



Non-Residential Energy Efficiency Programs

2024 Program Year Kick-off

Agenda

- Safety Moment
- Program Overview
 - Program Basics
 - How to apply
 - 2023 Highlights
- What's New for 2024
 - Enhanced Rebates for C&I Lighting
 - Intro to New Programs
 - Program Budgets



Safety Moment

Winter Blues or Seasonal Affective Disorder (SAD)

Symptoms Include

- Fatigue, difficulty concentrating, social withdrawal, and depression

Stress Management

- Identify Stressors
- Set Realistic Goals
- Learn to Say No
- Diet and Exercise
- Mindfulness Practices
- Seek Professional Help



Additional Resources:

- Investigate services available through your insurance provider or company benefits offerings
- [Mental Health At Work, NYS DOL](#)
- [National Institute of Mental Health](#)

Program Implementer



Contact Info

Email: cienergysavings@franklinenergy.com

Phone: 1.888.316.8023



NYSEG/RG&E Rebate Team

Luke Wachob

Program Manager
Rochester

Outreach

Dave Rowley

Outreach Manager
Rochester

Sharon Rowe

Energy Advisor
Buffalo

Carl Ceccanti

Energy Advisor
Rochester

Robert Haak

Energy Advisor
Rochester

Amelia Yoder

Energy Advisor
Binghamton

TBD

Energy Advisor
FT, Albany/Buffalo

Engineering

Chris Ward

Technical Manager
Remote

Andrew von Rathonyi

Engineer
Rochester

Nick Dombrowsky

Engineer
PT, Remote

TBD

Engineer
FT, Remote

Operations

Ryan Dillon

Operations Manager
Rochester

Lydia O'Shea

Operations Analyst
Rochester

Lupe Rocha

Operations Specialist
Remote

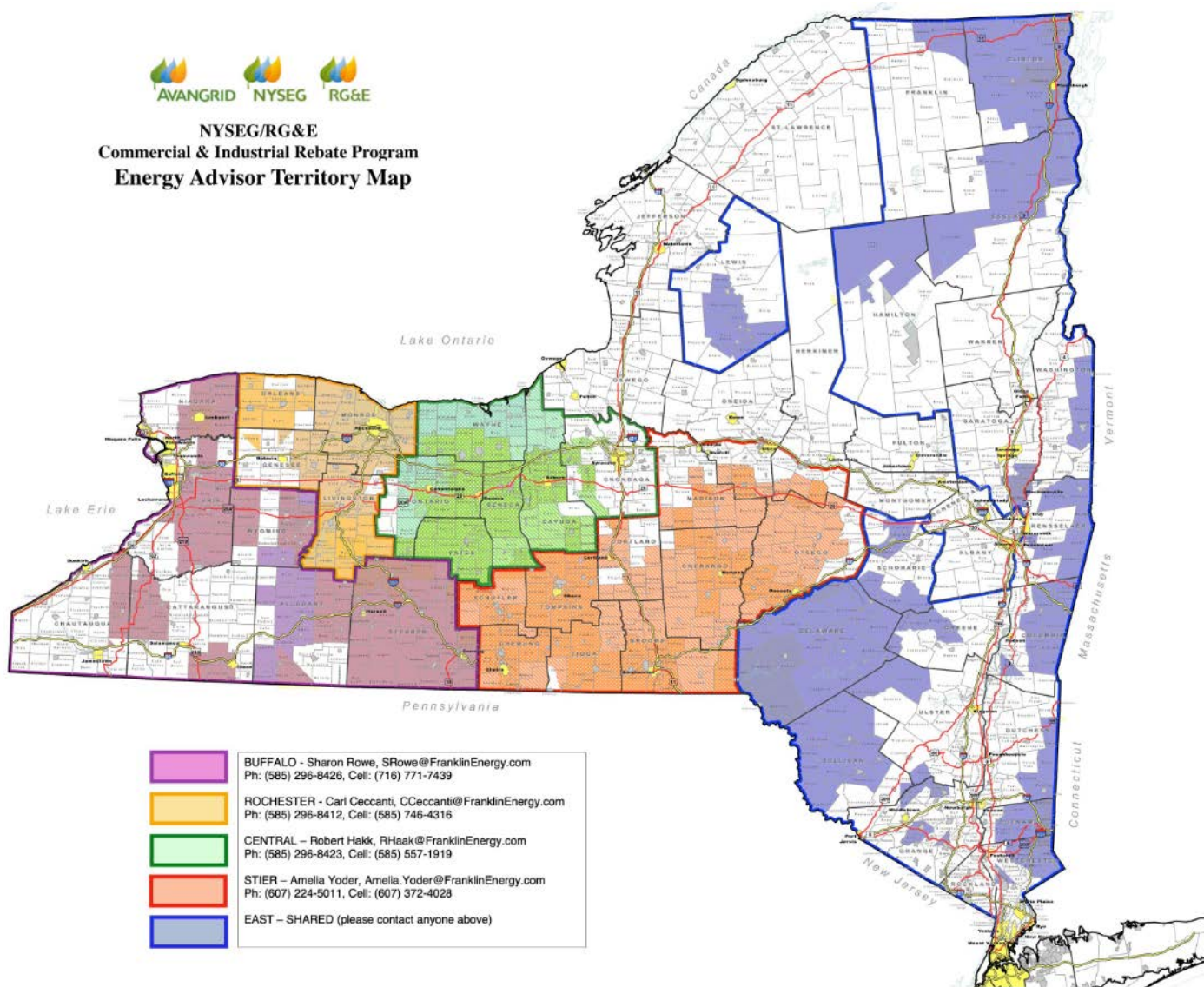
Jennifer Olaleye

Operations Specialist
Remote

NYSEG/RG&E Service Territory



NYSEG/RG&E Commercial & Industrial Rebate Program Energy Advisor Territory Map

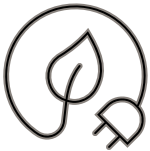


Program Overview

What are the Energy Efficiency Incentive Programs?



