

PECO Smart Ideas for Your Business

Agenda

PA Act 129 Phase III Overview

PECO Smart Ideas for Your Business

- Commercial & Industrial Solutions
- Multifamily Solutions
- Small Business Solutions

PA Act 129, Phase III

Act 129 Phase III

- Help customers adopt energy efficient solutions
- Embed energy efficiency into mindset of industry
- Reduce excess energy consumption
- Decrease customers' overhead costs
- Divided into three phases
 - Phase I: June 1, 2009 - May 31, 2013
 - Phase II June 1, 2013 - May 31, 2016
 - Phase III: June 1, 2016 - May 31, 2021

Act 129 Goals

Phase II

- 3 Year Program cycle
- 1,125,550 MWh reduction requirement
- 10% target reductions from GNI sector
- No Demand Reduction target

Phase III

- 5 Year Program cycle
- 1,962,659 MWh reduction requirement
- 3.5% target reductions from GNI sector
- 161 MW Demand Reduction target

Benefits of Energy Efficiency

- Reduce facility's operating costs
- Eliminate energy waste
 - Almost 30% of energy consumed by buildings is used inefficiently or unnecessarily
- Create a comfortable and safe environment for employees, customers, and guests
- Demonstrate environmental stewardship by reducing energy use and greenhouse gas emissions

PECO Smart Ideas for Your Business



PECO Smart Ideas Overview

- A suite of nine residential and seven business programs offering solutions for energy efficiency
- Customer-centric portfolio of energy solutions
 - Solutions cross every sector from commercial and industrial from nonprofits and government to retail and real estate
 - Includes whole building systems and new construction
 - Incentives designed to influence customer decisions
 - Offset the incremental capital cost of selecting more energy efficient solutions
- Motivate customers to chose higher efficiency products, equipment and processes

PECO Smart Ideas Accomplishments

Since June 2009, more than:

- \$500 million saved by customers through PECO Smart Ideas
- 2.2 billion kilowatt hours of electricity saved through energy efficiency actions
- 8,000 incentives earned by non-residential (business) customers
- 58,000 rebates provided to customers for recycling older, working appliances

Environmental benefits savings equal to:

- Reducing vehicle emissions produced by more than 267,000 passenger vehicles
- Planting more than 2.3 million trees
- Eliminating 2.4 billion miles driven

PECO named ENERGY STAR® Partner of the Year
four times



New in Phase III

Phase II:

Smart Equipment Incentives (C&I)

Smart Equipment Incentives (GNI)

Smart Construction Incentives

Smart Business Solutions

Smart Multifamily Solutions

Phase III:

Commercial & Industrial Solutions
(includes new construction and GNI)

Multifamily Solutions

Small Business Solutions

PECO Smart Ideas for Your Business Solutions

PECO Smart Ideas offers incentives whether you're looking to reduce operating costs, construct a new facility or planning a major renovation.

- Commercial and Industrial Solutions
 - Data centers, small and large commercial and industrial businesses, municipalities, schools, assisted living facilities, and more!
- Multifamily Solutions
 - Condo and apartment buildings with two or more units
 - Master metered and residential metered properties
- Small Business Solutions
 - Restaurants, bars, convenience and grocery stores, drug and liquor stores, etc.



Commercial and Industrial Solutions



Commercial and Industrial Solutions Overview

- Incentives for energy efficient heating and cooling systems, refrigeration equipment, lighting, variable frequency drives, and custom measures
- All non-residential customers are eligible for all incentives
- Project must provide a reduction in annual kWh usage



Prescriptive Measures

Fixed incentive per unit

- HVAC equipment/sensors and controls
- Unitary chillers
- ENERGY STAR refrigeration and cooking equipment
- Food service
- Motors and VFD drives
- Heat pump water heaters
- Compressed air storage tanks
- Data center CRAC & CRAH units
- Lighting and controls
 - Interior/exterior and traffic signals
 - Per lamp/fixture or sign
- New construction interior lighting
- Whole building systems



