

Welcome NESEA Conference Attendees!

Let's engage before our session begins

Please navigate to www.menti.com and use code 7304 3544
OR scan the QR code below to answer the following questions:

1. Have you previously heard about Con Edison's Energy Efficiency Programs?
2. What company do you work for?
3. What is your role?
4. What do you hope to learn from this session?

SCAN HERE!



Moving Toward a Cleaner Energy Future with Con Edison

Building Energy NYC 2024 – October 24

Speakers: Alyssa Matchett – Deputy Manager, Energy Efficiency: Commercial and Industrial (C&I)
Christina (CJ) Sue – Program Manager, Energy Efficiency: Multifamily (MF)
Elissa Knight – Deputy Manager, Energy Efficiency: Small Business and Non-Profit (Small Biz)

Speakers



Aly Matchett

Deputy Program Manager
Commercial & Industrial
Energy Efficiency Program



CJ Sue

Program Manager
Multifamily
Energy Efficiency Program



Elissa Knight

Deputy Program Manager
Small Biz
Energy Efficiency Program

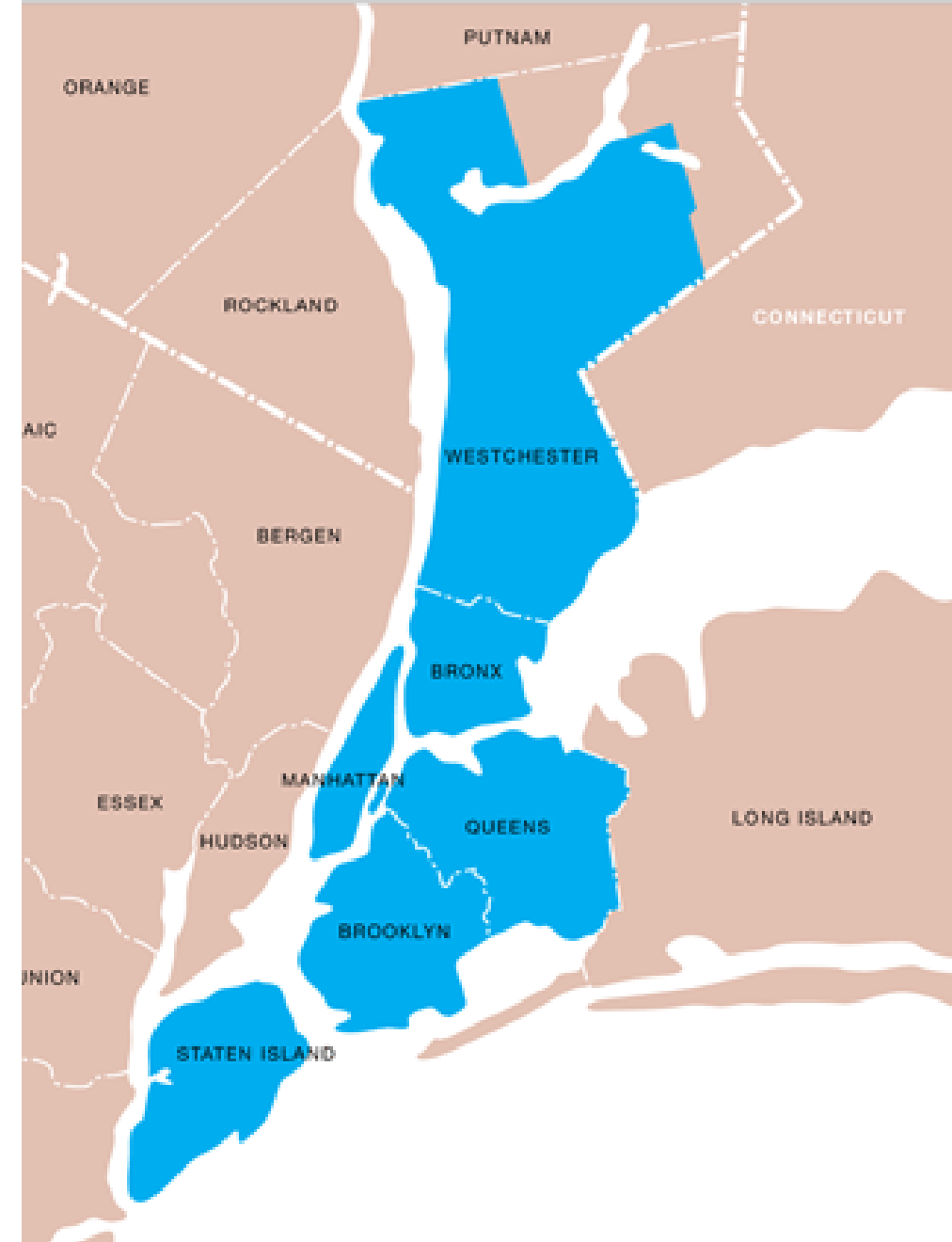
Agenda

- **About Con Edison**
- **Con Edison Energy Efficiency Program Overview**
 - **Commercial and Industrial Program**
 - **Multifamily Program**
 - **Small Business and Non-Profit Program**
- **Customer Financing**
- **Q&A**

About Con Edison

We deliver electricity, gas, and steam to 10 million people.

- That's about 44% of New York State's electricity needs
- We provide natural gas to 1.2 million customers
- We operate the largest steam distribution system in the U.S.



Con Edison's Clean Energy Commitment



Build the Grid of the Future

Build a resilient, 22nd century electric grid that delivers 100% clean energy by 2040.



Empower All of our Customers to Meet their Climate Goals

Accelerate energy efficiency with deep retrofits, aim to electrify the majority of building heating systems by 2050, and all-in on electric vehicles.



Reimagine the Gas System

Decarbonize and reduce the utilization of fossil natural gas, and explore new ways to use our existing, resilient gas infrastructure to serve our customers' future needs.



Lead by Reducing our Company's Carbon Footprint

Aim for net zero emissions (Scope 1) by 2040, focusing on decarbonizing our steam system and other company operations.