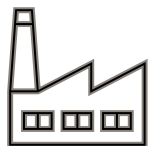
- Incentives for Non-Residential NYSEG and/or RG&E customers for facility upgrades or the installation of equipment that results in lasting energy savings



- Eligible customers include Commercial, Industrial, Small Business, Government and Municipalities, Agricultural



- Retrofits/Add-ons to Existing Buildings, Major Renovation and New Construction Projects



- Does **NOT** include Residential, Multifamily, Renewable Energy, or Heat Pump Applications



Program Structure



Non-Residential Energy Efficiency Program Portfolio

Mature Programs

- Commercial and Industrial (C&I) Rebates Program, since 2016
- Small Business (SB) Rebates Program, since 2022

New in 2024!

- Instant Discount Program
- Retro-Commissioning Program (RCx)
- Energy Management Partnership Program (EMP)

C&I Rebate Program

Provides rebates to utility customers who perform energy efficiency upgrades to their facilities and/or install energy efficient equipment

- **Prescriptive – predetermined rebate amounts for eligible equipment**
 - Preapproval is optional
 - 90-day lookback window for completed work
- **Custom – performance-based rebates, calculations required**
 - \$0.20/kWh saved annually
 - \$1.50/therms saved annually
 - Preapproval is required

We'll pay up to
50%
of the project cost!

Notes:

- NYSEG and RG&E offerings are identical
- No min or max rebate amount, some caps for Custom applications
- Rebates are paid after project is completed
- Flexible payment options

C&I Rebate Program Catalogs

NYSEG · RG&E
Part of the Avangrid family

Agricultural Equipment

2024 Rebate Catalog

High Speed Barn Fans (page 2)
Refrigeration Heat Recovery (page 3)
Milk Pre-Cooling System (page 4)
Variable Speed Vacuum Pumps (page 4)

