



Con Edison Commercial & Industrial Energy Efficiency Incentive Program

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Carrier Sustainability Symposium | September 19, 2024

The Evolution of the Utility's Role in Clean Energy



Core Business

Three Commodities:
Electric, Gas and
Steam



Our Customers

Diverse market
segments, unique
building stock



Growth Strategy

Investing \$1.8B in “EE”
and heating
electrification by 2025



Trusted Energy Advisor

Promote customer
choice, education
and incentives

Con Edison's Clean Energy Commitment

5 Pillars



Build the Grid of the Future



Empower All of Our Customers to Meet Their Climate Goals



Reimagine the Gas System



Lead by Reducing Our Company's Carbon Footprint



Partner With Our Stakeholders

C&I Energy Efficiency Program | Get Paid to Upgrade



INCREASE PROFITABILITY

- + Receive **cash** incentives to reduce project costs
- + Increase ROI
- + Lower monthly utility bills
- + Lower maintenance costs
- + Increased property value
- + Potential tax benefits

DECREASE ENERGY USAGE

- Reduce carbon footprint
- Meet sustainability goals
- Meet state compliance goals
- Enhance brand reputation
- Comfort!

Commercial & Industrial Energy Efficiency Program

Dedicated Support



- Managed in-house
- Knowledgeable & experienced team of Energy Specialists, Engineers, and Inspectors
- Work hand in hand with C&I customers to develop and submit energy efficiency projects
- Trusted network of vetted Participating Contractors to facilitate project implementation

Regulatory Compliance



- Incentives facilitate regulatory compliance with Local Law 97 and other City / State initiatives
- Con Ed provides education and outreach to increase regulatory awareness
- C&I Program offers practical solutions for customers to avoid fines

Local Law 97 Example | Commercial Office Building

- **1,587,872² ft.**
- **14,550 metric tons** of carbon
- **1,016 metric tons** over 2024-29 limit

Fine:
\$272,351

Fine:
\$1 million +

2024 - 2029

2030 -

C&I Energy Efficiency Program Eligible Measures

Building Envelope	Custom Measures	HVAC Measures	Refrigeration Measures	Lighting & Lighting Controls	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">• LED Fixtures or Retrofit Kits• Refrigerated Display Case LED Fixtures• Bi-Level Lighting• Lighting Power Density (LPD)• One-for-One Networked Controls• One-for-One Daylight Dimming, Daylight Stepped, or Occupancy• LPD Networked Controls	<ul style="list-style-type: none">• Air Compressors• Commercial Kitchen Equipment• Elevator Modernization

Incentives up to 50% of total project cost!

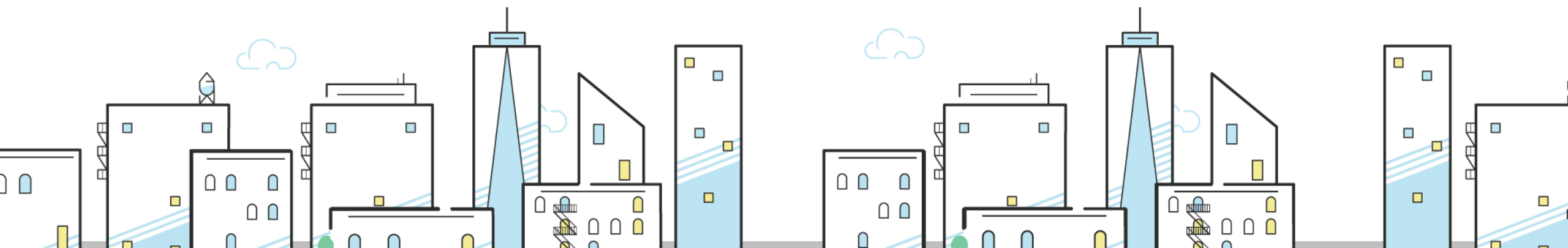
C&I Measure Highlights (1/3)

Fuel Switching HVAC (\$70/mmbtu)

Measures that electrify existing district steam, natural gas or oil HVAC equipment.

