

COMMERCIAL & INDUSTRIAL STANDARD OFFER PROGRAM

2016 WORKSHOP



WELCOME & INTRODUCTION

- **Stephen Bezecny**
 - Director, Energy Efficiency
- **Cheryl Bowman**
 - Manager, Program Implementation
- **Loretta Battles**
 - Administration, Commercial Standard Offer
- **Yolanda Slade**
 - Program Manager, Commercial Standard Offer



INTRODUCTIONS (CONT.)

- **Nexant Team**
 - David Ashley
 - Tim Griffin
 - Ding Li
 - Kai Qui

- **Database Team - ETrack**

AGENDA

- **Safety Share**
- **CenterPoint Commercial Energy Efficiency Programs**
- **2015 Program Summary**
- **2016 Program Outline**
- **2016 Program Highlights**
- **Supplier Diversity**
- **ETrack Database**
- **Q&A**

SAFETY SHARE - HOLIDAY



- Watch out for frayed wires, broken sockets, or loose connections on holiday lights. A couple of sparks on a dry tree and you could have an out of control fire or electrical short or outage.
- Don't overload circuits, another cause of electrical shorts or outages.
- Hang decorations away from heat sources, such as fireplaces and heating vents.
- Pretty plants used to decorate for Christmas are poisonous if eaten. Mistletoe, holly, poinsettias, and Jerusalem cherry plants should be away from little ones and pets.

CENTERPOINT ENERGY 2016 COMMERCIAL PROGRAMS



COMMERCIAL ENERGY EFFICIENCY PROGRAMS

- **Texas Score/City Smart Program**
 - Kristi Hardy – Kristi.Hardy@centerpointenergy.com
 - Offered to school districts K-12, Higher Education, city and county facilities. Services include: planning, financial analysis and technical support.
- **Retro-Commissioning Program**
 - Calvin Burnham – Calvin.Burnham@centerpointenergy.com
 - Promotes the tune-up of existing commercial and industrial buildings by evaluating facility systems and implementing low-cost/no-cost measures.

COMMERCIAL ENERGY

EFFICIENCY PROGRAMS (CONT.)

- **Energy Share Load Management Program**
 - Kevin Sarvis – Kevin.Sarvis@centerpointenergy.com
 - Demand Response Program for non – transmission commercial customers. The objective is to reduce summer peak demand and achieve annual demand savings.
- **Healthcare Market Transformation Program (HEEP)**
 - David Dzierski – David.Dzierski@centerpointenergy.com
 - Targets small to mid size healthcare facilities. Services include: Savings Calculations, assistance with measurement and verification, energy assessments, recommendations for operational improvements.

COMMERCIAL ENERGY EFFICIENCY PROGRAMS (CONT.)

- **Sustainable Schools**

- Kristi Hardy – Kristi.Hardy@centerpointenergy.com
 - Provides public and private schools with educational materials and activities that promote environmentally conscious behavior in the staff and students resulting in energy savings both at school and in homes.

- **Energy Wise**

- Zach Patterson – Zachary.Patterson@centerpointenergy.com
 - Offered to public and private schools to provide educational materials and activities that promote environmentally conscious behavior in the staff and students resulting in energy savings at the school and in homes.

COMMERCIAL ENERGY EFFICIENCY PROGRAMS (CONT.)

- **Data Center Energy Efficiency Program (DCEEP)**
 - Yolanda Slade – yolanda.slade@centerpointenergy.com
- Assists data center owners and operators with reduction in energy costs through practical technical assistance and cash incentives, while recognizing the importance of sustaining reliability and maximizing uptime. The DCEEP team will help you identify and implement energy saving projects that reduce your energy costs without sacrificing reliability. By investing in IT, cooling and power projects, you can optimize your data center's energy use and reduce your electricity costs. These projects may also help increase IT capacity while minimizing facility expansion costs.

