

Small Business Energy Advantage Program

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EVERSOURCE

 **CNG · SCG · UI**
Part of the Avangrid family

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Introductions

Presenters:

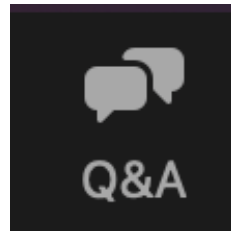
Ricky Jordan, Manager - Energy Efficiency

Hannah Savage, Supervisor – SBEA, Program Design and Development

Colleen Morrison, Programs and Products Manager - SBEA

We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Agenda

1

Introductions and Welcome to SBEA Vendors

2

2024 SBEA Program Changes

3

Goals for 2024

4

Financing Options

5

Ensuring a successful project



**Eversource
Team**

Ricky Jordan – Manager

Hannah Savage - Supervisor

Allen Lungren

Thomas Martinez

Rachael Baral



**Avangrid
Team**

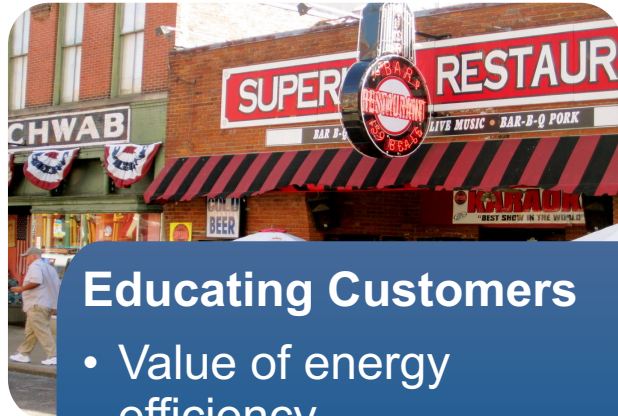
Larry Rush - Manager

Colleen Morrison – Program Manager

Victor Francis – Energy Specialist

Your Role as an SBEA Vendor

As an SBEA vendor for Eversource and UI, expectations are high



Educating Customers

- Value of energy efficiency
- Benefits of replacing equipment and reduced maintenance costs
- Contributing to sustainable future
- Improved built environment for their employees and their customers



Provide High Quality Service and Installation

- Comprehensive review of all opportunities on site
- Accurate and complete assessments
- Frequent communication on project
- Keeping tracking systems up to date
- Warranted workmanship



Support Incentives and Financing

- Provide cost effective pricing for custom measures
- Leverage comprehensive incentives wherever possible
- Utilize on bill financing to support customer cash flow objectives

