

Small Business Energy Advantage

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We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Q&A



Agenda

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**Introductions and Welcome to
New SBEA Vendors**

2

Incentive Offerings for SBEA

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**Goals- Past Performance and
2023 targets**

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New Systems & Trainings

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Financing Options

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Ensuring a Successful Project



**Eversource
Team**

Paul Tangredi – Acting Supervisor

Allen Lungren

Thomas Martinez

Jean Pierre Documet

Rachael Baral



**Avangrid
Team**

Colleen Morrison – Program Manager

Victor Francis – Energy Specialist

Larry Rush – Manager

Welcome to our Program!

New Vendors for Small Business Energy Advantage



Your Role as an SBEA Vendor

As an SBEA vendor for Eversource and UI, expectations are high



Educating Customers

- Value of energy efficiency
- Benefits of replacing equipment and reduced maintenance costs
- Contributing to sustainable future
- Improved built environment for their employees and their customers



Provide High Quality Service and Installation

- Comprehensive review of all opportunities on site
- Accurate and complete assessments
- Frequent communication on project
- Keeping tracking systems up to date
- Warranted workmanship



Support Incentives and Financing

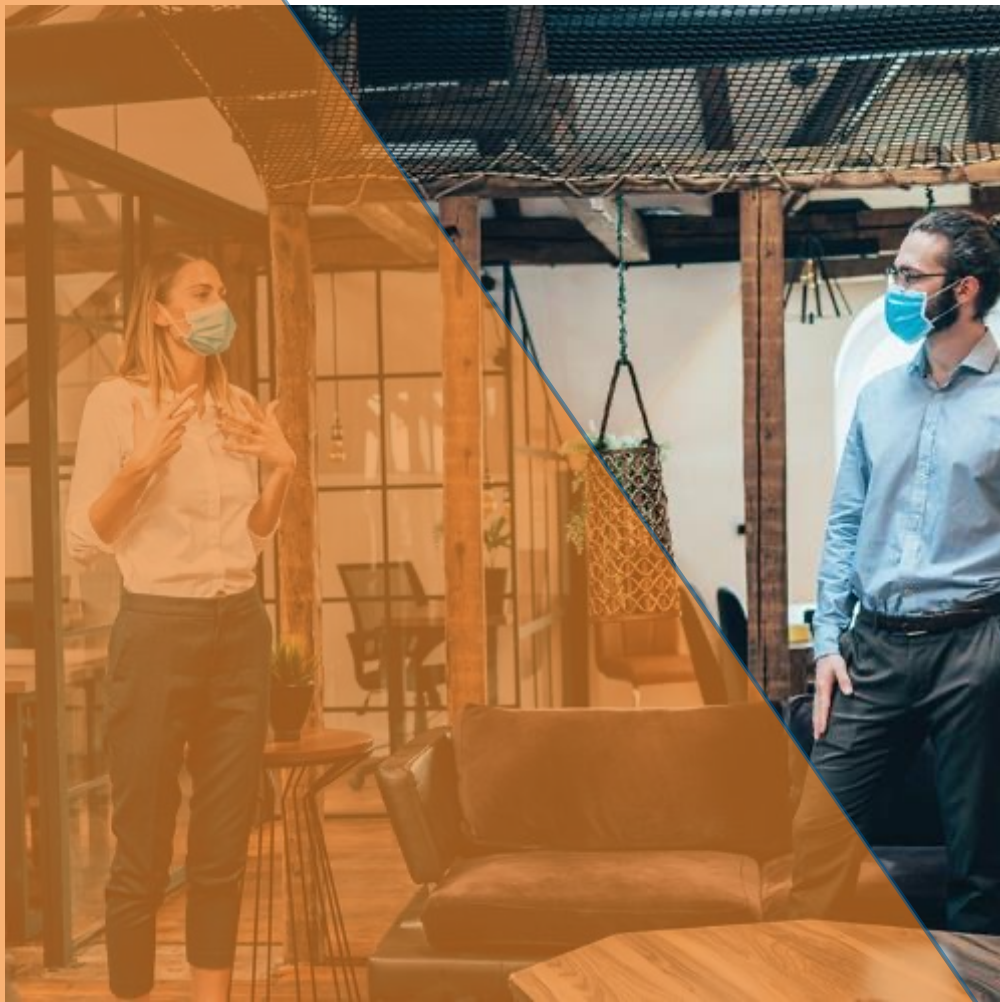
- Provide cost effective pricing for custom measures
- Leverage comprehensive incentives wherever possible
- Utilize on bill financing to support customer cash flow objectives