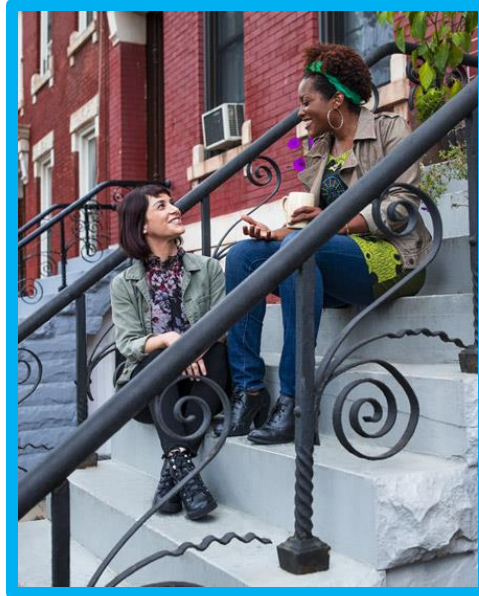
Partner with our Stakeholders

Enhance our collaboration with our customers and stakeholders to improve the quality of life of the neighborhoods we serve and live in, focusing on disadvantaged communities.

Con Edison Energy Efficiency Programs – Portfolio



Residential
1-4 units



Multifamily
5 units & above



Small Business & Non-Profit (Small Biz)
300 kW & under

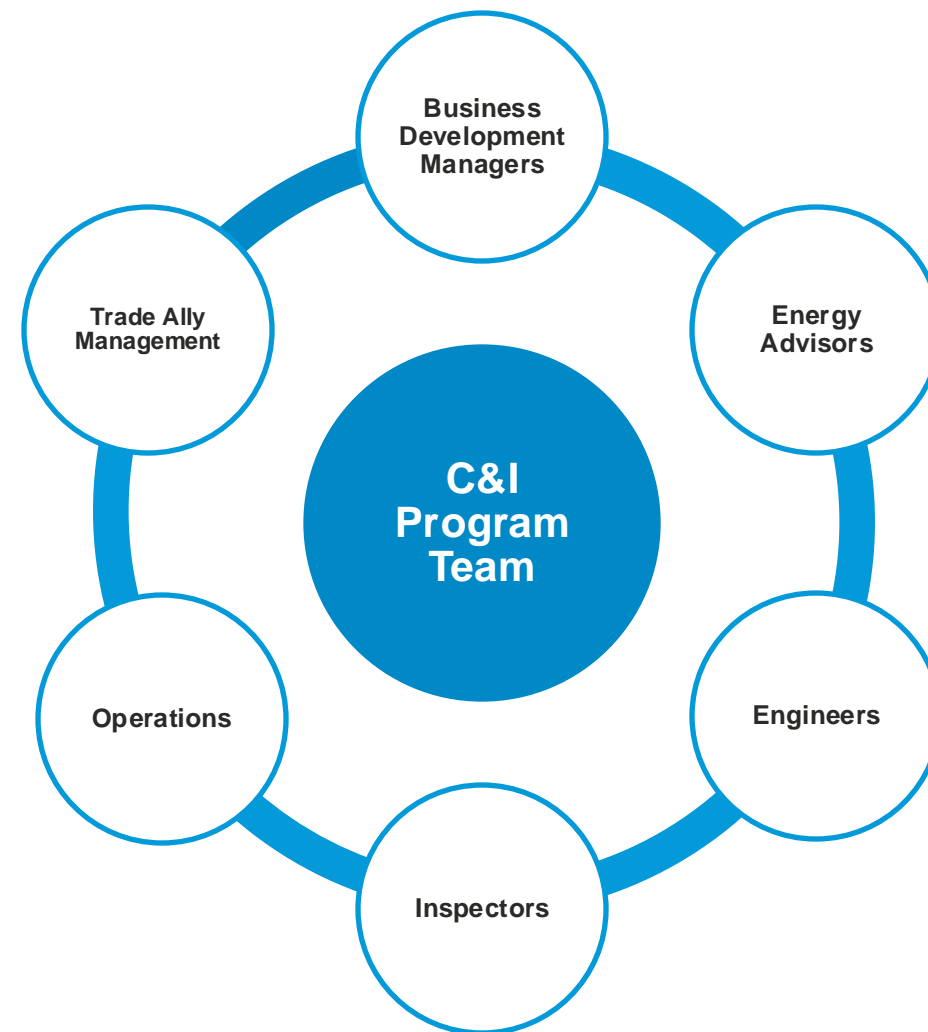


Commercial & Industrial
100 kW & above

Commercial and Industrial Energy Efficiency Program

Commercial & Industrial Program - Overview

- The Con Edison Commercial & Industrial (C&I) Energy Efficiency Program offers incentives for installing energy-efficient equipment and technologies.
- C&I Program Team
 - Michael Tierney – Program Manager, tierneym@coned.com
 - Aly Matchett – Deputy Program Manager, matchetta@coned.com.
 - Stephanie King – Deputy Program Manager, kingste@coned.com
- Knowledgeable and experienced team, managed in-house
 - Business Development Managers
 - Energy Advisors
 - Engineers
 - Inspectors
 - Operation Specialists
 - Trade Ally Management
- If you are interested in becoming a Participating Contractor please see our website or reach out to Commercial@coned.com



