

Commercial Energy Efficiency Programs

- Commercial Energy Efficiency Program
 - Energy Audits & Engineering Grants
 - Custom Incentives
- Energy Savings Plan
- Commercial High Efficiency Heating Program (prescriptive rebates)
- Building Practices & Technology Demonstration
- Economic Redevelopment
- Business Energy Analyzer

Massachusetts Commercial Energy Efficiency Programs

Call the **Efficiency Experts™** from KeySpan Energy Delivery at 1-800-843-3636 to learn more about how you can reduce operating costs and increase profits through our energy efficiency programs.



Energy Audits and Engineering Grants

FREE NO COST, NO OBLIGATION ENERGY AUDIT or co-funding of engineering studies, if applicable.

Energy Savings Plan and Multifamily Energy Efficiency Rebates

Rebates for up to 50% of the installation cost, save up to \$100,000 per project for qualifying energy saving technologies.

High-Efficiency Heating Rebates

High-efficiency heating and water heating rebates from \$150 to \$6,000.

Building Practices and Technology Demonstration Program

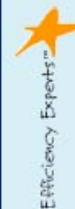
Be on the cutting edge of energy technology by leading the way with energy savings! You could receive funding for up to \$100,000 per project.

Economic Redevelopment Program

KeySpan Energy Delivery assists commercial customers located in economic target areas implement energy saving measures!

How to Participate:


Call 1-800-843-3636 today to see if your project would qualify and start taking advantage of the rebates available to help your business succeed.



Energy Savings Plan

Energy Savings Plan

KeySpan Energy Delivery offers the *Energy Savings Plan* to encourage the installation of energy efficient natural gas related equipment and practices.



The *Energy Savings Plan* provides an energy analysis and/or financial incentives to help our customers use natural gas more efficiently. The flexible structure of the plan provides rebates up to \$100,000 or 50% of project costs to install technologies or employ designs that reduce natural gas consumption.

The *Energy Savings Plan* identifies ways for your business to increase its energy efficiency through a Free Energy Audit, Energy Audit, and/or Engineering Grant Assistance. The **FREE Energy Audit** provides customers with the resources and knowledge of our efficiency experts who evaluate your building's operating efficiency and make recommendations to help you save energy. They will also identify which energy efficiency measures are eligible for rebates but the decision to implement some or all of the measures is always yours!

If your facility is a larger or more complex user of energy then you may want to take advantage of our **Engineering Grant Assistance**. This grant program is offered to customers who may be considering making efficiency improvements to their industrial processes, redesigning their HVAC systems, or are considering installing advanced energy efficient technologies. KeySpan helps customers proceed with these studies by co-funding up to \$10,000 or 50% of the cost of the study.

How to Participate:
Call 1-800-843-3436 to get started on the right path to energy efficiency today!

KEYSPAN Energy Delivery

Efficiency Experts

- Customized rebate based on therm savings and type of measures
- Prescriptive rebates for smaller facilities
- Up to 50% of the cost of measures (Max \$100K per project).
- Most energy efficient gas projects are eligible (co-gen, EMS, natural gas cooling, all types of insulation, windows, doors, etc.).
- Requires Pre-Approval

Design *2000plus* Program Energy Initiative

- ◆ Objective of programs
 - Improve **standard practice** design
 - Expand **understanding** of design options
 - Offer **technical assistance** to designers, builders and owners
 - Provide **rebates** to owners saving electrical energy

Addresses Different Markets

- ◆ **Design 2000plus**

- Targets time dependent opportunities in new construction, renovation, and equipment replacement
- Promotes comprehensiveness and optimization of energy systems

- ◆ **Energy Initiative**

- Targets existing equipment and systems

Program Rebates

- ◆ **Design 2000plus**

- 75% to 90% of incremental cost between standard practices and premium efficiency

- ◆ **Energy Initiative**

- Covers 50% of total installation cost for high efficiency equipment or 'buys down' project to a 2 year payback, whichever is less

Programs Are Flexible

- ◆ **Participation possible at many levels**
 - **Prescriptive** approach
 - pick and choose
 - **Custom** approach
 - for unique situations
 - **Comprehensive Design** approach
 - for maximum benefits

Services Offered

- ◆ **Technical Assistance**
- ◆ **Comprehensive Design Approach**
- ◆ **Comprehensive Chiller**
- ◆ **Commissioning**
- ◆ **Financing**
- ◆ **Ballast Recycling**
- ◆ **Buyers Alliance**