NYSEG · RG&E
Part of the Avangrid family

Process Systems

2024 Rebate Catalog

VSD Air Compressors (page 2)
Refrigerated Compressed Air Dryers (page 2)
Zero-Loss Condensate Drains (page 3)
Compressed Air Flow Controllers (page 3)
Compressed Air Low Pressure Drop Filters (page 3)
Compressed Air Heat Recovery (page 4)
Ozone Generator for Commercial Laundry Machines (page 4)
Process Exhaust Filtration and Recirculation (page 4)

NYSEG · RG&E
Part of the Avangrid family

Kitchen Equipment and Refrigeration

2024 Rebate Catalog

Ovens (page 2, 3)
Insulated Holding Cabinets (page 3)
Fryers (page 4)
Griddles (page 4)
Steamers (page 4)
Ice-Makers (page 5)
Dishwashers (page 5)
Electronically Commutated Motors for Refrigeration Evaporator Fans (page 5)
Anti-Condensation Heater Controls for Refrigerated Cases (page 7)
Evaporator Fan Controls (page 7)
Cooler and Freezer Door Strips (page 7)

NYSEG · RG&E
Part of the Avangrid family

Lighting

2024 Rebate Catalog

Replacement Tubes (page 2)
Interior Ambient Fixtures (page 3)
Downlights, Track Lighting and Wall-Wash (page 3)
High/Low Bay (page 3)
Refrigerated Case Lights (page 4)
Exterior Area (page 4)
Lighting Controls (page 5)

NYSEG · RG&E
Part of the Avangrid family

HVAC and Plumbing

2024 Rebate Catalog

Notched and Synchronous Belts (page 2)
Steam Trap Surveys (page 3)
Steam Traps (page 3)
Unitary HVAC and Split AC Systems (page 4)
Boilers, Furnaces and Unit Heaters (page 5)
Boiler Economizer (page 5)
Low-Intensity Infrared Heaters (page 6)
Instantaneous Water Heaters (page 6)
Weather Stripping and Air Sealing (page 7)
EC Motor for Hydronic Circulation Pump (page 8)
Controls and Thermostats (page 9)
Energy Management System (EMS) - Geost Room (page 9)
VFD for HVAC Fans and Pumps (page 10)
Demand Controlled Ventilation (DCV) (page 11)
Industrial Air Curtain (page 11)
Boiler Tune-Ups (page 12)
Chiller Tune-Ups (page 12)

NYSEG · RG&E
Part of the Avangrid family

Custom Program

The Custom Program is for all energy efficiency measures not listed in the other C&I Incentive Catalogs.

Introduction: This catalog contains eligibility criteria pertaining to custom rebates. Criteria depends on equipment type, measurement type, facility size, project cost, and savings potential. The information below can be used to determine eligibility and understand how custom rebate applications are awarded. To estimate rebate potential, please download our **Custom Rebate Calculator** from our website.

Applications are submitted through nyseg.org. For questions, contact the Commercial and Industrial Rebate Project Team at 800.476.6663, email commercialrebates@nyseg.org, or visit nyseg.com/ci/rebate.

2024 Custom Rebate Range	
Maximum Rebate	\$1,000,000
Project Savings	\$1,000,000
Maximum Savings	\$1,000,000

General Requirements

- Rebate amount per performance based unit are calculated as follows:**
 - Maximum Rebate Amount - Custom Rebate Rate (kWh or Dollars) x Energy Savings (kWh or Dollars)
 - Total rebate cannot exceed 90% of incremental cost for End of Life Replacement and New Construction projects and cannot exceed 50% of total project cost for Energy Replacement or Additional Equipment projects. Please see Implementation Types below for further project type definitions.
 - Project simple payback must be greater than or equal to 3 months for End of Life Replacement projects and 12 months for all other commercial customers. If the total project payback without a rebate fails to meet the minimum payback period, the project may be ineligible for any rebate.
 - Rebate levels are reduced to meet the program's minimum payback period.
- In addition to the required documentation in the Rebate Application, Custom rebate applications require supporting documentation, which may be submitted for pre-approval including:
 - Equipment specifications for proposed equipment and baseline equipment when applicable; appropriate baseline equipment depends on the replacement type as described in the Definitions section below.