Commercial & Industrial Program – Building Types



Offices



Warehouses



Schools



Hotels

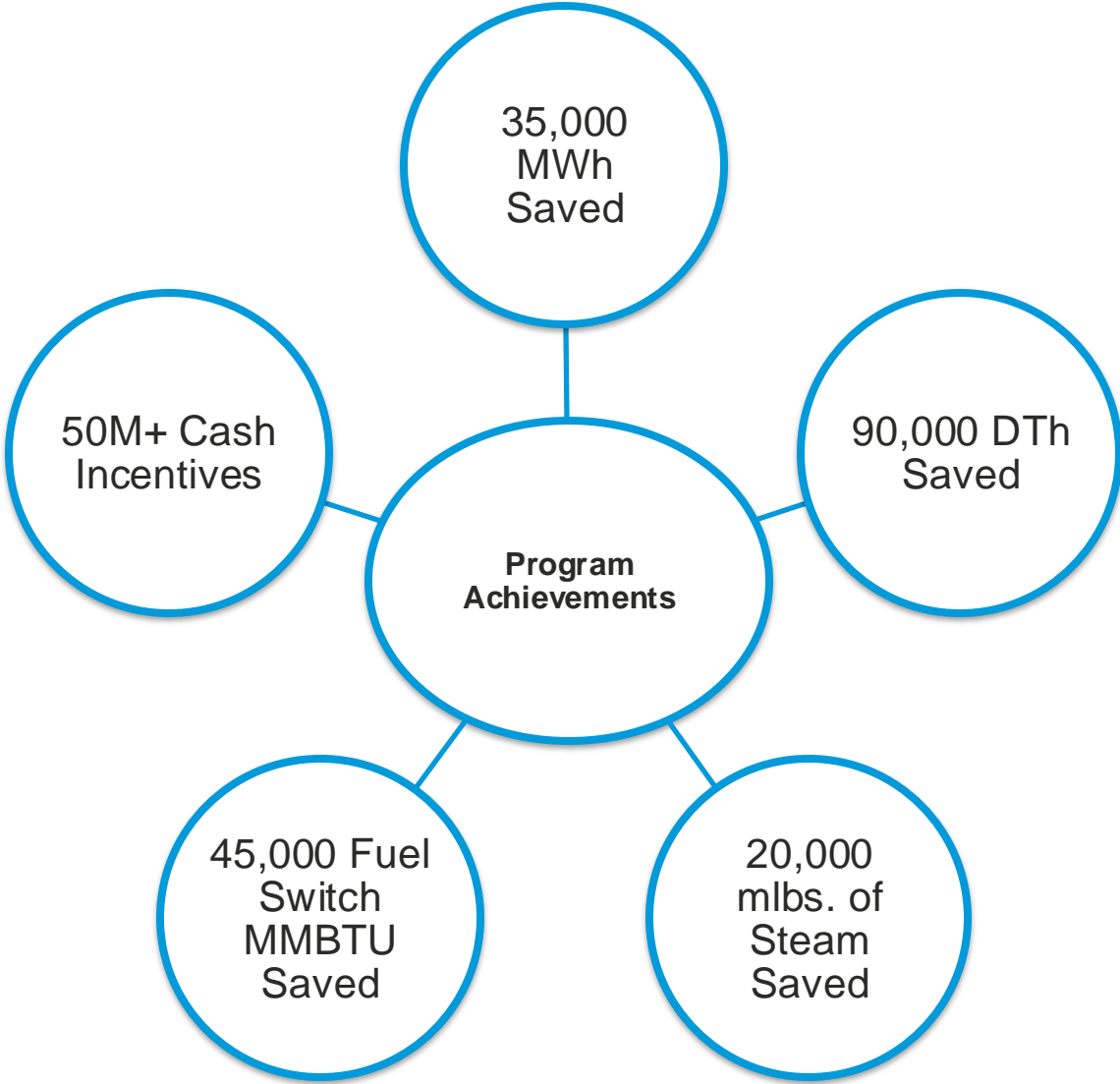


Hospitals



Large Retail

Commercial & Industrial Program – 2023 Highlights



Commercial & Industrial Program – Eligible Measures

Building Envelope	Custom Measures	HVAC Measures	Refrigeration Measures	Additional Measures
<ul style="list-style-type: none">• Window Film• Window Replacement• Wall and Roof Insulation• Secondary Steam Incentives	<ul style="list-style-type: none">• Waste Heat Recovery• Advanced Controls for Heating Electrification• Building Automation System (BAS)• Fuel Switching – HVAC• Custom Eligible Measures	<ul style="list-style-type: none">• Boiler Replacements• Boiler Tune Ups• Chiller Replacements• Chiller Tune Ups• Pipe Insulation• Steam Trap Replacement/Repair• VFDs• Unitary AC	<ul style="list-style-type: none">• Refrigerated Case Night Covers• Door Gaskets• Strip Curtains• Electronically Communicated (EC) Motors• Anti-Condensation Heater Controls• Evaporated Fan Controls	<ul style="list-style-type: none">• Air Compressors• Commercial Kitchen Equipment• Elevator Modernization

Incentives up to 50% of total project cost!

Commercial & Industrial Program – Case Study

Case Study Measure : Window Insert

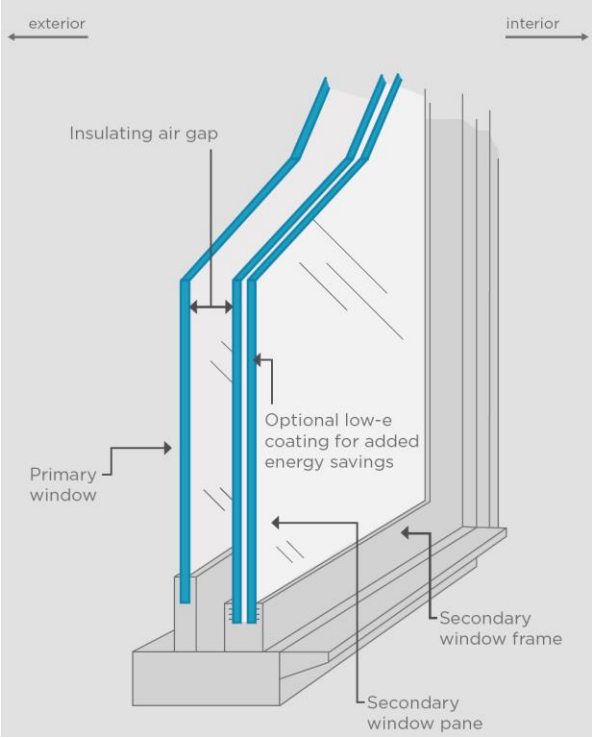
Building Type : Commercial Office
Location : Westchester, NY

Overview

- 3-story 452,000 sqft Office Building office with north and west wings
- The window insert reduces building heating and cooling loads, improves thermal comfort, cuts down outside noise, and lowers the carbon footprint.

Highlights

Total Project Cost:	Con Edison Incentive:	% of Project Cost Covered by Con Edison:
\$4,288,700	\$964,056	22%
Est. Annual Energy Savings (kWh)	Est. Annual Gas Savings (Therms)	
674,410	67,000	



Commercial & Industrial Program – Case Study

Case Study Measure : **Boiler Waste Heat Recovery**

Building Type : **Hospital**
Location : **New York City, NY**

Overview

- The customer wants to improve their operational efficiency and reduce their carbon emissions.
- They seek projects that fit within a tight capital budget while offering attractive returns on investment.
- The hospital’s operations team plans to automate the boiler’s blowdown process.

Highlights

Total Project Cost: \$1,005,000	Con Edison Incentive: \$703,600	% of Project Cost Covered by Con Edison: 70%*
Est. Annual Energy Savings (kWh) -	Est. Annual Gas Savings (Therms) 224,888.63	Customer Payback Period 1 Year

*Incentives may have changed since this project was completed. Visit our website for current incentives.