Custom Measures

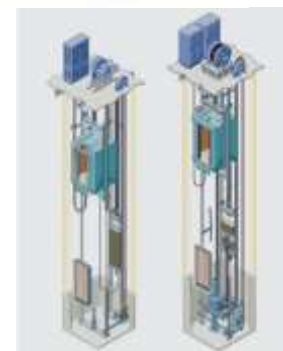
Non-prescriptive measures that require demonstration of energy savings, such as:

- Non-unitary chillers
- Free cooling
- PC power management, smart plugs, plug load management
- Building envelope - white/green roof, windows, air sealing, weather-stripping
- Process cooling - mushroom farming, manufacturing
- Process upgrades - HEPA filtration, aeration, new equipment
- Compressed Air supply measures
- ENERGY STAR office equipment



Incentives paid per annual kWh saved in the first year of operation

- Eligibility determined on a case-by-case basis
- Provide the methods used to determine estimate
- Pre and post metering may be required
- Submit a savings estimate and program staff will evaluate to determine final kWh savings



Lighting Measures

Lighting Controls

- Interior Occupancy Sensor and Stairwell Bi-level Lighting Controls - Fixture Mounted
- Interior Controls Combination - Daylighting and Occupancy Fixture Mounted



Advanced Lighting

- Custom projects

Garage and Exterior

- LED Parking Garage and Canopy Retrofit Kits
- Outdoor Recessed Downlight
- Outdoor Floodlights
- LED Pole Arm Mounted Parking and Roadway Fixtures Or Kits
- Incentives are per lamp or per fixture
- All are subject to minimum watts reduced



Data Center Measures

- Air Cooled and Water Cooled Chillers
- Computer Room Air Conditioner (CRAC units) and Air Handlers
- Uninterruptable Power Supply (UPS)
- Mainframe Refresh
- Server Refresh
- PC Power Management System
- HVAC System Optimization
- Hot/Cold Aisle Containment
- Server Virtualization
- Thin Clients



New Construction Measures

Interior Lighting: Lighting Power Density

- Compares total installed interior lighting wattage to code baseline
- Installed wattage must be at least 10% below ASHRAE 90.1 2007 Space-by-Space or Building Area method
- ComCheck Required

