

## Commercial & Industrial Energy Efficiency Programs



Multiple Intervenors Annual Meeting – 2011

Philip Austen – Director, Program Strategy – NY

## What I will cover

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- **Overview of our energy efficiency programs and services**
- **Some customer examples of successful customer projects**



## National Grid's Energy Efficiency Programs

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***Our commercial & industrial programs are designed to provide solutions for businesses and institutions to save money, improve energy performance, and reduce greenhouse gas emissions by:***

- Providing financial incentives and technical assistance to replace inefficient equipment or systems to:
  - Reduce operating costs
  - Increase productivity
  - Reduce carbon foot-print
- Integrate gas and electric energy efficiency opportunities

“Minimizing our impact on the environment while delivering safe, secure and economic supplies of energy to customers is not an option, it is a must.”

– Steve Holliday,  
National Grid CEO

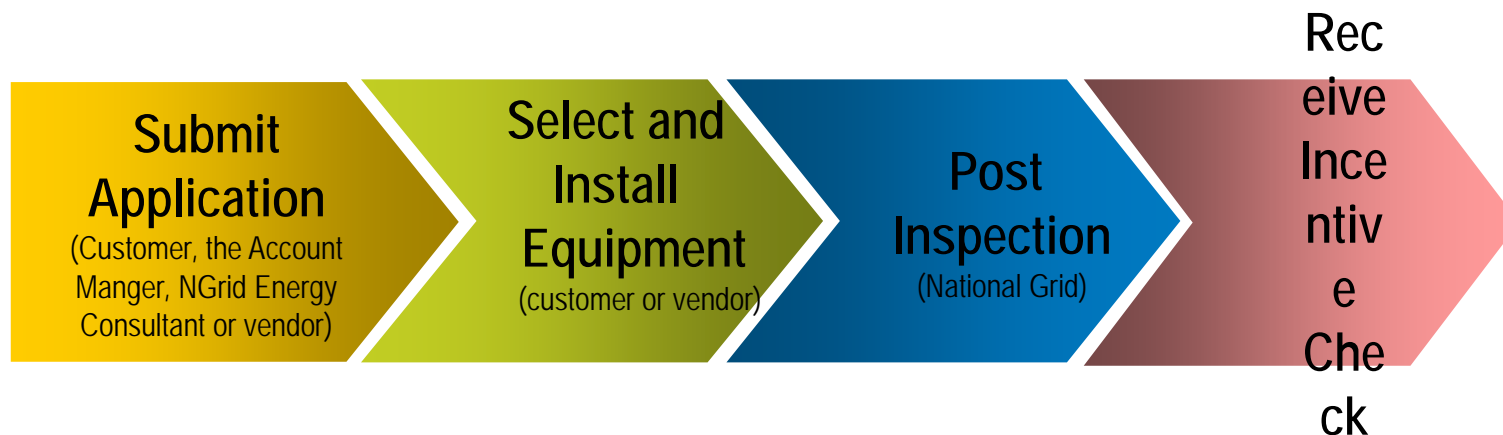
# We're trying to make it simple for customers

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By simplifying the process of using energy more efficiently.

*Identifying and implementing the right energy-saving technologies for your business can be time consuming and confusing*

- Our commercial & industrial programs require a minimal investment of time on your behalf
- Our staff can personally walk you through the process



## Customer Incentive Options...

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### **PRESCRIPTIVE**

- **Fixed incentives paid for installation of specific, predetermined energy efficiency measures and equipment**
  - Eligible equipment must have specified energy efficiency ratings or meet other requirements

### **CUSTOM**

- **Includes measures not covered under the prescriptive incentives**
- **Provides flexibility to look at range of opportunities**
- **Requires a technical analysis of proposed energy measures and associated energy savings to determine incentive amount**
- **Technical Assistance services are available**

# Technical Assistance Study

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**Engineering study to identify, understand and assess opportunities for reducing operating costs associated with the investment of energy efficient equipment**

- **We provide access to technical experts who:**
  - Evaluate potential energy efficiency opportunities
  - Calculate any financial incentives that may be available
  - Technical experts are based across NYS
  
- **Some examples:**
  - Advanced whole building lighting controls
  - Industrial motor drive systems
  - Industrial processes
  - Combustion controls on large institutional and process boilers
  - Most studies show 10-20% savings in existing buildings
  - Combustion



- An assessment may be provided by independent consultants / engineering firms with pre-approval from National Grid's Technical Representative.

