

Available Energy Rebates & Energy Savings Performance Contracting

Presented by:

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The ECG Group: Who We Are

- *Experts* in Energy Performance Contract (EPC)
Technical Consulting/Evaluation/Design
- Proven track record of over 100 EPC projects
meeting/exceeding the guaranteed
energy savings
- Selected as CCM's Energy Consultant for all statewide
EPC projects
- Women's Business Enterprise
National Council (WBENC)
Certification



CT Rebate Opportunities

- Designed to incentivize business owners to invest in Energy Efficiency
- EverSource and United Illuminating are the two largest CT utilities offering comprehensive rebate programs
- Various rebate programs available
 - *Prescriptive Program*
 - *Customized Program*
 - *Whole Building Program*
 - *New Construction*

CT Rebate Opportunities (cont.'d)

- *Prescriptive*
 - Unit-by-Unit Basis (ex: \$500/unit for EnergyStar Gas Oven)
- *Customized*
 - Calculation Basis (Rebate amount based on Annual electric or natural gas savings)
- *New Construction/Equipment*
 - Can be 75-90% of incremental cost of high efficiency equipment
- *Whole Building*
 - Targets larger facilities with comprehensive energy reduction strategies deployed.
 - **Bonus Upgrades Available**

Why is this important?

- CT has some of the highest utility rates in the country
 - Rebates are designed to help customers pay less for their utilities
- Motivating Factors to pursue these programs
 - Rebates for LED lighting – *No-Brainer Economics*
 - Future Funds in Question – *Act now to capitalize*
 - Less Funds in 2018 than past years – *More Competition*
- ECG specializes in assisting customers to identify energy savings and maximize rebates to fund your capital needs

Recent Rebate Awards

- ECG's customers regularly enjoy significant rebates for the comprehensive nature of **Energy Performance Contracts**

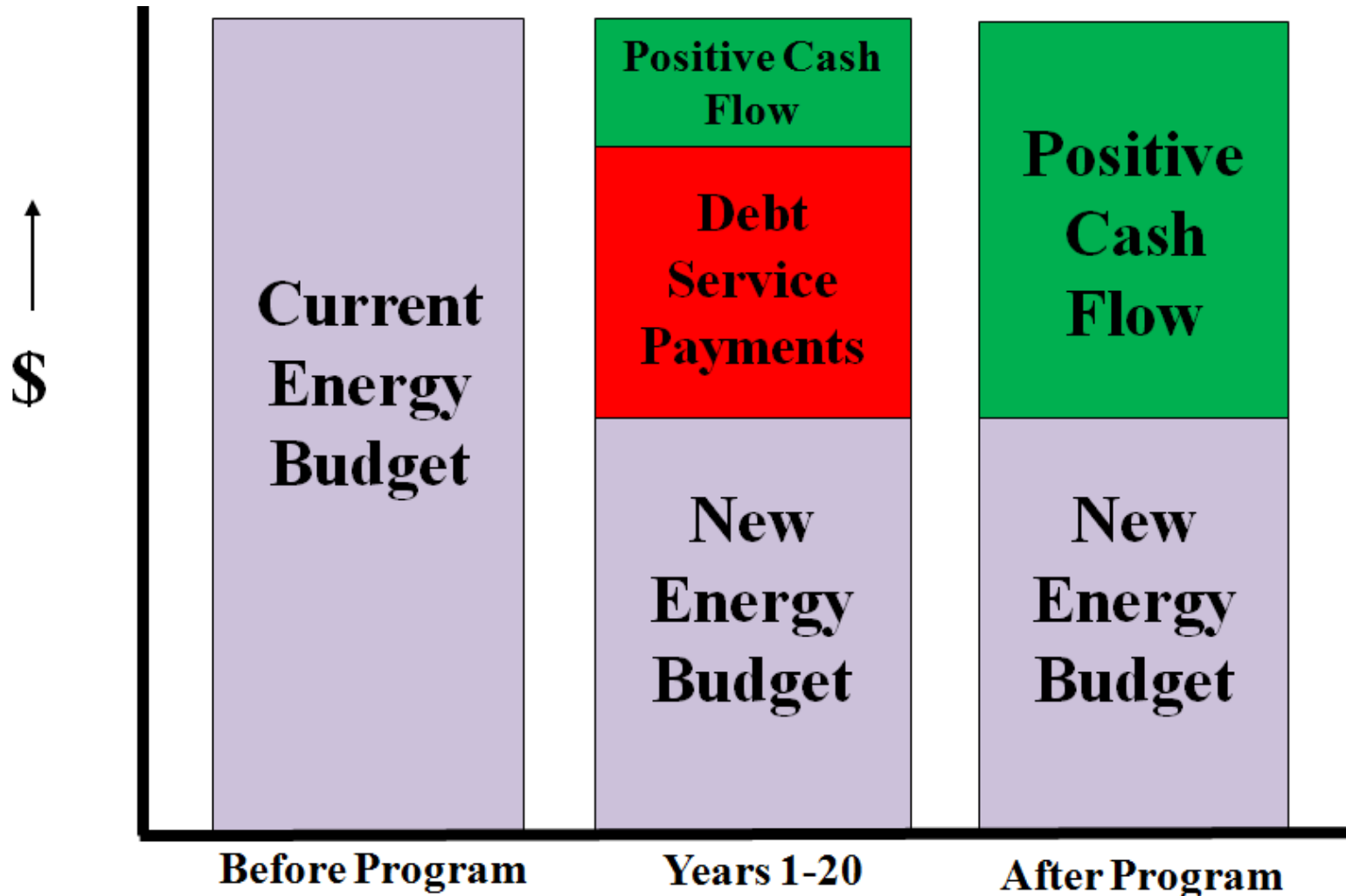
Customer	Rebate Amount
Waterbury, CT	~ \$3.7 Million
Cheshire, CT	~ \$1.25 Million
Southington, CT	~ \$1.3 Million
Guilford, CT	~ \$500,000
Branford, CT	~ \$225,000