Implementer – Willdan Energy Solutions

Contact Jessy Shao – jshao@willdan.com



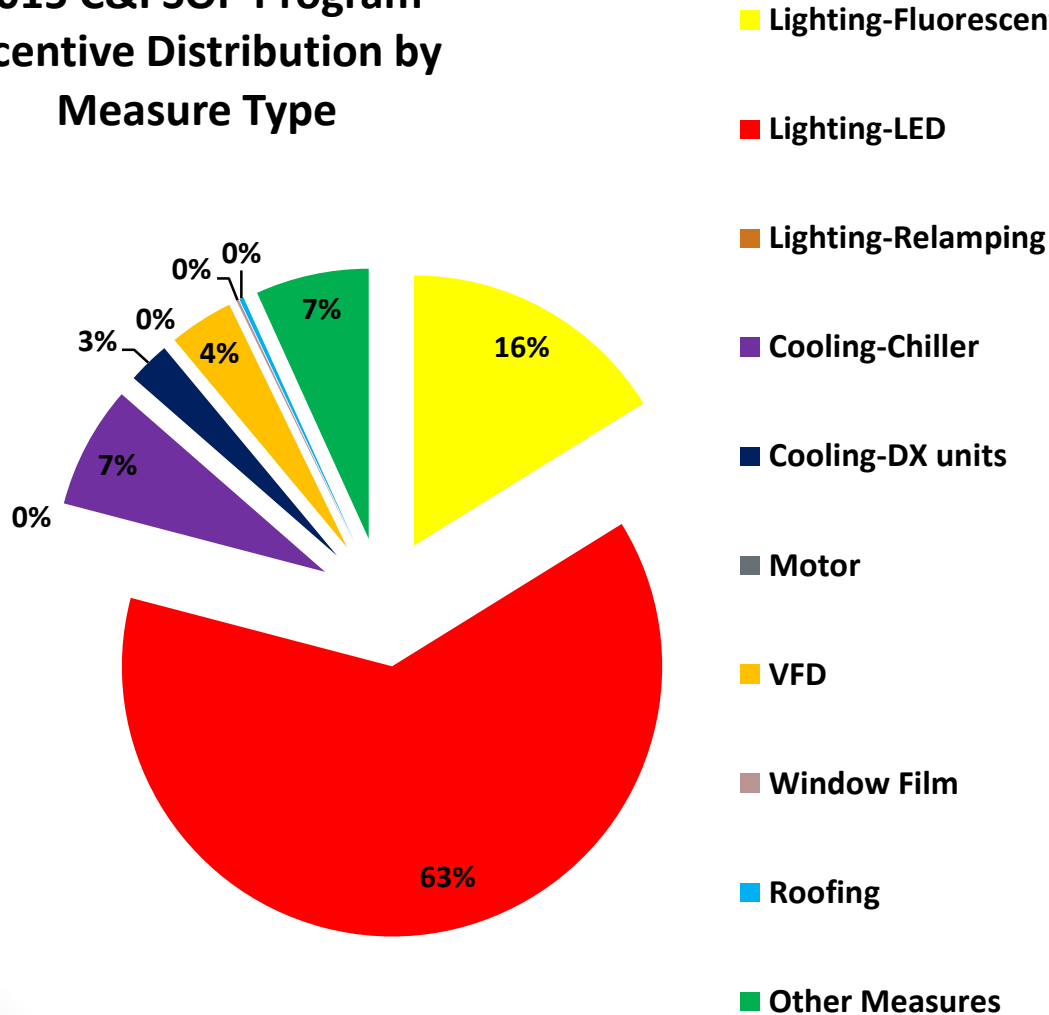
2015 PROGRAM SUMMARY

2015 PROGRAM SUMMARY

- **\$7M Original Budget**
 - Originally sold out July 2015; re-opened September 2015
 - 13 MW Goal
- **EOY Totals (estimate)**
 - \$6.5M Incentives Reserved
 - 11MW reduction
 - 185 projects submitted
 - 79 projects complete and closed YTD
 - 50 projects in progress
 - 56 cancelled projects

