

BGE's Industrial & Commercial Program Overview

NAESCO Mid-Atlantic  
Regional Meeting  
June 11, 2009



***BGE Smart Energy Savers Program<sup>SM</sup>***

## EmPower Maryland Act Overview

- EmPower Maryland Act of 2008 is a state-wide initiative to reduce Overall per capita energy and demand reduction of 15% by 2015
  - Utilities must reduce per capita energy consumption by 5% by 2011 and 10% by 2015
  - Utilities must reduce per capita demand 5% by 2011, 10% by 2013 and 15% by 2015
- Utilities required to develop energy efficiency and demand response programs for all customer segments including residential, small and large commercial and industrial
  - BGE's Energy Efficiency & Conservation Programs were approved by the Maryland Public Service Commission on 12/31/08
- Ongoing updates and upgrades are to be provided to the Commission and MD Energy Administration as required

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# BGE Energy Efficiency & Conservation Programs

- Residential
  - Lighting & Appliances
    - Refrig./ Freezer turn in
  - HVAC Rebate
  - On Line Energy Audit
  - Quick Home Energy Check Up
  - Home Performance with ENERGY STAR
  - Limited Income Energy Efficiency
  - ENERGY STAR New Construction
- Industrial & Commercial
  - All Business Customers
    - Energy Solutions for Business
  - Small Business Customers
    - Small Business Lighting Solutions
  - Large Industrial & Commercial Customers
    - Retro-Commissioning

# Energy Solutions for Business Overview

- Energy Solutions for Business applicable for replacement of existing equipment, new construction, and major renovation projects
- Available for all BGE Business Customers
  - Commercial, Industrial, Government and Institutional
- Prescribed incentives vary for measures and typically are 50% - 75% of incremental costs
- Pre-Approval Requirements
  - No pre-approval required for projects with incentives that total <\$1,000 for lighting or <\$5,000 for other measures
  - Pre-approval required for all projects with incentives that total > \$1,000 for lighting, >\$5,000 for other measures and all Custom projects
- BGE will work with key trade allies such as design professionals, distributors, installation contractors, and Energy Service Companies (ESCO's), etc. to help educate and jointly promote participation
- Customer chooses service provider/contractor or may use own employees to install measure(s)

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# Energy Solutions for Business Measures

- **Lighting & Controls**
  - Features one-for-one fixture replacement within existing buildings; one-for-one fixture upgrades for new buildings; or complete lighting design for new construction projects.
- **HVAC Systems**
  - Unitary Equipment – New purchases or replacements for failed equipment, usually in smaller commercial and retail facilities.
  - Chillers – Large central air conditioning systems for commercial and industrial buildings.
- **Three Phase Motors**
  - New 1-200 HP motor purchases or replacements. BGE provides incentives for motors purchased up to 6 months in advance of installation.
- **Variable Frequency Drives (VFDs)**
  - VFD installations are an energy-efficient option for businesses with HVAC systems in existing facilities.
- **Commercial Refrigeration Equipment**
  - BGE offers incentives on commercial refrigeration equipment, including equipment upgrades and new equipment purchases.
- **Commercial Kitchen Equipment**
  - Restaurants that invest in high-efficiency equipment can reduce utility costs by 10% to 30% without sacrificing service or quality.
- **Custom**
  - Site-specific, cost-effective measures for retrofit and new construction opportunities.

# Energy Solutions for Business Custom Measures

- Offers incentives for most complex and site-specific measures and projects
  - Available for energy efficiency technologies, or multi-measure projects, that do not fall under the prescribed measures
- Financial incentives are based on a per kWh basis and cover up to 50% of the total cost for retrofit projects and up to 75% of the incremental costs for new construction projects.
- Studies can be co-funded at 50% of the pre-approved study cost with a cap of \$15,000 per study
  - Customer's share of study may be 100% refunded if more than 75% of the measures are implemented
- Typical Custom projects
  - Energy management systems
  - Compressed air systems
  - Process equipment and chillers
  - Industrial systems
  - Whole building systems
- Additional Custom projects
  - Facility “walk-through” audits
  - Feasibility/project development studies
  - Design assistance
  - Commissioning
  - LEED certification
  - Benchmarking

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# Small Business Lighting Solutions

- Customers will receive:
  - Full turnkey service
  - Free energy analysis and easy-to-follow recommendations for improving energy efficiency lighting
  - An incentive that covers 80% of the total cost of most lighting retrofit projects (materials, labor, and recycling)
- Customers do not receive a direct incentive. The program contributes up to 80% of the total project cost, paid to the direct installation contractors. The customer pays the remaining cost to the contractor.

- Participating is easy

- Be a small business BGE customer (Have monthly billing demands of 60 kW or less - Schedule G/GS)
- Use approved program contractor:

Labor Contractor	County/City	Telephone
C&J Contractor	Baltimore City	(301) 549-3535
DEL Electric	Baltimore County Carroll County Harford County	(410) 403-1819
Hunt Consulting	Anne Arundel County Calvert County Howard County Montgomery County Prince George's County	(301) 490-2742

## Retro-Commissioning (RCx) Program

(Launch Date: June 2009)

- Helps identify and implement low cost tune-ups and adjustments that improve the efficiency of existing buildings' operating systems by returning them to intended operation or design specifications
  - Focus is on building controls and HVAC systems
  - RCx involves the assessment of building performance and improvements through better use of energy systems controls, cleaning and calibration of equipment, and installation of low-cost measures such as ventilation and lighting controls
- Studies show that RCx typically saves owners 5% to 20% of total building energy costs, at very low cost per square foot
- Provides cost sharing for RCx assessment and study
- Incentives will be based on a per kWh basis

### Contact Information for BGE Business Programs

- BGE Smart Energy Savers Program<sup>SM</sup> Customer Phone: 1-877-685-SESP (7377)
- BGE SmartEnergy website: [BGESmartEnergy.com](http://BGESmartEnergy.com)
- I&C General Email: [Business@bgesmartenergy.com](mailto:Business@bgesmartenergy.com)
- **BGE Energy Efficiency & Conservation Program Management**

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