

Smart Ideas for Your Business

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ComEd

Business Alliance for a Sustainable Evanston
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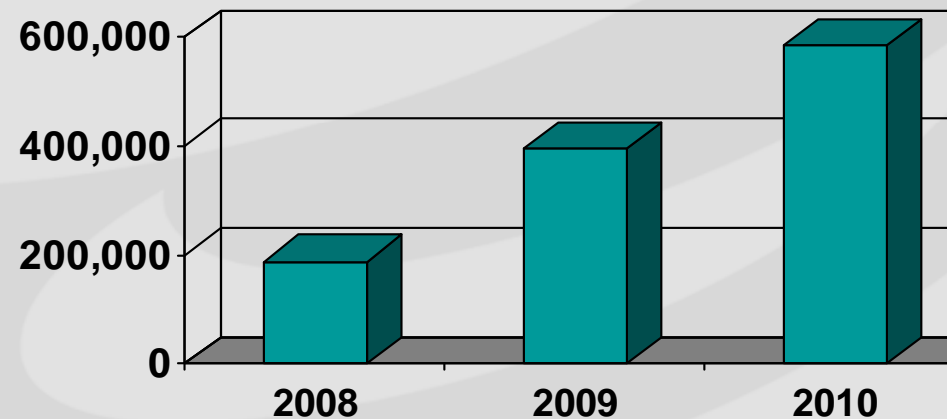
Smart Ideas for Your Business: Agenda

- *Smart Ideas for Your Business* program
- Community Energy Challenge?
- How can you participate?

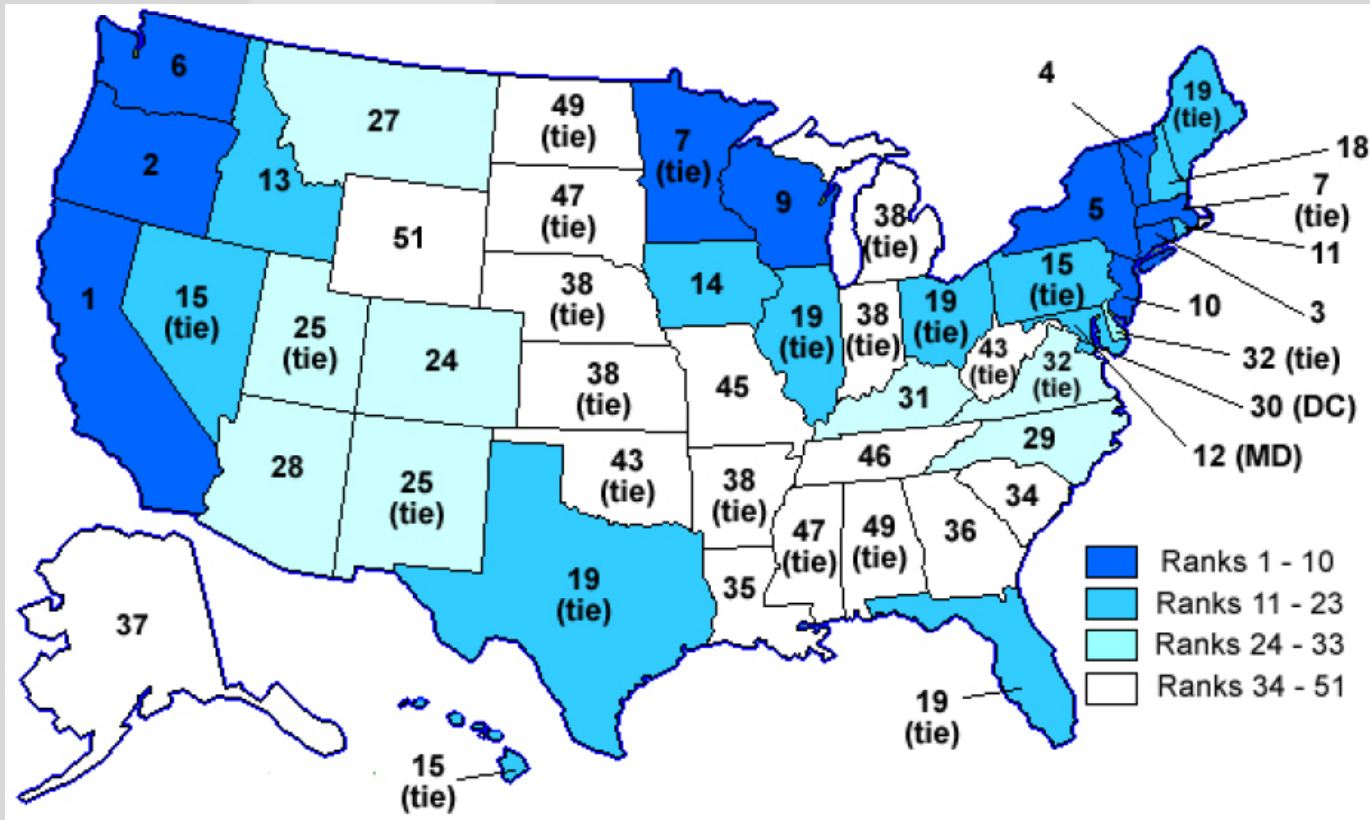
What is the *Smart Ideas for Your Business* Program?

