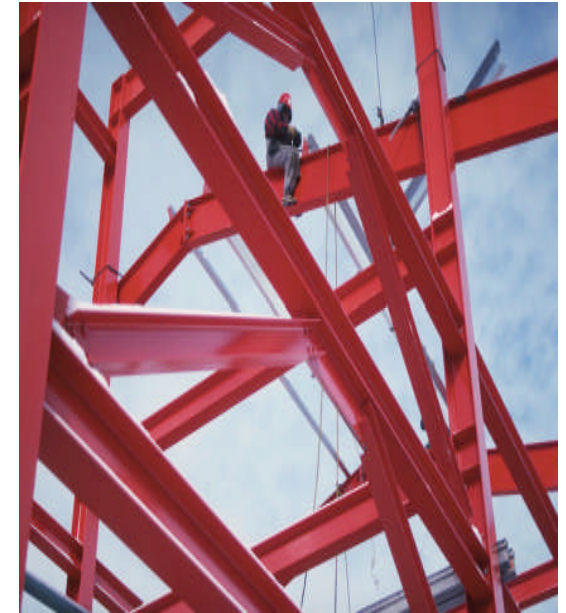
This area includes:

**PG&E:** Fabrication, Process, and Heavy Industrial Manufacturing Program

**SCE:** Industrial Energy Efficiency Program

**SDG&E:** Targeted BID Industrial Energy Efficiency

**SoCal Gas:** Targeted BID Industrial Energy Efficiency



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# Measures –

## Industrial Energy Efficiency


- All Commercial and Industrial gas and electric measures as appropriate to both single and dual fuel utilities – too many measures and variations to list
- Interventions, not limited to measures, involving:
  - Process Optimization
  - Scheduling
  - Sizing
  - Waste stream and waste heat reductions
  - Demand response capabilities
  - Water

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# Incentives –

## Industrial Energy Efficiency

- Consistent rates and rules at all IOUs using:
  - Calculated:
    - Standard Offer/Standard Performance Contract
    - Savings By Design
  - Deemed
    - Mass Market/Express Efficiency Programs
  - Local and 3<sup>rd</sup> Party Partnership Program



# Incentives – Industrial Energy Efficiency

- Calculated Electric:
  - \$0.14 / kWh HVAC/Refrigeration
  - \$0.05 / kWh Lighting
  - \$0.04 / kWh Day-lighting
  - \$0.08 / kWh Process/Other
- Calculated Gas:
  - \$0.60 / Therm New Construction Process/Systems
  - \$0.34-\$1.00 / Therm sliding scale for New construction  
Whole Building
  - \$0.80 / Therm Retrofit

# Retro-commissioning (SCE's Program Description)

- RCx is a new SCE QA and Optimization Program for Existing Buildings and their Energy Consuming Systems.
- The program provides engineering services and incentives to encourage building owners to re-commission their buildings.



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# RCx Program Specific Definitions

- **What is Building Optimization?**
  - Since existing buildings are being addressed, the original Design Intent and technology may have changed; Therefore, building operation will be optimized to best serve the current customer needs using current technology and methods. Building optimization is part of this program.
- **What Does this Program Not Do?**
  - This program is NOT an energy efficiency equipment retrofit program. Although some repair work will likely be addressed and some enhancements made, the intent is that most equipment retrofits will be referred to and funded by other programs.

# Commissioning (Cx) Strategy

- How Does the SCE RCx Program Work?
  - Candidate buildings are screened by the program
  - RCx providers will evaluate the design and current operation of the building using plans, inspections, data logging and owner interviews to determine what deficiencies exist
  - RCx providers will identify deficiencies along with correction costs and energy savings estimates
  - Owners will implement the recommended fixes
  - RCx provider will ensure that the required fixes are made
  - RCx provider to provide training and documentation on system operation



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# RCx Program Goals

- Goals
  - Net kWh 39,000,000
  - Summer Peak Net kW 9,600
- Number of buildings
  - 300 – 400 (roughly 40 million sq. ft.)
- Incidental Improvements
  - Increase occupant comfort, increase equipment life, better system operation through training, increased RCx provider pool
- Incentive Budget
  - Approximately \$7 Million

# RCx Program Incentive Schedule

Phase	Incentive	Paid to	Description of Service
Investigation	<b>\$0.05–\$0.10 per square foot</b>	RCx Provider	The program will calculate the investigation incentive based on building size and systems and, in most cases, the incentive will cover the investigation in full.
Implementation	Custom incentive estimated at <b>\$0.05 per square foot</b>	Building Owner	The program expects owners to implement measures that payback in less than one year using their own funds, while a custom incentive is available to help implement measures with longer paybacks.
Follow-up	<b>\$2,000–10,000, estimated at \$0.02 per square foot</b>	RCx Provider	The program pays to retain the provider through implementation to provide oversight, verify the measures are implemented correctly, and provide documentation and training that will help to ensure building operators have resources to monitor and maintain the implemented measures.