SBEA Benefits for CT Customers

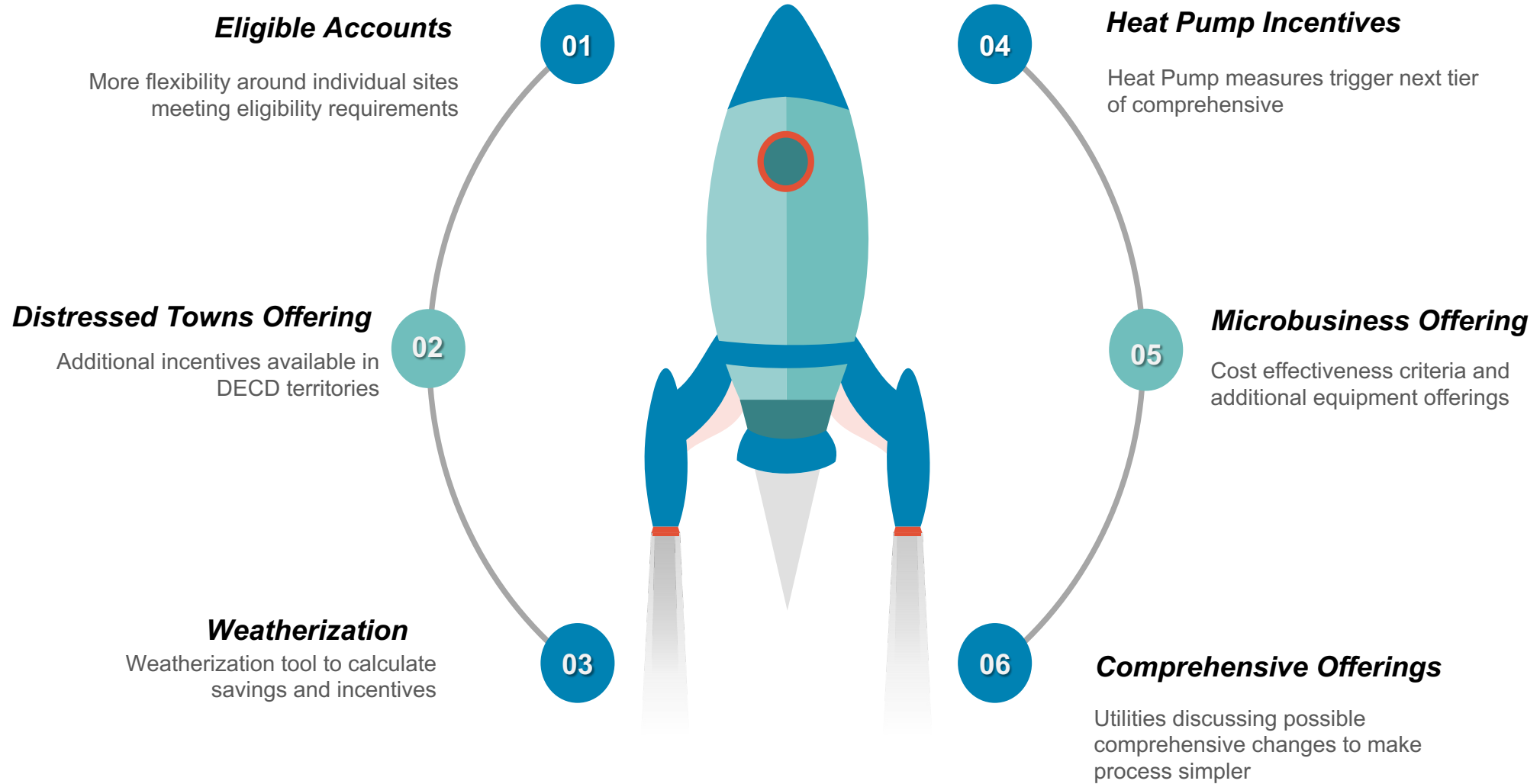
- Services provided by a qualified contractor
- Customers receive a no-cost proposal
- Generous incentives for energy saving measures such as lighting, refrigeration, and DHW
- Support to solicit bids on custom measures such as VFDs, insulation, etc.
- Zero (0%) financing with on-bill repayment
- Support non-English speakers
- Reduced operating costs and environmental footprint