Definitions

Pre-Approved is an engineering desk review performed by program staff which is a prerequisite to custom rebate projects. A determination letter is issued. Pre-approved projects when a signed application and required documents are received. Pre-approved is not a guarantee of a rebate. The program staff and the Rebate Program administrator have to discuss further.

Pre-Approved and Pre-Approved are pre- and post-construction site visit where the rebate program makes its onsite equipment or site inspection. Rebate program staff will conduct an audit of all projects and are required for any application requesting a rebate of \$25,000 or more. Program staff reserves the right to perform an inspection for any project.

Rebate to Cost Ratio (RCR) is an economic analysis that compares the rebate amount to the total incremental project costs. The analysis is performed internally when applying for Custom rebate to determine eligibility. Projects are not eligible if the measure level RCR is less than 1.0. If the project level RCR is greater than or equal to 1.0, all measures are eligible for their full rebate. The project level RCR is less than 1.0. Measures with a rebatable amount for eligibility. Changes in project costs and savings between pre-approval and final approval may result in a failing RCR.

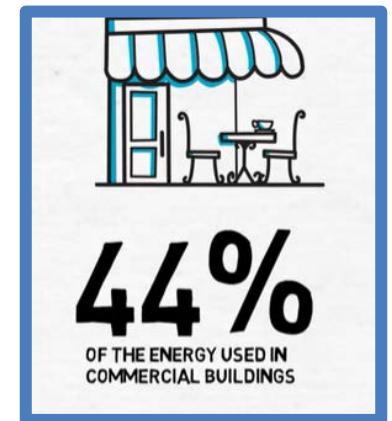
page 1 of 2

Small Business Rebate Program

Provides prescriptive rebates to utility customers who perform energy efficiency upgrades to their facilities and/or equipment

- Formerly the “Small Business Customer Choice” (SBCC) program
- Eligibility Criteria for SB Program
 - Annual Average Electric Demand \leq 110kW
 - Annual Gas Consumption \leq 5,000 therms
 - New Construction and some Major Renovation Projects are Ineligible
- Rebates are paid after project is completed
- Flexible payment options
- 60% of all applications in 2023 were for SB customers

Market Opportunity



Small Business Rebate Program



Small Business Program

2024 Rebate Catalog

LED Lighting Fixtures:

LED Replacement Tubes (page 3)

Interior Ambient Fixtures (page 3)

Refrigerated Case Lights (page 3)

Downlights, Track Lighting and Wall-Wash (page 3)

Exterior Area (page 4)

High/Low Bay (page 4)

Lighting Controls (page 5)

HVAC Measures:

Furnaces, Boilers, Unit Heaters (page 6)

Instantaneous Water Heaters (page 6)

Wi-Fi Thermostats (page 7)

Demand Controlled Ventilations (page 7)

Weather Stripping and Air Sealing (page 8)



Free (and Low-Cost) Ways to Save Energy at Your Small Business.

Complete these routine operation and maintenance tips to lower your energy costs and keep your equipment in tip-top shape.

- Heating, Cooling and Ventilation (HVAC)**
 - Program thermostats to adjust temperature settings when unoccupied or set to a schedule.
 - Optimize economizers and outside air intake equipment.
 - Tune up boilers and chillers.
 - Restore VFD motor control settings.
 - Clean filters and coils on a regular basis.
 - Survey staff quarterly to identify comfort issues (e.g. drafty, too cold, too warm, stuffy) and investigate solutions.
 - Test, maintain and repair steam traps if applicable.
- General**
 - Schedule regular maintenance to change air filters, clean cooling coils, check that air intake and vents are free of debris, and perform tune-ups on heating and cooling equipment.
 - Minimize the use of plugged-in electronics, including space heaters and personal appliances.
 - Keep windows and doors closed while the space is being used.
 - Reveal energy-efficient behaviors to encourage employee participation.
 - Routinely check to make sure equipment setpoints have not been overridden, including setpoints for space temperature, motors controlled by drives, and hot water supply temperature.
- Lighting**
 - Direct staff to dim or turn off nonessential common-area lighting when unoccupied.
 - Upgrade to DLC or ENERGY STAR® certified LED lighting, which uses up to 90% less energy and lasts up to 25 times longer than typical incandescent bulbs.
 - Install occupancy sensors on lighting fixtures.
- Water Heating**
 - Lower the tank heater to the setpoint.