SBEA Benefits for CT Customers

- Services provided by a qualified contractor
- Customers receive a no-cost proposal
- Generous incentives for energy saving measures such as lighting, refrigeration, and DHW
- Support to solicit bids on custom measures such as VFDs, insulation, etc.
- Zero (0%) financing with on-bill repayment
- Support non-English speakers
- Reduced operating costs and environmental footprint



SBEA Incentive Opportunities





Microbusiness (MBEA) Program

- Incentive up to 80% of the project cost up to \$20,000 for all (non-equipment) retrofit measures
- Pre-approved financing up to \$4,000 with a term of up to 60 months
- Multi-language outreach materials
- Smart T-stats and weatherization options available in this program

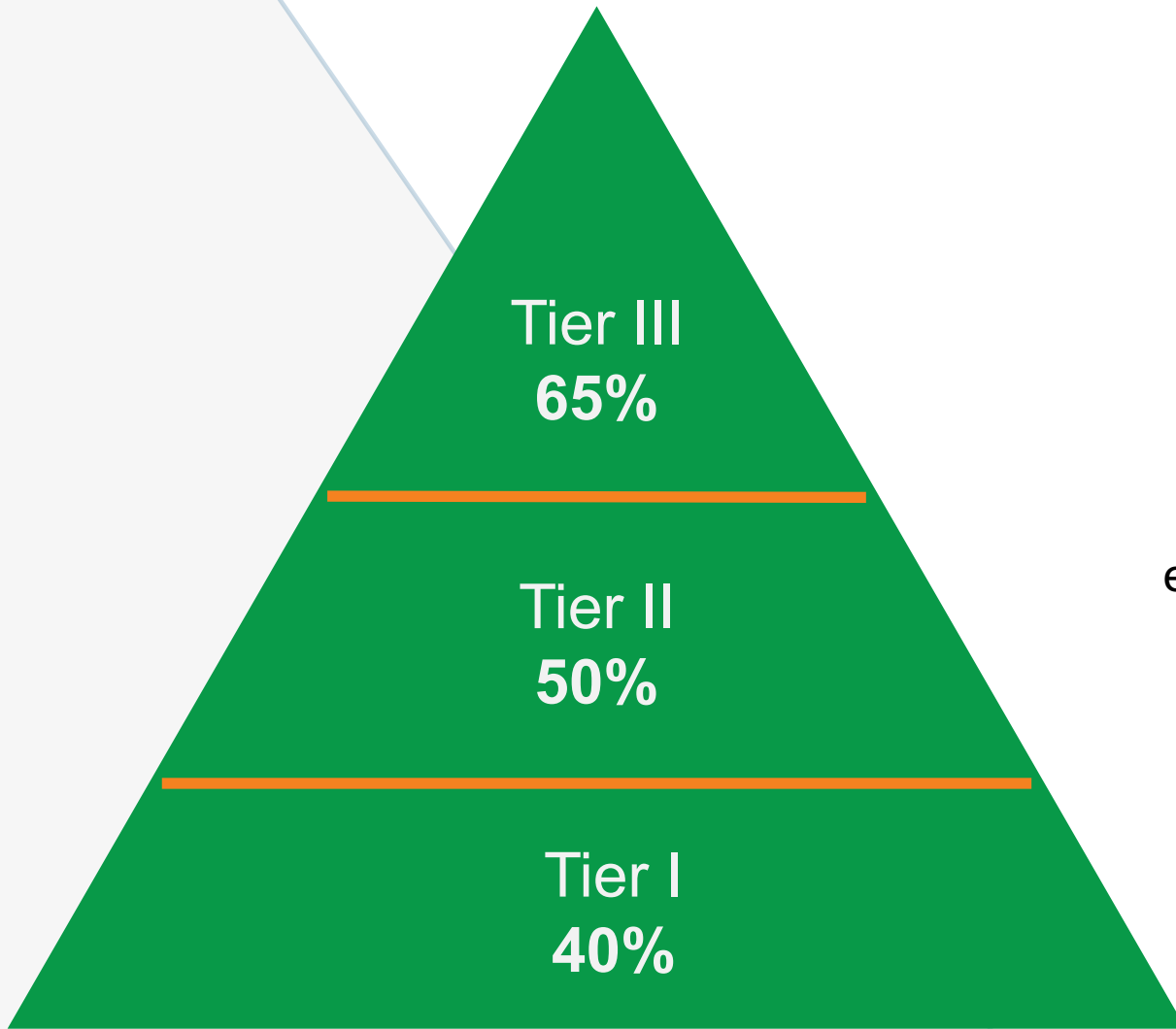
2023: Lighting Updates

LLLC: Starting in 2023, in order to claim savings from Luminaire Level Lighting Controls, the system will need to be fully commissioned at post-inspection.

EISA Update: Screw-based product and downlights will **no longer be eligible** for retrofit programs. Projects must be installed by December 31st, 2023 for these products to qualify for savings and incentive.



Tiered Approach to Incentives



More measures = more savings = greater incentive

Designed to increase the depth and breadth of energy efficiency projects by taking a holistic approach at facilities

