



2023 Program Kick-off

2/9/2023

NYSEG/RG&E Commercial & Industrial Rebate Programs

Agenda

- Program Overview
 - Who we are
 - Program basics
 - How to apply
- What's New for 2023
 - Budgets
 - New offerings
 - Program updates
- New Tools
 - TA Microsite
 - Find a Contractor Tool

Safety First

Rainwater

- February is one of the wettest months of the year
- Wet surfaces can cause hazards on the jobsite, in the workplace, and in our day-to-day
 - Slips, trips and falls
 - Can increase danger when using cranes or hoists
 - Can affect driving conditions on the road and construction sites
 - Can freeze and increase risk of accidents



Safety First

Rainwater

- OSHA has no specific guidelines around working in the rain, but they do recommend:
 - Moving cautiously, particularly on ladders or at heights
 - Use tools that are appropriate for use in the rain with non-slip handles
 - PPE including non-slip footwear
 - Suitable hand protection with good grip



Program Implementer



- Email:
cienergysavings@franklinenergy.com

Phone:

1.888.316.8023

- Program Office:
Victor, NY - Remote

NYSEG/RG&E Rebate Team

Outreach

Dave Rowley
Outreach Manager-
(Rochester)

Sharon Rowe
Energy Advisor (Buffalo)

Carl Ceccanti
Energy Advisor (Rochester)

Robrt Haak
Energy Advisor (Rochester)

Amelia Yoder
Energy Advisor
(Binghamton)

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Program Manager
(Rochester)

Engineering

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Engineer (Rochester)

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Engineer (Rochester)

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Engineer (PT, Remote)

Operations

Ryan Dillon
Operations Manager
(Rochester)