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# RCx Targeted Customers

- Commercial customers with interest and capability
- Buildings over 100,000 SF (offices, hospitals, hospitality, retail, grocery (over 40,000 SF), educational, museums, etc.)
- Owner-occupied preferred
- High relative energy usage (from Benchmarking)
- At least part of HVAC is on BAS system
- Equipment is still in good, operational condition

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# RCx Program Tools

- Program will utilize a Screening Process that will evaluate:
  - Relative Building Energy Usage (Energy Star<sup>®</sup> Benchmarking)
  - Building Suitability (Age, size, etc.)
  - Financial Buy In- Ability/Timing of Owner to do Required Work
  - Owner/Operator Buy in- Evaluate interest/ability to devote time to assist with RCx project tasks
- Financing: Program may have third party financing available for costs not covered by incentives

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# RCx Program Tools

- Forms for data collection, such as a table to record Owner's Operating Requirements
- Findings Workbook/database, including easy-to-print versions of key deliverables
- Sample calculations
- Templates for reporting
- Guidelines for collecting EM&V baselines and documenting O&M improvements
- Energy Star<sup>®</sup> Benchmarking



# **Nonresidential New Construction Programs**


# Savings By Design and Targeted Markets

- Provides financial and technical assistance to exceed code required efficiency for non-residential new construction projects
- Savings By Design and Targeted Markets programs include:
  - design assistance,
  - design team incentives, and
  - owner incentivesto facilitate energy efficient nonresidential new construction projects.



# Incentives-

## Savings By Design and Targeted Markets

A hand is visible on the left side of the image, pointing towards the table. The hand is positioned over a blue-tinted architectural drawing or blueprint. The table is the central focus of the image, listing various incentive programs and their associated costs and project values.


Program	Incentive	Cost	Project
Whole Building	\$0.10 scales to \$0.25	50% of IMC	\$150,000
Whole Building (gas)	\$0.34 scales to \$1.00	50% of IMC	\$150,000
System	HVAC Process Lighting Daylighting Therms	\$0.14 / kWh \$0.08 / kWh \$0.05 / kWh \$0.04 / kWh \$0.60	50% of IMC \$150,000

# Sustainable Communities

- Designed to encourage sustainable building projects consistent with the design standards of LEED™ or CHPS criteria
- Assists customers and design teams to push the envelope in energy efficiency, demand response, and sustainable building design
- Supports State and Local government sustainable building and renewable energy goals



IOU Sustainable Communities Scope of Programs			
SDG&E	SCE	SCG	PG&E
Continue and expand existing Program.	Multiple projects including the City of Santa Monica with SCG	Single demonstration project with the City of Santa Monica	Will incorporate within the Targeted Markets Programs

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# Measures – Sustainable Communities

- Energy savings through a comprehensive integrated design approach
  - Calculated energy efficiency measures
  - Potential water conservation measures
  - Embodied energy measures
- Potential infrastructure improvement for resource delivery systems (electric, water, gas, etc.)

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# Incentives –

## Sustainable Communities

- Provides sustainable building design assistance to assist customers to meet sustainability goals consistent with LEED to achieve the best cost effective design
- Owner incentives offered to qualifying projects that exceed Title 24
- Incentives offered for kWh and/or therms saved for commercial and multi-family projects as applicable to each utility

# Outreach Strategies –


## Sustainable Communities

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- A vertical image on the left side of the slide shows a person's hand pointing at architectural blueprints. The hand is positioned over a section of the blueprints that includes some text and technical drawings. The blueprints are rendered in a light blue color.
- Partner with USGBC and CHPS as well as local and state entities to seek project leads and offer training to building owners and designers
  - Develop consistent marketing materials to target building owners and designers with potential interest in Green Building
  - Utilize third party vendors as needed to market Sustainable Communities offerings
  - Work with local municipalities to construct showcase projects and adopt policies to encourage sustainable development
  - Develop case studies on select projects to create local showcases for a variety of building types



# **Innovative Program Bids**

# Innovative Program Bids

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- A vertical image on the left side of the slide shows a hand pointing to a document with technical drawings or blueprints. The hand is positioned as if pointing to a specific part of the document.
- Each IOU has a program that provides an open bid opportunity for program implementors
  - Example: SCE's IDEEA/INDEE Programs
    - IDEEA encourages new program delivery and/or market approaches
    - INDEE encourages new technology deployment
    - Uses a two step bid process
      - Abstract
      - Full Proposal
    - One year and two year implementation cycles
    - Currently 21 programs selected
    - RFP for '07/'08 programs released in May, abstracts now under review by SCE
  - Total budget approx \$30 million



# Energy Efficiency Partnerships

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# Energy Efficiency Partnerships

- Partners
  - Local Governments (Cities, Counties)
  - State Agencies
- Opportunities for ESCO participation (sample list)
  - Riverside County
  - Ridgecrest/Kern
  - Community Colleges
  - Green Bldg Initiative/Dept of General Services