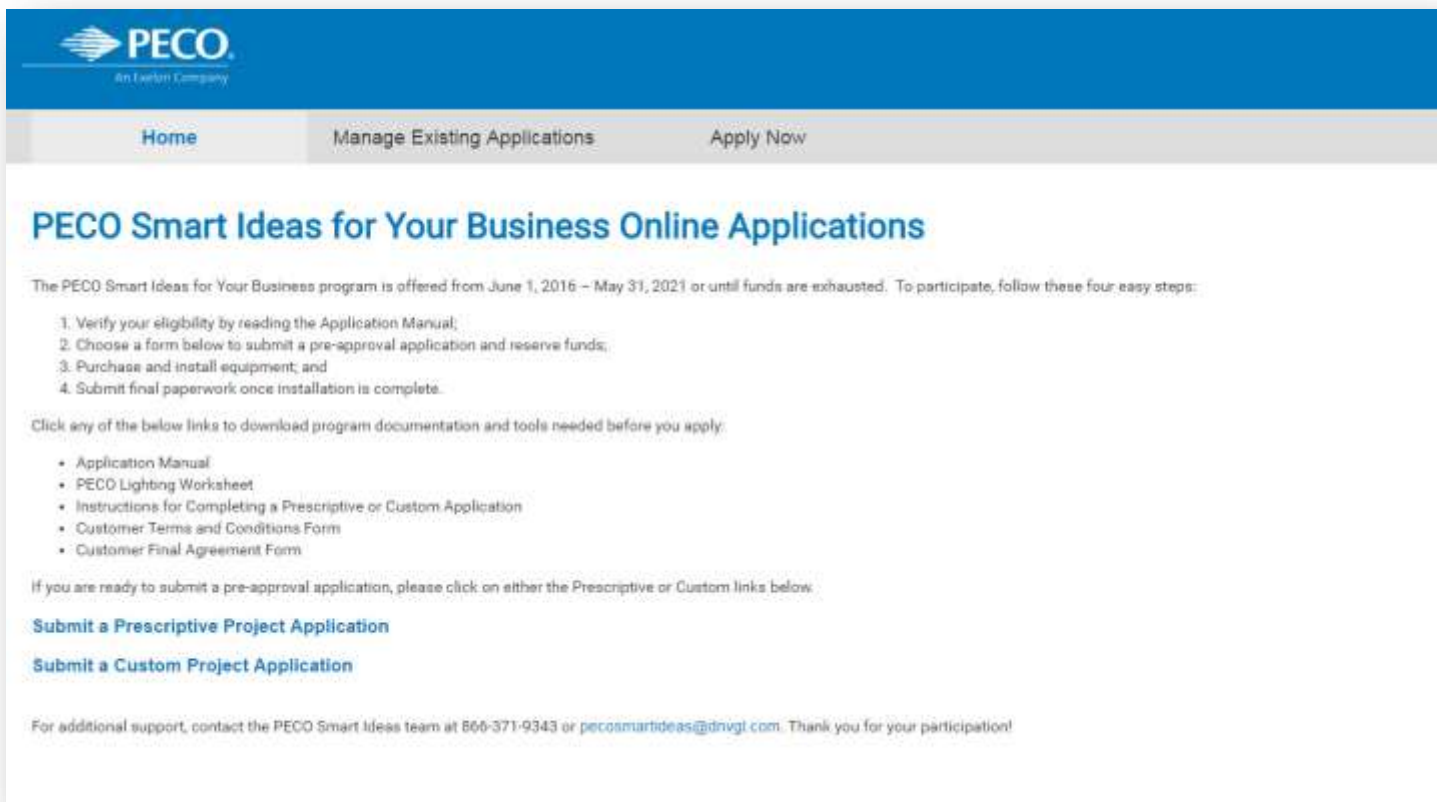
Exterior Lighting

- LED Outdoor Flood
- Light LED Parking Garage, Canopy and Retrofit Kit
- LED Pole/Arm Mounted Parking and Roadway Fixture and Retrofit Kits
- LED Wall Mount

Whole Building

- Incentives based on percent improvement over code

Commercial & Industrial Solutions Online Application – *Coming Soon*



The screenshot shows a webpage for PECO's "Smart Ideas for Your Business" program. The header features the PECO logo and navigation links: Home, Manage Existing Applications, and Apply Now. The main heading is "PECO Smart Ideas for Your Business Online Applications". Below this, a paragraph states the program is offered from June 1, 2016, to May 31, 2021, or until funds are exhausted. A list of four steps outlines the application process: 1. Verify eligibility by reading the Application Manual; 2. Choose a form below to submit a pre-approval application and reserve funds; 3. Purchase and install equipment; and 4. Submit final paperwork once installation is complete. A section titled "Click any of the below links to download program documentation and tools needed before you apply:" lists five downloadable items: Application Manual, PECO Lighting Worksheet, Instructions for Completing a Prescriptive or Custom Application, Customer Terms and Conditions Form, and Customer Final Agreement Form. Below this, a note says "If you are ready to submit a pre-approval application, please click on either the Prescriptive or Custom links below." and provides two links: "Submit a Prescriptive Project Application" and "Submit a Custom Project Application". At the bottom, contact information for the PECO Smart Ideas team is provided: 866-371-9343 or pecosmartideas@dnvgt.com.

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[Home](#) [Manage Existing Applications](#) [Apply Now](#)

PECO Smart Ideas for Your Business Online Applications

The PECO Smart Ideas for Your Business program is offered from June 1, 2016 – May 31, 2021 or until funds are exhausted. To participate, follow these four easy steps:

1. Verify your eligibility by reading the Application Manual;
2. Choose a form below to submit a pre-approval application and reserve funds;
3. Purchase and install equipment; and
4. Submit final paperwork once installation is complete.

Click any of the below links to download program documentation and tools needed before you apply:

- [Application Manual](#)
- [PECO Lighting Worksheet](#)
- [Instructions for Completing a Prescriptive or Custom Application](#)
- [Customer Terms and Conditions Form](#)
- [Customer Final Agreement Form](#)


If you are ready to submit a pre-approval application, please click on either the Prescriptive or Custom links below:

[Submit a Prescriptive Project Application](#)

[Submit a Custom Project Application](#)


For additional support, contact the PECO Smart Ideas team at 866-371-9343 or pecosmartideas@dnvgt.com. Thank you for your participation!