Lydia O'Shea
Operations Specialist

Jennifer Olaley
Operations Specialist

Lupe Roche
Operations Specialist

Service Area



AVANGRID

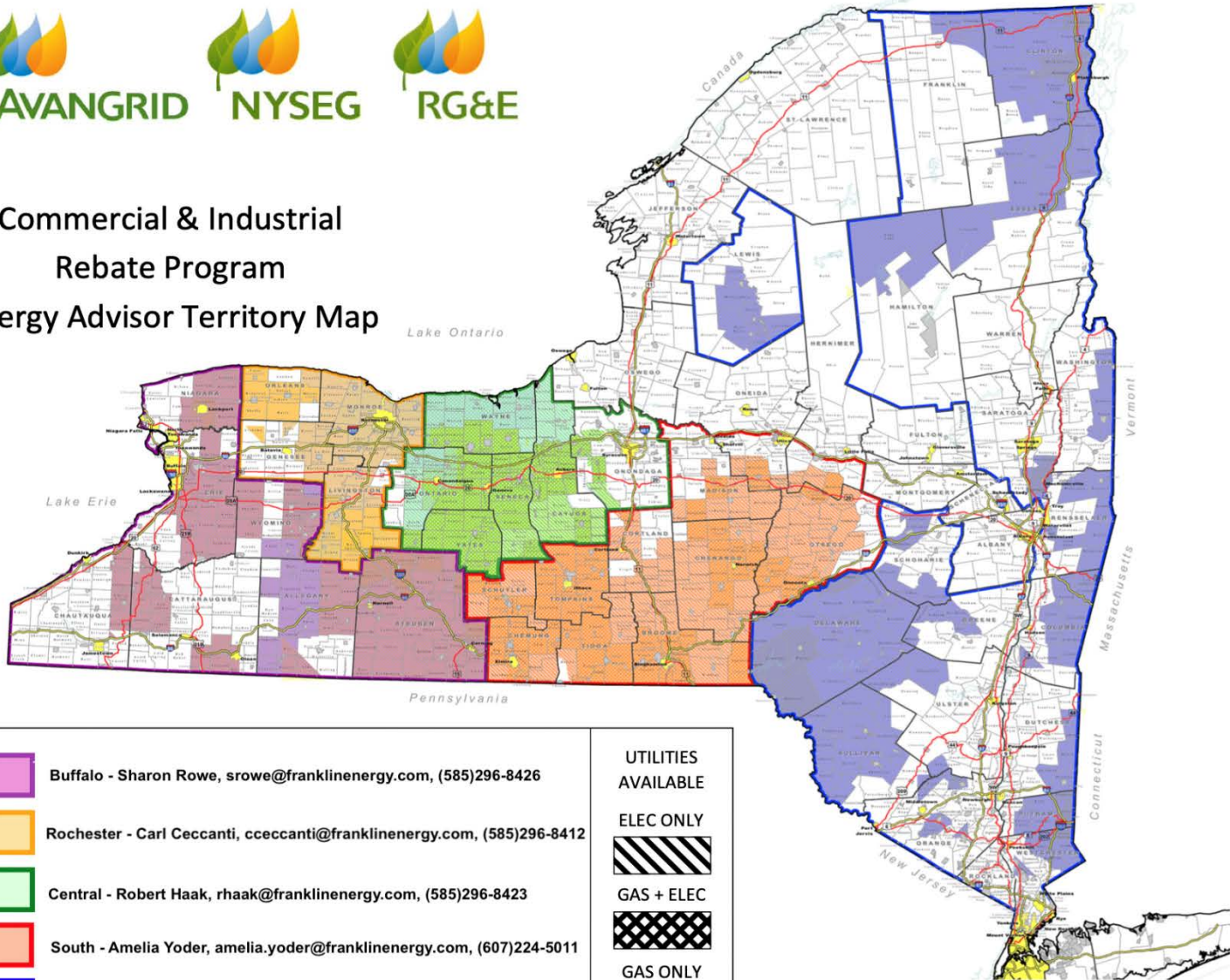


NYSEG



RG&E

Commercial & Industrial Rebate Program Energy Advisor Territory Map



Buffalo - Sharon Rowe, srowe@franklinenergy.com, (585)296-8426



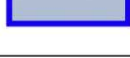
Rochester - Carl Ceccanti, cceccanti@franklinenergy.com, (585)296-8412



Central - Robert Haak, rhaak@franklinenergy.com, (585)296-8423



South - Amelia Yoder, amelia.yoder@franklinenergy.com, (607)224-5011



SHARED

UTILITIES
AVAILABLE

ELEC ONLY



GAS + ELEC



GAS ONLY



Overview

Program provides rebates for customers who perform energy efficiency upgrades to their facilities and/or equipment.

ELIGIBILITY

- NYSEG and/or RG&E natural gas and electricity directly metered commercial or industrial customers
- Eligible project types include:
 - Retrofits
 - Add-ons
 - Major renovations
 - New construction
- Rebates are paid after the project is completed



Program Guidelines



Program Year

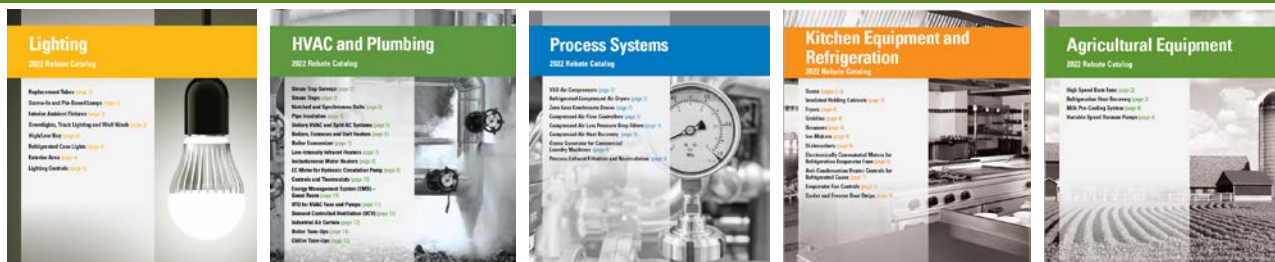
- Pre-Approval applications accepted from January 1st through November 30th
- Final Approval applications accepted through December
- *Or until all available funds are reserved*



Rebates

- **NYSEG/RG&E:** Identical programs, but different budgets
- **Prescriptive Rebates:** predetermined amounts, pre-approval *not* required but encouraged
- **Custom Rebates:** Performance based amounts, pre-approval *required*
- **Rebate Limits:** no min or max rebate amount, some caps with custom projects