Real Time Energy Management System – Pilot

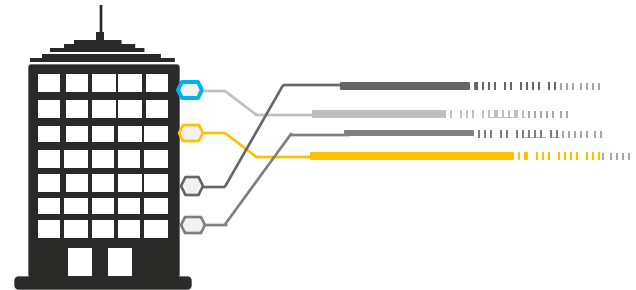
Real Time Energy Management Pilot – Overview

- Con Edison Real Time Energy Management (RTEM) pilot program
- Open to C&I, MF, and SMB portfolios with avg. annual electric demand > 100kW
- Incentives:
 - Incentives paid based on verified savings from specific operational strategies
 - Incentives paid on \$/kWh and \$/therm basis, capped at 50% of project cost
 - Higher incentive rate for automated system optimization & systems that control heat pumps
- Eligible RTEM systems:
 - Fault detection & diagnostic capabilities required
- Participating contractor model for qualified RTEM service providers

Real Time Energy Management Pilot – System Overview

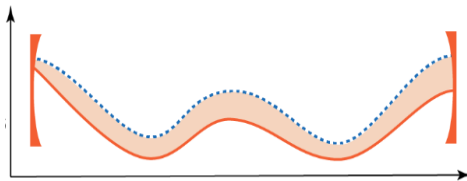
1. Data Collection & Warehousing

Integrates and organizes building data



4. Monitoring & Measurement

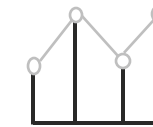
RTEM system measures energy savings



2. Actionable Information

Develop and present clear recommendations

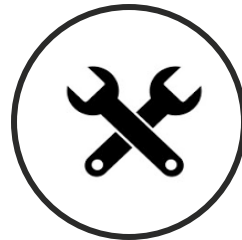
- Detects/diagnosis faults
- Creates alerts
- Identify opportunities
- Prioritizes based on ROI



3. Implementation

Execution by building engineer or automated system

- Optimize start-up/run hours
- Equipment staging
- Pre-heating/cooling



Multifamily Energy Efficiency Program

Background on Programs

- Part of Statewide framework for utility energy efficiency programs: **New Efficiency New York**
- Ordered in 2020 by Public Service Commission
- 2020 – 2025 Order shapes our strategy
- Con Edison budget: \$1.7B across electric, gas, and heating electrification programs. Currently spending close to \$400M annually



Multifamily Program – Overview

Residential multifamily building with 5+ residential units can take advantage of financial incentives for approved equipment upgrades/electrification initiatives.

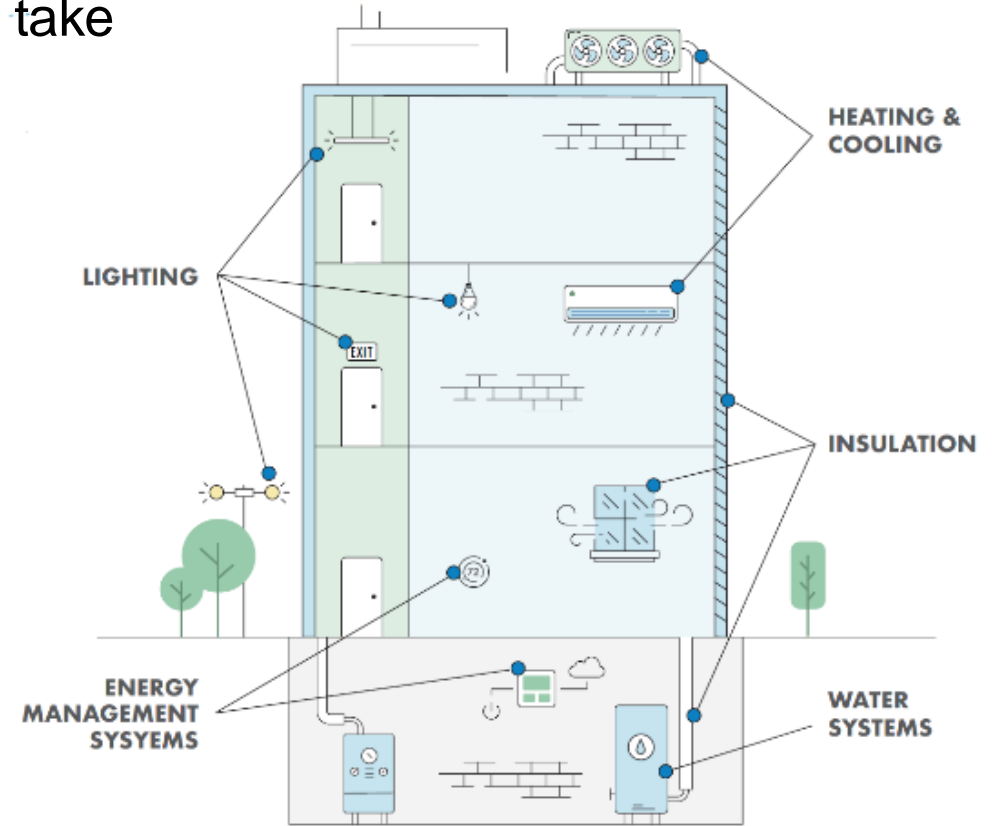
New York State Clean Heat Program (CHP)

Con Edison Multifamily Energy Efficiency Program (MFEET)