# Energy Efficiency Offerings – Gas and Electric

- **Prescriptive Measures include:**
  - Lighting systems and controls
  - Compressed Air
  - Energy Management Systems and boiler controls
  - Gas High-Efficiency Heating Equipment Program
  - Commercial Gas Fired Kitchen Equipment
  - Steam Traps and Steam Trap Surveys
- **Custom Projects**
  - Custom treats a broad range of energy efficiency opportunities, for example:
    - Industrial processes
    - Process cooling and boilers
    - Advanced motor drive systems

**Energy Initiative - Retrofit**  
Lighting – Systems & Controls

**nationalgrid**  
The power of action.

*2010 Project Information Form for Upstate New York*

This Project Information Form provides a template to collect project systems and equipment information and specifications. In addition, this form serves as a guide to lighting system and controls terms and identifies energy efficiency improvement products and incentives. Prior to the start of any installation of equipment or systems, call your Energy Solutions representative to arrange a convenient time to perform an inspection of the existing equipment or systems. This inspection is required for all applications.

**Customer Facility Information**

Customer Facility Name: \_\_\_\_\_ Date of Application: \_\_\_\_\_  
 \_\_\_\_\_ Sq. Ft. Covered by Application: \_\_\_\_\_  
 Contact Person: \_\_\_\_\_ Federal ID Number: \_\_\_\_\_  
 Street Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Company Type:  Incorporated  Exempt  Not Incorporated  
 Classification Type:  ≥ 2MW (Large Industrial only)\*  < 2MW (Mid-size)  Industrial  Commercial  Other  
 Phone Number: \_\_\_\_\_  
 Fax Number: \_\_\_\_\_  
 \* ≥ 2MW Large Commercial customer use the <2MW classification E-mail Address: \_\_\_\_\_

**Customer of Record Information: Billing Account Number: \_\_\_\_\_ Internal Use only**

**Building Type (select one):**

<input type="checkbox"/> Assembly	<input type="checkbox"/> Grocery	<input type="checkbox"/> Motel	<input type="checkbox"/> Secondary School
<input type="checkbox"/> Auto	<input type="checkbox"/> Heavy Industrial	<input type="checkbox"/> Multi-Story Retail	<input type="checkbox"/> Single Family Residential
<input type="checkbox"/> Big Box	<input type="checkbox"/> Hospital	<input type="checkbox"/> Multifamily high-rise	<input type="checkbox"/> Small Office
<input type="checkbox"/> Community College	<input type="checkbox"/> Hotel	<input type="checkbox"/> Multifamily low-rise	<input type="checkbox"/> Small Retail
<input type="checkbox"/> Dormitory	<input type="checkbox"/> Large Refrigerated Space	<input type="checkbox"/> Other	<input type="checkbox"/> University
<input type="checkbox"/> Fast Food	<input type="checkbox"/> Large Office	<input type="checkbox"/> Primary School	<input type="checkbox"/> Warehouse
<input type="checkbox"/> Full Service Restaurant	<input type="checkbox"/> Light Industrial	<input type="checkbox"/> Religious	

**Installation Contractor Information**

Installation Performed By:  Customer  Installation Contractor (Vendor) \*If contractor has not been selected, select Customer

*Complete this section if installation is not by the customer*

Installation Company: \_\_\_\_\_ Street Address: \_\_\_\_\_  
 Contact Person: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip \_\_\_\_\_  
 E-mail Address: \_\_\_\_\_ Phone Number: \_\_\_\_\_

# Tompkins Metals Finishing - Batavia



## Savings Summary

### The Solution -

Installation: 75 hp VSD rotary screw air compressor, (2) 400 gallon storage tanks, high flow pressure reducing valve

### The Result-

- ◆ Saving on annual energy costs.
- ◆ Reducing impact on the environment.
- ◆ Improving the efficiency of their facility.

Total Cost	\$35,012
National Grid Incentive	\$17,554
Cost to Customer	\$17,458
Annual kWh Savings	57,938
Annual Cost Savings	\$8,053
Payback Period	2.2 years

# F.X. Matt Brewing Company - Utica



Image from <http://www.saranac.com/page/tours-and-info#>

## Savings Summary

### The Solution -

Comprehensive energy efficiency treatment of an over century old regional brewery

### The Result-

- ◆ Improved energy efficient lighting.
- ◆ Gas and electric savings with boiler control and burner blower upgrade
- ◆ Insulation for tanks, valves and piping.

Total Cost	\$337,786
National Grid Incentive	\$105,513
Cost to Customer	\$232,273
Annual kWh Savings	190,883
Annual therms saved	54,828
Annual Cost Savings	\$64,340
Payback Period	3.61 years

# Constance Foods - Bohemia



## Savings Summary

### The Solution -

Installed high-efficiency tray washing, rinse foam sanitation system and energy efficient equipment cleaning systems

### The Result-

- ◆ Saving gas and water costs.
- ◆ Improving the efficiency of their facility.

Total Cost	\$296,580
National Grid Incentive	\$100,000
Cost to Customer	\$196,580
Annual Savings Therms	216,969
Annual Cost Savings	\$303,757
<b>10</b> Payback Period	0.65 years

# For more information on our Energy Efficiency Programs

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THE POWER OF ACTION

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**Thank you**

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