Combining projects within a year to obtain higher tier

Comprehensive Incentives



Retrofit Measures and Delivered Fuels

Reminder – we have incentives for qualifying propane and oil retrofit measures



Microbusiness Measures

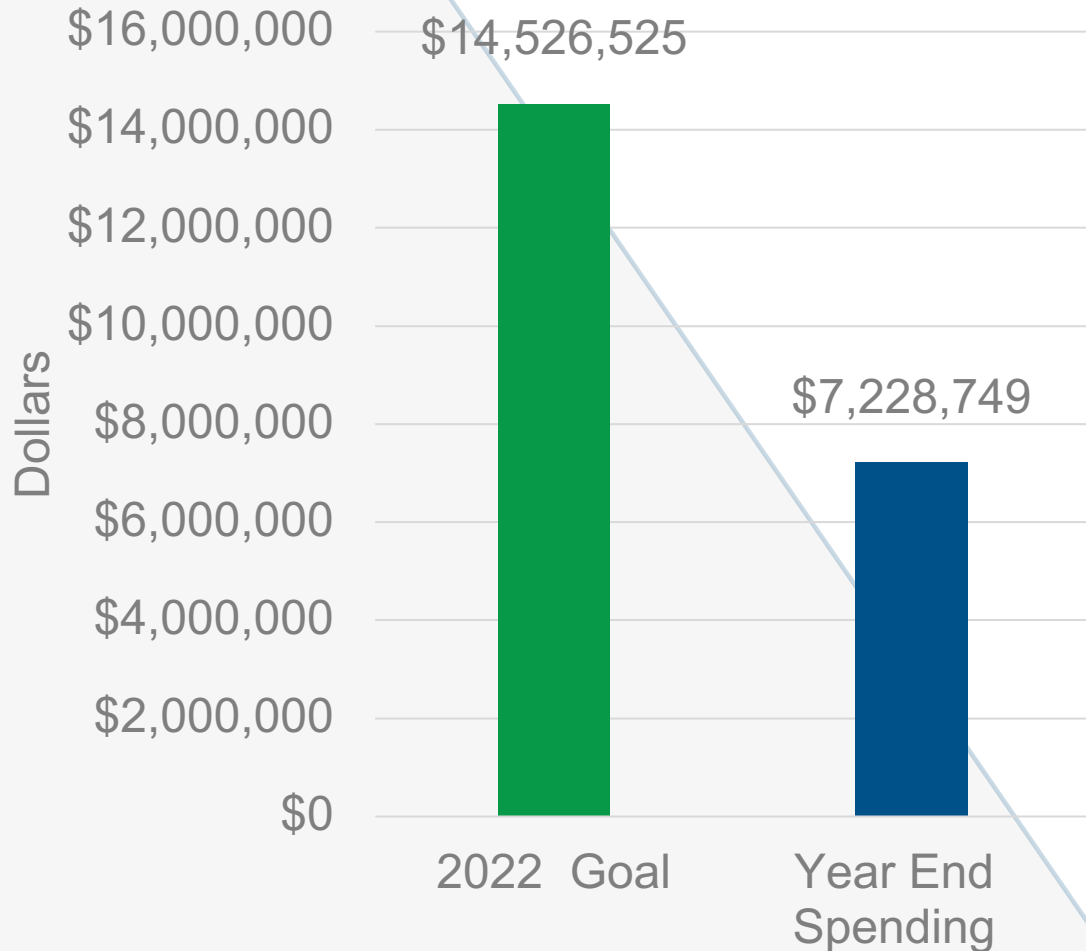
Heat Pump Incentives

2023 Energize CT Commercial Heat Pump Incentives							
Equipment Type	Equipment Capacity		Efficiency Requirements			Instant Discount	Energy Optimization Rebate*
			EER	IEER	COP		
Air Source Heat Pumps	<5.4 tons		Energize CT QPL			\$250/Ton	\$2,000/Ton
	≥ 5.4 Tons and < 11.3 Tons		11.8	15.4	3.5		
	≥ 11.3 Tons and < 20 Tons		10.9	14.6	3.4		
	≥ 20 Tons and < 30 Tons		10.3	13	3.3		