- Provides incentives for energy efficiency upgrades and equipment
- Part of Illinois energy legislation passed in 2007
- Program implemented by ComEd and the Illinois Department of Commerce and Economic Opportunity
- Goal: Reduce energy consumption by 1.2 million MWh

Smart Ideas for Your Business
Energy Efficiency Goal (MWh)

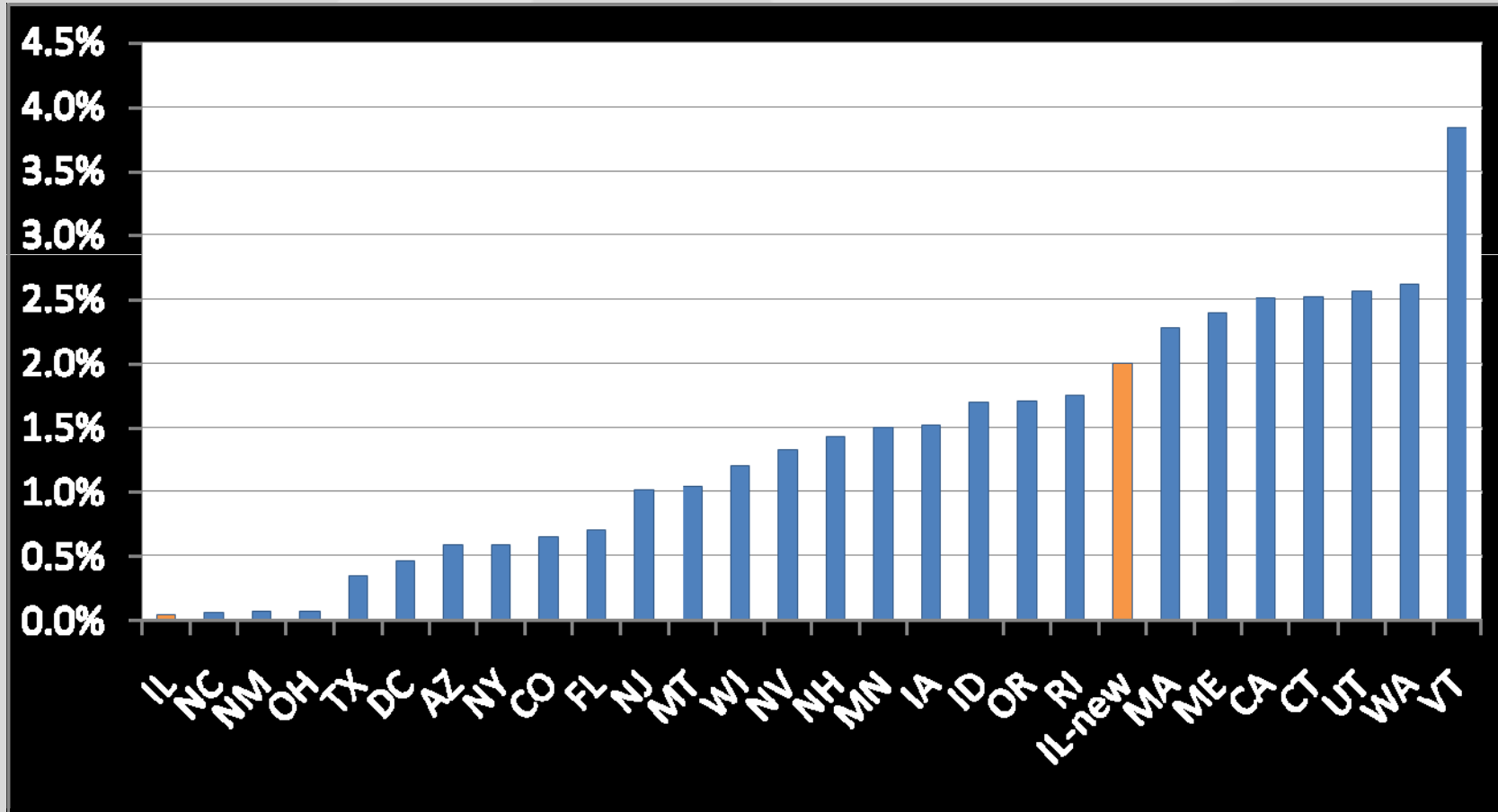


Ratepayer energy efficiency programs continue to expand throughout the States, adding funds annually.



Source: The 2008 State Energy Efficiency Scorecard - ACEEE

Funding for Energy Efficiency as a Percent of Utility Revenues



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Source: American Council for an Energy-Efficient Economy, September 2007

What Projects Are Eligible for Incentives?

Prescriptive Measures

“Off-the-shelf” equipment upgrades:

- Lighting
- HVAC
- Refrigeration
- Motors

Custom Measures

- Retrofits
- Industrial process improvements
- Efficiency improvements not captured by the prescriptive program

Not Eligible:

- Fuel switching
- Solar/wind projects (other incentives available)
- Residential applications (other incentives available)
- Onsite generation
- Peak shifting

What Customers Are Eligible?

- Must be a delivery service customer of ComEd with a valid account number.
 - Electricity can be supplied by a Retail Electric Supplier (RES) as long as the electricity is delivered by ComEd.
- Must be on an eligible ComEd non-residential rate.
 - Eligible rates are listed on the application form.
- Customers of municipal utilities such as Naperville, St. Charles, Batavia, etc., are *not* eligible for Smart Ideas programs.
- Note: Customer eligibility is checked before any technical review/approval of the project.