2024 SBEA Program Changes

2024 Program Launches

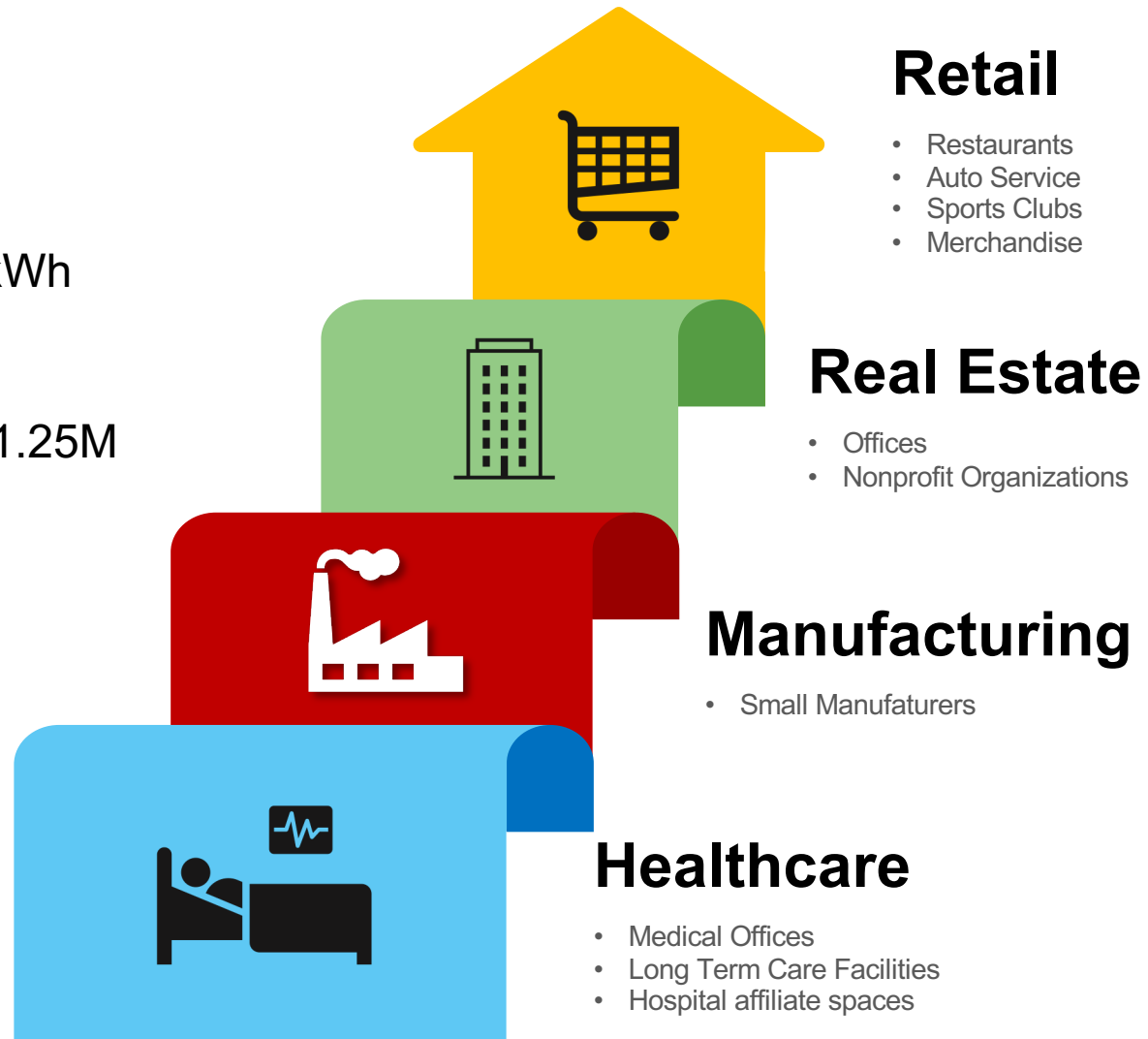


Eligible SBEA Accounts

Eligibility Adjustment:

- Commercial and Industrial customer *locations* that use less than 1.25M kWh annually are eligible for SBEA
- Eversource and Avangrid aligning on 1.25M kWh annual consumption threshold
- Accounts NOT eligible for SBEA:
 - Municipal
 - State
 - *National Accounts****

***List available for reference



Distressed Incentives

Ansonia	Lisbon	Preston
Bridgeport	Mansfield	Putnam
Bristol	Meriden	Sprague
Chaplin	Montville	Sterling
Derby	Naugatuck	Stratford
East Hartford	New Britain	Torrington
East Haven	New Haven	Voluntown
Enfield	New London	Waterbury
Griswold	North Stonington	West Haven
Groton	Norwich	Winchester
Hartford	Plainfield	Windham
Killingly	Plymouth	

*excludes Microbusiness

Distressed Municipalities Incentives*:

- Fiscally and economically distressed municipalities
- Additional electric and gas incentives now available for SBEA projects in these towns
- Gas: Additional \$2.00/CCF
- Electric: Additional \$0.10/kWh, up to 10% of the cost, capped at \$50,000
- A new town list for 2024 is Available



26% of Eversource 2023 projects were in distressed municipalities as defined by DECD

45% of Avangrid 2023 projects were in distressed municipalities as defined by DECD

Weatherization

What is Weatherization?