Variable Refrigerant Flow (VRF) Heat Pumps	≥ 5.4 Tons and < 11.3 Tons		11.3	18.9	3.4	\$250/Ton	\$3,000/Ton
	≥ 11.3 Tons and < 20 Tons		10.9	18	3.3		
Ground Source Heat Pumps (Closed Loop)	Brine to Air	< 11.3 Tons	17.1	-	3.6	-	\$4,000/Ton
	Brine to Water	< 5.4 Tons	16.1	-	3.1		
		≥ 5.4 Tons and < 11.3 Tons	16.1		3.0		

*Energy optimization rebates are additional incentives available only for qualified equipment installed by a contractor participating in the Energize CT Heat Pump Installer Network as the primary heat source in an existing building.

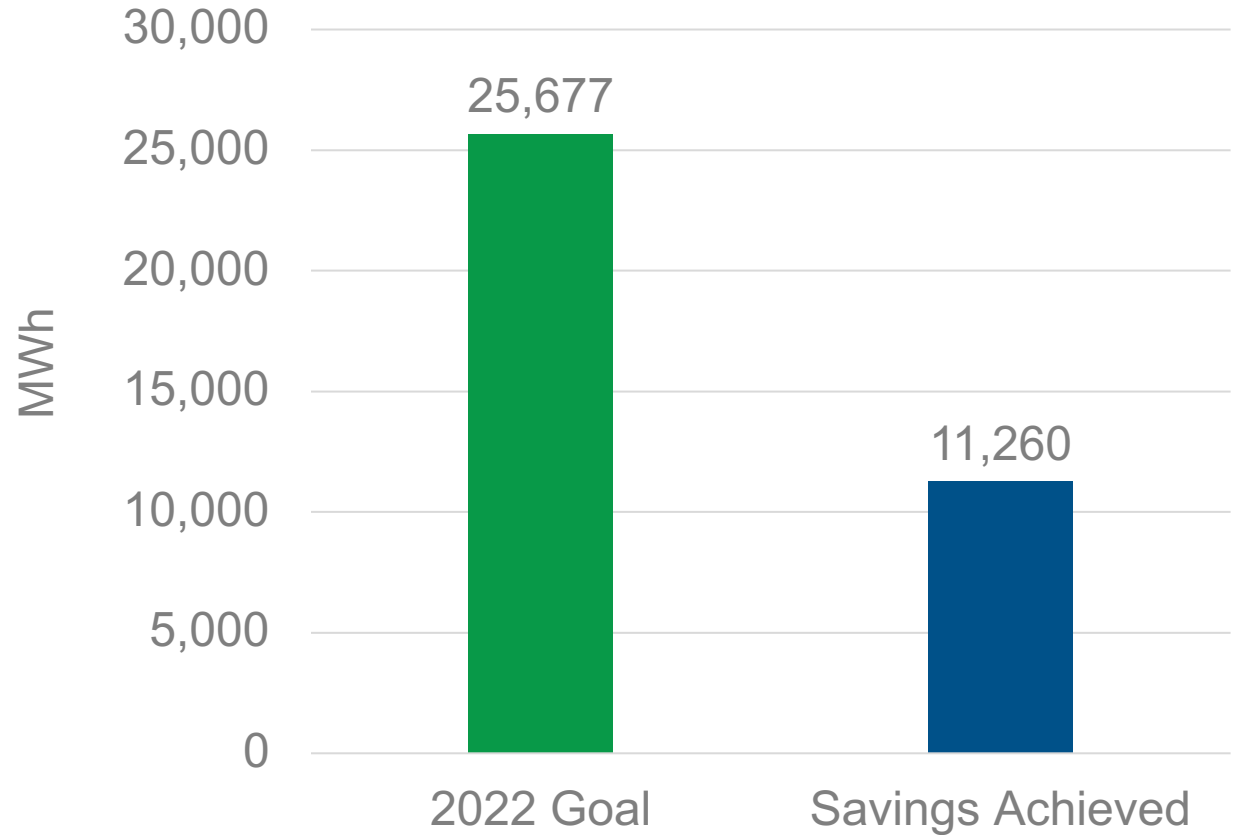
Eversource Electric 2022 Program Performance