Small Business Rebate Program

2024 Small Business Rebate Guide

For your convenience, we've created this quick reference guide to available rebates. Full program requirements and eligibility are not included but can be found in the Small Business rebate catalog available at nyseg.com/sbrp and rge.com/sbrp. Equipment not listed below, or equipment that does not meet the eligibility criteria described in the full catalog, may be eligible for large commercial or custom rebates.

Lighting

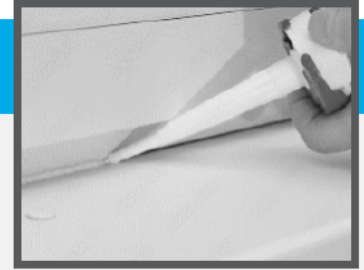
Description	DLC	ENERGY STAR	Reported Wattage		
			SBCC Rebate	High Runtime	
LED Tubes Including U-bends and T8HO Tubes	X		1W - 19W	\$150 per tube	\$200 per tube
			19W - 50W	\$80 per tube	\$50 per tube
			50W - 240W	\$30 per fixture	\$60 per fixture
LED 14, 20, 24, Linear Ambient	X		24W - 40W	\$50 per fixture	\$90 per fixture
			40W - 50W	\$40 per fixture	\$70 per fixture
			50W - 60W	\$45 per fixture	\$70 per fixture
LED Downlights		X	1W - 50W	\$15 per fixture or ft	\$40 per fixture or ft
LED Track Lighting		X	1W - 60W	\$15 per fixture or ft	\$40 per fixture or ft
LED Indoor Wall Wash Fixtures		X	1W - 50W	\$80 per fixture	\$100 per fixture
LED High and Low Bay Fixtures	X		140W - 240W	\$400 per fixture	\$500 per fixture
			240W - 290W	\$400 per fixture	\$500 per fixture
			290W - 3000W	\$400 per fixture	\$500 per fixture
LED Refrigerated Case Lights - Cooler	X		1W - 80W per linear foot of luminaires	\$7 per linear foot of luminaires	\$11 per linear foot of luminaires
LED Refrigerated Case Lights - Freezer	X		1W - 80W per linear foot of luminaires	\$7 per linear foot of luminaires	\$11 per linear foot of luminaires
LED Wall Packs, Flood Lights, Arm Mount/Fixt.	X		1W - 80W	\$20 per fixture	N/A
			80W - 240W	\$40 per fixture	N/A
			240W - 3000W	\$40 per fixture	N/A

Description	Eligible Control Type	Watts Controlled	SBCC Rebate	High Runtime
Wall Switch Sensor	Occupancy	Any	\$10 per sensor	\$20 per sensor
Remote or Wall Mounted Sensor	Occupancy, Daylighting	Any	\$10 per sensor	\$40 per sensor
Picture-Mounted Sensor	Occupancy, Daylighting	Any	\$10 per sensor	\$20 per sensor
Integrated Sensor	Occupancy, Daylighting, Occupancy and Daylighting	1W - 20W	\$4.50 per sensor	\$2 per sensor
		> 20W	\$20 per sensor	\$40 per sensor
Refrigerated Case Sensor	Occupancy	Any	\$1 per sensor	\$20 per sensor
Networked Lighting Controls (DLC certified only)	N/A	1W - 80W	\$10 per sensor	\$24 per sensor
		> 80W	\$44 per sensor	\$80 per sensor

General Requirements: Products must be certified by DLC® or ENERGY STAR® to qualify.