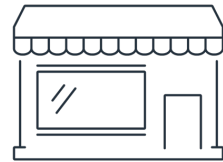
Improvements to the building envelope that reduce the energy we use to condition the indoor space, including air sealing, insulation, moisture control, ventilation, and upgrades to doors and windows.

Why Weatherize?

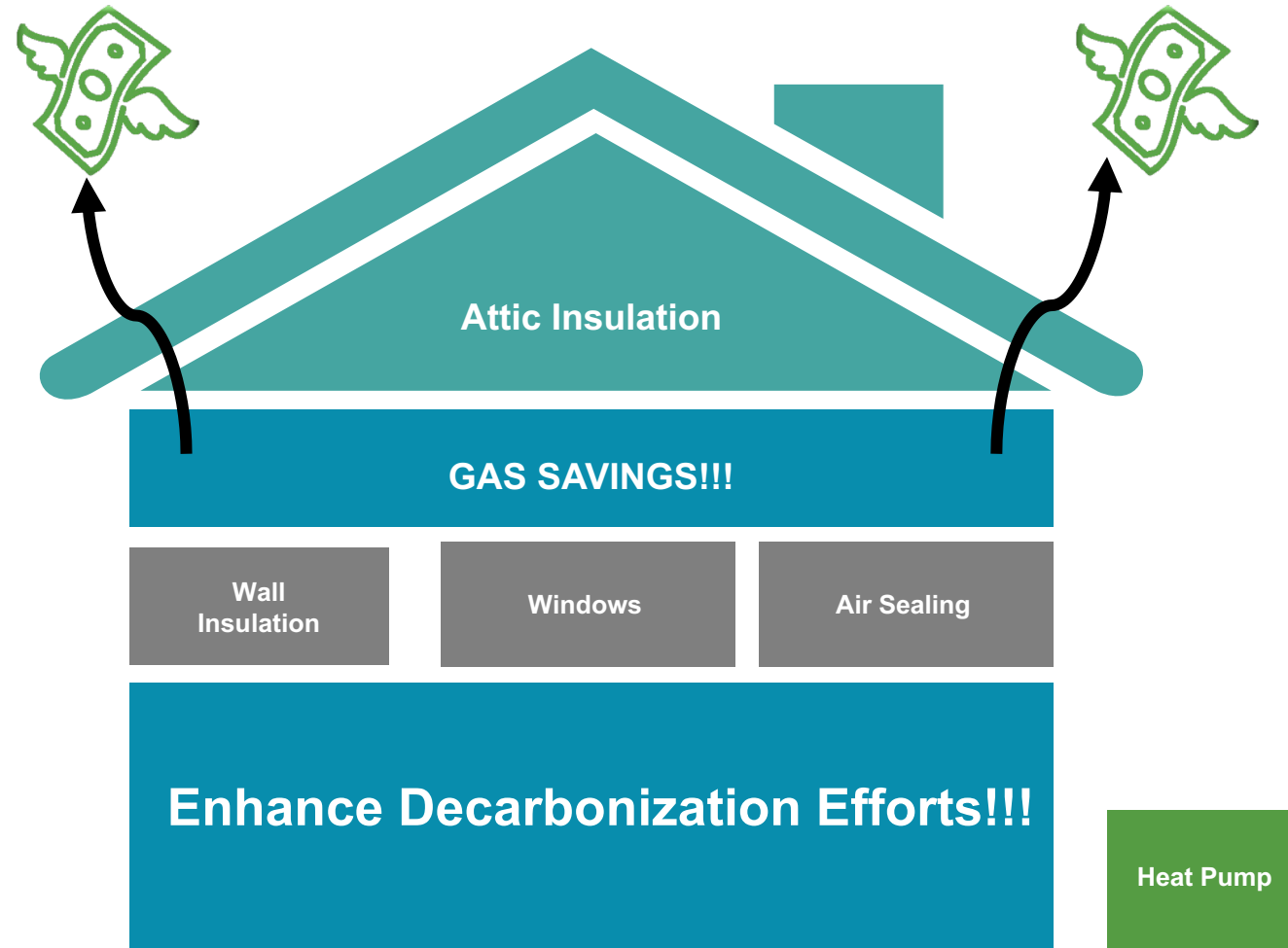
- Cost Savings
- Building Resilience
- Increased Comfort
- Carbon Free Readiness
- Increase asset value
- Incentives \$\$\$
- Environmentally Responsible