Electric Spending 2022



Goal Performance- 50%

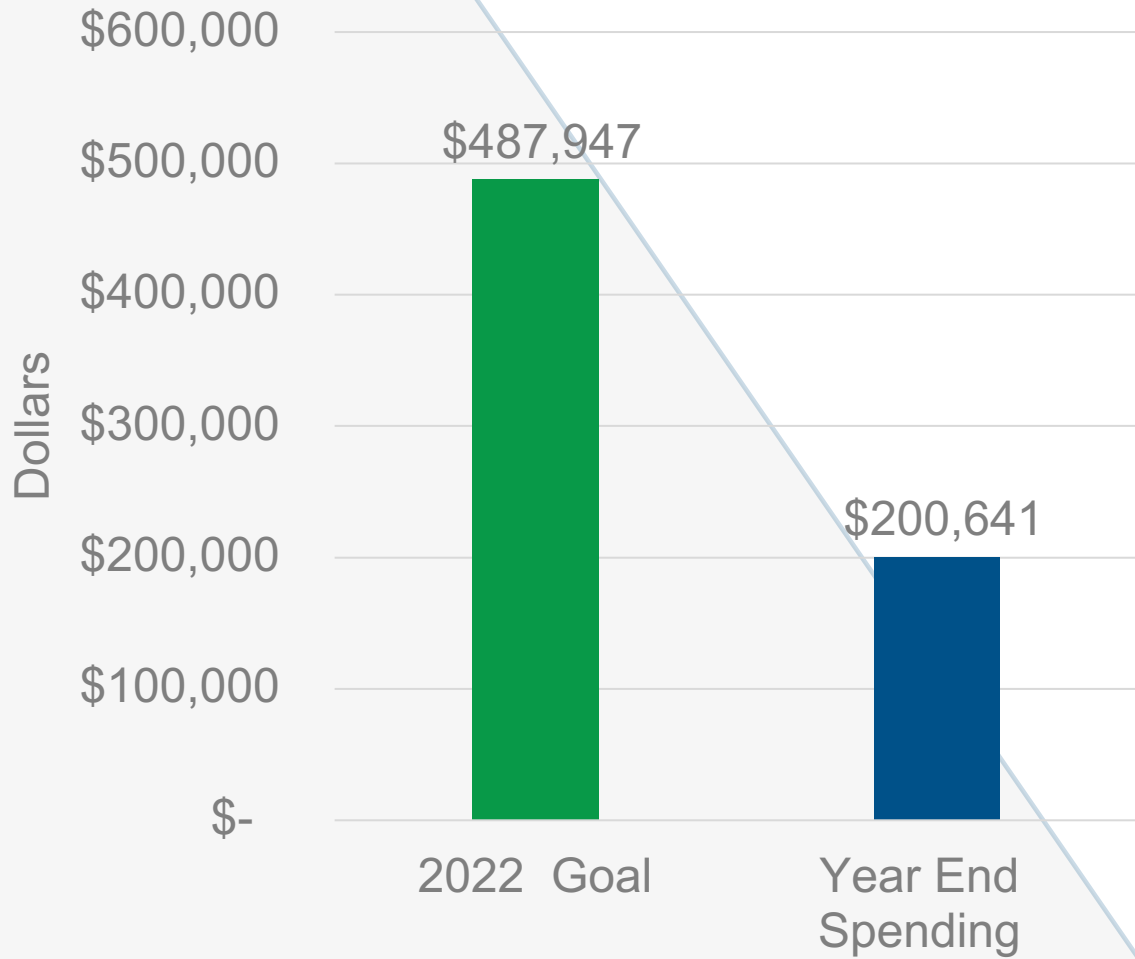
Annual Electric Savings 2022



Goal Performance- 44%

Eversource Gas 2022 Program Performance

Gas Spending 2022



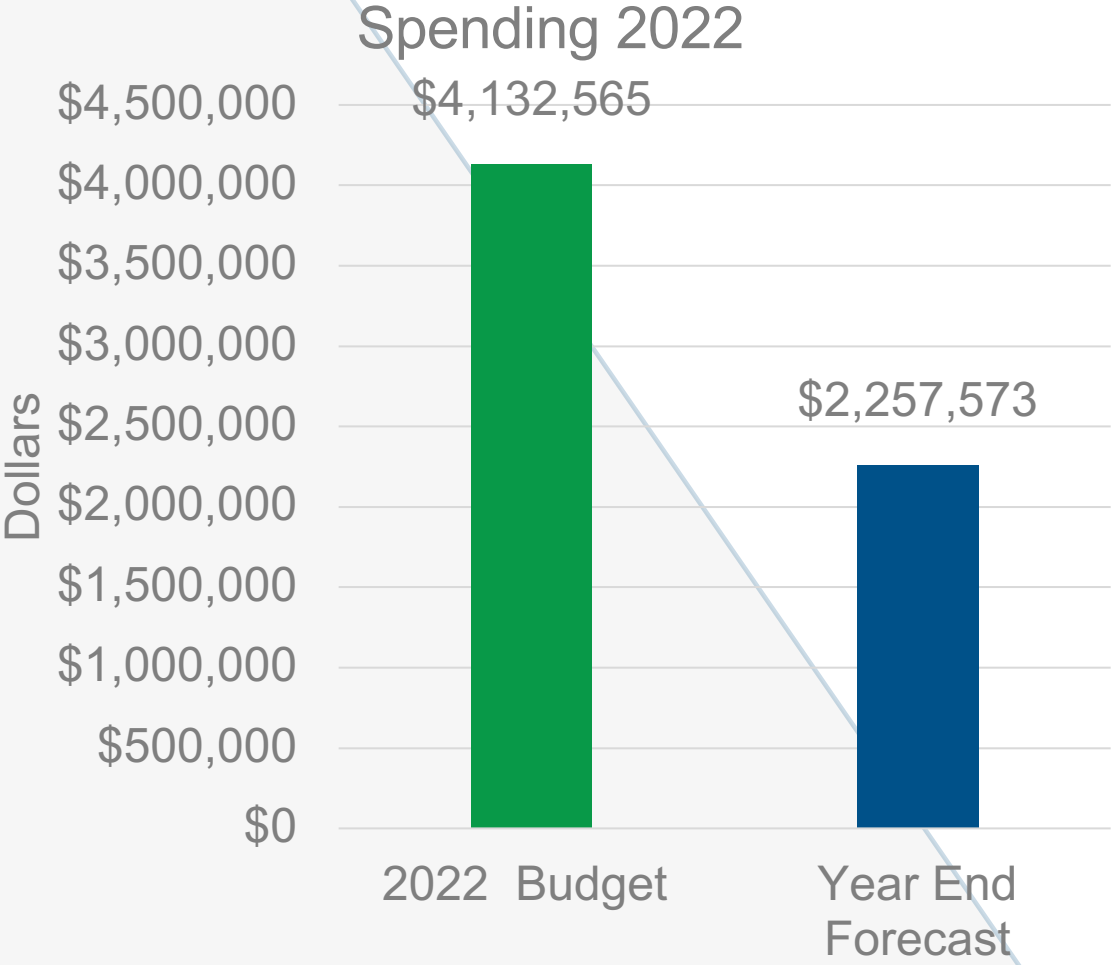
Percent of Budget 41%

Gas Savings 2022



Goal Performance - 12%

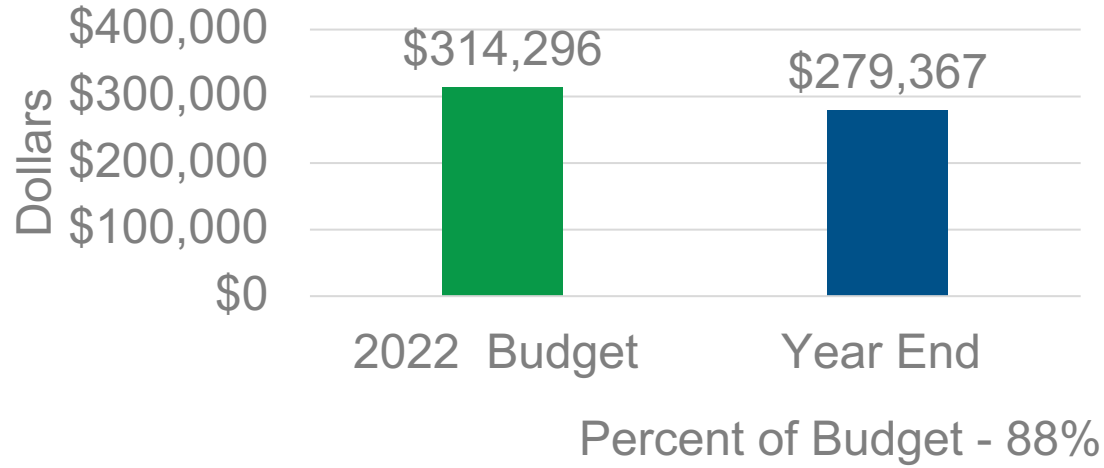
UI Electric 2022 Program Performance



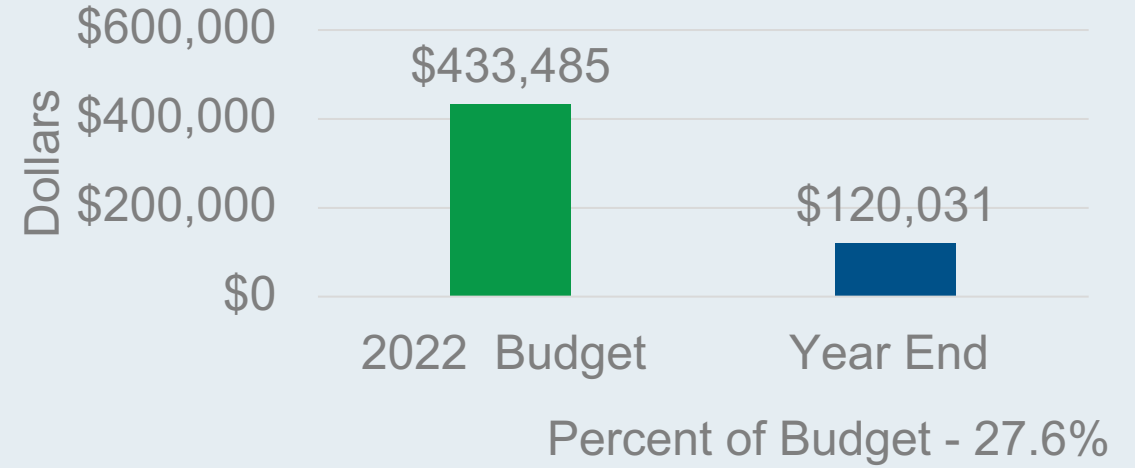
Goal Performance 47%

Goal Performance 82%

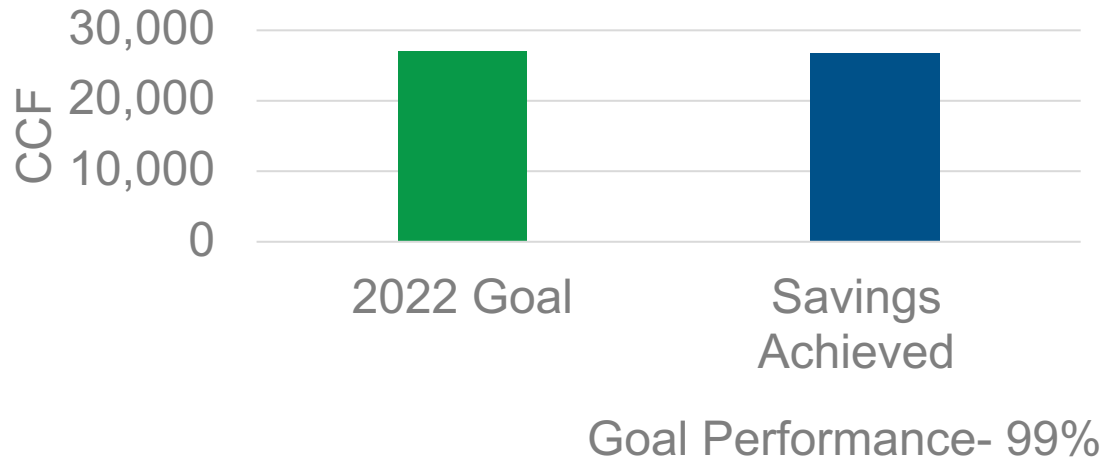
SCG Spending



CNG Spending



SCG Annual Savings



CNG Annual Savings



SCG/CNG Gas 2022 Program Performance

Program Goals for 2023

Utility	Annual Savings Electric (kWh)	Lifetime Savings Electric (kWh)	Units Served	Spending Total Budget
United Illuminating	5,987,819	45,961,001	214	\$ 3,861,696
Eversource	19,482,428	155,367,363	925	\$11,843,210

Utility	Annual Savings Gas (ccf)	Lifetime Savings Gas (ccf)	Units Served	Spending Total Budget