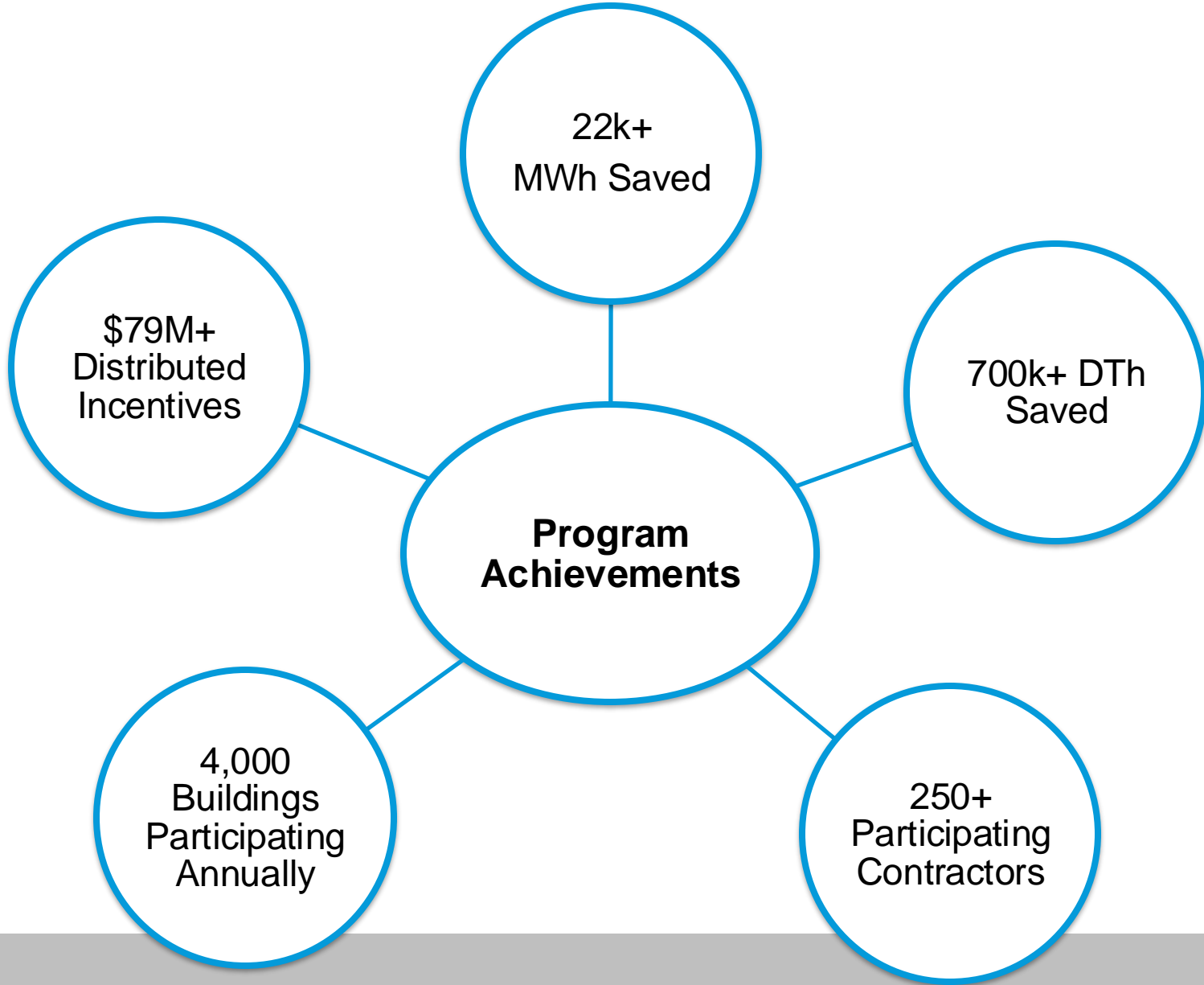
NYS Affordable Multifamily Energy Efficiency Program (AMEEP)

Neighborhood Program: Non-Wires Solutions (NWS) & Non-Pipe Alternatives (NPA)

Incentives up to 85% of total project cost



Multifamily Program – 2023 Highlights



Multifamily Program – Shifting Portfolio and Changes Over Time

Over coming years, shifting focus to building envelope upgrades and electrification of heat and hot water in support of clean energy transition.

Phasing Out



Lighting



Natural Gas Equipment

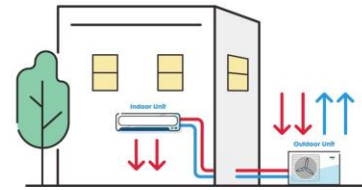


Refrigeration

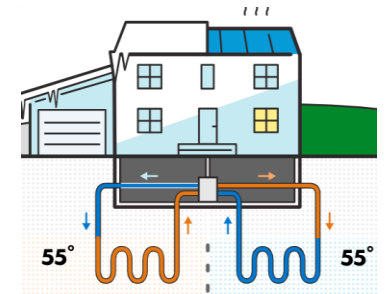


Home Energy Reports

Growing



Air Source Heat Pumps



Ground Source Heat Pumps

Building Envelope Upgrades



ATTIC INSULATION



AIR SEALING

Multifamily Program – Eligible Measures

Electric Equipment

- **Common Area LED Lighting and Controls**
- **In-Unit LED Bulbs**
- Elevator Modernization
- HVAC
 - Variable Frequency Drives
 - EC Motors
 - Chiller Replacement
 - Cooling Tower Replacement
 - Packaged Terminal Air Conditioners
 - Air Conditioner – Central Unit Replacement

Gas Equipment

- Boiler Replacements
- In-Unit Showerhead and Faucet Aerators
- **Energy Management Systems**
- **Pipe Insulation**
- **Steam Traps**
- **Boiler Clean and Tune**
- 2-pipe Steam Retro-Commissioning
- Building Envelope
 - **Air Sealing**
 - **Roof and Wall Insulation**
 - Window Replacement

***2025 Addition:
Above Deck Roof
Insulation***

Article 321 prescriptive energy conservations measures highlighted in blue – Con Edison offers a special program and incentives for buildings that need to comply with this pathway

Multifamily Program – Gas "Fast Track" Program Offering

Con Edison launched a new program offering focusing on providing gas savings for **small and older buildings** that might have been historically seen less coverage by our programs.

Target Market:

- Buildings under 50 units and 4 floors and under
- Pre-War Buildings (Built prior to 1940)

Key Differences:

- Focus on Gas savings for Market Rate Buildings
- Deemed Savings approach for energy savings calculations and incentives
- Reduction in administrative burden; reduced inspection requirements