Weatherization

- New Weatherization (Wx) tool for contractors available by Q2 2024!!!



Prescriptive
0 - 8,000 sq/ft



Weatherization Tool



Commercial Prescriptive Weatherization Savings & Rebate Calculator

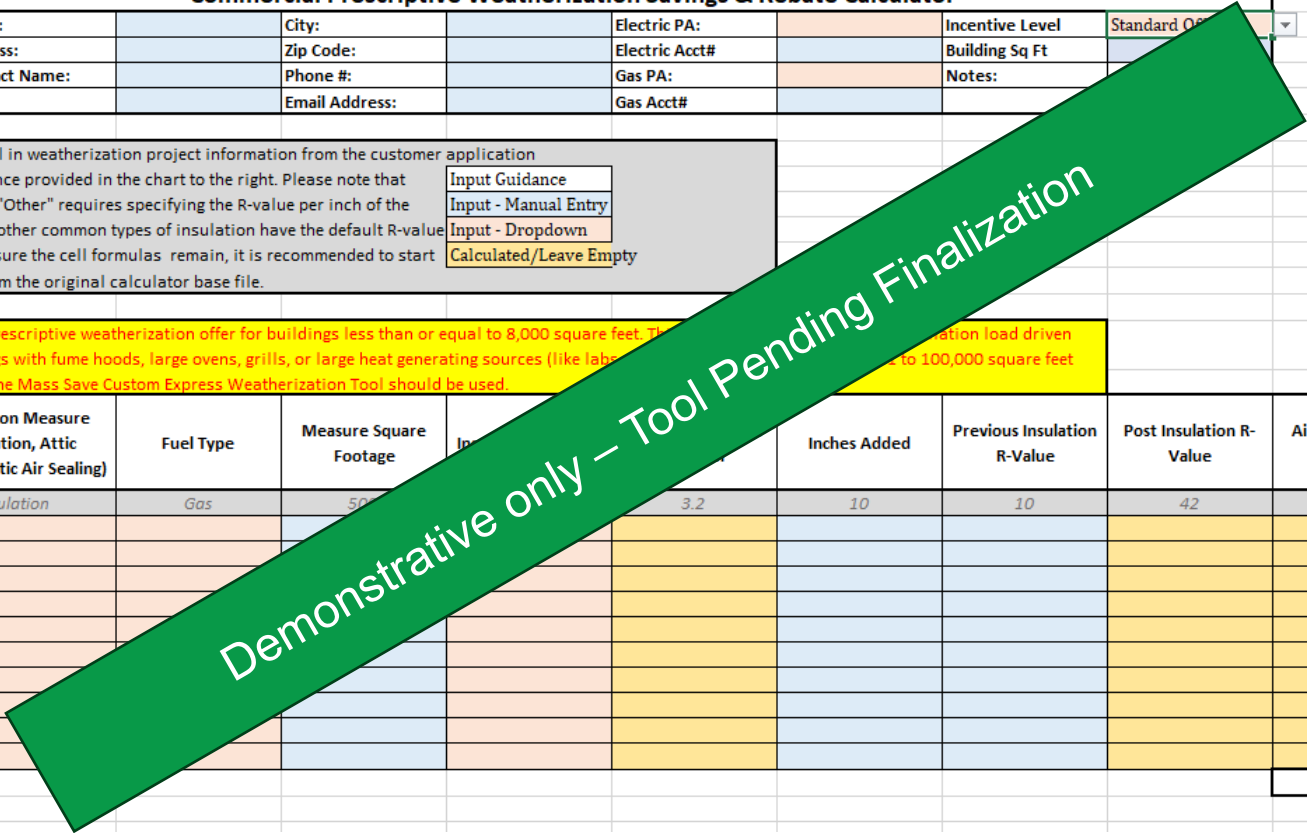
Company Name:	City:	Electric PA:	Incentive Level:
Company Address:	Zip Code:	Electric Acct#:	Building Sq Ft:
Customer Contact Name:	Phone #:	Gas PA:	Notes:
Vendor:	Email Address:	Gas Acct#:	