Small Business Rebate Program

Weather Stripping and Air Sealing



General Requirements:

- This measure pertains to methods of sealing air leakage paths to reduce infiltration including, but not limited to, caulking, gasketing, and weather stripping.
- The exterior envelope, as well as interior walls/partitions between conditioned and unconditioned spaces should be inspected through a comprehensive building envelope survey and **all gaps sealed**.
 - Supporting documentation for this survey must be provided with rebate application.
 - All gaps found in the survey must be sealed to be eligible for the rebate.
- At a minimum, the following items shall be inspected, and sealing measures implemented based upon inspection results:
 - Caulk and weather strip doors and windows that leak air.
 - Repair or replace doors leading from conditioned to unconditioned space.
 - Seal air leaks between unconditioned (including unconditioned basement and attics) and conditioned spaces, to include, but not limited to, plumbing, ducting, electrical wiring, wall top plates, chimneys, flues, and dropped soffits.
 - Use foam sealant on larger gaps around windows, baseboards, and other places where air leakage, either infiltration or exfiltration may occur.
- Projects implementing only one of the above opportunities **may not be eligible for the full incentive**.
- New construction and major renovation projects are ineligible for this rebate.

Inputs

Square Footage of Area Affected by implemented measures	Number of stories in building	Shielding Class 1-5 (see definitions below)	Total Requested Rebate (Rebate = \$150 per 1000SF)

Shielding Class Definitions:

1 No shielding on any side

C&I and SB Application Process

1. Visit the program website for all information
RGE.com/CIRP RGE.com/SBRP nysegrgeta.com
NYSEG.com/CIRP NYSEG.com/SBRP
2. Confirm Project Eligibility and Type
3. Apply Online – **NGAGE**
4. Get **Pre-Approved** (*required for custom, or as desired*)
5. Execute Project
6. Submit Final Documents Online and Get Your Rebate



Notes:

- Contact program staff with any questions or for a demo on the application process
- Watch our 2023 webinar recording on [How to Apply](#)
- ACH bank transfer payment option in the works for 2024

C&I and SB Contractors

Trade Ally Network

[Find a Contractor Tool](#)

NYSEG RG&E
Part of the AVANGRID Family

FIND A CONTRACTOR

Find a Contractor

Customers are free to use any contractor they choose to perform their energy efficiency project. If you are looking for a contractor, our Trade Ally Network includes qualified commercial contractors and energy experts who are familiar with the rebate program and who can help you with all your energy efficiency needs.

Sort By Distance from 14620

Business Type

- All
- Architecture and Engineering
- Energy Services
- Equipment Distributor
- Financial Services
- Installation Contractor
- Rebate Management

Services Offered

- All
- Agricultural Services
- All Energy Efficiency
- Building Controls
- Commercial HVAC and Refrigeration
- Commercial Kitchen and Food Service
- Compressed Air Systems
- Energy Analysis

1 - 5 of 96 results

Display 5 results per page



nysegrgeta.com

NYSEG RG&E

WELCOME TRADE ALLIES

Whether you're interested in becoming a Program Ally or you're already one, you'll find everything you need to know right here. Thank you for your interest in helping NYSEG and RG&E customers save energy and money!

Program Overview

Learn more about the Commercial and Industrial C&I Rebate Program and other rebates in our rebates and incentives center. You'll find everything you need to know right here.

Trade Ally Resources

Access all the tools, trade applications, and more you need to get started with the program. From finding and contacting our energy efficiency experts.

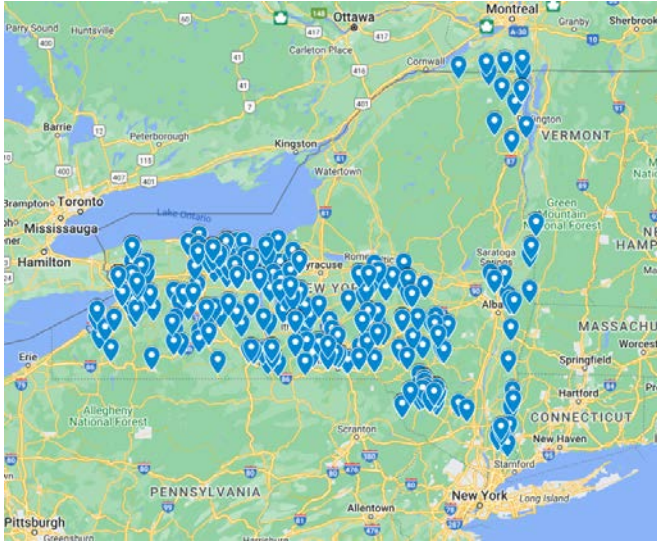
Program News

Get the latest updates on the C&I Rebate Program and rebates for the calendar year. You can also view a blog.