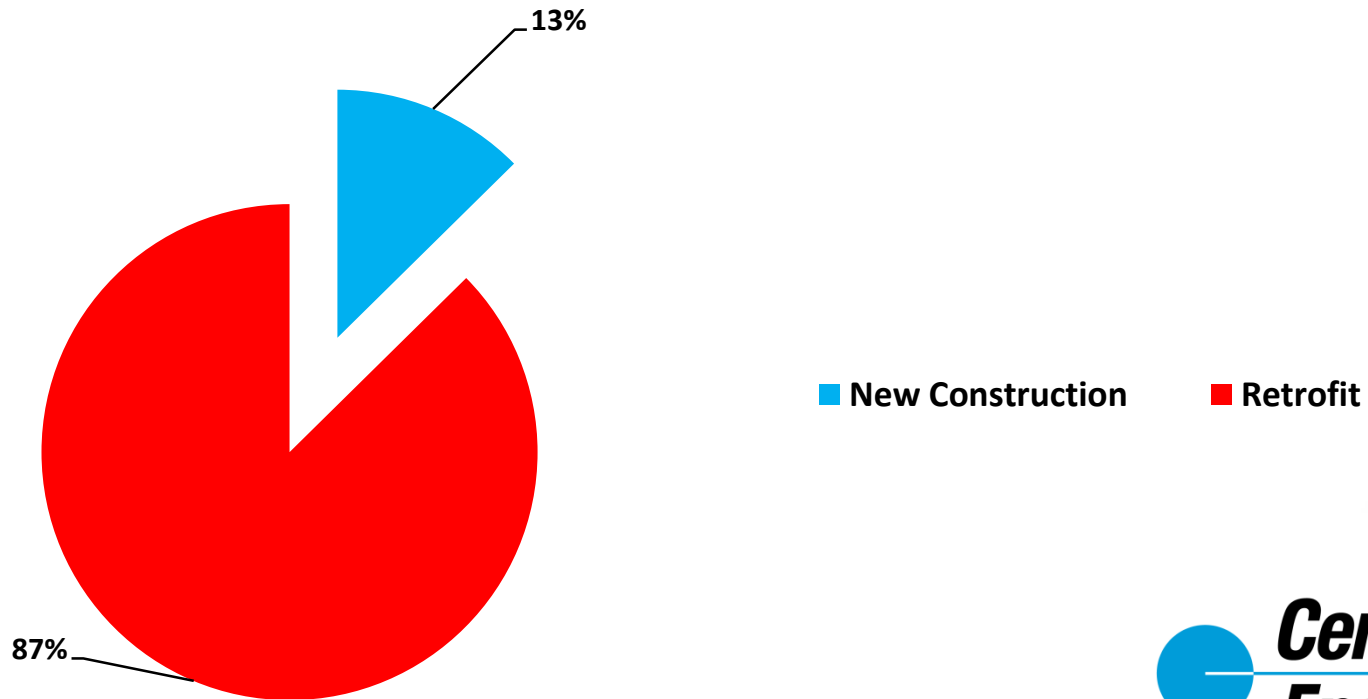
MEASURE DISTRIBUTION

2015 C&I SOP Program Incentive Distribution by Measure Type



CONSTRUCTION TYPE

2015 C&I SOP Program Incentive Distribution by Construction Type



2015 PROGRAM CONCERNS

- Provide Project ID number with **all** correspondence, especially deposit check
- Failure to enter project into required work schedule via eTrack
 - If for any reason, cannot enter in eTrack, email Program Manager
- Not ready for installation on date of work schedule, ie no equipment on site, no material on site, no crew on site
- Perform proper audit of existing material, incorrect measure types/counts can result in lower incentives

2015 PROGRAM CONCERNS (cont.)

- Project Sponsor representative not on site at inspections
- Timely return of completed Project Authorization Form
- Failure to produce required recycle certificate
- Read and understand Commercial and Industrial Standard Offer Program Manual
 - If there is a question – **ASK!**

2016 PROGRAM OUTLINE

STANDARD OFFER PROGRAM

- **Open to all eligible providers within the CNP Territory**
 - Transmission class (>69kv) are excluded
 - First come, first serve
 - Payments tied to verified savings
 - Standardized terms for all participants
 - Retrofit and new construction measures
 - Follows the current Technical Resource Manual (TRM)
 - <http://www.texasefficiency.com/index.php/emv>

PROGRAM FLOWCHART

- Make application via eTrack
 - Acknowledge reading and understanding current Program Manual
 - Complete/update Vendor Form
- Secure eligible project
 - Conduct accurate audit of existing facilities
- Submit 5% deposit where required
 - Small commercial does not require deposit
- Upload project documentation to eTrack
 - ie cut sheets, layouts, LED validation screen shot, calculation tools, M&V plans
- Pre inspection conducted at CenterPoint Energy discretion
- Receipt of Project Application approval letter from CenterPoint Energy
 - Projects must not begin installation/demolition prior to receipt of the PA approval letter