What Is An Energy Savings Performance Contract (ESPC)?

- Partnership between a Municipal Agency and Energy Services Company (ESCO)
- Make needed building improvements now and pay for them out of future, guaranteed energy savings the upgrades will yield
- No out-of-pocket costs and no risk



Fund Energy Improvements With No Out-Of-Pocket Costs



What Upgrades are Eligible?

- Any system that generates or saves energy
- Gas Conversions
- Solar/Other Renewables
- Temp. Controls
- Doors
- Windows
- Roofs
- Boilers
- Exterior Finishing
- Lighting
- Many others



Why Consider an ESPC?

- Mounting lists of facility needs with constrained budgets
- Innovative and tax/budget-neutral funding source
- Myriad of options for energy efficiency. An ESPC identifies, evaluates, implements, and measures all viable upgrades
- Take Facilities into 21st Century While Addressing Needed Upgrades
- CT Rebate Programs reward applicants with bonuses for comprehensive energy initiatives versus one-off, piecemeal projects



Case Study - Waterbury, CT

Financials:

- Project Size: \$27.4 M
- Annual Savings: \$1.67 M
- 39% Reduction in Baseline
- Estimated Rebates: ~ \$3.7 M



Scope Highlights:

- 14 Boiler Plant Upgrades
- LED Upgrades to +20,000 fixtures
- Elimination of Pneumatics and upgraded front-end EMS
- Steam Traps, Pipe Insulation, Building Envelope, etc.

The ECG team is highly knowledgeable and effective in communicating complex subject matter that is clear and understandable to the City's stakeholders

-Michael LeBlanc, Director of Finance

Case Study – Cheshire, CT

- Project Size: \$10.2M
- Annual Savings: \$650K
- Utility Rebates: +\$1.25M
- In Performance Period



Scope Highlights:

- Complete interior lighting retrofit in classrooms/dimming LED system
- Energy Management System Upgrades
- Electric → Hydronic Heating Conversion
- Chiller replacements
- Oil/Electric → Gas Conversions



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Case Study – Branford, CT

- Project Size: \$5.9M
- Annual Savings: \$341K
- Utility Rebates: +\$225K
- Phase: Construction



Scope Highlights:

- Comprehensive elimination of pneumatic controls district-wide
- Interior/Exterior LED Upgrades
- Improvements to WWTP
- Replacement of Air Handling Units across the Town and District Facilities



ECG's Scope of Services

1. Preliminary Energy Assessment
2. Customized RFP to solicit proposals from ESCO's; ECG Evaluates Proposals
3. Oversight of Investment Grade Audit
4. **Technical Review of Investment Grade Audit & Contract**
5. Engineering design
6. Construction administration
7. Measurement & Verification; ECG assists owner to ensure guaranteed savings are realized

Questions?

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