Prescriptive and Custom Incentives

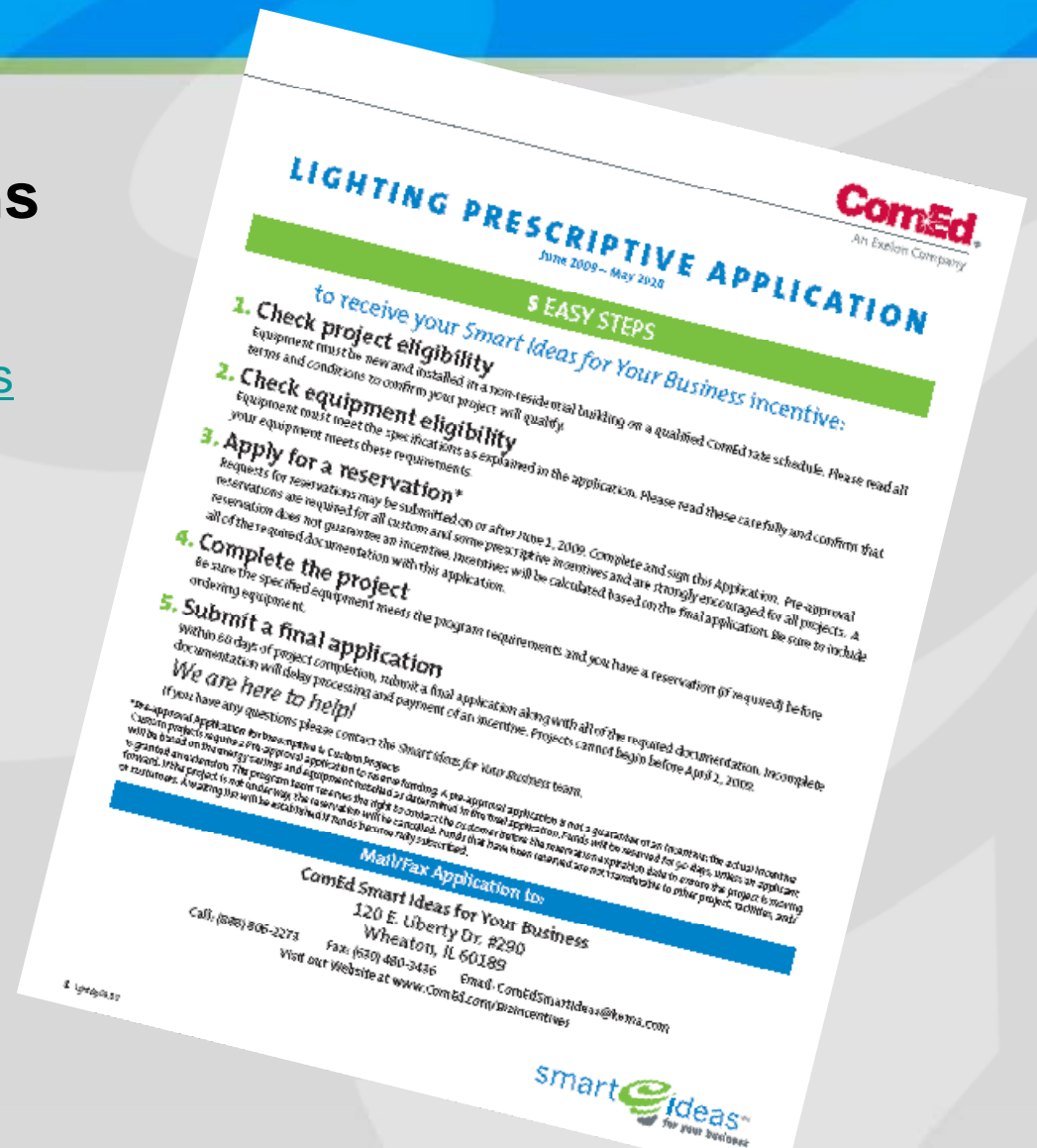
- Incentives for popular prescriptive projects:
 - Exit signs \$20 per sign
 - T5/T8 fixture with ballast 30¢ per watt reduced
 - Occupancy sensor lighting 9¢ per connected watt controlled
 - VSD for HVAC chillers \$25 per hp
- Incentives for custom projects:
 - Incentives of 3-7¢ per kWh saved
 - Worksheet online
- Incentive caps per customer site per program year (June through May):
 - Prescriptive: \$100,000
 - Custom: \$200,000
 - Total: \$300,000

More Incentives for Custom Projects

- Controls
 - CO2 based ventilation
 - Building management system programming
 - Chilled water system upgrades
- Cooling
 - Economizers
 - Ventilation fans
- Lighting
 - LED outdoor lighting
- Industrial process improvements
- Variable frequency drives (VFDs) for motors larger than 200 hp
- Refrigeration
 - Ammonia compressors
 - Insulated freezer doors

Prescriptive Applications

- Available at www.ComEd.com/bizincentives
- Four separate applications
 - Lighting
 - Motors
 - HVAC
 - Refrigeration
- Applications are in two formats:
 - Excel spreadsheet format
 - Adobe pdf format
- Also on website
 - Spec sheets
 - Policies and Procedures
 - FAQs



Custom Applications

- Available at www.ComEd.com/bizincentives
- Redesigned to make it easier to describe project
- Applications are in two formats
 - Excel spreadsheet format
 - Adobe pdf format
- Also on website
 - Spec sheets
 - Policies and Procedures
 - FAQs

APPLICANT INFORMATION (REQUIRED)

Applying for incentives from ComEd and DCEO for the same energy efficiency measure is prohibited.