Online Application Tracking Projects - *Coming Soon*








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[Home](#)
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Quick Actions

| Action | |
|---|---|
|  My Applications | > |
|  My Contacts | > |
|  My Account | > |
|  Log Out | > |



Analytics


| Item | Total |
|--------------------|-------|
| # Of Applications | 5 |
| Total Rebates Paid | |



You Have 1 New Task(s)

The following 1 application(s) have tasks you must complete before the application(s) can be approved.

| Project Information | |
|---|-----------------------|
| Test Project 305 Mill Rd Havertown, PA 19083 | 1 task(s) to complete |



Applications By Status

| Status | # of Apps |
|-------------------------------|-----------|
| Application Received - Review | 1 |
| DELETE | 0 |

Online Application - Small Business Lighting *Coming Soon*

Small Business Lighting Measures Information

Please provide information about your existing lighting equipment as well as a description of the lighting equipment you would like to install.

Lighting Type 1

What type of lighting is currently installed?

T12 Linear Fluorescent

What is the length of your fluorescent tubes, if applicable?

4

What is the rated watts of each tube of your fluorescent, if applicable?

40

How many tubes are in each fixture for fluorescent, if applicable?

3

For all other fixtures, what are the rated watts per fixture?

How many fixtures are installed?

25

For interior lighting, approximately how high are the ceilings the lighting is installed on?

15

Please describe what type of high efficiency lighting you are installing to replace your existing lighting. Please include any relevant information such as type, model number, wattage, quantity and lamp or fixture wattage.

Example: "Stockroom will be retrofit with 25 40W model XY12 LED lowbay fixtures, each with internal occupancy control."

25 3 lamp T12 fixtures are being replaced with 25 33W LED truffler fixtures in the main are of my grocery store.

Customers Are Saying...

With the money that Jefferson received from PECO Smart Ideas, we were able to reinvest in more energy saving equipment around our campus...It's been good to receive this money to upgrade our infrastructure and help Jefferson save energy and money.

- Randy Haines, Thomas Jefferson University

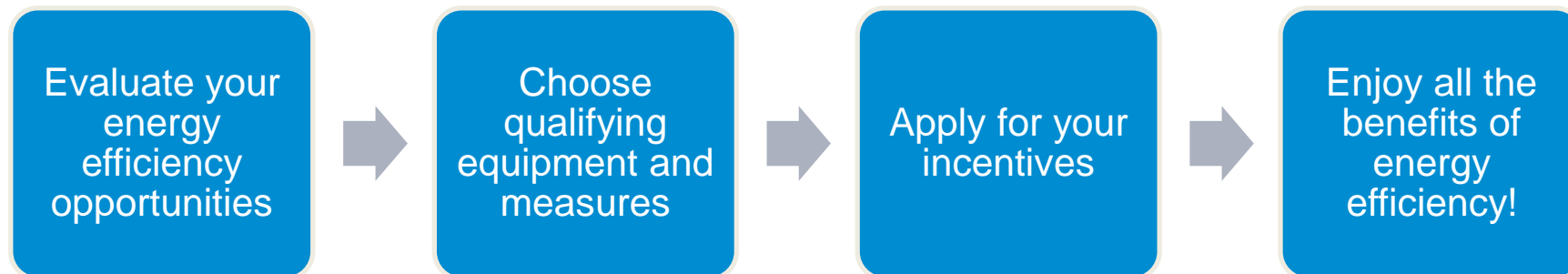
Learning about the program and gaining approval put us in a win win situation. Now that we upgraded lighting in our warehouse and offices, the warehouse is a safer environment and our picking accuracy has improved. ..Thanks so much for this wonderful and effective program!

- Gary Novick, Novick Brothers

Start Saving Today

Call the PECO Smart Ideas team at 1-844-4BIZ-SAVE (1-844-424-9728) or, email pecosmartideas@dnvgl.com.