Small Business Services

- ◆ Offer “turnkey” installation of retrofit energy efficient equipment for small businesses – less than 100KW or 300,000 annual kWh
- ◆ Rebates cover up to 80% cost of equipment (primarily lighting)
- ◆ Businesses can finance the remaining 20% at 0% interest up to 24 months
- ◆ Payments are made as part of monthly electric bill



Western Massachusetts Electric

The Northeast Utilities System

Custom Services Program Energy Management System Project Case Study - Intro

Customer: STCC Technology Park, Federal Street, Springfield

Facility Background:

- 6 buildings, 375,000 square feet, leased to 14 different tenants.
- Mix of 24 hr operations, office use, light manufacturing and unoccupied computer data centers.
- Campus is served by a CHW / steam plant.
- HVAC system and pneumatic controls were originally installed in 1970 with modifications since.
- Chiller plant was upgraded with two new centrifugal chillers (Fall 2003)
- CHW distribution system was upgraded with VSDs on the d-pumps and air handler fans.
- New DDC system was installed to control the pumps and fans.
- **HVAC system designed 30 years ago to serve a single type of load profile. Loads cannot be efficiently met going forward.**

Solution:

- New chillers, VSDs and DDC system provide an excellent basis for much better zone control.
- Addition of DDC control points ensures entire HVAC system able to meet the different load profiles of the tenants now and provide the flexibility needed as tenants' use profiles change.

Savings:

2 Million kWh / yr.

Cost:

\$400,000

Simple Payback:

3 years w/out Rebate; 1.5 years w/Rebate (50%)



Western Massachusetts Electric

The Northeast Utilities System

Custom Services Program Energy Management System Project Case Study

System Upgrade Defined as follows:

- Replace the pneumatic thermostats with electronic thermostats.
- Connected to the newly installed central EMS.
- Thermostats control individual VAV dampers.
- Maintaining separate space temperatures in each new zone.
- New electronic controls installed on the electric perimeter reheat boxes.
- Controls maintain heat provided by the steam coils in the main air handling units.
- Electric heat used only as auxiliary perimeter heat or reheat as required.
- OA damper controls using economizer logic to modulate the dampers on AHU.
- Use free cooling, all other times
- Dampers would be closed down to maintain indoor air quality.
- Air quality control using CO2 sensor in the return air ductwork.
- Upgrade the AHU controls to electronic temperature sensors to more accurately control the operation of the AHUs, cooling system and dampers.

C&I Energy Efficiency Programs

Energy Efficiency: Core Customer Incentive Programs

Construction Solutions

- ✓ Focus on Time-Dependent projects
- ✓ Incentives **up to 75% of incremental costs** for viable ECM

Business Solutions

- ✓ Retrofit projects performed for the purpose of energy savings
- ✓ Customer Incentive Structure:
 - Strategic Accounts: **up to 50% of total cost of ECM**
 - Non-strategic Accounts: **up to 75% of the total cost of ECM**

C&I Energy Efficiency Programs

➤ **Easy to use one page Prescriptive application for most common EE measures.**

➤ **Custom applications for any other EE measure submitted for program incentive consideration.**

Emphasis on comprehensiveness, the interaction of building systems, and building performance.

- **Energy Management Systems (EMS)**
- **HVAC - Chillers > 300 tons**

Project Engineers on staff to assist in the custom application process.

Training & Education

» **NEW! Technology Training Programs**

- **Feb – Chiller Training**
- **Mar- Pump System Optimization**
- **May- Refrigeration**
- **Jun- Lighting**
- **Aug – Motors/VFDs**
- **Sept-VFD, Chiller Optimization**
- **Oct – Pump System Optimization**
- **Dec – EMS**

➤ **Visit www.nstaronline.com/your business**

- **Electric energy efficiency programs**
- **Upcoming Seminars**

Training & Education

» Customer Connections

On-line educational tool

Energy information available 24/7

Organized from multiple perspectives

Commercial Energy Advisor

O&M Advisor

Purchasing Advisor

Visit www.nstaronline.com/your_business

Customer Connections

GAS ENERGY EFFICIENCY REBATES

Commercial & Industrial Custom Program

Available for variety of gas saving equipment, controls and measures

- Condensing and high efficiency boilers/furnaces
- Direct contact water heaters
- Waste heat recovery equipment
- Double effect absorption AC and desiccant dehumidification equipment
- Packaged cogeneration (to 300 KW)
- Combustion and other gas-saving controls

Rebates are up to 50% of measure or incremental cost of high efficiency equipment