Pre-approval Date _____ Final Application Date _____

NAME OF COMPANY _____ NAME AS IT APPEARS ON YOUR UTILITY BILL _____

BUSINESS TYPE (Check One)

Office Retail/Service Hotel/Motel Grocery Light Industry College/University

School/K-12 Restaurant Medical Warehouse Heavy Industry Miscellaneous

NAME OF CONTACT PERSON _____ TITLE _____

TELEPHONE _____ FAX _____

EMAIL ADDRESS _____

ADDRESS WHERE MEASURES INSTALLED _____

CITY WHERE MEASURES INSTALLED _____ STATE _____ ZIP _____

YOUR MAILING ADDRESS _____

YOUR CITY _____ STATE _____ ZIP _____

UTILITY ACCOUNT NUMBER (WHERE MEASURES INSTALLED) _____ STATE _____ ZIP _____

TAXPAYER ID NUMBER (SSN/EIN) _____

CONTRACTING COMPANY _____

CONTRACTOR PHONE () _____ TAX STATUS

CONTRACTOR MAILING ADDRESS _____ Corporation (Inc., LLC, PC, etc.) Other (Individual, Partnership - may receive 10%)

CONTRACTOR CITY _____ CONTRACTOR CONTRACT NAME _____ CONTRACTOR EMAIL _____

TOTAL PROJECT COST _____ STATE _____ PROJECT COMPLETION DATE _____

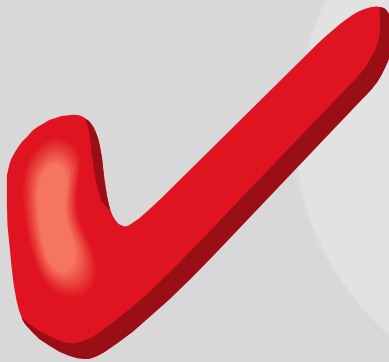
As an eligible customer, I verify the information is correct and request consideration for participation under this program.

CUSTOMER SIGNATURE (COMED CUSTOMER) _____ PRINT NAME _____ DATE _____

TOTAL INCENTIVE REQUESTED* _____

*Incentive cannot exceed 100 percent of the incremental measure cost and 50 percent of the total project cost and must meet all program terms and conditions.

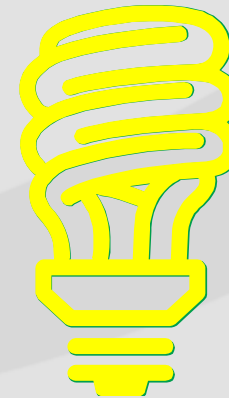
Step 1: Check Project and Equipment Eligibility



- Equipment/measures must be new.
- Customer must certify that the decision to acquire and install the energy efficiency measures was made after April 1, 2009, and that work was completed by June 1, 2010.
- All installed equipment must meet or exceed the specifications given in the application. Mismatches may disqualify the project.
- If an electricity-saving measure is not found on the prescriptive incentive form, it may be eligible for a custom incentive.

Step 3: Install Equipment or Perform Project Work

- If pre-inspection is required, make sure you have received the reservation letter *before* ordering energy efficient equipment.
- Project installation should stay within scope outlined in the pre-application.
- All installed equipment **must meet or exceed the specifications given in the application.** Mismatches may disqualify the project.
- Reservations are good for 90 days; extensions may be available.



Step 4: Submit Final Application

- Submit final application when project is complete
- Supplemental documentation should include:
 - Invoices
 - Specification sheets
 - Detailed scope of work
- Invoices should include details such as:
 - Material costs
 - Material quantities
 - Material model numbers
 - Total project costs
 - Invoice dates



INVOICE

Date: September 15, 2009

Billing Address:

Shipping Address:

Company: Acme Enterprises

Company: Acme Enterprises

Contact Name: Bill Beattie

Contact Name: Bill Beattie

Address: 120 E. Liberty Dr.

Address: 120 E. Liberty Dr.