We'll help you:



Multifamily Solutions



Multifamily Solutions Background

- Multifamily Solutions was introduced during Phase II
- Phase II was a 3 year program cycle
- Phase III is a 5 year program cycle



Apartments

- 446 Properties
- 42,621 units
- 17,439,816 kWh savings
- 300,821 bulbs installed
- 30,976 water measures installed

Condos

- 7 Properties
- 1,155 units
- 361,631 kWh savings
- 7,903 bulbs installed
- 176 water measures installed

Multifamily Solutions Overview

Energy savings for multifamily property owners and tenants

- Buildings with two or more units
- Includes master-metered and residentially metered properties

Participation channels

- Residential unit occupants receive benefits through participation by building management – CFLs, high-efficiency shower heads*, faucet aerators*
 - Free direct install (DI) of low-cost measures
- Property managers receive a free energy assessment for common areas including a report of potential energy saving upgrades for their facility
 - Prescriptive incentives for installation of high-efficiency equipment that address common areas or whole building improvements

** Electric water heating only*

Direct Install

- Free installation of CFL's and LED's replacing incandescent bulbs
- If domestic water heat is electric
 - High-efficiency showerheads
 - Kitchen and bathroom aerators



Energy Assessment

- Free assessment of common area and whole building systems
- Goal to identify prescriptive and DI projects
- Capture inventory of additional energy savings opportunities
- Focus on common area lighting and electrically powered mechanical systems
- Inspect sample tenant spaces to estimate DI requirements
- Provide assessment report detailing estimated energy savings potential and estimated prescriptive incentives from PECO

Prescriptive Incentives

Measures for Common Areas include:

- Interior Lighting*
- Fluorescent Fixtures
- LED Fixtures
- CFL Lamps
- LED Lamps
- Exterior and Garage Lighting*
- T5 or HPT8 Fixtures (electronic ballasts)
- LED Fixtures
- Exterior and Garage Induction Fixtures
- Occupancy Sensors
- Domestic Hot Water Heating
- HVAC
- Air Sourced Air Conditioner
- Air Cooled Chiller
- PTAC
- Economizers
- Motors
- ECM Circulation Fans and Pumps



Success Story

Korman Residential Properties

- 7 Properties
- 2,206 units
- 13,458 CFLs
- 938 high-efficiency faucet aerators
- 281 high-efficiency shower heads

Property Manager Benefits

- Tenant retention and engagement
- Reduced operating expenses
- Investment in maintenance and amenities



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PECO Smart Multifamily Solutions Case Study



PECO Smart Ideas helps Korman Residential Properties Save More Than \$80,000 in Electric Costs Per Year for its Properties and Tenants

With PECO Smart Multifamily Solutions, Korman Residential Properties received direct installation of energy-saving products across its multifamily properties' units and common areas – generating more than \$80,000 in electric savings per year.

Property Owners

Property owners saved 211,398 kWh annually, which equals...

The Average Maintenance Costs of **50+ UNITS***

19 MONTHS or **1.5+ YEARS** of rent per unit†

Tenants

Tenants saved 518,875 kWh annually, which equals...

7.8 YEARS OF SHOWER HEADS PER FAMILY‡

TRANSPORTATION COSTS FOR **49 PEOPLE***

781 Cell Phone Plans (Monthly)§

Property Portfolio – Located in the counties of Montgomery and Philadelphia

- 7 property sites
- 2,206 units
- 563,550 total square feet

Direct Install Products

- 12,458 CFLs
- 938 high-efficiency faucet aerators*
- 281 high-efficiency showerheads*

Financial Non-Energy Savings

- \$60,000 received in free direct installation of energy efficiency products

| Property Statistics | Electric Usage Saved | Electric Cost Savings | % |
|---------------------|----------------------|-----------------------|-----|
| Owner | 211,398 kWh | \$83,254 | 29% |
| Tenant | 518,875 kWh | \$57,076 | 70% |

For more information about PECO Smart Multifamily Solutions, call 1-888-5-PECO-SAVE (1-888-573-2672) or visit peco.com/smartideas

"PECO worked with our leadership team to schedule and provide direct installation services at each of our properties. This program saved us more than \$80,000 through energy savings and free equipment. Furthermore, we received an abundance of positive feedback from our tenants."

Noreen Cassidy, Operations Controller, Korman Residential Properties Inc.

*Electrically heated hot water
†Based on average monthly electric bill of \$100 per unit
‡Based on average monthly electric bill of \$100 per unit
§Based on average monthly electric bill of \$100 per unit
*Based on average monthly electric bill of \$100 per unit

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Customers Are Saying...