74% of all projects in 2023 were submitted by Trade Allies

2023 Highlights – THANK YOU

- 1,400 projects processed
- \$13 million rebates paid



Customer Recognition

Customer Projects
Monroe County
Lincoln Dairy
Nichols Distributing

Trade Ally Recognition

Small Business: Projects	Commercial: Projects
Green Light Energy	Wendel Energy
Hill Electric	EMCOR
Eastern Energy	Billitier Electric
Lumalon	Centrica Business Solutions
Power Management	Singer Equipment

Small Business: Energy Savings	Commercial: Energy Savings
Green Light Energy	HKD Snowmakers
GB Lighting	Centrica Business Solutions
Hill Electric	Power Management
Power Management	Wendel Energy
Eastern Energy	Billitier Electric

Enhanced C&I Lighting Offerings for 2024

LED lighting not eligible for rebates starting in 2026

- [NYS PSC Case 18-M-0084](#)
- Order Filed on 7/20/23
- Affects all utilities statewide
- C&I, SB, Multi Family, Residential



How NYSEG and RG&E are Responding

- **50+% Increase on LED Rebates Effective Feb 1st**
 - Guaranteed through 2024 while funds are available
 - Existing unpaid applications will be included
 - NGAGE Portal will be updated to reflect new amounts
- **Shift Program Focus Toward Non-Lighting**

New Programs for 2024

Instant Discount Program

- Discounts offered at point of sale through select distributors
- No application, no paperwork, no waiting
- Partnership with Energy Solutions



Measures Offered:

- Phase 1 – LED Lighting, launching ASAP
- Phase 2 – PEI Pumps and Life Sciences Equipment, mid-year
- Phase 3 – TBD, mid-year

81%

of buyers purchase what
distributors recommend

Source: California PUC NTG Study, September 2016

New Programs for 2024



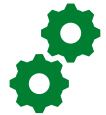
Retro-Commissioning Program

Definition

RCx is a systematic process for investigating, analyzing, and optimizing the performance of an existing building's mechanical and electrical systems through O&M improvement measures.

Customer Journey

1. Customer Selects their Technical Service Provider (TSP)
2. TSP Performs RCx Study
3. Customer Selects Measures for Implementation
4. Customer Implements Measures (\$5,000 min for large customers)
5. Validate Savings
6. Customer Receives additional Rebate for Savings



Three RCx Participant Types:

- Large Industrial: defined by mechanical systems and capacities
- Large Commercial: > 100,000 square feet
- Express Building Tune-Up: < 100,000 square feet

New Programs for 2024



Energy Management Partnership Program

Definition

The EMP Program offers a wholistic approach to energy management that incorporates energy efficiency into an organization's daily operations, promoting a culture of continuous improvement in energy improvement and sustainability.