Suite 290

Suite 290

City/State/Zip: Wheaton, IL 60187

City/State/Zip: Wheaton, IL 60187

Ship Date: July 6, 2009

Shipping Method: Truck

Qty

Product Description

Price Each

Total

25 EPA - 204 Reflector Kit

25 GE 232MV-N

75 EPA - High Five 6F32T8

75 GE632-MAX-H90

450 F32T8XLSPX41HLECO

APPROVED

Subtotal:

Tax:

Shipping

Grand Total:

\$15,000

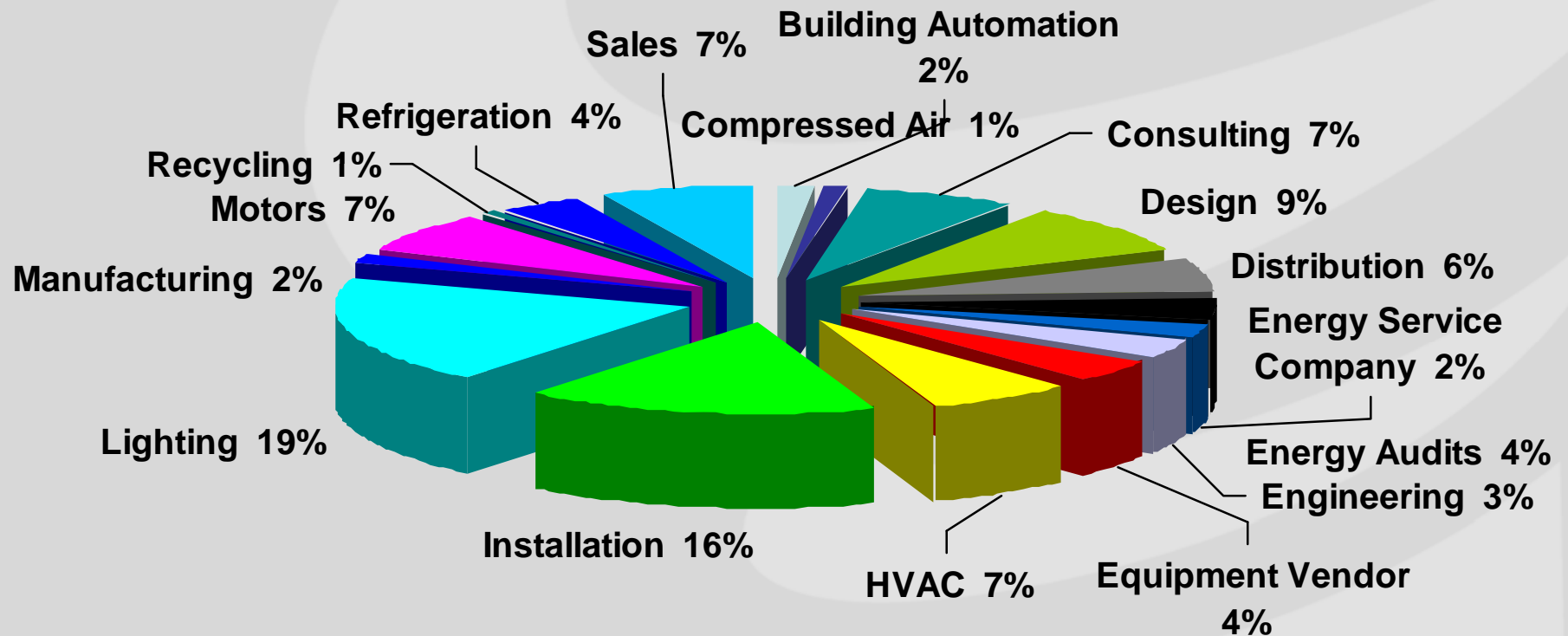
What is the Community Energy Challenge?