*Measures include but are not limited to

Existing Equipment	Proposed Replacement Technology
Steam absorption chiller	Electric chiller
Steam turbine chiller	
Gas-engine-drive chiller	
Gas absorption chiller	
Gas-fired boiler	Electric Boiler
Steam-driven boiler	
Oil-Fired boiler	



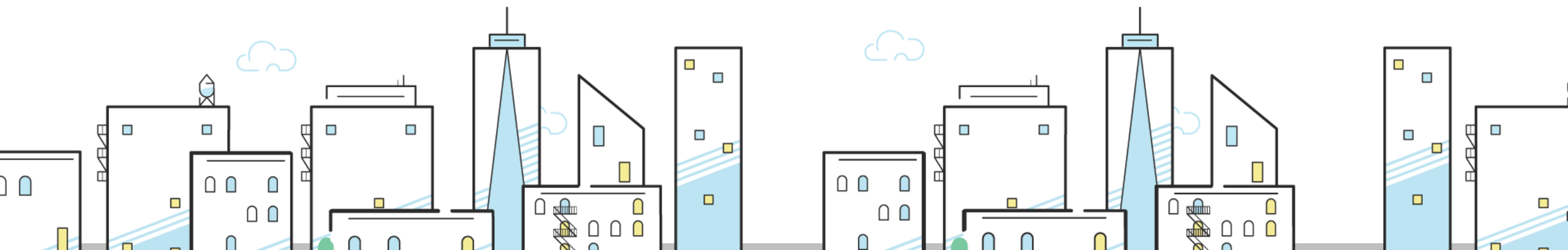
C&I Measure Highlights (2/3)



Building Envelope (highest \$/unit rates!)

Includes window replacement, installation of secondary window systems, exterior wall and roof insulation, or other upgrades to existing building envelope that reduce energy losses.

\$0.68 per kWh
\$120 per Mlbs of Con Edison
Steam³
\$20 per therm
\$15 per Gal of Fuel Oil⁴

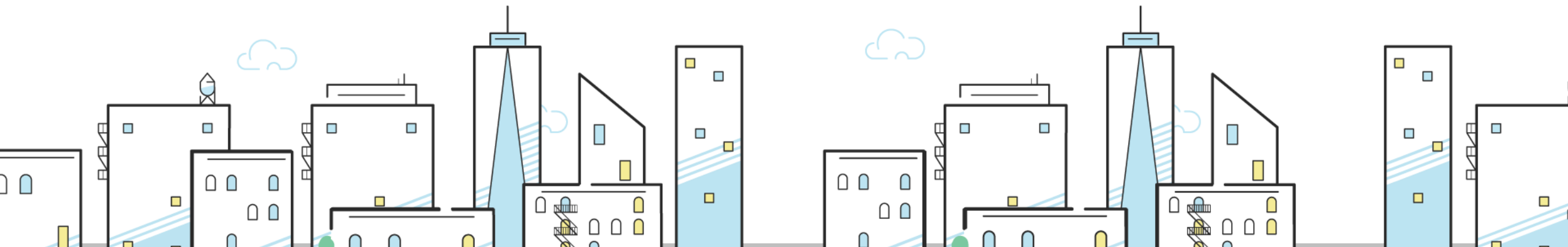


C&I Measure Highlights (3/3)

Waste Heat Recovery

Systems that reuse waste heat to provide space conditioning or domestic hot water heating.

Electric Measures	\$0.45	Per kWh
Gas Measures	\$8	Per Therm
Secondary Steam Measures	\$80	Per Mlbs



C&I + NWS Case Study: One Court Square (2021)

The Results

Total Project Cost (gross)	\$5,809,549
C&I Program Incentive	\$3,169,970
NWS Adder Incentive	\$1,533,800
Total Incentive:	\$4,703,770
Total Project Cost (net)	\$1,105,780
% Covered by Con Ed	81%
Payback Period:	<1 year
Annual kWh Savings:	4,448,832 kWh

Energy-Efficient Upgrades Installed:

- Variable Speed Chillers
- Variable Frequency Drives
- Building Management System
- Refurbished Cooling Towers
- Refurbished Heat Exchangers
- Optimized Control Strategy on Condenser Water Flow
- Discharge Air Temperature Reset Strategy



“The pressure to improve energy efficiency is at the forefront for all building owners, from both a compliance and energy savings perspective...this program made it possible for our team to achieve the sustainable, operational, financial and performance goals that we set out to accomplish.”