PROGRAM FLOWCHART

- Sign and return Project Authorization form
 - Sponsor and Customer signature required
- Enter project work schedule via eTrack
 - Allow 48 hour notification before project installation
- Installation Inspection
 - CNP discretion
 - Once work schedule entered, sponsor may begin work as indicated, no need to wait for CNP approval or arrival on site
 - Crews, materials and necessary installation equipment on site
- Complete install, update eTrack with installation complete status
- Post installation inspection
 - CNP discretion
 - Sponsor or representative should be available



PROGRAM FLOWCHART

- Installation and Savings Report issued by CenterPoint Energy
 - 100% incentive payment, provided M&V not required
- If M&V is required:
 - Notify via eTrack of project completion
 - Begin M&V requirements
 - At the discretion of CNP, 40% of incentive payment issued
 - Submit M&V data to eTrack upon completion
 - Final 60% payment at the conclusion of M&V review and approval
- Submit final invoices and any necessary follow up documentation
 - ie recycle certificates

PROGRAM PARTICIPANTS ROLES

PROGRAM ROLE	RESPONSIBILITIES
PROGRAM ADMINISTRATOR	<ul style="list-style-type: none">✓ OVERSEE THAT PROGRAMS FOLLOW PUCT RULES, CURRENT TRM✓ ADJUST PROGRAM BUDGET AS NEEDED✓ ENTER STANDARD AGREEMENTS WITH THE PROJECT SPONSOR✓ REVIEW, APPROVE OR REJECT PROGRAM APPLICATIONS✓ VERIFY AND INSPECT THAT MEASURES MEET INTENDED PURPOSE✓ ADMINISTER INCENTIVE DOLLARS
PROJECT SPONSOR	<ul style="list-style-type: none">✓ IDENTIFY PROJECT OPPORTUNITIES<ul style="list-style-type: none">• MARKETING• <u>ACCURATELY</u> IDENTIFIES ENERGY EFFICIENCY MEASURES TO BE INSTALLED✓ VERIFY CUSTOMER ELIGIBILITY<ul style="list-style-type: none">• CUSTOMER IN CNP ELECTRIC SERVICE TERRITORY• CUSTOMER DOES NOT RECEIVE TRANSMISSION CLASS SERVICE (CLASSIFIED AS INDUSTRIAL)✓ INSTALL AND DOCUMENT ENERGY SAVINGS
CUSTOMER	<ul style="list-style-type: none">✓ CONTRACT WITH PROJECT SPONSOR✓ ALLOW CNP TO CONDUCT ON-SITE INSPECTIONS✓ INSTALL AND DOCUMENT ENERGY SAVINGS

PROJECT SPONSOR

- **May be:**
 - National or local energy service companies (ESCOs)
 - National or local companies that provide energy-related services or products
 - Local contractors
 - Commercial property developers
 - Design/build firms
 - Architectural and engineering firms
 - Individual commercial customers



PROJECT SPONSOR REQUIREMENTS

- **Project Sponsor must have:**
 - All appropriate licenses/certifications
 - Evidence of technical and managerial capability
 - Evidence of financial capability
 - Adequate insurance
 - Relevant References

CUSTOMER

- **May be:**
 - Any non-residential customer taking service at a metered point of delivery at a distribution voltage (<69KV)
 - Non-profit
 - Government entity
 - Educational institution
- **Must allow inspection at customer site**

PROJECT ELIGIBILITY

- **Within CenterPoint Energy electric service territory**
 - PROVIDE ESI NUMBER, BEGINNING 100890
- **Complete Sponsor application and 5% deposit required to submit application**
- **Savings calculations must be complete within the sponsor application**

PROJECT ELIGIBILITY (cont.)

- **LARGE COMMERCIAL**

- Minimum reduction of 20kw and/or 120,000kwh for single site project
- Minimum reduction of **50kw and/or 300,000kwh** for aggregated sites project
- Cust must have minimum load of 100kw at peak, aggregate cust must reach 250kw

- **SMALL COMMERCIAL**

- May not have more than **100kw peak demand** at a single site
- May not have more than 250kw aggregate peak demand
- Allows up to 20kw and/or 120,000kwh reduction at non-residential site
- No deposit required, but milestone schedule enforced

SMALL COMMERCIAL

- Requires no deposit
- Email pending project information to Program Manager for approval
- Deemed savings measures only
- Project should complete within program year
- Request for follow up documentation must be returned within 10 days to avoid project cancellation
- Adhere to set milestone schedule

AGGREGATING PROJECTS

- **Similar projects should:**
 - Have Same Project Sponsor
 - Incorporate Same Measures
 - Have like Occupancy Schedules
 - Have same Functional Use
 - Have same Energy Consumption Patterns
 - Common Measurement & Verification Plan