Prescriptive Rebates and Catalogs



Some examples of current offerings:

Lighting

- Interior and exterior LED lamps and fixtures
- Lighting controls

Process Systems

- Compressed air
- Process exhaust filtration
- Ozone generators for laundry

Kitchen/Refrigeration

- Commercial kitchen equipment
- EC motors for refrigeration
- Controls – evaporator fan, anti-condensation

HVAC/Plumbing

- Steam traps & survey
- Unitary HVAC, split systems
- Boilers, furnaces and unit heaters
- Controls – DCV, thermostats, boiler reset
- VFDs for fans and pumps
- Tune-ups – boilers and chillers
- Notched and synchronous belts
- Boiler economizer
- EC motors for hydronic pumps
- Industrial air curtains

Agriculture

- High speed barn fans
- Refrigeration heat recovery
- Milk pre-cooling system
- Variable speed vacuum pumps

Custom Rebates

- Rebates are performance-based
 - \$0.20/kWh saved annually
 - \$1.50/therm saved annually
- Eligibility: any project that saves energy and is not listed in the prescriptive catalogs
- Rebate Limits:
 - Early Replacement and Add-on: 50% Project Cost
 - End-of-Life Replacement and New Construction: 90% Incremental Cost
- Preapproval REQUIRED
- Energy Savings Calculations required
 - We're here to help! Expert assistance with developing custom energy savings calculations is available at no cost to any qualified customer or contractor

We'll pay up to
50%
of your project cost

Application Process



Submit
Application

1. Visit the program website for all program information
 - NYSEG – nyseg.com/CIRP
 - RG&E – rge.com/CIRP
2. Confirm Project Eligibility and Type
3. Apply Online - **NGAGE**
4. Get **Pre-approved** (*custom project, or as desired*)
5. Execute Project
6. Submit Final Documents and Get Your Rebate

Notes:

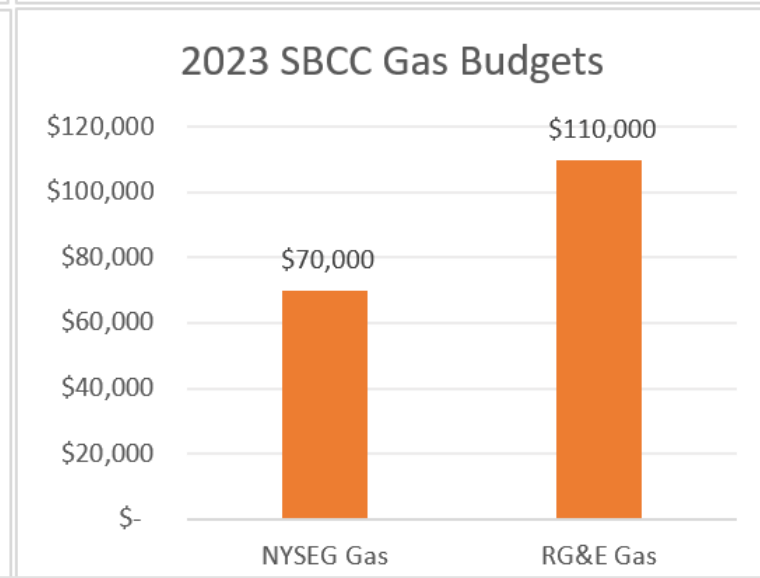
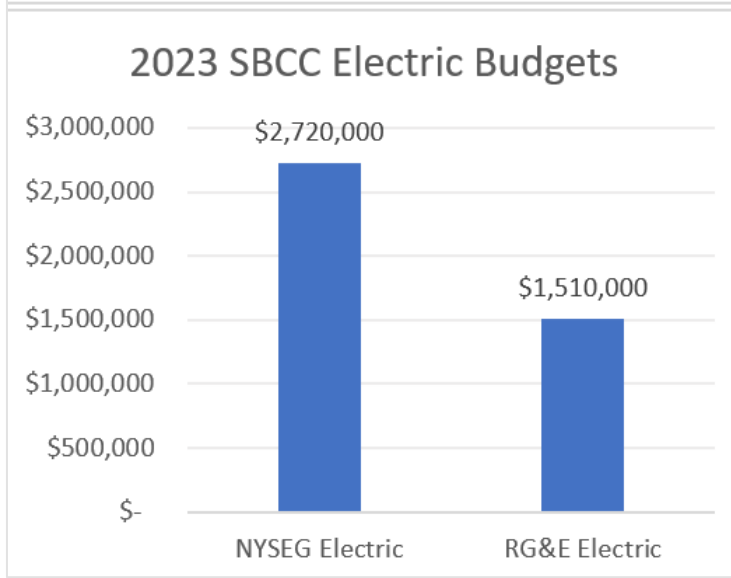
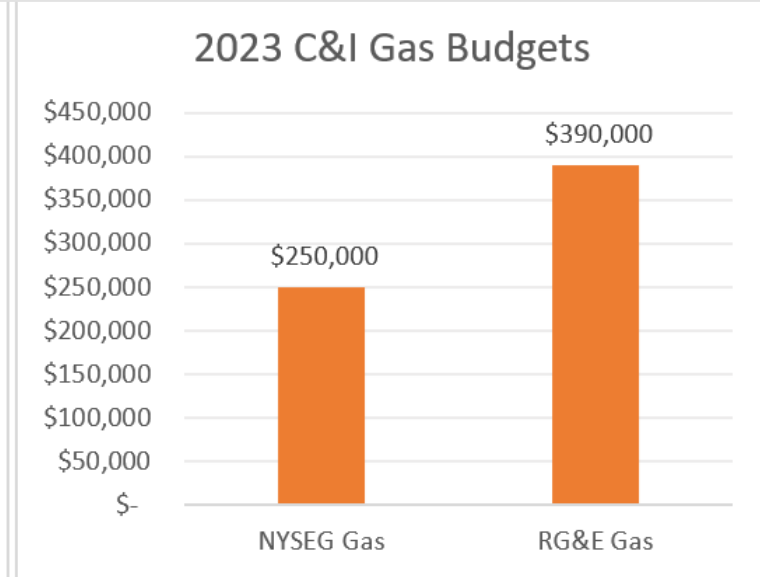
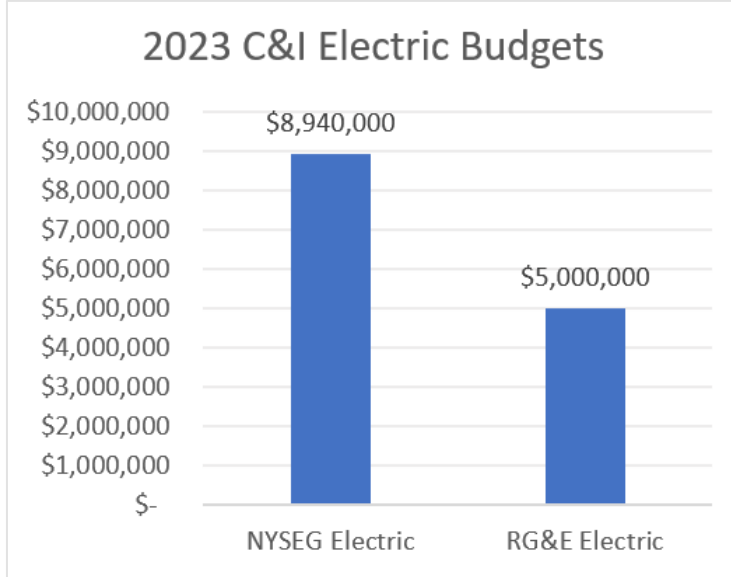
- Contractors, vendors, or third-party representatives can apply on behalf of a utility customer and even get paid the rebate if customer agrees.
- Contact program staff with any questions or for a demo on application process