Instructions: Fill in weatherization project information from the customer application using the guidance provided in the chart to the right. Please note that insulation type "Other" requires specifying the R-value per inch of the material, while other common types of insulation have the default R-value provided. To ensure the cell formulas remain, it is recommended to start each project from the original calculator base file.

- Input Guidance
- Input - Manual Entry
- Input - Dropdown
- Calculated/Leave Empty

Version 1.3 Date: 11/14/22

NOTE: This tool is applicable to the prescriptive weatherization offer for buildings less than or equal to 8,000 square feet. This tool is not applicable to buildings with ventilation load driven buildings. (i.e. Do not use for buildings with fume hoods, large ovens, grills, or large heat generating sources (like labs) or buildings greater than 100,000 square feet that are not ventilation load driven, the Mass Save Custom Express Weatherization Tool should be used.



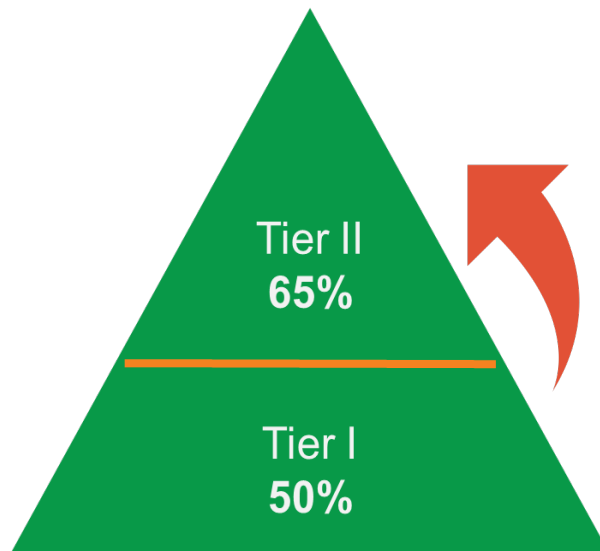
Project Area Description	Weatherization Measure (Wall Insulation, Attic Insulation or Attic Air Sealing)	Fuel Type	Measure Square Footage	Inches Added	Previous Insulation R-Value	Post Insulation R-Value	Air Sealing Work Hours	Savings: MMBtu / Therms		Savings: MWh / kWh		Demand Savings: kW
Example: North Wall	Wall Insulation	Gas	500	10	3.2	10	42	4.14	41.4	0.6408	640.8	0.47
Area 1:												
Area 2:												
Area 3:												
Area 4:												
Area 5:												
Area 6:												
Area 7:												
Area 8:												
Area 9:												
Area 10:												
Totals:								0.00	0.0	0	0	0
								MMBtu	Therms	MWh	kWh	kW

Heat Pump Incentives

Air Source Heat Pumps \$1,500 / ton

Variable Refrigerant Flow (VRF) Heat Pumps \$2,100 / ton

Ground Source Heat Pumps \$4,000 / ton



- Air source and VRF incentive changes (Heat Pump Optimization Program)
- No more \$250/ton instant discount

- Heat Pump measures count towards comprehensive!
- Bumps project up one tier
- Cost and savings are *NOT* factored into overall
- Single measure incentive added to total