- Peter Rosenthal, Principal, Director of Development and Chief Sustainability Officer

NYS Clean Heat Program Overview

Partnership with NYS

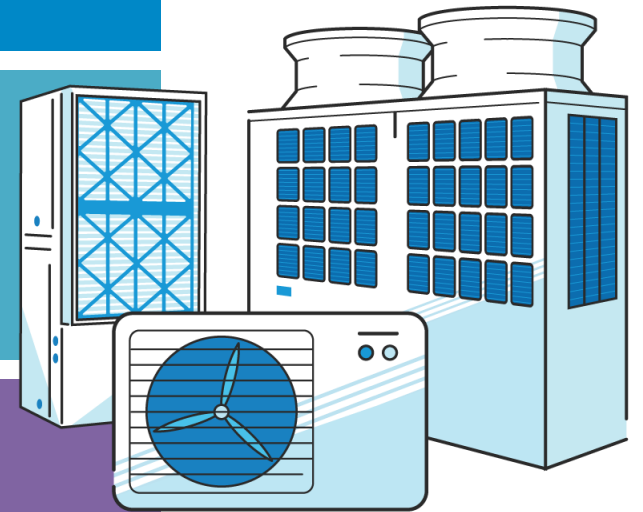
To achieve New York State's goals for a low-carbon future, New York State Energy Research & Development Authority (NYSERDA) and energy companies have partnered to offer a range of incentives to make heat pumps more affordable and accessible to residents, small businesses, as well as commercial and multifamily building owners.

What are heat pumps?

Electricity powered heating and cooling solutions that redistribute energy from a source (outdoor air, the ground, or a mechanically heated or cooled fluid loop) rather than producing it.

What are the requirements to qualify for incentives?

Heat pumps must be designed to provide hot water heating and/or both space heating and cooling are eligible for incentives under the NYS Clean Heat Program.



Clean Heat Program for Con Edison C&I Customers

- **Eligible clean heat technologies include:**

- Variable Refrigerant Flow (VRFs) Systems
- Central Air Source Heat Pumps
- Mini-Split Heat Pumps
- Ground Source Heat Pumps
- Water Heating Solutions
- Packaged Terminal Heat Pumps
- Single Package Vertical Heat Pumps
- Heat Pump Chillers
- Energy Recovery Ventilators
- Heat Recovery Ventilators
- Paired Envelope Upgrades
- Advanced Controls for Heating Electrification
- Custom Heat Pump Solutions

Read the [C&I Clean Heat Program Guide](#) for full project requirements, measures, and incentives

Incentives can cover up to:

50%

Of Project Cost

100%

Of Measure Cost

Clean Heat Case Study - Manhattan Mini Storage



CCEP Participating Contractor Network

- Management of the Participating Contractor (PC) Network varies between being managed by Con Edison Program teams or through an Implementation Contractor (IC) team
- An IC is hired by Con Edison to implement an energy efficiency program on behalf of the utility

Participating Contractor Network	
Residential (Weather Ready) Program	26
Multifamily Program	271
Small Business & Nonprofit Program	143
Commercial & Industrial Program	132
NYS Clean Heat Program	447
Total PCs	1,019
Unique PCs with Program Overlap Included*	784

*PCs can participate in more than one program at Con Edison

Low-Interest Financing For Energy Efficiency Projects

Con Edison wants to make it easier and more affordable to invest in the efficient updates your business or building needs to thrive.

We're collaborating with financial service providers to offer low interest loans for eligible projects that will help you save energy, lower costs, and reduce your environmental footprint.

Low Interest Loans can help you:

- Get a project done sooner, even if it's not in your budget
- Start saving on energy costs before making any loan payments
- Remove the barrier of initial project costs



Questions?

Visit conEd.com/Financing or email EEFinancing@conEd.com.



Get started here

Financing For Clean Heat Projects

Con Edison's Clean Energy Networks can connect you to our network of Financing Allies, specializing in a range of products across all market segments, to help you unlock clean heat upgrades.

Want to learn more?

Email CleanHeatFinancing@conEd.com.

Financing Allies offer financing options including:

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



conEdison

2000
years

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Questions?



C&I Program Links:

[C&I EE Program](#)

[C&I Clean Heat Program](#)