CT Natural Gas (CNG)	68,050	880,765	146	\$ 475,582
Southern CT Gas (SCG)	29,051	491,808	91	\$ 296,671
Eversource	68,258	1,088,950	116	\$ 578,814



- Upgraded in September/December 2022
- All current and new vendors trained in January 2023



- New System Rollout – October 2022
- All active vendors are trained and submitting projects
- Newly contracted vendors to be trained – date forecasted for end of March

Financing Options

- **MBEA** - \$4,000 (0%) Max 60 months on-bill repayment option
- **SBEA** - \$100,000 (0%) Max 60 Months on-bill re-payment option
- **Off Bill Financing** – National Energy Improvement Fund





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National Energy Improvement Fund

Low financing rates for qualifying Eversource & AVANGRID customers

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Third Party Financing Program (off-bill) NEIF

Key information:

- NEIF will fund the loan, so the contract is between the lender and customer
- Customer must qualify for financing based on NEIF credit standards (not utility bill payment history)
- The Interest Rate Buy-down is provided directly to the lenders by the Companies (i.e., CT Energy Efficient Fund) since customers still receive low/no-cost financing below market rates.
- Lenders are fully responsible for loan defaults
- Contractors must be registered with NEIF (no cost): neifund.org/become-approved-contractor

Important links:

- For more information on the program: neifund.org/energize-ct/
- NEIF Financing Portal: neifcommercial.org
- Direct to Customer Financing Application: commercial.neifund.org/apply



Financing EV Charging for Small Business

- On bill financing for qualifying EV Charging with SBEA projects available in 2023
- Projects must include qualifying SBEA measures to consider financing EV chargers
- EV chargers must be installed and approved by ES/UI before small business loan can be finalized*

*SBEA vendors should be aware project close will depend on EV install



Ensuring a Successful Project

- Accurate assessments reduce “back and forth”
- Be as comprehensive as possible
- Understand customer needs to minimize disruption
- Ensure customer account information is accurate
- Updating forecasted completion dates with accuracy
- Providing all required documents with submitted projects
- Conducting self-inspections prior to utility post inspections and communicating changes





Small Manufacturing Initiative Pilot

- Eversource piloting effort with small manufacturers to identify PRIME and O&M Program opportunities
- Collaborating with SBEA vendors to communicate additional benefits beyond SBEA program benefits



Questions

Today's Presenters

Allen.Lungren@eversource.com

Colleen.Morrison@uinet.com

Paul.tangredi@eversource.com

SBEA Team Members

Vfrancis@uinet.com

Rachael.baral@eversource.com

Thomas.martinez@eversource.com

Jeanpierre.documet@eversource.com

Thank you

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