2023 Program Funds (subject to change)

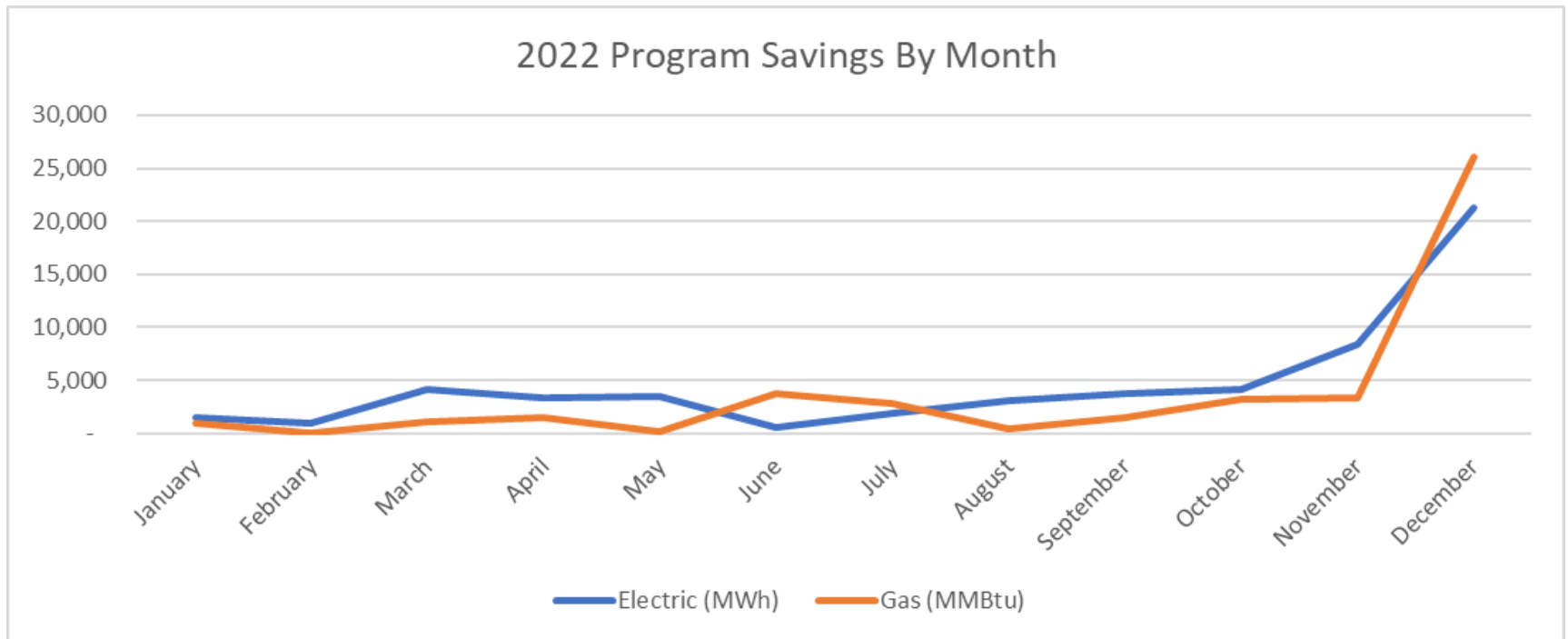
All in:
\$18.9M

C&I:
\$14.5M

SBCC:
\$4.4M



Historical Participation



- Hockey stick curve at year-end is typical but exaggerated in 2022 due to logistical delays
- Hoping to influence projects to close and submit earlier in the year

What's New for 2023

Lighting Updates:

- DLC listed fixtures must meet Technical Requirements V5.1
- General Service Lamps (screw in and bi-pin) no longer eligible due to federal mandates
- Exterior fixtures will require a minimum runtime of 2,900 hours
- SBCC High Runtime Rates – must provide lighting hours to verify eligibility

What's New for 2023

Non-Lighting Updates:

- Pipe Insulation - removed from prescriptive catalog, still eligible through custom
- High-speed barns - now using CFM/W as the primary efficiency metric
- Hydronic Pumps – modified efficiency and power ratings, same rebates
- Custom projects - minimum payback of 6 months for industrial customers