- Competition between 10 cities in the ComEd service territory
- Pilot program to help municipalities implement energy efficiency projects
- Cash award to the winning community
- Special incentive “set asides” for businesses in participating communities
 - Manage the risk of program oversubscription

ComEd *Smart Ideas* Trade Allies

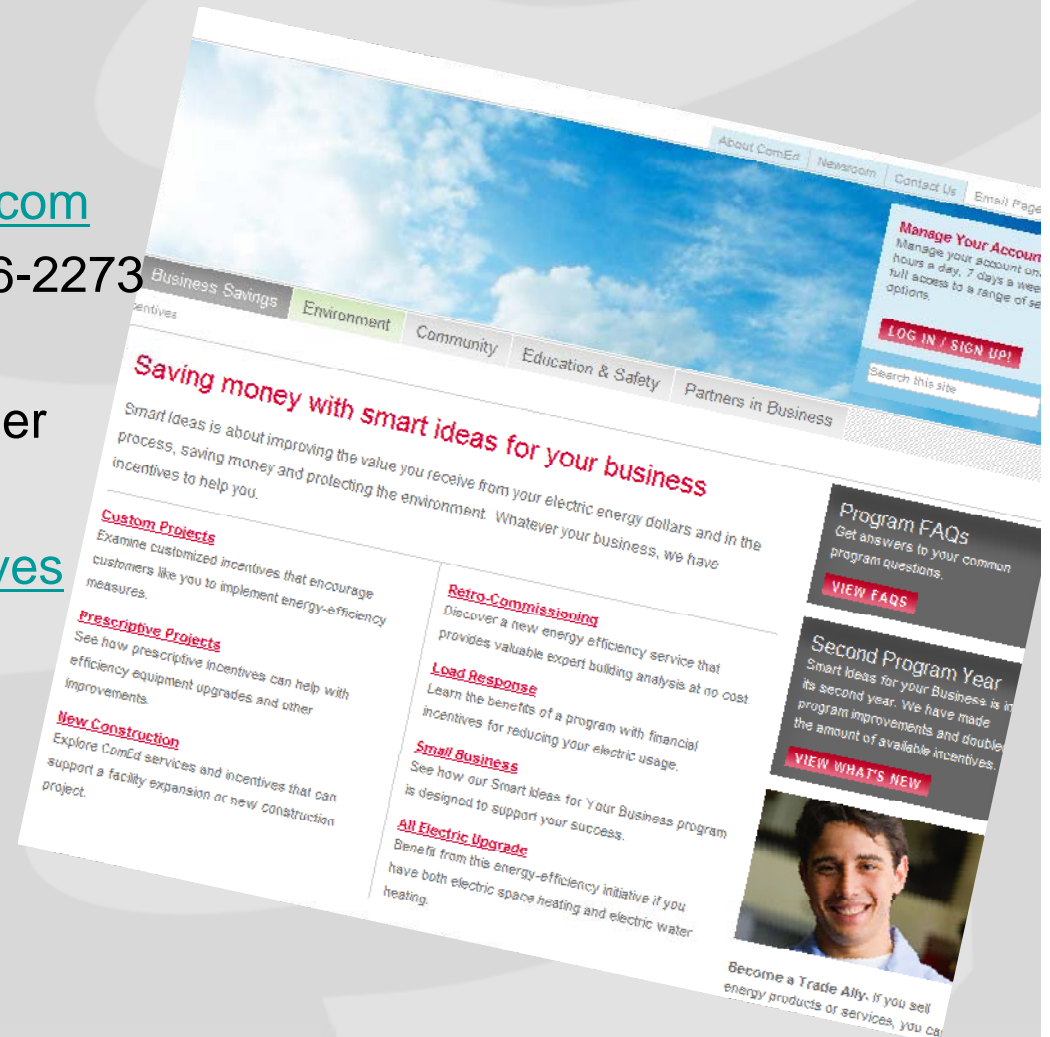
- **What are *Smart Ideas* Trade Allies?**
 - Contractors, engineers, energy service companies (ESCOs), or equipment vendors that **sell and install energy efficient technology measures** and **have successfully completed training for program participation**
- **Why do customers prefer *Smart Ideas* Trade Allies?**
 - Familiar with the process and forms
 - Committed to energy efficiency

Trade Allies and Services



For More Information

- ComEdSmartIdeas@KEMA.com
- Program questions (888) 806-2273
- Fax: 1-630-480-3436
- Bill Beattie, Outreach Manager
630-480-3434 Ext. 74222
- www.ComEd.com/bizincentives
 - Program information
 - Application forms
 - Policy and Procedures Manual





Thank you!