Included Measures

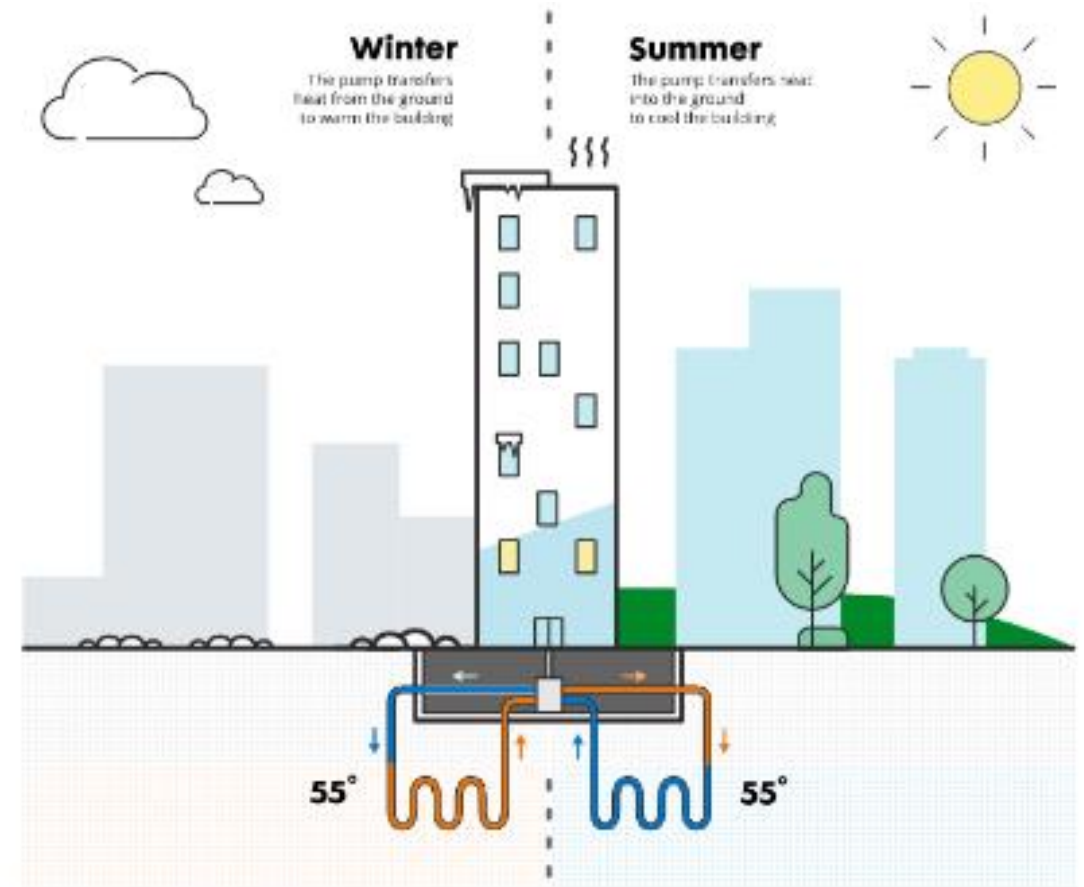
- Energy Management Systems (EMS)
- Boiler Clean & Tune
- Boiler Replacement
- Pipe Insulation
- Roof Insulation

Multifamily Program – Clean Heat Projects

Incentivized Technology

- Mini-Split Heat Pumps
- Central Cold Climate Air Source Heat Pumps
- Commercial Unitary Heat Pumps
- Air Sourced Variable Refrigerant Flow
- Cold Climate Packaged Terminal Heat Pumps
- Cold Climate Standing Vertical Heat Pumps
- Custom Air/Water sourced Heat Pumps*
- Ground Source Heat Pumps (via GSHP Offering)

**On a case-by-case basis*



Multifamily Program – Clean Heat Incentives Eligibility

Category	Category Description	Eligibility	Incentives
2C	Full-load space heating ASHP heating	Available to existing buildings with 100 and fewer dwelling units	\$5,000 / dwelling unit
4	Custom space heating ASHP	Existing buildings only	\$200 / MMBtu
4a	Custom ASHP + Envelope	Existing buildings only	Tier 1 - \$200 / MMBtu Tier 2 - \$225 / MMBtu
6	Custom Domestic Hot Water HPWH	Existing buildings only	\$1,000/DU
10	Custom Partial Load Space Heating Applications	Existing buildings only	\$70/MMBTU

- Decommissioning will be required for all ASHP projects, except partial load projects.
- Incentives will be capped at \$1M or 50% of total project cost, whichever is lower
- Incentives are for projects in existing buildings only
- These incentives cover all eligible non-GSHP technologies, including ASHP, VRF, HPWH

Multifamily Program – Case Study



The building image is for illustrative purposes only.

Building Type: Multifamily Building
Measures: Roof Insulation

Built in 1929, this five-story building has 359 units and covers 46,209 square feet.

Total Project Cost **\$528,922**

Con Edison Incentive **\$444,295**

% of Project Cost Covered by Con Edison **84%**

Est. Annual Energy Savings (MMBtu) **2,896**

Multifamily Program – Case Study



The building image is for illustrative purposes only.

Building Type: Multifamily Building
Measures: Clean Heat Plus Envelope

Build in 1900, this building has 7,600 square feet of space and houses eight units.

Total Project Cost **\$335,240**

Con Edison Incentive **\$100,572**

% of Project Cost Covered by Con Edison **30%**

Est. Annual Energy Savings (MMBtu) **503**

Small Business and Non-Profit (Small Biz) Energy Efficiency Program

Small Biz Program - Eligibility

Con Edison provides incentives to help **small businesses and non-profits across NYC and Westchester** (with average electric demand below 300 kW) implement energy efficiency upgrades and electrify their heating, including:

- ✓ Restaurants
- ✓ Grocery stores
- ✓ Laundromats
- ✓ Chains (Retail, Banking, Food)
- ✓ Retail stores
- ✓ Hotels
- ✓ Auto repair shops
- ✓ Manufacturing & warehouses
- ✓ Offices
- ✓ Schools
- ✓ Houses of worship
- ✓ Non-profits, and more!

The Small Biz has been active since 2009 and has served over 40,000 customers to date!