Microbusiness (MBEA) Program



- Incentive up to 80% of the project
- \$2/kWh electric **cost cap** up to \$16k for retrofit measures
- Pre-approved financing up to \$4,000 with a term of up to 60 months
- Must still qualify based on low usage (< 100,000 annual kWh)

Utility	2023 Total SBEA	2023 Total Micro	% Micro
Eversource	692	534	77%
Avangrid	138	95	69%
COMBINED	830	629	76%

Comprehensive Discussion



Tier II
65%

Tier I
50%

	Per kWh	Per kW	Per Nat Gas CCF	Per Oil Gallon	Per Propane Gallon	Project Cap
Tier II	\$0.65	\$1,000/ summer peak	\$6.00	\$8.00	\$6.00	65% installed cost
Tier I	\$0.50	\$1,000/ summer peak	\$5.00	\$7.00	\$5.00	50% of installed cost

More measures = more savings = greater incentive



SBEA Goals for 2024

2024 SBEA Program Goals

Electric	Utility	Annual Savings (kWh)	Lifetime Savings (kWh)	Units Served	Budget (\$)
	Eversource	12,104,000	102,342,000	684	\$12,278,291
	United Illuminating	5,093,000	39,139,000	205	\$3,659,661
Gas	Utility	Annual Savings (CCF)	Lifetime Savings (CCF)	Units Served	Budget (\$)
	Eversource	55,069	861,663	161	\$740,946
	CNG	67,000	892,000	129	\$420,261
	SCG	23,000	392,000	105	\$342,692

*Per the November 2023 filing

Marketing Efforts Ongoing and Planned for 2024

- Social Media Campaigns
- Press Releases
- Print Ads
- Google Ads
- Postcards
- Town Partnerships





Financing Options

2024 Financing Available

- **Microbusiness (MBEA)** - \$4,000 (0%) Max 60 months on-bill repayment option
- **Small Business (SBEA)** - \$100,000 (0%) Max 60 Months on-bill re-payment option
- **Heat Pumps** – Max 7 years on-bill repayment option with 10% down
- **Off Bill Financing** – National Energy Improvement Fund



Financing EV Charging for Small Business

- On bill financing for qualifying EV Charging with SBEA projects available in 2024
- Projects must include qualifying SBEA measures to consider financing EV chargers
- EV chargers must be installed and approved by ES/UI before small business loan can be finalized*

*SBEA vendors should be aware project close will depend on EV install





Financing the transition to efficient and resilient homes & buildings

Committed to affordability,
climate impact & job development



SIMPLE • TRANSPARENT • EXPERT • TRUSTED

National Energy Improvement Fund

Low financing rates for qualifying Eversource & AVANGRID customers

Third-Party Financing Program (off-bill) NEIF

Key information:

- NEIF will fund the loan, so the contract is between the lender and customer
- Customer must qualify for financing based on NEIF credit standards (not utility bill payment history)
- The Interest Rate Buy-down is provided directly to the lenders by the Companies (i.e., CT Energy Efficient Fund) since customers still receive low/no-cost financing below market rates.
- Lenders are fully responsible for loan defaults
- Contractors must be registered with NEIF (no cost): neifund.org/become-approved-contractor

Important links:

- For more information on the program: neifund.org/energize-ct/
- NEIF Financing Portal: neifcommercial.org
- Direct to Customer Financing Application: commercial.neifund.org/apply