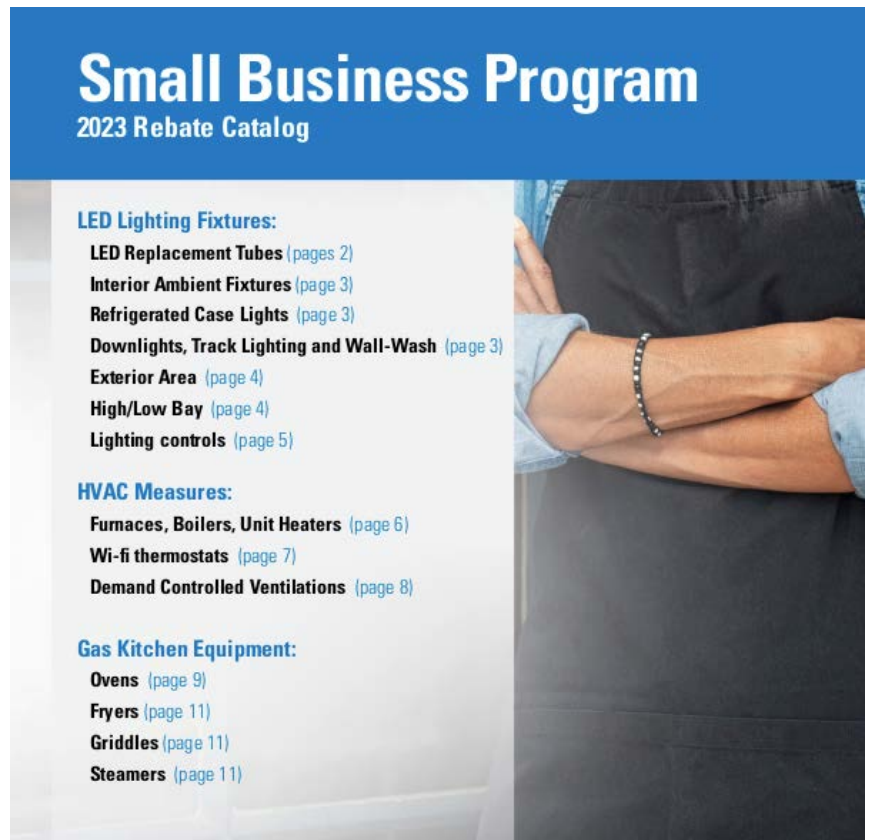
What's New for 2023

Program Updates:

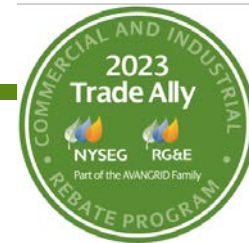
- Improved payment timelines!
 - Currently processing and payment can take 8 – 10 weeks.
 - Targeting 4 - 6 weeks for processing and payment starting in March 2023!
- New SBCC Gas measures
 - Higher rebate rates for certain prescriptive gas measures for eligible small business customers
- New Web Tools
 - Trade Ally Microsite
 - Find a Contractor Tool

Small Business Customer Choice Program

- Eligibility Criteria:
 - Electric: average annual peak demand \leq 110kW
 - Gas: Consumption based – TBD
- Higher Rebates for Prescriptive Measures:
 - Lighting fixtures
 - High Runtime Lighting
 - Furnaces, Boilers, Unit Heaters
 - Wi-Fi Thermostats
 - Demand Controlled Ventilation
 - Commercial Kitchen Equipment