BALLY LAUNDROMAT
5138 Goldsmith Street, Queens

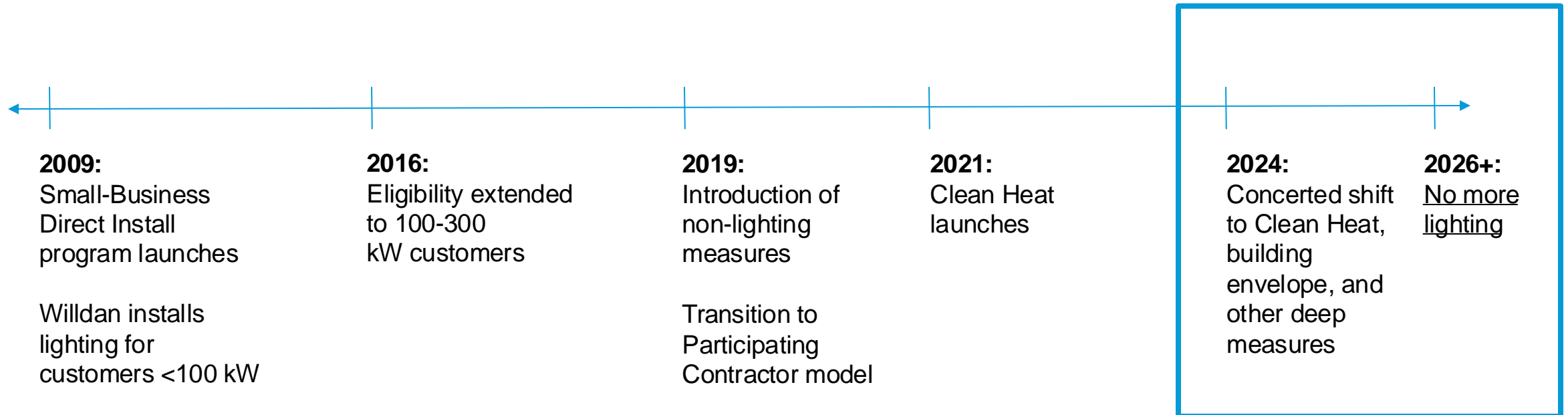


FERMENTED GRAPES
651 Vanderbilt Avenue, Brooklyn



MANNA PRESBYTERIAN CHURCH
170-04 43rd Avenue, Queens

Small Biz Program - Program Evolution



Small Biz Program - Program Process

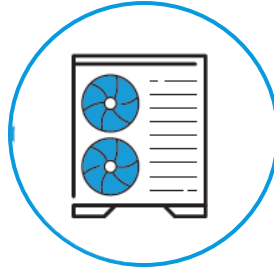
- 1** Select a contractor from our approved Participating Contractor* list at coned.com/smallbiz Customers can also use their own contractors, as long as they are onboarded to the Small Biz Program.
- 2** The Participating Contractor visits your business and recommends energy-saving upgrades. They'll also estimate how much it will cost and how much Con Edison will cover. You decide if and when the work gets done.
- 3** The contractor completes the application and performs the work. Con Edison pays up to 70% of the cost directly to the contractor, and you pay the difference. No waiting for rebates.

***We're always looking for more contractors to join our Participating Contractor network!
Please send any referrals to smallbiz@coned.com**

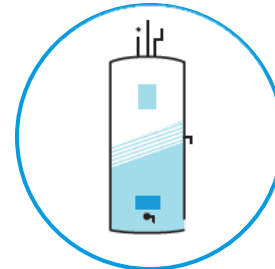
Small Biz Program – Eligible Measures



Lighting & Controls



Heating, Ventilation & Cooling (HVAC)



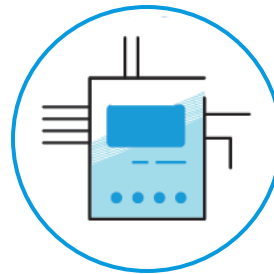
Hot Water Systems



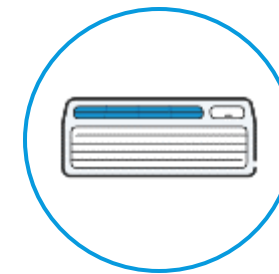
Refrigeration



Building Envelope



Energy Management Systems



Heat Pumps

Click [here](#) for incentive information for energy efficiency measures
Click [here](#) for incentive information for heat pump installation

Small Biz Program – Case Study



“Aesthetically, it looks better. The lighting gave my produce such a big pop. It looks fresher and more appealing. It made a big difference. Sometimes all it takes is the light.”

- Shady Widdi, Owner

Building Type : Grocery Store
Measures : Lighting and Refrigeration

Between 2016 and 2022, Foodtown installed:

- LED lighting
- Refrigerated Case Night Covers
- Fan and Motor Controls for Refrigerated and Freezer Cases
- Anti-Condensation Heater Control
- Automatic Door Closers

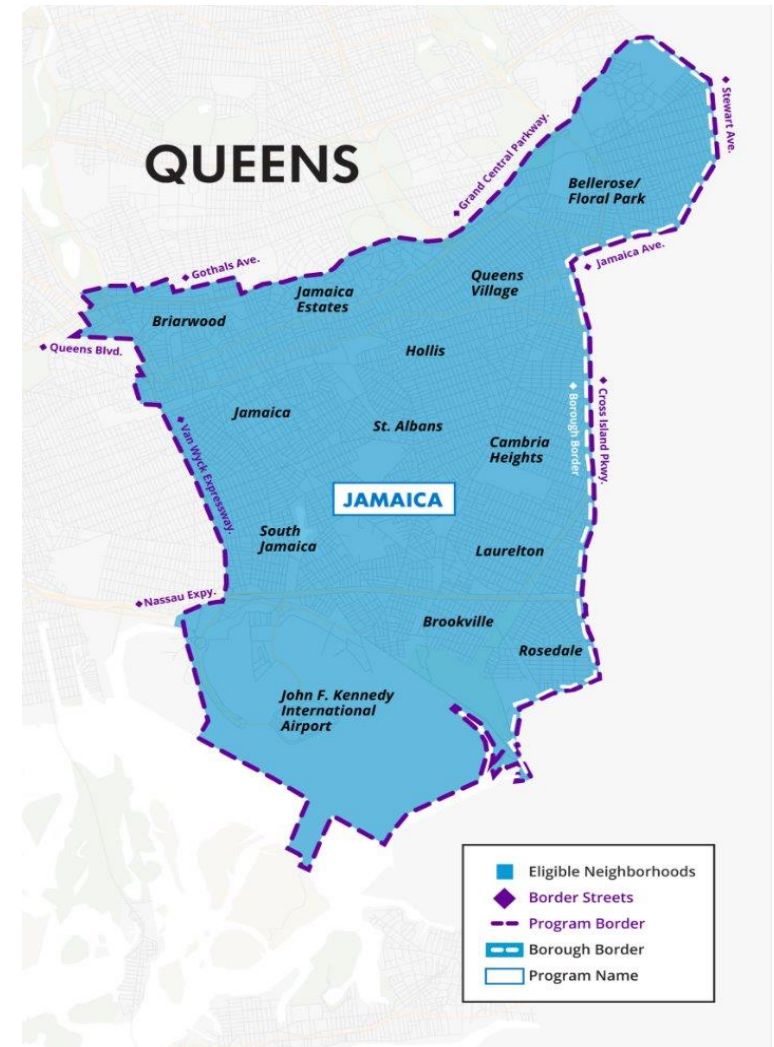
Total Project Cost	\$139,610
<u>Con Edison Incentive</u>	<u>\$97,560</u>
Customer Copay	\$42,050