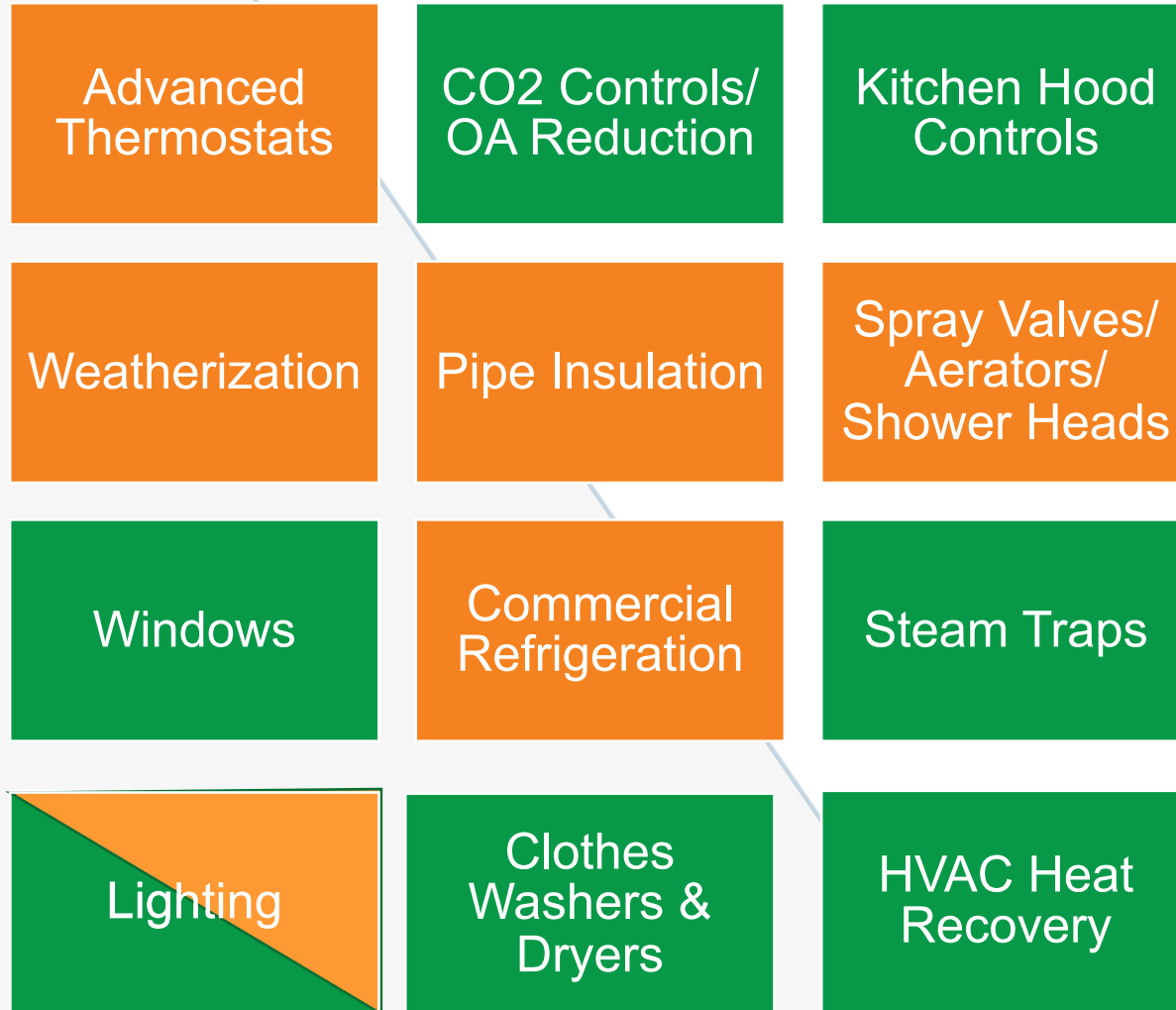


Ensuring a Successful Project

Ensuring a Successful Project


- Accurate assessments reduce “back and forth”
- Be as comprehensive as possible
- Understand customer needs to minimize disruption
- Ensure customer account information is accurate
- Updating forecasted completion dates with accuracy
- Providing all required documents with submitted projects
- Conducting self-inspections prior to utility post inspections and communicating changes





Retrofit Measures and Delivered Fuels

Reminder – we have incentives for qualifying propane and oil retrofit measures

 Microbusiness Measures

Today's Presenters

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Thank you

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Questions