MEASURE ELIGIBILITY

- **Produces measurable peak demand and/or energy savings**
- **Follows guidelines set in current TRM**
- **Peak demand is defined as:**
 - Summer - June 1 through September 30, M – F, 1pm – 7pm
 - Winter – December 1 through February 28, M – F, 6AM – 10AM & 6PM – 10PM
 - Excluding weekends and Federal Holidays
- **Permanently installed (no plug load)**
- **Exceeds minimum efficiency standards**



INELIGIBLE MEASURES

- Fuel Switching
- Measures that require no Capital Investment
- Measures that have less than 10 year Persistence
- Measures that receive Incentives in other CNP programs
- Redundant Equipment (i.e. Backup Chillers)
- Removable Measures (i.e. Plug Load, Vending Machines)
- O&M Measures (i.e. Air Filters)

APPLICATION DEPOSIT

- Application deposit is 5% of requested incentive
- Deposit must be submitted before any review of the project can begin
- Modification of PA within 14 calendar days from submittal will not affect deposit
- Deposit is fully refundable when:

PERCENT OF ESTIMATED INCENTIVE PAYMENT RECEIVED	PERCENT OF DEPOSIT REFUNDED
75%+	100%
50%-74.9%	50%
0%-49.9%	0%

APPLICATION SUBMITTALS

- Documents must be provided as part of the application process:

LIGHTING	CUT SHEET OF NEW LIGHTING FIXTURE, LAMP TYPE, LAMP WATTAGE, BALLAST TYPE AND BALLAST FACTOR
	DISPOSAL RECORDS OF THE REMOVED EXISTING LIGHTING FIXTURES FOR FLORESCENT LAMPS
	LIGHTING LAYOUT INDICATING SQUARE FOOTAGE OF THE FACILITY
	CERTIFICATE OF THE LED FIXTURE INDICATING IT IS ENERGY STAR OR DLC APPROVED PRODUCT
COOLING	MANUFACTURER'S EQUIPMENT SPECIFICATION SHEET OF THE NEW COOLING EQUIPMENT PERFORMANCE AT ARI STANDARD CONDITIONS
	CUT SHEET OF THE NEW ROOFING OR WINDOWS MATERIAL INDICATING THE INSULATION EFFICIENCY

RETROFIT APPLICATIONS BASELINE

EQUIPMENT TYPE	APPLICABLE BASELINE STANDARD
LIGHTING	TABLE OF STANDARD FIXTURE WATTAGES (BASED ON EISA 2007, EPACT 2005 AND PUCT RULE)
COOLING EQUIPMENT	ASHRAE 90.1 EFFICIENCY STANDARD OF THE YEAR WHEN REPLACED SYSTEM IS MANUFACTURED
MOTORS	ASHRAE 90.1M – 1995
BUILDING ENVELOPE	IECC 2003

NEW CONSTRUCTION BASELINE

EQUIPMENT TYPE	APPLICABLE BASELINE STANDARD
LIGHTING	EISA 2004, ENERGY STAR® OR DLC
COOLING EQUIPMENT	
MOTORS	FEDERAL STANDARD OR CURRENT CITY OF HOUSTON COMMERCIAL ENERGY CONSERVATION CODE
BUILDING ENVELOPE	

M&V APPROACHES

DEEMED SAVINGS	SIMPLIFIED M&V	FULL M&V
BASED ON DATA FROM PAST DSM PROGRAMS AND INDUSTRY DATA	BASED ON ENGINEERING CALCULATIONS USING TYPICAL EQUIPMENT CHARACTERISTICS FOR PARTICULAR APPLICATIONS	REQUIRED FOR ALL MEASURES NOT MEETING CRITERIA FOR DEEMED OR SIMPLIFIED M&V
NO METERING REQUIRED	REDUCE NEED FOR CERTAIN TYPES OF FIELD MONITORING BY USING STIPULATED VALUES FOR OPERATING HOURS, EQUIPMENT EFFICIENCIES, ETC.	USE MORE RIGOROUS APPLICATION OF END-USE METERING, REGRESSION ANALYSIS, OR COMPUTER SIMULATIONS
	MAY INVOLVE SPOT OR SHORT-TERM METERING AND SOMETIMES SIMPLE, LONG-TERM MONITORING	GENERAL GUIDELINES AVAILABLE, BUT NEED TO BE ADAPTED TO SPECIFIC MEASURE