Intent

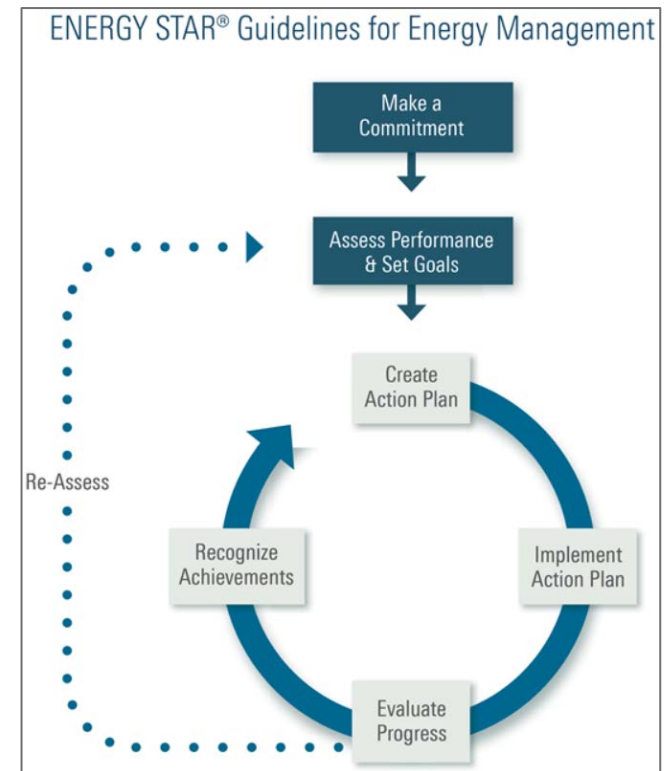
Teach customers to leverage existing internal resources and teams to build new processes that identify and implement low-cost and behavioral energy savings measures.

Two EMP Participant Types

- Commercial: 2+ GWh of electric use
- Industrial: 3+ GWh of electric use

Activities Included

- Coaching Sessions
- On-site Staff Training
- Peer-to-peer Workshops
- On-site Treasure Hunts

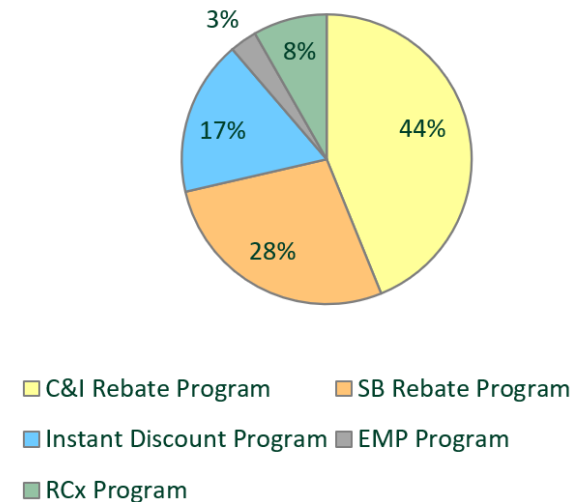


Non-Residential Program Budgets

Program	Feul Type	Company	Budget
C&I Rebate Program	Electric	NYSEG	\$8,238,689
		RG&E	\$4,407,203
	Gas	NYSEG	\$200,000
		RG&E	\$190,000
SB Rebate Program	Electric	NYSEG	\$6,349,904
		RG&E	\$1,675,000
	Gas	NYSEG	\$110,000
		RG&E	\$45,000
Instant Discount	Electric	NYSEG	\$4,100,000
		RG&E	\$1,050,000
EMP Program	Electric	NYSEG	\$500,000
		RG&E	\$400,000
RCx Program	Electric	NYSEG	\$1,800,000
		RG&E	\$650,000

67% Budget Increase Over 2023!

Budget by Program



Subject to Change

More in 2024

Stay Tuned!

- ✓ Program Updates Announced Via Email and Webinar
 - New program launch dates and enrollment instructions
 - New rebate offerings for all programs
 - Rebate bonuses for disadvantaged communities and non-profits
 - Market analysis for lighting opportunities
 - ACH bank transfer enrollment
- ✓ Quarterly Topical Webinars and Trainings
 - Webinar Schedule TBD
 - Follow up with links to recording and supporting documents
- ✓ Trade Ally Exclusive Events
 - TA Luncheons
 - TA Newsletter
- ✓ Events, Outreach, and Associations
 - 57 events attended in 2023, looking for more in 2024



Connect with us:

Name	Phone	Email
Luke Wachob	585-296-8420	Lwachob@franklinenergy.com
Dave Rowley	585-296-8413	drowley@franklinenergy.com

Non-Residential Rebate Programs Team
Email: cienergysavings@franklinenergy.com

Phone: 1.888.316.8023

Recording can be found at: www.nysegrgeta.com

Thank you!