Annual Electric Bill Savings*	\$69,357
Customer Payback Period	7 months

*Cost savings are based on an estimated average of \$0.20/kWh

The Neighborhood Program

- **Provides bonus incentives** select energy efficient upgrades in eligible Queens neighborhoods
- Covers **up to 100% of cost** to install:
 - LED lighting & controls
 - Heating, Ventilation and Air Conditioning (HVAC)
 - Refrigeration upgrades
 - and more!
- Recently closed the Brooklyn Territory (BQDM)
 - We successfully sold and installed energy efficiency measures above and beyond the goals set for the BQDM neighborhood
 - Since 2015:
 - over **\$83M** in Bonus incentives were provided
 - more than **8,000 projects** were completed
 - **15 MW** of network peak electric demand reduction
 - **169 GWh** of annual energy savings



Neighborhood Program – Case Study



CENTURY 21 SUNSHINE REALTY
84-44 Grand Ave, Queens

Building Type : Realty Office
Measures : LED Light Fixture Upgrades

For over 25 years, Century 21 Sunshine has served residential and commercial customers from its Elmhurst, Queens location.

In 2021, through the Neighborhood Program, Century 21 Sunshine was able to fully cover installation of LED light fixture upgrades.

Total Project Cost	\$ 7,535
Con Edison Incentive	\$ 7,535
Customer Copay	\$ 0

Annual Electric Bill Savings* **\$1,145**

Customer Payback Period 0 months

*Cost savings are based on an estimated average of \$0.20/kWh

**Savings are based on a \$1.27/Therm rate.

Small Biz Program – Marketing and Outreach Initiatives

Small Business & Nonprofit Energy Efficiency Program

Join NYC and Westchester businesses, nonprofits, schools and more, saving energy and money by making energy-efficient upgrades.

We'll cover up to 70% of the upfront costs of upgrades like LED lighting, HVAC systems, refrigeration, Wi-Fi thermostats, and heat pumps in facilities with an active electric or gas account with Con Edison.

These upgrades can help lower energy costs, reduce maintenance costs, and get your space in compliance with local laws.

Learn more at conEd.com/SmallBiz and conEd.com/CleanHeatSmallBiz.

Who's Eligible?
Businesses, nonprofits, houses of worship, veteran organizations, and schools with <300 kW demand are all eligible.

How to Participate

1. Select an approved contractor from conEd.com/SmallBizContractors or have yours apply to participate on conEd.com/ContractorNetwork.
2. The contractor visits your facility, provides a quote for the work, and an estimate of how much Con Edison will cover. You decide if and when the work gets done.
3. The contractor performs the work. Con Edison pays up to 70% of the cost directly to the contractor, and you pay the difference. No waiting for rebates.

[View the Crest Hardware Success Story at conEd.com/SmallBizSuccess](http://conEd.com/SmallBizSuccess)

Continued on back



Save Big on Energy-Saving Upgrades

Boost sales and make your store more comfortable for customers with incentives for lighting, heating & cooling, refrigeration, and more.

A More Inviting & Cost-Effective Store Is Just a Few Upgrades Away

Energy-efficient solutions will not only help cut operating costs, but they will also make your store look and feel more welcoming to customers, increasing foot traffic, and your bottom line.

Plus, we'll cover up to 70% of the cost of upgrades!

Available Upgrades:

- LED outdoor and indoor lighting
- Refrigeration upgrades (like display case replacements and case lighting)
- New cooler and freezer door gaskets
- Heating & cooling system upgrades (check out our **limited-time offers** on heat pumps!)
- And much more!

Foodtown Grocery Testimonial:

"Aesthetically, it looks better. The lighting gave my produce such a big pop. It looks fresher and more appealing. It made a big difference. Sometimes all it takes is the light."
—Shady Widdi, Owner

View Foodtown's [upgrade journey](#).

Start by submitting an interest form and we'll help you find the right upgrades for your grocery store.

[Get Started](#)

- Program Overview Documents (available in nine languages)
- Customer Focused Outreach
 - Schools
 - Grocery Stores
 - Hotels
 - Warehouses
 - Houses of Worship
 - Chains
- Success Stories
 - 10 currently published; accessible from bottom of our webpage: conEd.com/SmallBusiness coned.com/es/pequenaempresa
- We are working on developing more success stories and offering \$200 as a thank you to business owners who participate in the process!

Customer Financing Opportunities

Customer Financing - Subsidized Financing Pilot

- Eligible Sectors:
 - Small Business & Nonprofit (Small Biz)
 - Commercial & Industrial
 - Multi-Family Energy Efficiency /Affordable Multi-Family Energy Efficiency Programs
 - Single-family homes & residential buildings (2-4 apartments)
 - What measures are eligible?
 - **Lighting, HVAC, Gas, Refrigeration, Envelope & more**
 - **Excludes heat pump installations**
 - **To be eligible, projects must be installed by September 1, 2025**
- How does it work?
 1. **Customer engages Participating Contractor; receives scope of work and incentive offer letter**
 2. **Customer contacts approved ConEd financial services provider(s)**
 - Visit conEd.com/Financing for list of providers
 3. **Customer receives a decision on their loan package**
 - If the customer is eligible, ConEd will contribute up to 30% of the project incentive amount to buy down the customer's interest rate. *This is in addition to the program incentive.*

For additional info, visit:
conEd.com/Financing

Customer Financing - Clean Heat

Installing energy efficient heat pumps can present customers with a large up-front cost, which can halt an upgrade project before it gets off the ground. Financing can unlock these projects for your customers.

- Con Edison has assembled and vetted a group of financing providers offering a range of products to meet customer needs.
- Financing products offer options, including off-balance sheet loans, payment via utility savings, and equipment leases.



Our group of vetted financing providers offer customers financing options including:

- **C-PACE**
- **Energy-as-a-Service**
- **Energy Service Performance Contract**
- **Heat Pump Financing Packages**
- **Equipment Leasing**
- **Capital Lending**

*Submit an inquiry to learn more at
CleanHeatFinancing@coned.com*

Contact Information



Commercial and Industrial (C&I)



commercial@ConEd.com



[ConEd.com/LargeCommercial](https://www.coned.com/LargeCommercial)



Multifamily (MF)



multifamily@ConEd.com



[ConEd.com/MultiFamily](https://www.coned.com/MultiFamily)



Small Business and Non-Profit (Small Biz)



smallbiz@ConEd.com



[ConEd.com/SmallBiz](https://www.coned.com/SmallBiz)

Thank You!