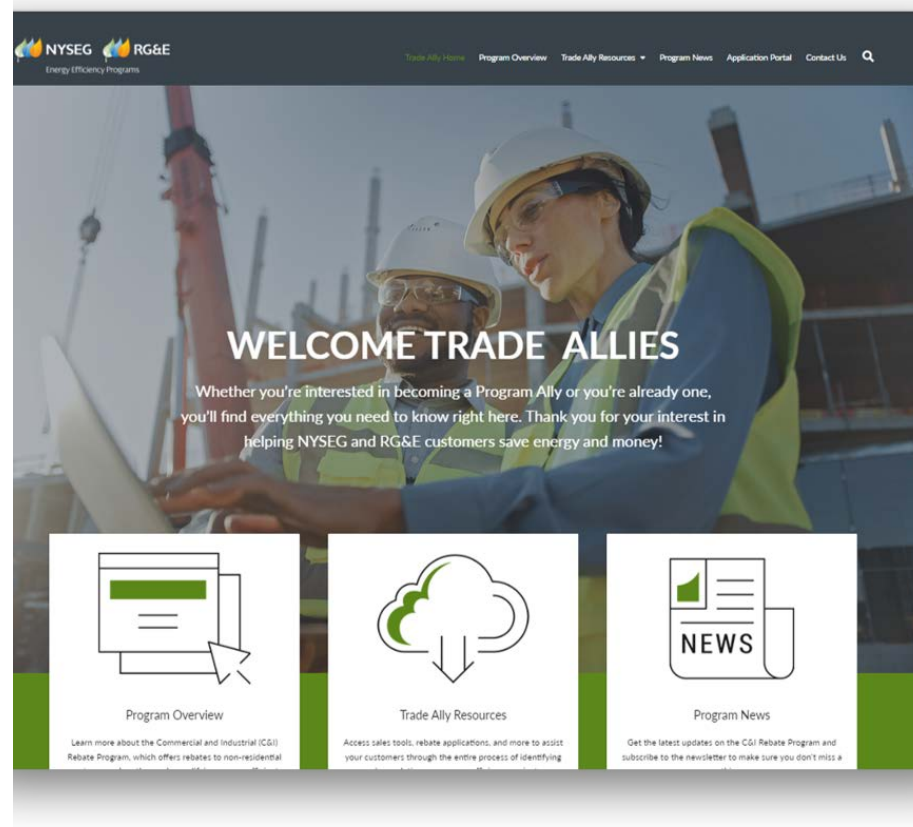


Trade Ally Website



- Program Resources
 - Catalogs
 - Sell sheets
- Webinar and Training Recordings
- Program updates
 - Newsletter/email archives
 - Upcoming events
- Become a registered Trade Ally
 - Become an expert on the program
 - Dual branded logo
 - Help promote business and connect with interested customers
 - Assigned Energy Advisor for project assistance and 1 on 1 trainings

Trade Ally: Network of contractors, engineering firms, or third-party experts who participate in and partner with our program's offerings



[NysegRgeTa.com](https://www.nyseg.com/TradeAlly)

Find a Contractor Tool

- **Customers:** Find the right Trade Ally for the job
- **Registered Trade Allies:** Be found more easily and connect with interested customers


Sort By from

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
- Engineering and Design
- Lighting and Electrical
- Other



1 - 10 of 232 results

Display results per page

ABC Contracting, LLC
Rochester, NY
(555) 123-4567
www.ABC.com

About 0 miles away

[Details](#)

[Request Quote](#)

EV Charger Make-Ready Program

Rebates are available to help offset up to 90-100% of construction costs associated with the electrical infrastructure (make-ready) required to support L2 and DCFC chargers for commercial customers.

Websites:

[NYSEG EV Make-Ready](#)

[RG&E EV Make-Ready](#)

Find a qualified contractor:

[EV contractor list](#)





Program Contacts:

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Phone: 607-203-5509

Application Portal Help:
EVMR@franklinenergy.com
or 844-323-6400

	Covered by Make-Ready incentives		Paid for by the customer	
	 Utility-side infrastructure	 Customer-side infrastructure	 EVSE hardware	 Other soft costs
Examples	<ul style="list-style-type: none"> • Distribution Network • Transformers • Conductor 	<ul style="list-style-type: none"> • Panel • Conductor • Boring • Trenching • Conduit 	<ul style="list-style-type: none"> • Charging Station • Network equipment 	<ul style="list-style-type: none"> • Signs • Bollard • Network • Maintenance fees
Paid for by	NYSEG reimburses up to 50%, 90% or 100% for eligible sites		Customer and/or NYSERDA*	
	Customer is responsible for the remainder			
Owned by	NYSEG	Customer	Customer	

[Click to watch: 2023 EV Make-Ready Program Webinar](#)

Economic Development

Look Upstate NY

- www.lookupstateny.com
- Funding for utility-related infrastructure improvements

Utility Contact

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Connect with our team

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Amelia Yoder (South)	607-224-5011	amelia.yoder@franklinenergy.com

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Thank you!