WAITLIST

- Activated in order of when the deposit is received
- Installation may not begin until the project is activated and approved

2016 PROGRAM HIGHLIGHTS



PROGRAM GOALS/BUDGET

2016 SAVINGS GOAL	2016 INCENTIVE BUDGET
11 MW	\$6.5 MILLION

- One Project Sponsor may reserve up to 20% of the total Program Budget (\$1.3M)

2016 INCENTIVE RATES

MEASURE TYPE	\$/KW	\$/KWH
LIGHTING – FLOURESCENT, HID, CFL, LED without FIXTURE	105	.03
LIGHTING – LED with FIXTURE	180	.06
COOLING – DX UNITS	265	.10
COOLING – CHILLER	285	.11
MOTOR	180	.07
VFD	180	.07
WINDOW FILM	175	.06
WINDOW REPLACEMENT	210	.08
ROOFING	240	.09
OTHER MEASURES	175	.06

NEW FOR 2016

- All utility programs will follow the Technical Resource Manual (TRM), 3.1; as advised by the Public Utility Commission of Texas (PUCT)
- ETrack rolls out v3, improved navigation, and tracking
- Additional LED qualification organizations
 - Lighting Design Labs (LDL)
 - DOE LED Lighting Facts
- Chiller applications must present proof of purchase after project is approved (30 days)
- Chiller projects will be evaluated for likelihood of current year installation, based on submittal date
- Relamping is no longer an eligible measure

CONTINUES FOR 2016

- Audits shall remain the sole responsibility of the project sponsor, they will no longer be a part of the project review
- Project Sponsors must give a minimum 48 hour notification via eTrack for all project installs
- All deposits must be submitted via established postal service and should be addressed to: CenterPoint Energy, 1111 Louisiana, Houston TX 77002; Attention Loretta Battles
- Multiple sponsor required inspections will be charged \$250 for each additional
 - Deducted from application deposit at time of return
 - If there is a CNP/designee error, charge will be waived
- Small projects will have milestone schedule in lieu of deposit
- Request copy of final installation invoice with every project



PROGRAM TIMELINE

- **December 1, 2015 - 2015 projects installations MUST be complete**
 - Complete database and field applications, post inspections to follow
- **December 18, 2015 - close out 2015 program**
 - All pending projects should be in payment process
- **January 4, 2016 – ETrack Database opens**
 - Tutorials and entering 2016 applications
 - Deposit checks must be mailed or couriered after application is submitted
- **December 1, 2016 – 2016 Installations must be complete**

PROGRAM RESOURCES

- <http://www.centerpoint.anbetrack.com>:
 - Program Announcements
 - Program Manual
 - Applicable Estimation Workbooks
 - Workshop Presentation
 - Service Area Map
 - Active Project Sponsor Listing
 - Available Funding
 - Program contacts and links
 - FAQ

SUPPLIER DIVERSITY



SUPPLIER DIVERSITY POLICY STATEMENT

- CENTERPOINT ENERGY, INC. RECOGNIZES THE IMPORTANCE OF MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISES (MWBE) TO THE ECONOMIES OF THE NATION, THE STATE, AND THE COMMUNITIES IT SERVES, AS WELL AS THE CORPORATION ITSELF.
- THEREFORE, WE ARE COMMITTED TO PURSUING BUSINESS RELATIONSHIPS WITH SUCH ENTERPRISES AND USING INNOVATIVE APPROACHES DESIGNED TO CONTINUALLY IMPROVE BUSINESS OPPORTUNITIES.



SUPPLIER DIVERSITY

CENTERPOINT ENERGY

- **JEWEL SMITH**, MANAGER OF SUPPLIER DIVERSITY
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- **STEVE DUKES**, SUPPLIER DIVERSITY COORDINATOR
(713)207- 3388; STEVE.DUKES@CENTERPOINTENERGY.COM

HOUSTON MINORITY SUPPLIER DEVELOPMENT COUNCIL

CONSTANCE JONES (713)271-7805; WWW.HMSDC.ORG

WOMEN'S BUSINESS ENTERPRISE ALLIANCE

APRIL DAY (713)681-9232; ADAY@WBEA-TEXAS.ORG



QUESTIONS?



CONTACT INFORMATION

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❖ Website:

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