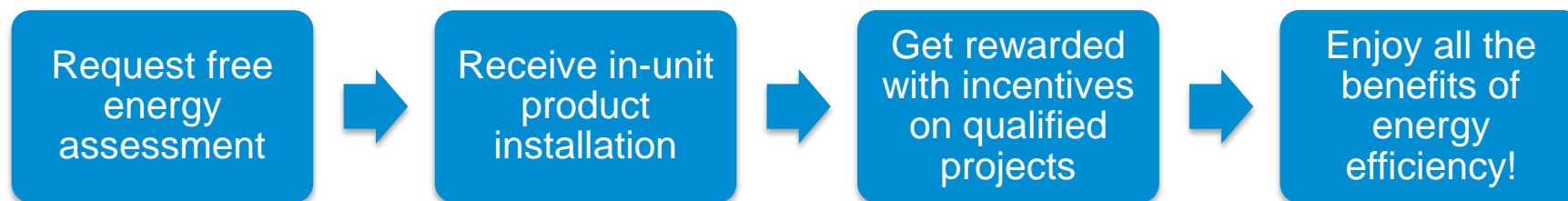
Participating in PECO Smart Ideas is in line with Kendal values of sustaining our environment, preserving our natural resources, and establishing a new balance to ecosystems. Residents have already moved into our new cottages and the neighborhood shows signs of new life - life that is sustained through our green initiatives.

- Tom Kopach, Kendal-Crosslands Communities

Start Saving Today

Call the PECO Smart Ideas team at 1-844-4BIZ-SAVE (1-844-424-9728) or email pecosmartideas@franklinenergy.com.

We'll help you:



Small Business Solutions



Small Business Solutions Overview

Direct installation of energy saving measures

- Small business customers with peak demand less than 100 kW
- Target: Restaurants, bars, gas and convenience stores, grocery, drug, and liquor stores
- Includes eligible lighting, refrigeration and electric hot water measures

Solution providers offering:

- Interest free financing
- Discounts for payment in full

Program promoted directly to small business owners

Success Stories

Big Head's Pub

Lighting and refrigeration system upgrades

- Annual Energy Savings: 189,884 kWh
- Annual Energy Cost Savings: \$22,843
- PECO Incentive: \$32,876



Maple Deli

Lighting upgrades and lighting controls installation

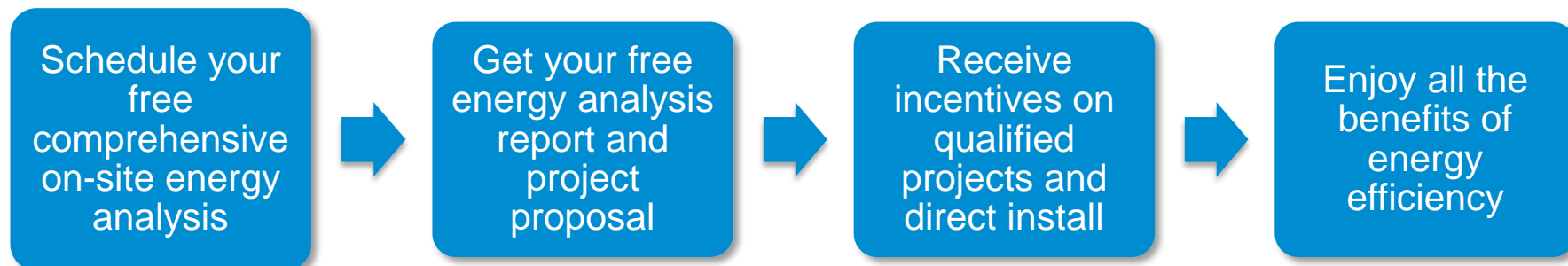
- Annual Energy Savings: 15,682 kWh
- Annual Energy Cost Savings: \$1,884
- PECO Incentive: \$2,808



Start Saving Today

Call the PECO Smart Ideas team at 1-844-4BIZ-SAVE (1-844-424-9728) or email pecosmartideas@smartwattinc.com.

We'll help you:



Thank You!